



Financial Package
FY 2023-24

Two Months Ending August 31, 2023

Program Core Service Net Surplus (Deficit)
Actual \$47,458 vs Budget (\$100,752)



Executive Summary

CURRENT:

Two Months Ending August 31, 2023 Results: Year-to-date net surplus \$318,068 positive budgeted variance \$477,516. Revenue exceeding budget by 20% at \$166,128, Expenses exceeding budget by 2% (\$18k), Other Revenue & Expenses- fiscal year-to-date positive variance \$329,306.

LAG-OPERATING RESULTS:

>**Direct Contributions:** August Direct Contribution was \$15k vs. a budget of \$24k - negative variance of (\$9k). Individual Contributions were \$7k, and we received \$8k for program sponsorships.

>**Bequest, Foundation & Trusts:** Total \$239k vs \$50k budget...\$199k received from Estate of Morris Gray, SK Foundation contributions were \$26k and trust contributions were \$14k .

>**Event Revenue:** Senior Summit July 11th at Antlers breakeven - Donations \$98,00, Sponsorships \$25,815 and Expenses \$28,913. Current deferred September 2023 event information to date: sponsors \$86,740 goal to raise \$180k after expenses.

>**Non-Government Grants:** Community Health Partners \$2,014 supporting Health & Wellness, Trimble Charity Fund \$2.5k for meals and Pantry \$1,666.67 from Pikes Peak United Way .

>**Indirect Contributions:** Month of August received \$416.00 Pikes Peak United Way passthrough vs budget \$2k; for a negative budget variance of (\$1,750).

>**Government Grants and Contracts:** During August, received \$236k, budgeted \$232k, for a positive variance of \$5k. PPACG-AAA funding of \$141k, PPACG 5310 Transportation billed \$33k. Multimodal Transportation & Mitigation Options Fund (MMOF) billed \$26k, CHFA \$10k, CO HCPF Respite/Companion \$4k, ARPA \$12,500 and \$1k Colorado Springs Tenant Based Rental Assistance (TBRA) program passed through to clients landlords . Received zero from Medicaid for Behavioral Health billable services.

>**Program-Related Sales Fees and Donations:** August 2023 received \$80k directly from clients, budget \$64k positive variance of \$16k. Respite, Companionship and Guardianship fees \$32k vs budget \$7k positive variance \$14k, combined Thrift Stores sales \$26k ahead of budget by \$7k, Reserve and Ride donations and TRE received \$10k- ahead of budget by \$2k, Nutrition: private pay home delivered meals \$13k and donations of \$8k- behind budget for the month by (\$2k).

>**Payroll & Related Expenses:** August salaries and benefits \$300k-52% of revenue, over budget by (\$36k). Department payroll over budget...Health & Wellness (\$14k), Transportation (\$7k), Nutrition (\$7k), Resource Development (\$5k), General and Administrative (\$3k). Current number of employees: 70, equaling 57 full time equivalent (FTEs). Currently open positions: Part-time driver, Full-time Marketing Coordinator, Full-time Information and Referral Specialist. During August, 293 volunteers provided 4,703 hours of service; equaling 27 full time equivalent (FTEs).



Executive Summary

>**Total Program Related Expenses:** August \$109k vs. \$98k, over budget by \$11k. Provided client emergency assistance of \$11k vs budget of \$3k causing overage of (\$8k), Food, beverage & packaging under budget by \$7k- Transportation fuel and repairs negative variance of (\$9k), other areas are under or in line with budget.

>**Total General & Administrative Expenses** (Facility, Travel & Meeting, and G&A): \$68k for August vs budget \$71k, positive variance of \$4k.

>**Murray Property Income:** Murray property net surplus \$15k for August. Current leasing occupancy is 86%. Silver Key received \$100k CDBG Facility grant and \$260k for NAMI tenant improvements - Art C. Klein Construction chosen as General Contractor - project estimated at \$471,037 with a completion goal of mid September. During June/July/August multiple roof leaks due to large rainstorms, starting to plan for a roof replacement in the next 12-24 months. Griffins Blessing applied for a Colorado Springs Utility \$10k grant to repair irrigation system, received award letter June 2023. NAMI, Silver Key and Concrete Couch discussing plans for an Alley Mural Project for Spring 2024.

>**Investments:** net income(loss) for August (\$19k); current value of Operating Board Reserve account \$1,421,817 - includes board designated funds of \$400,000 for emergency capital expenditures.

>**YTD Program Overview:** Health and Wellness Revenue \$158k- Net Surplus \$57k, collected \$116k government grants and contract and \$32k in client related services. Murray & Tri-Lakes Thrift Stores Revenue \$46k- Net Surplus \$20k, ahead of projection by \$12k, have seen a decrease sales since stopping digital marketing campaign in December 2022, hired new Director of Retail started August 21st to direct both locations. Transportation Revenue \$232k- Net Deficit (\$14k) providing over 6k rides with a 29% cancellation rate- unable to accommodate over 400 ride requests during the past two months. Nutrition Revenue \$215k - Net Surplus \$5k, providing over 10 thousand meals each month, currently 0 clients on waitlist for subsidized meals. Pantry Revenue \$5k- Net Deficit (\$16k), providing commodities to over 1k households during August. Tri-Lakes total revenue to date \$4k- Net Deficit (\$9k), Resource Development Unrestricted YTD Revenue \$304k, Expenses (\$36k)- Net Surplus \$269k positive variance compared to budget \$155k related to the large Gray estate gift received during August 2023 of \$199k.

