

# ECHO DOLLAR\$ & \$EN\$E Report 2009



65 S. High St., Janesville, WI 53548

[www.echojanesville.org](http://www.echojanesville.org)

	# Total Service Units	\$ Cost	Funding Source: ECHO & Grants	In-Kind	Total Asst.
<b>FOOD SERVICES</b>	<b>Total Meals (all categories) →</b>	<b>3,961,097</b>	<b>\$ 60,055</b>	<b>Total Food Services</b>	<b>\$ 2,994,514 \$ 3,054,569</b>
Groceries (client food orders)	562,653	26,793 people/8,592 families	\$ 60,055	Grocery Budget & see In-kind >>	\$ 803,790 \$ 863,845
Bread & Food > School Brkfst Clubs, Pantries, Group Homes, etc.	2,737,742	1,368,871 lbs. of food	\$ -	In-kind only >>	\$ 1,368,871 \$ 1,368,871
ECHO Food for Edison & Charter Schools	21,469	21,469 meals & snacks	\$ -	see Grocery Budget↑ & In-kind >>	\$ 107,345 \$ 107,345
ECHO Mobile Market (No Mobil Market in Nov. & Dec.)	355,316	177,658 lbs. Food—6,075 people/2,246 fam.	\$ -	In-kind only >>	\$ 177,658 \$ 177,658
Baby Food & Formula / Adult Ensure, etc.	13,944	664 babies (incl. Ensure for 72 elderly)	\$ -	In-kind only >>	\$ 19,920 \$ 19,920
Community Meals (last Saturday each month)	1,715	1,715 meals (1x/mo)	\$ -	In-kind only >>	\$ 17,150 \$ 17,150
Grocery Store Certificates (\$20-\$25 each)	330	66 families	\$ -	see Grocery Budget↑ & In-kind >>	\$ 1,650 \$ 1,650
Commodities (also received groceries from pantry)	257,310	8,577 families/25,482 people	\$ -	In-kind only >>	\$ 428,850 \$ 428,850
Thanksgiving Baskets	8,952	2,984 people/916 families	\$ -	see Grocery Budget↑ & In-kind >>	\$ 59,680 \$ 59,680
Christmas Day Dinner	640	640 people	\$ -	see Grocery Budget↑ & In-kind >>	\$ 9,600 \$ 9,600
Farmers Market Certificates	1,026	513 families/1,605 people	\$ -	In-kind only; paid by CFSW >>	\$ 2,565 \$ 2,565
<b>CLOTHING &amp; HOUSEHOLD SERVICES</b>			<b>\$ -</b>	<b>Total Clothing &amp; Household Services</b>	<b>\$ 765,935 \$ 765,935</b>
Household Goods, Clothing—ECHO office		1,057 people/579 families	\$ -	In-kind only >>	\$ 31,710 \$ 31,710
Diapers & Baby Wipes		1,395 babies	\$ -	see Grocery Budget↑ & In-kind >>	\$ 41,850 \$ 41,850
Personal & HH Supplies (laundry, cleaning, personal care & hygiene)		34,285 people	\$ -	see Grocery Budget↑ & In-kind >>	\$ 685,700 \$ 685,700
Furniture, Appliances, etc. (donor/client matching)		89 families	\$ -	In-kind only >>	\$ 6,675 \$ 6,675
Homeless Kits (Box of Hygiene & Personal Supplies)		137 boxes	\$ -	In-kind only >>	\$ 4,110 \$ 4,110
<b>HOUSING SERVICES</b>			<b>\$ 303,574</b>	<b>Total Housing Services</b>	<b>\$ 1,750 \$ 305,324</b>
Lodging in Motels—Shelter Nights		4,249 shelter nts.	\$ 44,373	ECHO \$28,623; SSSG \$15,750	\$ - \$ 44,373
Rent & Mortgage & Utility Assistance		538 months rent/470 HHs	\$ 259,201	ECHO \$141,825; Grants \$117,376	\$ - \$ 259,201
Rent Smart Class (Qtrly. all-day workshop plus case management)		35 people	\$ -	some costs in payroll, food, special needs & In-Kind >>	\$ 1,750 \$ 1,750
<b>TRANSPORTATION SERVICES</b>			<b>\$ 22,286</b>	<b>Total Transportation Services</b>	<b>\$ 6,400 \$ 28,686</b>
Gasoline certificates—\$20 each		880 families	\$ 19,996	ECHO Funds	\$ - \$ 19,996
