

St. Marks Proposed Budget FY22
Operating Forecast - Statement of Ops

OPERATING REVENUE	<u>FY 22 (427)</u>	<u>FY 21 (Unofficial)</u>	<u>\$ Diff</u>	<u>% Diff</u>
410000 · Gross Tuition (FY22 375)	6,844,240	6,076,558	767,682	13%
43000 · Scholarships Granted			-	
431100 · Scholarships - School Aid	(728,403)	(774,160)	(45,757)	-6%
431200 · Scholarships - Foundation	129,000	34,800	94,200	271%
Total 43000 · Scholarships Granted	(599,403)	(739,360)	139,957	-19%
430100 · Early Payment Adjustments	(76,214)	(60,350)	15,864	26%
			-	
432000 · Tuition Disc			-	
432300 · Sibling Discounts	(500)	(981)	(481)	-49%
43022 · Misc. Tuition Discounts	(60,020)	(51,998)	8,022	15%
Total 43020 · Tuition Disc	(60,520)	(52,979)	7,541	
			-	
433000 · Episcopal Discounts			-	
433100 · Parishioner Discounts	(29,729)	(34,250)	(4,521)	-13%
433200 · Episcopal Member Discount	-	-	-	
Total 43030 · Episcopal Discounts	(29,729)	(34,250)	(4,521)	-13%
			-	
430500 · Tuition Refunds/Bad Dept	(5,000)	(10,512)	(5,512)	-52%
43041 · Staff Discounts & Adjustments	(186,460)	(135,640)	50,820	37%
NET TUITION	5,925,227	5,071,785	853,442	17%
% to Gross Tuition	13.43%	16.54%		-3.11%

OTHER REVENUE:

42000 · Ancillary Revenue

421200 · NSF/ Late Fees	5,510	5,248	262	5%
421400 · Tchrs Books/Materials/Tech Fees	34,569	32,923	1,646	5%
421500 · Student Supplies	30,870	29,400	1,470	5%
422000 · Application & Testing Fees	18,824	17,928	896	5%
423000 · Matriculation Fees	98,285	93,605	4,680	5%

423500 · Security Fee	75,708	72,102	3,605	5%
424000 · LRR - Tutoring	40,000	18,822	21,178	113%
425000 · Refunds and Prior Year Adjustments	214	204	10	5%
450100 · ASP - Childcare	65,000	59,492	5,508	9%
450200 · ASP - Music Instruction	23,257	22,149	1,107	5%
450300 · ASP - Enrichment Classes	75,000	57,206	17,794	31%
450400 · ASP - Private Tutoring	4,379	4,170	209	5%
455000 · Summer Camp Fees & Charges	145,000	116,217	28,783	25%
455450 · Camp Lunch	-	-	-	
455600 · Summer Academy	2,216	2,110	106	5%
460000 · Curriculum/Prof. Dev. Grant	-	-	-	
461000 · Year Book	16,458	15,674	784	5%
462000 · Lower School Trips/Activities	18,900	18,000	900	5%
462100 · Middle School Trips/Activities	124,452	118,526	5,926	5%
463000 · Music Programs - Middle School Equip Rental	2,153	2,050	103	5%
463100 · Annual Music Production Revenue	28,894	27,518	1,376	5%
463200 · Art Dept Revenue	614	585	29	5%
464000 · Sports Fees	15,000	7,940	7,060	89%
549000 · Miscellaneous Income	22,050	21,000	1,050	5%
549600 · Other Building Use	1,000	953	48	5%
Total 42000 · Ancillary Revenue	848,351	743,821	104,530	14%
			-	
43201 · Hardship	(2,500)	(2,319)	(181)	8%
			-	
44000 · Donations			-	
440100 · Annual Auction	150,000	29,650	120,350	406%
440200 · Golf Tournament	25,000	25,000	-	0%
440300 · Annual Giving	200,000	153,576	46,424	30%
440600 · Donations - Other	-	-	-	
441500 · Misc. Fundraisers	4,000	3,014	986	33%
441600 · Contributions - Organizations	10,000	11,615	(1,615)	-14%
Total 44000 · Donations	389,000	222,855	166,145	75%
			-	
441700 · Designated Donations			-	

