



Fiscal Year 2025 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	
11			Philip Center
48	2		Wasmond Center
95	7	8	Hyde Center
		13	Bridge Builder

<i>EDUCATIONAL</i>	
18	Bloomington- multi needs
25	Ann Haskins- life skills
6	Elgin- multi needs
9	FEC- multi needs
28	FEC- life skills
11	NEC- life skills

Marklund

Fiscal Year 2025

Budget Summary by Program

	Philip Center	Wasmond Center	Mill Creek 16 Bed Homes	Community Day Service	Day School	Admin	Trans	Total	Charities	Consolidated
Revenue										
Program Revenue	\$ 3,853,991	\$ 8,977,335	\$ 12,493,475	\$ 6,129,608	\$ 10,409,880	\$ -	\$ -	\$ 41,864,289	\$ -	\$ 41,864,289
Other Operating Revenue	7,000	31,364	48,000	7,995	-	33,956	-	128,315	-	128,315
Other Non-Operating Revenue	-	-	-	-	-	56,628	-	56,628	-	56,628
Fundraising	-	-	-	-	-	-	-	-	5,876,221	5,876,221
Total Revenue	\$ 3,860,991	\$ 9,008,699	\$ 12,541,475	\$ 6,137,603	\$ 10,409,880	\$ 90,584	\$ -	\$ 42,049,232	\$ 5,876,221	\$ 47,925,453
Expenses										
Salaries	\$ 2,172,703	\$ 4,517,246	\$ 6,515,986	\$ 3,961,407	\$ 7,384,734	\$ 2,416,845	\$ 205,813	\$ 27,174,734	\$ 842,511	\$ 28,017,245
Employee Benefits	456,268	948,622	1,368,357	831,895	1,550,795	507,537	43,221	5,706,695	176,927	5,883,622
Employee Expense	21,008	53,606	60,599	72,099	149,532	163,727	200	520,771	7,285	528,056
Consulting	38,938	242,740	54,604	-	11,000	-	-	347,282	-	347,282
Consulting - Nurses & Aides	750,119	1,295,957	1,773,018	113,817	40,000	-	-	3,972,911	-	3,972,911
Medical	253,700	568,000	383,700	51,200	25,100	250	-	1,281,950	-	1,281,950
Dietary & Support	82,900	196,040	378,938	10,930	8,800	-	-	677,608	-	677,608
Housekeeping	28,739	45,460	70,937	82,017	97,732	9,000	-	333,885	-	333,885
Occupancy	120,661	179,281	365,808	333,400	323,068	85,860	-	1,408,078	39,868	1,447,946
Equipment	31,550	63,146	131,912	62,402	89,087	365,256	-	743,353	38,028	781,381
Vehicles	-	-	-	-	-	-	129,857	129,857	-	129,857
Administrative (not including salaries)	32,537	83,659	112,265	96,299	108,206	522,986	200	956,152	113,400	1,069,552
Provider Taxes	225,864	512,877	715,795	-	-	-	-	1,454,536	-	1,454,536
Interest Expense	-	-	-	-	-	245,000	-	245,000	-	245,000
Client/Student	10,000	17,200	35,000	26,875	82,006	-	-	171,081	-	171,081
Public Relations	-	-	-	-	-	-	-	-	229,664	229,664
Depreciation	195,538	578,328	396,128	504,329	1,025,904	349,145	76,188	3,125,560	-	3,125,560
Total Direct Expenses	\$ 4,420,525	\$ 9,302,162	\$ 12,363,047	\$ 6,146,670	\$ 10,895,964	\$ 4,665,606	\$ 455,479	\$ 48,249,453	\$ 1,447,683	\$ 49,697,136
Allocation of Administration 10%	\$ 416,830	\$ 877,140	\$ 1,165,764	\$ 579,596	\$ 1,027,427	\$ (4,066,757)	\$ -	\$ -	\$ -	\$ -
Allocation of Transportation	22,374	64,991	102,280	124,182	65,464	-	(379,291)	-	-	-
Allocation of Help Wanted	14,081	29,276	42,230	25,674	47,859	(159,120)	-	-	-	-
Total Allocated Expenses	\$ 453,285	\$ 971,407	\$ 1,310,274	\$ 729,452	\$ 1,140,750	\$ (4,225,877)	\$ (379,291)	\$ -	\$ -	\$ -
Total Expenses	\$ 4,873,810	\$ 10,273,569	\$ 13,673,321	\$ 6,876,122	\$ 12,036,714	\$ 439,729	\$ 76,188	\$ 48,249,453	\$ 1,447,683	\$ 49,697,136
Net Income (Loss)	\$ (1,012,819)	\$ (1,264,870)	\$ (1,131,846)	\$ (738,519)	\$ (1,626,834)	\$ (349,145)	\$ (76,188)	\$ (6,200,221)	\$ 4,428,538	\$ (1,771,683)
add back: Depreciation	\$ 195,538	\$ 578,328	\$ 396,128	\$ 504,329	\$ 1,025,904	\$ 349,145	\$ 76,188	\$ 3,125,560	\$ -	\$ 3,125,560
add back: Bad Debt Allowance	5,000	10,000	15,000	-	-	-	-	30,000	-	30,000
Net Income(Loss)	\$ (812,281)	\$ (676,542)	\$ (720,718)	\$ (234,190)	\$ (600,930)	\$ -	\$ -	\$ (3,044,661)	\$ 4,428,538	\$ 1,383,877
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)										
Transfer to Operations (Existing Donations)	\$ -	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ 100,000	\$ -	\$ 100,000
Adjusted Net Income (Loss)	\$ (812,281)	\$ (676,542)	\$ (720,718)	\$ (134,190)	\$ (600,930)	\$ -	\$ -	\$ (2,944,661)	\$ 4,428,538	\$ 1,483,877
<i>Gifts not included in fundraising totals</i>									\$ 11,400	\$ 11,400
<i>Endowment</i>									11,400	11,400
<i>Capital Campaign</i>									-	-
<i>Legacy Gifts</i>									-	-

