



Financial Package
FY 2022 - 2023

Eight Months Ending February 28, 2023

Program Core Service Net Surplus (Deficit)
(\$621,507) vs Budget (\$351,507)



Executive Summary

CURRENT:

Eight Months Ending February 28, 2023 Results: Year-to-date net deficit (\$781,890) vs. (\$660,174) budgeted variance (\$121,716). Revenue behind budget by (\$409,147), Expenses under budget by \$138,947, Other Revenue & Expenses fiscal year-to-date variance \$148,484.

LAG-OPERATING RESULTS:

>Direct Contributions: February Direct Contribution \$53k vs. budget of \$175k- negative variance (\$121k). Individual Contributions \$9k, SKSS Foundation allocations and Trusts \$41k, and received \$4k for program sponsorships.

>**Event Revenue:** Senior Summit event rescheduling to next fiscal year-July 11th at Antlers. Budget for FY 2022-23 net income of \$84k.

>**Non-Government Grants:** Month of February income \$22k vs \$10k- positive variance of \$13k. Meals on Wheels American \$15k, Trimble Charity Foundation \$5k, Pikes Peak United Way \$2k for Pantry overhead, and \$800.00 from Bethesda Gardens supporting Tri-Lakes Senior Center.

>**Indirect Contributions:** Month of February received \$80k. Employee Stocking Contribution received \$79k budgeted at \$91k variance (\$12k) also received \$627.16 through United Way contributions.

>**Grants and Contracts:** During February received \$199k budgeted \$246k variance (\$47k). PPACG-AAA funding of \$132k-approved for additional carryover funds of \$479k backdated to January 1st, PPACG 5310 Transportation billed \$33k, AmeriCorps RSVP \$5k supporting Volunteer program, \$6k from El Paso County/City CDBG providing Health and Wellness services. Received \$4k from Medicaid for Behavioral Health billable services.

>**Program-Related Sales Fees and Donations:** February 2023 received \$55k directly from clients, budget \$65k- variance (\$9k). Reassurance + and Guardianship fees \$6k- behind budget by (\$7k), combined Thrift Stores sales \$23k- under budget by \$1k, Reserve and Ride donations received \$7k- ahead of budget by \$2k, Nutrition: private pay home delivered meals \$11k and donations of \$6k- behind budget for the month by (\$6k).

>**Payroll & Related Expenses:** February salaries and benefits \$297K under budget by \$1k. Current number of employees: 65, equaling 57 full time equivalent (FTEs). Current job listings: full time Donor relations and event planner and full time Case Manager - laid off 3 full-time employees 2-13-2023. During February 509 volunteers provided 3,913 hours of service; equaling 23 full time equivalent (FTEs).

>**Total Program Related Expenses:** February \$96k vs. \$120k, under budget \$24k. Food, beverage & packaging under budget by \$28k- Transportation fuel and repairs positive variance of \$8k. February printing & copying continues to be over budget, other areas are under or in line with budget.



Executive Summary

>**Total General & Administrative Expenses** (Facility, Travel & Meeting, and G&A): \$66k for February- under budget \$6k.

>**Murray Property Income:** Murray property net income \$13k for February. Current leasing occupancy is 86%. Silver Key received \$100k CDBG Facility grant for NAMI tenant improvements - Art C. Klein Construction chosen as General Contractor - project estimated at \$471,037.

>**Investments:** net loss for February (\$29k); current value of Operating Board Reserve account \$1,320,024 - includes board designated funds of \$400,000 for emergency capital expenditures.

>**YTD Program Overview:** Health and Wellness Revenue \$575k- Net Loss (\$174k), collected \$15k in guardian fees and \$39k income from Reassurance + program. Thrift Store Revenue \$142k- Net Surplus \$32k. Ahead of projection by \$33k, have seen a 15% increase in sales over last year. Transportation Revenue \$705k- Net Deficit (\$35k) providing over 19k rides with a 30% cancellation rate- unable to accommodate over 1,115 ride request fiscal year-to-date. Nutrition Revenue \$892k- Net Surplus \$2k, behind budget by (\$32k), providing over 77k meals this fiscal year, currently 30 clients on waitlist for subsidized meals. Pantry Revenue \$121k- Net Surplus \$7k, providing commodities to over 1k households during February. Tri-Lakes total revenue to date \$66k- Net Deficit (\$9k), Resource Development Unrestricted YTD Revenue \$798k, Expenses (\$325k)- Net Surplus \$473k negative variance compared to budget of (\$281k).

>**Cash Flow:** ENT Line of Credit balance as of February 31, 2022- zero. Current 118 days of cash on hand with the goal of 190 days, cash shortage 72 days equaling (\$1.2m). Daily operating expenses average \$16,604- right at budget \$16,734- currently revenue missing projections by 11% and operating expenses under budget by 3.39%. As of June 2022 agency paused temporary growth initiatives to improve process and quality, and align services with expected funding. Experienced a decrease of \$1m in cash as of February 28th. Have received \$113k of the IRS Employee Retention Credit with an outstanding refund receivable of \$1.4m not reflected on financials.

