

2022 RMHC Preliminary Budget

	Jan - Dec 19	Jan - Dec 20	2021 Budget Jan - Dec 21	2021 est. YE Jan - Dec 21	Budget Jan - Dec 22	%	2021 to 2022 Notes
Ordinary Income/Expense							
Income							
2000 · McDonald's							
2001 · RMHC Donation boxes	116,066.44	99,227.34	102,500	93,164	97,000		
2003 · 365 Fundraiser	17,662.04	17,013.81	20,000	43,091	43,000		
2004 · USA Today/Other Paper Sales	526.00	280.00	1,000	-			
2005 · Wisconsin State Journal	38,340.76	6,037.75	12,000	-			
2006 · RMHC Round Up	34,509.49	75,064.34	50,000	105,137	110,000		
2007 · Monthly Fixed Donations	0.00	90.75		300	300		
Total 2000 · McDonald's	207,104.73	197,713.99	185,500	241,691.50	250,300.00	35%	2022 work includes focusing on new and deepening relationships with McD Owner/Operators.
2100 · RMHC-Global							
2103 · Coca Cola	1,798.85	1,029.85	1,500	1,080	1,500		
Total 2100 · RMHC-Global	1,798.85	1,029.85	1,500	1,080	1,500	0%	Anticipate full House capacity by June 2022.
2300 · Corporations							
2309 · Amazon Smiles	756.56	922.68	1,000	1,481	1,400		
2300 · Corporations - Other	75,850.06	95,238.37	125,000	72,727	100,000		
2310 · Healthcare Partners	0.00	20,050.00		25,000	75,000		
Total 2300 · Corporations	334,531.62	96,161.05	126,000	99,208	176,400	40%	Focus on increasing partnership level investments from healthcare partners.
2320 · Foundations	50,950.00	86,633.80	75,000	117,000	100,000	33%	Individual and Corporations are trending toward the use of foundations even more.
2330 · Organizations	23,441.51	4,537.00	25,000	2,550	2,600	-90%	The use of 'organizations' as a fund is decreasing as more funds are now labeled as corporations and foundations.
2340 · 2340 Grants	0.00	61,096.00	25,000	15,000	74,200	197%	Grant writing will be a focus for next year. This includes anticipated grant from Courtesy Corp.
2400 · Individual							
2200 · Memorials/Tributes	41,877.24	16,221.30	45,000	10,994	25,000		
2401 · Newsletter	14,555.00	19,332.00	15,000	10,860	15,000		
2402 · Individual Donations	156,664.45	92,705.47	155,000	140,000	155,000		
2403 · EFT Giving Club	4,755.00	10,955.20	5,500	11,355	12,000		
2406 · Online Donations	53,059.96	27,413.43	54,500	27,848	30,000		
Add: Board of Director Annual Giving Donations			0	-	3,000		
2408 · Facebook Revenue	13,063.00	16,155.61	15,000	12,758	15,000		
2410 · True Sense	-7,260.30	36,199.35	0	50,000	50,000		
2430 · 2430 Raise Love	0.00	1,525.00	5,000	-	3,000		
2445 · 2445 Mother's Day Appeal	597.50	4,868.00	20,000	600	3,000		
2460 · Heart Wall	0.00	25,215.00		500	5,000		
2502 · End of year donations	83,717.08	237,775.26	85,000	150,000	200,000		
Total 2400 · Individual	634,663.93	513,254.62	400,000	414,915	516,000	29%	With Development Coordinator taking over Events, more time and effort is spent on major giving.
2500 · Fundraisers							
2501 · Golf Outing-Rock Valley Classic	45,630.00	67,915.00	45,000	85,000	85,000		
2503 · Third Party Fundraisers	76,789.91	12,784.64	70,000	6,689	50,000		
2506 · Slide-a-Thon	17,325.00	0.00	10,000	8,200	8,400		
2520 · 2520 Cars Curing Kids	33,240.00	525.00	33,000	10,000	5,000		
2530 · RMHC Golf Outing	94,507.00	75,185.00	98,000	212,935	200,000		
Total 2500 · Fundraisers	267,491.91	156,409.64	256,000	322,824	348,400	36%	Maintain golf event success. Development Coordinator to focus on 3rd Party Event/Fundraisers.