Marklund
Fiscal Year 2025
Budget Summary by Location

Revenue	Philip Center	Wasmond Center	Mill Creek 16 Bed Homes	Community Day Service MPC	Community Day Service MWC	Community Day Service MHC	Bridge Builder NEC	Day School Bloomingdale Multi-Needs	Day School Ann Haskins Life Skills	Day School Elgin Multi-Needs	Day School Foglia Multi-Needs	Day School Foglia Life Skills	Day School Nathan Life Skills	Admin	Trans	Total	Charities	Consolidated		
Program Revenue	\$ 3,853,991	\$ 8,977,335	\$ 12,493,475	\$ 386,088	\$ 1,735,673	\$ 3,677,847	\$ 330,000	\$ 1,904,326	\$ 2,720,930	\$ 606,619	\$ 1,004,753	\$ 3,023,582	\$ 1,149,670	\$ -	\$ -	\$ 41,864,289	\$ -	\$ 41,864,289		
Other Operating Revenue	7,000	31,364	48,000	-	2,351	5,644	-	-	-	-	-	-	-	33,956	-	128,315	-	128,315		
Other Non-Operating Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	56,628	-	56,628	-	56,628		
Fundraising	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	5,876,221	5,876,221		
Total Revenue	\$ 3,860,991	\$ 9,008,699	\$ 12,541,475	\$ 386,088	\$ 1,738,024	\$ 3,683,491	\$ 330,000	\$ 1,904,326	\$ 2,720,930	\$ 606,619	\$ 1,004,753	\$ 3,023,582	\$ 1,149,670	\$ 90,584	\$ -	\$ 42,049,232	\$ 5,876,221	\$ 47,925,453		
Expenses																				
Salaries	\$ 2,172,703	\$ 4,517,246	\$ 6,515,986	\$ 276,905	\$ 1,152,967	\$ 2,126,025	\$ 405,510	\$ 957,477	\$ 2,178,690	\$ 338,277	\$ 792,899	\$ 2,115,479	\$ 1,001,912	\$ 2,416,845	\$ 205,813	\$ 27,174,734	\$ 842,511	\$ 28,017,245		
Employee Benefits	456,268	948,622	1,368,357	58,150	242,123	446,465	85,157	201,070	457,525	71,038	166,509	444,251	210,402	507,537	43,221	5,706,695	176,927	5,883,622		
Employee Expense	21,008	53,606	60,599	8,754	19,877	36,713	6,755	22,570	38,424	13,057	18,676	37,499	19,306	163,727	200	520,771	7,285	528,056		
Consulting	38,938	242,740	54,604	-	-	-	-	-	5,000	-	-	3,000	3,000	-	-	347,282	-	347,282		
Consulting - Nurses & Aides	750,119	1,295,957	1,773,018	-	-	113,817	-	25,000	-	-	15,000	-	-	-	-	3,972,911	-	3,972,911		
Medical	253,700	568,000	383,700	1,500	7,000	40,500	2,200	3,850	5,000	2,000	4,525	7,525	2,200	250	-	1,281,950	-	1,281,950		
Dietary & Support	82,900	196,040	378,938	50	4,480	5,200	1,200	200	3,750	200	200	4,200	250	-	-	677,608	-	677,608		
Housekeeping	28,739	45,460	70,937	14,292	17,460	28,713	21,552	11,703	37,469	3,600	8,133	16,865	19,962	9,000	-	333,885	-	333,885		
Occupancy	120,661	179,281	365,808	23,726	79,200	183,005	47,469	58,665	54,820	18,693	41,647	93,561	55,682	85,860	-	1,408,078	39,868	1,447,946		
Equipment	31,550	63,146	131,912	6,683	15,180	28,871	11,668	10,007	23,064	3,857	9,148	28,552	14,459	365,256	-	743,353	38,028	781,381		
Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	129,857	129,857	-	129,857		
Administrative (not including salaries)	32,537	83,659	112,265	5,647	22,398	57,755	10,499	12,760	20,612	10,018	15,634	39,836	9,346	522,986	200	956,152	113,400	1,069,552		
Provider Taxes	225,864	512,877	715,795	-	-	-	-	-	-	-	-	-	-	-	-	1,454,536	-	1,454,536		
Interest Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	245,000	-	245,000	-	245,000		
