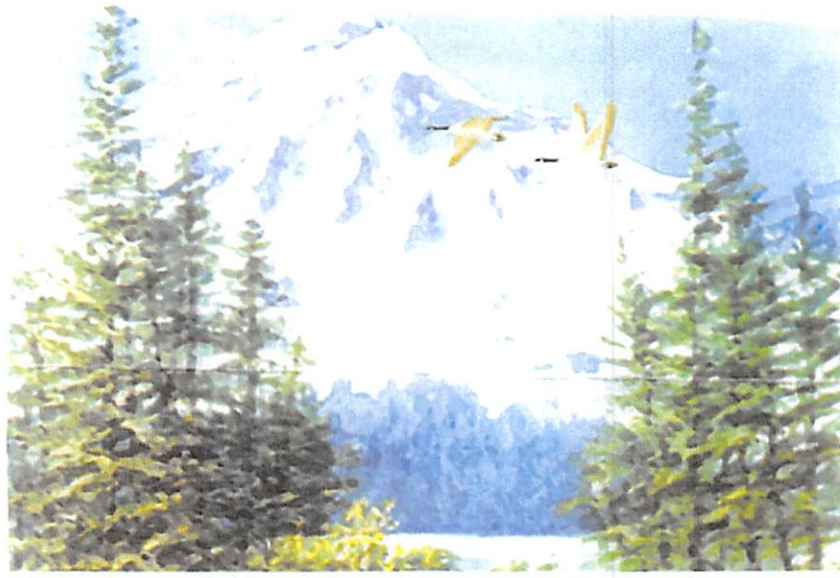


Mission Moment...

Jan 10, 2020



Wishing you a
Beautiful Day
with all the things that
bring you *joy*

To: Jason

From: Sharon

RE: Thank you ^{for} Acacia meals

Miss: Just wanted to Thank you
for all the lunch meals at
the old Acacia Hotel downtown.
They are much appreciated &
needed Sharon Albertson

Sharon 43 yr old & still going & growing

Intentionally
Blanks



Silver Key Foundation Board of Directors Meeting

AGENDA

Thursday, January 27, 2022

Zoom Only

	Topic	Owner	Action
I.	Call to Order	David Lord, Chair	
II.	Introduction of New Board Members Introduction – Steven E. Post, Investment Trust	David Lord, Chair	Lynne Jones, Steve Hunsinger, Greg Broeckelman Informational Update
III.	Changes to the Agenda	David Lord, Chair	
IV.	Consent Items A. Agenda B. Minutes from October 28, 2021	David Lord, Chair	
V.	CEO Report / Board Reports: A. Operations Board B. Silver Key Apartments	Jason DeaBueno	
VI.	Committee Reports A. Finance B. Governance Issues? C. Building/Housing Initiative D. Development Committee	Mike Rowe, Treasurer / Valerie Anders, CFO David Lord, Chair Jason DeaBueno Cari Karns	Fundraising Update – January – December 2021



Silver Key
Connections
Café

Silver Key
Home
Delivered
Meals
Including Meals on Wheels

Silver Key
Reserve
& Ride

Silver Key
Friends
Thrift
Store

Silver Key
Health
& Wellness



Silver Key Foundation Board of Directors Meeting

AGENDA

Thursday, January 27, 2022

Zoom Only

	E. Update from Resource Development Dept.	Derek Wilson, CSO	
VII.	Old Business	David Lord, Chair	
VIII.	New Business	David Lord, Chair	
IX.	Adjourn		



Silver Key Foundation Board of Directors

MINUTES

Thursday, October 28, 2021

David Lord Conference Room ~ 1625 S Murray Boulevard

	Topic	Owner	Action
I.	Call to Order	Dick Wilhelm, Vice-Chair	<p>David was unable to attend the meeting, so Dick Wilhelm, Vice-Chair called the meeting to order. Cari Karns and Mike Rowe attempted to attend the meeting via Zoom but there were technical challenges and Cari was only able to attend for a short while. Mike was unable to get into the Zoom system.</p> <p>In attendance: Dick Wilhelm, Vice-Chair, Cindy Johnson, Secretary; Cari Karns, Operations Liaison, Jason DeaBueno, President & CEO. Mike Rowe, Treasurer and David Lord were not in attendance.</p> <p>Leadership team members in attendance: Valerie Anders, CFO; Derek Wilson, CSO; Jayme Holligan, Laurie Wood, and Sue Readnour</p>
II.	Introduction – Steven E. Post, Investment Trust		<p>A. Informational - Quarterly Update – those in attendance were provided a hard copy of the update, and it is a part of this permanent record</p> <p>B. Review Investment Policy – Steve reviewed the handout investment policy, which is a part of this permanent record.</p> <p>Should we change our investment policy? – Steve stated “Only if goals or time horizon have changed.” No changes were recommended to make any changes, but members will work with a committee if the Board wants them to do so.</p> <p>It was decided to defer the rest of the agenda, due to lack of quorum (we have 7 members and only 3 were in attendance; two, Mike Rowe and Cari Karns could not access the Zoom link, and David Lord was unable to attend either in person or via Zoom.</p> <p>Talking points for the quarterly report instead of this in-depth booklet that we are given.; maybe “bullets” on a quarter and more in-depth annually</p>
III.	Changes to the Agenda	Dick Wilhelm, Vice-Chair	The rest of the meeting was deferred due to lack of quorum



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Silver Key Foundation Board of Directors

MINUTES

Thursday, October 28, 2021

David Lord Conference Room ~ 1625 S Murray Boulevard

IV.	Consent Items A. Agenda B. Minutes from July 22, 2021	Dick Wilhelm, Vice-Chair	
V.	CEO Report / Board Reports: A. Operations Board B. Senior Heritage	Jason DeaBueno	
VI.	Committee Reports A. Finance B. Building C. Development Committee / Update from Resource Development Dept.	Mike Rowe, Treasurer / Valerie Anders, CFO Jason DeaBueno Cari Karns/ Derek Wilson	
VII.	Old Business	David Lord, Chair	
VIII.	New Business	David Lord, Chair	
IX.	Adjourn		



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January 2021

CEO Report

Dear Board Members,

As Silver Key moves into the new year, there are several exciting initiatives. At this point, the Low Income Housing Tax Credit will be ready for submission on 2/1/2022. This effort includes 13 units that specifically support the needs of veterans.

