

**Canine Companions for Independence**  
**Financial Report - SOUTH CENTRAL REGION**  
For the year ended December 31, 2020  
**FLASH REPORT**

UNAUDITED, Internal Use Only

Issued: 2/12/2021

Account Code	Description	Current Month	Current YTD	Prior YTD	Change YTD		2020 Budget
		Actual	Actual	Actual	\$	%	Annual
<b>Operating Revenue</b>							
P-1820010	2020 DogFest Texas	\$ 20,000	\$ 95,531	\$ 170,102	\$ (74,571)	-44%	\$ 90,000
P-1820020	2020 Cunningham BBQ	2,000	97,025	139,793	(42,768)	-31%	133,000
P-1820030	2020 North Texas Giving Day	15,075	92,683	73,623	19,060	26%	80,000
P-1820040	2020 Nacho Ordinary Dogs	1,010	17,536	22,267	(4,731)	-21%	21,000
P-1820099	2020 Other SCR Events	397	378	17,379	(17,001)	n.m.	15,000
	<b>Total Fundraising Events</b>	<b>38,482</b>	<b>303,153</b>	<b>423,164</b>	<b>(120,011)</b>	<b>-28%</b>	<b>339,000</b>
P-4021000	Solicited Individual < \$25k	16,400	24,560	18,058	6,502	36%	128,500
P-4021200	Solicited Individual >= \$25k	100,000	100,000	-	100,000	n.a.	50,000
P-4060000	Donor Advised Funds	8,325	21,775	19,661	2,114	11%	10,000
Various	Restricted Gifts	-	-	7,399	(7,399)	-100%	-
	<b>Total Solicited Individual</b>	<b>124,725</b>	<b>146,335</b>	<b>45,118</b>	<b>101,217</b>	<b>224%</b>	<b>188,500</b>
P-4021300	Corporate Philanthropy	50,375	89,363	10,259	79,104	771%	50,000
P-4040000	Corporate Partnerships	821	30,338	52,462	(22,124)	-42%	100,000
P-4070000	Foundations & Grants	67,400	109,084	184,610	(75,526)	-41%	375,000
4140-90	Grant Revenue - Gov.	22,857	22,857	37,500	(14,643)	-39%	-
Various	Restricted Grants	195,000	293,500	343,000	(49,500)	-14%	-
	<b>Total Corporate &amp; Foundations</b>	<b>336,453</b>	<b>545,142</b>	<b>627,831</b>	<b>(82,689)</b>	<b>-13%</b>	<b>525,000</b>
P-4021600	Monthly Miracle Makers	2,359	21,745	19,602	2,143	11%	23,000
P-4021700	Website/Online Donations	26,436	68,161	54,586	13,575	25%	58,320
P-4030000	Tributes	1,650	6,375	2,585	3,790	147%	2,500
P-4023100	Direct Mail Campaigns	5,226	11,641	15,582	(3,941)	-25%	23,000
P-4023200	Regional Appeals	820	5,790	10,355	(4,565)	-44%	6,000
P-4023500	National Newsletter	1,705	6,076	6,658	(582)	-9%	3,900
P-4023900	Unsolicited Gifts	12,135	29,036	21,457	7,579	35%	7,600
P-4090000	Misc. Campaign Income	-	161	3,392	(3,231)	-95%	1,100
	<b>Total Direct Marketing</b>	<b>50,331</b>	<b>148,985</b>	<b>134,217</b>	<b>14,768</b>	<b>11%</b>	<b>125,420</b>
P-4024100	United Way Payments	432	595	249	346	139%	500
P-4024500	CFC/ICA Payments	1,357	2,567	2,579	(12)	0%	3,500
P-4024900	Workplace Gifts	1,797	13,693	8,721	4,972	57%	6,000
P-4025000	Lions Clubs	-	3,021	2,666	355	13%	8,000
P-4025100	GFWC	-	-	244	(244)	-100%	1,000
P-4025900	Other Clubs & Orgs.	500	500	576	(76)	-13%	10,000
P-4260000	Outside Sponsored Events	-	295	3,683	(3,388)	-92%	3,700
	<b>Total Other Organizations</b>	<b>4,086</b>	<b>20,671</b>	<b>18,718</b>	<b>1,953</b>	<b>10%</b>	<b>32,700</b>
4200	Release Dog & Program Fees	1,000	10,275	9,050	1,225	14%	5,000
4230	Revenue - Sales	255	3,770	15,881	(12,111)	-76%	15,000
4310-99	Revenue - Other	5,030	7,685	1,373	6,312	460%	-
	<b>Total Other Revenue</b>	<b>6,285</b>	<b>21,730</b>	<b>26,304</b>	<b>(4,574)</b>	<b>-17%</b>	<b>20,000</b>
	<b>Total Operating Revenue</b>	<b>\$ 560,362</b>	<b>\$ 1,186,016</b>	<b>\$ 1,275,352</b>	<b>\$ (89,336)</b>	<b>-7%</b>	<b>\$ 1,230,620</b>

