

**THANK YOU**  
to the 1,600+  
donors that gave  
over 3,000 gifts  
to CFS in 2016

## By the Numbers

### Budgeted Income & Expenses

October 1, 2016 - September 30, 2017

#### Budgeted Income

Fundraising  
\$1,123,436

Grants, Contracts,  
Private Payers  
\$4,085,138

Miscellaneous Income  
\$216,500

**Total Income**  
**\$5,425,074**

**Net Result/(Deficit)**  
**\$48,336**

#### Budgeted Expenses

Personnel  
\$3,446,283

Client Assistance  
\$828,880

Office & Related  
\$575,668

Travel & Training  
\$238,747

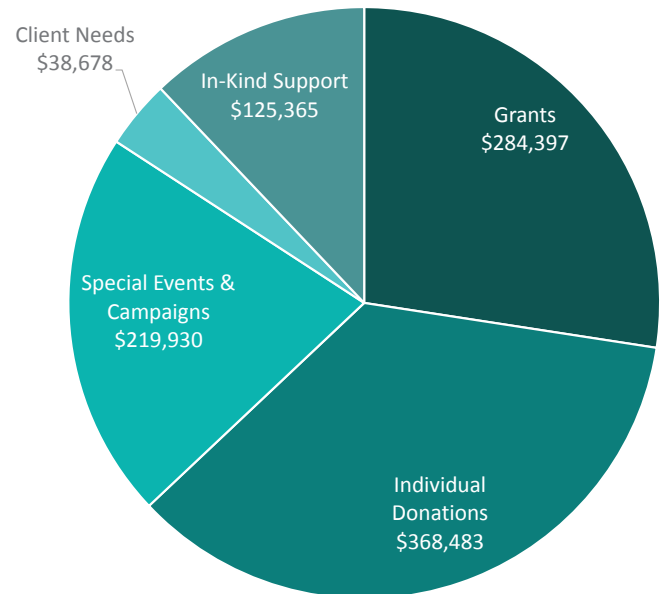
Direct Development  
\$101,900

Other Expenses  
\$185,260

**Total Expenses**  
**\$5,376,738**

### Actual Fundraising by Category

October 1, 2015 - September 30, 2016



Total Fundraising FY15-16: \$1,036,853

Please visit [www.cfsnwm.org/donate](http://www.cfsnwm.org/donate)  
to view a list of our friends and supporters.



### Help Us Be Here Another 80 Years

Since 1937, CFS has remained dedicated to supporting children, youth, adults, and families as they heal, grow, and thrive. As we celebrate 80 years serving northern Michigan, we know that it's YOU who makes this healing change possible. With YOUR help, we rise every day to meet the social and emotional needs of people of all ages and backgrounds.

If you enjoy giving now and wish that you could do more, there are many ways that can happen. Planned giving allows you to make thoughtful, larger gifts to your favorite charities over time, while enjoying different benefits based on the type of your gift. In addition to wills and bequests, there are a number of instruments that allow you to make a gift while retaining income for yourself and beneficiaries. Some also allow you to have your assets managed at little to no cost. And all gifts of this nature can have significant income, estate, and capital gains tax savings.

We hope you'll consider Child & Family Services when you review your estate planning. With your support, we will continue to serve this community for the next 80 years and beyond!

Talk with us about your vision for a healthy, safe, nurturing community. Please contact Linda Sommerville, Director of Donor Relations at 946-8975 ext. 1025.



Third Level

3785 Veterans Drive | Traverse City, MI 49684

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Thanks to  
Bill Marsh  
Automotive for their  
sponsorship of the  
newsletter

## Our Impact

October 1, 2015 - September 30, 2016

**27,607** contacts fielded through 24/7 Crisis Services  
**9,228** counseling sessions from licensed therapists  
**4,305** supervised visits and safe child exchanges for **219** children  
**497** received free legal advice from volunteer attorneys  
treatment and support for **229** child survivors of sexual abuse  
**191** received support from caring Youth Services counselors  
**111** children placed with loving foster families  
**74** forever families created through adoption  
**41** teens sheltered at Pete's Place Youth Shelter  
**36** families strengthened through Wraparound Family Preservation