



AGENDA

MCCOY Inc. Board of Directors Meeting
Wednesday, FEBRUARY 28, 2024, at 5:00 p.m. MCCOY Training Room

We encourage you to join us in person. Zoom if you cannot:

<https://us02web.zoom.us/j/6316576367>

Meeting ID: 631 657 6367

One tap mobile

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MISSION

MCCOY champions the positive development of youth through leadership on key issues and support of the youth worker community

VISION

Every young person in central Indiana has opportunities to thrive, learn, engage, and contribute.

- | | |
|---|------|
| 1. Call to order and check in – Linda | 5:00 |
| 2. Approval of consent agenda* (minutes of 12/6/2023 board meeting) - Linda | 5:04 |
| 3. Finance Report* - Brett Weaver, Treasurer | 5:05 |
| 4. Executive Director's "30-60-90 Day" Report – Liz | 5:20 |
| 5. Board Operations: committee structure, membership/recruitment – Linda | 5:40 |
| 6. "How Are the Children?" 5-year Analysis – Resource Committee | 5:45 |
| 7. Chair comments and Announcements from the board members | 6:00 |
| 8. Adjournment | 6:05 |

**Board Action Required*

Next meeting: APRIL 24, 2024 at 5 p.m.

Social Media

<https://www.facebook.com/MCCOYyouth.org>

<https://www.instagram.com/mccoyouth/>

<https://www.linkedin.com/company/mccoyouth/>

Spread the Word

Forward MCCOY's Newsletter and Statehouse Sound Off to friends and colleagues.

Raise Funds

Sign up for Kroger Community Rewards program and get one other friend/family member to do so. You shop, Kroger gives \$\$ to MCCOY! Our NPO number is HY 225.

1375 W. 16th Street • Indianapolis, IN 46202 • phone 317.921.1266 • fax 317.602.2875 •
www.mccoyouth.org

Marion County Commission on Youth
Unaudited Statement of Financial Position
As of January 31, 2024

ASSETS**Current Assets**

Checking/Savings	1,328,265.88	1,223,269.21	104,996.67
Accounts Receivable	0.00	10,193.72	-10,193.72
Other Current Assets	0.00	1,306.56	-1,306.56

Total Current Assets	1,328,265.88	1,234,769.49	93,496.39
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Fixed Assets**Fixed Assets**

176 · Website/App	6,500.00	6,500.00	0.00
175 · Furniture and Equipment	55,093.03	53,102.38	1,990.65
185 · Accumulated Depreciation	-54,623.27	-54,623.27	0.00

Total Fixed Assets	6,969.76	4,979.11	1,990.65
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Total Fixed Assets	6,969.76	4,979.11	1,990.65
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Other Assets

199 · Right of use asset - operating	26,718.85	26,718.85	0.00
165 · Prepaid Expenses	25,648.46	6,292.17	19,356.29
140 · Security Deposit	5,314.00	5,314.00	0.00

Total Other Assets	57,681.31	38,325.02	19,356.29
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TOTAL ASSETS

1,392,916.95	1,278,073.62	114,843.33
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LIABILITIES & EQUITY**Liabilities****Current Liabilities****Accounts Payable**

201 · Accounts Payable	6,732.89	303.75	6,429.14
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AP booked at 1/31

Total Accounts Payable	6,732.89	303.75	6,429.14
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Other Current Liabilities

235 · Vacation Payable	6,492.69	6,492.69	0.00
250 · Accrued Expense	6,165.00	5,328.00	837.00
205 · Accrued Employer Retirement Exp	1,014.75	956.03	58.72
221 · Fiscal Agency Funds Payable	0.00	4,293.22	-4,293.22

Materially made up of ---

Operating: Lilly Operating (2024) 297,916

Restricted: Lilly MYLC \$43,842; Lilly Endowment SYP
FY23/24 \$101,250; Old National Learn By Experience
\$2,500; MHA Indy Vitality \$5,750; Indianapolis Foundation
(CICF MCYVP Coalition) \$31,066; Indianapolis Foundation
(Advocacy) \$550; Learning Net 2024 Trainings 6,000; UW
Family Opps Fund \$26,666

260 · Deferred Revenue	458,575.14	637,202.30	-178,627.16
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Total Other Current Liabilities	472,247.58	654,272.24	-182,024.66
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Total Current Liabilities	478,980.47	654,575.99	-175,595.52
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Long Term Liabilities

299 · Lease liability - operating	26,718.85	26,718.85	0.00
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Total Long Term Liabilities	26,718.85	26,718.85	0.00
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Total Liabilities	505,699.32	681,294.84	-175,595.52
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Equity