>**Cash Flow:** ENT Line of Credit balance as of August 31, 2022- zero. Currently have 186 days of cash on hand with the goal of 190 days, cash goal shortage of 4 days equaling (\$58k). Daily operating expenses average \$16,143 vs budget of \$16,734- currently revenue exceeding projections by 21% and operating expenses are over budget by (2%). Experienced \$1.5m cash received IRS Employee Retention Credit (ERC) payments during July and \$199k estate gift during August. Closed on Silver Key Senior Apartment project receiving \$701k to cover pre-development fee which \$637k distributed during August 2023.

>**LEAD - PROJECTED 2023-24 FISCAL YEAR:** Budget reviewed and approved by Finance Committee June 23rd with an estimate annual revenue \$5.5m, expenses \$5.5m with an estimated program core service break even. Estimated operating expenses of \$16,734 per day a decrease from 2022-23 of 10% to align expenses with projected revenue.

Silver Key Senior Services

Income Statement

Two Months Ending August 31, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	08/01/2023 - 08/31/2023	08/01/2023 - 08/31/2023	08/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 06/30/2024
Revenues								
Revenue From Direct Contributions	15,299	24,401	(9,102)	39,572	43,690	(4,118)	(9.43%)	670,000
Revenue from Bequests, Fdns & Trusts	239,563	50,203	189,360	279,878	100,406	179,472	178.75%	602,436
Revenue From Events	0	0	0	0	0	0	0.00%	180,000
Revenue From Donated Goods & Services	838	3,000	(2,162)	2,683	6,000	(3,317)	(55.28%)	36,000
Revenue From Non-Government Grants	6,181	31,491	(25,311)	11,656	62,983	(51,327)	(81.49%)	377,896
Revenue From Indirect Contributions	416	2,167	(1,750)	842	4,333	(3,491)	(80.57%)	121,000
Revenue From Government Grants	26,625	17,625	9,000	43,250	35,250	8,000	22.70%	186,750
Revenue From Government Contracts	210,139	214,013	(3,874)	456,030	428,027	28,003	6.54%	2,568,161
Revenue From Program-Related Sales & Fees	80,593	64,242	16,350	141,390	128,485	12,905	10.04%	770,908
Total Revenues	579,654	407,142	172,512	975,301	809,173	166,128	20.53%	5,513,151
Expenses								
Personnel Ratio (% of Revenue)	52%	65%		60%	68%			61%
Personnel Related Expenses	300,343	264,676	(35,667)	586,358	547,097	(39,261)	(7.18%)	3,335,771
Contract Service Expenses	9,300	11,619	2,319	9,300	23,238	13,938	59.98%	139,427
Program Related Expenses	109,255	98,192	(11,063)	203,132	196,385	(6,748)	(3.44%)	1,178,310
Facility & Equipment Expenses	27,387	31,741	4,354	52,353	63,481	11,129	17.53%	380,888
Travel & Meetings Expenses	190	1,582	1,392	1,014	3,163	2,149	67.95%	18,980
General & Administrative Expenses	40,439	38,281	(2,158)	75,686	76,561	875	1.14%	459,371
Total Expenses	486,913	446,090	(40,823)	927,843	909,925	(17,918)	(1.97%)	5,512,747
Program Core Service Net Surplus (Deficit)	92,741	(38,947)	131,689	47,458	(100,752)	148,210	147.10%	403
Other								
Revenue From Murray Property Income	15,088	10,538	4,550	26,896	21,076	5,821	27.62%	126,454
Revenue From Investments	(19,150)	7,135	(26,285)	12,892	14,270	(1,378)	(9.66%)	85,618
Depreciation Expense - Fixed Operating Assets	48,110	53,270	5,160	97,028	106,541	9,513	8.93%	639,245
Revenue - Capital	303,850	6,250	297,600	327,850	12,500	315,350	2,522.80%	275,000
Total Other	251,678	(29,348)	281,026	270,610	(58,696)	329,306	561.04%	(152,173)
NET SURPLUS/(DEFICIT)	344,419	(68,295)	412,714	318,068	(159,447)	477,516	299.48%	(151,770)