>**LEAD - PROJECTED 2022-23 FISCAL YEAR:** Estimate annual revenue \$4.8m 10% behind projection of \$5.6m, estimating a program core service net deficit of (\$965k). Projecting a negative cash flow because PPACG-AAA and other funding reduced to before-COVID amounts, currently have not received Transportation Multimodal Transportation and Mitigation Options Fund (MMOF) contract from CDOT had budgeted \$432k revenue. Agency expenses have continued to increase causing program services to be reduced. Program core service net (deficit) 12 month projections: Health & Wellness (\$266k), Transportation (\$55k), Food Pantry projected at a loss of (\$19k), and Resource Development unrestricted gifts projected not to meet goals (32% = \$480k). Personnel estimated at \$3.6m (73% of revenue vs budget of 67% variance of \$435k)- laid off 3 full-time employees 2-13-2023 estimate a payroll savings of \$60k this fiscal year. Fiscal year 2023-24 budget process starts March 2023.

Silver Key Senior Services

Income Statement

Eight Months Ending February 28, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 06/30/2023
Revenues								
Revenue From Direct Contributions	53,967	175,348	(121,381)	759,498	1,090,775	(331,278)	(30.37%)	1,499,764
Revenue From Events	0	0	0	1,075	0	1,075	0.00%	84,000
Revenue From Donated Goods & Services	2,099	3,000	(901)	14,668	24,000	(9,332)	(38.88%)	36,000
Revenue From Non-Government Grants	22,467	9,763	12,703	163,519	90,607	72,913	80.47%	129,660
Revenue From Indirect Contributions	79,977	93,083	(13,106)	96,769	107,667	(10,898)	(10.12%)	120,000
Revenue From Government Grants	16,625	0	16,625	160,750	37,500	123,250	328.67%	37,500
Revenue From Government Contracts	182,443	246,561	(64,118)	1,620,496	1,882,235	(261,739)	(13.91%)	2,868,480
Revenue From Program-Related Sales & Fees	55,393	64,939	(9,546)	526,374	519,512	6,862	1.32%	779,268
Total Revenues	412,972	592,695	(179,724)	3,343,149	3,752,296	(409,147)	(10.90%)	5,554,672
Expenses								
Personnel Ratio (% of Revenue)	72%	50%		74%	67%			67%
Personnel Related Expenses	296,844	297,548	704	2,473,715	2,516,911	43,196	1.72%	3,724,772
Contract Service Expenses	19,417	5,652	(13,765)	75,388	45,216	(30,172)	(66.73%)	67,824
Program Related Expenses	95,894	119,747	23,853	876,524	957,973	81,449	8.50%	1,439,099
Facility & Equipment Expenses	32,134	33,139	1,005	235,125	265,112	29,987	11.31%	397,668
Travel & Meetings Expenses	1,221	1,979	759	6,137	15,836	9,699	61.25%	23,754
General & Administrative Expenses	33,196	37,819	4,624	297,766	302,555	4,788	1.58%	454,660
Total Expenses	478,705	495,884	17,179	3,964,655	4,103,603	138,947	3.39%	6,107,777
Program Core Service Net Surplus (Deficit)	(65,733)	96,811	(162,544)	(621,507)	(351,307)	(270,200)	(76.91%)	(553,105)
Other								
Revenue From Murray Property Income	12,812	11,165	1,647	87,595	89,320	(1,725)	(1.93%)	133,980
Revenue From Investments	(28,646)	7,596	(36,243)	44,735	53,589	(8,853)	(16.52%)	81,580
Depreciation Expense - Fixed Operating Assets	50,714	56,472	5,758	421,277	451,776	30,499	6.75%	677,664
Revenue - Capital	8,045	0	8,045	14,948	0	14,948	0.00%	310,000
Revenue from Other Sources	113,393	0	113,393	113,615	0	113,615	0.00%	0
Total Other	54,889	(37,711)	92,600	(160,383)	(308,867)	148,484	48.07%	(152,104)
NET SURPLUS/(DEFICIT)	(10,844)	59,100	(69,944)	(781,890)	(660,174)	(121,716)	(18.44%)	(705,209)

