

## **Fiscal Year 2022**

### **Revenues**

Consolidated revenue budget for FY 2022 totaled \$37.5M. Marklund revenues increased by \$2M to \$34.1M while Fundraising is budgeted at \$3.4M. We factored out a major donation of \$1M and other unusual/pandemic induced one-time donations that were received in FY 2021; with these taken into consideration, our true Revenue increase is expected to be 6%.

Marklund Day School contributes approximately \$1.2M, Residential programs accounted for \$550K, while CDS is expected to add \$328K in additional revenue for FY 2022. The apparent reduction in revenues of \$111K for the 16-Bed Homes is due to the 20% higher per diem related to covid-19 received in July and August of 2020. This hazard rate adjustment totaled \$300K. Also, there was an anticipated rate increase of \$790K calculated into the FY 2021 revenue budget that did not occur. The state excluded the majority of MC/DD residents; MPC residents and all but 13 of the 57 residents at MWC were affected by this decision. Although we anticipate another rate adjustment during FY 2022, we did not factor any into this budget as we are unsure of how much or who will be receiving this increase.

### **Residential Program**

All residential programs are budgeted to operate at full capacity: 96 residents at MHC, MPC at 21 and MWC at 61. Bedhold allowances for hospitalization, therapeutic and open bed days have been taken into consideration. Residential programs are budgeted to bring in approximately \$21.8M.

### **Day School**

The Day School revenue is budgeted at \$7.9M. Total enrollment for the school is expected to reach 101 students in FY 2022, an addition of 26 students. The Multi Needs and Life Skills programs will serve 32 and 69 respectively. The Life Skills program at AHC (Bloomingdale) has an admission ceiling of 36 students necessitated by ISBE classroom social distancing measures. For FY 2022, this translates to an average reduction of 5 students or gross revenue loss of \$450K for this program. The pre-pandemic enrollment averaged 41 students.

### **Community Day Services**

Community Day Services at the three sites are budgeted to serve 153 residential and 16 community clients. The new CDS to be located in Elgin will be handled outside this budget.

### **Development**

The Fundraising revenue budget of \$3.4M is \$1.3M less than FY 2021 projected year-end. In addition to the \$1M mentioned earlier, we also identified a \$200K donation that came from a dissolved foundation and a \$100K anonymous donation. Additionally, the Cyber Classic (Golf Event) that was to take place in FY 2020 accounted for \$168K of the FY2021 projections.

# Marklund

## Fiscal Year 2022

### Consolidated Revenue

	FY2021 Budget	FY2021 y/e projections	FY2022 Budget	Increase / (Decrease)	% Increase / (Decrease)
Philip Center	\$ 3,714,294	\$ 3,425,314	\$ 3,571,654	\$ 146,340	4.27%
Wasmond Center	9,020,046	8,292,737	8,810,507	517,770	6.24%
Mill Creek- 16 Bed Homes	9,401,379	9,550,958	9,439,617	(111,341)	-1.17%
Community Day Services- MPC	220,138	232,509	279,033	46,524	20.01%
Community Day Services- MWC	1,138,180	1,193,137	1,313,993	120,856	10.13%
Community Day Services- MHC	2,502,782	2,410,254	2,571,650	161,396	6.70%
Day School <i>multi needs</i>	1,370,766	1,293,921	1,358,313	64,392	4.98%
Day School <i>life skills</i>	3,418,191	3,254,940	3,108,903	(146,037)	-4.49%
Day School- Elgin <i>multi needs</i>	620,860	640,689	527,560	(113,129)	-17.66%
Day School- Geneva <i>multi needs</i>	483,375	523,862	774,057	250,195	47.76%
Day School- Geneva <i>life skills</i>	1,095,234	1,008,062	2,132,247	1,124,185	111.52%
Other Operating Revenue	118,620	195,482	194,904	(578)	-0.30%
Other Non-Operating	21,048	44,119	29,300	(14,819)	-33.59%
<b>Subtotal Marklund Revenue</b>	<b>\$ 33,124,913</b>	<b>\$ 32,065,984</b>	<b>\$ 34,111,738</b>	<b>\$ 2,045,754</b>	<b>6.38%</b>
Fundraising	3,151,021	4,728,456	\$ 3,396,063	(1,332,393)	-28.18%
<b>Total Consolidated Revenue</b>	<b>\$ 36,275,934</b>	<b>\$ 36,794,440</b>	<b>\$ 37,507,801</b>	<b>\$ 713,361</b>	<b>1.94%</b>
<b>Pandemic Funds</b>					
CARES Act/ State Grant	-	289,498	\$ -	(289,498)	-100.00%
CARES Act/ HHS Grant	894,750	497,075	\$ -	(497,075)	-100.00%
<b>Subtotal Pandemic Funds*</b>	<b>\$ 894,750</b>	<b>\$ 786,573</b>	<b>\$ -</b>	<b>\$ (786,573)</b>	<b>-100.00%</b>
<b>Total Revenue</b>	<b>\$ 37,170,684</b>	<b>\$ 37,581,013</b>	<b>\$ 37,507,801</b>	<b>\$ (73,212)</b>	<b>-0.19%</b>
<i>gifts not included in fundraising</i>	<i>\$ 142,650</i>	<i>\$ 449,377</i>	<i>\$ 12,700</i>		
<i>endowment</i>	<i>12,650</i>	<i>13,550</i>	<i>12,700</i>		
<i>capital campaign</i>	<i>130,000</i>	<i>183,747</i>			
<i>legacy gifts</i>		<i>252,080</i>			