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Code	Account Description	Current Month	Current YTD	Prior YTD	Change YTD		2020 Budget
		Actual	Actual	Actual	\$	%	Annual
<b>Operating Expenditures</b>							
-	Salary and Wages	\$ 115,322	\$ 1,203,699	\$ 1,080,688	\$ 123,011	11%	\$ 1,177,377
-	PR Benefits	27,267	281,322	260,529	20,793	8%	272,098
5128	PR Taxes	7,531	88,276	84,337	3,939	5%	91,533
5120-90	<b>Total Personnel</b>	150,120	1,573,297	1,425,554	147,743	10%	1,541,008
5501	Rent & Occupancy	-	3,401	8,727	(5,326)	-61%	22,000
5502	Utilities	32	384	-	384	100%	-
5504	Insurance	311	3,542	2,236	1,306	58%	2,305
5503	Facility Services	159	1,992	17,826	(15,834)	-89%	5,000
5520	Facility Repairs	-	(5,141)	3,610	(8,751)	n.m.	6,000
5530	Furniture & Fixtures	-	4,044	256	3,788	n.m.	2,500
5930	Property Taxes	-	99	179	(81)	-45%	237
	<b>Total Occupancy</b>	502	8,320	32,834	(24,514)	-75%	38,042
5205	Prof. Fees - Program	8,867	65,267	91,253	(25,986)	-28%	75,000
5210	Prof. Fees - Consulting	123	12,412	2,683	9,729	363%	26,085
5220	Prof. Fees - Software	-	3,682	3,600	82	2%	8,224
5215	Prof. Fees - Legal	-	-	7,575	(7,575)	-100%	-
	<b>Total Professional Fees</b>	8,989	81,361	105,111	(23,749)	-23%	109,309
5303	Program Supplies - Dog Food	936	25,929	13,461	12,469	93%	20,000
5305	Supplies - Other Dog-related	2,609	50,670	54,470	(3,799)	-7%	65,000
5300	Other Supplies	168	13,575	14,961	(1,386)	-9%	18,000
5330	Postage & Shipping	-	5,215	8,242	(3,027)	-37%	7,000
5335	Dog Shipping	4,267	10,817	20,209	(9,392)	-46%	25,000
	<b>Total Supplies &amp; Shipping</b>	7,979	106,208	111,343	(5,136)	-5%	135,000
5310	Telecommunication	5,511	79,901	88,255	(8,354)	-9%	77,088
5315	Equipment Purchase < \$5,000	-	1,774	7,252	(5,478)	-76%	13,752
5320	Equipment Rental	992	11,021	6,890	4,131	60%	9,040
	<b>Total Telecom. &amp; Equipment</b>	6,504	92,695	102,396	(9,701)	-9%	99,880
5601-04	Travel Expenses	203	4,938	25,333	(20,396)	-81%	31,445
5605	Conference Fees	-	(223)	3,529	(3,752)	n.m.	3,500
5610	Meeting Expenses	34	3,401	14,346	(10,945)	-76%	13,000
5700	Professional Development	-	849	175	674	385%	1,215
5710	Org. Membership	-	825	925	(100)	-11%	300
5800	Special Events	-	5,560	43,507	(37,947)	-87%	22,000
5820	Volunteer Appreciation	-	740	2,159	(1,419)	-66%	5,000
	<b>Total Travel &amp; Meeting</b>	237	16,090	89,975	(73,885)	-82%	76,460
5010	Advertising & Promotion	-	123	956	(834)	-87%	5,738
5350	Printing & Publications	-	1,003	6,436	(5,433)	-84%	7,250
5400	Merchant & Other Fees	55	2,789	6,922	(4,133)	-60%	3,500
5340	Dues & Subscriptions	99	199	1,044	(845)	-81%	500
4235	Gift Shop & Other COGS	-	2,697	8,357	(6,713)	-72%	10,000
	<b>Total Other Operating</b>	154	6,810	23,715	(16,905)	-71%	26,988
	<b>Total Expenditures</b>	<b>174,486</b>	<b>1,884,781</b>	<b>1,890,928</b>	<b>(6,147)</b>	<b>0%</b>	<b>2,026,687</b>
	<b>Change In Net Assets</b>	<b>\$ 386,329</b>	<b>\$ (697,172)</b>	<b>\$ (615,217)</b>			<b>\$ (796,067)</b>

