

Nurse-Family Partnership and Support Services

2021 GHF Annual Grant Program

Any Baby Can, Inc.

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Application Form

General Instructions

If approved, should they receive the short or long application?

Short

Congratulations on your advancement to the full application stage!

Please complete the remaining sections of the application. The first four sections labelled "LOI" are included for your reference and are "read only."

Program Name & Amount Requested

Program Name*

Nurse-Family Partnership and Support Services

Amount requested

\$30,000.00

LOI - About Your Organization

Organization Mission

Any Baby Can partners with families to build stability, develop skills, and unlock each child's full potential.

Organization Vision

Any Baby Can's vision is a community that empowers parents, prioritizes healthy families, and invests in child development.

Date of Incorporation

1979

Describe your organization's scope of work

Any Baby Can believes that every child deserves a strong and healthy family and offers a full service of effective program models that focus on mental, physical and emotional health - which at their core, utilize home-visitation for service delivery. Any Baby Can provides in-home physical, occupational and speech therapy, case management and specialized skills training for children with developmental delays, chronic illness, cancer, and auditory and visual impairment. New and expecting parents benefit from parenting and childbirth education classes, while first-time pregnant women participate in evidence-based prenatal and early childhood education programs. Additionally, Any Baby Can families are supported by services intended to address needs for mental health care and basic needs assistance. Programs teach parents to be their children's first teachers and family advocates, prepare children to enter elementary school and guide parents toward personal success. Programs Serving Children with Special Healthcare Needs: • The Early Childhood Intervention (ECI) Program • The Comprehensive Advocacy and Resources for Empowerment (CARE) Program • Children's Hearing Aid Texas (CHAT) Program Programs Providing Family Strengthening and Prenatal Education: • Nurse Family Partnership (NFP) Program • Tandem Pregnant & Parenting Teen Collaboration with People's Community Clinic • Healthy and Fair Start (HFS) Program Supplemental Services Available to Families Enrolled in Home Visitation Programs: • No Estás Solo/You Are Not Alone Counseling (NES) Program • Family Support Services (FSS) - Case Management for Housing and Basic Needs Assistance • Family Education Program (FEP) - Parenting Classes

How many unique individuals did your organization serve during the prior fiscal year?

2606

What geographic area does your organization serve?

Any Baby Can serves Travis, Williamson, Hays, Bastrop, Blanco, Caldwell, and Llano counties.

Please select the Georgetown zip codes your organization currently serves:

78626 78628 78633 78634 78673 78674

LOI - Financial Overview

UPLOAD: Most Recent Audit.

Please upload your organization's most recent audit and include all formal communication received from the audit firm in relation to the financial statement audit.

NOTE: If your organization has not commissioned an audit AND if you are applying for less than \$25,000, GHF will accept a CPA-prepared financial statement review. As with the audit, upload all formal communication received from the firm in relation to the review.

GHF will not accept Forms 990, 990-EZ, or 990-PF in place of an audit or CPA-prepared financial statement review.

All documents must be uploaded as one PDF.

LOI - Funding Request

PRIORITY 1: Basic Needs (Physiological)

Please identify the focus area(s) your proposal seeks to address (select all that apply):

Food Shelter/Housing

PRIORITY 2: Basic Needs (Safety) & Social Determinants of Health

Please identify the focus area(s) your proposal seeks to address (select all that apply):

Personal Security Mental Healthcare Healthcare Transportation

Priority 3: Supporting Social Determinants of Health for Priorities 1 & 2

Please identify the focus area(s) your proposal seeks to address. Select all that apply:

Emergency Financial Assistance Health Equity

Proposal Narrative

Describe how GHF grant funds will be used, if awarded. Please be sure to explain how your organization and this funding request aligns with GHF's Mission, Vision/Vision Philosophy, and Target Population. Specifically identify the target population with which you will be working.

