

Financial Opportunity Centers of Toledo



United Way
of Greater Toledo



Serving Lucas, Wood, and Ottawa Counties



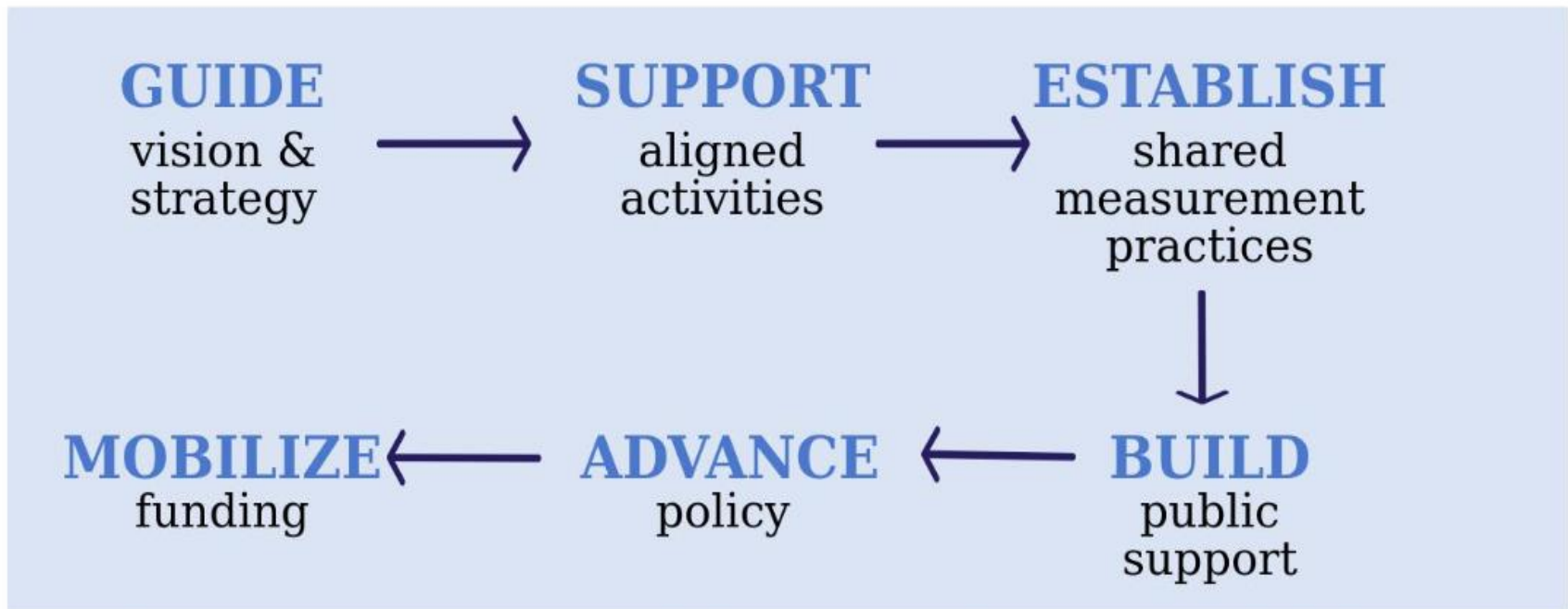
Collaborating for Sustainability

Valerie Moffitt, Senior Program Officer
LISC Toledo

Michelle Lyons, FOC Director
NeighborWorks Toledo Region

INTERMEDIARIES

Effective intermediaries are well-run, knowledgeable organizations with the capacity to grant or invest funds and oversee their use.



CBOs

Community-based organizations (CBO's) are nonprofit groups that work at a local level, typically in underresourced communities to improve residents' quality of life by building equity across society in all areas—housing, safe and healthy neighborhood environments, education, and economic opportunity.



