

MEETING DATE:
July 16, 2020 12:30pm



Facilitator: Eric Harrold

THIS MEETING IS HELD VIA TELECONFERENCE/WEBINAR DUE TO COVID 19 RESTRICTIONS

Computer Link:

<https://zoom.us/j/92971518458?pwd=SHNCOUgyS3VMWU8zS2pvTXJNN3RZQT09>

Meeting ID: 929 7151 8458

Password: 830116

Phone in: 1-669-900-6833 US (San Jose)

Using the same meeting id and password as above.

FINANCIAL PLANNING COMMITTEE MEETING AGENDA

Commission Members: Kathy Kossick (Chair), Beth Hassett (Vice-Chair), Lee Turner-Johnson

Advisory Committee Members: Ernie Brown, Walter Wyniarczuk

1. Call to Order/Roll Call
2. Public Comments on Off-Agenda Items
3. Approve Draft Action Summary of April 16, 2020
4. Receive Staff Updates
5. Public Hearing: Approval of Adopted Budget and Ten-Year Financial Plan for Fiscal Year 2020/21
6. Review and Comment on Financial Statements
7. Committee Member Comments

Location: 2750 Gateway Oaks Dr., #330, Sacramento, CA 95833
Quarterly/Third Thursday of the month
First 5 Conference Room

FIRST 5 SACRAMENTO COMMISSION
2750 Gateway Oaks Dr., Suite 330
Sacramento, CA 95833

FINANCIAL PLANNING COMMITTEE

DRAFT ACTION SUMMARY

Thursday, April 16, 2020 – 1:00 PM

Members: Kathy Kossick (Chair), Beth Hassett (Vice-Chair), Lee Turner-Johnson

Advisory Committee Members: Ernie Brown, Walter Wyniarczuk

Staff: Julie Gallelo, Katie Cline, Eric Harrold, Stephanie Wills

Absent: Ernie Brown and Walter Wyniarczuk

1. Welcome/Call to order and Roll Call

Action: The meeting was called to order at 1:04PM. A quorum was established.

2. Public Comments on Off-Agenda Items

Action: None

3. Approve Draft Action Summary of October 17, 2019

Action: Hassett/Turner-Johnson. Approved as recommended.

4. Receive Staff Updates

Action: Eric Harrold updated members, including:

- Due to COVID-19, all First 5 staff are still working from home
- Troy Coronado will start as an ASO 2 on 4/27/20
- Eric met with Dept. of Finance Fiscal staff to discuss audit roles and guidelines
- MAA FY18/19 Q2 and Q1 corrected invoices have been sent to DHCS
- Prop 10 payments are being received months later than is typical- the First 5 Association is addressing this issue with the California Department of Tax and Fee Administration.

5. Review and Approval of Proposed Recommended Budget for FY 020-21

Action: The handouts were discussed; No vote was held due to losing quorum during discussion of this item. The full Commission will vote on this item before the Finance committee meets again, no further action was taken.

6. Committee Member Comments

Action: No comments

Adjourned: 1:50PM

Respectfully submitted,

Stephanie Wills, Clerk
First 5 Sacramento Commission



FY 20/21

FY 17/18
Actual

FY 18/19
Actual

FY 19/20 Final
Budget

FY 19/20
Expenditures

FY 20/21
Adopted Budget

TOTAL ADMIN

TOTAL PROGRAM

Thursday, July 16, 2020

SUMMARY

TOTAL EXPENSES

23,065,755

21,477,120

25,885,162

21,817,300

24,137,810

5.10

7.90

1,111,755

23,026,056

GL Account #

GL Account

4.61%

95.39%

10111000 REGULAR EMPLOYEES	1,254,830	1,181,557	1,404,813	1,300,340	1,404,759	468,938	935,821
10114100 PREMIUM PAY	31,382	31,702	36,040	36,150	37,018	6,222	30,796
10114300 ALLOWANCES	9,648	8,064	10,584	7,581	10,008	2,678	7,330
10115200 TERMINAL PAY	12,252	55,534	0	25,657	0	0	0
10121000 RETIREMENT	198,101	220,859	287,676	265,873	305,069	100,394	204,675
10121300 HEALTH SVGS-ER	8,113	7,550	8,450	8,035	8,450	3,315	5,135
10121400 401A - PLAN	7,971	8,188	10,997	9,789	11,420	1,919	9,501
10122000 OASDHI	92,869	90,364	101,830	96,419	98,711	35,322	63,389
10123000 GROUP INS	120,943	116,322	140,956	147,926	183,755	69,952	113,804
10112400 COMMITTEE MEMBER	1,750	2,100	1,450	490	1,450	1,450	0
10121100 1995 Pension Obligation Bonds - ACP	97,483	96,383	92,569	92,602	90,434	35,478	54,956
10121200 2004 Pension Obligation Bonds - ACP	48,096	46,352	46,107	46,123	43,840	17,199	26,641
10124000 Workers' Compensation - ACP	0	0	0	0	2,121	832	1,289
10125000 Unemployment Insurance - ACP	15,662	5,593	157	157	161	63	98