Any Baby Can will use GHF grant funds to implement the Nurse-Family Partnership (NFP) program, a recognized model that improves health and reduces social disparities affecting women and their families. The program will focus on the GHF's Priority 2: Basic Needs (Safety) & Social Determinants of Health by providing traditional perinatal services complemented by wrap-around supports including mental health, case management, and basic needs assistance. NFP uses Nurse Home Visitors to partner with first-time mothers to bring answers, guidance, and confidence during this transitional stage in life. Beginning in early pregnancy (before 28th week), women are matched with a free, personal registered nurse to guide them through pregnancy and early parenting up until a child turns two years old. During COVID-19, using telehealth, nurses have ensured women continue healthy behaviors, attend prenatal, postnatal, and infant care visits, and support women when doctors limit appointments. Nurses have linked families to financial, digital (telehealth cell phones/tablets), housing, basic needs, and referrals for additional resources. Services focus on five key areas: Personal Health, Maternal Role, Life Course Development/Planning, Environmental Health and Friends and Family to ensure that women are proactively engaging in medical care, understand their roles as mothers, live in safe and healthy environments, have appropriate support systems, and plan for their future. Together with parents, NFP's goals are to improve: 1) pregnancy outcomes by engaging women in good preventive health practices, 2) child health and development by modeling and teaching parents how to provide responsible and competent care, and 3) family economic self-sufficiency- planning for the future (health, education, employment). The following are key program activities and methods used to reach clients:

- Home visitation – home visiting reduces transportation barriers, improves assessment results (safety, developmental, social), and engenders supportive relationships between nurses, clients, and extended family members.
- Telehealth appointments – supplemental telehealth appointments last at least 30 minutes and take place between routinely scheduled NFP visits. (Telehealth is primary form of service during the

pandemic.) • Long-term support - Nurses conduct weekly prenatal home visits the first month following enrollment and then every other week until birth, ensuring adequate pre- and postnatal care. Postpartum clients receive weekly or bi-weekly visits (based on need) until the child is 21 months, and monthly until program graduation at age 2. • Case management – referrals to health care providers and programs such as Early Childhood Intervention assist with medical and special developmental needs of children. Access to case managers, housing, and basic needs assistance through community resources, including Any Baby Can’s Family Support Services. • Counseling support – each mother receives a depression screening on their 5th prenatal visit and once again post-partum. Assessments are conducted by phone, hospital, or home visit to assess mental health needs. If needed, a Counselor from Any Baby Can’s No Estás Solo program provides up to 16 home-based (telehealth during the pandemic) counseling sessions in Spanish or English, women and their partners may also participate in Maternal Mental Health groups (online groups during the pandemic) • Self-sufficiency planning – improve financial success by planning pregnancies, continuing education, and searching for meaningful work opportunities. • Teen services - Any Baby Can’s NFP program serves nearly four times the number of mothers ages 14-17 compared to NFP programs across the nation. Locally, Any Baby Can works with hospitals, social service providers (e.g., WIC, SAFE, People’s Community Clinic), schools in several school districts, and several health collaborations to receive referrals. NFP is a unique community service as no other program provides registered nurses, home and tele visits, and works with women and children for up to two and a half years. Evaluation of NFP programs show significant impacts to families through reductions in child abuse/neglect, subsequent pregnancies, emergency room visits (e.g., accidents), and behavioral and intellectual problems among children. The impact of NFPs services closely aligns with GHF’s mission to accelerate positive change in the Community’s health and its vision for a community that is empowered to build and sustain healthy, productive lives through the environments in which they live. NFP is dedicated to working on all factors (social determinants), health, housing, education, environment, employment, that lead to improvements in short and long-term health and wellbeing. NFP’s target populations are first-time, low-income (185% FPL or less) pregnant women, their partners, and their children residing in the Georgetown, Texas area.

UPLOAD: Proposal Budget & Expense Narrative

Please upload your proposed budget and include the following details:

Staff. Position title(s), salary(ies), and fringe working directly with this program. Include rationale for each position and percentage of time these positions will spend on the program.

Supplies. List descriptions and costs for each supply, including rationale as to why these supplies are essential to the success of the program.

Overhead. Provide your organization's overhead rate and the rationale for that rate. If you include a line item for an administrative position(s), please provide salary percentage and rationale.

LOI - Relationship with Georgetown and GHF

Collaboration

In what ways do you collaborate or coordinate your services with other local organizations to serve Georgetown-area residents?