**Silver Key Senior Services
Balance Sheet**

	Actual 02/28/2023	Actual 01/31/2023	Actual 06/30/2022	Actual 06/30/2021	Actual 06/30/2020	Actual 06/30/2019
1 - Silver Key Senior Services, Inc						
Assets						
Cash	\$632,717	\$872,017	\$1,675,674	\$907,468	\$1,084,886	\$138,400
Accounts Receivable	\$437,725	\$273,868	\$426,294	\$782,496	\$408,361	\$568,168
Contributions Receivables	\$167,586	\$130,463	\$92,819	\$106,580	\$171,451	\$285,535
Other Receivables	\$6	\$24	\$0	\$0	\$186	\$0
Other Assets	\$18,516	\$70,009	\$158,927	\$150,386	\$70,552	\$72,658
Investments - Operating Reserves	\$1,320,024	\$1,353,189	\$1,281,728	\$1,432,126	\$1,130,191	\$1,131,167
Investments (Beneficial Interests in Trusts)	\$4,401,464	\$4,401,464	\$4,401,464	\$5,326,058	\$4,285,610	\$4,431,255
Fixed Assets	\$9,925,390	\$9,813,226	\$9,235,575	\$8,501,416	\$8,087,269	\$7,708,884
Accumulated Depreciation	(\$4,012,781)	(\$3,962,067)	(\$3,655,163)	(\$3,103,301)	(\$2,620,308)	(\$2,302,345)
Total Assets	\$12,890,646	\$12,952,194	\$13,617,317	\$14,103,227	\$12,618,197	\$12,033,722
Liabilities						
Payables	\$209,906	\$230,766	\$114,694	\$144,960	\$207,279	\$203,999
Accrued Liabilities	\$245,866	\$262,322	\$197,965	\$218,880	\$155,355	\$120,029
Unearned/Deferred Revenue	\$260,015	\$271,768	\$336,000	\$62,397	\$121,245	\$0
Refundable Advances/Deposits	\$12,099	\$12,099	\$12,099	\$14,649	\$14,649	\$13,425
Short-Term Notes & Loans Payable	\$67,496	\$67,496	\$67,496	\$17,192	\$16,640	\$436,064
Long-Term Notes & Loans Payable	\$193,843	\$195,476	\$205,751	\$223,392	\$240,782	\$258,951
Total Liabilities	\$989,224	\$1,039,928	\$934,005	\$681,470	\$755,951	\$1,032,467
Fund Balance						
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$12,683,312	\$12,683,312	\$13,582,961	\$11,862,246	\$11,001,254	\$11,216,090
NET SURPLUS/(DEFICIT)	(\$781,890)	(\$771,046)	(\$899,649)	\$1,559,512	\$860,991	(\$214,835)
ENDING FUND BALANCE	\$11,901,422	\$11,912,266	\$12,683,312	\$13,421,757	\$11,862,246	\$11,001,254
Total Liabilities and Fund Balance	\$12,890,646	\$12,952,194	\$13,617,317	\$14,103,227	\$12,618,197	\$12,033,722

SILVER KEY SENIOR SERVICES

CASH FLOW PROJECTIONS

	BUDGET 2022-23	ACTUAL FYTD 1/31/2023
Program Core Service Net Surplus (Deficit)	(553,105)	(621,507)
Revenue from Murray Property Income	133,980	87,595
Revenue from Capital Funding & ERC Funds Received	310,000	128,563
Capital Expenditures (1600-1680) Estimates		
Facilities	(40,000)	
QCMI Bathrooms (GB Capital Budget)		(25,701)
Parking Lot Sealcoat (GB Capital Budget)		(30,875)
1641 Tenant Improvement		(12,941)
Exterior railing - safety improvement		(1,495)
Ramps for Docks - safety improvement		(1,707)
14 RTUs	(136,254)	(136,284)
Facilities - City CDBG - Public Facilities Grant	(100,000)	(14,948)
Misc. Capital	(50,000)	
IT Equipment (Laptop Accounting)		(9,067)
Refrigerator - Tri-Lakes		(1,246)
Upgrade Meeting Room Technology (grant received 2020)	(50,000)	(23,922)
Vehicles (3 CDOT awarded) SK portion 20%	(80,000)	
Vehicle camera systems (CDOT grant)		(3,305)
Vehicles 2 - Multimodal Transportation and Mitigation Options Fund (MMOF)	(110,000)	
Enter Principal Payment - Mortgage	(15,000)	(7,370)
Senior Housing Project (previous FYs \$191,021)	TBD	(470,299)
Estimated Net increase (decrease) in cash	(690,379)	(1,144,507)
	6/30/2022	1/31/2023
Operating Cash on Hand	1,675,674	632,717
Investment Operating Reserves - 1520		
Board Reserved \$400k Capital, balance operating	1,281,728	1,320,024
Outstanding Ent Line of Credit Balance	-	-
Day cash on hand calculation	Budget	
Operating expenses (12 months)	6,107,777	6,060,449
Operating expense per day	16,734	16,604
	6/30/2022	
Days of Cash on Hand (Goal 190 days including Board Reserved Investments)	167	118
Days of Cash Shortage	(375,817)	(1,202,013)
Estimated Ent Line of Credit balance at end of year 6-30-2022	-	-

