

MCKINNEY COMMUNITY DEVELOPMENT CORPORATION

Promotional and Community Event Grant Application

Fiscal Year 2022

IMPORTANT:

- Please read the McKinney Community Development Corporation Grant Guidelines prior to completing this application.
- The Grant Guidelines and Application are available at www.mckinneycdc.org ; by calling 972.547.7653 or by emailing cschneible@mckinneycdc.org
- Please call to discuss your plans for submitting an application_in advance of completing the form. A completed application and all supporting documents are required to be submitted via email or on a thumb drive for consideration by the MCDC board. Please submit the application to:

McKinney Community Development Corporation
5900 S. Lake Forest Blvd., Suite 110
McKinney, TX 75070

- *If you are interested in preliminary Board of Directors review of your project proposal or idea, please complete and submit the Letter of Inquiry form, available at www.mckinneycdc.org, by calling 972.547.7653 or emailing cschneible@mckinneycdc.org.*

Applications must be completed in full, using this form, and received by MCDC, via email or on a thumb drive, by 5:00 p.m. on the date indicated in schedule below.

Promotional and Community Event Grant Calendar:

Application Deadline	Presentation to MCDC Board	Board Vote and Award Notification
Cycle I: November 30, 2021	December 16, 2021	January 27, 2022
Cycle II: May 31, 2022	June 23, 2022	July 28, 2022

APPLICATION

INFORMATION ABOUT YOUR ORGANIZATION

Name: Meals on Wheels

Federal Tax I.D.: 75-1544507

Incorporation Date: 12/08/1976

Mailing Address: 600 N. Tennessee

City: McKinney

ST: TX

Zip: 75069

Phone: (972) 562-6996

Fax: N/A

Email: tysonz@mealsonwheelscc.org

Website: <https://www.mealsonwheel scc.org>

Check One:

- Nonprofit – 501(c) Attach a copy of IRS Determination Letter
- Governmental entity
- For profit corporation
- Other

Professional affiliations and organizations to which your organization belongs:

Meals on Wheels America

Meals on Wheels Texas

REPRESENTATIVE COMPLETING APPLICATION:

Name: Polyanna Spears

Title: Development & Grant Associate

Mailing Address: 600 N. Tennessee

City: McKinney

ST: TX

Zip: 75069

Phone: 972-562-6996

Fax: N/A

Email: spearsp@mealsonwheelscc.org

CONTACT FOR COMMUNICATIONS BETWEEN MCDC AND ORGANIZATION:

Name: Renee Thornton

Title: Community Director of Emerald Cottages of Stonebridge

Mailing Address: 2551 Alma Rd

City: McKinney

ST: TX

Zip: 75072

Phone: 972-757-7028

Fax: N/A

Email: renee@emeraldcottages.com

FUNDING

Total amount requested: \$3,000

Matching Funds Available (Y/N and amount): N

Have you received or will funding be requested from any other City of McKinney entity (e.g. McKinney Convention and Visitors Bureau, Arts Commission, City of McKinney) for this event?

Yes

No

Please provide details and funding requested: Advertising – CIN \$1,100 Banners & Signs - \$800 Printing - \$700

Graphic Design Fees - \$400

PROMOTIONAL/COMMUNITY EVENT

Start Date: 9/17/22

Completion Date: 9/17/22

BOARD OF DIRECTORS *(may be included as an attachment)*

See attached

LEADERSHIP STAFF *(may be included as an attachment)*

Marzella Tyson - CEO

Donnie Robertson - Development Director

Using the outline below, provide a written narrative no longer than 7 pages in length:

I. Applying Organization

Describe the mission, strategic goals and objectives, scope of services, day to day operations and number of paid staff and volunteers.

Disclose and summarize any significant, planned organizational changes and describe their potential impact on the Project/Promotional/Community Event for which funds are requested.

II. Promotional/Community Event

- Outline details of the Promotional/Community Event for which funds are requested. Include information regarding scope, goals, objectives, target audience.
- Describe how this event will **showcase McKinney and promote the City for the purpose of business development and/or tourism**.
- Describe how the proposed Promotional/Community Event fulfills strategic goals and objectives for your organization.
- Promotional/Community Events must be **open to the public**. If a registration fee is charged, it must be \$35 or less.
- **If the event benefits a nonprofit organization, specific detail must be provided regarding the benefit** (e.g. X\$ per entry; X% of overall revenue; X% of net revenue).
- Provide information regarding planned activities in support of the event, timeframe/schedule, estimated attendance and admission/registration fees, if planned.
- Include the venue/location for the proposed event.
- Provide a timeline for the production of the event.
- Detail goals for growth/expansion in future years.
- Provide plans to attract resident and visitor participation and contribute to business development, tourism and growth of McKinney sales tax revenue.
- Demonstrate informed budgeting/financial planning - addressing revenue generation, costs and use of net revenue.

