



The Family Tree

Executive Committee Meeting
May 25th, 2021
12:00 p.m. – 1:30 p.m.
Zoom Meeting

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

AGENDA

- | | | |
|------|---|-----------------------------|
| I. | Welcome – Sally Bauer | 12:00 p.m.-12:05 p.m. |
| II. | Approval of March 23, 2021 Minutes & Mission Moment | 12:05 p.m.-12:10 p.m. |
| III. | President's Report – Sally Bauer | 12:10 p.m.-12:15 p.m. |
| IV. | Executive Director's Report – Pat Cronin | 12:15 p.m.-12:20 p.m. |
| V. | Brief Committee Reports | 12:20p.m.-12:45p.m. |
| | A. Finance and Facilities | Chris Johnson/Phil Saracino |
| | B. Development | Gary Marino/Tom Peltier |
| | 1. Sip and Savor | |
| | 2. Lace Up to End Child Abuse | |
| | 3. Spring Appeals | |
| | C. Nominating & Governance | Steve Shaw/Kyle Gore |
| VI. | Closed Session | |

SAVE THE DATE!!

General Board Meeting June 1, 2021- Irvine Nature Center
Prevent Child Abuse America Rechartering: June 21-23 am; Zoom
Sip and Savor – Revel in Community – October 9, 2021 Sagamore Farms



The Family Tree

Raising families up.

Executive Committee

Tuesday, March 30, 2021 12:00 p.m. – 1:30 p.m.

MINUTES

MEMBERS PRESENT: Stephanie Adler, Gary Marino, Sally Bauer, Tom McDonald, Jeanne Aarsand, Sarah Woods, Stephanie Woodhouse, Chris Johnson, Charles M. Roebuck, Stephanie McCormick, Charlene Hayes

MEMBERS EXCUSED: Sally Bauer, Tom Hauser, Steve Shaw, Kyle Gore, John Meyerhoff, Tom Peltier

STAFF PRESENT: Pat Cronin, Mary Francioli, Stacey Brown, Jennifer Wolff, Phil Saracino, Kelley Harrison

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 – Stacey Brown | 12:00 -12:05 pm |
| II. | Approval of January 12 th Minutes – Sally Bauer | 12:05 – 12:10 pm |
| III. | President's Report – Sally Bauer | 12:10 -12:20 pm |
| | A. A year in the Pandemic | |
| | B. FY22 Leadership | |
| | C. Prevent Child Abuse America Re-chartering | |
| IV. | Executive Director Search – Sally Bauer & Charlene Hayes | 12:20 -12:30 pm |
| V. | Finance & Facilities Committee – Chris Johnson | 12:30 – 12:40 pm |
| IV. | Closing the Fundraising Gap – Mary Francioli | 12:40 – 12:50 pm |
| V. | Sip & Savor, Revel in Community –Kelley Harrison | 12:50 – 1:00 pm |
| VI. | FY22 Strategic Plan – Sally Bauer & Pat Cronin | 1:00 – 1:10 pm |
| | A. Priorities | |
| | B. 3 Year Ask to the Board | |
| VII. | Closed Session – Sally Bauer | 1:10 pm |

SAVE THE DATE!!

General Board Meeting – Tuesday, April 13, 2021 @ 5:30-7:00 pm
Prevent Child Abuse America Re-Chartering Visit – Monday, June 21-Wednesday, June 23, 9am-Noon
Sip and Savor at Sagamore – Saturday, October 9, 2021, 5:30 pm

Recorder: Jennifer Wolff

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ISSUE #1 – Welcome

SUMMARY OF DISCUSSION:

Pat announced that Sally Bauer was out sick today and that Charlene Hayes would be hosting our meeting today.

ISSUE #2 –Mission Moment

SUMMARY OF DISCUSSION: Stacey Brown announced that we are progressing in getting back to normal services (pre-pandemic). In fact, we will soon provide in person parenting classes next month. In addition, we are also looking into ways we can broaden our services to assist families with disabilities. There are several organizations that we are interested in partnering with to help us provide a full package to the families we serve.

ISSUE #3: Approval of January 12th Minutes

SUMMARY OF DISCUSSION: Minutes were approved as submitted.

ISSUE #4: President’s Report

SUMMARY OF DISCUSSION: Charlene reported on the following:

- a. A Year in the Pandemic: As society becomes more relaxed from Covid fatigue, Covid cases are increasing. Charlene acknowledged all the hard work The Family Tree staff has done to provide the best virtual services possible as well as keeping environments safe for our in-person services.
- b. Nominating and Governance committee are working on filling leadership positions for FY22 – Executive Leadership under Tom Peltier’s presidency, Committee Chairs and Special Event Chairs. More details will be reported when we meet in May.
- c. Updates to Website: Mary Francioli shared her screen to show the new Board Only section of the website. Board members may now log into the website and be able to pull any reference materials and committee packets.
- d. Annual Meeting: Charlene reminded the group of our Annual Meeting on June 1st. She asked the committee to think about whether we would like to do this meeting safely in person or virtually.
- e. Prevent Child Abuse America Re-charting Visit: Pat announced that we will be visited virtually from PCAA June 21-23rd. The visit Agenda was provided in the packet.
- f. Pat reminded the committee that April was Child Abuse Prevention Month. We will be promoting PCAA’s campaign. April 1 is Wear Blue Day and Pat encouraged everyone to take a picture wearing blue and send it to Allie.

ISSUE #5: Finance & Facilities Committee Report

SUMMARY OF DISCUSSION: Chris Johnson provided the following report:

- a. YTD Performance and FY 21 projections: Through February, the organization experienced an \$821,000 operating loss. This loss is not unusual in a non-pledge year. However, in most years we have the Great Chefs event in the last quarter of the year to help boost revenues. As a result of the Pandemic, the FY 21 event was postponed. However, in February we

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received notice from the SBA that our PPP loan # 1 of \$531,000 was forgiven, and therefore this will be treated as revenue in FY 21. After adding back released restricted revenues that were booked in previous years for FY 21, we are at a \$160,000 Net loss and project to be in that vicinity at year end. But Phil has an update on that projection.

- b. The Committee then reviewed a very strong Statement of Financial Position that includes almost \$1.9 million in cash and \$3.3 million in Investments. Total liabilities at the end of February are \$955,000 and includes proceeds from a successful application of PPP 2 (\$575,000).
- c. With receipt of PPP 2 the organization's cash positioning remains very strong at 2/28 with \$2,051,000 available for operations. It is equivalent to 201 days of operating cash on hand. Liquidity continues to be a non-issue.
- d. The committee then reviewed a snapshot of the portfolio's value, performance, and portfolio allocations at 2/28/21. The entire portfolio was up almost 2% in February and up 16.3% fiscal YTD. It is invested 74% in equities and 26% in Fixed Income in compliance with our investment policy statement. Furthermore, it is invested 53% in Actively Managed Funds versus 47% in Passively managed funds (Close to the 50-50 goal of the committee). At the CYTD, 1 Yr. and 3Yr marks our portfolio's performance net of fees underperformed the passively managed portfolio of our blended Policy allocation. However, at the 5yr mark we outperformed by 1.1%. (12.8% vs. 11.7%)
- e. The 990 has been sent by the auditors and is currently being reviewed by Management. It will be distributed to the BOD for approval soon.

ISSUE #6: Closing the Fundraising Gap

SUMMARY OF DISCUSSION:

Mary Francioli reported that our PPP loans will help us with our funding shortfall from not having Great Chefs' this year. Where we will have a gap is in contributions. Please let us know if there are any prospects who you feel would support our work. At the same time, we will be reaching out to those who supported us in past year, but not this year. A special letter will be sent to them asking for their continued support. Mary will be in touch with some of you to discuss next steps.