2600 · Indirect							
2601 · United Way	31,893.76	18,746.46		19,000	20,000		
2602 · Pass through Organizations	12,950.04	17,146.84	20,000	15,000	15,000		
2603 · Community Health Charities	601.16	21.47	15,000	-			
Total 2600 · Indirect	45,444.96	35,914.77	35,000	34,000	35,000	0%	
2700 · Restricted Contributions							
2704 · Coca-Cola Vending Program	5,000.00	0.00	5,000	5,000	5,000		
Total 2700 · Restricted Contributions	7,300.00 *	2,715.00 *	5,000	5,000	5,000	0%	
2900 · Program Fees							
2901 · Lunch Program	24,350.00	4,694.00	12,500	6,000	31,000		
Total 2900 · Program Fees	24,350.00	4,694.00	12,500	6,000	31,000	148%	Revenue from AFCH at \$2/lunch for Augie's Lunches with Love. It re-launched in October 2022.
3000 · Room Donations							
3001 · Family	26,690.95	17,857.15	20,000	17,000	20,000		
3002 · Third Party	550.00	90.00	500	428	500		
Total 3000 · Room Donations	27,240.95	17,947.15	20,500	17,428	20,500	0%	
3100 · Merchandise							
3105 · Merchandise Sales	4,065.50	1,660.91	2,000	1,401	1,500		
Total 3100 · Merchandise	4,065.50	1,660.91	2,000	1,401	1,500	-25%	Anticipate full House capacity by June 2022 to build back prior sales.
3200 · Pull Tabs	2,537.50	2,386.43	2,500	3,939	4,000	60%	Not anticipating volume increases, but we are seeing aluminum prices increasing.
3299 · Investment Income							

3303 · Investment Interest/Div	77,794.61	93,120.25	70,000	72,637	70,000	
3306 · Investment Fees	-12,109.37	-12,073.15	-12,000	(16,200)	(16,200)	
Total 3299 · Investment Income	72,336.69	62,033.99	58,000	56,437	53,800	-7%
3501 · SBA Grant Proceeds	0.00	150,400.00	150,400	-	-	-100% Loss of \$150,000 federal funds creates a -\$150,000 budget gap to start.
Total Income	1,703,258	1,394,588	1,379,900	1,338,474	1,620,200	17% Still less than 2019 with BOH removed
Gross Profit	1,703,258.15	1,394,588.20				
Expense						
4000 · Wages/Salaries						
4001 · Staff-Salaried	450,357.47	545,375.78	545,000	454,000	638,714	
4002 · Managers-Night & Weekend	90,821.59	108,369.88	62,000	60,000	67,422	
4003 · Housekeeping	14,248.75	20,573.00	38,000	30,000	55,324	
4004 · Maintenance	2,813.40	2,526.85	4,000	2,000	4,000	
Total 4000 · Wages/Salaries	558,241.21	676,845.51	649,000	546,000	765,460	18% 2.3% COLA and new positions. (See schedule)
4100 · Benefits						
4101 · Health/Dental/Other Insurance	75,693.90	78,807.73	94,000	65,000	80,728	
4103 · FICA/MEDI	42,026.09	49,846.73	50,000	50,000	61,568	
4104 · 403B plan	28,122.03	26,859.29	35,000	30,000	54,600	
4105 · Unemployment Insurance	8,668.57	8,951.58	13,000	10,000	12,800	
Total 4100 · Benefits	154,510.59	164,465.33	192,000	155,000	209,696	9% Vendor quotes reflect increases in the market.
