

The Children's Trust



Monthly Financial Statements (Unaudited)

For the two month ended November 31, 2017

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Approved by:



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November'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:

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; though only interest income in October (if any).

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 financial. If interest rates continue to increase during the fiscal year 2018, The Trust can expect a slight increase to interest earnings. Interest earnings will not increase significantly because The Trust adopted a rolled-back rate, which will generate similar revenues to prior year.

The Trust can expect a significant decrease to both non-operating expenditures and miscellaneous revenues. 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.

The Trust ended the fiscal year 2017 with a fund balance of approximately \$67,030,000. 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. The Trust plans to spend an additional \$10,000,000 during fiscal year 2018 in program services to address the growing fund balance, as well as

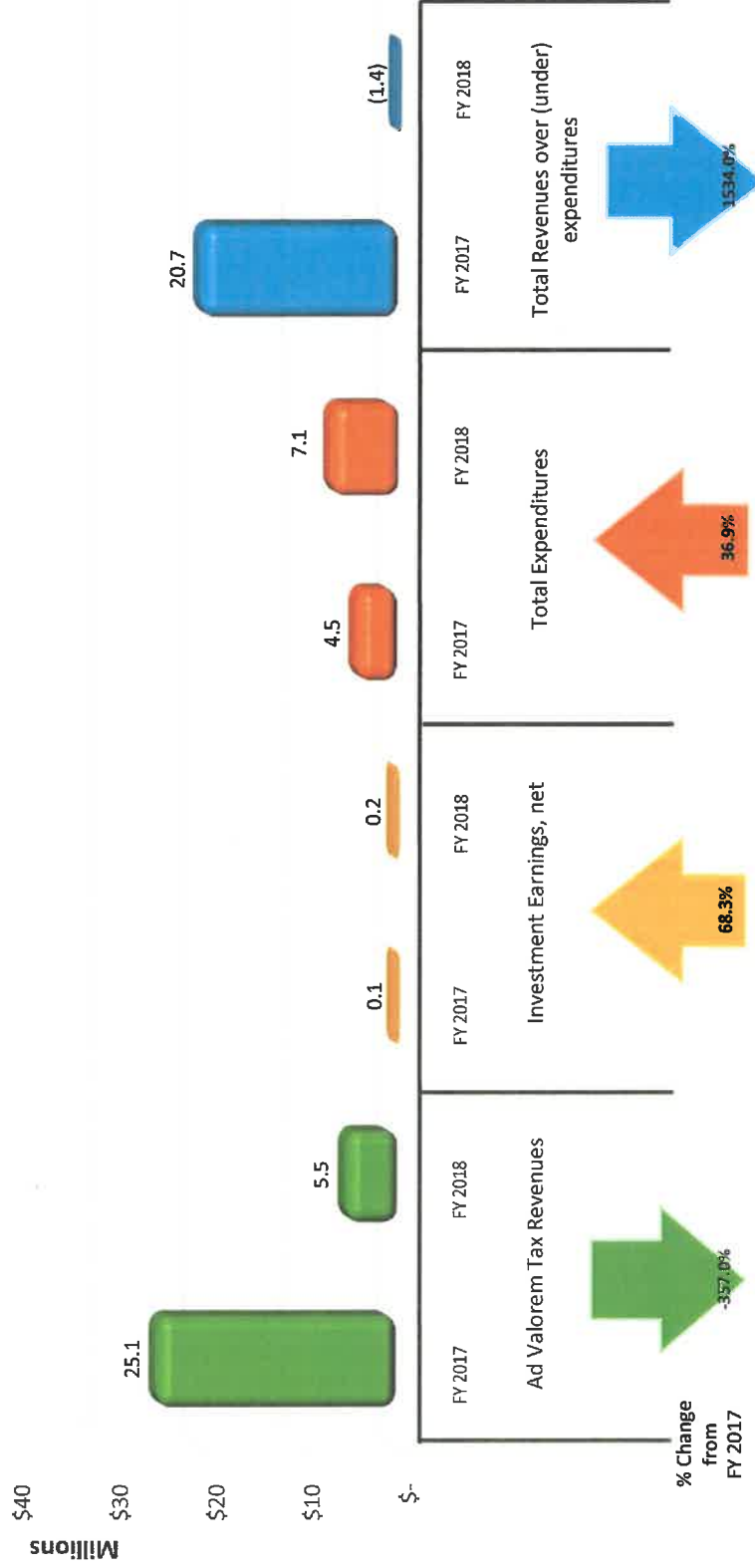
increase the available funding for the upcoming 5-year solicitation cycle that is in effect from fiscal years 2019 through 2023 by \$30,000,000. The Trust has devised a strategy to significantly draw down its existing fund balance during the next solicitation cycle, without compromising its ability to fund programs to a similar capacity in future funding cycles.

