

The Children's Trust



Monthly Financial Statements (Unaudited)

For the fiscal year ended September 30, 2018

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Approved by:


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September's Management Discussion & Analysis (MD&A)

2017-18 Budget Highlights:

- The Children's Trust continues to emphasize the importance of program spending that provides critical services for children and families in our community.
- The Children's Trust will offer an additional \$10.1m during the fiscal year 2017-18 for services. In alignment with the strategic plan and the Board's guidance the funds will be allocated as follows:
 - Early Childhood Development \$4m
 - Youth Development \$3m
 - Parenting \$3m
 - Health & Wellness \$135k
- The Children's Trust is budgeting a net decrease in management (G&A) expenses of approximately \$317k, which is related to a decrease in budgeted positions and includes a merit increase. The Trust has now budgeted decreases in management expenses for 2 fiscal years, 2016-2017 (\$470k) and 2017-2018 (\$317k), totaling approximately \$788k.
- For the first time in 9 years, The Children's Trust has reduced the management (G&A) expenses to 7.5% of its total expenses.
- The Miami-Dade Property Appraiser reported an assessed tax roll of \$274.6 billion, which equates to approximately:
 - Based on 0.4673 millage rate (rolled-back rate), ad valorem tax revenue = \$121.9m, this represents a 0% tax increase. Adopting the rolled-back rate rather than the .5000 millage rate resulted in a net effect of \$8.5m less tax revenues.

Additional Considerations:

Property Tax Revenues

With property tax bills mailed on or before November 1 of each year, and discounts ranging from 1-4% the sooner payment is received, The Trust records a significant amount of revenue during the months of November, December, January and February. Below is a cumulative collection rate compared to the budget.

Month	FY 2018	FY 2017
October	0.0%	0.0%
November	4.5%	20.9%
December	72.6%	80.1%
January	82.3%	83.4%
February	86.5%	86.7%
March	89.0%	88.8%
April	93.6%	94.2%
May	95.1%	95.4%
June	98.3%	98.8%
July	98.5%	98.9%
August	99.0%	99.0%
September	100.0%	100.0%

During the fiscal year 2017, approximately \$8,000,000 additional revenues were collected due to increased overall Miami-Dade County property value. Interest earnings significantly increased due to the growth of interest rates and the additional cash holdings in Trust. If interest rates continue to increase during the fiscal year 2018, The Trust can expect a slight increase to interest earnings.

Operating Budget / Expenditures

The Trust can expect a significant decrease to both non-operating expenditures and miscellaneous revenues due to the following:

- Early in fiscal year 2018 The Trust was informed from the CRA of Miami Beach that it will no longer be obligated to commit approximately \$2 million.
- The Trust budgeted the \$2 million obligation for the fiscal year 2018 before learning that the commitment had been satisfied. Payment has been made to the remaining CRAs which The Trust regularly commits funds to on an annual basis.
- The significant dollar variance (actual 2018 to actual 2019) in administration and non-operating reflects the decrease in obligation and payment to those CRAs.