**Silver Key Senior Services
Balance Sheet**

	Actual 08/31/2023	Actual 07/31/2023	Actual 06/30/2022	Actual 06/30/2021	Actual 06/30/2020
1 - Silver Key Senior Services, Inc					
Assets					
Cash	\$1,587,571	\$2,551,017	\$1,675,674	\$907,468	\$1,084,886
Accounts Receivable	\$918,979	\$442,753	\$426,294	\$782,496	\$408,361
Contributions Receivables	\$157,966	\$127,435	\$92,819	\$106,580	\$171,451
Other Receivables	\$14	\$85	\$0	\$0	\$186
Other Assets	\$258,815	\$130,445	\$158,927	\$150,386	\$70,552
Investments - Operating Reserves	\$1,421,817	\$1,442,109	\$1,281,728	\$1,432,126	\$1,130,191
Investments (Beneficial Interests in Trusts)	\$4,644,824	\$4,644,824	\$4,401,464	\$5,326,058	\$4,285,610
Fixed Assets	\$10,409,514	\$9,842,519	\$9,235,575	\$8,501,416	\$8,087,269
Accumulated Depreciation	(\$4,288,033)	(\$4,239,923)	(\$3,655,163)	(\$3,103,301)	(\$2,620,308)
Total Assets	\$15,111,467	\$14,941,265	\$13,617,317	\$14,103,227	\$12,618,197
Liabilities					
Payables	\$132,293	\$111,176	\$114,694	\$144,960	\$207,279
Accrued Liabilities	\$271,185	\$229,322	\$197,965	\$218,880	\$155,355
Unearned/Deferred Revenue	\$621,523	\$657,273	\$336,000	\$62,397	\$121,245
Refundable Advances/Deposits	\$12,099	\$12,099	\$12,099	\$14,649	\$14,649
Short-Term Notes & Loans Payable	\$17,641	\$217,641	\$67,496	\$17,192	\$16,640
Long-Term Notes & Loans Payable	\$185,040	\$186,487	\$205,751	\$223,392	\$240,782
Total Liabilities	\$1,239,780	\$1,413,998	\$934,005	\$681,470	\$755,951
Fund Balance					
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	\$13,553,618	\$13,553,618	\$13,582,961	\$11,862,246	\$11,001,254
NET SURPLUS/(DEFICIT)	\$318,068	(\$26,351)	(\$899,649)	\$1,559,512	\$860,991
ENDING FUND BALANCE	\$13,871,687	\$13,527,267	\$12,683,312	\$13,421,757	\$11,862,246
Total Liabilities and Fund Balance	\$15,111,467	\$14,941,265	\$13,617,317	\$14,103,227	\$12,618,197

SILVER KEY SENIOR SERVICES

CASH FLOW PROJECTIONS

	BUDGET 2023-24	ACTUAL FYTD 8/31/2023
Program Core Service Net Surplus (Deficit)	403	47,458
Revenue from Murray Property Income	126,454	26,896
Revenue from Capital Funding	275,000	303,850
ERC Funds \$1,509,304 Received July 3, 2023 revenue accrued June 2023		1,509,304
Change in Deferred Revenue (ARPA-funds received 2021)	(150,000)	(25,000)
Capital Expenditures (1600-1680) Estimates		
Facilities	(40,000)	
Health & Wellness door locks upgraded		(3,013)
Nutrition Water Heater		(5,186)
Landscaping upgrade and repairs		(3,335)
2 RTUs	(30,000)	
Facilities - City CDBG - Public Facilities Grant	(75,000)	
Misc. Capital	(50,000)	
Beatcher Conference Room Projector		(1,979)
IT Equipment -ARPA Funding \$143,781.49 (10% Match)	(13,497)	
NAMI - tenant renovation - ARPA Funding \$288,920.00 (10% Match)	(28,892)	(171,267)
RouteMatch Collaboration - ARPA Fund \$134,968.41 (10% match)	(13,497)	
MCSS - In-Kind vehicle		(24,000)
Van Purchase		(40,000)
Vehicles (3 CDOT awarded) SK portion 20%	(80,000)	
5 Vehicle camera systems (CDOT grant)		(8,316)
Vehicles 2 - Multimodal Transportation and Mitigation Options Fund (MMOF) 50% match	(110,000)	
Enter Principal Payment - Mortgage	(15,000)	
Senior Housing Project		(328,683)
Estimated Net increase (decrease) in cash	(204,028)	1,276,729
	6/30/2023	8/31/2023
Operating Cash on Hand	1,014,402	1,587,571
Investment Operating Reserves - 1520		
Board Reserved \$400k Capital, balance operating	1,411,412	1,421,817
Outstanding Ent Line of Credit Balance	-	-
Day cash on hand calculation	Budget	
Operating expenses (12 months)	6,107,777	5,892,374
Operating expense per day	16,734	16,143
	6/30/2023	
Days of Cash on Hand (Goal 190 days including Board Reserved Investments)	148	186
Days of Cash (shortage) or excess of goal	(678,870)	(57,875)
Estimated Ent Line of Credit balance at end of year 6-30-2024	-	-