The Reassurance+ initiative has continued to grow and is proving to be a model that helps to expand the resources in the organization to serve more seniors.

Several grants have been submitted to continue to expand the health and wellness services to include behavioral health, case management and companionship.

Looking forward to a safe, fun, healthy new year and I thank each and every one of you for your support to achieve great services with and on behalf of the people we are mission-driven to serve.

Stay well,

Jason DeaBueno

Governance Decisions, Monitoring & Accountability

1. LIHTC Application

a. Affordable Housing Updates

- A briefing of the application and board support will be presented at the board meeting.

Board Dialogue/Consultation

- There may be a need for allocation of some resource from operational reserves to achieve a successful bid.

2. Matters for Approval

- Approval of resources for LIHTC.

3. Risk and Compliance – Issues that the board needs visibility to and expected updates to conclusion.

3.1. Risk and Compliance Management

Issue	Level of Risk (1 Low; 2 Medium; 3 High)	Comments
1. Potential EEOC Claim	1	No confirmed EEOC claim at this point and insurance has been contacted.
2. N/A		

3.2. Risk and Compliance Updates or Incidents

1. None.

3.3. Funder Obligation Concerns

Funder	Level of Risk (1 Low; 2 Medium; 3 High)	Details & Comments
1. AAA	1	Site audits are pending for Connection Café sites and desktop audits of

		transportation. While all should be acceptable, the varied way of restarting Connection Café sites may need different evaluation per site because of the host location's response to COVID.
--	--	---

2.3. Funder Obligation Concerns Updates

1. None		
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Informational

4. Update on Operational Activities

(Four Focus Areas)

- Insurance – Medicaid is now on track to achieve budgeted dollars.
- Private Pay – Reassurance+ is trending toward achieving budget.
- Expansion – Calhan, Falcon and Peyton projects continue to grow with Pop-up service expansion. Silver Key has been approached to consider expansion in both north and south El Paso County.
- Housing – Home Modification programming will begin in March in partnership with Habitat for Humanity funded by Myron Stratton Foundation.

Key Accomplishments

- LIHTC Completion
- Continuing to manage through COVID challenges
- Building the competencies of the navigation team to expand impact
- Changing the name of Senior Heritage Plaza to Silver Key Apartments at North Hancock

SILVER KEY SENIOR SERVICES FOUNDATION, INC.

Six Months Ending December 31, 2021

➤ CONTRIBUTIONS

There were no contributions in the current quarter

➤ SPEND POLICY:

1-1-2019 from 5.50% to 5.0%
1-1-2021 from 5.0% to 4.75%
7-1-2021 from 4.75% to 4.50%

CONSOLIDATED OPERATING & EMERGENCY ASSISTANCE ENDOWMENTS

Operating Endowment 4.50% (Trailing 36 Month average)

Shore Endowment Net Income only

➤ DISTRIBUTION

	3/31/2021 3rd QTR	6/30/2021 4th QTR	9/30/2021 1th QTR	12/31/2021 2nd QTR
Endowment	67,548.36	68,037.00	65,072.48	65,965.74
Shore Endowment	8,518.97	9,462.08	13,538.53	34,292.94
TOTAL	<u>76,067.33</u>	<u>77,499.08</u>	<u>78,611.01</u>	<u>100,258.68</u>

Motions required: Distribute **\$178,869.69** to Silver Key Senior Services - Ent Checking Account
1st QTR \$78,611.01 and 2nd QTR 100,258.68 = \$178,869.69
Additional cash needed in Kirkpatrick Operating account requesting \$10,000
current balance \$893.73

➤ HISTORICAL COST TRACKING

	Endowment
Historical Cost (donations received)	\$ 5,377,505
Current value	\$ 6,716,879
Over/Under	<u>\$ 1,339,374</u>

➤ FINANCIAL REPORTS

Balance Sheet - Consolidated

Profit and Loss - by Fund - OPERATING & EMERGENCY ASSISTANCE - SHORE

Distribution Information & Historical Cost Graphs

Silver Key Senior Services Foundation
By Fund - Profit & Loss
July through December 2021

	<u>OPS & EA</u>	<u>Shore</u>	<u>TOTAL</u>
Ordinary Income/Expense			
Income			
5000 · Interest Inc - Kirkpatrick Chk	0.62	2.04	2.66
5100 · Interest Inc - Investment Acct	10,884.68	0.00	10,884.68
5200 · Dividend Inc - Investment Acct	150,315.05	23,531.82	173,846.87
5210 · Capital Gains	0.00	27,692.14	27,692.14
5250 · Misc. Investment Income	932.75	34.86	967.61
5300 · Realized Gains/Losses	157,132.05	15,426.53	172,558.58
5400 · Unrealized Gains/Losses	-90,543.69	2,321.75	-88,221.94
5500 · Royalty Income	0.00	682.93	682.93
Total Income	<u>228,721.46</u>	<u>69,692.07</u>	<u>298,413.53</u>
Expense			
6250 · Property Taxes - Shore	0.00	81.10	81.10
6300 · Management Fees	17,937.93	4,006.36	21,944.29
6400 · Professional Fees	3,943.50	0.00	3,943.50
7000 · Dist. to Silver Key, Operating	131,038.22	0.00	131,038.22
7020 · Dist. to Silver Key, Shore	0.00	47,831.47	47,831.47
Total Expense	<u>152,919.65</u>	<u>51,918.93</u>	<u>204,838.58</u>
Net Ordinary Income	<u>75,801.81</u>	<u>17,773.14</u>	<u>93,574.95</u>
Net Income	<u><u>75,801.81</u></u>	<u><u>17,773.14</u></u>	<u><u>93,574.95</u></u>

