

Family Service Rochester  
Meeting of the Board of Directors  
January 26th, 2022

*Brand Message: Family Service Rochester is a community-based organization providing mental health, senior independence, child wellbeing, and family stability services. We listen to what people need and together, we build better lives.*

AGENDA

Welcome, Introductions, Announcements	Steve Conners
Recognition of outgoing board members	Scott Maloney
<ul style="list-style-type: none"><li>• Omar Nur</li><li>• Tammy Shefelbine</li></ul>	
Nominating Committee	Steve Conners
<ul style="list-style-type: none"><li>• Nomination and approval of new board members<ul style="list-style-type: none"><li>○ Kanika Couchene</li><li>○ Michelle Dobson</li><li>○ Ryan Penticoff</li></ul></li><li>• Election of Officers for 2022<ul style="list-style-type: none"><li>○ Treasurer</li><li>○ Secretary</li></ul></li></ul>	
Executive Director's Report/Consent Agenda/Minutes	Steve Conners
Approval of Annual Resolutions	Crystal Smith
<ul style="list-style-type: none"><li>• Resolution for Bank Depositories and Signatures</li><li>• Resolution to Sell Stocks</li><li>• Resolution to Authorize the Executive Director to Sign Contracts and Grant Applications</li><li>• IRS 990 Board Questionnaire</li><li>• Non-disclosure Agreement</li></ul>	
Finance Committee Report	Mike Hemmingson
<ul style="list-style-type: none"><li>• Year End Financial Report</li></ul>	
Meals on Wheels Fundraiser	Teresa Czaplewski
<ul style="list-style-type: none"><li>• Denim and Diamonds</li></ul>	
Presentation/Discussion	Brenda Chilman
<ul style="list-style-type: none"><li>• Board Portal</li></ul>	

Presentation/Discussion

- Shared Nonprofit Space

Scott Maloney

Adjourn

Steve Conners

## FSR Board Consent Agenda

1-26-22

*Mission: Family Service Rochester will provide community based social services of the highest quality and maintain a commitment to excellence in all operational areas.*

*Brand Message: Family Service Rochester is a community-based organization providing mental health, senior independence, child wellbeing, and family stability services. We listen to what people need and together, we build better lives.*

Executive Director's Report:

2022 Organizational Goals:

These organizational goals were put forth to the executive committee of the board and shared with staff:

### 2022 Organizational Goals

Economic Context: Vulnerability in the nonprofit sector coupled by unprecedented workforce challenges (recruitment and retention of staff). Inward focus towards recruitment, retention, program outcomes, sustainability, revenue diversity and enhancement.

1. Become the employer of choice
  - a. Implement recruitment practices that attract top notch and diverse staff and volunteers
  - b. Create and communicate benefits that improve satisfaction and retention
  - c. Support employee connection and growth
  - d. Increase organizational capacity through employee training, education, and support
2. Continue to build on our existing Diversity, Equity, and Inclusion efforts culminating in an organizational plan that is specific, measurable, and attainable
3. Sharpen our Marketing, Fundraising, and Development efforts
4. Enhance our Quality Assurance Efforts
5. Explore new compensation models for the clinical department
6. Investment planning
7. Collaborate with other nonprofits to address space needs

### **Programming Updates:**

**Father Project:** In partnership with Winona State University's School of Social Work, we are engaged in a research project specific to measuring satisfaction and outcomes related to the fathers who have participated in this program. The Father Project focuses on equipping dads to be emotionally and financially involved in their children's lives.

**School Based Mental Health Services:** The Rochester School District has approached us to provide school based mental health services in the district. We are having a meeting to discuss further on January 24<sup>th</sup>. I will provide additional information at this board meeting.

### **Operations Update:**

**Human Resources:** To modernize our HR department and functions we have purchased two new software platforms. One is an applicant posting/tracking system called Jazz HR. The other software platform is a Human Resources Management platform called ISolved. Both to these will eliminate processes and practices that have traditionally been done by a staff person.

**Community Mental Health Forum:** Family Service Rochester in partnership with Zumbro Valley Health Center and Fernbrook Family Center will be organizing and hosting a forum for graduate level college students promoting community mental health employment. Essentially, this is collaborative effort to recruit students to work at our agencies.

**Equity Assessment:** As part of our diversity, equity, and inclusion efforts, our internal workgroup has decided to have an equity assessment conducted on FSR. This will be done by the Diversity Council. The findings and subsequent plans developed will be shared with our board of directors at a future meeting. A one page description of this process is included in this board packet.

### **Grant/Contract Updates:**

**United Way:** United Way recently issued a grant opportunity that primarily addresses homelessness, but does create an opportunity to fund home modifications that would allow one to remain in their home. This fits with some of the work we do with Veterans through a grant from Meals on Wheels of America and the Home Depot Foundation. We have been We have since been notified we will not receive this grant award.

**Family Advocacy in Recovery and Restoration (FARR):** This program serving pregnant and new mothers with a history of substance use disorder had funding that ended in June of 2021. We have been awarded additional grant monies to support this program in 2022. The total amount is yet to be determined. We will be entering into contract negotiations with the state department of human services on March 21<sup>st</sup>. I can provide a fuller update to the board at this board meeting.

