

Beau Biden Foundation for the Protection of Children Board of Directors Meeting October 30, 2018 12:00 pm

The meeting was convened at the Beau Biden Foundation office (4601 Concord Pike, Wilmington, DE 19803)

The following BBF Board Members attended the meeting in person: Hallie Biden, Hunter Biden, Howard Borin, Fred Sears, Frank Vavala.

The following BBF Board Members participated via conference call: Emily Chen.
Also in attendance: Patty Dailey Lewis, BBF Executive Director; Joshua Alcorn, BBF Chief Operating Officer; Valerie Biden Owens.

CALL TO ORDER:

Hunter Biden called the meeting to order at 12:20 PM.

ADOPTION OF AGENDA & APPROVAL OF MINUTES:

Hunter Biden moved to adopt the agenda. Hallie Biden seconded.
Fred Sears moved to approve the minutes. Frank Vavala seconded.

FINANCIAL REPORT:

BBF Board Treasurer Fred Sears presented the financial report covering July 2018 – September 2018. In the third quarter, the BBF raised \$450,350.68 versus a projected amount of \$376,55.00 (favorable variance of \$73,485.68). Expenses in the third quarter totaled \$236,959.94.80 versus a projected amount of \$310,173.83 (favorable variance of \$73,213.89). Year to date the Foundation revenue was \$105,479.05 more than projected and expenses were \$38,553.11 less than projected.

At the end of the second quarter, the BBF had cash on hand totaling \$1,818,631.62.

BBF ED Patty Dailey Lewis discussed the potential fundraiser in Philadelphia, hosted by Joe Cowhey. The BBF had been working with the Vice President's scheduling office to find a date for the fundraiser (which would raise \$100,000). Hunter Biden, Hallie Biden and Valerie Biden Owens said they would assist in finding a date in December or January.

BUDGET:

The Board asked BBF COO Joshua Alcorn to discuss the fundraising outlook for the remainder of 2018. Josh noted that as of 10/30, the Foundation had raised approximately \$896,000 with between \$150,000-200,000 still outstanding. Fred Sears noted the Foundation needed to invest more in hiring staff and expanding programming.

Howard Borin asked BBF ED Patty Dailey Lewis how the BBF determines how much it pays new hires. Patty discussed her research, information from BoardSource and resources provided by the Delaware Alliance for Nonprofits.

PROGRAMMING UPDATE:

BBF ED Patty Dailey Lewis updated the board on the BBF's programming success in 2018. She touched briefly on the Special Olympics partnership announcement coming in November.

Patty discussed the new partnership with Discover Bank (to be announced on November 11, at the BBF Run for Child Protection in Wilmington). She discussed how this partnership could lead to future partnerships with other banks who use their CRA funds to invest in youth and family serving organizations.

The board had a healthy discussion about this partnership, the Shield of Protection, how the Foundation can charge a fee for the Shield of Protection assessment process and how to determine that fee.

The board directed BBF staff to draft language for inclusion in the Shield of Protection offboarding language requiring annual updates from partners, potential recertification and quality control mechanisms to ensure partners continue to provide exception protections for the children they serve.

FUNDRAISING UPDATE:

BBF COO Joshua Alcorn discussed the success of the 2018 Wilmington Golf Outing, noting it exceeded budget projections by \$50,000. He addressed the need for future fundraising help from the board.

NEW BUSINESS

BBF COO Joshua Alcorn discussed the need to reorganize the leadership of the BBF fund at the Delaware Community Foundation. The board unanimously approved naming Hallie Biden as the director of the Fund, with Fred Sears and Frank Vavala as officers and Naomi Biden as a successor.

BBF ED Patty Dailey Lewis introduced the new BBF staff, communications director Dan Sanchez and Public Allies fellow Amira Davis.

Patty then introduced Ana Lisa Yoder and Sonia Stamm, the consultants the BBF has engaged to assist in the strategic planning work.

EXECUTIVE SESSION

The Board went in to executive session.

ADJOURNMENT:

Hallie Biden moved to adjourn the meeting. Howard Boring seconded. Next board meeting scheduled for January, date TBD, pending progress on the strategic plan.

In the fourth quarter, the BBF raised \$336,875.50 versus a projected amount of \$223,950 (favorable variance of \$112,925.50).

Expenses in the fourth quarter totaled \$471,409.70 versus a projected amount of \$437,303.83 (unfavorable variance of \$34,105.87).

In FY 18 BBF Revenue was \$1,169,764.96, \$210,317.67 more than projected and our expenses were \$1,172,667.74, \$1,825.21 less than projected.

In FY 18 the BBF's Net Operating Revenue was -\$2,902.78.

At the end of the 2018, the BBF had cash on hand totaling \$1,475,229.

