

	Code	Name	Description	2021 projections	2022 Budget	2021 Budget
Revenue						
	4410	Business	Gifts from businesses that choose to give to RMHC of Eastern Iowa & Western Illinois directly or through company fundraisers. ex: Whirlpool, Cargill golf tournaments, jeans days, etc.	Historically, Whirlpool and Cargill golf outings net \$70,000 annually Jeans days and other business employee fundraisers net \$15,000 annually Conservative net of \$15,000 from miscellaneous business contributions including employee driven grants, company match, and corporate charitable giving	\$100,000.00	\$100,000
	4415	Church and school	Gifts from religious organizations and schools	Project little change from 2020	\$30,000.00	\$30,000
	4420	Coca-Cola	Annual cash gift from Coca-Cola received in the first quarter to cover the cost of stocking Coke machines in Rec Room throughout the year plus revenue from these Coke machines	Amount raised is equal to amount spent to purchase product with the addition of vending machine revenue. Typically \$6,500 with approx. \$3000 revenue.	\$9,500.00	\$9,500
	4430	Foundations/Grants	Funding sought out by RMHC of Eastern Iowa & Western Illinois staff, including Dance Marathon, community foundation funding, McDonald's restaurant canister and round-up program	*see breakdown below	\$400,000.00	\$258,320
	4245	McDonald's 365	Proceeds from penny per Happy Meal give-back occurring in Eastern Iowa and Quad Cities Coops.	Corporate decision to go back to \$.01 per Happy meal, but local chapters keep 100% of funds. Averaged \$24,000 with \$.01 @ 75%, so estimating \$32,000 for 2022 with 100% of funds kept.	\$32,000.00	\$56,000
	4430a	Foundations/Grants	Applied for funding sought out by RMHC-EIWI staff	Schildberg \$5,000 Guernsey \$30,000 P&G \$7,000 Theisens \$2,000 Cargill Kitchen Solutions \$21,500 Bechtel \$5,000 Community Foundation of Johnson County \$4,000 Walmart \$3,000 Dance Marathon \$23,000 DQSmiles \$2,500 Child's Play \$5,000 Estimated \$22,000 from new grant acquisition	\$130,000.00	\$130,000
	4430b	Grants - Canister Receipts	McDonald's restaurant canister donations		\$85,000.00	\$85,320
	4430c	Grants - Roundups	McDonald's restaurant round up program. Also includes National Fundraiser	Currently averaging \$2298/mo total from all 85 stores (\$27/mo per store). We are seeing a slight increase year over year, so budgeting \$30/mo per store (\$30,600). Give A Little Love Campaign--Estimating an \$1000-\$2000 per store based on volume.	\$185,000.00	\$43,000
	4435	RMHC-IC Collection House	Income from donation box located in entry of RMH of Iowa City and Family Room at St. Luke's. Collection houses are in all three sites	should increase from 2021 due to increased census, open common areas	\$2,000.00	\$1,500

4440	Individuals	Individual gifts not associated with Annual Campaign solicitation including individuals giving through all three service lines, the House, and both Family Rooms	similar to last year, new Donor Perfect software system providing more accurate giving history to target/reengage lapsed donors	\$100,000.00	\$100,000
4445	Memorials and Tributes	Individual gifts in memory of a person	Scaling back based on 2021 levels	\$50,000.00	\$60,000
4450	Organization	Gifts from civic organizations such as Alpha Delta Pi, Royal Neighbors, Good Sam's Club, Auxiliary Groups, etc., including fundraising.	no change from 2021	\$25,000.00	\$25,000
4455	Payroll Deduction -Other	Gifts from individuals directly deducted from paychecks through organizations like United Way, GMAC, etc.	no change from 2021	\$25,000.00	\$25,000
4460	Major Gifts	Gifts identified in Development Plan that staff will seek out from specific individual donors of \$5,000 or more.	no change from 2021	\$25,000.00	\$25,000
4465	Giving Hearts Society	New initiative in 2019, to encourage sustained giving throughout the year with an opportunity for recognition	Program on hold; may switch to Legacy focus	\$0.00	\$10,000
4470	RMHC-Global Net	Misc. web donations through global	Typically global does a few media campaigns that drive donors to their Website.	\$10,000.00	\$10,000
4490	Revenue - Contributed Stock	Gifts of stock made to RMHC-EIWI	individuals who donate stock, Annual Wilson stock donation has increased and seeing an increase in anonymous stock gifts	\$40,000.00	\$20,000
