Marklund

Fiscal Year 2024

Variance Summary - Consolidated

Program Revenue \$ 36,386,104 \$ 34,805,402 \$ 38,845,505 \$ 3,839,848 11.03% Other Operating Revenue 130,104 97,715 99,206 1,491 1.53% Other On-Operating Revenue 2,772 10,5634 40,357 (6,5277) 61.80% Fundraising Total Revenues \$ 40,854,815 \$ 41,748,169 \$ 44,520,892 \$ 2,772,723 66.64% Expenses Salaries \$ 26,194,454 \$ 22,732,830 \$ 24,834,902 \$ 2,102,072 9.25% Employee Benefits 6,417,642 \$ 5,408,250 \$ 5,960,375 552,124 10.21% Employee Expense 516,827 437,965 481,641 43,676 9.97% Consulting Nurses & Aides 593,050 4,324,406 5,064,353 739,947 17.11% Medical 994,674 1,174,921 1,119,250 (55,671) -4,74% Dietary & Support 550,718 635,316 637,000 1,684 0.27% House keeping 1215,85 241,314 220,154 (21,	Payanua		FY2023 Budget		FY2023 Y/E		FY2024	Increase		% Increase (Decrease)
Other Operating Revenue 130,104 97,715 99,206 1,491 1.53% Other Non-Operating Revenue 27,720 105,634 40,357 (65,277) 6-1.80% Fundraising 7 total Revenues 4,310,8387 6,739,418 5,736,079 (10,03,33) 1,48% Expenses 3 4,310,848 5,273,2830 2,4834,902 2,712,072 9.25% Salaries 5,26,194,454 5,208,250 5,960,375 552,124 10,21% Employee Enerfits 6,417,642 5,408,250 5,960,375 552,124 10,21% Consulting 203,363 348,615 452,078 103,463 29,68% Consulting - Nurses & Aides 593,050 4,324,406 5,064,353 739,947 17,11% Medicial 994,674 1,174,921 1,119,250 (55,671) 4,74% Dictary & Support 550,718 635,316 637,000 1,684 0.27% House keeping 150,718 635,316 637,000 1,684 0.27%		۲	_		-	Ļ	_		=	-
Other Non-Operating Revenue Fundraising 27,720 (4,310,887) 105,634 (5,739,418) 40,357 (5,739,418) (65,277) (1,003,339) -14.89% Expenses Fundraising 40,854,815 \$ 41,748,169 \$ 44,520,892 \$ 2,772,723 6.64% Expenses Salaries \$ 26,194,454 \$ 22,732,830 \$ 24,834,902 \$ 2,102,072 9.25% Employee Benefits 6,417,642 5,408,250 5,960,375 552,124 10.21% Employee Expense 516,827 437,965 481,641 43,676 9.97% Consulting 203,363 348,615 452,078 103,463 29,688 Consulting 994,674 1,174,921 1,119,250 (55,671) 4,74% Medical 994,674 1,174,921 1,119,250 (55,671) 4,74% Dietary & Support 550,718 635,316 637,000 1,684 0.27% Housekeeping 215,885 241,314 220,154 22,164 0.27% Occupancy 1,074,419 1,114,631 1,245,265 130,634		Ş		Ş		Ş		Ş		
Fundraising					•		-			
Total Revenues \$ 40,854,815 \$ 41,748,169 \$ 44,520,892 \$ 2,772,723 6.64%	· -		•		-		-			
Expenses Salaries \$ 26,194,454 \$ 22,732,830 \$ 24,834,902 \$ 2,102,072 9.25% Employee Benefits 6,417,642 5,408,250 5,960,375 552,124 10.21% Employee Expense 516,827 437,965 481,641 43,676 9.97% Consulting - Nurses & Aides 593,050 4,324,406 5,064,353 739,947 17.11% Medical 994,674 1,174,921 1,119,250 (55,671) 4.74% Dietary & Support 550,718 635,316 637,000 1,684 0.27% Housekeeping 215,885 241,311 220,154 (21,160) -8.77% Occupancy 1,074,419 1,114,631 1,245,265 130,634 11.72% Equipment 701,247 637,440 663,136 25,696 4.03% Vehicles 125,700 101,322 177,129 25,807 25,47% Administrative (Not Including Salaries) 868,442 875,885 1,018,108 142,223 16,24% Provider Taxes 1,317,426 1,311,344 1,403,462 92,118 7.02% Interest Expense 60,000 91,470 75,000 (16,470) -18.01% Client/Student 137,368 83,000 145,975 62,975 75,87% Public Relations 144,866 166,940 209,401 42,461 25,43% Depreciation Total Direct Expenses \$ 42,866,312 \$ 42,284,500 \$ 46,758,621 \$ 4,474,121 10.58% Net Income (Loss) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) Keckluding Depreciation, bad debt & gain (loss) on sale (loss) on Sale) Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664 \$ (1,193,356) Transfer to Operations (Existing Donations) Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664		_		_		_		_		