Sip & Savor event: Kelly Harrison talked about the new event we are putting together later this Fall. This will not replace Great Chefs', just an opportunity to gather safely outside and revel in community, celebrate Pat's retirement and introduce the organization's new leader. The event will be held at Sagamore Farms, tents will be set up as well as high top tables, seating will be provided for larger donors. Susan & Steve Shaw, Becky & Ashton Newhall and Kim & Mohan Suntha are chairs of this event. We are not exactly sure of how many people we will be able to invite but as of right now we are thinking 300 people. Mary advised before we reach out to the public, we will be reaching out to all those who pledged to the FY21 GC dinner and ask them to move their support to the Fall event. Many of the board members commented on how exciting it is to have these powerhouse couples hosting the event!

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ISSUE #7: FY22 Strategic Plan

SUMMARY OF DISCUSSION: A PowerPoint Presentation was shown of our FY22 Strategic Plan.

- a. **Family Impact:** Pat reviewed the Family Impact section of our FY22 Strategic Plan. She reported we are trying to move away from our long running Parents Anonymous program and find a new parent support model. We feel that it no longer aligns with the work we are doing. We would also like for our call line responders to be certified in mental health. We recently did another ACE's cohort training of 25 people which Matila Sackor-Jones, Asst Director of Community Engagement, did a wonderful job facilitating. We are currently supporting a bill which would help childcare centers get back up on their feet after the pandemic. Nancy Pelton, Director of BCCCRC, is working with the MSDE on the Boost Program which will directly assist 25 centers in getting back up and running. Will have more details on this next meeting. We have reached out to several nearby universities to evaluate our Parenting Education program.
- b. **Community Impact:** Mary reported on our Community Impact Goal. We will harness technology to build an interactive, comprehensive education and support platform for all families. It would include focus groups, a secure e-learning platform, on-demand digital classes, and creating a client portal. Next we will develop and expand our content marketing and PR strategy but engaging a PR firm, launching season two of our live "Parenting Break," and launching email campaigns to segmented audiences. Finally, we will create community engagement campaigns to support families in a post-pandemic environment.
- c. **Societal Impact:** Pat thanked Charles Roebuck for all his assistance with Advocacy these past few years. We have been lucky enough to receive a modest amount of small grants to help since the start of the pandemic. Our plan for FY22 will be to build greater influence with advocacy partners, policy makers, and government officials. In addition, we will explore avenues to secure a designated fund for TFT.

In closing, Charlene asked if there are no more issues to discuss then board committee members only will convene for a closed session.



The Family Tree

Raising families up.

**Prevent Child Abuse America
Building Capacity Site Visit
June 21, 2021-June 23, 2021
AGENDA**

**PCAA Reviewers: Anita Odom, Chief Operations Officer for Chapters & Sue Williams, CEO,
Children's Trust South Carolina**

Day 1: Monday, June 21, 2021

9:00-10:30 Entrance Meeting: Criteria 1, 3, 4 & 8

Board:

- Sally Bauer, President, The Family Tree, Board
- Charlene Moore, Vice President
- Tom Peltier, Secretary
- Chris Johnson, Treasurer

Staff:

- Pat Cronin, Executive Director
- Stacey Brown, Director, Programs & Research
- Mary Francioli, Director, Development
- Phil Saracino, Director, Finance and Facilities
- Nancy Pelton, Director, Baltimore Child Care Resource Center
- Matila Sackor-Jones, Asst. Director, Community Engagement Services
- Patricia Barger, Manager, Community Outreach
- Allie Cook, Dev & Communication Coordinator
- Jennifer Wolff, Executive Asst.

10:30-10:45 Break

10:45-11:45 Criteria 2: Organizational Structure, Accountability and Stability

Board: Sally Bauer, Tom Peltier, Chris Johnson

Staff: Pat Cronin, Stacey Brown, Mary Francioli, Phil Saracino, Dottie Kowalewski (Manager, HR & Operations), Jennifer Wolff

11:45-Noon Meeting with Board President 1:1

Board: Sally and Tom

Day 2: Tuesday, June 22, 2021

9:00-10:00am Criteria 5: Statewide Scope of Influence and Activity in CAN prevention

Board: Sally Bauer, Tom Peltier

Staff: Pat Cronin, Stacey Brown, Mary Francioli, Allie Cook, Matila Jones, Patricia Barger, Jennifer Wolff

State Partners:

- Claudia Remington, *Executive Director-State Council on Child Abuse and Neglect;*
- Joan Stine, *State Council on Child Abuse and Neglect;*
- Mary LaCasse, *Department of Health & Mental Hygiene;*
- Marcia Morris, *Department of Human Services;*
- Terrell Sample, MSOL, MPA, Project AWARE
- Maryland Family Network Representative
- Frank Kros, Childhood Resilience Action Team

Volunteers:

- Eliza Cooper, Parent Leader

10:00-10:15 Break

10:15- 11:00 Criteria 6: State Level Advocacy

Board: Charles Roebuck

State Partners:

- Claudia Remington, *Executive Director-State Council on Child Abuse and Neglect*
- Joan Stine, *State Council on Child Abuse and Neglect.*
- Rachael White, Advocates for Children & Youth, Child Welfare Policy Director
- Lisa Harris Jones & Caitlyn McDonough, Harris Jones & Malone
- Melissa Rock, Advocates For Children, Director, Birth to3 Initiative

Staff: Pat Cronin, Stacey Brown, Mary Francioli, Nancy Pelton, Matila Jones, Patricia Barger

11:00-11:30 Criteria 7: Public Awareness

Board: Sarah Woods and Stefanie Woodhouse

Staff: Pat Cronin, Mary Francioli, Stacey Brown, Jennifer Wolff, Matila Sackor-Jones, Allie Cook

11:30-12:30 Criteria 9: Promising Prevention Strategies

Board: John Meyerhoff, M.D.; Rick Barth, PhD

Staff: Stacey Brown, Mary Francioli, Pat Cronin, Nancy Pelton, Director, Child Care Resource Center, Matila Sackor-Jones, Raymond Greene-Joyner, Asst, Director of Family Education Services, Sade Watson, Clinical Supervisor Healthy Families, SheTiel Coley, Asst Director of Family Support Services, Ashley Johnson, Nurse Manager, Family Connects Maryland,

1:00 – 4:00 Site Visitors' Meeting: Anita Odom and Sue Williams

Day 3: Wednesday, June 23, 2021

9:00-10:30 Site Visitors' Meeting: Anita Odom and Sue Williams

11:00-Noon Board: Sally Bauer, Tom Peltier

Staff: Pat Cronin, Stacey Brown, Mary Francioli, Nancy Pelton, Jennifer Wolff, Phil Saracino, Allie Cook

DRAFT

HOW MANY DO WE HELP?