Silver Key Senior Services

Income Statement

Eight Months Ending February 28, 2023

	Health & Wellness	Thrift Store	Transportation	Nutrition	Food Pantry	Tri-Lakes	Resource Dev	G&A	Annual Total	Annual Budget
	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 06/30/2023
Revenues										
Revenue From Direct Contributions	\$14,766	\$0	\$2,375	\$16,638	\$95,611	\$2,887	\$625,922	\$1,300	\$759,498	\$1,499,764
Revenue From Events	\$0	\$0	\$0	\$0	\$0	\$0	\$1,075	\$0	\$1,075	\$84,000
Revenue From Donated Goods & Services	\$0	\$0	\$0	\$14,393	\$275	\$0	\$0	\$0	\$14,668	\$36,000
Revenue From Non-Government Grants	\$1,256	\$0	\$16,880	\$49,500	\$18,333	\$1,300	\$76,250	\$0	\$163,519	\$129,660
Revenue From Indirect Contributions	\$0	\$500	\$128	\$1,068	\$0	\$0	\$95,073	\$0	\$96,769	\$120,000
Revenue From Government Grants	\$160,750	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$160,750	\$37,500
Revenue From Government Contracts	\$300,488	\$0	\$628,052	\$642,897	\$7,368	\$0	\$0	\$41,691	\$1,620,496	\$2,868,480
Revenue From Program-Related Sales & Fees	\$98,097	\$141,283	\$57,824	\$167,657	\$80	\$61,434	\$0	\$0	\$526,374	\$779,268
Total Revenues	\$575,356	\$141,783	\$705,259	\$892,153	\$121,667	\$65,620	\$798,320	\$42,991	\$3,343,149	\$5,554,672
Expenses										
	88%	50%	69%	44%	46%	3%	8%	21%	74%	67%
Personnel Related Expenses	\$508,133	\$70,893	\$489,912	\$390,146	\$55,998	\$2,149	\$255,794	\$700,689	\$2,473,715	\$3,724,772
Contract Service Expenses	\$21,078	\$0	\$0	\$5,999	\$0	\$4,101	\$0	\$44,210	\$75,388	\$67,824
Program Related Expenses	\$167,802	\$5,544	\$178,947	\$407,765	\$28,883	\$42,765	\$21,298	\$23,521	\$876,524	\$1,439,099
Facility & Equipment Expenses	\$14,312	\$18,044	\$15,871	\$52,684	\$26,926	\$18,330	\$6,344	\$82,614	\$235,125	\$397,668
Travel & Meetings Expenses	\$1,462	\$0	\$1,513	\$55	\$0	\$118	\$638	\$2,351	\$6,137	\$23,754
General & Administrative Expenses	\$36,268	\$12,975	\$54,075	\$33,046	\$2,759	\$7,634	\$40,559	\$110,450	\$297,766	\$454,660
Total Expenses	\$749,055	\$107,456	\$740,317	\$889,696	\$114,567	\$75,097	\$324,633	\$963,834	\$3,964,655	\$6,107,777
Program Core Service Net Surplus (Deficit)	(\$173,699)	\$34,326	(\$35,058)	\$2,457	\$7,100	(\$9,477)	\$473,687	(\$920,843)	(\$621,507)	(\$553,105)
Other										
Revenue From Murray Property Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$87,595	\$87,595	\$133,980
Revenue From Investments	\$0	\$0	\$0	\$0	\$0	\$60	\$0	\$44,675	\$44,735	\$81,580
Depreciation Expense - Fixed Operating Assets	\$3,380	\$2,324	\$112,781	\$31,934	\$31,102	\$127	\$0	\$239,630	\$421,277	\$677,664
Revenue - Capital	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,948	\$14,948	\$310,000
Revenue from Other Sources	\$0	\$0	\$222	\$0	\$0	\$0	\$0	\$113,393	\$113,615	\$0
Total Other	(\$3,380)	(\$2,324)	(\$112,559)	(\$31,934)	(\$31,102)	(\$67)	\$0	\$20,982	(\$160,383)	(\$152,104)
NET SURPLUS/(DEFICIT)	(\$177,079)	\$32,002	(\$147,617)	(\$29,477)	(\$24,002)	(\$9,544)	\$473,687	(\$899,861)	(\$781,890)	(\$705,209)

