

Rocky Mountain Conservancy
Fiscal Year 2022 Proposed Budget
 Operations Summary

		2022 Budget									
		Retail	Comm & Out	Membership	Field Institute	Fundraising	Admin	Total 2022	Prelim 2021	Budget 2021	Notes
Sales Revenue											
RMNP Sales											
	Merchandise Sales RMNP	\$4,134,586	\$0	\$0	\$0	\$0	\$0	\$4,134,586	\$4,894,163	\$2,242,544	A
	Vending Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$167	
	Less: Discounts RMNP	\$17,010	\$0	\$0	\$0	\$0	\$0	\$17,010	\$20,011	\$16,097	
	Total Merchandise Sales	\$4,117,576	\$0	\$0	\$0	\$0	\$0	\$4,117,576	\$4,874,152	\$2,226,613	
Outlet Sales											
	Merchandise Sales Outlets	\$473,380	\$0	\$0	\$0	\$0	\$0	\$473,380	\$473,402	\$344,975	B
	Less: Discounts Outlets	\$2,426	\$0	\$0	\$0	\$0	\$0	\$2,426	\$2,426	\$22,656	
	Total	\$470,954	\$0	\$0	\$0	\$0	\$0	\$470,954	\$470,976	\$322,319	
Direct Sales											
	Total Direct	\$87,946	\$0	\$0	\$0	\$0	\$0	\$87,946	\$87,946	\$97,653	C
Cost of Goods											
	Total Cost of Goods Sold	(\$2,257,815)	\$0	\$0	\$0	\$0	\$0	(\$2,257,815)	(\$2,696,266)	(\$1,290,338)	
	Total Sales Revenue	\$2,418,662	\$0	\$0	\$0	\$0	\$0	\$2,418,662	\$2,736,808	\$1,356,247	
Membership Revenue											
	Membership Revenue	\$0	\$0	\$172,811	\$0	\$0	\$0	\$172,811	\$195,247	\$157,101	D
	Total Membership Revenue	\$0	\$0	\$172,811	\$0	\$0	\$0	\$172,811	\$195,247	\$157,101	
Field Institute Revenue											
	Field Institute Revenue										
	Field Institute Classes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Field Institute Tours	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Custom Classes & Tours	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Field Institute Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Total Field Institute Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	E
Cost of Classes and Tours											
	Honorariums and Meals	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Total Cost of Seminars	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
	Total Field Institute Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Other Revenue:											
	Contributions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$40,216	\$5,000	F
	In-Kind Donations	\$0	\$0	\$2,000	\$0	\$0	\$0	\$2,000	(\$3,298)	\$2,000	
	Interest and Dividends	\$0	\$0	\$0	\$0	\$0	\$1,996	\$1,996	\$5,398	\$7,371	G
	Other Income	\$600	\$0	\$0	\$0	\$0	\$12,000	\$12,600	\$582,802	\$557,182	H
	Total	\$600	\$0	\$2,000	\$0	\$0	\$13,996	\$16,596	\$625,117	\$571,553	
	Total Other Revenue	\$600	\$0	\$2,000	\$0	\$0	\$13,996	\$16,596	\$625,117	\$571,553	
	Total Revenue	\$2,419,262	\$0	\$174,811	\$0	\$0	\$13,996	\$2,608,069	\$3,557,172	\$2,084,901	
Expenses											
Payroll											

