

American Brain Foundation

2017 Budget

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Goal of Presentation

- Update of YTD forecast
- Review 2017 Proposed Budget
- Discuss comparison to Five-Year Strategic Financial Plan
- Recommend the Board Approve the 2017 Budget.

2016 Financial Results

- YTD Net Operating results: \$411K
- Revenue: \$2.6M
 - Grants \$1.9
 - Donations \$400K
 - Investment Earnings \$227K
- Expenditures \$2.2M
 - Staffing \$461K
 - Professional Services \$326K
 - Grants \$986K
 - Travel \$64
 - Management Fee \$227K
- 2016 Forecast Operating results: \$52K
- Revenue: \$2.95M
 - Grants \$2.2
 - Donations \$747K
- Expenditures \$2.90M
 - Staffing \$616K
 - Professional Services \$476K
 - Grants \$993K
 - Travel \$91K
 - Management Fee \$316K
 - Contingency \$200K

Standing Strong

■ Support Total \$125,522

- Sponsorship \$30,500
- Tickets \$12,961
- Reverse Auction \$17,200
- Silent Auction \$2,100
- Matching Grant \$62,761

\$62,671

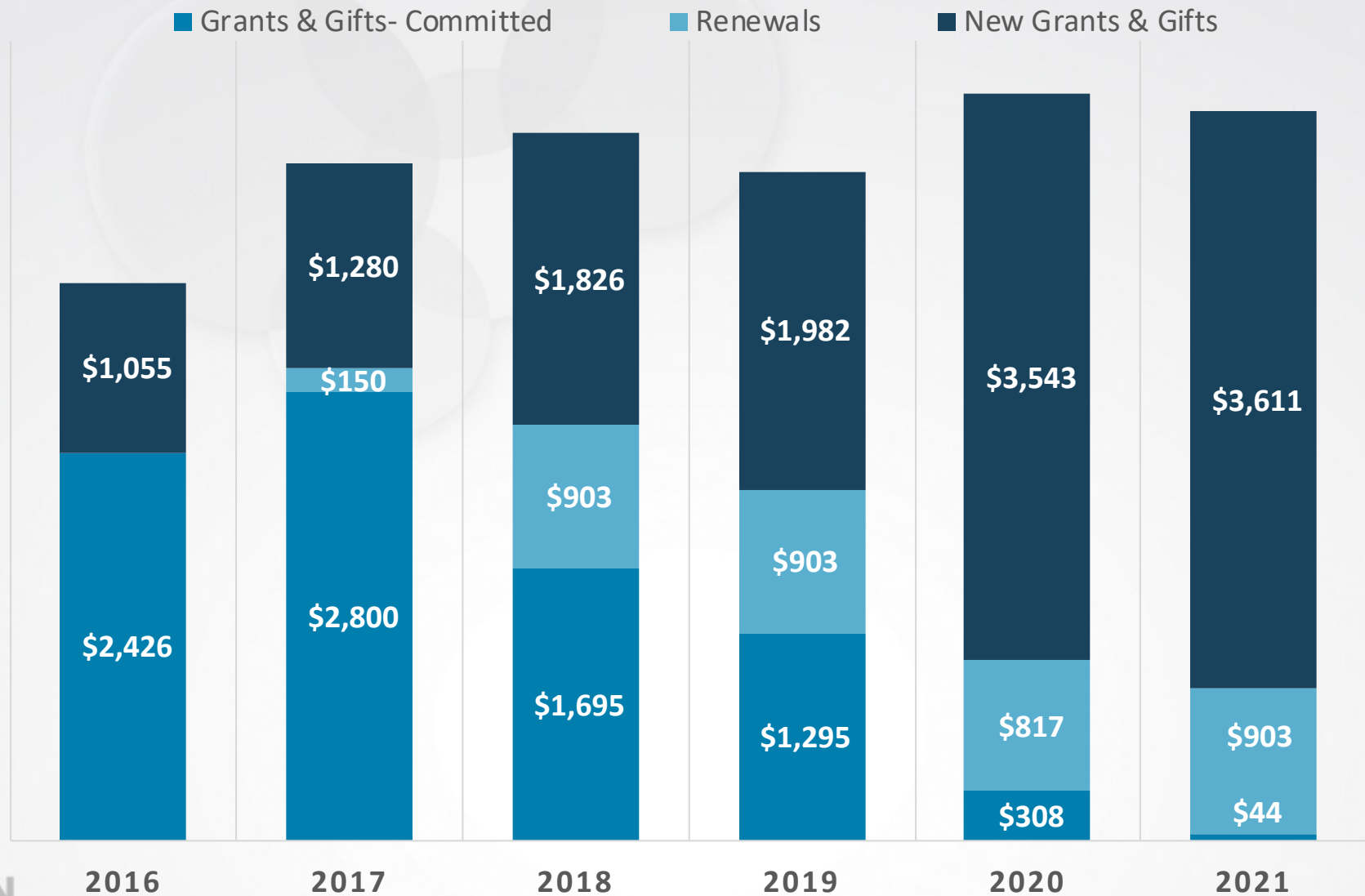
■ Expenses \$47,970

- Food & Beverage \$26,831
- Space Rental \$6,290
- Other \$14,849

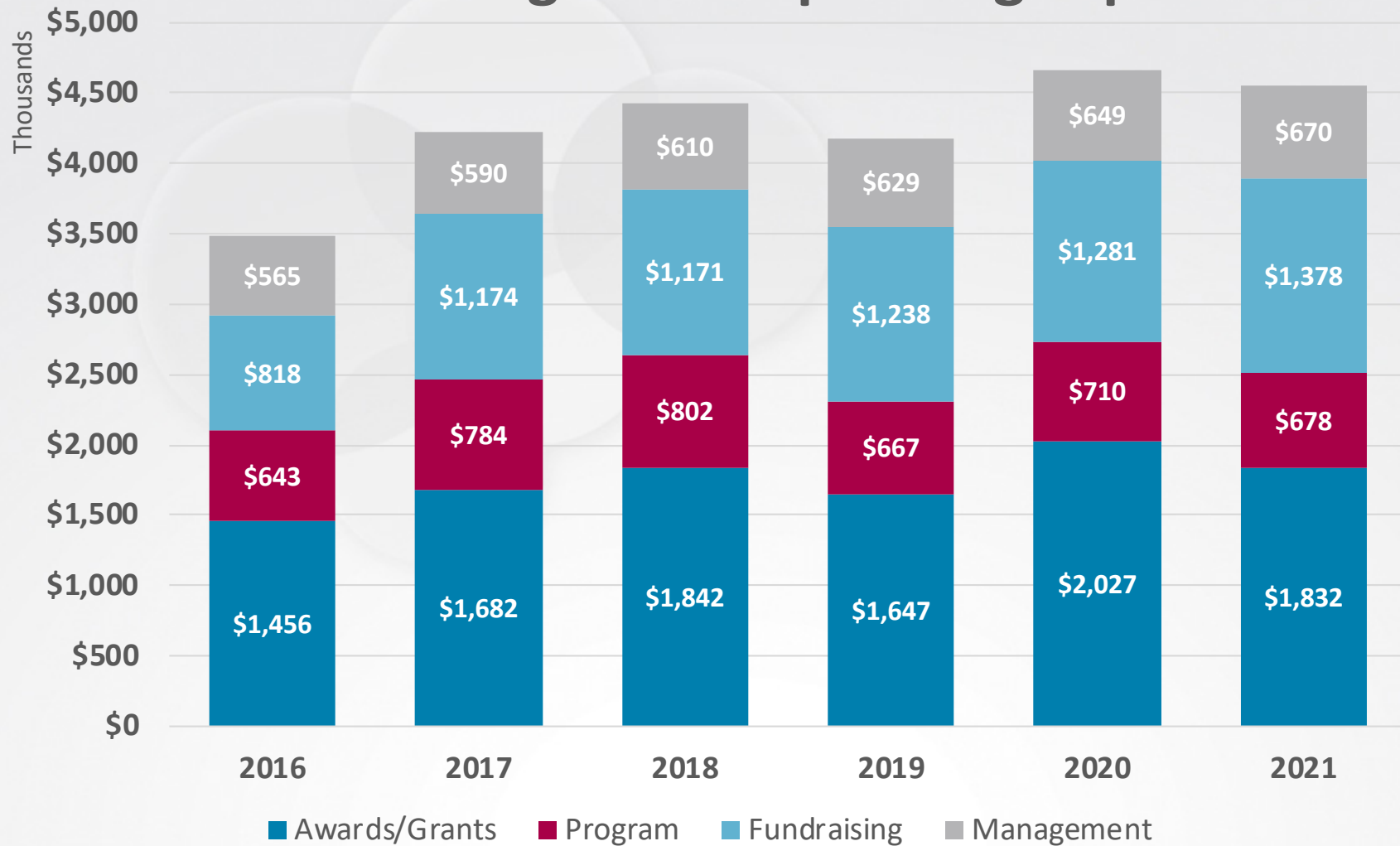
■ Net Proceeds \$77,552

STRATEGIC PLAN

REVENUE 2017 TO 2021



Strategic Plan Operating Expenses