Silver Key Senior Services Income Statement

Two Months Ending August 31, 2023

	Health & Wellness	Thrift Stores	Transportation	Nutrition	Food Pantry	Tri-Lakes	Resource Dev	G&A	Annual Total	Annual Budget
	07/01/2023	07/01/2023	07/01/2023	07/01/2023	07/01/2023	07/01/2023	07/01/2023	07/01/2023	07/01/2023	07/01/2023
	- 08/31/2023	- 08/31/2023	- 08/31/2023	- 08/31/2023	- 08/31/2023	- 08/31/2023	- 08/31/2023	- 08/31/2023	- 08/31/2023	- 06/30/2024
Revenues										
Revenue From Direct Contributions	\$40	\$0	\$0	\$6,808	\$1,600	\$300	\$30,823	\$0	\$39,572	\$670,000
Revenue from Bequests, Fdns & Trusts	\$7,066	\$0	\$0	\$0	\$0	\$0	\$272,812	\$0	\$279,878	\$602,436
Revenue From Events	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$180,000
Revenue From Donated Goods & Services	\$0	\$0	\$0	\$2,683	\$0	\$0	\$0	\$0	\$2,683	\$36,000
Revenue From Non-Government Grants	\$3,323	\$0	\$0	\$5,000	\$3,333	\$0	\$0	\$0	\$11,656	\$377,896
Revenue From Indirect Contributions	\$0	\$0	\$0	\$0	\$0	\$0	\$842	\$0	\$842	\$121,000
Revenue From Government Grants	\$43,250	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$43,250	\$186,750
Revenue From Government Contracts	\$71,831	\$0	\$213,699	\$160,258	\$0	\$0	\$0	\$10,242	\$456,030	\$2,568,161
Revenue From Program-Related Sales & Fees	\$32,510	\$46,323	\$18,389	\$40,696	\$50	\$3,422	\$0	\$0	\$141,390	\$770,908
Total Revenues	\$158,019	\$46,323	\$232,089	\$215,446	\$4,983	\$3,722	\$304,478	\$10,242	\$975,301	\$5,513,151
Expenses										
	66%	30%	66%	47%	272%	38%	3%	18%	60%	61%
Personnel Related Expenses	\$103,979	\$14,013	\$152,491	\$100,899	\$13,564	\$1,413	\$27,023	\$172,976	\$586,358	\$3,335,771
Contract Service Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$9,300	\$9,300	\$139,427
Program Related Expenses	\$28,475	\$1,436	\$67,701	\$87,669	\$647	\$8,304	\$2,855	\$6,045	\$203,132	\$1,178,310
Facility & Equipment Expenses	\$3,350	\$8,027	\$3,443	\$12,317	\$6,609	\$760	\$1,329	\$16,517	\$52,353	\$380,888
Travel & Meetings Expenses	\$57	\$0	\$433	\$9	\$0	\$0	\$0	\$514	\$1,014	\$18,980
General & Administrative Expenses	\$11,356	\$2,432	\$22,078	\$9,112	\$692	\$2,145	\$4,626	\$23,247	\$75,686	\$459,371
Total Expenses	\$147,217	\$25,908	\$246,146	\$210,006	\$21,512	\$12,622	\$35,833	\$228,599	\$927,843	\$5,512,747
Program Core Service Net Surplus (Deficit)	\$10,801	\$20,415	(\$14,057)	\$5,439	(\$16,529)	(\$8,900)	\$268,645	(\$218,357)	\$47,458	\$403
Other										
Revenue From Murray Property Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$26,896	\$26,896	\$126,454
Revenue From Investments	\$0	\$0	\$0	\$0	\$0	\$4	\$0	\$12,888	\$12,892	\$85,618
Depreciation Expense - Fixed Operating Assets	\$845	\$581	\$25,951	\$3,968	\$7,775	\$42	\$0	\$57,864	\$97,028	\$639,245
Revenue - Capital	\$0	\$0	\$169,626	\$0	\$0	\$0	\$0	\$158,224	\$327,850	\$275,000
Total Other	(\$845)	(\$581)	\$143,674	(\$3,968)	(\$7,775)	(\$39)	\$0	\$140,144	\$270,610	(\$152,173)
NET SURPLUS/(DEFICIT)	\$9,956	\$19,834	\$129,617	\$1,471	(\$24,304)	(\$8,939)	\$268,645	(\$78,212)	\$318,068	(\$151,770)

