



General Board Meeting

October 20, 2020

5:30 p.m. to 7:30 p.m.

Zoom - <https://us02web.zoom.us/j/81822928857>

AGENDA

- | | | |
|-------|---|----------------|
| I. | Welcome – Sally Bauer
1. Great Chefs' Update
2. Holiday Shop | 5:30 – 5:45 pm |
| II. | Mission Moment – Stacey Brown | 5:45 – 5:50 pm |
| III. | Consent Agenda – Sally Bauer
1. Approval of Minutes from June 2, 2020 Annual Board Meeting
2. Approval of Executive Committee Minutes | 5:50 – 5:55 pm |
| IV. | Moving Families Forward Update – Pat Cronin
1. FY20 Impact
2. FY21 Plan
3. Strategic Plan | 5:55 – 6:05 pm |
| V. | Treasurer's Report – Chris Johnson
1. Audit Report – Clean/Unmodified
2. Operating Results | 6:05 – 6:15 pm |
| VI. | Lace Up to End Child Abuse – Stefanie Woodhouse, Kelley Harrison
1. Sponsors to-date
2. Opening Ceremony
3. Team Competition | 6:15 – 6:25 pm |
| VII. | One Thing – Mary Francioli | 6:25 – 6:40 pm |
| VIII. | Discussion – Sally Bauer
1. A Virtual Evening to Give Thanks – November 19, 2020, – Via zoom
2. Administrative Tasks – Conflict of Interest sent electronically, Fall Appeals | 6:40 – 7:00 pm |
| IX. | Executive Session – Sally Bauer | 7:00 – 7:15 pm |
| X. | Adjournment | 7:15 pm |

SAVE THE DATE!!

An Evening to Give Thanks – **Thursday, November 19, 2020 at 6:30pm** – Via Zoom
General Board Meeting – **Tuesday, January 19, 2020 at 5:30 pm** – via Zoom



30th ANNUAL

Great

CHEFS' DINNER



THE GREAT CHEFS' DINNER

Community is alive. Celebrating 30 years.

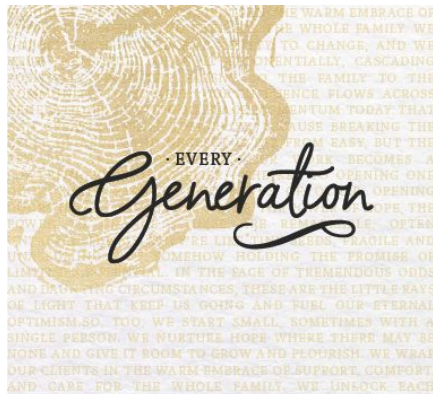
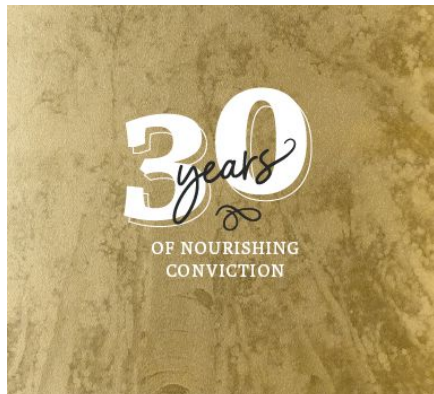


CONCEPT C

Community is organic.

Nurturing. Vibrant. Connected.

Community flourishes from raised expectations and kept promises. It grows out of open minds and through nourishing conviction. Community feeds on the faith of a friend, the belief in ourselves and the trust of everyone around us. Year after year, decade after decade, community thrives every time we nurture the best in each other and pass on everything we've learned to every generation who follows us.







30th Annual Great Chefs' Dinner Sponsor Totals

Sponsors	Amount
Sherman, Betsy & George	\$100,000
Kirk Family Foundation	\$50,000
Cowie, B.J. & Bill	\$50,000
Meyerhoff, John and Lenel	\$25,000
Aarsand, Jeanne & Kurt	\$15,000
Gore, Paula & Kyle/CGA Capital	\$15,000
Nachbahr, Erik	\$10,000
Brinkley, Doug & Ellen	\$7,500
Macks, Larry & Ellen	\$7,500
Murphy, Sean/T-Rex Solutions, LLC	\$7,500
Graul, Dennis/Graul's Market	\$5,000
Peltier, Laurel & Tom	\$5,000
Shaw, Susan and Steve	\$5,000
Bauer, Sally & Woods, Sarah	\$2,500
DeCosta, Eric & Lacie	\$2,500
Hayes, Charlene & Floyd	\$2,500
McDonald, Tom & Jamie	\$2,500
McIntyre, Hunter	\$2,500
Roebuck, Charles and Lee	\$2,500
Waesche, Xandy & Roger	\$2,500
Abbot Downing	\$2,500
Bennett, Kara and Brad	\$2,500
TOTAL	\$325,000



The Family Tree

Holiday Shop



SHARE THE GIFT OF HOLIDAY JOY!

Every December, we offer a free Holiday Shop to parents, giving them the joy of choosing gifts for their child(ren) without the financial burden. Your support is needed more than ever.

Please donate new, unwrapped toys for children, ages 0-18.



Consider organizing a gift drive at your workplace, church, school, or with friends and family! Donations dropped off in-person will be scheduled by appointment or shop online by visiting: familytreemd.org/holidayshop

**Donations need to be received by
Friday December 4th, 2020.**

For questions or more details, email Lindsay Jacks:

ljacks@familytreemd.org

Raising families up.

24-hour Parenting Helpline: 1.800.243.7337

2108 North Charles Street
Baltimore, MD 21218
410.889.2300
familytreemd.org



The Family Tree

Holiday Shop



BABIES/TODDLERS

- Board books
- Manipulative toys - Rattles, stacking blocks, sorting toys
- Soft dolls, stuffed animals (no hard eyes)

PRESCHOOL

- Picture books
- Dolls/ Barbie
- Cars/ Trucks
- Sidewalk Chalk
- Legos
- Board games
- Dress up items
- Play Food
- Fisher Price
- Frozen, Spider-Man, Batman, My Little Pony, Peppa Pig, Paw Patrol, Toy Story

WISH LISTS!

SCHOOL-AGE

- Chapter books
- Barbie
- Legos
- Minecraft
- Board games
- Art supplies/ Crafts
- L.O.L. Surprise!
- Footballs/ Basketballs
- Superhero items
- Headphones/Earbuds
- Wonder Woman, Spider-Man, Frozen, My Little Pony, Batman, Black Panther

PRETEENS/TEENS

- Art Supplies
- Bath Bombs
- Sunglasses
- Footballs/ Basketballs
- Scarves
- Ravens items
- Leggings/Jeggings
- Make-up/ Make-up brushes
- Nail polish/ Nail art
- Headphones/Earbuds
- Hoodies/ T-shirts
- Purses/ Wallets
- Jewelry - bracelets, earrings, etc.
- Gift Cards to Target, Walmart, and Five Below

Please drop off all donations by Friday, December 4th, 202. For more info, please contact Lindsay Jacks, Volunteer Coordinator: ljacks@familytreemd.org

Raising families up.

24-hour Parenting Helpline: 1.800.243.7337

2108 North Charles Street
Baltimore, MD 21218
410.889.2300
familytreemd.org



Annual Board Meeting Minutes

June 2, 2020

5:30 p.m. to 6:15 p.m.

Location: Zoom

MEMBERS PRESENT: Jeanne Aarsand, Sally Bauer, Doug Brinkley, Brad Downs, Stephanie Adler, Kyle Gore, Charlene Hayes, Chris Johnson, Sarah Kahl, Pat Kirk, Gary Marino, Tom McDonald, Hunter McIntyre, Stephanie McCormick, Mike Medinger, John Meyerhoff, Andrew Michael, Tom Peltier, Linda Robeson, Scott Robinson, Charles Roebuck, Steve Shaw, Betsy Sherman, Josh Slater, Lois Shofer, Xandy Waesche, Sarah Woods, Stefanie Woodhouse, Liz Wurster

MEMBERS EXCUSED: Paul Cooper, Peter Fillat, Tom Hauser, Dennis Graul, Adrian Johnson, Ellen Macks, Sean Murphy, Erik Nachbahr, Ann Rosenberg, Rachel Rubin, Sarah Sheckells, Brian Weatherford

STAFF PRESENT: Pat Cronin, Mary Francioli, Stacey Brown, Allie Cook, Erik Weber, Connie Anderton, Kelley Harrison, Phil Saracino

AGENDA

1. Welcome & Approval of Consent Agenda - Sally Bauer 5:30 – 5:40 pm
 - a) Minutes from April 21, 2020 Board Meeting
 - b) Minutes from May 26, 2020 Executive Committee
2. Executive Director's Report – Pat Cronin 5:40 – 5:50 pm
 - a) Moving Families Forward Report
 - b) Communications Report
3. Annual Business
 - a) Approval of FY2021 Operating Budget – Chris Johnson/Phil Saracino
 - b) Conflict of Interest Update – Kyle Gore
 - c) Approval of Leadership FY 2021 – Kyle Gore
 - d) Approval of Board Terms FY 2021-2023 – Steve Shaw
 - e) Approval of New Board Members Class of FY2021 – Steve Shaw
4. Closing Remarks – Sally Bauer 6:10 – 6:15 pm
 - a) TFT's Special Events
 - b) Board Schedule for FY21
 - c) Ira Himmel Fund

Important Dates

11th Annual Brent A. Rosenberg FamFest – TBD

Recorder: Allie Cook

ISSUE #1: Welcome & Approval of Consent Agenda

SUMMARY OF DISCUSSION: Pat Cronin welcomed everyone to the board meeting and thanked them for coming especially with everything going on in the world right now. Pat spoke about the protests and how it impacts our team. Over the past few years, we have focused on the issue of race. First, staff participated in a two-day training Undoing Racism. That gave us a platform for having ongoing conversations about race and how it impacts our lives and our organization. We started our last staff meeting with a conversation about George Floyd's death. Staff shared their grief and sorrow in addition to their hope and optimism especially surrounding the work that we do. Pat was happy to hear the positive feedback. We, as an organization, are dealing with these issues the best that we can, but this does add another layer of trauma to the group. Stephanie McCormick asked how the training we did a few years ago sets us up for success for the current environment we are in right now. We established a group that are reworking our ethics statements, they will be presenting it soon. Sarah Woods asked if there is anything we are trying to do for our clients. The staff is reaching out to everyone that we work with to make sure they are safe. Pat spoke about social media and how we want to stay in our lane, but we are aware we need to acknowledge the current climate. We reshared some books from BCCRC shared about what to read with kids to start these conversations. Mary referred to the training we did and how that gave us a new lens to look through. There are some things we will be sharing in the coming days on social so be sure to follow along.