	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Budget	Q4 Actual	Q4 Variance	Annual Budget	Annual Actual	Annual Variance
Revenue									
Amazon Smile	\$109.11	\$91.82	\$117.20	\$50.00	\$102.13	\$52.13	\$200.00	\$420.26	\$220.26
Annual Appeal	\$0.00	\$0.00	\$0.00	\$0.00	\$34,284.00	\$34,284.00	\$0.00	\$34,284.00	\$34,284.00
Add'l Events - Palm Beach	\$67,257.55	\$9.00	\$0.00	\$0.00	\$0.00	\$0.00	\$67,257.55	\$67,266.55	\$9.00
Bank Interest	\$60.18	\$79.48	\$80.92	\$50.00	\$82.24	\$32.24	\$150.00	\$302.82	\$152.82
Bucks County Program	\$0.00	\$0.00	\$0.00	\$60,000.00	\$500.00	-\$59,500.00	\$80,000.00	\$500.00	-\$79,500.00
Giving Tuesday	\$0.00	\$0.00	\$0.00	\$0.00	\$29,469.71	\$29,469.71	\$0.00	\$29,469.71	\$29,469.71
Grants	\$0.00	\$0.00	#####	\$25,000.00	\$1,000.00	-\$24,000.00	\$140,000.00	\$101,000.00	-\$39,000.00
Grassroots	\$13,901.60	\$8,372.68	\$9,201.18	\$20,000.00	\$8,024.78	-\$11,975.22	\$60,000.00	\$39,500.24	-\$20,499.76
Misc Event Revenue	\$0.00	\$0.00	\$0.00	\$0.00	\$660.25	\$660.25	\$0.00	\$660.25	\$660.25
In Memory Of	\$1,196.71	\$0.00	\$250.00	\$250.00	\$0.00	-\$250.00	\$1,200.00	\$1,446.71	\$246.71
Major Gifts	\$18,000.00	\$69,600.00	\$0.00	\$25,000.00	\$186,635.55	\$161,635.55	\$110,000.00	\$274,235.55	\$164,235.55
BBF Merchandise	\$554.21	\$26.06	\$4,738.54	\$5,000.00	\$3,851.19	-\$1,148.81	\$10,000.00	\$9,170.00	-\$830.00
Operation Safeguard	\$0.00	\$0.00	\$0.00	\$0.00	\$4.00	\$4.00	\$0.00	\$4.00	\$4.00
Program Underwriting	\$30,468.00	\$32,927.54	\$2,905.00	\$5,000.00	\$3,049.00	-\$1,951.00	\$60,000.00	\$69,349.54	\$9,349.54
Refund	\$755.90	\$65.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820.95	\$820.95
Riverfront 5k	\$5,000.00	\$0.00	\$274.50	\$23,600.00	\$19,595.85	-\$4,004.15	\$25,000.00	\$24,870.35	-\$129.65
Sussex Golf Outing	\$9,097.22	\$73,205.65	-\$800.00	\$0.00	\$300.00	\$300.00	\$82,302.87	\$81,802.87	-\$500.00
Trail Run 5k/10k	\$14,294.74	\$9,042.13	\$0.00	\$0.00	\$0.00	\$0.00	\$23,336.87	\$23,336.87	\$0.00
Desert Willow Golf Outing	\$0.00	\$0.00	\$0.00	\$0.00	\$5,003.00	\$5,003.00	\$0.00	\$5,003.00	\$5,003.00
Wilmington Golf Outing	\$0.00	\$28,739.15	#####	\$60,000.00	\$44,313.80	-\$15,686.20	\$300,000.00	\$406,321.29	\$106,321.29
Total Revenue	\$160,695.22	#####	#####	\$223,950.00	\$336,875.50	\$112,925.50	\$959,447.29	\$1,169,764.96	\$210,317.67
Expenditures									
Advertising									
Creative	\$700.00	\$10.00	\$0.00	\$250.00	\$0.00	-\$250.00	\$2,000.00	\$710.00	-\$1,290.00
Digital Advertising	\$1,262.50	\$843.75	\$631.25	\$0.00	\$20,265.56	\$20,265.56	\$15,000.00	\$23,003.06	\$8,003.06
Print Advertising	\$3,610.00	\$1,262.50	\$0.00	\$500.00	\$0.00	-\$500.00	\$2,000.00	\$4,872.50	\$2,872.50
Video Production	\$0.00	\$0.00	\$2,655.00	\$1,000.00	\$2,955.00	\$1,955.00	\$4,000.00	\$5,610.00	\$1,610.00
Total Advertising	\$5,572.50	\$2,116.25	\$3,286.25	\$1,750.00	\$23,220.56	\$21,470.56	\$23,000.00	\$34,195.56	\$11,195.56
Bank Charges	\$189.79	\$314.68	\$15.00	\$4,300.00	\$79.00	-\$4,221.00	\$12,000.00	\$598.47	-\$11,401.53
Credit Card Processing	\$1,527.15	\$2,075.99	\$5,883.98	\$200.00	\$1,804.78	\$1,604.78	\$3,000.00	\$11,291.90	\$8,291.90
Cash Reimbursement	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Charitable Donation	\$0.00	\$0.00	\$1,100.00	\$2,500.00	\$100.00	-\$2,400.00	\$10,000.00	\$1,200.00	-\$8,800.00
Database	\$0.00	\$0.00	\$0.00	\$12,000.00	\$12,226.20	\$226.20	\$12,000.00	\$12,226.20	\$226.20
Digital									
Digital Consulting	\$10,000.00	\$20,000.00	\$15,000.00	\$3,000.00	\$4,817.01	\$1,817.01	\$48,000.00	\$49,817.01	\$1,817.01
Website Development	\$0.00	\$3,000.00	\$0.00	\$500.00	\$7,870.50	\$7,370.50	\$11,500.00	\$10,870.50	-\$629.50
Website Hosting	\$0.00	\$111.94	\$0.00	\$50.00	\$0.00	-\$50.00	\$200.00	\$111.94	-\$88.06