Silver Key Senior Services
Income Statement

Two Months Ending August 31, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	08/01/2023 - 08/31/2023	08/01/2023 - 08/31/2023	08/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 06/30/2024
Revenues								
Revenue From Direct Contributions								
4000 Individual/Small Business Contributions	\$7,032	\$17,734	(\$10,702)	\$26,438	\$30,356	(\$3,918)	(12.9%)	\$590,000
4050 Sponsorship (Programs)	\$8,267	\$6,667	\$1,600	\$13,133	\$13,333	(\$200)	(1.5%)	\$80,000
Total Revenue From Direct Contributions	\$15,299	\$24,401	(\$9,102)	\$39,572	\$43,690	(\$4,118)	(9.4%)	\$670,000
Revenue from Bequests, Fdns & Trusts								
4020 Legacies & Bequests	\$199,060	\$5,000	\$194,060	\$199,060	\$10,000	\$189,060	1,890.6%	\$60,000
4030 Foundation Contributions	\$26,136	\$29,370	(\$3,233)	\$52,435	\$58,739	(\$6,304)	(10.7%)	\$352,436
4040 Trust Contributions	\$14,366	\$15,833	(\$1,467)	\$28,383	\$31,667	(\$3,284)	(10.4%)	\$190,000
Total Revenue From Direct Contributions	\$239,563	\$50,203	\$189,360	\$279,878	\$100,406	\$179,472	178.7%	\$602,436
Revenue From Events								
4100 Events - Donations	\$0	\$0	\$0	\$98	\$0	\$98	0.0%	\$80,000
4120 Events - Sponsorships	\$0	\$0	\$0	\$25,815	\$50,000	(\$24,185)	(48.4%)	\$200,000
4195 Events - Expenses	\$0	\$0	\$0	(\$25,913)	(\$50,000)	\$24,087	48.2%	(\$100,000)
Total Net Events	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	\$180,000
Revenue From Donated Goods & Services								
4230 Gifts In Kind - Goods	\$838	\$3,000	(\$2,162)	\$2,683	\$6,000	(\$3,317)	(55.3%)	\$36,000
Total Donated Goods & Services Revenue	\$838	\$3,000	(\$2,162)	\$2,683	\$6,000	(\$3,317)	(55.3%)	\$36,000
Revenue From Non-Government Grants								
4300 Corporate/Business Grants	\$0	\$2,083	(\$2,083)	\$0	\$4,167	(\$4,167)	(100.0%)	\$25,000
4310 Foundation/Trust Grants	\$0	\$10,975	(\$10,975)	\$1,309	\$21,949	(\$20,641)	(94.0%)	\$131,696
4320 Nonprofit Organization Grants	\$6,181	\$18,433	(\$12,253)	\$10,347	\$36,867	(\$26,519)	(71.9%)	\$221,200
Total Revenue From Non-Government Grants	\$6,181	\$31,491	(\$25,311)	\$11,656	\$62,983	(\$51,327)	(81.5%)	\$377,896
Revenue From Indirect Contributions								
4400 Empty Stocking Contributions	\$0	\$0	\$0	\$0	\$0	\$0	0.0%	\$95,000
4420 United Way Or CFC Contributions	\$416	\$2,167	(\$1,750)	\$842	\$4,333	(\$3,491)	(80.6%)	\$26,000
Total Revenue From Indirect Contributions	\$416	\$2,167	(\$1,750)	\$842	\$4,333	(\$3,491)	(80.6%)	\$121,000
Revenue From Government Grants								
4520 State Grants	\$14,125	\$4,125	\$10,000	\$18,250	\$8,250	\$10,000	121.2%	\$24,750
4530 Local Government Grants (City & County)	\$12,500	\$13,500	(\$1,000)	\$25,000	\$27,000	(\$2,000)	(7.4%)	\$162,000
Total Government Grants	\$26,625	\$17,625	\$9,000	\$43,250	\$35,250	\$8,000	22.7%	\$186,750
Revenue From Government Contracts								
5000 Agency (Government) Contracts/Fees	\$178,383	\$161,695	\$16,688	\$355,122	\$323,390	\$31,732	9.8%	\$1,940,341
5010 Federal Contracts/Fees	\$6,121	\$41,712	(\$35,591)	\$18,770	\$83,425	(\$64,655)	(77.5%)	\$500,548
5020 State Contracts/Fees	\$25,636	\$0	\$25,636	\$82,138	\$0	\$82,138	0.0%	\$0
5030 Local Government Contracts/Fees (City & County)	\$0	\$8,333	(\$8,333)	\$0	\$16,667	(\$16,667)	(100.0%)	\$100,000
5080 Private insurance revenue	\$0	\$106	(\$106)	\$0	\$212	(\$212)	(100.0%)	\$1,272
5090 Medicare & Medicaid Payments	\$0	\$2,167	(\$2,167)	\$0	\$4,333	(\$4,333)	(100.0%)	\$26,000

