



**Organization Information**

**Legal Name**

Empowering Latino Futures

**DBA (if Applicable)**

.

**Collaborative Organization Name**

Fallbrook Voces

**Organization's Mission Statement**

Our mission is to remove barriers to educational and creative success for Latinos, Latinas, and other underserved communities.

**Organization's Vision Statement**

A world where inclusion and equity principals grant everyone access to educational, community-building, and empowerment programs, as well as opportunities to pursue their professional dreams.

**Organization History & Accomplishments**

Since our founding in 1997 Empowering Latino Futures has reached several million people via our community, education, and author focused programs. We've held 72 Latino Book & Family Festivals around the USA with a combined 900,000+ attendees. The goal of our Festivals and other programs like our North County Informador Magazine is to be a facilitator of information on four key pillars: Health, Education, Civic Engagement, and Financial Empowerment. We love to partner with great service providers and help them expand their audiences through our providing the connections via our events and media outlets. We also operate the International Latino Book Awards, one of the 10 largest book awards in the USA. Through our International Society of Latino Authors programs we have promoted over 3,000 great books by and about Latinos.

**Program Name/Title**

Salud Fallbrook

**Brief Program Description**

This will be a one day health festival in Fallbrook targeting Latinos and other underserved peoples in the Fallbrook. The festival will consist of health entities who will provide free basic services, and information to families. The information and promotional materials will be provided in Spanish and English.

**Is this a new initiative/service or established program within your organization?**

New Initiative/Service

**Funding Amount Being Requested**

14800

**Program Information - Type**

Ongoing

**Projected number of residents that will directly benefit (participant/client) from this program.** 750

**Target Population - Age**

	Percent of program participants	Estimated number of participants
Children (infants to 12)	30	225
Young Adults (13-17)	10	75
Adults (18-60)	50	375
Seniors (60+)	10	75
We do not collect this data (indicate with 100%)*		

**Target Population not collected - Age**

NA

**Target Population - Gender**

	Percent of program participants
Female	59
Male	39
Non-binary	1
Unknown*	

**\*Target Population - Gender**

NA

**Target Population - Income Level**

	Percent of program participants
Extremely Low-Income Limits, ceiling of \$32,100	25
Very Low (50%) Income Limits, ceiling of \$53,500	40
Low (80%) Income Limits, ceiling of \$85,600	25
Higher Than Listed Limits	10
We do not collect this data (indicate with 100%)*	

**\*Target Population - Income Level**

NA

**What language(s) can this program accommodate:**

English

Spanish

**What demographic group does this program predominately serve:**

Youth - school based

Older Adults

Youth - other setting

Special Populations

Community - Health & Fitness

## **Social Determinants of Health (SDOH)**

The Fallbrook Regional Health District has identified several Social Determinants of Health that demonstrate a significant impact on the long term health and well being of our community. The following questions address how your program and/or services address these concerns.

**Program/Services Description - Social Determinants of Health**

Economic Stability (Employment, Food Insecurity, Housing Instability, Poverty)

Education Access & Quality (Early Childhood Education and Development, Enrollment in Higher Education, High School Graduation, Language and Literacy)

Social & Community Context (Civic Participation, Discrimination, Incarceration, Social Cohesion)

Healthcare Access & Quality (Access to Health Care, Access to Primary Care, Health Literacy)

### **Social Determinants of Health - Economic Stability**

I have lived in Fallbrook for 40 years and have never seen a Latino focused event of this type. This event will help expose participants to resources that are essential to a healthy life. The Latino community is oftentimes not aware of the different options available for care, and economic factors are often the reason for lack of care. Educating them about available resources and how to access them will help alleviate some of the financial hurdles often faced in determining healthcare.

### **Social Determinants of Health - Education Access and Quality**

Over the last three decades Empowering Latino Futures has held 72 Latino Book & Family Festivals around the USA. With this mini-Festival we would be offering residents of Fallbrook access to a variety of health education information and resources, as well as access to other types of educational resources.

ELF has a long history of partnering with educational institutions at all levels. For instance, we will hold two Latino Book & Family Festival at community colleges and one at a Cal State University. We are considering hosting this particular event at the Fallbrook Palomar Campus. That would both provide the appropriate setting for the event and be a good introduction to many in the greater Fallbrook community to what the Fallbrook Palomar campus offers. We also have a strong history of working with pre-school entities like MAAC.

### **Social Determinants of Health - Social and Community Context**

We will be promoting this event to the Latino community in their language to encourage them to attend, and continue to participate in other community events. By giving them access and information to needed resources we are promoting engagement in the community.

For instance, with our North County Informador Magazine and our various digital resource we will be promoting in both Spanish and English both this event and the health service providers that will be there.

### **Social Determinants of Health - Healthcare Access and Quality**

This event will promote a healthy lifestyle, and educate the Latino community on the importance of keeping up with routine check ups. Various health entities will be providing free services, and information in Spanish to encourage the Latino community to focus on their health.

ELF has a history of working with nearly two dozen health service providers here in North San Diego County. Another aspect is that the timing of the event is design to occur right before the annual health insurance signup window.

### **Statement of Need/Problem**

Empowering Latino Futures is committed to educate and promote community outreach. The Latino community in Fallbrook is very underserved, even though they comprise over 50% of the population. Based on our North County Informador Readership Research, one of the largest studies ever researching the needs of Latinos in North San Diego County, **93% of our readers would like more information on Health topics**

A festival like this would help expose not only the Latino community of Fallbrook but the community overall to useful, and available health resources. The event would provide an opportunity for parents to get required vaccines or exams for their school aged children without having to wait months for an appointment. There would also be an opportunity for Medicare members to learn about the best plan available to them, and how to sign up during open enrollment in late Fall 2024. This would be a great opportunity for businesses that focus on health to promote themselves, and help the community be aware of the resources available in Fallbrook, and surrounding areas. We would like to promote this event to the Latino and Farmworker communities in Fallbrook, De Luz, Bonsall, and Rainbow.