People



Place



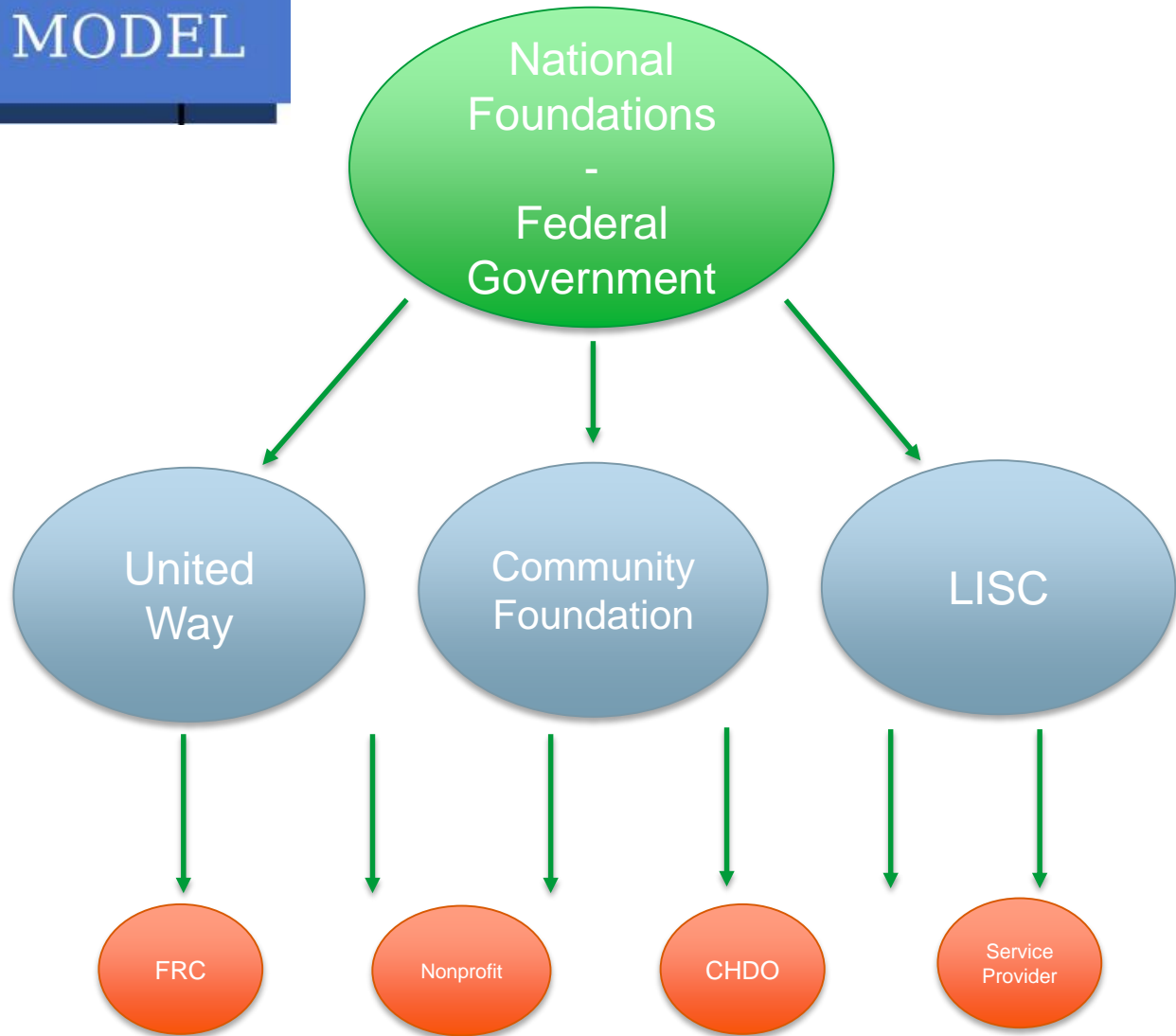
**Program
Delivery**

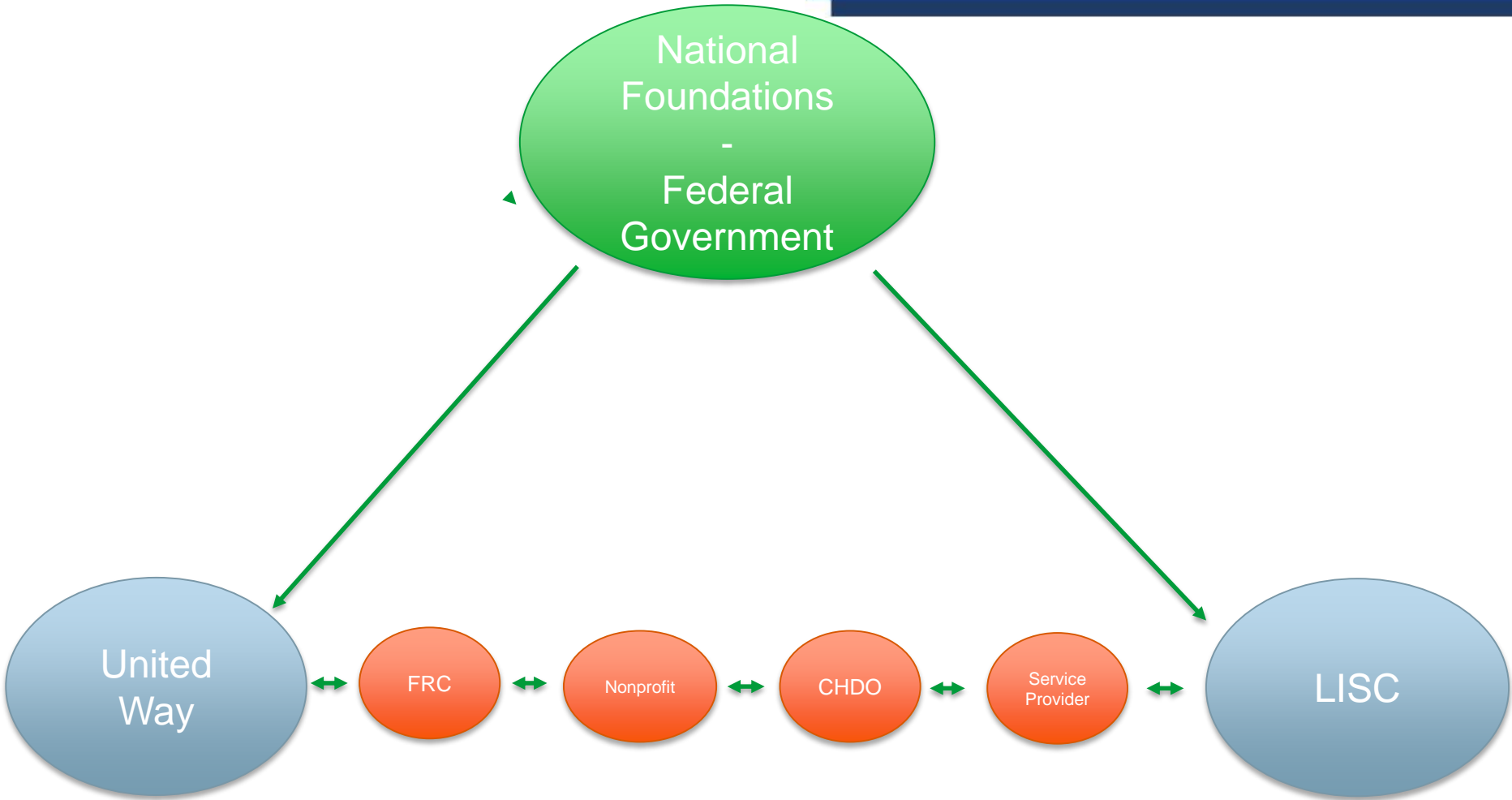
TRADITIONAL MODEL

Funders

Intermediaries

CBOs





NTR FOC Budget FY17-18

		Staff or operations	Staff or equipment	Unrestricted	Staff or training	Staff or training	Staff Only	Invoice monthly	Invoice per client			
		\$131,174 CDBG	\$6,500 OBB	\$70,000 LISC/JW 7/1/2017- 6/30/2018	\$19,205 LISC/TANF	\$24,000 LISC/TANF	\$25,000 LISC/Sec 4	\$12,000 HARBOR	\$7,000 LCLB			
		2017-2018 2018						PrePurchase				
						7/1/17 - 09/30/17	10/01/17 - 06/30/18	7/1/2017- 06/30/2018	2017			
		COSTS	REVENUE							Total Program Revenue:		
Payroll (Salaries & Wages):												
FOC Manager	\$ 50,000	\$ 50,000	\$ 47,000	\$ -	\$ 3,000	\$ -	\$ -	\$ -	\$ -	\$ -		
COACH 1	\$ 35,006	\$ 35,006	\$ 20,000	\$ 1,600	\$ 3,184	\$ 7,468	\$ -	\$ 1,094	\$ 1,660	\$ -		
COACH 2	\$ 35,006	\$ 35,006	\$ 14,000	\$ 1,000	\$ 8,786	\$ 7,468	\$ 3,752	\$ -	\$ -	\$ -		
COACH 3	\$ 32,175	\$ 32,175	\$ 10,000	\$ -	\$ -	\$ -	\$ 15,000	\$ 7,175	\$ -	\$ -		
INTAKE/COMMUNITY BUILDER	\$ 25,000	\$ 25,000	\$ -	\$ 1,500	\$ 12,676	\$ -	\$ -	\$ 5,624	\$ 2,500	\$ 2,700		
Total Wages	\$ 177,187	\$ 177,187	\$ 91,000	\$ 4,100	\$ 27,646	\$ 14,936	\$ 18,752	\$ 13,893	\$ 4,160	\$ 2,700		