4210	Annual Campaign	Specific end of year campaign.	similar to 2021	\$60,000.00	\$60,000
4220	Dillard's	Moneys generated from sale of Dillard's Holiday Cookbook sales in Coralville, Quad Cities, and Waterloo stores	Sales reinstated in 2021, anticipate same in 2022	\$1,500.00	\$1,500
4222	Brick Campaign	Brick promotion for 35th anniversary	2020 campaign--over	\$0.00	\$0
4225	Gold Wing Road Riders	Annual ride by Iowa Gold Wing Road Riders Association every August	After meeting with group in 2021, anticipate this size gift each year (will not likely increase)	\$1,000.00	\$1,000
4235	Governor Steer Show	Gross earnings from Governor's Charity Steer Show at Iowa State Fair in August	\$117,000 in 2021; 2022 is 40th Anniversary of event--there will be added promotion	\$100,000.00	\$95,000
4250	Merchandise	Earnings from items sold at House and Family Rooms and from online store	Online store sales slower than anticipated	\$500.00	\$2,000
4255	Third Party Fundraisers	Other small fundraising events led by third-parties raising funds outside of their own group/organization/employees (for example- motorcycle rides, softball tournaments, lemonade stands, and includes peer to peer fundraising and Facebook Fundraisers)	Third-party fundraisers continue to grow, Jessica spending dedicated time on support and stewardship. Staying conservative for next year, however.	\$60,000.00	\$60,000
4260	Piano Quad Cities	Gross earnings from April Piano Celebration hosted in Quad Cities	Event was not held in 2020, 2021 participation and revenue was \$12,000, working with organizers to revamp for 2022	\$18,000.00	\$23,000
4265	Pull Tabs	Earnings from recycled Pull Tabs	Estimating on 2021 average market value and increased participation	\$5,000.00	\$3,500

4285	UI Payroll Deduction	Earnings from UI employees' gifts directly deducted from paycheck	Revamped 2021 campaign, seeing greater participation	\$36,000.00	\$30,000
4290	Family Room Donations	Donations received through the St Luke Foundation or U of I Foundation as result of the Family Room promotion	Tim Teel annual fundraiser contuing, onsite cash donations steady	\$10,000.00	\$10,000
4310	Golf Tournament	Gross earnings from June golf outing	Sponsorships 30,000.00 Registration 22,600.00 Silent Auction 2,000.00 Raffle 2,500.00 On Course Games 3,000.00 Adopt a Sponsor 5,000.00	\$65,100.00	\$52,800
4320	RMH Run	Gross earnings from annual RMH Run	Sponsorships \$30,000 Registration \$15,500 Fundraising \$5,000	\$50,500.00	\$42,500
4330	RMHC Marathon	RMHC Global fundraiser local participants can designate fund distribution to local chapters		\$0.00	\$0
4334	CR Event	Fund/Friend Raiser to build awareness in the Cedar Rapids area	Bubble Walk Sponsorships: \$4500 Day of donations: \$500	\$4,000.00	\$10,000
4130	McDonald's Eastern Iowa Coop	Gifts from Eastern Iowa Legacy Coop	No plans from coops to donate as a group outside of national fundraisers		
4140	McDonald's Quad City Coop	Gifts from Quad City Legacy Coop	No plans from coops to donate as a group outside of national fundraisers		
4150	McDonald's Other	Gifts from McDonald's stores not located in legacy coops	No plans from coops to donate as a group outside of national fundraisers		
4160	McDonald's Mega Coop	Gifts from new mega Coop	No plans from coops to donate as a group outside of national fundraisers		
4170	Shamrock Promo - Coops	Funds from Shamrock Shake Promotion	Estimated based on 2021 actuals	\$71,000.00	\$65,000
4510	Room Rental Donation	Income from stays in House Rooms	2021 results disappointing from new check-out packet; with in-person checks ins for 2022, anticipate beginning to build this back up.	\$5,000.00	\$15,000
4520	Parking Deposit	Deposit for Parking Passes		\$10,000.00	\$10,000
6460	Parking Refund	Deposit returned with returned parking pass	Face to face opportunity to offer this as a donation (in-person checks ins vs. virtual)	-\$9,000.00	\$9,000
9000	Estate/Bequests	Estate gifts or bequests given to RMHC-EIWI	Although booked in 2021 as income/receivable, we have yet to receive \$20,000 Price and est. \$600,000 remaining Maher Estate	\$620,000.00	\$50,000