10 - SALARIES AND EMPLOYEE BENEFITS **1,899,100** **1,870,568** **2,141,629** **2,037,143** **2,197,196** **743,762** **1,453,434**

20205200 INS PREMIUM	37,975	34,073	39,678	31,901	40,325	15,820	24,505
20254100 PERSONNEL SVC	16,645	21,359	32,222	32,221	0	0	0
20254110 LABOR RELATIONS SVC	1,185	1,413	1,727	1,727	0	0	0
20281301 FINANCE GEN ACCOUNTING	0	1,476	1,303	1,303	0	0	0
20281302 FINANCE PAYROLL	591	603	590	590	0	0	0
20281303 FINANCE PAYMENT SERVICES	2,334	2,374	2,323	2,323	0	0	0
20281304 FINANCE SALES TAX ADJ -BOE AD	121	0	0	(59)	0	0	0
20281305 FINANCE AUDITS	0	507	487	487	0	0	0
20281306 FINANCE SYSTEM CONTROL & RECON	0	901	841	841	0	0	0
20291000 Countywide IT Services - ACP	13,977	15,030	12,923	12,924	11,731	4,602	7,129
20291100 DTech Labor - ACP	27,418	19,746	25,984	8,904	5,824	2,285	3,539
20291200 DTech Fee - ACP	13,440	13,155	13,740	13,016	12,149	4,766	7,383
20291301 Finance General Accounting - ACP	0	0	0	0	1,407	552	855
20291302 Finance Payroll Services - ACP	0	0	0	0	593	233	360
20291303 Finance Payment Services - ACP	0	0	0	0	2,754	1,080	1,674
20291305 Finance Internal Audits - ACP	0	0	0	0	489	192	297
20291306 Finance System Control & Recon - ACP	0	0	0	0	874	343	531
20291400 County Executive Cabinet - ACP	7,117	7,225	7,957	6,972	8,226	3,227	4,999
20291600 WAN Charges - ACP	19,765	21,814	19,835	19,834	21,524	8,444	13,080
20291700 Alarm Services - ACP	3,078	2,957	3,064	3,064	3,090	1,212	1,878
20292300 Messenger Services - ACP	3,545	3,662	3,664	3,651	3,559	1,396	2,163
20292500 Purchasing Services - ACP	2,425	3,314	2,593	2,593	1,853	727	1,126
20294200 Facility Use - ACP	658	669	644	644	657	258	399
20294300 Lease Property - ACP	139,085	145,284	148,459	149,053	152,120	59,678	92,442
20295102 Benefit Admin Svcs - ACP	0	0	0	0	1,959	769	1,190
20295103 Employment Services - ACP	0	0	0	0	4,482	1,758	2,724
20295104 Training Svcs - ACP	0	0	0	0	961	377	584
20295105 DPS Dept Svcs Teams - ACP	0	0	0	0	6,513	2,555	3,958
20295106 401A Plan Admin Svcs - ACP	0	0	0	0	196	77	119
20295107 Labor Relations - ACP	0	0	0	0	1,738	682	1,056
20295400 Safety Program - ACP	0	0	0	0	135	53	82
20298300 Surplus Property - ACP	449	445	409	409	411	161	250
20298700 Telecommunication - ACP	21,291	21,069	21,735	23,400	19,854	7,789	12,065
20202400 PERIODICAL/SUSCRIPTS	50	50	50	0	50	50	0
20202900 BUS/CONFERENCE EXP	8,137	4,997	21,716	5,020	8,000	3,000	5,000
20203100 BUSINESS TRAVEL	5,917	7,559	4,000	12,112	17,716	2,159	15,557
20203500 ED/TRAINING SVC	26,988	25,690	16,050	22,905	18,050	2,000	16,050
20203600 ED/TRAINING SUP	21,278	17,921	36,853	29,805	34,853	1,653	33,200
20203800 EMPLOYEE RECOGN	482	300	800	34	800	800	0
20203900 EMP TRANSPORTAT	2,935	2,879	3,000	2,420	3,000	3,000	0
20206100 MEMBERSHIP DUES	32,437	32,437	32,540	31,888	32,540	32,540	0
20207600 OFFICE SUPPLIES	4,404	5,185	7,700	4,760	7,000	6,400	600
20208100 POSTAL SVC	0	0	175	0	100	100	0
20208500 PRINTING SVC	6,955	9,030	10,800	3,717	10,000	8,200	1,800
20211100 BUILDING MAINTENANCE SVC	80	0	0	0	0	0	0
20222700 CELL PHONES	0	0	0	0	2,318	2,318	0
20226100 DTECH EQUIPMENT MAINTENANCE	0	0	0	0	609	609	0
20226200 OFFICE EQ MAINT	744	0	0	0	0	0	0
20250500 ACCOUNTING SVC	605	27,551	36,874	29,559	36,874	36,874	0
20250600 INVESTMENT SVC	53,046	1,568,500	79,000	37,235	42,000	0	42,000
20253100 LEGAL SVC	10,306	10,629	13,000	8,736	13,000	13,000	0
20259100 OTHER PROF SVC	20,495,971	17,414,048	23,067,438	19,200,909	21,222,115	58,910	21,163,205
20259105 MEDIA SERVICES	92,500	61,050	0	34,138	90,000	0	90,000
20271100 DTECH DESKTOP SUPPORT	0	0	0	0	21,780	21,780	0
20281100 DATA PROCESSING SVC	192	0	0	0	0	0	0
20281200 DATA PROCESSING SUP	7,932	28,386	13,000	1,287	13,000	8,000	5,000
20281202 MS ENTERPRISA AGRMT (EA)	0	0	0	0	871	871	0
20283200 INTERPRETER SVC	1,843	0	400	0	400	0	400
20288000 PRIOR YR SVC & SUP EXP	(67)	19,100	0	0	0	0	0
20289900 OTHER OP EXP SVC	344	324	400	638	700	700	0
20291300 AUDITOR/CONTROL SVS	33,600	34,014	38,100	23,500	38,100	38,100	0
20292100 GS PRINTING SVC	7,585	5,934	11,100	6,877	11,100	2,000	9,100
20292200 GS MAIL/POSTAGE	1,010	732	800	277	800	200	600
20292800 GS EQUIP RENTAL LT	0	144	0	0	0	0	0
20296200 GS PARKING CHGS	847	1,068	2,000	1,113	2,000	2,000	0