Silver Key Senior Services
Income Statement

Two Months Ending August 31, 2023

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Total Revenue From Government Contracts	\$210,139	\$214,013	(\$3,874)	\$456,030	\$428,027	\$28,003	6.5%	\$2,568,161
Revenue From Program-Related Sales & Fees								
5100 Program Sales Taxable Thrift Store	\$21,123	\$19,634	\$1,489	\$37,333	\$39,267	(\$1,934)	(4.9%)	\$235,604
5110 Program Sales Taxable Medical Equipment	\$3,252	\$4,334	(\$1,082)	\$6,242	\$8,669	(\$2,427)	(28.0%)	\$52,014
5120 Program Sales Non-Taxable Thrift Store	\$1,732	\$1,071	\$661	\$2,693	\$2,142	\$551	25.7%	\$12,853
5130 Program Service Fees	\$40,228	\$24,582	\$15,646	\$66,612	\$49,165	\$17,448	35.5%	\$294,988
5140 Program Service Donations	\$14,257	\$15,018	(\$760)	\$28,510	\$30,036	(\$1,526)	(5.1%)	\$180,216
5195 Bad Debts, Est - Program Fees	\$0	(\$397)	\$397	\$0	(\$794)	\$794	100.0%	(\$4,767)
Total Revenue From Program-Related Sales & Fees	\$80,593	\$64,242	\$16,350	\$141,390	\$128,485	\$12,905	10.0%	\$770,908
Total Revenues	\$579,654	\$407,142	\$172,512	\$975,301	\$809,173	\$166,128	20.5%	\$5,513,151
Expenses								
Personnel Related Expenses								
7000 Salaries & Wages	\$223,308	\$187,187	(\$36,121)	\$412,091	\$374,375	(\$37,716)	(10.1%)	\$2,246,249
7010 Overtime	\$1,447	\$878	(\$569)	\$2,311	\$1,755	(\$556)	(31.7%)	\$10,531
7020 Holiday & Bonuses	\$1,294	\$0	(\$1,294)	\$15,068	\$17,745	\$2,677	15.1%	\$159,650
7030 Paid Time Off	\$11,676	\$11,386	(\$290)	\$27,163	\$22,772	(\$4,391)	(19.3%)	\$136,632
7040 Extended Illness Bank	\$1,040	\$782	(\$258)	\$1,040	\$1,564	\$524	33.5%	\$9,383
7050 Paid Unworked Wages	\$2,400	\$5,116	\$2,716	\$6,343	\$10,232	\$3,889	38.0%	\$61,395
7100 Dental Insurance	(\$821)	\$688	\$1,509	(\$95)	\$1,376	\$1,471	106.9%	\$8,254
7110 Flex Spending Account Contributions	\$1,972	\$2,169	\$197	\$3,944	\$4,339	\$395	9.1%	\$26,034
7130 Legal & ID Shield	\$98	\$25	(\$73)	\$304	\$50	(\$254)	(509.6%)	\$299
7140 Life Insurance	\$76	\$350	\$274	\$479	\$699	\$220	31.5%	\$4,197
7150 Employee Benefits - Other	\$465	\$863	\$399	\$962	\$1,726	\$765	44.3%	\$10,359
7160 Medical Insurance	\$22,157	\$20,196	(\$1,961)	\$47,492	\$40,392	(\$7,100)	(17.6%)	\$242,353
7170 Retirement Plan Contributions	\$5,186	\$3,248	(\$1,938)	\$10,122	\$6,496	(\$3,626)	(55.8%)	\$38,975
7180 Retirement Plan Fees	\$0	\$1,460	\$1,460	\$1,250	\$2,919	\$1,669	57.2%	\$17,515
7190 Vision Insurance	(\$296)	\$41	\$337	(\$296)	\$81	\$378	464.0%	\$489
7200 Payroll Taxes	\$18,393	\$16,683	(\$1,710)	\$34,954	\$33,366	(\$1,588)	(4.8%)	\$200,197
7210 CO Unemp. Ins/CO Fam Leave Tax	\$2,059	\$2,391	\$332	\$4,905	\$4,782	(\$124)	(2.6%)	\$28,690
7220 Workers' Compensation Insurance	\$1,852	\$2,242	\$390	\$3,685	\$4,483	\$798	17.8%	\$26,900
7300 Payroll Fees	\$4,788	\$4,958	\$171	\$9,599	\$9,917	\$318	3.2%	\$59,502
7400 Employee & Volunteer Appreciation	\$2,730	\$2,294	(\$436)	\$3,320	\$4,589	\$1,269	27.7%	\$27,533
7410 Employee & Volunteer Recruiting	\$178	\$648	\$470	\$351	\$1,297	\$946	72.9%	\$7,781
7420 Employee & Volunteer Screening	\$341	\$1,071	\$730	\$1,367	\$2,142	\$775	36.2%	\$12,853
Total Personnel Related Expenses	\$300,343	\$264,676	(\$35,667)	\$586,358	\$547,097	(\$39,261)	(7.2%)	\$3,335,771
Contract Service Expenses								
7510 Accounting & Audit Fees	\$9,300	\$4,623	(\$4,677)	\$9,300	\$9,246	(\$54)	(0.6%)	\$55,474
7520 Legal Fees	\$0	\$76	\$76	\$0	\$152	\$152	100.0%	\$911