			2022 Budget							
	Retail	Comm & Out	Membership	Field Institute	Fundraising	Admin	Total 2022	Prelim 2021	Budget 2021	Notes
Wages	\$804,752	\$103,376	\$101,831	\$56,763	\$170,251	\$247,371	\$1,484,344	\$1,214,456	\$1,211,442	I
Reimbursed Wages	\$0	\$0	\$0	(\$15,000)	\$0	\$0	(\$15,000)	\$0	(\$5,000)	
Payroll Taxes	\$64,380	\$8,270	\$8,146	\$4,541	\$13,620	\$19,790	\$118,748	\$93,859	\$99,534	
Employee Benefits	\$111,256	\$30,111	\$15,074	\$7,054	\$23,062	\$29,404	\$215,961	\$168,803	\$163,194	J
Total Payroll	\$980,388	\$141,757	\$125,051	\$53,358	\$206,933	\$296,564	\$1,804,053	\$1,477,118	\$1,469,170	
Other										
Advertising and Marketing	\$200	\$15,000	\$1,000	\$0	\$1,000	\$0	\$17,200	\$12,841	\$30,200	K
Appeals and Campaigns	\$0	\$0	\$0	\$0	\$1,000	\$0	\$1,000	\$405	\$1,000	
Aid Earned	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$4,823)	\$0	L
Auto	\$16,000	\$480	\$480	\$600	\$600	\$360	\$18,520	\$9,429	\$8,575	
Bank Charges	\$0	\$0	\$0	\$0	\$26	\$1,484	\$1,511	\$1,511	\$576	
Board Expenses	\$0	\$0	\$0	\$0	\$0	\$9,695	\$9,695	\$4,552	\$10,500	M
Credit Card Fees	\$143,414	\$2,286	\$4,728	\$707	\$12,077	\$0	\$163,212	\$164,944	\$161,544	
Depreciation	\$39,189	\$5,631	\$3,212	\$20,736	\$3,212	\$4,962	\$76,943	\$78,668	\$79,047	N
Donations	\$545	\$0	\$0	\$0	\$0	\$0	\$545	\$3,000	\$545	
Dues and Subscriptions	\$245	\$2,175	\$64	\$208	\$200	\$6,420	\$9,312	\$7,515	\$7,515	
Equipment Lease	\$1,842	\$1,367	\$1,263	\$586	\$1,230	\$557	\$6,844	\$6,894	\$6,744	
Events	\$0	\$15,200	\$1,000	\$0	\$500	\$0	\$16,700	\$0	\$5,000	O
Exhibits & Facility Improvement	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$194,000	\$194,000	P
Honorariums	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Housing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Information Technology	\$63,100	\$17,204	\$11,964	\$13,963	\$27,572	\$16,457	\$150,261	\$130,104	\$136,112	Q
Insurance	\$39,518	\$1,756	\$1,407	\$16,280	\$2,306	\$11,044	\$72,311	\$56,581	\$56,564	
Interest	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Loss/Shrinkage	\$6,120	\$0	\$0	\$0	\$0	\$0	\$6,120	\$4,628	\$6,120	
Meals and Entertainment	\$3,700	\$400	\$480	\$450	\$1,450	\$600	\$7,080	\$1,904	\$5,320	R
Meetings and Conferences	\$0	\$0	\$0	\$0	\$5,000	\$1,200	\$6,200	\$106	\$504	
Membership Premiums	\$0	\$0	\$15,000	\$0	\$0	\$0	\$15,000	\$17,538	\$12,000	S
Miscellaneous	\$120	\$0	\$0	\$0	\$0	\$0	\$120	\$1,798	\$120	
Postage	\$16,722	\$5,400	\$10,450	\$450	\$6,793	\$1,020	\$40,835	\$42,294	\$37,490	T
Printing	\$0	\$8,400	\$12,254	\$0	\$26,241	\$120	\$47,015	\$49,060	\$33,644	U
Product Giveaways	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,724	\$0	
Program Reimbursements	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Professional Fees	\$2,523	\$0	\$600	\$800	\$0	\$38,417	\$42,340	\$37,823	\$42,210	
Rent	\$10,800	\$0	\$0	\$0	\$0	\$0	\$10,800	\$7,200	\$0	
Repairs and Maintenance	\$4,537	\$1,002	\$1,002	\$13,408	\$1,021	\$1,590	\$22,560	\$26,383	\$15,150	V
Royalties	\$120	\$0	\$0	\$0	\$0	\$0	\$120	\$29	\$120	
Sales Area Improvements	\$6,911	\$0	\$0	\$0	\$0	\$0	\$6,911	\$3,179	\$6,911	
Stipends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Supplies	\$22,119	\$960	\$960	\$480	\$1,560	\$1,440	\$27,519	\$20,330	\$27,203	
Taxes and Licenses	\$1,199	\$240	\$0	\$865	\$10,198	\$220	\$12,721	\$14,066	\$12,573	
Telephone	\$6,863	\$2,243	\$1,730	\$3,129	\$1,755	\$1,755	\$17,474	\$16,641	\$13,685	
Training	\$1,560	\$300	\$0	\$300	\$300	\$2,270	\$4,730	\$1,425	\$2,660	W
Travel	\$6,749	\$0	\$0	\$240	\$600	\$600	\$8,189	\$2,923	\$6,249	

