

ECHO DOLLAR\$ & \$EN\$E Report 2019



65 S. High St., Janesville, WI 53548

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

HHs Served > 3,868 HHs /-14,000 people (unduplicated - counting each HH once)	Total Units of Service	Cost	← Cash not accrual adjusted. ↓ Donations/Grants (Hsg.	In-Kind	Total Asst.
FOOD SERVICES	Total MEALS provided in 2019 > 3,633,076	\$ 51,276	Total Food Services	\$ 3,486,351	\$ 3,537,627
Pounds of Groceries > clients, pantries, groups	1,373,313 lbs. Food	\$ -	In-kind only	\$ 2,265,966	\$ 2,265,966
Groceries & Commodities > client food orders	18,929 people/7,040 families	\$ 51,276	Grocery Budget & see In-kind	\$ 851,805	\$ 903,081
Baby Food & Formula / Adult Ensure, etc.	3,638 people: 3,618 babies / 20 elderly	\$ -	In-kind only	\$ 109,140	\$ 109,140
Senior Stock Boxes > People 60+	5,067 people 60+	\$ -	In-kind only	\$ 202,680	\$ 202,680
Community Meals (last Saturday each month)	1,366 meals (1x/mo)	\$ -	In-kind only	\$ 13,660	\$ 13,660
Emergency Food Vouchers/Gift Cards (\$25 ave.)	1 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 10	\$ 10
Farmers Market Certificates	466 people/171 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 2,330	\$ 2,330
Thanksgiving Baskets	1,188 people/600 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 23,760	\$ 23,760
Christmas Day Dinner	850 meals	\$ -	see Grocery Budget ↑ & In-kind	\$ 17,000	\$ 17,000
PERSONAL & HOUSEHOLD SERVICES		\$ 3,846	Total Clothing & Household Services	\$ 283,830	\$ 287,676
Personal & Cleaning Supplies—Laundry, Cleaning, Pers. Hygiene	36,875 people	\$ -	In-kind only	\$ 737,500	\$ 737,500
Homeless Personal Supplies Boxes/Homeless Laundry Kits	136 Kits(83 Pers.Supp.Boxes/53 Laundry Kits)	\$ -	In-kind only	\$ 4,080	\$ 4,080
Diapers & Baby Wipes / Depends & Liners for adults	3,343 people—3,301 babies/42 adults	\$ -	In-kind only	\$ 100,290	\$ 100,290
Miscellaneous Services, Special Needs	9,461 families	\$ 3,846	Part of Special Needs on Fin. Rpt. & also In-Kind	\$ 283,830	\$ 287,676
Clothing Vouchers/Gift Cards	103 people	\$ -	In-kind only	\$ 4,120	\$ 4,120
HOUSING SERVICES		\$ 246,152	Total Housing Services	\$ -	\$ 246,152
Lodging in Motels—Shelter Nights (cut 6 mos, no funding)	2,967 shelter nts.	\$ 45,854	ECHO \$13,754; Grants \$32,100	\$ -	\$ 45,854
Rent / Security Deposit Assistance (cut - housing shortage)	351 months of rent paid	\$ 200,298	ECHO \$18,823; United Way \$65,729; Grants \$115,746	\$ -	\$ 200,298
TRANSPORTATION SERVICES		\$ 3,629	Total Transportation Services	\$ 8,850	\$ 12,479
Gasoline certificates (\$20 ea) (cut due to funding)	54 families	\$ 1,679	ECHO Funds	\$ -	\$ 1,679
Bus Tokens, Passes etc. (cut due to funding)	133 families	\$ 1,950	ECHO Funds	\$ -	\$ 1,950
Vehicles - Bicycles/Cars	31 vehicles: bicycles 29/Other 3	\$ -	Bicycles & Cars are In-kind only	\$ 8,850	\$ 8,850
OTHER SERVICES		\$ 418,642	Total Other Services	\$ 138,622	\$ 556,052
Representative Payee Services	542 hours	\$ -	ECHO Funds—included below	\$ -	\$ -
Direct Asst. Contact Hrs (Case Mgmt, BOSCO, PATH, Hsg. Nav)	16,567 hours	\$ 417,430	ECHO Funds—16 staff (excludes \$15,930, included in Admin. below)	\$ -	\$ 417,430
UW-Ext. Cooking/Nutrition Demos at ECHO	960 people	\$ -	UW-Ext. staff—see vol. hrs. & In-kind Groceries	\$ 4,800	\$ 4,800
Toys/Birthday Presents & Cake Mixes—Office	165 children	\$ -	In-kind only	\$ 6,600	\$ 6,600
Small Appliances, Fans, AC, etc.	135 families	\$ -	Part of Special Needs on Fin. Rpt. & also In-Kind	\$ 4,050	\$ 4,050
Information & Referral	30,793 people	\$ -	Cost of Payroll included in Case Mgmt. & In-kind	\$ 123,172	\$ 123,172
ECHO / Humane Society — Pet Pantry Food	1,567 pets	\$ -	In-kind only	\$ 31,340	\$ 31,340
Education Asst - Tuition, Books, Supplies	2 person	\$ 1,212	ECHO Funds	\$ -	\$ 1,212
SEASONAL SERVICES (see also Food Services)		\$ 8,769	Total Seasonal Services (see also Food Services)	\$ 86,540	\$ 933,467
School Supplies (does not include supplies given to JPS)	429 children/162 families	\$ 2,342	Part of Special Needs on Financial Rpt. & also In-Kind	\$ 21,450	\$ 23,792
Easter Baskets	334 children	\$ -	In-kind only	\$ 10,020	\$ 10,020
Christmas Trees & Decorations	98 families	\$ -	In-kind only	\$ 4,900	\$ 4,900
Christmas Toy Program	517 children/152 families	\$ 6,427	Part of Special Needs -Fin. Rpt; \$1,330 w/Gift Cards; In-Kind	\$ 25,850	\$ 32,277
Christmas Adopt-a-Family	304 people/81 families	\$ -	In-kind only	\$ 24,320	\$ 24,320
Subtotal of Client Services as shown above		\$ 732,314	without accrual adjustments	\$ -	\$ 732,314
Additional Cost of Client Services not listed above	1,510,685 varied services	\$ 105,844	< Housing, Food & Support Svcs Costs not accour	\$ -	\$ 105,844
TOTAL SERVICES TO CLIENTS		\$ 838,158	Program Services - Total Expenditures	\$ 4,004,193	\$ 5,679,297
Volunteer Hours (incl. staff's unpaid hrs) & Mileage: 24,000 hrs. @ min. wage \$7.25/hr (\$174,000) + 14,000 miles @ .55/mi. for Client Svcs. (\$7,700) = \$181,700				\$ 181,700	\$ 181,700
Total on Direct Assistance to Clients (Cash & In-Kind)		\$ 838,158	< Direct Asst Cost + In-Kind > = Total Value >	\$ 4,185,893	\$ 5,860,997
ECHO's Total Expenditures		\$ 897,617	< Direct Asst + Administration Cost		

Report includes program accounting expenditures from financial report, plus value of volunteer services + Donated Goods (which cost money to administer). Direct Asst \$838,158, without In-Kind Value (93%); Program Support Cost (General Mgmt/Fundraising) \$59,459 (7%). Total Asst with Cash and In-Kind \$5,860,997 Administration \$59,459 (Total Exp. - Direct Asst) ÷ Direct Assistance Services \$5,860,997 = 1% Administration vs. 99% Direct Assistance Services!