

ECHO DOLLAR\$ & \$EN\$E Report 2008



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) → 3,702,143	\$ 64,100	Total Food Services	\$ 2,770,272	\$ 2,834,372
Groceries—client food orders	539,406	25,686 people/8,513 families	\$ 64,100 Grocery Budget & see In-kind >>	\$ 770,580	\$ 834,680
Bread & Food > School Brkfst Clubs, Pantries, Group Homes, etc.	2,275,304	1,137,652 lbs. of food	\$ - In-kind only >>	\$ 1,137,652	\$ 1,137,652
ECHO Food for Edison & Charter Schools	19,077	19,077 meals & snacks	\$ - see Grocery Budget ↑ & In-kind >>	\$ 95,385	\$ 95,385
ECHO Mobile Market— No Mobil Market in Nov. & Dec.	331,820	165,910 lbs. Food—6,075people/2,246fam.	\$ - In-kind only >>	\$ 165,910	\$ 165,910
Baby Food & Formula / Adult Ensure, etc.	15,414	734 babies (incl.Ensure for 72 elderly)	\$ - In-kind only >>	\$ 22,020	\$ 22,020
Community Meals— last Saturday each month	1,291	1,291 meals (1x/mo)	\$ - In-kind only >>	\$ 12,910	\$ 12,910
Grocery Store Certificates—\$20-\$25 each	235	47 families	\$ - see Grocery Budget ↑ & In-kind >>	\$ 1,175	\$ 1,175
Commodities—also received groceries from pantry	509,640	8,383 families/25,482 people	\$ - In-kind only >>	\$ 419,150	\$ 419,150
Thanksgiving Baskets	9,160	2,671 people/916 families	\$ - see Grocery Budget ↑ & In-kind >>	\$ 133,550	\$ 133,550
Christmas Day Dinner	796	796 people	\$ - see Grocery Budget ↑ & In-kind >>	\$ 11,940	\$ 11,940
CLOTHING & HOUSEHOLD SERVICES			\$ - Total Clothing & Household Services	\$ 742,165	\$ 742,165
Household Goods, Clothing—ECHO office (special distributions)		1,098 people/620 families	\$ - In-kind only >>	\$ 32,940	\$ 32,940
Diapers & Baby Wipes—usually 2 dozen diapers each		1,182 babies	\$ - see Grocery Budget ↑ & In-kind >>	\$ 35,460	\$ 35,460
Personal & HH Supplies—laundry, cleaning, personal care & hygiene		33,317 people	\$ - see Grocery Budget ↑ & In-kind >>	\$ 666,340	\$ 666,340
Furniture, Appliances, etc.—donor/client matching		99 families	\$ - In-kind only >>	\$ 7,425	\$ 7,425
Homeless Kits > Box of Hygiene & Personal Supplies		234 boxes	\$ - In-kind only >>	\$ 7,020	\$ 7,020
HOUSING SERVICES			\$ 221,770 Total Housing Services	\$ 1,300	\$ 223,070
Lodging in Motels—Shelter Nights (Service cut - No Funds)		3,787 shelter nts.	\$ 45,680 ECHO \$29,100; SSSG \$16,680	\$ -	\$ 45,680
Rent & Mortgage & Utility Assistance		399 families/1 month's rent	\$ 176,090 ECHO \$93,410; Grants \$82,680	\$ -	\$ 176,090
Rent Smart Class—Qtrly.&12-mo.mentorship (1/12/08;4/5/08;6/7/08;9/27/08)		26 people	\$ - staffing incl. in Operating Costs; materials & incentives	\$ 1,300	\$ 1,300
TRANSPORTATION SERVICES			\$ 14,620 Total Transportation Services	\$ 5,000	\$ 19,620
Gasoline certificates—\$20 each (Service cut>late Dec.- No Funds)		534 families	\$ 12,970 ECHO Funds	\$ -	\$ 12,970
Bus Tokens, etc. (Service cut>late Dec.- No Funds)		151 families	\$ 1,650 ECHO Funds	\$ -	\$ 1,650
Other Transportation Asst.		1 Vehicles (1 cars/0 bicycles)	\$ - In-kind only >>	\$ 5,000	\$ 5,000
OTHER SERVICES			\$ 178,530 Total Other Services	\$ 80,040	\$ 258,570
Counseling, Case Mgmt., etc (paid hours only)		11,100 hours of client assistance	\$ 175,740 ECHO \$172,680 & Grant pd. \$3,060; Vol. Svcs. In-Kind >>	\$ -	\$ 175,740
UW-Ext. Cooking & Nutrition Classes >> ECHO Teaching Kitcher		384 people	\$ - UW-Ext. staff—see vol. hrs. & In-kind Groceries >>	\$ 9,840	\$ 9,840
Petty Cash to clients (DL & ID fees, laundry, co-pays, phone, etc.)		49 people	\$ 1,000 Anonymous Petty Cash (not incl. in Treas. Rpt.)	\$ -	\$ 1,000
Prescriptions, First Aid Supplies, etc.		2 Rx's (people)	\$ - Included in Misc. Svcs.	\$ -	\$ -
Toys/Birthday Presents & Cake Mixes—Office		198 children	\$ - In-kind only >>	\$ 5,940	\$ 5,940
Miscellaneous Services		213 people	\$ 1,790 see also Xmas Toys & Sch. Supp.↓ & In-kind >>	\$ 4,260	\$ 6,050
Information & Referral		12,000 people (conservative estimate)	\$ - In-kind only >>	\$ 60,000	\$ 60,000
SEASONAL SERVICES (see also Food Services—Easter, Thanksgiving, Christmas)			\$ 87,040 Total Other Services	\$ 140,680	\$ 227,720
School Supplies—Distribution from ECHO office		1,136 children/496 families	\$ 8,990 ECHO \$\$ & see In-kind >>	\$ 56,800	\$ 65,790
Easter Baskets		562 children	\$ - In-kind only >>	\$ 16,860	\$ 16,860
Christmas Trees & Decorations		70 families	\$ - UW-Ext. staff—see vol. hrs. & In-kind Groceries >>	\$ 3,500	\$ 3,500
Christmas Toy Program		1,208 children/491 families	\$ 19,980 incl. \$6,000 '08 charge pd in early 2009 & see In-kind >>	\$ 48,320	\$ 68,300
Christmas Adopt-a-Family		304 people 6 indiv/74fam. w/ch. (116)	\$ - In-kind only >>	\$ 15,200	\$ 15,200
Additional Program Services as shown in Prog. Acctg. Report	1,430,301 varied svcs.		\$ 58,070 Additional Program Services Funds	\$ -	\$ 58,070
Program Services as shown in ECHO Service Report			\$ 624,130 Total Prog. Svcs. (incl. \$6,000 '08 Xmas toys pd '09)	\$ 3,739,457	\$ 4,363,587
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			\$ 624,130 <Total \$\$ / Total In-Kind & Grand Total>	\$ 3,757,457	\$ 4,381,587
Total \$\$ for Program Svcs.\$566,060 & Program Support \$86,180 (including \$1,000 petty cash)			\$ 652,240		

This 2008 Dollars & Sense report utilizes Program Accounting, which was applied to our 2007 year-end results and reflected in the 2007 Dollars & Sense Report, and fully implemented monthly in 2008.

As you can see, it also incorporates the value of in-kind donations, which cost money to administer. Cost of Program Support (Management & General, Fundraising & Marketing) was \$86,180.

Value using Program Accounting and including In-Kind is \$4,381,587. Ratio of Program Support (Admin.) 2% vs. Program Services (Client Services) 98%!