Silver Key Senior Services
Income Statement

Eight Months Ending February 28, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 06/30/2023
Revenues								
Revenue From Direct Contributions								
4000 Individual/Small Business Contributions	\$9,106	\$110,334	(\$101,228)	\$321,590	\$570,660	(\$249,070)	(43.6%)	\$644,591
4020 Legacies & Bequests	\$0	\$0	\$0	\$38,240	\$0	\$38,240	0.0%	\$75,000
4030 Foundation Contributions	\$26,275	\$42,706	(\$16,431)	\$233,207	\$341,646	(\$108,439)	(31.7%)	\$512,469
4040 Trust Contributions	\$14,320	\$15,635	(\$1,315)	\$132,327	\$125,080	\$7,247	5.8%	\$187,620
4050 Sponsorship (Programs)	\$4,267	\$6,674	(\$2,407)	\$34,133	\$53,389	(\$19,256)	(36.1%)	\$80,084
Total Revenue From Direct Contributions	\$53,967	\$175,348	(\$121,381)	\$759,498	\$1,090,775	(\$331,278)	(30.4%)	\$1,499,764
Revenue From Events								
4100 Events - Donations	\$0	\$0	\$0	\$1,075	\$0	\$1,075	0.0%	\$60,000
4120 Events - Sponsorships	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	\$120,000
4195 Events - Expenses	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	(\$96,000)
Total Net Events	\$0	\$0	\$0	\$1,075	\$0	\$1,075	0.0%	\$84,000
Revenue From Donated Goods & Services								
4230 Gifts In Kind - Goods	\$2,099	\$3,000	(\$901)	\$14,668	\$24,000	(\$9,332)	(38.9%)	\$36,000
Total Donated Goods & Services Revenue	\$2,099	\$3,000	(\$901)	\$14,668	\$24,000	(\$9,332)	(38.9%)	\$36,000
Revenue From Non-Government Grants								
4300 Corporate/Business Grants	\$0	\$0	\$0	\$500	\$0	\$500	0.0%	\$0
4310 Foundation/Trust Grants	\$15,000	\$250	\$14,750	\$115,750	\$14,500	\$101,250	698.3%	\$15,500
4320 Nonprofit Organization Grants	\$7,467	\$9,513	(\$2,047)	\$47,269	\$76,107	(\$28,837)	(37.9%)	\$114,160
Total Revenue From Non-Government Grants	\$22,467	\$9,763	\$12,703	\$163,519	\$90,607	\$72,913	80.5%	\$129,660
Revenue From Indirect Contributions								
4400 Empty Stocking Contributions	\$79,350	\$91,000	(\$11,650)	\$79,350	\$91,000	(\$11,650)	(12.8%)	\$95,000
4420 United Way Or CFC Contributions	\$627	\$2,083	(\$1,456)	\$17,419	\$16,667	\$752	4.5%	\$25,000
Total Revenue From Indirect Contributions	\$79,977	\$93,083	(\$13,106)	\$96,769	\$107,667	(\$10,898)	(10.1%)	\$120,000
Revenue From Government Grants								
4500 Agency (Government) Grants	\$0	\$0	\$0	\$37,500	\$37,500	\$0	0.0%	\$37,500
4520 State Grants	\$4,125	\$0	\$4,125	\$24,750	\$0	\$24,750	0.0%	\$0
4530 Local Government Grants (City & County)	\$12,500	\$0	\$12,500	\$98,500	\$0	\$98,500	0.0%	\$0
Total Government Grants	\$16,625	\$0	\$16,625	\$160,750	\$37,500	\$123,250	328.7%	\$37,500
Revenue From Government Contracts								
5000 Agency (Government) Contracts/Fees	\$165,796	\$208,336	(\$42,539)	\$1,386,806	\$1,521,430	(\$134,624)	(8.8%)	\$2,354,772
5010 Federal Contracts/Fees	\$6,347	\$6,250	\$97	\$42,920	\$50,000	(\$7,080)	(14.2%)	\$75,000
5030 Local Government Contracts/Fees (City & County)	\$6,265	\$23,417	(\$17,151)	\$174,149	\$242,333	(\$68,185)	(28.1%)	\$336,000
5080 Private insurance revenue	\$0	\$559	(\$559)	\$595	\$4,472	(\$3,877)	(86.7%)	\$6,708
5090 Medicare & Medicaid Payments	\$4,035	\$8,000	(\$3,965)	\$16,026	\$64,000	(\$47,974)	(75.0%)	\$96,000
Total Revenue From Government Contracts	\$182,443	\$246,561	(\$64,118)	\$1,620,496	\$1,882,235	(\$261,739)	(13.9%)	\$2,868,480