Nonprofit Recovery Fund: FSR was asked to participate in a forum to advocate for the creation of a state bill to support the recovery of nonprofit across the state of Minnesota who have been impacted by the pandemic. This forum was organized by the Minnesota Council on Nonprofits and United Way of Minnesota. I participated in this forum along with local representatives from the United Way of Olmsted County, Families First and Pamoja Woman. Senator Carla Nelson author a bill authorizing the expenditure of 50 million dollars towards nonprofits that are small in size, serve communities of color, and/or provide human services.

**Marketing/Fundraising/Volunteer Updates:**

Denim, Diamonds, and Dueling Pianos: Our fundraising effort to support Meals on Wheels will be held on March 26, 2022. Theresa Czaplewski will provide additional updates at this board meeting.

Volunteer of the Month: Our Volunteer of the month for January is Chuck Sutton. Chuck is a retired Navy Veteran who has been volunteering with Family Service Rochester for nine years. When asked why he volunteers, Chuck had simple answer; "because I can." He also stated the feeling of appreciation and the forming of friendships with those he is servicing is rewarding. In March of 2021, Chuck underwent surgery to remove cancer in his right lung. After a quick four week recovery and clearance from his doctor, he was back to delivering his Meals on Wheels route!

Approval of the minutes from the November 24th, 2021 board meeting.

## Board of Directors November 24, 2021

**Present:** Alyssa Fordham, Anjanette Bandel, Janet Swanson, Joshua Wacholz, Steve Conners, Tracy Neilsen, Bruce Gudlin, Jenna Taubel, Andrea Niesen, Jeff Osborne, Omar Nur, Andrea Niesen, Tammy Shefelbine, Joe Langel

**Staff Present:** Scott Maloney, Crystal Smith, Brenda Chilman, Ashleigh Dowis, April Sutor, Kelli DeCook, Cindy LeFebre Westendorf

Guests: Melissa Johnson

**Welcome:** Welcome and introductions at 12:05. Maloney introduced a guest, Melissa Johnson, a participant in Leadership Greater Rochester, observing the board meeting. Each person in attendance introduced themselves.

**Mission Moment:** Chilman shared the new employee recruitment video. The Denim & Diamonds fundraiser was also discussed. Chilman also shared that the agency will provide each board member with an apparel item.

**Board Members:** Maloney thanked Wacholz and Gudlin for their contributions serving on the board.

**Consent Agenda:** Sutor further explained the meal distribution demonstration project with Channel One. Maloney noted an error on the agenda – Denim & Diamonds correct date is March 26, 2022. Conners made a motion to approve the consent agenda, seconded by Bandel; the motion passed unanimously.

**Finance Committee Report:** It was noted the agenda lists the 2021 budget for approval; the budget being reviewed is the 2022 budget. Hemmingson reported on the financial report.

Swanson made a motion to approve the finance committee report, seconded by Hemmingson; motion passed unanimously.

Hemmingson shared the committee discussed a staff retention year-end bonus of 6%. Smith shared the estimated cost of the bonus is \$287,000, which still leaves the agency with a 12% gain for the year. Hemmingson made a motion to approve a 6% year-end bonus for staff, seconded by Conners; motion passed unanimously.

Year-end projections show overall agency gain of over \$1million.

Hemmingson reviewed the proposed 2022 budget. Conners made a motion to approve the proposed 2022 budget, seconded by Bandel; the motion passed unanimously.

Investment Firm Approval: Gudlin shared how the investment committee was formed. Neisen reported that the committee heard presentations from Bremer Bank, Think Bank and US Bank for investment services. The committee proposes Bremer Bank to provide investment services. Conners made a motion to select Bremer Bank to Hemminstong, seconded by Neislen; passed unanimously. Jeff Osborne, Hemmingson and Gudlin abstained from voting.

**Vaccination Policy:** Westendorf reported the policy is preparation for the OSHA requirement. The policy was reviewed. Agency will not mandate vaccines, an opportunity for a testing process is provided as well; requests for reasonable accommodations must be written and submitted. Niesen made a motion to approve the Vaccination Policy, seconded by Conners; the motion passed unanimously.

**Board Vacancies:** Maloney reviewed current and upcoming board vacancies. Looking for 3-7 new board members. Ryan Penticoff, general manager of Sam's Club will be presented as a potential board member. Kanika Couchene, Director of Events and Strategic Partnership at the Downtown Alliance will also be proposed as a potential board member. Looking specifically for investment knowledge as well as finance and IT knowledge in new board members.

