

Marklund

Fiscal Year 2025

Variance Summary - Consolidated

	FY2024	FY2024 Y/E	FY2025	Increase	% Increase
Revenue	Budget	Projections	Budget	(Decrease)	(Decrease)
Program Revenue	\$ 38,645,250	\$ 37,190,350	\$ 41,864,289	\$ 4,673,939	12.57%
Other Operating Revenue	99,206	133,068	128,315	(4,753)	-3.57%
Other Non-Operating Revenue	40,357	117,533	56,628	(60,905)	-51.82%
Fundraising	5,736,079	7,081,095	5,876,221	(1,204,874)	-17.02%
Total Revenues	\$ 44,520,892	\$ 44,522,046	\$ 47,925,453	\$ 3,403,407	7.64%
Expenses					
Salaries	\$ 24,834,902	\$ 24,695,887	\$ 28,017,245	\$ 3,321,358	13.45%
Employee Benefits	5,960,375	5,436,652	5,883,622	446,970	8.22%
Employee Expense	481,641	458,330	528,056	69,726	15.21%
Consulting	452,078	410,404	347,282	(63,122)	-15.38%
Consulting - Nurses & Aides	5,064,353	4,982,812	3,972,911	(1,009,901)	-20.27%
Medical	1,119,250	1,323,133	1,281,950	(41,183)	-3.11%
Dietary & Support	637,000	658,972	677,608	18,636	2.83%
Housekeeping	220,154	323,103	333,885	10,782	3.34%
Occupancy	1,245,265	1,368,986	1,447,946	78,960	5.77%
Equipment	663,136	735,469	781,381	45,912	6.24%
Vehicles	127,129	119,801	129,857	10,056	8.39%
Administrative (Not Including Salaries)	1,018,108	1,135,552	1,069,552	(66,000)	-5.81%
Provider Taxes	1,403,462	1,397,580	1,454,536	56,956	4.08%
Interest Expense	75,000	257,636	245,000	(12,636)	-4.90%
Client/Student	145,975	159,383	171,081	11,698	7.34%
Public Relations	209,401	190,138	229,664	39,526	20.79%
Depreciation	3,101,393	2,839,406	3,125,560	286,154	10.08%
Total Direct Expenses	\$ 46,758,621	\$ 46,493,244	\$ 49,697,136	\$ 3,203,893	6.89%
Net Income (Loss)	\$ (2,237,729)	\$ (1,971,198)	\$ (1,771,683)	\$ 199,515	
add back: depreciation, bad debt & gain (loss) on sale	3,131,393	2,869,406	3,155,560	286,154	
Net Income (Loss)	\$ 893,664	\$ 898,208	\$ 1,383,877	\$ 485,669	
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)					
<i>Gifts not included in fundraising totals</i>	\$ 11,700	\$ 663,259	\$ 11,400		
<i>Endowment</i>	11,700	11,400	11,400		
<i>Capital Campaign</i>		651,859	-		
<i>Legacy Gifts</i>		-	-		

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Variance Summary - Marklund

	FY2024 Budget	FY2024 Y/E Projections	FY2025 Budget	Increase (Decrease)	% Increase (Decrease)
Revenue					
Program Revenue	\$ 38,645,250	\$ 37,190,350	\$ 41,864,289	\$ 4,673,939	12.57%
Other Operating Revenue	99,206	133,068	128,315	(4,753)	-3.57%
Other Non-Operating Revenue	40,357	117,533	56,628	(60,905)	-51.82%
Total Revenues	\$ 38,784,813	\$ 37,440,951	\$ 42,049,232	\$ 4,608,281	12.31%
Expenses					
Salaries	\$ 24,055,803	\$ 23,881,383	\$ 27,174,734	\$ 3,293,351	13.79%
Employee Benefits	5,773,391	5,252,381	5,706,695	454,314	8.65%
Employee Expense	473,591	451,940	520,771	68,831	15.23%
Consulting	452,078	410,404	347,282	(63,122)	-15.38%
Consulting - Nurses & Aides	5,064,353	4,982,812	3,972,911	(1,009,901)	-20.27%
Medical	1,119,250	1,323,133	1,281,950	(41,183)	-3.11%
Dietary & Support	637,000	658,972	677,608	18,636	2.83%
Housekeeping	220,154	323,103	333,885	10,782	3.34%
Occupancy	1,215,455	1,340,487	1,408,078	67,591	5.04%
Equipment	628,882	703,698	743,353	39,655	5.64%
Vehicles	127,129	119,801	129,857	10,056	8.39%
Administrative (Not Including Salaries)	906,135	1,025,709	956,152	(69,557)	-6.78%
Provider Taxes	1,403,462	1,397,580	1,454,536	56,956	4.08%
Interest Expense	75,000	257,636	245,000	(12,636)	-4.90%
Client/Student	145,975	159,383	171,081	11,698	7.34%
Depreciation	3,101,393	2,839,406	3,125,560	286,154	10.08%
Total Direct Expenses	\$ 45,399,051	\$ 45,127,828	\$ 48,249,453	\$ 3,121,625	6.92%
Net Income (Loss)	\$ (6,614,238)	\$ (7,686,877)	\$ (6,200,221)	\$ 1,486,656	
add back: depreciation, bad debt & gain (loss) on sale	3,131,393	2,869,406	3,155,560	286,154	
Net Income (Loss)	\$ (3,482,845)	\$ (4,817,471)	\$ (3,044,661)	\$ 1,772,810	
(Excluding Depreciation, Bad Debt Allowance & Gain (Loss) on Sale)					
Transfer to Operations (Existing Donations)	200,000	2,199,878	100,000		
Adjusted Net Income (Loss)	\$ (3,282,845)	\$ (2,617,593)	\$ (2,944,661)		

