

Rocky Mountain Conservancy
Fiscal Year 2023 Proposed Budget
Operations Summary

			2023 Budget							
	Retail	Comm & Out	Membership	Field Institute	Fundraising	Admin	Total 2023	Prelim 2022	Budget 2022	Notes
Sales Revenue										
RMNP Sales										
Merchandise Sales RMNP	\$4,948,706	\$0	\$0	\$0	\$0	\$0	\$4,948,706	\$5,693,856	\$4,134,586	
Vending Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Less: Discounts RMNP	\$20,635	\$0	\$0	\$0	\$0	\$0	\$20,635	\$24,512	\$17,010	
Total Merchandise Sales	\$4,928,071	\$0	\$0	\$0	\$0	\$0	\$4,928,071	\$5,669,345	\$4,117,576	A
Outlet Sales										
Merchandise Sales Outlets	\$648,197	\$0	\$0	\$0	\$0	\$0	\$648,197	\$612,128	\$473,380	
Less: Discounts Outlets	\$3,926	\$0	\$0	\$0	\$0	\$0	\$3,926	\$3,936	\$2,426	
Total	\$644,271	\$0	\$0	\$0	\$0	\$0	\$644,271	\$608,193	\$470,954	B
Direct Sales										
Total Direct	\$72,726	\$0	\$0	\$0	\$0	\$0	\$72,726	\$72,726	\$87,946	C
Cost of Goods										
Total Cost of Goods Sold	(\$2,722,374)	\$0	\$0	\$0	\$0	\$0	(\$2,722,374)	(\$3,138,992)	(\$2,257,815)	
Total Sales Revenue	\$2,922,695	\$0	\$0	\$0	\$0	\$0	\$2,922,695	\$3,211,272	\$2,418,662	
Membership Revenue										
Membership Revenue	\$0	\$0	\$199,444	\$0	\$0	\$0	\$199,444	\$181,313	\$172,811	D
Total Membership Revenue	\$0	\$0	\$199,444	\$0	\$0	\$0	\$199,444	\$181,313	\$172,811	
Field Institute Revenue										
Field Institute Revenue										
Field Institute Classes	\$0	\$0	\$0	\$64,500	\$0	\$0	\$64,500	\$2,095	\$0	
Field Institute Tours	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,280	\$0	
Custom Classes & Tours	\$0	\$0	\$0	\$10,000	\$0	\$0	\$10,000	\$200	\$0	
Total Field Institute Revenue	\$0	\$0	\$0	\$74,500	\$0	\$0	\$74,500	\$4,575	\$0	E
Cost of Classes and Tours										
Honorariums and Meals	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$302	\$0	
Total Cost of Seminars	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$302	\$0	
Total Field Institute Revenue	\$0	\$0	\$0	\$74,500	\$0	\$0	\$74,500	\$4,274	\$0	
Other Revenue:										
Contributions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$30,700	\$0	F
In-Kind Donations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$491,950	\$2,000	
Interest and Dividends	\$0	\$0	\$0	\$0	\$0	\$11,182	\$11,182	\$15,335	\$1,996	G
Other Income	\$600	\$0	\$0	\$0	\$0	\$72,000	\$72,600	\$22,726	\$12,600	H
Total	\$600	\$0	\$0	\$0	\$0	\$83,182	\$83,782	\$560,711	\$16,596	
Total Other Revenue	\$600	\$0	\$0	\$0	\$0	\$83,182	\$83,782	\$560,711	\$16,596	
Total Revenue	\$2,923,295	\$0	\$199,444	\$74,500	\$0	\$83,182	\$3,280,421	\$3,957,569	\$2,608,069	