	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Budget	Q4 Actual	Q4 Variance	Annual Budget	Annual Actual	Annual Variance
Total Digital	\$10,000.00	\$23,111.94	\$15,000.00	\$3,550.00	\$12,687.51	\$9,137.51	\$59,700.00	\$60,799.45	\$1,099.45
Dues & Subscriptions									
Conference Registration	\$0.00	\$2,450.00	\$1,335.00	\$75.00	\$8,780.00	\$8,705.00	\$2,725.00	\$12,565.00	\$9,840.00
Professional Development	\$1,250.00	\$0.00	\$0.00	\$0.00	\$3,250.00	\$3,250.00	\$1,000.00	\$4,500.00	\$3,500.00
Membership Dues	\$0.00	\$0.00	\$0.00	\$315.00	\$450.00	\$135.00	\$490.00	\$450.00	-\$40.00
Total Dues & Subscriptions	\$1,250.00	\$2,450.00	\$1,335.00	\$390.00	\$12,480.00	\$12,090.00	\$3,215.00	\$17,515.00	\$14,300.00
Fundraising Event Expenses									
Catering	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Design	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,800.00	\$450.00	-\$1,350.00
Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Petty Cash	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00	\$200.00
Travel	\$4,121.35	\$13,426.96	\$0.00	\$0.00	\$0.00	\$0.00	\$18,000.00	\$17,548.31	-\$451.69
Total Fundraising Event	\$4,571.35	\$13,626.96	\$0.00	\$0.00	\$0.00	\$0.00	\$19,800.00	\$18,198.31	-\$1,601.69
Wimington Golf Expenses									
AV	\$0.00	\$0.00	\$6,923.00	\$7,125.00	\$0.00	-\$7,125.00	\$7,125.00	\$6,923.00	-\$202.00
Expenses	\$3,500.00	\$0.00	\$100.00	\$120,000.00	\$127,976.77	\$7,976.77	\$124,275.00	\$131,576.77	\$7,301.77
Consulting	\$2,500.00	\$0.00	\$5,000.00	\$0.00	\$0.00	\$0.00	\$7,500.00	\$7,500.00	\$0.00
design	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$400.00	-\$600.00
Entertainment	\$0.00	\$0.00	\$2,310.00	\$200.00	\$0.00	-\$200.00	\$200.00	\$2,310.00	\$2,110.00
Prize Insurance	\$0.00	\$0.00	\$530.00	\$400.00	\$0.00	-\$400.00	\$400.00	\$530.00	\$130.00
Golf & Tennis Gifts	\$0.00	\$0.00	\$14,136.00	\$5,000.00	\$0.00	-\$5,000.00	\$20,000.00	\$14,136.00	-\$5,864.00
Golf Photog	\$0.00	\$0.00	\$0.00	\$1,500.00	\$0.00	-\$1,500.00	\$1,500.00	\$0.00	-\$1,500.00
Golf Printing	\$0.00	\$301.00	\$2,705.50	\$2,700.00	\$0.00	-\$2,700.00	\$4,100.00	\$3,006.50	-\$1,093.50
Valet	\$0.00	\$0.00	\$962.50	\$0.00	\$0.00	\$0.00	\$0.00	\$962.50	\$962.50
Silent Auction	\$0.00	\$0.00	\$0.00	\$850.00	\$0.00	-\$850.00	\$850.00	\$0.00	-\$850.00
Total Golf Expenses	\$6,000.00	\$701.00	\$32,667.00	\$137,775.00	\$127,976.77	-\$9,798.23	\$166,950.00	\$167,344.77	\$394.77
Sussex Golf Expenses									
AV	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$0.00	-\$2,500.00
Expenses	\$3,597.22	\$29,366.20	\$500.00	\$0.00	\$0.00	\$0.00	\$21,500.00	\$33,463.42	\$11,963.42
Consulting	\$2,000.00	\$2,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,500.00	\$4,500.00	\$0.00
Flyer Design	\$450.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$650.00	\$450.00	-\$200.00
Entertainment	\$0.00	\$170.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00	\$170.00	-\$30.00
Prize Insurance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00	\$0.00	-\$400.00
Golf & Tennis Gifts	\$0.00	\$7,121.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,500.00	\$7,121.00	\$3,621.00
Golf Photog	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Golf Printing	\$341.72	\$357.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,000.00	\$698.72	-\$1,301.28

	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Budget	Q4 Actual	Q4 Variance	Annual Budget	Annual Actual	Annual Variance
Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$99.00	\$99.00		\$99.00	\$99.00
Silent Auction	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$850.00	\$0.00	-\$850.00
Total Sussex Golf Expenses	\$6,388.94	\$39,514.20	\$500.00	\$0.00	\$99.00	\$99.00	\$36,100.00	\$46,502.14	\$10,402.14
Desert Willow Golf Expenses									
Tournament and Reception	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00	\$0.00	\$2,500.00	\$2,500.00
Design	\$0.00	\$0.00	\$0.00	\$0.00	\$150.00	\$150.00	\$0.00	\$150.00	\$150.00
Marketing	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00	\$800.00	\$0.00	\$800.00	\$800.00
Total Desert Willow Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$3,450.00	\$3,450.00	\$0.00	\$3,450.00	\$3,450.00
Insurance	\$1,233.00	\$362.00	\$0.00	\$0.00	\$1,317.00	\$1,317.00	\$800.00	\$2,912.00	\$2,112.00
Legal & Professional Fees	\$820.00	\$15,740.60	\$9,782.82	\$8,750.00	\$5,631.53	-\$3,118.47	\$38,750.00	\$31,974.95	-\$6,775.05
Event Management	\$0.00	\$0.00	\$0.00	\$0.00	\$13,334.00	\$13,334.00	\$0.00	\$13,334.00	\$13,334.00
Meals and Entertainment									
catering	\$282.30	\$420.64	\$0.00	\$200.00	\$0.00	-\$200.00	\$800.00	\$702.94	-\$97.06
Gift for volunteer	\$34.50	\$212.00	\$169.98	\$100.00	\$0.00	-\$100.00	\$400.00	\$416.48	\$16.48
Meetings	\$709.87	\$513.85	\$420.31	\$250.00	\$816.38	\$566.38	\$1,000.00	\$2,460.41	\$1,460.41
Total Meals and	\$1,026.67	\$1,146.49	\$590.29	\$550.00	\$816.38	\$266.38	\$2,200.00	\$3,579.83	\$1,379.83
Office Expenses									
Equipment	\$319.05	\$380.15	\$684.20	\$500.00	\$1,100.60	\$600.60	\$2,000.00	\$2,484.00	\$484.00
Phones	\$161.04	\$51.68	\$0.00	\$175.00	\$0.00	-\$175.00	\$700.00	\$212.72	-\$487.28
Software	\$189.96	\$509.97	\$195.38	\$187.50	\$493.22	\$305.72	\$750.00	\$1,388.53	\$638.53
Total Office Expenses	\$670.05	\$941.80	\$879.58	\$862.50	\$1,593.82	\$731.32	\$3,450.00	\$4,085.25	\$635.25
Programming Costs									
2018 AUSA Conference	\$3,461.24	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,461.24	\$3,461.24
Trauma Conference	\$0.00	\$0.00	\$5,200.00	\$4,500.00	\$0.00	-\$4,500.00	\$6,000.00	\$5,200.00	-\$800.00
Awards	\$0.00	\$0.00	\$0.00	\$200.00	\$0.00	-\$200.00	\$400.00	\$0.00	-\$400.00
Child ID Kit	\$665.67	\$322.00	\$302.43	\$500.00	\$0.00	-\$500.00	\$2,000.00	\$1,290.10	-\$709.90
NetSmartz	\$115.53	\$157.47	\$135.00	\$600.00	\$169.00	-\$431.00	\$3,500.00	\$577.00	-\$2,923.00
Public Allies Fellow	\$0.00	\$7,000.00	\$0.00	\$7,000.00	\$7,000.00	\$0.00	\$15,000.00	\$14,000.00	-\$1,000.00
Quickball	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
BlueCoats Partnership	\$0.00	\$10,000.00	\$0.00	\$10,000.00	\$0.00	-\$10,000.00	\$20,000.00	\$10,000.00	-\$10,000.00
SOPI	\$16,300.00	\$24,988.66	\$20,442.99	\$19,000.00	\$12,666.66	-\$6,333.34	\$71,000.00	\$74,398.31	\$3,398.31
SOPI Printing	\$0.00	\$184.17	\$0.00	\$0.00	\$150.00	\$150.00	\$0.00	\$334.17	\$334.17
Stewards of Children Catering	\$0.00	\$780.85	\$170.12	\$0.00	\$0.00	\$0.00	\$0.00	\$950.97	\$950.97
Stewards of Children Books	\$8,388.79	\$26,695.02	\$0.00	\$7,683.33	\$24,760.99	\$17,077.66	\$48,049.99	\$59,844.80	\$11,794.81
Stewards of Children Online	\$0.00	\$3,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,000.00	\$3,000.00	\$0.00
Stewards of Children Printing	\$630.00	\$1,532.00	\$0.00	\$150.00	\$0.00	-\$150.00	\$600.00	\$2,162.00	\$1,562.00

