



MENDOCINO COAST HEALTHCARE FOUNDATION

2023 Budget

THE HISTORY

With the formulation of the 2023-2025 Strategic Plan, along with the delay of Winsong until 2024, the 2023 Budget reflects resources needed to **maintain, manage and refine** what we've created for MCHFoundation while **developing strategies to deepen and expand our engagement** with community supporters.

THE PURPOSE

The purpose of this budget is to provide resources for staff to **maintain and manage** the mission focused work and promote engagement and outreach to long-time partners and supporters.

THE METHOD

Analyze expenses for efficiencies and reductions, leverage opportunities to increase sustainability for MCHFoundation 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, intention and identifies necessary resources.

Overall Budget Goals:

1. **Expand the diverse opportunities for contributing to our mission and vision**
2. **Manage and maintain the incredible initiatives and impact** MCHFoundation has built during the pandemic.
3. Provide the necessary resources for operational needs and to implement the identified strategic goals.

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.

Main Street Project Costs

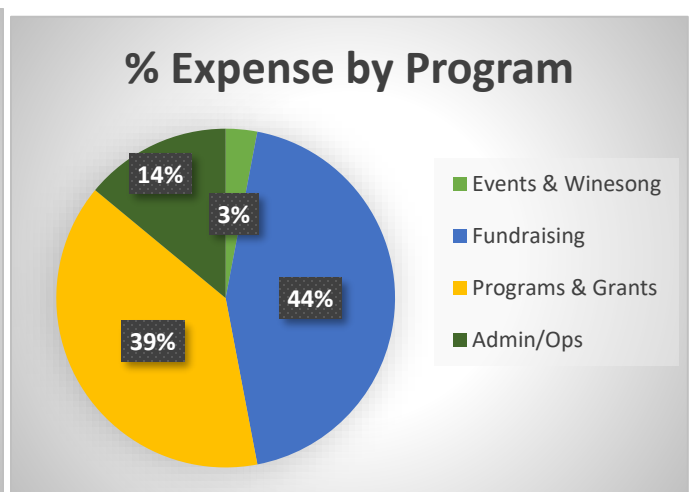
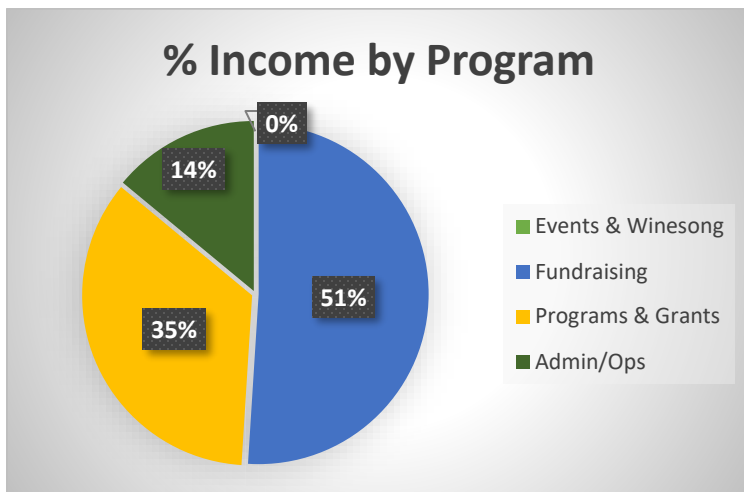
Expenses for the construction for 130 N Main Street are tracked in a separately approved budget.