20 - SERVICES AND SUPPLIES **21,166,655** **19,594,604** **23,735,974** **19,772,726** **21,931,200** **364,300** **21,566,900**

30348000 CW Cost Plan - ACP	0	11,948	7,559	7,431	9,414	3,693	5,721
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30 - **0** **11,948** **7,559** **7,431** **9,414** **3,693** **5,721**

94941000 INTEREST INCOME	(573,579)	(698,174)	(216,000)	(344,676)	(348,974)	(348,974)	0
95953000 MISC INTERGOVERNMENTAL REVENUE	0	(650,000)	(4,688,443)	(4,186,322)	(4,688,418)	(4,688,418)	(4,688,418)
95955500 MEDI-CAL ADMIN STATE	(878,695)	(1,514,439)	(900,000)	(730,767)	(700,000)	(700,000)	0
95956900 STATE AID - MONTHLY ALLOC	(12,216,632)	(12,494,578)	(11,891,170)	(13,150,650)	(11,628,000)	(11,628,000)	0
95959900 FED AID - CBCAP	(51,521)	(51,523)	(51,000)	(51,523)	(51,000)	(51,000)	0
97973000 DONATIONS	0	(12,250)	0	(5,000)	0	0	0
97979000 MISC OTHER	0	0	0	(8,000)	0	0	0

95 - INTERGOVERNMENTAL REVENUE **(13,720,427)** **(15,420,964)** **(17,746,613)** **(18,476,938)** **(17,416,392)** **(12,727,974)** **(4,688,418)**

First 5 Sacramento Commission Ten Year Financial Plan
 Fiscal Year 2020-21 Adopted Budget
 July 16, 2020 Item 5 - ATTACHMENT 3