Net Assets	445,182.89	445,182.89	0.00
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32000 · Unrestricted Retained Earnings	426,928.44	118,957.17	307,971.27
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Net Income	15,106.30	32,638.72	-17,532.42
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Total Equity	887,217.63	596,778.78	290,438.85
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TOTAL LIABILITIES & EQUITY	1,392,916.95	1,278,073.62	114,843.33
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Marion County Commission on Youth
Unaudited Statement of Activities
January 2024

	Jan 24	Budget	\$ Over Budget	% of Budget	Jan 24	YTD Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense									
Income									
410 - Grant Income	89,461.71	123,381.00	-33,919.29	72.51%	89,461.71	123,381.00	-33,919.29	72.51%	See attached for Grant Income Detail
420 - Contract Income	1,582.12	6,299.00	-4,716.88	25.12%	1,582.12	6,299.00	-4,716.88	25.12%	See attached for Contract Income Detail
430 - Program Service Fees	0.00	212.00	-212.00	0.0%	0.00	212.00	-212.00	0.0%	
450 - Fund/Special Events Income	0.00	2,924.00	-2,924.00	0.0%	0.00	2,924.00	-2,924.00	0.0%	
Contributions	2,711.76	2,511.00	200.76	108.0%	2,711.76	2,511.00	200.76	108.0%	
470 - In Kind Income	250.00	250.00	0.00	100.0%	250.00	250.00	0.00	100.0%	
480 - Interest Income	4,628.98	1,500.00	3,128.98	308.6%	4,628.98	1,500.00	3,128.98	308.6%	
Total Income	98,634.57	137,077.00	-38,442.43	71.96%	98,634.57	137,077.00	-38,442.43	71.96%	
Gross Profit	98,634.57	137,077.00	-38,442.43	71.96%	98,634.57	137,077.00	-38,442.43	71.96%	
Expense									
Personnel Expenses	64,895.02	68,669.88	-3,774.86	94.5%	64,895.02	68,669.88	-3,774.86	94.5%	
Personnel Development	836.56	2,440.25	-1,603.69	34.28%	836.56	2,440.25	-1,603.69	34.28%	
Office Technology	3,249.84	2,765.50	484.34	117.51%	3,249.84	2,765.50	484.34	117.51%	
Consultants and Contract Labor	1,789.99	30,989.75	-29,199.76	5.78%	1,789.99	30,989.75	-29,199.76	5.78%	
Professional Fees	2,499.99	4,127.25	-1,627.26	60.57%	2,499.99	4,127.25	-1,627.26	60.57%	
Advertising Costs	0.00	610.00	-610.00	0.0%	0.00	610.00	-610.00	0.0%	
808 - Fundraising Expense	0.00	2,500.00	-2,500.00	0.0%	0.00	2,500.00	-2,500.00	0.0%	
Occupancy Expenses	7,264.97	8,083.50	-818.53	89.87%	7,264.97	8,083.50	-818.53	89.87%	
Supplies	567.61	574.50	-6.89	98.8%	567.61	574.50	-6.89	98.8%	
Program Expense	464.65	14,763.50	-14,298.85	3.15%	464.65	14,763.50	-14,298.85	3.15%	
735 - Printing	0.00	2,073.25	-2,073.25	0.0%	0.00	2,073.25	-2,073.25	0.0%	
Insurance	0.00	471.50	-471.50	0.0%	0.00	471.50	-471.50	0.0%	
Travel and Meetings	99.01	3,510.50	-3,411.49	2.82%	99.01	3,510.50	-3,411.49	2.82%	
Other Expenses	278.51	343.00	-64.49	81.2%	278.51	343.00	-64.49	81.2%	
965 - In Kind Expenses	250.00	250.00	0.00	100.0%	250.00	250.00	0.00	100.0%	
Total Expense	82,196.15	142,172.38	-59,976.23	57.81%	82,196.15	142,172.38	-59,976.23	57.81%	
Net Ordinary Income	16,438.42	-5,095.38	21,533.80	-322.61%	16,438.42	-5,095.38	21,533.80	-322.61%	