Client/Student	10,000	17,200	35,000	2,750	7,750	11,575	4,800	11,943	21,539	4,098	11,043	20,739	12,644	-	-	171,081	-	171,081		
Public Relations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	229,664	229,664		
Depreciation	195,538	578,328	396,128	2,010	152,565	255,381	94,373	17,225	252,506	22,436	190,391	440,558	102,788	349,145	76,188	3,125,560	-	3,125,560		
Total Direct Expenses	\$ 4,420,525	\$ 9,302,162	\$ 12,363,047	\$ 400,467	\$ 1,721,000	\$ 3,334,020	\$ 691,183	\$ 1,332,470	\$ 3,098,399	\$ 487,274	\$ 1,273,805	\$ 3,252,065	\$ 1,451,951	\$ 4,665,606	\$ 455,479	\$ 48,249,453	\$ 1,447,683	\$ 49,697,136		
Allocation of Administration 10%	\$ 416,830	\$ 877,140	\$ 1,165,764	\$ 37,762	\$ 162,280	\$ 314,379	\$ 65,175	\$ 125,644	\$ 292,161	\$ 45,947	\$ 120,112	\$ 306,651	\$ 136,912	\$ (4,066,757)	\$ -	\$ -	\$ -	\$ -		
Allocation of Transportation	22,374	64,991	102,280	7,424	33,745	74,239	8,774	12,148	16,872	4,049	6,074	18,897	7,424	-	(379,291)	-	-	-		
Allocation of Help Wanted	14,081	29,276	42,230	1,795	7,472	13,779	2,628	6,205	14,120	2,192	5,139	13,710	6,493	(159,120)	-	-	-	-		
Total Allocated Expenses	\$ 453,285	\$ 971,407	\$ 1,310,274	\$ 46,981	\$ 203,497	\$ 402,397	\$ 76,577	\$ 143,997	\$ 323,153	\$ 52,188	\$ 131,325	\$ 339,258	\$ 150,829	\$ (4,225,877)	\$ (379,291)	\$ -	\$ -	\$ -		
Total Expenses	\$ 4,873,810	\$ 10,273,569	\$ 13,673,321	\$ 447,448	\$ 1,924,497	\$ 3,736,417	\$ 767,760	\$ 1,476,467	\$ 3,421,552	\$ 539,462	\$ 1,405,130	\$ 3,591,323	\$ 1,602,780	\$ 439,729	\$ 76,188	\$ 48,249,453	\$ 1,447,683	\$ 49,697,136		
Net Income (Loss)	\$ (1,012,819)	\$ (1,264,870)	\$ (1,131,846)	\$ (61,360)	\$ (186,473)	\$ (52,926)	\$ (437,760)	\$ 427,859	\$ (700,622)	\$ 67,157	\$ (400,377)	\$ (567,741)	\$ (453,110)	\$ (349,145)	\$ (76,188)	\$ (6,200,221)	\$ 4,428,538	\$ (1,771,683)		
add back: Depreciation	\$ 195,538	\$ 578,328	\$ 396,128	\$ 2,010	\$ 152,565	\$ 255,381	\$ 94,373	\$ 17,225	\$ 252,506	\$ 22,436	\$ 190,391	\$ 440,558	\$ 102,788	\$ 349,145	\$ 76,188	\$ 3,125,560	\$ -	\$ 3,125,560		
add back: Bad Debt Allowance	5,000	10,000	15,000	-	-	-	-	-	-	-	-	-	-	-	-	30,000	-	30,000		
Net Income (Loss)	\$ (812,281)	\$ (676,542)	\$ (720,718)	\$ (59,350)	\$ (33,908)	\$ 202,455	\$ (343,387)	\$ 445,084	\$ (448,116)	\$ 89,593	\$ (209,986)	\$ (127,183)	\$ (350,322)	\$ -	\$ -	\$ (3,044,661)	\$ 4,428,538	\$ 1,383,877		
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)																				
Transfer to Operations (Existing Donations)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000	\$ -	\$ 100,000		
Adjusted Net Income (Loss)	\$ (812,281)	\$ (676,542)	\$ (720,718)	\$ (59,350)	\$ (33,908)	\$ 202,455	\$ (243,387)	\$ 445,084	\$ (448,116)	\$ 89,593	\$ (209,986)	\$ (127,183)	\$ (350,322)	\$ -	\$ -	\$ (2,944,661)	\$ 4,428,538	\$ 1,483,877		
<i>Gifts not included in fundraising totals</i>																		\$ 11,400	\$ 11,400	
<i>Endowment</i>																			11,400	11,400
<i>Capital Campaign</i>																			-	-
<i>Legacy Gifts</i>																			-	-