Fringe Benefits:												
FOC Manager	\$ 13,742	\$ 13,742	\$ 13,742	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
COACH 1	\$ 12,615	\$ 12,615	\$ 5,046	\$ 577	\$ 5,159	\$ 1,174	\$ -	\$ 659	\$ -	\$ -		
COACH 2	\$ 12,615	\$ 12,615	\$ 4,387	\$ 720	\$ 4,054	\$ 1,174	\$ 2,280	\$ -	\$ -	\$ -		
COACH 3	\$ 12,349	\$ 12,349	\$ 3,828	\$ -	\$ 659	\$ -	\$ 2,634	\$ 5,228	\$ -	\$ -		
INTAKE/COMMUNITY BUILDER	\$ 11,278	\$ 11,278	\$ -	\$ 419	\$ 4,431	\$ -	\$ -	\$ 5,220	\$ -	\$ 1,208		
Total Benefits	\$ 62,599	\$ 62,599	\$ 27,003	\$ 1,716	\$ 14,303	\$ 2,348	\$ 4,914	\$ 11,107	\$ -	\$ 1,202		
Total Payroll & Fringe Benefits	\$ 239,786	\$ 239,786	\$ 118,003	\$ 5,816	\$ 41,949	\$ 17,284	\$ 23,666	\$ 25,000	\$ 4,160	\$ 3,902		
Operating Expenses												
- Dues & Subscriptions (CBA & Credit Pulls)	\$ 2,000	\$ 2,000	\$ -	\$ 684	\$ 1,316	\$ -	\$ -	\$ -	\$ -	\$ -		
- TWIN Accounts (Match & Credit Pulls)	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ -	\$ -	\$ -		
- Rent (incl utilities)	\$ 18,438	\$ 18,438	\$ -	\$ -	\$ 7,500	\$ -	\$ -	\$ -	\$ 7,840	\$ 3,098		
- Software Renewal - Sales Force	\$ 1,575	\$ 1,575	\$ -	\$ -	\$ 1,575	\$ -	\$ -	\$ -	\$ -	\$ -		
- Supplies	\$ 3,000	\$ 3,000	\$ -	\$ -	\$ 3,000	\$ -	\$ -	\$ -	\$ -	\$ -		
- Travel Mileage	\$ 1,500	\$ 1,500	\$ -	\$ -	\$ 1,500	\$ -	\$ -	\$ -	\$ -	\$ -		
