

SPECIAL OLYMPICS IOWA
FINANCIAL SUMMARY
AS OF AND FOR THE PERIOD ENDED JUNE 30, 2019 (UNAUDITED)

NET INCOME (LOSS)

State office net loss in 1ST HY 2019, excluding in-kind revenues and expenses, was \$272; including \$74,200 of unrealized gains from invested assets and trusts. Performance in 1ST HY 2019 was worse than budget by \$25,500.

Revenues

- Corporate contributions and Grants are \$84,800 ahead of budget; including growth in contributions from statewide partners of Wells Fargo and Lincoln Savings Bank, and reflecting the growth in grant revenues for Unified Champion Schools.
- Promotion driven revenues are behind budget year-to-date by \$142,300. Success and challenges:
 - LETR fundraising activities are \$71,200 behind budget year-to-date June 2019, with Over the Edge, Plane Pull and T-shirt sale revenue shortfalls contributing \$18,100, \$14,000 and \$9,100, respectively.
 - Ames polar plunge fell \$84,100 below budget due to the ISU coordination team's reduction of registration fees from \$75 to \$50.

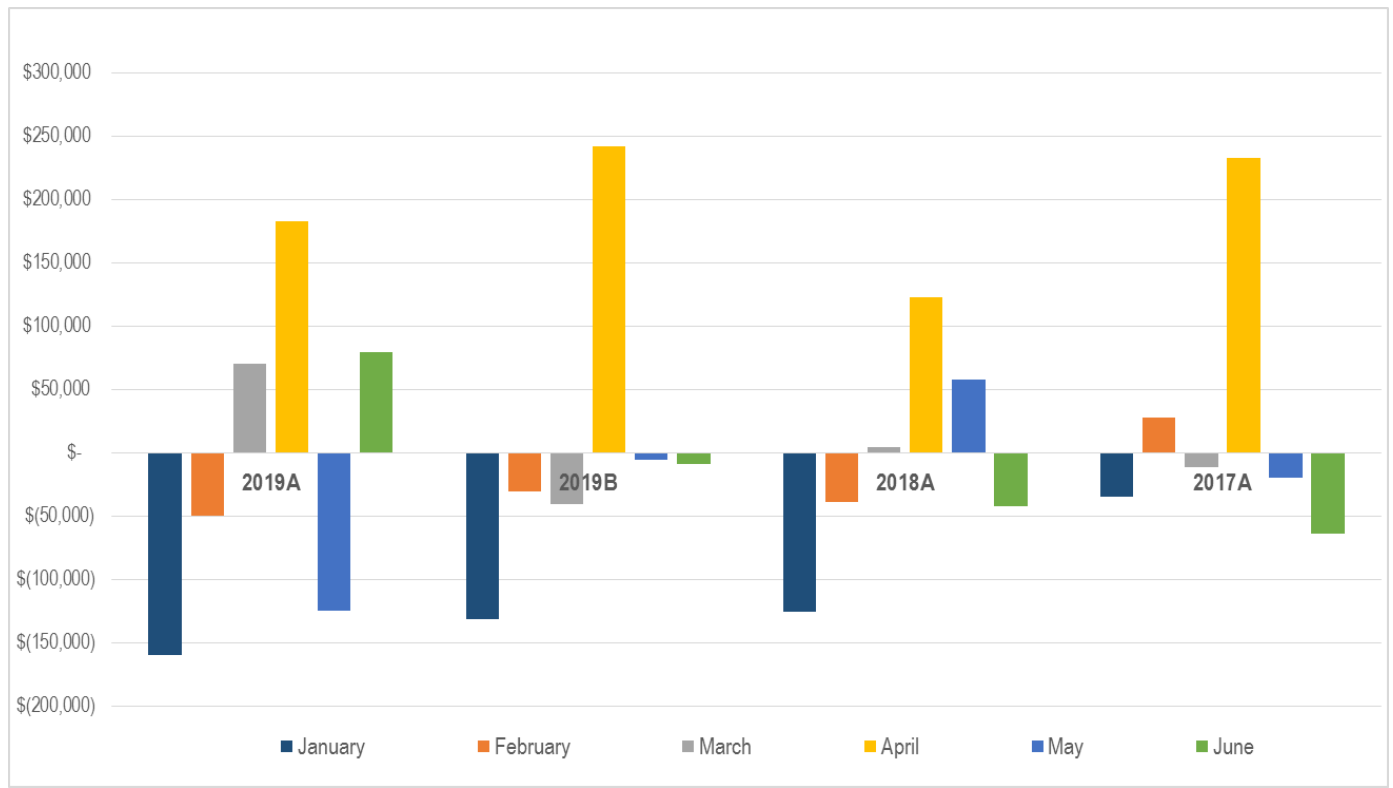
Expenses

- Overall cash expenses are worse than budget by \$103,200 year to date.
 - Program spending for games and competitions are worse than budget by \$159,300.