4TH QUARTER FY21 (PROJECTED)



460

Family Education & Support Services

Parenting Education	170
Family Support Services	170
Children & Youth Services	120



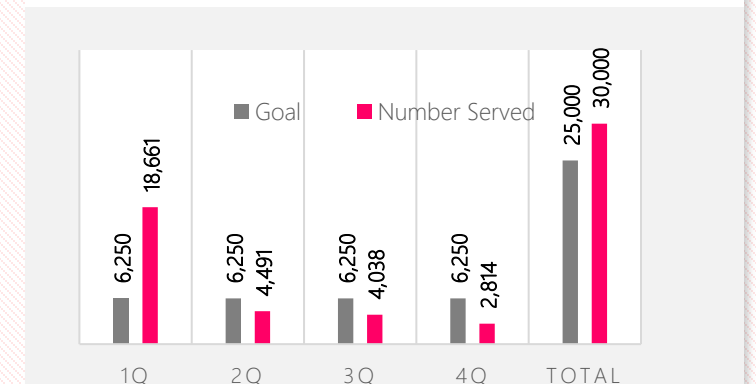
2,354

Community Services

BCCCCRC	600
Parenting Support & Resources	600
Community Education & Training	1,154

	# Served	Yearly Goal	% of Goal
Family Ed. & Sup. Svcs	4,883	5,000	98%
Community Svcs	25,117	20,000	126%
Total	30,000	25,000	120%

Quarterly Progress





The State of Maryland

Executive Department

EXECUTIVE ORDER

01.01.2021.06

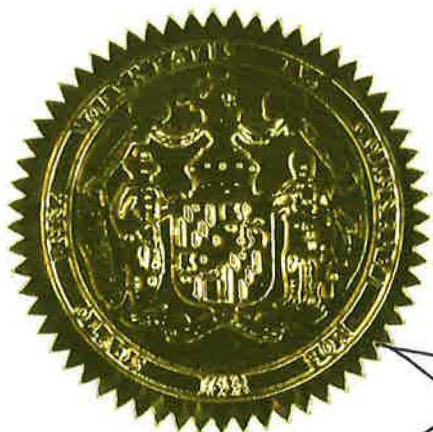
Adverse Childhood Experiences

- WHEREAS, all of Maryland’s children and youth should have the opportunity to grow in a safe and healthy environment;
- WHEREAS, it is the State’s responsibility to address Marylanders’ health and safety in its laws, regulations, and executive policy;
- WHEREAS, the COVID-19 pandemic has negatively impacted the health, emotions, education, and development of Maryland’s children and youth;
- WHEREAS, the Kaiser Permanente and Centers for Disease Control and Prevention Adverse Childhood Experiences (“ACEs”) Study concluded that childhood exposure to traumatic experiences — including physical, emotional, or sexual abuse, physical or emotional neglect, household dysfunction such as substance abuse, untreated mental illness, or incarceration of a household member, domestic violence, and separation or divorce of household members — increases the likelihood of physical and psychological illness later in life;
- WHEREAS, it is the State’s policy to promote understanding of the impacts of adversity, toxic stress, and trauma on early childhood brain development, and to promote resilience through protective factors and programing; and
- WHEREAS, a multidisciplinary collaboration between those working in crime prevention and enforcement, victim services, and child welfare, education, and protection makes Maryland a safer place to live, work, raise a family, and retire;
- NOW, THEREFORE, I, LAWRENCE J. HOGAN, JR., GOVERNOR OF THE STATE OF MARYLAND, BY VIRTUE OF THE AUTHORITY VESTED IN ME BY THE CONSTITUTION

AND LAWS OF MARYLAND, HEREBY PROCLAIM THE
FOLLOWING EXECUTIVE ORDER, EFFECTIVE
IMMEDIATELY:

- I. All State units subject to the control and direction of the Governor shall:
 - A. Consider how the implementation of State policies and programming could reduce adverse childhood experiences;
 - B. Cooperate with, and provide such data and other information as may be allowed by law to, the Executive Director of the Governor's Office of Crime Prevention, Youth, and Victim Services to enable study and monitoring of State policies and programming that prevent and mitigate adverse childhood experiences; and
 - C. If they serve children and families:
 - i. Incorporate an understanding of adverse childhood experiences into treatment and other similar interactions; and
 - ii. Implement care models informed by adverse childhood experiences and the impact they have on development.
- II. The Governor shall, to coincide with Mental Health Awareness Month, proclaim May 6 of each year to be Adverse Childhood Experiences Awareness Day.
- III. This Executive Order shall not be construed as altering the designation of, or granting authority to, any unit of State or local government for the purposes of federal law.

GIVEN Under My Hand and the Great Seal of the State of Maryland, in the City of Annapolis, this 6th Day of May, 2021.



Laurence J. Hogan, Jr.
Lawrence J. Hogan, Jr.
Governor

ATTEST:

John C. Wobensmith
John C. Wobensmith
Secretary of State



PROGRAMS & SERVICES: FY2021 CAPACITY

Family Education & Support

Builds competency of family units and their members. Source of referrals: Mandated, self-referral, family and community sources

NAME	PROGRAM TYPE	TARGET POPULATION	PROGRAM RESULTS	ANNUAL BENCHMARK	SERVICE AREA
PARENTING EDUCATION SERVICES					
PARENTING SKILLS-BUILDING SERVICES	Multi-Family Parenting Training	<ul style="list-style-type: none"> ▪ Any family with children experiencing stress 	<ul style="list-style-type: none"> ▪ Improve parenting techniques ▪ Enhance self-awareness ▪ Provide a safe and nurturing environment for children 	<ul style="list-style-type: none"> ▪ 1,700 parents/caregiver 	Statewide
CHILDREN' S PROGRAM	Child Development Services	<ul style="list-style-type: none"> ▪ Children whose parents participate in agency site-based programs. 	<ul style="list-style-type: none"> ▪ Improve social-emotional skills ▪ Reduce risk behaviors ▪ Increase parent child bonding 	<ul style="list-style-type: none"> ▪ 1,100 children 	Statewide
RESPIRE CHILD CARE	Child Development Services	<ul style="list-style-type: none"> ▪ Children whose parents need short term childcare. 	<ul style="list-style-type: none"> ▪ Improve social-emotional skills ▪ Reduce risk behaviors ▪ Increase parent child bonding 	<ul style="list-style-type: none"> ▪ 5,000 hours of child care 	Baltimore City
FAMILY SUPPORT SERVICES					
BEHAVIOR HEALTH SERVICES	Anger Management Group	<ul style="list-style-type: none"> ▪ Any parent or guardian who needs help managing their emotions. 	<ul style="list-style-type: none"> ▪ Improve emotional regulation ▪ Improve adult-child communication ▪ Reduce risk behaviors 	<ul style="list-style-type: none"> ▪ 100 parents/caregiver 	Baltimore City
HEALTHY FAMILIES EARLY INTERVENTION	Home Visiting from pre-birth to 3 yrs	<ul style="list-style-type: none"> ▪ Pregnant parents & parents of very young children 	<ul style="list-style-type: none"> ▪ Reduce low birth weight, premature births, infant mortality ▪ Improve parent-child bonding 	<ul style="list-style-type: none"> ▪ 110 pregnant women & their children. 	Baltimore City
PATH (Parent Assistance In The Home)	Parent Behavior Coaching – In Home	<ul style="list-style-type: none"> ▪ Any family with children experiencing stress ▪ Teen Parents ▪ Non-Custodial ▪ Parents 	<ul style="list-style-type: none"> ▪ Increase use of family & community resources ▪ Improve parenting techniques/skills ▪ Advance goals for personal growth and development ▪ Increase child safety in home and community 	<ul style="list-style-type: none"> ▪ 160 parents/caregiver & children 	Baltimore City and Baltimore County
INFANT CAREGIVER PROJECT (ABC)	Parent Behavior Coaching – In Home	<ul style="list-style-type: none"> ▪ Parent and 6-18 month infants 	<ul style="list-style-type: none"> ▪ Improve parenting techniques ▪ Improve communication between parent/caregiver and toddler 	<ul style="list-style-type: none"> ▪ 80 parent/caregiver & child 	Baltimore City and Baltimore County
FAMILY CONNECTS MARYLAND	Nurse Home Visiting	<ul style="list-style-type: none"> ▪ Newborns and Parents 	<ul style="list-style-type: none"> ▪ Increase infant safety in the home ▪ Improve knowledge of community resources 	<ul style="list-style-type: none"> ▪ 400 new mothers & their new born 	Baltimore City



PROGRAMS & SERVICES: FY2021 CAPACITY

Community Services

Builds education, awareness about child abuse & neglect, general family support and linkages to resources.

