

# ECHO DOLLAR\$ & \$EN\$E Report 2017



65 S. High St., Janesville, WI 53548

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

HHs Served > 3,286 HHs /-13,150 people (unduplicated - counting each HH once)	Total Units of Service	Cost	Donated Funds (all services) & Grants (Rent & Lodging)	In-Kind	Total Asst.	
<b>FOOD SERVICES</b>		<b>Total MEALS provided in 2017 &gt; 3,879,111</b>	<b>\$ 57,334</b>	<b>Total Food Services</b>	<b>\$ 2,734,378</b>	<b>\$ 2,791,712</b>
Pounds of Groceries > clients, pantries, groups	1,458,653 lbs. Food	\$ -	In-kind only	\$ 1,458,653	\$ 1,458,653	
Groceries & Commodities > client food orders	20,608 people/6,898 families	\$ 57,334	Grocery Budget & see In-kind	\$ 927,360	\$ 984,694	
Baby Food & Formula / Adult Ensure, etc.	1,534 people: babies (1,374)/elderly (160)	\$ -	In-kind only	\$ 46,020	\$ 46,020	
Senior Stock Boxes > People 60+	6,113 people 60+	\$ -	In-kind only	\$ 244,520	\$ 244,520	
Community Meals (last Saturday each month)	1,656 meals (1x/mo)	\$ -	In-kind only	\$ 16,560	\$ 16,560	
Emergency Food Vouchers/Gift Cards (\$25 ave.)	22 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 220	\$ 220	
Farmers Market Certificates	649 people/238 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 3,245	\$ 3,245	
Thanksgiving Baskets	1,090 people/600 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 21,800	\$ 21,800	
Christmas Day Dinner	800 meals	\$ -	see Grocery Budget ↑ & In-kind	\$ 16,000	\$ 16,000	
<b>PERSONAL &amp; HOUSEHOLD SERVICES</b>		<b>\$ -</b>	<b>Total Clothing &amp; Household Services</b>	<b>\$ 231,060</b>	<b>\$ 231,060</b>	
Personal & Cleaning Supplies—Laundry, Cleaning, Pers. Hygiene	39,956 people	\$ -	In-kind only	\$ 799,120	\$ 799,120	
Homeless Personal Supplies Boxes/Homeless Laundry Kits	191 Kits(75 Pers.Supp.Boxes/116 Laundry Kit	\$ -	In-kind only	\$ 5,730	\$ 5,730	
Diapers & Baby Wipes / Depends & Liners for adults	2,207 people—2,123 babies/84 adults	\$ -	In-kind only	\$ 66,210	\$ 66,210	
Miscellaneous Donations, Appliances, Furniture	7,702 families	\$ -	Part of Special Needs on Fin. Rpt. & also In-Kind	\$ 231,060	\$ 231,060	
Clothing Vouchers/Gift Cards	35 people	\$ -	In-kind only	\$ 1,400	\$ 1,400	
<b>HOUSING SERVICES</b>		<b>\$ 290,924</b>	<b>Total Housing Services</b>	<b>\$ -</b>	<b>\$ 290,924</b>	
Lodging in Motels—Shelter Nights	3,504 shelter nts.	\$ 39,500	ECHO \$31,000; SSSG \$8,500	\$ -	\$ 39,500	
Rent / Security Deposit Assistance	459 months of rent paid	\$ 251,424	ECHO \$94,697; United Way \$45,000; Grants \$111,727	\$ -	\$ 251,424	
<b>TRANSPORTATION SERVICES</b>		<b>\$ 9,318</b>	<b>Total Transportation Services</b>	<b>\$ 7,175</b>	<b>\$ 16,493</b>	
Gasoline certificates (\$20 ea)	185 families	\$ 4,718	ECHO Funds	\$ -	\$ 4,718	
Bus Tokens, Passes etc.	206 families	\$ 4,600	ECHO Funds	\$ -	\$ 4,600	
Vehicles - Bicycles/Cars	8 vehicles: bicycles (7)/cars (1)	\$ -	Bicycles & Cars are In-kind only	\$ 7,175	\$ 7,175	
