

ECHO DOLLAR\$ & \$EN\$E Report 2007



65 S. High St., Janesville, WI 53548

website: echojanesville.org

	# Total Service Units	\$ Cost	Funding Source: ECHO & Grants	In-Kind	Total Asst.
FOOD SERVICES	Total Meals (all categories) → 2,382,471	\$ 83,330	Total Food Services	\$ 2,209,980	\$ 2,293,310
Groceries—client food orders:	503,685	23,985 people/7973 families	\$ 83,330	Grocery Budget & see In-kind >>	\$ 719,550 \$ 802,880
Bread & Food->Sch. Bkfst.Clubs,Pantries,Nrsg.&GrpHomes,Sr.Ctrs.etc.	1,366,346	683,173 lbs. of food	\$ -	In-kind only >>	\$ 683,173 \$ 683,173
ECHO Food for Edison & Charter Schools	35,038	35,038 meals & snacks	\$ -	see Grocery Budget↑ & In-kind >>	\$ 175,190 \$ 175,190
ECHO Mobile Market— ECHO, 2nd Harvest	307,774	153,887 # food->5179peo191919fm3223a/2777c	\$ -	In-kind only >>	\$ 153,887 \$ 153,887
Baby Food/Formula—includes Ensure for adult:	12,726	606 babies (incl.Ensure 55elderly)	\$ -	In-kind only >>	\$ 18,180 \$ 18,180
Community Meals— last Saturday each month	1,360	1,360 meals (1x/mo)	\$ -	In-kind only >>	\$ 13,600 \$ 13,600
Grocery Store Certificates—\$20-\$25 each	195	39 families	\$ -	see Grocery Budget↑ & In-kind >>	\$ 975 \$ 975
Commodities—also received groceries from pantr.	142,062	7,845 fam.23,677peo.(13249a10428c)	\$ -	In-kind only >>	\$ 392,250 \$ 392,250
Easter Brunch Program	3,900	1,999 people/650 fam. (1072a/927c)	\$ -	see Grocery Budget↑ (see also Easter baskets for kids)	\$ - \$ -
Thanksgiving Baskets	8,760	3,032 people/876 families	\$ -	see Grocery Budget↑ & In-kind >>	\$ 43,800 \$ 43,800
Christmas Day Dinner	625	625 people	\$ -	see Grocery Budget↑ & In-kind >>	\$ 9,375 \$ 9,375
CLOTHING & HOUSEHOLD SERVICES			\$ -	Total Clothing & Household Services	\$ 796,770 \$ 796,770
HH Goods & Clothing, etc.		967 people396 families	\$ -	In-kind only >>	\$ 24,370 \$ 24,370
Diapers & Baby Wipes—Pantry (2 doz. each)		1,445 babies	\$ -	see Grocery Budget↑ & In-kind >>	\$ 43,350 \$ 43,350
Personal & HH Supplies—Pantry (Laundry, Cleaning, Hygiene)		35,830 people	\$ -	see Grocery Budget↑ & In-kind >>	\$ 716,600 \$ 716,600
Furniture & Major Appliances (donor/client match)		166 families	\$ -	In-kind only >>	\$ 12,450 \$ 12,450
HOUSING SERVICES			\$ 214,097	Total Housing Services	\$ 8,400 \$ 222,497
Emergency Lodging in Motels—Shelter Nights		3,375 shelter nts.	\$ 36,386	ECHO \$20,386; SSSG \$10,000	\$ - \$ 36,386
Rent Assistance (ECHO 2007 - 294 families + 105 mos. for HITF)		399 families/1 month's rent	\$ 177,711	ECHO \$61,272; Grants \$116,439(grant \$ incl.\$43,303 HITF rent)	\$ - \$ 177,711
Win-Win Rent Smart Class (Qtrly. Class & 12-mo. mentorship)		19 people	\$ -	included in ECHO Operating Costs	\$ 8,400 \$ 8,400
TRANSPORTATION SERVICES			\$ 5,789	Total Transportation Services	\$ 7,700 \$ 13,489
Gasoline certificates— raised to \$20 each		293 families	\$ 4,451	ECHO \$4,271 & \$180 HPP LT, plus In-kind >>	\$ 1,000 \$ 5,451
Bus Tokens, etc.—may incl. HPP bus > ECHO clients		149 families	\$ 1,338	ECHO \$1,300 & \$38 HPP LT	\$ - \$ 1,338