BROAD BUDGET INCOME / EXPENSE

	2023 Proposed	Notes/Descriptions
Income		
Unrestricted Contributions	\$ 296,700	Includes Govt, USDA & Appeals
Restricted Contributions	\$ 373,700	Capital Campaign and EIN Fundraising
Event Revenue	\$ 0	Any events will have separate budgets presented when proposed
Other Income	\$ 90,000	2020-2021 ERC
Total Income	\$ 760,400	

	2023 Proposed	Notes/Descriptions
Expense		
Business Expense	\$ 12,200	Fees, Permits, Taxes
Contract Services	\$ 87,400	Accounting, Marketing & Support
Facilities & Equipment	\$ 51,500	Databases
Operations	\$ 66,300	Utilities etc.+ USDA Test Kits
Payroll Expenses	\$ 346,464	Staffing costs
Travel, Meetings & Trainings	\$ 6,000	Professional Development
Total Expenses	\$ 569,864	

Net Operating Income \$ 181,536



Mendocino Coast Healthcare Foundation

2023 Budget			2023 Program Break Out Budgets				
	DRAFT 2023 Annual Budget	Comments		Events & Outreach	Foundation Fundraising	Programs & Grants	Admin/ Operations
ORDINARY INCOME							
40100 · Unrestricted Donations	\$ 296,700			\$ -	\$ 280,000	\$ 10,675	\$ 6,000
41000 · Restricted Donations	\$ 373,700	Includes USDA Funding		\$ -	\$ 106,500	\$ 257,235	\$ 10,000
42000 · Event Revenue							
42100 · Advertising Sales	\$ -	ANY EVENTS IN 2023 WILL BE PRESENTED WITH SEPARATE BUDGETS FOR APPROVAL		\$ -	\$ -	\$ -	\$ -
42200 · Auction Revenue	\$ -			\$ -	\$ -	\$ -	\$ -
42250 · Auction Trip Revenue	\$ -			\$ -	\$ -	\$ -	\$ -
42300 · Product Sales	\$ -			\$ -	\$ -	\$ -	\$ -
42400 · Registration Fees	\$ -			\$ -	\$ -	\$ -	\$ -
42500 · Sponsor/Corporate Partners	\$ -			\$ -	\$ -	\$ -	\$ -
42600 · Ticket Sales	\$ -			\$ -	\$ -	\$ -	\$ -
42700 · Shipping	\$ -			\$ -	\$ -	\$ -	\$ -
42000 · Event Revenue Other	\$ -			\$ -	\$ -	\$ -	\$ -
Total 42000 · Event Revenue	\$ -				\$ -	\$ -	\$ -
43440 · Gifts in Kind - Goods & Services				\$ -	\$ -	\$ -	\$ -
46400 · Other Types of Income				\$ -			
46410 · SBA Emergency Disaster Loan	\$ -			\$ -	\$ -	\$ -	\$ -
Employee Retention Credit (2020 & 2021)	\$ 90,000	2020 & 2021					\$ 90,000
Total 46400 · Other Types of Income	\$ 90,000			\$ -	\$ -	\$ -	\$ 90,000
TOTAL ORDINARY INCOME	\$ 760,400			\$ -	\$ 386,500	\$ 267,910	\$ 106,000