9100	Interest income	Interest earned on investment accounts: endowment, CDs, Money Market	forecasting based off prior years		\$600
9110	Gain/Loss on Sale	Gain or loss on sale of investments as managed by CRBT	variable--leaving it as "0"		
9120	Dividend Revenue	Revenue earned on stocks RMHC-EIWI owns that pays dividends as managed by CRBT	Hard to predict--using past two years'.	\$43,000.00	\$43,000
9130	Gain/Loss on Sale of Fixed Asset	Gain or loss of sale of investments as managed by CTBT	variable--leaving it as "0"		

9200	Unrealized Gain (loss) on investments		variable--leaving it as "0"		
9300	Trust/Endowment Fees	Amount paid to CRBT each year to manage investment accounts	CRBT estimates this to remain fairly steady for 2022.	-\$13,000.00	-\$13,000
Expenses					
5100s	Payroll	Includes all positions	*Reduced PM House Coordinator hours, added PM House Manager	\$636,435.00	\$592,817
5500s	Retirement	Includes all positions	*Added Lead Associate, reduced House Associate hours	\$38,466.00	\$37,751
5200s	Payroll taxes	Includes all positions	*Assumes 3% COL increase all pos. (2% given in 2021), 2% for Exec Director	\$48,687.00	\$45,342
5300s	Insurance	Includes all positions		\$60,239.00	\$47,703
5400s	Flex	Includes all positions		\$4,500.00	\$4,000
5680	Workers compensation		\$8402 in 2021	\$9,875.00	\$11,376
7200	Meetings/Training	FT Staff training	webinars, online training	\$2,500.00	\$500
7210	Conference Travel	Cost of Exec. Director conference	Executive Director's conference, Memphis, TN--April 2022 Airfare (\$500), hotel (4 nights x \$250), food (5 days x \$75)	\$1,875.00	
7300	Travel	Covers cost of RMHC-EIWI employee's travel to events, speaking engagements, visiting with donors, remote site committee meetings, etc.	include owner/operator site visits, Giving Tree pick up, estimating 250 miles/mo x 12 mo x \$0.56	\$2,500.00	\$2,970
6000	Audit	CliftonLarsonAllen for Audit preparation	was \$10,002 in FY21	\$10,500.00	\$10,000
6020	Tax Preparation	CLA for 990 preparation	was \$2361 in FY21 (not counting one-time ERC fees)	\$2,250.00	\$2,150
6030	Legal Fees	Attorney Fees	\$0 so far in 2021	\$1,000.00	\$2,000
6050	Website	Allows for general maintenance and updating of website, including domain name charges and monthly support from deNovo to support compliance with Global mandates as well as IT support from U of I. Also includes template changes required by Global	\$300/ month in hosting and monthly support	\$3,600.00	\$16,100
6060	Bookkeeping	Contracted bookkeeper position for maintaining financial records and accounting on an ongoing basis	no increase in bookkeeper contract	\$45,000.00	\$45,000
6080	Telephone/IT Communications	Includes telephone service through the University of Iowa and US Cellular van and security phone	similar to last year	\$2,000.00	\$2,500
6090	Contract Services Property	Line items for services related to routine inspections and maintenance of the physical facility (House) including pest control, bed bug inspections, elevator, fire alarm system, back-up generator, sprinkler system, garbage and storage unit. Also includes new contract with Midwest	Jo Co Refuse \$115 x 12 mo=\$1380 \$100/mo=\$1200 Kone \$314.89 x 12 mo=\$3778.68 Monthly storage unit rental \$100/mo=\$1200 Stericycle \$64.67 x 12 mo=\$776.04 Altorfer \$719.74 x 4 visits=\$2878.96 DNA Mobility \$100.93 x 12 mo=\$1211.16 D&R Pest Control \$53 x 12 mo=\$636 plus \$5258 quarterly bed bug inspections Midwest Alarms \$2174.37/year (includes maintenance and inspections, fire, sprinkler)	\$24,890.00	\$20,000

6092	Contract Business Serv/Complia	Line item for contracted services necessary for business compliance including payroll services, retirement fund consulting, HR consulting, Flex Spending Third Party Administrator, State Charity Registrations	monthly payroll \$165 x 12=\$1980 Clearly Compliant \$6800/yr TASC \$570/year CLA \$1550 plan yr work plus \$500 misc consulting MRA \$650/yr	\$12,000.00	\$11,745
6094	Security Overnight Service	Security service through contracted provider overnight 9:00 pm to 8:00 am House	\$16/hr x 11 hours=\$165/day x 365 days=\$64240 rate change in FY21 from \$15/hr to \$16/hr	\$64,240.00	\$60,225
6150	Depreciation		estimated	\$150,000.00	\$150,000