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Account Code	Description	Current	Current	2020 Budget		Budget Variance		2021 Budget
		Month Actual	YTD Actual	Annual	\$	%	Annual	
<b>Operating Revenue</b>								
P-1820010	2020 DogFest Texas	\$ 20,000	\$ 95,531	\$ 90,000	\$ 5,531	6%	\$ 125,000	
P-1820020	2020 Cunningham BBQ	2,000	97,025	133,000	(35,975)	-27%	120,000	
P-1820030	2020 North Texas Giving Day	15,075	92,683	80,000	12,683	16%	100,000	
P-1820040	2020 Nacho Ordinary Dogs	1,010	17,536	21,000	(3,464)	-16%	-	
P-1820099	2020 Other SCR Events	397	378	15,000	(14,622)	n.m.	10,000	
	<b>Total Fundraising Events</b>	<b>38,482</b>	<b>303,153</b>	<b>339,000</b>	<b>(35,847)</b>	<b>-11%</b>	<b>355,000</b>	
P-4021000	Solicited Individual < \$25k	16,400	24,560	128,500	(103,940)	-81%	95,000	
P-4021200	Solicited Individual >= \$25k	100,000	100,000	50,000	50,000	100%	75,000	
P-4060000	Donor Advised Funds	8,325	21,775	10,000	11,775	118%	25,000	
Various	Restricted Gifts	-	-	-	-	n.a.	-	
	<b>Total Solicited Individual</b>	<b>124,725</b>	<b>146,335</b>	<b>188,500</b>	<b>(42,165)</b>	<b>-22%</b>	<b>195,000</b>	
P-4021300	Corporate Philanthropy	50,375	89,363	50,000	39,363	79%	50,000	
P-4040000	Corporate Partnerships	821	30,338	100,000	(69,662)	-70%	70,000	
P-4070000	Foundations & Grants	67,400	109,084	375,000	(265,916)	-71%	315,000	
4140-90	Grant Revenue - Gov.	22,857	22,857	-	22,857	n.a.	-	
Various	Restricted Grants	195,000	293,500	-	293,500	n.a.	75,000	
	<b>Total Corporate &amp; Foundations</b>	<b>336,453</b>	<b>545,142</b>	<b>525,000</b>	<b>20,142</b>	<b>4%</b>	<b>510,000</b>	
P-4021600	Monthly Miracle Makers	2,359	21,745	23,000	(1,255)	-5%	24,010	
P-4021700	Website/Online Donations	26,436	68,161	58,320	9,841	17%	62,791	
P-4030000	Tributes	1,650	6,375	2,500	3,875	155%	7,500	
P-4023100	Direct Mail Campaigns	5,226	11,641	23,000	(11,359)	-49%	20,000	
P-4023200	Regional Appeals	820	5,790	6,000	(210)	-4%	6,542	
P-4023500	National Newsletter	1,705	6,076	3,900	2,176	56%	4,627	
P-4023900	Unsolicited Gifts	12,135	29,036	7,600	21,436	282%	15,000	
P-4090000	Misc. Campaign Income	-	161	1,100	(939)	-85%	470	
	<b>Total Direct Marketing</b>	<b>50,331</b>	<b>148,985</b>	<b>125,420</b>	<b>23,565</b>	<b>19%</b>	<b>140,940</b>	
P-4024100	United Way Payments	432	595	500	95	19%	400	
P-4024500	CFC/ICA Payments	1,357	2,567	3,500	(933)	-27%	3,500	
P-4024900	Workplace Gifts	1,797	13,693	6,000	7,693	128%	20,000	
P-4025000	Lions Clubs	-	3,021	8,000	(4,979)	-62%	5,000	
P-4025100	GFWC	-	-	1,000	(1,000)	-100%	500	
P-4025900	Other Clubs & Orgs.	500	500	10,000	(9,500)	-95%	5,000	
P-4260000	Outside Sponsored Events	-	295	3,700	(3,405)	-92%	2,207	
	<b>Total Other Organizations</b>	<b>4,086</b>	<b>20,671</b>	<b>32,700</b>	<b>(12,029)</b>	<b>-37%</b>	<b>36,607</b>	
4200	Release Dog & Program Fees	1,000	10,275	5,000	5,275	106%	10,000	
4230	Revenue - Sales	255	3,770	15,000	(11,230)	-75%	15,000	
4310-99	Revenue - Other	5,030	7,685	-	7,685	n.a.	-	
	<b>Total Other Revenue</b>	<b>6,285</b>	<b>21,730</b>	<b>20,000</b>	<b>1,730</b>	<b>9%</b>	<b>25,000</b>	
	<b>Total Operating Revenue</b>	<b>\$ 560,362</b>	<b>\$ 1,186,016</b>	<b>\$ 1,230,620</b>	<b>\$ (44,604)</b>	<b>-4%</b>	<b>\$ 1,262,547</b>	