	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Budget	Q4 Actual	Q4 Variance	Annual Budget	Annual Actual	Annual Variance
Stewards of Children Train the	\$7,119.67	\$2,806.29	\$400.00	\$0.00	\$774.69	\$774.69	\$6,000.00	\$11,100.65	\$5,100.65
Special Olympics	\$0.00	\$0.00	\$0.00	\$0.00	\$37,922.28	\$37,922.28	\$0.00	\$37,922.28	\$37,922.28
Special Olympics Event	\$0.00	\$0.00	\$0.00	\$0.00	\$2,100.50	\$2,100.50	\$0.00	\$2,100.50	\$2,100.50
New Program Development -	\$0.00	\$0.00	\$0.00	\$75,000.00	\$129.14	-\$74,870.86	\$150,000.00	\$129.14	-\$149,870.86
Total Programming Costs	\$36,680.90	\$77,466.46	\$26,650.54	\$124,633.33	\$85,673.26	-\$38,960.07	\$325,549.99	\$226,471.16	-\$99,078.83
Promotional									
Swag	\$1,350.00	\$0.00	\$29,114.60	\$5,000.00	\$8,562.65	\$3,562.65	\$30,000.00	\$39,027.25	\$9,027.25
volunteer swag	\$0.00	\$0.00	\$0.00	\$500.00	\$0.00	-\$500.00	\$2,000.00	\$0.00	-\$2,000.00
Total Promotional	\$1,350.00	\$0.00	\$29,114.60	\$5,500.00	\$8,562.65	\$3,062.65	\$32,000.00	\$39,027.25	\$7,027.25
Run For Child Protection									
Design	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$650.00	\$0.00	-\$650.00
Event Expenses	\$789.58	\$0.00	\$0.00	\$13,000.00	\$5,905.55	-\$7,094.45	\$13,000.00	\$6,695.13	-\$6,304.87
Runner Gift	\$0.00	\$0.00	\$0.00	\$0.00	\$2,998.00	\$2,998.00	\$0.00	\$2,998.00	\$2,998.00
Printing	\$0.00	\$0.00	\$133.00	\$515.00	\$1,041.00	\$526.00	\$515.00	\$1,174.00	\$659.00
Total Run For Child Protection	\$789.58	\$0.00	\$133.00	\$13,515.00	\$9,944.55	-\$3,570.45	\$14,165.00	\$10,867.13	-\$3,297.87
Salary									
Benefits	\$0.00	\$0.00	\$0.00	\$0.00	\$1,523.70	\$1,523.70	\$0.00	\$1,523.70	\$1,523.70
Staff	\$93,459.08	\$78,919.16	\$98,209.61	\$106,250.00	\$118,961.69	\$12,711.69	\$355,666.00	\$389,549.54	\$33,883.54
Staff Bonus	\$0.00	\$0.00	\$0.00	\$0.00	\$7,834.08	\$7,834.08	\$0.00	\$7,834.08	\$7,834.08
Strategic Plan Consulting	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,000.00	\$0.00	-\$4,000.00
Total Salary	\$93,459.08	\$78,919.16	\$98,209.61	\$106,250.00	\$128,319.47	\$22,069.47	\$359,666.00	\$398,907.32	\$39,241.32
Shipping and delivery expense									
Post Office Box	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$112.00	\$0.00	-\$112.00
Online Store Shipping	\$0.00	\$0.00	\$0.00	\$0.00	281.5	\$281.50	\$0.00	\$281.50	\$281.50
Postage/Shipping	\$230.56	\$345.04	\$355.82	\$300.00	\$701.89	\$401.89	\$1,200.00	\$1,633.31	\$433.31
Total Shipping and delivery	\$230.56	\$345.04	\$355.82	\$300.00	\$983.39	\$683.39	\$1,312.00	\$1,914.81	\$602.81
Stationery & Printing									
Annual Appeal	\$0.00	\$0.00	\$0.00	\$0.00	\$5,552.56	\$5,552.56	\$0.00	\$5,552.56	\$5,552.56
Business Cards	\$0.00	\$160.00	\$80.00	\$78.00	\$80.00	\$2.00	\$156.00	\$320.00	\$164.00
Copies	\$0.00	\$0.00	\$0.00	\$300.00	\$0.00	-\$300.00	\$1,200.00	\$0.00	-\$1,200.00
Holiday Card	\$4,394.21	\$0.00	\$0.00	\$4,000.00	\$0.00	-\$4,000.00	\$4,000.00	\$4,394.21	\$394.21
Programming Folders	\$0.00	\$1,495.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,495.00	\$1,495.00
Misc Printing	\$168.00	\$1,445.00	\$0.00	\$500.00	\$683.00	\$183.00	\$2,000.00	\$2,296.00	\$296.00
Thank You Notes	\$4,112.07	\$1,444.42	\$709.22	\$2,000.00	\$1,096.37	-\$903.63	\$6,250.00	\$7,362.08	\$1,112.08
Total Stationery & Printing	\$8,674.28	\$4,544.42	\$789.22	\$6,878.00	\$7,411.93	\$533.93	\$13,606.00	\$21,419.85	\$7,813.85