Any Baby Can has broad-based community commitment and collaborations in support of its mission. It has fostered partnerships that are particularly connected to its perinatal initiatives, including those with the Perinatal Coalition of Central Texas and Healthy Williamson County’s Maternal and Infant Work Group. Any Baby Can, through the participation in the Williamson County Behavioral Health Task Force, will continue partnering with behavioral health organizations that serve children and parents in the area and promote the

maternal mental health support groups. Any Baby Can works with local hospitals, Federal Qualified Health Centers, rural health clinics, social service providers (e.g., SAFE, Goodwill), schools in several school districts, and various health collaborations to achieve its mission in serving low-income and vulnerable first-time mothers. Women Infants and Children (WIC) assists with lactation / breastfeeding training of staff and clients and supports young families with food and nutrition. NFP has been building its program's name in the Georgetown community by reaching out to these area providers to establish collaborative partnerships. These include: OB physicians and pediatricians, juvenile detention centers/jails/prisons, dental offices, food banks/feeding centers, community centers (e.g. YMCA, Boys/Girls Club), churches/faith-based programs like Younglives. In addition, staff have also connected with Williamson County childcare programs that accept CCMS (Headstart). They have connected with LifeSteps, The Caring Place, Bluebonnet Trails Community Services, local libraries, and United Way of Williamson County. NFP fliers have also been placed at community centers, grocery stores, apartment complexes and local libraries and presentations have been given to Nurse Practitioners and schools of nursing in Round Rock and Georgetown. Nurses have also connected with providers at Seton Northwest, North Austin Medical Centers, Cedar Park Medical Center, and Lonestar Circle of Care. Renee Damron, Nurse Supervisor is a part of the Healthy Williamson County Alliance and attended their annual conference. She also attends the Maternal/Infant bimonthly working group.

Describe your organization's work in Georgetown

BabyIn 2020 Any Baby Can served Georgetown primarily through four programs: the Children's Hearing Aids Texas (CHAT) Program, the Comprehensive Advocacy and Resources for Empowerment (CARE) Program, the Family Education Program (FEP), and the Nurse-Family Partnership (NFP) Program. In total, the programs served 37 Georgetown clients with NFP and FEP having the greatest number of clients with 25 and 7, respectively. CHAT and CARE served three and two clients, respectively. The Any Baby Can No Estás Solo Program provided one Georgetown resident with counseling services. Data for fiscal year 2020 compiled by Any Baby Can show that 17% (69 primary clients and 11 family members) or one out of every six families enrolled in the NFP program received mental health counseling/therapy. In addition, 24 unduplicated clients participated in Maternal Mental Health support groups in the same period, 18 were enrolled in Any Baby Can programs including 10 NFP. This significant information shows the need for mental health services for families receiving perinatal care, supporting children with chronic illnesses/disabilities, and parenting young children. Any Baby Can is seeking to grow mental health services in the Williamson County/Georgetown area. The No Estás Solo program provides the only free bilingual Maternal Mental Health Group in Austin that supports women and their partners. This counseling group has served as a good introduction for young families into Any Baby Can's home-based prenatal, parenting education, and early childhood development programs and is as a good conduit for families' participation in complementary programming. In partnership with NFP, NES is providing home-based counseling to pregnant and parenting women who are experiencing the "Baby Blues" or Post-Partum Depression. Identifying and supporting women's mental health is linked with increased mother/child bonding and improved maternal and child health outcomes. Outreach in Georgetown will be conducted in 2021 to build NFP caseloads and extend more mental health services to clients living in the area.

How many unique Georgetown residents did your organization serve during the prior fiscal year?

Out of the total number of unique individuals your organization served during the prior fiscal year, how many were Georgetown residents?

37

Is your organization's main office located in Georgetown?

No

If no,

where is your organization's main office located? Do you maintain a satellite space in Georgetown? If so, what is the address of the Georgetown-based satellite space?

Has your organization ever received a GHF grant?

Yes

Do you currently receive any form of rent assistance from GHF?

No

If yes, please provide:

- Property address;
- Annual rent payments to GHF;
- Annual grant dollars committed by GHF to your organization specifically associated with your lease agreement.

