



Fiscal Year 2023 Operations Overview

<i>RESIDENTIAL</i>		
IDPA	Private Pay	
21		Philip Center
61		Wasmond Center
95	1	Mill Creek 16-beds

<i>VOCATIONAL (Community Day Services)</i>			
IDPA	DHS	Private Pay	
12			Philip Center
48			Wasmond Center
93	5	10	Hyde Center

<i>EDUCATIONAL</i>	
18	Multi Needs-Bloomingtondale
36	Life Skills- Bloomingtondale
7	Multi Needs-Elgin
11	Multi Needs- Geneva
36	Life Skills- Geneva

Marklund

Fiscal Year 2023

Budget Summary by Program

Revenue	Philip Center	Wasmond Center	Mill Creek 16 Bed Homes	Community Day Service	Day School	Admin	Trans	Total	Charities	Consolidated
Program Revenue	\$ 3,597,764	\$ 8,964,964	\$ 10,653,923	\$ 4,576,232	\$ 8,593,221	\$ -	\$ -	\$ 36,386,104	\$ -	\$ 36,386,104
Other Operating Revenue	3,250	41,040	39,110	22,700	-	24,004	-	130,104	-	130,104
Other Non-Operating Revenue	-	-	-	-	-	27,720	-	27,720	-	27,720
Fundraising	-	-	-	-	-	-	-	-	4,310,887	4,310,887
Total Revenue	\$ 3,601,014	\$ 9,006,004	\$ 10,693,033	\$ 4,598,932	\$ 8,593,221	\$ 51,724	\$ -	\$ 36,543,928	\$ 4,310,887	\$ 40,854,815
Expenses										
Salaries	\$ 2,116,081	\$ 4,871,996	\$ 7,156,052	\$ 3,342,286	\$ 5,649,118	\$ 2,098,679	\$ 186,119	\$ 25,420,331	\$ 774,123	\$ 26,194,454
Employee Benefits	518,440	1,193,639	1,753,233	818,860	1,384,034	514,176	45,599	6,227,981	189,660	6,417,641
Employee Expense	19,185	42,710	50,262	39,688	82,741	269,626	200	504,412	12,415	516,827
Consulting	38,100	100,020	61,945	5,400	2,900	-	-	208,365	-	208,365
Consulting - Nurses & Aides	122,450	293,800	176,800	-	-	-	-	593,050	-	593,050
Medical	212,680	428,497	288,300	34,697	28,500	2,000	-	994,674	-	994,674
Dietary & Support	78,355	158,097	289,100	3,425	18,641	3,100	-	550,718	-	550,718
Housekeeping	19,103	37,103	55,542	32,429	66,808	4,900	-	215,885	-	215,885
Occupancy	86,235	143,452	294,536	215,815	248,708	55,776	-	1,044,522	29,896	1,074,418
Equipment	36,050	81,146	114,660	56,519	62,726	314,195	3,000	668,296	32,951	701,247
Vehicles	-	-	-	-	-	-	125,700	125,700	-	125,700
Administrative (not including salaries)	29,842	72,258	88,308	37,524	83,164	440,766	200	752,062	116,380	868,442
Provider Taxes	210,900	517,499	589,027	-	-	-	-	1,317,426	-	1,317,426
Interest Expense	-	-	-	-	-	60,000	-	60,000	-	60,000
Client/Student	11,499	19,994	37,320	23,907	44,648	-	-	137,368	-	137,368
Public Relations	-	-	-	-	-	-	-	-	144,486	144,486
Depreciation	208,430	302,714	570,449	411,203	942,700	243,549	71,566	2,750,611	-	2,750,611
Total Direct Expenses	\$ 3,707,350	\$ 8,262,925	\$ 11,525,534	\$ 5,021,753	\$ 8,614,688	\$ 4,006,767	\$ 432,384	\$ 41,571,401	\$ 1,299,911	\$ 42,871,312
Allocation of Administration 10%	\$ 356,115	\$ 793,708	\$ 1,107,102	\$ 482,373	\$ 827,496	\$ (3,566,794)	\$ -	\$ -	\$ -	\$ -
Allocation of Transportation	21,284	61,826	97,298	109,814	70,596	-	(360,818)	-	-	-
Allocation of Help Wanted	13,235	30,472	44,757	20,904	35,332	(144,700)	-	-	-	-
Total Allocated Expenses	\$ 390,634	\$ 886,006	\$ 1,249,157	\$ 613,091	\$ 933,424	\$ (3,711,494)	\$ (360,818)	\$ -	\$ -	\$ -
Total Expenses	\$ 4,097,984	\$ 9,148,931	\$ 12,774,691	\$ 5,634,844	\$ 9,548,112	\$ 295,273	\$ 71,566	\$ 41,571,401	\$ 1,299,911	\$ 42,871,312
Net Income (Loss)	\$ (496,970)	\$ (142,927)	\$ (2,081,658)	\$ (1,035,912)	\$ (954,891)	\$ (243,549)	\$ (71,566)	\$ (5,027,473)	\$ 3,010,976	\$ (2,016,497)
add back: Depreciation	\$ 208,430	\$ 302,714	\$ 570,449	\$ 411,203	\$ 942,700	\$ 243,549	\$ 71,566	\$ 2,750,611	\$ -	2,750,611
add back: Bad Debt Allowance	2,500	10,000	12,000	-	-	-	-	24,500	-	24,500
Net Income(Loss)	\$ (286,040)	\$ 169,787	\$ (1,499,209)	\$ (624,709)	\$ (12,191)	\$ -	\$ -	\$ (2,252,362)	\$ 3,010,976	\$ 758,614
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)										
Transfer to Operations (Existing Donations)	\$ 12,139	\$ 35,260	\$ 55,491	\$ 97,110	\$ -	\$ -	\$ -	\$ 200,000	\$ -	\$ 200,000
Adjusted Net Income (Loss)	\$ (273,901)	\$ 205,047	\$ (1,443,718)	\$ (527,599)	\$ (12,191)	\$ -	\$ -	\$ (2,052,362)	\$ 3,010,976	\$ 958,614
<i>Gifts not included in fundraising totals</i>									\$ 11,700	\$ 11,700
<i>Endowment</i>									11,700	11,700
<i>Capital Campaign</i>									-	-
<i>Legacy Gifts</i>									-	-