Has a request for funding, for this Project/Promotional/Community Event, been submitted to MCDC in the past?

Yes

No

Date(s): N/A

Financial

- Provide an overview of the organization's financial status including the projected impact of this event on your organization's ability to fulfill mission and goals.
- Please attach your organization's budget and Profit and Loss statement for the current and previous fiscal year and audited financial statements for the preceding two years. If audited financials are not available, please indicate why.
- **In addition to your organization's budget, please provide a detailed budget for the proposed Promotion/Community Event.**

Overview of Promotional/Community Event financial goal?

Gross Revenue	\$22,500
Projected Expenses	\$1,600
Net Revenue	\$20,900

What dollar amount and percentage of Promotional/Community Event funding will be provided by other sources such as sponsorship, registration fees, individual or corporate donations, etc.? 10000

Sponsorship Revenue	\$17,000
Registration Fees	\$4,500
Donations	\$
Other (raffle, auction, etc.)	\$1,000
Net Revenue	\$22,500

IV. Marketing and Outreach

- Provide specific detail regarding the advertising, marketing plans and outreach strategies developed for this event.
- Provide a detailed outline and budget for planned marketing, advertising and outreach activities and promotional channels (e.g. print, radio, social media platforms, etc.). **The total expenditures planned must match the amount requested in this grant application.** If you need an example, please contact Linda Jones at liones2@mckinneycdc.org.

V. Metrics to Evaluate Success

- Outline the metrics that will be used to evaluate success of the proposed Promotional/Community Event. If funding is awarded, a final report will be required summarizing success in achieving objectives outlined for the event.

VI. Presentation to MCDC Board of Directors

Completed applications that are eligible for consideration by MCDC will be presented to the board according to the schedule included on the first page of this application. **Please be prepared to provide the information outlined below in your presentation:**

- Details regarding the specific marketing activities (promotional channels) that you plan to use and the budget allocated to each (print, radio, social media, etc.).
- If this is an annual/biennial event, please include results you saw from use of the various marketing activities in the past (what worked, what didn't).
- Do you plan to utilize the grant requested to fund your total marketing budget? If not, what percentage would the grant cover?
- If possible, please include examples of past marketing initiatives (screen shots of ads, social media, etc.). Also – please include photos of previous year's event in your presentation.
- Please share the attendance numbers from the previous year's event (if this is a repeat event).
- If possible, please identify the number of people who attended from McKinney – and those who were visitors to the city.
- If you are applying as a for-profit organization, with a nonprofit beneficiary identified for your event, please include the name(s) of the nonprofit groups who will be supported by the event and the percentage of revenue (indicate gross or net) or dollar amount that will be provided.
- Presentations to the Board will be limited to no more than five (5) minutes.

Acknowledgements

If funding is approved by the MCDC board of directors, Applicant will assure:

- The Promotional/Community Event for which financial assistance is sought will be administered by or under the supervision of the applying organization.
- All funds awarded will be used exclusively for advertising, marketing and promotion of the Promotional/Community event described in this application.
- MCOC will be recognized in all marketing, advertising, outreach and public relations as a funder of the Promotional/Community Event. A logo will be provided by MCDCV for inclusion on all advertising, marketing and promotional materials. Specifics for audio messaging will be agreed upon by applicant and MCDC and included in an executed performance agreement.
- The Organization officials who have signed the application are authorized by the organization to submit the application;
- Applicant will comply with the MCDC Grant Guidelines in executing the Promotional/Community Event for which funds were received.
- A final report detailing the success of the Promotional/Community Event, as measured against identified metrics, will be provided to MCDC no later than 30 days following the completion of the Promotional/Community Event.
- Grant funding is provided on a reimbursement basis subsequent to submission of a reimbursement request, with copies of invoices and paid receipts for qualified expenses. Up to 20% of the grant awarded may be withheld until the final report on the Promotional/Community Event is provided to MCOC.
- Funds granted must be used within one year of the date the grant is approved by the MCDC board.