GRANT INCOME DETAIL - JANUARY

Name	Period	Award Amount	Recognized Previously	Recognized 2024	Remaining
UNRESTRICTED					
Lilly Operating 2024	1/1/24 - 12/31/24	325,000	-	27,083	297,917
RESTRICTED					
Lilly Endowment (MYLC)	7/1/2022 - 7/31/2024	248,500	55,330	11,487	181,684
Summer Youth Program FY 2023/2024	4/1/23 - 3/31/24	270,000	118,125	16,875	135,000
Old National (Learn By Experience)	7/3/23 - 7/3/24	15,000	3,750	1,250	10,000
Mental Health Association of Indiana (MHA Indy Vitality)	9/1/23 - 9/230/24	44,850	14,950	9,200	20,700
United Way (Family Opps Funds)	1/1/24 - 3/31/24	40,000	-	13,333	26,667
Indianapolis Foundation (CICF MCYVP Coalition)	11/1/23 - 4/30/24	61,950	41,300	10,233	10,417
Indianapolis Foundation (Advocacy)	11/1/23 - 4/30/24	550	-	-	550
2024 Learning Net Trainings		6,000	-	-	6,000
				89,462	

CONTRACT INCOME DETAIL

Name	Period	Total Awarded	Notes	2024	Remaining
John Boner Community Centers	November & December 2023	926	Invoiced in January of 2024 - not yet received	-	926
Girl Scouts of America		250		250	-
John Boner Community Centers	January 2024	1,332		1,332	(0)
				1,582	926

Marion County Commission on Youth
Unaudited Statement of Financial Position
As of January 31, 2024

Accrual Basis

MCCOY Financial Statement - Unaudited as of February 21, 2024	Jan 31, 24	Jan 31, 23	\$ Change	Restated Dec 31, 23	Original Dec 31, 23	\$ Change
ASSETS						
Current Assets						
Checking/Savings						
Cash	1,328,265.88	1,223,269.21				
Total Checking/Savings	1,328,265.88	1,223,269.21	104,996.67	1,369,929.57	1,363,504.18	6,425.39
Accounts Receivable						
Accounts Receivable	37,257.69	10,193.72		36,515.07	589.50	
Total Accounts Receivable	37,257.69	10,193.72	27,063.97	36,515.07	589.50	35,925.57
Other Current Assets						
12000 - Undeposited Funds	0.00	1,306.56		0.00		
Total Other Current Assets	0.00	1,306.56	-1,306.56	0.00		0.00
Total Current Assets	1,365,523.57	1,234,769.49	130,754.08	1,406,444.64	1,363,504.18	42,940.46
Fixed Assets						
Fixed Assets	6,969.76	4,979.11		6,969.76	6,969.76	
Total Fixed Assets	6,969.76	4,979.11	1,990.65	6,969.76		0.00
Other Assets						
199 - Right of use asset - operating	26,718.85	26,718.85		26,718.85	26,718.85	
165 - Prepaid Expenses	25,648.46	6,292.17		9,792.96	9,792.96	
140 - Security Deposit	5,314.00	5,314.00		5,314.00	5,314.00	
Total Other Assets	57,681.31	38,325.02	19,356.29	41,825.81	41,825.81	0.00
TOTAL ASSETS	1,430,174.64	1,278,073.62	152,101.02	1,455,240.21	1,412,299.75	42,940.46
LIABILITIES & EQUITY						
Liabilities						
Current Liabilities						
Accounts Payable						
201 - Accounts Payable	6,732.89	303.75		474.92	474.92	
Total Accounts Payable	6,732.89	303.75	6,429.14	474.92		0.00
Other Current Liabilities						
235 - Vacation Payable	6,492.69	6,492.69		6,492.69	6,492.69	
250 - Accrued Expense	6,165.00	5,328.00		5,480.00	5,480.00	
205 - Accrued Employer Retirement Exp	1,014.75	956.03		5,569.07	5,569.07	
221 - Fiscal Agency Funds Payable	0.00	4,293.22		0.00	0.00	
260 - Deferred Revenue	487,252.96	637,202.30		522,907.13	508,036.85	
Total Other Current Liabilities	480,925.40	654,272.24	-173,346.84	534,879.82	525,578.61	9,301.21
Total Current Liabilities	487,658.29	654,575.99	-166,917.70	535,354.74	526,053.53	9,301.21
Long Term Liabilities						
299 - Lease liability - operating	26,718.85	26,718.85		26,718.85	26,718.85	
Total Long Term Liabilities	26,718.85	26,718.85		26,718.85		
Total Liabilities	514,377.14	681,294.84	-166,917.70	562,073.59	552,772.38	9,301.21
Equity						
Net Assets	445,182.89	445,182.89		445,182.89	445,182.89	
32000 - Unrestricted Retained Earnings	447,983.73	118,957.17		118,957.17	118,957.17	
Net Income	22,630.88	32,638.72		329,026.56	295,387.31	33,639.25
Total Equity	915,797.50	596,778.78	319,018.72	893,166.62	859,527.37	33,639.25
TOTAL LIABILITIES & EQUITY	1,430,174.64	1,278,073.62	152,101.02	1,455,240.21	1,412,299.75	42,940.46

