the COMMUNITY FOUNDATION FOR THE GREATER CAPITAL REGION

2026 CFCR Operating Results vs. Budget

6/30/2026

		A	B	C	D	E	F	G	H	I	
		Year to Date: Compare to Prior Yr			Year to Date: Compare to Budget			Year to Date:Comp. to Annual Budget			
		Actual	Actual	Diff	Actual	Budget	Diff	Actual	Annual	Actual vs	
		Jun-26	Jun-25	Jun-26	Jun-26	Jun-26	Annual	Jun-26	Budget	Budget	
1	**Revenue**										
2	**Contributions**										
3	Contributions	$ 16,470	$ 4,220	$ 12,250	$ 16,470	$ -	$ 16,470	$ 16,470	$ 85,000	19.38%	5%
4	Board Gifts to Operations	-	500	(500)	-	$ -	-	-	20,000	0.00%	1%
5	Admin. Endow. (spending plan in Nov, budget 5%)	-	-	-	-	$ -	-	-	409,617	0.00%	22%
6	Events Net Income	(191)	59,733	(59,924)	(191)	-	(191)	(191)	55,000	-0.35%	3%
7	**Total Contributions**	**16,279**	**64,453**	**(48,174)**	**16,279**	**-**	**16,279**	**16,279**	**569,617**	**2.86%**	
8											
9	**Management Fees**										
#	Foundation Management Fees	699,833	542,850	156,983	699,833	608,743	91,090	699,833	1,217,485	57.48%	65%
#	Fee for Services	29,100	9,539	19,561	29,100	23,000	6,100	29,100	83,500	34.85%	4%
#	**Total Fees**	**728,933**	**552,389**	**176,544**	**728,933**	**631,743**	**97,190**	**728,933**	**1,300,985**	**56.03%**	70%
#											
#	**Total Revenue**	**745,212**	**616,842**	**128,370**	**745,212**	**631,743**	**113,469**	**745,212**	**1,870,602**	**39.84%**	
#											
#	**Expenses**										
#	Salaries & Wages	486,071	453,523	32,547	486,071	511,957	(25,886)	486,071	1,107,464	43.89%	60.0%
#	**Payroll Related Costs:**										
#	Payroll Taxes & Fringes Required by Law	36,996	36,995	1	36,996	43,457	(6,461)	36,996	88,597	41.76%	4.8%
#	Employee Health/Life Insurance	23,996	23,100	895	23,996	38,833	(14,838)	23,996	88,000	27.27%	4.8%
#	403(b) Plan - Employer Match	26,190	26,424	(234)	26,190	30,717	(4,528)	26,190	61,213	42.78%	3.3%
#	403(b) Plan Document and Admin.	-	-	-	-	-	-	-	1,600	0.00%	0.1%
	Wages and benefits subtotal	573,252	540,042	33,209	573,252	624,964	(51,713)	573,252	1,346,874	42.56%	73.0%
#	Accounting	27,101	21,000	6,101	27,101	27,100	1	27,101	37,900	71.51%	2.1%
#	Legal	6,568	8,956	(2,389)	6,568	6,000	568	6,568	12,000	54.73%	0.7%
#	Bank & Credit Card Processing Fees	4,823	3,321	1,502	4,823	2,050	2,773	4,823	4,100	117.63%	0.2%
#	Professional Training	9,008	11,621	(2,613)	9,008	8,500	508	9,008	20,000	45.04%	1.1%
#	Contract Services	11,742	7,773	3,969	11,742	10,500	1,242	11,742	21,000	55.92%	1.1%
#	Equip.& Software Maint., Etc.	32,198	30,455	1,743	32,198	29,933	2,265	32,198	58,052	55.46%	3.1%
#	Depreciation	12,649	11,479	1,170	12,649	12,100	549	12,649	26,000	48.65%	1.4%
#	Grants & Program Fees	-	-	-	-	425	(425)	-	1,000	0.00%	0.1%
#	Insurance	15,221	12,467	2,753	15,221	14,700	521	15,221	25,000	60.88%	1.4%
#	**Meeting Expense:**										
#	Meeting Exp-Fundholders/Grantees	1,645	1,088	557	1,645	1,500	145	1,645	3,000	54.84%	0.2%
#	Meeting Exp - Board/Staff	5,133	3,652	1,481	5,133	4,000	1,133	5,133	8,500	60.39%	0.5%
#	Meetings-Fundraising & Materials	452	91	360	452	300	152	452	600	75.27%	0.0%
#	Communications & Marketing Plan	28,770	13,305	15,465	28,770	27,000	1,770	28,770	80,000	35.96%	4.3%
#	Office and Computer Supplies	10,791	6,993	3,798	10,791	9,500	1,291	10,791	19,520	55.28%	1.1%
#	Postage	3,236	2,147	1,089	3,236	2,600	636	3,236	5,684	56.94%	0.3%
#	Rent	57,828	56,345	1,483	57,828	55,500	2,328	57,828	111,093	52.05%	6.0%
#	Telephone and Utilities	17,157	8,583	8,573	17,157	11,400	5,757	17,157	19,711	87.04%	1.1%
#	Websites and Internet Access	1,562	-	1,562	1,562	1,000	562	1,562	1,000	156.24%	0.1%
#	**Miscellaneous:**					-					
#	Dues	22,312	18,791	3,521	22,312	22,700	(388)	22,312	36,130	61.75%	2.0%
#	Filing Fees	150	3,930	(3,780)	150	-	150	150	3,075	4.88%	0.2%
#	Payroll Processing Fees	1,216	755	461	1,216	1,150	66	1,216	2,500	48.66%	0.1%
#	Travel	599	349	250	599	650	(51)	599	3,000	19.97%	0.2%
#	**Total Expenses**	**843,413**	**763,146**	**80,267**	**843,413**	**873,573**	**(30,160)**	**843,413**	**1,845,739**	**45.70%**	
#											
#	**Operating Net Income/(Loss)**	**$ (98,201)**	**$ (146,304)**	**$ 48,103**	**$ (98,201)**	**$ (241,830)**	**$ 143,629**	**$ (98,201)**	**$ 24,863**		
#	**Nonoperating Income**										
#	Investment Income (Net of Fees)	62,820	42,984	19,836	62,820	-	62,820	62,820	-		
#	**Net Income/(Loss)**	$ (35,381)	$ (103,320)	$ 67,939	**$ (35,381)**	(241,830)	206,449	(35,381)	24,863		
									-		

