

ECHO DOLLAR\$ & \$EN\$E Report 2016



65 S. High St., Janesville, WI 53548

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

HHs Served > 3,274 HHs /-13,100 people (unduplicated - counting each HH once)	Total Units of Service	Cost	Donated Funds (all services) & Grants (Rent & Lodging)	In-Kind	Total Asst.
FOOD SERVICES	Total MEALS provided in 2016 > 3,540,924	\$ 46,900	Total Food Services	\$ 2,560,315	\$ 2,607,215
Pounds of Groceries > clients, pantries, groups	1,301,065 lbs. Food	\$ -	In-kind only	\$ 1,301,065	\$ 1,301,065
Groceries & Commodities > client food orders	20,320 people/7,614 families	\$ 46,900	Grocery Budget & see In-kind	\$ 914,400	\$ 961,300
Baby Food & Formula / Adult Ensure, etc.	1,341 people: babies (1,112)/elderly (229)	\$ -	In-kind only	\$ 40,230	\$ 40,230
Senior Stock Boxes > People 60+	5,925 people 60+	\$ -	In-kind only	\$ 237,000	\$ 237,000
Community Meals (last Saturday each month)	1,419 meals (1x/mo)	\$ -	In-kind only	\$ 14,190	\$ 14,190
Emergency Food Vouchers/Gift Cards (\$25 ave.)	64 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 640	\$ 640
Farmers Market Certificates	782 people/295 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 3,910	\$ 3,910
Thanksgiving Baskets	1,692 people/600 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 33,840	\$ 33,840
Christmas Day Dinner	752 people	\$ -	see Grocery Budget ↑ & In-kind	\$ 15,040	\$ 15,040
PERSONAL & HOUSEHOLD SERVICES		\$ -	Total Clothing & Household Services	\$ 173,430	\$ 173,430
Personal & Cleaning Supplies—Laundry, Cleaning, Pers. Hygiene	33,038 people	\$ -	In-kind only	\$ 660,760	\$ 660,760
Homeless Personal Supplies Boxes/Homeless Laundry Kits	131 Kits(48 Pers.Supp.Boxes/47 Laundry Kits)	\$ -	In-kind only	\$ 3,930	\$ 3,930
Diapers & Baby Wipes / Depends & Liners for adults	1,602 people—1,347 babies/255 adults	\$ -	In-kind only	\$ 48,060	\$ 48,060
Miscellaneous Donations, Appliances, Furniture	5,781 families	\$ -	Part of Special Needs on Fin. Rpt. & also In-Kind	\$ 173,430	\$ 173,430
Clothing Vouchers/Gift Cards	27 people	\$ -	In-kind only	\$ 1,080	\$ 1,080
HOUSING SERVICES		\$ 275,532	Total Housing Services	\$ -	\$ 275,532
Lodging in Motels—Shelter Nights (Svc. Cut July - Dec)	1,571 shelter nts.	\$ 18,130	ECHO \$3,485; United Way \$6,645; SSSG \$8,000	\$ -	\$ 18,130
Rent / Security Deposit Assistance (Reduced July - Dec)	497 months of rent paid	\$ 257,402	ECHO \$64,941; United Way \$23,355; Grants \$169,106	\$ -	\$ 257,402
TRANSPORTATION SERVICES		\$ 2,720	Total Transportation Services	\$ 7,175	\$ 9,895
Gasoline certificates (\$20 ea) (Svc. Cut June - Nov.)	43 families	\$ 1,570	ECHO Funds	\$ -	\$ 1,570
Bus Tokens, Passes etc. (Svc. Cut June - Nov.)	38 families	\$ 1,150	ECHO Funds	\$ -	\$ 1,150
Vehicles - Bicycles/Cars	11 vehicles: bicycles (11)/cars (0)	\$ -	Bicycles & Cars are In-kind only	\$ 7,175	\$ 7,175
OTHER SERVICES		\$ 289,492	Total Other Services	\$ 112,731	\$ 401,670
Representative Payee Services	324 hours	\$ -	ECHO Funds—included below	\$ -	\$ -
Counseling, Case Mgmt, etc (paid hours only)	12,232 hours	\$ 284,520	ECHO Funds—see also vol. hrs. under Note Section	\$ -	\$ 284,520
UW-Ext. Cooking/Nutrition Demos at ECHO	35 people	\$ -	UW-Ext. staff—see vol. hrs. & In-kind Groceries	\$ 175	\$ 175
Toys/Birthday Presents & Cake Mixes—Office	296 children	\$ -	In-kind only	\$ 11,840	\$ 11,840
Fans & Other Misc Svcs in Personal & HH Svcs incl. in cost →	236 people	\$ 4,419	Part of Special Needs on Fin. Rpt. & also In-Kind	\$ 4,720	\$ 9,139
Information & Referral	23,999 people (conservative estimate)	\$ -	Cost of Payroll included in Case Mgmt. & In-kind	\$ 95,996	\$ 95,996
ECHO / Humane Society — Pet Pantry Food	1,548 pets	\$ -	In-kind only	\$ 30,960	\$ 30,960
Education Asst - Tuition, Books, Supplies	1 person	\$ 553	In-kind only	\$ -	\$ 553
SEASONAL SERVICES (see also Food Services)		\$ 14,307	Total Seasonal Services (see also Food Services)	\$ 92,140	\$ 816,528
School Supplies (does not include supplies given to JPS)	530 children/220 families	\$ 2,200	Part of Special Needs on Financial Rpt. & also In-Kind	\$ 26,500	\$ 28,700
Easter Baskets	289 children	\$ -	In-kind only	\$ 8,670	\$ 8,670
Christmas Trees & Decorations	103 families	\$ -	In-kind only	\$ 5,150	\$ 5,150
Christmas Toy Program	478 children/164 families	\$ 12,107	Part of Special Needs -Fin. Rpt; \$1,330 w/Gift Cards; In-Kind	\$ 23,900	\$ 36,007
Christmas Adopt-a-Family	349 people/87 families	\$ -	In-kind only	\$ 27,920	\$ 27,920
Subtotal of Client Services as shown above		\$ 628,951	w/ accrual adj. for Special Needs (2016 bills pd in 2017)	\$ -	\$ 628,951
Additional Cost of Client Services not listed above	1,416,519 varied services	\$ 81,130	< Program Services - Other Expenses	\$ -	\$ 81,130
TOTAL SERVICES TO CLIENTS		\$ 710,081	Program Services - Total Expenditures	\$ 2,945,791	\$ 4,365,400
Volunteer Hours (incl. staff's unpaid hrs) & Mileage: 24,000 hrs. @ min. wage \$7.25/hr (\$174,000) + 14,000 miles @ .57/mi. for Client Svcs. (\$7,980) = \$181,980				\$ 181,980	\$ 181,980
Total on Direct Assistance to Clients (Cash & In-Kind)		\$ 710,081	< Direct Asst Cost + In-Kind > = Total Value >>	\$ 3,127,771	\$ 4,547,380
Total ECHO Expenditures - ECHO's Local Funding and Government Grants >		\$ 784,549			

This report includes program accounting expenditures from ECHO financial report, plus value of volunteer services & donated goods (costs to administer)

Program Support Cost (Mgmt/General/Fundraising) = \$74,468. Direct Client Assistance \$710,081 + In-Kind \$3,127,771 = \$4,547,380

Admin./Prog. Support \$74,468 ÷ Direct Asst./Prog. Svcs. \$4,547,380 = a Ratio of **2% Administration/Prog. Support vs 98% Direct Assistance Services!**