Major Strategic Plan Expense Assumptions

- Build and maintain
 - New crowdfunding platform
 - Website
- Build brand recognition to attract donors
- Maintain staff of five and fundraising counsel focusing on
 - Annual Fund, Major Donors, Grant Writing
 - Administration
- Fundraising costs:
 - Collateral, Special events, Travel, Direct Mail
- Expand board members from 12 to 22 by 2021
- Other general operating costs
 - Annual increase 3%
 - 4% Salary Pool, 10% Medical Increase
 - Contingency

2017 Operating Budget

	2017 Budget	2017 Strategic Plan	2016 Forecast	Budget vs Forecast	2016 Budget
Revenue					
Grants & Gifts	\$ 1,050,000	\$ 1,280,399	\$ 747,650	\$ 302,350	\$ 762,500
Released from Restrictions	3,008,668	2,949,500	2,200,000	808,668	2,386,666
Interest Income	11,500		11,500		7,500
Other Revenue	500		500		
Total Support and Revenue	4,070,668	4,229,899	2,959,650	1,111,018	3,156,666
Expenses					
Salaries & Benefits	813,776	798,947	747,673	66,103	895,026
General Office	169,265	45,989	63,275	105,990	35,572
Software	95,000	97,850	155,422	(60,422)	95,000
Professional	460,442	845,302	362,621	97,821	358,979
Meeting/Travel Related	310,530	322,614	196,296	114,234	257,125
Grants/Awards	1,718,668	1,682,581	994,566	724,102	1,198,266
Contingency	200,000	200,000	200,000		200,000