Silver Key Senior Services
Income Statement

Two Months Ending August 31, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	08/01/2023 - 08/31/2023	08/01/2023 - 08/31/2023	08/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 06/30/2024
7530 Professional Fees - Other	\$0	\$6,920	\$6,920	\$0	\$13,840	\$13,840	100.0%	\$83,042
Total Contract Service Expenses	\$9,300	\$11,619	\$2,319	\$9,300	\$23,238	\$13,938	60.0%	\$139,427
Program Related Expenses								
8000 Books, Subscription, References	\$0	\$21	\$21	\$0	\$43	\$43	100.0%	\$256
8010 Client Emergency Assistance	\$10,503	\$3,000	(\$7,503)	\$10,750	\$6,000	(\$4,750)	(79.2%)	\$36,000
8015 Client assistance - other funding	\$7,179	\$0	(\$7,179)	\$11,650	\$0	(\$11,650)	0.0%	\$0
8020 Donated Materials & Supplies	\$838	\$3,029	\$2,190	\$2,683	\$6,058	\$3,375	55.7%	\$36,347
8030 Food & Beverage	\$29,211	\$37,686	\$8,474	\$52,142	\$75,371	\$23,229	30.8%	\$452,226
8040 Food Packaging	\$9,369	\$5,773	(\$3,596)	\$17,943	\$11,545	(\$6,398)	(55.4%)	\$69,271
8050 Instructors & Contractors	\$5,534	\$5,936	\$403	\$9,536	\$11,872	\$2,337	19.7%	\$71,234
8070 Mileage Reimbursement	\$728	\$1,078	\$350	\$1,758	\$2,156	\$398	18.5%	\$12,936
8080 Postage & Shipping	\$1,578	\$1,127	(\$451)	\$4,819	\$2,254	(\$2,565)	(113.8%)	\$13,523
8090 Printing & Copying	\$2,488	\$4,697	\$2,209	\$6,564	\$9,394	\$2,830	30.1%	\$56,367
8100 Supplies	\$1,792	\$4,153	\$2,362	\$3,454	\$8,307	\$4,853	58.4%	\$49,841
8110 Telephone & Telecommunications	\$5,190	\$5,865	\$676	\$10,312	\$11,731	\$1,419	12.1%	\$70,385
8120 Vehicle Fuel	\$14,150	\$11,863	(\$2,287)	\$27,172	\$23,726	(\$3,446)	(14.5%)	\$142,358
8130 Vehicle Insurance Expense	\$8,579	\$7,310	(\$1,269)	\$16,953	\$14,620	(\$2,333)	(16.0%)	\$87,719
8140 Vehicle License And Registration	\$373	\$440	\$67	\$720	\$881	\$160	18.2%	\$5,284
8150 Vehicle Repair & Maintenance	\$11,744	\$6,214	(\$5,530)	\$26,676	\$12,427	(\$14,249)	(114.7%)	\$74,564
Total Program Related Expenses	\$109,255	\$98,192	(\$11,063)	\$203,132	\$196,385	(\$6,748)	(3.4%)	\$1,178,310
Facility & Equipment Expenses								
8220 Equipment Rental & Maintenance	\$1,915	\$736	(\$1,179)	\$2,632	\$1,473	(\$1,159)	(78.7%)	\$8,836
8230 Janitorial Services & Supplies	\$8,157	\$9,668	\$1,511	\$16,949	\$19,336	\$2,387	12.3%	\$116,014
8240 Mortgage Interest	\$694	\$627	(\$67)	\$1,394	\$1,254	(\$139)	(11.1%)	\$7,526
8260 Real Estate Taxes	\$468	\$451	(\$17)	\$935	\$901	(\$34)	(3.8%)	\$5,406
8270 Rent, Parking, And Other Occupancy	\$2,491	\$2,253	(\$238)	\$4,482	\$4,506	\$24	0.5%	\$27,038
8280 Repair & Maintenance	\$10,455	\$12,723	\$2,267	\$20,553	\$25,446	\$4,892	19.2%	\$152,674
8290 Utilities	\$3,207	\$5,283	\$2,076	\$5,408	\$10,566	\$5,158	48.8%	\$63,394
Total Facility & Equipment Expenses	\$27,387	\$31,741	\$4,354	\$52,353	\$63,481	\$11,129	17.5%	\$380,888
Travel & Meetings Expenses								
8300 Travel, Hotel, Meals	\$190	\$672	\$483	\$601	\$1,344	\$743	55.3%	\$8,066
8310 Conferences, Conventions, Meetings	\$0	\$885	\$885	\$375	\$1,770	\$1,395	78.8%	\$10,622
8320 Beer, Wine & Spirits	\$0	\$24	\$24	\$38	\$49	\$11	22.8%	\$292
Total Travel & Meetings Expenses	\$190	\$1,582	\$1,392	\$1,014	\$3,163	\$2,149	67.9%	\$18,980
General & Administrative Expenses								
8410 Bank & Credit Card Fees	\$1,334	\$1,263	(\$70)	\$2,441	\$2,526	\$86	3.4%	\$15,159
8420 Cash (Over) Short	(\$29)	\$12	\$41	(\$26)	\$23	\$50	213.5%	\$140
8430 Donor/Sponsorship Development	\$1,635	\$1,581	(\$54)	\$1,635	\$3,162	\$1,527	48.3%	\$18,971
8440 Fines, Penalties, Judgments	\$0	\$54	\$54	\$0	\$109	\$109	100.0%	\$652
8450 Fundraising Expenses/Fees	\$0	\$417	\$417	\$0	\$833	\$833	100.0%	\$5,000
8460 Insurance - (Non-Employee/Building/Vehicle Related)	\$5,511	\$5,808	\$297	\$11,022	\$11,616	\$593	5.1%	\$69,694