Silver Key Senior Services
Income Statement

Eight Months Ending February 28, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 06/30/2023
Revenue From Program-Related Sales & Fees								
5100 Program Sales Taxable Thrift Store	\$17,401	\$16,846	\$554	\$149,271	\$134,771	\$14,500	10.8%	\$202,156
5110 Program Sales Taxable Medical Equipment	\$4,199	\$5,000	(\$801)	\$36,105	\$40,000	(\$3,895)	(9.7%)	\$60,000
5120 Program Sales Non-Taxable Thrift Store	\$1,564	\$1,500	\$64	\$6,741	\$12,000	(\$5,259)	(43.8%)	\$18,000
5130 Program Service Fees	\$19,800	\$30,607	(\$10,807)	\$172,980	\$244,856	(\$71,876)	(29.4%)	\$367,284
5135 Unfunded Program Services	\$890	\$0	\$890	\$52,691	\$0	\$52,691	0.0%	\$0
5140 Program Service Donations	\$12,451	\$11,819	\$632	\$112,443	\$94,552	\$17,891	18.9%	\$141,828
5195 Bad Debts, Est - Program Fees	(\$912)	(\$833)	(\$79)	(\$3,857)	(\$6,667)	\$2,810	42.2%	(\$10,000)
Total Revenue From Program-Related Sales & Fees	\$55,393	\$64,939	(\$9,546)	\$526,374	\$519,512	\$6,862	1.3%	\$779,268
Total Revenues	\$412,972	\$592,695	(\$179,724)	\$3,343,149	\$3,752,296	(\$409,147)	(10.9%)	\$5,554,672
Expenses								
Personnel Related Expenses								
7000 Salaries & Wages	\$186,493	\$201,585	\$15,092	\$1,647,980	\$1,612,680	(\$35,300)	(2.2%)	\$2,419,020
7010 Overtime	\$844	\$2,199	\$1,355	\$6,716	\$17,592	\$10,876	61.8%	\$26,388
7020 Holiday & Bonuses	\$3,401	\$0	(\$3,401)	\$128,007	\$136,528	\$8,521	6.2%	\$154,196
7030 Paid Time Off	\$11,273	\$12,276	\$1,004	\$99,930	\$98,211	(\$1,719)	(1.8%)	\$147,316
7040 Extended Illness Bank	\$1,620	\$1,038	(\$582)	\$8,884	\$8,304	(\$580)	(7.0%)	\$12,456
7050 Paid Unworked Wages	\$22,773	\$4,763	(\$18,010)	\$66,288	\$38,104	(\$28,184)	(74.0%)	\$57,156
7100 Dental Insurance	\$734	\$770	\$36	\$6,251	\$6,160	(\$91)	(1.5%)	\$9,240
7110 Flex Spending Account Contributions	\$2,260	\$2,241	(\$20)	\$18,918	\$17,925	(\$993)	(5.5%)	\$26,888
7130 Legal & ID Shield	(\$28)	\$0	\$28	\$212	\$0	(\$212)	0.0%	\$0
7140 Life Insurance	\$342	\$397	\$55	\$3,250	\$3,176	(\$74)	(2.3%)	\$4,764
7150 Employee Benefits - Other	\$528	\$1,950	\$1,422	\$7,262	\$15,600	\$8,338	53.5%	\$23,400
7160 Medical Insurance	\$23,196	\$24,926	\$1,730	\$189,384	\$199,408	\$10,024	5.0%	\$299,112
7170 Retirement Plan Contributions	\$5,520	\$5,420	(\$100)	\$30,284	\$43,360	\$13,076	30.2%	\$65,040
7180 Retirement Plan Fees	\$0	\$1,081	\$1,081	\$9,022	\$8,648	(\$374)	(4.3%)	\$12,972
7190 Vision Insurance	\$7	\$24	\$17	\$161	\$192	\$31	16.3%	\$288
7200 Payroll Taxes	\$17,047	\$17,196	\$149	\$144,457	\$137,568	(\$6,889)	(5.0%)	\$206,352
7210 State Unemployment Insurance	\$5,088	\$2,033	(\$3,055)	\$18,344	\$16,264	(\$2,080)	(12.8%)	\$24,396
7220 Workers' Compensation Insurance	\$6,032	\$4,099	(\$1,933)	\$10,393	\$32,792	\$22,399	68.3%	\$49,188
7300 Payroll Fees	\$5,597	\$12,023	\$6,426	\$41,493	\$96,184	\$54,691	56.9%	\$144,276
7400 Employee & Volunteer Appreciation	\$2,629	\$2,226	(\$403)	\$23,150	\$17,808	(\$5,342)	(30.0%)	\$26,712
7410 Employee & Volunteer Recruiting	\$577	\$30	(\$547)	\$5,143	\$240	(\$4,903)	(2,042.8%)	\$360
7420 Employee & Volunteer Screening	\$913	\$1,271	\$358	\$8,187	\$10,168	\$1,981	19.5%	\$15,252
Total Personnel Related Expenses	\$296,844	\$297,548	\$704	\$2,473,715	\$2,516,911	\$43,196	1.7%	\$3,724,772
Contract Service Expenses								
7510 Accounting & Audit Fees	\$18,601	\$2,203	(\$16,398)	\$47,190	\$17,624	(\$29,566)	(167.8%)	\$26,436
7520 Legal Fees	\$0	\$200	\$200	\$705	\$1,600	\$895	55.9%	\$2,400
7530 Professional Fees - Other	\$815	\$3,249	\$2,434	\$27,243	\$25,992	(\$1,251)	(4.8%)	\$38,988
7540 Temporary Help - Contract	\$0	\$0	\$0	\$250	\$0	(\$250)	0.0%	\$0

