



March 17, 2014

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- Trula Breuninger  
Chief Executive Officer

Debbie Cloud  
Executive Director  
St. Francis Foundation  
2323 De La Vina Street, Suite 104  
Santa Barbara, CA 93104

Dear Ms. Cloud,

Santa Barbara Neighborhood Clinics (SBNC) is very grateful to the St. Francis Family Foundation for your very kind and generous grant of **\$20,000** (awarded June 2013) to provide assistance to children through our *Care for Every Child* program and for general support. We also appreciate your past generous support of SBNC.

We respectfully request your consideration of a \$30,000 grant for our *Care for Every Child* program.

Your past valuable grant funding has enabled us to adhere to our mission by providing high quality, comprehensive, affordable health care services to all people, regardless of their ability to pay, in an environment that fosters respect, compassion and dignity. Each year SBNC helps over 17,000 low-income, uninsured, underserved and homeless individuals, children and families for whom SBNC is the only medical home where they can seek and receive these services in Santa Barbara County – right in the neighborhood areas where they reside.

If you have questions or need additional information, please do not hesitate to contact Trula Breuninger at [trula.breuninger@sbclinics.com](mailto:trula.breuninger@sbclinics.com) or at 805-617-7852.

With kind regards,

Trula Breuninger, MPH, MBA  
Chief Executive Officer

Mark A. Palmer  
Board Chair

- Enclosures:
- Grant Application Cover Sheet
  - Narrative
  - Board of Directors
  - Care for Every Child* Program Budget
  - Organization Financial Summary
  - Organization Balance Sheet Summary
  - SBNC Brochure
  - IRS Letter of Tax-Exempt Status

**Santa Barbara Neighborhood Clinics  
2014 Proposal Cover Sheet**

Foundation you are applying to: St. Francis Foundation

Legal Name of Applicant Organization: Santa Barbara Neighborhood Clinics (SBNC)

Project Name: Care For Every Child

Funds will pay for: Direct Program Support

Full Mailing Address: 914 N. Milpas Street, Second Floor, Santa Barbara , CA 93103

Location(s) if different from above: \_\_\_\_\_

Executive Director: Trula Breuninger, CEO Phone: (805) 617-7852

Fax: (805) 963-8880 Email: trula.breuninger@sbclinics.com

Website: www.sbclinics.com

Contact Person & Title: Trula Breuninger, Chief Executive Officer Phone: (805) 617-7852

Tax-exempt Status: {Most funders require 501(c)(3) status. Check this requirement before applying}

501(c)(3) Granted  Other: \_\_\_\_\_ Tax ID Number: 77-0496382

**Type of Request:** Check with individual funders to determine the types of accepted grant requests.

**Note: Check all that apply.**

General Support  Program Support  Seed Funding  Research  
 Capital  Endowment  Multi-Year  Collaborative

This Grant Request: \$ 30,000 Of Total Budget: \$ 3,496,000

Grant Period from: 07/01/2014 To: 06/30/2015

Total Organizational Budget -Current Year: \$8,974,986 Fiscal year begins: 07/01  
FY14

**Summarize the organization's mission statement (two to three sentences):**

The mission of Santa Barbara Neighborhood Clinics is to provide high quality, comprehensive, affordable healthcare to all people, regardless of their ability to pay, in an environment that fosters respect, compassion and dignity.

**Summarize your grant request (two to three sentences):**

SBNC respectfully requests a grant in the amount of \$30,000 for our *Care for Every Child* program. Your grant will enable us to provide critical and preventive medical care, dental care, bi-lingual health education, chronic care management, case management, health insurance enrollment, and outreach to an estimated 6,300 low-income, uninsured, homeless and underserved children (0-19 years old) in south Santa Barbara County who will avail of all these services through at least 22,000 patient visits during 12 months.