Source of referrals: public relations to mass audience, corporate, community, some judicial referrals

NAME	PROGRAM TYPE	TARGET POPULATION	PROGRAM RESULTS	ANNUAL BENCHMARK	SERVICE AREA
PARENTING HELPLINE					
PARENTING HELPLINE	Crisis Management Resource Referral	<ul style="list-style-type: none"> Any family with children experiencing stress 	<ul style="list-style-type: none"> Increase participation in family support programs Increase safe care giving environments for children 	<ul style="list-style-type: none"> 7,000 calls 	Statewide
PARENT LEADERSHIP & SUPPORT SERVICES					
PARENTS ANONYMOUS® PROGRAM	Support Group	<ul style="list-style-type: none"> Any family with children experiencing stress 	<ul style="list-style-type: none"> Provide mutual parent support Develop parent leadership skills 	<ul style="list-style-type: none"> 300 caregivers 	Statewide
PARENT LEADERSHIP TRAINING AND WORKSHOPS	Parent Engagement and Training	<ul style="list-style-type: none"> Schools, Faith-Based Groups 	<ul style="list-style-type: none"> Improve parent's ability to advocate for their child and community. 	<ul style="list-style-type: none"> 250 parents 	Central Maryland and National Capitol Area
COMMUNITY TRAINING & PROFESSIONAL EDUCATION					
COMMUNITY OUTREACH	Community Outreach/Education and Volunteer Training	<ul style="list-style-type: none"> General Audience Professionals Volunteers 	<ul style="list-style-type: none"> Improve skills and techniques of professionals and volunteers who work with children Increase awareness regarding the impact of child maltreatment Increase participation in TFT initiatives 	<ul style="list-style-type: none"> 4,000 individuals 	Statewide
BALTIMORE CHILD CARE RESOURCE CENTER	Training for child care providers	<ul style="list-style-type: none"> Child Care Providers 	<ul style="list-style-type: none"> Improve access to high quality professional development Provide training & T/A to infant/toddler providers Provide support to child care providers for EXCEL and accreditations. 	<ul style="list-style-type: none"> 1,900 Individuals 	Baltimore City
CHILD ABUSE PREVENTION INITIATIVE	Public Engagement	<ul style="list-style-type: none"> General Audience Professionals 	<ul style="list-style-type: none"> Statewide Partnerships Local Community Partnership(s) Trained Local and State Partners 	<ul style="list-style-type: none"> 3,000 individuals 	Statewide

Unaudited

The Family Tree Operating Results - General Fund 11 Months Ended, May 2021

May-21 YTD	May-20 YTD	Variance	
		YTD \$	YTD %
1,527,688	1,260,660	267,029	21.18%
316,834	234,950	81,884	34.85%
369,123	496,536	(127,413)	-25.66%
46,171	439,791	(393,620)	-89.50%
68,804	122,238	(53,434)	-43.71%
50,000	26,000	24,000	92.31%
2,378,619	2,580,174	(201,555)	-7.81%
2,492,842	2,290,032	202,809	8.86%
384,313	376,763	7,550	2.00%
230,839	175,478	55,361	31.55%
46,000	7,748	38,252	493.70%
15,648	19,750	(4,103)	-20.77%
1,081	16,724	(15,643)	-93.53%
4,198	39,225	(35,026)	-89.30%
96,993	38,843	58,150	149.70%
18,382	27,789	(9,406)	-33.85%
33,338	31,404	1,934	6.16%
98,250	155,259	(57,010)	-36.72%
10,192	11,280	(1,088)	-9.64%
12,760	33,585	(20,825)	-62.01%
40,392	80,389	(39,998)	-49.75%
34,112	42,015	(7,902)	-18.81%
27,595	31,661	(4,066)	-12.84%
2,086	2,042	44	2.18%
29,900	25,024	4,876	19.48%
3,578,923	3,405,012	173,911	5.11%
(1,200,304)	(824,838)	(375,466)	45.52%
530,937			
169	(176)		
14,754	51,877		
79,000	84,600		
(733,444)	(857,385)		
329,250	870,244		

	Annual Projection	Approved FY 21 Annual Budget	Variance Projected Vs. Budgeted	
			\$	%
Government Grants	1,702,688	1,408,764	293,924	20.86%
Foundation Grants	440,000	425,000	15,000	3.53%
Contributions	710,000	875,000	(165,000)	-18.86%
Fund Raisers (Net)	46,171	830,000	(783,829)	-94.44%
Program Fees	74,554	113,000	(38,446)	-34.02%
Endowment Revenue	50,000	45,000	5,000	11.11%
PPP Forgiveness / Program reserves	530,937	33,636	497,301	
Total Revenue	3,554,350	3,730,400	(176,050)	-4.72%
Salaries	2,719,464	2,550,349	169,115	6.63%
Benefits	419,239	440,340	(21,101)	-4.79%
Professional Fees	240,839	187,344	53,495	28.55%
Staff Training	48,000	25,000	23,000	92.00%
Volunteer Stipends	17,070	25,000	(7,930)	-31.72%
Volunteer Training/Spt./Recog	1,180	10,000	(8,820)	-88.20%
Travel	4,580	35,000	(30,420)	-86.91%
Participant Supplies/Incentives	105,810	35,000	70,810	202.32%
Supplies	20,054	33,000	(12,946)	-39.23%
Communication	36,337	34,282	2,055	5.99%
Equipment Rental/Maint.	107,182	112,278	(5,096)	-4.54%
Marketing/Public Relations	11,119	20,000	(8,881)	-44.41%
Printing	13,920	36,000	(22,080)	-61.33%
Occupancy	44,064	99,286	(55,222)	-55.62%
Insurance	37,214	36,000	1,214	3.37%
Dues/Subscriptions	30,104	20,000	10,104	50.52%
Delivery	2,276	2,500	(224)	-8.97%
Miscellaneous	32,618	29,021	3,597	12.39%
Operating Expense	3,891,069	3,730,400	160,669	4.31%
Net Operating Income (Loss)	(336,719)	0	(336,719)	

PPP Loan Forgiveness
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	202,583
FY 21 Event Pledge (Releasing Lace Up)	268,000	7,500
FY 21 Abell Foundation	15,000	13,750
FY 21 Blaustein Foundation	25,000	22,917
FY 21 Myers Foundation	5,000	4,583
FY 21 GC Pledge Released to Annual	85,000	77,917
Net Restriction	619,000	329,250



*Summary of Operating Results
11 Months Ended February 2021*

Revenues:

Government Grants:

Government Grant revenue year-to-date is \$1,528,000 and is 21% ahead of where we were last year at this point. This is chiefly the result of receiving additional funding for MSDE for expansion of our Maryland Family Connects Program. Furthermore, FLBC has recently and unexpectedly awarded us \$297,000 to use for Housing assistance to clients in our Healthy Families. These two grants will push the Government Grant revenues to surpass budget expectations.

Foundation Revenue:

Foundation Grant revenue year-to-date revenue is \$317,000. It is well ahead of last year's pace at the end of May. This is primarily due to receipt of a grant from the United Health Care foundation of \$95,000 to support our Family Education efforts in the counties and \$50,000 from the Bauer Foundation. We expect to exceed budget expectations as we have heard from several foundations that have indicated an award was forthcoming (PNC Foundation & Krieger Fund).

Contributions:

Contributions year-to-date are \$369,000 which is behind last year's revenue by \$127,000. These revenue numbers are not unusual for non-pledge years and last year's revenue included a \$50,000 gift from the O'Neil's. We expect this line item to fall short of budget expectations.