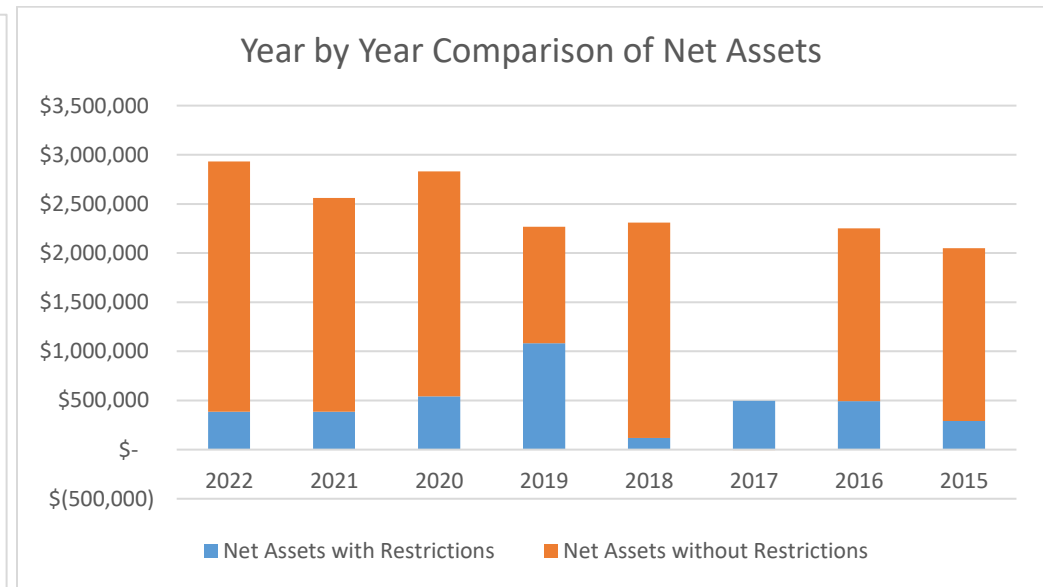
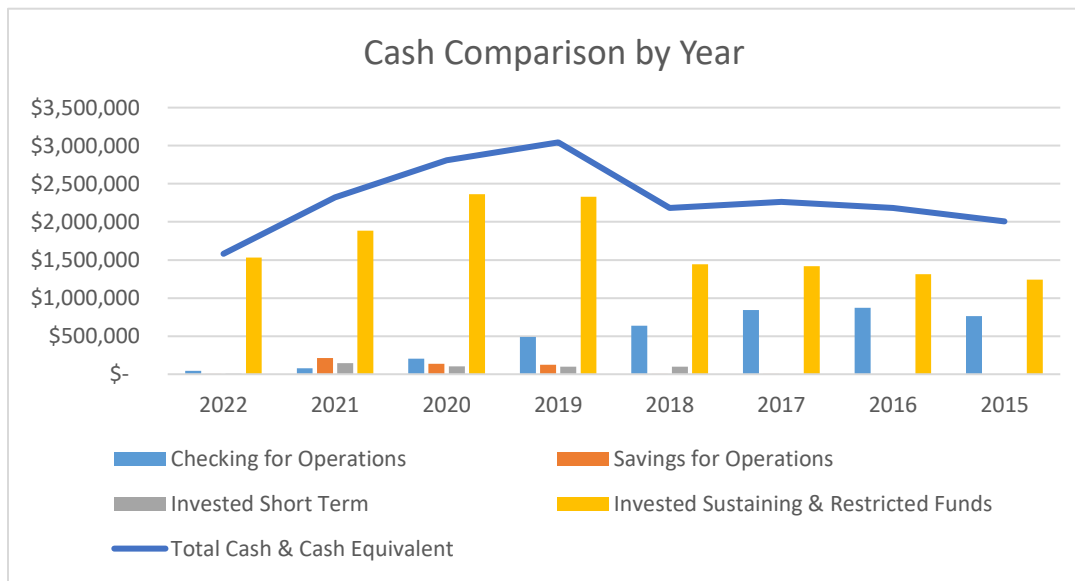
	DRAFT 2023 Annual Budget	Comments		Events & Outreach	Foundation Fundraising	Programs & Grants	Admin/ Operations
EXPENSE							
60900 · Business Expenses							
60920 · Business & CC Processing Fees	\$ 5,400			\$ -	\$ 4,252	\$ 1,172	\$ -
60930 · Hospitality	\$ 1,000			\$ -	\$ 100	\$ 900	\$ -
60940 · Business Mileage	\$ 1,000			\$ -	\$ 500	\$ 500	\$ -
60950 · Publicity	\$ -			\$ -	\$ -	\$ -	\$ -
60960 · In-kind Publicity	\$ -			\$ -	\$ -	\$ -	\$ -
60980 · Insurance	\$ 4,800			\$ 1,927	\$ 964	\$ 964	\$ 964
Total 60900 · Business Expenses	\$ 12,200			\$ 1,927	\$ 5,815	\$ 3,535	\$ 964
62100 · Contract Services							
62110 · Accounting Fees	\$ 15,000			\$ 6,000	\$ 3,000	\$ 3,000	\$ 3,000
62140 · Legal Fees	\$ -			\$ -	\$ -	\$ -	\$ -
62150 · Outside Contract Services	\$ 72,400	Web Site Rebuild, Marketing, Office Cleaning		\$ -	\$ 33,267	\$ 30,067	\$ 9,107
Total 62100 · Contract Services	\$ 87,400			\$ 6,000	\$ 36,267	\$ 33,067	\$ 12,107
62800 · Facilities and Equipment							
62820 · Computer hardware	\$ -			\$ -	\$ -	\$ -	\$ -
62830 · Computer Software & subscription	\$ 32,600	Wizehive / Virtuous		\$ 100	\$ 20,000	\$ 12,100	\$ 400
62850 · Equip Rental and Maintenance	\$ -			\$ -	\$ -	\$ -	\$ -
62860 · Event Purchases	\$ -			\$ -	\$ -	\$ -	\$ -
62890 · Rent, Parking, Utilities	\$ 18,900	Storage unit, 130/136 N Main utilities		\$ 9,012	\$ 3,312	\$ 3,312	\$ 3,312
62895 · In-Kind Rent	\$ -			\$ -	\$ -	\$ -	\$ -
Total 62800 · Facilities and Equipment	\$ 51,500			\$ 9,112	\$ 23,312	\$ 15,412	\$ 3,712