4200 · Professional Fees						
4201 · Payroll Processing Service	9,000.00	9,375.00	10,000	9,653	9,000	
4202 · Accounting/Audit	18,250.00	14,025.00	13,000	14,884	15,000	
4209 · Contract / Consultant	3,008.08	3,768.46	1,200	15,000	20,000	
Total 4200 · Professional Fees	30,538.08	27,168.46	24,200	39,537	44,000	82% This includes Courtesy Corp Grant expenses, no budget increase otherwise.
4300 · Insurance						
4301 · Property & Liability Package	21,148.22	28,065.25	27,020	29,675	37,254	
4303 · Auto	0.00	0.00	1,733	575	1,000	
4304 · Worker's Compensation	2,701.48	2,947.20	6,131	6,132	6,451	
4305 · Umbrella	9,617.47	7,387.20	4,037	-	-	
4307 · Cyber liability	1,145.87	1,250.00	1,250	4,212	2,200	
Total 4300 · Insurance	34,613.04	39,649.65	40,171	40,594	46,905	17% Vendor quotes reflect increases in the market.
4400 · Meeting Expense						
4401 · Board of Directors/Trustees	659.99	108.53	250	14	3,000	
4402 · Staff Meetings	477.19	192.92	250	-	500	
4403 · Travel	524.20	29.24	250	149	150	
4404 · Miscellaneous	46.69	424.59	100	93	300	
Total 4400 · Meeting Expense	1,708.07	755.28	850	256	3,950	365% 2022 Board Retreat budget (could otherwise fund from Fund Balance).
4500 · Staff Development						
4501 · RMHC Conferences	474.10	25.00	2,500	-	2,500	
4502 · Continuing Education/Training	915.00	5,920.11	1,500	740	1,500	
4504 · Subscriptions/Memberships	2,583.37	1,323.82	2,500	1,499	1,500	
4505 · Staff Development-Other	2,863.08	169.68	750	234	2,000	Anticipation of in person professional development beginning in 2022.
Total 4500 · Staff Development	6,835.55	7,438.61	7,250	2,473	7,500	3%
4600 · Office						
4601 · Computer Maintenance & Support	9,183.48	9,531.47	8,000	7,000	15,408	Laptop replacement cycle and vendor price increases.
4602 · Office Equipment & Repair	8,327.31	3,182.35	2,500	4,152	6,000	
4603 · Office Supplies	3,641.15	4,133.21	2,000	3,516	3,500	
4604 · Postage	1,072.44	590.65	750	177	700	
4605 · Telephone	8,559.25	9,691.55	8,500	10,271	4,500	
4606 · Software Subscriptions	11,874.14	15,058.07	11,000	11,555	13,000	
4607 · Printing	1,078.89	1,686.19	750	471	1,000	
4610 · Software	64.00	0.00	250	240	200	
Total 4600 · Office	44,000.66	43,873.49	33,750	37,382	44,308	31% Vendor quotes reflect increases in the market.
4700 · Miscellaneous						
4701 · Bank Charges	781.62	827.87	0	-	150	
4704 · Storage Rental	1,041.00	957.00	500	1,044	-	-100% Removed expense, close storage in 2022.
4705 · Contingency Expenses	622.15	0.00	29,198		10,000	-66% Decreased, smaller is more appropriate.
4707 · Online & cc donation fees	6,791.72	8,311.48	7,500	11,520	11,000	
Total 4700 · Miscellaneous	27,780.59	17,589.88	37,198	12,564	21,150	-43%
5100 · Grounds-Maintenance & Repair	4,243.50	3,872.42	8,000	5,100	5,100	-36% Donated services have increased allowing budget to decrease.
