



**CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING  
COMMITTEE  
2014 GRANT APPLICATION**

**AGENCY INFORMATION**

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**Lead Agency Name: Big Brothers Big Sisters of Monroe County**

Is Lead Agency a 501(c)(3)?  Yes  No

Number of Employees:

Full-Time	Part-Time	Volunteers
1	11	250

Address:

807 N. College Ave.  
Bloomington, IN 47404

Phone: 812-334-2828

Agency E-Mail: [bbbs@bigsindiana.org](mailto:bbbs@bigsindiana.org)

Website: [bbssci.org](http://bbssci.org)

President of Board of Directors: Keith Leonard

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**Executive Director: *See Attachment***

Title: *N/A*

Phone: *N/A*

E-Mail: *N/A*

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**Name of Person to Present Proposal: Mark Voland**  
to Committee (*if not the Executive Director*)

Title: Programs Director

Phone: (812) 334-2828 EXT. 227

E-Mail: [mvoland@bigsindiana.org](mailto:mvoland@bigsindiana.org)

**Name of Grant Writer: Alyssa LeRoy and Mark Voland**

Phone: 812-334-2828

E-Mail: [aleroy@bigsindiana.org](mailto:aleroy@bigsindiana.org)

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**Agency Mission Statement** (150 words or less)

Our mission is to provide children facing adversity with strong and enduring, professionally supported 1-1 relationships that change their lives for the better, forever.

**PROJECT INFORMATION**

Project Name: One-to-One Youth Mentoring

Is this a collaborative project?  Yes  No

If yes, list name(s) of non-lead agency partners:

N/A

Address where project will be housed: 807 N. College Ave., Bloomington, IN 47404

Total Cost of Project: \$384,600

Requested JHSSF Funding: \$25,000

Other Funds Expected for this Project (Source, Amount, and Confirmed/Pending)

OJDP GRANT \$85,212 United Way \$34,176 NAP CREDITS (Pending) \$30,000 BFKS \$100,000 Grants pending \$18,500, Individual Giving \$12,000, Board Giving \$10,000 Agency Ask Event \$10,000

Total Number of Clients Served by this project in 2014: 226 (Jan-end of March)

Total Number of City Residents Served by this project in 2014: 173 (Jan-end of March)

Is this request for operational funds?  Yes  No

If yes, indicate whether the request is for a pilot project, bridge funding, or a collaborative project:

Pilot  Bridge  Collaborative

Please indicate the period in which you intend to draw down funds, if granted:

July-September 2014

October-December 2014

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds:

We plan to submit our claims for reimbursement once per month.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received:

Anticipated funding is expected to be received from United Way- monthly, OJJDP grant-monthly, NAP Credits- June-July, Ask Event- July, BFKS- June-Feb.

Do you own or have site control of the property on which the project is to take place?

Yes     No     N/A

Is the property zoned for your intended use?

Yes     No     N/A

If “no,” please explain:

N/A

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

*Note: Funds will not be disbursed until all requisite variances or approvals are obtained.*

N/A

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

Yes     No

If “yes,” please provide an itemized list of program elements, ranked by priority and cost:

Priority #1 Item & Cost	Match Support Enhancement: Big Brother Big Sister Retreats 3 \$3,000
Priority #2 Item & Cost	Match Support Enhancement and Family Strengthening: Family Fall Festival at Crestmont \$1,000
Priority #3 Item & Cost	Match Support Enhancement and Family Strengthening: Fishing and Family Picnic \$1,000
Priority #4 Item & Cost	
Priority #5 Item & Cost	
Priority #6 Item & Cost	
Priority #7 Item & Cost	

**Project Synopsis** (250 words or less)

Please provide a brief overview of your project. Assume that this synopsis will be used in a summary of your proposal.