Salaries \$ 26,194,454 \$ 2,2732,830 \$ 24,834,902 \$ 2,102,072 9.25% Employee Benefits 6,417,642 5,408,250 5,960,375 552,124 10.21% Employee Expense 516,827 437,965 481,641 43,676 9.97% Consulting - Nurses & Aides 203,363 348,615 452,078 103,463 29,68% Consulting - Nurses & Aides 593,050 4,324,406 5,064,353 739,947 17.11% Medical 994,674 1,174,921 1,119,250 (55,671) 4.74% Dietary & Support 550,718 635,316 637,000 1,684 0.27% Housekeeping 215,885 241,314 220,154 (21,160) 8.77% Occupancy 1,074,419 1,114,631 1,245,265 130,634 11,72% Equipment 701,247 637,440 663,136 25,696 4,03% Vehicles 1,317,426 1,311,344 1,403,462 92,118 7,02% Interest Expense 60,000 91	Total Revenues	>	40,854,815	Þ	41,748,169	>	44,520,892	>	2,//2,/23	6.64%
Employee Benefits 6,417,642 5,408,250 5,960,375 552,124 10.21% Employee Expense 516,827 437,965 481,641 43,676 9.97% Consulting 203,363 348,615 452,078 103,463 29.68% Consulting - Nurses & Aides 593,050 4,324,406 5,064,353 739,947 17.11% Medical 994,674 1,174,921 1,119,250 (55,671) -4.74% Dietary & Support 550,718 635,316 637,000 1,684 0.27% Housekeeping 215,885 241,314 220,154 (21,160) -8.77% Housekeeping 1,074,419 1,114,631 1,245,265 130,634 11.72% Equipment 701,247 637,440 663,136 25,696 4.03% Vehicles 125,700 101,322 127,129 25,807 25,47% Administrative (Not Including Salaries) 868,442 875,885 1,018,034 142,23 16,24% Provider Taxes 1,311,341 1,40	Expenses									
Employee Expense 516,827 437,965 481,641 43,676 9.97% Consulting 203,363 348,615 452,078 103,463 29.68% Consulting - Nurses & Aides 593,050 4,324,406 5,064,353 739,947 17.11% Medical 994,674 1,174,921 1,119,250 (55,671) 4.74% Dietary & Support 550,718 635,316 637,000 1,684 0.27% Housekeeping 215,885 241,314 220,154 (21,160) 8.77% Occupancy 1,074,419 1,114,631 1,245,265 130,634 11.72% Equipment 701,247 637,440 663,136 25,696 4,03% Vehicles 125,700 101,322 127,129 25,807 25,47% Administrative (Not Including Salaries) 868,442 875,885 1,018,108 142,223 16,24% Provider Taxes 60,000 91,470 75,000 16,470 -18,019 Client/Student 137,368 83,000 <t< td=""><td>Salaries</td><td>\$</td><td>26,194,454</td><td>\$</td><td></td><td>\$</td><td>24,834,902</td><td>\$</td><td>2,102,072</td><td>9.25%</td></t<>	Salaries	\$	26,194,454	\$		\$	24,834,902	\$	2,102,072	9.25%
Consulting 203,363 348,615 452,078 103,463 29.68% Consulting - Nurses & Aides 593,050 4,324,406 5,064,353 739,947 17.11% Medical 994,674 1,174,921 1,119,250 (55,671) -4.74% Dietary & Support 550,718 635,316 637,000 1,684 0.27% Housekeeping 215,885 241,314 220,154 (21,160) -8.77% Occupancy 1,074,419 1,114,631 1,245,265 130,634 11.72% Equipment 701,247 637,440 663,136 25,696 4.03% Vehicles 125,700 101,322 127,129 25,807 25,47% Administrative (Not Including Salaries) 868,842 875,885 1,018,108 142,223 16,24% Provider Taxes 1,317,426 1,311,344 1,403,462 92,118 7.02% Interest Expense 60,000 91,470 75,000 (16,470) -18,01% Oberpication 2750,611 2,598,851 <td>Employee Benefits</td> <td></td> <td>6,417,642</td> <td></td> <td>5,408,250</td> <td></td> <td>5,960,375</td> <td></td> <td>552,124</td> <td>10.21%</td>	Employee Benefits		6,417,642		5,408,250		5,960,375		552,124	10.21%