Marklund
Fiscal Year 2023
Budget Summary by Location

Revenue	Day School													Admin	Trans	Total	Charities	Consolidated
	Philip Center	Wasmond Center	Mill Creek 16 Bed Homes	Community Day Service MPC	Community Day Service MWC	Community Day Service MHC	Bloomingdale Multi-Needs	Day School Ann Haskins Life Skills	Day School Elgin Multi-Needs	Day School Foglia Multi-Needs	Day School Foglia Life Skills							
Program Revenue	\$ 3,597,764	\$ 8,964,964	\$ 10,653,923	\$ 340,733	\$ 1,375,536	\$ 2,859,963	\$ 1,508,058	\$ 2,939,181	\$ 646,641	\$ 876,336	\$ 2,623,005	\$ -	\$ -	\$ 36,386,104	\$ -	\$ 36,386,104		
Other Operating Revenue	3,250	41,040	39,110	3,200	3,500	16,000	-	-	-	-	-	24,004	-	130,104	-	130,104		
Other Non-Operating Revenue	-	-	-	-	-	-	-	-	-	-	-	27,720	-	27,720	-	27,720		
Fundraising	-	-	-	-	-	-	-	-	-	-	-	-	-	-	4,310,887	4,310,887		
Total Revenue	\$ 3,601,014	\$ 9,006,004	\$ 10,693,033	\$ 343,933	\$ 1,379,036	\$ 2,875,963	\$ 1,508,058	\$ 2,939,181	\$ 646,641	\$ 876,336	\$ 2,623,005	\$ 51,724	\$ -	\$ 36,543,928	\$ 4,310,887	\$ 40,854,815		
Expenses																		
Salaries	\$ 2,116,081	\$ 4,871,996	\$ 7,156,052	\$ 210,903	\$ 1,069,389	\$ 2,061,994	\$ 872,971	\$ 1,996,257	\$ 314,914	\$ 803,576	\$ 1,661,400	\$ 2,098,679	\$ 186,119	\$ 25,420,331	\$ 774,123	\$ 26,194,454		
Employee Benefits	518,440	1,193,639	1,753,233	51,671	262,000	505,189	213,878	489,083	77,154	196,876	407,043	514,176	45,599	6,227,981	189,660	6,417,641		
Employee Expense	19,185	42,710	50,262	6,929	11,212	21,547	11,177	28,014	5,739	10,415	27,396	269,626	200	504,412	12,415	516,827		
Consulting	38,100	100,020	61,945	600	2,000	2,800	350	1,000	200	350	1,000	-	-	208,365	-	208,365		
Consulting - Nurses & Aides	122,450	293,800	176,800	-	-	-	-	-	-	-	-	-	-	593,050	-	593,050		
Medical	212,680	428,497	288,300	2,700	8,000	23,997	7,000	7,000	2,500	5,500	6,500	2,000	-	994,674	-	994,674		
Dietary & Support	78,355	158,097	289,100	250	2,925	250	250	10,913	50	353	7,075	3,100	-	550,718	-	550,718		
Housekeeping	19,103	37,103	55,542	3,171	18,578	10,680	8,911	41,897	1,900	4,750	9,350	4,900	-	215,885	-	215,885		
Occupancy	86,235	143,452	294,536	17,107	59,874	138,834	40,765	42,413	12,302	47,444	105,784	55,776	-	1,044,522	29,896	1,074,418		
Equipment	36,050	81,146	114,660	7,784	23,701	25,034	11,290	22,905	4,325	7,916	16,290	314,195	3,000	668,296	32,951	701,247		
Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	125,700	125,700	-	125,700		
Administrative (not including salaries)	29,842	72,258	88,308	6,037	14,284	17,203	17,686	34,520	4,716	6,721	19,521	440,766	200	752,062	116,380	868,442		
Provider Taxes	210,900	517,499	589,027	-	-	-	-	-	-	-	-	-	-	1,317,426	-	1,317,426		
Interest Expense	-	-	-	-	-	-	-	-	-	-	-	60,000	-	60,000	-	60,000		