### **How are other organizations addressing this need in the community?**

The only other organization in Fallbrook that has a health event focusing on Latinos in the Fallbrook Family Health Center, and it is only focused on their individual services. Their events are usually on a first come first served basis, and are usually focused on one or two services like blood pressure screenings, or vaccines. They often distribute things at these events and most of the time they do not have enough to handle the amount of participants. This event will offer a variety of different health services from various outlets, and will not be promoted as a distribution event.

### **Program/Services Description - Program Entry & Follow Up**

Empowering Latino Futures in conjunction with Voces of Fallbrook is committed to educating and empowering the Latino community of Fallbrook, DeLuz, Bonsall, and Rainbow. Community members and participants learn about our services through events, and community outreach. As well as features in local news outlets, and social media. As a followup to connecting with Empowering Latino Futures, participants are signed up for the North County Informador weekly newsletter as well as the Empowering Latino Futures newsletter which gives them information about current news and upcoming events.

### **Program/Services Description - Program Activities**

This event will be centered around our Health Village: At least 18 health vans and booths offering a wide variety of free medical services and advice. Past events have included vaccines, blood pressure test, diabetes test, blood donations, dental services, eye exams, and much more.

We will also offer health workshops for participants to get the right advice. These will be targeting health concerns in Fallbrook.

While health services will be the majority of what we will be offering, we will also have an Education Village with information and resources about local pre-school and college level alternatives to consider; a Community Village with booths from nonprofit and governmental service providers; and more. We have found by offering various villages we get the people there and then they can learn from each of the different offerings.

### **Program Goal**

The goal of this program is to educate and empower the Latino community of Fallbrook, Bonsall, Rainbow, and De Luz on the importance of staying healthy and where and how to access resources to promote and maintain a healthy life. It will also provide the Latino community an opportunity to receive routine health services and learn more about the health resources available in the community and the surrounding areas. It will also share the wide variety of services available to them.

### **Program Objectives & Measurable Outcomes**

Measurable outcomes will include:

- Number of attendees. Here we will use the methodologies we used with previous Festivals.
- Amount of time they spend at the event. Here we will use the methodologies we used with previous Festivals.
- Number of health exhibitors present. That will be ELF adding up the number of service providers present.
- Variety of health services offered. This is key during the planning stage. Here the ELF team will work with the health providers beforehand to create the maximum number of services being offered.
- Number of actual exam and other medical services provided by type. We will be working closely with each of the health service providers to measure this. This is key to maximizing the impact of a program like this.
- We will also survey attendees on what they like about the event, and what they like to see more of next time.

The objective of this program is to educate, empower, and promote health engagement in the Latino community of Fallbrook, De Luz, Rainbow, and Bonsall. This event will offer information on nutrition as well as services like sports physicals, vaccines, Medicare plan information, dental services, blood pressure and glucose checks. These services will not only educate Latinos on the importance of staying healthy and up to date on routine medical exams, it will also give them options on where to receive these services. The outcome will be measurable by: Overall number of attendees. Overall number of health service providers exhibiting. Overall number of other service providers there.

### **Organization Collaborations**

Empowering Latino Futures' work within the community is based upon our collaborations. In North San Diego County we have over 100 partnership that we have developed over the years. One of our roles is as a FACILITATOR between the partners and service providers we work with and the communities that we serve with our Latino Book & Family Festivals and North County Informador.

ELF will be collaborating with Voces of Fallbrook to put on this event. Both organizations are very active in Fallbrook, and focus on educating the Latino community and providing them with needed resources.

Voces of Fallbrook recently partnered with the United Farm Workers Union to distribute food to Farm Workers in the Fallbrook and De Luz areas, and had a great turnout. Farmworkers in De Luz are an extremely underserved and often overlooked community. Voces has many food, clothes, and other necessities drives to help them throughout the year. They are also best known for putting on the Dia de los Muertos Festival at the Masonic Center in Fallbrook.

Empowering Latino Futures is known for its annual Latino Book & Family Festival that is held at MiraCosta college, as well as publishing the North County Informador. The goal of Empowering Latino Futures and the North County Informador is to empower Latinos by focusing on the cornerstones of health, education, and civic engagement. Both organizations are very active in Fallbrook, and are invested in the community.

## Anticipated Acknowledgment

Please describe how the Fallbrook Regional Health District's investment in this program will be acknowledged. This includes all print and electronic materials, press releases, website references, and any other form of written and verbal publicity that relates to the funded program.

### Anticipated Acknowledgment

Social Media Postings

Signage at Service Sites

Print Materials to Service Recipients

Website Display

Other

### Anticipated Acknowledgment

District's name and logo will be promoted in event flyers, banners before the event, banners during the event, and promotional material. We will be reaching out to media outlets within the region and are confident we will get some good pre-event coverage where-in we will also promote the District.

We would also be using our own resources: the bilingual North County Informador magazine, within our three bilingual newsletters, news outlets, and social media posts.