	DRAFT 2023 Annual Budget	Comments		Events & Outreach	Foundation Fundraising	Programs & Grants	Admin/ Operations
65000 - Operations							
65010 - Books, Subscriptions, Reference	\$ 200			\$ -	\$ 100	\$ 100	\$ -
65020 - Postage, Mailing Service	\$ 2,400			\$ -	\$ 1,262	\$ 1,075	\$ 47
65030 - Printing and Copying	\$ 5,700			\$ -	\$ 2,163	\$ 2,163	\$ 1,400
65040 - Supplies	\$ 51,200	Includes Test Kits for USDA		\$ -	\$ 400	\$ 50,400	\$ 400
65050 - Telephone & Communications	\$ 6,800	Phones/Equipment for Staff			\$ 2,760	\$ 2,280	\$ 1,800
65060 - Recruitment	\$ -			\$ -	\$ -	\$ -	\$ -
Total 65000 - Operations	\$ 66,300			\$ -	\$ 6,684	\$ 56,018	\$ 3,647
66000 - Payroll Expenses							
66010 - Employee Benefits MEDICAL	\$ 38,700			\$ -	\$ 17,980	\$ 12,748	\$ 7,992
66010 - Employee Benefits IRA	\$ 8,200			\$ -	\$ 3,844	\$ 2,946	\$ 1,373
66020 - Workers Comp Insurance	\$ 1,200			\$ -	\$ 679	\$ 386	\$ 154
66030 - Taxes	\$ 20,400			\$ -	\$ 10,812	\$ 6,221	\$ 3,408
66040 - Wages	\$ 270,500			\$ -	\$ 141,250	\$ 83,500	\$ 45,750
66060 - Payroll Processing	\$ 624			\$ -	\$ -	\$ -	\$ 624
66000 - Payroll -Other	\$ 6,840			\$ -	\$ 2,760	\$ 2,280	\$ 1,800
Total 66000 - Payroll Expenses	\$ 346,464			\$ -	\$ 177,324	\$ 108,080	\$ 61,101
66035 - Real Estate Tax Expense	\$ 9,000			\$ -	\$ -	\$ -	
68300 - Travel, Meetings, Trainings							
68310 - Conference, Convention, Meeting	\$ 4,000			\$ -	\$ 3,800	\$ -	\$ 150
68320 - Travel	\$ 2,000			\$ -	\$ 2,000	\$ -	\$ -
68330 - Auction Trip Expense	\$ -			\$ -	\$ -	\$ -	\$ -
69800 Uncategorized Expenses	\$ -						
Total 68300 - Travel, Meetings, Trainings	\$ 6,000			\$ -	\$ 5,800	\$ -	\$ 150
TOTAL EXPENSE	\$ 578,864			\$ 17,039	\$ 255,202	\$ 216,111	\$ 81,680
Projected Net Income	\$ 181,536			\$ (17,039)	\$ 131,298	\$ 51,799	\$ 40,320