Client/Student	11,499	19,994	37,320	3,600	7,800	12,507	8,005	14,205	3,308	5,930	13,200	-	-	137,368	-	137,368		
Public Relations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	144,486	144,486		
Depreciation	208,430	302,714	570,449	4,340	154,917	251,946	19,429	258,788	25,420	193,422	445,641	243,549	71,566	2,750,611	-	2,750,611		
Total Direct Expenses	\$ 3,707,350	\$ 8,262,925	\$ 11,525,534	\$ 315,092	\$ 1,634,680	\$ 3,071,981	\$ 1,211,712	\$ 2,946,995	\$ 452,528	\$ 1,283,253	\$ 2,720,200	\$ 4,006,767	\$ 432,384	\$ 41,571,401	\$ 1,299,911	\$ 42,871,312		
Allocation of Administration 10%	\$ 356,115	\$ 793,708	\$ 1,107,102	\$ 30,267	\$ 157,022	\$ 295,084	\$ 116,393	\$ 283,078	\$ 43,468	\$ 123,265	\$ 261,292	\$ (3,566,794)	\$ -	\$ -	\$ -	\$ -		
Allocation of Transportation	21,284	61,826	97,298	7,844	31,375	70,595	11,766	23,532	4,576	7,190	23,532	-	(360,818)	-	-	-		
Allocation of Help Wanted	13,235	30,472	44,757	1,319	6,688	12,897	5,460	12,485	1,970	5,026	10,391	(144,700)	-	-	-	-		
Total Allocated Expenses	\$ 390,634	\$ 886,006	\$ 1,249,157	\$ 39,430	\$ 195,085	\$ 378,576	\$ 133,619	\$ 319,095	\$ 50,014	\$ 135,481	\$ 295,215	\$ (3,711,494)	\$ (360,818)	\$ -	\$ -	\$ -		
Total Expenses	\$ 4,097,984	\$ 9,148,931	\$ 12,774,691	\$ 354,522	\$ 1,829,765	\$ 3,450,557	\$ 1,345,331	\$ 3,266,090	\$ 502,542	\$ 1,418,734	\$ 3,015,415	\$ 295,273	\$ 71,566	\$ 41,571,401	\$ 1,299,911	\$ 42,871,312		
Net Income (Loss)	\$ (496,970)	\$ (142,927)	\$ (2,081,658)	\$ (10,589)	\$ (450,729)	\$ (574,594)	\$ 162,727	\$ (326,909)	\$ 144,099	\$ (542,398)	\$ (392,410)	\$ (243,549)	\$ (71,566)	\$ (5,027,473)	\$ 3,010,976	\$ (2,016,497)		
add back: Depreciation	\$ 208,430	\$ 302,714	\$ 570,449	\$ 4,340	\$ 154,917	\$ 251,946	\$ 19,429	\$ 258,788	\$ 25,420	\$ 193,422	\$ 445,641	\$ 243,549	\$ 71,566	\$ 2,750,611	\$ -	\$ 2,750,611		
add back: Bad Debt Allowance	2,500	10,000	12,000	-	-	-	-	-	-	-	-	-	-	24,500	-	24,500		
Net Income (Loss)	\$ (286,040)	\$ 169,787	\$ (1,499,209)	\$ (6,249)	\$ (295,812)	\$ (322,648)	\$ 182,156	\$ (68,121)	\$ 169,519	\$ (348,976)	\$ 53,231	\$ -	\$ -	\$ (2,252,362)	\$ 3,010,976	\$ 758,614		
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)																		
Transfer to Operations (Existing Donations)	\$ 12,139	\$ 35,260	\$ 55,491	\$ 6,936	\$ 27,746	\$ 62,428	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200,000	\$ -	\$ 200,000		
Adjusted Net Income (Loss)	\$ (273,901)	\$ 205,047	\$ (1,443,718)	\$ 687	\$ (268,066)	\$ (260,220)	\$ 182,156	\$ (68,121)	\$ 169,519	\$ (348,976)	\$ 53,231	\$ -	\$ -	\$ (2,052,362)	\$ 3,010,976	\$ 958,614		
<i>Gifts not included in fundraising totals</i>																		
<i>Endowment</i>																\$ 11,700	\$ 11,700	
<i>Capital Campaign</i>																	11,700	11,700
<i>Legacy Gifts</i>																	-	-

