

MILLION MEAL MOVEMENT



2022 BUDGET

Including 2020, 2021 Budget & Final as of December 31, 2021

Updated with Final 2021 Numbers

2021

	Pct. %	2020 Actual	BUDGET		2020 Pct. % +/- %	Dec. 31, 2021 2021 FINAL	Percent to Budget	As of 1/15/21 2022 Budget
			Pct. %	2021				
REVENUE								
43200 Restricted Grants - Fulfilled		0.00		0.00				
43300 Unrestricted Grants		121,500.00		51,024.00		61,350.00		46,500.00
Total Grants	24.9%	\$ 121,500.00	8.3%	\$ 51,024.00	13.3%	-50%	\$ 61,350.00	6.8% \$ 46,500.00
43400 Direct Public Support								
43410 Corporate Contributions		66,799.46		76,820.00		45,598.00		45,000.00
43450 Individual Contributions		42,670.92		49,071.00		27,485.00		31,607.75
43455 DipJar Income		3,099.26		5,000.00		2,960.00		3,048.80
43460 Church Contributions		400.00		450.00		548.00		630.20
43470 Packs								
43471 Monthly Packs		9,205.35		9,000.00		10,537.00		12,000.00
43472 Corporate Packs		110,090.20		180,000.00		98,726.00		234,000.00
43473 Church Packs		13,135.51		16,000.00		52,593.00		55,000.00
43474 Misc Packs						250.00		
43475 School Packs		61,770.00		75,000.00		31,238.00		32,000.00
Total 43470 Packs		194,201.06		280,000.00		193,344.00		333,000.00
Total 43400 Direct Public Support	62.9%	\$ 307,170.70	67.2%	\$ 411,341.00	58.7%	-12%	\$ 269,935.00	60.6% \$ 413,286.75
43440 Gifts in Kind - Goods								
45001 Shipping - Satellites								
46400 Other Types of Income								
46430 Miscellaneous Revenue		576.11		250.00		496.00		500.00
46460 In-Kind Donations		347.00		500.00		0.00		0.00
Total 46400 Other Types of Income	0.2%	\$ 923.11	0.1%	\$ 750.00	0.1%	-46%	\$ 496.00	0.1% \$ 500.00
49000 Special Events Income								
49011 Million Meal Marathon								
490112 MMM Sponsorship		52,930.00		135,000.00		98,819.00		185,000.00
490113 MMM Contributions		4,262.64		10,900.00		1,680.00		1,700.00
490114 MMM Grant Income		1,000.00				0.00		
Total 49011 Million Meal Marathon		58,192.64		145,900.00		100,499.00		186,700.00
49010 Golf Outing Contributions		365.00		3,500.00		27,944.00		35,000.00
Total 49000 Special Events Income	12.0%	\$ 58,557.64	24.4%	\$ 149,400.00	27.9%	119%	\$ 128,443.00	32.5% \$ 221,700.00
49035 Box Sponsors		0.00		0.00				
Uncategorized Income								
TOTAL REVENUE	100.0%	\$ 488,151.45	100.0%	\$ 612,515.00	100.0%	-6%	\$ 460,224.00	100.0% \$ 681,986.75
COST OF GOODS SOLD								
53300 Cost of Sales Inventory		137,322.28		200,000.00		172,076.00		219,500.00
53500 Other COGS								
53600 Shipping		5,037.46		5,500.00		13,365.00		14,000.00
53601 Invoiced Shipping Costs		(2,250.00)		(2,500.00)		(5,200.00)		(5,500.00)
Total Cost of Goods Sold		\$ 140,109.74		\$ 203,000.00		\$ 180,241.00		\$ 228,000.00
GROSS PROFIT		\$ 348,041.71		\$ 409,515.00		-20% \$ 279,983.00		62% \$ 453,986.75
EXPENSES								
60920 Business Registration Fees								
61120 Marketing Expense		32,712.44		36,000.00		33,452.00		42,000.00
65140 Marketing and Development		5,234.00		5,000.00		0.00		0.00
Public Relations		0.00				52.00		
Total 61120 Marketing Expense	9.6%	\$ 37,946.44	9.4%	\$ 41,000.00	10.2%	-12%	\$ 33,504.00	10.7% \$ 42,000.00
62100 Contract Services		4,617.74		4,500.00		2,540.00		2,500.00
62110 Accounting Fees		9,905.36		10,000.00		12,244.00		13,000.00
62140 Legal Fees		750.00		750.00		0.00		0.00
62800 Facilities and Management		47,305.08		47,280.00		47,305.00		47,305.00
62840 Equipment Rental and Maintenance		817.88		1,600.00		1,889.00		1,600.00
62850 Expensed Software				2,800.00		742.00		750.00
62890 Parking								
65020 Postage, Mailing Svcs		402.50		250.00		215.00		250.00
65035 Office Supplies		3,677.95		3,800.00		4,251.00		4,500.00
65040 Warehouse Supplies		5,682.98		6,500.00		3,707.00		4,000.00
65050 Telephone and Telecommunications		2,005.55		2,100.00		2,181.00		2,200.00
65060 Utilities		788.26		600.00		771.00		800.00
65070 Bank Charges/other fees		932.50		900.00		2,256.00		2,500.00
65110 Taxes and Fees						22.00		
65120 Insurance		9,946.67		8,000.00		7,326.00		8,000.00
65150 Membership and Dues						370.00		
65160 Miscellaneous Expense								
65170 Staff Development		4,489.00		6,500.00		7,080.00		4,800.00
65180 T Shirts		1,858.00		500.00		1,315.00		1,300.00
Total Operating Expenses	23.6%	\$ 93,179.47	22.0%	\$ 96,080.00	28.7%	1%	\$ 94,214.00	23.7% \$ 93,505.00
65200 Special Events Expenses		7,219.84		10,000.00		1,588.00		1,600.00
65210 Million Meal Marathon		3,108.63		30,000.00		15,974.00		10,000.00
65205 Golf Outing		(1,465.00)		3,500.00		17,789.00		20,000.00