Community Foundation Income Statement Notes:

6/30/2026

3 Contributions

Annual Campaign:	Budget	Actual	Diff.	
Board Gifts	$ 20,000	$ -	$ (20,000)	
General Gifts	$ 70,000	$ 15,200	$ (54,800)	$14.2k from 4 gifts in early '26. $1k in April.
Interfund Gifts	$ -	$ -	$ -	
Total	$ 90,000	$ 15,200	$ (74,800)	

Interfund revenue for Catalyst staff time support, $0 (full year budget of $15k), Jan. Keeler $10k, Freihofer DAF $3k, Aimee Dake DAF $1k

6 Events Net Income

	2017	Event in Sept 2018	Event in May	Cancelled 2020	Event in Sept 2021	Event in Sept 2022	Event in Sept 2023	Event in May 2024	5/29/2025 2025	9/22/2026 2026
Event Income	$ 98,475	$ 108,260	$ 87,660	$ -	$ 82,450	$ 80,345	$ 77,228	$ 101,518	$ 92,994	$ 1,000
Event Expense:	$ 20,287	$ 31,296	$ 24,526	$ -	$ 28,183	$ 21,156	$ 32,271	$ 33,936	$ 25,996	$ 1,191
Summary:	Wolfert's	Marriott	Marriott	Cancelled	Pitney Meadow	Marriott	Saratoga Nat.	Marriott	Marriott	Marriott
Hosting site charge	11,124	13,420	11,465	-	3,000	10,317		13,701	13,998	500
Catering	ncluded in hostin	ncluded in hostir	ncluded in hosting	-	15,816	-	24,500			
Site prep (tents, tablecloths, flowers)					2,659			1,750	1,625	-
Announcement and programs (design and production)	2,389	2,993	2,550	-	2,742	2,140		2,264	1,804	-
Video history, event production and photography	5,588	11,770	6,870	-	2,000	4,925	2,950	16,221	8,210	-
Other (balloons, supplies, flowers)	1,186	3,113	3,641	-	1,966	3,774	4,821	-	-	-
	20,287	31,296	24,526	-	28,183	21,156	32,271	33,936	25,637	500
Net	$ 78,188	$ 76,964	$ 63,134	$ -	$ 54,267	$ 59,189	$ 44,957	$ 67,581	$ 66,998	$ (191)
Budget	50,000	62,500	76,500	64,200	64,200	63,000	63,000	$ 55,000	55,000	55,000
Variance	$ 28,188	$ 14,464	$ (13,366)	$ (64,200)	$ (9,933)	$ (3,811)	$ (18,043)	$ 12,581	$ 11,998	$ (55,191)

10 Management Fees

	y't'd	
Actual	$ 699,833	Budget portfolio at $136M
Budget	$ 608,743	Jan $150M, Feb $153MM, Mar $144MM, Apr $163MM, May $167MM, June $167.6
Variance	$ 91,090	Avg $157.4MM, $21.4MM over budget x $8k per $1MM=$171.2k/12*6= $86k est variance
Cumulative	15.0%	

11 Fees

Angiodynamics scholar. $7.5k(B $7.5k), BenderFam $9k ($7.5B), Review Found ($11kB), B'nai B'rith $20k ($15.5kB), McCarthy ($21.5B),Picotte ($13kB), Gioia ($7.5k B), Renewal by Anderson Scholarship $1.5k (new in '26)