Consulting - Nurses & Aides 593,050 4,324,406 5,064,353 739,947 17.11% Medical 994,674 1,174,921 1,119,250 (55,671) -4.74% Dietary & Support 550,718 635,316 637,000 1,684 0.27% Housekeeping 215,885 241,314 220,154 (21,160) -8.77% Occupancy 1,074,419 1,114,631 1,245,265 130,634 11.72% Equipment 701,247 637,440 663,136 25,696 4.03% Vehicles 125,700 101,322 127,129 25,807 25,47% Administrative (Not Including Salaries) 868,442 875,885 1,018,108 142,223 16,24% Provider Taxes 1,317,426 1,311,344 1,403,462 92,118 7,02% Interest Expense 60,000 91,470 75,000 (16,470) -18,01% Client/Student 137,368 83,000 145,975 62,975 75,87% Public Relations 144,486 166,940<	Employee Expense		516,827		437,965		481,641		43,676	9.97%
Medicial Dietary & Support 994,674 550,718 635,316 637,000 1,684 0.27% 1,074,921 1,119,250 1,684 0.27% 1,074,919 1,114,631 1,245,265 130,634 11,72% 1,172% 1,114,631 1,245,265 130,634 11,72% 1,114,631 1,245,265 130,634 11,72% 1,12% 1,114,631 1,245,265 130,634 11,72% 1,114,631 1,245,265 130,634 11,72% 1,114,631 1,245,265 130,634 12,72% 1,018,108 125,696 4,03% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,311,344 1,403,462 92,118 7,02% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 142,223 16,24% 1,018,108 144,486 166,940 209,401 42,461 25,43% 1,018,108 1,	Consulting		203,363		348,615		452,078		103,463	29.68%
Dietary & Support	Consulting - Nurses & Aides		593,050		4,324,406		5,064,353		739,947	17.11%
Housekeeping	Medical		994,674		1,174,921		1,119,250		(55,671)	-4.74%
Occupancy 1,074,419 1,114,631 1,245,265 130,634 11.72% Equipment 701,247 637,440 663,136 25,696 4.03% Vehicles 125,700 101,322 127,129 25,807 25.47% Administrative (Not Including Salaries) 868,442 875,885 1,018,108 142,223 16.24% Provider Taxes 1,317,426 1,311,344 1,403,462 92,118 7.02% Interest Expense 60,000 91,470 75,000 (16,470) -18.01% Client/Student 137,368 83,000 145,975 62,975 75.87% Public Relations 144,486 166,940 209,401 42,461 25.43% Depreciation 2,750,611 2,598,851 3,101,393 502,542 19.34% Met Income (Loss) \$ 42,866,312 \$ 42,284,500 \$ 46,758,621 \$ 4,474,121 10.58% Net Income (Loss) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) (Excluding Depreciation, Bad Debt All	Dietary & Support		550,718		635,316		637,000		1,684	0.27%
Equipment 701,247 637,440 6663,136 25,696 4.03% Vehicles 125,700 101,322 127,129 25,807 25.47% Administrative (Not Including Salaries) 868,442 875,885 1,018,108 142,223 16.24% Provider Taxes 1,317,426 1,311,344 1,403,462 92,118 7.02% Interest Expense 60,000 91,470 75,000 (16,470) -18.01% Client/Student 137,368 83,000 145,975 62,975 75.87% Public Relations 144,486 166,940 209,401 42,461 25.43% Depreciation 2,750,611 2,598,851 3,101,393 502,542 19.34% Total Direct Expenses \$ 42,866,312 \$ 42,284,500 \$ 46,758,621 \$ 4,474,121 10.58% Net Income (Loss) \$ (2,011,497) \$ (536,331) \$ (2,237,729) \$ (1,701,398) add back: depreciation, bad debt & gain (loss) on sale 2,775,111 2,623,351 3,131,393 508,042 Net Income (Loss) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) (Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale) Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664	Housekeeping		215,885		241,314		220,154		(21,160)	-8.77%