## Financial Reporting & Budget

### Funding History

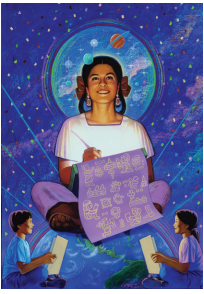
NO

### Terms and Conditions

Accepted

### Authorized Signature





## Empowering Latino Futures Board of Directors

### **EMPOWERING LATINO FUTURES BOARD**

**Edward James Olmos**, Chair

**Kirk Whisler**, President

**Andres Tobar**

Vice President of Education

**Katharine A. Díaz**

Vice President of Authors

**Lisa Montes**, Secretary

**Dennis Garcia**, Treasurer

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**Norma Gonzalez Jasso**

**Esther Reyes Jones**

**Leticia Ordaz**

624 Hillcrest Lane

Fallbrook, CA 92028

EmpoweringLatinoFutures.org

*The Federal ID number for  
Empowering Latino Futures,  
formerly Latino Literacy Now,  
a 501c3 nonprofit,  
is 33-0868486*

### Executive Board

**Edward James Olmos**, Board Chair

**Kirk Whisler**, Board President, [kirk@whisler.com](mailto:kirk@whisler.com)

**Kathy Diaz**, VP of Author Programs, [kanndiaz@yahoo.com](mailto:kanndiaz@yahoo.com)

**Andres Tobar**, VP of Education Programs, [andrestobar45@gmail.com](mailto:andrestobar45@gmail.com)

**Lisa Montes**, Secretary, [monteslisa1964@gmail.com](mailto:monteslisa1964@gmail.com)

**Dennis Garcia**, Treasurer, [den\\_g8@yahoo.com](mailto:den_g8@yahoo.com)

### Board Members:

**Julia Abrantes**, [julia.L.abrantes@gmail.com](mailto:julia.L.abrantes@gmail.com)

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**Esther Reyes Jones**, [esther.reyes.jones@gmail.com](mailto:esther.reyes.jones@gmail.com)

**EMPOWERING LATINO FUTURES**

**Financial Statements  
And  
Independent Auditor's Report**

**As of and for the Year Ended December 31, 2020**

**Conlon and Associates  
Certified Public Accountant**



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CONLON AND ASSOCIATES  
CERTIFIED PUBLIC ACCOUNTANT

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Empowering Latino Futures  
Fallbrook, California

We have audited the accompanying financial statements of Empowering Latino Futures (Organization), which comprise the statement of financial position as of December 31, 2020, and the related statements of activities, cash flows, and functional expenses for the year then ended, and the related notes to the financial statements.

**Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Empowering Latino Futures as of December 31, 2020, and the results of its operations and its cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the ability of Organization to continue as a going concern for one year after the date that the financial statements are issued.

December 31, 2021

**EMPOWERING LATIO FUTURES**  
Statement of Financial Position  
As of December 31, 2020

**ASSETS**

Cash	\$ 13,504
Property and equipment, net	<u>1,149</u>

**TOTAL ASSETS** 14,653

**LIABILITIES**

Loan payable	33,900
Other liability	9,000
Due to related entities	<u>99,844</u>

**TOTAL LIABILITIES** 142,744

**NET ASSETS**

Without donor restrictions	<u>-128,091</u>
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**TOTAL NET ASSETS** -128,091

**TOTAL LIABILITIES AND NET ASSETS** \$ 14,653

The Auditor's Report and the Notes to the Financial Statements are an Integral Part of These Statements

**EMPOWERING LATINO FUTURES**  
Statement of Activities  
For the Year Ended December 31, 2020

**REVENUE AND SUPPORT**

Contributions and grants	\$ 11,054
Events	51,143
Membership	2,511
Other	1,750
Contributions, in-kind	<u>68,328</u>
<b>TOTAL REVENUE AND SUPPORT</b>	<u>134,786</u>

**EXPENSES**

Program	113,999
Management and general	21,197
Fundraising	<u>5,719</u>
<b>TOTAL EXPENSES</b>	<u>140,897</u>

**CHANGE IN NET ASSETS** -6,755

**NET ASSETS AT BEGINNING OF YEAR** -121,337

**NET ASSETS AT END OF YEAR** \$ -128,092

**EMPOWERING LATINO FUTURES**  
Statement of Cash Flows  
For the Year Ended December 31, 2020

**CASH FLOWS FROM OPERATING ACTIVITIES**

Change in net assets	\$ -6,755
Adjustments to reconcile change in net assets to net cash from (used for) operating activities:	
operating activities:	
Depreciation	144
Decrease in advance	<u>500</u>
Net cash used for operating activities	<u>-6,111</u>

**CASH FLOWS FROM INVESTING ACTIVITIES**

Purchase of property and equipment	<u>-1,293</u>
Net cash used for investing activities	<u>-1,293</u>

**CASH FLOWS FROM FINANCING ACTIVITIES**

Increase in loan payable	33,900
Decrease in amounts due to related entities	-33,375
Net cash provided by financing activities	525

**NET CHANGE IN CASH** -6,879

**CASH AT BEGINNING OF YEAR** 20,382

**CASH AT END OF YEAR** \$ 13,503

**EMPOWERING LATINO FUTURES**  
Statement of Functional Expenses  
For the Year Ended December 31, 2020

<b>Expense Category</b>	<b>Total</b>	<b>Program</b>	<b>Management And General</b>	<b>Fundraising</b>
Book festivals	\$ 3,013	\$ 3,013	\$ -	\$ -
Facilities, in-kind	8,000	4,000	3,600	400
Contract labor	51,544	49,398	2,146	-
Grant research	4,082	-	-	4,082
Insurance	3,777	2,441	1,336	-
Media, in-kind	36,328	36,328	-	-
Office	5,111	4,297	814	-
Rent, in-kind	24,000	12,000	11,000	1,000
Utilities	1,721	861	780	80
Website	3,321	1,661	1,495	165
<b>Total</b>	<b>\$ 140,897</b>	<b>\$ 113,999</b>	<b>\$ 21,171</b>	<b>\$ 5,727</b>

The Auditor's Report and the Notes to the Financial Statements are an Integral Part of These Statements

## EMPOWERING LATINO FUTURES

### Notes to Financial Statements

#### **NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

##### Organization

Empowering Latino Futures (Organization) (formerly Latino Literacy Hall of Fame and Latino Literacy Now, is a nonprofit corporation. It was incorporated in the State of California in 2000.