Dollars in Thousands

RESERVE FUND	2018 Strategic Plan			2021 Strategic Plan			2024 Strategic Plan				
	2018-19 Actual	2019-20 Projected	2020-21 Budget	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	2027-28	
Beginning Reserve Balance	\$ 25,142	\$ 23,095	\$ 18,722	\$ 16,798	\$ 14,095	\$ 10,976	\$ 7,561	\$ 6,340	\$ 4,799	\$ 3,006	
Fund Balance	\$ 7,774	\$ 3,765	\$ 4,798								
Reserve Release	\$ 2,047	\$ 4,373	\$ 1,923	\$ 2,704	\$ 3,119	\$ 3,415	\$ 1,222	\$ 1,540	\$ 1,794	\$ -	
Year End Reserve Balance	\$ 23,095	\$ 18,722	\$ 16,798	\$ 14,095	\$ 10,976	\$ 7,561	\$ 6,340	\$ 4,799	\$ 3,006	\$ 3,006	
REVENUE											
Proposition 10	12,248	12,748	11,164	10,819	10,561	10,297	10,040	9,789	9,544	9,305	81,518
First 5 MAA Claiming	239	90	80	80	60	60	60	48	48	48	484
B & B MAA Claiming	1,276	645	620	620	510	510	510	460	460	460	4,150
B & B CBCAP (Federal)	52	51	51	51	51	51	51	51	51	51	408
B&B CAPIT (State)	444	444	444	444	444	444	444	444	444	444	3,552
SMIF	16	20	20	15	15	14	14	14	13	13	118
Interest Income	316	389	349	147	120	89	55	50	41	30	881
CalWORKs/Other	662	3,873	4,688	4,688	0	0	0	0	0	0	9,376
Total Revenue	\$ 15,253	\$ 18,259	\$ 17,416	\$ 16,864	\$ 11,761	\$ 11,465	\$ 11,173	\$ 10,855	\$ 10,601	\$ 10,351	\$ 100,488
EXPENSES											
				SP Reduction: 25%			SP Reduction: 17%				
Health	1,614	1,515	1,391								
Dental	671	1,599	282								
Nutrition	791	656	804								
Early Care	1,110	1,005	1,124								
School Readiness	4,196	4,367	4,793								
Effective Parenting	11,283	7,338	8,473								
CalWORKS HVI	Incl'd in EP	3,115	4,681	4,688							
Community Connections	341	374	416								
Program Management	406	303	333								
Evaluation	445	490	511								
Policy, Advocacy, Sustainability	allocated	allocated	217								
Administration	1,107	1,055	1,112								
Future Allocations				14,880	14,880	14,880	\$ 12,395	12,395	12,395	10,351	
Total Expenses	\$ 21,965	\$ 21,817	\$ 24,138	\$ 19,568	\$ 14,880	\$ 14,880	\$ 12,395	\$ 12,395	\$ 12,395	\$ 10,351	\$ 118,917

Prop 10 Assumption - State projection followed by natural 2.5% decline
 Interest Rate Assumption - 5 yr ave less 19% decrease in reserve, 1% after

State Estimates		-2.5%	-2.5%	-2.5%	-2.5%	-2.5%
5 yr. ave.	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%

Result Area	Implementation Plan Adjustments
Cal WORKs HVI	\$ 4,681 Direct funding grant not counted as part of the Implementation Plan funds
Health	\$ (240) Staff time and costs in the 3 year Implementation Plan that are now covered by CalWORKs funding
All Result Areas	\$ (79) Adjustments due to contractors taking unequal contract amounts in the first year and operational efficiency savings.
Sum of Adjustments	\$ 4,362
Adjusted Fiscal 20/21 Budget	\$ 19,776

FIRST 5 SACRAMENTO COMMISSION
Financial Planning Committee
July 16, 2020

6

Analysis of Financials for Period July 1, 2019 to June 30, 2020

Report Period: 12 months
% of Fiscal Year Complete: 100%

▶▶▶ Detail review of selected accounts and accounts greater than 100% expended compared to budget:

20203100 Business Travel

Budget: \$4,000
Expended: \$12,112 (303%)

These expenses reflect cost associated with Executive Director attending the First 5 California Board meeting in Alameda; Executive Director and five program planners attending the Annual First 5 Summit; purchase of six airline tickets, hotel costs and other minor per diem costs for other travel. Multiple Staff attended multiple conference this fiscal year prior to the COVID-19 pandemic. Costs recorded in this account can also be charge to 20202900 Business/Conference Expense and vice versa. When both accounts are combined there is a total budget of \$25,716; expenditures of \$17,132; for 66% total expended which is well within budget.