\* Does not include PPP loan of \$3,879,650

**Philip Center  
FY2022 revenue budget**

	July 31	August 31	September 30	October 31	November 30	December 31	January 31	February 28	March 31	April 30	May 31	June 30	365
<b>days per month</b>	31	31	30	31	30	31	31	28	31	30	31	30	365
<b>census</b>													
base rate	0	0	0	0	0	0	0	0	0	0	0	0	
tier 1	7	7	7	7	7	7	7	7	7	7	7	7	
tier 2	14	14	14	14	14	14	14	14	14	14	14	14	
tier3	0	0	0	0	0	0	0	0	0	0	0	0	
<b>total</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	<b>21</b>	
<b>census based on billable days</b>	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	20.0	
<b>daily per diem</b>													
base rate	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	
tier 1	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	
tier2	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	
<b>REVENUE</b>													
IDPA \$	318,476 \$	318,476 \$	308,202 \$	318,476 \$	308,202 \$	318,476 \$	318,476 \$	287,655.00 \$	318,476 \$	308,202 \$	318,476 \$	308,202 \$	3,749,795
therapeutic bed holds	(781)	(781)	(781)	(406)	(406)	(808)	(406)	(406)	(406)	(406)	(406)	(406)	(4,056)
hospitalization	(13,989)	(13,989)	(13,538)	(13,989)	(13,538)	(13,989)	(13,989)	(12,635)	(13,989)	(13,538)	(13,989)	(13,538)	(9,375)
<b>empty bed days</b>	<b>303,706 \$</b>	<b>303,706 \$</b>	<b>293,883 \$</b>	<b>303,300 \$</b>	<b>293,477 \$</b>	<b>302,895 \$</b>	<b>303,300 \$</b>	<b>273,833 \$</b>	<b>303,300 \$</b>	<b>293,477 \$</b>	<b>303,300 \$</b>	<b>293,477 \$</b>	<b>3,571,654</b>

**Wasmond Center**  
**FY2022 revenue budget**

	July	August	September	October	November	December	January	February	March	April	May	June	
days per month	31	31	30	31	30	31	31	28	31	30	31	30	365
<b>census</b>													
base rate	13	13	13	13	13	13	14	14	14	14	14	14	
tier 1	26	26	26	26	27	27	27	27	27	27	27	27	14
tier 2	14	14	15	15	15	15	15	15	15	15	15	15	27
tier 3	5	5	5	5	5	5	5	5	5	5	5	5	15
total	58	58	59	59	60	60	61	61	61	61	61	61	5
													61
<b>census based on billable days</b>	57.6	57.6	58.3	58.3	59.3	59.3	60.3	60.3	60.3	60.3	60.3	60.3	60.3
<b>daily per diem</b>													
base rate	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81	\$238.81
tier 1	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41	\$337.41
tier 2	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11	\$565.11
tier 3	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73	\$760.73
<b>revenue</b>													
IDPA \$	731,364	731,364	724,725	748,882	734,847	759,342	766,745	692,544	766,745	742,011	766,745	742,011	\$ 8,907,325
therapeutic bed holds			(2,956)	(2,956)	(2,956)	(2,957)	(2,956)	(2,956)	(2,956)	(2,956)	(2,956)	(2,956)	\$ (29,561)
hospitalization	(1,642)	(1,642)	(1,642)	(1,642)	(1,642)	(1,643)	(1,642)	(1,642)	(1,642)	(1,642)	(1,642)	(1,642)	\$ (19,705)
empty bed days	(3,804)	(3,804)	(4,280)	(3,804)	(3,804)	(4,280)	(3,804)	(3,804)	(4,280)	(3,804)	(3,804)	(4,280)	\$ (47,552)
<b>total budgeted revenue \$</b>	<b>725,918</b>	<b>725,918</b>	<b>715,847</b>	<b>740,480</b>	<b>726,445</b>	<b>750,462</b>	<b>758,343</b>	<b>684,142</b>	<b>757,867</b>	<b>733,609</b>	<b>758,343</b>	<b>733,133</b>	<b>\$ 8,810,507</b>