Vehicles 125,700 101,322 127,129 25,807 25.47% Administrative (Not Including Salaries) 868,442 875,885 1,018,108 142,223 16.24% Provider Taxes 1,317,426 1,311,344 1,403,462 92,118 7.02% Interest Expense 60,000 91,470 75,000 (16,470) -18.01% Client/Student 137,368 83,000 145,975 62,975 75.87% Public Relations 144,486 166,940 209,401 42,461 25.43% Depreciation 2,750,611 2,598,851 3,101,393 502,542 19.34% Net Income (Loss) \$ (2,011,497) \$ (536,331) \$ (2,237,729) \$ (1,701,398) Adjusted Net Income (Loss) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) Transfer to Operations (Existing Donations) 200,000 151,684 200,000	Occupancy		1,074,419		1,114,631		1,245,265		130,634	11.72%
Administrative (Not Including Salaries) 868,442 875,885 1,018,108 142,223 16.24% Provider Taxes 1,317,426 1,311,344 1,403,462 92,118 7.02% Interest Expense 60,000 91,470 75,000 (16,470) -18.01% Client/Student 137,368 83,000 145,975 62,975 75.87% Public Relations 144,486 166,940 209,401 42,461 25.43% Depreciation 2,750,611 2,598,851 3,101,393 502,542 19.34% Total Direct Expenses 42,866,312 42,284,500 46,758,621 44,74,121 10.58% Net Income (Loss) 42,750,611 2,623,351 3,131,393 508,042 Adjusted Net Income (Loss) 5 763,614 2,2087,020 893,664 (1,193,356) (Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale) Adjusted Net Income (Loss) 5 963,614 2,238,704 1,093,664	Equipment		701,247		637,440		663,136		25,696	4.03%
Provider Taxes 1,317,426 1,311,344 1,403,462 92,118 7.02% Interest Expense 60,000 91,470 75,000 (16,470) -18.01% Client/Student 137,368 83,000 145,975 62,975 75.87% Public Relations 144,486 166,940 209,401 42,461 25.43% Depreciation 2,750,611 2,598,851 3,101,393 502,542 19.34% Total Direct Expenses 42,866,312 42,884,500 46,758,621 4,474,121 10.58% Net Income (Loss) 2,775,111 2,623,351 3,131,393 508,042 Adjusted Net Income (Loss) 200,000 151,684 200,000 Adjusted Net Income (Loss) 963,614 2,238,704 1,093,664 Adjusted Net Income (Loss) 42,866,14 42,866 42,867,020 42,866 Carrell Operations (Existing Donations) 200,000 151,684 200,000 Adjusted Net Income (Loss) 963,614 2,238,704 1,093,664 Carrell Operations (Existing Donations) 200,000 151,684 200,000 Adjusted Net Income (Loss) 42,866,140 42,866 43,704 44,74,121	Vehicles		125,700		101,322		127,129		25,807	25.47%
Interest Expense 60,000 91,470 75,000 (16,470) -18.01%	Administrative (Not Including Salaries)		868,442		875,885		1,018,108		142,223	16.24%
Client/Student 137,368 83,000 145,975 62,975 75.87% Public Relations 144,486 166,940 209,401 42,461 25.43% Depreciation 2,750,611 2,598,851 3,101,393 502,542 19.34% Net Income (Loss) \$ 42,866,312 \$ 42,284,500 \$ 46,758,621 \$ 4,474,121 10.58% Net Income (Loss) \$ (2,011,497) \$ (536,331) \$ (2,237,729) \$ (1,701,398) Adjusted Net Income (Loss) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) Transfer to Operations (Existing Donations) 200,000 151,684 200,000 Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664	Provider Taxes		1,317,426		1,311,344		1,403,462		92,118	7.02%