We are a mentoring organization that serves youth ages 6-17. Our traditional program matches at-risk youth (Little) with a caring adult (Big) in a positive mentoring relationship. Bigs and Littles develop their relationship by exploring their local community, building on common interests, and engaging in sports, crafts, music, and other community-supported activities. Our School Program pairs youth and adults together for one hour a week at the child's school to have lunch together, do homework, or play. Our After-School Program, held at two Boys and Girls Clubs, allows Bigs and Littles to do fun activities at the Club or walk to the library. We also offer an activity program, held once or twice per month, targeted toward our wait-listed children. What separates us from similar organizations is our use of the Search Institute’s 40 developmental assets as a way to frame our programming. We train volunteers and professionally monitor these relationships using these assets. The Institute showed that adolescents who exhibit 30 or more of these assets were more likely to go to college and achieve success, which ultimately came down to having stable support systems. The youth we serve have less than 20 assets, so we coach our volunteers to be asset-builders. Our Youth Outcome Survey shows that our youth consistently acquire 2-4 new assets within the first year of being matched.

## CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that your responses will be used in a summary of your proposal.

### NEED *(200 words or less)*

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington Housing and Neighborhood Development's [2010-2014 Consolidated Plan](#), or any other community-wide survey of social services needs.

According to the 2012 SCAN Report, "youth born to single parent households are more likely to live below the federal poverty line. Also youth in single-parent households experience greater rates of parental absence, lack of parental involvement in childrearing, and a lack of supervision, all of which have been shown to place youth at greater risk for poor educational attainment, behavior problems, and poor psychological well-being." We provide services for the city's most high-risk families involved with the Department of Child Services, probation, social workers, and temporary or transitional housing. These are the children who, without intensive intervention and support, are at highest risk for removal from the home or involved with the judicial system. A snapshot of the conditions faced by our matched children reveals that 10% live in foster care, with grandparents, or with another relative; 11% have an incarcerated parent; 27% have a physical, emotional, or learning disability; 86% qualify for free or reduced lunch; 58% live in a single parent household; and 93% fall into at least one of these categories. By focusing our resources on developing the confidence, academic success, and trust of at-risk youth, we invest in the long-term effects of positive youth engagement.

### ONE-TIME INVESTMENT *(100 words or less)*

Jack Hopkins Funds are intended to be a one-time investment. If you are requesting operational funds, explain if the request is for pilot or bridge funding and please explain your plan for future funding.

In recent years, the economic downturn left Big Brothers Big Sisters facing a period of fiscal uncertainty. However, the success of this year's Bowl For Kids' Sake fundraiser, a re-energized Board of Directors, and the exciting expansion that came from our generously funded new basement, which provided the first step on our new path toward sustainability, has turned our gaze toward a path of growth. However, we need funding to propel us forward. With a stabilized financial situation, we can focus on engaging our donors, attracting new donors, and maintaining smart financial practices to achieve our vision.

### FISCAL LEVERAGING *(100 words or less)*

Describe how your project will leverage other resources, such as other funds, in-kind contributions, etc.

Big Brothers Big Sisters recognizes the importance of maintaining a diverse pool of funds to sustain the organization. This year's Bowl For Kids' Sake campaign success hinted at the full potential of resources that can contribute to sustainable growth, including private donors, company sponsorships, community partnerships, and in-kind donations. In addition, Big Brothers Big Sisters actively seeks and submits local, state, and national public and private grants. Funding from the Jack Hopkins Social Services Committee would contribute to the organization's continuing trend away from fiscal uncertainty toward a new era of growth and sustainability.

## **LONG-TERM BENEFITS** *(200 words or less)*

Explain how your program will have broad and long-lasting benefits for our community.

The BBBS goals are to reduce factors that place youth at risk of delinquency, substance use, adolescent pregnancy, school drop out, and other social problems. Our One to One program accomplishes this by enhancing protective factors for youth which include: improving access to client-centered social services; establishing a support network of adults; providing opportunities for positive, safe, structured activities; setting clear behavior guidelines; promoting self efficacy, self discipline, and problem solving skills; and the opportunity to bond with positive, stable adults who provide consistent, caring responses.

While Monroe County is fortunate to have a wealth of opportunities for youth outside of school, many cannot take advantage of these opportunities, due to money, transportation, and parental health issues. Our volunteers overcome these obstacles by going to the child's home and taking them to activities. One of the most marked changes we see after a match is an increased use of community.

Our 2013 Youth Outcome Survey results showed positive outcomes for the youth served. For example, **92%** of our youth improved or maintained in Social Acceptance, **79%** improved or maintained in Scholastic Competence, **71%** improved or maintained in Educational Expectations, and **58%** improved or maintained in Attitudes Toward Risky Behaviors.