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Variance Summary - Charities

	FY2024	FY2024 Y/E	FY2025	Increase/	% Increase
Revenues	Budget	Projections	Budget	(Decrease)	(Decrease)
Unrestricted Gifts & Grants	\$ 3,410,000	\$ 5,009,062	\$ 3,488,400	\$ (1,520,662)	-30.4%
Special Events (net)	808,079	759,358	859,821	100,463	13.2%
Fund-in-Need	630,000	521,904	630,000	108,096	20.7%
Restricted Program	<u>888,000</u>	<u>790,771</u>	<u>898,000</u>	<u>107,229</u>	<u>13.6%</u>
Total Fundraising Income	\$ 5,736,079	\$ 7,081,095	\$ 5,876,221	\$ (1,204,874)	-17.0%
Expenses					
Salaries	\$ 779,098	\$ 814,504	\$ 842,511	\$ 28,007	3.4%
Payroll Taxes	59,601	62,289	64,452	2,163	3.5%
Other Benefits	127,383	121,982	112,475	(9,507)	-7.8%
Employee Expenses	8,050	6,390	7,285	895	14.0%
Occupancy Expense	29,810	28,499	39,868	11,369	39.9%
Office Expenses	54,104	47,914	52,116	4,202	8.8%
Legal & Audit	36,000	36,000	41,004	5,004	13.9%
Printing	40,428	43,514	41,028	(2,486)	-5.7%
Other Expense	15,695	14,186	17,280	3,094	21.8%
Administrative-Outside Services	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
Total Expenses	\$ 1,150,169	\$ 1,175,278	\$ 1,218,019	\$ 42,741	3.6%
Net Fundraising	\$ 4,585,910	\$ 5,905,817	\$ 4,658,202	\$ (1,247,615)	-21.1%
Public Relations	\$ 209,405	\$ 190,138	\$ 229,664	\$ 39,526	20.8%
Net Fundraising Proceeds	\$ 4,376,505	\$ 5,715,679	\$ 4,428,538	\$ (1,287,141)	-22.5%
<i>total revenue not included in above totals</i>	<i>\$ 11,700</i>	<i>\$ 663,259</i>	<i>\$ 11,400</i>	<i>\$ (651,859)</i>	
<i>endowment</i>	<i>11,700</i>	<i>11,400</i>	<i>11,400</i>	<i>0</i>	
<i>capital campaign</i>	<i>0</i>	<i>651,859</i>	<i>0</i>	<i>(651,859)</i>	
<i>legacy gifts</i>	<i>0</i>	<i>0</i>	<i>0</i>	<i>0</i>	
Interest Income	\$ 6,000	\$ 7,772	\$ 7,008	\$ (764)	
Endowment expected rate of return	\$ 1,467,465	\$ 2,868,333	\$ 1,643,673	\$ (1,224,660)	
<i>income</i>	<i>550,711</i>	<i>591,446</i>	<i>574,035</i>	<i>(17,411)</i>	
<i>realized gain/(loss)</i>	<i>576,062</i>	<i>335,405</i>	<i>517,135</i>	<i>181,730</i>	
<i>unrealized gain/(loss)</i>	<i>340,692</i>	<i>1,941,482</i>	<i>552,503</i>	<i>(1,388,979)</i>	