

January 13, 2022

FRANCISCAN MINISTRIES, INC.

CALENDAR YEAR 2021

ACTUAL VS. BUDGET

Our Cash Position as of December 31, 2021 is \$436,191.81 an increase of \$94,219.32 versus January 1, 2021 Cash of \$341,972.49. This increase was due to a Net Revenue increase of \$87,580.59, Depreciation add back \$13,900.73, and take cash's in Capital Spending \$5,000.00 and Inventory increases of \$2,262.00.

Calendar Year Actual vs. Budget Favorable \$235,401.59

Revenue-Favorable \$182,951.55

The Revenue increase is due primarily to the second PPP Loan/Grant we received of \$98,995.00 in February. Other increases of \$83,956.55 were a result of increased Individual and Business Contributions of \$40,443.07, a third Peddler Fund donation of \$12,130.82, increased Program Revenue of \$44,606.78 (Barn & Tau House) partially offset by, smaller Outside Grants of \$15,000.00, and All Other increases of \$1,775.88.

Expenses-Favorable \$52,450.04

Lower rent paid out \$19,255.84 for Tau House \$7,039.84 as a result of fewer programs and Tamar's \$12,216.00 due to remaining at our current location. Fewer Barn Events have reduced our costs in the areas of Bar Supplies, Taxes (Federal), and general Supplies by \$10,721.26. Food Supplies costs are down \$5,847.23 due to fewer Programs at Tau and purchases at Tamar's. Marketing & Advertising is down \$6,847.30 reflecting roll backs in print and outreach. All Other Costs are down \$9,778.41.