

Fort Monroe Foundation
Statement of Net Assets
As of March 31, 2014 and 2013

Accrual

| | <u>FY2014</u> | <u>FY2013</u> | <u>% Change</u> |
|---|-------------------------|-------------------------|----------------------|
| ASSETS | | | |
| Current Assets | | | |
| Checking/Savings | | | |
| 1010 · CASH - Operating Account | \$ 93,293 | \$ 53,982 | 72.82% |
| 1040 · CASH - Petty Cash | 200 | 200 | 0.0% |
| 1070 · CASH Restr OPNB (CertDep) | 5,027 | 5,022 | 0.1% |
| Total Cash | <u>98,520</u> | <u>59,204</u> | <u>66.41%</u> |
| Other Assets | | | |
| 1450 · Prepaid Expenses | 1,250 | 10,000 | -87.50% |
| TOTAL ASSETS | <u><u>\$ 99,770</u></u> | <u><u>\$ 69,204</u></u> | <u><u>44.17%</u></u> |
| LIABILITIES | | | |
| Liabilities | | | |
| Current Liabilities | | | |
| Accounts Payable & Accrued Liabilities | | | |
| 20000 · Accounts Payable | - | 2,636 | -100.00% |
| Total Other Current Liabilities | - | 2,636 | -100.00% |
| Net Assets | | | |
| 3010 · Unrestricted Net Assets | 74,622 | 50,700 | 47.18% |
| Change in Net Assets FY2014 | 25,148 | 15,868 | 58.48% |
| Total Net Assets | <u>99,770</u> | <u>66,568</u> | <u>49.88%</u> |
| TOTAL LIABILITIES & NET ASSETS | <u><u>99,770</u></u> | <u><u>69,204</u></u> | <u><u>44.17%</u></u> |

Fort Monroe Foundation Statement of Activities

9 Months Ending March 31, 2014 and 2013

Accrual

| | Jul 2013 to Mar 2014 | Jul 2012 to Mar 2013 | % Change |
|--|-------------------------|-------------------------|-----------------|
| Income | | | |
| 4000 · DIRECT CONTRIB-UNRESTRICTED | | | |
| 4010 · Indiv Contrib - Unrestricted | \$ 2,210 | \$ 260 | 750.00% |
| 4020 · Business Contrib-Unrestricted | 17,485 | 14,940 | 17.04% |
| Total · DIRECT CONTRIB-UNRESTRICTED | 19,695 | 15,200 | 29.57% |
| 4050 · DIRECT CONTRIB-DONOR RESTRICTED | | | |
| 4060 · Individual Contrib-Donor Restr | 1,405 | 3,106 | -54.77% |
| 4070 · Business Contrib-Donor Restr | 108,270 | 10,300 | 951.17% |
| Total - DIRECT CONTRIB - DONOR RESTRICTED | 109,675 | 13,406 | 718.10% |
| Total - CONTRIBUTIONS | 129,370 | 28,606 | 352.25% |
| 5300 · INVESTMENTS REVENUE | | | |
| 5310 · Interest-Savings, Short-term CD | 4 | 17 | -76.47% |
| Total 5300 · INVESTMENTS REVENUE | 4 | 17 | -76.47% |
| 5400 · REVENUE FROM OTHER SOURCES | | | |
| 5450 · Advertising Revenue - VSO | 6,500 | 10,075 | -35.48% |
| Total 5400 · REVENUE FROM OTHER SOURCES | 6,500 | 10,075 | -35.48% |
| TOTAL INCOME \$ | 135,874 | \$ 38,698 | 251.11% |
| Expenses | | | |
| 7000 · GRANTS to Other Organizations | 38,421 | - | 100.00% |
| 7500 · CONTRACT SERVICES | | | |
| 7520 · Accounting Fees | 2,010 | - | 100.00% |
| 7540 · Other Professional Fees | 1,530 | - | 100.00% |
| 7560 · Outside Contract Services | 39,900 | 2,828 | 1310.89% |
| Total 7500 · CONTRACT SERVICES | 43,440 | 2,828 | 1436.07% |
| 8100 · NON-PERSONNEL RELATED | | | |
| 8110 · Supplies | 8,079 | 5,294 | 52.61% |
| 8130 · Telephone/Telecommunication | 303 | - | 100.00% |
| 8140 · Postage & Shipping | 351 | 325 | 8.00% |
| 8170 · Printing and Copying | 3,925 | 2,687 | 46.07% |
| Total 8100 · NON-PERSONNEL RELATED | 12,658 | 8,306 | 52.40% |
| 8300 · TRAVEL & MEETINGS | | | |
| 8310 · Travel-Vehicle, Lodging & Meals | 60 | - | 100.00% |
| 8320 · Meetings and Receptions | 4,115 | 3,740 | 10.03% |
| Total 8300 · TRAVEL & MEETINGS | 4,175 | 3,740 | 11.63% |
| 8500 · OTHER EXPENSES | | | |
| 8530 · Memberships & Subscriptions | 75 | - | 100.00% |
| 8570 · Advertising & Marketing Expenses | 4,420 | 2,830 | 56.18% |
| 8590.10 · Other - Blackbaud Software | 7,083 | 5,000 | 41.66% |
| 8590.11 · Other - Merchant Fees | 328 | - | 100.00% |
| Total 8500 · OTHER EXPENSES | 11,906 | 7,830 | 52.06% |
| 8600 · BUSINESS EXPENSES | | | |
| 8630 · Business Registration Fees | 126 | 126 | 0.00% |
| Total 8600 · BUSINESS EXPENSES | 126 | 126 | 0.00% |
| TOTAL EXPENSES | 110,726 | 22,830 | 385.00% |
| Change in Net Assets | \$ 25,148 | \$ 15,868 | 58.48% |