**Proposal Authorization:** We certify that the information in this application is to the best of our knowledge true and accurate and is submitted with our Board of Directors'/Governing Body's full knowledge and endorsement:

Mark Palmer, Board Chair 3/17/2014

Name of Authorized Board/Governing Body Representative \_\_\_\_\_ Date \_\_\_\_\_

*Mark A Palmer*

Trula Breuninger, MPH, MBA, Chief Executive Officer

Name of Lead Staff Member (or 2nd Representative) \_\_\_\_\_ Date \_\_\_\_\_





## **Proposal Narrative St. Francis Foundation 3/17/2014**

### **BACKGROUND**

#### **1. Your organization's history and accomplishments**

Santa Barbara Neighborhood Clinics (SBNC) is the critical health safety net for Santa Barbara County. SBNC was formed in 1998 by merging three existing medical clinics (Isla Vista, Westside and Carrillo Clinics) which had provided medical care to thousands of low-income patients since the 1970s. SBNC has been a community asset for 43 years.

Today, SBNC consists of four Medical Clinics strategically located in the heart of key neighborhoods (Eastside, Westside, Isla Vista and Goleta), an Eastside Family Dental Clinic with dental education, and health promotion and mental health services. SBNC is licensed by the State of California. Our dental and medical care is provided by some of the best-trained and experienced clinicians in our area.

#### **2. Your current programs and activities.**

SBNC provide services to patients regardless of their ability to pay or eligibility for health care coverage. SBNC is a "Safety Net" provider for the Barbara County low-income population. SBNC offers quality care in a culturally competent setting. Our dedicated family practice clinicians, pediatricians, dentists and support staff care for individuals and families to provide the safety net for those in need of medical and dental treatment and education. An average visit to our clinics costs SBNC \$121, which is much less than a visit to an emergency room. However, our reimbursement rate averages \$99 per visit, leaving an income gap that SBNC must fill with other funding sources.

SBNC's free and sliding-scale services to the low-income, homeless, uninsured, underinsured and underserved population of Santa Barbara County include: Acute and Preventive medical and dental care and supplies; Behavioral health and counseling services; Chronic care management for illnesses e.g. diabetes, hypertension, asthma and ADHD; Cancer Detection Program and Breast and Cervical Cancer Treatment Program; Family Planning Services, HIV, Hepatitis C and STD education, counseling and testing; Application assistance for health coverage, such as prescription assistance program, Healthy Families and Healthy Kids; *Care For Every Child* program; *Care For Every Family* Program; *Care for Every Senior* Program; *Diabetes Care Management and Education Program*; *Priority Women's Health* Program (includes family planning and supplies); Bilingual/Bicultural health and life-skills education (includes teen health advocacy and Hispanic/Latino women's health advocacy); Community outreach and presentations; Internships (e.g. Dental Residency Program), work-study and other work training programs.

#### **3. Your organization's relationships with other organizations working to meet the same need.**

SBNC's success as a health safety net for south Santa Barbara County is due in part to our numerous collaborations with over 100 organizations and agencies. Collaborations with other medical facilities, such as Cottage Health System, Sansum Clinic, Public Health Department – County of Santa Barbara and other local health care providers, allows us to provide expanded services and treat patients whose needs fall outside our scope of care. Collaborations with colleges and universities, such as Santa Barbara City College, Pacifica Graduate Institute and Santa Barbara Graduate Institute, among others, allow us to provide work-study, residency, internships and other training opportunities for students and community members. Collaborations with numerous non-profits including Direct Relief International, Casa Serena, Casa de la Raza, Casa Esperanza, the Boys & Girls Club, Isla Vista Teen center, Santa Barbara Food Bank, local schools and the YMCA in Isla Vista, allow our organizations to work together to outreach and to serve underprivileged populations in our community.