**Marklund
Fiscal Year 2025**

5-year Trends

	FY2021			FY2022			FY2023			FY2024			FY2024 Y/E	FY2025	Increase	% Increase
Revenues	Actual	Budget	Variance	Actual	Budget	Variance	Actual	Budget	Variance	Projections	Budget	Variance	Projections	Budget	(Decrease)	(Decrease)
Program Revenue	\$ 31,755,689	\$ 32,985,246	\$ (1,229,557)	\$ 33,011,172	\$ 33,887,534	\$ (876,363)	\$ 34,621,190	\$ 36,386,104	\$ (1,764,914)	\$ 37,190,350	\$ 38,645,250	\$ (1,454,900)	\$ 37,190,350	\$ 41,864,289	\$ 4,673,939	12.57%
Other Revenue	1,017,141	139,668	877,473	4,049,646	224,204	3,825,442	518,058	157,824	360,234	250,601	139,563	111,038	250,601	184,943	(65,658)	-26.20%
Total Revenue	\$ 32,772,830	\$ 33,124,914	\$ (352,084)	\$ 37,060,818	\$ 34,111,738	\$ 2,949,080	\$ 35,139,247	\$ 36,543,928	\$ (1,404,681)	\$ 37,440,951	\$ 38,784,813	\$ (1,343,862)	\$ 37,440,951	\$ 42,049,232	\$ 4,608,281	12.31%
Expenses																
Salaries	\$ 20,778,163	\$ 22,808,187	\$ (2,030,024)	\$ 22,145,204	\$ 23,549,368	\$ (1,404,164)	\$ 21,722,042	\$ 25,420,331	\$ (3,698,289)	\$ 23,881,383	\$ 24,055,803	\$ (174,420)	\$ 23,881,383	\$ 27,174,734	\$ 3,293,351	13.79%
Employee Benefits	5,428,854	6,044,158	(615,304)	5,646,159	6,181,667	(535,508)	5,215,496	6,227,982	(1,012,486)	5,252,381	5,773,391	(521,010)	5,252,381	5,706,695	454,314	8.65%
Employee Expense	265,925	398,004	(132,079)	337,974	436,548	(98,574)	416,933	504,412	(87,479)	451,940	473,591	(21,651)	451,940	520,771	68,831	15.23%
Consulting	422,656	561,956	(139,300)	754,034	519,224	234,810	5,291,013	796,413	4,494,600	5,393,216	5,516,431	(123,215)	5,393,216	4,320,193	(1,073,023)	-19.90%
Medical	926,884	1,015,692	(88,808)	1,131,608	941,856	189,752	1,238,637	994,674	243,963	1,323,133	1,119,250	203,883	1,323,133	1,281,950	(41,183)	-3.11%
Dietary & Support	494,447	515,400	(20,953)	565,195	516,204	48,991	647,055	550,718	96,337	658,972	637,000	21,972	658,972	677,608	18,636	2.83%
Housekeeping	188,736	217,632	(28,896)	167,792	214,116	(46,324)	281,746	215,885	65,861	323,103	220,154	102,949	323,103	333,885	10,782	3.34%
Occupancy	1,033,063	1,077,570	(44,507)	1,030,829	1,064,111	(33,282)	1,156,888	1,044,523	112,365	1,340,487	1,215,455	125,032	1,340,487	1,408,078	67,591	5.04%
Equipment	640,989	582,732	58,257	629,543	704,784	(75,241)	663,467	668,296	(4,829)	703,698	628,882	74,816	703,698	743,353	39,655	5.64%
Vehicles	59,685	85,716	(26,031)	94,199	97,044	(2,845)	95,137	125,700	(30,563)	119,801	127,129	(7,328)	119,801	129,857	10,056	8.39%