Sally Bauer asked for an approval of minutes from April 21, 2020 Board Meeting Charlene Hayes moved and Kyle Gore seconded. Sally thanked everyone support this year, especially her predecessor Charles and all past presidents. Sally thanked her fellow officers for their dedication to being true leaders, we have a really strong team. Our committee chairs were fully engaged as well as all of the board members. Our attendance at board meetings is actually higher on Zoom. We never want to only meet on Zoom and we have no idea what the new normal will look like but we will be evaluating our meeting times. We decided years ago to really look at our technology and thank goodness we did, or we would have had a harder time making this environment work. Sally thanked the 4 new board members for their enthusiasm and everything they have done to help this year. Sally thanked the staff who have an open line of communication. We are so thankful for all of the feedback and communication. We preserved through the challenging end to this year. Kyle and Steve will talk more about our new board member, but Sally introduced Rick Barth who has joined us today. We are so thankful to have John Meyerhoff and now Rick Barth on our program committee. Sally wanted to say how happy she is that this year went so well. She thanked everyone again and turned it back over to Pat.

Erik shared his screen and we did an interactive activity where board members submit a word that describes The Family Tree and it comes up on the screen.

ISSUE #2: Executive Director's Report

SUMMARY OF DISCUSSION: A. Moving Families Forward Report: Pat echoed Sally's gratitude to everyone here. We had a year that no one could have expected. We were so ready for this year, and we were on target to reach our goal numbers, and then COVID-19 hit and we had to pivot to become virtual. Pat said we are thankful to have had a communication plan in place to set us up for success for this transaction. The program staff has really stepped up and helped with this. They have written blogs, done live chats and video's and it gives us a bonus of being able to serve people all over the state. We are looking at about 19,000 people this year and with courts being closed, which is where we are get most of our referrals.

B. Communications Report: Pat asked the board to look over the report in the packet and thanked the committee for the activities we have done and all we have accomplished.

C. Impact Report: Pat shared the impact document that outlined our accomplishment for the year. Last year at this time, we were asking the advice of the board whether or not we should put in a bid for the BCCRC. Thankfully, we did and have really been able to expand our services. We have also officially launched our Respite Care center. To work through MSDE, get funding and get licensed it has been a lot of work but again, worth it. We have served about 65 families with 4,000 hours. We are really pleased with these results. The next big goal we have this year was the FCM formal evaluation. This started July 14, 2019 and was going so well until the pandemic. We were no longer get into the hospital to enroll moms. This has taken an interesting twist. The numbers will not give us the power for statistical significance, but it could have a lot of lessons learned even if it is just moms and babies surviving the pandemic. Reaching families through technology: We have a funder who provided a three year grant to launch this effort. Who knew the pandemic would provide us the opportunity to fast track those efforts? We are pleased with how our work for this grant is going. Family Education is coming in where we expected them to be as far as numbers go. We are still providing families with services every week and the parents attending are coming from all over the state, which is exciting. Our Healthy Families program was also accredited. Our ACEs program reached almost 5,000 people this year and have many trainers that reach each county in MD. Next we will be working with different state Departments to build topic specific toolkits. We worked with the Dept of health in responding to the opioid epidemic. We are deciding if we should renew this with Washington State. This is a joint process and we are thankful to have such a great team.

ISSUE #3: Annual Business

SUMMARY OF DISCUSSION:

A. Approval of FY2021 Operating Budget – Chris Johnson/Phil Saracino

Chris Johnson gave a quick review on where we are for May when it comes to finances. The committee reviewed the operating results of the first eleven months of FY 20. Through May, the organization experienced an \$825,000 operating loss. This loss was expected as result of the recording of the 3-year board pledges in FY 19. Approximately \$870,000 in revenues attributable to the current year were recorded last year. After adding back these revenues attributable to FY 20, it resulted in a small gain but our projections for the remainder of the year predict that we will experience a small operating loss despite a successful online Great Chefs event and two large donations late in the year. This is a much better picture than expected and does not account for potential loan forgiveness of the PPP.

The Committee then reviewed the Statement of Financial Position that remains solid. As a result of receiving \$530,000 in Payment Protection Plan loan proceeds from M&T bank, liquidity should not be an issue in the current fiscal year. Cash balances of over \$1,500,000 results in approximately 5 months of operating cash on hand at the end of May. However, since final loan forgiveness guidance has not been issued, we are still uncertain what will need to be paid back (if anything). However, the interest is accruing at only 1%, so if we need cash, we could push back the repayment.

The committee then reviewed a snapshot of the portfolio's value, performance, and allocations at 4/30/20. The entire portfolio was up 7% in April (after being down 10% in March) but down nearly 4% fiscal YTD. It is invested 69% in equities and 31% in Fixed Income in compliance with our investment policy. It is allocated 53% to actively managed funds versus 47% to passively managed. The actively managed funds have provided good downside protections. The fixed income portion of the portfolio is also performing as expected and dampening the effects of the equity volatility. We are in compliance with our term given the validity of the actively managed funds we have been steady.

The committee reviewed and approved the proposed FY 21 Operating Budget. The budget was based on combination of historic results as well as estimates based on Management's expectations. Due to the large number of unknowns regarding return to normalcy and the evolving PPP guidance, the budget assumes a full operating year but could be reforecast in the fall. The committee also reviewed a cash flow projection that was a more conservative case scenario of the FY 21 budget and the potential impact on cash through December 2020. Phil reminded the committee that this is all worst-case scenario.

The total budget comes in at \$3,730,000 and when compared to last year has been reduced by 6%. Salaries expense is our biggest expense item pays for 48.5 FTE's and is a 3 FTE reduction from last year. This reduction are unfilled and unfunded positions. It does not include a COLA for staff at the beginning of 2021. The board questioned the no increase, and Pat and Phil said they would love to be able to give the staff and increase, but we are not sure we would be able to at this time. We want to show the most responsible budget that we can.

The budget is predicated on the assumption that all grants we currently receive will continue to be funded at the same level and that we will be able to generate enough revenues through the private sector to come close to break even.

The conservative cash flow projection has us potentially needing cash in late fall. However, we have several options that we can use to keep operations moving forward. Options include not returning unforgiven PPP loan funds at 1%, tapping the Next Fund or the existing Line of Credit, curbing expenses, requesting that pledge payments and other receivables be paid sooner or any combination thereof.

The organization is budgeted to generate 38% of its funding from the public sector while 62% will come from the private sector (\$525,000 of the private sector \$1.7 Million is already pledged). The budget spends 80% of its budget on salary and fringes, 5% on Professional fees and 15% on all other costs.

Chris asked for a motion to approve the FY21 Operating budget, Sally approved and Charlene Hayes second.

The committee then reviewed and approved FY 21 Capital budget. The proposed budget includes spending \$157,000 in Capital Expenditures (building Improvements \$52,000 and \$106,000 worth of IT infrastructure. Mission critical items include the 10 new laptops for Remote use by our staff, new telephone handsets and the technology needed to implement strategic plan initiatives like podcasting and more Remote training.

Chris asked for a motion to approve the Capital Budget. Kyle Gore motioned to approve and John Meyerhoff seconded.

B. Conflict of Interest - Mary reviewed the Board conflict of interest disclosures for this year. She explained the Nominating & Governance Committee reviews these and four people added comments to disclose something. Nominating has reviewed there have been no conflicts, but those who disclosed are: Charles Roebuck who does our printing, Erik Nachbahr who provides our technology services in-kind, Josh Slater who works at T. Rowe Price who we have some investments with and Andrew Michael who works at M&T Bank, TFT's Bank.

C. Approval of Leadership slate - Kyle Gore spoke about leadership for the next year. It will be the same as this year, Sally Bauer as president, Charlene Hayes as VP, Chris Johnson as

Treasurer and Tom Peltier as secretary. John Meyerhoff motioned to approve, and Charles Roebuck seconded.

D. Approval of New Board term FY21-23. We moved on to the board term renewals, we have two people who will no longer be on the board. Rachel Rubin is rolling off and Ira Himmel unfortunately will not be on the board but will always be honorary. Do we have a motion to approve those who will be signing up for another three-year term as presented in our packets? John Meyerhoff moved to approve, and Charles Roebuck seconded.

E. Approval of New Board Member of the Class of Fy21. Kyle presented our new board member, Rick Barth. He has a great resume that is in your packets. Not only does he look good on paper, but he has proved how great he is with his actions. We are excited to welcome Rick Barth to the board. Do we have a motion to approve? Charlene Hayes moved, and Sally Bauer seconded. John Meyerhoff said his resume is wonderful, and if there was every someone who is "overqualified," it would be Rick Barth. Kyle thanked everyone for their leadership during this time and for all of those who are renewing members.

ISSUE #4: Closing Remarks

SUMMARY OF DISCUSSION: Sally reminded the board that Allie will be sending appointments out over the summer. It is best to not create your own in case meetings change, Allie will update the appointment. Sally asked if anyone had any questions. Sally mentioned that we are always looking to add new skill sets and people to the board, we can add new members at the October meeting as well. Sally also briefly spoke about the Ira Himmel Fund. Ira is already deeply missed, and his fund was set up to dedicate a room in his honor. As soon as we can have a small ceremony his family will be invited to join us at TFT to remember him.

