# BOARD RESOLUTION
# FY2020 FINANCIAL BUDGET

At the Thursday, September 26, 2019, meeting of Board of Directors of the Society of St. Vincent De Paul Archdiocesan Council of St. Louis the following recommendation was proposed and approved.

WHEREAS, an annual budget for the fiscal year 2020 was established based on the FY2019 Global Assumptions resulting in a funded deficit of approximately $2.6M, of which $2K is operational and the remaining deficit is planned Board Designated Fund spending, and

WHEREAS, this recommendation was reviewed and recommended by the Finance Committee on September 18, 2019.

THEREFORE, BE IT RESOLVED that the Board of Directors of the Society of St. Vincent de Paul approve the FY2020 Financial Budget accordingly.

John T. Pitte 9/26/2019

Board Secretary Date

# Society of St. Vincent de Paul Archdiocesan Council of St. Louis
## FY 2020 Projection
## Plan Summary

| | |
|---|---|
| Development | • Development Income:<br>1. FY2020 Budget $1,582,520 – vs – FY2019 Forecast $1,406,139 = 12.5% increase |
| Thrift Stores | • Assumes December purchase of Distribution center, operations beginning March 2020<br>• Increased revenue drivers:<br>1. Distribution center = $460,000 sales + $119,000 recycling<br>2. Price increases to clothing and delivery services<br>• Cool Valley building amortized at 39 years (commercial useful life) |
| Vincentian Support | • Program Services:<br>1. FY2020 Budget $1,053,616– vs – FY2019 Forecast $2,542,078<br>2. FY2020 Budget assumes additional program support from BDF - District and BDF - Vincentian Services<br>3. Reduction in Grant Income accounts for loss of City HUSL funds<br>3. Program restructuring:<br>a. Council bed program reversion to twin and full size beds<br>b. Additional 10% Conference support for program service requests |
| BDF | • Includes first-year coverage of strategic iniatives totalling $451,000<br>• Program Services:<br>1. BDF - VS spending = $1,001,323<br>2. BDF - District spending = $950,369 |
| Human Resources | • Salaries & Benefits:<br>• Health care plan to move to UHC - savings estimated to be 7%<br>• Includes estimated voluntary addition of part-time employees to vision and dental plans<br>• January market adjustments (including minimum wage adjustments) = $90K<br>• January merit increase of 3% |
| Other Income | • Investment income – Set at 4% per investment policy, plus $17K interest income for loan to SVdP National |
| CapEx | • Thrift Stores CapEx - $1,823,000<br>o Cool Valley building purchase = $1.5M<br>o Cool Valley building & equipment = $240K<br>o Ballwin floor & lighting upgrades = $35K<br>o All store fixture and light upgrades = $38K<br>o As-needed HVAC replacements = $10K<br>• Council Office CapEX - $5,000<br>o Conference room visual equipment |

Society of St. Vincent de Paul Archdiocesan Council of St. Louis
FY2019 Consolidated Forecast - and - FY2020 Consolidated Budget



**Thursday, September 26, 2019**

| | 2019 Forecast | 2020 Budget | Increase (Decrease) |
|---|---|---|---|
| **Revenue** | | | |
| Contributions, Grants, Program and All Other Income | $ 1,723,335 | $ 1,849,460 | $ 126,125 |
| Bequests | $ 338,454 | $ - | $ (338,454) |
| Thrift Stores Net Sales | 9,106,688 | 10,092,562 | 985,875 |
| **Total Revenue** | **$ 11,168,477** | **$ 11,942,022** | **$ 773,546** |
| Cost of Sales | 1,830,017 | 1,833,862 | 3,845 |
| **Gross Profit** | **$ 9,338,460** | **$ 10,108,160** | **$ 769,700** |
| **Expenses** | | | |
| Salaries & Benefits | $ 5,417,622 | $ 6,320,156 | 902,534 |
| Outside/Professional Fees | $ 340,399 | $ 337,852 | (2,547) |
| Program Services | $ 3,677,380 | $ 3,135,808 | (541,572) |
| Supplies | $ 159,387 | $ 172,141 | 12,754 |
| Marketing | $ 197,569 | $ 170,367 | (27,202) |
| Meeting Expenses | $ 184,048 | $ 109,067 | (74,981) |
| Bank/Credit Card Fees | $ 150,775 | $ 144,943 | (5,832) |
| Occupancy/Stores Overhead | $ 2,188,137 | $ 2,211,444 | 23,307 |
| Truck Expense | $ 187,104 | $ 172,248 | (14,856) |
| Repairs/Maintenance | $ 1,500 | $ 925 | (575) |
| Insurance/Fees | $ 136,053 | $ 157,932 | 21,879 |
| Depreciation | $ 200,830 | $ 218,482 | 17,652 |
| Other | $ 24,057 | $ 20,750 | (3,307) |
| **Total Expenses** | **$ 12,864,860** | **$ 13,172,114** | **$ 307,254** |
| **Total Ordinary Income (Deficit)** | **$ (3,526,400)** | **$ (3,063,954)** | **$ 462,446** |
| Investment Income | 474,617 | 405,277 | (69,339) |
| **Net Income (Deficit)** | **$ (3,051,783)** | **$ (2,658,676)** | **$ 393,107** |
| **Approved Funding** | | | |
| 2019 Board Designated Funding (2018 Bequests) | 1,353,094 | 2,656,192 | |
| **Net Income/(Deficit) - (With funding factored in)** | **$ (1,698,689)** | **$ (2,484)** | **$ (1,696,205)** |