Administrative (Not Including Salaries)	781,728	800,232	(18,504)	735,152	735,654	(502)	761,756	752,062	9,694	1,025,709	906,135	119,574	1,025,709	956,152	(69,557)	-6.78%
Provider Taxes	1,232,899	1,235,364	(2,465)	1,269,750	1,274,652	(4,902)	1,311,344	1,317,426	(6,082)	1,397,580	1,403,462	(5,882)	1,397,580	1,454,536	56,956	4.08%
Interest Expense	180	82,932	(82,752)	2,009	12,504	(10,495)	166,514	60,000	106,514	257,636	75,000	182,636	257,636	245,000	(12,636)	-4.90%
Client/Student	83,964	117,048	(33,084)	72,768	142,452	(69,684)	103,355	137,368	(34,013)	159,383	145,975	13,408	159,383	171,081	11,698	7.34%
Depreciation	2,463,747	2,486,784	(23,037)	2,780,660	2,957,016	(176,356)	2,805,238	2,750,611	54,627	2,839,406	3,101,393	(261,987)	2,839,406	3,125,560	286,154	10.08%
Total Direct Expense	\$ 34,801,920	\$ 38,029,407	\$ (3,227,487)	\$ 37,362,877	\$ 39,347,200	\$ (1,984,323)	\$ 41,876,622	\$ 41,566,401	\$ 310,221	\$ 45,127,828	\$ 45,399,051	\$ (271,223)	\$ 45,127,828	\$ 48,249,453	\$ 3,121,625	6.92%
Net Income (Loss)	\$ (2,029,090)	\$ (4,904,493)	\$ 2,875,403	\$ (302,059)	\$ (5,235,462)	\$ 4,933,403	\$ (6,737,375)	\$ (5,022,473)	\$ (1,714,902)	\$ (7,686,877)	\$ (6,614,238)	\$ (1,072,639)	\$ (7,686,877)	\$ (6,200,221)	\$ 1,486,656	19.34%
add back: Depreciation	2,463,747	2,486,784	(23,037)	2,780,660	2,957,016	(176,356)	2,805,238	2,750,611	54,627	2,839,406	3,101,393	(261,987)	2,839,406	3,125,560	286,154	10.08%
add back: Bad Debt Allowance	25,000	25,000	-	24,500	24,500	-	24,500	24,500	-	30,000	30,000	-	30,000	30,000	-	0.00%
add back: Gain (Loss) on Sale of Asset	-	-	-	8,450	-	8,450	-	-	-	-	-	-	-	-	-	-
Net Income (Loss)	\$ 459,657	\$ (2,392,709)	\$ 2,852,366	\$ 2,511,551	\$ (2,253,946)	\$ 4,765,497	\$ (3,907,637)	\$ (2,247,362)	\$ (1,660,275)	\$ (4,817,471)	\$ (3,482,845)	\$ (1,334,626)	\$ (4,817,471)	\$ (3,044,661)	\$ 1,772,810	36.80%
(Excluding Depreciation, Bad Debt Allowance & Gain(Loss) on Sale)																
Transfer to Operations (Existing Donations)	\$ 107,973	\$ 85,900	\$ 22,073	\$ 41,854	\$ 63,548	\$ (21,694)	\$ 178,732	\$ 200,000	\$ (21,268)	\$ 2,199,878	\$ 200,000	\$ 1,999,878	\$ 2,199,878	\$ 100,000	\$ (2,099,878)	-95.45%
CAREs Act Grants	736,573	894,750	(158,177)	-	-	-	-	-	-	-	-	-	-	-	-	-
Adjusted Net Income (Loss)	\$ 1,304,203	\$ (1,412,059)	\$ 2,716,262	\$ 2,553,405	\$ (2,190,398)	\$ 4,743,804	\$ (3,728,905)	\$ (2,047,362)	\$ (1,681,543)	\$ (2,617,593)	\$ (3,282,845)	\$ 665,252	\$ (2,617,593)	\$ (2,944,661)	\$ (327,068)	-12.49%

