



FY2020 Annual Report

FY2020 Major Notes and Highlights

- The corporation entered the pandemic in excellent financial position.
 - \$40k in grants in Q1
- The beginning of the pandemic was also surprisingly strong financially
 - Converted spring fundraiser from in-person to online-only event in just one month; “We Are The Medicine Festival” raised \$13k
 - Federal EIDL loan for \$87k - 30 year term, 2.75% interest, 1 year deferral
- The board decided in June to leverage our substantial cash reserves to grow rapidly.
 - Hired our first 4 W-2 employees in Q3: dedicated program and development staff
 - Executive Director Jennifer Nicolaisen freed to focus on strategic plan for growth
- New program initiatives in FY2020:
 - COVIDConnect: investments in herbal first aid and technology for online connection practice meetings while North Carolina was under stay-at-home order
 - Connection Missions: Novel non-hierarchical program for matching community needs with community service opportunities
 - Listening Line: Telephone line staffed by the community for all-day authentic connection opportunities
 - Outreach to communities of color: Launched incredibly popular connection practice circles at Haywood Street Congregation and Pisgah View Apartments
- The year ended strong with our second online festival “One Big Table”, featuring internationally acclaimed speakers, including Dr. Gabor Mate, Dimitri Mugianis, Kenya Stevens, and Sara Ness.

Key Figures

- Fundraising was 9.4% of total expenses
- Direct program expenses and program staff were 68.1% of total expenses

Balance Sheet as of 31 December, 2020

Assets	\$ 94,867.06
Checking Account	\$ 92,415.00
Merchant Account	\$ 781.67
Petty Cash	\$ 2.26
Security Deposits	\$ 1,668.13
Liabilities	\$ (91,520.00)
Outstanding Checks	\$ (1,620.00)
Loan Principal	\$ (89,900.00)
Total Equity	\$ 3,347.06

Statement of Activities

	FY2020Q1	FY2020Q2	FY2020Q3	FY2020Q4	FY2020
Income	\$76,758.90	\$65,537.00	\$24,079.23	\$59,681.03	\$226,056.16
Corporate Gifts	\$5,039.63	\$1,306.75	\$625.46	\$1,242.18	\$8,214.02
Individual Gifts	\$14,256.11	\$18,599.56	\$6,953.77	\$16,388.85	\$56,198.29
Grants	\$39,157.57	\$28,500.00	\$0.00	\$25,000.00	\$92,657.57
In-Kind Donations	\$16,900.00	\$17,130.69	\$16,500.00	\$16,500.00	\$67,030.69
Event Sponsorships	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Program Revenue	\$1,405.59	\$0.00	\$0.00	\$550.00	\$1,955.59
Expenses	\$50,837.67	\$49,265.11	\$71,300.87	\$72,890.98	\$244,294.63
<i>Direct Expenses</i>	\$12,957.97	\$11,104.07	\$9,776.01	\$14,780.53	\$48,618.58
Community & Connection Events	\$8,468.96	\$8,171.65	\$7,021.94	\$10,304.91	\$33,967.46
COVIDConnect	\$0.00	\$1,684.48	\$0.00	\$0.00	\$1,684.48
Extra-Care Program	\$4,273.34	\$1,112.97	\$395.26	\$910.82	\$6,692.39
Program Development	\$0.00	\$0.00	\$1,652.12	\$2,750.00	\$4,402.12
Outreach & Recruiting	\$215.67	\$134.97	\$706.69	\$814.80	\$1,872.13
<i>Indirect Expenses</i>	\$4,676.70	\$8,286.06	\$11,913.38	\$8,765.14	\$33,641.28
Accounting & Legal	\$165.00	\$141.00	\$201.00	\$358.00	\$865.00
Administration	\$0.00	\$0.00	\$70.00	\$230.00	\$300.00
Facilities & Office Expenses	\$3,405.71	\$2,836.52	\$3,340.13	\$3,671.91	\$13,254.27
Fundraising	\$702.78	\$1,988.99	\$1,053.94	\$1,715.61	\$5,461.32
Insurance	\$0.00	\$0.00	\$1,709.00	\$0.00	\$1,709.00
Technology	\$403.21	\$3,319.55	\$5,539.31	\$2,789.62	\$12,051.69
<i>Program Staff</i>	\$25,218.00	\$18,344.45	\$36,764.98	\$37,409.11	\$117,736.54
<i>Non-Program Staff</i>	\$6,235.00	\$8,283.00	\$4,250.00	\$3,700.00	\$22,468.00
<i>Fundraising Staff</i>	\$1,750.00	\$2,755.23	\$6,750.00	\$6,250.00	\$17,505.23
<i>Payroll Taxes</i>	\$0.00	\$492.30	\$1,846.50	\$1,986.20	\$4,325.00
	\$ 25,921.23	\$ 16,271.89	\$ (47,221.64)	\$ (13,209.95)	\$ (18,238.47)