Fort Monroe Foundation
 Donations & Ad Revenue Received through March 31, 2014

| | REVENUE FY2014 | Program Account |
|---|-------------------|----------------------------------|
| <u>DONOR CONTRIB - UNRESTRICTED</u> | | |
| Andrews, William | \$ 300 | Unrestricted |
| Coleman, Michael | 500 | Unrestricted |
| Anonymous | 18 | Unrestricted |
| Davidson, Christopher | 25 | Unrestricted |
| Dicks, John | 500 | Unrestricted |
| Holben II, Earl P. | 30 | Unrestricted |
| Lt. Col. Stanley P. Morrison Ret. | 300 | Unrestricted |
| Rollins, Blanche | 25 | Unrestricted |
| Shiver, David | 500 | Unrestricted |
| Various Individuals | 12 | Unrestricted |
| DIRECT CONTRIB - Individuals | \$ 2,210 | |
| <u>DONOR CONTRIB - UNRESTRICTED</u> | | |
| Alpha Delta Kappa Alpha Nu | \$ 25 | Unrestricted |
| Athdel Ventures, Inc. | 1,000 | Unrestricted |
| Chapel of the Centurion | 1,410 | Unrestricted |
| Davaris | 5,000 | Unrestricted |
| Hidden Heritage Education, LLC | 50 | Unrestricted |
| James Maloney Foundation | 2,500 | Unrestricted |
| Kimley-Horn | 2,500 | Unrestricted |
| Paradise Ocean Club | 5,000 | Unrestricted |
| DIRECT CONTRIB - Businesses | \$ 17,485 | |
| <u>DONOR CONTRIB - UNRESTRICTED</u> | | |
| | \$ 19,695 | |
| <u>DIRECT CONTRIB - DONOR RESTRICTED</u> | | |
| Oder, G. Glenn | 1,000 | Restricted - Fundraising |
| DONOR RESTR - FUNDRAISING ACTIVITIES | \$ 1,000 | |
| <u>DONOR CONTRIB - DONOR RESTRICTED</u> | | |
| Fort Monroe Natl Park Fdn, Inc. | 300 | Restricted - Flags over the Fort |
| Sunset Marine Co. | 300 | Restricted - Flags over the Fort |
| DONOR RESTR - FLAGS OVER THE FORT | \$ 600 | |
| <u>DONOR CONTRIB - DONOR RESTRICTED</u> | | |
| Dominion Foundation | 20,000 | Restricted - Mill Creek Dock |
| DONOR RESTR - MILL CREEK DOCK | \$ 20,000 | |

Fort Monroe Foundation
 Donations & Ad Revenue Received through March 31, 2014

| | REVENUE FY2014 | Program Account |
|--|-------------------|---------------------------------------|
| APM Terminals North America | 25,000 | Restricted - Music by the Bay |
| Divaris Real Estate | 3,650 | Restricted - Music by the Bay |
| Kaufman & Canoles, Esq | 1,460 | Restricted - Music by the Bay |
| Old Point National Bank | 1,460 | Restricted - Music by the Bay |
| Towne Bank | 6,000 | Restricted - Music by the Bay |
| DONOR RESTR - MUSIC BY THE BAY | \$ 37,570 | |
| USAA | 50,000 | Restricted - 4th of July 2013 |
| DONOR RESTR - 4th of July 2013 | \$ 50,000 | |
| Various Individuals | 405 | Restricted - Jefferson Davis Memorial |
| VA Division United Daughters of Confederacy | 100 | Restricted - Jefferson Davis Memorial |
| DONOR RESTR - JeffersonDavis Memorial | \$ 505 | |
| DONOR CONTRIB - RESTRICTED | \$ 109,675 | |
| TOTAL CONTRIBUTIONS | \$ 129,370 | |