Silver Key Senior Services
Income Statement

Eight Months Ending February 28, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 06/30/2023
Total Contract Service Expenses	\$19,417	\$5,652	(\$13,765)	\$75,388	\$45,216	(\$30,172)	(66.7%)	\$67,824
Program Related Expenses								
8000 Books, Subscription, References	\$45	\$131	\$86	\$201	\$1,051	\$849	80.8%	\$1,576
8010 Client Emergency Assistance	\$1,521	\$19,227	\$17,706	\$57,624	\$153,816	\$96,192	62.5%	\$230,724
8015 Client assistance - other funding	\$24,750	\$0	(\$24,750)	\$89,268	\$0	(\$89,268)	0.0%	\$0
8020 Donated Materials & Supplies	\$2,099	\$3,000	\$901	\$14,668	\$24,000	\$9,332	38.9%	\$36,000
8030 Food & Beverage	\$19,176	\$43,487	\$24,312	\$314,710	\$347,899	\$33,189	9.5%	\$521,848
8040 Food Packaging	\$2,990	\$6,567	\$3,576	\$45,391	\$52,533	\$7,142	13.6%	\$78,800
8050 Instructors & Contractors	\$4,005	\$0	(\$4,005)	\$40,362	\$0	(\$40,362)	0.0%	\$0
8070 Mileage Reimbursement	\$957	\$932	(\$25)	\$9,027	\$7,453	(\$1,574)	(21.1%)	\$11,180
8080 Postage & Shipping	\$727	\$783	\$56	\$8,006	\$6,264	(\$1,742)	(27.8%)	\$9,396
8090 Printing & Copying	\$7,403	\$4,134	(\$3,269)	\$39,331	\$33,072	(\$6,259)	(18.9%)	\$49,608
8100 Supplies	\$6,083	\$3,304	(\$2,780)	\$34,854	\$26,429	(\$8,425)	(31.9%)	\$39,644
8110 Telephone & Telecommunications	\$6,085	\$8,611	\$2,526	\$43,314	\$68,891	\$25,577	37.1%	\$103,336
8120 Vehicle Fuel	\$10,071	\$12,515	\$2,443	\$83,816	\$100,117	\$16,302	16.3%	\$150,176
8130 Vehicle Insurance Expense	\$5,637	\$7,596	\$1,959	\$54,803	\$60,768	\$5,965	9.8%	\$93,291
8140 Vehicle License And Registration	\$416	\$386	(\$30)	\$3,402	\$3,088	(\$314)	(10.2%)	\$4,632
8150 Vehicle Repair & Maintenance	\$3,927	\$9,074	\$5,147	\$37,748	\$72,592	\$34,844	48.0%	\$108,888
Total Program Related Expenses	\$95,894	\$119,747	\$23,853	\$876,524	\$957,973	\$81,449	8.5%	\$1,439,099
Facility & Equipment Expenses								
8200 Building & Property Insurance	\$0	\$212	\$212	\$0	\$1,696	\$1,696	100.0%	\$2,544
8220 Equipment Rental & Maintenance	\$149	\$758	\$609	\$3,038	\$6,064	\$3,026	49.9%	\$9,096
8230 Janitorial Services & Supplies	\$8,878	\$10,755	\$1,877	\$69,598	\$86,040	\$16,442	19.1%	\$129,060
8240 Mortgage Interest	\$425	\$614	\$189	\$4,564	\$4,912	\$348	7.1%	\$7,368
8260 Real Estate Taxes	\$468	\$460	(\$8)	\$3,569	\$3,680	\$111	3.0%	\$5,520
8270 Rent, Parking, And Other Occupancy	\$760	\$0	(\$760)	\$16,477	\$0	(\$16,477)	0.0%	\$0
8280 Repair & Maintenance	\$14,794	\$14,376	(\$418)	\$97,040	\$115,008	\$17,968	15.6%	\$172,512
8290 Utilities	\$6,661	\$5,964	(\$697)	\$40,839	\$47,712	\$6,873	14.4%	\$71,568
Total Facility & Equipment Expenses	\$32,134	\$33,139	\$1,005	\$235,125	\$265,112	\$29,987	11.3%	\$397,668
Travel & Meetings Expenses								
8300 Travel, Hotel, Meals	\$1,181	\$910	(\$271)	\$3,316	\$7,280	\$3,964	54.5%	\$10,920
8310 Conferences, Conventions, Meetings	\$40	\$964	\$924	\$2,590	\$7,716	\$5,126	66.4%	\$11,574
8320 Beer, Wine & Spirits	\$0	\$105	\$105	\$231	\$840	\$609	72.4%	\$1,260
Total Travel & Meetings Expenses	\$1,221	\$1,979	\$759	\$6,137	\$15,836	\$9,699	61.2%	\$23,754
General & Administrative Expenses								
8410 Bank & Credit Card Fees	\$1,101	\$1,652	\$551	\$9,275	\$13,216	\$3,941	29.8%	\$19,824
8420 Cash (Over) Short	\$5	\$16	\$11	(\$91)	\$128	\$219	171.2%	\$192
8430 Donor/Sponsorship Development	\$108	\$1,362	\$1,254	\$14,653	\$10,896	(\$3,757)	(34.5%)	\$16,344
8440 Fines, Penalties, Judgments	\$0	\$71	\$71	\$175	\$568	\$393	69.2%	\$852
8450 Fundraising Expenses/Fees	\$241	\$14	(\$227)	\$241	\$112	(\$129)	(114.9%)	\$168
8460 Insurance - (Non-Employee/Building/Vehicle Related)	\$5,594	\$5,503	(\$91)	\$43,982	\$44,024	\$42	0.1%	\$66,864