Potential Slate of Officers for 2022:

President: Steve Conners  
Vice President: Anjanette Bandel  
Secretary: TBD

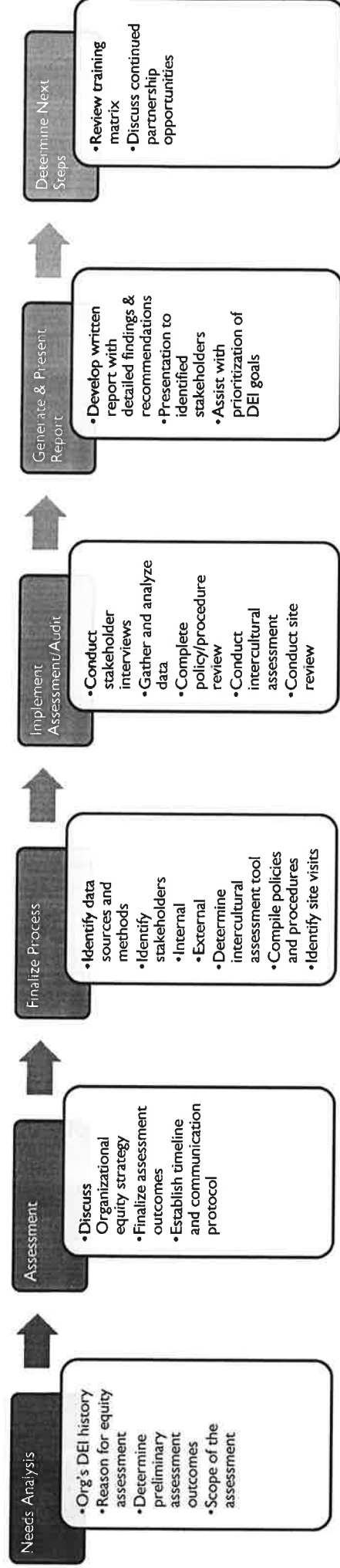
Wacholz made a motion to elect Steve Conners as President and Anjanette Bandel as Vice President, Osborne seconded, Conners abstained; the motion passed unanimously.

**Reimagining Clinical Services:** Maloney presented on history of clinical services and potential new models for improving productivity and pay.

**Adjourn:** Conners nominated Andrea Niesen as the Board Secretary, seconded by Jeff; the motion passed unanimously. At 1:31 Neilsen made a motion to adjourn, seconded by Swanson; motion passed unanimously.

# EQUITY ASSESSMENT

**Equity Assessment** – focuses primarily on the organization and placement in industry





## RESOLUTION

I the undersigned Secretary of Family Service Rochester, hereby certify that the corporation is organized and existing under and by the virtue of the laws of the state of Minnesota as a nonprofit corporation, with its principal office at 4600 18<sup>th</sup> Ave NW, Rochester, Minnesota 55901.

Family Service Rochester is the complete and correct name of the account holder.

I further certify that at a meeting of the Board of Directors of the Corporation, duly and regularly called and held on January 26th, 2022, at which a quorum was present and voting, the following resolution was adopted.

Be it resolved, Premier Bank, Think Bank, Bremer Bank & Bremer Wealth, US Bank, Rochester Area Foundation, Raymond James Financial, Minnwest Bank and Olmsted National Bank are designated as a depositories for the funds of Family Service Rochester and that its funds may be withdrawn on checks, drafts, advises of debit, notes, or other orders for the payment of monies bearing the signatures of Steve Conners, the Board Chair; Mike Hemmingson, the Board Treasurer; Scott Maloney, the Executive Director; and Kelli DeCook, the Director of Child Welfare Services. And that the financial institutions shall be and are authorized to honor and pay the same whether or not they are payable to bearer or to the individual order of any agent or agents signing the same. Two signatures are required for payments over \$3,000.00.

Certified and attested to by:  
Andrea Niesen, Secretary of the Board

\_\_\_\_\_ Date \_\_\_\_\_

Steve Conners, Board President

\_\_\_\_\_

Mike Hemmingson, Board Treasurer

\_\_\_\_\_

Scott Maloney, Executive Director

\_\_\_\_\_

Kelli DeCook, Director of Child Welfare  
Services

\_\_\_\_\_

## RESOLUTION

I the undersigned secretary of Family Service Rochester, hereby certify that the corporation is organized and existing under and by the virtue of the laws of the State of Minnesota as a nonprofit corporation, with its principal office at 4800 18<sup>th</sup> Avenue NW, Rochester, Minnesota 55901.

I further certify that at meeting of the Board of Directors of the Corporation, duly and regularly called and held on January 26, 2022, at which a quorum was present and voting, the following resolution was adopted.

Be it resolved that the Board of Directors of Family Service Rochester direct that the Executive Director, Scott Maloney, has the authority to sign all contracts, grants and applications on behalf of Family Service Rochester.

The corporation's Treasurer, Mike Hemmingson; or its Secretary, Andrea Niesen, will complete and authenticate any forms generated by attesting to this resolution.

Certified and attested to by:  
Andrea Niesen, Secretary of the Board

\_\_\_\_\_

Date \_\_\_\_\_

## RESOLUTION

I the undersigned secretary of Family Service Rochester, hereby certify that the corporation is organized and existing under and by the virtue of the laws of the State of Minnesota as a nonprofit corporation, with its principal office at 4600 18<sup>th</sup> Ave NW, Rochester, Minnesota 55901.

Family Service Rochester is the complete and correct name of the owner of the stocks, bonds, and mutual funds.

I further certify that at meeting of the Board of Directors of the Corporation, duly and regularly called and held on January 26, 2022, at which a quorum was present and voting, the following resolution was adopted.