441700 · Designated Donations - Other - PA Wish List	50,000	50,000	-	0%
Total 441700 · Designated Donations	50,000	50,000	-	0%
			-	
480000 · Food Services			-	
480100 · Cafe Lunch	253,000	173,192	79,808	46%
48020 · Cafe Snacks	23,000	20	22,980	
480199 · Food Services - Other	5,000	4,562	438	10%
Total 480000 · Food Services	281,000	177,774	103,226	58%
			-	
530700 - CARES ACT COVID-19 Tax Refund	-	19,022	(19,022)	-100%
530800 - COVID-19 Testing	3,000	3,346	(346)	-10%
531000 · Interest Income	500	443	58	13%
TOTAL OTHER REVENUE	1,569,351	1,214,942	354,409	29%
			-	
TOTAL OPERATING REVENUE	7,494,578	6,286,727	1,207,851	19%

EXPENSES

700000 · School Staff Payroll and Benefits

711015 · Salaries - PreK #15 (PreK 3&4)	429,559	248,123	181,436	73%
711010 · Salaries -Early Childhood #10 (PreK 1&2)	264,691	206,401	58,290	28%
711016 · Salaries - Music #16	10,981	10,559	422	4%
711020 · Salaries - Lower School #20 (Gr1-4)	476,764	478,069	(1,305)	0%
711030 · Salaries - Middle School #30 (Gr5-8)	661,692	490,555	171,137	35%
711040 · Salaries - Learning Resources #40	106,776	54,592	52,184	96%
711050 · Salaries - Enrichment #50	238,416	267,080	(28,664)	-11%
711055 · Salaries - Substitutes #55	35,000	59,029	(24,029)	-41%
711060 · Salaries - Admin Support #60	291,484	276,366	15,118	5%
711070 · Salaries - Administration Dept. #70	768,002	674,325	93,677	14%
721000 · Health Insurance #10-#70	288,843	250,871	37,972	15%
722000 · Workers Comp. Insurance #10-#70	22,149	21,297	852	4%
723000 · Employer Paid Short Term Disbl., Life Ins.	17,273	16,609	664	4%
724000 · Pension-Clergy	4,000	1,560	2,440	156%
725000 · TIAA-CREF TDA Plan 2% match #10-#70	38,637	37,151	1,486	4%

727000 · Employer FICA Tax Exp. @ 7.65% #10-#70	251,177	201,844	49,334	24%
784200 · Professional Development/Training	20,000	20,232	(232)	-1%
784300 · Employee Recruitment Expenses	9,000	5,414	3,586	66%
Total 59000 · Payroll (most salaries & all benefits)	3,934,445	3,320,078	614,367	19%

*Note: 6 new Employees + 2.5% Increase in payroll

759000 · Food Services Expenses

			-	
711065 · Cafeteria Salaries #65 (Outsource)	195,000.00	98,516.00	96,484	98%
721065 · Health Insurance #65	-	6,135.00	(6,135)	-100%
722065 · Workers Comp. Insurance #65	-	4,886.55	(4,887)	-100%
723065 · Employer Paid Short Term Disbl., Life Ins.	-	568.00	(568)	-100%
725065 · TIAA-CREF TDA Plan 2% match	-	276.00	(276)	-100%
727065 · Employer FICA Tax Exp. @ 7.65%	-	7,509.00	(7,509)	-100%
759200 · Cafeteria - Food & Drinks Cost	127,000.00	99,763.00	27,237	27%
759300 · Cafeteria - Materials & Supplies	16,000.00	14,284.64	1,715	12%
759400 · Food & Drinks - Events	6,000.00	5,724.00	276	5%
Total 72900 · Food Services Expenses	344,000.00	237,662.19	106,338	45%

