



SPECIAL OLYMPICS IOWA
 FINANCIAL SUMMARY
 AS OF AND FOR THE PERIOD ENDED JULY 31, 2020 (UNAUDITED)

NET CASH SURPLUS (LOSS)

The State office finished the period ending July 31, 2020 with a cash operating loss of \$349,000.

Operating reserves (excluding centralized and restricted accounts) was \$1.556 million on July 31, 2020; providing approximately one year of reserve based on the current cash expense run rate.

Revenues and Cash Sources

Cash revenues for the period totaled \$918,500, including \$286,000 from UCS and CDC grants. Fundraising event revenues were \$215,800 and were \$539,000 below budget and \$522,000 below year ago. Most fundraisers were cancelled or attempted in a smaller scale virtually. Contributed revenues totaled \$380,600, with both individual and corporate contribution sources down from budget and year ago.

The State office closed on the CARES Act Payroll Protection Plan loan (PPP) with the Small Business Administration in April 2020 which provided \$244,295 of capital to support payroll and eligible non-payroll expenditures during the pandemic. The funds are currently booked as a liability on the balance sheet. The State office will use the 24-week forgiveness period, and therefore expects to receive full forgiveness within calendar year 2020 at which time the loan will be converted to contributed revenue.

Expenses and Cash Uses

Overall cash expenses were \$1.27 million, under budget and year ago by \$523,600 and \$374,100, respectively. The March 2020 reduction in force due to the COVID-19 shut down has resulted in employee cost savings. No furlough of remaining staff was implemented due to PPP in the original 8-week utilization period. There are currently 17 staff members on payroll.

Final Summary

Successes include (i) retention of state-wide partner revenues, (ii) replacement of the direct marketing contract in July 2020, (iii) innovation of athlete outreach during quarantine and virtual fundraising initiatives, and (iv) technology upgrades. Looking to 2HY 2020, management expects the following (excluding centralized accounts).

	Net Operating Surplus (Loss)	Net Cash Provided (Used)
2020 Actual at 7/31/2010 (excluding depreciation and investment income)	(349,017.00)	(104,722.00)
12/31/2020 Projection		
Revenues	802,495.00	496,200.00
Expenses	(640,000.00)	(640,000.00)
Full Year 2020 Projection	(186,522.00)	(248,522.00)

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. Due to the strength in cash reserves, an additional \$200,000 moved to invested assets during Q1 2020. Balances were as follows including cash accumulations by areas and delegations (aka centralized accounts).

	7.31.2020	12.31.2019	7.31.2019
Operating Cash	\$ 206,822	\$ 170,894	\$ 333,328
Centralized Accounts	1,012,938	997,125	854,430
Cash Equivalents	488,047	809,592	604,567
Investments	861,536	684,917	446,840
Restricted Assets	174,149	192,412	183,718
	<u>\$ 2,743,492</u>	<u>\$ 2,854,940</u>	<u>\$ 2,422,883</u>