3:12 PM

Silver Key Senior Services Foundation

Balance Sheet

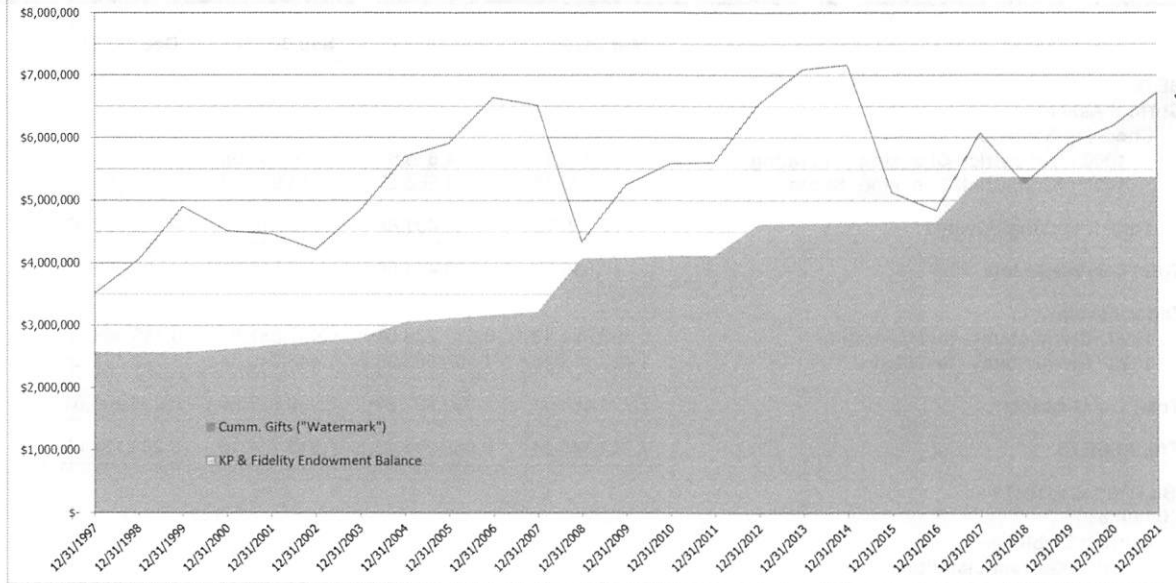
01/26/22

As of December 31, 2021

Accrual Basis

	<u>Mar 31, 21</u>	<u>Jun 30, 21</u>	<u>Sep 30, 21</u>	<u>Dec 31, 21</u>
ASSETS				
Current Assets				
Checking/Savings				
1000 · Kirkpatrick Checking, Operating	4,846.10	4,836.61	4,836.98	893.73
1020 · Kirkpatrick Checking, Shore	12,990.63	13,565.27	13,979.33	14,169.14
Total Checking/Savings	<u>17,836.73</u>	<u>18,401.88</u>	<u>18,816.31</u>	<u>15,062.87</u>
Total Current Assets	<u>17,836.73</u>	<u>18,401.88</u>	<u>18,816.31</u>	<u>15,062.87</u>
Other Assets				
1300 · Inv Account - Inv, Operating	6,309,391.43	6,573,238.86	6,457,587.81	6,715,984.77
1320 · Inv Account - Inv, Shore	1,415,112.18	1,466,583.38	1,443,340.04	1,522,122.04
Total Other Assets	<u>7,724,503.61</u>	<u>8,039,822.24</u>	<u>7,900,927.85</u>	<u>8,238,106.81</u>
TOTAL ASSETS	<u>7,742,340.34</u>	<u>8,058,224.12</u>	<u>7,919,744.16</u>	<u>8,253,169.68</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
2100 · Accrued Distribution, Operating	67,548.36	68,037.00	65,072.48	131,038.22
2120 · Accrued Distribution, Shore	8,518.97	9,462.08	13,538.53	47,831.47
Total Other Current Liabilities	<u>76,067.33</u>	<u>77,499.08</u>	<u>78,611.01</u>	<u>178,869.69</u>
Total Current Liabilities	<u>76,067.33</u>	<u>77,499.08</u>	<u>78,611.01</u>	<u>178,869.69</u>
Total Liabilities	<u>76,067.33</u>	<u>77,499.08</u>	<u>78,611.01</u>	<u>178,869.69</u>
Equity				
3000 · Net Assets	-309,015.85	-309,015.85	1,073,143.19	1,073,143.19
3100 · Opening Net Assets	6,907,581.85	6,907,581.85	6,907,581.85	6,907,581.85
Net Income	1,067,707.01	1,382,159.04	-139,591.89	93,574.95
Total Equity	<u>7,666,273.01</u>	<u>7,980,725.04</u>	<u>7,841,133.15</u>	<u>8,074,299.99</u>
TOTAL LIABILITIES & EQUITY	<u>7,742,340.34</u>	<u>8,058,224.12</u>	<u>7,919,744.16</u>	<u>8,253,169.68</u>