## FUNDING REQUEST

### **1. What need or problem does your project work to address?**

According to 2010-2012 data<sup>1</sup> reported by US Census Bureau, Urban Institute and Kaiser Commission on Medicaid and the Uninsured, over 1.1 million children (11% of the total uninsured population) remain uninsured in California. Seventy-two percent of these children are 6-18 years old; 68% belong to Hispanic/Latino families and 67% of these children come from families that are below 200% Federal Poverty Level (defined as a family of 2 with annual income below \$29,424 or a family of 4 with annual income below \$44,712). In addition, 30.5% of all children in California were reported to be overweight or obese<sup>2</sup>. According to recent OSHPD reports<sup>3</sup>, so-called "preventable hospitalizations" in children were related to five medical conditions such as low birth weight and short-term complications from diabetes. The financial implications of these avoidable hospitalizations can be significant. In 2011<sup>3</sup>, CMS reported that avoidable hospitalizations cost taxpayers more than \$7 billion. In California, avoidable hospitalizations cost the California-based health care system an estimated \$3.6 billion per year. It is interesting to note that people from minority ethnic groups, who are poor, or are disadvantaged, have especially high rates of diabetes. Diabetes costs in California exceed \$24 billion each year. Better access to primary health care and prevention programs can prevent avoidable hospitalizations and can reduce overall healthcare costs. SBNC's *Circle of Care* approach, which prioritizes health education and early intervention, improves children's health, quality of life, self-management skills and overall success. Health and preventive education, early intervention and services such as health insurance application assistance, case management, chronic care management, behavioral health services all address issues which affect our child patients' overall health and enhance their quality of life, skills and success.

Overall, SBNC's *Care For Every Child* program aims to benefit the community by:

- Keeping children out of emergency rooms and decreasing school absenteeism for preventable ailments;
- Increasing self-management skills and healthy lifestyles;
- Empowering children and their families through education and increased access to services;
- Encouraging and delivering regular care for chronic conditions, e.g., diabetes and asthma.

With the current economic situation, recession, high rate of unemployment, more patients are walking into our clinics and the *Care For Every Child* program services are becoming more and more vital to our community. Thirty-three percent of all SBNC clinic visits are made by *children* 0-19 years of age. Annually, over 63% of total patient visits delivered at our Eastside Family Dental Clinic (EFDC) are to child patients. EFDC is currently seeing over 1,000 patient visits per month.

As more people use our services, our program expenses increase because we provide services to every single person who walks through our doors, regardless of their ability to pay for services or their eligibility for healthcare coverage. A grant of **\$12,000** from the Ann Jackson Family Foundation will enable SBNC's *Care For Every Child* program to continue providing a wide-spectrum of healthcare services to the low-income and underprivileged children (0-19 years) in south Santa Barbara County. By improving health of one child at a time, we enhance quality of life, financial stability and success of our entire community.

### **2. Program Goals and outcomes**

During the one-year grant cycle, *Care For Every Child* program will aim to accomplish the following:

- Provide services to 6,300 unduplicated children (ages 0-19 years).

<sup>1</sup> <http://www.kidswellcampaign.org/States/Childrens-Coverage-Data/Profile-of-Uninsured-Children?GeoID=6>

<sup>2</sup> <http://www.statehealthfacts.org/profileglance.jsp?rgn=6>

<sup>3</sup> <http://californiawatch.org/dailyreport/lack-primary-and-preventive-care-sends-thousands-hospitals-14935>

- Deliver at least 22,000 patient visits (to include 12,000 medical visits and 10,000 dental visits).
- Serve more below 200% Federal Poverty Level patients (estimated at 98%) and more low-income, uninsured Hispanic/Latinos (estimated at 84%).

### 3. Describe your program

SBNC's *Care for Every Child* program is an ongoing program, which provides comprehensive healthcare services to children (ages 0-19 years) in south Santa Barbara County. This program targets low-income, uninsured, underinsured, underserved and homeless children. SBNC provides services to children regardless of their parents' ability to pay or eligibility for healthcare coverage.

SBNC's *Care For Every Child* program services include: Preventive and critical medical, dental and behavioral health care, chronic care management, (such as diabetes and asthma management and prevention), health insurance enrollment, one-on-one and group bilingual/bi-cultural health and life-skills education, teen health education and advocacy and community outreach.

This program targets all the child's healthcare needs and not just the immediate medical or dental problem, such as a cold or cavity. By this approach is integrated with efforts to address risk factors including unhealthy behaviors and address all aspects of the child's growth and development.