Be it resolved that in harmony with its investment policy, the Board of Directors of Family Service Rochester direct that the Executive Director sell stocks, bonds, and mutual funds owned by Family Service Rochester. The stocks, bonds, or mutual funds will be liquidated through the corporation's designated depositories. The corporation's Treasurer, Mike Hemmingson; or its Secretary, Andrea Niesen will complete and authenticate any forms generated by attesting to this resolution.

Certified and attested to by:  
Andrea Niesen, Secretary of the Board

\_\_\_\_\_

Date \_\_\_\_\_

## Non-Disclosure Agreement

Persons who are not official employees of Family Service Rochester are restricted from accessing certain materials, files, and records which are classified as "private" or "confidential".

However, due to your assignment(s) and/or activities relating to this organization, you may, indirectly, gain knowledge or information, which is "private" and governed under Minnesota law. This information **may not** be disclosed and this non-disclosure extends to times, places, and persons beyond the scope of this agency.

Therefore, any information you may obtain as a result of your involvement here such as participant names or family members' names, their disability or treatment, and any other client identifiers, etc. must be maintained as "private".

Any violation of the law, including improper disclosure of private data could result in civil or criminal penalties. A person willfully violating the provisions of the law under **Minnesota Data Practices Act** is guilty of a misdemeanor.

I, as the individual accessing private data while serving as a member of the Board of Directors, or as a consultant, intern, auditor, or reviewer at Family Service Rochester, understand that the Minnesota Data Practices Act provides for protection of this data. I agree to abide by the law and further understand any violation of that law including improper disclosure of the data I have access to, may result in civil or criminal penalties.

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Signature

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Date

**Annual Questionnaire for Board Members, Officers, Trustees, and Key Employees**

- |  |            |           |
|--|------------|-----------|
|  | <b>Yes</b> | <b>No</b> |
| 1. Were you compensated as an officer, employee, or director by this organization or a related organization? <b>If yes</b> , indicate the payer of the compensation, your capacity (i.e. officer, employee, etc.), and the estimated amount. | _____      | _____     |

<u>Entity Paying Compensation</u>	<u>Your Capacity</u>	<u>Estimated Amount</u>
-----------------------------------	----------------------	-------------------------

- |   |       |       |
|---|-------|-------|
| 2. Did you provide products or services to the organization or a related organization in which you were compensated as an independent contractor? <b>If yes</b> , was the amount greater than \$10,000? Please explain. | _____ | _____ |
|---|-------|-------|

<u>Type of Services</u>	<u>Estimated Amount</u>
-------------------------	-------------------------

- |  |       |       |
|--|-------|-------|
| 3. Have <b>you</b> engaged, other than as an independent contractor, in the following with this organization? <b>If yes</b> , please explain the transaction and disclose the dollar value.  | _____ | _____ |
| <ul style="list-style-type: none"> <li>• Lending of money or other extension of credit?</li> <li>• Received grants (scholarships, fellowships, internships, prizes, or awards) or assistance from the organization?</li> <li>• Engaged in any business transaction worth more than \$10,000?</li> <li>• Used any part of the organization's income or assets?</li> </ul> |       |       |

<u>Type of Transaction</u>	<u>Estimated Amount</u>
----------------------------	-------------------------

- |  |       |       |
|--|-------|-------|
| 4. Are you related to anyone in the organization (including other board members) through a <b>family relationship</b> ? A family member includes your spouse, ancestor, children, grandchildren, great grandchildren, sibling (whether by whole or half blood) and the spouses of children, grandchildren, great grandchildren, and siblings. <b>If yes</b> , please list name(s) and relationship(s). | _____ | _____ |
|--|-------|-------|

<u>Name of Relative</u>	<u>Relationship</u>
-------------------------	---------------------

- |  |       |       |
|--|-------|-------|
| 5. Have <b>your family members</b> engaged in the following with this organization? <b>If yes</b> , please explain the transaction and disclose the dollar value.  | _____ | _____ |
| <ul style="list-style-type: none"> <li>• Lending of money or other extension of credit?</li> <li>• Received grants (scholarships, fellowships, internships, prizes, or awards) or assistance from the organization?</li> <li>• Engaged in any business transaction worth more than \$10,000?</li> <li>• Used any part of the organization's income or assets?</li> </ul> |       |       |

<u>Name of Relative</u>	<u>Description &amp; Amount of Transaction</u>
-------------------------	--

- |  |       |       |
|--|-------|-------|
| 6. Are you related to anyone in the organization (including other board members) through a <b>business relationship</b> (employer, employee, contractual relationship, or business partner/co-owner)? <b>If yes</b> , please list the name(s) and relationship(s). | _____ | _____ |
|--|-------|-------|

<u>Name of Employer or Business</u>	<u>Relationship</u>
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# FAMILY SERVICE ROCHESTER

## FINANCIAL REPORTS



### December 31, 2021

#### Report Notes

Prior to 2021 Financial Audit

\$ -

#### Agency Gain - Non-operating activities

Donations	\$550,521.05	
Other Income-Administrative	\$54,669.83	
Interest from Donations-MOW Fund 2	\$71.63	
Petersen Trust Interest Income - MOW	\$11,458.18	
Adjust Fair Market Value of Petersen Trust	\$0.00	
Specific Care & IBM Donations	\$6,838.88	
Fundraising Events Net Income	\$49,377.06	
	Non-operating Gain	\$672,936.63
	Operating Gain	\$367,464.31
	<b>Agency Gain</b>	<b><u>\$1,036,398.73</u></b>