Our mission is to remove barriers to educational and professional success for Latinos, Latinas, and other underserved communities by creating products, services, content, partnerships, and programs that lead to equal opportunity for all.

##### Fiscal Year

The Organization's fiscal year reporting period is the calendar year.

##### Basis of Presentation

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958, Not-for-Profit Entities. Under FASB ASC 958, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: net assets without donor restrictions, net assets with donor restrictions, and permanently restricted net assets. The Organization did not have any restricted net assets on December 31, 2020.

##### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect: (1) the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements; and (2) the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

##### Income Taxes

The Organization is exempt from federal income taxes, as an organization described under Section 501(c) (3) of the Internal Revenue Code. The Organization is required annually to file a Return of Organization Exempt from Income Taxes (Form 990) with the Internal Revenue Service. The Organization's income tax return is subject to review and examination by federal and state authorities. The Organization is subject to income tax on net income that is derived

## EMPOWERING LATINO FUTURES

### Notes to Financial Statements

#### **NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED**

##### Income Taxes (Continued)

from business activities that are unrelated to its exempt purpose. The Organization did not have any unrelated business income for the year ended June 30, 2020. The Organization is not aware of any activities that would jeopardize its tax-exempt status.

##### Revenue Recognition

The Organization recognizes revenue in accordance with FASB ASC 958, as updated by FASB Accounting Standards Update (ASU) 2018-08. The Organization recognizes all unconditional contributed support in the period in which the commitment to give is made. Grants and contributions are considered unrestricted revenue and support and available for general operations unless specifically restricted by the donor. The Organization reports grants of cash and other assets as revenue with donor restrictions if they are received with donor stipulations that limit the use to a particular purpose or to future periods. When the stipulated time restriction ends or the purpose of the restriction is met, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the accompanying Statement of Activities as net assets released from restrictions.

##### Fair Value Measurement

The Organization adopted the provisions of FASB ASC 820, Fair Value Measurement. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy, based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurements. The Organization accounts for its financial investments at fair value or considers fair value in their measurement.

##### Functional Expense Allocation

The Organization's expenses are categorized by function, and allocated between the areas of program, management and general, and fundraising expenses.



## **EMPOWERING LATINO FUTURES**

### Notes to Financial Statements

#### **NOTE 2: IN-KIND CONTRIBUTIONS**

The value of in-kind contributions, which satisfy the requirements for recognition in the financial statements, has been recorded as revenue. This revenue consists of donated office facility space of \$8,000 and donated rent of \$24,000 and media of \$36,328. The revenue is matched by expenses in the same amount.

#### **NOTE 3: LOAN PAYABLE**

The loan payable is from the United States Small Business Administration in the amount of \$34,000. The loan is for a period of thirty years, with an interest rate of 2.75 percent. The collateral is all tangible and intangible property of the Organization.

#### **NOTE 4: OTHER LIABILITY**

The other liability of \$9,000 consists of funds advanced by the California Space Grant Foundation.

#### **NOTE 5: DUE TO RELATED ENTITIES**

This consists of a total of \$99,844 due to a for-profit company owned by the Organization's President.

#### **NOTE 6: SUBSEQUENT EVENTS**

In preparing these statements, the Organization has evaluated events and transactions for potential recognition or disclosure through December 31, 2021, the date the financial statements were available to be issued. The Organization continues to monitor closely its liquidity and actively works to identify and minimize any impact the coronavirus pandemic may have on its activities. These financial statements do not include adjustments to fair value that may have resulted from declines related to the pandemic.

# Empowering Latino Futures

## Profit and Loss by Tag Group

January - December 2023

	Total
<b>Revenue</b>	
<b>ELF Overall</b>	
General Donations	2,584.82
Printing Services	4,100.00
<b>Total ELF Overall</b>	<b>\$ 6,684.82</b>
<b>Grants</b>	
<b>Grants-Government</b>	
San Diego County Grant	40,000.00
<b>Total Grants-Government</b>	<b>\$ 40,000.00</b>
<b>Total Grants</b>	<b>\$ 40,000.00</b>
<b>Grants-Foundations</b>	
Amazon Grant	10,000.00
Empowering Students	10,500.00
<b>Total Grants-Foundations</b>	<b>\$ 20,500.00</b>
<b>In-Kind Contributions</b>	
Education Begins in the Home Services	7,500.00
Festival Services	24,000.00
International Latino Book Awards Ceremony	7,000.00
Media	59,750.00
Office Space	15,000.00
Services for Authors	32,500.00
Warehouse	11,600.00
<b>Total In-Kind Contributions</b>	<b>\$ 157,350.00</b>
<b>ISLA</b>	
<b>AWA Tour</b>	
ALA Conference	160.00
Guadalajara Book Festival Income	7,350.50
<b>Total AWA Tour</b>	<b>\$ 7,510.50</b>
<b>International Latino Book Awards</b>	
AWA Merchandise	542.29
Book Awards Entries	65,885.29
Ceremony Attendees	1,653.55
ILBA Ceremony Sponsors	8,170.70
ISLA Membership	3,742.74
Movie Awards Entries	1,117.80
<b>Total International Latino Book Awards</b>	<b>\$ 81,112.37</b>
<b>Total ISLA</b>	<b>\$ 88,622.87</b>
<b>Sacramento Programs</b>	58,000.00
<b>Sacramento LBFF</b>	
Booth Sales	2,327.95
<b>Total Sacramento LBFF</b>	<b>\$ 2,327.95</b>