Marklund Charities

Fiscal Year 2025

5-Year Trends

	FY2021			FY2022			FY2023			FY2024			FY2025			
	Actual	Budget	variance	Actual	Budget	variance	Actual	Budget	variance	Actual	Budget	variance	FY2024 Y/E Projections	FY2025 Budget	Increase / (Decrease)	% Increase / (Decrease)
Revenues																
Unrestricted Gifts & Grants	\$ 4,815,007	\$ 1,255,400	\$ 3,559,607	\$ 6,609,530	\$ 1,859,800	\$ 4,749,730	\$ 3,947,113	\$ 2,724,800	\$ 1,222,313	\$ 5,009,062	\$ 3,410,000	\$ 1,599,062	\$ 5,009,062	\$ 3,488,400	\$ (1,520,662)	-30.36%
Special Events (net)	800,395	750,621	49,774	797,682	806,263	(8,581)	784,513	906,087	(121,574)	759,358	808,079	(48,721)	759,358	859,821	100,463	13.23%
Fund-in-Need	486,806	435,000	51,806	559,988	470,000	89,988	640,330	525,000	115,330	521,904	630,000	(108,096)	521,904	630,000	108,096	20.71%
Restricted Program	663,194	710,000	(46,806)	562,910	600,166	(37,256)	653,987	540,326	113,661	790,771	888,000	(97,229)	790,771	898,000	107,229	13.56%
Total Fundraising Income	\$ 6,765,402	\$ 3,151,021	\$ 3,614,381	\$ 8,530,110	\$ 3,736,229	\$ 4,793,881	\$ 6,025,943	\$ 4,696,213	\$ 1,329,730	\$ 7,081,095	\$ 5,736,079	\$ 1,345,016	\$ 7,081,095	\$ 5,876,221	\$ (1,204,874)	-17.02%
Expenses																
Salaries	\$ 726,632	\$ 710,579	\$ 16,053	\$ 694,317	\$ 701,250	\$ (6,933)	\$ 767,344	\$ 774,123	\$ (6,779)	\$ 814,504	\$ 779,098	\$ 35,406	\$ 814,504	\$ 842,511	\$ 28,007	3.44%
Employee Benefits	198,040	195,614	2,426	184,970	184,327	643	176,530	189,660	(13,130)	184,271	186,984	(2,713)	184,271	176,927	(7,344)	-3.99%
Employee Expenses	5,244	12,024	(6,780)	6,142	10,069	(3,927)	9,382	12,415	(3,033)	6,390	8,050	(1,660)	6,390	7,285	895	14.01%
Occupancy	29,430	29,694	(264)	29,667	29,484	183	29,551	29,896	(345)	28,499	29,810	(1,311)	28,499	39,868	11,369	39.89%
Office Expense	52,078	55,211	(3,133)	50,020	53,735	(3,715)	49,127	54,191	(5,064)	47,914	54,104	(6,190)	47,914	52,116	4,202	8.77%
Legal, Audit & Insurance	26,001	26,000	1	31,000	31,000	-	36,000	36,000	-	36,000	36,000	-	36,000	41,004	5,004	13.90%
Printing	32,304	38,051	(5,747)	33,399	36,440	(3,041)	36,959	42,300	(5,341)	43,514	40,428	3,086	43,514	41,028	(2,486)	-5.71%
Other Expense	20,298	16,360	3,938	19,271	24,040	(4,769)	9,936	16,840	(6,904)	14,186	15,695	(1,509)	14,186	17,280	3,094	21.81%
Administrative-Outside Services	-	-	-	45,770	-	45,770	-	-	-	-	-	-	-	-	-	0.00%
