



**GlobalGiving**

# Intro - The Status of Our World



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## Our Purpose

**Enhance higher education and support service animals and/or homeless pets.**

# Our Call to Action

Displaced

Attacked

Alone

## Our Proposal

**Donate \$30,000 to the Ukraine  
Crisis Relief Fund. (Global  
Giving Foundation.)**

# **What is Global Giving?**

# What is Global Giving?

Global Giving is a nonprofit that supports other nonprofits by connecting them to donors and companies

- \$671,000,000 dollars distributed
- 20 years of giving
- 30,000 projects funded
- 175 different countries





# Why We Chose Them

## Great Efficiency Ratio:

- 98.3% in 2019

## Upholds our standards for giving:

- Education
- Basic Needs

## Transparency:

- Available 990 with CEO Salary
- Open about Board and Staff
- Publishes an Annual Report
- Gives updates on what the funds have achieved



# Ukraine Crisis Relief Fund

The fund currently has raised money for many unique projects in Ukraine

This donation will be used to:

- Provide shelter, food, and water for refugees
- Medical support
- Access to education

**\$18,264,527** raised of  
\$20,000,000 goal

81,421 donations

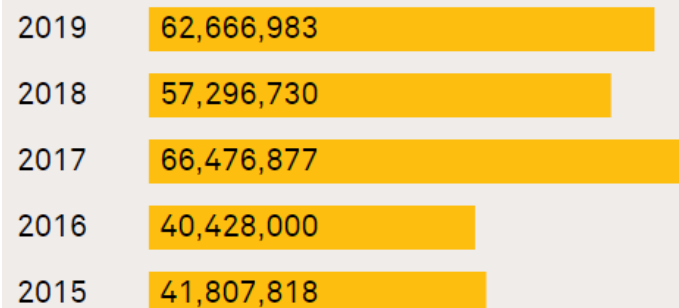
\$1,735,473 to go

# **The Interpretations of Non-Profit Ratios**

# The Interpretation of Non-Profit Ratios

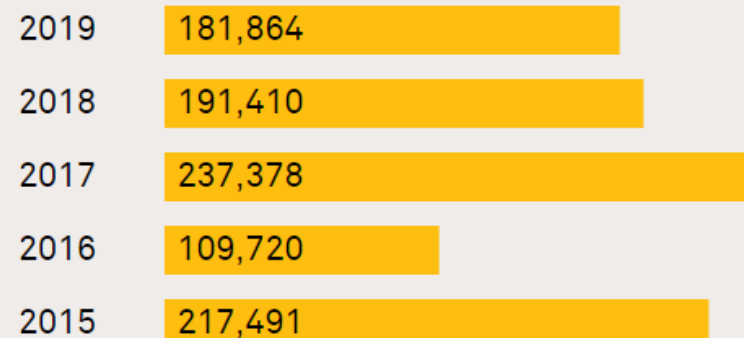
## Estimated number of funding dollars secured for the sector