Fort Monroe Foundation
 Donations & Ad Revenue Received through March 31, 2014

| | REVENUE FY2014 | Program Account |
|------------------------------------|-------------------|----------------------------|
| REVENUE FROM OTHER SOURCES | | |
| BayPort Credit Union | 500 | VSO Brochure - Ad Purchase |
| Benjamin Thomas Watson III, D.D.S. | 125 | VSO Brochure - Ad Purchase |
| Bluewater Yacht Sales | 50 | VSO Brochure - Ad Purchase |
| Brown, William | 125 | VSO Brochure - Ad Purchase |
| Colonial Williamsburg | 500 | VSO Brochure - Ad Purchase |
| Event Central | 50 | VSO Brochure - Ad Purchase |
| Freedom Automotive | 250 | VSO Brochure - Ad Purchase |
| Harrison & Lear, Inc | 1,000 | VSO Brochure - Ad Purchase |
| John Scarborough, Inc. | 125 | VSO Brochure - Ad Purchase |
| Lentz, Diane | 50 | VSO Brochure - Ad Purchase |
| Liz Moore Realtors | 125 | VSO Brochure - Ad Purchase |
| Nat'l Exterminators, Inc. | 250 | VSO Brochure - Ad Purchase |
| Pomoco Auto Group | 500 | VSO Brochure - Ad Purchase |
| Powers Business Machines, Inc. | 125 | VSO Brochure - Ad Purchase |
| Q.Design PLC | 125 | VSO Brochure - Ad Purchase |
| Robert J. Field, DDS PC | 125 | VSO Brochure - Ad Purchase |
| Robert's Antiques & Collectibles | 50 | VSO Brochure - Ad Purchase |
| St Mary Star of the Sea School | 50 | VSO Brochure - Ad Purchase |
| Swan Tavern Antiques | 125 | VSO Brochure - Ad Purchase |
| The Chamberlin | 1,000 | VSO Brochure - Ad Purchase |
| Thomas Nelson Community College | 1,000 | VSO Brochure - Ad Purchase |
| Wells Fargo Advisors | 250 | VSO Brochure - Ad Purchase |
| ADVERTISING REVENUE | \$ 6,500 | |
| TOTAL INCOME | \$ 135,870 | |

Interest Revenue on Cert/Dep 4

Fort Monroe Foundation

Draft of Proposed Budget vs Actual

9 Months of July 2013 through March 2014

75% of FY14 (July13 - Mar 14)

| | Jul 2013 to Mar 2014 Actual | Proposed Calendar Year Budget | % of Proposed Budget |
|---|-----------------------------------|--|---|
| Income | | | |
| 4000 · DIRECT CONTRIB-UNRESTRICTED | \$ 19,695 | | |
| 4050 · DIRECT CONTRIB-DONOR RESTR | 109,675 | | |
| Total - CONTRIBUTIONS | 129,370 | 136,625 | 94.69% |
| 5400 - EARNED REVENUE - Ad Purchases (VSO) | | | |
| | 6,500 | 10,000 | 65.00% |
| 5300 · INVESTMENTS REVENUE | | | |
| | 4 | - | 100.00% |
| TOTAL INCOME \$ | 135,874 | \$ 146,625 | 92.67% |
| Expenses | | | |
| 7000 - GRANTS to Other Organizations | 38,421 | 27,000 | 142.30% July 4th |
| 7500 · CONTRACT SERVICES | | | |
| 7560 · Outside Contract Services | 43,440 | 79,500 | 54.64% July 4th, VSO, Audit, Gosport Band |
| Total 7500 · CONTRACT SERVICES | 43,440 | 79,500 | 54.64% |
| 8100 · NON-PERSONNEL RELATED | | | |
| 8110 · Supplies (ofc & other exp) | 8,079 | 3,000 | 269.30% |
| 8130 · Telephone & Telecommunications | 303 | - | 100.00% |
| 8140 · Postage & Shipping | 351 | 1,000 | 35.10% |
| 8170 · Printing and Copying | 3,925 | 1,500 | 261.67% |
| Total 8100 · NON-PERSONNEL RELATED | 12,658 | 5,500 | 230.15% |
| 8300 · TRAVEL & MEETINGS | | | |
| 8310 · Travel-Vehicle, Lodging & Meals | 60 | - | 100.00% |
| 8320 · Meetings & Receptions | 4,115 | 8,000 | 51.44% Receptions & Fundraisers |
| Total 8300 · TRAVEL & MEETINGS | 4,175 | 8,000 | 52.19% |
| 8500 · OTHER EXPENSES | | | |
| 8530 - Memberships & Subscriptions | 75 | - | 100.00% |
| 8570 · Advertising/Marketing Expenses | 4,420 | 7,000 | 63.14% Brochures & Howell Mktg |
| 8590 · Other Costs | - | - | |
| 8590.10 - Other Costs - Blackbaud, Inc | 7,083 | 10,000 | 70.83% Altru Software |
| 8590.11 - Other Costs - Merchant Fees | 328 | - | 100.00% |
| Total 8500 · OTHER EXPENSES | 11,906 | 17,000 | 70.04% |
| 8600 · BUSINESS EXPENSES | | | |
| 8630 · Business Registration Fees | 126 | - | 100.00% |
| Total 8600 · BUSINESS EXPENSES | 126 | - | 100.00% |
| TOTAL EXPENSES \$ | 110,726 | \$ 137,000 | 80.82% |
| Change in Net Assets | \$ 25,148 | \$ 9,625 | 261.28% |