We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge.

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Signature

Zella Tyson
Printed Name

May 25, 2022
Date

Representative Completing Application

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Signature

Pollyanna Spears
Printed Name

May 25, 2022
Date

INCOMPLETE APPLICATIONS, OR THOSE RECEIVED AFTER THE DEADLINE, WILL NOT BE CONSIDERED.

CHECKLIST:

Completed Application:

- use the form/format provided
- Organization Description
- Outline of Promotional/Community Event; description, budget, goals and objectives
- Indicate how this event will showcase the City of McKinney for business development/tourism
- Promotional/Community Event timeline and venue included
- Overall organization **and** event budget that includes plans and budget for advertising, marketing and outreach included
- Evaluation metrics are outlined
- List of board of directors and staff
- Financials: organization's budget and P&L statement for current and previous fiscal year; Promotional/Community Event budget; audited financial statements are provided
- IRS Determination Letter (if applicable)

A FINAL REPORT MUST BE PROVIDED TO MCDC WITHIN 30 DAYS OF THE EVENT/ COMPLETION OF THE PROJECT/PROMOTIONAL/ COMMUNITY EVENT.

FINAL PAYMENT OF FUNDING AWARDED ~~WU~~ BE MADE UPON RECEIPT OF FINAL REPORT.

PLEASE USE THE FORM/FORMAT OUTLINED ON THE NEXT PAGE FOR THE FINAL REPORT.



McKINNEY COMMUNITY DEVELOPMENT CORPORATION

Final Report

Organization: Meals on Wheels of Collin County

Funding Amount: \$3,000

Project/Promotional/Community Event: ISpy McKinney

Start Date: Sept 17, 2022

Completion Date: Sept 17, 2022

Location of Project/Promotional/Community Event: Hub 121 / McKinney TX

Please include the following in your report:

- Narrative report on the Project/Promotional/Community Event
- Identify goals and objectives achieved
- Financial report – budget as proposed and actual expenditures, with explanations for any variance. If the event includes a charitable component, include the donation made.
- Samples of printed marketing and outreach materials (MCOCD logo to be included)
- Screen shots of online Promotions (MCOCD logo to be included)
- Photographs, slides, videotapes, etc.
- Performance against metrics outlined in application

Please submit Final Report no later than 30 days following the completion of the Promotional/Community Event to:

McKinney Community Development Corporation
5900 S. Lake Forest Blvd., Suite 110
McKinney, TX 75070

Attn: Cindy Schneible
cschneible@mckinneycdc.org

MCDC Grant Application Narrative:

- I. The Senior Services Alliance is a sub-group of the McKinney Chamber of Commerce. The strategic goals of this organization are to connect like minded businesses, provide education on senior related topics and services available to serve seniors of McKinney Texas and surrounding areas. This group is made up of approximately 100 members. Each year we choose a charity to benefit. Our charity for the last several years has been Meals on Wheels of Collin County.
- II. Last year we chaired our very first event called, I Spy McKinney – Discovery Edition. The goal was to raise funds for Meals on Wheels and we were successful in doing so, raising over \$6,600 with a road rally/ scavenger hunt combined event highlighting fun history facts about McKinney. Mayor Fuller and his wife jumped on board and MC'd the event. With the success of the event, we knew we were destined for a repeat.

The theme of this year's event is I Spy McKinney – Entertainment Edition. It will be September 17 from 2:00-5:00 pm and include the scavenger hunt component. In an effort to keep from limiting our fundraising goals, Maylee offered her band as entertainment, and we chose the newest entertainment venue, Hub121 as our site. The location of Hub121 makes it convenient to attract additional residents from Allen, N. Plano and Frisco. Most of the restaurants should be up and running by the time of the event, allowing a natural flow of traffic for the attendees to stick around and dine.

The scavenger hunt participants will culminate at Hub121 and be joined by other entertainment seekers looking to experience the venue. We will offer multiple sponsorship opportunities as well as booth spaces for smaller entertainment venues looking to promote their locations.

Public participants at Hub121 will be given the opportunity to purchase donation-based raffle tickets for opportunities to win some wonderful, donated prizes. Event t-shirts will be available for purchase as well.

We anticipate approximately 75-80% of our gross revenue to come from our sponsorships. Approximate 20% of our revenue will come from registration fees from the scavenger hunt.