Depreciation	37,503	46,429	2,682	34,821	30,182
Management Fee	261,732	190,187	184,651	77,081	184,651
Total Expenses	4,066,916	4,229,899	2,907,186	1,159,730	3,254,801
Net Income	\$ 3,752	\$ -	\$ 52,464	\$ (48,712)	\$ (98,135)

2017 Grants & Gifts

	2017		
	<u>Budget</u>	<u>Committed</u>	<u>Uncommitted</u>
Grants & Gifts			
Restricted Grants			
Clinical Research Training Scholarships	\$ 1,494,453	\$ 1,344,453	\$ 150,000
Program Activities	350,000	350,000	-
Awards (Renewals)	162,000	12,000	150,000
Endowment Release			
Awards	18,000	18,000	-
Clinical Research Training Scholarships	34,215	34,215	-
General Operating Support			
AANI Grant	950,000	950,000	-
Annual Fund	1,050,000		1,050,000
Total	<u>\$ 4,058,668</u>	<u>\$ 2,708,668</u>	<u>\$ 1,350,000</u>

2017 General Operating Fundraising Goal

- Total 2017 Operating Revenue Goal \$1.35M
 - **Annual Fund:** \$300,000
 - Direct Mail
 - Dues Check Off
 - Social Media
 - **Events**
 - Bay Area Comedy event: \$175,000
 - Scaled back Standing Strong Event: \$50,000
 - **Annual Meeting:** \$135,000
 - Commitment to Cures
 - ABF Booth
 - **AAN Staff Campaign:** \$30,000
 - **Board Campaign:** \$25,000
 - **Foundation Grants:** \$85,000
 - **Awards:** \$150,000
 - **Matching Grant:** \$400,000