Fund Raisers Net:

Net Fund-Raising revenue year-to-date is \$46,000 and way behind last year's pace. Here, the year over year variance is driven the pandemic's effect on events. As a result of the decision to postpone Great Chef's this line item will not meet expectations.

Program Fees:

Program fees year-to-date are \$69,000 which represents an 44 % decrease from prior year. The decrease is driven by the Pandemic's effect on the number of Day Care facilities in operation that avail themselves of resource center trainings. We also reduced prices of BCCCRC trainings to help struggling providers. We have also shifted gears on the stem program charging a \$100 flat fee to all participants forgoing any insurance billing.

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 need to utilize \$337,000 of the Program Reserve this year.

Expenses:

Salaries:

Salary expense to date is \$2,492,000 and compared to a year ago is 9% higher. This year over year increase is attributable to increases in staffing (2 FTE RNs and a P/T Medical Director) because of the increase in funding for the Maryland Family Connect Program. We expect this line to be over budget at year-end.

Benefits:

Benefit expense year-to-date is \$384,000 and compared to a year ago is 2% higher. The increase is reflective of more staff. We anticipate not hitting the budget as result of less people than expected are availing themselves of the organization's health insurance.

Professional Fees:

Professional Fees expense to date is \$231,000 and is \$55,000 higher than last year at the end of May. This increase is mainly attributable to higher research and audit costs We project to overspend this item by fiscal year end due to the need for the Search Firm. The research costs related to the Family Connects program ended in January 2021.

Staff Training:

Training costs include the Renewal of the ACE licensing and training for the Maryland Family Connects Program as well as Healthy Families supplies.

Participant Supplies/Incentives:

As a result of new grant funding received in February that allows us to give \$500 a month to all participants enrolled in the Healthy Families Program, this budget line will be way over budget. \$52,000 was distributed in April.

Equipment Rental/Maintenance:

Equipment Rental/Maintenance expense to date is \$98,000 and is \$57,000 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 \$40,000 and is \$40,000 lower than the same time last year mainly due to lower utility usage and janitorial costs.

PPP & Liabilities note:

In February, the organization's PPP loan # 1 for \$530,000 was forgiven by SBA. Deferred FICA (\$108,000) will need to be paid back over the next two Calendar Years and fully paid by 12/31/22. Furthermore, the organization applied for and was approved for an additional round of PPP funding \$574,000. The funds were received in February.



Statement of Financial Position as of May, 2021

Current Assets	
Checking/Savings	1,717,433
Accounts Receivable Short Term	552,200
Other Current Assets	
Morgan Stanley MMF	251,268
Morgan Stanley-Next Generation	1,803,452
Morgan Stanley-Weinberg Endowment	<u>975,364</u>
Investments - Morgan Stanley	3,030,084
Membership Interest Vance LLC	300,000
Prepaid Expense	<u>59,568</u>
Total Other Current Assets	<u>3,389,652</u>
Total Current Assets	5,659,285
Fixed Assets	
Fixed Assets Net of Depreciation	<u>1,351,190</u>
TOTAL ASSETS	<u>7,010,475</u>
LIABILITIES & NET ASSETS	
Current Liabilities	
Accounts Payable	164,753
Other Current Liabilities	
Payroll Withholdings	105,309
Salaries Payable	240,938
Other Accrued Liabilities	<u>608,029</u>
Total Other Current Liabilities	954,276
Total Liabilities	1,119,029
Net Assets	
Donor Desiganted Endowment	1,003,173
Donor Designated	289,750
Donor Undesignated	<u>4,598,523</u>
Net Assets	<u>5,891,446</u>
TOTAL LIABILITIES & NET ASSETS	<u>7,010,475</u>

The Family Tree
Portfolio Net Worth & Performance Summary
As of 4/30/21

	Balance 4/30/2020	Balance 4/30/2021	Performance Summary *			Dividends & Cap Gains	
			Month	Fiscal YTD	Basis	Month	Fiscal YTD
Morgan Stanley Money Market Fund	\$ 214,779	\$ 251,268				\$ 3	\$ 34
Next Generation Fund:	\$ -						
Morgan Stanley	\$ 1,695,100	\$ 2,200,179	2.8%	24.1%	28.7%	519	\$ 41,253
	\$ -	\$ -					
Total Next Generation:	\$ 1,695,100	\$ 2,200,179	2.8%	24.1%	28.7%	519	41,253
	\$ -						
Weinberg Fund:	\$ -						
Morgan Stanley	\$ 957,512	\$ 1,188,996	2.8%	23.0%	33.3%	336	\$ 23,468
	\$ -	\$ -					
Total Weinberg:	\$ 957,512	\$ 1,188,996	2.8%	23.0%	33.3%	336	23,468
	\$ -						
TOTAL BALANCES	\$ 2,867,391	\$ 3,640,443	2.6%	22.3%	30.3%	\$ 858	\$ 64,755

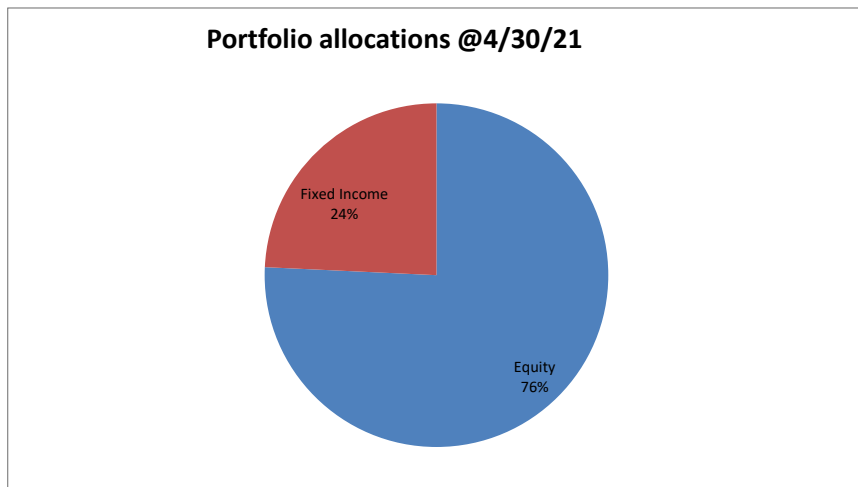
Weinberg Endowment Draw 9/20 \$50,000

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

Percent of Balance Active vs Passive	Active	Passive
Next Generation	51%	49%
Weinberg	54%	46%
Total	52%	48%

Portfolio Performance & Advisor Fees @ 4/30/21				
	CYTD	1 Year	3 Year	5 Year
Advisor Fees	\$ 7,332	\$ 20,335	\$ 57,776	\$ 101,873
TFT Performance	7.1%	29.5%	9.8%	10.0%
TFT Performance (With Advisor Fees added back)	7.3%	30.2%	10.5%	10.8%
Performance of the Blended Index in IP	8.3%	36.5%	12.0%	11.5%

Portfolio Allocations (Weinberg)	Value \$	Percent
Equity	\$ 872,216	73%
Fixed	\$ 316,780	27%
Total	\$ 1,188,996	100%
Portfolio Allocations Next Generation		
Equity	\$ 1,694,843	77%
Fixed	\$ 505,336	23%
Total	\$ 2,200,179	100%
Portfolio Allocations Combined		
Equity	\$ 2,567,059	76%
Fixed	\$ 822,116	24%
Total	\$ 3,389,175	100%