Public Relations 144,486 166,940 209,401 42,461 25.43% Depreciation 2,750,611 2,598,851 3,101,393 502,542 19.34% Total Direct Expenses \$ 42,866,312 \$ 42,284,500 \$ 46,758,621 \$ 4,474,121 10.58% Net Income (Loss) \$ (2,011,497) \$ (536,331) \$ (2,237,729) \$ (1,701,398) (loss) on sale 2,775,111 2,623,351 3,131,393 508,042 Net Income (Loss) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) (Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale) 200,000 151,684 200,000 Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664	Interest Expense		60,000		91,470		75,000		(16,470)	-18.01%
Depreciation 2,750,611 2,598,851 3,101,393 502,542 19.34%	Client/Student		137,368		83,000		145,975		62,975	75.87%
Total Direct Expenses	Public Relations		144,486		166,940		209,401		42,461	25.43%
Net Income (Loss) \$ (2,011,497) \$ (536,331) \$ (2,237,729) \$ (1,701,398) add back: depreciation, bad debt & gain (loss) on sale (loss) on sale (loss) on sale (loss) on sale (loss) 2,775,111 2,623,351 3,131,393 508,042 Net Income (Loss) (Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) Transfer to Operations (Existing Donations) 200,000 151,684 200,000 Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664	Depreciation		2,750,611		2,598,851		3,101,393		502,542	<u>19.34</u> %
add back: depreciation, bad debt & gain (loss) on sale 2,775,111 2,623,351 3,131,393 508,042 Net Income (Loss) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) (Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale) Transfer to Operations (Existing Donations) 200,000 151,684 200,000 Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664	Total Direct Expenses	\$	42,866,312	\$	42,284,500	\$	46,758,621	\$	4,474,121	10.58%
Net Income (Loss) 763,614 2,623,351 3,131,393 508,042	Net Income (Loss)	\$	(2,011,497)	\$	(536,331)	\$	(2,237,729)	\$	(1,701,398)	
Net Income (Loss) \$ 763,614 \$ 2,087,020 \$ 893,664 \$ (1,193,356) (Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale) 200,000 151,684 200,000 Adjusted Net Income (Loss) 963,614 \$ 2,238,704 \$ 1,093,664	· -									
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale) Transfer to Operations (Existing Donations) 200,000 151,684 200,000 Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664	(loss) on sale		2,775,111		2,623,351		3,131,393		508,042	
Adjusted Net Income (Loss) \$ 963,614 \$ 2,238,704 \$ 1,093,664	(Excluding Depreciation, Bad Debt Allowance	\$	763,614	\$	2,087,020	\$	893,664	\$	(1,193,356)	
	Transfer to Operations (Existing Donations)		200,000		151,684		200,000			
	Adjusted Net Income (Loss)	\$	963,614	\$	2,238,704	\$	1,093,664			
Gifts not included in fundraising totals \$ 11,700 \$ 146,277 \$ 11,700	Gifts not included in fundraising totals	\$	11,700	\$	146,277	\$	11,700			
Endowment 11,700 16,000 11,700	Endowment		11,700		16,000		11,700			
Capital Campaign - 47,547 -	Capital Campaign		-		47,547		-			
<i>Legacy Gifts</i> - 82,730 -	Legacy Gifts		-		82,730		-			