Instructions for Shorter Applications

Congratulations! You have been approved by the GHF Grants Committee to complete an abridged version of our application in 2021. To finalize your application this year, you will only need to complete the following sections:

- Goals
- Organizational Financials
- Citations, Acknowledgement & Assurance

Goals

Grant Period: The grant period for all GHF Annual Grants is **July 1 - June 30**.

Number of Georgetown residents to be served by this grant*

37

INSTRUCTIONS: Input at least 1 and up to 3 goals that will be achieved through the funding of this proposal. The goal(s) should be attainable within the 12-month grant period.

GOAL 1*

What end result would this grant support?

To improve pregnant women’s physical and mental health.

Support for the Goal 1: Outcomes, Outputs, Tracking, Activities, Inputs*

Provide a logic model(s) through which you will achieve your goal(s). Organize the logic model for each goal as outlined below. Additional prompts are provided to guide your responses within each category.

Outcomes: *What result will show the accomplishment of the strategy? What impact do you anticipate will result from completion of the activities?*

Outputs: *What are the quantitative measures (# of participants, # of sessions held, # of encounters, etc.) that demonstrate progress?*

Tracking: *How will you measure your progress? What systems will you employ to assess the activities?*

Activities: *What activities will support the goal?*

Inputs: *What resources (human, financial, organization, etc.) will be committed to this goal?*

Outcomes: • 90% of pregnant clients served in one year will receive prenatal care. • <10% of infants born into the program will be low birthweight. Outputs: 37 unduplicated pregnant and parenting women will be served by the NFP program. Tracking: Maternal health indicators will be entered into the agency database. Activities: • Nurse Home Visits and/or Telehealth Services for clients during prenatal period. • Referrals for clients -Internal (ABC -mental health, basic needs, etc.) • Referrals for clients -External (doctors, benefits, childcare, etc.) Inputs: Nurse Home Visitor(s), NFP Supervisor(s), Admin. Assistant(s), Data and Evaluation Staff, Finance Staff, Leadership & Administrative Staff.

GOAL 2 (if applicable)

To improve children's health.

Support for the Goal 2: Outcomes, Outputs, Tracking, Activities, Inputs

Provide a logic model(s) through which you will achieve your goal(s). Organize the logic model for each goal as outlined below.

Outcomes:

Outputs:

Tracking:

Activities:

Inputs:

currentOutcomes: • 90% of mothers of newborns served in one year will initiate breastfeeding. • 90% of infants and children will maintain a “current” immunization status. Outputs: 37 unduplicated pregnant and parenting women and their children will be served by the NFP program. Tracking: Child health indicators will be entered into the database. Activities: • Nurse Home Visits and/or telehealth visits • Referrals to doctors or clinics for well child visits and immunizations. • Internal referrals to child development programs for children

who have developmental delays or need extra support. Inputs: Nurse Home Visitor(s), NFP Supervisor(s), Admin. Assistant(s), Data and Evaluation Staff, Finance Staff, Leadership & Administrative Staff.

GOAL 3 (if applicable)

N/A

Support for the Goal 3: Outcomes, Outputs, Tracking, Activities, Inputs

Provide a logic model(s) through which you will achieve your goal(s). Organize the logic model for each goal as outlined below.

Outcomes:

Outputs:

Tracking:

Activities:

Inputs:

N/A

Your Goals and Organization's Strategic Plan*

Does your organization adhere to a strategic plan? If so, how do specific components of your strategic plan tie to the goals outlined in this section?

Use Yes, Any Baby Can adheres to a strategic plan. The 2020-2024 Strategic Plan has five strategic priorities: 1) Advance Thought Leadership and Innovation, 2) Optimize Strategic and Sustainable Programs, 3) Enhance Organizational Culture and Effectiveness, 4) Strengthen Board Engagement, and 5) Improve Messaging and Communications. Each goal has priorities and key performance indicators, which are operationalized at the administrative/program level. The strategic priority that aligns or ties with NFP's goals is 2) Optimize Strategic and Sustainable Programs because a key performance indicator (KPI) is that the agency "Use robust data system and best practices to track and report client and community outcomes." Through this KPI the agency is ensuring that a) all data outcomes are defined, b) data outcomes are tracked and stored, c) that the agency will enhance/upgrade its data systems (Apricot), and d) establish a Quality Improvement Committee to effectively review and improve program outcomes. This strategic priority ensures that every program has appropriate output and outcome measures for the services it provides, and that the organization has adequate systems to store and report data to define its service population, supervise program performance, and communicate results/impact to funders.