Services such as healthcare application assistance, case management, chronic care management and bi-lingual health education improve our patients' lives and address additional issues which affect their overall health and financial stability.

#### ***Care For Every Child (CFEC) Program Accomplishments: January 1, 2013 – December 31, 2013***

- 4,202 unduplicated children (0-19 years) were served with medical services through 12,686 total patient visits. 1,583 (38%) unduplicated children provided with medical care were 5-12 years of age and 1,266 (30%) unduplicated children were 15-19 years old; majority of child patients (78%) were of Hispanic/Latino ethnicity.
- 3,065 unduplicated children (0-19 years) were served with dental services through 10,784 total patient visits. 1,649 (54%) unduplicated children provided with dental care were 5-12 years of age; majority of children (89%) belonged to Hispanic/Latino ethnicity.
- 98% of all child patients came from below 200% Federal Poverty Level (FPL)<sup>4</sup> families.
- 165 patients were diabetic or had pre-diabetes or were obese 0-19 year olds who had a Body Mass Index (BMI) between 14.95 and 58.38. Over 81% of these patients had BMI above 25, which is categorized as overweight/obese by NHLBI.

*Acute & Preventive Health Care & Chronic Care Management* – CFEC program provided acute and preventive medical and dental care along with bi-lingual health education that improved the overall health of children aged 0-19 years. Currently, CFEC program is the only program in Santa Barbara County that provides dental services to low-income children. CFEC also provided chronic care management for illnesses such as diabetes, asthma, etc. All services were provided regardless of the child patients' parents' ability to pay or eligibility for health care coverage.

*Health Education through SBNC's Health Promotion Program (HPP)* –SBNC's health promotion staff extensively outreached in the community by participating in health fairs, numerous community and partner events, etc. In addition, staff assisted parents and children with application assistance for health coverage and successfully scheduled over 1,464 total appointments for medical, dental, Medi-Cal, Healthy Kids, Healthy Families and CDP programs & referrals.

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<sup>4</sup> SBNC utilizes the US Department of Health and Human Services FPL guidelines – 0-100% FPL is defined as Gross Yearly Income of \$23,556 and below for family size of 4 101-200% FPL is defined as Gross Yearly Income of \$47,112 and below for family size of 4



*Diabetes Care Management & Education Program*—This HPP program (in collaboration with Sansum Diabetes Research Institute) saw over 819 patient-group class visits, medical nutrition therapy education visits and nutrition appointments with Diabetes Manager. 473 Diabetes Education Group-classes were conducted which were attended by 533 female participants and 286 male participants – includes both children and parents.

*Teen Health Advocates (THA) program* – SBNC’s THA program is a community based advocacy program that promotes teen health education. Teen Advocates are trained in areas of health, social causes, self-empowerment, self-awareness, self-esteem, advocacy, health education, teamwork, leadership, volunteerism and other essential life-skills which help them to make better choices and better qualifies them to take leadership roles in the community. In spring of 2013, for the first time, SB Police Dept. made presentations to teens. HPC held 22 after-school training sessions which were attended by a total of 291 teen participants - includes 42 new enrollees. As part of curriculum, all teens were awarded 688 THA service hours and 75 teens were awarded 222.5 community service hours.

#### *Community Collaborations:*

*Westside Boys & Girls Club & Goleta Boys & Girls Club* - HPP staff held THA Program classes at these sites - to increase outreach and connect families to SBNC services.

*Food Bank of Santa Barbara County* –this helped HPP staff to sign eligible SBNC families for CalFresh Program. Foodbank donated nutritious food items for Diabetes classes – this enabled HPCP staff to demonstrate to SBNC child patients/parents new ways to eat healthier.

*Daniel Bryant Youth & Family Treatment Center* – HPP staff outreached at this partner site to increase awareness of SBNC services for young people ages 12-18, who are struggling with alcohol and other drug problems. *Head Start Program* (Community Action Commission of SB) - HPP staff linked parents/children to training programs on health, nutrition and dental care provided through this program.

