

ECHO DOLLAR\$ & \$EN\$E Report 2018



65 S. High St., Janesville, WI 53548

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

HHs Served > 3,439 HHs /-13,750 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 2018 > 3,785,687	\$ 58,999	Total Food Services	\$ 2,667,601	\$ 2,726,600
Pounds of Groceries > clients, pantries, groups	1,429,841 lbs. Food	\$ -	In-kind only	\$ 1,429,841	\$ 1,429,841
Groceries & Commodities > client food orders	19,869 people/7,521 families	\$ 58,999	Grocery Budget & see In-kind	\$ 894,105	\$ 953,104
Baby Food & Formula / Adult Ensure, etc.	1,784 people: babies (1,755)/elderly (29)	\$ -	In-kind only	\$ 53,520	\$ 53,520
Senior Stock Boxes > People 60+	5,797 people 60+	\$ -	In-kind only	\$ 231,880	\$ 231,880
Community Meals (last Saturday each month)	1,505 meals (1x/mo)	\$ -	In-kind only	\$ 15,050	\$ 15,050
Emergency Food Vouchers/Gift Cards (\$25 ave.)	25 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 250	\$ 250
Farmers Market Certificates	515 people/210 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 2,575	\$ 2,575
Thanksgiving Baskets	1,169 people/600 families	\$ -	see Grocery Budget ↑ & In-kind	\$ 23,380	\$ 23,380
Christmas Day Dinner	850 meals	\$ -	see Grocery Budget ↑ & In-kind	\$ 17,000	\$ 17,000
PERSONAL & HOUSEHOLD SERVICES		\$ -	Total Clothing & Household Services	\$ 265,470	\$ 265,470
Personal & Cleaning Supplies—Laundry, Cleaning, Pers. Hygiene	45,839 people	\$ -	In-kind only	\$ 916,780	\$ 916,780
Homeless Personal Supplies Boxes/Homeless Laundry Kits	115 Kits(38 Pers.Supp.Boxes/77 Laundry Kits)	\$ -	In-kind only	\$ 3,450	\$ 3,450
Diapers & Baby Wipes / Depends & Liners for adults	2,819 people—2,604 babies/25 adults	\$ -	In-kind only	\$ 84,570	\$ 84,570
Miscellaneous Donations, Appliances, Furniture	8,849 families	\$ -	Part of Special Needs on Fin. Rpt. & also In-Kind	\$ 265,470	\$ 265,470
Clothing Vouchers/Gift Cards	89 people	\$ -	In-kind only	\$ 3,560	\$ 3,560
HOUSING SERVICES		\$ 289,567	Total Housing Services	\$ -	\$ 289,567
Lodging in Motels—Shelter Nights	3,864 shelter nts.	\$ 56,192	ECHO \$35,765; Grants \$20,427	\$ -	\$ 56,192
Rent / Security Deposit Assistance	439 months of rent paid	\$ 233,375	ECHO \$51,281; United Way \$60,056; Grants \$122,038	\$ -	\$ 233,375
TRANSPORTATION SERVICES		\$ 9,257	Total Transportation Services	\$ 8,850	\$ 18,107
Gasoline certificates (\$20 ea)	239 families	\$ 5,357	ECHO Funds	\$ -	\$ 5,357
Bus Tokens, Passes etc.	251 families	\$ 3,900	ECHO Funds	\$ -	\$ 3,900
Vehicles - Bicycles/Cars	21 vehicles: bicycles (18)/cars (3)	\$ -	Bicycles & Cars are In-kind only	\$ 8,850	\$ 8,850
OTHER SERVICES		\$ 329,490	Total Other Services	\$ 116,846	\$ 443,681
Representative Payee Services	540 hours	\$ -	ECHO Funds—included below	\$ -	\$ -
Direct Assistance Contact Hours, including Case Management	13,906 hours	\$ 316,155	ECHO Funds—see also vol. hrs. under Note Section	\$ -	\$ 316,155
UW-Ext. Cooking/Nutrition Demos at ECHO	162 people	\$ -	UW-Ext. staff—see vol. hrs. & In-kind Groceries	\$ 810	\$ 810
Toys/Birthday Presents & Cake Mixes—Office	147 children	\$ -	In-kind only	\$ 5,880	\$ 5,880
Fans & Other Misc Svcs in Personal & HH Svcs incl. in cost →	133 families	\$ 10,680	Part of Special Needs on Fin. Rpt. & also In-Kind	\$ 2,660	\$ 13,340
Information & Referral	26,874 people	\$ -	Cost of Payroll included in Case Mgmt. & In-kind	\$ 107,496	\$ 107,496
ECHO / Humane Society — Pet Pantry Food	1,589 pets	\$ -	In-kind only	\$ 31,780	\$ 31,780
Education Asst - Tuition, Books, Supplies	1 person	\$ 2,655	ECHO Funds	\$ -	\$ 2,655
SEASONAL SERVICES (see also Food Services)		\$ 10,944	Total Seasonal Services (see also Food Services)	\$ 92,850	\$ 889,420
School Supplies (does not include supplies given to JPS)	516 children/187 families	\$ 1,797	Part of Special Needs on Financial Rpt. & also In-Kind	\$ 25,800	\$ 27,597
Easter Baskets	263 children	\$ -	In-kind only	\$ 7,890	\$ 7,890
Christmas Trees & Decorations	112 families	\$ -	In-kind only	\$ 5,600	\$ 5,600
Christmas Toy Program	580 children/173 families	\$ 9,147	Part of Special Needs -Fin. Rpt; \$1,330 w/Gift Cards; In-Kind	\$ 29,000	\$ 38,147
Christmas Adopt-a-Family	307 people/76 families	\$ -	In-kind only	\$ 24,560	\$ 24,560
Subtotal of Client Services as shown above		\$ 698,257	w/ accrual adj. for Sp. Needs (\$6,451 - 2018 toys bills pd	\$ -	\$ 698,257
Additional Cost of Client Services not listed above	1,569,010 varied services	\$ 87,369	< Housing, Food & Support Svcs Costs not accour	\$ -	\$ 87,369
TOTAL SERVICES TO CLIENTS		\$ 785,626	Program Services - Total Expenditures	\$ 3,151,617	\$ 4,720,214
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)		\$ 785,626	< Direct Asst Cost + In-Kind > = Total Value >	\$ 3,333,597	\$ 4,902,194
ECHO's Local Funding and Government Grants, or ECHO's Total Expenditures >		\$ 875,345	< Direct Asst + Administration without In-Kind		

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) = \$89,719. Direct Client Assistance \$785,626. Total Asst with Cash and In-Kind \$4,902,194

Administration \$89,719 (Total Exp. - Direct Asst) ÷ Direct Assistance Services \$4,902,194 = 1.8% Administration vs. 98.2% Direct Assistance Services!