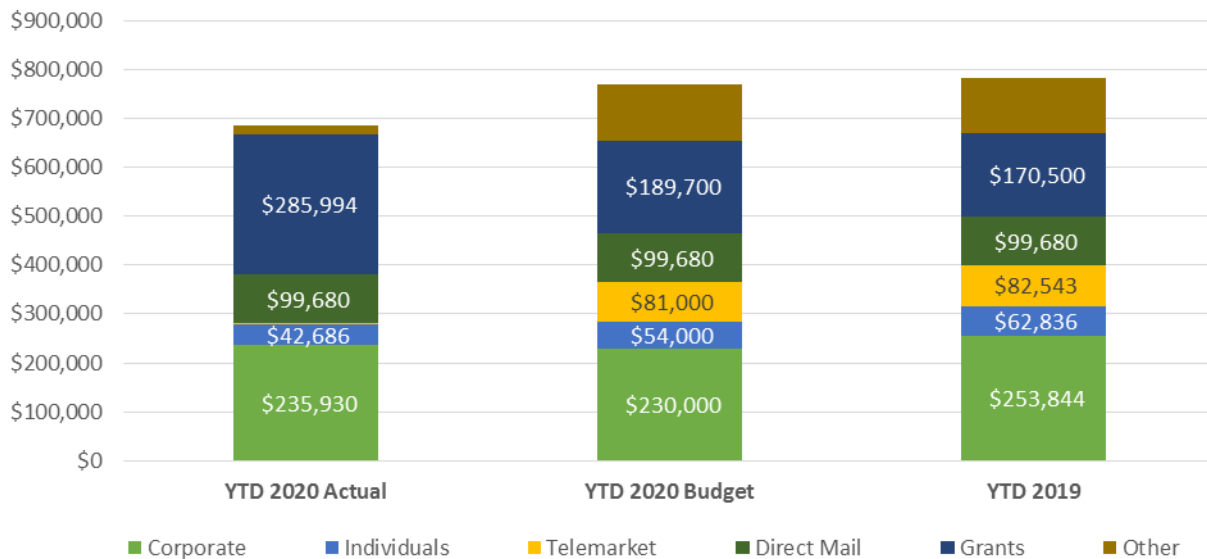
Operating Cash Flows Sources (Uses)

Net cash loss (incl investment earnings)	\$ (349,000)
<i>Payroll Protection Plan Loan</i>	244,295
Equipment purchases	(22,800)
Cash received on pledges	71,394
Prepaid expenses	(57,150)
Accounts payable	(15,789)
<i>Centralized Accounts</i>	15,813
Other working capital	1,788
	<u>\$ (111,448)</u>

	8.31.2020	12.31.2019	8.31.2019
Operating Cash	\$ 145,139	\$ 170,894	\$ 60,069
Centralized Accounts	1,026,390	997,125	854,430
Cash Equivalents	489,565	809,592	404,992
Investments	929,050	684,917	636,699
Restricted Assets	174,149	192,412	367,160
	<u>\$ 2,764,293</u>	<u>\$ 2,854,940</u>	<u>\$ 2,323,350</u>

