

Marklund

Fiscal Year 2022

Variance Summary - Consolidated

Revenues	FY2021 Budget	FY2021 Y/E Projections	FY2022 Budget	Increase / (Decrease)	% Increase / (Decrease)
Program Revenue	\$ 32,985,245	\$ 31,826,383	\$ 33,887,534	\$ 2,061,151	6.48%
Other Revenue	139,668	239,601	224,204	(15,397)	-6.43%
Fundraising	3,151,021	4,728,456	3,396,063	(1,332,393)	-28.18%
Total Revenues	\$ 36,275,934	\$ 36,794,440	\$ 37,507,801	\$ 713,361	1.94%
Expenses					
Salaries	\$ 23,528,380	\$ 22,347,584	\$ 24,251,595	\$ 1,904,011	8.52%
Employee Benefits	6,230,174	5,922,110	6,366,043	443,933	7.50%
Employee Expense	410,010	273,813	446,644	172,831	63.12%
Consulting	223,096	154,143	180,348	26,205	17.00%
Consulting - Nurses & Aides	338,832	238,411	338,832	100,421	42.12%
Medical	1,015,750	968,302	941,850	(26,452)	-2.73%
Dietary & Support	515,400	479,097	516,205	37,108	7.75%
Housekeeping	217,655	192,441	214,103	21,662	11.26%
Occupancy	1,001,239	1,055,135	1,093,581	38,446	3.64%
Equipment	614,758	700,259	737,425	37,165	5.31%
Vehicles	85,716	65,392	97,038	31,646	48.39%
Administrative (Not Including Salaries)	903,562	875,311	848,077	(27,233)	-3.11%
Provider Taxes	1,235,358	1,232,899	1,274,641	41,742	3.39%
Interest Expense	188,794	270	12,500	12,230	>100%
Client/Student	117,000	97,072	142,473	45,401	46.77%
Public Relations	148,559	144,004	134,494	(9,510)	-6.60%
Depreciation	2,486,646	2,358,732	2,956,965	598,232	25.36%
Total Direct Expenses	\$ 39,260,929	\$ 37,104,976	\$ 40,552,814	\$ 3,447,838	9.29%
Net Income (Loss)	\$ (2,984,995)	\$ (310,536)	\$ (3,045,013)	\$ (2,734,477)	
add back: depreciation, bad debt & gain (loss) on sale	2,511,646	2,383,732	2,981,465	597,732	
Net Income (Loss)	\$ (473,349)	\$ 2,073,197	\$ (63,548)	\$ (2,136,745)	
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)					
Transfer to Operations (Existing Donations)	\$ 85,900	\$ 55,412	\$ 63,548		
CAREs Act Grants	\$ 894,750	\$ 786,573			
Adjusted Net Income (Loss)	\$ 507,301	\$ 2,915,182	\$ -		
<i>total fundraising revenue not include in above totals</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>-</i>		
<i>legacy gifts</i>	<i>-</i>	<i>252,080</i>	<i>-</i>		