<b>OTHER SERVICES</b>		<b>\$ 298,306</b>	<b>Total Other Services</b>	<b>\$ 112,434</b>	<b>\$ 410,740</b>	
Representative Payee Services	498 hours	\$ -	ECHO Funds—included below	\$ -	\$ -	
Direct Assistance Contact Hours, including Case Management	12,992 hours	\$ 293,442	ECHO Funds—see also vol. hrs. under Note Section	\$ -	\$ 293,442	
UW-Ext. Cooking/Nutrition Demos at ECHO	10 people	\$ -	UW-Ext. staff—see vol. hrs. & In-kind Groceries	\$ 50	\$ 50	
Toys/Birthday Presents & Cake Mixes—Office	208 children	\$ -	In-kind only	\$ 8,320	\$ 8,320	
Fans & Other Misc Svcs in Personal & HH Svcs incl. in cost →	99 families	\$ 4,864	Part of Special Needs on Fin. Rpt. & also In-Kind	\$ 1,980	\$ 6,844	
Information & Referral	25,521 people	\$ -	Cost of Payroll included in Case Mgmt. & In-kind	\$ 102,084	\$ 102,084	
ECHO / Humane Society — Pet Pantry Food	1,401 pets	\$ -	In-kind only	\$ 28,020	\$ 28,020	
Education Asst - Tuition, Books, Supplies	0 person	\$ -	In-kind only	\$ -	\$ -	
<b>SEASONAL SERVICES (see also Food Services)</b>		<b>\$ 16,516</b>	<b>Total Seasonal Services (see also Food Services)</b>	<b>\$ 97,230</b>	<b>\$ 877,242</b>	
School Supplies (does not include supplies given to JPS)	561 children/202 families	\$ 4,712	Part of Special Needs on Financial Rpt. & also In-Kind	\$ 28,050	\$ 32,762	
Easter Baskets	331 children	\$ -	In-kind only	\$ 9,930	\$ 9,930	
Christmas Trees & Decorations	107 families	\$ -	In-kind only	\$ 5,350	\$ 5,350	
Christmas Toy Program	566 children/184 families	\$ 11,804	Part of Special Needs -Fin. Rpt; \$1,330 w/Gift Cards; In-Kind	\$ 28,300	\$ 40,104	
Christmas Adopt-a-Family	320 people/81 families	\$ -	In-kind only	\$ 25,600	\$ 25,600	
<b>Subtotal of Client Services as shown above</b>		<b>\$ 672,398</b>	<b>w/ accrual adj. for Sp. Needs (2017 toys bills pd in 2018)</b>	<b>\$ -</b>	<b>\$ 672,398</b>	
Additional Cost of Client Services not listed above	1,588,192 varied services	\$ 91,098	< Program Services - Other Expenses	\$ -	\$ 91,098	
<b>TOTAL SERVICES TO CLIENTS</b>		<b>\$ 763,496</b>	<b>Program Services - Total Expenditures</b>	<b>\$ 3,182,277</b>	<b>\$ 4,709,269</b>	
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	
<b>Total on Direct Assistance to Clients (Cash &amp; In-Kind)</b>		<b>\$ 763,496</b>	<b>&lt; Direct Asst Cost + In-Kind = Total Value &gt;</b>	<b>\$ 3,364,257</b>	<b>\$ 4,891,249</b>	
<b>ECHO's Local Funding and Government Grants, or ECHO's Total Expenditures &gt;</b>		<b>\$ 843,279</b>				

Report includes program accounting expenditures from financial report, plus value of volunteer services + Donated Goods (which cost money to administer).

Program Support Cost (Mgmt/General/Fundraising) = \$79,783. Direct Client Assistance \$763,496 + In-Kind \$3,364,257 = \$4,891,249

Administration \$79,783 (Total Exp. - Direct Asst) ÷ Direct Assistance Services \$4,891,249 = 1.6% Administration vs. 98.4% Direct Assistance Services!