	Approved 2021 Budget	Proj FY 21 results as of 5/21	2022 Proposed Budget
Salaries - Full Time (Net of Turnover Savings)	2,362,907		2,616,105
Salaries - Part Time	177,841		177,165
Holiday Bonus(FY 21)/COLA (FY 22)	9,600		56,740
Total Salaries	2,550,349	2,719,464	2,850,010
FICA & Medicare	195,102	0	218,026
Health/Dental/Life Insurance	204,081	0	213,924
Other Fringe Benefits	41,158	0	50,302
Total Benefits	440,341	419,239	482,251
Professional Fees	187,344	240,839	325,400
Staff Training	25,000	48,000	22,500
Volunteer Stipends	25,000	17,070	19,000
Volunteer Training/Spt./Recog	10,000	1,180	8,603
Travel	35,000	4,580	21,225
Participant Supplies/Housing	35,000	105,810	318,391
Supplies	33,000	20,054	24,375
Communication	34,282	36,337	36,908
Equipment Rental/Maint/ Software Licensing	112,278	107,182	122,991
Marketing/Public Relations	20,000	11,119	60,000
Printing	36,000	13,920	24,468
Occupancy	99,286	44,064	72,137
Insurance	36,000	37,214	37,908
Dues/Subscriptions/Credentials	20,000	30,104	44,921
Delivery	2,500	2,276	2,000
Miscellaneous/Finance Costs	29,021	32,618	28,900
Total Expense	3,730,400	3,891,070	4,501,988
Revenue			
Foundation	425,000	440,000	450,000
Government Grants	1,408,764	1,702,688	2,008,193
Contributions	875,000	710,000	800,000
Special Events	830,000	46,171	1,040,000
Weinberg Endowment	45,000	50,000	50,000
Program Fees	113,000	74,554	72,700
Program Reserves/PPP Forgiveness	33,636	530,937	81,095
TOTAL REVENUE	3,730,400	3,554,350	4,501,988
Gain (Loss)	0	-336,720	0
Release of Revenues Recorded in Prior Years for FY 22			
FY 21 GC Board Gifts (events) Shifted to S&S			227,000

FY 22 Operating Budget

Govt Grant Revenues	Professional Fees	
MD DOH FCM	200,000	
DHS Maltreatment	244,674	
FLBC Healthy Families	507,956	ACE Train the Trainers
MFN I&T	64,225	Clinical Supervision
MSDE FCM	300,000	Stressline Coverage
MFN PD&CB	194,088	U of MD research Contract
MSDE ECMH	165,400	Advocacy Contract
CDBG	34,850	BCCCRC Trainers & Emotional Wellness Conference
FLBC Housing	297,000	Audit
	2,008,193	Outsourced Mail House for Development
Events		Durham Connect Monitoring
Great Chefs	500,000	Public Relations Campaign/Dev Volunteer Corp
Lace Up Event	40,000	Payroll/HR Service
Sip & Savor	500,000	Consultant/Focus Groups
	1,040,000	
Program Fees		Communication
FFS Bill (STEM)	10,000	Local Service
Misc Training Fees	5,000	Long Distance
City Space Rental	18,000	800 Line
BCCCRC Training Fees	39,700	Cell phone service
	-	Internet
	72,700	Web Hosting/Zoom
Fringe Benefits/HR Costs		
FICA & Medicare	218,026	
Health, Dental, Life Ins	213,924	
Worker's Comp.	19,897	
TBD Staff Benefit	5,000	
Screening & Hiring Costs	1,235	
Unemployment	10,000	
Recruitment	14,169	
	482,251	
		Equipment Rental/Maint/ Software Licensing
		Copier Lease and usage
		Equipment Repairs/ upgrades
		Software Licensing Costs (Penelope/HubSpot/R/E)
		Minor Equipment Purchases
		Postage/Coffee Machine Rent
		Occupancy Costs
		Security/Fire/Permits
		Gen Main/Exterminator/HVAC/Snow Removal
		Utilities
		Janitorial
Miscellaneous		Total
UBIT Taxes	1,100	
Bank Charges	2,400	
Credit Card Fees	5,000	
Investment Mgr Fees	20,400	
Total	28,900	72,137

Estimated Number of Clients Served = XXXXXXXXXXXX

Avg Cost per Client =

XXXXXXX



**The
Family
Tree** Raising families up.

FY 2022 Operating Budget Overview

The Fiscal Year 2022 Operating Budget is based on a combination of historic results, as well as estimates based on what management expects to occur in the coming year inclusive of anticipated strategic plan initiatives and Government Funding. The following is a brief description of the Budget.

The FY 22 budget is predicated on the assumption that we resume to hybrid operations in September and normal operations in the second half of the fiscal year. Providing the government grant funding arrives as expected, PPP #2 is forgiven, and events occur as planned we do not anticipate cash shortfalls. Should cash shortfalls occur, the organization can access its line of credit, access Next Gen Funds, request expedited payments from Board Pledges and Grant Receivables, and curb expenditures (or any combination thereof).

Income

Government Grants

Government revenue includes grants anticipated as of July 1, 2021:

DHR – Child Maltreatment	244,674
FLBC – Healthy Families	507,956
FLBC – Housing	297,000
MSDE Early Childhood MH	165,400
CDBG Block Grant	34,850
MSDE Family Connects	300,000
MFN Infant & Toddler	64,225
Md Dept of Health FCM	200,000
MFN Prof Dev & Capacity Building	194,088
	<u>\$2,008,193</u>

The MSDE Family Connects Program has awarded for three years. FLBC has also notified us that funding for Housing allowances will continue into FY 22. Additional applicable Government grant proposals will be sent as RFP's are issued.

Foundation Grants

The FY22 revenue estimate for Foundation & Grants is \$450,000. There is always a risk in securing this revenue and the timing of the Foundation gifts could adversely affect achieving this goal in FY 22. This is an increase from FY 21 as the feeling is that the pandemic along with strong stock market performance could lead to increased giving in FY 22

Contributions

The FY22 contributions revenue estimate inclusive of gifts received via the United Way is \$800,000 (a decrease from FY 21). With the Board’s 3 year asks completed in FY 21, the organization has decided to just ask for one year of annual fund for FY 22. We’ve also been awarded \$40,000 in Community Tax Investments to support the Kids Care Plus Program.

Fundraisers/Events

Revenue from fundraising events is estimated at \$1,040,000. This goal assumes net revenue from individual events as follows:

	<u>FY 21 Budget</u>	<u>FY21 Actual *</u>	<u>FY 22 Budget</u>
Sip & Savor		0	500,000
Great Chefs’	800,000	0	500,000
Lace Up		50000	40,000
Total	\$800,000	\$50,000	\$1,040,000

* Due to the pandemic, the only event the organization was able to hold was the Virtual Lace Up event in FY 21.

\$227,000 of pledges for the FY 21 Great Chefs event have been shifted (with donor approval) to the Sip and Savor event.

Program & Other Fees

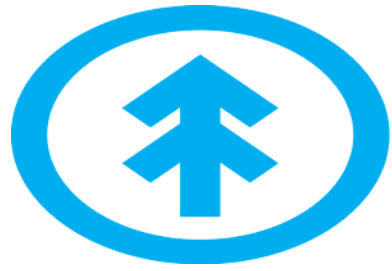
Program fees revenue is estimated at **\$73,000**. This includes \$10,000 from STEM Class billing for individual and group therapy. It also includes \$5,000 from miscellaneous training done throughout the year, \$18,000 of rental Income from Baltimore City and \$40,000 from Resource Center trainings fees.

Weinberg Endowment Annual Fund Income:

Based on the Weinberg Fund's Value in the current Fiscal Year, we expect next year's distribution to be approximately \$50,000. These funds will be entirely used to support operations in FY 22.

Program Reserves:

We are budgeting that we will need to use \$81,000 of program reserves by year’s end. Due to PPP funding cash operating reserves remain strong in FY 21.



The Family Tree

The Family Tree, Inc.