Rochester Area Fatherhood Network	\$0.00
Beyond the Yellow Ribbon	\$ (4,002.21)

**FSR Agency Gain (Less BTYR & RAFN) \$1,040,400.94**

#### Capital Expenditures Savings Account

Beginning Balance	\$277,179.00
Annual Contribution - TBD	
Ending Balance (1021 acct)	<u><u>\$277,179.00</u></u>

**FAMILY SERVICE ROCHESTER, INC.**  
**MONTHLY/ YTD FINANCIAL SUMMARY**  
 December 31, 2021



Target % YTD: 100%

	CURRENT MONTH			YEAR TO DATE			2021	PERCENT
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	USED
<b>Administrative Donations</b>								
Admin Donations	0	0	0	0	310,386	310,386	0	
Other Income	0	0	0	0	54,670	54,670	0	
<b>TOTAL ADMIN</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>365,056</b>	<b>365,056</b>	<b>0</b>	
<b>ADMINISTRATION &amp; FUNDRAISING</b>								
<b>ADMINISTRATION - FUND 1</b>								
REVENUES	3,333	3,614	281	40,000	15,971	(24,029)	40,000	39.93%
EXPENDITURES	<u>81,074</u>	<u>120,155</u>	<u>(39,081)</u>	<u>972,885</u>	<u>966,978</u>	<u>5,907</u>	<u>972,885</u>	99.39%
GAIN (LOSS)	(77,740)	(116,540)	(38,800)	(932,885)	(951,007)	(18,122)	(932,885)	
<b>FUNDRAISING - FUND 1</b>								
REVENUES	5,542	19,472	13,931	66,500	70,016	3,516	66,500	105.29%
EXPENDITURES	<u>8,981</u>	<u>11,732</u>	<u>(2,751)</u>	<u>107,773</u>	<u>97,474</u>	<u>10,298</u>	<u>107,773</u>	90.44%
GAIN (LOSS)	(3,440)	7,740	11,180	(41,273)	(27,458)	13,815	(41,273)	
<b>ADMIN &amp; FUNDRAISING TOTALS</b>	<b>(81,180)</b>	<b>(108,800)</b>	<b>(27,620)</b>	<b>(974,158)</b>	<b>(978,465)</b>	<b>(4,307)</b>	<b>(974,158)</b>	

<b>SENIOR INDEPENDENCE</b>								
<b>MEALS ON WHEELS - FUND 1</b>								
REVENUES	31,505	28,879	(2,625)	378,056	575,964	197,908	378,056	152.35%
EXPENDITURES	<u>27,422</u>	<u>35,921</u>	<u>(8,499)</u>	<u>329,062</u>	<u>344,435</u>	<u>(15,373)</u>	<u>329,062</u>	104.67%
GAIN (LOSS)	4,083	(7,041)	(11,124)	48,994	231,528	182,534	48,994	
LESS ADMIN SHARE	<u>(2,928)</u>	<u>(4,181)</u>	<u>(1,252)</u>	<u>(35,140)</u>	<u>(41,628)</u>	<u>(6,489)</u>	<u>(35,140)</u>	
NET GAIN (LOSS)	<u>1,155</u>	<u>(11,222)</u>	<u>(12,377)</u>	<u>13,854</u>	<u>189,900</u>	<u>176,046</u>	<u>13,854</u>	
<b>NEIGHBORS HELPING NEIGHBORS - (CHORE, CASE MGT, BNHN, RNHN, SNHN - FUND 1)</b>								
REVENUES	48,773	75,467	26,694	585,273	723,802	138,529	585,273	123.67%
EXPENDITURES	<u>44,076</u>	<u>78,334</u>	<u>(34,258)</u>	<u>528,916</u>	<u>555,121</u>	<u>(26,205)</u>	<u>528,916</u>	104.95%
GAIN (LOSS)	4,696	(2,867)	(7,563)	56,357	168,682	112,324	56,357	
LESS ADMIN SHARE	<u>(4,707)</u>	<u>(9,117)</u>	<u>(4,410)</u>	<u>(56,482)</u>	<u>(67,092)</u>	<u>(10,610)</u>	<u>(56,482)</u>	



**FAMILY SERVICE ROCHESTER, INC.**  
**MONTHLY/ YTD FINANCIAL SUMMARY**  
 December 31, 2021



Target % YTD: 100%

	CURRENT MONTH			YEAR TO DATE			2021	PERCENT
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	USED
NET GAIN (LOSS)	(10)	(11,984)	(11,974)	(124)	101,590	101,714	(124)	
<b>PLACE BASED - (MEADOW PARK - FUND 1)</b>								
REVENUES	16,321	(629)	(16,950)	195,854	190,250	(5,604)	195,854	97.14%
EXPENDITURES	14,294	9,726	4,569	171,531	161,628	9,903	171,531	94.23%
GAIN (LOSS)	2,027	(10,355)	(12,381)	24,323	28,622	4,299	24,323	
LESS ADMIN SHARE	(1,526)	(1,132)	395	(18,317)	(19,534)	(1,217)	(18,317)	
NET GAIN (LOSS)	500	(11,487)	(11,987)	6,005	9,087	3,082	6,005	
<b>SENIOR INDEPENDENCE TOTALS</b>								
	1,645	(34,692)	(36,337)	19,735	300,577	280,842	19,735	