**Marklund
Fiscal Year 2023**

5-year Trends

	FY2019			FY2020			FY2021			FY2022			FY2023			
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Projections	Budget	Variance	FY2022 Y/E Projections	FY2023 Budget	Increase (Decrease)	% Increase (Decrease)
Revenues																
Program Revenue	\$25,806,017	\$25,468,018	\$ 337,999	\$30,996,514	\$30,797,307	\$ 199,207	\$31,755,689	\$32,985,246	\$ (1,229,557)	\$33,037,056	\$33,887,534	\$ (850,478)	\$33,037,056	\$36,386,104	\$ 3,349,048	10.14%
Other revenue	45,127	0	45,127	19,190	23,340	(4,150)	1,017,141	139,668	877,473	149,540	224,204	(74,664)	149,540	157,824	8,284	5.54%
Total Revenue	\$25,851,144	\$25,468,018	\$ 383,126	\$31,015,704	\$30,820,647	\$ 195,057	\$32,772,830	\$33,124,914	\$ (352,084)	\$33,186,596	\$34,111,738	\$ (925,142)	\$33,186,596	\$36,543,928	\$ 3,357,332	10.12%
Expenses																
Salaries	\$17,164,714	\$16,922,535	\$ 242,179	\$19,108,631	\$18,825,301	\$ 283,330	\$20,778,163	\$22,808,187	\$ (2,030,024)	\$22,079,999	\$23,549,385	\$ (1,469,386)	\$22,079,999	\$25,420,331	\$ 3,340,332	15.13%
Employee Benefits	4,291,891	4,230,546	61,345	5,158,578	4,894,567	264,011	5,428,854	6,044,158	(615,304)	5,691,251	6,181,713	(490,462)	5,691,251	6,227,981	536,730	9.43%
Employee Expense	266,294	300,552	(34,258)	304,859	339,660	(34,801)	265,925	398,004	(132,079)	331,909	436,575	(104,666)	331,909	504,412	172,503	51.97%
Consulting	427,823	485,672	(57,849)	496,992	748,148	(251,156)	422,656	561,956	(139,300)	581,241	519,180	62,061	581,241	801,415	220,174	37.88%
Medical	707,796	713,388	(5,592)	746,110	753,828	(7,718)	926,884	1,015,692	(88,808)	995,640	941,850	53,790	995,640	994,674	(966)	-0.10%
Dietary & Support	485,707	485,448	259	496,670	507,108	(10,438)	494,447	515,400	(20,953)	528,230	516,205	12,025	528,230	550,718	22,488	4.26%
Housekeeping	158,173	179,568	(21,395)	253,838	189,048	64,790	188,736	217,632	(28,896)	149,752	214,103	(64,351)	149,752	215,885	66,133	44.16%
Occupancy	886,978	819,238	67,740	793,778	887,941	(94,163)	1,033,063	1,077,570	(44,507)	976,367	1,064,098	(87,731)	976,367	1,044,522	68,155	6.98%
Equipment	465,159	458,760	6,399	587,789	497,184	90,605	640,989	582,732	58,257	561,596	704,660	(143,064)	561,596	668,296	106,700	19.00%
Vehicles	73,652	77,136	(3,484)	67,707	86,988	(19,281)	59,685	85,716	(26,031)	85,106	97,038	(11,932)	85,106	125,700	40,594	47.70%