Sally provided an overview of our events. Baltimore Magazine has cancelled the Best of Baltimore Party this year. Hopefully, we will still work with them in the future. We will ask the sponsors to transition to donations or possibly support FamFest. We have confirmed our chairs for FamFest to be Stephanie Adler and Sarah Kahl. It will look different this year and will at least be partially virtual. We will be putting together a committee of creative minds, so please let us know if you are interested in joining to help us plan. We think we can still be successful if we have everyone's support and if we recruit some new support. The planning calls will take place over zoom. We have seen a ton of other online virtual events, so if you see any please send them our way. We had an amazing turnout for the virtual Greats Chefs' event, and we are so excited for the 30th next year. The Brinkley's have agreed to host our kick off and we have an ask out to a special Chef, we will keep the board posted. Thankfully, the cancellation this year did put us way ahead for next year. The board said the cooking demo was awesome in addition to the other video promotions. We should keep those ideas for next year to use as promotions again.

Sally ended the meeting with a quote.

The meeting adjourned at 6:35pm.



The Family Tree

Raising families up.

Executive Committee
Tuesday, October 13, 2020 12:00 p.m. – 1:30 p.m.
MINUTES

MEMBERS PRESENT: Stephanie Adler, Steve Shaw, Gary Marino, Sally Bauer, Kyle Gore, John Meyerhoff, Tom McDonald, Jeanne Aarsand, Sarah Woods, Stephanie Woodhouse, Chris Johnson, Tom Peltier, Charles M. Roebuck, Stephanie McCormick, Charlene Hayes

MEMBERS EXCUSED: Tom Hauser

STAFF PRESENT: Pat Cronin, Mary Francioli, Stacey Brown, Jennifer Elam, Phil Saracino, Erik Weber

AGENDA OVERVIEW:

TFT leads Maryland in preventing child abuse, connects caring communities and builds strong families to improve society for generations to come.

- | | | |
|------|--|-------------------------------------|
| I. | Mission Moment | Pat Cronin |
| II. | FY 20 Audit Overview | K.L. Hoffman & Co, P.C |
| III. | Approval of May 26, 2020 Minutes & Job Description | Sally Bauer |
| IV. | President's Report | Sally Bauer |
| V. | Executive Director's Report | Pat Cronin |
| | A. FY2020 Impact | |
| | B. FY 2021 Plan | |
| | C. Strategic Planning Process- FY22-24 | |
| VI. | Brief Committee Reports (finalize) | |
| | 1. Development Committee | Gary Marino/Tom Peltier |
| | 2. Nominating & Governance | Steve Shaw/Kyle Gore |
| | 3. Finance and Facilities Committee | Chris Johnson |
| | 4. Marketing & Public Relations | Stephanie Woodhouse/
Sarah Woods |
| VII. | Closed Session | Sally Bauer |

Important Dates:

General Board Meeting Tuesday, **October 20, 2020 at 5:30pm – Zoom**
 Brent A. Rosenberg—Lace Up to End Child Abuse: **October 24th –November 1, 2020 Virtual**
 An Evening to Give Thanks: **Thursday, November 19, 2020- Virtual**
 Next Executive Committee Meeting – **Tuesday, January 12, 2021 at 12pm**

Recorder: Jennifer Elam

Executive Committee Minutes

October 13, 2020

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ISSUE #1 – Welcome

SUMMARY OF DISCUSSION:

Sally welcomed the group and advised that we would be starting with the Auditor's Presentation.

ISSUE #2 –FY20 Auditors Presentation

SUMMARY OF DISCUSSION: Tom Klein showed PP Presentation (filed with minutes). Tom thanked all the board for all their dedication to The Family Tree during this difficult year. He reported a 'clean' audit; and believes TFT will still be here in June 2021. Reviewed total assets \$7,600,000.00: Investment 38%, Grants 16%, 26% cash, 1% other, 19% property. Broken down even further, net assets 88%, accounts payable 5% and 7% in PP Notes.

If everything stayed the same, no more income, we could be good at 45 weeks. Some organizations have a lot higher than this, so very unlikely that funders would look at us and think that we are hoarding too much money. This is including cost minus depreciation.

Total Revenue, \$3,329,200.00 Special events 18%, Government funds 44%, other 5%, and 33% from contributions and grants. Total Expenses, \$4,247,900, 76% programs, fundraising 11%, General Management (salaries, etc.) is 13%. Notable is TFT's necessary fundraising expense which we need to continue to fundraise to keep up afloat.

Questions & Comments: Phil –Finance and Facilities approved of this audit, line by line.

In explanation of the variance of revenue vs expense, Phil noted that \$900k were released in the current year to offset some of the apparent loss. We "spent" money that was donated/booked in previous years. In addition, we will be applying for "forgiveness" for PPP loan (\$530k). Tom Klein says we can prove already that we are eligible. M&T portal opens up tomorrow.

In response to TFT's relative performance versus other comparative organizations, Tom believes TFT is one of the best organizations that he has seen in his career. He is very impressed by all our hard work for maintaining its mission especially during these challenging times.

ISSUE #3: Approval of May 26th Minutes and Review of Job Description

SUMMARY OF DISCUSSION: Sally received approval board's approval of the both last meetings minutes as well as the Financial Audit that was just discussed.

ISSUE #3: President's Report

SUMMARY OF DISCUSSION: Sally acknowledged everyone's hard work during this time and can't wait for the day to see everyone in person. We have had several major donors for GC event lately, someone gave \$50k. Sally acknowledged that this was a very difficult enhanced audit. 10 staff are working in the building each day, and we are very grateful for everything they are doing to keep us going! We have secured meeting with Charles T Bauer Charitable Foundation, really hoping to get them to support us again. Mary said we have been able to have several personal conversations with people during this time. People are excited to hear about what we are doing during this Covid era.

Date confirmed for Great Chefs' – April 26, 2021. Sally thanked John and Lenel Meyerhoff for agreeing to be co-chairs of the event. Becky and Ashton Newhall have agreed to join the Meyerhoffs. We are currently looking to confirm a third chair. Already \$325k already raised, so wonderful how far ahead we are. We are assuming now we are going to have it at The Grand Lodge, however, if necessary, we will do outside, and 3rd option will be doing virtual again. Linwood is confirmed as our Guest Chef. There was some discussion about moving the date to later in spring; committee acknowledged the difficulty coordinating schedules with co-chairs.

Evening to Give thanks will be a virtual event on Nov 19th, asked everyone to out on their calendar. Many organizations are going events like this virtually, Graul's will agree to pies, people are wanting to help! People think that this year is more important than ever. Our three prestigious awards will be given: Zeke

Executive Committee Minutes

October 13, 2020

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Cohen- Meyerhoff Public Service; M&T Bank, Sherman Mission Maker; and, Kirsten Ericksson, Miles & Stockbridge, Kirk Volunteer.

ISSUE #4: Executive Director's Report

SUMMARY OF DISCUSSION: Pat presented two performance dashboards on the screen: end of FY2020 and first quarter projections. Pat summarized operation plan (filed with minutes): 1) Family Connects Maryland: reported we received \$720k over 2.5 years grant from MSDE to build capacity of FCM at Sinai to Baltimore County which will include adding two RNs. FCM is going through our first re-credentialing among a small group of early adopters. New rules require us to hire a Medical Director (consultant) who we have identified (a physician from Hopkins) whom we will introduce soon. 2) We also received United Health Care grant to help serve more participants in both Prince George's and Baltimore Counties. 3) Kids Care Plus is transitioning to include a learning support hub for families with young school age children; 3) Reaching families through technology continues to be a priority. Pat mentioned Erik is now working part-time. We are trying to reserve his time for higher level tasks so we can continue to achieve our goals. 4) Baltimore City Child Care Resource Center has been chosen by the state to pilot a shared learning program which is a strategy to build business capacity of child care providers. 5) With regard to Advocacy Day, we are told that the General Assembly will be very different this year, we will not have our annual day in Annapolis. We will be working with advocates to seek passage of the Hidden Predator Act- elimination of statute of limitations for child sexual abuse.

Pat reminded the committee that we were in the final year of our three -year plan which parallels three-year request for support. Discussion regarding next steps as to whether we would craft a one plan or three. Sally suggested that we should all talk about this more in depth and Pat thanked the group.

Pat also announced that George Sherman had a serious accident this summer. He is currently in a rehab center in Philly. Betsy asks for prayers. Mary will send out the Sherman's address for those who would like to send a card, etc.

ISSUE #4: Brief Committee Report's

SUMMARY OF DISCUSSION:

- **Finance and Facilities Committee:** Deferred until next General Board Meeting due to insufficient time for closing session.
- **Marketing & Public Relations:** Deferred until next General Board Meeting due to insufficient time for closing session.
- **Development Committee:** Board solicited appeals are going out this month. Please respond to Connie when she reaches out. Gary mentioned Lace Up (fliers in packet). Stephanie Woodhouse asks to please spread the word, sign up, get a group, give money, etc. Raised \$35k so far with a goal of \$100k. There have been a lot of people we don't know that have signed up and created teams, which is very exciting.
- **Nominating and Governance Committee:** Continuing to go through the list of people to come into the board. Have been pushing for larger minority of people and more powerful organizations in Baltimore. Rich Rosa at Verdence Capital Advisors is interested in joining the Board. Defer other discussion.

Sally asked for TFT staff to exit the meeting so that the closed session could begin.

HOW MANY DO WE HELP?

1ST QUARTER FY21



1,561

Family Education & Support Services

Parenting Education	1,181
Family Support Services	260
Children & Youth Services	120



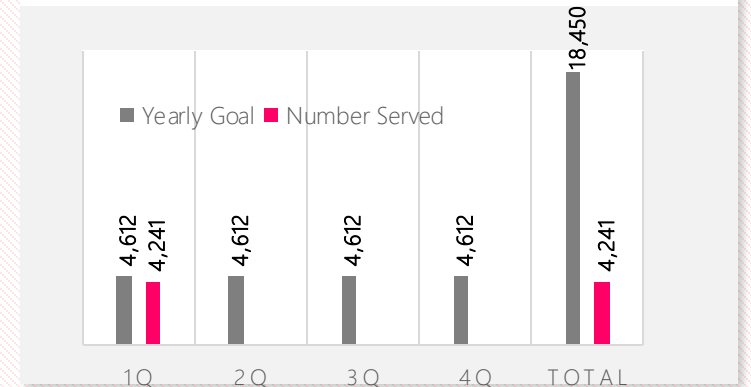
2,680

Community Services

BCCCRC	980
Parenting Support & Resources	900
Community Education & Training	800

	# Served	# Goal	% of Goal
Family Ed. & Sup. Svcs	1,561	4,240	37%
Community Svcs	2,680	14,210	19%
Total	4,241	18,450	23%

Quarterly Progress



HOW MANY DO WE HELP?