Restricted Grants & Gifts

	Balance 1/1/2017	Grants (GAAP)	Release	Balance 12/31/2017
Research				
AANI	\$ 1,514,121	\$	\$ 664,116	\$ 850,005
General	847,998			847,998
Headache	55,505			55,505
Other	1,340		340	1,000
Grants From Partners				
ALS Association		246,667	246,667	
Alzheimer's		86,666	86,666	
American Epilepsy Society		43,333	43,333	
Ataxia		86,666	86,666	
Epilepsy Foundation		43,333	43,333	
Muscular Dystrophy Association		86,666	86,666	
Parkinson's Disease Foundation		86,666	86,666	
Public Awareness				
Young Adult Stroke	45,547			45,547
Pain	17,711			17,711
Stroke	95,492			95,492
Parkinson's	27,383			27,383
Awards				
Herzog - Neuroendocrinology	1,000		1,000	
AAN Resident Fund	11,155		9,000	2,155
Stolk Award	43,295		1,000	42,295
Sports Neurology	5,000		1,000	4,000
Operational	650,000		350,000	300,000
Total Restricted Grants & Gifts	\$ 3,315,547	\$ 679,997	\$ 1,706,453	\$ 2,289,091

Endowment Funds

	Balance January 2017	Released 2017	Balance December 2017
Research Funds			
MS	\$ 483,572	\$ 20,041	\$ 463,531
General	73,582	3,740	69,842
Susan Spencer in Epilepsy	139,596	6,300	133,296
Baumel-Eisner in Alzheimer's	83,653	4,134	79,519
Awards			
AINA	68,428	1,000	67,428
Alliance	27,802	2,000	25,802
Calhoun Minority Scholarship	101,176		101,176
Cotzias	110,752		110,752
Debasish and Chinu Mridha Spirit of Neurology	100,010		100,010
Dreifuss-Penry	103,595	1,000	102,595
Geschwind	87,652	1,000	86,652
Mitchell Max Neuropathic Pain	91,690	1,000	90,690
Movement Disorders	87,862	1,500	86,362
Neuro Oncology	102,892	1,000	101,892
Neuroinfectious Disease	38,848		38,848
Neuro-Oncology Scientific	55,446	1,000	54,446
Pessin	68,921	1,500	67,421
Schoenberg	129,681	2,500	127,181
Sidney Carter	166,497		166,497
Sleep	79,815	1,500	78,315
Sleep Science	82,443	1,000	81,443
Viste Patient Advocate	106,468	1,000	105,468
Wolf Graham	90,397	1,000	89,397
Total Endowment Funds	<u>\$ 2,480,776</u>	<u>\$ 52,215</u>	<u>\$ 2,428,561</u>

