

October 6, 2021

FRANCISCAN MINISTRIES, INC.

CALENDAR YEAR 2021

JANUARY THROUGH SEPTEMBER 30, 2021 ACTUAL VS. BUDGET

Our Cash Position as of September 30, 2021 is \$444,296.50 an increase of \$102,324.01 versus January 1, 2021 Cash of \$341,972.49. This increase was due to a Net Revenue increase of \$91,894.37 and Depreciation add back of \$10,429.64.

2021 January Through September 30, 2021 Actual vs. Budget Favorable
\$198,725.37

Revenue-Favorable \$139,369.75

The Revenue increase is due primarily to the second PPP Loan/Grant we received of \$98,995.00 in February. Other increases of \$40,374.75 were a result of increased Individual and Business Contributions of \$27,991.49, a third Peddler Fund donation of \$12,735.48, increased Program Revenue of \$14,073.30 (primarily the Barn) partially offset by, smaller Outside Grants of \$14,000.00, and All Other decreases of \$425.52.

Expenses-Favorable \$59,355.62

Lower rent paid out \$13,169.00 for Tau House \$6,953.00 as a result of fewer programs and Tamar's \$6,216.00 due to remaining at our current location. Fewer Barn Events have reduced our costs in the areas of Bar Supplies, Taxes (Federal & State), and general Supplies by \$12,295.85. Overall Insurance is down \$7,137.50 as installment payments were not billed but we just received an annual bill for payment which will hit us in the fourth quarter. Food Supplies costs are down \$6,430.19 due to fewer Programs at Tau and purchases at Tamar's. Marketing & Advertising is down \$5,469.08 reflecting roll backs in print and outreach. All Other Costs are down \$14,854.00.