Administrative (Not Including Salaries)	601,022	665,066	(64,044)	703,778	677,548	26,230	781,728	800,232	(18,504)	717,012	735,627	(18,615)	717,012	752,062	35,050	4.89%
Provider Taxes	891,584	893,004	(1,420)	985,972	993,036	(7,064)	1,232,899	1,235,364	(2,465)	1,269,750	1,274,641	(4,891)	1,269,750	1,317,426	47,676	3.75%
Interest Expense	33,210	54,000	(20,790)	90,036	240,000	(149,964)	180	82,932	(82,752)	249	12,500	(12,251)	249	60,000	59,751	>100%
Client/Student	83,245	107,892	(24,647)	63,559	112,812	(49,253)	83,964	117,048	(33,084)	62,117	142,473	(80,356)	62,117	137,368	75,251	>100%
Depreciation	2,020,114	2,048,424	(28,310)	2,062,363	2,076,300	(13,937)	2,463,747	2,486,784	(23,037)	2,699,049	2,956,965	(257,916)	2,699,049	2,750,611	51,562	1.91%
Total Direct Expense	\$28,557,362	\$28,441,229	\$ 116,133	\$31,920,660	\$31,829,469	\$ 91,191	\$34,801,920	\$38,029,407	\$ (3,227,487)	\$36,729,268	\$39,347,013	\$ (2,617,745)	\$36,729,268	\$41,571,401	\$ 4,842,133	13.18%
Net Income (Loss)	\$ (2,706,218)	\$ (2,973,211)	\$ 266,993	\$ (904,956)	\$ (1,008,822)	\$ 103,866	\$ (2,029,090)	\$ (4,904,493)	\$ 2,875,403	\$ (3,542,672)	\$ (5,235,275)	\$ 1,692,603	\$ (3,542,672)	\$ (5,027,473)	\$ (1,484,801)	-41.91%
add back: Depreciation	2,020,114	2,048,424	(28,310)	2,062,363	2,076,300	(13,937)	2,463,747	2,486,784	(23,037)	2,699,049	2,956,965	(257,916)	2,699,049	2,750,611	51,562	1.91%
add back: Bad Debt Allowance	19,000	19,002	(2)	22,800	22,800	-	25,000	25,000	-	36,750	24,500	12,250	36,750	24,500	(12,250)	-33.33%
add back: Gain (Loss) on Sale of Asset	756	-	756	1,247	-	1,247	-	-	-	-	-	-	-	-	-	0.00%
Net Income (Loss)	\$ (666,348)	\$ (905,785)	\$ 239,437	\$ 1,181,454	\$ 1,090,278	\$ 91,176	\$ 459,657	\$ (2,392,709)	\$ 2,852,366	\$ (806,873)	\$ (2,253,810)	\$ 1,446,937	\$ (806,873)	\$ (2,252,362)	\$ (1,445,489)	-179.15%
(Excluding Depreciation, Bad Debt Allowance & Gain(Loss) on Sale)																
Transfer to Operations (Existing Donations)	\$ 166,250	\$ -	\$ 166,250	\$ 46,338	\$ -	\$ 46,338	\$ 107,973	\$ 85,900	\$ 22,073	\$ 45,384	\$ 63,548	\$ (18,164)	\$ 45,384	\$ 200,000	\$ 154,616	>100%
CAREs Act Grants	-	-	-	-	-	-	736,573	894,750	(158,177)	-	-	-	-	-	-	0.00%
Adjusted Net Income (Loss)	\$ (666,348)	\$ (905,785)	\$ 239,437	\$ 1,181,454	\$ 1,090,278	\$ 91,176	\$ 1,304,203	\$ (1,412,059)	\$ 2,716,262	\$ (761,489)	\$ (2,190,262)	\$ 1,428,773	\$ (761,489)	\$ (2,052,362)	\$ (1,290,873)	-169.52%

