

**Marklund**  
**Fiscal Year 2021**

**Variance Summary - Consolidated**

	<b>FY2020</b>	<b>FY2020 Y/E</b>	<b>FY2021</b>	<b>Increase /</b>	<b>% Increase /</b>
	<b>Budget</b>	<b>Projections</b>	<b>Budget</b>	<b>(Decrease)</b>	<b>(Decrease)</b>
<b>Revenues</b>					
Program Revenue	\$ 29,994,509	\$ 30,839,965	\$ 31,844,065	\$ 1,004,100	3.3%
Other Revenue	94,511	171,349	119,364	(51,985)	-30.3%
Fundraising	2,978,284	3,966,691	3,151,021	(815,670)	-20.6%
<b>Total Revenues</b>	<b>\$ 33,067,304</b>	<b>\$ 34,978,004</b>	<b>\$ 35,114,450</b>	<b>\$ 136,446</b>	<b>0.4%</b>
<b>Expenses</b>					
Salaries	\$ 19,130,074	\$ 19,541,174	\$ 22,149,769	\$ 2,608,595	13.3%
Employee Benefits	4,782,521	5,298,429	5,864,843	566,414	10.7%
Employee Expense	355,625	337,950	411,470	73,520	21.8%
Consulting	162,110	185,737	223,096	37,359	20.1%
Consulting - Nurses & Aides	573,992	316,966	338,832	21,866	6.9%
Medical	753,871	675,613	750,584	74,971	11.1%
Dietary & Support	507,107	493,617	515,876	22,259	4.5%
Housekeeping	189,050	254,361	204,656	(49,705)	-19.5%
Occupancy	895,268	834,711	1,064,166	229,455	27.5%
Equipment	528,175	540,458	611,121	70,663	13.1%
Vehicles	86,978	81,804	85,716	3,912	4.8%
Administrative (Not Including Salaries)	778,173	795,672	906,928	111,256	14.0%
Provider Taxes	993,031	985,972	1,235,358	249,386	25.3%
Interest Expense	240,000	98,355	270,000	171,645	174.5%
Client/Student	112,800	87,408	120,307	32,899	37.6%
Public Relations	142,373	152,610	148,559	(4,051)	-2.7%
Depreciation	2,076,252	2,014,634	2,503,540	488,906	24.3%
<b>Total Direct Expenses</b>	<b>\$ 32,307,400</b>	<b>\$ 32,695,471</b>	<b>\$ 37,404,821</b>	<b>\$ 4,709,350</b>	<b>14.4%</b>
<b>Net Income / (Loss)</b>	<b>\$ 759,904</b>	<b>\$ 2,282,534</b>	<b>\$ (2,290,371)</b>	<b>\$ (4,572,904)</b>	
add back: depreciation, bad debt & gain/(loss) on sale	2,099,052	2,037,434	2,528,540	491,106	
<b>Net Income/(Loss)</b>	<b>\$ 2,858,956</b>	<b>\$ 4,319,967</b>	<b>\$ 238,169</b>	<b>\$ (4,081,798)</b>	
(Excluding Depreciation, Bad Debt Allowance & Gain/(Loss) on Sale)					
Transfer to Operations (Existing Donations)	\$ 0	\$ 0	234,025		
<b>Adjusted Net Income/(Loss)</b>	<b>\$ 2,858,956</b>	<b>\$ 4,319,967</b>	<b>\$ 472,194</b>		
<i>total fundraising revenue not include in above totals</i>	<i>\$ 2,660,200</i>	<i>\$ 2,200,242</i>	<i>\$ 155,300</i>		
<i>endowment</i>	<i>10,200</i>	<i>12,850</i>	<i>142,650</i>		
<i>capital campaign</i>	<i>2,650,000</i>	<i>2,073,417</i>	<i>12,650</i>		
<i>legacy gifts</i>		<i>113,975</i>			

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**Fiscal Year 2021**  
**Variance Summary**