## Big Brothers Big Sisters of South Central Indiana Narrative

Big Brothers Big Sisters (BBBS) is requesting \$25,000 for bridge funding, in order to build off of our recent growth and propel us toward a sustainable presence in Monroe County. The funding will be fully utilized before the final claim submission date.

BBBS matches at-risk youth of Monroe, Putnam, and Owen counties with volunteer adult mentors to improve youth outcomes and enhance the childhood and future of these Littles through positive and caring relationships. In our community-based program, Bigs meet their Littles at least once a week for trips to movies, museums, and other educational or recreational activities of mutual interest. In our site-based program, Bigs meet their Littles once a week during the school year at school or in after-school programs. This eases transportation requirements for Bigs and allows them to participate in group activities with their Littles. Through the site-based programs, we match our most at-risk youth, many of who come from more unstable homes or who may not have access to methods of communication by which to coordinate activities through the community program. Finally, in our First Friends program, we provide activities for children on our waiting list and for our Littles, their siblings, and their families, including our Fall Festival, fishing outing, Reality Health Fair, and Bowl for Kids' Sake. The BBBS staff, volunteers, and interns ensure the success of these programs by conducting a detailed matching process, providing a comprehensive training program for new Bigs, and maintaining frequent contact and building relationships with Littles and their families. BBBS trains all of its volunteers on the Search Institute's 40 development assets. The Institute showed that adolescents who exhibit 30 or more of these assets were more likely to go to college and achieve success, ultimately coming down to a stable support system. We coach our volunteers to be asset-builders; the youth we serve have less than 20 assets, but consistently gain 2-4 assets per year of being matched.

We also monitor the success of our program by conducting annual Youth Outcome Surveys. New Littles take the survey right before they are matched, and again one year later. Through these surveys, which serve as valuable outcome indicators, we can gauge the direct impact of the matches on the children we serve. These surveys show demonstrable success of the program: the 2013 YOS found that 92% of our matched Littles improved or maintained in social acceptance, 79% improved or maintained in scholastic competence, and 71% improved or maintained in educational expectations.

BBBS not only has positive short-term outcomes, but also exhibits long-lasting outcomes that are life-changing for the children we serve. Between March 3 and April 16, 2009, Harris Interactive® conducted an online survey of 200 adults who participated in Big Brothers Big Sisters as Littles for at least one year during their childhood. These alumni Littles were asked questions about their experience as Littles and about their well-being as adults. The following results illustrate the impact of Big Brothers Big Sisters mentoring relationships:

- 64% of the alumni Littles are still in touch with their Bigs;
- 62% consider themselves to be more successful than their peers who weren't involved in Big Brothers Big Sisters;
- 81% report that their Big changed their perspective on what they thought possible in life;
- 77% report doing better in school because of their Big;

- 65% agree that their Big helped them reach a higher level of education than they thought possible;
- 86% report that their relationship with their Big has helped them make better choices in their adult life;
- 42% of the alumni have earned a four-year college degree or higher compared to 22% of their fathers and 25% of their mothers. Those in longer matches report higher college graduation rates.

The positive mentoring relationships provided by BBBS offer at-risk children a caring and well-trained mentor to enhance their childhood; as the Harris Interactive study demonstrates, the beneficial results of these relationships spill over into the community by creating successful, goal-driven adults, many of whom return to BBBS to serve as mentors, creating a cycle of positive effects.

BBBS focuses its efforts and resources on one of the most vulnerable demographics in the community: at-risk youth. The United Way 2012 Service Community Assessment of Needs' overarching recommended focuses "Education, Earnings, and Essentials" match the work of BBBS. We serve youth by promoting academic success, better relationships at home and school, and avoidance of risky behaviors through positive and committed mentoring relationships. These results at the national and local level contribute to higher academic success and subsequent earnings. According to the SCAN Report, "youth access to resources and developmental success are related to education attainment of a parent or guardian, the number of wage earners living in a youth's household, and the age of the parents or guardians at the birth of the child. Family structure is further related to other risk factors that could affect youth development. For example, youth born to single parent households are more likely to live below the federal poverty line...youth in single-parent households experience greater rates of parental absence, lack of parental involvement in childrearing, and a lack of supervision, all of which have been shown to place youth at greater risk for poor educational attainment, behavior problems, and poor psychological well-being." BBBS assists these same youth and their families. In 2013 we served over 600 youth and adult mentors. A current snapshot of the adverse conditions faced by the children we serve reveals that 10% of our matched children live in foster care, with grandparents, or with another relative; 11% have an incarcerated parent; 27% have a physical, emotional, or learning disability; 86% qualify for free or reduced-price lunch; 58% live in a single parent household; and 93% fall into at least one of the above categories. Our long-term investment in the future potential and well-being of the children of Monroe County make us the perfect vehicle to meet the needs identified by the SCAN Report.