Marklund Charities

Fiscal Year 2023

5-Year Trends

	FY2019			FY2020			FY2021			FY2022			FY2023			
	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Projections	Budget	Variance	FY2022 Y/E Projections	FY2023 Budget	Increase (Decrease)	% Increase (Decrease)
Revenues																
Unrestricted Gifts & Grants	\$ 784,761	\$ 1,050,000	\$ (265,239)	\$ 2,579,923	\$ 1,281,900	\$ 1,298,023	\$ 4,815,007	\$ 1,255,400	\$ 3,559,607	\$ 4,000,467	\$ 1,389,800	\$ 2,610,667	\$ 4,000,467	\$ 2,199,800	\$ (1,800,667)	-45.01%
Special Events (net)	644,576	669,990	(25,414)	588,756	705,984	(117,228)	800,395	750,621	49,774	814,223	806,263	7,960	814,223	906,087	91,864	11.28%
Fund-in-Need	364,750	201,000	163,750	407,250	425,000	(17,750)	486,806	435,000	51,806	516,368	470,000	46,368	516,368	525,000	8,632	1.67%
Restricted Program	705,400	919,200	(213,800)	384,963	565,400	(180,437)	663,194	710,000	(46,806)	993,249	730,000	263,249	993,249	680,000	(313,249)	-31.54%
Total Fundraising Income	\$ 2,499,487	\$ 2,840,190	\$ (340,703)	\$ 3,960,892	\$ 2,978,284	\$ 982,608	\$ 6,765,402	\$ 3,151,021	\$ 3,614,381	\$ 6,324,307	\$ 3,396,063	\$ 2,928,244	\$ 6,324,307	\$ 4,310,887	\$ (2,013,420)	-31.84%
Expenses																
Salaries	\$ 632,598	\$ 657,120	\$ (24,522)	\$ 700,544	\$ 705,221	\$ (4,677)	\$ 726,632	\$ 710,579	\$ 16,053	\$ 709,864	\$ 702,210	\$ 7,654	\$ 709,864	\$ 774,123	\$ 64,259	9.05%
Employee Benefits	154,987	160,995	(6,008)	171,633	111,918	59,715	198,040	195,614	2,426	182,956	184,327	(1,371)	182,956	189,660	6,704	3.66%
Employee Expenses	13,600	11,025	2,575	12,632	16,092	(3,460)	5,244	12,024	(6,780)	6,236	10,069	(3,833)	6,236	12,415	6,179	99.09%
Occupancy	9,190	8,796	394	6,988	7,440	(452)	29,430	29,694	(264)	29,578	29,484	94	29,578	29,896	318	1.08%
Office Expense	47,826	52,437	(4,611)	53,981	54,966	(985)	52,078	55,211	(3,133)	51,510	53,735	(2,225)	51,510	54,191	2,681	5.20%
Legal, Audit & Insurance	15,000	15,000	-	25,200	25,200	-	26,001	26,000	1	31,000	31,000	-	31,000	36,000	5,000	16.13%
Printing	31,395	42,980	(11,585)	35,922	37,652	(1,730)	32,304	38,051	(5,747)	34,431	36,440	(2,009)	34,431	42,300	7,869	22.85%
Other Expense	17,571	14,600	2,971	13,560	13,920	(360)	20,298	16,360	3,938	20,129	24,040	(3,911)	20,129	16,840	(3,289)	-16.34%
Administrative-Outside Services	27,132	-	27,132	-	-	-	-	-	-	55,000	-	55,000	55,000	-	(55,000)	<100%