 - Timing of expenses for the Summer Games is part of overrun, where by budget expected the costs later in the summer, and the expenses were accrued in May when the event was hosted.
 - Additional expenses were incurred for Midwinter Tournament where the State Office chose to bear the costs of housing, and not bill that back to delegations.
 - Offsetting are (i) lower fundraising costs, in line with the shortfall of revenue noted above, and (ii) lower payroll related costs are \$7,000 lower than budget year to date, as we have been able to manage the cost of new hires to support UCS and other program related matters within budget.

Overall, SO Iowa is positioned to achieve is budget in calendar year 2019.

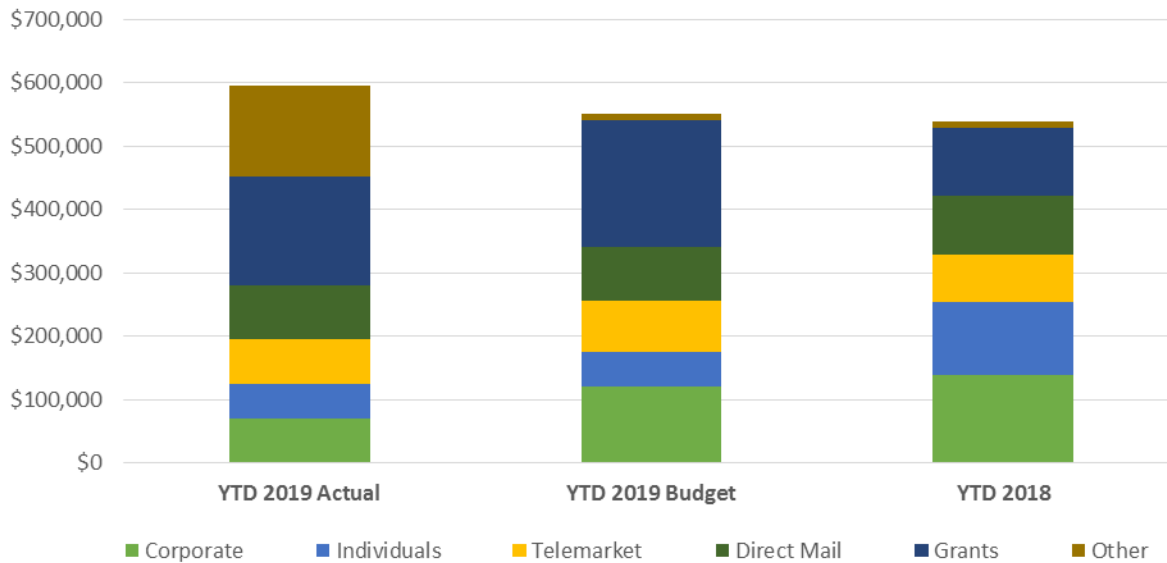
CASH FLOW PEAKS AND VALLEYS BY MONTH

The cash flow for Special Olympics Iowa follows a consistent pattern due to its long history with contributed income receipts and promotional programs. Overall 1ST HY 2019 followed the pattern; with slight improvements due to the overall increase in grant funding of Unified Champion Schools.



CONTRIBUTED INCOME

Contributed income continued to grow year on year; both through corporate funding and grant funding of Unified Champion Schools.