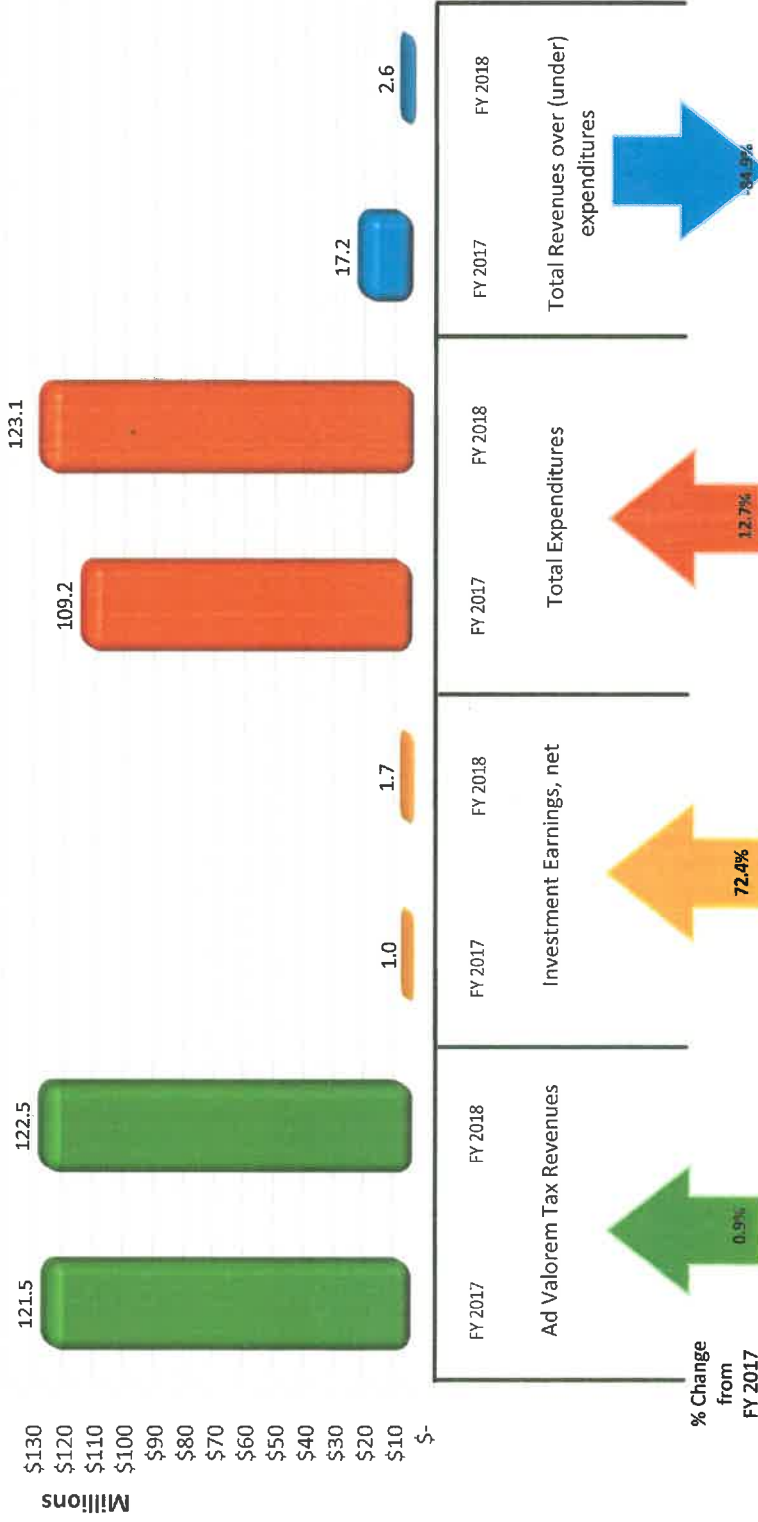
Fund Balance / Drawdown Strategy

In response to the growing fund balance, The Trust:

- Adopted the rolled back millage rate of 0.4673 for the fiscal year 2018, which would maintain revenues consistent with the fiscal year 2017.
- Spend an additional \$10,000,000 during fiscal year 2018 in program services, as well as increased funding for the upcoming 5-year solicitation (Fiscal years 2019-2023) cycle by approximately \$28,500,000.
- The Trust continues to devise a strategy to significantly draw down its existing fund balance during the next solicitation cycle, without compromising its ability to fund programs to a similar capacity in future funding cycles.

The Children's Trust Comparative Fiscal Highlights

For the fiscal year ended September 30, 2018



The Children's Trust

Balance Sheet - General Fund

September 30, 2018

	General Fund
Assets	
Current Assets	
Cash	\$ 10,746,911
Investments:	
Certificates of deposit	65,000,000
Money market	15,461,624
SBA	219,048
Accounts receivable	-
Provider receivable	-
Taxes receivable	599,838
Grants receivable	94,623
Interest receivable	-
Due from other governmental local agencies	-
Prepaid insurance	56,620
Prepaid other	11,430
Total assets	\$ 92,190,094
Liabilities & Fund Balances	
Liabilities	
Accounts payable	\$ 22,324,038
Dues from other governmental local agencies	66,882
Accrued wages payable	123,001
Other current liabilities	-
Unearned revenue	50,000
Total liabilities	\$ 22,563,921
Fund Balances	
Non-spendable prepaid items	\$ 68,050
Restricted:	
Provider services	69,558,123
Total fund balances	\$ 69,626,173
Total liabilities & fund balances	\$ 92,190,094

Annual Budget vs. Year to Date (YTD) Actual - General Fund

FY 2018 budget vs. FY 2018 actual (September 30)