	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Budget	Q4 Actual	Q4 Variance	Annual Budget	Annual Actual	Annual Variance
Storage	\$1,230.00	\$1,230.00	\$1,347.00	\$1,280.00	\$1,347.00	\$67.00	\$5,020.00	\$5,154.00	\$134.00
Taxes & Licenses	\$25.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00	\$25.00	\$0.00
Trail Run Expenses									
Police	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$0.00	-\$700.00
Runner Gifts	\$5,986.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$5,986.38	-\$4,013.62
Total Trail Run Expenses	\$5,986.38	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,700.00	\$5,986.38	-\$4,713.62
Travel									
airfare	\$846.60	\$1,478.47	\$3,937.64	\$2,000.00	\$4,045.96	\$2,045.96	\$6,200.00	\$10,308.67	\$4,108.67
amtrak	\$479.00	\$178.00	\$439.00	\$450.00	\$273.00	-\$177.00	\$1,800.00	\$1,369.00	-\$431.00
car rental	\$228.42	\$1,005.26	\$872.40	\$125.00	\$524.56	\$399.56	\$500.00	\$2,630.64	\$2,130.64
hotel	\$2,035.57	\$3,093.71	\$2,356.52	\$1,500.00	\$2,094.83	\$594.83	\$6,000.00	\$9,580.63	\$3,580.63
meals	\$320.10	\$0.00	\$0.00	\$100.00	\$0.00	-\$100.00	\$400.00	\$320.10	-\$79.90
Mileage	\$1,105.19	\$704.79	\$1,456.80	\$2,000.00	\$4,842.50	\$2,842.50	\$6,000.00	\$8,109.28	\$2,109.28
Parking	\$162.00	\$33.75	\$246.00	\$100.00	\$347.77	\$247.77	\$400.00	\$789.52	\$389.52
taxi	\$116.20	\$228.82	\$11.87	\$45.00	\$222.28	\$177.28	\$180.00	\$579.17	\$399.17
Total Travel	\$5,293.08	\$6,722.80	\$9,320.23	\$6,320.00	\$12,350.90	\$6,030.90	\$21,480.00	\$33,687.01	\$12,207.01
Total Expenditures	\$192,968.31	#####	#####	\$437,303.83	\$471,409.70	\$34,105.87	\$1,174,488.99	\$1,172,667.74	-\$1,821.25
Net Operating Revenue	-\$32,273.09	#####	#####	-\$213,353.83	-\$134,534.20	\$78,819.63	-\$215,041.70	-\$2,902.78	\$212,138.92

	Q1 Budget	Q2 Budget	Q3 Budget	Q4 Budget	Budget Total	2018 Actual
Revenue						
Amazon Smile	\$100.00	\$100.00	\$100.00	\$100.00	\$400.00	\$420.00
Add'l Fundraising Event	\$0.00	\$0.00	\$70,000.00	\$0.00	\$70,000.00	\$67,266.00
Appeals	\$5,000.00	\$20,000.00	\$0.00	\$30,000.00	\$55,000.00	\$34,284.00
Bank Interest	\$50.00	\$75.00	\$80.00	\$75.00	\$280.00	\$275.00
Bucks County Program	\$75,000.00	\$0.00	\$0.00	\$0.00	\$75,000.00	\$500.00
Desert Willow Golf Outing	\$40,000.00	\$17,000.00	\$0.00	\$0.00	\$57,000.00	\$0.00
Discover Bank	\$15,000.00	\$15,000.00	\$21,000.00	\$24,000.00	\$75,000.00	\$0.00
Giving Tuesday	\$0.00	\$0.00	\$0.00	\$15,000.00	\$15,000.00	\$29,469.00
Grants	\$10,000.00	\$0.00	\$105,000.00	\$93,000.00	\$208,000.00	\$101,000.00
Grassroots	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$30,000.00	\$39,135.00
In Memory Of	\$250.00	\$250.00	\$250.00	\$250.00	\$1,000.00	\$1,446.00
Major Gifts	\$25,000.00	\$50,000.00	\$50,000.00	\$75,000.00	\$200,000.00	\$274,235.00
BBF Merchandise	\$1,000.00	\$3,000.00	\$5,000.00	\$5,000.00	\$14,000.00	\$9,170.00
Program Underwriting	\$7,500.00	\$207,500.00	\$7,500.00	\$7,500.00	\$230,000.00	\$69,349.00
Recurring Donations	\$3,000.00	\$4,000.00	\$5,000.00	\$6,000.00	\$18,000.00	\$15,244.00
Run for Child Protection	\$0.00	\$0.00	\$1,000.00	\$24,000.00	\$25,000.00	\$24,870.00
Sussex Golf Outing	\$40,000.00	\$60,000.00	\$0.00	\$0.00	\$100,000.00	\$81,802.00
Tax Check Off	\$0.00	\$2,000.00	\$0.00	\$0.00	\$2,000.00	\$0.00
Trail Run 5k/10k	\$12,500.00	\$7,500.00	\$0.00	\$0.00	\$20,000.00	\$23,336.00
Wilmington Golf Outing	\$0.00	\$30,000.00	\$235,000.00	\$60,000.00	\$325,000.00	\$406,321.00
Total Revenue	\$241,900.00	\$423,925.00	\$507,430.00	\$347,425.00	\$1,520,680.00	\$1,156,121.00
Expenditures						
Fundraising Expenses						
Credit Card Processing	\$2,000.00	\$2,500.00	\$6,000.00	\$5,000.00	\$15,500.00	\$11,291.00
Appeal	\$0.00	\$6,000.00	\$0.00	\$6,000.00	\$12,000.00	\$5,552.00
Catering	\$500.00	\$500.00	\$500.00	\$500.00	\$2,000.00	\$0.00
Invite Design	\$250.00	\$0.00	\$250.00	\$0.00	\$500.00	\$450.00
Rental	\$500.00	\$500.00	\$500.00	\$500.00	\$2,000.00	\$0.00
Travel	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$4,000.00	\$17,548.00
Total Fundraising Event	\$4,250.00	\$10,500.00	\$8,250.00	\$13,000.00	\$36,000.00	\$34,841.00
Wilmington Golf Expenses						
AV	\$0.00	\$0.00	\$7,000.00	\$0.00	\$7,000.00	\$6,923.00
Tournament and Reception	\$3,500.00	\$0.00	\$100.00	\$120,000.00	\$123,600.00	\$131,576.00
Consulting	\$2,500.00	\$0.00	\$5,000.00	\$0.00	\$7,500.00	\$7,500.00
design	\$0.00	\$400.00	\$0.00	\$0.00	\$400.00	\$400.00
Entertainment	\$0.00	\$0.00	\$2,500.00	\$0.00	\$2,500.00	\$2,310.00
Prize Insurance	\$0.00	\$0.00	\$550.00	\$0.00	\$550.00	\$530.00
Golf & Tennis Gifts	\$0.00	\$0.00	\$15,000.00	\$0.00	\$15,000.00	\$14,136.00
Golf Photog	\$0.00	\$0.00	\$0.00	\$1,500.00	\$1,500.00	\$0.00
Golf Printing	\$0.00	\$500.00	\$2,700.00	\$0.00	\$3,200.00	\$3,006.00
Valet	\$0.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00	\$962.00
Silent Auction	\$1,000.00	\$0.00	\$0.00	\$850.00	\$1,850.00	\$0.00
Total Wilmington Golf Expenses	\$7,000.00	\$900.00	\$33,850.00	\$122,350.00	\$164,100.00	\$167,343.00
Sussex Golf Expenses						

