



2022 BUDGET

THE HISTORY

With the potential USDA Award plus COVID shifting 2022 expectations we delayed formalizing the budget to assess accurate assumptions for the projected income and expenses for the coming fiscal year.

THE PURPOSE

Provide resources for staff to continue the mission focused work and promote engagement and outreach to long-time Winesong and Community supporters.

THE GOALS

Increase support from the opportunities in our community and form deeper supportive partnerships while diversifying the income streams

THE PROCESS

Analyzing the budget vs. actual numbers of previous fiscal years and ensuring there are sufficient resources to accomplish the defined goals and objectives

THE RESULT

A budget that provides direction and intention.

Overall Budget Goals:

1. Create diverse opportunities for contributing to our mission and vision
2. Commit to a pool of funding for external grants, awards, scholarships, and funding requests.
3. Provide the necessary resources for operational needs and to implement the identified strategic goals

NOTE: The term for the “Buckets” for allocation of Income and Expenses are “Departments”. Below are the Departments used for this budget:

Events & Outreach: Includes income and expenses related to fundraising events and community engagement outreach events

Foundation Fundraising: Includes income and expenses related to traditional fundraising methods which include donor engagement, donor appreciation, solicitation of gifts, appeals, mailings and donor tracking.

Programs & Grants: Includes costs associated with the development, analysis and Implementation of MCHFoundation’s focused Initiatives and acceptance of funding requests and applications and disbursement of grant funds.

Admin/Operations: Includes costs associated with the administration and operation of the Foundation that are not directly associated with programming or fundraising activities.

(An Addition from the Treasurer) Main Street Project Costs

These expenses are not included in the below budget – they are in a separately approved budget and expensed from the Business Savings and capitalized in the balance sheet as spent.

BROAD BUDGET INCOME / EXPENSE

	2022 Proposed	Notes/Descriptions
Income		
Unrestricted Contributions	\$ 315,700	Includes Govt, USDA & Annual Appeal
Restricted Contributions	\$ 1,003,900	Capital Campaign and EIN Fundraising
Event Revenue	\$ 326,300	WS series of small events
Other Income	\$ 7,100	Rental Income
Total Income	\$ 1,653,000	

	2022 Proposed	
Expense		
Business Expense	\$ 25,100	Fees, Permits, Taxes
Contract Services	\$ 115,800	Accounting, Marketing & Event Support
Facilities & Equipment	\$ 105,400	Database & Event Rentals
Operations	\$ 27,600	Utilities etc.
Payroll Expenses	\$ 424,000	Staffing costs
Travel, Meetings & Trainings	\$ 10,200	Professional Development
Total Expenses	\$ 708,100	

Net Operating Income	\$ 944,900	
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Proposed Disbursements from Restricted (Revised per Treasurer Review)	Amount	Notes/Descriptions
EIN Program (external)	\$ 172,000	Awards, Scholarships, RN Student Support
EIN Program (internal)	\$ 150,000	Salaries and expenses
COVID Relief	\$ 50,000	Testing Distribution & Support
Donations to Other Organizations	\$ 70,000	Community non-profit requests for funds
AHMC Capital Campaign (Year 1)	\$ 500,000	Imaging Capital Campaign
Total Community Initiative Disbursement Requests	\$ 942,000	

Mendocino Coast Healthcare Foundation

2022 Budget Workbook		2022 Department Break Out Budgets			
	2022 Budget Request	Events & Outreach	Foundation Fundraising	Programs & Grants	Admin/ Operations
ORDINARY INCOME					
40100 · Unrestricted Donations	\$ 315,700	\$ -	\$ 225,000	\$ 10,675	\$ 80,000
41000 · Restricted Donations	\$ 1,003,900	\$ 430,000	\$ 220,000	\$ 156,750	\$ 197,120
42000 · Event Revenue					
42100 · Advertising Sales	\$ 1,000	\$ 1,000	\$ -	\$ -	\$ -
42200 · Auction Revenue	\$ 121,200	\$ 121,200	\$ -	\$ -	\$ -
42250 · Auction Trip Revenue	\$ 27,500	\$ 27,500	\$ -	\$ -	\$ -
42300 · Product Sales	\$ -	\$ -	\$ -	\$ -	\$ -
42400 · Registration Fees	\$ -	\$ -	\$ -	\$ -	\$ -
42500 · Sponsor/Corporate Partners	\$ 40,000	\$ 40,000	\$ -	\$ -	\$ -
42600 · Ticket Sales	\$ 136,600	\$ 136,600	\$ -	\$ -	\$ -
42700 · Shipping	\$ -	\$ -	\$ -	\$ -	\$ -
42000 · Event Revenue Other	\$ -	\$ -	\$ -	\$ -	\$ -
Total 42000 · Event Revenue	\$ 326,300	\$ 326,300	\$ -	\$ -	\$ -
43440 · Gifts in Kind - Goods & Services		\$ -			
46400 · Other Types of Income					
46410 · SBA Emergency Disaster Loan	\$ 2,000	\$ -	\$ -	\$ -	\$ 2,000
Rental Income	\$ 5,100				\$ 5,124
Total 46400 · Other Types of Income	\$ 7,100	\$ -	\$ -	\$ -	\$ 7,124
Sub Total Ordinary Income	\$ 1,653,000	\$ 756,300	\$ 445,000	\$ 167,425	\$ 284,244
50000 · Cost of Goods Sold					
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL ORDINARY INCOME	\$ 1,653,000	\$ 756,300	\$ 445,000	\$ 167,425	\$ 561,364