*Numerous community partner locations* – Here, HPP staff made presentations on various topics including health, nutrition, MyPlate, healthy eating, portion size, etc. As part of the Advisory Committees, HPP staff also participated in monthly and quarterly meetings at Partners for Fit Youth, Child Health Access Resource Team (CHART), Head Start Program, etc.

*United Way of SB County 2013 Summer Fun In The Sun (FITS) Initiative* –June - July 2013 – HPP staff made six presentations at FITS school sites in Goleta & Santa Barbara (Eastside and Westside). Specific activities include: hands-on nutrition activities by providing children with education on healthy foods and drinks; age appropriate curriculum - Harvest of the Month curriculum, “Re-think Your Drink” curriculum; parent education with bilingual health nutrition information; and distributing information on SBNC services to parents. In addition, SBNC offered opportunities for parents and teens to volunteer at our clinics, health fairs and participate in our THA program.

#### **4. Organization’s most pressing needs?**

**CHALLENGES 2012-14:** In late 2012 it became apparent to the Board of Directors that SBNC was running a deficit of \$250,000 a month and was without the depth and breadth of executive leadership to respond to the increasing challenges of increases healthcare costs, shrinking reimbursements, and the Affordable Care Act would soon impose on SBNC. The Board of Directors became concerned whether or not the doors of our clinics could stay open. In consultation with key community health care providers, bridge funding coordinated by the Santa Barbara Foundation was given and a consultant was engaged.

A turnaround plan developed with the consultant was initiated. The search for executive leadership with vetted knowledge and experience in community clinic management culminated in the hire of Trula Breuninger as the Chief Executive Officer. Trula brings a wealth of experience in managing community health clinics and navigating the state and federal regulatory systems. With these steps SBNC has reduced the monthly operating



loss from \$250,000 to \$100,000 by consolidating offices, reducing costs, improving efficiencies, and increasing clinic productivity. Operational functions and controls have been restructured as well as efforts made to increase the current reimbursement rates. It is a testimony to the dedication of the SBNC clinical team and support staff in place throughout these challenges that there was no interruption in patient care.

In 2013 through reduction of operational costs, improved clinic efficiency and productivity, and by consolidating offices, SBNC has implemented a bridge plan to executive cost savings of over \$1 million by the end of fiscal year 2014. Like all community clinics SBNC relies on community support to help fund healthcare for those who cannot pay, and to bridge the gap between reimbursement and expenses. Following execution of the turnaround plan in 2013, SBNC's community funding need is now reduced to about \$100,000 per month, or 2.5% of total expenses. SBNC is implementing an ongoing plan to raise these funds in the community through events, individual donations, support from businesses, and grants from government and foundations.

**5. How do you plan to evaluate the effectiveness of the grant?**

SBNC evaluates effectiveness of the *Care For Every Child* program based on number of unduplicated child patients served, number of total patient and health education visits, overall improvement in health of children, and in their own understanding or their parents' understanding of preventive care and the subsequent changes in unhealthy behaviors. Based on results of various financial and statistical data analyses, SBNC's Board of Directors, SBNC's Standing Board Committees and the Senior Management Team will recommend and make adjustments to various programs and services for optimal program efficiency while delivering quality care to patients.

**6. Summarize the skills and relevant experience of staff essential to your program's success.**

Trula Breuninger, MPH, MBA was appointed CEO in July 2013. She previously served as CEO for several community health centers in the Southwest including southern California. She attended W.P. Carey School of Business at Arizona State University and UC Berkeley School of Public Health. She received her Bachelor of Science degree in nutrition from Brigham Young University.

The following staff (term of service ranging from one year to over 15 years) work to meet the goals and objectives for our programs: Trula Breuninger, MPH, MBA, Chief Executive Officer; Charles Fenzi, MD, Chief Medical Officer oversees all clinical care of our three medical clinics; Quynh Nguyen, DDS, Chief Dental Officer oversees the Eastside Family Dental Clinic; Yessenia Marroquin, Director of Clinic Operations, assists Dr. Fenzi in managing all clinic operations and oversees outreach and health education activities; Leslie Kearney, QA and Compliance Manager, is responsible for oversight of compliance and tracking and generating all reports with patient statistical data.