FORT MONROE FOUNDATION
Proposed Budget for Calendar Year 2014

Revenue

Event Sponsors

| Event Description | Total |
|--------------------------------|------------------|
| Receptions | 14,000 |
| Virginia Symphony Fundraiser | 25,000 |
| Holly Days at Fort Monroe | 2,500 |
| Contraband History Day | 7,500 |
| 4th of July Event | 50,000 |
| Subtotal Event Sponsors | \$ 99,000 |

Annual Sponsors Program

| Donation Level | Amount |
|---------------------------------|------------------|
| Platinum | - |
| Gold | 5,000 |
| Silver | 5,000 |
| Bronze | 3,000 |
| Supporter | 2,500 |
| Patron | 1,500 |
| Friend | 625 |
| Subtotal Annual Sponsors | \$ 17,625 |

Restricted Donation

| | |
|----------------------------|------------------|
| Dominion Virginia Power | 20,000 |
| Subtotal Restricted | \$ 20,000 |

TOTAL DONATIONS \$ 136,625

Earned Revenue

| | | |
|--------------------------------|------------------|------------------------|
| Virginia Symphony Brochure Ads | 10,000 | Revenue - Brochure Ads |
| TOTAL EARNED REVENUE | \$ 10,000 | |

Disbursements

General Expenses

| | | |
|-------------------------------------|--------|----------------------|
| Blackbaud Annual Fee | 10,000 | Other Exp - Software |
| MBTB/Symphony Fundraiser | 1,500 | Mtgs & Receptions |
| Receptions | 6,500 | Mtgs & Receptions |
| Symphony Program & Related Expenses | 5,000 | Adv & Marketing |
| Special Event Advertising | 2,000 | Adv & Marketing |
| 4th of July Fireworks | 15,000 | Contract Services |
| 4th of July Veolia/EDO | 20,000 | Contract Services |

FORT MONROE FOUNDATION
Proposed Budget for Calendar Year 2014

| | | |
|--|-------------------|---------------------------|
| 4th of July FSC Grant | 20,000 | Contract Services |
| Virginia Symphony | 22,500 | Contract Services |
| Holly Days Supplies | 1,000 | Supplies - Office & Other |
| Anniversary of Bandstand | 2,000 | Contract Services |
| FMF Donation Gifts | 1,000 | Supplies - Office & Other |
| Stationary and Supplies | 1,000 | Supplies - Office & Other |
| Postage | 1,000 | Postage |
| Printing/Copies | 1,500 | Printing |
| General & Administrative Expenses | \$ 110,000 | |

Grants To Be Disbursed

| | | |
|-------------------------------|------------------|----------------------|
| Casemate Advertising | 2,000 | Grants to Other Orgs |
| Casemate Exhibits | 5,000 | Grants to Other Orgs |
| Kayak Grant to FMA | 20,000 | Grants to Other Orgs |
| Grants to be Disbursed | \$ 27,000 | |

TOTAL DISBURSEMENTS **\$ 137,000**

NET DIFFERENCE **\$ 9,625**