20203500 Ed/Training Svc

Budget: \$16,050
Expended: \$22,905 (143%)

This general ledger (G/L) account is where much of the First 5 social media advertising and supplies for clients is paid and is similar to account 20203600 Ed/Training Supplies. Both accounts are used for similar concepts but one is for supplies and the other for services. It is not always known during the budget process how much will be needed specific to service or supply. During the 3rd quarter, branded supplies with First 5 logos such as back packs and reading materials were purchased for our Funded Partners to distribute to clients. When the accounts are combined, the total budget is \$52,903 and total expenditures are \$52,709 for a rate of 100% expended.

20289900 Other Operating Services

Budget: \$400
Expended: \$515 (129%)

Clean water filtration system. Used to provide water to First 5 staff and meeting attendees at the First 5 location. This system is more efficient and less expensive than providing bottled water to meeting attendees. Also in this G/L are expenses for lunches that were provided to the Strategic Planning Committee members since the meeting was held during lunchtime. It appears this account should be budgeted around \$600 or \$50/month in the future and changes made as to where catering would be charged.

20298700 Telephone Svc

Budget: \$21,735
Expended: \$23,400 (108%)

This G/L account is used to pay all telephone services for First 5. In addition, cell phone charges for First 5 Executive Director and Communications Media staff are paid from this account. Due to COVID-19, all

staff have been working from home, which has caused an increase in cell phone charges in the 4th quarter.

▶▶▶ Revenue Analysis

The fourth quarter revenue received is as follows:

MAA revenue \$378,302 including accruals

CBCAP and CAPIT \$35,717

Prop 10 \$2,494,325 including accruals

Earned interest \$86,169 estimated

CalWORKs \$1,943,783 (Includes estimate for June 2020)

Donation \$5,000

State Miscellaneous Interest Fund (SMIF) is received once a year at the end of the year and is expected to be \$30,000.

First 5 Sacramento Commission

Results of Operations

For the Fiscal Year Through June 30, 2020

<u>Account Description</u>	<u>Budget</u>	<u>Total Actual</u>	<u>% of Budget</u>
Salaries	\$1,451,437	\$1,369,728	94%
Benefits	690,192	667,415	97%
Total Salaries & Benefits	\$2,141,629	\$2,037,143	95%
20202400 Periodical/Suscripts	50	-	0%
20202900 Bus/Conference Exp	21,716	5,020	23%
20203100 Business Travel	4,000	12,112	303%
20203500 Ed/Training Svc	16,050	22,905	143%
20203600 Ed/Training Sup	36,853	29,805	81%
20203800 Employee Recogn	800	34	4%
20203900 Emp Transportation	3,000	2,420	81%
20205200 Ins Premium	39,678	31,901	80%
20206100 Membership Dues	32,540	31,888	98%
20207600 Office Supplies	7,700	4,760	62%
20208100 Postal Svc	175	-	0%
20208500 Printing Svc	10,800	3,717	34%
20250500 Accounting Svc	36,874	29,559	80%
20250600 Investment Svc	79,000	36,105	46%
20253100 Legal Svc	13,000	8,736	67%
20254100 Personnel Svc	32,222	32,221.32	100%
20254110 Labor Relations Svc	1,727	1,727	100%
20259100 Other Prof Svc	22,977,438	20,047,523	87%
20259105 Media Svc	90,000	34,138	38%
20281200 Data Processing Sup	13,000	1,287	10%
20281301 Finance Gen Accounting	1,303	1,303	100%
20281302 Finance Payroll	590	590	100%
20281303 Finance Payment Svc	2,323	2,264	97%
20281305 Finance Audits	487	487	100%
20281306 Finance System Control	841	841	100%
20283200 <i>Interpreter Svcs</i>	400	-	0%
20289900 Other Oper. Svc	400	638	159%
20291000 CountyWide IT Svcs	12,923	12,924	100%
20291100 System Dev Svc	25,984	8,904	34%
20291200 System Dev Sup	13,740	13,016	95%
20291300 Auditor Svcs	38,100	23,500	62%
20291400 Co Exec Cab Svc	7,957	6,972	88%
20291600 Wan Allocation	19,835	19,834	100%
20291700 Alarm Svcs	3,064	3,064	100%
20292100 GS Printing Svcs	11,100	6,877	62%
20292200 GS Postage	800	277	35%
20292300 GS Messenger	3,664	3,651	100%
20292500 GS Purchasing	2,593	2,593	100%
20294200 Cnty Facility Use Chg	644	644	100%
20294300 Leased Prop Use	148,459	148,459	100%
20296200 GS Parking	2,000	1,113	56%
20298300 GS Surplus Prop Mgmt	409	409	100%
20298700 Telephone Svcs	21,735	23,400	108%
30348000 Co Wide Cost Alloc (A87)	7,559	7,431	98%
Total Services & Supplies	23,743,533	20,625,047	87%
Total Expenditures	\$25,885,162	\$22,662,190	88%
94941000 Interest	\$216,000	344,507	159%
95953000 CalWORKs/PEI	\$4,688,443	3,418,339	73%
95955500 Medi-Cal State Aid	900,000	978,447	109%
95956900 State - Prop 10	11,437,170	12,754,230	112%
95956900 State - CAPIT	444,000	444,374	100%
95956900 State - SMIF	10,000	30,000	300%
95959900 Federal Aid - CBCAP	51,000	51,523	101%
97973000 Donations/Contrib	-	5,000	#DIV/0!
97979000 Misc Other	-	8,000	#DIV/0!
Total Revenue	\$17,746,613	18,034,421	102%