Organizational Financials

Fiscal Year Start Date*

Please enter the start date of your current fiscal year

09/01/2020

Fiscal Year End Date*

Please enter the end date of your current fiscal year.

08/31/2021

What are your organization's cash reserves, i.e., days cash on hand?*

\$3,800,000.00

How many months could the organization operate at your continued budget level?*

3

UPLOAD: Balance Sheet for Prior Fiscal Year*

(PDF format)

1. ABC_PFYE_FY20_Balance_Sheet_Updated Apr2021.pdf

UPLOAD: Income Statement for Prior Fiscal Year*

(PDF format)

2. ABC_PFYE_FY20_Statemtn_Revs_Expend_Updated Apr2021.pdf

UPLOAD: Actual vs. Budget Income Statement for the Prior Fiscal Year*

(PDF format)

3. ABC_PFYE_FY20_Actual_vs_Budget_Updated Apr2021.pdf

UPLOAD: Current Year-to-Date Financials to include Balance Sheet and Income Statement.*

(PDF format)

4. ABC_CFY_Feb2021_Financials_most_current.pdf

UPLOAD: Year-to-Date Cash Flow Statement

If your organization generates a Cash Flow statement, upload it here in PDF format. If not, leave blank.

UPLOAD: Organization Budget for Proposed Fiscal Year, Related to the Grant Period*

(PDF format)

5. ABC_FY21_Agency_Budget.pdf

Most Recent Organization Audit

If your organization completed an audit since your LOI submission, please upload the most recent audit here.

Sources of Organizational Support: Individual Donor Contributions*

Provide the total revenue from individual contributions and the total number of individual donors from the prior fiscal year (please do not disclose donor names).

Any Baby Can received \$422,342 funds from a total of 896 donors in the prior fiscal year – September 1, 2019 – August 31, 2020.

Sources of Organizational Support: Top 5 Sources*

Provide your organization's top 5 sources of revenue from the prior fiscal year (PFY) and the amount (e.g., Texas Health & Human Services contract, \$250,000).

1. Texas Health and Human Services Commission (HHSC), \$2,345,364, 17% of total PFY budget 2. Medical Billing Revenue, \$1,793,656, 13% of total PFY budget 3. City of Austin, \$1,635,274; 12% of total PFY budget 4. Texas Dept. of Family and Protective Services (DFPS), \$1,491,711; 11% of total PFY budget 5. St. David's Foundation, \$680,624, 5% of total PFY budget

Citations, Acknowledgement & Assurance

Additional Information and Research Citations (optional)

Upload any critical details about your organization or program(s) not already included within this application that will strengthen your case for funding (no marketing material, please). This attachment may also be used to cite any statistics/research, and to define key terms and/or acronyms.

Acknowledging GHF*

Type your name and date in the space below to assure that if funded, the organization will acknowledge GHF on all related marketing materials, your website, social media, and in any other communications in which this program is promoted.

Terry Arguello

Assurance*

Type your name and date in the space provided to assure that by submitting this application, you 1) confirm that the information herein is true and correct, 2) confirm that if funded, funds will be spent according to the budget listed in this application, and 3) confirm that the organization will submit interim and final reports as required.