Marion County Commission on Youth
Unaudited Statement of Financial Position
As of December 31, 2023

	Dec 31, 23	Dec 31, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings	1,369,929.57	1,323,630.83	46,298.74
Accounts Receivable	36,515.07	22,417.05	14,098.02
Total Current Assets	1,406,444.64	1,346,047.88	60,396.76
Fixed Assets			
Fixed Assets			
176 · Website/App	6,500.00	6,500.00	0.00
175 · Furniture and Equipment	55,093.03	53,102.38	1,990.65
185 · Accumulated Depreciation	-54,623.27	-54,623.27	0.00
Total Fixed Assets	6,969.76	4,979.11	1,990.65
Total Fixed Assets	6,969.76	4,979.11	1,990.65
Other Assets			
199 · Right of use asset - operating	26,718.85	26,718.85	0.00
165 · Prepaid Expenses	9,792.96	6,662.75	3,130.21
140 · Security Deposit	5,314.00	5,314.00	0.00
Total Other Assets	41,825.81	38,695.60	3,130.21
TOTAL ASSETS	1,455,240.21	1,389,722.59	65,517.62
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
201 · Accounts Payable	474.92	27,447.85	-26,972.93
Total Accounts Payable	474.92	27,447.85	-26,972.93
Other Current Liabilities			
235 · Vacation Payable	6,492.69	6,492.69	0.00
250 · Accrued Expense	5,480.00	4,736.00	744.00
221 · Fiscal Agency Funds Payable	0.00	62,557.97	-62,557.97
260 · Deferred Revenue	522,907.13	697,629.17	-174,722.04
Total Other Current Liabilities	534,879.82	771,415.83	-236,536.01
Total Current Liabilities	535,354.74	798,863.68	-263,508.94
Long Term Liabilities			
299 · Lease liability - operating	26,718.85	26,718.85	0.00
Total Long Term Liabilities	26,718.85	26,718.85	0.00
Total Liabilities	562,073.59	825,582.53	-263,508.94
Equity			
Net Assets	445,182.89	445,182.89	0.00
32000 · Unrestricted Retained Earnings	118,957.17	39,317.66	79,639.51
Net Income	329,026.56	79,639.51	249,387.05
Total Equity	893,166.62	564,140.06	329,026.56
TOTAL LIABILITIES & EQUITY	1,455,240.21	1,389,722.59	65,517.62

Marion County Commission on Youth
Unaudited Statement of Activities
December 2023

	Dec 23	Budget	\$ Over Budget	% of Budget	Jan - Dec 23	YTD Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense								
Income								
410 - Grant Income	98,265.03	114,316.34	-16,051.31	85.96%	1,373,668.04	1,371,797.00	1,871.04	100.14%
420 - Contract Income	70,404.47	2,876.67	67,527.80	2,447.43%	294,776.43	34,520.00	260,256.43	853.93%
430 - Program Service Fees	0.00	83.33	-83.33	0.0%	2,144.49	1,000.00	1,144.49	214.45%
450 - Fund/Special Events Income	125.00	6,416.67	-6,291.67	1.95%	34,723.07	35,000.00	-276.93	99.21%
Contributions	11,189.70	3,125.00	8,064.70	358.07%	64,249.79	30,500.00	33,749.79	210.66%
465 - Miscellaneous Income	0.00	0.00	0.00	0.0%	30.97	0.00	30.97	100.0%
470 - In Kind Income	250.00	250.00	0.00	100.0%	6,810.00	3,000.00	3,810.00	227.0%
480 - Interest Income	3,773.95	66.67	3,707.28	5,660.64%	38,397.06	800.00	37,597.06	4,799.63%
Total Income	184,008.15	127,134.68	56,873.47	144.74%	1,814,799.85	1,476,617.00	338,182.85	122.9%
Gross Profit	184,008.15	127,134.68	56,873.47	144.74%	1,814,799.85	1,476,617.00	338,182.85	122.9%
Expense								
Personnel Expenses	41,629.54	55,316.77	-13,687.23	75.26%	680,583.96	666,263.16	14,320.80	102.15%
Personnel Development	382.14	1,638.02	-1,255.88	23.33%	11,539.77	19,655.95	-8,116.18	58.71%
Office Technology	3,421.29	1,938.37	1,482.92	176.5%	23,082.19	23,260.32	-178.13	99.23%
Consultants and Contract Labor	18,649.99	32,153.52	-13,503.53	58.0%	465,408.21	385,914.94	79,493.27	120.6%
Professional Fees	2,499.99	7,097.04	-4,597.05	35.23%	76,909.37	85,164.44	-8,255.07	90.31%
Advertising Costs	0.00	429.18	-429.18	0.0%	245.00	5,150.00	-4,905.00	4.76%
808 - Fundraising Expense	-1,580.92	2,375.00	-3,955.92	-66.57%	21,417.64	28,500.00	-7,082.36	75.15%
Occupancy Expenses	8,426.29	7,448.18	978.11	113.13%	82,101.87	89,377.98	-7,276.11	91.86%
Supplies	415.94	1,375.94	-960.00	30.23%	4,284.63	16,511.02	-12,226.39	25.95%
Program Expense	-4,479.00	11,580.46	-16,059.46	-38.74%	81,416.52	138,725.00	-57,308.48	58.69%
735 - Printing	831.02	1,141.56	-310.54	72.8%	15,477.19	21,698.00	-6,220.81	71.33%
Insurance	0.00	247.00	-247.00	0.0%	4,866.47	3,092.38	1,774.09	157.37%
Travel and Meetings	1,847.52	706.75	1,140.77	261.41%	7,704.57	8,479.37	-774.80	90.86%
Other Expenses	497.73	104.71	393.02	475.34%	3,925.90	1,256.28	2,669.62	312.5%
965 - In Kind Expenses	250.00	250.00	0.00	100.0%	6,810.00	3,000.00	3,810.00	227.0%
Total Expense	72,791.53	123,782.50	-50,990.97	58.81%	1,485,773.29	1,496,048.84	-10,275.55	99.31%
Net Ordinary Income	111,216.62	3,352.18	107,864.44	3,317.74%	329,026.56	-19,431.84	348,458.40	-1,693.23%
Other Income/Expense	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%
Net Income	111,216.62	3,352.18	107,864.44	3,317.74%	329,026.56	-19,431.84	348,458.40	-1,693.23%