Property Tax Revenues: Cumulative Collection Rate Compared to the Budget

Month	FY 2018	FY 2017
October	0.0%	0.0%
November	4.5%	20.9%
December		
January		
February		
March		
April		
May		
June		
July		
August		
September		

The Children's Trust Comparative Fiscal Highlights (2017-2018)

For the two month period ended 11/31/2017



The Children's Trust
Balance Sheet - General Fund
11/31/2017

	General Fund
Assets	
Current Assets	
Cash	\$ 21,519,924
Investments:	
Certificates of deposit	36,551,534
Money market	8,429,576
SBA	215,415
Accounts receivable	1,500
Provider receivable	-
Taxes receivable	-
Grants receivable	-
Interest receivable	-
Due from other governmental local agencies	-
Prepaid insurance	57,735
Prepaid other	704
Total assets	\$ 66,776,387
Liabilities & Fund Balances	
Liabilities	
Accounts payable	\$ 1,187,413
Dues from other governmental local agencies	-
Accrued wages payable	-
Other current liabilities	-
Unearned revenue	-
Total liabilities	\$ 1,187,413
Fund Balances	
Non-spendable prepaid items	\$ 57,735
Restricted:	
Provider services	65,531,239
Total fund balances	\$ 65,588,974
Total liabilities & fund balances	\$ 66,776,387

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

FY 2018 budget vs. FY 2018 actual (11/31/2017)

	FY 2018 Budget	FY 2018 Year to Date Actual	FY 2018 Year to Date Variance
FUND BALANCE, Adopted Budget October 1, 2017	\$ 50,099,011		
REVENUES			
Ad valorem tax revenues	\$ 121,938,094	\$ 5,489,857	\$ 116,448,237
CRA return/interlocal agreement	3,978,199	-	3,978,199
Investment earnings/miscellaneous	383,094	178,026	205,068
Total revenues	\$ 126,299,387	\$ 5,667,883	\$ 120,631,504
SUSTAIN AND EXPAND DIRECT SERVICES			
Parenting	\$ 15,205,000	\$ 656,206	\$ 14,548,794
Early childhood development	20,750,000	551,208	20,198,792
Youth development	46,150,000	2,239,299	43,910,701
Health and wellness	16,035,000	1,141,581	14,893,419
Family and neighborhood supports	11,688,108	410,483	11,277,625
Total sustain and expand direct services	\$ 109,828,108	\$ 4,998,777	\$ 104,829,331
COMMUNITY AWARENESS AND ADVOCACY			
Promote public policy and legislative agendas	\$ 215,300	\$ 132,513	\$ 82,787
Public awareness and program promotion	2,969,000	81,065	2,887,935
Promote citizen engagement and leadership to improve child and family conditions	1,700,000	59,015	1,640,985
Cross-funder collaboration of goals, strategies and resources	1,035,000	27,780	1,007,220
Total community awareness and advocacy	\$ 5,919,300	\$ 300,373	\$ 5,618,927
PROGRAM AND PROFESSIONAL DEVELOPMENT			
Supports for quality program implementation	\$ 3,840,000	\$ 163,511	\$ 3,676,489
Information systems	800,000	282,415	517,585
Program evaluation and community research	1,000,000	13,875	986,125
Innovation funds	1,000,000	57,422	942,578
Total program and professional development	\$ 6,640,000	\$ 517,222	\$ 6,122,777
ADMINISTRATION AND NON-OPERATING EXPENDITURES			
Management of The Children's Trust	\$ 10,418,930	\$ 1,292,236	\$ 9,126,694
Non-operating expenditures	6,058,281	-	6,058,281
Total administration and non-operating expenditures	\$ 16,477,211	\$ 1,292,236	\$ 15,184,975
Total expenditures	\$ 138,864,619	\$ 7,108,609	\$ 131,756,010
Total revenues over/(under) expenditures	\$ (12,565,232)	\$ (1,440,726)	
Ending fund balance, reserves/net assets, adopted budget	\$ 37,533,779		

Comparative Monthly Financial Statement

FY 2018 vs. FY 2017 actual (11/31/2017)

	FY 2018 Year to Date Actual	FY 2017 Year to Date Actual	Dollar Variance	% Variance
REVENUES				
Ad valorem tax revenues	\$ 5,489,857	\$ 25,089,275	\$ (19,599,418)	-78.12%
CRA return/interlocal agreement	-	-	-	0.0%
Investment earnings/miscellaneous	178,026	56,362	121,664	215.86%
Total revenues	\$ 5,667,883	\$ 25,145,637	\$ (19,477,754)	-77.46%
EXPENSES				
Sustain and expand direct services	\$ 4,998,777	\$ 2,863,374	\$ 2,135,403	74.58%
Community awareness and advocacy/program and professional development	817,595	341,012	476,583	139.76%
Administration and non-operating expenditures	1,292,236	1,280,701	11,535	0.90%
Total expenses	\$ 7,108,608	\$ 4,485,087	\$ 2,623,521	58.49%
Total revenues over/(under) expenditures	\$ (1,440,725)	\$ 20,660,550	\$ (22,101,274)	-106.97%