FISCAL YEAR 2020



4,755

Family Education & Support Services

Parenting Education	1,021
Family Support Services	1,347
Children & Youth Services	2,387



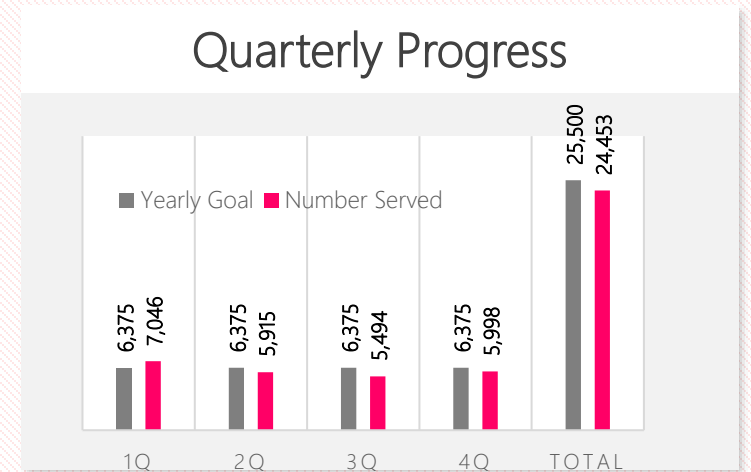
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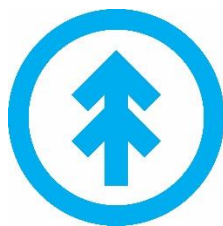
Community Services

BCCCRC	2,827
Parenting Support & Resources	3,032
Community Education & Training	14,299

	# Served	# Goal	% of Goal
Family Ed. & Sup. Svcs	4,755	5,500	86%
Community Svcs	20,158	20,000	101%
Total	24,913	25,500	99%

Quarterly Progress





The Family Tree

Moving Families Forward

Operating Plan FY21

Vision:

Every family has the tools to raise children to become healthy, productive and competent adults

Mission:

Mission: The Family Tree *leads* Maryland in preventing child abuse, *connects* caring communities, and *builds* strong families to improve society for generations.

	FY 19	FY 20	FY 21
Total Revenue	\$3,175,000	\$3,275,000	\$3,730, 400
Total Served	23,000	25,000	19,000

Goal 1 Family Impact: To provide all parents, including those at risk, with an effective, researched-backed continuum of programs and services in key areas of the state.

Focus 1: Primary Prevention TFT will provide education and support to the general parenting population and professionals. (Includes Helpline, Public Engagement Campaigns, ACE Interface and Maryland Family Connects, MFC).

Strategy A: Sustain and expand the Maryland Family Connects program

Action Steps Year 3:

1. Secure re-accreditation from Duke International, Center for Child & Family Health;
2. Train and recruit additional MFC staff, including. Medical Director (Consultant).
3. Expand existing site to include targeted Baltimore County Zip codes.

Strategy B: Work with public health experts and family service providers to identify and pilot innovative ways to educate and support the general parenting population.

Action Steps Year 3:

1. Identify prospective communities/special populations to pilot a parenting education and support strategy for the general parenting population (e.g. co-parenting , nurturing visitation program)
2. Conduct a competitive analysis of needs and existing services.
3. Identify/develop specific strategies and action steps based on the scan.

4. Implement and evaluate strategies/program plan. This may include offering topic-based, fee for service parenting seminars or pursuing both in-person and remote learning mediums. 20

Strategy C: Advance The Family Tree Training Center for Professionals.

Action Steps Year 3:

1. Develop a marketing plan for and implement the training strategies.
2. ACE Master Trainers to conduct two (2) ACE Interface trainings that would train at least 10 new people to become ACE Presenters.
3. Identify trainings that will help communities develop a fund of knowledge so that they can launch strategies to build resilience. (TBD e.g. Protective Factors)
4. Evaluate ACE Interface project and decide whether to renew the ACE Interface contract.

Strategy D: Pilot an approach to provide parent training and support (in-person or remote learning) to parents and professionals in a rural community.

Action Steps Year 3:

1. Identify a project partner and develop a learning and engagement strategy to meet the needs of the community with special focus on Prince Georges County and Baltimore County.
2. Develop and implement a marketing plan for those strategies.
3. Implement and evaluate the identified strategies.

Strategy E: Provide training and technical assistance to prospective and existing childcare providers in the City; offer mental health consultation to children, families and providers aimed to retain or maximize their childcare placement.

Action Steps Year 3:

- A minimum of nine Core of Knowledge trainings will be offered each month, covering all domains of learning.
- Pre-service training for perspective family child care providers will be held each quarter.
- Specialized training for infant toddler caregivers focused on the unique needs of the youngest children in child care will be held monthly.
- Technical assistance will be offered to all programs working on the quality rating and improvement system, Maryland EXCELS, in order to achieve higher levels, and to individuals in the Maryland Child Care Credential program.
- Technical assistance will be offered to child care programs seeking accreditation.
- Technical assistance targeted at new child care providers will be offered to assist programs in getting off to a good start with quality programming.
- Technical assistance and training will be held for family child care providers seeking to earn the CDA credential.
- IECMH consultation will be offered to all programs with the overarching goal of keeping young children in their child care placement. Consultation will include observations, assessments, action plans, individual work with families and child care providers, and referrals for additional services, as needed.

Focus 2: Secondary Prevention TFT will expand and deepen its work with at-risk families and those impacted by adversity. (Includes family education, home visiting, and counseling).

Strategy A: Sustain research-tested programs that meet the needs of distressed families - 21
Family Education and Support

Action Steps Year 3:

1. Complete the randomized control (modified due to the pandemic) trial of Family Connects Maryland at Sinai Hospital.
2. Evaluate the assessment tools we are using to determine impact by program.
3. Evaluate our 4-week parenting education program and compare the results of this program to our 10-week program.
4. Evaluate the effectiveness of parent education curriculum.
5. Examine the feasibility of Parents Anonymous re-accreditation

Strategy F: Enhance intensive services to families through respite services.

Action Steps Year 3:

1. Secure funding for our Kids Care Plus, center-based respite program, that includes an educational support component.
2. Work with government partners, NGO's to secure referrals.
3. Establish criteria to evaluate effectiveness.

Goal 2 Community Impact: To establish The Family Tree as Maryland's leading resource for the prevention of child abuse and neglect, and to inspire a grassroots movement dedicated to strengthening families and building resilient communities.

Strategy A - Harness technology to power a comprehensive communications strategy built for the digital age.

Action Steps - Year 3:

1. Conduct focus groups and surveys to determine the needs/concerns/issues of target audiences thereby informing the development of new tools/apps/infrastructure.
2. Expand the Marketing Committee to insure it is inclusive of the skills, capabilities and perspectives needed to inform and steer our communication strategy.
3. Choose and develop the best secure e-learning platform for hosting online classes and webinars. Launch interactive online classes and webinars.
4. Generate quarterly reports on numbers served in Live Chat, frequently asked questions, and conversion rates for additional services/program sign ups.
5. Develop test version of the app based on survey/focus group responses.
6. Build the client portal and other back end tools needed to allow clients to learn on their own and track their progress.

Strategy B - Develop a digital content marketing strategy to engage the general public, businesses and civic leaders.

Action Steps - Year 3:

1. Release weekly blog articles throughout the year, add monthly videos including Facebook Live and Instagram videos.

2. Segment audiences based on data and create automated campaigns based on audience segmentation and engagement actions (new class registrations, signups to email list, volunteer signups, donations, etc.)
3. Launch a podcast to provide insight and leadership on challenging topics.
4. Identify “influencers” and enlist them to help spread our Family Tree content, message and impact.
5. Grow our email list from 2,400 to 5,000 subscribers. Grow our social media – Facebook grow by 100%, Instagram grow by 50%, Twitter and Linked in grow by 25%.

Strategy C – Develop Content to extend our reputation as the Go-To-Resource for professionals.

Action Steps – Year 3:

1. Develop and launch a statewide marketing plan for the Training Center.
2. Develop and implement a PR/Communication plan and marketing materials for ACE Interface (perhaps using One Love as a model) that includes a “Call to Action” after each training.
3. Survey child welfare professionals to identify topics of interest.
4. Write and produce an e-book/research reports covering child development topics.
5. Continue to promote and publicize the work of TFT's partnerships and coalitions to improve knowledge about child abuse and neglect and related social issues.
6. Keep TFT on the forefront of child abuse prevention by publishing research with University of Maryland School of Social Work and Child Trends.
7. Launch a guest lecture series on trending topics around child abuse and neglect.
8. Partner with leading state and national content site to cross-promote and build our audience.

Strategy D - Create community engagement campaigns that infuse positive social norms to increase the dialogue about child abuse and neglect and mobilize action throughout the state.

Action Steps – Years 3:

1. Launch a public engagement campaign each April during child abuse prevention month and identify possible funding partners (i.e. Health Department).

Strategy E - Increase participation in our family and community engagement activities.

Action Steps 3:

1. Reevaluate our community engagement activities, including family events.
2. Develop a volunteer corps to assist with doing community outreach events.

Goal 3 Societal Impact: Advocate for stronger public policies, regulations and funding that promote child safety and family wellbeing.

Strategy A: Build greater influence and credibility with advocacy partners, policy makers, influencers and government officials to secure our prevention agenda.