Bus Tokens, etc.		202 families	\$ 2,290	ECHO Funds	\$ - \$ 2,290
Other Transportation Asst.		6 Vehicles (2 cars/4 bicycles)	\$ -	In-kind only >>	\$ 6,400 \$ 6,400
<b>OTHER SERVICES</b>			<b>\$ 199,026</b>	<b>Total Other Services</b>	<b>\$ 78,210 \$ 277,236</b>
Counseling, Case Mgmt., etc (paid hours only)		12,221 hours of client assistance	\$ 197,867	ECHO \$195,907 & Grant pd. \$1,960; see also vol. hrs.	\$ - \$ 197,867
UW-Ext. Cooking & Nutrition Classes—ECHO Kitchen		479 people	\$ -	UW-Ext. staff—see vol. hrs. & In-kind Groceries >>	\$ 14,370 \$ 14,370
Petty Cash to clients (DL & ID fees, laundry, co-pays, phone, etc.)		80 people	\$ 1,000	Anonymous Petty Cash (not incl. in Treas. Rpt.)	\$ - \$ 1,000
Toys/Birthday Presents & Cake Mixes—Office		290 children	\$ -	In-kind only >>	\$ 8,700 \$ 8,700
Miscellaneous Services		398 people	\$ 159	see also Xmas Toys & Sch. Suppl & In-kind >>	\$ 11,940 \$ 12,099
Information & Referral		14,400 people (conservative estimate)	\$ -	Portion of Payroll in Client Asst↑ & In-kind >>	\$ 43,200 \$ 43,200
<b>SEASONAL SERVICES (see also Food Services)</b>			<b>\$ 29,300</b>	<b>Total Other Services</b>	<b>\$ 158,340 \$ 268,399</b>
School Supplies (Does not include supplies given to JPS)		1,193 children/529 families	\$ 10,400	ECHO \$\$ & see In-kind >>	\$ 59,650 \$ 70,050
Easter Baskets		750 children	\$ -	In-kind only >>	\$ 22,500 \$ 22,500
Christmas Trees & Decorations		70 families	\$ -	In-kind only >>	\$ 3,500 \$ 3,500
Christmas Toy Program		1,286 children/525 families	\$ 18,900	does not include \$500 to be paid in 2010 & see In-kind >>	\$ 51,440 \$ 70,340
Christmas Adopt-a-Family		425 people/105 fam. (146a/279c)	\$ -	In-kind only >>	\$ 21,250 \$ 21,250
<b>Additional Program Services as shown in Prog. Acctg. Repo</b>	<b>1,684,415 varied svcs.</b>		<b>\$ 80,759</b>	<b>Add'l. Prog. Svc. Funds &gt; Hsg., Food &amp; Supp. Svcs.</b>	<b>\$ - \$ 80,759</b>
<b>Program Services as shown in ECHO Service Report</b>			<b>\$ 695,000</b>	<b>Total Prog. Svcs. (includes \$1,000 petty cash)</b>	<b>\$ 4,005,149 \$ 4,780,908</b>
Volunteer In-kind 24,000 hrs. @ \$5/hr (\$120,000), plus 12,000 mi. @ .50/mi. for Client Svcs. (\$6,000)			\$ -	In-kind only >>	\$ 126,000 \$ 126,000
<b>Total on Direct Assistance to Clients (Cash &amp; In-Kind)</b>			<b>Cost &gt;&gt; \$ 695,000</b>	<b>In-Kind &amp; Grand Total Direct Asst. &gt;&gt;</b>	<b>\$ 4,131,149 \$ 4,906,908</b>
<b>Total \$\$ for Program Svcs. \$695,000 (incl. \$1,000 petty cash) &amp; Program Support \$93,932</b>			<b>\$ 787,932</b>		

This report incorporates Program Accounting, which is used in all of our financial reports and audit. It also includes the value of in-kind donations, which cost money to administer. Cost of Program Support (Management & General, Fundraising & Marketing) was \$50,119 for Payroll & \$42,812 for Other Operating Costs, totaling \$92,932 for Total Cost of Program Support. Direct Client Assistance including In-Kind is \$4,896,556. Ratio of Program Support (\$92,931) Services (\$4,896,556) >> **2% Program Support (admin.) vs. 98% Program Services!**