Terry Arguello

File Attachment Summary

Applicant File Uploads

- 1. ABC_PFYE_FY20_Balance_Sheet_Updated Apr2021.pdf
- 2. ABC_PFYE_FY20_Statemtn_Revs_Expend_Updated Apr2021.pdf
- 3. ABC_PFYE_FY20_Actual_vs_Budget_Updated Apr2021.pdf
- 4. ABC_CFY_Feb2021_Financials_most_current.pdf
- 5. ABC_FY21_Agency_Budget.pdf

Any Baby Can of Austin, Inc
Balance Sheet (Unaudited)
As of 8/31/2020

<i>(In Whole Numbers)</i>	Current Period Balance	Beginning Year Balance	YTD Change
Assets			
Current Assets			
Total Cash Accounts	3,659,899	643,603	3,016,297
Contracts/Fees Receivable	1,052,741	1,160,580	(107,839)
Grants Receivable	746,735	965,167	(218,433)
Prepays	40,045	44,033	(3,988)
Investments	290,143	273,560	16,583
Pledges Receivable			
Angel Society Receivable	6,500	42,395	(35,895)
Other Pledges Receivable	0	23,500	(23,500)
Allowance / Doubtful accounts	(325)	(2,120)	1,795
Discount on ASociety Receivable	0	(198)	198
Total Pledges Receivable	6,175	63,577	(57,402)
Other Short-Term Receiveables	113,806	133,024	(19,218)
Total Current Assets	5,909,543	3,283,543	2,626,000
Fixed Assets			
Buildings	3,083,405	3,076,400	7,006
Property, Plant, & Equipment	487,085	487,085	0
Accumulated Depreciation	(763,684)	(656,810)	(106,874)
Total Fixed Assets	2,806,806	2,906,674	(99,869)
Total Assets	8,716,349	6,190,218	2,526,131
Liabilities			
Current Liabilities			
Accounts Payable	271,525	257,678	13,847
Line of Credit Payable	0	0	0
Payroll Related Payable	619,895	472,777	147,119
Deferred Revenue	780,902	0	780,902
PPP Loan Payable	1,279,100	0	1,279,100
Total Current Liabilities	2,951,423	730,455	2,220,968
Total Liabilities	2,951,423	730,455	2,220,968
Fund Balance			
Fund Balance			
Unrestricted Net Assets	3,488,864	3,488,864	0
Temp Restricted Net Assets	1,813,592	1,813,592	0
Permanently Restricted Net Asset	157,306	157,306	0
Total Fund Balance	5,459,762	5,459,762	0
Excess Revenues over Expenditures			
Total Excess Revenues over Expenditures	305,163	0	305,163
Total Fund Balance	5,764,926	5,459,763	305,163
Liabilities and Fund Balance	8,716,349	6,190,218	2,526,131

Any Baby Can of Austin, Inc
Statement of Revenues and Expenditures
Fiscal Year 2020 (Unaudited)

(In Whole Numbers)

	FY20 Budget	FY20 Actual	Variance	
Revenues				
Philanthropic				
Donations & Contributions				
Individual Contributions	345,500	346,861	1,361	0%
Workplace Giving	60,000	51,635	(8,365)	-14%
Corporate Contributions	90,000	103,047	13,047	14%
Total Donations & Contributions	495,500	501,543	6,043	1%
Foundation Grants	1,790,532	1,809,514	18,982	1%
Event Revenue	545,000	315,739	(229,261)	-42%
Total Philanthropic	2,831,032	2,626,796	(204,236)	-7%
Earned				
Contract Revenue	6,524,034	7,210,292	686,258	11%
Season For Caring	0	56,483	56,483	
Medical Claims	2,308,675	1,793,656	(515,019)	-22%
Investment Income	0	29,521	29,521	
Inkind Revenue	0	68,113	68,113	
Total Earned	8,832,709	9,158,065	325,356	4%
Total Revenues	11,663,741	11,784,861	121,120	1%
Expenditures				
Personnel	8,851,042	8,876,880	(25,838)	0%
Communication	93,540	96,792	(3,252)	-3%
Staff Licensure & Development	83,098	77,397	5,701	7%
Travel	305,128	161,036	144,092	47%
Prof & Consultant Fees	1,175,325	1,166,932	8,393	1%
Supplies	35,530	45,585	(10,055)	-28%
Printing and Duplication	25,600	14,313	11,287	44%
Agency Memberships & Site	44,313	39,632	4,681	11%
Furnishings, Equip & Tech	107,610	137,518	(29,908)	-28%
Occupancy	135,712	115,953	19,759	15%
Client Assistance & Support	169,905	319,123	(149,218)	-88%
Fundraising Expenses	259,924	98,961	160,963	62%
Business Expense	115,312	154,589	(39,277)	-34%
Depreciation	106,874	106,874	0	0%
In Kind Expense	0	68,113	(68,113)	
Total Expenditures	11,508,914	11,479,698	29,216	0%
Revenue over Expenditures	154,827	305,163	150,336	