	Q1 Budget	Q2 Budget	Q3 Budget	Q4 Budget	Budget Total	2018 Actual
AV	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Tournament and Reception	\$0.00	\$37,500.00	\$500.00	\$0.00	\$38,000.00	\$33,463.00
Consulting	\$2,000.00	\$2,500.00	\$0.00	\$0.00	\$4,500.00	\$4,500.00
Flyer Design	\$450.00	\$0.00	\$0.00	\$0.00	\$450.00	\$450.00
Entertainment	\$0.00	\$200.00	\$0.00	\$0.00	\$200.00	\$170.00
Prize Insurance	\$0.00	\$500.00	\$0.00	\$0.00	\$500.00	\$0.00
Golf & Tennis Gifts	\$0.00	\$1,200.00	\$0.00	\$0.00	\$1,200.00	\$7,121.00
Golf Photog	\$0.00	\$500.00	\$0.00	\$0.00	\$500.00	\$0.00
Golf Printing	\$500.00	\$200.00	\$0.00	\$0.00	\$700.00	\$698.00
Marketing	\$0.00	\$0.00	\$0.00	\$99.00	\$99.00	\$99.00
Silent Auction	\$1,000.00	\$900.00	\$0.00	\$0.00	\$1,900.00	\$0.00
Total Sussex Golf Expenses	\$3,950.00	\$43,500.00	\$500.00	\$99.00	\$48,049.00	\$46,501.00
Desert Willow Golf Expenses						
AV	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Tournament and Reception	\$20,730.00	\$0.00	\$0.00	\$2,500.00	\$23,230.00	\$2,500.00
Consulting	\$4,000.00	\$0.00	\$0.00	\$2,000.00	\$6,000.00	\$0.00
Flyer Design	\$250.00	\$0.00	\$0.00	\$0.00	\$250.00	\$150.00
Entertainment	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$0.00
Prize Insurance	\$600.00	\$0.00	\$0.00	\$0.00	\$600.00	\$0.00
Golf Gifts	\$4,400.00	\$0.00	\$0.00	\$0.00	\$4,400.00	\$0.00
Golf Photog	\$750.00	\$0.00	\$0.00	\$0.00	\$750.00	\$0.00
Golf Printing	\$1,400.00	\$0.00	\$0.00	\$0.00	\$1,400.00	\$0.00
Marketing	\$1,000.00	\$0.00	\$0.00	\$1,000.00	\$2,000.00	\$800.00
Valet	\$750.00	\$0.00	\$0.00	\$0.00	\$750.00	\$0.00
Travel	\$12,000.00	\$0.00	\$0.00	\$0.00	\$12,000.00	\$0.00
Silent Auction	\$1,900.00	\$0.00	\$0.00	\$0.00	\$1,900.00	\$0.00
Total Desert Willow Expenses	\$48,780.00	\$0.00	\$0.00	\$5,500.00	\$54,280.00	\$3,450.00
Run For Child Protection						
Flyer Design	\$0.00	\$250.00	\$0.00	\$0.00	\$250.00	\$0.00
Event Expenses	\$0.00	\$0.00	\$0.00	\$10,000.00	\$10,000.00	\$6,695.00
Runner Gift	\$0.00	\$0.00	\$3,000.00	\$0.00	\$3,000.00	\$2,998.00
Printing	\$0.00	\$0.00	\$200.00	\$1,000.00	\$1,200.00	\$1,174.00
Total Run For Child Protection	\$0.00	\$250.00	\$3,200.00	\$11,000.00	\$14,450.00	\$10,867.00
Trail Run Expenses						
Police	\$0.00	\$500.00	\$0.00	\$0.00	\$500.00	\$0.00
Runner Gifts	\$3,000.00	\$0.00	\$0.00	\$0.00	\$3,000.00	\$5,986.00
Total Trail Run Expenses	\$3,000.00	\$500.00	\$0.00	\$0.00	\$3,500.00	\$5,986.00
Human Capital						
Staff	\$109,750.00	\$124,750.00	\$126,000.00	\$126,000.00	\$486,500.00	\$389,549.00
Less OS time	-\$33,387.50	-\$33,387.50	-\$33,387.50	-\$33,387.50	-\$133,550.00	\$0.00
Benefits	\$4,600.00	\$4,600.00	\$4,600.00	\$4,600.00	\$18,400.00	\$1,523.00
Event Consulting	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00	\$80,000.00	\$13,334.00
Total Salary	\$100,962.50	\$115,962.50	\$117,212.50	\$117,212.50	\$451,350.00	\$404,406.00

