

April 5, 2019

FRANCISCAN MINISTRIES, INC.

JANUARY-MARCH 2019 ACTUAL VS. BUDGET

Our Cash Position as of March 31, 2019 is \$312,166; an increase of \$106,962 vs. Cash of \$205,204 at December 31, 2018. This is due to a net Revenue increase of \$97,545 in the first quarter coupled with a Balance Sheet position change of \$9,417 ["give cash" as a result of Depreciation Expense add back].

January-March 2019 Actual vs. Budget Favorable \$6,390

Revenue-Unfavorable \$1,226

Reduced Revenue from Private Social Events at the Barn of \$3,739 (unfavorable), delayed Garden plot collections of \$3,400 (unfavorable), and lagging Program installments of \$2,150 (unfavorable/Tau House) are almost completely offset by higher Rent at OLW of \$7,202 (favorable) as the occupancy in the first quarter was at our previous capacity of 23 residents most of the period.

Expenses-Favorable \$7,616

Salary related costs were down \$17,653 (favorable) as we've operated without a Development Director for the period and no Workers' Compensation payment as of yet. This is partially offset by Barn interior painting costs of \$8,484 (unfavorable); however the painting costs will be reimbursed by the Congregation. In addition, OLW's Lease/Maintenance costs were higher by \$5,700 (unfavorable) due to five vanities and mirrors being installed in resident's rooms and plumbing work to clear the grease trap and pipes from the kitchen.

Outlook

Rent Revenue going forward at OLW will be on the decline as resident occupancy is now targeted at 21.0 residents vs. a Budget of 22.5. This will have an effect of about \$18,000 less rent for 2019.