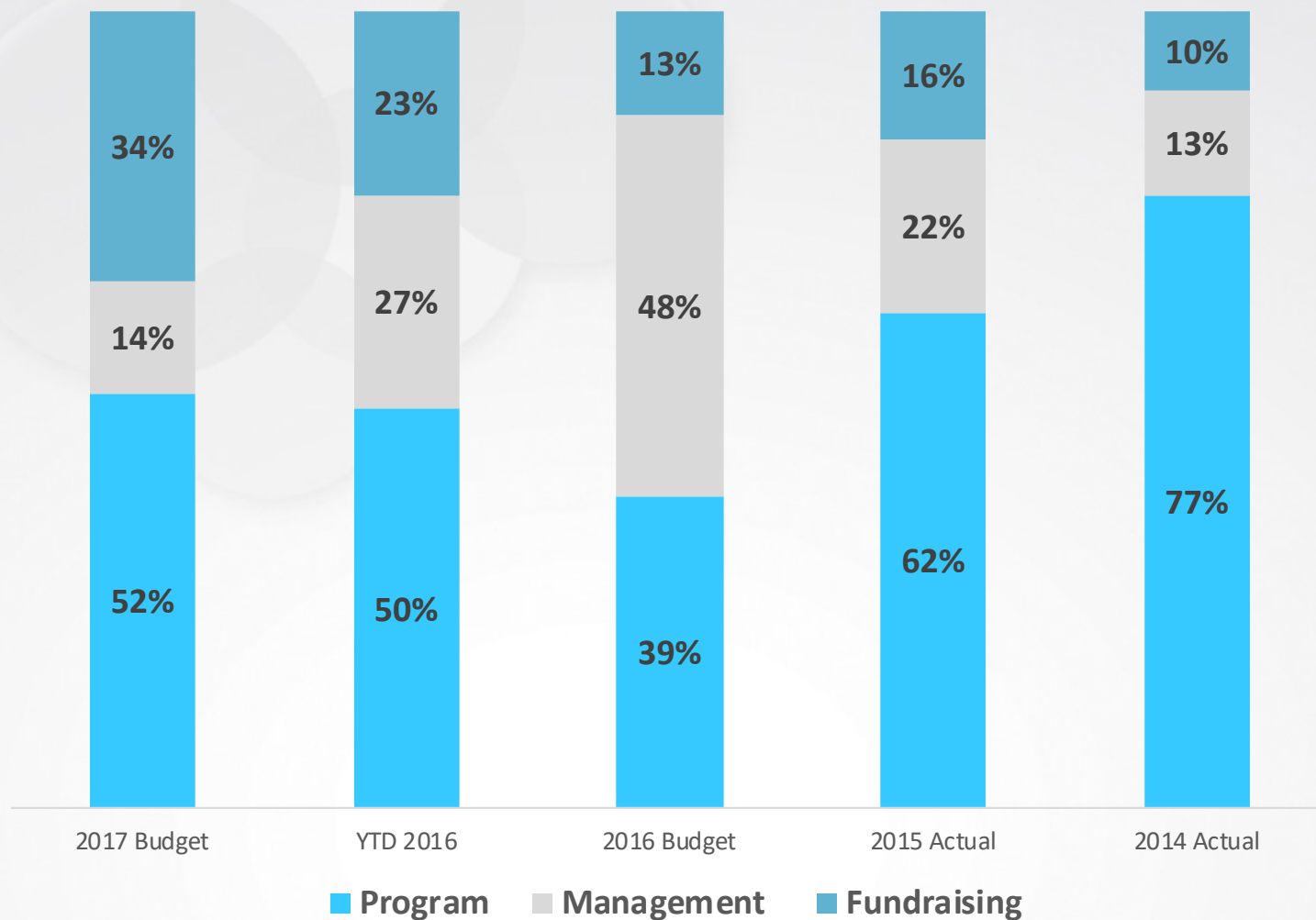
2017 Expenditures \$4.1M

- Staffing \$813K
 - Six(6) FTE's
 - Salary \$655K
 - Benefits \$158K
 - Health \$50K
 - Taxes \$43K
 - 401K \$55K
 - Other \$10K
- Professional Services \$297
 - Marketing \$120K
 - Website \$125K
 - Administrative \$52K
- Travel
 - Fund Raising \$110K
 - Board \$36K
- Development Data Base \$95K
 - Annual License Fee
- Fundraising Events \$342K
 - Food & Beverage \$78K
 - Professional Services \$106K
 - Event Space \$39K
 - Materials \$75K
 - Travel \$24K
 - Other \$20K
- Grants \$1.7M
 - CRTS \$1.5M
 - Awards \$190K

2017 Expenditures \$4.1M

- AAN Services \$225
 - Office Space \$92K
 - Financial Services \$91K
 - IT Infrastructure & Support \$24K
 - HR Services \$27K
- Legal Fees \$35K
- Depreciation Website \$38K
- Contingency \$200K

Functional Expenses



ABF Fundraising Target

Grants \$943,668	Special Events \$250,000	Annual Fund \$324,500
Major Gifts \$250,000	Total 2017 Fundraising Goal \$1,833,168	Annual Meeting/ Commitment to Cures \$150,000
Board Campaign \$25,000	Awards \$150,000	Employee Giving \$40,000



Thank you