As an organization that looks toward the future by serving today's youth, we will be able to focus on growth and sustainability with the funding by offering improved training for Bigs; more resources for Littles and their families; increased outreach for new matches; and enhanced capacity to fundraise, engage our current donors, and develop new donor and community relationships. However, in order to take advantage of our recent growth and reach more Bloomington children and families, we need to achieve fiscal sustainability. The cost of maintaining a match for one year is \$1100. Assistance from the Jack Hopkins Social Services Committee would allow us to improve the resources available to current matches and focus our efforts on reaching more children and volunteers in our investment in the Bloomington community.

Big Brothers Big Sisters of South Central Indiana

**\*\*2014 Operating Budget\*\***

Income

3800 - Fund Raising	
General Fund Raising	1,000.00
Activites & Events	15,000.00
Andrew Davis Event	1,500.00
IU Bowl 2014	17,000.00
Corporate Sponsor Bowl 2014	30,000.00
Bar League Bowl (x2)	14,000.00
Community Bowl 2014	65,000.00
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3800 - Total Fund Raising	<b>143,500.00</b>
3700 - InKind Contributions	
InKind Income	40,000.00
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3700 - Total InKind Contributions	<b>40,000.00</b>
3300 - Indirect Contributions	
Foundation & Misc Grants	2,000.00
Owen County Comm Foundation	1,000.00
United Way of Monroe County	45,000.00
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3300 - Total Indirect Contributions	<b>48,000.00</b>
3200 - Individual Contributions	
Employee Giving	2,000.00
Program Restricted Income	2,000.00
NAP Credits	36,000.00
Unrestricted Income	12,000.00
Individual Contributions - Board	10,000.00
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3200 - Total Individual Giving	<b>62,000.00</b>
3100 - Private Grants	
ONB Grant	7,500.00
Grants - Other (Walmart, MCC, OCC)	10,000.00
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3100 - Total Private Grants	<b>17,500.00</b>
3000 - Government Grants	
OJJDP MEG	92,829.00
Hopkins - Bridge Funding	25,000.00

	Owen County (restricted)	1,000.00
	M L King Grant	750.00
	Cares	<u>5,000.00</u>
	<b>3000 - Total Government Grants</b>	<b>124,579.00</b>
	<b>Total Income</b>	<b><u>435,579.00</u></b>
	<b>Gross Profit</b>	<b><u>435,579.00</u></b>
	<b>Expense</b>	
	5000 - Equipment	
	Owen County Grant	1,000.00
	Equipment Repairs & Maint	1,500.00
	Computer Repairs & Support	2,500.00
	Equipment Rental	<u>3,500.00</u>
	<b>5000 - Total Equipment</b>	<b>8,500.00</b>
	4500 - Occupancy	
	Electric	500.00
	Telephone/Internet	4,500.00
	Building Expenses	1,000.00
	Building Rent	<u>24,000.00</u>
	<b>4500 - Total Occupancy</b>	<b>30,000.00</b>
	4000 - Payroll	
	Payroll Expenses	6,000.00
	Employee Health Insurance	18,000.00
	Unemployment Tax	* 2,500.00
	Payroll Tax FICA	* 14,500.00
	Contract Labor	1,000.00
	Payroll Wage Expense	<u>186,700.00</u>
	<b>4000 - Total Payroll</b>	<b>228,700.00</b>
	5500 - Agency Expense	
	Margin Interest Expense	500.00
	Bad Debt	-
	IT Development	3,000.00
	Food	1,000.00
	Miscellaneous	800.00
	Bank & Credit Card Fees	2,500.00
	Dues & Subscriptions	<u>11,500.00</u>