- III. With the award of the MCDC grant, our net revenue goal is just over \$20K. We anticipate reaching this goal by collecting \$12,000 in sponsorship fees, \$2,500 from booth sponsors, along with \$4,500 (\$60/car x 75 cars) collected in registration fees for the scavenger hunt. The balance of our projected goals would come from raffle ticket & t-shirt sales as well as general donations.
- IV. Advertising is planned for the Community Impact News for a ½ page ad in the month of August for \$1,240 per ad. CIN has also offered to promote it via their newsletter and social media. We estimate the banners and signage for the event to cost around \$800. Printing expenses for the scavenger hunt, flyers, etc. are estimated at \$560. We are hoping to get the graphic design fees donated but have them currently estimated at \$400.
- V. We are working on the metrics to attempt to identify the exposure of the number of residents/non-residents impacted through this event. We anticipate 150 – 200 participants in the scavenger hunt and know that Hub121 concert venue will support 500 guests. We recognize that not all guests will stick around for the entire event time so the numbers will fluctuate.

OGDEN UT 84201-0038

In reply refer to: 4055267774
Mar. 17, 2017 LTR 4168C O
75- 1544507 000000 00
00027405
BODC: TE

HEALS ON WHEELS COLLIN COUNTY
600 N TENNESSEE ST
MCKINNEY TX 75069-3960

019758

Employer ID Number: 75-1544507
Form 99-required: Yes

Dear Taxpayer:

This is in response to your request dated Feb. 16, 2017, regarding your tax-exempt status.

We issued you a determination letter in February 1979, recognizing you as tax-exempt under Internal Revenue Code CIRC> Section 501Cc> (3).

Our records also indicate you're not a private foundation as defined under IRC Section 509Ca> because you're described in IRC Sections 509Ca1C1> and 170Cb1C11CA>Cvi).

Donors can deduct contributions they make to you as provided in IRC Section 170. You're also qualified to receive tax deductible bequests, legacies, devises, transfers, or gifts under IRC Sections 2055, 2106, and 2522.

In the heading of this letter, we indicated whether you must file an annual information return. If a return is required, you must file Form 990, 990-EZ, 990-N, or 990-PF by the 15th day of the fifth month after the end of your annual accounting period. IRC Section 6033Cj)provides that, if you don't file a required annual information return or notice for three consecutive years, your exempt status will be automatically revoked on the filing due date of the third required return or notice.

For tax forms, instructions, and publications, visit www.irs.gov or call 1-800-TAX-FORH C 1-800-829-3676).

If you have questions, call 1-877-829-5500 between 8 a.m. and 5 p.m., local time, Monday through Friday CALaska and Hawaii follow Pacific Time>.

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Har. 17, 2017 LTR 4168C 0
75-1544507 000000 00
00027406