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		Month Actual	YTD Actual	Annual	\$	%	Annual	
<b>Operating Expenditures</b>								
-	Salary and Wages	\$ 115,322	\$ 1,203,699	\$ 1,177,377	\$ 26,322	2%	\$ 1,283,178	
-	PR Benefits	27,267	281,322	272,098	9,224	3%	282,608	
5128	PR Taxes	7,531	88,276	91,533	(3,257)	-4%	95,028	
5120-90	<b>Total Personnel</b>	<b>150,120</b>	<b>1,573,297</b>	<b>1,541,008</b>	<b>32,289</b>	<b>2%</b>	<b>1,660,814</b>	
5501	Rent & Occupancy	-	3,401	22,000	(18,599)	-85%	15,000	
5502	Utilities	32	384	-	384	100%	400	
5504	Insurance	311	3,542	2,305	1,237	54%	2,400	
5503	Facility Services	159	1,992	5,000	(3,008)	-60%	7,000	
5520	Facility Repairs	-	(5,141)	6,000	(11,141)	n.m.	3,000	
5530	Furniture & Fixtures	-	4,044	2,500	1,544	n.m.	2,500	
5930	Property Taxes	-	99	237	(138)	-58%	160	
	<b>Total Occupancy</b>	<b>502</b>	<b>8,320</b>	<b>38,042</b>	<b>(29,722)</b>	<b>-78%</b>	<b>30,460</b>	
5205	Prof. Fees - Program	8,867	65,267	75,000	(9,733)	-13%	73,000	
5210	Prof. Fees - Consulting	123	12,412	26,085	(13,673)	-52%	26,429	
5220	Prof. Fees - Software	-	3,682	8,224	(4,542)	-55%	15,416	
5215	Prof. Fees - Legal	-	-	-	-	n.a.	-	
	<b>Total Professional Fees</b>	<b>8,989</b>	<b>81,361</b>	<b>109,309</b>	<b>(27,948)</b>	<b>-26%</b>	<b>114,845</b>	
5303	Program Supplies - Dog Food	936	25,929	20,000	5,929	30%	30,000	
5305	Supplies - Other Dog-related	2,609	50,670	65,000	(14,330)	-22%	55,000	
5300	Other Supplies	168	13,575	18,000	(4,425)	-25%	18,000	
5330	Postage & Shipping	-	5,215	7,000	(1,785)	-25%	6,500	
5335	Dog Shipping	4,267	10,817	25,000	(14,183)	-57%	17,500	
	<b>Total Supplies &amp; Shipping</b>	<b>7,979</b>	<b>106,208</b>	<b>135,000</b>	<b>(28,792)</b>	<b>-21%</b>	<b>127,000</b>	
5310	Telecommunication	5,511	79,901	77,088	2,813	4%	65,000	
5315	Equipment Purchase < \$5,000	-	1,774	13,752	(11,978)	-87%	13,571	
5320	Equipment Rental	992	11,021	9,040	1,981	22%	10,571	
	<b>Total Telecom. &amp; Equipment</b>	<b>6,504</b>	<b>92,695</b>	<b>99,880</b>	<b>(7,184)</b>	<b>-7%</b>	<b>89,142</b>	
5601-04	Travel Expenses	203	4,938	31,445	(26,507)	-84%	25,000	
5605	Conference Fees	-	(223)	3,500	(3,723)	n.m.	2,000	
5610	Meeting Expenses	34	3,401	13,000	(9,599)	-74%	7,500	
5700	Professional Development	-	849	1,215	(366)	-30%	5,000	
5710	Org. Membership	-	825	300	525	175%	1,013	
5800	Special Events	-	5,560	22,000	(16,440)	-75%	2,500	
5820	Volunteer Appreciation	-	740	5,000	(4,260)	-85%	4,000	
	<b>Total Travel &amp; Meeting</b>	<b>237</b>	<b>16,090</b>	<b>76,460</b>	<b>(60,370)</b>	<b>-79%</b>	<b>47,013</b>	
5010	Advertising & Promotion	-	123	5,738	(5,615)	-98%	5,800	
5350	Printing & Publications	-	1,003	7,250	(6,247)	-86%	7,500	
5400	Merchant & Other Fees	55	2,789	3,500	(711)	-20%	4,500	
5340	Dues & Subscriptions	99	199	500	(301)	-60%	200	
4235	Gift Shop & Other COGS	-	2,697	10,000	(7,303)	-72%	10,000	
	<b>Total Other Operating</b>	<b>154</b>	<b>6,810</b>	<b>26,988</b>	<b>(20,178)</b>	<b>-75%</b>	<b>28,000</b>	
	<b>Total Expenditures</b>	<b>174,486</b>	<b>1,884,781</b>	<b>2,026,687</b>	<b>(141,906)</b>	<b>-7%</b>	<b>2,097,274</b>	
	<b>Change In Net Assets</b>	<b>\$ 386,329</b>	<b>\$ (697,172)</b>	<b>\$ (796,067)</b>			<b>\$ (834,728)</b>	