5200 · House-Maintenance & Repair						
5201 · Elevator	6,793.63	4,000.79	3,500	4,388	4,500	
5202 · Fire Safety	3,525.52	4,157.91	4,500	8,670	5,200	
5203 · Pest Control	830.75	713.00	1,000	1,371	1,200	
5204 · Equip, Appliances & Furnishings	101,298.39	21,243.57	2,000	8,229	5,000	

5205 · Building Maintenance & Repair	5,776.58	17,118.48	8,000	27,098	25,000	
5207 · Contract Cleaning	27,264.38	13,146.52	25,000	15,975	25,000	
5208 · Maintenance Supplies	998.13	183.14	450	297	400	
5214 · Donation Box Expense	2,898.98	226.34	4,000	-	-	
Total 5200 · House-Maintenance & Repair	206,061.17	46,655.27	48,450	66,028	66,300	37% The Board could discuss using the assigned Fund Balance to fund the increase in Building & Maintenance Repair.
5300 · Utilities	455.96	0.00				
5301 · Cable TV & Internet			12,000	8,000	11,000	
5302 · Electric	6,607.27	11,277.50	35,000	28,000	35,000	
5303 · Natural Gas	33,526.61	29,952.94	10,000	7,316	12,000	
5304 · Water & Sewer	18,383.38	7,045.91	12,000	7,004	14,000	
Total 5300 · Utilities	11,118.18	10,325.99	69,000	50,320	72,000	4% Anticipate full House capacity by June 2022.
5400 · Family Room at St. Mary's	69,910.64	58,655.64				
5401 · FR Community Food	3,588.10	2,421.93	3,500	3,215	3,500	
5402 · FR Fish Tank Maintenance	6,000.00	6,000.00	6,000	6,000	7,000	
5403 · FR Printing Costs	812.28	147.08	300	1,080	1,100	
5404 · FR Equipment Maint/Repair	0.00	19.73	500	-	500	
5405 · Family Room Supplies	1,187.88	931.34	1,500	1,419	2,400	
5406 · Family Room Travel	30.36	28.42	50	-	50	
5407 · Family Room Copier Rental	1,066.99	1,120.23	1,100	1,068	1,500	
Total 5400 · Family Room at St. Mary's	12,685.61	10,668.73	12,950	12,782	16,050	24% Need to fund bedding and printer replacement.
6000 · House Supplies	2,050.01	2,033.31	3,000	1,590	3,000	0% Donations are anticipated to bring in savings needed to offset full house increase in costs.
6100 · Guest Services						
6101 · Community Food	197.64	4,086.37	10,000	9,549	11,000	10% Donations have increased to offset increases in costs.
6102 · Auggies Lunches	0.00	1,038.86			46,500	
6103 · Program Supplies	14,504.53	12,114.09	5,000	3,156	5,000	
6104 · Resource Library/Play Room	0.00	0.00	500	-	-	-100% Donations have increased to offset increases in costs
6105 · Memorials & Flowers	0.00	82.43	250	-	200	
6106 · Transportation-Van & Cab	3,482.75	4,720.17	3,500	6,380	4,500	
6109 · Hotel Expenses	16,651.66	54,065.02	50,000	54,689	35,000	-30% Anticipate full House capacity by June 2022 to bring costs down.
6112 · Design and Printing	2,342.71	373.79	1,500	897	1,500	
6117 · Coca-Cola Vending Program	10,718.67	4,608.73	5,000	786	5,000	
6120 · Meal Expenses	0.00	14,011.74	25,000	12,516	20,000	-20% Donations have increased to offset increases in costs.
Total 6100 · Guest Services	47,923.44	95,239.86	100,750	87,973	128,700	28% Augie's expenses will increase with higher quality food. Revenue from AFCH and anticipated grant above.
6200 · Volunteers						
6201 · Recruitment/Training	6,608.56	5,340.87	500	-	500	
6203 · Volunteer Recognition	603.82	280.00	5,000	2,000	2,000	
6204 · Program Supplies	15.74	34.38	75	75	75	
Total 6200 · Volunteers	7,228.12	5,655.25	5,575	2,075	2,575	-54% Reduce expensive volunteer event costs.