Silver Key Senior Services
Income Statement

Two Months Ending August 31, 2023

	Last Period			Year-to-Date				Annual
	Actual	Budget	Variance \$	Actual	Budget	Variance \$	Variance %	Budget
	08/01/2023 - 08/31/2023	08/01/2023 - 08/31/2023	08/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 08/31/2023	07/01/2023 - 06/30/2024
8480 Membership Dues & Subscriptions	\$433	\$710	\$277	\$690	\$1,420	\$730	51.4%	\$8,519
8495 Office Supplies	\$2,467	\$2,973	\$506	\$4,402	\$5,945	\$1,544	26.0%	\$35,672
8500 Organizational Expenses & Fees	\$0	\$18	\$18	\$0	\$37	\$37	100.0%	\$221
8510 Outside Computer Services	\$8,842	\$9,987	\$1,145	\$16,754	\$19,974	\$3,220	16.1%	\$119,842
8520 Public Relations And Marketing Expenses	\$11,463	\$4,878	(\$6,585)	\$17,972	\$9,756	(\$8,215)	(84.2%)	\$58,540
8530 Software Fees	\$8,272	\$9,066	\$794	\$20,069	\$18,132	(\$1,937)	(10.7%)	\$108,791
8540 Staff Development	\$364	\$1,316	\$952	\$386	\$2,632	\$2,246	85.3%	\$15,789
8550 Taxes - Other	\$147	\$198	\$51	\$342	\$397	\$54	13.7%	\$2,381
Total General & Administrative Expenses	\$40,439	\$38,281	(\$2,158)	\$75,686	\$76,561	\$875	1.1%	\$459,371
Total Expenses	\$486,913	\$446,090	(\$40,823)	\$927,843	\$909,925	(\$17,918)	(2.0%)	\$5,512,747
Program Core Service Net Surplus (Deficit)	\$92,741	(\$38,947)	\$131,689	\$47,458	(\$100,752)	\$148,210	147.1%	\$403
Other								
Revenue From Murray Property Income								
5300 Murray Property Rental Income	\$14,848	\$13,831	\$1,017	\$30,747	\$27,662	\$3,085	11.2%	\$165,972
5310 Murray Property CAM Income	\$12,584	\$13,274	(\$690)	\$25,167	\$26,547	(\$1,380)	(5.2%)	\$159,283
5320 Murray Room Rental Income	\$0	\$408	(\$408)	\$0	\$816	(\$816)	(100.0%)	\$4,896
5395 Murray Property Expenses	(\$12,344)	(\$16,975)	\$4,630	(\$29,018)	(\$33,950)	\$4,932	14.5%	(\$203,697)
Total Murray Property Income	\$15,088	\$10,538	\$4,550	\$26,896	\$21,076	\$5,821	27.6%	\$126,454
Revenue From Investments								
5200 Interest Income - Savings/Short-Term Investment	\$32	\$0	\$32	\$53	\$0	\$53	0.0%	\$0
5210 Dividends Income - Investments	\$2,375	\$0	\$2,375	\$5,048	\$0	\$5,048	0.0%	\$0
5220 Interest Income - Investments	\$713	\$444	\$269	\$1,387	\$888	\$499	56.2%	\$5,328
5230 Realized Gain (Loss) - Investments	\$51	\$3,255	(\$3,203)	\$1,139	\$6,509	(\$5,371)	(82.5%)	\$39,056
5250 Unrealized Gain (Loss) - Investments	(\$22,321)	\$4,167	(\$26,488)	\$7,210	\$8,333	(\$1,124)	(13.5%)	\$50,000
5295 Investment & Transaction Fees	\$0	(\$731)	\$731	(\$1,945)	(\$1,461)	(\$484)	(33.1%)	(\$8,766)
Total Revenue From Investments	(\$19,150)	\$7,135	(\$26,285)	\$12,892	\$14,270	(\$1,378)	(9.7%)	\$85,618
Depreciation Expense - Fixed Operating Assets								
8625 Depreciation Expense - Building	\$25,495	\$24,220	(\$1,276)	\$51,666	\$48,439	(\$3,227)	(6.7%)	\$290,636
8635 Depreciation Expense - Furniture, Fixtures, & Equipmer	\$2,222	\$2,347	\$126	\$4,443	\$4,694	\$251	5.3%	\$28,166
8645 Depreciation Expense - Equipment - Nutrition	\$1,618	\$2,967	\$1,349	\$3,236	\$5,933	\$2,698	45.5%	\$35,600
8655 Depreciation Expense - Equipment - Technology	\$3,836	\$6,958	\$3,122	\$8,470	\$13,916	\$5,446	39.1%	\$83,496
8665 Depreciation Expense - Vehicles	\$14,939	\$16,779	\$1,840	\$29,212	\$33,558	\$4,346	13.0%	\$201,347
Total Depreciation Expense - Fixed Operating Assets	\$48,110	\$53,270	\$5,160	\$97,028	\$106,541	\$9,513	8.9%	\$639,245
Revenue - Capital								
6000 Agency government capital contracts	\$246,433	\$0	\$246,433	\$246,433	\$0	\$246,433	0.0%	\$200,000
6020 State capital contracts	\$16,580	\$0	\$16,580	\$16,580	\$0	\$16,580	0.0%	\$0
6030 Local government capital contracts (City &County)	\$40,837	\$6,250	\$34,587	\$40,837	\$12,500	\$28,337	226.7%	\$75,000
6530 Gifts in kind - capital	\$0	\$0	\$0	\$24,000	\$0	\$24,000	0.0%	\$0

Silver Key Senior Services
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Two Months Ending August 31, 2023

	Last Period			Year-to-Date				Annual
	Actual 08/01/2023 - 08/31/2023	Budget 08/01/2023 - 08/31/2023	Variance \$ 08/01/2023 - 08/31/2023	Actual 07/01/2023 - 08/31/2023	Budget 07/01/2023 - 08/31/2023	Variance \$ 07/01/2023 - 08/31/2023	Variance % 07/01/2023 - 08/31/2023	Budget 07/01/2023 - 06/30/2024
Total Revenue - Capital	\$303,850	\$6,250	\$297,600	\$327,850	\$12,500	\$315,350	2,522.8%	\$275,000
Total Other	\$251,678	(\$29,348)	\$281,026	\$270,610	(\$58,696)	\$329,306	561.0%	(\$152,173)
NET SURPLUS/(DEFICIT)	\$344,419	(\$68,295)	\$412,714	\$318,068	(\$159,447)	\$477,516	299.5%	(\$151,770)