Total Expenses	\$ 1,090,028	\$ 1,083,533	\$ 6,495	\$ 1,094,556	\$ 1,070,345	\$ 24,211	\$ 1,114,829	\$ 1,155,425	\$ (40,596)	\$ 1,175,278	\$ 1,150,169	\$ 25,109	\$ 1,175,278	\$ 1,218,019	\$ 42,741	3.64%
Net Fundraising	\$ 5,675,374	\$ 2,067,488	\$ 3,607,886	\$ 7,435,554	\$ 2,665,884	\$ 4,769,670	\$ 4,911,114	\$ 3,540,788	\$ 1,370,326	\$ 5,905,817	\$ 4,585,910	\$ 1,319,907	\$ 5,905,817	\$ 4,658,202	\$ (1,247,615)	-21.13%
Other Expenses																
Public Relations	\$ 146,818	\$ 148,559	\$ 22,988	\$ 149,665	\$ 134,491	\$ 22,988	168,672	144,486	\$ 22,988	190,138	209,405	\$ 22,988	\$ 190,138	\$ 229,664	\$ 39,526	20.79%
In Kind Expenses	51,768	-	51,768	47,870	-	47,870	101,140	-	101,140	-	-	-	-	-	-	-
In Kind Revenues	51,768	-	51,768	47,870	-	47,870	101,140	-	101,140	-	-	-	-	-	-	-
Net Fundraising Proceeds	\$ 5,528,556	\$ 1,918,929	\$ 3,584,898	\$ 7,285,889	\$ 2,531,393	\$ 4,746,682	\$ 4,742,442	\$ 3,396,302	\$ 1,347,338	\$ 5,715,679	\$ 4,376,505	\$ 1,296,919	\$ 5,715,679	\$ 4,428,538	\$ (1,287,141)	-22.52%
Other Income																
Interest Income	\$ 2,406	\$ 6,852		\$ 1,712	\$ 1,860		\$ 6,917	\$ 1,500		\$ 7,772	\$ 6,000		\$ 7,772	\$ 7,008		
Endowment Income	366,366	419,166		770,316	414,144		568,017	516,593		591,446	550,711		591,446	574,035		
Endowment Realized Gain/ (Loss)	657,038	220,913		51,765	147,453		1,019,381	450,537		335,405	576,062		335,405	517,135		
Endowment Unrealized Gain/ (Loss)	2,998,587	234,854		(3,245,814)	662,467		\$ 404,081	\$ 520,731		\$ 1,941,482	\$ 340,692		\$ 1,941,482	552,503		
Net Other Income	\$ 4,024,397	\$ 881,785		\$ (2,422,021)	\$ 1,225,924		\$ 1,998,396	\$ 1,489,361		\$ 2,876,105	\$ 1,473,465		\$ 2,876,105	\$ 1,650,681		
gifts not included in fundraising totals	\$ 493,779	\$ 142,650	\$ 351,129	\$ 136,037	\$ 12,700	\$ 123,337	\$ 133,509	\$ 11,700	\$ 121,809	\$ 663,259	\$ 11,700	\$ 651,559	\$ 663,259	\$ 11,400		
endowment	13,575	12,650	925	16,550	12,700	3,850	17,000	11,700	5,300	11,400	11,700	(300)	11,400	11,400		
capital campaign	219,841	130,000	89,841	19,487	-	19,487	34,023	-	34,023	651,859	-	651,859	651,859	-		
legacy gifts	260,363		260,363	100,000	-	100,000	82,486	-	82,486	-	-	-	-	-		
Transfers to Marklund (not including CIP)	\$ 1,271,374			\$ 1,243,894			\$ 993,175			\$ 2,959,878			\$ 2,959,878	\$ 766,190		
expenses	142,831			41,854			178,732			2,199,878			2,199,878	100,000		
capital	1,128,544			1,202,040			814,443			760,000			760,000	666,190		
Transfers to Endowment	\$ 2,091,316			\$ 201,000			\$ 70,773			\$ 11,400			\$ 11,400	11,400		