Vehicles—Cars / Bicycles donated in good driving condition		9 Vehicles (0 cars/9 bicycles)	\$ -	In-kind only >>	\$ 6,700 \$ 6,700
OTHER SERVICES			\$ 159,606	Total Other Services	\$ 107,330 \$ 266,936
Counseling, Case Mgmt., etc (\$ amt. > Prog. Svcs. Salaries & WH Tax)		9,584 hours of client assistance	\$ 156,745	ECHO \$150,945 & \$5,800 HPP; Vol. Svcs. In-Kind >>	\$ - \$ 156,745
UW-Ext. Cooking & Nutrition Classes >> ECHO Teaching Kitchen		328 people	\$ -	UW-Ext. staff—see vol. hrs. (p.2) & In-kind Groceries >>	\$ 2,000 \$ 2,000
Petty Cash to clients (DL & ID fees, laundry, co-pays, phone, etc.)		55 people	\$ 1,000	Anonymous Petty Cash (not incl. in Treas. Rpt.)	\$ 5,940 \$ 6,940
Prescriptions, First Aid Supplies, etc.		5 Rx's (people)	\$ 103	ECHO \$\$ & see In-kind >>	\$ 5,240 \$ 5,343
Toys/Birthday Presents & Cake Mixes—Office		160 children	\$ -	In-kind only >>	\$ 36,000 \$ 36,000
Miscellaneous Services		220 people	\$ 1,758	Svcs.>HPP clients; see Xmas Toys & Sch. Supp.↓ & In-kind >>	\$ 44,050 \$ 45,808
Information & Referral		12,000 people (conservative estimate)	\$ -	In-kind only >>	\$ 14,100 \$ 14,100
SEASONAL SERVICES (see also Food Services—Easter, Thanksgiving, Christmas)			\$ 109,441	Total Other Services	\$ 126,393 \$ 235,834
School Supplies—Distribution from ECHO office		1,003 children/437 families	\$ 3,530	ECHO \$\$ & see In-kind >>	\$ 5,250 \$ 8,780
Easter Baskets		493 children	\$ -	In-kind only >>	\$ 44,000 \$ 44,000
Christmas Trees & Decorations		120 families	\$ -	UW-Ext. staff—see vol. hrs. (p.2) & In-kind Groceries >>	\$ 9,720 \$ 9,720
Christmas Toy Program		901 children/369 families	\$ 12,700	ECHO \$\$ & see In-kind >>	\$ 45,923 \$ 58,623
Christmas Adopt-a-Family		430 peo/369fam(137a/293c156donors)	\$ -	In-kind only >>	\$ 21,500 \$ 21,500
Additional Program Services as shown in Prog. Acctg. Report	979,540	varied svcs.	\$ 93,211	Additional Program Services Funds	\$ - \$ 93,211
Program Services as shown in ECHO Service Report			\$ 572,263	Total for All Direct Assistance	\$ 3,256,573 \$ 3,828,836
Volunteer In-kind 24,000 vol.hrs.@ \$5/hr. & 12,000 mi. @ .50/mi. for Direct Client Svcs.			\$ -	In-kind only >>	\$ 18,000 \$ 18,000
Total \$\$ & In-Kind Direct Assistance to Clients			\$ 572,263	<Total \$\$ / Total In-Kind & Grand Total>	\$ 3,274,573 \$ 3,846,836
Total \$\$ for Program Svcs.\$572,263 & Program Support \$77,743 (including \$1,000 petty cash)			\$ 650,006		

For comparison to previous years, before program accounting, the ratio would have been 92% Client Services & 8% Admin., allocating two new 2007 capital items for food (truck, walk-in freezer), under Admin. instead of under food services.

Cost of Program Support (Management & General, Fundraising & Marketing) was \$77,743. Comparing that to Total Dollars spent without including In-Kind Value, Ratio of Admin. 12% vs. Services 88%. However, it costs money to administer In-Kind.

Value using Program Accounting and including In-Kind is \$3,846,836. Ratio of Admin. 2% vs. Client Services 98%!