



Meeting of The Cloth Option Board of Directors
Friday, July 12, 2019
Via Zoom Video Conference
2:00 p.m. EST

AGENDA

1. Secretary's Report (Laura)
 - a. Approval of minutes from April 27, 2019 meeting
 - b. Summary of unofficial board actions (none)
2. Treasurer's report (Laura)
 - a. Fundraising report
 - b. Financial statement
 - c. Budget comparison
3. Chair's report (Sadie)
 - a. Report on program impact
 - i. 2nd quarter 2019 (April-June)
 - ii. FY19 (January-June)
4. Proposed FY20 Budget (Laura)
ACTION: APPROVE FY20 BUDGET
5. New Business
6. Adjourn



TREASURER'S REPORT

Beginning Balance (March 31, 2019):

\$ 2605.03

INCOME (Deposits)

<u>Date</u>	<u>Description</u>	<u>Amount</u>
4/1/2019-6/30/2019	Paypal	\$ 951.07
4/1/2019-6/30/2019	Amazon Smile	\$ 17.24
4/1/2019-6/30/2019	Mailed in Checks	\$ 405.36
4/1/2019-6/30/2019	Facebook	\$1246.31
4/1/2019-6/30/2019	Reimbursements (USPS)	\$ 109.46
	TOTAL INCOME	\$2729.43

EXPENSES

<u>Date</u>	<u>Description</u>	<u>Amount</u>
4/1/2019-6/30/2019	Shipping Expenses	\$3745.43
4/1/2019-6/30/2019	Diapers Purchased	\$ 491.48
	TOTAL EXPENSES	\$4236.91

ENDING CASH BALANCE (June 30, 2019)

\$1097.56*

*Balance shown reflects \$1086.57 remaining in bank account, and \$10.99 remaining in PayPal account



SECOND QUARTER FUNDRAISING REPORT

<u>Date</u>	<u>Description</u>	<u>Amount</u>
4/1/2019-6/30/2019	Paypal Donations	\$ 951.07
4/1/2019-6/30/2019	Facebook	\$ 1246.31
4/1/2019-6/30/2019	Mailed in Checks	\$ 405.36
4/1/2019-6/30/2019	Amazon Smile	\$17.24
	<u>TOTAL RAISED AS OF</u> <u>6/30/2019</u>	\$ 2619.98



Fiscal Year Ending June 2019 Budget Comparison

Income	<u>APPROVED</u>	<u>ACTUAL</u>
Fundraising/donations	\$ 8,710.00	\$8980.12
Paypal		\$ 2,408.91
Amazon Smile		\$ 17.24
Checks		\$ 2,922.66
Facebook		\$ 3,631.31
Grants	\$ 10,000.00	\$ -
In-kind donations*	\$ 30,000.00	\$ 18,457.75
Reimbursements		\$ 109.46
Expenses		
Personnel**	\$ -	\$ -
Legal/initial filing fees	\$ (1,000.00)	\$ (330.00)
Business License Fee		\$ (100.00)
Accountant/annual filings	\$ (2,000.00)	\$ (15.00)
P.O. Box	\$ (100.00)	\$ (96.00)
Insurance	\$ (1,000.00)	\$ -
Marketing	\$ (3,000.00)	\$ (567.00)
Video conference software (annual)	\$ (150.00)	\$ (149.88)
Phone - 800 number	\$ (60.00)	
CRM	\$ (100.00)	\$ (100.00)
Local reimbursement***	\$ (5,200.00)	\$ (25.00)
Diapers Purchased	\$ (1,100.00)	\$ (737.86)
Shipping	\$ (5,000.00)	\$ (7,230.16)
In-kind distribution	\$ (30,000.00)	\$ (50,618.00)



CHAIR'S IMPACT REPORT

EOY TOTALS/COMPARISON FOR FY19 (partial fiscal year - 6 months)

	January	February	March	April	May	June
Families served	108	94	125	104	113	152
Children received diapers	138	128	-	117	137	167
Cloth changes distributed	2,070	1,920	1,875	1,755	2,055	2,505
Disposables replaced	414,000	384,000	375,000	359,000	411,000	501,000
% govt. assistance	82%	75%	-	83%	88%	86%
% shipped	-	-	-	-	92%	89.5%
Value of in-kind distribution ¹	\$7,415	\$5,827	\$5,529	\$6,833	\$11,609	\$13,405
Total by quarter	Quarter 1 Families: 327 Children: 391 Changes Distributed (15/child): 5,865 Disposables Replaced: 1,173,000 Average % government assistance: 78.5%			Quarter 2 Families: 369 Children: 421 Changes Distributed (15/child): 6,315 Disposables Replaced: 1,263,000 Average % government assistance: 85.7%		

¹ This is based on actual items entered in inventory in the CRM. The increase is likely the result of more accurate documentation.



Totals for FY19 (6 months)

Category	Totals/Average
Families served	696 (total)
Children received diapers	812 (total)
Cloth changes distributed (15 per child)	12,180 (total)
Disposables replaced (200 per cloth change)	2,436,000 (total)
% govt. assistance	82.8% (average)
% shipped	90.75% (average)
Value of in-kind distribution	\$50,618 (total)

In kind totals - some volunteers still need to submit inventory in order to total out

Starting inventory (December 2018)	Total Distributed	Ending Inventory (June 30, 2019)	Total Received
\$18,457.75	\$50,618		



PROPOSED BUDGET FOR FY20

Income	<u>Proposed FY2020</u>		<u>Approved FY19</u>	<u>ChangeFY19-20</u>
Fundraising/donations	\$ 14,400.00		\$ 8,710.00	\$5,690.00
Grants	\$ 26,450.00		\$ 10,000.00	\$16,450.00
In-kind donations*	\$ 50,000.00		\$ 30,000.00	\$20,000.00
Expenses				
Personnel**		\$ -	\$ -	\$ -
Legal/initial filing fees		\$ (1,000.00)	\$ (1,000.00)	\$ -
Accountant/annual filings		\$ (2,000.00)	\$ (2,000.00)	\$ -
P.O. Box		\$ (100.00)	\$ (100.00)	\$ -
Insurance		\$ (5,000.00)	\$ (1,000.00)	\$ 4,000.00
Marketing		\$ (3,000.00)	\$ (3,000.00)	\$ -
Video conference software (annual)		\$ (150.00)	\$ (150.00)	\$ -
Phone - 800 number		\$ -	\$ (60.00)	\$ (60.00)
CRM		\$ -	\$ (100.00)	\$ (100.00)
Local reimbursement***		\$ (5,200.00)	\$ (5,200.00)	\$ -
Diapers Purchased		\$ (10,000.00)	\$ (1,100.00)	\$ 8,900.00
Shipping		\$ (14,400.00)	\$ (5,000.00)	\$ 9,400.00
In-kind distribution		\$ (50,000.00)	\$ (30,000.00)	\$ 20,000.00
TOTAL	\$ 90,850.00	\$ (90,850.00)		
*Refers to goods, mainly cloth diapers, which are donated and distributed through our network				
**We will not have any paid personnel				
***Requires pre-approval. See TCO handbook for qualifying expenses.				