

Marklund

Revenues	FY2014			FY2015			FY2016			FY2017		
	Actual	Budget	variance	Actual	Budget	variance	Actual	Budget	variance	Projections	Budget	variance
Operating revenue	\$ 14,820,310	\$ 14,922,238	\$ (101,928)	\$ 15,425,453	\$ 15,331,517	\$ 93,936	\$ 15,483,884	\$ 15,719,758	\$ (235,874)	\$ 20,579,920	\$ 20,303,104	\$ 276,816
Other revenue	(64,829)	-	(64,829)	(19,948)	-	(19,948)	9,862	-	9,862	170,907	23,063	147,844
Net Resale	63,452	99,916	(36,464)	105,309	80,005	25,304	78,986	100,879	(21,893)	-	-	-
Total revenue	\$ 14,818,933	\$ 15,022,154	\$ (203,221)	\$ 15,510,814	\$ 15,411,522	\$ 99,292	\$ 15,572,732	\$ 15,820,637	\$ (247,905)	\$ 20,750,827	\$ 20,326,167	\$ 424,660
Expenses												
Salaries	\$ 9,696,257	\$ 9,898,618	\$ (202,361)	\$ 10,257,379	\$ 10,270,555	\$ (13,176)	\$ 10,360,996	\$ 10,732,735	\$ (371,739)	\$ 13,275,662	\$ 13,295,646	\$ (19,984)
Employee Benefits	2,036,036	2,078,765	(42,729)	2,204,805	2,156,833	47,972	2,327,938	2,414,849	(86,911)	3,119,781	3,124,499	(4,718)
Employee Expense	209,770	221,046	(11,276)	221,520	233,472	(11,952)	198,592	240,668	(42,076)	229,491	232,954	(3,463)
Consulting	217,786	233,300	(15,514)	305,318	240,164	65,154	409,183	340,724	68,459	561,991	558,575	3,416
Medical	411,901	410,604	1,297	443,726	431,772	11,954	433,576	429,132	4,444	628,546	551,571	76,975
Dietary & Support	350,613	411,540	(60,927)	348,662	371,976	(23,314)	335,634	356,136	(20,502)	431,728	417,106	14,622
Housekeeping	109,263	90,708	18,555	93,486	107,148	(13,662)	101,309	105,312	(4,003)	152,792	153,916	(1,124)
Occupancy	587,879	540,124	47,755	606,286	578,116	28,170	626,643	595,198	31,445	723,626	743,381	(19,755)
Equipment	362,849	367,919	(5,070)	328,677	352,044	(23,367)	347,426	359,544	(12,118)	412,846	399,737	13,109
Vehicles	62,757	61,164	1,593	62,718	67,956	(5,238)	53,213	70,872	(17,659)	86,810	78,276	8,534
Administrative (Not Including Salaries)	460,257	465,357	(5,100)	454,942	528,752	(73,810)	539,201	541,827	(2,626)	557,268	503,946	53,322
Provider Taxes	602,839	602,319	520	605,536	604,440	1,096	604,880	605,604	(724)	791,458	786,052	5,406
Interest Expense	3,188	39,996	(36,808)	18,548	24,996	(6,448)	8,903	39,996	(31,093)	55,224	32,496	22,728
Client/Student	54,097	59,292	(5,195)	58,863	69,368	(10,505)	58,558	81,120	(22,562)	85,335	93,540	(8,205)
Depreciation	1,633,291	1,657,308	(24,017)	1,472,512	1,429,620	42,892	1,478,674	1,646,213	(167,539)	1,807,736	1,759,508	48,228
Total Direct Expense	\$ 16,798,783	\$ 17,138,060	\$ (339,277)	\$ 17,482,978	\$ 17,467,212	\$ 15,766	\$ 17,884,726	\$ 18,559,930	\$ (675,204)	\$ 22,920,294	\$ 22,731,203	\$ 189,091
Net Income / (loss)	\$ (1,979,850)	\$ (2,115,906)	\$ 136,056	\$ (1,972,164)	\$ (2,055,690)	\$ 83,526	\$ (2,311,994)	\$ (2,739,293)	\$ 427,299	\$ (2,169,467)	\$ (2,405,036)	\$ 235,569
add back: Depreciation	1,640,310	1,657,308	(16,998)	1,480,342	1,437,204	43,138	1,486,504	1,654,037	(167,533)	1,807,736	1,759,508	48,228
add back: Bad Debt Allowance	12,502	12,502	-	12,500	12,500	-	12,500	12,500	-	12,502	12,500	2
add back: Gain/(Loss) on Sale of Asset	69,473	-	69,473	21,109	-	21,109	(8,192)	-	(8,192)	(11,401)	-	(11,401)
Net Income / (loss)	\$ (257,565)	\$ (446,096)	\$ 188,531	\$ (458,213)	\$ (605,986)	\$ 147,773	\$ (821,182)	\$ (1,072,756)	\$ 251,574	\$ (360,630)	\$ (633,028)	\$ 272,398

(Excluding Depreciation, Bad Debt Allowance & Gain/(Loss) on Sale)