73000 · Ancillary Expense

			-	
711054 · Salaries ASP Programs #54	86,509	84,399	2,110	2%
711095 · Salaries/Wages - Summer Camp #95	105,560	78,595	26,965	34%
729100 - Taxes and Benefit Costs	15,348	14,974	374	2%
734200 - Library Books & Supplies	-	-	-	
737100 · Yearbook Expenses	8,451	8,245	206	2%
737200 · Sports Athletic Fees	30,000	27,763	2,237	8%
737300 · EOY Misc. Awards & Expenses	11,000	10,660	340	3%
737300 · Music - General Expenses	11,000	11,031	(31)	0%
737500 · Music - Annual Musical	32,000	31,610	390	1%
738020 · Trips and Activities - Lower SC	10,000	9,646	354	4%
738030 · Trips and Activities - Middle S	75,000	77,193	(2,193)	-3%
739000 · Misc. Expense - Education	1,374	1,340	34	2%
741100 · ASP - Art Materials & Supplies	1,075	1,049	26	2%
741200 · ASP - Music Lessons/Materials &	15,000	14,448	552	4%
741300 · ASP - Enrichment Programs Expense	26,000	25,892	108	0%
741400 · ASP - Tutoring	9,000	8,663	337	4%

741500 · ASP - Food & Snacks	2,000	1,893	107	6%
742100 · Camp - Materials & Supplies	500	213	287	134%
742200 · Camp - Advertising & Printing	-	-	-	
742300 · Camp - Trips & Activities	8,500	7,129	1,371	19%
742400 · Camp - Food & Snacks Expenses	-	-	-	
743100 · Summer Academy Expenses	-	-	-	
600000 · Cost of Goods Sold	-	-	-	
Total 73000 · Ancillary Expense	448,317	414,742	33,575	8%
733000 · Direct Education				
734115 · Books - PK3-4	12,000	13,168	(1,168)	-9%
734120 · Books - Grades K,1-4	15,000	28,135	(13,135)	-47%
734130 · Books - Grades 5-8	15,000	12,660	2,340	18%
734140 · Student Supplies	-	-	-	
735210 · School Supplies - EC	1,600	1,726	(126)	-7%
735215 · School Supplies - PK3/4	3,500	4,890	(1,390)	-28%
735220 · School Supplies - Grades K1-4	5,000	5,691	(691)	-12%
735230 · School Supplies - Grades 5-8	6,000	2,564	3,436	134%
735300 · School Supplies - All Grades (A+)	26,000	25,063	937	4%
735400 · Guidance Materials & Supplies	8,000	7,798	202	3%
735500 · First Aid Supplies	10,000	17,022	(7,022)	-41%
735600 · School Supplies - PE & Athletics	6,000	3,740	2,260	60%
735700 · School Supplies - Art	5,000	4,304	696	16%
735900 · School Supplies - Learning Services	1,500	314	1,186	378%
Total 73390 · Direct Ed	114,600	127,074	(12,474)	-10%
760000 · Fund Raising Expenses				
760100 · General Fund Raising	45,000	44,272	728	2%
760200 · Annual Fund	15,000	10,659	4,341	41%
760300 · Annual Dinner Expenses	80,000	2,278	77,722	3412%
75120 · Golf Tournament Expenses	8,000	8,000	-	0%
75130 · Misc Fund Raising Expense	-	-	-	
Total 75000 · Fund Raising Expenses	148,000	65,209	82,791	127%