**Community Day Service- MPC**  
**FY2022 revenue budget**

census	days per month	July	August	September	October	November	December	January	February	March	April	May	June
		22	19	21	20	19	20	19	18	22	21	20	20
residential/ IDPA		10	10.4	11	11	11	11	11	11	11	11	11	11
community/ DHS/Program 31U													
DuPage Convalescent/ DHS/Program 75E (part-time)													
residential Private Pay													
community/ Private Pay (full-time)													
community/ Private Pay (part-time)													
<b>total</b>		10	10.4	11	11	11	11	11	11	11	11	11	241
<b>rates</b>													
<b>monthly per diem</b>													
residential/ IDPA		\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29
residential Private Pay		\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59	\$1,975.59
community/ Private Pay (full-time)		\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56	\$1,846.56
<b>daily per diem</b>													
community/ Private Pay (part-time)		\$91.56	\$91.56	\$91.56	\$91.56	\$91.56	\$91.56	\$91.56	\$91.56	\$91.56	\$91.56	\$91.56	\$91.56
<b>hourly per diem</b>													
community/ DHS/Program 31U		\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10
DuPage Convalescent/ DHS/Program 75E (part-time)		\$15.48	\$15.48	\$15.48	\$15.48	\$15.48	\$15.48	\$15.48	\$15.48	\$15.48	\$15.48	\$15.48	\$15.48
<b>revenue</b>													
residential/ IDPA		\$ 21,359	\$ 22,274	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540
community/ DHS/Program 31U													
DuPage Convalescent/ DHS/Program 75E (part-time)													
residential Private Pay													
community/ Private Pay (full-time)													
community/ Private Pay (part-time)													
<b>total budgeted revenue</b>		\$ 21,359	\$ 22,274	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 23,540	\$ 279,033

**Community Day Service- MWC**  
**FY2022 revenue budget**

	July 22	August 19	September 21	October 20	November 19	December 20	January 19	February 18	March 22	April 21	May 20	June 20
<b>census</b>												
days per month												241
residential/ IDPA	49	49	49	49	49	49	49	49	49	49	49	49
community/ DHS/Program 31U	3	3	3	3	3	3	3	3	3	3	3	3
DuPage Convalescent/ DHS/Program 75E (part-time)												
residential Private Pay												
community/ Private Pay (full-time)												
community/ Private Pay (part-time)												
total	52	52	52	52	52	52	52	52	52	52	52	52
<b>rates</b>												
monthly per diem												
residential/ IDPA	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29	\$2,181.29
residential Private Pay												
community/ Private Pay (full-time)												
daily per diem												
community/ Private Pay (part-time)												
hourly per diem												
community/ DHS/Program 31U	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10	\$15.10
DuPage Convalescent/ DHS/Program 75E (part-time)												
<b>revenue</b>												
residential/ IDPA	\$ 106,315	\$ 106,610	\$ 106,610	\$ 106,610	\$ 106,610	\$ 106,610	\$ 106,610	\$ 106,610	\$ 106,610	\$ 106,610	\$ 106,610	\$ 106,610
community/ DHS/Program 31U	2,914	2,914	2,914	2,914	2,914	2,914	2,914	2,914	2,914	2,914	2,914	2,914
DuPage Convalescent/ DHS/Program 75E (part-time)	-	-	-	-	-	-	-	-	-	-	-	-
residential Private Pay												
community/ Private Pay (full-time)												
community/ Private Pay (part-time)												
total budgeted revenue	\$ 109,229	\$ 109,524	\$ 109,524	\$ 109,524	\$ 109,524	\$ 109,524	\$ 109,524	\$ 109,524	\$ 109,524	\$ 109,524	\$ 109,524	\$ 109,524
												\$ 1,313,993



**Day School Bloomingdale- multi needs  
FY2022 revenue budget**

	July 16	August 11	September 21	October 20	November 19	December 12	January 19	February 19	March 18	April 20	May 19	June 18	212
<i>enrollment</i>	14	14	14	14	15	15	15	16	16	16	16	16	
<i>rate</i>	\$413.14	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	
<i>revenue</i>	\$ 92,543	\$ 65,368	\$ 124,794	\$ 118,852	\$ 120,974	\$ 76,405	\$ 120,974	\$ 129,039	\$ 122,247	\$ 135,831	\$ 129,039	\$ 122,247	\$ 1,358,313

