

Management Reports to the Board of Directors

CHILDREN'S BEREAVEMENT CENTER OF SOUTH TEXAS

January 27, 2015

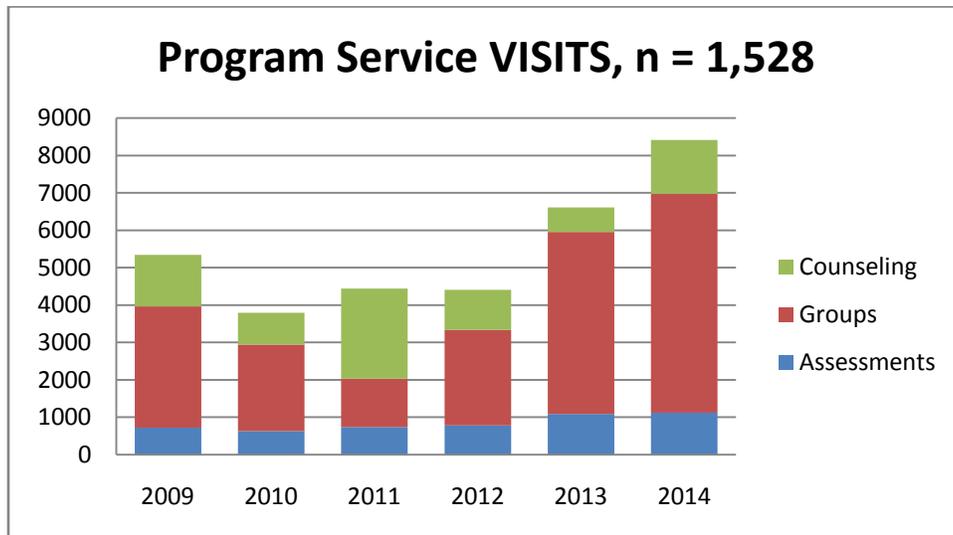
FINANCE AND ADMINISTRATION

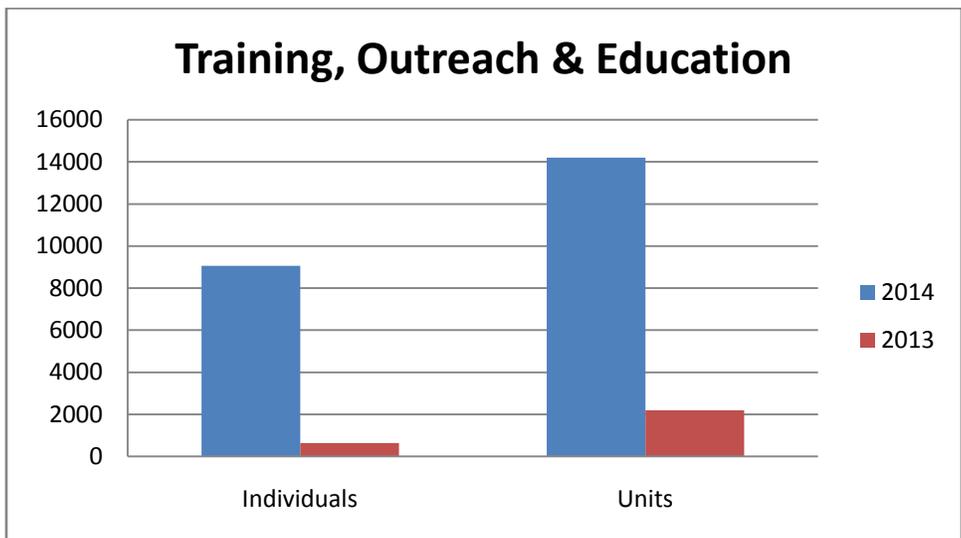
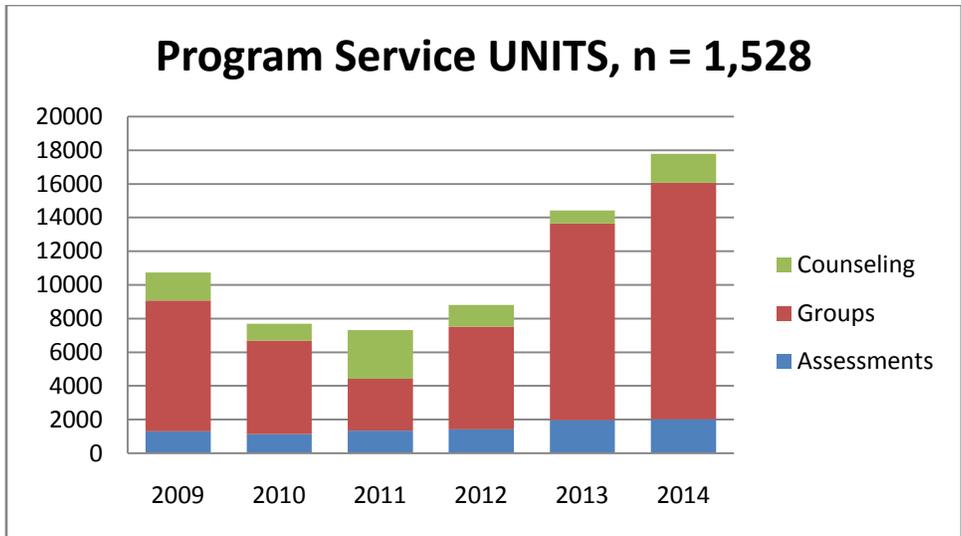
- 12/31/2014 Financial Statement Highlights:
 - **Balance Sheet:** After making year-end adjustments for the auditor (to Temp. Restricted Funds Released and Depreciation) the Center finished the year with a \$37K increase in Net Assets; due primarily to an increase in grant receivables (\$100K from NYL and Kronkosky)
 - **Total Revenue** (less in-kind revenue & temp restricted released) Actual Revenue finished OVER Budgeted Revenue by \$399K or 47%. A few factor contributed to this significant variance: 1) the Center received an estimated \$100K windfall in memorial gifts (booked under Public Contributions); 2) \$250K of grant revenue that is restricted to future periods was received in 2014; 3) no budget was established for investment income in 2014, yet invested funds yielded unrealized gains of \$20K.
 - **Total Expense** (less in-kind expenses) Actual Expenses finished roughly \$40K or 3.2% OVER Budgeted Expenses. While there was some variability across several expense line-items the most significant was salaries which exceeded their budget by \$41K. (The Board awarded a bonus of \$36K for 2013 performance. The bonus was unbudgeted and paid in March 2014, accounting for the majority of the Center's excess expenditure for the year.)
- Annual Audit for FY2014 begins January 26, 2015. 2014 is the third year that the Center's annual audit is being conducted by Randy Walker and Co. In preparation for the audit, the Center engaged Bill Gregory, CPA to assist with the following: year-end adjustments to temporarily restricted net assets; update of fixed assets and depreciation schedule; and preparation of temporarily restricted net asset roll-forward schedule needed by auditors.
- Below are charts demonstrating the program service volumes for 2014.