Silver Key Foundation - Endowment

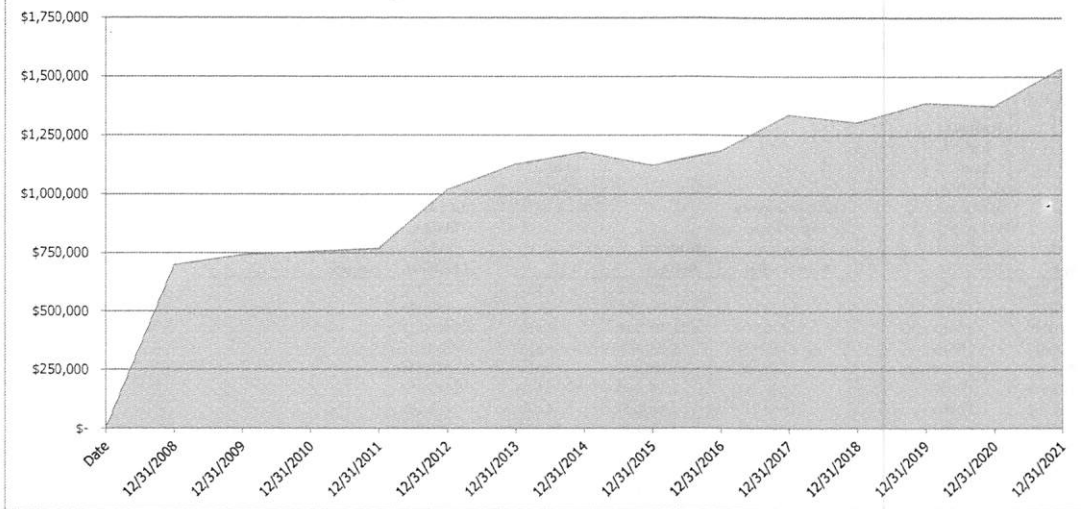


\$1,339,374

Year End	Cumm. Gifts ("Watermark")	KP & Fidelity Endowment Balance	Over/(Under) Water
12/31/1997	\$ 2,567,354	\$ 3,510,072	\$ 942,718
12/31/1998	\$ 2,567,354	\$ 4,059,079	\$ 1,491,725
12/31/1999	\$ 2,567,354	\$ 4,897,249	\$ 2,329,895
12/31/2000	\$ 2,614,854	\$ 4,514,522	\$ 1,899,668
12/31/2001	\$ 2,678,354	\$ 4,463,988	\$ 1,785,634
12/31/2002	\$ 2,738,099	\$ 4,216,797	\$ 1,478,698
12/31/2003	\$ 2,793,112	\$ 4,838,439	\$ 2,045,327
12/31/2004	\$ 3,050,437	\$ 5,692,714	\$ 2,642,277
12/31/2005	\$ 3,111,317	\$ 5,909,395	\$ 2,798,078
12/31/2006	\$ 3,166,317	\$ 6,639,692	\$ 3,473,375
12/31/2007	\$ 3,216,417	\$ 6,513,958	\$ 3,297,541
12/31/2008	\$ 4,076,417	\$ 4,337,773	\$ 261,356
12/31/2009	\$ 4,086,417	\$ 5,248,090	\$ 1,161,673
12/31/2010	\$ 4,116,417	\$ 5,588,988	\$ 1,472,571
12/31/2011	\$ 4,123,917	\$ 5,604,113	\$ 1,480,196
12/31/2012	\$ 4,617,405	\$ 6,530,285	\$ 1,912,880
12/31/2013	\$ 4,627,405	\$ 7,090,050	\$ 2,462,645
12/31/2014	\$ 4,637,405	\$ 7,158,361	\$ 2,520,956
12/31/2015	\$ 4,649,905	\$ 5,126,606	\$ 476,701
12/31/2016	\$ 4,649,905	\$ 4,831,259	\$ 181,354
12/31/2017	\$ 5,377,505	\$ 6,077,864	\$ 700,359
12/31/2018	\$ 5,377,505	\$ 5,272,619	\$ (104,886)
12/31/2019	\$ 5,377,505	\$ 5,891,041	\$ 513,536
12/31/2020	\$ 5,377,505	\$ 6,186,969	\$ 809,464
12/31/2021	\$ 5,377,505	\$ 6,716,879	\$ 1,339,374

\$1,339,374

Silver Key Foundation - Shore Endowment



Date	Cumm Gift \$	Endowment Balance (KP & Fidelity)	Annual or Quarter Acct Earnings	Income Rate
12/31/2008	\$ 677,778	\$ 698,375	\$ 2,535	0.4%
12/31/2009	\$ 677,778	\$ 741,410	\$ 43,035	5.8%
12/31/2010	\$ 677,778	\$ 755,665	\$ 14,255	1.9%
12/31/2011	\$ 677,778	\$ 767,844	\$ 12,179	1.6%
12/31/2012	\$ 848,539	\$ 1,019,547	\$ 251,703	24.7%
12/31/2013	\$ 848,539	\$ 1,127,382	\$ 107,835	9.6%
12/31/2014	\$ 848,539	\$ 1,178,323	\$ 50,941	4.3%
12/31/2015	\$ 848,539	\$ 1,122,783	\$ (55,540)	-4.9%
12/31/2016	\$ 848,539	\$ 1,182,863	\$ 60,080	5.1%
12/31/2017	\$ 848,539	\$ 1,336,724	\$ 153,861	11.5%
12/31/2018	\$ 848,539	\$ 1,304,270	\$ (32,454)	-2.5%
12/31/2019	\$ 848,539	\$ 1,387,221	\$ 82,951	6.0%
12/31/2020	\$ 848,539	\$ 1,374,929	\$ (12,292)	-0.9%
12/31/2021	\$ 848,539	\$ 1,536,291	\$ 161,363	10.5%

Per the Trust Agreement, net appreciation of the account (realized and unrealized gains), are to be added to the corpus of the endowment. Only the net income of the account may be distributed (interest, dividends, royalties, less management fees and mineral taxes)

Silver Key Senior Service
 Foundation Payment Tracking
 Print Quick Books Balance Sheet

The Foundation's Distribution Policy is 5.5% of the assets distributed quarterly, as measured by the trailing 36-month value. Amount is calculated each month. The below tables presents the calculation of each month's amount.