8210	Annual Campaign	Cost to end of year campaign	printing, postage, online campaign	\$8,000.00	\$9,000
8222	Brick Campaign	Cost to install brick patio from fundraiser	campaign ended, project complete	\$0.00	\$6,000
8225	Gold Wing Road Riders	cover the minimal costs of GWRR event at the house	no longer holding in person event	\$0.00	\$0
8235	Governor Steer Show	Portion for 1/3 steer required for participation in event	steer sponsorship plus misc.	\$2,000.00	\$1,000
8250	Merchandise	Cost to produce merchandise	Moved to online Merch system. No upfront costs	\$0.00	\$0
8255	Third Party Fundraisers	Line item allowing for unforeseen fundraising expenses	anticipated similar costs from 2021	\$2,000.00	\$2,000
8260	Piano Quad Cities	Expenses for Piano Celebration event	Shirts for Students: \$1500 North Park Mall Rental: \$100 Postage: \$150 Printing: \$750	\$2,500.00	\$2,950
8265	Pull Tabs	Cost to purchase collection houses and misc. expenses	lower in 2021	\$250.00	\$400
8256	Red Shoe Society	Costs to implement Red Shoe Society	On hold		\$0
8460	Major Gifts	Costs to secure major gifts	no costs anticipated	\$0.00	\$0
8310	Golf Expenses	Costs associated with Golf event	Golf Course \$1,000.00 Lunch Vouchers (144 x \$10.00) 7% tax and 10% gratuity \$1,440.00 Dinner (144 x \$15.00) + 7% tax and 10% gratuity \$2,700.00 Insurance \$88.00 Printing \$00.00 Hole in One \$50.00	\$14,478.00	\$16,000

8320	Run Expenses	Costs associated with Red Shoe Run	Announcer - Jay Herman	490.00	\$12,000.00	\$13,000
			ASCAP Music License	84.00		
			UI Police Coverage	500.00		
			Alumni Family Bandana's	450.00		
			Awards	215.00		
			Athlete Race Number Bibs	200.00		
			Inflatables	220.00		
			Papa Balloon	150.00		
			Social Media Boosted Posts	750.00		
			Iowa City Police Coverage	250.00		
			de Novo Printing (Yard Signs, Sponsor Signs, Flyers)	3,500.00		
			True Time	1,500.00		
			Mileage	150.00		
			Copy Works Printing	500.00		
			Postage	600.00		
			Envision Tees	1,980.00		
Boost Mobile Hot Spot	60.00					
RSR Banner from Vistaprint	50.00					
Golf Carts	355.00					
8334	Cedar Rapids Event	Outdoor Bubble Walk	Bubble Solution	200.00	\$820.00	\$2,000
			Craft Supplies	150.00		
			Printing	300.00		
			Mileage	150.00		
			Bubble Wrap	20.00		
7000	House Upgrades	Updates to House or Family Room, including recommended annual updates within the Reserve Advisors 30 year plan			\$0.00	\$0
8230	Refresh Expenses	Costs associated with the renovation of RMH	refresh complete (kitchen budget tracked separately from identified funds-- estate or op reserves)		\$0.00	
6600	Nonprofit Liability	annual insurance premium	assuming slight increase for FY22		\$3,400.00	\$2,600
6500	Marketing	deNovo marketing retainer. Also includes non event specific signage, banners, pledge materials, and misc. Includes brochures	deNovo marketing retainer \$4,500/month \$6,000 in brochures, House marketing, and Family Room information		\$60,000.00	\$60,000
6510	Planned giving expense	costs of planned giving expenses with RMHC-Global vendor: the Stelter Company	Annual fee for Website \$500		\$500.00	\$500
6520	Newsletter	Covers design, set up printing and postage fees associated with annual printed newsletter	Newsletter is now electronic		\$0.00	\$0
6700	Utilities	Heat, air, electricity, gas, etc.- billed through the University of Iowa	estimating from 2021		\$31,000.00	\$35,080
6710	Property Insurance	State Farm insurance of RMHC of Eastern Iowa and Western Illinois. This insurance policy includes the House, the Family Rooms, and Board liability.	2021 premium was \$15784		\$16,000.00	\$15,000

6720	Cleaning Services	Grout cleaning, professional room cleaning as needed, mat cleaning, carpet cleaning,	NEW: Housekeeper position added, \$145/day x 5 days a week x 52 weeks=\$37,700	\$38,000.00	\$3,700
6730	Building and Equipment Maintenance	professional maintenance and repair of items in RMH-IC, RMFR-St. Luke's and RMFR IC includes eave repair, gutter cleaning, electrical, plumbing, general carpentry, lock services, etc.	2021 included refresh expenses; anticipate less for 2022 given new HVAC system in place	\$20,000.00	\$14,500
