

# Management Report

Dear Jack Foundation

For the period ended December 31, 2023

Prepared by

**Beside the Point dba Nonprofit Bookkeeping**

Prepared on

**February 22, 2024**

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# Statement of Activity

January - December 2023

	<b>Total</b>
<b>REVENUE</b>	
4010 Individual/small business contributions	512,462.95
4020 Corporate contributions	102,441.75
4030 Foundation/Other Nonprofit Org Contributions	77,864.52
4160 Sweepstakes Donations	38,125.00
4162 Auction Revenue	3,033.58
4415 Other federated fundraising contributions	68,124.19
5225 Stock or bond gifts	21,806.20
5310 Interest-savings/short-term investments	0.18
5320 Dividends & interest - securities	15,759.15
5322 Interest - CS Investments	169.37
5401 Royalties - Revenue	40.59
5420 Sales	2,850.00
5421 Sales of Product Revenue	15,202.25
<b>Total Revenue</b>	<b>857,879.73</b>
<b>GROSS PROFIT</b>	<b>857,879.73</b>
<b>EXPENDITURES</b>	
7020 Program Related Expenses	336,800.07
7220 Salaries & wages - other	288,623.48
7240 Employee benefits - not pension	9,119.48
7250 Payroll taxes, etc.	25,210.48
7510 Fundraising expenses	131,572.70
7513 Fundraising - Travel exp	11,121.67
<b>Total 7510 Fundraising expenses</b>	<b>142,694.37</b>
7520 Accounting fees	30,634.63
7522 Human Resources	2,976.50
7540 Professional fees - other	57,106.28
7541 Professional Fees - paid by Credit Card, Stripe, Paypal	154.35
<b>Total 7540 Professional fees - other</b>	<b>57,260.63</b>
8102 Advertising and promotion	4,807.14
8104 Office expenses	3,193.78
8110 Supplies	2,220.43
8120 Donated materials & supplies	42.90
8140 Postage & shipping	4,775.00
8170 Printing & copying	50.00
8175 Information Technology & Software Subscriptions	17,211.86
8210 Rent office occupancy	15,000.00
8220 Utilities	1,908.34
8310 Travel	28,601.01
8400 Meals/Food	2,500.36
8520 Insurance - non-employee related	4,944.76

	<b>Total</b>
8530 Membership dues - organization	1,248.00
8540 Staff development	2,220.00
8621 Sale of Product Expenses	509.53
8670 Organizational (corp) expenses	320.00
8671 Payment Processing Fees	17,532.04
8672 Bank Fees	1,930.41
8673 Melio Service Fees	31.50
<b>Total Expenditures</b>	<b>1,002,366.70</b>
<b>NET OPERATING REVENUE</b>	<b>-144,486.97</b>
<b>OTHER REVENUE</b>	
6810 Unrealized Gain (loss) - investments	5.58
<b>Total Other Revenue</b>	<b>5.58</b>
<b>NET OTHER REVENUE</b>	<b>5.58</b>
<b>NET REVENUE</b>	<b>\$ -144,481.39</b>

# Statement of Activity YTD

January - December 2023

	Jan - Dec 2023	Jan - Dec 2022 (PY)	Change	Total % Change
<b>REVENUE</b>				
4007 Fundraising events - contribution portion		10,948.00	-10,948.00	-100.00 %
4010 Individual/small business contributions	512,462.95	417,426.76	95,036.19	22.77 %
4020 Corporate contributions	102,441.75	176,786.59	-74,344.84	-42.05 %
4030 Foundation/Other Nonprofit Org Contributions	77,864.52	65,282.58	12,581.94	19.27 %
4160 Sweepstakes Donations	38,125.00		38,125.00	
4162 Auction Revenue	3,033.58		3,033.58	
4415 Other federated fundraising contributions	68,124.19	64,313.03	3,811.16	5.93 %
5225 Stock or bond gifts	21,806.20	6,824.00	14,982.20	219.55 %
5310 Interest-savings/short-term investments	0.18	0.81	-0.63	-77.78 %
5320 Dividends & interest - securities	15,759.15	2,955.86	12,803.29	433.15 %
5322 Interest - CS Investments	169.37	218.23	-48.86	-22.39 %
5400 AM Royalties		715.31	-715.31	-100.00 %
5401 Royalties - Revenue	40.59	1,076.23	-1,035.64	-96.23 %
5420 Sales	2,850.00		2,850.00	
5421 Sales of Product Revenue	15,202.25		15,202.25	
<b>Total Revenue</b>	<b>857,879.73</b>	<b>746,547.40</b>	<b>111,332.33</b>	<b>14.91 %</b>
<b>GROSS PROFIT</b>	<b>857,879.73</b>	<b>746,547.40</b>	<b>111,332.33</b>	<b>14.91 %</b>
<b>EXPENDITURES</b>				
7020 Program Related Expenses	336,800.07	338,931.10	-2,131.03	-0.63 %
7220 Salaries & wages - other	288,623.48	247,069.85	41,553.63	16.82 %
7224 Employee Reimbursements		7,175.22	-7,175.22	-100.00 %
7240 Employee benefits - not pension	9,119.48	6,606.47	2,513.01	38.04 %
7250 Payroll taxes, etc.	25,210.48	26,494.96	-1,284.48	-4.85 %
7510 Fundraising expenses	131,572.70	99,967.17	31,605.53	31.62 %
7511 Fundraising Professionals Fees		500.00	-500.00	-100.00 %