In addition to the standard charts that are regularly reported here, this current report also includes a summary of Outreach, Training, and Education activities for 2014. Compared to 2013 data, they reflect an astonishing 1318% and 549% increase in outreached visits and units respectively. These numbers are truly astounding and clearly support the Center's decision to hire a full time Outreach Coordinator in 2014. (Interviews for this new hire have been completed and management anticipates this position to filled by mid-February.)

One goal for 2015 is to improve the quality of our reporting to the Board of Directors as well as other constituencies and stakeholders. In addition to improved data gathering and reporting systems implemented in 2014, Kerry Menn (Program Director) has already given attention to improving the Center's program evaluation measure/tool. New data is being aggregated that will help in preparing outcome reports to accompany the historic volumes (i.e. output) reports included in the monthly Management Reports. These changes notwithstanding...

...It is difficult to find appropriate superlatives to adequately laud the Center's staff for their tremendous output of service this year! In addition to the dramatic increase in outreach/training/and education services noted above, 2014 saw a year-over-year increase of 27% and 23% for total VISITS and UNITS respectively. Profound congratulations are due to Kerry Menn, Patricia Ruiz, and the counseling team as well as to Tammy Cochran for their exceptional fulfillment of the Center's mission, *fostering healing for grieving youth, their families and the community through peer support programs, counseling, training, education and outreach* this year! Further accolades are due to the Development Staff (Denise Rizzo, Julia Anderson, and Franchesca Velten) which exceeded budgeted fundraising and volunteer recruitment objectives in support of the Center's program growth. Please refer to Year-End Financial Statements to review these achievements.





PROGRAM REPORT (Kerry Menn)

- We are beginning 2015 with strong enrollment – 4 of 9 support groups are at full capacity, including the Sunday group. Monday group is still available to meet overflow needs.
- Camp planning for 3 camps in 2015 is in full swing, and we are receiving camper registration forms for Camp Heroes in March.
- Doctoral student, Clarissa Gonzalez, has chosen Camp Heroes as the focus for her dissertation with the proposed title: *Grief Camp: Experiencing Traumatic Grief Through the Lens of Children*.
- We had a fantastic class of new volunteer facilitators join our team in January, and all support groups are fully staffed.
- NAGC accepted the presentation proposal ***Beyond Words - Giving “Voice” to Silenced Sorrow: Utilizing narrative approach and expressive arts to facilitate meaning-making for children and teens following a death by suicide or homicide*** by Tami Logsdon and Laura Cavazos. They will present at the 2015 National Symposium on Children’s Grief Support in Portland, Oregon in June.