Action Steps Year 3:

1. Train stakeholders on the art of storytelling to share with policy makers, on our behalf.

2. Serve on state and local boards and commissions, which allows TFT to promote its outcomes, build awareness, support legislation, and be proactive about new opportunities. 23

Strategy B: Increase exposure of TFT's mission, capacity and outcomes to policy makers and other legislative influencers via PR and digital content strategies.

Action Steps Year 3:

1. Develop a section of our website dedicated to our advocacy work.
2. Establish a grass root advocacy network, organized through email, text, etc., to help with bills and other action alerts.
3. Have key leadership and program staff host regular briefings/meetings for legislators in Baltimore City, Annapolis and Washington.
4. Send written communications at least quarterly to elected officials about issues related to families and children, child abuse and neglect, and the activities of TFT.

Strategy C: Develop an implementation plan to secure a designated fund for TFT through champions and influencers in State Government

Action Steps Year 3:

1. Develop a case statement for the need for a designated fund that can be used with elected officials.
2. Identify legislative allies and map to our board member's networks to gain their investment in our work.

The Family Tree, Inc.

Financial Statements

Years Ended June 30, 2020 and 2019



**The
Family
Tree**

Raising families up.

The Family Tree, Inc.

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Years Ended June 30, 2020 and 2019

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DRAFT

Independent Auditors' Report

To the Board of Directors
The Family Tree, Inc., Inc.
Baltimore, Maryland

Report on the Financial Statements

We have audited the accompanying financial statements of The Family Tree, Inc., which comprise the statements of financial position as of June 30, 2020 and 2019, the related statements of activities and change in net assets, cash flows, and functional expenses for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in "Government Auditing Standards", issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

To the Board of Directors
The Family Tree, Inc.
Page 2 of 2

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Family Tree, Inc. as of June 30, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Reporting Required by “Government Auditing Standards”

In accordance with “Government Auditing Standards”, we have also issued our report on DATE!!!, on our consideration of The Family Tree, Inc.’s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of The Family Tree, Inc.’s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with “Government Auditing Standards” in considering The Family Tree, Inc.’s internal control over financial reporting and compliance.

CERTIFIED PUBLIC ACCOUNTANTS

DATE!!!!!!!!!!

The Family Tree, Inc.
 Statements of Financial Position
 June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
ASSETS		
Cash and cash equivalents	\$ 1,981,221	\$ 1,601,919
Investments, at fair value (cost of \$2,719,178 in 2020 and \$2,636,103 in 2019)	2,928,285	2,950,754
Accounts receivable	50	215
Grants receivable	365,398	124,017
Contributions receivable	854,588	1,592,951
Prepaid expenses and deposits	40,821	35,312
Property and equipment, net	<u>1,430,190</u>	<u>1,500,283</u>
Total assets	<u>7,600,553</u>	<u>7,805,451</u>
LIABILITIES AND NET ASSETS		
Accounts payable	128,945	57,793
Accrued payroll	267,097	154,158
Grant advance	-	1,223
Note payable	<u>530,937</u>	<u>-</u>
Total liabilities	<u>926,979</u>	<u>213,174</u>
Net assets:		
Donor undesignated - available for general purposes	<u>5,145,651</u>	<u>5,175,569</u>
Donor designated - endowment	1,003,173	1,046,010
Donor designated	<u>524,750</u>	<u>1,370,698</u>
Total donor designated	<u>1,527,923</u>	<u>2,416,708</u>
Total net assets	<u>6,673,574</u>	<u>7,592,277</u>
Total liabilities and net assets	<u>\$ 7,600,553</u>	<u>\$ 7,805,451</u>

The Family Tree, Inc.

Statements of Activities and Change in Net Assets
Years Ended June 30, 2020 and 2019

	2020			2019		
	Donor Undesignated	Donor Designated	Total	Donor Undesignated	Donor Designated	Total
Revenues, gains, and other support:						
Public support:						
Received directly:						
Contributions and grants	\$ 1,049,168	\$ 45,000	\$ 1,094,168	\$ 1,160,469	\$ 656,163	\$ 1,816,632
Special events	595,949	-	595,949	897,543	502,719	1,400,262
Grants from governmental agencies	1,477,751	-	1,477,751	731,573	-	731,573
Other revenue:						
Program fees	123,676	-	123,676	50,835	-	50,835
Interest and dividend income, net fees of \$19,535 for 2020 and \$24,084 for 2019	61,798	24,350	86,148	66,541	26,721	93,262
Realized and unrealized (losses) on investments	(32,287)	(16,187)	(48,474)	(30,855)	(9,335)	(40,190)
	153,187	8,163	161,350	86,521	17,386	103,907
Net assets released from designations by satisfaction of designations	941,948	(941,948)	-	440,184	(440,184)	-
Total revenues, gains, and other support	4,218,003	(888,785)	3,329,218	3,316,290	736,084	4,052,374
Expenses:						
Program services	3,212,706	-	3,212,706	2,498,356	-	2,498,356
Supporting services:						
Management and general	547,066	-	547,066	471,029	-	471,029
Fund raising	405,097	-	405,097	324,539	-	324,539
Cost of direct benefits to donors	83,052	-	83,052	145,930	-	145,930
	1,035,215	-	1,035,215	941,498	-	941,498
Total expenses	4,247,921	-	4,247,921	3,439,854	-	3,439,854
Change in net assets	(29,918)	(888,785)	(918,703)	(123,564)	736,084	612,520
Net assets - beginning of year	5,175,569	2,416,708	7,592,277	5,299,133	1,680,624	6,979,757
Net assets - end of year	\$ 5,145,651	\$ 1,527,923	\$ 6,673,574	\$ 5,175,569	\$ 2,416,708	\$ 7,592,277

See the independent auditors' report and accompanying notes.

The Family Tree, Inc.

Statements of Cash Flows

Years Ended June 30, 2020 and 2019

	<u>2020</u>	<u>2019</u>
Cash flows from operating activities:		
Change in net assets	\$ (918,703)	\$ 612,520
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation	79,601	80,135
Realized and unrealized loss on investments	48,474	40,190
Donated securities	(36,755)	(46,073)
Decrease (increase) in:		
Accounts receivable	165	35
Grants receivable	(241,381)	15,064
Contributions receivable	738,363	(790,247)
Prepaid expenses and deposits	(5,509)	(17,181)
(Decrease) increase in:		
Accounts payable	71,152	20,176
Accrued payroll	112,939	11,003
Grant advance	(1,223)	(1,476)
Net cash used in operating activities	<u>(152,877)</u>	<u>(75,854)</u>
Cash flows from investing activities:		
Capital expenditures	(9,508)	(38,215)
Purchase of investments and reinvested dividends	(355,073)	(1,438,571)
Proceeds from sale of investments	<u>365,823</u>	<u>1,566,578</u>
Net cash provided by investing activities	<u>1,242</u>	<u>89,792</u>
Cash flows from financing activities-		
Note payable proceeds	<u>530,937</u>	<u>-</u>
Net cash provided by financing activities	<u>530,937</u>	<u>-</u>
Net increase in cash and cash equivalents	379,302	13,938
Cash and cash equivalents - beginning of year	<u>1,601,919</u>	<u>1,587,981</u>
Cash and cash equivalents - end of year	<u>\$ 1,981,221</u>	<u>\$ 1,601,919</u>

See the independent auditors' report and accompanying notes.

The Family Tree, Inc.

Statements of Functional Expenses
 Years Ended June 30, 2020 and 2019

	2020					2019				
	Program Services	Management and General	Fund Raising	Cost of Direct Benefits to Donors	Total	Program Services	Management and General	Fund Raising	Cost of Direct Benefits to Donors	Total
Payroll and payroll related	\$ 2,287,274	\$ 393,029	\$ 323,005	\$ -	\$ 3,003,308	\$ 1,794,916	\$ 328,184	\$ 262,688	\$ -	\$ 2,385,788
Professional fees	332,701	68,200	23,471	-	424,372	271,133	59,836	5,368	68,782	405,119
Staff training and development	15,668	525	525	-	16,718	28,094	604	3,529	-	32,227
Volunteer support	16,724	-	-	-	16,724	897	-	910	-	1,807
Travel	34,716	786	447	-	35,949	31,696	3,437	683	2,551	38,367
Supplies	118,210	11,024	3,797	-	133,031	80,795	9,899	3,933	-	94,627
Communications	26,557	4,976	2,321	-	33,854	23,994	3,378	3,363	-	30,735
Equipment rental and maintenance	191,741	17,503	27,543	-	236,787	89,686	18,997	20,542	-	129,225
Occupancy	81,884	5,473	6,241	-	93,598	68,976	5,480	6,250	-	80,706
Insurance	27,843	4,834	3,973	-	36,650	26,574	4,941	3,955	2,050	37,520
Other	11,552	35,224	7,501	-	54,277	13,303	30,745	7,003	-	51,051
Catering and supplies	-	-	-	83,052	83,052	-	-	-	72,547	72,547
Depreciation	67,836	5,492	6,273	-	79,601	68,292	5,528	6,315	-	80,135
	<u>\$ 3,212,706</u>	<u>\$ 547,066</u>	<u>\$ 405,097</u>	<u>\$ 83,052</u>	<u>\$ 4,247,921</u>	<u>\$ 2,498,356</u>	<u>\$ 471,029</u>	<u>\$ 324,539</u>	<u>\$ 145,930</u>	<u>\$ 3,439,854</u>

See the independent auditors' report and accompanying notes.

The Family Tree, Inc.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**Nature of Organization**

The Family Tree, Inc. (Organization) leads Maryland in preventing child abuse, connects caring communities, and builds strong families to improve society for generations. The Organization educates and empowers parents to help them make good decisions when raising their families - the ultimate result is to help children. More than 24,000 people receive help through evidenced-based programs and parenting classes each year. In addition, the Organization provides professional trainings, community education, and advocacy for legislation that prevents child abuse and neglect. The Organization is a 4-star rated charity by Charity Navigator and the Maryland Chapter of Prevent Child Abuse America and Parents Anonymous®. For more information, visit www.familytreemd.org.

Cash Equivalents

For the purpose of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with a maturity of three (3) months or less to be cash equivalents.