HEALS ON WHEELS COLLIN COUNTY
600 N TENNESSEE ST
MCKINNEY TX 75069-3960

Sincerely yours,



Jeffrey I. Cooper
Director, EO Rulings & Agreement

Meals on Wheels Collin County
600 North Tennessee Street, McKinney, TX 75069

LAST NAME	FIRST NAME	TITLE	ADDRESS	PHONE NUMBERS	AFFILIATION	CITY	Ethnicity	EMAIL	Learn Begins	Learn Ends	DOB
Andor	Briana	Trustee	2909 Cypress Point Drive McKinney TX 75072	972-658-0522	Andor Chiropractor	McKinney	Caucasian	drbriandor@gmail.com	12/2019	12/2022	7/14/1984
Carrell	Pete	Finance Chairman	115 S Kentucky Street McKinney TX 75069	972-542-8889 972-742-5302	CPA, Carrell and Company	McKinney	Caucasian	pete@carrellandcompany.com	12/2018	12/2021	8/23/1966
Click	Peaav	Trustee	rou.q Harbor lown Unve McKinney TX 75070	972-683-3452	Hewlett Packard	McKinney	Caucasian	oeaav@mmatexas.com	12/2019	12/2022	3/21/1954
Cortes	Fernando	Trustee	1409 Stoneoak Drive McKinney TX 75072	972-673-8189 214-636-8140	Keung Dr. Pepper Chief Supply Chain Officer	Plano	Hispanic	fernanda.cortes@mac.com	12/2019	12/2022	10/11/1975
Dillahunt	Rick	Trustee	121 r nms creeK unve McKinney TX 75070	214-674-6802	1-ct1red, Levi Strauss	McKinney	Caucasian	rick@dillvman.com	12/2020	12/2023	2/18/1950
Dismuke	Jimmy	Trustee	ouo Forest Bend Dnve Plano TX 75025	972-424-5829	Owner, D-Vend1ng Retired Xerox	Plano	African American	zmuke@aol.com	12/2019	12/2022	9/21/1948
Gamble	Billy	Governance	4501 Salerno Plano TX 75093	972-867-1622 972-533-1212	Retired Boy Scouts of America Executive	Plano	Caucasian	wcaamble42@gmail.com	12/2020	12/2023	12/13/1936
Gebhart	Ryan	Trustee	4519 Helston Drive Plano TX 75024	254-640-0710	President, Baylor Scott & White	Plano	Caucasian	ryan.aebhart@bswhealth.org	10/2019	10/2022	
Gilmore	Jim	Trustee	1000 Well Meadow Lane McKinney TX 75071	972.529.8503	Insurance Agent	McKinney	Caucasian	sooneri40@aol.com	12/2020	12/2023	4/1/1950
Haworth	Jennifer	Trustee	1136 Canteberry Drive Yukon OK 73099	405-474-3366	Chief Marketing Officer Globe Life	McKinney	Caucasian	jiennhaworthrmvahoo.com	01/2019	01/2022	12/19/1973
Henslev	Clvde	Trustee	1102 Stratford Drive Richardson TX 75080	972-231-1203 214-906-1000	Retired Banker	Richardson	Caucasian	ccwhenslev@aol.com	12/2018	12/2021	7/24/1941
Herin- Wallace	Hollv	Trustee	302 Lago Grande Trail Lucas TX 75098	972-766-7039 214-675-8640	Director, National Account Management BCBS	Richardson	Caucasian	hollv_herin@bcbstx.com	12/2019	12/2022	6/21/1986
Johnson	Doua	Trustee	10900 Star Meadow Drive Frisco TX 75033	972-618-0572 214-578-0419 972-548-3139	VP, Global Supply Chain, Emerson Process Mamt	Frisco	Caucasian	doug.johnson@emerson.com	12/2018	12/2021	11/11/1962
Miller	Chris	Trustee	421 Whitley Place Drive Prosper TX 75078	940-297-6901 805-341-5242	Market Executive Dallas BOA/Merrill Lynch	Prosper	Caucasian	c_miller@ml.com	01/2021	12/2023	5/11/1973
Rock	Wayne	Chairman Emeritus	8417 Quinton Point Drive Plano TX 75025	972-696-9510 214-514-9139	Retired, Groom Senior Living	Plano	Caucasian	Rockwav56@Hotmail.com	12/2018	12/2021	4/15/1956
Schick	Andrew	Trustee	3704 Harlington Lane Richardson TX 75082	817-228-8639	Director, Talent Acquisition Hilti	Richardson	Caucasian	andrewschick9rnmmail.com	12/2018	12/2021	4/30/1981
Skinner	Jim	Trustee	29 Meadowcreek Drive Melissa TX 75454	214-762-8700	Collin County Sheriff, Law Enforcement Veteran, Trial Attorney, Prosecutor	Melissa	Caucasian	sheriffskinner@collincountvtx.gov	12/2020	12/2023	7/30/1959
South	Tabitha	Trustee	715 Tuskegee Drive Wylie TX 75098	972-207-3410	Assistant Chief Nursing Officer Medical City Plano	Wylie	Caucasian	tab1tha_south@med1calcityhealth.com	12/2018	12/2021	12/8/1976
Steckel	Ralph	Trustee	2912 Robin Road Plano TX 75075	214-417-1877	President, AARP Plano Chapter North Texas	Plano	Caucasian	risteckel@verizon.net	12/2018	12/2021	8/19/1941