<b>Total Sacramento Programs</b>	<b>\$</b>	<b>60,327.95</b>
<b>San Diego Programs</b>		
Education Begins in the Home Sponsors		500.00
North County Informador		51,888.50
San Diego LBFF		
Booth Sales		5,165.87
Sponsor Sales		14,513.10
<b>Total San Diego LBFF</b>	<b>\$</b>	<b>19,678.97</b>
<b>Total San Diego Programs</b>	<b>\$</b>	<b>72,067.47</b>
<b>Total Revenue</b>	<b>\$</b>	<b>445,553.11</b>
<b>Gross Profit</b>	<b>\$</b>	<b>445,553.11</b>
<b>Expenditures</b>		
<b>Financial Manners</b>		
Bank Service Charge		48.86
Interest Expense		8,533.94
Wire Fee		81.16
<b>Total Financial Manners</b>	<b>\$</b>	<b>8,663.96</b>
<b>General Office Expense</b>		
Application Software		2,006.20
Dues & Subs.		3,790.44
Equipment		935.29
<b>External Contracted Services</b>		
Contract work		19,855.40
<b>Total External Contracted Services</b>	<b>\$</b>	<b>19,855.40</b>
Office Supplies		1,013.07
Software- Quickbooks		1,241.00
TECH		85.00
Utilities		
Spectrum		1,845.90
<b>Total Utilities</b>	<b>\$</b>	<b>1,845.90</b>
Website Expenses		1,377.22
<b>Total General Office Expense</b>	<b>\$</b>	<b>32,149.52</b>
<b>In-Kind Expenses</b>		
Education Begins in the Home Services		7,500.00
Festival Services		24,000.00
International Latino Book Awards Ceremony		7,000.00
Media		59,750.00
Office Space		15,000.00
Services for Authors		32,500.00
Warehouse		11,600.00
<b>Total In-Kind Expenses</b>	<b>\$</b>	<b>157,350.00</b>
<b>Insurance</b>		3,311.00
<b>ISLA Expenses</b>		
AWA Tour		134.52
ALA Conference		3,282.77
AWA Materials		235.10
CABE		339.62

Guadalajara Book Festival		5,912.09
<b>Total AWA Tour</b>	<b>\$</b>	<b>9,904.10</b>
<b>ELF Support Services</b>		
ALA Membership		150.00
Constant Contact		2,592.00
Grants Research		2,500.00
<b>Total ELF Support Services</b>	<b>\$</b>	<b>5,242.00</b>
<b>International Latino Book Awards Expenses</b>		
Awards Ceremony Food Services		3,629.70
Book Awards Ceremony		7,160.37
Facility Rent		1,575.00
ILBA Ceremony Hotel		1,685.88
Meals		187.14
<b>Total International Latino Book Awards Expenses</b>	<b>\$</b>	<b>14,238.09</b>
<b>Total ISLA Expenses</b>	<b>\$</b>	<b>29,384.19</b>
<b>Payroll Expenses</b>		
<b>Company Contributions</b>		
Health Insurance		7,500.00
<b>Total Company Contributions</b>	<b>\$</b>	<b>7,500.00</b>
Taxes		8,086.68
Wages		96,059.44
<b>Total Payroll Expenses</b>	<b>\$</b>	<b>111,646.12</b>
<b>Professional Fees</b>		
Accounting Services		2,400.00
Grant Writing		8,219.00
<b>Total Professional Fees</b>	<b>\$</b>	<b>10,619.00</b>
<b>Sacramento Programs Expenses</b>		
Sacramento Informador		3,890.63
Sacramento LBFF		7,407.33
Gas		143.51
Hotel		724.26
Marketing Materials		169.32
<b>Total Sacramento LBFF</b>	<b>\$</b>	<b>8,444.42</b>
<b>Total Sacramento Programs Expenses</b>	<b>\$</b>	<b>12,335.05</b>
<b>San Diego Program Expenses</b>		
Education Begins in the Home Expenses		1,627.62
<b>EI Informador</b>		65,689.45
Application Software		551.00
<b>Total EI Informador</b>	<b>\$</b>	<b>66,240.45</b>
SD LBFF		2,450.29
Booth Services		
Booth Signage		138.98
<b>Total Booth Services</b>	<b>\$</b>	<b>138.98</b>
Canopies and Chairs		857.17
Marketing		1,067.51
Banners		3,594.25
<b>Total Marketing</b>	<b>\$</b>	<b>4,661.76</b>

<b>Other Contractor</b>		
<b>Sales Comission</b>		1,543.80
<b>Total Other Contractor</b>	<b>\$</b>	<b>1,543.80</b>
<b>Total SD LBFF</b>	<b>\$</b>	<b>9,652.00</b>
<b>Total San Diego Program Expenses</b>	<b>\$</b>	<b>77,520.07</b>
<b>Travel &amp; Ent.</b>		
<b>Meals</b>		333.78
<b>Total Travel &amp; Ent.</b>	<b>\$</b>	<b>333.78</b>
<b>Total Expenditures</b>	<b>\$</b>	<b>443,312.69</b>
<b>Net Operating Revenue</b>	<b>\$</b>	<b>2,240.42</b>
<b>Net Revenue</b>	<b>\$</b>	<b>2,240.42</b>

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## FRHD CHC GRANT BUDGET INSTRUCTIONS

This file has a number of pre-formatted pages. Those sections for auto calculations and set formats are shaded in grey and should not be altered. Please keep a copy of this document as it will be used as part of the grant reporting process

There are five tabs to this file:

- 1 Instructions
- 2 Program Budget Form
- 3 Funding History
- 4 Budget Narrative
- 5 Budget Reporting Form

### 1 Instructions:

- > All Yellow sections are to be filled out by the applicant. Grey sections will auto calculate and should not be edited by the applicant. All pages are formatted to print portrait, on 1 page.

