

## Operational Comparison for Revenue Generating Programs – October 2020

| <b>Tau Projections - 2021 (attendees)</b> | <b>2021 scheduled</b> | <b>2019 actual-comparison year</b> | <b>% compared to comparison year</b> |
|---|-----------------------|------------------------------------|--------------------------------------|
| Jan-May                                   | 64                    | 207                                | 31%                                  |
| June- July                                | 212                   | 256                                | 83%                                  |
| <b>Total*</b>                             | <b>276</b>            | <b>463</b>                         | <b>60%</b>                           |

- Approximately 180 of 276 attendees scheduled for 2021 are carryover (moved from cancelled trips in 2020). Their groups were at different points in billing. So some have paid in 2020 but not all.
- Total fees for all expected groups **if none were carried over** would be approx. \$69,400.
- Total fees for all expected groups **as we stand with mix of carry over and new** is approx. \$39,400 or 57% of expected income.

| <b>Barn bookings for 2021 as of 10/15/2020</b> |            |            |            |            |            |            |              |
|--|------------|------------|------------|------------|------------|------------|--------------|
| <b>Type of Event</b>                           | <b>Jan</b> | <b>Feb</b> | <b>Mar</b> | <b>Apr</b> | <b>May</b> | <b>Jun</b> | <b>Total</b> |
| Receptions                                     | 0          | 0          | 0          | 0          | 0          | 2          | 2            |
| Corporate                                      | 0          | 0          | 0          | 0          | 0          | 0          | 0            |
| Private Social                                 | 0          | 1          | 1          | 1          | 1          | 2          | 6            |
| Non-profit                                     | 0          | 0          | 0          | 0          | 0          | 0          | 0            |
| <b>Total</b>                                   | <b>0</b>   | <b>1</b>   | <b>1</b>   | <b>1</b>   | <b>1</b>   | <b>4</b>   | <b>8*</b>    |

| <b>Barn events 2019 actual</b> |            |            |            |            |            |            |              |
|--------------------------------|------------|------------|------------|------------|------------|------------|--------------|
| <b>Type of Event</b>           | <b>Jan</b> | <b>Feb</b> | <b>Mar</b> | <b>Apr</b> | <b>May</b> | <b>Jun</b> | <b>Total</b> |
|                                |            |            |            |            |            |            |              |
| Receptions                     | 0          | 0          | 0          | 1          | 4          | 5          | 10           |
| Corporate                      | 0          | 0          | 0          | 2          | 2          | 4          | 8            |
| Private Social                 | 3          | 5          | 4          | 7          | 9          | 8          | 36           |
| Non-profit                     | 0          | 1          | 2          | 0          | 5          | 1          | 9            |
| <b>Total</b>                   | <b>3</b>   | <b>6</b>   | <b>6</b>   | <b>10</b>  | <b>20</b>  | <b>18</b>  | <b>63</b>    |

**\*Comparison- 2021 is 13% of 2019.**

### FTE for Franciscan Ministries

|                        |      |
|------------------------|------|
| <b>2019</b> year end   | 12.3 |
| <b>2020</b> October*   | 7.8  |
| <b>2021</b> projection | 7.8  |

**\*Comparison – 2021 is 63% of 2019.**

**Unfilled positions:** Development Director (FT), Barn Event Coordinator (FT), Janitor (PT), Support Staff Barn (PT), Hair stylist (PT) on furlough.