			2023 Budget							
	Retail	Comm & Out	Membership	Field Institute	Fundraising	Admin	Total 2023	Prelim 2022	Budget 2022	Notes
Expenses										
Payroll										
Wages	\$1,259,353	\$107,975	\$134,953	\$127,753	\$145,541	\$246,973	\$2,022,547	\$1,376,767	\$1,484,344	I
Reimbursed Wages	\$0	\$0	\$0	(\$20,000)	\$0	\$0	(\$20,000)	(\$11,667)	(\$15,000)	
Payroll Taxes	\$131,602	\$11,283	\$14,103	\$13,350	\$15,209	\$25,809	\$211,356	\$112,617	\$118,748	
Employee Benefits	\$150,251	\$12,696	\$14,932	\$22,606	\$16,930	\$32,666	\$250,081	\$199,195	\$215,961	J
Total Payroll	\$1,541,206	\$131,954	\$163,987	\$143,709	\$177,680	\$305,448	\$2,463,985	\$1,676,912	\$1,804,053	
Other										
Advertising and Marketing	\$200	\$20,620	\$1,000	\$180	\$1,000	\$0	\$23,000	\$13,110	\$17,200	K
Appeals and Campaigns	\$0	\$0	\$0	\$0	\$4,500	\$0	\$4,500	\$1,500	\$1,000	
Aid Earned	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$160,800	\$0	L
Auto	\$16,000	\$480	\$480	\$600	\$600	\$360	\$18,520	\$10,888	\$18,520	
Bank Charges	\$0	\$0	\$0	\$0	\$41	\$1,473	\$1,514	\$1,514	\$1,511	
Board Expenses	\$0	\$0	\$0	\$0	\$0	\$15,000	\$15,000	\$8,380	\$9,695	M
Credit Card Fees	\$158,137	\$2,743	\$4,657	\$1,586	\$9,549	\$0	\$176,671	\$175,953	\$163,212	
Depreciation	\$55,127	\$3,715	\$4,663	\$7,448	\$4,663	\$19,581	\$95,197	\$64,290	\$76,943	N
Donations	\$545	\$0	\$0	\$0	\$0	\$6,000	\$6,545	\$3,000	\$545	
Dues and Subscriptions	\$245	\$5,650	\$25	\$208	\$519	\$3,420	\$10,068	\$6,407	\$9,312	
Equipment Lease	\$2,050	\$1,550	\$1,350	\$691	\$1,317	\$732	\$7,689	\$7,689	\$6,844	
Events	\$0	\$25,650	\$2,450	\$0	\$23,900	\$0	\$52,000	\$16,872	\$16,700	O
Exhibits & Facility Improvement	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Honorariums	\$0	\$0	\$0	\$3,200	\$0	\$0	\$3,200	\$1,583	\$0	
Housing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Information Technology	\$54,501	\$17,162	\$12,050	\$14,656	\$24,185	\$20,188	\$142,743	\$134,135	\$150,261	P
Insurance	\$51,720	\$1,579	\$2,194	\$11,056	\$3,116	\$12,690	\$82,355	\$68,839	\$72,311	
Interest	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Loss/Shrinkage	\$6,120	\$0	\$0	\$0	\$0	\$0	\$6,120	\$5,258	\$6,120	
Meals and Entertainment	\$3,700	\$400	\$480	\$600	\$2,200	\$600	\$7,980	\$4,808	\$7,080	Q
Meetings and Conferences	\$0	\$1,400	\$0	\$2,000	\$1,400	\$1,200	\$6,000	\$3,839	\$6,200	
Membership Premiums	\$0	\$0	\$25,000	\$0	\$0	\$0	\$25,000	\$26,521	\$15,000	R
Miscellaneous	\$120	\$0	\$0	\$0	\$0	\$0	\$120	\$670	\$120	
Postage	\$16,942	\$14,328	\$19,140	\$450	\$13,590	\$1,020	\$65,470	\$47,417	\$40,835	S
Printing	\$0	\$39,970	\$21,015	\$7,800	\$33,515	\$0	\$102,300	\$59,289	\$47,015	T
Product Giveaways	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Program Reimbursements	\$0	\$0	\$0	(\$20,000)	\$0	\$0	(\$20,000)	\$0	\$0	
Professional Fees	\$13,659	\$3,750	\$8,100	\$10,400	\$26,999	\$47,780	\$110,688	\$78,616	\$42,340	U
Rent	\$30,000	\$0	\$0	\$0	\$0	\$0	\$30,000	\$22,081	\$10,800	
Repairs and Maintenance	\$11,705	\$1,002	\$1,790	\$2,515	\$1,809	\$2,421	\$21,241	\$21,983	\$22,560	V
Royalties	\$120	\$0	\$0	\$0	\$0	\$0	\$120	\$47	\$120	
Sales Area Improvements	\$6,950	\$0	\$0	\$0	\$0	\$0	\$6,950	\$10,367	\$6,911	
Stipends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100	\$0	
Supplies	\$22,119	\$1,410	\$960	\$480	\$1,560	\$1,440	\$27,969	\$15,486	\$27,519	
Taxes and Licenses	\$1,789	\$240	\$0	\$865	\$10,215	\$220	\$13,329	\$20,513	\$12,721	
Telephone	\$5,136	\$1,916	\$1,403	\$1,976	\$1,433	\$1,755	\$13,619	\$12,467	\$17,474	