5500 - Total Agency Expense	<b>19,300.00</b>
6000 - Insurance	
Liability Insurance	1,196.00
Property & Liability Insurance	6,255.00
Workers Comp Insurance	<u>1,054.00</u>
6000 - Total Insurance	<b>8,505.00</b>
6100 - Program Expense	
Property Tax	105.00
Outreach	-
Special Events Programming	5,000.00
Development Expense	500.00
Jack Harlow Scholarship Fund	1,000.00
Wilma Hill Match Expense	1,000.00
Office Supplies	2,500.00
Postage & Delivery	1,700.00
Printing & Reproduction	4,000.00
Advertising	-
Mileage Reimbursement	3,500.00
Miscellaneous	500.00
Prizes & Awards	300.00
Events & Activities	<u>5,000.00</u>
6100 - Total Program Expense	<b>25,105.00</b>
7000 - Professional Fees	
Accounting	<u>21,000.00</u>
7000 - Total Professional Fees	<b>21,000.00</b>
7100 - Volunteer Expense	
Volunteer Background Checks	3,000.00
Volunteer Recruitment	250.00
Volunteer Expense - Other	<u>250.00</u>
7100 - Total Volunteer Expense	<b>3,500.00</b>
7200 - Board & Staff Expense	
Staff & Board Miscellaneous	100.00
Annual Meeting	-
Staff Development	<u>500.00</u>

7200 - Total Board & Staff Expense	600.00
9025 - InKind Expenses	<u>40,000.00</u>
Total Expense	<b>384,610.00</b>
Net Ordinary Income	<b>50,969.00</b>
YE 2013 Cash Reserves	<u>27,500.00</u>
YE 2014 Cash Reserve Projection	<b>78,469.00</b>

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Accrual Basis

**Big Brothers Big Sisters**  
**Profit & Loss**  
January through December 2013

	<u>Jan - Dec 13</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
3995 · Miscellaneous Income	274.22
3900 · Investment income	
3940 · Interest Income	1.01
3910 · Realized Gain on Securities	1,775.70
3920 · Unrealized gain (loss) on sec (Mutual funds G/L)	-5,131.05
<b>Total 3900 · Investment income</b>	<b>-3,354.34</b>
3800 · Fund Raising	
3240 · General Fundraising	8,096.58
3807 · Golf Outing	175.00
3805 · Activities & Events	2,571.00
3855 · OC Corporate Sponsor Bowl 2013	2,750.00
3860 · OC Community Bowl 2013	920.00
3865 · IU Bowl 2013	2,245.54
3870 · Corporate Sponsor Bowl 2013	12,350.00
3875 · Community Bowl 2013	49,306.49
3820 · IU Bowl 2012	5,775.00
<b>Total 3800 · Fund Raising</b>	<b>84,189.61</b>
3700 · In-Kind Contributions	
3720 · OC InKind	4,200.00
3710 · InKind Income	29,790.34
<b>Total 3700 · In-Kind Contributions</b>	<b>33,990.34</b>
3300 · Indirect Contributions	
3330 · Foundation & Misc Grants	5,111.00
3310 · United Way of Monroe Co.	36,263.79
<b>Total 3300 · Indirect Contributions</b>	<b>41,374.79</b>
3200 · Individual Contributions	
3235 · Gardner Mem. Tadpole Fund	150.00
3230 · Employee Giving	2,391.86
3220 · Program Restricted Income	5,000.00
3211 · NAP Credits	36,880.00
3210 · Unrestricted Income	15,168.37
3200 · Individual Contributions - Other	624.00
<b>Total 3200 · Individual Contributions</b>	<b>60,214.23</b>
3100 · Private Grants	
3130 · BBBSA Program Grant	792.03
3120 · Grants	8,500.00
<b>Total 3100 · Private Grants</b>	<b>9,292.03</b>