### 2 Program Budget Form:

- > PROGRAM COST: This section should reflect the true and total costs of the program.  
  
APPLYING ORGANIZATION: This is the applicant agency's investment in their program. This is  
> the value of the resources the agency will contribute to the program's cost. These may include funds from fundraising events, private donors, in-kind goods and services, and volunteer efforts.
- > OTHER FUNDERS: These are funds or resources provided from contracts, grants and partnerships that are used to support the program's operations.
- > REQUESTED FROM FRHD: This is the funding request you are putting forward to the District.  
> The line item names may not fully align with your budget. Please edit those items to align with your budget. Explain those items on your Budget Narrative Form as necessary.

#### A INDIRECT EXPENSES:

This section is for expenses that are part of indirect operations of the program, necessary which may not be part of the direct service provision expenses (Administration, facility expenses, general liability ins., etc.). Please refer back to the training materials for clarification of these expenses. The District will not consider funding more than 25% of these expenses

#### B PERSONNEL EXPENSES - PROGRAM SPECIFIC:

As stated, this section is for staffing expenses that are directly related to the provision of the services/program. Please list each position title separately, unless there are multiple of the same title then use (x3) as an indicator. For example, if funding salaries for four separate Drivers, you would indicate as, Driver (x4) and the expense amount would be the cost of all four Drivers.

#### C DIRECT PROGRAM EXPENSES:

This section is for supplies, items and or specific expenses related to the provision of the services/program. This may include phone, rent, printing, program related insurance (e.g., vehicle), trainings and certifications.

## FRHD CHC GRANT BUDGET INSTRUCTIONS

This file has a number of pre-formated pages. Those sections for auto calculations and set formats are shaded in grey and should not be altered. Please keep a copy of this document as it will be used as part of the grant reporting process

### **3 Funding History**

- List other grant funders that have been approached by your organization for this program in the
- > past year, do not include FRHD. Include Name, Date, Amount Requested, Awarded, Declined or Pending.

### **4 Budget Narrative**

- There are headers that align with the Budget Form. These items should be explained (narrative) if
- > they are unusual or have a specific project impact. Explanations regarding utility expenses are generally understood, but expenses relating to training or for a specialty insurance could be expressed here.

### **5 Budget Reporting Form**

- This form will be used for those grantees who are awarded contracts. This form must be submitted
- > with the quarterly Impact Report and should demonstrate that funds were allocated according to the submitted proposal budget.

**FRHD CHC GRANT BUDGET FORM**

Agency Name:	<b>Empowering Latino Futures</b>	PROGRAM NAME:	<b>Salud Fallbrook</b>
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**Not all line items will correspond with your program budget. If the item does not fully align either leave it blank or group it in the best category possible. However, be sure your program budget is fully itemized.**

1)	A INDIRECT EXPENSES:	PROGRAM COST	APPLYING ORGANIZATION	OTHER FUNDERS	REQUESTED FROM FRHD
A1	Administrative Support	5,000.00	5,000.00		
A2	General Insurance (not program specific)	3,311.00	3,311.00		
A3	Accounting & audit expenses				
A4	Consultant/Contractor Fees				
A5	Physical Assets (Rent, Facility Costs)				
A6	Utilities				
A7	IT & Internet				
A8	Marketing & Communications				
A9	Office Supplies				
A10	Training & Education				
A11	Other: specify				
<b>TOTAL INDIRECT EXPENSE</b>		<b>8,311.00</b>	<b>8,311.00</b>	<b>-</b>	<b>-</b>
2)	B PERSONNEL EXPENSES - PROGRAM SPECIFIC	PROGRAM COST	APPLYING ORGANIZATION	OTHER FUNDERS	REQUESTED FROM FRHD
B1	Fallbrook Office Manager	10,000.00	1,500.00		8,500.00
B2	Salary (list position)				
B3	Salary (list position)				
B4	Salary (list position)				
B5	Payroll Expenses (WC, taxes)	1,800.00	1,800.00		
B6	Benefits	700.00	700.00		
B7	Other: specify				
<b>TOTAL PERSONNEL EXPENSE</b>		<b>12,500.00</b>	<b>4,000.00</b>	<b>-</b>	<b>8,500.00</b>
3)	C DIRECT PROGRAM EXPENSES	PROGRAM COST	APPLYING ORGANIZATION	OTHER FUNDERS	REQUESTED FROM FRHD
C1	Marketing the event	10,000.00	8,000.00		2,000.00
C2	Program/Project Supplies	400.00	200.00		200.00
C3	Printing/Duplicating	2,000.00	1,400.00		600.00
C4	Travel/Mileage				
C5	Program Specific Insurance				
C6	Food for attendees	3,500.00			3,500.00
C7					
C8					
C9					
C10					
C11					
C12					
C13					
C14					
C15					
<b>TOTAL OTHER EXPENSES</b>		<b>15,900.00</b>	<b>9,600.00</b>	<b>-</b>	<b>6,300.00</b>

	W	X	Y	Z
<b>D TOTAL ALL EXPENSES</b>	PROGRAM COST	% REQUESTED FROM FRHD		
	<b>\$ 36,711.00</b>	<b>40%</b>		

**2) FUNDING SOURCES**

E FUNDS FOR PROGRAM	
E1 APPLYING ORGANIZATION	<b>X</b> 21,911.00
E2 OTHER FUNDERS	<b>Y</b> -
E3 REQUESTED FROM FRHD	<b>Z</b> 14,800.00
<b>TOTAL FUNDING SOURCES</b>	<b>\$ 36,711.00</b>

NOTE: THIS AMOUNT SHOULD BE EQUAL TO YOUR PROJECT COST.