Investments

Investments consist of mutual funds, exchange-traded funds, and common stocks with readily determined fair values and an interest in a partnership reported at fair value in the statements of financial position. Interest and dividend income and realized and unrealized gains or losses on investments are recorded in the period in which the investment income or losses occur and are included in the financial statements as undesignated activities unless designated by the donor.

Accounts Receivable

Receivables are reported at the amount management expects to collect on balances outstanding at year-end. Management closely monitors outstanding balances and writes off, as of year-end, all balances that are believed to be uncollectible by the time the financial statements are issued. Accounting principles generally accepted in the United States of America (GAAP) requires the allowance method for accounting for bad debts, but the differences between the two methods is immaterial.

Property and Equipment

The Organization capitalizes substantial expenditures for property and equipment having a useful life of three (3) or more years. Expenditures for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed over the estimated useful lives of three (3) to forty (40) years using the straight-line method. The Organization uses the direct expensing method to account for planned major maintenance activities.

The Family Tree, Inc.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**Contributions and Revenue**

Contributions received are recorded as donor undesignated or donor designated support, depending on the existence and/or nature of any donor designation.

Support that is designated by the donor is reported as an increase in donor undesignated net assets if the designation expires in the reporting period in which the support is recognized. All other donor designated support is reported as an increase in donor designated net assets, depending on the nature of the designation. When a designation expires (that is, when a stipulated time designation ends or purpose designation is accomplished), donor designated net assets are reclassified to donor undesignated net assets and reported in the statement of activities and change in net assets as net assets released from designations. Governmental grant awards are classified as refundable advances until expended for the purpose of the grants since they are conditional promises to give.

Contributions Receivable

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. When material, the discount on those amounts are computed using rates applicable to the facts and circumstances applicable to each of the promises to give. Amortization of the discount is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met.

Donated Services

The Organization recognizes donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Impairment of Long-Lived Assets

The Organization reviews its property for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. If the fair value is less than the carrying amount of the asset, an impairment loss is recognized for the difference. No impairment loss has been recognized during the years ended June 30, 2020 and 2019.

Cost Allocation

The financial statements report certain categories of expenses that are attributable to program or supporting services. Management's estimate of the allocations of expenses to program service, management and general, and fund raising is based on appropriate allocation factors such as estimated time spent in those areas or square footage used.

The Family Tree, Inc.

Notes to Financial Statements
June 30, 2020 and 2019

NOTE 2 - INCOME TAXES

The Organization is exempt from income tax under Section 501(c)(3) of the U.S. Internal Revenue Code (Code) and comparable State law, and contributions to it are tax deductible within the limitations prescribed by the Code. The Organization has been classified as a publicly-supported organization which is not a private foundation under Section 509(a) of the Code.

The Internal Revenue Service has not examined (audited) any income tax returns of the Organization; thus, the previous three (3) years are subject to examination. The Organization has not taken any questionable tax positions with respect to unrelated business income tax or anything that would jeopardize its 501(c)(3) status.

NOTE 3 - CONTRIBUTIONS RECEIVABLE

Contributions receivable consisted of the following unconditional promises to give at June 30,:

	<u>2020</u>	<u>2019</u>
Collectible in less than 1 year	\$ 854,588	\$ 1,101,490
Collectible in 1 - 5 years	-	491,461
	<u>\$ 854,588</u>	<u>\$ 1,592,951</u>

An immaterial amount of discount is included in contributions receivable (collectible in 1 - 5 years).

NOTE 4 - USE OF ESTIMATES IN FINANCIAL STATEMENTS

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTE 5 - DONOR DESIGNATED NET ASSETS

Donor designated net assets consisted of the following at June 30,:

	<u>2020</u>	<u>2019</u>
Time	\$ 509,750	\$ 1,281,460
Biobehavioral catch up intervention	15,000	-
Furniture	-	20,000
Technology upgrades	-	69,238
Endowment	1,003,173	1,046,010
	<u>\$ 1,527,923</u>	<u>\$ 2,416,708</u>

The Family Tree, Inc.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE 6 - DONOR DESIGNATED ENDOWMENTS

The Organization's endowment consists of one (1) donor designated fund (designated in perpetuity) established to strengthen families and prevent child abuse and neglect. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed designations.

The Board of Directors of the Organization has interpreted the Maryland Uniform Prudent Management of Institutional Funds Act (MUPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor designated endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as donor designated net assets (a) the original value of gifts donated to the donor designated endowment, (b) the original value of subsequent gifts to the donor designated endowment, and (c) accumulations to the donor designated endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor designated endowment fund that is not classified as designated in perpetuity is classified as donor designated net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by MUPMIFA. In accordance with MUPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor designated endowment funds: (1) the duration and preservation of the various funds, (2) the purposes of the donor designated endowment funds, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the Organization, and (7) the Organization's investment policies.

The Organization has adopted investment and spending policies, approved by the Board of Directors, for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of these endowment assets over the long term. The Organization's spending and investment policies work together to achieve this objective. The investment policy establishes an achievable return objective through diversification of asset classes. The current long-term return objective is to exceed the median return of managed funds with the following asset allocations for the years ended June 30,:

	<u>2020</u>	<u>2019</u>
Domestic large capital equities	35%	35%
Domestic mid capital equities	10%	10%
Domestic small capital equities	10%	10%
International equities	15%	15%
Domestic fixed income securities	30%	30%
	<u>100%</u>	<u>100%</u>

See the independent auditors' report.

The Family Tree, Inc.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE 6 - DONOR-DESIGNATED ENDOWMENTS (continued)

Actual returns and asset allocations in any given year may vary from this amount. To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that mirrors the asset allocation of its baseline portfolio listed above to achieve its long-term return objectives within prudent risk parameters. The Organization's spending policy for the fund is to spend 5% of the average fund principal during the preceding fiscal year per the terms of the fund agreement.

Currently, the Organization only has donor designated endowment funds, with original endowment gifts totaling \$1,130,266. The donor designated endowment balances and changes in the endowment net assets as of and for the years ended June 30, 2020 and 2019, are as follows:

	<u>Total Net Endowment Assets</u>
Endowment net assets, June 30, 2018	\$ 1,080,624
Contributions	-
Investment income	26,721
Realized and unrealized gains and (losses)	(9,335)
Amounts appropriated for expenditure - released from designations	<u>(52,000)</u>
Endowment net assets, June 30, 2019	1,046,010
Contributions	-
Investment income	24,350
Realized and unrealized gains and (losses)	(16,187)
Amounts appropriated for expenditure - released from designations	<u>(51,000)</u>
Endowment net assets, June 30, 2020	<u>\$ 1,003,173</u>

The Family Tree, Inc.

Notes to Financial Statements
June 30, 2020 and 2019

NOTE 7 - INVESTMENTS

Investments are carried at fair value (as determined by quoted prices in an active market for identical assets).

Investments consisted of the following at June 30,:

	2020		2019	
	Cost	Fair Value	Cost	Fair Value
Mutual funds	\$ 1,355,091	\$ 1,461,235	\$ 1,267,707	\$ 1,403,252
Exchange-traded funds	1,064,087	1,167,050	1,065,484	1,244,590
Common stocks	-	-	2,912	2,912
Investment in partnership (donated)	300,000	300,000	300,000	300,000
	<u>\$ 2,719,178</u>	<u>\$ 2,928,285</u>	<u>\$ 2,636,103</u>	<u>\$ 2,950,754</u>

NOTE 8 - DONATED SERVICES

Donated services consisted of assistance in the following areas for the years ended June 30,:

	2020	2019
Parent Education; 1444 hours at \$25.43 per hour in 2020 and 3,333 hours at \$24.69 per hour in 2019	\$ 36,721	\$ 82,292
Parent's Anonymous; 1,110 hours at \$25.43 per hour in 2020 and 400 hours at \$24.69 per hour in 2019	28,240	9,864
Children's Program; 1,075 hours at \$25.43 per hour in 2020 and 1,584 hours at \$24.69 per hour in 2019	27,337	39,109
Information technology; 923 hours at \$65.00 per hour for 2020 and 923 hours at \$65.00 per hour for 2019	\$ 60,000	\$ 60,000

The Family Tree, Inc.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE 8 - DONATED SERVICES (continued)

	<u>2020</u>	<u>2019</u>
Executive Consultants; 1,313 hours at \$25.43 per hour for 2020 and 978 hours at \$24.69 per hour for 2019	\$ 33,390	\$ 24,134
Development Consultants; 734 hours at \$25.43 per hour for 2020 and 0 hours at \$24.69 per hour for 2019	18,653	-
Community Engagement Consultants; 173 hours at \$25.43 per hour for 2020 and 1,022 hours at \$24.69 per hour for 2019	4,399	25,221
	<u>\$ 208,740</u>	<u>\$ 240,620</u>

NOTE 9 - DONOR DESIGNATED NET ASSETS RELEASED FROM DESIGNATIONS

Donor designated net assets released from donor designations consisted of the following for the years ended June 30,:

	<u>2020</u>	<u>2019</u>
Time	\$ 801,710	\$ 238,184
MD Connect Program	-	150,000
Furniture	20,000	
Technology upgrades	69,238	
Endowment - appropriated expenditures	51,000	52,000
	<u>\$ 941,948</u>	<u>\$ 440,184</u>

The Family Tree, Inc.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE 10 - FAIR VALUE MEASUREMENT

The accounting codification establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The fair value hierarchy gives priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the assets or liabilities fall within different levels of the hierarchy, the classification is based on the lowest level input that is significant to the fair value measurement of the assets or liabilities. The hierarchy requires the use of observable market data when available. The three levels of the fair value hierarchy are defined as follows:

- | | |
|-----------|--|
| Level 1 - | Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities traded in active markets. |
| Level 2 - | <p>Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the assets or liabilities and market-corroborated inputs.</p> <p>If the assets or liabilities have a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the assets or liabilities.</p> |
| Level 3 - | Inputs to the valuation methodology are unobservable for the assets or liabilities and are significant to the fair value measurement. |

The assets or liabilities' fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The Organization recognizes transfers into and out of levels at the end of the reporting period. There were no transfers between levels in the years ended June 30, 2020 and 2019.