<b>CLINICAL SERVICES</b>								
<b>SCHOOL BASED MENTAL HEALTH (SBMH - FUND 1)</b>								
REVENUES	68,032	61,087	(6,945)	816,383	763,706	(52,677)	816,383	93.55%
EXPENDITURES	61,473	78,243	(16,771)	737,675	635,617	102,058	737,675	86.16%
GAIN (LOSS)	6,559	(17,156)	(23,715)	78,708	128,089	49,381	78,708	
LESS ADMIN SHARE	(6,564)	(9,106)	(2,542)	(78,774)	(76,820)	1,954	(78,774)	
NET GAIN (LOSS)	(5)	(26,262)	(26,257)	(66)	51,269	51,335	(66)	
<b>COUNSELING - FUND 1</b>								
REVENUES	89,072	84,579	(4,493)	1,068,863	809,410	(259,454)	1,068,863	75.73%
EXPENDITURES	79,907	97,632	(17,725)	958,887	788,380	170,507	958,887	82.22%
GAIN (LOSS)	9,164	(13,053)	(22,218)	109,976	21,030	(88,946)	109,976	
LESS ADMIN SHARE	(8,533)	(11,363)	(2,830)	(102,397)	(95,283)	7,114	(102,397)	
NET GAIN (LOSS)	631	(24,416)	(25,048)	7,579	(74,254)	(81,833)	7,579	
<b>DV SUPPORT GROUPS (RESTORE &amp; WOMEN'S GROUP) - FUND 1</b>								
REVENUES	6,114	7,688	1,574	73,363	82,746	9,383	73,363	112.79%
EXPENDITURES	5,134	8,307	(3,173)	61,608	61,653	(45)	61,608	100.07%
GAIN (LOSS)	980	(619)	(1,598)	11,755	21,093	9,338	11,755	
LESS ADMIN SHARE	(548)	(967)	(419)	(6,579)	(7,451)	(872)	(6,579)	

**FAMILY SERVICE ROCHESTER, INC.**  
**MONTHLY/ YTD FINANCIAL SUMMARY**  
 December 31, 2021



Target % YTD: 100%

	CURRENT MONTH			YEAR TO DATE			2021	PERCENT
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	USED
NET GAIN (LOSS)	431	(1,586)	(2,017)	5,176	13,642	8,465	5,176	
<b>FBS (IN HOME, CTSS, CIBS) - FUND 1</b>								
REVENUES	99,366	62,484	(36,882)	1,192,392	782,284	(410,108)	1,192,392	65.61%
EXPENDITURES	84,979	74,516	10,463	1,019,748	636,170	383,578	1,019,748	62.39%
GAIN (LOSS)	14,387	(12,031)	(26,418)	172,644	146,114	(26,530)	172,644	
LESS ADMIN SHARE	(9,075)	(8,673)	402	(108,896)	(76,887)	32,009	(108,896)	
NET GAIN (LOSS)	5,312	(20,704)	(26,016)	63,748	69,227	5,479	63,748	
<b>CLINICAL SERVICES</b>								
<b>TOTALS</b>	6,370	(72,968)	(79,338)	76,437	59,884	(16,553)	76,437	

**CHILD WELFARE SERVICES**

**CHILD WELFARE TCM - FUND 1 (HOPE, PACE, STEPS, DVRT, EA)**

REVENUES	204,130	204,385	256	2,449,557	2,442,414	(7,143)	2,449,557	99.71%
EXPENDITURES	175,679	262,858	(87,179)	2,108,150	2,041,955	66,195	2,108,150	96.86%
GAIN (LOSS)	28,450	(58,473)	(86,923)	341,407	400,459	59,052	341,407	
LESS ADMIN SHARE	(18,760)	(30,593)	(11,832)	(225,124)	(246,790)	(21,666)	(225,124)	
NET GAIN (LOSS)	9,690	(89,066)	(98,756)	116,283	153,669	37,386	116,283	

**FATHER PROJECT (FP - FUND 1)**

REVENUES	17,708	0	(17,708)	212,500	171,369	(41,131)	212,500	80.64%
EXPENDITURES	15,178	22,564	(7,386)	182,143	164,530	17,613	182,143	90.33%
GAIN (LOSS)	2,530	(22,564)	(25,094)	30,357	6,839	(23,518)	30,357	
LESS ADMIN SHARE	(1,621)	(2,626)	(1,005)	(19,451)	(19,885)	(434)	(19,451)	
NET GAIN (LOSS)	909	(25,190)	(26,099)	10,906	(13,046)	(23,952)	10,906	