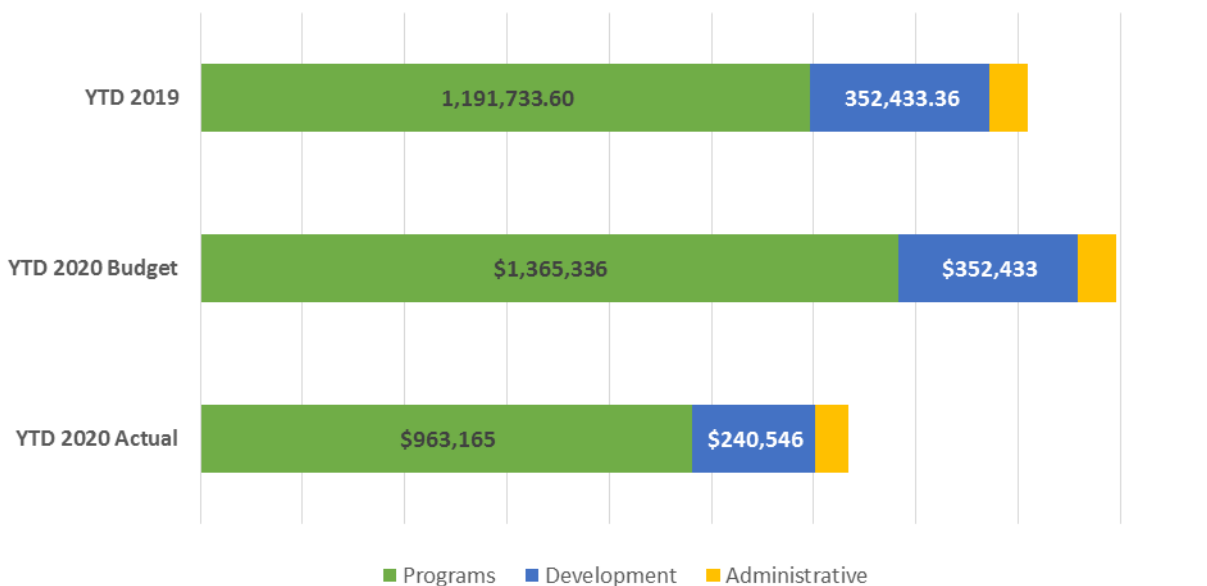
CONTRIBUTED INCOME

Contributed revenues are down due to the loss of the direct marketing contract; offset by increases in grant funding for Unified Champion Schools and CDC healthy athletes.



SPENDING ON PROGRAMS

Cash spending has been reduced across the entire organization due to fewer programs, competitions and fundraising.





2020 Actual (unaudited) vs 2020 Budget

Notes	MTD July 2020			YTD July 2020		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenue						
Promotion Revenue	\$ 7,057	\$ 65,000	\$ (57,943)	\$ 215,836	\$ 754,806	\$ (538,970)
Individual Contributions (incl. telemarketing)	19,124	28,240	(9,116)	144,681	234,680	(89,999)
SOI Grants (vii)	29,250	5,500	23,750	285,994	189,700	96,294
Corporate Contributions (iii)	22,077	50,000	(27,923)	235,930	230,000	5,930
Program Revenue	-	1,000	(1,000)	17,674	72,000	(54,327)
Civic Contributions	500	-	500	5,261	11,200	(5,940)
Other Combined	39	425	(386)	13,142	2,875	10,267
Total Cash Revenues	78,047	150,165	(72,118)	918,515	1,595,261	(676,746)
Investment income	891	-	891	13,684	-	13,684
Gain (Loss) on Investments	37,855	-	37,855	(12,613)	-	(12,613)
Investment income	38,745	-	38,745	1,071	-	1,071
In Kind Revenue	480	60,700	(60,220)	223,281	1,047,320	(824,039)
Total Revenue	117,272	210,865	(93,593)	1,142,866	2,642,581	(1,499,714)
Expenses						
<i>Development Expenses</i>						
Development Payroll	22,082	22,024	(58)	165,445	154,167	(11,278)
Promotion Expenses (ii)	140	19,700	19,560	48,873	137,000	88,127
Other Combined	3,776	8,793	5,018	26,228	61,266	35,038
Total Development Expenses	\$ 25,998	\$ 50,517	\$ 24,520	\$ 240,546	\$ 352,433	\$ 111,887
<i>Program Expenses</i>						
Program Payroll	67,514	91,320	23,806	556,608	639,239	82,630
Program Expenses (vii)	7,270	49,530	42,260	305,540	572,141	266,601
Other Combined	14,518	22,464	7,946	101,017	153,957	52,940
Total Program Variance	\$ 89,303	\$ 163,314	\$ 74,012	\$ 963,165	\$ 1,365,336	\$ 402,171
<i>Admin Expenses</i>						
Admin Payroll	6,079	7,366	1,288	44,367	51,814	7,447
Audit Fees	-	-	-	11,000	16,500	5,500
Investment Management Fees	-	150	150	1,374	1,050	(324)
Other Combined	903	546	(357)	7,079	4,021	(3,059)
Total Admin Variance	\$ 6,982	\$ 8,062	\$ 1,080	\$ 63,820	\$ 73,385	\$ 9,564
Total Cash Expenses	\$ 122,282	\$ 221,894	\$ 99,612	\$ 1,267,532	\$ 1,791,154	\$ 523,623
Program In Kind	480	60,700	60,220	223,281	1,049,420	826,139
Development In Kind	-	-	-	-	-	-
Total Inkind Expenses	\$ 480	\$ 60,700	\$ 60,220	\$ 223,281	\$ 1,049,420	\$ 826,139
Depreciation Expense	\$ 7,232	\$ 6,700	\$ (532)	\$ 49,335	\$ 46,900	\$ (2,435)
Total Expenses	129,994	289,294	159,300	1,540,148	2,887,474	1,347,327
Operating Loss:	\$ (12,722)	\$ (78,429)	\$ 65,707	\$ (397,281)	\$ (244,894)	\$ (152,387)