	FY 2018 Budget (Information Purposes Only)	FY 2018 Year to Date Actual	FY 2018 vs 2017 % Actual to Actual	FY 2018 vs 2017 % Actual to Budget
FUND BALANCE, Adopted Budget October 1, 2017	\$ 67,029,697			
REVENUES				
Ad valorem tax revenues	\$ 122,509,168	\$ 122,509,168	↑ 1%	↑ 0%
CRA return/interlocal agreement	1,479,394	1,479,394	↓ -63%	→ 0%
Investment earnings/miscellaneous	2,310,825	1,705,745	↑ 72%	↓ -26%
Total revenues	\$ 126,299,387	\$ 125,694,307	↓ -1%	↓ -26%
SUSTAIN AND EXPAND DIRECT SERVICES				
Parenting	\$ 15,205,000	\$ 13,358,567	↑ 39%	↑ 9%
Early childhood development	20,750,000	16,368,647	↑ 19%	↓ -3%
Youth development	46,150,000	44,906,123	↑ 15%	↑ 7%
Health and wellness	16,035,000	16,327,996	↑ 19%	↑ 16%
Family and neighborhood supports	11,688,108	10,984,931	↑ 28%	↑ 17%
Total sustain and expand direct services	\$ 109,828,108	\$ 101,946,262	↑ 20%	↑ 7%
COMMUNITY AWARENESS AND ADVOCACY				
Promote public policy and legislative agendas	\$ 215,300	\$ 160,852	↑ 0%	↑ 0%
Public awareness and program promotion	2,969,000	2,830,804	↑ 1%	↑ 1%
Promote citizen engagement and leadership to improve child and family conditions	1,700,000	665,590	↓ -41%	↓ -27%
Cross-funder collaboration of goals, strategies and resources	1,035,000	709,106	↑ 59%	↑ 25%
Total community awareness and advocacy	\$ 5,919,300	\$ 4,366,351	↓ -4%	↓ -3%
PROGRAM AND PROFESSIONAL DEVELOPMENT				
Supports for quality program implementation	\$ 3,840,000	\$ 2,124,628	↓ -11%	↓ -6%
Information systems	800,000	738,528	↓ -2%	↓ -2%
Program evaluation and community research	1,000,000	198,753	↓ -40%	↓ -13%
Innovation funds	1,000,000	232,022	↓ -63%	↓ -39%
Total program and professional development	\$ 6,640,000	\$ 3,293,931	↓ -19%	↓ -12%
ADMINISTRATION AND NON-OPERATING EXPENDITURES				
Management of The Children's Trust	\$ 10,418,930	\$ 9,687,560	↑ 0%	↑ 1%
Non-operating expenditures	6,058,281	3,803,729	↓ -39%	↓ -37%
Total administration and non-operating expenditures	\$ 16,477,211	\$ 13,491,289	↓ -15%	↓ -13%
Total expenditures	\$ 138,864,619	\$ 123,097,833	↑ 13%	↑ 4%
Total revenues over/(under) expenditures	\$ (12,565,232)	\$ 2,596,474		
Ending fund balance, reserves/net assets, adopted budget	\$ 54,464,465			

Comparative Monthly Financial Statement

FY 2018 vs. FY 2017 actual (September 30)

	FY 2018 Year to Date Actual	FY 2017 Year to Date Actual	Dollar Variance	% Variance
REVENUES				
Ad valorem tax revenues	\$ 122,509,168	\$ 121,452,284	\$ 1,056,884	1%
CRA return/interlocal agreement	1,479,394	3,978,199	(2,498,805)	-63%
Investment earnings/miscellaneous	1,705,745	989,393	716,352	72%
Total revenues	\$ 125,694,307	\$ 126,419,876	\$ (725,569)	-1%
EXPENSES				
Sustain and expand direct services	\$ 101,946,262	\$ 84,729,209	\$ 17,217,054	20%
Community awareness and advocacy/program and professional development	7,660,282	8,606,708	(946,426)	-11%
Administration and non-operating expenditures	13,491,289	15,875,561	(2,384,272)	-15%
Total expenses	\$ 123,097,834	\$ 109,211,478	\$ 13,886,356	13%
Total revenues over/(under) expenditures	\$ 2,596,474	\$ 17,208,398	\$ (14,611,925)	-85%