**7. If full funding is not available through this request, how will you proceed?**

SBNC is regularly working on its overall Strategic Plan to increase and maximize revenues from many other sources, increase capacity and improve organizational sustainability in order to remain a viable organization. If needed, to meet the increased demand for *Care For Every Child* program services, SBNC will utilize General Operating grants for this program.

**Santa Barbara Neighborhood Clinics  
2014 Board of Directors (2.19.2014)**

<b>Name</b>	<b>City/ Zip Code</b>	<b>Gender</b>	<b>Race / Ethnicity</b>	<b>Years on Board</b>	<b>Occupation / Other Affiliations</b>	<b>Age</b>
Mark Palmer Board Chair	Santa Barbara 93101	M	Caucasian	>1	Chief Executive Officer, Focus LLC	63
Melinda Staveley Vice Chair	Santa Barbara 93102	F	Caucasian	2	Vice President, Cottage Rehabilitation Hospital	68
Paul Jaconette Treasurer	Santa Barbara 93102	M	Caucasian	4	Chief Operating Officer, GenCal Health	50
Brian Knowles Secretary	Santa Barbara 93108	M	Caucasian	<1	Business Consultant	66
Deborah Babineau	Santa Barbara 93101	F	Asian	2	Vice President & Founder, BB&H Benefit Designs SBNC Patient	42
Ken Farmer	Santa Barbara 93121	M	Caucasian	<1	Salesman, Standard Capital SBNC Patient	55
Enriqueta Garcia	Santa Barbara 93103	F	Hispanic/Latino	>1	Retired Business Owner; SBNC Patient	51
Susan Lang	Santa Barbara 93103	F	Caucasian	<1	Retired; SBNC Patient	83
John Lewis, Ph.D.	Santa Barbara 93108	M	Caucasian	<1	Licensed Psychologist	48
Jerry Menchaca	Santa Barbara 93101	M	Hispanic/Latino	<1	Electrician, AC Electric; SBNC Patient	50
Jorge Morales	Santa Barbara 93105	M	Hispanic/Latino	<1	Wealth Advisor Montecito Bank & Trust SBNC Patient	33
Nikki Rickard	Santa Barbara 93105	F	Caucasian	<1	Community Volunteer; SBNC Patient	67



**Applicant Name: Santa Barbara Neighborhood Clinics (SBNC)**

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**CARE FOR EVERY CHILD ESTIMATED PROGRAM BUDGET 2013-14**

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Budget dates for grant period: 7/1/2013 -6/30/2014

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**INCOME**

<b>Source</b>	<b>Total Program(\$)</b>	<b>Pending (\$)</b>	<b>Secured (\$)</b>	<b>Notes</b>
Patient Fees	\$ 420,000.00			
Non-Governmental Payers	\$ 73,000.00			
Federal Programs	\$ 305,000.00			
State Programs	\$ 1,912,000.00			
County Contracts	\$ 93,000.00			
Other Income	\$ 169,000.00			
In-Kind Gifts	\$ 66,000.00			
Grants & Donations	\$ 458,000.00			
<b>TOTAL INCOME</b>	<b>\$ 3,496,000.00</b>	<b>\$ -</b>	<b>\$ -</b>	

**EXPENSES**

<b>Item</b>	<b>Total Program(\$)</b>	<b>This Request (\$)</b>	<b>Notes</b>
Payroll Expenses	\$ 2,173,000.00	\$ 10,000.00	
Employee Benefits	\$ 368,000.00	\$ 10,000.00	
Employee Expenses	\$ 96,000.00		
Operating Expenses	\$ 440,000.00	\$ 10,000.00	
Occupancy Costs	\$ 121,000.00		
Outside Services	\$ 72,000.00		
Other Expenses	\$ 35,000.00		
In-Kind Gifts Expense	\$ 66,000.00		
Depreciation	\$ 125,000.00		
<b>TOTAL EXPENSES</b>	<b>\$ 3,496,000.00</b>	<b>\$ 30,000.00</b>	St. Francis Foundation