Mendocino Coast Healthcare Foundation

2022 Budget Workbook		2022 Department Break Out Budgets			
	2022 Budget Request	Events & Outreach	Foundation Fundraising	Programs & Grants	Admin/ Operations
EXPENSE					
60900 · Business Expenses					
60920 · Business & CC Processing Fees	\$ 6,400	\$ 1,513	\$ 4,895	\$ -	\$ -
60930 · Hospitality	\$ 1,900	\$ -	\$ -	\$ 500	\$ 1,379
60940 · Business Mileage	\$ 1,500	\$ 750	\$ 200	\$ 500	\$ -
60950 · Publicity	\$ 2,400	\$ 900	\$ -	\$ 1,500	\$ -
60960 · In-kind Publicity	\$ -	\$ -	\$ -	\$ -	\$ -
60980 · Insurance	\$ 3,900	\$ 964	\$ 964	\$ 964	\$ 964
Total 60900 · Business Expenses	\$ 16,100	\$ 4,126	\$ 6,059	\$ 3,464	\$ 2,343
62100 · Contract Services					
62110 · Accounting Fees	\$ 16,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000
62140 · Legal Fees	\$ 1,500	\$ -	\$ -	\$ -	\$ 1,500
62150 · Outside Contract Services	\$ 98,300	\$ 12,880	\$ 61,130	\$ 13,880	\$ 10,380
Total 62100 · Contract Services	\$ 115,800	\$ 16,880	\$ 65,130	\$ 17,880	\$ 15,880
62800 · Facilities and Equipment					
62820 · Computer hardware	\$ 6,000	\$ -	\$ -	\$ -	\$ 6,000
62830 · Computer Software & subscription	\$ 29,200	\$ -	\$ -	\$ 26,000	\$ 3,246
62850 · Equip Rental and Maintenance	\$ 6,300	\$ 6,330	\$ -	\$ -	\$ -
62860 · Event Purchases	\$ 53,800	\$ 53,750	\$ -	\$ -	\$ -
62890 · Rent, Parking, Utilities	\$ 10,100	\$ 5,000	\$ 1,704	\$ 1,704	\$ 1,704
62895 · In-Kind Rent	\$ -	\$ -	\$ -	\$ -	\$ -
Total 62800 · Facilities and Equipment	\$ 105,400	\$ 65,080	\$ 1,704	\$ 27,704	\$ 10,950

Mendocino Coast Healthcare Foundation

2022 Budget Workbook		2022 Department Break Out Budgets			
	2022 Budget Request	Events & Outreach	Foundation Fundraising	Programs & Grants	Admin/ Operations
EXPENSE (Continued)					
65000 · Operations					
65010 · Books, Subscriptions, Reference	\$ 100	\$ -	\$ 100	\$ -	\$ -
65020 · Postage, Mailing Service	\$ 3,100	\$ 700	\$ 1,215	\$ 1,075	\$ 140
65030 · Printing and Copying	\$ 13,200	\$ 6,500	\$ 2,163	\$ 2,163	\$ 2,400
65040 · Supplies	\$ 3,700	\$ 2,500	\$ 400	\$ 400	\$ 400
65050 · Telephone & Communications	\$ 7,500			\$ -	\$ 7,500
65060 · Recruitment	\$ -	\$ -	\$ -	\$ -	\$ -
Total 65000 · Operations	\$ 27,600	\$ 9,700	\$ 3,878	\$ 3,638	\$ 10,440
66000 · Payroll Expenses					
66010 · Employee Benefits MEDICAL	\$ 39,200	\$ 9,629	\$ 7,880	\$ 13,336	\$ 8,365
66010 · Employee Benefits IRA	\$ 10,400	\$ 1,544	\$ 2,871	\$ 3,716	\$ 2,250
66020 · Workers Comp Insurance	\$ 1,600	\$ 293	\$ 374	\$ 569	\$ 390
66030 · Taxes	\$ 25,800	\$ 3,833	\$ 7,130	\$ 9,227	\$ 5,588
66040 · Wages	\$ 346,000	\$ 51,450	\$ 95,700	\$ 123,850	\$ 75,000
66060 · Payroll Processing	\$ 1,000	\$ -	\$ -	\$ -	\$ 1,000
66000 · Payroll -Other	\$ -	\$ -	\$ -	\$ -	\$ -
Total 66000 · Payroll Expenses	\$ 424,000	\$ 66,748	\$ 113,954	\$ 150,697	\$ 92,592
66035 - Real Estate Tax Expense	\$ 9,000	\$ -	\$ -	\$ -	\$ 9,000
68300 · Travel, Meetings, Trainings					
68310 · Conference, Convention, Meeting	\$ 7,200	\$ -	\$ 4,210	\$ 1,500	\$ 1,500
68320 · Travel	\$ 3,000	\$ -	\$ 3,000	\$ -	\$ -
68330 · Auction Trip Expense	\$ -	\$ -	\$ -	\$ -	\$ -
69800 Uncategorized Expenses	\$ -				
Total 68300 · Travel, Meetings, Trainings	\$ 10,200	\$ -	\$ 7,210	\$ 1,500	\$ 1,500
TOTAL ORDINARY EXPENSE	\$ 708,100	\$ 162,534	\$ 197,934	\$ 204,882	\$ 142,705
	\$ 944,900	\$ 593,766	\$ 247,066	\$ (37,457)	\$ 418,659