



RMHC of St. Louis
Budget Package
Board Meeting Overview

Budget Year: 2025
Version: FINAL Submitted for Approval

RMHC of St. Louis

Budget Narrative

Budget Year: 2025

Version: 4

OVERALL BUDGET PHILOSOPHY (implemented in 2019)

- * Endeavor to budget revenue over expenses, but without a large gap between the two if possible, to avoid giving an inaccurate impression to donors.
- * Focus on forecasts and actuals, not on the prior year's budget, except to understand surprises in revenue or expenses and whether they will re-occur.
- * Keep planned giving revenue and expenses below the net operating income line to create consistency from year to year whether or not planned gifts are anticipated.
- * Set a pre-determined revenue growth goal and adjust expectations in January if actuals reflect a smaller growth rate.

2025 BUDGET ASSUMPTIONS

- * Revenue budget reflects a 9% decrease as compared to the 2024 forecast. This is purposeful considering the extraordinary items that occurred in 2024 related to the passing of our beloved CEO. We feel some of the revenue categories were likely higher in 2024, specifically in some of the event SAF lines, than would be typical and are budgeting for 2025 with that in mind.
- * Expense budget reflects a 12% increase over the 2024 forecast. Biggest swings are mainly within Culinary Operations and Personnel lines.
- * Overall change is projected as less than .01% of revenue over expense for 2025 whereby essentially balancing the budget at net zero.

RMHC of St. Louis
Schedule A: Budget Summary
Budget Year: 2025
Version: 4

Line Item Description	24 Forecast to						
	2023 Actual	2023 Variance	2024 Budget	2024 Forecast	2024 Variance	25 Budget Variance	2025 Budget
Annual Giving*	2,875,001	16%	3,027,650	3,343,913	10.45%	-5%	3,184,055
Special Events*	1,338,024	2%	1,383,500	1,361,241	-1.61%	0%	1,362,000
Charities Activities*	2,598,178	-1%	2,833,163	2,573,937	-9.15%	-4%	2,466,600
Lodging	86,177	-11%	153,000	76,540	-49.97%	147%	189,368
Miscellaneous	16,363	-85%	3,800	2,482	-34.68%	162%	6,500
Culinary Operations	0		24,000	18,025	-24.90%	120%	39,600
Total Revenue	6,913,744	7%	7,425,113	7,376,138	-0.66%	-2%	7,248,123
Fundraising	664,331	27%	837,175	840,492	0.40%	5%	879,640
Personnel	2,633,003	23%	3,225,396	3,233,198	0.24%	17%	3,779,745
Admin. & General	456,917	71%	542,474	780,328	43.85%	-31%	541,918
Oper/House Program	790,913	26%	1,444,527	998,137	-30.90%	27%	1,267,593
Family Room Program	35,747	26%	46,236	45,158	-2.33%	10%	49,836
Charities Program	389,336	21%	553,000	470,894	-14.85%	-6%	441,657
Culinary Operations	0		373,600	113,323	-69.67%	147%	279,488
Total Expenses	4,970,248	30%	7,022,408	6,481,530	-7.70%	12%	7,239,877
Net Income From Operations	1,943,496	-54%	402,705	894,608	122.15%	-99%	8,246
In-Kind Donations	255,902	-10%	253,700	230,480	-9.15%	0%	229,935
Planned Giving Revenue	2,314	9389%	50,000	219,565	339.13%	-54%	100,000
Planned Giving Expense	(20,573)	-24%	(26,500)	(15,650)	-40.94%	2%	(16,000)
Endowment Fund Expense			0	(1,200)		-58%	(500)
Dan Harbaugh Endowment			0	1,850,000		-97%	50,000
NMTC Lease income			0	0			58,000
Dividends	162,858	1%	166,650	164,350	-1.38%	53%	250,964
Unreal Gain/Loss	(1,436,659)	-137%	0	531,691	0.00%	-100%	0
Use of Land & Rent Exp	(182,637)	16%	(217,560)	(212,560)	-2.30%	-3%	(205,560)
Interest Expense			(210,000)	(100,690)		103%	(204,000)
NMTC QLICI loan Exp				0			(113,552)
Depreciation	(636,847)	115%	(1,372,150)	(1,372,150)	0.00%	12%	(1,534,800)
Bad Debt Expense	(953)	215%	(3,000)	(3,000)	0.00%	-50%	(1,500)
CEO Retirement			(780,000)	(780,000)		-100%	0
(Gain) Loss on Disposal	(2,734)	17477%	0	(480,539)	0.00%	-100%	(2,000)
(Gain) Loss on Sale of Investme	(594)	-107%	0	40	0.00%	-100%	0
Bookkeeping & Compliance fees			0	(38,031)		-100%	0
Net Income (Loss)	83,573	0	(1,736,155)	886,914	0.00%	-256%	(1,380,768)