			2023 Budget							
	Retail	Comm & Out	Membership	Field Institute	Fundraising	Admin	Total 2023	Prelim 2022	Budget 2022	Notes
Training	\$1,560	\$300	\$0	\$1,200	\$5,040	\$2,270	\$10,370	\$4,499	\$4,730	W
Travel	\$5,343	\$0	\$0	\$240	\$600	\$600	\$6,783	\$5,861	\$8,189	
Utilities	\$1,666	\$827	\$827	\$3,535	\$827	\$1,754	\$9,436	\$9,436	\$13,187	
Volunteers	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Other	\$465,452	\$144,692	\$107,583	\$51,686	\$172,578	\$140,505	\$1,082,496	\$1,024,219	\$832,975	
Total Expenses	\$2,006,658	\$276,646	\$271,571	\$195,395	\$350,258	\$445,953	\$3,546,481	\$2,701,131	\$2,637,027	
Gain or (Loss) from Operations	\$916,637	(\$276,646)	(\$72,127)	(\$120,895)	(\$350,258)	(\$362,771)	(\$266,060)	\$1,256,438	(\$28,959)	X
Non-Operating Revenue (Expense):										
Total Realized Gain (Loss)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$238,487	\$0	
Total Non-Operating Activities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$238,487	\$0	
Transfers										
Transfers, Admin	\$0	\$0	\$0	\$0	\$0	(\$190,467)	(\$190,467)	(\$182,923)	(\$178,815)	Y
Total Transfers	\$0	\$0	\$0	\$0	\$0	\$190,467	\$190,467	\$182,923	\$178,815	
Net Gain (Loss)	\$916,637	(\$276,646)	(\$72,127)	(\$120,895)	(\$350,258)	(\$172,304)	(\$75,594)	\$1,677,848	\$149,856	

Notes	
A	RMNP sales budgeted as follows: 2022 actual reduced by 10%; FRVC 2022 actuals reduced by 60% from Jan - June, 10% July-Dec
B	2022 actual reduced by 10%, EPVC revenues budgeted to cover payroll expenses
C	2022 projected
D	2022 projected increased by 10%
E	Budgeted using 2023 estimated classes
F	Minimal to none expected in 2023.
G	Budgeted using 2022 projected less Pinnacol dividend of \$4,200 received in 2022
H	Budgeted using 2023 estimate. Includes \$60K for KVERC Grant Operation Portion
I	See attached Payroll Summary.
J	See attached Payroll Summary.
K	Budgeted using 2023 estimate.
L	Aid not budgeted for 2023.
M	Grand Lake and Estes Park Meetings.
N	2023 estimate. Increased due to new vehicles and Young-Pierce property. Rocky Terraces will not begin depreciation until 2024.
O	Donor events in April, June, & Oct. Wine & Cheese event in November 2023.
P	Budgeted using 2023 estimate.
Q	Decreased in prior years due to uncertainty of COVID-19. Beginning to have more opportunities in 2023.
R	Budgeted using 2023 estimate.
S	2023 estimate taking into account postage increases on Jan 22 and potential postage "holiday" Nov & Dec
T	2023 quotes from printers
U	2023 quotes and Philanthropy contractor.
V	WH improvements and minor sales area updates
W	Increased as in person training is expected to be available in 2023
X	Loss as a result of reduced retail sales in 2023 as visitation has decreased in RMNP and the potential for a shut-down in Q4.
Y	Admin transfers calculated using 2022 projected donations increased by 10%

Schedule of 2023 Budgeted Payroll as Compared to 2022

Wages:		
Increase non-exempt starting wages of \$2.50 to remain competitive in EP	221,645	
Increase in hours vs 2022 for clerks & warehouse	192,956	EPVC, potential opening OGAL & GMVC earlier, extra staff BMVC
5% COLA	57,012	
Merit/Performance Increases	15,450	
Move Finance Assistant to Full Time	19,083	
Warehouse Assistant	36,800	Budgeted to begin in March 2023
Philanthropy & Membership Associate	36,090	Budgeted to begin in March 2023
Communications Manager	45,144	Budgeted to begin in Feb 2023
Communications Associate	21,600	Budgeted to begin in Feb 2023
Positions filed or vacated in 2022, budgeted for the entirety of 2023	89,107	
Total Wages	645,780	
Employee Benefits:		
Health Benefits for Warehouse Associate	7,116	Budgeted to begin in Mar 2023
Health Benefits for Philanthropy & Membership Associate	7,116	Budgeted to begin in Mar 2023
Health Benefits for additional Full Time Clerks	15,656	Budgeted to begin in Feb 2022
Health Benefits for Finance Associate	5,216	Budgeted to begin in Mar 2023
Benefits for Communications Manager	17	
Decrease in Health Benefits for existing employees vs 2022	(14,835)	
401K Benefits - Approximately 6 employees to become eligible in 2023	12,967	
Increase in Workers Comp Ins	16,005	
Increase in employer 401K Contribution for COLA	955	
Increase in employer 401K Contribution for Merit/Performance	674	
Total Benefits	50,887	
Increase in Payroll Taxes (due to changes listed above)	98,739	
Increase in Wage Reimbursement for FI	(8,333)	
Total Payroll	787,072	