				<b>Total</b>
	<b>Jan - Dec 2023</b>	<b>Jan - Dec 2022 (PY)</b>	<b>Change</b>	<b>% Change</b>
7513 Fundraising - Travel exp	11,121.67		11,121.67	
<b>Total 7510 Fundraising expenses</b>	<b>142,694.37</b>	<b>100,467.17</b>	<b>42,227.20</b>	<b>42.03 %</b>
7519 Gifts - non staff		30.00	-30.00	-100.00 %
7520 Accounting fees	30,634.63	12,467.61	18,167.02	145.71 %
7522 Human Resources	2,976.50	3,316.08	-339.58	-10.24 %
7540 Professional fees - other	57,106.28	14,261.62	42,844.66	300.42 %
7541 Professional Fees - paid by Credit Card, Stripe, Paypal	154.35		154.35	
<b>Total 7540 Professional fees - other</b>	<b>57,260.63</b>	<b>14,261.62</b>	<b>42,999.01</b>	<b>301.50 %</b>
7590 Other Business Expenses		275.00	-275.00	-100.00 %
8102 Advertising and promotion	4,807.14	4,620.94	186.20	4.03 %
8103 Website		1,221.01	-1,221.01	-100.00 %
<b>Total 8102 Advertising and promotion</b>	<b>4,807.14</b>	<b>5,841.95</b>	<b>-1,034.81</b>	<b>-17.71 %</b>
8104 Office expenses	3,193.78	6,770.39	-3,576.61	-52.83 %
8110 Supplies	2,220.43		2,220.43	
8120 Donated materials & supplies	42.90		42.90	
8140 Postage & shipping	4,775.00	1,711.69	3,063.31	178.96 %
8170 Printing & copying	50.00		50.00	
8175 Information Technology & Software Subscriptions	17,211.86	13,372.90	3,838.96	28.71 %
8180 Books, subscriptions, references		47.00	-47.00	-100.00 %
8210 Rent office occupancy	15,000.00	12,350.00	2,650.00	21.46 %
8220 Utilities	1,908.34	1,847.84	60.50	3.27 %
8310 Travel	28,601.01	783.93	27,817.08	3,548.41 %
8320 Conferences, conventions, meetings		4,237.96	-4,237.96	-100.00 %
8400 Meals/Food	2,500.36	269.39	2,230.97	828.16 %
8520 Insurance - non-employee related	4,944.76	100.00	4,844.76	4,844.76 %
8530 Membership dues - organization	1,248.00	47.00	1,201.00	2,555.32 %
8540 Staff development	2,220.00	117.00	2,103.00	1,797.44 %
8621 Sale of Product Expenses	509.53		509.53	
8670 Organizational (corp) expenses	320.00	6,070.85	-5,750.85	-94.73 %

				<b>Total</b>
	<b>Jan - Dec 2023</b>	<b>Jan - Dec 2022 (PY)</b>	<b>Change</b>	<b>% Change</b>
8671 Payment Processing Fees	17,532.04	23,497.57	-5,965.53	-25.39 %
8672 Bank Fees	1,930.41	938.40	992.01	105.71 %
8673 Melio Service Fees	31.50		31.50	
Unapplied Cash Bill Payment Expenditure	0.00		0.00	
<b>Total Expenditures</b>	<b>1,002,366.70</b>	<b>835,098.95</b>	<b>167,267.75</b>	<b>20.03 %</b>
<b>NET OPERATING REVENUE</b>	<b>-144,486.97</b>	<b>-88,551.55</b>	<b>-55,935.42</b>	<b>-63.17 %</b>
<b>OTHER REVENUE</b>				
6810 Unrealized Gain (loss) - investments	5.58		5.58	
Capital Gain Loss		-9,220.35	9,220.35	100.00 %
<b>Total Other Revenue</b>	<b>5.58</b>	<b>-9,220.35</b>	<b>9,225.93</b>	<b>100.06 %</b>
<b>NET OTHER REVENUE</b>	<b>5.58</b>	<b>-9,220.35</b>	<b>9,225.93</b>	<b>100.06 %</b>
<b>NET REVENUE</b>	<b>\$ -144,481.39</b>	<b>\$ -97,771.90</b>	<b>\$ -46,709.49</b>	<b>-47.77 %</b>