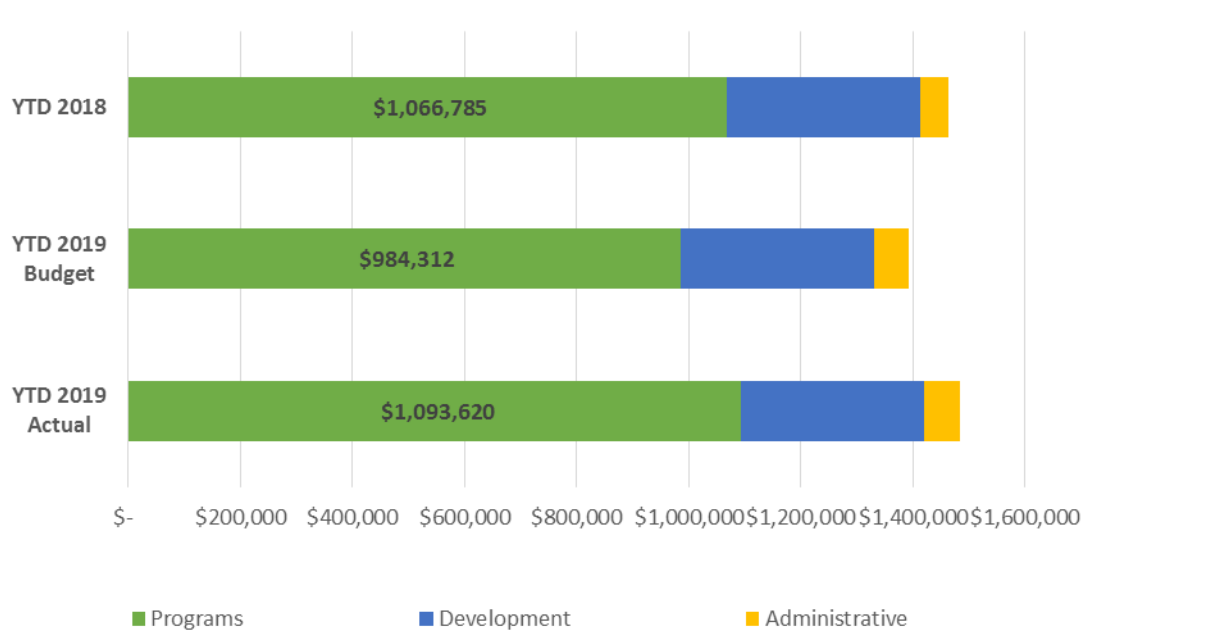
CASH, CASH EQUIVALENTS AND INVESTMENTS

The State office cash reserves are consistent with prior years and continues to achieve its reserve policy of 6-months in available reserves. Balances were as follows:

	6.30.2019	6.30.2018
Operating Cash	\$ 329,377	\$ 473,884
Cash Equivalents	651,672	602,790
Investments	426,825	404,596
Restricted Assets	181,959	189,491
	\$ 1,589,834	\$ 1,670,760