Silver Key Senior Services
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Eight Months Ending February 28, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 06/30/2023
8480 Membership Dues & Subscriptions	\$625	\$660	\$35	\$6,596	\$5,280	(\$1,316)	(24.9%)	\$7,920
8495 Office Supplies	\$4,604	\$3,971	(\$633)	\$25,684	\$31,771	\$6,086	19.2%	\$47,656
8500 Organizational Expenses & Fees	\$0	\$137	\$137	\$10	\$1,096	\$1,086	99.1%	\$1,644
8510 Outside Computer Services	\$8,362	\$8,020	(\$342)	\$74,543	\$64,160	(\$10,383)	(16.2%)	\$96,240
8520 Public Relations And Marketing Expenses	\$1,997	\$3,070	\$1,073	\$24,829	\$24,560	(\$269)	(1.1%)	\$36,840
8530 Software Fees	\$9,176	\$12,089	\$2,913	\$87,136	\$96,712	\$9,576	9.9%	\$145,068
8540 Staff Development	\$1,249	\$1,143	(\$106)	\$9,067	\$9,144	\$77	0.8%	\$13,716
8550 Taxes - Other	\$135	\$111	(\$24)	\$1,667	\$888	(\$779)	(87.7%)	\$1,332
Total General & Administrative Expenses	\$33,196	\$37,819	\$4,624	\$297,766	\$302,555	\$4,788	1.6%	\$454,660
Total Expenses	\$478,705	\$495,884	\$17,179	\$3,964,655	\$4,103,603	\$138,947	3.4%	\$6,107,777
Program Core Service Net Surplus (Deficit)	(\$65,733)	\$96,811	(\$162,544)	(\$621,507)	(\$351,307)	(\$270,200)	(76.9%)	(\$553,105)
Other								
Revenue From Murray Property Income								
5300 Murray Property Rental Income	\$18,653	\$13,885	\$4,768	\$107,820	\$111,080	(\$3,260)	(2.9%)	\$166,620
5310 Murray Property CAM Income	\$12,584	\$12,500	\$84	\$107,745	\$100,000	\$7,745	7.7%	\$150,000
5320 Murray Room Rental Income	\$375	\$0	\$375	\$3,325	\$0	\$3,325	0.0%	\$0
5395 Murray Property Expenses	(\$18,800)	(\$15,220)	(\$3,580)	(\$131,294)	(\$121,760)	(\$9,534)	(7.8%)	(\$182,640)
Total Murray Property Income	\$12,812	\$11,165	\$1,647	\$87,595	\$89,320	(\$1,725)	(1.9%)	\$133,980
Revenue From Investments								
5200 Interest Income - Savings/Short-Term Investment	\$4,406	\$2	\$4,404	\$4,486	\$16	\$4,470	27,940.0%	\$24
5210 Dividends Income - Investments	\$1,290	\$2,083	(\$793)	\$28,553	\$16,667	\$11,887	71.3%	\$25,000
5220 Interest Income - Investments	\$845	\$511	\$334	\$4,593	\$4,088	\$505	12.4%	\$6,132
5230 Realized Gain (Loss) - Investments	\$713	\$5,000	(\$4,287)	(\$21,484)	\$40,000	(\$61,484)	(153.7%)	\$60,000
5250 Unrealized Gain (Loss) - Investments	(\$35,900)	\$0	(\$35,900)	\$33,786	\$0	\$33,786	0.0%	\$0
5295 Investment & Transaction Fees	(\$0)	\$0	(\$0)	(\$5,199)	(\$7,182)	\$1,983	27.6%	(\$9,576)
Total Revenue From Investments	(\$28,646)	\$7,596	(\$36,243)	\$44,735	\$53,589	(\$8,853)	(16.5%)	\$81,580
Depreciation Expense - Fixed Operating Assets								
8625 Depreciation Expense - Building	\$24,371	\$23,294	(\$1,077)	\$193,444	\$186,352	(\$7,092)	(3.8%)	\$279,528
8635 Depreciation Expense - Furniture, Fixtures, & Equipmen	\$2,222	\$2,363	\$141	\$17,561	\$18,904	\$1,343	7.1%	\$28,356
8645 Depreciation Expense - Equipment - Nutrition	\$2,883	\$6,195	\$3,312	\$23,108	\$49,560	\$26,452	53.4%	\$74,340
8655 Depreciation Expense - Equipment - Technology	\$5,667	\$7,424	\$1,757	\$55,444	\$59,392	\$3,948	6.6%	\$89,088
8665 Depreciation Expense - Vehicles	\$15,571	\$17,196	\$1,625	\$131,720	\$137,568	\$5,848	4.3%	\$206,352
Total Depreciation Expense - Fixed Operating Assets	\$50,714	\$56,472	\$5,758	\$421,277	\$451,776	\$30,499	6.8%	\$677,664
Revenue - Capital								
6000 Agency government capital contracts	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	\$210,000
6030 Local government capital contracts (City &County)	\$8,045	\$0	\$8,045	\$14,948	\$0	\$14,948	0.0%	\$100,000
Total Revenue - Capital	\$8,045	\$0	\$8,045	\$14,948	\$0	\$14,948	0.0%	\$310,000

Silver Key Senior Services
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Eight Months Ending February 28, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	02/01/2023 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 02/28/2023	07/01/2022 - 06/30/2023
Revenue from Other Sources								
5800 Miscellaneous Revenue	\$113,393	\$0	\$113,393	\$113,393	\$0	\$113,393	0.0%	\$0
5810 Sale/Disposal Of Assets	\$0	\$0	\$0	\$222	\$0	\$222	0.0%	\$0
Total Revenue from Other Sources	\$113,393	\$0	\$113,393	\$113,615	\$0	\$113,615	0.0%	\$0
Total Other	\$54,889	(\$37,711)	\$92,600	(\$160,383)	(\$308,867)	\$148,484	48.1%	(\$152,104)
NET SURPLUS/(DEFICIT)	(\$10,844)	\$59,100	(\$69,944)	(\$781,890)	(\$660,174)	(\$121,716)	(18.4%)	(\$705,209)