DEVELOPMENT AND MARKETING REPORT (Denise Rizzo)

- **2014 Annual Campaign**
 - Approximately 3,000 letters mailed to prospect, lapsed and current donors
 - Email series to request end of year giving support (over \$10k online in response to the Center's email series campaign)
 - Goal \$350,000 – **Final total \$465,582!**
- **Gala**
 - Hearts in Harmony Gala – (chaired by Mallory Ahl)
 - 36 tables reserved or sold, \$78,350 paid, \$144,250 pledged. Goal is to have 34 actual tables to avoid feeling over crowded. Individual tickets and contributing sponsorships (\$2,500 level) are no longer available – only tables at the \$5,000 and \$10,000 level will be made available. Invitations to be mailed week of 1/19/15.
- **Sponsorship Opportunities**
 - Camp Kangaroo Presenting Sponsorship \$20,000
 - Fiesta Medal Sponsorship - \$2,500
- **Direct Mail Communications**
 - Spring Newsletter underway – to be delivered March 4th
- **Save the Date**
 - Unique Experience at Garcia Glass, Inc. in memory of Jasmine Garcia to be held Feb. 6th 1-3pm @ Garcia Glass Inc.
 - Fiesta Medal Unveiling to be held Feb. 20th 3-5pm @ the Center.
 - Hearts in Harmony Gala held Feb. 26th at San Antonio Country Club.
 - Friends Membership Spring Luncheon to be held on April 14th at 11:30am at the home of Barbara Cantrell.

EXTERNAL INITIATIVES (Patricia Ruiz)

- After many months of planning and discussion the CBC and BCFS/Westside Community Center (WCC) finally began peer support groups for the Lanier High school students. The group officially met on 12 December 2014. The group meets during the students lunch session the WCC provides a warm and inviting environment to include warm and delicious meals.
- The CBC and WCC collaboration has been amazing and will begin planning stages to provide the same services for the Tafolla Middle School students, on 28 January 22, 2015. We are extremely appreciative of the Lanier High School parent liaison and the family support parents who support the CBC's mission and efforts.
- Due to an unfortunate death of a KIPP" UPREP": SAN ANTONIO student. The CBC was notified immediately for our assistance. A CBC representative met with the senior leadership and school counselor to discuss the impact on her peers as well as the student body. An assessment was made to begin a peer support group on 29 January 2015.

- The Healy Murphy Center group has “shrunk” due to graduations and disenrollment from school. However, the HMC and CBC believe the group will commence in 1-2 weeks. The remaining group members miss their Tuesday group and are assisting their counselor; Ms. Banda in recruiting new group members. *Now that is a nice testimony.*

EXPANSION AND SPECIAL PROJECTS (Marian Sokol)

- Regarding Potential Expansion of Services into South Texas: A well attended and informative meeting regarding children’s bereavement needs and resources in the Rio Grande Valley was held in Harlingen on December 17, at UTHSC Regional Academic Health Center. We are appreciative of the time extended by Rose Mary Fry and Curtis Ruder to represent the Board that day, and for their insights regarding future opportunities and challenges. A summary of meeting is included in a separate posting on the Board portal.
- An Invitational Roundtable entitled *Putting Together the Pieces: Suicide Among Children and Teens in San Antonio* was held, with CBC as the lead convener, on January 23rd at Valero. More than 60 experts ranging from the county Medical Examiner, and research physicians at UTHSC attended, along with the CEO’s of several Foundations and representatives from area school districts. A summary of the event will be provided at the January Board Meeting.
- For the past year, the Center has been host to a Safe Sleep Coalition of agencies and individuals focused on preventing unintentional deaths of infants from co-sleeping, asphyxiation in adult beds, etc. Motivated by the interest of the Van de Putte family after the death of Leticia’s grandbaby Rex, the group has raised \$75,000 over the past 8 months to provide infant sleep sacks, “pak ‘n play” cribs for moms who cannot afford them, and safe sleep education. The coalition expands monthly and now the San Antonio Health Department as well as Region 8 Child Protective Service staff are engaged in this model effort. Our Center has siblings of these babies in Sibling peer group. There are approximately 25 SIDS/Unsafe Sleep deaths annually in Bexar County.