# Statement of Financial Position

As of December 31, 2023

	<b>Total</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
1014 Chase Checking	226,170.54
1021 Classy CLEARING	44.04
1022 Stripe 1 (connected to CNB) - CLEARING	24.00
1025 Bloomerang CLEARING	4,510.32
1027 Veeps	2.28
<b>Total Bank Accounts</b>	<b>230,751.18</b>
<b>Other Current Assets</b>	
1450 Prepaid expenses	11,528.58
1550 Inventory Asset	5,119.40
<b>Total Other Current Assets</b>	<b>16,647.98</b>
<b>Total Current Assets</b>	<b>247,399.16</b>
<b>Fixed Assets</b>	
1640 Furniture, fixtures, & equip	1,014.12
1745 Accum deprec - furn,fix,equip	-1,014.12
<b>Total Fixed Assets</b>	<b>0.00</b>
<b>Other Assets</b>	
1582 Charles Schwab	392,442.07
<b>Total Other Assets</b>	<b>392,442.07</b>
<b>TOTAL ASSETS</b>	<b>\$639,841.23</b>

## LIABILITIES AND EQUITY

### Liabilities

#### Current Liabilities

##### Credit Cards

2210 Credit Card - American Express	25,727.58
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<b>Total Credit Cards</b>	<b>25,727.58</b>
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##### Other Current Liabilities

2100 Accrued Misc	15,709.94
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2130 Payroll Tax Payable	-2,919.07
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2131 CO State Tax Payable	-190.00
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2132 CT State Tax Payable	-1,887.02
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2133 NY Payroll Tax Payable	-133.69
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<b>Total 2130 Payroll Tax Payable</b>	<b>-5,129.78</b>
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2134 Wages/Salaries Payable	-9,095.33
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2135 Health Insurance Payable	-106.00
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2136 Retirement EE Contributions Payable	-271.88
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2137 CO Paid Family & Medical Leave Payable	703.87
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	<b>Total</b>
2138 CO Unemployment Payable	-110.32
2571 CT Paid Family & Medical Leave Payable	-20.83
2572 CT Unemployment Payable	-116.67
2573 NY Disability	-14.30
2574 NY Paid Family Leave Payable	-31.53
2575 NY Re-EMP SVC Payable	-2.19
2576 NY Unemployment Payable	-117.40
<b>Total Other Current Liabilities</b>	<b>1,397.58</b>
<b>Total Current Liabilities</b>	<b>27,125.16</b>
<b>Total Liabilities</b>	<b>27,125.16</b>
<b>Equity</b>	
3010 Net Assets without Restriction	757,197.46
Net Revenue	-144,481.39
<b>Total Equity</b>	<b>612,716.07</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$639,841.23</b>

# Statement of Cash Flows

January - December 2023

	<b>Total</b>
<b>OPERATING ACTIVITIES</b>	
Net Revenue	-144,481.39
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
1450 Prepaid expenses	-11,528.58
1530 Due From Left Here	558.39
1550 Inventory Asset	-5,119.40
2210 Credit Card - American Express	4,155.30
2100 Accrued Misc	15,709.94
2130 Payroll Tax Payable	-2,919.07
2131 Payroll Tax Payable:CO State Tax Payable	-190.00
2132 Payroll Tax Payable:CT State Tax Payable	-1,887.02
2133 Payroll Tax Payable:NY Payroll Tax Payable	-133.69
2134 Wages/Salaries Payable	-9,095.33
2135 Health Insurance Payable	-106.00
2136 Retirement EE Contributions Payable	-271.88
2137 CO Paid Family & Medical Leave Payable	703.87
2138 CO Unemployment Payable	-110.32
2139 Federal Unemployment Payable	-42.01
2571 CT Paid Family & Medical Leave Payable	-20.83
2572 CT Unemployment Payable	-116.67
2573 NY Disability	-14.30
2574 NY Paid Family Leave Payable	-31.53
2575 NY Re-EMP SVC Payable	-2.19
2576 NY Unemployment Payable	-117.40
2600 Due to Mannequin Touring Inc.	-8,925.00
<b>Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:</b>	<b>-19,503.72</b>
<b>Net cash provided by operating activities</b>	<b>-163,985.11</b>
<b>INVESTING ACTIVITIES</b>	
1582 Charles Schwab	-37,740.30