17-21 Salary and Wages, Health Ins. & 403B

Open positions include 1 FTE did not start thru March '26

25 Bank Credit Card Processing:

24 Legal

$2K Kenney Estate

26 Training

27 Contract Service

IT Support $6.8k (Budget $12k), Fort Orange $380mo., Van Scoyoc $1.1k ($1kB lobbying), GuideStar $1.2kB

28 Equipment and Software Maintenance

Foundant Software $60k (annual $51kB) and Copier (approx. $550/mo.), Google Business $7/mo., Adobe $16/mo. + annual $664. Copier lease

29 Depreciation

New capital additions:

	PC and docking station	$ 2,283	
Budget $10k IT & $10k Misc.	Office furniture	$ 4,490	$ 6,773

30 Grant Expense

31 Insurance

33-35 Meeting Expense

	6/30/2025	6/30/2026	Budget	Var			CFAI Nation	4500
In total	$ 4,832	$ 7,230	5,800	$ (1,430)	12,100	Full year budget		
Budget								

CFAI National Ad $4.5k, Alb Bus Review (State of Region) $3k, WMHT Black Hist $2.5k, WAMC $3.5k, American Diab Tour de Cure $2.5k, TU Online $550

36 Communications & Marketing

	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024	12/31/2025	6/30/2026	
Advertising	$ 72,766	$ 42,763	$ 21,435	$ 13,619	$ 34,829	$ 31,961	$ 34,161	$ 65,831	$ 28,770	Full yr budget
Budget	$ 81,247	$ 42,300	$ 45,700	$ 33,672	$ 40,672	$ 44,100	$ 44,100	$ 72,000	27,000	$ 80,000
	$ (8,481)	$ 463	$ (24,265)	$ (20,053)	$ (5,843)	$ (12,139)	$ (9,939)	$ (6,169)	$ 1,770	
	50th Anniversary		No annual report in 2021, postponed to spring of 2022					No annual report	$3k State of the Region (AlbBusRev) $4.5K CFAI Nat.Ad Campaign	

37 Office and Computer Supplies

	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024	12/31/2025	6/30/2026	
Actual	$ 25,683	$ 14,054	$ 10,051	$ 9,464	$ 13,360	$ 13,693	$ 8,918	$ 21,695	$ 10,791	Full yr budget
Budget	$ 10,092	$ 14,156	$ 18,215	$ 14,235	$ 13,400	$ 12,000	$ 12,000	$ 18,000	$ 9,500	$ 19,520
	$ 15,591	$ (102)	$ (8,164)	$ (4,771)	$ (40)	$ 1,693	$ (3,082)	$ 3,695	$ 1,291	

Check stock $, letterhead, annual campaign material, water approx. $50/mo., document destruction/storage $k, Letterhead/brochures $k, staff celebr

39 Rent

40 Telephone and Utilities

	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023	12/31/2024	12/31/2025	6/30/2026	
Actual	$ 10,797	$ 11,290	$ 10,803	$ 15,264	$ 17,798	$ 16,067	$ 14,766	$ 17,711	$ 17,157	Full yr budget
Budget	6,602	10,791	12,226	11,940	15,040	17,264	17,264	19,997	11,400	$ 19,711
	$ 4,195	$ 499	$ (1,423)	$ 3,324	$ 2,758	$ (1,197)	$ (2,498)	$ (2,286)	$ 5,757	

RingCentral phone system in 2021, above budget.

41 Website and Internet Access

Website maintenance, Network Solutions

	12/31/2018	12/31/2019	12/31/2019	12/31/2021	12/31/2022	12/31/2023	12/31/2024	12/31/2025	6/30/2026	
Actual	$ 3,118	$ 3,271	$ 5,996	$ 3,352	$ 1,969	$ 2,165	$ 868	$ 2,694	$ 1,562	Full yr budget
Budget	1,300	2,494	3,824	6,601	5,986	3,955	3,955	3,000	1,000	$ 1,000
	$ 1,818	$ 777	$ 2,172	$ (3,249)	$ (4,017)	$ (1,790)	$ (3,087)	$ (306)	$ 562	

Adobe $0, Formsite $0, Dropbox $0, Network Solutions $0, Overrite Media $ website updates, Website/PGDC

43 Dues

NY Funders $5.5k (B $6k), DocuSign $2.6K ($2.2B) (Capital Reg Ch ($1kB), Council of Found $1k (B $12.5k), Found Nation Stand $90/mo.,Bus Council $0 (B $.5k),Renss Cham.A $0.6(B $.6k), Black Cham. (B$1.25k), CEO Net (B$.6k)
DocuSign $0 ($2.5kB), F-Orange $442/mo. (B $5.3k), FAOG (B$0.3)

51 Investment Income

The portion of the portfolio's income allocated to the Foundation. Feb 2026 3.9%