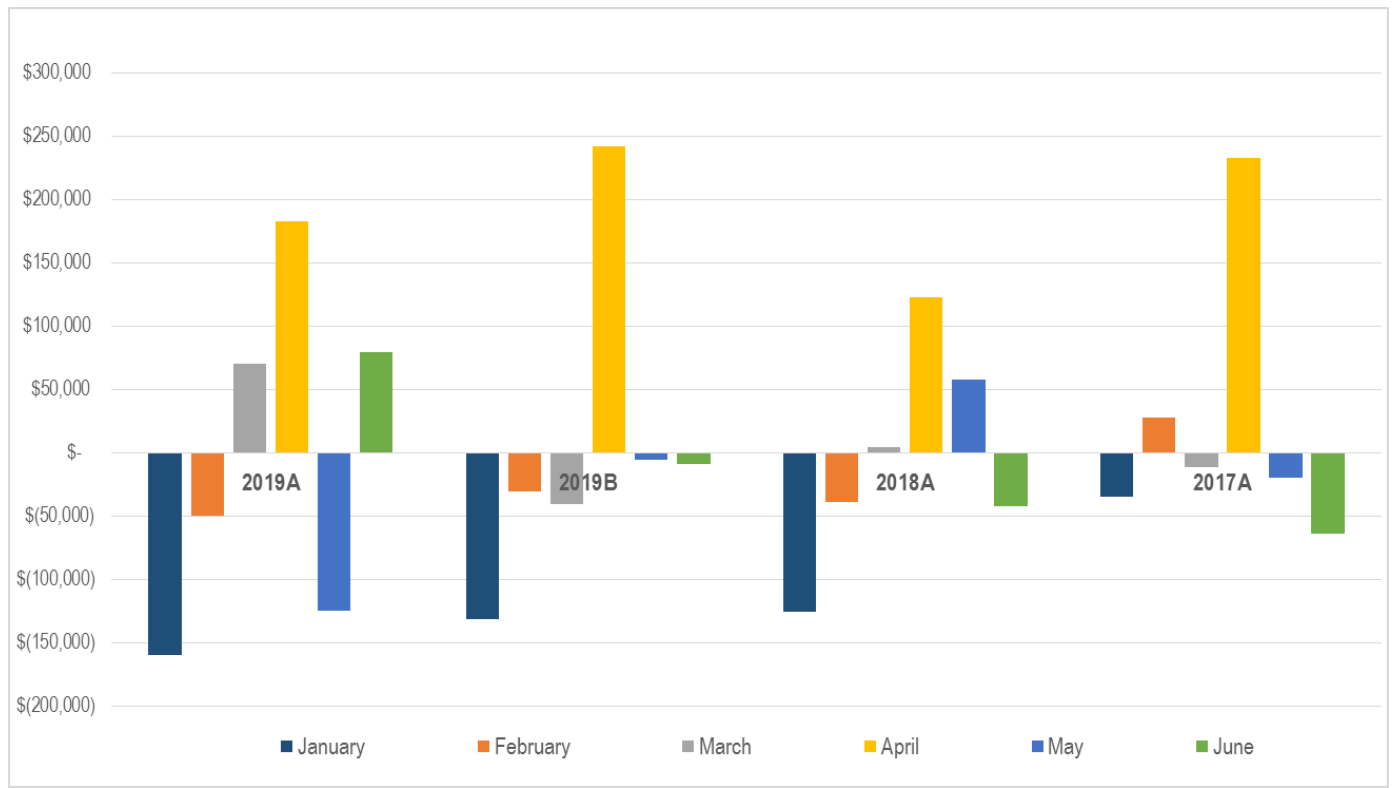
SPENDING ON PROGRAMS

Consistent with the budget and program spending goals, cash expenses focused on programs continues to grow as a percent of overall spending.