Income & Expense Comparison to Previous Fiscal Years								
	2023 Proposed	2022 (Projected)	2021	2020	2019	2018	2017	2016
Income								
Unrestricted Contributions	\$ 296,700	\$ 215,000	\$ 213,344	\$ 108,088	\$ 57,140	\$ 130,048	\$ 165,261	\$ 163,390
Restricted Contributions	\$ 373,700	\$ 300,000	\$ 297,538	\$ 181,260	\$ 759,796	\$ 305,280	\$ 273,274	\$ 280,949
Event Revenue	\$ -	\$ 103,225	\$ 139,747	\$ 140,300	\$ 563,348	\$ 522,013	\$ 543,621	\$ 526,287
Other Income	\$ 90,000	\$ 220,000	\$ 429,590	\$ 50,082				\$ 16,000
Total Income	\$ 760,400	\$ 838,225	\$ 1,080,219	\$ 479,731	\$ 1,380,284	\$ 957,341	\$ 982,156	\$ 986,626
Expense								
Business Expense	\$ 12,200	\$ 75,000	\$ 20,279	\$ 19,142	\$ 39,961	\$ 40,698	\$ 33,028	\$ 32,185
Contract Services	\$ 87,400	\$ 75,000	\$ 187,705	\$ 76,920	\$ 213,180	\$ 213,234	\$ 113,828	\$ 115,245
Facilities & Equipment	\$ 51,500	\$ 65,000	\$ 70,623	\$ 51,029	\$ 148,690	\$ 140,646	\$ 219,096	\$ 297,890
Operations	\$ 66,300	\$ 15,000	\$ 32,440	\$ 20,443	\$ 34,786	\$ 32,492	\$ 26,939	\$ 50,678
Payroll Expenses	\$ 346,464	\$ 400,000	\$ 366,075	\$ 247,033	\$ 230,806	\$ 212,155	\$ 208,479	\$ 256,765
Travel, Meetings & Trainings	\$ 6,000	\$ 10,000	\$ 7,508	\$ 4,188	\$ 37,547	\$ 53,446	\$ 46,078	\$ 2,347
Total Expenses	\$ 569,864	\$ 640,000	\$ 684,630	\$ 418,755	\$ 704,970	\$ 692,671	\$ 647,448	\$ 755,110
Net Income	190,536	198,225	395,589	60,796	675,314	264,670	334,708	231,516

CASH & CASH EQUIVALENTS YEAR BY YEAR COMPARISON

	2022 Projected	2021	2020	2019	2018	2017	2016	2015
Checking for Operations	43,087	77,079	206,254	488,377	637,710	841,228	870,099	761,540
Savings for Operations	207	\$214,163	138,931	123,455	1,124	1,295	-	-
Invested Short Term	6,417	\$146,205	102,051	101,049	100,329	-	-	-
Invested Sustaining & Restricted Funds	1,531,171	1,885,873	2,362,862	2,330,467	1,441,823	1,419,320	1,311,802	1,242,886
Total Cash & Cash Equivalent	1,580,882	2,323,319	2,810,098	3,043,348	2,180,986	2,261,843	2,181,901	2,004,426
Net Assets with Restrictions	387,239	\$387,239	541,961	1,082,624	119,351	496,088	492,237	290,828
Net Assets without Restrictions	2,543,885	2,173,927	2,289,080	1,183,249	2,190,385	(5,287)	1,760,357	1,759,675
Net Income	(592,539)	369,958	83,295	786,710	53,362	68,507	108,469	(134,168)



PROPOSED 2023 DISBURSEMENTS OF RESTRICTED INCOME	Committed to Disburse	
EIN Program (external)	\$ 106,500	RN Student Support, Awards & Scholarships
EIN Program (internal)	\$ 105,800	Internal Salaries & Benefits
COVID Relief - USDA	\$ 106,000	Test Kits, Internal Salaries & Benefits
Donations to Other Organizations	\$ 20,000	ED Discretionary Fund
Total Explanation 41000 - Restricted Donations Line Item	\$ 338,300	