- Training	\$ 2,475	\$ 2,475	\$ 220	\$ -	\$ -	\$ 1,921	\$ 334	\$ -	\$ -	\$ -		
- Equipment update IT (Systems, etc)	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ -	\$ -	\$ -		
- Postage	\$ 750	\$ 750	\$ -	\$ -	\$ 750	\$ -	\$ -	\$ -	\$ -	\$ -		
- Office Maintenance	\$ 1,500	\$ 1,500	\$ 1,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
- Phone/Internet	\$ 2,750	\$ 2,750	\$ 2,750	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
- Service contracts-Copier?	\$ 2,500	\$ 2,500	\$ 2,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
- Audit	\$ 2,500	\$ 2,500	\$ 2,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
- Security/Alarm	\$ 1,200	\$ 1,200	\$ 1,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
- Advertising	\$ 2,000	\$ 2,000	\$ -	\$ -	\$ 2,000	\$ -	\$ -	\$ -	\$ -	\$ -		
- Computer expense (email tech support)	\$ 2,500	\$ 2,500	\$ 2,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Total Operating Expenses	\$ 54,688	\$ 54,688	\$ 13,170	\$ 684	\$ 27,641	\$ 1,921	\$ 334	\$ -	\$ 7,840	\$ 3,098		
Total Expenses	\$ 294,474	\$ 294,474	\$ 131,173	\$ 6,500	\$ 69,590	\$ 19,205	\$ 24,000	\$ 25,000	\$ 12,000	\$ 7,000		
										Total Program Expense:	\$ (294,474)	
										SURPLUS/DEFICIT	\$405	