### TOTALS BY YEAR



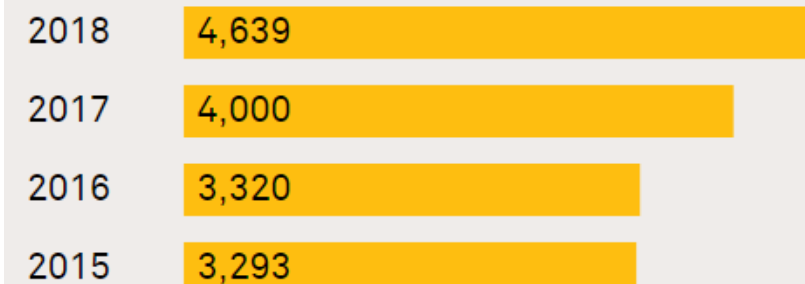
## Number of overall donors

### TOTALS BY YEAR

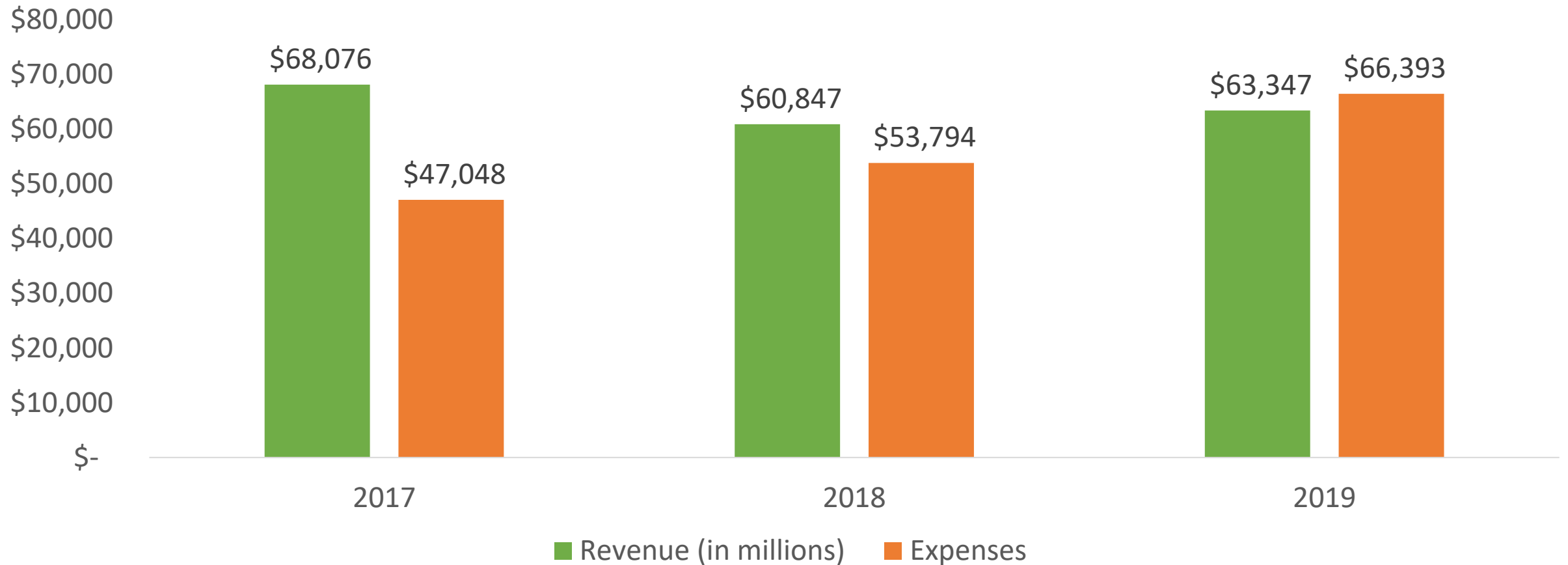


## Number of organizational partners

### TOTALS BY YEAR

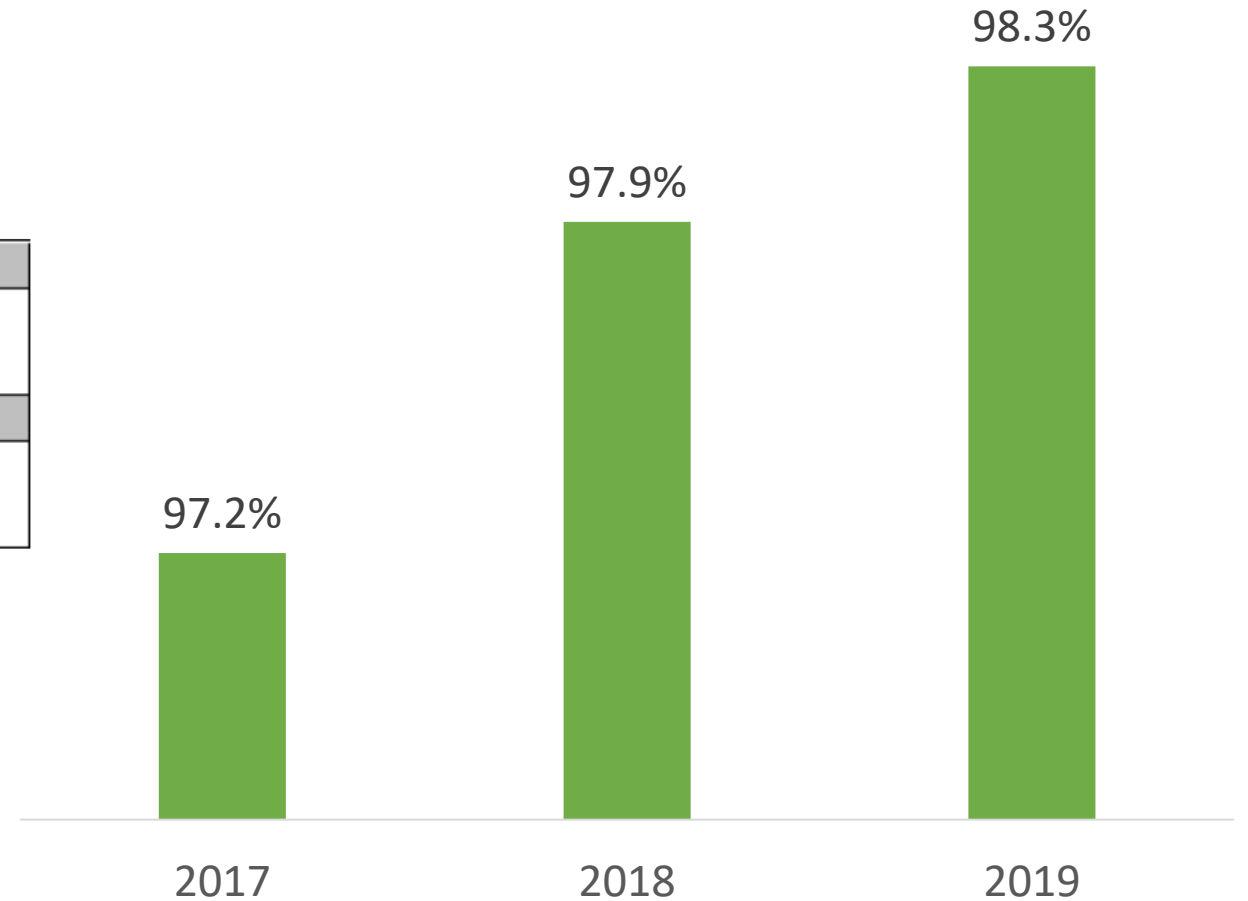


# Revenues vs Expenses



# Program Efficiency

Program Efficiency Formula	
Program Efficiency Formula =	$\frac{\text{Program Service Expenses}}{\text{Total Organizational Expenses}}$
Benchmarks	
Too Low	70/30 or Under 70%
Target	80/20 or 80%



# Fundraising Reliance Formula

Fundraising Reliance Formula	
Fundraising Reliance Formula =	$\frac{\text{Income Source}}{\text{Total Income}}$
Benchmarks	
Too Low	Under 15%
Average	30%
Too High	Above 50%

	Revenues		
Contributions and grants	97.7%	96.3%	95.0%
Program service revenue	2.3%	3.5%	4.6%
Investment income	0.0%	0.2%	0.3%
Other revenue	0.0%	0.0%	0.0%
Total revenue	100.0%	100.0%	100.0%

# Fundraising Efficiency Formula

Fundraising Efficiency Formula	
Fundraising Efficiency Formula =	$\frac{\text{Total Fundraising Expenses}}{\text{Total Fundraising Income}}$
Benchmarks	
Average	\$0.35
Too High	\$1.50 or higher

<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3 ) . . . . .	47,480,656	58,796,185
<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4) . . . . .	0	0
<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	4,209,506	4,960,817
<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e) . . . . .	0	0
<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶ 54,013		
<b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) . . . . .	2,103,862	2,636,145
<b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	53,794,024	66,393,147



# Current Ratio

Current Ratio Formula	
Current Ratio:	$\frac{\text{Current Assets}}{\text{Current Liabilities}}$
Benchmarks	
Too Low	Under 1.0
Average	1.0
Too High	Above 2.0