Marklund

Fiscal Year 2024

Variance Summary - Marklund

	86,104 \$ 30,104 27,720	Projections 34,805,402 97,715 105,634	\$	Budget 38,645,250 99,206	([\$	Decrease) 3,839,848	(Decrease) 11.03%
	30,104 27,720	97,715	\$		\$	3,839,848	11.03%
Other Operating Revenue	27,720			99 206			
	_	105 634		33,200		1,491	1.53%
Other Non-Operating Revenue		103,034		40,357		(65,277)	- <u>61.80</u> %
Total Revenues \$ 36,54	43,928 \$	35,008,751	\$	38,784,813	\$	3,776,062	10.79%
Expenses							
-	20,331 \$	21,949,698	\$	24,055,803	\$	2,106,105	9.60%
	27,982	5,222,297	Y	5,773,391	Υ	551,094	10.55%
• •	04,412	429,705		473,591		43,886	10.21%
	03,363	348,615		452,078		103,463	29.68%
	93,050	4,324,406		5,064,353		739,947	17.11%
	94,674	1,174,921		1,119,250		(55,671)	-4.74%
	50,718	635,316		637,000		1,684	0.27%
	15,885	241,314		220,154		(21,160)	-8.77%
	44,523	1,085,111		1,215,455		130,344	12.01%
• •	68,296	607,958		628,882		20,924	3.44%
	25,700	101,322		127,129		25,807	25.47%
	52,062	771,860		906,135		134,275	17.40%
,	17,426	1,311,344		1,403,462		92,118	7.02%
	60,000	91,470		75,000		(16,470)	-18.01%
·	37,368	83,000		145,975		62,975	75.87%
Depreciation 2,75	50,611	2,598,851		3,101,393		502,542	19.34%
	66,401 \$		\$	45,399,051	\$	4,421,863	10.79%
Net Income (Loss) \$ (5,0)	22,473) \$	(5,968,437)	ċ	(6,614,238)	ċ	(645,801)	
Net income (Loss) \$ (5,0)	22,473) 3	(3,308,437)	Ą	(0,014,238)	Ą	(043,801)	
add back: depreciation, bad debt & gain							
	75,111	2,623,351		3,131,393		508,042	
(,		_,,,,		-,,			
Net Income (Loss) \$ (2,24) (Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)	47,362) \$	(3,345,086)	\$	(3,482,845)	\$	(137,759)	
Transfer to Operations (Existing Donations) 20	00,000	151,684		200,000			

Adjusted Net Income (Loss) \$ (2,047,362) \$ (3,193,402) \$ (3,282,845)

Marklund Fiscal Year 2024

Variance Summary - Charities

Revenues		FY2023 Y/E Projections		FY2024 Budget		Increase/ (Decrease)	% Increase/ (Decrease)
Unrestricted Gifts & Grants	\$	4,382,710	\$	3,410,000	\$	(972,710)	-22.19%
Special Events (net)	Y	765,511	Y	808,079	Y	42,568	5.56%
Fund-in-Need		640,650		630,000		(10,650)	-1.66%
Restricted Program		950,547		888,000		(62,547)	-6.58%
Total Fundraising Income	\$	6,739,418	\$	5,736,079	\$		-14.89%
Total Fallarianing meanic	7	0,733,410	Ψ	3,730,073	Y	(1,003,333)	14.05/0
Expenses							
Salaries	\$	783,132	\$	779,098	\$	(4,034)	-0.52%
Payroll Taxes		58,989		59,601		612	1.04%
Other Benefits		126,964		127,383		419	0.33%
Employee Expenses		8,260		8,050		(210)	-2.54%
Occupancy Expense		29,520		29,810		290	0.98%
Office Expenses		48,481		54,104		5,623	11.60%
Legal & Audit		36,000		36,000		0	0.00%
Printing		36,899		40,428		3,529	9.56%
Other Expense		12,127		15,695		3,568	29.42%
Administrative-Outside Services		-					
Total Expenses	\$	1,140,372	\$	1,150,170	\$	9,798	0.86%
Net Fundraising	\$	5,599,046	\$	4,585,909	\$	(1,013,137)	-18.09%
Public Relations	\$	166,940	\$	209,401	\$	42,461	25.43%
Net Fundraising Proceeds	\$	5,432,106	\$	4,376,509	\$	(1,055,597)	-19.43%
total revenue not included in above totals	\$	146,277	\$	11,700	\$	(134,577)	
endowment		16,000		11,700		(4,300)	
capital campaign		47,547		-		(47,547.00)	
legacy gifts		82,730		-		(82,730.00)	
Interest Income	\$	6,739	\$	6,000	\$	(739)	
Endowment expected rate of return	\$	1,135,240	\$	1,467,465	\$	332,225	
income		515,451		550,711		35,260	
realized gain (loss)		1,019,381		576,062		(443,319)	
unrealized gain (loss)		(399,592)		340,692		740,284	