Any Baby Can of Austin, Inc
Statement of Revenues and Expenditures
Fiscal Year 2020 (Unaudited)

(In Whole Numbers)

	FY20 Budget	FY20 Actual	Variance	
Revenues				
Philanthropic				
Donations & Contributions				
Individual Contributions	345,500	346,861	1,361	0%
Workplace Giving	60,000	51,635	(8,365)	-14%
Corporate Contributions	90,000	103,047	13,047	14%
Total Donations & Contributions	495,500	501,543	6,043	1%
Foundation Grants	1,790,532	1,809,514	18,982	1%
Event Revenue	545,000	315,739	(229,261)	-42%
Total Philanthropic	2,831,032	2,626,796	(204,236)	-7%
Earned				
Contract Revenue	6,524,034	7,210,292	686,258	11%
Season For Caring	0	56,483	56,483	
Medical Claims	2,308,675	1,793,656	(515,019)	-22%
Investment Income	0	29,521	29,521	
Inkind Revenue	0	68,113	68,113	
Total Earned	8,832,709	9,158,065	325,356	4%
Total Revenues	11,663,741	11,784,861	121,120	1%
Expenditures				
Personnel	8,851,042	8,876,880	(25,838)	0%
Communication	93,540	96,792	(3,252)	-3%
Staff Licensure & Development	83,098	77,397	5,701	7%
Travel	305,128	161,036	144,092	47%
Prof & Consultant Fees	1,175,325	1,166,932	8,393	1%
Supplies	35,530	45,585	(10,055)	-28%
Printing and Duplication	25,600	14,313	11,287	44%
Agency Memberships & Site	44,313	39,632	4,681	11%
Furnishings, Equip & Tech	107,610	137,518	(29,908)	-28%
Occupancy	135,712	115,953	19,759	15%
Client Assistance & Support	169,905	319,123	(149,218)	-88%
Fundraising Expenses	259,924	98,961	160,963	62%
Business Expense	115,312	154,589	(39,277)	-34%
Depreciation	106,874	106,874	0	0%
In Kind Expense	0	68,113	(68,113)	
Total Expenditures	11,508,914	11,479,698	29,216	0%
Revenue over Expenditures	154,827	305,163	150,336	

Any Baby Can of Austin, Inc
Statement of Revenues and Expenditures
From 2/1/2021 Through 2/28/2021

(In Whole Numbers)	YTD Budget	YTD Actual	YTD Variance		Total Budget
Revenues					
Philanthropic					
Donations & Contributions					
Individual Contributions	215,000	333,634	118,634	55%	357,400
Workplace Giving	25,002	17,483	(7,519)	-30%	50,000
Corporate Contributions	74,000	44,381	(29,619)	-40%	107,000
Total Donations & Contributions	314,002	395,498	81,496	26%	514,400
Event Revenue	71,000	65,000	(6,000)	-8%	223,000
Foundation Grants	716,500	633,094	(83,406)	-12%	2,112,753
Total Philanthropic	1,101,502	1,093,592	(7,910)	-1%	2,850,153
Earned					
Contract Revenue	3,715,027	4,147,362	432,335	12%	7,710,053
Season For Caring	0	123,242	123,242		0
Medical Claims	1,076,431	536,948	(539,482)	-50%	2,468,108
Program Revenue	0	200	200		0
Investment Income	0	470	470		0
Other Income	0	41,386	41,386		1,279,100
In Kind Revenue	0	27,362	27,362		0
Total Earned	4,791,457	4,876,970	85,512	2%	11,457,261
Total Revenues	5,892,959	5,970,562	77,602	1%	14,307,414
Expenditures					
Personnel	5,345,302	5,167,174	178,128	3%	10,926,015
Communication	57,177	54,779	2,398	4%	113,464
Staff Licensure & Development	71,194	35,433	35,761	50%	145,304
Travel	50,507	11,730	38,777	77%	232,616
Prof & Consultant Fees	653,338	623,571	29,766	5%	1,221,307
Supplies	75,795	24,206	51,589	68%	102,275
Printing and Duplication	10,100	3,714	6,386	63%	15,550
Agency Memberships & Site Fees	53,375	56,811	(3,436)	-6%	53,725
Furnishings, Equip & Tech	175,235	178,123	(2,888)	-2%	245,683
Occupancy	62,495	53,512	8,983	14%	123,824
Client Assistance & Support	139,207	216,746	(77,539)	-56%	266,844
Fundraising Expenses	12,352	13,270	(918)	-7%	44,625
Business Expense	67,566	55,744	11,822	17%	129,686
Depreciation	54,265	54,011	255	0%	107,035
In Kind Expense	0	27,362	(27,362)	0%	0
Total Expenditures	6,827,907	6,576,185	251,722	4%	13,727,954
Revenue over Expenditures	(934,948)	(605,623)	329,325		579,461