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	FY2021 Budget	FY2021 Y/E Projections	FY2022 Budget	Increase / (Decrease)	% Increase / (Decrease)
Revenues					
Program Revenue	\$ 32,985,245	\$ 31,826,383	\$ 33,887,534	\$ 2,061,151	6.5%
Other Revenue	139,668	239,601	224,204	(15,397)	-6.43%
Total Revenues	\$ 33,124,913	\$ 32,065,984	\$ 34,111,738	\$ 2,045,754	6.38%
Expenses					
Salaries	\$ 22,808,190	\$ 21,610,411	\$ 23,549,385	\$ 1,938,974	8.97%
Employee Benefits	6,044,171	5,726,759	6,181,713	454,954	7.94%
Employee Expense	397,986	267,793	436,575	168,782	63.03%
Consulting	223,096	154,143	180,348	26,205	17.00%
Consulting - Nurses & Aides	338,832	238,411	338,832	100,421	42.12%
Medical	1,015,750	968,302	941,850	(26,452)	-2.73%
Dietary & Support	515,400	479,097	516,205	37,108	7.75%
Housekeeping	217,655	192,441	214,103	21,662	11.26%
Occupancy	971,545	1,025,703	1,064,098	38,395	3.74%
Equipment	582,541	667,750	704,660	36,910	5.53%
Vehicles	85,716	65,392	97,038	31,646	48.39%
Administrative (Not Including Salaries)	800,157	771,434	735,627	(35,807)	-4.64%
Provider Taxes	1,235,358	1,232,899	1,274,641	41,742	3.39%
Interest Expense	188,794	270	12,500	12,230	>100%
Client/Student	117,000	97,072	142,473	45,401	46.77%
Depreciation	2,486,646	2,358,732	2,956,965	598,232	25.36%
Total Direct Expenses	\$ 38,028,837	\$ 35,856,610	\$ 39,347,013	\$ 3,490,403	9.73%
Net Income (Loss)	\$ (4,903,924)	\$ (3,790,626)	\$ (5,235,275)	\$ (1,444,649)	
add back: depreciation, bad debt & gain (loss) on sale	2,511,646	2,383,732	2,981,465	597,732	
Net Income (Loss)	\$ (2,392,278)	\$ (1,406,893)	\$ (2,253,810)	\$ (846,917)	
<i>(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)</i>					
Transfer to Operations (Existing Donations)	\$ 85,900	\$ 55,412	\$ 63,548		
CAREs Act Grants	\$ 894,750	\$ 786,573			
Adjusted Net Income (Loss)	\$ (1,411,628)	\$ (564,908)	\$ (2,190,262)		

Marklund Charities

Fiscal Year 2022

Variance Summary

	FY2021 Year End Projections	FY2022 Budget	Increase/ (Decrease)	% Increase/ (Decrease)
Revenues				
Unrestricted Gifts & Grants	\$ 2,655,000	\$ 1,389,800	\$ (1,265,200)	-47.65%
Special Events (net)	851,595	806,263	(45,332)	-5.32%
Fund-in-Need	471,861	470,000	(1,861)	-0.39%
Restricted Program	750,000	730,000	(20,000)	-2.67%
Other	-	-	-	0.00%
Total Revenue	\$ 4,728,456	\$ 3,396,063	\$ (1,332,393)	-28.18%
Expenses				
Salaries	\$ 737,173	\$ 702,210	\$ (34,963)	-4.74%
Payroll Taxes	56,394	53,719	(2,675)	-4.74%
Other Benefits	138,957	130,611	(8,346)	-6.01%
Employee Expenses	6,020	10,069	4,049	67.26%
Occupancy	29,432	29,483	51	0.17%
Office Expenses	53,703	53,735	32	0.06%
Legal & Audit	26,004	31,000	4,996	19.21%
Printing	35,433	36,440	1,007	2.84%
Other Expenses	21,246	24,040	2,794	13.15%
Outside Services	-	-	-	0.00%
Total Expenses	\$ 1,104,362	\$ 1,071,307	\$ (33,055)	-2.99%
Net Fundraising income	\$ 3,624,094	\$ 2,324,756	\$ (1,299,338)	-35.85%
Public Relations	\$ 144,004	\$ 134,494	\$ (9,510)	-6.60%
Net Fundraising Proceeds	\$ 3,480,090	\$ 2,190,262	\$ (1,289,828)	-37.06%
<i>total revenue not included in above totals</i>	<i>\$ 449,377</i>	<i>\$ 12,700</i>		
<i>endowment</i>	<i>13,550</i>	<i>12,700</i>		
<i>capital campaign</i>	<i>183,747</i>	<i>-</i>		
<i>legacy gifts</i>	<i>252,080</i>	<i>-</i>		
Interest Income	\$ 2,239	\$ 1,860		
Endowment expected rate of return	\$ 3,783,728	\$ 1,224,064		
income	477,246	414,144		
realized gain/(loss)	95,031	147,453		
unrealized gain/(loss)	3,211,451	662,467		