2020 Actual (unaudited) vs 2019 Actual

Notes	MTD July			YTD July		
	2020	2019	Variance	2020	2019	Variance
Revenue						
Promotion Revenue (ii)	\$ 7,057	\$ 72,770	\$ (65,713)	\$ 215,836	\$ 737,774	\$ (521,939)
Individual Contributions (incl. telemarketing) (i)	19,124	34,609	(15,485)	144,681	245,059	(100,379)
SOI Grants (v)	29,250	-	29,250	285,994	170,500	115,494
Corporate Contributions (iii)	22,077	9,020	13,057	235,930	253,844	(17,915)
Program Revenue	-	-	-	17,674	122,185	(104,511)
State of Iowa Appropriation	-	100,000	(100,000)	-	100,000	(100,000)
Civic Contributions	500	-	500	5,261	9,380	(4,120)
National Games (ix)	-	-	-	-	-	-
Other Combined	39	487	(449)	13,142	3,524	9,618
Total Cash Revenues	78,047	216,886	(138,840)	918,515	1,642,266	(723,751)
Investment income	891	676	214	13,684	6,842	6,842
Gain (Loss) on Investments	37,855	3,352	34,502	(12,613)	74,085	(86,698)
Investment income	38,745	4,029	34,717	1,071	80,926	(79,856)
In Kind Revenue	480	21,880	(21,400)	223,281	903,834	(680,553)
Total Revenue	117,272	242,794	(125,522)	1,142,866	2,627,027	(1,484,160)
Expenses						
Development Expenses						
Development Payroll	22,082	24,417	2,335	165,445	181,767	16,323
Promotion Expenses (ii), (vii)	140	10,726	10,586	48,873	145,111	96,238
Other Combined	3,776	6,640	2,864	26,228	48,449	22,220
Total Development Expenses	\$ 25,998	\$ 41,783	\$ 15,786	\$ 240,546	\$ 375,327	\$ 134,781
Program Expenses						
Program Payroll (v)	67,514	72,411	4,897	556,608	506,083	(50,526)
Program Expenses (vi)	7,270	31,177	23,907	305,540	552,303	246,763
National Games (incl Team Iowa) (ix)	-	-	-	-	100	100
Other Combined	14,518	20,808	6,290	101,017	133,248	32,232
Total Program Variance	\$ 89,303	\$ 124,396	\$ 35,094	\$ 963,165	\$ 1,191,734	\$ 228,568
Admin Expenses						
Admin Payroll (v)	6,079	6,726	647	44,367	49,879	5,512
Audit Fees	-	-	-	11,000	13,675	2,675
Investment Management Fees	-	953	953	1,374	4,508	3,134
Other Combined (viii)	903	1,681	777	7,079	6,557	(522)
Total Admin Variance	\$ 6,982	\$ 9,360	\$ 2,378	\$ 63,820	\$ 74,620	\$ 10,800
Total Cash Expenses	122,282	175,539	53,257	1,267,532	1,641,681	374,149
Program In Kind	480	21,880	21,400	223,281	903,334	(680,053)
Development In Kind	-	-	-	-	500	500
Total Inkind Expenses	\$ 480	\$ 21,880	\$ 21,400	\$ 223,281	\$ 903,834	\$ 680,553
Depreciation Expense	\$ 7,232	\$ 5,965	\$ (1,267)	\$ 49,335	\$ 42,374	\$ (6,961)
Total Expenses	129,994	203,384	142,195	1,540,148	2,587,888	1,047,741
Operating Surplus (Loss):	\$ (12,722)	\$ 39,411	\$ (52,132)	\$ (397,281)	\$ 39,138	\$ (436,419)