75190 · General and Administrative

770000 · Transportation Expenses - Gas,	5,000	4,352	648	15%
781100 · Accreditation Costs	12,000	12,987	(987)	-8%
782100 · Audit & Accounting Fees	33,000	18,900	14,100	75%
782300 · CC Processing & Bank Fees	5,150	5,025	126	2%
782400 · FACTS Enrollment Fee	4,598	4,485	112	2%
782500 · Payroll Processing costs	33,568	32,749	819	2%
782600 · Professional Services	25,000	33,200	(8,200)	-25%
783000 · Insurance - Building & Gen. Lia/Student/Vehicle	160,259	160,259	-	0%
785100 · Materials and Supplies - Gen Admin	12,000	11,606	394	3%
785200 · Head of School Expenses	7,000	5,475	1,525	28%
785300 · Food & Drinks - School	8,000	7,314	686	9%
785500 · Postage, FedEx etc.	2,756	2,689	67	2%
785600 · Rental & Lease of Equipment	2,558	2,496	62	2%
785700 · Copying Machines Lease	29,175	28,463	712	2%
785800 · Legal & Contingency Fees	8,449	8,243	206	2%
785900 · Misc. Expenses	270	264	7	2%
786100 · Advertising - General	25,000	19,318	5,682	29%
786200 · Advertising - Events - Open House	6,000	4,954	1,046	21%
787100 · Licenses & Taxes	1,266	1,235	31	2%
851900 · General and Administrative - Other	-	-	-	
20430 - Due To PA - PA Dues	38,313	28,318	(9,995)	35%
853000 · Dues/Subs, etc.	6,000	4,623	1,377	30%
Total 75190 · General and Administrative	425,362	396,954	28,408	7%

810000 · Technology & Communication

812200 · Tech Service Agreements/Maintain	37,951	37,025	926	2%
812300 · Internet Services	3,608	3,520	88	2%
812400 · Technology Materials and Supplies	10,477	10,222	256	2%
812500 · Technology Repair and Maintenance	940	917	23	2%
812600 · Technology Equipment	14,237	13,890	347	2%
813100 · Phones & Communication Devices	2,317	2,260	57	2%
813200 · Telephone Office Lines	28,995	28,288	707	2%
813300 - Tech Subscriptions/Membership	3,310	3,229	81	2%

Total 81290 · Telephone	101,835	99,351	2,484	2%
821000 · Maintenance and Security				
711085 · Salaries Facilities #85	175,000	178,876	(3,876)	-2%
711088 · Salaries - Security #88	37,956	37,030	926	2%
721085 · Taxes and Benefits Facilities #85-#88	54,968	53,627	1,341	2%
821000 · Maintenance & Cleaning Supplies	49,971	48,752	1,219	2%
821100 · Elevator Repair & Maintenance	6,639	6,477	162	2%
821200 · A/C Repairs & Maintenance-School	22,670	22,117	553	2%
821300 · Painting & Other Improvements	26,162	25,524	638	2%
821500 · Outside Cleaning Contracts	73,334	71,545	1,789	2%
821600 · Outside Labor & Mtce Services-Field Mtce	107,365	73,527	33,838	46%
821700 · Misc. Maintenance Expenses	7,069	6,897	172	2%
822100 · Contracted Security	38,508	37,569	939	2%
822200 · City Police Services	35,136	34,279	857	2%
822300 · Fire & Burglar Alarms/Services	12,113	11,818	295	2%
822400 · Materials and Supplies Security	1,338	1,305	33	2%
822500 · Safety and Security Services (Cameras)	6,984	6,814	170	2%
Total 82000 · Maintenance Expense	655,212	616,156	39,056	6%
82190 · Utilities				
82200 · Electricity	90,314	88,111	2,203	2%
82210 · Water & Sewage	51,332	50,080	1,252	2%
82220 · Gas	1,556	1,519	38	2%
82230 · Waste Removal	20,375	19,878	497	2%
Total 82190 · Utilities	163,577	159,587	3,990	2%
85550 - Building Fee	250,000	250,000	-	0%
86100 · Bad Debt Expense	10,000	10,000	-	0%
TOTAL OPERATIONAL EXPENSES	6,595,348	5,696,813	898,534	16%

OPERATING PROFIT		899,231	589,914	309,317	52%
EBIT		13.63%	10.36%	3.28%	
FINANCING/INVESTMENT EXPENSES:					
Mortgage Payment		374,400	307,684	66,716	22%
450K Payback Costs		112,500	-	112,500	100%
Deferred Maintenance Reserve Funding		150,000	-	150,000	100%
Capitol Investment Reserve		150,000	-	150,000	100%
TOTAL FINANCING EXPENSES		786,900	307,684	479,216	156%
Total Profit/Loss		112,331	282,230	(169,899)	-60%