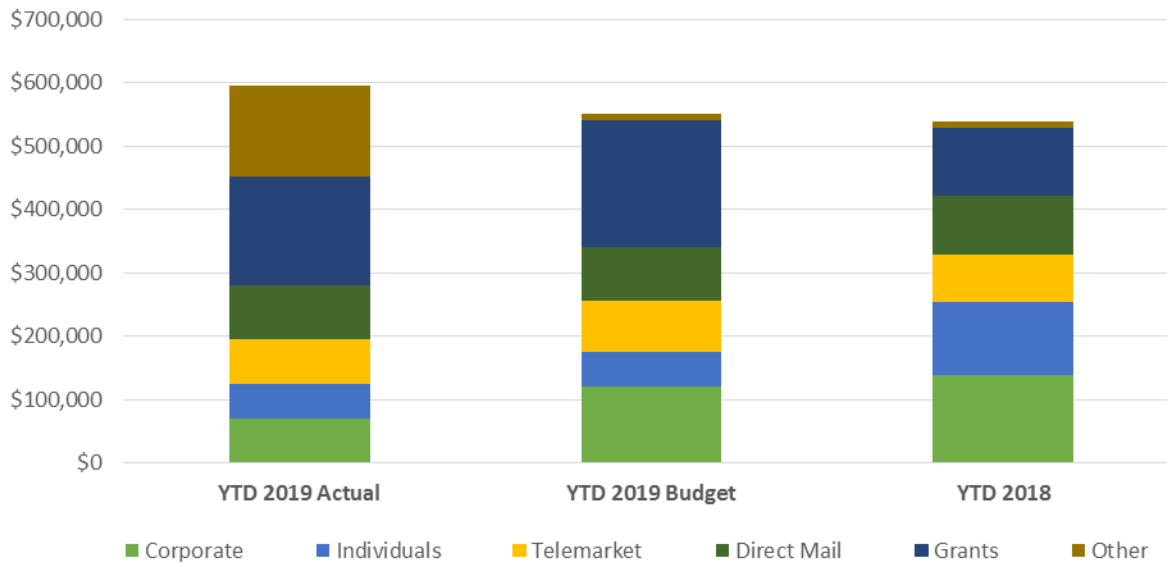
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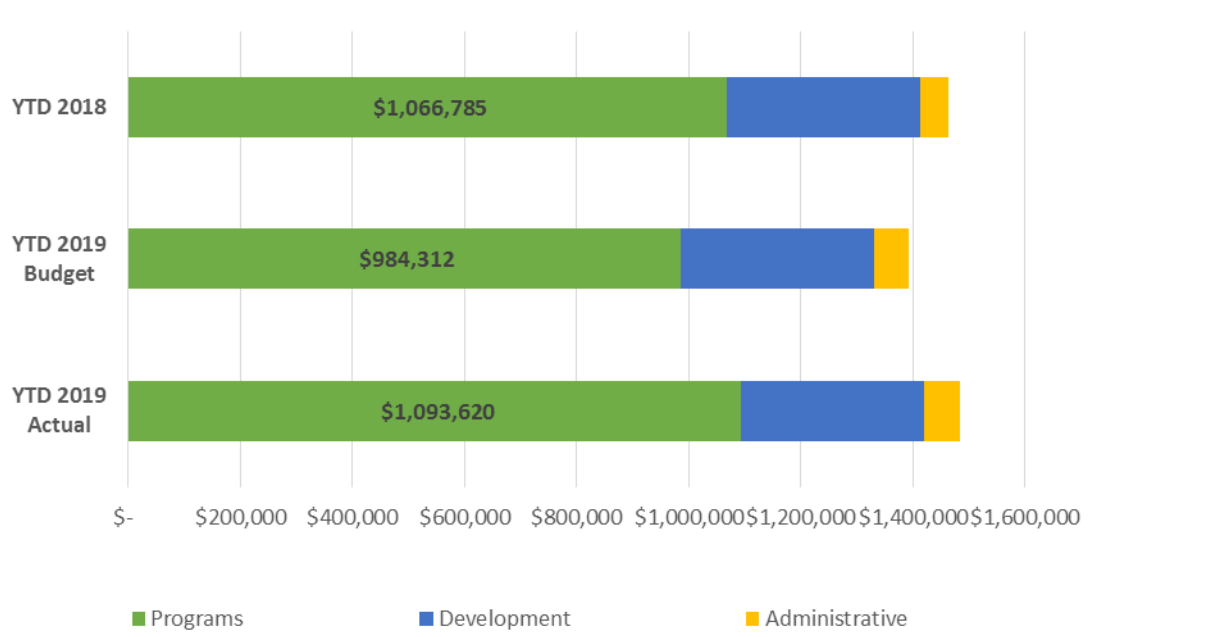
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2019 Actual (unaudited) vs 2019 Budget (Version 1.0)

	Notes	2019 Actual	2019 Budget	Variance
Revenue				
Promotion Revenue	(ii)	\$ 646,700	\$ 789,000	\$ (142,300)
Individual Contributions (incl. telemarketing)	(i)	210,451	220,940	(10,489)
SOI Grants		170,500	200,000	(29,500)
Corporate Contributions	(iii)	244,824	120,000	124,824
Program Revenue		122,185	134,600	(12,415)
State of Iowa Appropriation		-	-	-
Civic Contributions		9,380	8,000	1,380
Other Combined		3,037	1,600	1,437
Total Cash Revenues		1,407,077	1,474,140	(67,063)
Investment income	(iv)	6,166	2,700	3,466
Gain (Loss) on Investments	(iv)	70,732	-	70,732
Investment income		76,898	2,700	74,198
In Kind Revenue		881,954	890,000	(8,046)
Total Revenue		2,365,929	2,367,690	(1,761)
Expenses				
<u>Development Expenses</u>				
Development Payroll		157,350	168,000	10,650
Promotion Expenses	(ii)	116,081	114,500	(1,581)
Other Combined		51,480	62,670	11,190
Total Development Expenses		\$ 324,911	\$ 345,170	\$ 20,259
<u>Program Expenses</u>				
Awards		1,881	12,500	10,619
Program Payroll		433,671	443,272	9,600
Program Expenses	(vii)	514,963	355,630	(159,333)
Area Compensation		4,282	10,000	5,718
National Games (incl Team Iowa)	(viii)	100	-	(100)
Other Combined		138,723	162,910	24,187
Total Program Variance		\$ 1,093,620	\$ 984,312	\$ (109,309)
<u>Admin Expenses</u>				
Admin Payroll	(v)	7,139	7,200	61
Audit Fees		13,675	12,000	(1,675)
Investment Management Fees	(iv)	3,556	2,550	(1,006)
Other Combined	(v)	41,346	29,825	(11,521)
Total Admin Variance		\$ 65,716	\$ 63,560	\$ (14,141)
Total Cash Expenses		\$ 1,484,247	\$ 1,393,042	\$ (103,190)
Program In Kind		881,454	949,400	67,946
Development In Kind		500	-	(500)
Total Inkind Expenses		\$ 881,954	\$ 949,400	\$ 67,446
Total Expenses		2,366,201	2,342,442	(35,744)
Operating Profit (Loss):		\$ (273)	\$ 25,248	\$ (25,521)

