

Area Agency on Aging of Pasco-Pinellas, Inc.
Unaudited Revenue and Expenditure Report
January 01, 2018 to April 30, 2018

| | Budget Annual | Actual YTD | Actual % of Annual Budget | Target 33.33% Variance |
|--------------------------------|------------------|---------------------|------------------------------------|------------------------------|
| Revenues | | | | |
| OAA Admin | 660,100 | 165,423.13 | 25.06% | 8.27% |
| OAA General Revenue | 27,690 | 9,230.00 | 33.33% | 0.00% |
| OAA I&R | 322,745 | 61,334.04 | 19.00% | 14.33% |
| TITLE IIIB INTAKE | 137,417 | 36,687.86 | 26.70% | 6.64% |
| LAN | 175,623 | 47,517.98 | 27.06% | 6.28% |
| CCE Admin | 68,071 | 22,690.32 | 33.33% | 0.00% |
| CCE Intake | 330,000 | 81,799.05 | 24.79% | 8.55% |
| HCE Admin | 78,002 | 26,000.67 | 33.33% | 0.00% |
| OAA Title III E | 214,416 | 62,423.48 | 29.11% | 4.22% |
| OAA Title VII | 21,267 | 7,473.58 | 35.14% | -1.81% |
| ADI INTAKE | 110,161 | 29,783.98 | 27.04% | 6.30% |
| Med Waiver Specialist | 169,954 | 51,149.88 | 30.10% | 3.24% |
| MIPPA | 112,525 | 32,600.00 | 28.97% | 4.36% |
| EHEAP | 26,617 | 12,030.51 | 45.20% | -11.87% |
| SHINE | 315,300 | 105,100.14 | 33.33% | 0.00% |
| LSP | 99,035 | 76,398.33 | 77.14% | -43.81% |
| Medicaid Waiver ADRC | 360,707 | 105,296.25 | 29.19% | 4.14% |
| VOCA | 199,658 | 59,088.15 | 29.59% | 3.74% |
| Senior Citizen Services | 0 | 10,000.00 | 0.00% | 33.33% |
| WEINBERG FOUNDATION (HURRICANE | 0 | 32,495.51 | 0.00% | 33.33% |
| VA CDC | 388,039 | 150,921.91 | 38.89% | -5.56% |
| WELL MED | 0 | 50,000.00 | 0.00% | 33.33% |
| PINELLAS COMMUNITY FOUNDATION | 0 | 10,000.00 | 0.00% | 33.33% |
| VA Overpayment | 0 | 6.79 | 0.00% | 33.33% |
| Miscellaneous | 20,000 | 318.2 | 1.59% | 31.74% |
| Interest | 0 | 960.3 | 0.00% | 33.33% |
| Donations | 0 | 86,259.07 | 0.00% | 33.33% |
| Annual Event | 0 | 12,125.00 | 0.00% | 33.33% |
| In-Kind | 416,010 | 111,883.18 | 26.89% | 6.44% |
| Total Revenues | 4,253,337 | 1,456,997.31 | 34.26% | -0.92% |
| Expenses | | | | |
| Salaries | 2,131,042 | 585,401.99 | 27.47% | 5.86% |
| Fringe Benefits | 762,400 | 215,937.75 | 28.32% | 5.01% |
| Rent | 267,332 | 88,666.66 | 33.17% | 0.17% |
| Utilities | 66,790 | 23,633.02 | 35.38% | -2.05% |
| Insurance | 30,501 | 10,676.58 | 35.00% | -1.67% |
| Travel Expense | 45,202 | 9,256.60 | 20.48% | 12.86% |
| Training/Prof Development | 29,660 | 495 | 1.67% | 31.66% |
| Supplies/Equipment | 80,588 | 16,434.07 | 20.39% | 12.94% |
| Miscellaneous Expenses | 423,812 | 126,433.56 | 29.83% | 3.50% |
| In-Kind | 416,010 | 111,883.18 | 26.89% | 6.44% |
| Total Expenses | 4,253,337 | 1,188,818.41 | 27.95% | 5.38% |
| Excess/Loss | 0 | 268,178.90 | 6.31% | 4.46% |

- a.) **Salaries** - We currently have a vacancy which we anticipate will be filled by mid June.
 - b.) **Benefits** - This is due to a vacancy as well as staff that are not yet eligible for our 401K.
 - c.) **Travel** - This line item will vary month to month. Two staff will attend the n4a conference.
 - d.) **Training/Prof Development** - This budget is annualized. Some months will be high and some low.
 - Supplies/Equipment** - The purchase of equipment will occur sporadically throughout the year. We do not anticipate being fully expended in this line item.
 - e.)
- * Excess revenue: Gladys Schrag \$84,186/VA \$74,168/SHINE \$22,0257/MIPPA \$14,628/PCF \$9,196/HURRICANE IRMA \$4,369/WelMed \$50,000
- ** As approved by the Board excess revenues for the following: Gladys Schrag are to be brought forward from 2018 to cover program losses as Board Designated Assets.

Explanations for Variances

4/30/2018

% YTD
Over/Under
Budget

Explanations

| Revenues | % YTD Over/Under Budget | Explanations |
|--|-------------------------------|---|
| Older Americans Act - Administration | 8.27% | Local Service Program dollars are drawn down prior to OAA dollars. Federal dollars are dollars of last resort. |
| Older Americans Act Information & Referral | 14.33% | This is a unit rate program. Revenue is drawn down as units are earned. |
| Title IIIB Intake | 6.63% | This is a unit rate program. Revenue is drawn down as units are earned. |
| Older Americans Act-LAN | 6.27% | This is a cost reimbursed program. Some months will be high and some low. |
| CCE Intake | 8.54% | This is a unit rate program. Revenue is drawn down as units are earned. |
| Alzheimer's Disease Initiative Intake | 6.29% | This is a unit rate program. Revenue is drawn down as units are earned. |
| EHEAP | -11.87% | This is cost reimbursed some months will be high and some low. This contract was extended to 9/30/18. |
| LSP (Local Service Program) | -43.81% | These dollars are allocated in PSAs January to June each year. Due to the change in DOEAs procedure we now draw down OAA dollars once our advance is met we then draw down LSP Admin then revert back to OAA. |
| Senior Citizens Services | 33.33% | This grant was awarded in December and therefore not a part of the agency budget. |
| Weinberg Foundation (for Hurricane Irma) | 33.33% | These dollars were allocated from PSA7 for individuals 60+ for damage done by Hurricane Irma that was not reimbursed by FEMA or insurance. |
| VA CDC | -5.56% | These dollars are earned as administration based on the tier of each VA client. This is not cost reimbursed. |
| Pinellas Community Foundation | 33.33% | This grant was awarded in December and therefore not a part of the agency budget. These dollars are for the purchase of adult diapers in Pinellas County. |
| Interest | 33.33% | Interest was not budgeted, this is earned on the Gladys Schrag, and other AAAPP funds not associated with grants. |
| Miscellaneous | 31.73% | Miscellaneous revenue was not budgeted. |
| * Donations | 33.33% | This includes the Gladys Schrag donation. This revenue is utilized to offset program losses that occur. |
| Annual Event | 33.33% | This was not budgeted. |

* Explanation of Excess Revenue: Gladys Schrag/SHINE/VA/Senior Citizen Services/MIPPA