**3) % OF AGENCY BUDGET**

<b>F CALCULATE % of Total Agency budget that this Program represents.</b>	<b>\$ 450,000.00</b>	<b>\$ 36,711.00</b>	<b>8%</b>
	AGENCY BUDGET**	PROGRAM COST	% of AGENCY BUDGET

\*\* Agency budget is your agency's entire budget for the year. Fill in the amount.



Agency Name: **Empowering Latino Futures**Program Name: **Salud Fallbrook****INSTRUCTIONS:**

List other funders that have been approached by your organization for this program in the past year, do not include FRHD. Include Name, Date, Amount Requested, Awarded, Declined or Pending. Please include all major sources of funding - this includes agencies fundraisers, annual community support and grantmakers.

Funder Name	Date Submitted	Amount Requested	Status
We have not done an event in Fallbrook specifcly			

Agency Name: **Empowering Latino Futures**

 Program Name: **Salud Fallbrook**
**INSTRUCTIONS:**

1. List items from your PROJECT BUDGET FORM (Sections A and B) that you are seeking FRHD support, and that requires explanation.
2. Your narrative should explain why this expense is necessary to the project and why or how FRHD funding would make an impact.

**A. INDIRECT EXPENSES:** Please indicate by the Line Number and Item Name

#	Name	Narrative:

**B. PERSONNEL EXPENSES -PROGRAM SPECIFIC**

#	Name	Narrative:

**C. DIRECT PROGRAM EXPENSES**

#	Name	Narrative:

**FRHD CHC GRANT BUDGET REPORTING FORM**

 Agency Name: **Empowering Latino Futures** PROGRAM NAME: **Salud Fallbrook**

The main categories align with the budget submitted with your application. Aggregate totals are all that should be reported under each heading.

1)	<b>A</b>	<b>INDIRECT EXPENSES:</b>	PROGRAM COST	REQUESTED FROM FRHD	AMOUNT USED Q1	AMOUNT USED Q2	AMOUNT USED Q3	AMOUNT USED Q4
		TOTAL INDIRECT EXPENSE	<b>\$8,311.00</b>	<b>\$0.00</b>		<b>\$1,000.00</b>	<b>\$3,000.00</b>	<b>\$4,311.00</b>
	<b>B</b>	<b>PERSONNEL EXPENSES - PROGRAM SPECIFIC</b>	PROGRAM COST	REQUESTED FROM FRHD	AMOUNT USED Q1	AMOUNT USED Q2	AMOUNT USED Q3	AMOUNT USED Q4
		TOTAL PERSONNEL EXPENSE	<b>\$12,500.00</b>	<b>\$8,500.00</b>		<b>\$1,500.00</b>	<b>\$3,000.00</b>	<b>\$4,000.00</b>
	<b>C</b>	<b>DIRECT PROGRAM EXPENSES</b>	PROGRAM COST	REQUESTED FROM FRHD	AMOUNT USED Q1	AMOUNT USED Q2	AMOUNT USED Q3	AMOUNT USED Q4
		TOTAL OTHER EXPENSES	<b>\$15,900.00</b>	<b>\$6,300.00</b>		<b>\$1,000.00</b>	<b>\$5,000.00</b>	<b>\$15,300.00</b>
	<b>D</b>	<b>TOTALS</b>	PROGRAM COST	FRHD Funds Awarded	Total Amount Q1	Total Amount Q2	Total Amount Q3	Total Amount Q4
			<b>\$36,711.00</b>	<b>\$0.40</b>	<b>\$0.00</b>	<b>\$3,500.00</b>	<b>\$11,000.00</b>	<b>\$23,611.00</b>

 Total funds expended to date: **\$38,111.00**

# Empowering Latino Futures

## Profit and Loss by Tag Group

January - December 2023

	Total
<b>Revenue</b>	
<b>ELF Overall</b>	
General Donations	2,584.82
Printing Services	4,100.00
<b>Total ELF Overall</b>	<b>\$ 6,684.82</b>
<b>Grants</b>	
<b>Grants-Government</b>	
San Diego County Grant	40,000.00
<b>Total Grants-Government</b>	<b>\$ 40,000.00</b>
<b>Total Grants</b>	<b>\$ 40,000.00</b>
<b>Grants-Foundations</b>	
Amazon Grant	10,000.00
Empowering Students	10,500.00
<b>Total Grants-Foundations</b>	<b>\$ 20,500.00</b>
<b>In-Kind Contributions</b>	
Education Begins in the Home Services	7,500.00
Festival Services	24,000.00
International Latino Book Awards Ceremony	7,000.00
Media	59,750.00
Office Space	15,000.00
Services for Authors	32,500.00
Warehouse	11,600.00
<b>Total In-Kind Contributions</b>	<b>\$ 157,350.00</b>
<b>ISLA</b>	
<b>AWA Tour</b>	
ALA Conference	160.00
Guadalajara Book Festival Income	7,350.50
<b>Total AWA Tour</b>	<b>\$ 7,510.50</b>
<b>International Latino Book Awards</b>	
AWA Merchandise	542.29
Book Awards Entries	65,885.29
Ceremony Attendees	1,653.55
ILBA Ceremony Sponsors	8,170.70
ISLA Membership	3,742.74
Movie Awards Entries	1,117.80
<b>Total International Latino Book Awards</b>	<b>\$ 81,112.37</b>
<b>Total ISLA</b>	<b>\$ 88,622.87</b>
<b>Sacramento Programs</b>	58,000.00
<b>Sacramento LBFF</b>	
Booth Sales	2,327.95
<b>Total Sacramento LBFF</b>	<b>\$ 2,327.95</b>