	FY2020 Y/E Projections	FY2021 Budget	Increase / (Decrease)	% Increase / (Decrease)
<b>Revenues</b>				
Operating revenue	\$ 30,839,965	\$ 31,844,065	\$ (1,004,100)	-3.3%
Other revenue	171,349	119,364	51,985	30.3%
<b>Total revenue</b>	<b>\$ 31,011,314</b>	<b>\$ 31,963,429</b>	<b>\$ (952,115)</b>	<b>-3.1%</b>
<b>Expenses</b>				
Salaries	\$ 18,868,578	\$ 21,429,579	\$ (2,561,001)	-13.6%
Employee Benefits	5,118,725	5,678,840	(560,115)	-10.9%
Employee Expense	325,073	399,446	(74,373)	-22.9%
Consulting	185,737	223,096	(37,359)	-20.1%
Consulting - Nurses & Aides	316,966	338,832	(21,866)	-6.9%
Medical	675,613	750,584	(74,971)	-11.1%
Dietary & Support	493,617	515,876	(22,259)	-4.5%
Housekeeping	254,361	204,656	49,705	19.5%
Occupancy	827,739	1,034,472	(206,733)	-25.0%
Equipment	509,173	578,904	(69,731)	-13.7%
Vehicles	81,804	85,716	(3,912)	-4.8%
Administrative (Not Including Salaries)	697,097	803,523	(106,426)	-15.3%
Provider Taxes	985,972	1,235,358	(249,386)	-25.3%
Interest Expense	98,355	270,000	(171,645)	-174.5%
Client/Student	87,408	120,307	(32,899)	-37.6%
Depreciation	2,014,634	2,503,540	(488,906)	-24.3%
<b>Total Direct Expense</b>	<b>\$ 31,540,852</b>	<b>\$ 36,172,729</b>	<b>\$ (4,631,877)</b>	<b>-14.7%</b>
<b>Net Income (Loss)</b>	<b>\$ (529,538)</b>	<b>\$ (4,209,300)</b>	<b>\$ 3,679,762</b>	<b>694.9%</b>
add back: Depreciation	2,014,634	2,503,540	(488,906)	-24.3%
add back: Bad Debt Allowance	22,800	25,000	(2,200)	-9.6%
add back: Gain (Loss) on Sale of Asset	-	-	-	0.0%
<b>Net Income (Loss)</b>	<b>\$ 1,507,896</b>	<b>\$ (1,680,760)</b>	<b>\$ 3,188,656</b>	<b>211.5%</b>
<i>(Excluding Depreciation, Bad Debt Allowance &amp; Gain(Loss) on Sale)</i>				
Transfer to Operations (Existing Donations)	\$ 0	\$ 234,025		
<b>Adjusted Net Income/(Loss)</b>	<b>\$ 1,507,896</b>	<b>\$ (1,446,735)</b>		

## Marklund Charities

### Fiscal Year 2021

#### Variance Summary

	FY2020 Year End Projections	FY2021 Budget	Increase/ (Decrease)	% Increase/ (Decrease)
<b>Revenues</b>				
Unrestricted Gifts & Grants	\$ 2,563,555	\$ 1,255,400	\$ (1,308,155)	-51.03%
Special Events (net)	599,155	750,621	151,466	25.28%
Fund-in-Need	414,349	435,000	20,651	4.98%
Community Events (net)	-	-	-	0.00%
Restricted Program	389,632	710,000	320,368	82.22%
Other	-	-	-	0.00%
<b>Total Revenue</b>	<b>\$ 3,966,691</b>	<b>\$ 3,151,021</b>	<b>\$ (815,670)</b>	<b>-20.56%</b>
<b>Expenses</b>				
Salaries & Benefits	\$ 852,300	\$ 906,193	\$ 53,893	6.32%
Employee Expenses	12,877	12,024	(853)	-6.62%
Occupancy	6,972	29,694	22,722	325.90%
Office Expenses	54,461	55,211	750	1.38%
Legal & Audit	25,200	26,000	800	3.17%
Printing	37,259	38,051	792	2.13%
Other Expenses	12,940	16,360	3,420	26.43%
Outside Services	-	-	-	0.00%
<b>Total Expenses</b>	<b>\$ 1,002,009</b>	<b>\$ 1,083,533</b>	<b>\$ 81,524</b>	<b>8.14%</b>
<b>Net Fundraising income</b>	<b>\$ 2,964,682</b>	<b>\$ 2,067,488</b>	<b>\$ (897,194)</b>	<b>-30.26%</b>
Public Relations	\$ 152,610	\$ 148,559	\$ (4,051)	-2.65%
<b>Net Fundraising Proceeds</b>	<b>\$ 2,812,072</b>	<b>\$ 1,918,929</b>	<b>\$ (893,143)</b>	<b>-31.76%</b>
<i>total revenue not include in above totals</i>	<i>\$ 2,200,242</i>	<i>\$ 142,650</i>		
<i>endowment</i>	<i>12,850</i>	<i>12,650</i>		
<i>capital campaign</i>	<i>2,073,417</i>	<i>130,000</i>		
<i>legacy gifts</i>	<i>113,975</i>			
<b>Interest Income</b>		<b>\$ 6,852</b>		
<b>Endowment expected rate of return based on CPI plus 4.5%*</b>		<b>\$ 874,933</b>		
income		419,166		
realized gain/(loss)		220,913		
unrealized gain/(loss)		234,854		

\* based on the balance of \$13.1M as of April 22, 2020