**Applicant Name: Santa Barbara Neighborhood Clinics (SBNC)**

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**AGENCY BUDGET 2013-2014**

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Budget dates for grant period: 7/1/2013 -6/30/2014

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**INCOME**

<b>Source</b>	<b>BUDGET</b>		<b>Notes</b>
Patient Fees	\$ 1,352,558		
Non-Governmental Players	\$ 372,202		
Medicare	\$ 992,392		
State Players	\$ 3,964,908		
City/County Contracts	\$ 293,518		
CenCal Incentives	\$ 329,742		
Other Income	\$ 249,000		
Grants/Donations	\$ 1,200,000		
Restricted Capital	\$ -		
In-Kind Gifts	\$ 268,380		
<b>TOTAL INCOME</b>	<b>\$ 9,022,700</b>		

**EXPENSES**

<b>Item</b>	<b>BUDGET</b>		
Payroll Expenses	\$ 4,364,506		
Employee Benefits	\$ 973,285		
Employee Expenses	\$ 637,375		
Other Operating Expenses	\$ 1,652,124		
Occupancy Costs	\$ 361,547		
Outside Services	\$ 308,123		
Other Expenses	\$ 69,463		
Depreciation	\$ 340,183		
In-Kind Expenses	\$ 268,380		
<b>TOTAL EXPENSES</b>	<b>\$ 8,974,986</b>		

**Net Income** \$ 47,714

2/19/2014

**Applicant Name: Santa Barbara Neighborhood Clinics (SBNC)**

**Organization Balance Sheet Summary**

**AUDITED FIGURES**

**MOST CURRENT (\$)**

**PRIOR YEAR CLOSE (\$)**

<b>ASSETS</b>	<b>FY 2013</b>	<b>FY2012</b>
<b>Current Assets</b>		
Cash and Equivalents	\$ 110,001	\$ 554,828
Accounts Receivable	\$ 1,312,883	\$ 1,374,066
Prepaid Expenses	\$ 46,988	\$ 81,306
Inventory	\$ 117,485	\$ 123,839
Grants/Pledges & Other Receivables S/T		
Other:		
<b>Fixed assets (Net)</b>		
Property & Equipment, Net	\$ 3,330,313	\$ 3,390,126
Buildings		
Equipment		
Capitalized Leases		
<b>Investments</b>		
Endowments		
Other: Charitable Remainder Trusts	\$ 641,312	\$ 675,043
Certificate of Deposit	\$ -	\$ 265,162
Grants/Pledges & Other Receivables L/T	\$ 555,593	\$ 530,745
<b>TOTAL ASSETS</b>	<b>\$ 6,114,575</b>	<b>\$ 6,995,115</b>
<b>LIABILITIES</b>		
<b>Current Liabilities</b>		
Accounts Payable	\$ 329,531	\$ 172,692
Accrued Expenses	\$ 352,154	\$ 356,305
Long Term Debt (Current Portion)	\$ 150,070	\$ 163,597
Short Term Debt - Capitalized Leases	\$ 90,000	\$ -
Line of Credit	\$ 760,000	\$ -
<b>Long Term Debt (over a year)</b>	<b>\$ 251,256</b>	<b>\$ 368,059</b>
Loan - Mortgage		
Other: Capitalized Lease (L/T portion)		
<b>TOTAL LIABILITIES</b>	<b>\$ 1,933,011</b>	<b>\$ 1,060,653</b>
<b>NET ASSETS</b>		
Unrestricted	\$ 3,368,534	\$ 4,826,211
Temporarily Restricted	\$ 782,863	\$ 995,827
Permanently Restricted	\$ 30,167	\$ 112,424
<b>TOTAL LIABILITIES</b>		
<b>AND NET ASSETS</b>	<b>\$ 6,114,575</b>	<b>\$ 6,995,115</b>