Meals on Wheels Collin County
600 North Tennessee Street, McKinney, TX 75069

Turner	Maria	Trustee	5700 Granite Parkway, Suite 1000 Plano TX 75024	C 214-289-8976	Marketing Specialist, Ford Motor Company	Plano	Caucasian	mturn157@ford.com	08/2019	08/2022	1111511990
Uodike	Brian	Trustee	5724 Pepperridge Drive Richardson TX 75082	214-458-6257	Director, PwC Consulting	Richardson	Caucasian	bruodike@aol.com	12/2019	12/2022	4/21/1982
Veale	Chris	Vice Chairman	3439 Triple Crown Street Celina TX 75009	214-585-3800	Charles Schwab, VP Financial Consultant	Frisco	Caucasian	cveale@tnt.com	12/2018	12/2021	9/23/1973
Waddill	David	Trustee		0972-548-5680	Collin County Judge		Caucasian	acundiff@co.collin.tx.us	12/2019	12/2022	
Tyson	Zella	CEO/ Executive Director	3507 Ironwood Drive McKinney, TX 75070	C 469-667-5848	Meals on Wheels of Collin County	McKinney	African American	tysonz@mowcc.com	4/12/2016		6/17/1963
Roeder	Bob	Chairman	2077 CR 168 McKinney TX 75071	W 214-544-4003 C 214-738-8225	Abernathy, Roeder, Boyd & Hullett P.C.	McKinney	Caucasian	rroeder@abernathy-law.com	12/2020	12/2021	3/31/1948

**Meals on Wheels Collin County
Profit & Loss**

October 1, 2019 through June 1, 2022
Meals on Wheels Collin County

**Balance Sheet and Statement of Profit and Loss
For the FYs 2020, 2021 and 2022 YTD**

Balance Sheet

	FY 2020	FY 2021	FY 2022 YTD June 1, 2022
ASSETS			
Current Assets			
Checking/Savings	2,919,652.50	4,636,544.06	5,071,645.20
Accounts Receivable	459,293.53	409,666.76	358,442.50
Other Current Assets	36,213.94	50,998.40	64,802.93
Total Current Assets	3,415,159.97	5,097,209.22	5,494,890.63
Fixed Assets	466,658.69	534,685.71	566,549.29
TOTAL ASSETS	3,881,818.66	5,631,894.93	6,061,439.92
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	22,191.72	72,706.74	64,225.11
Credit Cards	19,541.97	18,145.33	5,804.24
Other Current Liabilities	129,770.67	118,260.11	107,414.57
Total Current Liabilities	171,504.36	209,112.18	177,443.92
Total Liabilities	171,504.36	209,112.18	177,443.92
Equity	3,710,314.30	5,422,782.75	5,883,996.00
TOTAL LIABILITIES & EQUITY	3,881,818.66	5,631,894.93	6,061,439.92

Statement of Profit and Loss

	FY 2020	FY 2021	FY 2022 YTD June 1, 2022
Ordinary Income/Expense			
Income			
4000 - Contributions	1,407,990.03	1,678,816.33	1,096,421.60
4100 - Charitable Grants	565,282.73	1,025,534.04	423,505.15
4200 - Program Revenue	850.00	100.00	0.00
4300 - Contracts	1,494,062.68	1,758,070.33	882,281.98
4500 - Rent and Investments	90,143.02	77,177.18	29,992.74
Total Income	3,558,328.46	4,539,697.88	2,432,201.47
Gross Profit	3,558,328.46	4,539,697.88	2,432,201.47
Expense			
5000 - Personnel Costs	1,185,874.16	1,474,261.97	1,065,991.52
5100 - Professional Development	7,802.40	10,141.48	7,980.52
5200 - Meals / Food	511,016.22	628,993.45	448,716.83
5300 - Equipment / Maintenance Costs	110,252.58	147,654.86	114,153.70
5400 - Occupancy / Building	93,706.24	110,150.23	66,652.37
5500 - Transportation / Travel	124,636.52	162,395.58	131,677.41

Meals on Wheels Collin County
Profit & Loss
October 1, 2019 through June 1, 2022

	FY 2020	FY 2021	FY 2022 YTD June 1, 2022
6000 - General & Administrative	173,435.97	204,959.16	163,153.67
6200 - Senior Safety Net Program	26,999.50	37,752.70	17,186.79
7000 - Professional Fundraising Costs	56,711.33	45,000.00	2,253.63
Total Expense	2,290,434.92	2,821,309.43	2,017,766.44
Net Ordinary Income	1,267,893.54	1,718,388.45	414,435.03
Other Income/Expense			
Other Income	348,227.75	231,370.76	134,356.31
Other Expense	331,735.81	237,290.76	87,578.09
Net Other Income	16,491.94	-5,920.00	46,778.22
Net Income	1,284,385.48	1,712,468.45	461,213.25