The Foundation Distribution Policy changed to 5% as of 1-1-19
 The Foundation Distribution Policy change to 4.75% as of 1-1-2021
 The Foundation Distribution Policy change to 4.50% as of 7-1-2021

Date	1300-Operating Endowment & 1000-KP		Previous 5.5% as of 1-1-2019 5% as of 1-1-2021 4.75% as of 07-01-2021 4.5%	1310-Emergency Assistance Endowment		Previous 5.5% as of 1-1-2019 5% as of 1-1-2021 4.75% as of 07-01-2021 4.5%	OPS & EA Market Value		Previous 5.5% as of 1-1-2019 5% as of 1-1-2021 4.75% as of 07-01-2021 4.5%
	Checking	Market Value	36 Month Average	Market Value	36 Month Average	Value	36 Month Average	Value	36 Month Average
12/31/2017	4,470,972		3,829,819	17,553	1,601,401	1,488,281	6,821	6,072,373	
1/31/2018	4,554,438		3,803,770	17,434	1,629,953	1,491,086	6,834	6,184,390	
2/28/2018	4,391,214		3,811,149	17,468	1,570,608	1,490,914	6,833	5,961,822	
3/31/2018	4,369,997		3,818,812	17,503	1,563,334	1,490,801	6,833	5,933,331	
4/30/2018	4,379,839		3,825,494	17,534	1,567,408	1,490,452	6,831	5,947,248	
5/31/2018	4,333,599		3,832,658	17,566	1,549,217	1,490,048	6,829	5,882,817	
6/30/2018	4,320,822		3,840,958	17,604	1,544,273	1,490,090	6,830	5,865,096	
7/31/2018	4,348,659		3,851,890	17,654	1,551,008	1,490,829	6,833	5,899,667	
8/31/2018	4,375,556		3,868,456	17,730	1,561,181	1,493,773	6,846	5,936,737	
9/30/2018	4,331,015		3,886,148	17,812	1,558,246	1,497,524	6,864	5,889,261	
10/31/2018	4,100,971		3,894,942	17,852	1,477,365	1,497,869	- Hold	5,578,337	
11/30/2018	4,071,418		3,903,076	17,889	1,465,529	1,497,960	- Hold	5,536,948	
12/31/2018	3,875,809		3,907,045	17,907	1,396,810	1,496,695	- Hold	5,272,618	
1/31/2019	4,046,382		3,921,364	16,339	1,476,829	1,499,184	- Hold	5,523,211	
2/28/2019	4,122,893		3,940,061	16,417	1,504,208	1,503,148	6,263	5,627,101	
3/31/2019	4,153,988		3,954,780	16,478	1,515,957	1,505,505	6,273	5,669,946	
4/30/2019	4,187,253		3,968,357	16,535	1,533,309	1,508,251	6,284	5,720,562	
5/31/2019	4,023,251		3,978,752	16,578	1,473,900	1,509,654	6,290	5,497,151	
6/30/2019	4,195,761		3,993,554	16,640	1,536,934	1,512,738	6,303	5,732,695	
7/31/2019	4,058,754		4,003,442	16,681	1,519,107	1,514,645	6,311	5,577,861	
8/31/2019	4,002,213		4,011,492	16,715	1,497,505	1,515,866	6,316	5,499,718	
9/30/2019	4,061,732		4,020,801	16,753	1,519,608	1,517,534	6,323	5,581,340	
10/31/2019	4,127,061		4,035,707	16,815	1,544,543	1,521,276	6,339	5,671,604	
11/30/2019	4,190,040		4,059,117	16,913	1,549,203	1,524,403	6,352	5,739,244	
12/31/2019	4,300,503		4,084,036	17,017	1,590,538	1,527,987	6,367	5,891,041	
1/31/2020	4,244,953		4,107,840	17,116	1,570,906	1,531,003	6,379	5,815,859	
2/29/2020	4,028,611		4,123,657	17,182	1,475,800	1,530,507	6,377	5,504,411	
3/31/2020	3,541,317		4,125,544	17,190	1,295,406	1,524,858	6,354	4,836,723	
4/30/2020	3,801,259		4,133,832	17,224	1,393,481	1,521,492	6,340	5,194,740	
5/31/2020	3,954,867		4,147,543	17,281	1,447,204	1,519,957	6,333	5,402,070	
6/30/2020	4,030,931		4,161,675	17,340	1,474,049	1,518,954	6,329	5,504,980	
7/31/2020	4,064,023		4,176,426	17,402	1,484,219	1,517,992	6,325	5,548,241	5,694,418
8/31/2020	5,757,367		4,218,069	17,575	0	1,475,659	6,149	5,757,367	5,693,728
9/30/2020	5,643,723		4,254,610	17,728	0	1,432,458	5,969	5,643,723	5,687,068
10/31/2020	5,498,717		4,287,419	17,864	0	1,389,333	5,789	5,498,717	5,676,752
11/30/2020	5,960,969		4,331,136	18,046	0	1,345,529	5,606	5,960,969	5,676,664
12/31/2020	6,186,969		4,378,802	18,245	0	1,301,046	5,421	6,186,969	5,679,848
1/31/2020	6,180,274		4,423,964	17,512	0	1,255,769	4,971	6,180,274	5,679,733
2/28/2021	6,234,310		4,475,161	17,714	0	1,212,141	4,798	6,234,310	5,687,302
3/31/2021	6,314,238		4,529,168	17,928	0	1,168,715	4,626	6,314,238	5,697,883
4/30/2021	6,431,611		4,586,162	18,154	0	1,125,176	4,454	6,431,611	5,711,338
5/31/2021	6,499,213		4,646,318	18,392	0	1,082,142	4,283	6,499,213	5,728,460
6/30/2021	6,578,075		4,709,019	18,640	0	1,039,246	4,114	6,578,075	5,748,265
7/31/2021	6,537,972		4,769,833	17,887	0	996,162	3,736	6,537,972	5,765,995
8/31/2021	6,635,283		4,832,604	18,122	0	952,796	3,573	6,635,283	5,785,400
9/30/2021	6,462,425		4,891,809	18,344	0	909,511	3,411	6,462,425	5,801,321
10/31/2021	6,678,740		4,963,414	18,613	0	868,473	3,257	6,678,740	5,831,888
11/30/2021	6,528,435		5,031,665	18,869	0	827,764	3,104	6,528,435	5,859,429
12/31/2021	6,716,879		5,110,583	19,165	0	788,964	2,959	6,716,879	5,899,547