			2022 Budget							
	Retail	Comm & Out	Membership	Field Institute	Fundraising	Admin	Total 2022	Prelim 2021	Budget 2021	Notes
Utilities	\$1,097	\$675	\$675	\$5,766	\$675	\$4,298	\$13,187	\$10,343	\$9,287	
Volunteers	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Other	\$395,194	\$80,718	\$68,269	\$78,969	\$105,316	\$104,510	\$832,975	\$925,016	\$929,170	
Total Expenses	\$1,375,582	\$222,475	\$193,320	\$132,327	\$312,249	\$401,074	\$2,637,027	\$2,402,134	\$2,398,340	
Gain or (Loss) from Operations	\$1,043,681	(\$222,475)	(\$18,509)	(\$132,327)	(\$312,249)	(\$387,079)	(\$28,959)	\$1,155,038	(\$313,439)	X
Non-Operating Revenue (Expense):										
Total Realized Gain (Loss)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$538)	\$0	
Total Non-Operating Activities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$538)	\$0	
Transfers										
Transfers, Admin	\$0	\$0	\$0	\$0	\$0	(\$178,815)	(\$178,815)	(\$351,888)	(\$162,559)	Y
Transfers, Overhead (Board Approved)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Transfers	\$0	\$0	\$0	\$0	\$0	\$178,815	\$178,815	\$351,888	\$162,559	
Net Gain (Loss)	\$1,043,681	(\$222,475)	(\$18,509)	(\$132,327)	(\$312,249)	(\$208,264)	\$149,856	\$1,506,387	(\$150,880)	

Notes	
A	RMNP sales budgeted as follows: 2021 actuals reduced by 15%; FRVC 2021 actuals reduced by 20%
B	Outlet sales budgeted as follows: 2021 actuals
C	Budgeted using 2021 actuals.
D	10% increase from 2021 budget.
E	Uncertain on opening of Field Institute. No revenue budgeted for 2022.
F	Minimal to none expected in 2022.
G	Budgeted using 2021 actuals less Pinnacol dividend of \$3,400 received in 2021
H	Budgeted using 2022 estimate. 2021 includes PPP loan forgiveness of \$554,119.
I	See attached Payroll Summary.
J	See attached Payroll Summary.
K	Budgeted using 2022 estimate.
L	Aid not budgeted for 2022.
M	Executive sessions budgeted for 2022.
N	Minimal fixed asset activity expected in 2022. Most projects will not begin depreciation until 2023
O	Donor event in May 2022 (moved from October 2021). Wine & Cheese event in November 2022.
P	2021 had \$194,000 for Grant Property building write-off. Buildings were demolished in Q1 2021
Q	Budgeted using 2022 estimate. Includes Firewall upgrades, new server, multiple work station upgrades, and deferred IT upgrades.
R	Decreased in prior years due to uncertainty of COVID-19. Beginning to have more opportunities in 2022.
S	Budgeted using 2022 estimate.
T	Budgeted using 2022 estimate.
U	Budgeted using 2022 estimate.
V	WH improvements and minor sales area updates
W	Increased as in person training is expected to be available in 2022
X	Loss as a result of reduced retail sales in 2022 as we see how the Pandemic and protocols.
Y	Admin transfers calculated using 2021 donation budget increased by 10%

Schedule of 2022 Budgeted Payroll as Compared to 2021

Wages:

Increase non-exempt starting wages of \$1.50 to remain competitive in EP	63,327	
Increase in Retail and Warehouse manager wages \$1	4,160	
Increase in hours vs 2021 for clerks, warehouse, and finance asst	17,000	
3% Cost of living increase for exempt employees	28,705	
Merit & Performance Increases	14,768	
Onsite Retail Manager	43,853	Budgeted to begin in Feb 2022
New Marketing Position	48,750	Budgeted to begin in Q2 2022
Field Institute Director	48,750	Budgeted to begin in Q2 2022
Total Wages	269,314	

Employee Benefits:

Health Benefits for New Marketing Position	6,800	Budgeted to begin in Q2 2022
Health Benefits for Field Institute Director	6,800	Budgeted to begin in Q2 2022
Health Benefits for On Site Retail Manager	7,393	Budgeted to begin in Feb 2022
Increase in Health Benefits for existing employees vs 2021	17,799	
401K Benefits - Approximately 8 employees to become eligible in 2022	7,987	

Total Benefits **46,778**

Total Payroll **316,091**