Marklund Charities

	FY2014			FY2015			FY2016			FY2017		
<i>Revenues</i>	Actual	Budget	variance	Actual	Budget	variance	Actual	Budget	variance	Projections	Budget	variance
Unrestricted Gifts & Grants	\$ 600,971	\$ 325,000	\$ 275,971	\$ 666,223	\$ 650,000	\$ 16,223	\$ 776,053	\$ 650,000	\$ 126,053	\$ 829,486	\$ 825,000	\$ 4,486
Special Events (net)	346,588	425,000	(78,412)	447,395	403,555	43,840	507,871	431,385	76,486	547,797	506,298	41,499
Fund-in-Need	198,100	148,000	50,100	335,300	184,000	151,300	358,195	201,000	157,195	351,100	340,000	11,100
Community Events (net)	6,906	6,000	906	20,352	11,500	8,852	19,862	16,000	3,862	112,947	45,055	67,892
Restricted Program	717,257	700,000	17,257	450,846	540,000	(89,154)	301,385	560,000	(258,615)	751,894	576,000	175,894
Other	-	-	-	-	-	-	743	-	743	839	-	839
Total Fundraising Income	\$ 1,869,822	\$ 1,604,000	\$ 265,822	\$ 1,920,116	\$ 1,789,055	\$ 131,061	\$ 1,964,109	\$ 1,858,385	\$ 105,724	\$ 2,594,063	\$ 2,292,353	\$ 301,710
<i>Expenses</i>												
Salaries	\$ 388,912	\$ 408,856	\$ (19,944)	\$ 415,022	\$ 427,253	\$ (12,231)	\$ 465,366	\$ 442,593	\$ 22,773	\$ 539,476	\$ 476,245	\$ 63,231
Employee Benefits	81,671	85,860	(4,189)	89,230	89,723	(493)	104,707	99,584	5,123	126,777	111,918	14,859
Employee Expenses	8,121	9,800	(1,679)	9,523	6,950	2,573	8,145	10,656	(2,511)	6,954	9,456	(2,502)
Occupancy	7,666	7,536	130	8,084	8,100	(16)	7,635	8,400	(765)	8,269	7,500	769
Office Expense	47,660	42,069	5,591	45,118	46,800	(1,682)	44,867	49,344	(4,477)	51,302	44,642	6,660
Legal, Audit & Insurance	4,800	4,800	-	4,800	4,800	-	4,800	4,800	-	4,800	4,800	-
Other Expense	58,477	47,935	10,542	60,886	63,315	(2,429)	52,471	48,168	4,303	55,908	47,791	8,117
Administrative-Outside Services	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses	\$ 597,307	\$ 606,856	\$ (9,549)	\$ 632,663	\$ 646,941	\$ (14,278)	\$ 687,991	\$ 663,545	\$ 24,446	\$ 793,486	\$ 702,352	\$ 91,134
Net Fundraising	\$ 1,272,515	\$ 997,144	\$ 275,371	\$ 1,287,453	\$ 1,142,114	\$ 145,339	\$ 1,276,118	\$ 1,194,840	\$ 81,278	\$ 1,800,577	\$ 1,590,001	\$ 210,576
<i>Other Expense</i>												
Public Relations	\$ 52,685	\$ 57,532	\$ (4,847)	\$ 73,503	\$ 89,588	\$ (16,085)	\$ 94,458	\$ 88,957	\$ 5,501	\$ 105,141	\$ 97,728	\$ 7,413
In Kind Expenses	74,840	-	-	170,662	-	-	96,281	-	-	-	-	-
In Kind Revenue	74,840	-	-	170,662	-	-	96,281	-	-	-	-	-
Net Fundraising Proceeds	\$ 1,219,830	\$ 939,612	\$ 280,218	\$ 1,213,950	\$ 1,052,526	\$ 161,424	\$ 1,181,660	\$ 1,105,883	\$ 75,777	\$ 1,695,436	\$ 1,492,273	\$ 203,163
<i>Other Income</i>												
Interest Income	\$ 12,292			\$ 26,608			\$ 9,760					
Endowment Income	260,926			389,212			297,929					
Endowment Realized Gain/ (Loss)	182,769			430,470			(240,055)					
Endowment Unrealized Gain/ (Loss)	635,270			(872,014)			(156,073)					
Net Other Income	\$ 1,091,258			\$ (25,724)			\$ (88,439)					
<i>gifts not included in fundraising totals</i>												
endowment	\$ 3,576,124	\$ -	\$ 3,576,124	\$ 791,886	\$ 75,205	\$ 178,752	\$ 181,116	\$ 205,000	\$ (23,884)	\$ 1,079,465	\$ 5,000	\$ 1,074,465
capital campaign	6,124	-	6,124	7,129	5,000	2,129	8,187	5,000	3,187	11,775	5,000	6,775
legacy gifts	-	-	-	246,828	70,205	176,623	161,277	200,000	(38,723)	20,290	-	20,290
	3,570,000		3,570,000	537,929			11,652		11,652	1,047,400		1,047,400
Transfers to Marklund	\$ 848,493			\$ 2,502,204			\$ 4,239,014			\$ 1,649,765		
expenses	428,492			410,618			928,786			545,983		
capital	420,002			2,091,586			3,310,229			701,384		
Little Angeles note	-			-			-			402,398		
Transfers to Endowment	\$ 56,670			\$ 509,970			\$ 17,979			\$ 467,065		