6300 · Care Mobile Program						
6301 · Travel & Miscellaneous	80.04	0.00	75	-	75	
6305 · Care Mobile Program Expenses	75,301.00	46,618.00	75,000	81,880	85,000	
Total 6300 · Care Mobile Program	75,381.04	46,618.00	75,075	81,880	85,075	13% Increased repair costs, vehicle getting very old. Replacement in 2023 at \$500,000 will need to be preplanned.
7000 · Development-Merchandising						
7001 · Shirts & Misc.	4,369.47	4,866.51	5,000	2,066	5,000	
Total 7000 · Development-Merchandising	4,369.47	4,866.51	5,000	2,066	5,000	0% Revenue and expense will trend together.
7100 · Public Relations/Marketing						
7101 · Newsletter	2,661.00	6,670.83	15,000	4,580	5,000	-67% Newsletter expenses have been streamlined.
7103 · Annual Report	0.00	0.00	250	-	250	
7105 · Website	109.62	268.49	1,500	-	2,000	
7106 · Merchandisers/Displays	612.90	0.00	1,000	270	2,000	
7107 · PSA/Video Development	0.00	2,286.17	3,000	72	3,000	
7108 · Promotion Supplies	0.00	186.47	250	-	2,000	
7110 · Postage	379.95	66.80	150	-		
7111 · Travel	172.64	0.00	750	-	750	
7112 · Miscellaneous	787.11	93.10	500	330	650	
7114 · McDonald's PR Events	165.14	0.00	750	774	1,000	
7115 · PR/Marketing Events	413.27	902.19	500	-	10,000	
7120 · Advertising	95.16	21.74	1,000	-	5,000	
Total 7100 · Public Relations/Marketing	16,522.02	10,495.79	24,650	6,026	31,650	28% Investment in marketing/advertising to be eligible for matching opportunities to increase brand understanding.
7150 · Pull Tab Program	378.81	250.38	750	-	750	0%
7200 · Fund Development						
7202 · Printing	651.51	0.00	1,000	131	-	
7203 · Planned Giving			1,000	-	-	
Add: Supply Line			0	-	200	
7207 · Postage	6.02	0.00	1,000	83	200	
7208 · Travel			1,000	126	500	

7209 · DONOR Recognition	660.90	0.00	1,000	108	500	
7210 · Miscellaneous	3.99	58.29	500	311	500	
7219 · Donor Development/Stewardship	0.00	8,288.97	1,500	95	7,000	367% Increase investment
7222 · Donation Boxes	0.00	4,839.49		2,500	2,500	
7302 · End of Year Campaign (LTH)	2,530.08	4,322.94	7,500	7,000	7,500	
7305 · Spring Donor Mail Appeal	2,015.00	5,127.91	4,300	-	4,300	
Total 7200 · Fund Development	5,867.50	23,399.60	18,800	10,354	23,200	23% Added required McD donation box costs to this fund (removed from House).
7300 · Fundraising Events						
7304 · Slide-A-Thon	353.21	0.00	500	-	300	
7306 · Golf Outing-Rock Valley Classic	10,827.80	18,291.79	10,000	22,000	12,000	
7308 · Other Third Party Events	41.72	0.00	500	-	500	
7318 · 7318 RMHC Golf Outing	20,562.03	12,159.70	23,000	41,000	25,000	
7320 · 7320 Cars Curing Kids	6,502.35	50.00	5,000	-		
Total 7300 · Fundraising Events	38,287.11	30,501.49	39,000	63,000	37,800	-3% Decrease Rock Valley expenses.
Total Expense	1,290,344	1,268,369	1,395,419	1,223,000	1,620,169	16% Expenses largely driven by new positions, COLA salary, and full house cost estimates.
Net Ordinary Income	412,914 *	126,219 *	-15,519	115,474	31	We will not likely need to use Designated House Fund Balance for expensive A/C repairs this year, this is likely available next year should revenue not meet expectations.
Net Income			-15,519	115,474	31	