Total Expenses	\$ 949,299	\$ 962,953	\$ (13,654)	\$ 1,020,460	\$ 972,409	\$ 48,051	\$ 1,090,028	\$ 1,083,533	\$ 6,495	\$ 1,120,704	\$ 1,071,305	\$ 49,399	\$ 1,120,704	\$ 1,155,425	\$ 34,721	3.10%
Net Fundraising	\$ 1,550,188	\$ 1,877,237	\$ (327,049)	\$ 2,940,432	\$ 2,005,875	\$ 934,557	\$ 5,675,374	\$ 2,067,488	\$ 3,607,886	\$ 5,203,603	\$ 2,324,758	\$ 2,878,845	\$ 5,203,603	\$ 3,155,462	\$ (2,048,141)	-39.36%
Other Expenses																
Public Relations	\$ 115,193	\$ 127,317	\$ (12,124)	\$ 160,800	\$ 146,853	\$ 13,947	\$ 146,818	\$ 148,559	\$ 22,988	\$ 143,624	\$ 134,491	\$ 22,988	\$ 143,624	\$ 144,486	\$ 862	0.60%
In Kind Expenses	91,339	-	-	44,118	-	-	51,768	-	-	-	-	-	-	-	-	-
In Kind Revenues	91,339	-	-	44,118	-	-	51,768	-	-	-	-	-	-	-	-	-
Net Fundraising Proceeds	\$ 1,434,995	\$ 1,749,920	\$ (314,925)	\$ 2,779,632	\$ 1,859,022	\$ 920,610	\$ 5,528,556	\$ 1,918,929	\$ 3,584,898	\$ 5,059,979	\$ 2,190,267	\$ 2,855,857	\$ 5,059,979	\$ 3,010,976	\$ (2,049,003)	-40.49%
Other Income																
Interest Income	\$ 41,655			\$ 17,517			\$ 2,406	\$ 6,852		\$ 1,643	\$ 1,860		\$ 1,643	\$ 1,500		
Endowment Income	441,048			406,251			366,366	419,166		777,161	414,144		777,161	516,593		
Endowment Realized Gain/ (Loss)	9,928			330,867			657,038	220,913		69,019	147,453		69,019	450,537		
Endowment Unrealized Gain/ (Loss)	(36,399)			(153,364)			2,998,587	234,854		(1,740,186)	662,467		(1,740,186)	520,731		
Net Other Income	\$ 456,232			\$ 601,272			\$ 4,024,397	\$ 881,785		\$ (892,363)	\$ 1,225,924		\$ (892,363)	\$ 1,489,361		
Gifts not included in fundraising totals	\$ 1,759,212	\$ 12,000	\$ 1,747,212	\$ 2,250,717	\$ 2,660,200	\$ (409,483)	\$ 493,779	\$ 142,650	\$ 351,129	\$ 172,629	\$ 12,700	\$ 159,929	\$ 172,629	\$ 11,700		
Endowment	10,550	12,000	(1,450)	14,850	10,200	4,650	13,575	12,650	925	16,575	12,700	3,875	16,575	11,700		
Capital Campaign	1,743,645	-	1,743,645	2,121,892	2,650,000	(528,108)	219,841	130,000	89,841	56,054	-	56,054	56,054	-		
Legacy Gifts	5,017	-	5,017	113,975	-	113,975	260,363	-	260,363	100,000	-	100,000	100,000	-		
Transfers to Marklund	\$ 1,214,718			\$ 1,014,955			\$ 1,271,374			\$ 1,427,391			\$ 1,427,391			
Expenses	141,250			46,338			142,831			45,384			45,384			
Capital	1,073,468			968,617			1,128,544			1,382,007			1,382,007			
Transfers to Endowment	\$ 15,592			\$ 14,825			\$ 2,091,316			\$ 201,625			\$ 201,625			