The Family Tree, Inc.

Notes to Financial Statements
June 30, 2020 and 2019

NOTE 10 - FAIR VALUE MEASUREMENT (continued)

Fair values of assets measured on a recurring basis at June 30 are as follows:

	Fair Value	Fair Value Measurements at Reporting Date Using		
		Quoted Prices in Active Markets for Identical Assets Inputs (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
June 30, 2020				
Mutual funds	\$ 1,461,235	\$ 1,461,235	\$ -	\$ -
Exchange-traded funds	1,167,050	1,167,050	-	-
Common stocks	-	-	-	-
Investment in partnership	300,000	-	-	300,000
	<u>2,928,285</u>	<u>2,628,285</u>	<u>-</u>	<u>300,000</u>
June 30, 2019				
Mutual funds	1,403,252	1,403,252	-	-
Exchange-traded funds	1,244,590	1,244,590	-	-
Common stocks	2,912	2,912	-	-
Investment in partnership	300,000	-	-	300,000
	<u>\$ 2,950,754</u>	<u>\$ 2,650,754</u>	<u>\$ -</u>	<u>\$ 300,000</u>

NOTE 11 - CREDIT RISK

The Organization had a cash balance with one (1) bank in excess of \$250,000 as of June 30, 2020. Cash balances in excess of \$250,000 with one (1) bank are not insured by the FDIC.

NOTE 12 - RELATED PARTY TRANSACTIONS

The following represent transactions with related parties for the years ended June 30,:

	<u>2020</u>	<u>2019</u>
Donated Services - information technology	<u>\$ 60,000</u>	<u>\$ 60,000</u>

The Family Tree, Inc.

Notes to Financial Statements
June 30, 2020 and 2019

NOTE 13 - PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at June 30,:

	<u>2020</u>	<u>2019</u>	Useful Life Years
Land	\$ 74,515	\$ 74,515	
Building and improvements	2,466,363	2,456,855	40
Equipment	234,489	234,489	3 - 5
Furniture and fixtures	261,001	261,001	5 - 10
	<u>3,036,368</u>	<u>3,026,860</u>	
Less accumulated depreciation	<u>1,606,178</u>	<u>1,526,577</u>	
	<u>\$ 1,430,190</u>	<u>\$ 1,500,283</u>	

NOTE 14 - ACCOUNTING PRONOUNCEMENTS

The Organization adopted the requirements in FASB ASU 2016-18, Statement of Cash Flows, Restricted Cash. The primary changes include the Statement of Cash Flows shall explain the change during the period in the total of cash, cash and cash equivalents, and amounts generally described as restricted cash and restricted cash equivalents should be included with cash and cash equivalents when reconciling the cash flows.

NOTE 15 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

The following reflects the Organization's financial assets as of June 30, 2020 and 2019, reduced by amounts not available for general use because of contractual or donor-imposed designations within one year of the statement of financial position date.

	<u>2020</u>	<u>2019</u>
Financial assets at year-end	\$ 6,129,542	\$ 6,269,856
Less those unavailable for general expenditures within one year, due to donor designations	<u>1,527,923</u>	<u>1,925,247</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 4,601,619</u>	<u>\$ 4,344,609</u>

As part of the Organization's liquidity management, it invests cash in excess of daily requirements in mutual funds, bond funds, and money market accounts.

The Family Tree, Inc.

Notes to Financial Statements

June 30, 2020 and 2019

NOTE 16 - NOTE PAYABLE

The Organization was issued a note in the amount of \$530,937 under the Coronavirus Aid, Relief, and Economic Security Act's (the "CARES Act") Paycheck Protection Program. All or a portion of the loan may be forgiven in accordance with the program requirements. The balance of the loan not forgiven will convert to an amortizing term loan payable in two (2) years. The note has a one percent (1%) interest rate.

NOTE 17 - SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through the date the financial statements were available to be issued on DATE!!!!!!!!!!!!, and determined the following transaction to disclose:

The World Health Organization declared the spread of Coronavirus Disease (COVID-19) a worldwide pandemic. The COVID-19 pandemic is having significant effects on global markets, supply chains, businesses, and communities. Specific to the Organization, COVID-19 may impact various parts of its 2021 operations and financial results including but not limited to additional costs for emergency preparedness, potential shortages of personnel, or loss of revenue due to reductions in certain revenue streams. Management believes the Organization is taking appropriate actions to mitigate the negative impact. However, the full impact of COVID-19 is unknown and cannot be reasonably estimated as of the date of this report.

Unaudited

The Family Tree Operating Results - General Fund 3 Months Ended, Sept 2020

Sep-20 YTD	Sept 2019 YTD	Variance	
		YTD \$	YTD %
361,523	340,200	21,323	6.27%
110,000	20,000	90,000	450.00%
42,676	50,809	(8,134)	-16.01%
28,850	17,366	11,484	66.13%
10,975	17,836	(6,861)	-38.47%
50,000	26,000	24,000	92.31%
604,023	472,210	131,813	27.91%
690,991	647,899	43,092	6.65%
94,388	98,837	(4,449)	-4.50%
74,589	63,014	11,575	18.37%
115	2,109	(1,994)	-94.55%
2,000	4,900	(2,900)	-59.18%
183	3,595	(3,413)	-94.92%
962	17,694	(16,732)	-94.56%
2,384	14,232	(11,848)	-83.25%
3,986	5,640	(1,654)	-29.32%
7,957	8,551	(594)	-6.94%
40,696	79,667	(38,971)	-48.92%
1,779	4,991	(3,212)	-64.36%
2,424	4,913	(2,488)	-50.66%
9,755	22,314	(12,560)	-56.28%
3,304	3,262	42	1.27%
806	1,947	(1,141)	-58.62%
251	581	(330)	-56.77%
4,321	6,244	(1,923)	-30.80%
940,890	990,391	(49,501)	-5.00%
(336,866)	(518,181)	181,315	-34.99%
(45)	374		
2,961	4,099		
21,500	22,000		
(355,451)	(535,708)		
154,750	189,885		

	Annual Projection	Approved FY 21 Annual Budget	Variance Projected Vs. Budgeted	
			\$	%
Government Grants	1,500,523	1,408,764	91,759	6.51%
Foundation Grants	425,000	425,000	0	0.00%
Contributions	875,000	875,000	(0)	0.00%
Fund Raisers (Net)	830,000	830,000	0	0.00%
Program Fees	102,025	113,000	(10,975)	-9.71%
Endowment Revenue	50,000	45,000	5,000	11.11%
Program Reserves	0	33,636	(33,636)	
Total Revenue	3,782,547	3,730,400	52,147	1.40%
Salaries	2,616,537	2,550,349	66,188	2.60%
Benefits	454,388	440,340	14,048	3.19%
Professional Fees	174,339	187,344	(13,005)	-6.94%
Staff Training	23,115	25,000	(1,885)	-7.54%
Volunteer Stipends	22,000	25,000	(3,000)	-12.00%
Volunteer Training/Spt./Recog	8,683	10,000	(1,318)	-13.18%
Travel	30,962	35,000	(4,038)	-11.54%
Participant Supplies	32,384	35,000	(2,616)	-7.47%
Supplies	28,986	33,000	(4,014)	-12.16%
Communication	33,957	34,282	(325)	-0.95%
Equipment Rental/Maint.	112,088	112,278	(190)	-0.17%
Marketing/Public Relations	17,779	20,000	(2,221)	-11.11%
Printing	32,424	36,000	(3,576)	-9.93%
Occupancy	89,755	99,286	(9,531)	-9.60%
Insurance	36,304	36,000	304	0.84%
Dues/Subscriptions	15,806	20,000	(4,194)	-20.97%
Delivery	2,251	2,500	(249)	-9.96%
Miscellaneous	28,321	29,021	(700)	-2.41%
Operating Expense	3,760,078	3,730,400	29,678	0.80%
Net Operating Income (Loss)	22,470	0	22,470	
Gain (Loss) On sale of Gifted Stock				
Investment Income				
Depreciation Expense				
Net Income/(Loss)				
Net effect of Restricted Funds				
Restricted Funds		Amt Restricted	Est Release	
FY 21 Contribution Pledge		221,000	55,250	
FY 21 Event Pledge		353,000	88,250	
FY 21 Abell Foundation		15,000	3,750	
FY 21 Blaustein Foundation		25,000	6,250	
FY 21 Myers Foundation		5,000	1,250	
Net Restriction		619,000	154,750	



*Summary of Operating Results
3 Months Ended September 2020*

Revenues:

Government Grants:

Government Grant revenue year-to-date is \$362,000 and over 6% ahead of where we were last year at this point. This is chiefly due few open positions and the addition of a new government grant from MSDE that will allow us to expand the Family Connects MD program. The award is for 2.5 years for \$720,000 and will allow us to provide services to Baltimore County residents that deliver at Sinai. These new funds were not expected at budget time and therefore the Grant Revenue line should be ahead of budget all year.

Foundation Revenue:

Foundation Grant year-to-date revenue is \$110,000. It is well ahead of last year's pace at the end of September. This is chiefly due to receipt of a grant from the United Health Care foundation of \$95,000 to support our Family Education efforts

Contributions:

Contributions year-to-date are \$43,000 which is behind last year's revenue by \$8,000. These revenue numbers are not unusual for non-pledge years.

Fund Raisers Net:

Net Fund-Raising revenue year-to-date is \$29,000 and \$11,000 ahead of last year's pace. Here, the year over year variance is driven by support for the Lace Up event.

Program Fees:

Program fees year-to-date are \$11,000 which represents an 38 % decrease from prior year. The decrease is driven by the Pandemic's effect on the number of Day Care facilities in operation. We also reduced prices of BCCCRC trainings to help struggling providers.

Endowment Revenue:

Endowment Revenue that is distributable from the Weinberg Fund for FY 20 is \$50,000. The Investment Committee decided to take the distribution in September and as stipulated in the FY 21 budget will be used to support operations.