Entry No.	Journal Entry	Description	Dr	CR	Class
7000		Dist. To Silver Key, Operation & EA		22,123.30	Operations
2100		Accrued Distribution to Silver Key - Operations	22,123.30		Operations

Operations & EA Endowments consolidated August 2020
 1-1-2021 Distribution rate changed 5% to 4.75%
 Distribution from Operating & EA Changed from 4.75% to 4.50% effective 7-1-2021

Prepared by: Valerie Anders Date: 1/26/2022
 Reviewed by: Date:

Silver Key Senior Services Foundation

Shore Account - Distribution Calculation

Print Profit & Loss - Shore Report

	July 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	TOTALS
Interest - KP	0.33	0.35	0.34	0.33	0.33	0.36		2.04
Interest - Fidelity	-							-
Dividends & Capital Gains	15,885.55	2,456.42	4,244.58	3,035.18	5,179.37	20,422.86		51,223.96
Royalties-Kirkpatrick	-		413.04	112.90	83.72	83.27		692.93
Mineral/Foreign Tax			-					-
Property Tax			-		(81.10)			(81.10)
Fees	(2,018.49)	-	-	(1,986.73)	(1.14)			(4,006.36)
Net Income	13,867.39	2,456.77	4,657.96	1,161.68	5,181.18	20,506.49	-	47,831.47

Dist. To Silver Key	6,423.80	2,456.77	4,657.96	8,605.27	5,181.18	20,506.49		47,831.47
Difference	7,443.59	-	-	(7,443.59)	-	-	-	-

Print QuickBooks Profit & Loss statement to make sure entry is correct

Entry No.	Description	Effective	Dr	CR	Class
7020	Dist. To Silver Key, Shore	12/31/2021	20,506.49		Shore
2120	Accrued Distribution to Silver Key			20,506.49	Shore
	Accrue distribution to Silver Key (paid quarterly)				

Prepared by: Valerie Anders Date: 1/26/2022

Reviewed by: Date:

Per the Trust Agreement, net appreciation of the account (realized and unrealized gains), added to the corpus of the endowment. Only the net income of the account may be distributed (interest, dividends, royalties, less management fees and mineral taxes)

Resource Development Report – December 2021



Dear Board Members,

The Development team serves the larger Silver Key organization by acquiring, cultivating, stewarding, marketing, and engaging individual and corporate donors, foundations, as well as community partners for the purpose of extending the financial resources and enhancing and amplifying positive community relationships and brand image.

As a department, we continue to make great progress in continual improvement, and we regularly see the positive results of our efforts throughout the entirety of the organization. The largest issue that presents is the limited amount of human resource available to focus on the plethora of issues needing attention particularly digital marketing.

Area Highlights:

Donations and Donors: \$397,559 raised. 89 new donors. 800 donations made by 572 donors. 46 were \$1000+

Sponsorship and Events:

- Strong coordinated EOY campaign. Also, hand delivered nearly 40 sponsor cards/gifts
- Sponsor highlights – Humana renewed at an even higher level \$15,000, Aetna came in higher at \$12,500, Campbell homes renewed, Pulmonary Associates-bronze, and more!
- Share the Love and ESF activities continued

Marketing:

- Focus on Reassurance+ and Five Wishes marketing (videos/digital ads) – numerous new ads/assets
- EOY campaign in full swing
- Website and SEO research and improvements in development
- Website year end stats show nearly 50,000 visitors to our site in 2021!
- Preparing assets for Silver Lining Alliance

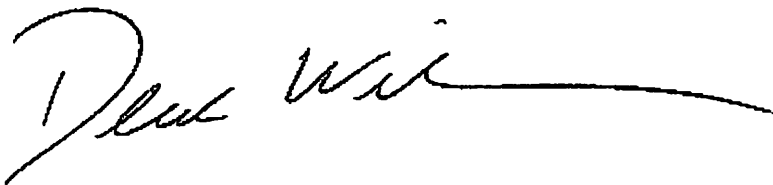
Grants:

Overview: We ended the year with a record high in grant requests and awards.

