

**Marklund
Fiscal Year 2020**

Variance Summary - Consolidated revised

<i>Revenues</i>	FY2019 Budget	FY2019 Y/E Projections	FY2020 Budget- revised	Increase / (Decrease)	% Increase / (Decrease)
Program Revenue	\$ 25,279,118	\$ 25,842,866	\$ 30,726,123	\$ 4,883,257	18.9%
Other Revenue	188,900	131,263	94,511	(36,752)	-28.0%
Fundraising	2,840,190	2,750,524	2,978,284	227,760	8.3%
Total Revenues	\$ 28,308,208	\$ 28,724,653	\$ 33,798,918	\$ 5,074,265	17.7%
<i>Expenses</i>					
Salaries	\$ 17,577,004	\$ 17,890,311	\$ 19,473,817	\$ 1,583,506	8.9%
Employee Benefits	4,394,252	4,472,577	5,063,192	590,615	13.2%
Employee Expense	311,539	290,915	355,625	64,710	22.2%
Consulting	154,930	105,178	162,110	56,932	54.1%
Consulting - Nurses & Aides	330,816	299,001	573,992	274,991	92.0%
Medical	713,400	710,901	753,871	42,970	6.0%
Dietary & Support	485,479	476,859	507,107	30,248	6.3%
Housekeeping	179,568	156,702	189,050	32,348	20.6%
Occupancy	827,986	866,669	895,268	28,599	3.3%
Equipment	485,056	490,625	528,175	37,550	7.7%
Vehicles	77,135	72,703	86,978	14,275	19.6%
Administrative (Not Including Salaries)	763,687	678,231	778,173	99,942	14.7%
Provider Taxes	893,004	891,584	993,031	101,447	11.4%
Interest Expense	54,000	36,140	240,000	203,860	564.1%
Client/Student	107,850	84,474	112,800	28,326	33.5%
Public Relations	127,317	108,349	147,103	38,754	35.8%
Depreciation	2,048,362	1,991,389	2,076,252	84,863	4.3%
Total Direct Expenses	\$ 29,531,385	\$ 29,622,608	\$ 32,936,544	\$ 3,313,936	11.2%
Net Income / (Loss)	\$ (1,223,177)	\$ (897,955)	\$ 862,374	\$ 1,760,329	
add back: depreciation, bad debt & gain/(loss) on sale	\$ 2,067,362	\$ 2,010,389	2,099,052	88,663	
Net Income/(Loss)	\$ 844,185	\$ 1,112,434	\$ 2,961,426	\$ 1,848,992	
(Excluding Depreciation, Bad Debt Allowance & Gain/(Loss) on Sale)					
MCDD Revenue Reserve for Future Building			\$ 1,000,000		
<i>total fundraising revenue not include in above totals</i>	\$ 12,000	\$ 1,742,714	\$ 2,660,200		
<i>endowment</i>	12,000	10,525	10,200		
<i>capital campaign</i>		1,727,172	2,650,000		
<i>legacy gifts</i>		5,017			

Marklund

Fiscal Year 2020

Variance Summary- revised

	FY2019 Y/E Projections	FY2020 Budget- <i>revised</i>	Increase / (Decrease)	% Increase / (Decrease)
Revenues				
Operating revenue	\$ 25,928,787	\$ 30,726,123	\$ 4,797,336	18.50%
Other revenue	45,342	94,511	49,169	108.44%
Total revenue	\$ 25,974,129	\$ 30,820,634	\$ 4,846,505	18.66%
Expenses				
Salaries	\$ 17,272,739	\$ 18,825,294	\$ 1,552,555	8.99%
Employee Benefits	4,318,185	4,894,576	576,391	13.35%
Employee Expense	277,342	339,533	62,191	22.42%
Consulting	105,178	162,110	56,932	54.13%
Consulting- Nurses & Aides	299,001	573,992	274,991	91.97%
Medical	710,901	753,871	42,970	6.04%
Dietary & Support	476,859	507,107	30,248	6.34%
Housekeeping	156,702	189,050	32,348	20.64%
Occupancy	857,475	887,828	30,353	3.54%
Equipment	464,904	497,149	32,245	6.94%
Vehicles	72,703	86,978	14,275	19.63%
Administrative (Not Including Salaries)	567,988	677,461	109,473	19.27%
Provider Taxes	891,584	993,031	101,447	11.38%
Interest Expense	36,140	240,000	203,860	564.08%
Client/Student	84,474	112,800	28,326	33.53%
Depreciation	1,991,389	2,076,252	84,863	4.26%
Total Direct Expense	\$ 28,583,564	\$ 31,817,032	\$ 3,233,468	11.31%
Net Income (Loss)	\$ (2,609,435)	\$ (996,398)	\$ 1,613,037	61.82%
add back: Depreciation	1,991,389	2,076,252	84,863	4.26%
add back: Bad Debt Allowance	19,000	22,800	3,800	20.00%
add back: Gain (Loss) on Sale of Asset	-	-	-	-
Net Income (Loss)	\$ (599,046)	\$ 1,102,654	\$ 1,701,700	284.07%
<i>(Excluding Depreciation, Bad Debt Allowance & Gain(Loss) on Sale)</i>				
MCDD Revenue Reserved for Future Building		\$ 1,000,000		

Marklund Charities

Fiscal Year 2020

Variance Summary- revised

	FY2019 Y/E Projections	FY2020 Budget- <i>revised</i>	Increase / (Decrease)	% Increase / (Decrease)
Revenues				
Unrestricted Gifts & Grants	\$ 1,015,480	\$ 1,066,500	\$ 51,020	5.02%
Special Events (net)	644,286	705,984	61,698	9.58%
Fund-in-Need	486,025	425,000	(61,025)	-12.56%
Restricted Program	604,733	780,800	176,067	29.11%
Total Revenue	\$ 2,750,524	\$ 2,978,284	\$ 227,760	8.28%
Expenses				
Salaries	\$ 617,572	\$ 653,711	\$ 36,139	5.85%
Employee Benefits	154,392	163,428	9,036	5.85%
Employee Expenses	13,573	16,092	2,519	18.56%
Occupancy	9,194	7,440	(1,754)	-19.08%
Office Expense	47,261	54,966	7,705	16.30%
Legal, Audit & Insurance	15,000	25,200	10,200	68.00%
Printing	31,931	37,652	5,721	17.92%
Other Expense	14,640	13,920	(720)	-4.92%
Administrative-Outside Services	27,132	-	(27,132)	-100.00%
Depreciation	-	-	-	-
Total Expenses	\$ 930,695	\$ 972,409	\$ 41,714	4.48%
Net Fundraising	\$ 1,819,829	\$ 2,005,875	\$ 186,046	10.22%
Other Expenses				
Public Relations	108,349	147,103	\$ 38,754	35.77%
In Kind Expenses	-	-		
In Kind Revenues	-	-		
Net Fundraising Proceeds	\$ 1,711,480	\$ 1,858,772	\$ 147,292	8.61%
<i>gifts not included in fundraising totals</i>	\$ 1,737,697	\$ 780,800		
<i>endowment</i>	10,525	-		
<i>capital campaign</i>	1,727,172	780,800		
<i>legacy gifts</i>	-	-		