

# Marklund

## Fiscal Year 2024

### Variance Summary - Consolidated

	<b>FY2023</b>	<b>FY2023 Y/E</b>	<b>FY2024</b>	<b>Increase</b>	<b>% Increase</b>
<b>Revenue</b>	<b>Budget</b>	<b>Projections</b>	<b>Budget</b>	<b>(Decrease)</b>	<b>(Decrease)</b>
Program Revenue	\$ 36,386,104	\$ 34,805,402	\$ 38,645,250	\$ 3,839,848	11.03%
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)	-61.80%
Fundraising	4,310,887	6,739,418	5,736,079	(1,003,339)	-14.89%
<b>Total Revenues</b>	<b>\$ 40,854,815</b>	<b>\$ 41,748,169</b>	<b>\$ 44,520,892</b>	<b>\$ 2,772,723</b>	<b>6.64%</b>
<b>Expenses</b>					
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	29.68%
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	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%
<b>Total Direct Expenses</b>	<b>\$ 42,866,312</b>	<b>\$ 42,284,500</b>	<b>\$ 46,758,621</b>	<b>\$ 4,474,121</b>	<b>10.58%</b>
<b>Net Income (Loss)</b>	<b>\$ (2,011,497)</b>	<b>\$ (536,331)</b>	<b>\$ (2,237,729)</b>	<b>\$ (1,701,398)</b>	
add back: depreciation, bad debt & gain (loss) on sale	2,775,111	2,623,351	3,131,393	508,042	
<b>Net Income (Loss)</b>	<b>\$ 763,614</b>	<b>\$ 2,087,020</b>	<b>\$ 893,664</b>	<b>\$ (1,193,356)</b>	
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)					
Transfer to Operations (Existing Donations)	200,000	151,684	200,000		
<b>Adjusted Net Income (Loss)</b>	<b>\$ 963,614</b>	<b>\$ 2,238,704</b>	<b>\$ 1,093,664</b>		
<i>Gifts not included in fundraising totals</i>	<i>\$ 11,700</i>	<i>\$ 146,277</i>	<i>\$ 11,700</i>		
<i>Endowment</i>	<i>11,700</i>	<i>16,000</i>	<i>11,700</i>		
<i>Capital Campaign</i>	<i>-</i>	<i>47,547</i>	<i>-</i>		
<i>Legacy Gifts</i>	<i>-</i>	<i>82,730</i>	<i>-</i>		

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## Fiscal Year 2024

### Variance Summary - Marklund

	FY2023 Budget	FY2023 Y/E Projections	FY2024 Budget	Increase (Decrease)	% Increase (Decrease)
<b>Revenue</b>					
Program Revenue	\$ 36,386,104	\$ 34,805,402	\$ 38,645,250	\$ 3,839,848	11.03%
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)	-61.80%
<b>Total Revenues</b>	<b>\$ 36,543,928</b>	<b>\$ 35,008,751</b>	<b>\$ 38,784,813</b>	<b>\$ 3,776,062</b>	<b>10.79%</b>
<b>Expenses</b>					
Salaries	\$ 25,420,331	\$ 21,949,698	\$ 24,055,803	\$ 2,106,105	9.60%
Employee Benefits	6,227,982	5,222,297	5,773,391	551,094	10.55%
Employee Expense	504,412	429,705	473,591	43,886	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%
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	1,044,523	1,085,111	1,215,455	130,344	12.01%
Equipment	668,296	607,958	628,882	20,924	3.44%
Vehicles	125,700	101,322	127,129	25,807	25.47%
Administrative (Not Including Salaries)	752,062	771,860	906,135	134,275	17.40%
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%
Depreciation	2,750,611	2,598,851	3,101,393	502,542	19.34%
<b>Total Direct Expenses</b>	<b>\$ 41,566,401</b>	<b>\$ 40,977,188</b>	<b>\$ 45,399,051</b>	<b>\$ 4,421,863</b>	<b>10.79%</b>
<b>Net Income (Loss)</b>	<b>\$ (5,022,473)</b>	<b>\$ (5,968,437)</b>	<b>\$ (6,614,238)</b>	<b>\$ (645,801)</b>	
add back: depreciation, bad debt & gain (loss) on sale	2,775,111	2,623,351	3,131,393	508,042	
<b>Net Income (Loss)</b>	<b>\$ (2,247,362)</b>	<b>\$ (3,345,086)</b>	<b>\$ (3,482,845)</b>	<b>\$ (137,759)</b>	
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)					
Transfer to Operations (Existing Donations)	200,000	151,684	200,000		
<b>Adjusted Net Income (Loss)</b>	<b>\$ (2,047,362)</b>	<b>\$ (3,193,402)</b>	<b>\$ (3,282,845)</b>		

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## Fiscal Year 2024

### Variance Summary - Charities

	FY2023 Y/E Projections	FY2024 Budget	Increase/ (Decrease)	% Increase/ (Decrease)
<b>Revenues</b>				
Unrestricted Gifts & Grants	\$ 4,382,710	\$ 3,410,000	\$ (972,710)	-22.19%
Special Events (net)	765,511	808,079	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%
<b>Total Fundraising Income</b>	<b>\$ 6,739,418</b>	<b>\$ 5,736,079</b>	<b>\$ (1,003,339)</b>	<b>-14.89%</b>
<b>Expenses</b>				
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	-	-	-	-
<b>Total Expenses</b>	<b>\$ 1,140,372</b>	<b>\$ 1,150,170</b>	<b>\$ 9,798</b>	<b>0.86%</b>
<b>Net Fundraising</b>	<b>\$ 5,599,046</b>	<b>\$ 4,585,909</b>	<b>\$ (1,013,137)</b>	<b>-18.09%</b>
Public Relations	\$ 166,940	\$ 209,401	\$ 42,461	25.43%
<b>Net Fundraising Proceeds</b>	<b>\$ 5,432,106</b>	<b>\$ 4,376,509</b>	<b>\$ (1,055,597)</b>	<b>-19.43%</b>
<i>total revenue not included in above totals</i>	<i>\$ 146,277</i>	<i>\$ 11,700</i>	<i>\$ (134,577)</i>	
<i>endowment</i>	<i>16,000</i>	<i>11,700</i>	<i>(4,300)</i>	
<i>capital campaign</i>	<i>47,547</i>	<i>-</i>	<i>(47,547.00)</i>	
<i>legacy gifts</i>	<i>82,730</i>	<i>-</i>	<i>(82,730.00)</i>	
<b>Interest Income</b>	<b>\$ 6,739</b>	<b>\$ 6,000</b>	<b>\$ (739)</b>	
<b>Endowment expected rate of return</b>	<b>\$ 1,135,240</b>	<b>\$ 1,467,465</b>	<b>\$ 332,225</b>	
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	