- **SK Housing Project:** Working with the development consulting team on the Veterans VASH voucher aspect; we are now requesting 18, up from the 8 the VA has approved. The CHFA app is underway.
- **CSAP collaboration:** Year one of our NextFifty Initiative-funded 2-year partnership with NAMI, CS Fire Dept. and Innovations in Aging has concluded, with good results in line with our outcome projections.

Grant Applications, LOIs, and Reports Submitted in December:

Applications Submitted/Nov.	Purpose/Specifics	Amount	Total
Western Digital Corp (new source)	VETS companionship, staff support	50,000	
Joslyn Trust	Gen Op	10,000	
Batchelder foundation	Gen Op	1,000*	
PPACG-AAA	3 del. vans, wrapped	60,000	
Big Lots Foundation	Food Pantry	10,000	
WalMart Foundation (2 local stores)	Nutrition	6,000	
Mable Horrigan Foundation	General Operations	2,000*	
City of Colo Springs	TBRA Rental Assistance LOI	300,000	
PP Community Foundation.	Emergency Relief	10,000*	
TOTAL REQUESTED in December	*These grant awards were unsolicited/not included in December request calculations		449,000
Total submitted Calendar Year TD	All time record high		9,387,660
Total awarded Calendar Year TD	Record high, with a large number of grant requests still pending!		4,359,428



Derek Wilson
Chief Strategy Officer

END OF YEAR
**CAMPAIGN
FINAL
REPORT**

Prepared by:
Jessica Arana



2021 End of Year Campaign Report

Goals vs. Actuals

Appeal	Goal	Actual
Bountiful Bags	\$15,000	\$30,853.30
CO Gives Day (including Giving Tuesday)	\$10,000	\$20,179.95
November SMD	\$25,000	\$16,519.00
Other Donations	\$50,000	\$214,687.15
TOTALS:	\$100,000.00	\$282,239.40

Colorado Gives Day Breakdown:

- **Giving Tuesday: \$5,130.00**
 - No. of Gifts: 16
 - Avg Gift Size: \$320.63

- **Total Amount through CO Gives Day Portal: \$11,824.65**
- **Total given through SK: \$3,225.30**
 - Total No. of Gifts for CO Gives Day: 65
 - Avg Gift Size: \$231.54

- **CGD Processing Fee (2%): -\$234.66**
- **Percent of Incentive Fund Earned: \$354.30**

- **Giving Tuesday/CO Gives Combined:**
 - Total Raised: \$20,179.95
 - No. of Gifts: 81
 - Avg. Gift Size: \$249.14

Sponsorship

2019

Total Sponsorship funds 2019 (that crossed into Gala season): \$16,500

2020

Total sponsorship funds 2020: \$107,000

Total in-kind sponsorship funds: \$8,500

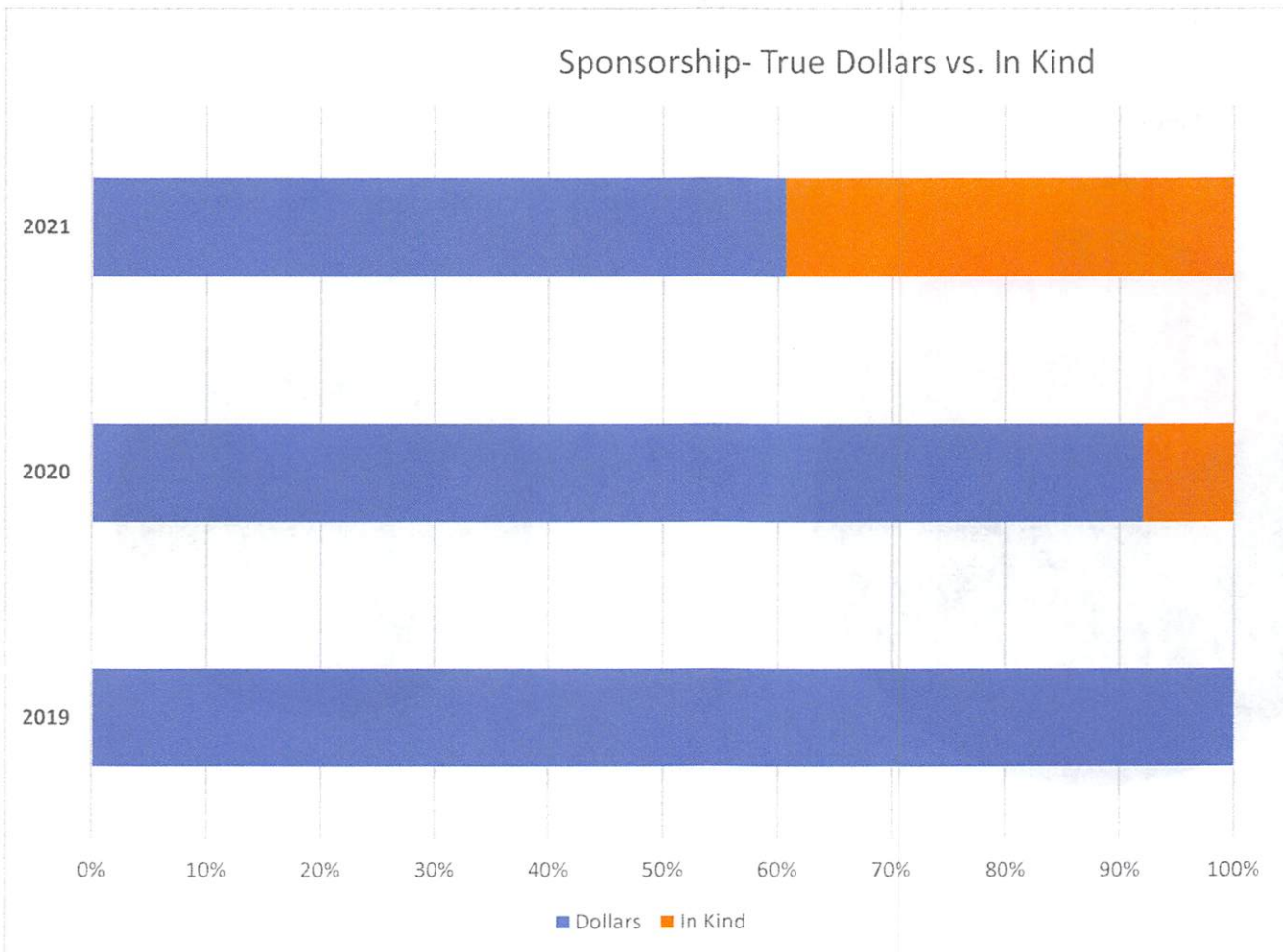
Total sponsorship funds 2021 (minus in kind): \$98,500