	Q1 Budget	Q2 Budget	Q3 Budget	Q4 Budget	Budget Total	2018 Actual
Programming Costs						
Trauma Conference	\$0.00	\$0.00	\$6,000.00	\$0.00	\$6,000.00	\$5,200.00
Awards	\$200.00	\$0.00	\$0.00	\$200.00	\$400.00	\$0.00
Child ID Kit Materials	\$400.00	\$400.00	\$400.00	\$400.00	\$1,600.00	\$1,290.00
NetSmartz	\$200.00	\$200.00	\$200.00	\$200.00	\$800.00	\$577.00
Public Allies Fellow	\$0.00	\$7,000.00	\$0.00	\$7,000.00	\$14,000.00	\$14,000.00
Quickball	\$0.00	\$10,000.00	\$0.00	\$0.00	\$10,000.00	\$0.00
BlueCoats Partnership	\$5,000.00	\$0.00	\$0.00	\$0.00	\$5,000.00	\$10,000.00
SOPI Consulting	\$19,000.00	\$19,000.00	\$19,000.00	\$19,000.00	\$76,000.00	\$74,398.00
SOPI Printing	\$300.00	\$300.00	\$300.00	\$300.00	\$1,200.00	\$334.00
Stewards of Children Catering	\$500.00	\$500.00	\$500.00	\$500.00	\$2,000.00	\$950.00
Stewards of Children Books	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	\$32,000.00	\$59,844.00
Stewards of Children Online	\$0.00	\$0.00	\$3,000.00	\$0.00	\$3,000.00	\$3,000.00
Stewards of Children Printing	\$600.00	\$600.00	\$600.00	\$600.00	\$2,400.00	\$2,162.00
Stewards of Children Travel	\$200.00	\$200.00	\$200.00	\$200.00	\$800.00	\$0.00
Stewards of Children Train the Internet Safety Program	\$5,000.00	\$0.00	\$5,000.00	\$0.00	\$10,000.00	\$11,100.00
	\$1,000.00	\$5,000.00	\$200,000.00	\$75,000.00	\$281,000.00	\$129.00
Total Programming Costs	\$40,400.00	\$51,200.00	\$243,200.00	\$111,400.00	\$446,200.00	\$182,984.00
Travel						
airfare	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$16,000.00	\$10,308.00
amtrak	\$750.00	\$750.00	\$750.00	\$750.00	\$3,000.00	\$1,369.00
car rental	\$700.00	\$700.00	\$700.00	\$700.00	\$2,800.00	\$2,630.00
hotel	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$16,000.00	\$9,580.00
Mileage	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$10,000.00	\$8,109.00
Parking	\$200.00	\$200.00	\$200.00	\$200.00	\$800.00	\$789.00
taxi	\$150.00	\$150.00	\$150.00	\$150.00	\$600.00	\$579.00
Total Travel	\$12,300.00	\$12,300.00	\$12,300.00	\$12,300.00	\$49,200.00	\$33,364.00
Meals and Entertainment						
catering	\$300.00	\$300.00	\$300.00	\$300.00	\$1,200.00	\$702.00
Gift for volunteer	\$100.00	\$100.00	\$100.00	\$100.00	\$400.00	\$416.00
Meetings	\$600.00	\$600.00	\$600.00	\$600.00	\$2,400.00	\$2,460.00
Total Meals and Entertainment	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$4,000.00	\$3,578.00
Office Expenses						
Equipment	\$4,000.00	\$1,000.00	\$500.00	\$500.00	\$6,000.00	\$2,484.00
Software	\$450.00	\$450.00	\$450.00	\$450.00	\$1,800.00	\$1,388.00
Total Office Expenses	\$4,450.00	\$1,450.00	\$950.00	\$950.00	\$7,800.00	\$3,872.00
Shipping and delivery expense						
Swag Shipping	\$300.00	\$300.00	\$300.00	\$500.00	\$1,400.00	\$265.00
Postage/Shipping	\$400.00	\$400.00	\$400.00	\$400.00	\$1,600.00	\$1,633.00
Total Shipping and delivery	\$700.00	\$700.00	\$700.00	\$900.00	\$3,000.00	\$1,898.00
Stationery & Printing						
Business Cards	\$80.00	\$80.00	\$80.00	\$80.00	\$320.00	\$320.00
Misc Printing	\$500.00	\$500.00	\$500.00	\$500.00	\$2,000.00	\$8,185.00