**First 5 Commission Sacramento
Results of Operations
For the Period Ending June 30, 2020**

#6 ATT 2

Descriptions	Budget	Actual	(Over) Under Budget	% Remaining Budget
A. REVENUE				
Tobacco Tax Allocation	11,437,170	12,754,230	(1,317,060)	
MAA - Federal Funding	900,000	978,447	(78,447)	
CBCAP/CAPIT	495,000	495,897	(897)	
Interest Earnings	216,000	344,507	(128,507)	
CalWORKs HVP	4,688,443	3,418,339	1,270,104	
Other Income and Adjustments	10,000	43,000	(33,000)	
TOTAL SOURCES OF FUNDS	17,746,613	18,034,421	(287,808)	-2%
B. FUNDED PROGRAMS				
Health	1,651,157	1,574,420	76,737	5%
Personnel	131,464	102,277	29,187	
Professional Svcs	1,494,631	1,450,718	43,913	
Media & Program Support	25,062	21,425	3,637	
Dental	1,734,456	1,563,149	171,307	10%
Personnel	43,518	40,057	3,461	
Professional Svcs	300,000	191,719	108,281	
Capital Projects	1,354,151	1,321,882	32,269	
Media & Program Support	36,787	9,491	27,296	
Nutrition	806,827	740,202	66,625	8%
Personnel	43,821	34,092	9,729	
Professional Svcs	751,319	696,882	54,437	
Media & Program Support	11,687	9,227	2,460	
Early Care	1,116,880	1,060,944	55,936	5%
Personnel	17,347	15,544	1,803	
Professional Svcs	1,091,858	1,039,832	52,026	
Media & Program Support	7,675	5,568	2,107	
School Readiness	4,787,031	4,400,890	386,141	8%
Personnel	173,370	157,374	15,996	
Professional Svcs	4,554,651	4,186,411	368,240	
Media & Program Support	59,010	57,104	1,906	
Effective Parenting	8,423,719	7,788,394	635,325	8%
Personnel	103,118	102,378	740	
Professional Svcs	8,190,653	7,621,029	569,624	
MAA Pymt Fees	79,000	36,105	42,895	
Media & Program Support	50,948	28,882	22,066	
CalWORKs HVI	4,683,443	3,088,704	1,594,739	34%
Personnel	130,553	120,172	10,381	
Professional Svcs	4,524,952	2,950,235	1,574,717	
Media & Program Support	27,938	18,297	9,641	
Community Connections	417,345	402,397	14,948	4%
Personnel	173,473	163,616	9,857	
Professional Svcs	207,223	207,223	0	
Media & Program Support	36,649	31,558	5,091	
Policy, Advocacy, and Sustainability	215,079	164,412	50,667	24%
Program Management	336,658	326,440	10,218	3%
Total Funded Programs	24,172,595	21,109,951	3,062,644	13%
C. OPERATING EXPENSES	1,141,733	1,062,354	79,379	7%
Personnel	778,113	753,323	24,790	3%
Direct Operating Expenses	219,175	177,291	41,884	19%
Allocated Operating Expenses	144,445	131,739	12,706	9%
D. PROGRAM EVALUATION	570,834	489,886	80,948	14%
TOTAL EXPENDITURES	25,885,163	22,662,190	3,222,972	12%