**Ann Haskins- life skills program**  
**FY2022 revenue budget**

	July 16	August 11	September 21	October 20	November 19	December 12	January 19	February 19	March 18	April 20	May 19	June 18	212
<b>enrollment</b>	30	32	32	34	35	35	36	36	36	36	36	36	
<b>rate</b>	\$413.14	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47
<b>revenue</b>	\$ 198,307	\$ 149,414	\$ 285,244	\$ 288,640	\$ 282,273	\$ 178,278	\$ 290,338	\$ 290,338	\$ 275,057	\$ 305,619	\$ 290,338	\$ 275,057	\$ 3,108,903

**Day School Elgin- multi needs**

**FY2022 revenue budget**

	July 16	August 11	September 21	October 20	November 19	December 12	January 19	February 19	March 18	April 20	May 19	June 18
<b>enrollment</b>	5	5	6	6	6	6	6	6	6	6	6	6
<b>rate</b>	\$413.14	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47
<b>revenue</b>	33,051 \$	23,346 \$	53,483 \$	50,936 \$	48,390 \$	30,562 \$	48,390 \$	48,390 \$	45,843 \$	50,936 \$	48,390 \$	45,843 \$
												527,560





**Foglia Education Center- life skills**  
**FY2022 revenue budget**

	July	August	September	October	November	December	January	February	March	April	May	June
<i>enrollment</i>	16	11	21	20	19	12	19	19	18	20	19	18
days per month	18	18	18	20	21	22	23	24	26	28	31	33
students												
<i>rate</i>	\$413.14	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47	\$424.47
<i>revenue</i>	118,984 \$	84,045 \$	160,450 \$	169,788 \$	169,364 \$	112,060 \$	185,494 \$	193,559 \$	198,652 \$	237,703 \$	250,013 \$	252,135 \$
total revenue \$												2,132,247

**other operating revenue**  
**FY2022 revenue budget**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Philip Center	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 175	\$ 2,100
Wasmond Center	3,907	3,908	3,907	3,908	3,907	3,908	3,907	3,908	3,907	3,908	3,907	3,907	46,889
Mill Creek- 16 Bed Homes	5,986	5,986	5,987	5,986	5,987	5,986	5,987	5,986	5,987	5,986	5,987	5,986	71,837
Community Day Services- MPC													
Community Day Services- MWC	1,221	1,220	1,221	1,220	1,221	1,220	1,221	1,220	1,221	1,220	1,221	1,220	14,646
Community Day Services- MHC	2,711	2,711	2,710	2,711	2,711	2,710	2,711	2,711	2,710	2,711	2,711	2,710	32,528
Community Day Services- Roselle													
Day School multi needs													
Day School life skills													
Day School- Elgin multi needs													
Day School- Geneva multi needs													
Day School- Geneva life skills													
Administration	2,242	2,242	2,242	2,242	2,242	2,242	2,242	2,242	2,242	2,242	2,242	2,242	26,904
Transportation													
<b>total budgeted revenue</b>	<b>\$ 16,242</b>	<b>\$ 16,242</b>	<b>\$ 16,242</b>	<b>\$ 16,242</b>	<b>\$ 16,243</b>	<b>\$ 16,241</b>	<b>\$ 16,243</b>	<b>\$ 16,242</b>	<b>\$ 16,242</b>	<b>\$ 16,242</b>	<b>\$ 16,243</b>	<b>\$ 16,240</b>	<b>\$ 194,904</b>

**other non-operating revenue**  
**FY2022 revenue budget**

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Philip Center													\$ -
Wasmond Center													\$ -
Mill Creek- 16 Bed Homes													\$ -
Community Day Services- MPC													\$ -
Community Day Services- MWC													\$ -
Community Day Services- MHC													\$ -
Community Day Services- Roselle													\$ -
Day School multi needs													\$ -
Day School life skills													\$ -
Day School- Elgin multi needs													\$ -
Day School- Geneva multi needs													\$ -
Day School- Geneva life skills													\$ -
Administration	2,442	2,442	2,441	2,442	2,442	2,441	2,442	2,442	2,441	2,442	2,442	2,441	\$ 29,300
Transportation	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
<b>total budgeted revenue</b>	<b>\$ 2,442</b>	<b>\$ 2,442</b>	<b>\$ 2,441</b>	<b>\$ 2,442</b>	<b>\$ 2,442</b>	<b>\$ 2,441</b>	<b>\$ 2,442</b>	<b>\$ 2,442</b>	<b>\$ 2,441</b>	<b>\$ 2,442</b>	<b>\$ 2,442</b>	<b>\$ 2,441</b>	<b>\$ 29,300</b>