

Marklund

Fiscal Year 2018

Variance Summary- Consolidated revised 5/18/2017

<i>Revenues</i>	FY2017 Budget	FY2017 Y/E Projections	FY2018 Budget	Increase / (Decrease)	% Increase / (Decrease)
Operating Revenue	\$ 20,303,104	\$ 20,579,920	\$ 23,479,245	\$ 2,899,325	14.1%
Other Revenue	23,063	170,907	132,678	(38,229)	-22.4%
Fundraising	2,292,353	2,594,063	2,639,997	45,934	1.8%
Total Revenues	\$ 22,618,520	\$ 23,344,890	\$ 26,251,920	\$ 2,907,030	12.5%
<i>Expenses</i>					
Salaries	\$ 13,771,891	\$ 13,815,138	\$ 16,403,967	\$ 2,588,829	18.7%
Employee Benefits	3,236,417	3,246,557	4,018,971	772,414	23.8%
Employee Expense	242,410	236,445	287,758	51,313	21.7%
Consulting	558,575	561,991	548,130	(13,861)	-2.5%
Medical	551,571	628,546	687,867	59,321	9.4%
Dietary & Support	417,106	431,728	468,047	36,319	8.4%
Housekeeping	153,916	152,792	202,031	49,239	32.2%
Occupancy	750,881	731,895	733,284	1,389	0.2%
Equipment	417,173	436,449	537,277	100,828	23.1%
Vehicles	78,276	86,810	85,461	(1,349)	-1.6%
Administrative (Not Including Salaries)	583,743	645,675	696,164	50,489	7.8%
Provider Taxes	786,052	791,458	867,898	76,440	9.7%
Interest Expense	32,496	55,224	93,650	38,426	69.6%
Client/Student	93,540	85,335	102,064	16,729	19.6%
Public Relations	97,728	105,141	127,442	22,301	21.2%
Depreciation	1,759,508	1,807,736	1,963,935	156,199	8.6%
Total Direct Expenses	\$ 23,531,283	\$ 23,818,920	\$ 27,823,946	\$ 4,005,026	16.8%
Net Income / (Loss)	\$ (912,763)	\$ (474,030)	\$ (1,572,026)	\$ (1,097,996)	
add back: depreciation, bad debt & gain/(loss) on sale	\$ 1,772,008	1,808,837	1,982,935	174,098	
Net Income/(Loss)	\$ 859,245	\$ 1,334,807	\$ 410,909	\$ (923,898)	
(Excluding Depreciation, Bad Debt Allowance & Gain/(Loss) on Sale)					
<i>total fundraising revenue not include in above totals</i>	\$ 5,000	\$ 1,079,465	\$ 12,000		
<i>endowment</i>	5,000	11,775	12,000		
<i>capital campaign</i>		20,290			
<i>legacy gifts</i>		1,047,400			

Marklund

	FY2017 Y/E Projections	FY2018 Budget	Increase / (Decrease)	% Increase / (Decrease)
Revenues				
Operating revenue	\$ 20,579,920	\$ 23,479,245	\$ 2,899,325	14.09%
Other revenue	170,907	132,678	(38,229)	-22.37%
Total revenue	\$ 20,750,827	\$ 23,611,923	\$ 2,861,096	13.79%
Expenses				
Salaries	\$ 13,275,662	\$ 15,847,518	\$ 2,571,856	19.37%
Employee Benefits	3,119,781	3,882,641	762,860	24.45%
Employee Expense	229,491	277,785	48,294	21.04%
Consulting	561,991	548,130	(13,861)	-2.47%
Medical	628,546	687,867	59,321	9.44%
Dietary & Support	431,728	468,047	36,319	8.41%
Housekeeping	152,792	202,031	49,239	32.23%
Occupancy	723,626	725,784	2,158	0.30%
Equipment	412,846	510,361	97,515	23.62%
Vehicles	86,810	85,461	(1,349)	-1.55%
Administrative (Not Including Salaries)	557,268	599,054	41,786	7.50%
Provider Taxes	791,458	867,898	76,440	9.66%
Interest Expense	55,224	93,650	38,426	69.58%
Client/Student	85,335	102,064	16,729	19.60%
Depreciation	1,807,736	1,963,935	156,199	8.64%
Total Direct Expense	\$ 22,920,294	\$ 26,862,226	\$ 3,941,932	17.20%
Net Income / (loss)	\$ (2,169,467)	\$ (3,250,303)	\$ (1,080,836)	49.82%
add back: Depreciation	1,807,736	1,963,935	156,199	8.64%
add back: Bad Debt Allowance	12,502	19,000	6,498	51.98%
add back: Gain / (Loss) on Sale of Asset	(11,401)	-	11,401	-100.00%
Net Income / (loss)	\$ (360,630)	\$ (1,267,368)	\$ (906,738)	251.43%
<i>(Excluding Depreciation, Bad Debt Allowance & Gain/(Loss) on Sale)</i>				

Marklund Charities

	FY2017 Y/E Projections	FY2018 Budget	Increase / (Decrease)	% Increase / (Decrease)
Revenues				
Unrestricted Gifts & Grants	\$ 829,486	\$ 850,000	\$ 20,514	2.47%
Special Events (net)	547,797	761,657	213,860	39.04%
Fund-in-Need	351,100	371,000	19,900	5.67%
Community Events (net)	112,947	17,340	(95,607)	-84.65%
Restricted Program	751,894	640,000	(111,894)	-14.88%
Other	839	-	(839)	-100.00%
Total Fundraising Income	\$ 2,594,063	\$ 2,639,997	\$ 45,934	1.77%
Expenses				
Salaries	\$ 539,476	\$ 556,449	\$ 16,973	3.15%
Employee Benefits	126,777	136,330	9,553	7.54%
Employee Expenses	6,954	9,973	3,019	43.41%
Occupancy	8,269	7,500	(769)	-9.30%
Office Expense	51,302	57,316	6,014	11.72%
Legal, Audit & Insurance	4,800	12,000	7,200	150.00%
Other Expense	55,908	54,710	(1,198)	-2.14%
Administrative-Outside Services	-	-	-	-
Depreciation	-	-	-	-
Total Expenses	\$ 793,486	\$ 834,278	\$ 40,792	5.14%
Net Fundraising	\$ 1,800,577	\$ 1,805,719	\$ 5,142	0.29%
Other Expenses				
Public Relations	\$ 105,141	\$ 127,442	\$ 22,301	21.21%
In Kind Expenses	-	-	-	-
In Kind Revenue	-	-	-	-
Net Fundraising Proceeds	\$ 1,695,436	\$ 1,678,277	\$ (17,159)	-1.01%
<i>gifts not included in fundraising totals</i>	\$ 1,079,465	\$ 12,000		
<i>endowment</i>	11,775	12,000		
<i>capital campaign</i>	20,290	-		
<i>legacy gifts</i>	1,047,400			
Transfers to Marklund	\$ 1,649,765			
<i>expenses</i>	545,983			
<i>capital</i>	701,384			
<i>Little Angeles note</i>	402,398			
Transfers to Endowment	\$ 467,065			