	Q1 Budget	Q2 Budget	Q3 Budget	Q4 Budget	Budget Total		2018 Actual
Thank You Notes	\$2,000.00	\$1,250.00	\$1,250.00	\$1,250.00	\$5,750.00		\$7,362.00
Total Stationery & Printing	\$2,580.00	\$1,830.00	\$1,830.00	\$1,830.00	\$8,070.00		\$15,867.00
Digital							
Digital Consulting	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$14,000.00		\$49,817.00
Website Development	\$5,000.00	\$5,000.00	\$0.00	\$0.00	\$10,000.00		\$10,870.00
Website Hosting	\$0.00	\$150.00	\$0.00	\$50.00	\$200.00		\$111.00
Total Digital	\$8,500.00	\$8,650.00	\$3,500.00	\$3,550.00	\$24,200.00		\$60,798.00
Advertising							
Creative	\$500.00	\$500.00	\$500.00	\$500.00	\$2,000.00		\$710.00
Digital Advertising	\$5,000.00	\$10,000.00	\$5,000.00	\$5,000.00	\$25,000.00		\$22,812.00
Print Advertising	\$4,000.00	\$1,500.00	\$500.00	\$500.00	\$6,500.00		\$4,872.00
Video Production	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$6,000.00		\$5,610.00
Total Advertising	\$11,000.00	\$13,500.00	\$7,500.00	\$7,500.00	\$39,500.00		\$34,004.00
Promotional							
Swag	\$2,500.00	\$0.00	\$2,500.00	\$5,000.00	\$10,000.00		\$39,027.00
volunteer swag	\$0.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00		\$0.00
Total Promotional	\$2,500.00	\$0.00	\$3,500.00	\$5,000.00	\$11,000.00		\$39,027.00
Dues & Subscriptions							
Conference Registration	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$5,000.00		\$12,565.00
Professional Development	\$7,500.00	\$5,000.00	\$5,000.00	\$5,000.00	\$22,500.00		\$4,500.00
Membership Dues	\$0.00	\$0.00	\$0.00	\$450.00	\$450.00		\$450.00
Total Dues & Subscriptions	\$8,750.00	\$6,250.00	\$6,250.00	\$6,700.00	\$27,950.00		\$17,515.00
Miscellaneous							
Bank Charges	\$150.00	\$150.00	\$150.00	\$150.00	\$600.00		\$598.00
Charitable Donation	\$500.00	\$500.00	\$500.00	\$500.00	\$2,000.00		\$1,200.00
Database	\$0.00	\$0.00	\$0.00	\$12,000.00	\$12,000.00		\$12,226.00
Insurance	\$1,200.00	\$400.00	\$0.00	\$1,400.00	\$3,000.00		\$2,912.00
Legal & Professional Fees	\$7,500.00	\$10,000.00	\$10,000.00	\$7,500.00	\$35,000.00		\$31,974.00
Storage	\$1,347.00	\$1,347.00	\$0.00	\$0.00	\$2,694.00		\$5,154.00
Taxes & Licenses	\$25.00	\$0.00	\$0.00	\$0.00	\$25.00		\$25.00
Total Miscellaneous	\$10,722.00	\$12,397.00	\$10,650.00	\$21,550.00	\$55,319.00		\$54,089.00
Total Expenditures	\$270,844.50	\$280,889.50	\$454,392.50	\$441,841.50	\$1,447,968.00	(this does not include	\$1,120,390.00
Net Operating Revenue	-\$28,944.50	\$143,035.50	\$53,037.50	-\$94,416.50	\$72,712.00	special olympics)	\$35,731.00

	Q1 Budget	Q2 Budget	Q3 Budget	Q4 Budget	Q5 Budget	Q6 Budget	Budget Total		
Revenue									
Operation Safeguard	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$150,000.00	\$150,000.00	\$1,300,000.00		
Expenditures									
Fundraising Expenses									
Credit Card Processing	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,000.00	\$1,000.00	\$8,000.00		
Human Capital									
PDL	\$17,500.00	\$17,500.00	\$17,500.00	\$17,500.00	\$17,500.00	\$17,500.00	\$105,000.00	50%	
JMA	\$7,812.50	\$7,812.50	\$7,812.50	\$7,812.50	\$7,812.50	\$7,812.50	\$46,875.00	25%	
Claudine	\$4,375.00	\$4,375.00	\$4,375.00	\$4,375.00	\$4,375.00	\$4,375.00	\$26,250.00	25%	
Dan (comms)	\$3,700.00	\$3,700.00	\$3,700.00	\$3,700.00	\$3,700.00	\$3,700.00	\$22,200.00	20%	\$200,325.00
Add'l lawyer	\$31,250.00	\$31,250.00	\$31,250.00	\$31,250.00	\$31,250.00	\$31,250.00	\$187,500.00	\$125,000/year	
Add'l programming lead	\$8,750.00	\$8,750.00	\$8,750.00	\$8,750.00	\$8,750.00	\$8,750.00	\$52,500.00	\$35,000/year	\$240,000.00

As of 12/31/18

Assets:

Funds in WSFS Checking Account: \$309,863.60

Funds in M&T Bank Accounts: \$200,160.74

Funds in the Delaware Community Foundation account: \$965,204.66

Accounts Receivable: \$0

Office equipment: \$1,345





Liabilities:

Outstanding credit card balance: \$31,838.35

Accounts Payable: \$0

Net worth: \$ 1,444,735.65

**BEAU BIDEN FOUNDATION PROGRAMMING DASHBOARD
2018 GOALS AND PROJECTIONS**

 DONE		 On Track		 Progress slower than expected		 Stalled or not expected on time	
STEWARDS OF CHILDREN				NETSMARTZ			
FY18	Train 5,000 in Stewards of Children (3,970)	FY18	Educate 6,000 students (11,659)	FY18	Host one Facilitator Workshop (4)	FY18	Educate 500 parents (193)
FY18	Train three school districts (1)	FY18	Expand to three new summer youth camps (1)	FY18	Train four police departments (2)	FY18	Update content in two modules
FY18	Train 300 parents/caretakers/teachers/counselors of special needs children (372)	FINANCES				FY18	Amazon Smile: \$200 (\$420)
FOUNDATION GROWTH				FY18	Additional Events: \$100,000 (\$67,266.55)	FY18	Bucks County Project: \$80,000 (\$0)
FY18	Create an online BBF swag store (Q4)	FY18	Grants: \$140,000 (\$101,000)	FY18	Engage with UD to create NetSmartz effectiveness survey	FY18	Grassroots: \$60,000 (\$68,604 – Grassroots + Giving Tuesday)
FY18	Complete 15 SOPI assessments (15)	FY18	In Memory Of: \$1,000 (\$1,446.71)	FY18	Form partnerships in two add'l communities (2: Boston NoLA)	FY18	Major Gifts: \$60,000 (\$274,235)
FY18	Create three PSA style web videos (0)	FY18	Program Underwriting: \$30,000 (\$69,349)	FY18	Expand portfolio of programming for middle and high schools	FY18	Sussex Golf Outing: \$75,000 (\$81,802)
FY18	Recruit 30 programming volunteers (67 - 58 SOC, 9 Internet Safety)	FY18	Riverfront 5k: \$25,000 (\$24,870)	FY18		FY18	Trail Run: \$20,000 (\$23,336.87)
		FY18	Wilmington Golf Outing: \$300,000 (\$362,007)	FY18			