How Are the Children? Five-year Analysis

First-Year Goals and Strategies

1. To raise a net profit of \$10,000

A. Through sponsorships

Ideally corporations with whom we can build a *sustainable* relationship and can fill seats with their employees (people who MCCOY would benefit from knowing and can make a contribution at the event)

B. Through ticket sales

Ideally individuals with whom MCCOY can build a *sustainable* relationship, have an interest in youth issues and want to be engaged in our work, and can make a contribution at the event

C. Through on-site contributions

2. To serve as a strategic communications tool

- To expand our reach and share the MCCOY story with key community members
- To invite attendees to engage in our work

3. To engage the board in leading the development of the event

- Committee made up of board members
- All board members engaged in sponsorship efforts and invite people to the event
- Board members serve as ambassadors at event

Five-Year Results

1. Financial

	2019	2020	2021	2022	2023
Revenue	\$27,566	\$17,837	\$32,155	\$30,335	\$45,132
Contributions	\$6,529	\$3,710	\$3,248	\$3,431	\$12,292
Expenses	\$15,645	\$3,126	\$18,200	\$21,996	\$26,275
Net Profit	\$11,921	\$14,711	\$13,955	\$8,339	\$18,857
Fundraising ROI Return on investment based on what it costs to run the event (net profit/cost of event x100) Goal is 35% or less. (For every \$100 raised, spend less than \$35 to earn it)	76%	5%	77%	38%	72%

- Less than 10% of sponsorships over the past five years have been from "outside" MCCOY (not a board member, former board member or vendor)
- Average gift is \$30-\$35, standard for an event like this is \$75-\$100
- Fewer than 12 people have become regular donors over the 5-year period

2. Strategic

- Registration grew from 100 in 2019 to 187 people in 2023, average attendance is approximately 125.
- We've had good response from attendee interest cards attendees. In 2023, approximately 30% of attendees completed interest cards.

3. Board engagement

- Board leadership and engagement with this event has waned after the first few years.
- A few Board members serve on the committee but the majority of the planning and sponsorship sales largely fell to the staff, with little participation from the full board.
- Board members do sponsor or purchase tickets, but very few board members engage in sponsorship and ticket sales or planning the event.

Resource Development Committee Recommendation

- While we have raised funds each year, this event is a very costly way to raise money.
- With very few people becoming ongoing donors, we are not achieving our goal of converting attendees to regular supporters.
- With most of the planning of the event falling primarily on the staff, the goal of this being a board-led event isn't realistic.

With these results in mind, we recommend that we pause this event in 2024 to evaluate our fundraising plans, determine the most effective fundraising tools for MCCOY and if an event like this is feasible for us to do in the future. We did make progress on telling our story and engaging people in our work, and we recommend we identify how we can continue those activities in a different way.