<b>Total Sacramento Programs</b>	<b>\$</b>	<b>60,327.95</b>
<b>San Diego Programs</b>		
<b>Education Begins in the Home Sponsors</b>		500.00
<b>North County Informador</b>		51,888.50
<b>San Diego LBFF</b>		
<b>Booth Sales</b>		5,165.87
<b>Sponsor Sales</b>		14,513.10
<b>Total San Diego LBFF</b>	<b>\$</b>	<b>19,678.97</b>
<b>Total San Diego Programs</b>	<b>\$</b>	<b>72,067.47</b>
<b>Total Revenue</b>	<b>\$</b>	<b>445,553.11</b>
<b>Gross Profit</b>	<b>\$</b>	<b>445,553.11</b>
<b>Expenditures</b>		
<b>Financial Manners</b>		
<b>Bank Service Charge</b>		48.86
<b>Interest Expense</b>		8,533.94
<b>Wire Fee</b>		81.16
<b>Total Financial Manners</b>	<b>\$</b>	<b>8,663.96</b>
<b>General Office Expense</b>		
<b>Application Software</b>		2,006.20
<b>Dues &amp; Subs.</b>		3,790.44
<b>Equipment</b>		935.29
<b>External Contracted Services</b>		
<b>Contract work</b>		19,855.40
<b>Total External Contracted Services</b>	<b>\$</b>	<b>19,855.40</b>
<b>Office Supplies</b>		1,013.07
<b>Software- Quickbooks</b>		1,241.00
<b>TECH</b>		85.00
<b>Utilities</b>		
<b>Spectrum</b>		1,845.90
<b>Total Utilities</b>	<b>\$</b>	<b>1,845.90</b>
<b>Website Expenses</b>		1,377.22
<b>Total General Office Expense</b>	<b>\$</b>	<b>32,149.52</b>
<b>In-Kind Expenses</b>		
<b>Education Begins in the Home Services</b>		7,500.00
<b>Festival Services</b>		24,000.00
<b>International Latino Book Awards Ceremony</b>		7,000.00
<b>Media</b>		59,750.00
<b>Office Space</b>		15,000.00
<b>Services for Authors</b>		32,500.00
<b>Warehouse</b>		11,600.00
<b>Total In-Kind Expenses</b>	<b>\$</b>	<b>157,350.00</b>
<b>Insurance</b>		3,311.00
<b>ISLA Expenses</b>		
<b>AWA Tour</b>		134.52
<b>ALA Conference</b>		3,282.77
<b>AWA Materials</b>		235.10
<b>CABE</b>		339.62

Guadalajara Book Festival		5,912.09
<b>Total AWA Tour</b>	<b>\$</b>	<b>9,904.10</b>
<b>ELF Support Services</b>		
ALA Membership		150.00
Constant Contact		2,592.00
Grants Research		2,500.00
<b>Total ELF Support Services</b>	<b>\$</b>	<b>5,242.00</b>
<b>International Latino Book Awards Expenses</b>		
Awards Ceremony Food Services		3,629.70
Book Awards Ceremony		7,160.37
Facility Rent		1,575.00
ILBA Ceremony Hotel		1,685.88
Meals		187.14
<b>Total International Latino Book Awards Expenses</b>	<b>\$</b>	<b>14,238.09</b>
<b>Total ISLA Expenses</b>	<b>\$</b>	<b>29,384.19</b>
<b>Payroll Expenses</b>		
<b>Company Contributions</b>		
Health Insurance		7,500.00
<b>Total Company Contributions</b>	<b>\$</b>	<b>7,500.00</b>
Taxes		8,086.68
Wages		96,059.44
<b>Total Payroll Expenses</b>	<b>\$</b>	<b>111,646.12</b>
<b>Professional Fees</b>		
Accounting Services		2,400.00
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Education Begins in the Home Expenses		1,627.62
<b>EI Informador</b>		65,689.45
Application Software		551.00
<b>Total EI Informador</b>	<b>\$</b>	<b>66,240.45</b>
<b>SD LBFF</b>		2,450.29
<b>Booth Services</b>		
Booth Signage		138.98
<b>Total Booth Services</b>	<b>\$</b>	<b>138.98</b>
Canopies and Chairs		857.17
Marketing		1,067.51
Banners		3,594.25
<b>Total Marketing</b>	<b>\$</b>	<b>4,661.76</b>

<b>Other Contractor</b>		
<b>Sales Comission</b>		1,543.80
<b>Total Other Contractor</b>	<b>\$</b>	<b>1,543.80</b>
<b>Total SD LBFF</b>	<b>\$</b>	<b>9,652.00</b>
<b>Total San Diego Program Expenses</b>	<b>\$</b>	<b>77,520.07</b>
<b>Travel &amp; Ent.</b>		
<b>Meals</b>		333.78
<b>Total Travel &amp; Ent.</b>	<b>\$</b>	<b>333.78</b>
<b>Total Expenditures</b>	<b>\$</b>	<b>443,312.69</b>
<b>Net Operating Revenue</b>	<b>\$</b>	<b>2,240.42</b>
<b>Net Revenue</b>	<b>\$</b>	<b>2,240.42</b>

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