2021

Total sponsorship funds 2021: \$139,500

Total in-kind sponsorship funds: \$54,500

Total Sponsorship Funds 2021 (minus in kind) = \$84,500



Total Gala Sponsorship (2019-2021): \$263,000

Total Gala Sponsorship (minus in kind): \$199,500

Silver Key's 50th Engaged At Every Age Anniversary Gala

Post Event Report

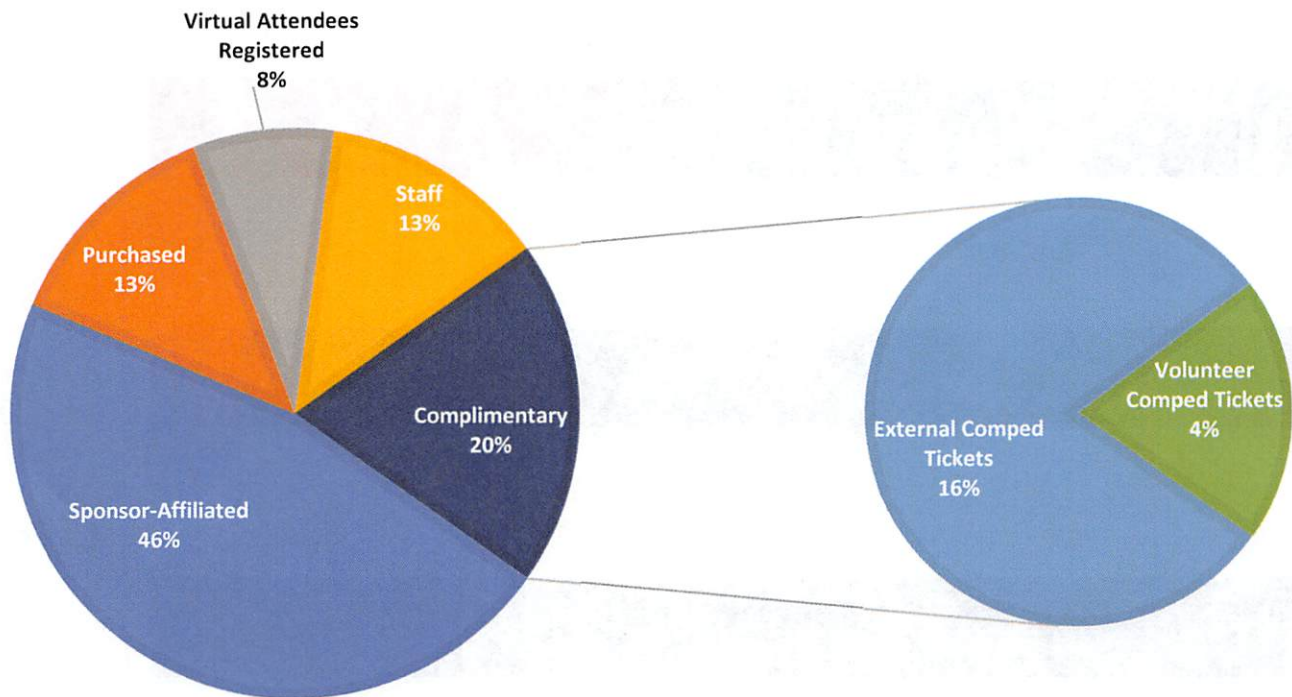
Net Amount Raised: \$230,285.73 | Gross Amount Raised: \$286,672.00

*from 2019-2021

Total Attendees: 450 (Total registered: 587)

- Total Sponsor Affiliated Guests- 272 RSVP'd; 194 Attended
- Total Registered Virtual Attendees: 47 **Please note actual virtual attendance is not trackable*
- Total Tickets Sold: 76
 - More than double previous Rockin' event ticket sales
 - Net Revenue: \$11,210.00
- Staff & Staff Guests Complimentary Tickets: 76
- General External Comped Tickets: 115

GALA TICKETS- REGISTRATION



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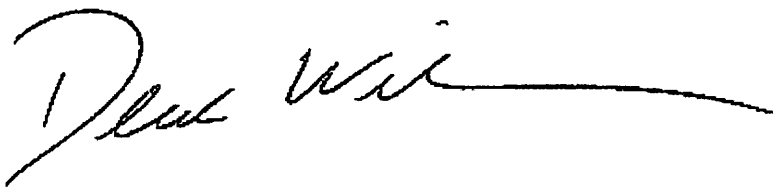
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