RMHC of St. Louis														
Schedule E: Capital Expenditures														
Budget Year: 2025														
Version: 4														
		2025	Jan '25	FEB '25	MAR '25	APRIL '25	MAY '25	JUNE '25	JULY '25	AUG. '25	SEPT '25	OCT '25	NOV '25	DEC '25
		BUDGET	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget
WEST COUNTY FACILITY														
		0												
	26 TV's & Wall Mounts	9,000			9,000									
	Lock System	55,000				55,000								
	2 Dishwashers	800		800										
	3 Stoves	2,700			900			900			900			
	Conference Room Technology Upgrade	4,000	4,000											
	2 Microwaves - Expensed	0												
TOTAL		71,500	4,000	800	9,900	55,000	0	900	0	0	900	0	0	0
GROVE FACILITY														
		-												
		-												
		-												
		-												
TOTAL		-	0	0	0	0	0	0	0	0	0	0	0	0
FAMILY ROOM PROGRAM														
	Replace washers (4)	3,520	880				880			880			880	
	Replace dryers (4)	3,040	760					760			760			760
	Replace dishwashers (2)	1,200			600					600				
	Replace conventional ovens (2)	2,400		1,200								1,200		
	Replace televisions (3)	3,600				1,200					1,200			1,200
	Badge Access Locks at Mercy (2)	2,600	2,600											
TOTAL		16,360	4,240	1,200	600	1,200	880	760	0	1,480	1,960	1,200	880	1,960
COMPUTER ITEMS														
	Computers (4)... assuming some of the older staff w	4,000						4,000						
		-												
		-												
TOTAL		4,000	0	0	0	0	0	4,000	0	0	0	0	0	0
	TOTAL	\$91,860	\$8,240	\$2,000	\$10,500	\$56,200	\$880	\$5,660	\$0	\$1,480	\$2,860	\$1,200	\$880	\$1,960

RMHC of St. Louis																																
Schedule F: Cash Flow Budget																																
Budget Year:		2025																														
Version:		4																														
															2025																	
															Budget																	
		Jan '25	Feb'25	March '25	April '25	May '25	June '25	July '25	Aug '25	Sept '25	Oct '25	Nov '25	Dec '25	TOTAL																		
Net Income (Loss)		(290,067)	(92,560)	(283,657)	(264,981)	(236,795)	183,873	(169,386)	68,089	(305,674)	(193,042)	(16,047)	219,480	(1,380,768)																		
Adjustments to Reconcile Income to Net Cash Provided by Operating Activities:																																
Depreciation																127,900	127,900	127,900	127,900	127,900	127,900	127,900	127,900	127,900	127,900	127,900	127,900	1,534,800				
Unamortized Discount of Beneficial Use of Land																0	0	0	0	0	0	0	0	0	0	0	30,000	30,000				
In-Kind Rent Expense for Family Rooms																0	0	0	0	0	0	0	0	0	0	0	0	175,560	175,560			
In-Kind Donations																(3,727)	(3,727)	(3,727)	(3,727)	(3,727)	(3,727)	(3,727)	(3,727)	(3,727)	(3,727)	(3,727)	(3,727)	(188,935)	(229,932)			
Loss on Disposal																														0		
(Increase) Decrease in Investments																															0	
(Increase)Decrease in Receivables																																0
(Increase)Decrease in Prepaids Exps																																0
Increase(Decrease) in Accounts Payable/Accr Exps																																0
Increase(Decrease) in Planned Giving Payable																		(7,466)				(7,601)			(7,466)				(7,601)		(30,134)	
Net Cash Provided (Used) by Operations		(165,894)	31,613	(166,950)	(140,808)	(112,622)	300,445	(45,213)	192,262	(188,967)	(68,869)	108,126	356,404	99,526																		
Cash Flows from Investing Activities																																
Capital Expenditures																(8,240)	(2,000)	(10,500)	(56,200)	(880)	(5,660)	0	(1,480)	(2,860)	(1,200)	(880)	(1,960)	(91,860)				
Net Cash Provided (Used) by Investing Activities		(8,240)	(2,000)	(10,500)	(56,200)	(880)	(5,660)	0	(1,480)	(2,860)	(1,200)	(880)	(1,960)	(91,860)																		
Cash Flows from Financing Activities																																
(Purchases)Proceeds on LOC																			150,000		(150,000)							0				
Draw on Investments																														0		
Net Cash Provided (Used) by Financing Activities		0	0	0	150,000	0	(150,000)	0	0	0	0	0	0	0																		
Net Increase(Decrease) in Cash		(174,134)	29,613	(177,450)	(47,008)	(113,502)	144,785	(45,213)	190,782	(191,827)	(70,069)	107,246	354,444	7,666																		
Summary																																
Operating Cash Balance at End of Period		325,866	355,479	178,029	131,021	17,518	162,304	117,090	307,872	116,045	45,976	153,222	507,666	507,666																		
Operating Cash Balance at Beg of Period		500,000	325,866	355,479	178,029	131,021	17,518	162,304	117,090	307,872	116,045	45,976	153,222	500,000																		
Budgeted Net Increase(Decrease) in Cash		(174,134)	29,613	(177,450)	(47,008)	(113,502)	144,785	(45,213)	190,782	(191,827)	(70,069)	107,246	354,444	7,666																		
Line of Credit Balance																																
Line of Credit Balance		0	0	0	150,000	150,000	0	0	0	0	0	0	0	0																		