	2017	2018	2019
Current Assets	\$38,456,620	\$45,655,975	\$42,449,272
Current Liabilities	\$1,552,164	\$1,688,056	\$1,540,872
Current Ratio	24.8	27.0	27.5

# Assets

		(A)		(B)
		Beginning of year		End of year
Assets	<b>1</b> Cash—non-interest-bearing . . . . .	545,713	<b>1</b>	4,363,637
	<b>2</b> Savings and temporary cash investments	40,329,895	<b>2</b>	33,423,359
	<b>3</b> Pledges and grants receivable, net . . . . .	2,666,237	<b>3</b>	1,032,417
	<b>4</b> Accounts receivable, net . . . . .	337,284	<b>4</b>	241,704
	<b>5</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		<b>5</b>	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		<b>6</b>	
	<b>7</b> Notes and loans receivable, net . . . . .		<b>7</b>	
	<b>8</b> Inventories for sale or use . . . . .		<b>8</b>	
	<b>9</b> Prepaid expenses and deferred charges . . . . .	64,597	<b>9</b>	92,771
	<b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	<b>10a</b> 1,416,470		
	<b>b</b> Less: accumulated depreciation	<b>10b</b> 995,987	<b>10c</b>	420,483
	<b>11</b> Investments—publicly traded securities . . . . .	1,000,919	<b>11</b>	2,563,414
	<b>12</b> Investments—other securities. See Part IV, line 11 . . . . .		<b>12</b>	
	<b>13</b> Investments—program-related. See Part IV, line 11 . . . . .		<b>13</b>	
	<b>14</b> Intangible assets . . . . .	311,487	<b>14</b>	311,487
	<b>15</b> Other assets. See Part IV, line 11	2,185	<b>15</b>	0
<b>16 Total assets:</b> Add lines 1 through 15 (must equal line 34) . . . . .	45,655,975	<b>16</b>	42,449,272	

# Liabilities

Liabilities	<b>17</b> Accounts payable and accrued expenses . . . . .	293,259	<b>17</b>	291,892
	<b>18</b> Grants payable . . . . .		<b>18</b>	
	<b>19</b> Deferred revenue . . . . .	427,732	<b>19</b>	307,418
	<b>20</b> Tax-exempt bond liabilities . . . . .		<b>20</b>	
	<b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D		<b>21</b>	
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		<b>22</b>	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties . . . . .		<b>23</b>	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties . . . . .		<b>24</b>	
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17 - 24). Complete Part X of Schedule D	967,065	<b>25</b>	941,562
<b>26 Total liabilities.</b> Add lines 17 through 25 . . . . .	1,688,056	<b>26</b>	1,540,872	

# Wages Don't Seem Over the Top

(11) ALIX GUERRIER ..... CEO	40.00 ..... 0.50			X				204,167	0	25,011
(12) DONNA CALLEJON ..... CHIEF BUSINESS OFFICER	40.00 ..... 0.00				X			192,496	0	30,662
(13) KEVIN CONROY ..... CHIEF PRODUCT OFFICER	40.00 ..... 0.00				X			184,080	0	34,434
(14) INGRID EMBREE ..... DIR. OF STRATEGIC PARTNERSHIPS	40.00 ..... 0.00					X		146,178	0	20,113
(15) JAMES BERESH ..... DIRECTOR OF FINANCE	40.00 ..... 0.00					X		130,008	0	30,275
(16) JUSTIN RUPP ..... SYSTEMS ARCHITECT	40.00 ..... 0.00					X		113,950	0	25,900
(17) PHILIP BLACK KNIGHT ..... SENIOR SOFTWARE ENGINEER	40.00 ..... 0.00					X		113,880	0	28,008

# How will we make a difference?

- Global Giving Reports of Use
- Support Ukrainians (and others) in need
- Distribution

What our donation has the potential to do:

- Hygiene products for 2,269
- Blankets for 1,815
- Food for 454 families



# Conclusion

The Big Dog Endowment (Big Dog) was created and funded by Dave Sather and Carol Klages to promote effective and sustainable philanthropy.



**Big Dog Endowment – Time to Act. Let's lend a paw to the Global Giving Foundation.**