Any Baby Can of Austin, Inc
Balance Sheet
As of 02/28/2021

<i>(In Whole Numbers)</i>	Current Period Balance	Beginning Year Balance	YTD Change
Assets			
Current Assets			
Total Cash Accounts	3,455,642	3,659,899	(204,257)
Contracts/Fees Receivable	1,475,530	1,052,741	422,789
Grants Receivable	110,000	746,735	(636,735)
Prepays	55,285	40,045	15,241
Investments	290,143	290,143	0
Pledges Receivable			
Angel Society Receivable	4,496	6,500	(2,004)
Allowance / Doubtful accounts	(325)	(325)	0
Total Pledges Receivable	4,171	6,175	(2,004)
Other Short-Term Receiveables	11,860	113,806	(101,946)
Total Current Assets	5,402,632	5,909,543	(506,911)
Fixed Assets			
Buildings	3,087,708	3,083,405	4,303
Property, Plant, & Equipment	487,085	487,085	0
Accumulated Depreciation	(817,695)	(763,684)	(54,011)
Total Fixed Assets	2,757,098	2,806,806	(49,708)
Total Assets	8,159,730	8,716,349	(556,619)
Liabilities			
Current Liabilities			
Accounts Payable	229,652	271,525	(41,873)
Line of Credit Payable	0	0	0
Payroll Related Payable	620,284	619,895	388
Deferred Revenue	871,392	780,902	90,489
PPP Loan Payable	1,279,100	1,279,100	0
Total Current Liabilities	3,000,428	2,951,423	49,004
Total Liabilities	3,000,428	2,951,423	49,004
Fund Balance			
Fund Balance			
Unrestricted Net Assets	4,190,086	4,190,086	0
Temp Restricted Net Assets	1,417,534	1,417,534	0
Permanently Restricted Net Asset	157,306	157,306	0
Total Fund Balance	5,764,926	5,764,926	0
Excess Revenues over Expenditures			
Total Excess Revenues over Expenditures	(605,623)	0	(605,623)
Total Fund Balance	5,159,302	5,764,926	(605,623)
Liabilities and Fund Balance	8,159,730	8,716,349	(556,619)

Any Baby Can of Austin, Inc.
 FY 2021 Budget
 September 1, 2020 - August 31, 2021

Budget Category	FY21 Proposed Budget
Revenues	
Philanthropic	2,850,153
Government Contracts	7,710,053
Medical Billing	2,468,108
Other Income (PPP)	1,279,100
Total Revenues	14,307,414
Operating Expenditures	
Personnel (164.4 FTEs)	10,926,015
Communication	113,464
Staff Licensure & Development	145,304
Travel	232,616
Prof. & Consultant Fees	1,221,307
Supplies	102,275
Printing and Duplication	15,550
Agency Memberships & Site Fees	53,725
Furnishings, Equip & Tech	245,683
Occupancy	123,824
Client Assistance & Support	266,844
Fundraising Expenses	44,625
Business Expense	129,686
Depreciation	107,035
Total Expenditures	13,727,954
Revenue over Expenditures	579,461
Revenue adjustments from grants received in the prior fiscal year.	(408,080)
Operational Net Gain (Loss)	171,381