Revenue

Contracts		
DCF Revenue	\$	134,650,401
Contract Revenue	\$	134,650,401
Grants		
Miscellaneous Income	\$	250,000
Grant Income	\$	750,338
Grant Revenue	\$	1,000,338
Total Revenue	\$	135,650,739
Expenses		
Personnel Services		
Payroll		
Salary	\$	24,524,049
Payroll Admin Processing Fees	\$	712,902
Payroll Expense	<u> </u>	25,236,952
Payroll Benefits and Taxes		
FICA	\$	1,866,862
Workers' Compensation	\$	178,221
SUI	\$	171,740
Employee Benefits	\$	1,930,349
401K Agency Contribution	\$	732,103
Payroll Benefits and Taxes Expense	<u> </u>	4,879,274
Other Personnel		
Background Screens - Employees	\$	119,408
Other Personnel Expenses	\$	119,408
Personnel Services	\$	30,235,633

Operations

Occupancy

Postage & Shipping	\$	26,300
Postage & Delivery	\$	26,300
Postage & Shipping		
	<u> </u>	•
Communications	\$	438,000
Communication Services	\$	150,000
Telephone	\$	288,000
Communications		
Supplies		1,333,433
Publications & Subscriptions	<u>\$</u>	1,355,435
Printing and Reproduction	\$	1,920 787,265
Expendable Furniture / Equipment	\$	260,000
IT Expenses	\$ \$	198,000
Paper	\$ \$	9,750
Supplies	\$	98,500
Supplies		
Insurance	\$	757,394
All Other Insurances	\$	10,790
All Other Insurances (FTE)	\$	462,652
All Other Insurances (SQF)	\$	283,952
Insurance		
riviessivilai rees	- 4	1,117,0/1
Professional Fees	<u>→</u> \$	1,114,671
IT Contractor	\$ \$	165,000 488,526
Consulting Fees Licenses & Accreditation	\$	•
Accounting Fees	\$	184,444 210,000
	\$	43,702
Legal Fees Professional Fees	\$	23,000
Professional Fees	*	22.000
n de la Iran		
Occupancy	\$	3,566,121
Building & Grounds Maintenance	\$	104,839
Janitorial Services & Supplies	\$	288,817
Pest Control Services	\$	8,800
Security Service Monitoring	\$	25,572
Utilities & Trash	\$	85,303
File Retrieval / Storage / Shredding	\$	180,000
Rent	\$	2,872,790

Equipment & Rental		
Leased Equipment	\$	190,000
Equipment & Rental	\$	190,000
Conference, Training and Travel		
Meals	\$	29,640
Lodging	\$	85,500
Mileage	\$	362,060
Airfare & Incidentals	\$	47,151
Staff Training & Conferences	\$	55,520
Community Training/Conferences	\$	12,300
Employee Activities	\$	17,000
Business Meetings	\$	6,400
Conference, Training and Travel	\$	615,571
Memberships	.	40,000
Membership & Dues Fees	\$	40,000
Memberships	\$	40,000
Contributions & Fundraising		
Public Relations	\$	45,000
Agency Fundraising	\$	385
Contributions & Fundraising Expense	\$	45,385
Fees, Depreciation & Bad Debt	¢.	90,000
Bank Charges & Fees	\$ \$	80,000
Fees, Depreciation & Bad Debt	.	80,000
Operations	\$	8,228,877
CLIENT RELATED		
Out of Home		
Out of Home	\$	38,550,000
Level 1 Foster Homes	\$	3,660,075
Other Client Services	\$	609,000
OHC Day Care / Camps / Other	\$	25,000
Out of Home Expenses	\$	42,844,075

Independent Living
Independent Living

Independent Living	\$	2,996,501
EFC	\$	1,266,562
Independent Living Expenses	\$	4,263,063
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Case Mgmt & Purchased Services		
Purchased Services	\$	13,359,772
Cribs for Kids	\$	27,500
Impower Mindshare	\$	3,276,318
CARES Mindshare	\$	225,000
Case Mgmt & Purchased Services	\$	16,888,590
Passthrough Expenses		
Guardianship Assistance	\$	3,275,171
Child Care Subsidies	\$	2,355,263
Adoption	\$	27,559,972
Passthrough Expenses	\$	33,190,406
Client Related	\$	97,186,134
Total Operating Expense	\$	135,650,644
Net Revenue (Expenses) Operations	\$	95