Fiscal Year 2022 Capital Budget Plan

FY 22 Capital Budget Overview

* For 2022, Capital Projects/Equipment totaling \$170,200 are proposed. \$44,500 for Building Improvements and \$125,700 in IT upgrades. (Details Attached) Capital asks will be sent to Foundations to support some of these Budget requests. Their support is uncertain and may force us to defer the proposed purchases. The remaining unfunded amt will be funded out of the building reserves account. Capital assets as defined by TFT are those that will cost in excess of \$2,000 and has a useful life of more than one year.

* Building Fund Reserves As of 5/14/21 is \$84,000.

* Currently The funding of the FY 20 Capital plan is as follows

* Foundation Grants /Donations	0
* Governemtn Grants	0
* Building Reserve Fund/Operations	170,200
* Hirschorn Foundation	0
* Other Potential Funding Sources could include:	0
Next Generation Fund	
Leveraged Loan	

* Based on Staff Requests & Strategic Plan future Capital needs include:

- * Continued replacement of new HVAC unit/Atrium Fans
- * Equipment for Remote education
- * IT Expenditures related to Strategic Plan

EXPENSES

Salaries

The salary expense budget for the year is \$2,850,000 and is \$300,000 more than last year's budgeted amount. The increase is mainly driven by the addition of 3.5 FTE, 2.5 of which will be covered by the MSDE FCM expansion grant. The salary budget line includes a \$25,000 merit bonus pool (mechanics of distribution to be determined) and a salary adjustment for two staff (\$3,500), and a 2% cost of living increase for staff effective 7/1 for all staff hired before 1/1/21. Furthermore, we used a turnover ratio savings of 2 FTE. The budgeted salary expenses cover 51.4 FTE. Approximately \$1,282,000 of the salary expense (45%) is expected to be covered by Government Grants.

Fringe Benefits

Benefit expense is budgeted to be 17% of the Salary expense or \$482,000. This forecast reflects a 7% increase in health/dental insurance premiums with no change in the amount of staff contribution toward health care costs and no change in the number of people taking advantage of our benefit package. Unemployment costs can be unpredictable for a reimbursing provider, and therefore we are budgeting \$10,000 for the coming year. We've also included a \$5,000 benefit for the organization that senior management has requested to be used for staff recognition/continuing education/events or other benefits. We've also included almost \$14,000 in recruitment costs.

Professional Fees

The FY 22 professional fees **\$325,400** expense includes:

• Audit /Finance	25,000
• Resource Center Trainers/Wellness Conf	23,000
• University of MD Research	50,000
• Payroll Service & HR Benefit claim processing	7,000
• Stress-line Backup	10,400
• Clinical Supervision	10,000
• Outsourced Mail House for Solicitations	5,000
• Durham Connect Monitoring Fees	10,000
• Focus Groups/Market Research	25,000
• Public Relations Contract	60,000
• ACE Train the Trainer	50,000
• Advocacy Contract	<u>50,000</u>
	<u>\$325,400</u>

Staff Training

The FY 22 budget is **\$22,500**. The amount budgeted is routine annual training for both program and administrative staff and ACE training for staff.

Volunteer Stipends

The FY22 budget is \$19,000 and is a decrease over the FY 21 budgeted amount. The amount budgeted is reflective of a partial return to normal services.

Travel

The FY 22 travel line item of \$21,225 is based on the IRS mileage reimbursement rate of \$.56 per mile and minimal out of town travel for conferences. It covers both programmatic and administrative travel that we expect to start again in the fall.

Participant Supplies/Food

The FY 22 budget for participant supplies/food of \$318,000 and is based on actual FY 21 expenses plus \$270,000 worth of housing allowance for mom's of the Healthy Family program. Most of these expenditures are covered by grant funding and include things like snacks as participant incentives or Diapers or educational resources.

Supplies

The FY 22 budget of \$24,375 is based on the average levels of spending over the last two years, and includes a small inflation factor.

Communication

The FY 22 budget of \$37,000 is based on current year's spending levels inclusive of increased costs as a result of faster internet speeds as well as additional costs driven by added Cell phone stipends.

Equipment rental/Maintenance/Licensing/Warranties & Repair

The FY22 budget of \$123,000 is based on FY 21 spending levels inclusive of a small inflation factor and increased copier usage. The major increase from last year is driven by increased expenditure to expedite remote work (Zoom) and wireless access points..

Marketing/Public Relations

To increase the awareness of child abuse and neglect and fund our strategic plan requests we have budgeted \$60,000 for Marketing and Public Relations. This expense includes the costs for design/media buys for the Community Engagement campaign, media buys for Rural Outreach, annual report design, event marketing, promo products. The on-going monthly PR retainer is included in professional fees.

Printing

FY22 budget of over \$24,000 represents the average level of expenditures over the last two years. and includes Annual report/postcard, BCCRC quarterly newsletter, public awareness campaign posters, stationery, appeals and miscellaneous program items. It also includes costs to replicate participant hand-outs. Fewer numbers will be printed as printed material will be distributed electronically.

Insurance

The FY22 insurance expense of \$38,000 represents the current level of expense plus a small inflation factor.

Dues/Subscriptions/Credentials

The budget in FY22 is \$45,000 and is based on current expenditure levels. It includes dues for HFA/PA/QB/ACE and MANO. However, it also includes the purchase on a new Family Education Curriculum (15K) as well as a 24/7 IT security service (Sentinel) 4K)

Occupancy

Occupancy expense is budgeted at \$72,000 and is based on historical expenditures of the last two years plus the assumption that Hybrid return to work commences in September plus a small inflation factor.

Utilities	22,173
Security/Fire/Permits	3,809
Janitorial	25,821
All Other Facilities maintenance:	<u>20,335</u>
	<u>\$72,138</u>

Miscellaneous Finance Costs

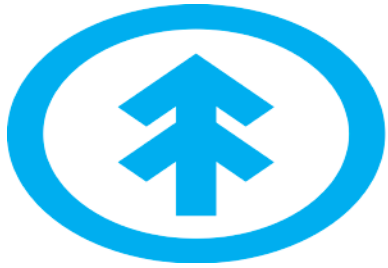
Miscellaneous costs are estimates at \$29,000 and include Investment Advisor Management fees, Bank charges, UBIT Taxes on our investment property and Credit Card Processing fees. Advisor fees for FY 22 are .7 percent of the value of the portfolio annualized (approx.20K)

Other Notes:

Other Non-Operating Expense that will impact Year End Financials but not reflected in this budget includes depreciation expense and is estimated at \$85,000 for FY 22. Most of the depreciation stems from the building and related upgrades.

Non-Operating Revenues like gains on investments, dividends and Capital gains are not represented in our operating budget. To date in FY 22, dividends and Capital gains have surpassed \$65,000.

Another non-operating revenue that we expect to have in FY 22 is forgiveness of PPP #2. This too is not reflected in the budget.