	<b>Total</b>
<b>Net cash provided by investing activities</b>	<b>-37,740.30</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>-201,725.41</b>
Cash at beginning of period	432,476.59
<b>CASH AT END OF PERIOD</b>	<b>\$230,751.18</b>

# Budget vs. Actuals YTD

January - December 2023

	Actual	Budget	over Budget	Total % of Budget
<b>REVENUE</b>				
4010 Individual/small business contributions	512,462.95		512,462.95	
4020 Corporate contributions	102,441.75		102,441.75	
4030 Foundation/Other Nonprofit Org Contributions	77,864.52		77,864.52	
4160 Sweepstakes Donations	38,125.00		38,125.00	
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4415 Other federated fundraising contributions	68,124.19		68,124.19	
5225 Stock or bond gifts	21,806.20		21,806.20	
5310 Interest-savings/short-term investments	0.18		0.18	
5320 Dividends & interest - securities	15,759.15		15,759.15	
5322 Interest - CS Investments	169.37		169.37	
5401 Royalties - Revenue	40.59		40.59	
5420 Sales	2,850.00		2,850.00	
5421 Sales of Product Revenue	15,202.25		15,202.25	
<b>Total Revenue</b>	<b>857,879.73</b>	<b>0.00</b>	<b>857,879.73</b>	<b>0.00%</b>
<b>GROSS PROFIT</b>	<b>857,879.73</b>	<b>0.00</b>	<b>857,879.73</b>	<b>0.00%</b>
<b>EXPENDITURES</b>				
7020 Program Related Expenses	336,800.07		336,800.07	
7220 Salaries & wages - other	288,623.48		288,623.48	
7240 Employee benefits - not pension	9,119.48		9,119.48	
7250 Payroll taxes, etc.	25,210.48		25,210.48	
7510 Fundraising expenses	131,572.70		131,572.70	
7513 Fundraising - Travel exp	11,121.67		11,121.67	
<b>Total 7510 Fundraising expenses</b>	<b>142,694.37</b>		<b>142,694.37</b>	

				Total
	Actual	Budget	over Budget	% of Budget
7520 Accounting fees	30,634.63		30,634.63	
7522 Human Resources	2,976.50		2,976.50	
7540 Professional fees - other	57,106.28		57,106.28	
7541 Professional Fees - paid by Credit Card, Stripe, Paypal	154.35		154.35	
<b>Total 7540 Professional fees - other</b>	<b>57,260.63</b>		<b>57,260.63</b>	
8102 Advertising and promotion	4,807.14		4,807.14	
8104 Office expenses	3,193.78		3,193.78	
8110 Supplies	2,220.43		2,220.43	
8120 Donated materials & supplies	42.90		42.90	
8140 Postage & shipping	4,775.00		4,775.00	
8170 Printing & copying	50.00		50.00	
8175 Information Technology & Software Subscriptions	17,211.86		17,211.86	
8210 Rent office occupancy	15,000.00		15,000.00	
8220 Utilities	1,908.34		1,908.34	
8310 Travel	28,601.01		28,601.01	
8400 Meals/Food	2,500.36		2,500.36	
8520 Insurance - non-employee related	4,944.76		4,944.76	
8530 Membership dues - organization	1,248.00		1,248.00	
8540 Staff development	2,220.00		2,220.00	
8621 Sale of Product Expenses	509.53		509.53	
8670 Organizational (corp) expenses	320.00		320.00	
8671 Payment Processing Fees	17,532.04		17,532.04	
8672 Bank Fees	1,930.41		1,930.41	
8673 Melio Service Fees	31.50		31.50	
<b>Total Expenditures</b>	<b>1,002,366.70</b>	<b>0.00</b>	<b>1,002,366.70</b>	<b>0.00%</b>
<b>NET OPERATING REVENUE</b>	<b>-144,486.97</b>	<b>0.00</b>	<b>-144,486.97</b>	<b>0.00%</b>

	Actual	Budget	over Budget	Total % of Budget
<b>OTHER REVENUE</b>				
6810 Unrealized Gain (loss) - investments	5.58		5.58	
<b>Total Other Revenue</b>	<b>5.58</b>	<b>0.00</b>	<b>5.58</b>	<b>0.00%</b>
<b>NET OTHER REVENUE</b>	<b>5.58</b>	<b>0.00</b>	<b>5.58</b>	<b>0.00%</b>
<b>NET REVENUE</b>	<b>\$ -144,481.39</b>	<b>\$0.00</b>	<b>\$ -144,481.39</b>	<b>0.00%</b>