Program Reserve:

Based on current predictions, it looks as though we will not need to utilize any of the Program Reserve this year.

Expenses:

Salaries:

Salary expense to date is \$691,000 and compared to a year ago is 7% higher. This year over year increase is attributable to timing of payrolls. We expect to exceed budgeted numbers as a result of grant funding that will pay for 2 additional nurses and a part-time MD.

Benefits:

Benefit expense year-to-date is \$49,000 and compared to a year ago is 5% lower. The decrease is reflective of fewer staff taking advantage of the Flexible spending accounts.

Professional Fees:

Professional Fees expense to date is \$75,000 and is \$12,000 higher than last year at the end of September. This increase is mainly attributable to higher research and audit costs. We project to spend the lion's share of this line item by fiscal year end.

Equipment Rental/Maintenance:

Equipment Rental/Maintenance expense to date is \$41,000 and is \$39,000 less than the same time last year mainly due to the timing of expenditures related to software licensing purchases for both the Penelope and Cloud based Raisers Edge Systems in FY 20.

Occupancy:

Occupancy expense to date is \$10,000 and is \$13,000 lower than the same time last year mainly due to lower utility usage and janitorial costs.



Statement of Financial Position as of September 30 2019

ASSETS

Current Assets

Cash	1,328,566
Accounts Receivable S/T	1,093,431
Other Current Assets	-
Investments - Morgan Stanley	2,999,664
Membership Interest Vance LLC	300,000
Prepaid Expense	<u>42,068</u>
Total Other Current Assets	<u>3,341,732</u>

Fixed Assets (Net of Depreciation)	<u>1,408,690</u>
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TOTAL ASSETS	<u><u>7,172,419</u></u>
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LIABILITIES & NET ASSETS

Liabilities

Current Liabilities

Accounts Payable	33,633
Other Current Liabilities	
Payroll Withholdings	67,818
Salaries Payable	240,938
Other Accrued Liabilities	<u>560,592</u>
Total Other Current Liabilities	<u>869,348</u>

Total Current Liabilities	<u>902,981</u>
----------------------------------	-----------------------

Net Assets

Donor Designated Endowment	1,003,173
Donor Designated	524,750
Donor Undesignated	<u>4,741,515</u>
Total Net Assets	<u>6,269,439</u>

TOTAL LIABILITIES & NET ASSETS	<u><u>7,172,419</u></u>
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Cash/Investment Balances
as of Sept, 2020

		July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
Operating Cash (including MMA at MS)	FY 2019	1,437,435	1,385,162	1,238,580	1,244,936	1,176,130	1,080,558	1,311,239	1,524,936	1,268,849	1,349,151	1,496,890	1,287,945
Operating Cash (including MMA at MS)	FY 2020	1,107,673	862,036	798,115	890,694	858,371	933,389	901,225	1,017,677	986,651	1,673,807	1,636,790	1,458,348
Operating Cash (including MMA at MS)	FY 2021	1,576,832	1,642,537	1,469,656									
Building	FY 2019	106,541	102,474	102,474	102,474	102,474	102,474	97,934	97,934	89,279	81,804	81,804	76,084
Building	FY 2020	68,324	68,324	93,324	92,159	92,159	92,159	92,159	92,159	92,159	87,987	87,987	87,987
Building	FY 2021	87,987	87,987	83,815									
Next Generation	FY 2019	1,790,557	1,819,009	1,818,951	1,697,253	1,701,697	1,559,453	1,688,270	1,731,873	1,715,800	1,746,638	1,724,822	1,763,535
Next Generation	FY 2020	1,761,557	1,755,946	1,772,657	1,796,376	1,826,100	1,865,755	1,857,690	1,754,019	1,577,687	1,695,100	1,654,523	1,772,223
Next Generation (FMV 9/30)	FY 2021	1,837,786	1,885,671	1,856,331									
Weinberg Endowment	FY 2019	1,104,618	1,121,636	1,070,345	1,000,265	1,004,161	923,458	998,634	1,024,200	1,017,574	1,036,841	1,022,523	1,045,900
Weinberg Endowmnt	FY 2020	1,044,776	1,039,356	999,917	1,012,811	1,028,349	1,051,412	1,044,373	989,963	892,080	957,512	935,742	1,002,539
Weinberg Endowmnt (FMV 9/30) Draw in 9/20	FY 2021	1,040,813	1,067,090	1,001,740									
Total	FY 2019	4,439,151	4,428,281	4,230,350	4,044,928	3,984,461	3,665,943	4,096,077	4,378,943	4,091,502	4,214,434	4,326,039	4,173,464
Total	FY 2020	3,982,330	3,725,662	3,664,013	3,792,040	3,804,979	3,942,715	3,895,447	3,853,818	3,548,577	4,414,406	4,315,042	4,321,097
Total	FY 2021	4,543,418	4,683,285	4,411,542									
Days of Operating Cash @ month End FY 19		165	159	142	143	135	124	151	175	146	155	172	148
Days of Operating Cash @ month End FY 20		102	79	74	82	79	86	83	94	91	154	151	134
Days of Operating Cash @ month End FY 21		154	161	144									
Days of operating Cash rolling six months avg		130	141	150									

Denotes Highest value over 3 year timeframe



Denotes Lowest Value over 3 Year timeframe



The Family Tree
Portfolio Net Worth & Performance Summary
As of 8/31/20

	Balance 8/31/2019	Balance 8/31/2020	Performance Summary *			Dividends & Cap Gains	
			Month	Fiscal YTD	Basis	Month	Fiscal YTD
Morgan Stanley Money Market Fund	\$ 188,462	\$ 224,903 \$ -				\$ 3	\$ 8
Next Generation Fund:	\$ -						
Morgan Stanley	\$ 1,755,946	\$ 1,885,871	2.6%	6.3%	13.4%	539	\$ 883
	\$ -	\$ -					
Total Next Generation:	\$ 1,755,946	\$ 1,885,871	2.6%	6.3%	13.4%	539	883
	\$ -						
Weinberg Fund:	\$ -						
Morgan Stanley	\$ 1,039,356	\$ 1,067,090	2.5%	6.4%	18.2%	348	\$ 570
	\$ -	\$ -				-	
Total Weinberg:	\$ 1,039,356	\$ 1,067,090	2.5%	6.4%	18.2%	348	570
	\$ -						
TOTAL BALANCES	\$ 2,983,764	\$ 3,177,863	2.4%	5.9%	15.1%	\$ 890	\$ 1,461

Weinberg Endowment Draw 9/19 \$51,000

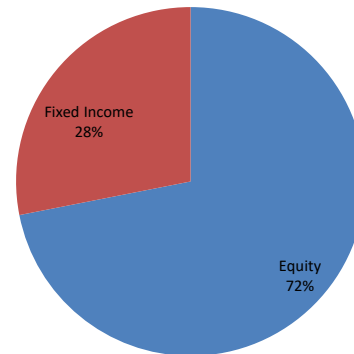
*After netting for Fund Transfers, additions and Drawdowns but inclusive of Dividends and CG

<u>Percent of Balance Active vs Passive</u>	<u>Active</u>	<u>Passive</u>
Next Generation	51%	49%
Weinberg	57%	43%
Total	52%	48%

Portfolio Performance & Advisor Fees @ 8/31/20					
		CYTD	1 Year	3 Year	5 Year
Advisor Fees	\$	12,561	\$ 17,448	\$ 60,016	\$ 100,263
TFT Performance		1.3%	7.5%	5.9%	7.1%
TFT Performance (Net of Fees)		1.7%	8.1%	6.7%	7.9%
Performance of the Blended Index		3.2%	11.0%	8.0%	8.7%

Portfolio Allocations (Weinberg)	Value \$	Percent
Equity	\$ 751,098	70%
Fixed	\$ 315,992	30%
Total	\$ 1,067,090	100%
Portfolio Allocations Next Generation		
Equity	\$ 1,372,505	73%
Fixed	\$ 513,365	27%
Total	\$ 1,885,871	100%
Portfolio Allocations Combined		
Equity	\$ 2,123,603	72%
Fixed	\$ 829,357	28%
Total	\$ 2,952,961	100%

Portfolio allocations @8/31/20





The Family Tree is hosting the inaugural Brent A. Rosenberg Lace Up to End Child Abuse 5K from Saturday, October 24th through Sunday, November 1. This year will be a virtual event, but in future years we look forward to a live run/walk.

We recognize these are challenging times for all of us, but the families we serve are struggling now more than ever. Research demonstrates that due to social isolation, the economic downturn, a sharp rise in unemployment, and high stress, our communities are experiencing an increased risk of child abuse and neglect.

All proceeds from this race will support our child abuse prevention services and programs. Though our offices remain closed, our work continues, as we transitioned our programs to online platforms providing parenting classes, home tele-visits, workshops, professional training, one-on-one tele-counseling, and more. Plus, our 24-hour Parenting HelpLine and online chat continue to provide help and vital information to parents in need.

This is also a time that we can gather our closest friends and safely run/walk in support of Maryland's families. Lace up your tennis shoes, choose your course, and cross the finish line in support of families and children.

LOGISTICS

- Run or walk anytime on Saturday, October 24th - Sunday, November 1, 2020.
- Location: You choose the route
- Distance: 5K Run or 1 Mile Walk

GET INVOLVED!

- Sponsor the event
- Create a team
- Share your results on social media
- Tell your friends and family to donate!



familytreemd.org/laceup



Lace Up to End Child Abuse 5K Sponsor List

#	Sponsors	Amount
1	The Henry and Ruth Blaustein Rosenberg Foundation	\$15,000
1	Betsy & George Sherman	\$5,000
1	John Hopkins University & Medicine	\$3,000
1	McCormick & Company, Inc.	\$2,500
1	Fundamental	\$2,000
1	K.L. Hoffman & Company P.C.	\$2,000
1	LifeBridge Health	\$2,000
1	H.G. Roebuck & Sons	\$1,500
1	CGA Capital/W. Kyle Gore	\$1,000
1	Exchange Club of Baltimore	\$1,000
1	Chesapeake Employers Insurance Co.	\$500
	TOTAL	\$35,500