**FAMILY ADVOCACY IN RECOVERY & RESTORATION (FARR - FUND 1)**

REVENUES	30,435	18,038	(12,398)	365,224	285,018	(80,206)	365,224	78.04%
EXPENDITURES	27,516	37,026	(9,509)	330,197	294,097	36,100	330,197	89.07%
GAIN (LOSS)	2,919	(18,988)	(21,907)	35,027	(9,079)	(44,106)	35,027	
LESS ADMIN SHARE	(2,938)	(4,309)	(1,371)	(35,261)	(35,544)	(284)	(35,261)	

**FAMILY SERVICE ROCHESTER, INC.**  
**MONTHLY/ YTD FINANCIAL SUMMARY**  
 December 31, 2021



Target % YTD: 100%

	CURRENT MONTH			YEAR TO DATE			2021	PERCENT
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	USED
NET GAIN (LOSS)	(19)	(23,297)	(23,278)	(234)	(44,623)	(44,389)	(234)	
<b>FAMILY INVOLVEMENT STRATEGIES (FIS) - FUND 1</b>								
REVENUES	100,990	103,958	2,968	1,211,881	1,164,245	(47,636)	1,211,881	96.07%
EXPENDITURES	<u>84,081</u>	<u>120,441</u>	<u>(36,360)</u>	<u>1,008,978</u>	<u>903,959</u>	<u>105,019</u>	<u>1,008,978</u>	89.59%
GAIN (LOSS)	16,909	(16,483)	(33,391)	202,903	260,285	57,383	202,903	
LESS ADMIN SHARE	<u>(8,979)</u>	<u>(14,018)</u>	<u>(5,039)</u>	<u>(107,746)</u>	<u>(109,252)</u>	<u>(1,506)</u>	<u>(107,746)</u>	
NET GAIN (LOSS)	<u>7,930</u>	<u>(30,500)</u>	<u>(38,430)</u>	<u>95,156</u>	<u>151,033</u>	<u>55,876</u>	<u>95,156</u>	
<b>YBH TCM- FUND 1</b>								
REVENUES	74,480	72,853	(1,628)	893,763	845,973	(47,790)	893,763	94.65%
EXPENDITURES	<u>63,521</u>	<u>99,487</u>	<u>(35,967)</u>	<u>762,248</u>	<u>739,118</u>	<u>23,130</u>	<u>762,248</u>	96.97%
GAIN (LOSS)	10,960	(26,635)	(37,594)	131,515	106,855	(24,660)	131,515	
LESS ADMIN SHARE	<u>(6,783)</u>	<u>(11,579)</u>	<u>(4,796)</u>	<u>(81,399)</u>	<u>(89,330)</u>	<u>(7,931)</u>	<u>(81,399)</u>	
NET GAIN (LOSS)	<u>4,176</u>	<u>(38,214)</u>	<u>(42,390)</u>	<u>50,117</u>	<u>17,526</u>	<u>(32,591)</u>	<u>50,117</u>	
<b>FAMILY ACCESS CTR - FUND 1</b>								
REVENUES	30,510	38,351	7,841	366,120	427,411	61,291	366,120	116.74%
EXPENDITURES	<u>25,273</u>	<u>43,055</u>	<u>(17,782)</u>	<u>303,283</u>	<u>308,785</u>	<u>(5,502)</u>	<u>303,283</u>	101.81%
GAIN (LOSS)	5,237	(4,704)	(9,941)	62,837	118,626	55,789	62,837	
LESS ADMIN SHARE	<u>(2,699)</u>	<u>(5,011)</u>	<u>(2,312)</u>	<u>(32,387)</u>	<u>(37,320)</u>	<u>(4,933)</u>	<u>(32,387)</u>	
NET GAIN (LOSS)	<u>2,538</u>	<u>(9,715)</u>	<u>(12,253)</u>	<u>30,450</u>	<u>81,306</u>	<u>50,856</u>	<u>30,450</u>	
<b>GUIDING PARTNERS TO SOLUTIONS - OLMSTED COUNTY - FUND 1</b>								
REVENUES	22,420	36,641	14,221	269,045	286,529	17,484	269,045	106.50%
EXPENDITURES	<u>19,456</u>	<u>33,223</u>	<u>(13,767)</u>	<u>233,476</u>	<u>233,239</u>	<u>238</u>	<u>233,476</u>	99.90%
GAIN (LOSS)	2,965	3,418	453	35,569	53,290	17,721	35,569	
LESS ADMIN SHARE	<u>(2,078)</u>	<u>(3,867)</u>	<u>(1,789)</u>	<u>(24,932)</u>	<u>(28,189)</u>	<u>(3,257)</u>	<u>(24,932)</u>	
NET GAIN (LOSS)	<u>887</u>	<u>(449)</u>	<u>(1,336)</u>	<u>10,636</u>	<u>25,101</u>	<u>14,465</u>	<u>10,636</u>	
<b>CHILD WELFARE</b>								
<b>TOTALS</b>	26,111	(216,431)	(242,541)	313,315	370,965	57,651	313,315	