7110	Bank Charges	Fees assessed for RMHC of Eastern Iowa & Western Illinois banking accounts. Includes Blackbaud fees, VISA annual fees, First Giving fees	no First Giving, but added in Dip Jar annual fee	\$6,000.00	\$6,500
7130	Dues/Subs/Renew/Upgrades	Covers cost of staff memberships to professional organizations and RMHC-EIWI memberships to area business groups	\$300 each x3 for Rotary membership \$335 each x2 for AFP Membership Corridor Business Journal Iowa City/Coralville Convention and Visitors Bureau Iowa City Chamber Cedar Rapids Metro Economic Alliance	\$5,500.00	\$5,500
7160	Office Supplies	covers all office supply needs such as paper, pens, letterhead, note cards, computers, printers etc., and non-specific envelopes, toy closet cards, includes paper needed for all fundraisers. Include Family Room office expenses	Large office supply donation in 2021	\$4,500.00	\$4,500
7165	Postage	bulk postage for office letters, notes, bills, etc. excludes postage for fundraisers or annual campaign	asking for stamps as Giving Tree item	\$2,000.00	\$2,500
7170	Printing/Publishing	Covers cost of printing of informational materials given to guests	\$285/mo x 12 mo=\$3420 plus \$1000 misc. color printing	\$4,500.00	\$4,420
7175	Software Licensing	Includes software registration and updates	\$528/month for DonorPerfect and cost for new house management software and \$1000/hr GRMHIC guest data base	\$7,336.00	\$16,550
7180	Miscellaneous			\$500.00	\$500
6400	Food	Food needed at RMH of Iowa City and both Family Rooms. For example: Holiday dinners for guests, weekly produce purchases, grab and go lunches, etc.	House--\$10,500 St. Luke's --\$10,200 UI --\$9300	\$30,000.00	\$39,510
6410	Coca-Cola	Coca-Cola product to stock vending machines in Rec Room. Important to remember this expense is in conjunction with a cash donation from Coca-Cola to cover this expense	Only \$816 through Nov 2021, Great Room closed--will be open in 2022	\$2,500.00	\$4,000

6420	House Supplies	Items beyond donations needed to keep RMH of Iowa City and Family Rooms operational.	Martin Brower donation and several large 2021 year end donations should keep costs low	\$18,000.00	\$24,000
6430	IDCI Background Check Fees	Criminal background check on new volunteers, staff and guests.	12 per year x \$24=\$288	\$300.00	\$288
6450	Linens and laundry	professional cleaning and purchase of room comforters, sheets, blankets, towels etc. on an as-needed basis for both RMH-IC and RMFR-St. Luke's. Linens generally need to be replaced 2-3 times per year	Housekeeping will better track need to rotate linens.	\$7,500.00	\$6,000
6470	Guest Parking Fees	Cost to purchase 26 Carver parking lot passes	\$34,320--University has not notified us of increased prices	\$34,320.00	\$34,320
6475	Staff Appreciation	Staff related expenses	staff uniform t shirts, holiday event, staff recognition	\$2,000.00	
6480	Volunteer Recognition	Covers awards, volunteer recognition lunch, name tags, gifts honoring our volunteers	vol appreciate gift 100 x \$10=\$1000 incentives/treats=\$480 vol t shirts 50 x \$8=\$400 vol event= \$200	\$2,080.00	\$2,200
6482	Donor Recognition	Covers awards, volunteer recognition lunch, name tags, gifts honoring our donors	Nominal year end gifts for mid and major donors	\$2,000.00	\$2,000
6485	Family Programs	cost of programs provided by RMH of Iowa City and Family Rooms such as crafts for craft night, birthday cards and balloons, Easter egg hunt etc. Also includes cost of family programs such as family picnics, toy closet at RMH of Iowa City, craft nights, guest birthday celebrations, holidays, mother's and father's day, etc.	monthly activity 150 x \$12=\$1800 UI rec ctr passes 150 x \$3=\$450 swim passes 100 x \$5=\$500 Alumni Family Reunion \$1500 special holiday activities \$250 x 5=\$1250	\$5,740.00	\$7,140
6486	Food Pantry	Food for RMHC-EIWI Food pantries located at the UI Stead Family Children's Hospital	promoting "adopt a pantry" through our marketing firm to reduce costs	\$12,000.00	\$24,000
6800	Vehicle- Gas and Maintenance	Gas and maintenance on RMHC-EIWI Shuttle Van	\$1300 general maintenance (oil changes plus one repair) plus \$100/month gas	\$2,500.00	\$3,340
6810	Vehicle- Insurance	Insurance for RMHC-EIWI Shuttle Van & tags	\$700/annually plus \$284 for tags	\$984.00	\$984