	Pct. %	2020 Actual	Pct. %	2021	Pct. % +/- %	2021 FINAL	to Budget	2022 Budget
Total 65200 Special Events Expenses	2.2%	\$ 8,863.47	10.0%	\$ 43,500.00	10.8% 299%	\$ 35,351.00	8.0%	\$ 31,600.00
66000 Payroll Expense								
66001 Payroll - Wages		234,218.37		230,000.00		188,600.00		198,030.00
66002 Payroll -Taxes		16,795.83		17,000.00		13,863.00		14,560.00
66003 Employer Retirement Contributions						5,637.00		5,919.00
66900 ERC Credits						(51,100.00)		
66010 Payroll Processing Fees		1,009.80		1,050.00		911.00		975.00
Total 66000 Payroll Expense	63.7%	\$ 252,024.00	56.9%	\$ 248,050.00	48.1% -37%	\$ 157,911.00	55.7%	\$ 219,484.00
<i>Against Total Exp. (COGS + Operating Exp.)</i>	<i>47.1%</i>		<i>38.8%</i>		<i>31.1%</i>		<i>35.3%</i>	
68300 Travel and Meetings		66.58		150.00				0.00
68320 Travel				1,250.00				0.00
68321 Meetings		815.28		2,000.00		1,331.00		1,500.00
68322 Auto Mileage		988.33		2,000.00		2,422.00		2,500.00
68323 Employee Events		1,651.61		2,000.00		3,279.00		3,500.00
Total 68300 Travel and Meetings	0.9%	3,521.80	1.7%	7,400.00	2.1% 100%	7,032.00	1.9%	7,500.00
TOTAL EXPENSES	100.0%	\$ 395,535.18	100.0%	\$ 436,030.00	100.0% -17%	\$ 328,012.00	100.0%	\$ 394,089.00
<i>Total Exp. (COGS + Operating Exp.)</i>		<i>\$ 535,644.92</i>		<i>\$ 639,030.00</i>		<i>\$ 508,253.00</i>		<i>\$ 622,089.00</i>
NET OPERATING INCOME		\$ (47,493.47)		\$ (26,515.00)		\$ (48,029.00)		\$ 59,897.75
Other Income								
PPP Loan Forgiveness						45,112.00		
45030 Interest Earned		1,113.26		750.00		564.00		565.00
Total Other Income		\$ 1,113.26		\$ 750.00		\$ 45,676.00		\$ 565.00
Other Expenses								
62810 Depreciation		2,275.56		2,275.00		2,276.00		2,275.00
65130 Interest Expense		24.66				0.00		
Total Other Expenses		\$ 2,300.22		\$ 2,275.00		\$ 2,276.00		\$ 2,275.00
NET OTHER INCOME		\$ (1,186.96)		\$ (1,525.00)		\$ 43,400.00		\$ (1,710.00)
NET INCOME		\$ (48,680.43)		\$ (28,040.00)		\$ (4,629.00)		\$ 58,187.75
				<i>Budget for 2021</i>		<i>2021 Final</i>		<i>Budget 2021</i>
OUTPUT - MEALS		1,100,000		1,500,000		1,104,578		1,400,000
<i>COST PER MEAL (COGS + Operating Exp./Meals)</i>		<i>\$ 0.49</i>		<i>\$ 0.43</i>		<i>\$ 0.46</i>		<i>\$ 0.44</i>