The Family Tree

The Family Tree FY 22 Capital Budget Plan Summary

Asset Category	Total 2022 Projected Costs
Building Improvements	44,500
Information Technology	125,700
Total FY 22 Projects	170,200

Potential Funding Sources			
Government Grants	Foundation Grants	Building Reserve Funds	Total Funding
-	-	44,500	44,500
-	-	125,700	125,700
-	-	170,200	170,200

Building Improvements

Project and Description		Potential Funding Sources		
	Total 2022 Projected Costs	Government/Private/ Foundation Grants	Building Reserve Funds	Total Funding
Fencing (Courtyard Fencing)	\$ 7,000	\$ -	\$ 7,000	\$ 7,000
Commercial Window Replacement Front of first Floor Plus New Blinds for Front of Building	\$ 13,000		\$ 13,000	\$ 13,000
Additional/replacement Security Cameras (Parking Lot/Rear Door/Front Desk)	\$ 2,500		\$ 2,500	\$ 2,500
Replacement of one of the HVAC units	\$ 8,000		\$ 8,000	\$ 8,000
Front of the Building Update	\$ 10,000		\$ 10,000	\$ 10,000
Miscellaneous replacement furniture/equipment	\$ 4,000		\$ 4,000	\$ 4,000
Total FY 22 Projects	\$ 44,500	\$ -	\$ 44,500	\$ 44,500

Information Technology

Project & description	Total 2022 Project Cost	Potential Funding Sources		
		Govt/Private/ Foundation Grants	Building Reserve Funds	Total Funding
9 Laptops for Remote Education Hybrid Work	7,200	-	7,200	7,200
Note Print Server being replaced by Virtual server but had a monthly licensing cost	-		-	-
Replace Telephones Handsets	13,500		13,500	13,500
Strategic Plan IT initiatives Design/Develop/Test/Market new application/Podcasting/Remote Ed	65,000	-	65,000	65,000
Software Purchasing/Licensing Updates/Purchases (Access Point's Wireless Licensing)	10,000		10,000	10,000
State of the Art Technology Center Updating for conference Room (estimated waiting for follow up with Helion)	25,000		25,000	25,000
Estimated Miscellaneous IT related items	5,000		5,000	5,000
Total FY 22 Projects	125,700	-	125,700	125,700

THE FAMILY TREE PRESENTS

	SIP & SAVOR	
REVEL IN COMMUNITY		10.09.21

October 9th, 2021

The Family Tree is excited to introduce our new, outdoor, casual event: **Sip & Savor - Revel in Community!**

Featuring:

- Specialty food and drink stations
- Live music
- The stunning ambience of **Sagamore Farms**

Event Co-Chairs

Becky & Ashton Newhall
Kim & Mohan Suntha
Susan & Steve Shaw

In addition, we will be commemorating the retirement of our Executive Director Pat Cronin. Join us to celebrate our resilience, focus on the future, and respond to the critical needs of Maryland's families as they recover, regroup and restart.

The Cause

There are nearly 60,000 reports of child maltreatment each year in Maryland. For every reported case of abuse, two go unreported. The hardships of the pandemic have made this past year particularly challenging for families, with many parents and caregivers struggling to build safe, stable homes at a time when nearly everything has been turned upside down. Through parenting classes, home visits with registered nurses, parent support groups, counseling, a 24-hour Parenting HelpLine, and more, **The Family Tree** leads Maryland in preventing child abuse, connects caring communities, and builds strong families to improve society for generations.



Presenting Sponsor \$100,000

- Recognized as Presenting Sponsor of the event
- Receive 10 event tickets
- Pre-Event VIP Reception
- Reserved table for gathering with wait staff
- Premier Recognition as a Presenting Sponsor at the Event
- Your name or company logo will be featured on the invitation, event website, social media, event signage, e-newsletter, thank you ads, and our annual report.

Cornerstone Sponsor \$50,000

Provides 600 home visits to vulnerable mothers, empowering them to raise a healthy baby.

- Opportunity to underwrite one of our specialty food or drink stations.
- Receive 10 event tickets
- Pre-Event VIP Reception
- Reserved table for gathering with wait staff.
- Premier Recognition as a Cornerstone Sponsor at the event
- Your name or company logo will be featured on the invitation, event website, social media, event signage, e-newsletter, thank you ads, and our annual report.

Reveler Sponsor \$25,000

Provides 150 positive parenting sessions for at-risk mothers & fathers.

- Receive 8 event tickets
- Pre-Event VIP Reception
- Reserved table for gathering
- Special Recognition as a Reveler Sponsor at the event
- Your name or company logo will be featured on the invitation, event website, social media, event signage, e-newsletter, thank you ads, and our annual report.

Connector Sponsor \$10,000

Provides 170 family education sessions for children & their parents.

- Receive 6 event tickets
- Reserved table for gathering
- Recognition as a Connector Sponsor at the event
- Your name or company logo will be featured on the invitation, event website, social media, event signage, e-newsletter, thank you ads, and our annual report.

Merrymaker Sponsor \$5,000

Provides 24/7 HelpLine support for 150 callers needing information, support or crisis counseling.

- Receive 4 event tickets
- Recognition as a Merrymaker Sponsor at the event
- Your name or company logo will be recognized on the invitation, event website, social media, event signage, e-newsletter, thank you ads, and our annual report.

Gather Sponsor \$2,500

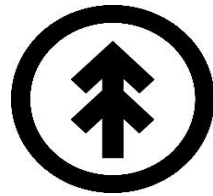
Provides the community with 190 hours of child abuse prevention training.

- Receive 2 event tickets
- Your name or company logo will be recognized on the invitation, event website, social media, event signage, e-newsletter, thank you ads, and our annual report.

To learn more, contact:

Kelley Harrison
Special Events Manager

443-451-9532
kharrison@familytreemd.org



The Family Tree

Sip & Savor Sponsors

Sponsors	Amount
Sherman, Betsy & George	\$100,000
Cowie, B.J. & Bill	\$50,000
Taco Bell/Aarsand & Company	\$50,000
Gore, Paula & Kyle/CGA Capital	\$15,000
Aarsand, Jeanne & Kurt	\$10,000
Brickman, Scott	\$10,000
Nachbahr, Erik	\$10,000
Suntha, Kim & Mohan	\$10,000
Brinkley, Ellen & Doug	\$7,500
Macks, Ellen & Larry	\$7,500
Murphy, Sean/T-Rex Solutions, LLC	\$7,500
Graul, Dennis/Graul's Market	\$5,000
J. P. Morgan Private Bank	\$5,000
Peltier, Laurel & Tom	\$5,000
Shaw, Susan and Steve	\$5,000
Bauer, Sally	\$2,500
Exchange Club of Baltimore	\$2,500
DeCosta, Lacie & Eric	\$2,500
Hayes, Charlene & Floyd	\$2,500
McDonald, Jamie & Tom	\$2,500
McIntyre, Emma & Hunter	\$2,500
Roebuck, Lee & Charles	\$2,500
Waesche, Xandy & Roger	\$2,500
TOTAL	\$317,500



The Family Tree

Nominating & Governance Committee Board of Directors

Board Members Nominated for a Three-Year Term FY22 – FY24

Member

1. Rick Barth
2. Peter Fillat
3. John Meyerhoff
4. Andrew Michael
5. Sean Murphy
6. Betsy Sherman
7. Lois Shofer
8. Brian Weatherford

Resignations/Leaving the Board

1. Dennis Graul
2. Stephanie McCormick
3. Adrian Johnson



The Family Tree

Fiscal Year 2022 Leadership

Officers

President – **Tom Peltier**

1st Vice President – **Chris Johnson**

2nd Vice President – **Sarah Sheckells**

Treasurer – **Andrew Michael**

Secretary – **Scott Robinson**

Committee Chairs

Development Committee – **Josh Slater & Sally Bauer**

Executive Committee – **Tom Peltier**

Finance and Facilities Committee – **Andrew Michael**

Human Resources Committee – **Charlene Hayes**

Marketing & Public Relations Committee – **Sarah Woods, Stefanie Woodhouse**

Nominating and Governance Committee – **Steve Shaw, Kyle Gore**

Research & Program Committee – **John Meyerhoff**

Executive Committee At Large

Jeanne Aarsand

Stephanie Adler

Doug Brinkley

Tom Hauser

Gary Marino

Tom McDonald

Charles Roebuck

Honorary Board Members

Steve Geppi

T. Graham Kastendike

Donald H. Kirk, Jr.