Notes

- (i) One time estate bequest received March 2018.
- (ii) Ames plunger organizers chose to reduce the participation fee from 475 to \$50; reducing overall contributions.
- (iii) Growth in statewide sponsorship revenues from Wells Fargo., LSB and Sammons
- (v) Reduced cost of banking with change from Bankers Trust to LSB in Q4 2018
- (vii) Increases in general programs to cover all costs of mid-winter tournament and growth in Unified Champions School
- (viii) Once every 4 years



YTD 2019 Actual (unaudited) vs 2018 Actual (Version 1.0)

Notes	2019 Actual	2018 Actual	Variance
Revenue			
Promotion Revenue (ii)	\$ 646,700	\$ 786,880	\$ (140,180)
Individual Contributions (incl. telemarketing) (i)	210,451	282,464	(72,014)
SOI Grants (v)	170,500	95,000	75,500
Corporate Contributions (iii)	244,824	138,483	106,341
Program Revenue	122,185	149,184	(27,000)
State of Iowa Appropriation	-	-	-
Civic Contributions	9,380	5,630	3,750
National Games (ix)	-	13,258	(13,258)
Other Combined	3,037	5,800	(2,763)
Total Cash Revenues	1,407,077	1,476,700	(69,623)
Investment income	6,166	4,835	1,330
Gain (Loss) on Investments	70,732	4,341	66,391
Investment income	76,898	9,176	67,721
In Kind Revenue	881,954	874,831	7,123
Total Revenue	2,365,929	2,360,707	5,221
Expenses			
Development Expenses			
Development Payroll	157,350	164,927	7,577
Promotion Expenses (ii)	116,081	97,200	(18,881)
Fundraising - Ford F150 Raffle (vii)	-	48,924	48,924
Other Combined	51,480	72,001	20,522
Total Development Expenses	\$ 324,911	\$ 383,052	\$ 58,141
Program Expenses			
Program Payroll	433,671	417,022	(16,649)
Awards	1,881	15,213	13,332
Program Expenses (vi)	514,963	408,769	(106,194)
Area Compensation	4,282	4,624	341
National Games (incl Team Iowa)	100	-	(100)
Other Combined	138,723	221,157	82,434
Total Program Variance	\$ 1,093,620	\$ 1,066,785	\$ (26,835)
Admin Expenses			
Admin Payroll (v)	7,139	2,987	(4,152)
Audit Fees	13,675	17,300	3,625
Investment Management Fees	3,556	4,977	1,421
Other Combined (viii)	41,346	29,965	(11,381)
Total Admin Variance	\$ 65,716	\$ 50,252	\$ (10,487)
Total Cash Expenses	1,484,247	1,500,090	20,819
Program In Kind	881,454	863,831	(17,623)
Development In Kind	500	11,000	10,500
Total Inkind Expenses	\$ 881,954	\$ 874,831	\$ (7,123)
Total Expenses	2,366,201	2,374,921	13,696
Operating Profit (Loss):	\$ (273)	\$ (14,213)	\$ 13,941

Notes

- (i) One time estate bequest received Q1 2018.
- (ii) Ames plunge organizers chose to reduce the participation fee from 475 to \$50; reducing overall contributions.
- (iii) Growth in statewide sponsorship revenues from Wells Fargo., LSB and Sammons
- (v) Increase in appropriation for Unified Champions Schools, timing difference with budget
- (vi) Increases in General programs to cover all costs of mid-winter tournament, and growth in Unified Champions Schools
- (vii) No truck raffle planned for 2019