



2018

# ANNUAL UPDATE

FOCUS

NORTH + AMERICA

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# OUR MISSION & IMPACT

**FOCUS North America** engages people in Christ's Call to Serve by providing opportunities and resources designed to support communities in need.

## **Together in 2018:**

**9,395** volunteers served **24,550** hours.

**107,318** nutritious, prepared meals served to hungry people.

**302,420** food pantry items given away.

**9,708** personal hygiene items distributed.

**63,158** clothing and household goods distributed.

**41** clients assisted in jobs programs.



# BOARD OF DIRECTORS

## MEMBERS

**Mr. Eric Paljug [Chairman]** PhD Joseph M. Katz Graduate School of Business, Univ. of Pittsburgh

**Mr. Brian Bullard** The Capital Group Companies, Inc.

**Mr. Justin Bosl** Kazan McClain Satterley & Greenwood

**Mr. Andrew Geleris** Magan Medical Clinic, Part of Optum

**Dr. Maria Misthos** Medical Director

**Mr. James Powell** Facebook

**Ms. Anna Vedouras** Cleveland Federal Executive Board

**Dr. Christine Hoeplinger**

**Ms. Lory Barsdate** Easton

**Dn. Peter Danilchick**

**Mr. Richard Ajalat**

**Ms. Georgia Kazakis**

**Dr. Julie Papatheofanis**



# FINANCIALS

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

as of December 31, 2018

<b>ASSETS</b>	<b>2018</b>	<b>2017</b>
Cash and Cash Equivalents	1,242,574	837,708
Accounts Receivable	16,843	12,488
Pledges Receivable	149,424	315,653
Investments	–	29,902
Inventory	1,211	27,755
Other Assets	24,524	39,469
Property and Equipment, Net	1,105,676	605,679
<b>TOTAL ASSETS</b>	<b>\$2,540,252</b>	<b>\$1,868,654</b>

<b>LIABILITIES AND NET ASSETS</b>		
Accounts Payable	47,234	24,300
Accrued Liabilities	49,966	29,053
<b>TOTAL LIABILITIES</b>	<b>\$97,200</b>	<b>\$53,353</b>

<b>NET ASSETS</b>		
Unrestricted	1,897,959	1,339,141
Temporarily Restricted	545,093	476,160
<b>TOTAL NET ASSETS</b>	<b>2,443,052</b>	<b>1,815,301</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$2,540,252</b>	<b>\$1,868,654</b>

# FINANCIALS

## CONSOLIDATED STATEMENT OF ACTIVITIES

as of December 31, 2018

REVENUES	2018	2017
Contributions	1,775,242	1,430,278
Grants	589,404	594,250
In-Kind Contributions	602,894	2,734,494
Registration Fees	43,129	35,122
Event Income	175,055	285,132
Program Services Income	226,533	202,704
Other Income	28,361	573
Net assets released from restrictions	–	–
<b>TOTAL REVENUES</b>	<b>\$3,440,618</b>	<b>\$5,282,553</b>

EXPENSES		
Program Services	2,185,293	4,103,124
Management and General	270,412	354,949
Fundraising	357,162	325,119
<b>TOTAL EXPENSES</b>	<b>\$2,812,867</b>	<b>\$4,783,192</b>

Changes in Net Assets	627,751	499,361
Net Assets, Beginning of Year	1,815,301	1,315,940
<b>NET ASSETS, END OF YEAR</b>	<b>\$2,443,052</b>	<b>\$1,815,301</b>

# FINANCIALS

## FOCUS NORTH AMERICA

### CONSOLIDATING SCHEDULE OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2018

	St. Herman House	Detroit	Minnesota	Pittsburgh	Summer Feeding Program	West Central PA	Project Yes	Gateway City St. Louis
Gifts of food, clothing and personal items	\$ 502,133	-	\$ 73,450	-	-	\$ 20,962	-	-
Salaries and benefits	125,908	\$ 59,676	55,544	\$ 428,409	\$ 3,345	-	\$ 60,367	\$ 23,358
FOCUS center	122,367	25,392	18,209	184,149	-	23,112	12,896	8,075
Non-employee compensation	1,920	-	-	6,442	-	-	-	-
Legal	-	-	-	-	-	-	-	-
Travel	2,032	510	336	2,150	-	10	30,748	2,161
Fundraising events	-	-	-	-	-	-	-	-
Insurance - general	120	-	883	5,785	-	-	-	-
Direct mail	1,912	1,662	-	-	-	-	-	-
Supplies	13,285	1,051	-	12,608	-	-	294	70
Depreciation	17,749	-	-	-	-	-	-	-
Professional fees	-	-	1,400	4,046	-	-	-	-
Bank service charges	-	2,029	-	2,029	-	-	-	-
Telephone	600	600	600	2,123	-	1,409	698	-
Conference/events	425	386	431	478	-	-	1,487	-
Website	-	182	388	4,158	-	-	190	2,413
Postage	-	25	140	75	-	-	156	-
Meals and entertainment	120	363	206	1,910	-	50	23	775
Printing	200	342	-	1,119	-	-	811	-
Education/seminars	98	320	871	9,184	-	-	-	1,050
Advertising/promotions	1,680	83	-	425	-	-	-	66
Interest	-	-	-	-	-	-	-	-
Licenses and permits	-	26	65	637	-	-	-	-
Uncategorized	2,250	-	-	100	-	-	-	-
	<u>\$ 792,799</u>	<u>\$ 92,647</u>	<u>\$ 152,523</u>	<u>\$ 665,827</u>	<u>\$ 3,345</u>	<u>\$ 45,543</u>	<u>\$ 107,670</u>	<u>\$ 37,968</u>



# FINANCIALS

Columbus	National Program Services	Orange County	San Diego	Total Program Services	Management and General	Fund- raising	Total
-	-	-	-	\$ 596,545	-	-	\$ 596,545
-	\$ 171,898	-	-	928,505	\$ 159,198	\$ 193,490	1,281,193
\$ 165	18,301	\$ 2,613	\$ 2,880	418,159	17,328	20,600	456,087
-	5,864	-	-	14,226	5,552	6,600	26,378
-	-	-	-	-	24,277	-	24,277
-	13,177	-	-	51,124	12,476	14,832	78,432
-	-	-	-	-	77	24,477	24,554
-	22,701	-	-	29,489	21,493	25,553	76,535
-	-	-	-	3,574	-	35,934	39,508
-	368	-	-	27,676	348	414	28,438
-	21,735	-	-	39,484	-	-	39,484
-	10,376	-	-	15,822	9,824	11,679	37,325
-	-	2,028	-	6,086	5,763	6,851	18,700
-	439	-	-	6,469	416	494	7,379
-	1,501	-	-	4,708	1,422	1,690	7,820
-	6,600	-	-	13,931	6,249	7,429	27,609
-	788	-	-	1,184	746	887	2,817
-	157	-	-	3,604	149	177	3,930
-	3,077	-	-	5,549	2,913	3,464	11,926
-	1,299	-	-	12,822	1,230	1,462	15,514
-	584	-	-	2,838	553	657	4,048
-	-	-	-	-	-	-	-
-	337	-	-	1,065	319	379	1,763
-	83	-	-	2,433	79	93	2,605
<u>\$ 165</u>	<u>\$ 279,285</u>	<u>\$ 4,641</u>	<u>\$ 2,880</u>	<u>\$ 2,185,293</u>	<u>\$ 270,412</u>	<u>\$ 357,162</u>	<u>\$ 2,812,867</u>