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Accrual Basis

**Big Brothers Big Sisters**  
**Profit & Loss**  
January through December 2013

	<u>Jan - Dec 13</u>
3000 · Government Grants	
3025 · OJJDPMEG Grant	46,733.87
3065 · Hopkins-Improvements	34,613.84
3070 · Owen County (Restricted for staff salaries)	1,000.00
3050 · M L King Grant	1,000.00
3030 · Cares	5,521.60
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<b>Total 3000 · Government Grants</b>	<b>88,869.31</b>
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<b>Total Income</b>	<b>314,850.19</b>
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<b>Gross Profit</b>	<b>314,850.19</b>
<b>Expense</b>	
6185 · Owen County Grant	415.68
5000 · Equipment	
5040 · Equipment Repairs & Maint.	1,343.46
5030 · Computer Repairs & Support (Computer Repairs)	2,377.78
5010 · Office Equipment,Furniture, & F	951.39
5020 · Equipment Rental	3,321.43
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<b>Total 5000 · Equipment</b>	<b>7,994.06</b>
4500 · Occupancy	
4900 · Utilities	
4915 · Electric	427.30
4920 · Telephone/Internet	7,414.45
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<b>Total 4900 · Utilities</b>	<b>7,841.75</b>
4510 · Building Expenses	506.61
4501 · Building Rent	24,000.00
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<b>Total 4500 · Occupancy</b>	<b>32,348.36</b>
4000 · Payroll	
4085 · Payroll Expenses	6,385.01
4080 · Employee Expense	15.90
4045 · Employee Health Ins.	9,811.33
4031 · Unemployment Tax	2,765.00
4030 · Payroll Tax - FICA	21,494.30
4020 · Work Study	600.20
4001 · Payroll Wage Expense	275,051.49
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<b>Total 4000 · Payroll</b>	<b>316,123.23</b>
<b>Federal Unemployment Tax</b>	<b>52.84</b>

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Accrual Basis

**Big Brothers Big Sisters**  
**Profit & Loss**  
January through December 2013

	<u>Jan - Dec 13</u>
<b>5500 · Agency Expense</b>	
5560 · Margin Interest Expense	436.03
5525 · IT Development	3,358.00
5550 · Food	793.69
5675 · Miscellaneous	542.92
5625 · Bank & Credit card fees	2,396.03
5575 · Donations	110.00
5650 · Penalty and Interest	6.29
5600 · Dues and Subscriptions	11,686.16
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<b>Total 5500 · Agency Expense</b>	19,329.12
<b>6000 · Insurance</b>	
6025 · Liability Insurance	10,249.19
6050 · Property & Liability Insurance	1,337.00
6000 · Insurance - Other	2,319.19
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<b>Total 6000 · Insurance</b>	13,905.38
<b>6100 · Program Expense</b>	
6330 · Property Tax	105.76
6425 · Fall Festival/Haunted House	100.98
6125 · Special Events Programming (Expenses for Fundraising Events)	7,028.36
6150 · Development Expenses	420.59
6200 · Office Supplies	2,124.52
6225 · Postage and Delivery	1,638.74
6250 · Printing and Reproduction	4,819.29
6300 · Mileage & Parking Reimbursement	3,642.03
6325 · Miscellaneous	383.78
6375 · Prizes & Awards	275.88
6400 · Events & Activities	8,080.20
6100 · Program Expense - Other	7.37
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<b>Total 6100 · Program Expense</b>	28,627.50
<b>7000 · Professional Fees</b>	
7050 · Accounting	21,602.00
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<b>Total 7000 · Professional Fees</b>	21,602.00
<b>7100 · Volunteer Expense</b>	
7125 · Volunteer Background Checks	2,966.08
7150 · Volunteer Recognition	334.20
7100 · Volunteer Expense - Other	192.07
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<b>Total 7100 · Volunteer Expense</b>	3,492.35
<b>7200 · Board &amp; Staff Expenses</b>	
7220 · Staff and Board Misc.	96.09
7280 · Staff Development	283.81
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<b>Total 7200 · Board &amp; Staff Expenses</b>	379.90

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Accrual Basis

**Big Brothers Big Sisters**  
**Profit & Loss**  
January through December 2013

	<u>Jan - Dec 13</u>
9025 · InKind Expenses	33,990.34
Total Expense	<u>478,260.76</u>
Net Ordinary Income	<u>-163,410.57</u>
Net Income	<u><u>-163,410.57</u></u>