**FAMILY SERVICE ROCHESTER, INC.**  
**MONTHLY/ YTD FINANCIAL SUMMARY**  
 December 31, 2021



Target % YTD: 100%

	CURRENT MONTH			YEAR TO DATE			2021	PERCENT
	BUDGET	ACTUAL	VARIANCE	BUDGET	ACTUAL	VARIANCE	BUDGET	USED
<b>OTHER PROGRAMS</b>								
<b>ROCHESTER AREA FATHERHOOD NETWORK - FUND 1</b>								
REVENUES	0	0	0	0	0	0	0	0.00%
EXPENDITURES	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	0.00%
GAIN (LOSS)	0	0	0	0	0	0	0	
<b>BEYOND THE YELLOW RIBBON - FUND 1</b>								
REVENUES	305	500	195	3,660	700	(2,960)	3,660	19.13%
EXPENDITURES	<u>305</u>	<u>122</u>	<u>183</u>	<u>3,660</u>	<u>4,702</u>	<u>(1,042)</u>	<u>3,660</u>	128.48%
GAIN (LOSS)	0	378	378	0	(4,002)	(4,002)	0	
<b>ADMINISTRATION - FUND 2</b>								
REVENUES	0	0	0	0	0	0	0	0.00%
EXPENDITURES	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	0.00%
GAIN (LOSS)	0	0	0	0	0	0	0	
<b>MEALS ON WHEELS - FUND 2</b>								
REVENUES	0	7	7	0	72	72	0	0.00%
EXPENDITURES	<u>2,083</u>	<u>0</u>	<u>2,083</u>	<u>25,000</u>	<u>10,500</u>	<u>14,500</u>	<u>25,000</u>	42.00%
GAIN (LOSS)	(2,083)	7	2,090	(25,000)	(10,428)	14,572	(25,000)	
<b>UNITED WAY PLEDGES TEMP RESTRICTED</b>								
REVENUES	0	143,540	143,540	0	(18,195)	(18,195)	0	0.00%
EXPENDITURES	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	0.00%
GAIN (LOSS)	0	143,540	143,540	0	(18,195)	(18,195)	0	
TOTAL FUND 1	30,686	(315,973)	(346,658)	368,214	1,065,022	696,808	368,214	289.24%
TOTAL FUND 2	(2,083)	143,546	145,630	(25,000)	(28,624)	(3,624)	(25,000)	114.50%
<b>GRAND TOTAL</b>	<b>28,602</b>	<b>(172,426)</b>	<b>(201,029)</b>	<b>343,214</b>	<b>1,036,399</b>	<b>693,185</b>	<b>343,214</b>	<b>301.97%</b>

# Family Service Rochester, Inc.

## Consolidated Balance Sheet

All Funds

December 31, 2021



Acct Name	2021	2020
<b>ASSETS:</b>		
Cash In Bank - Checking	1,006,215.41	1,061,700.92
Cash In Bank - Savings	5,767,204.53	4,048,106.15
Petty Cash	650.00	650.00
Accounts Receivable	816,379.85	829,229.89
Pledges Receivable	144,177.00	161,736.00
Allowance for Doubtful Accounts	(32,000.00)	(32,000.00)
Prepaid Expenses	29,151.00	57,128.10
Suspense	(3,954.39)	(10,475.73)
Investments	498,266.88	953,865.42
Interest in Petersen Trust	614,458.82	614,458.82
Land	639,800.00	639,800.00
Building	1,516,646.94	1,516,646.94
Building Improvements	1,128,421.75	1,075,861.75
Accum Depr Building & Building Improve	(284,797.72)	(210,526.24)
Automobiles	46,852.65	46,852.65
Furniture and Fixtures	300,752.69	295,752.69
Accum Depr and Amort	(240,353.50)	(200,151.34)
<b>Total Assets</b>	<b>\$ 11,947,871.91</b>	<b>\$ 10,848,636.02</b>
<b>LIABILITIES AND FUND BALANCES:</b>		
<b>Current Liabilities</b>		
Accounts Payable	66,685.04	145,503.05
Current Loans Payable	-	-
Refunds Payable	-	(54,720.00)
Accrued Salaries and Payroll Taxes	243,158.30	210,733.20
Other Withholdings	7,504.99	5,022.35
Deferred Revenue	135,605.64	64,660.47
Accrued Vacations	272,662.38	285,346.84
Unapplied Payments	(16,148.95)	(9,915.67)
<b>Total Current Liabilities &amp; Deferred Revenues</b>	<b>\$ 709,467.40</b>	<b>\$ 646,630.24</b>
<b>Long Term Liabilities</b>		
<b>Total Liabilities &amp; Deferred Revenues</b>	<b>\$ 709,467.40</b>	<b>\$ 646,630.24</b>
<b>Fund Balances</b>		
Fund Balance - Unrestricted	9,274,216.13	7,078,190.51
Fund Balance - Restricted	927,789.65	787,535.66
Gain (Loss) Year To Date	1,036,398.73	2,336,279.61
<b>Total Fund Balances</b>	<b>\$ 11,238,404.51</b>	<b>\$ 10,202,005.78</b>
<b>TOTAL LIABILITIES &amp; FUND BALANCES</b>	<b>\$ 11,947,871.91</b>	<b>\$ 10,848,636.02</b>