

**Area Agency on Aging of Pasco-Pinellas, Inc.**  
**Unaudited Revenue and Expenditure Report**  
**January 01, 2018 to August 31, 2018**

Agenda Item # 7 C  
 10/15/18

<b>Revenues</b>	<b>Budget Annual</b>	<b>Actual YTD</b>	<b>Actual % of Annual Budget</b>	<b>Target 66.67% Variance</b>
OAA Admin	660,100	397,426.42	60.21%	6.46%
OAA General Revenue	27,690	18,460.00	66.67%	0.00%
OAA I&R	322,745	170,122.13	52.71%	13.96%
TITLE IIIB INTAKE	137,417	79,859.74	58.11%	8.55%
LAN	175,623	106,060.01	60.39%	6.28%
CCE Admin	68,071	45,380.66	66.67%	0.00%
CCE Intake	330,000	242,490.11	73.48%	-6.82%
HCE Admin	78,002	52,001.34	66.67%	0.00%
OAA Title III E	214,416	131,717.98	61.43%	5.24%
OAA Title VII	21,267	11,364.61	53.44%	13.23%
ADI INTAKE	110,161	124,771.56	113.26%	-46.60%
Med Waiver Specialist	169,954	103,915.24	61.14%	5.52%
BANK SAFE	0	550	0.00%	66.67%
MIPPA	112,525	84,975.00	75.52%	-8.85%
EHEAP	26,617	27,180.48	102.12%	-35.45%
SHINE	315,300	236,475.29	75.00%	-8.33%
LSP	99,035	99,036.00	100.00%	-33.33%
Medicaid Waiver ADRC	360,707	234,770.94	65.09%	1.58%
VOCA	199,658	120,992.46	60.60%	6.07%
Senior Citizen Services	0	20,850.00	0.00%	66.67%
American Housing Foundation	0	5,000.00	0.00%	66.67%
WEINBERG FOUNDATION (HURRICANE	0	32,495.51	0.00%	66.67%
VA CDC	388,039	155,971.12	40.19%	26.47%
WELL MED	0	50,000.00	0.00%	66.67%
PINELLAS COMMUNITY FOUNDATION	0	10,000.00	0.00%	66.67%
VA Overpayment	0	939.37	0.00%	66.67%
Miscellaneous	20,000	318.2	1.59%	65.08%
Interest	0	1,387.99	0.00%	66.67%
Donations	0	89,916.57	0.00%	66.67%
Annual Event	0	25,939.09	0.00%	66.67%
In-Kind	416,010	522,150.94	125.51%	-58.85%
<b>Total Revenues</b>	<b>4,253,337</b>	<b>3,202,518.76</b>	<b>75.29%</b>	<b>-8.63%</b>

<b>Expenses</b>				
Salaries	2,131,042	1,280,451.37	60.09%	6.58%
Fringe Benefits	762,400	448,976.09	58.89%	7.78%
Rent	267,332	178,044.98	66.60%	0.07%
Utilities	66,790	52,604.65	78.76%	-12.09%
Insurance	30,501	15,977.42	52.38%	14.28%
Travel Expense	45,202	22,630.33	50.06%	16.60%
Training/Prof Development	29,660	495	1.67%	65.00%
Supplies/Equipment	80,588	47,332.38	58.73%	7.93%
Miscellaneous Expenses	423,812	244,080.20	57.59%	9.08%
In-Kind	416,010	522,150.94	125.51%	-58.85%
<b>Total Expenses</b>	<b>4,253,337</b>	<b>2,812,743.36</b>	<b>66.13%</b>	<b>0.54%</b>
<b>Excess/Loss</b>	<b>0</b>	<b>389,775.40</b>	<b>9.16%</b>	<b>-9.16%</b>

a.) **Salaries** - We have a few vacancies that have not yet been filled.

b.) **Benefits** - This is due to vacant positions as well as staff that are not yet eligible for our 401K.

**Utilities** - There were additional expenses in June due to switching the phone system from Windstream to Star 2

c.) Star.

d.) **Insurance** - Insurance was less than anticipated for 2018 but is expected to increase for 2019.

e.) **Travel** - This budget is annualized. Some months will be high and some low.

f.) **Training/Prof Development** - We do not anticipate being fully expended in this line item.

**Miscellaneous Expenses** - This category includes (consultants, contractual, office supplies, equipment lease, postage, va payment, volunteer expense, depreciation and background screening. These expenses will vary monthly.

g.) monthly.

\*Revenue: Gladys Schrag \$84,055/VA \$34,767/SHINE \$64,608/MIPPA \$49,612/PCF \$17,619/WellMed \$49,443/American House Foundation \$5,000

\*\* As approved by the Board excess revenues for the following: Gladys Schrag/WellMed are to be brought forward to 2018 to cover program losses as Board Designated Assets.

**Explanations for Variances**

**8/31/2018**

**Revenues**

% YTD  
Over/Under  
Budget

Explanations

Older Americans Act - Administration	6.46%	Local Service Program dollars are drawn down prior to OAA dollars. Federal dollars are dollars of last resort. This contract is on a calendar year.
Older Americans Act Information & Referral	13.96%	This is a unit rate program. Revenue is drawn down as units are earned. This contract is on a calendar year.
Title IIIB Intake	8.55%	This is a unit rate program. Revenue is drawn down as units are earned. This contract is on a calendar year.
Older Americans Act-LAN	6.28%	This is a cost reimbursed program. Some months will be high and some low. This contract is on a calendar year.
CCE Intake	-6.82%	This is a unit rate program. Revenue is drawn down as units are earned. This is on a State Fiscal Year.
Older Americans Act Title III E	5.24%	This is a unit rate program. Revenue is drawn down as units are earned.
Elder Abuse Prevention Title VII	13.23%	This program requires a quarterly report for which we are paid it not a cost reimbursed program. All revenue will be drawn down in the last quarter. This purchase order is on a calendar year.
Alzheimer's Disease Initiative Intake	-46.60%	This is a unit rate program. Revenue is drawn down as units are earned. This contract is on a State Fiscal Year.
Med Waiver Specialist	5.52%	This contract is on a State Fiscal Year. We were fully expended at 6/30. We will not be overexpended in this contract.
Bank Safe	66.67%	This was not budgeted. DOEA issued a purchase order for materials for staff to disseminate information to banks.
ADRC		This contract is on a State Fiscal Year. We were fully expended at 6/30. In the new contract year we have had one staff person out on medical leave without pay for the month of August and the first payroll in September.
EHEAP	-35.45%	This is cost reimbursed some months will be high and some low. This contract was extended to 9/30/18.
SHINE	-8.33%	This program is drawn down based on 1/12 of the allocation. Due to the varying payrolls some months will be in deficit. Overall we are underexpended. This contract ends 3/31.
**MIPPA	-8.85%	This program is reimbursed based on units of service. Some months will be over and some under. This contract is on a Federal Fiscal Year.
LSP (Local Service Program)	-33.33%	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. This contract is fully expended.
V/OCA	6.07%	This contract is on a Federal Fiscal year beginning 10/01. This is a cost reimbursed contract.
Senior Citizens Services	66.67%	This grant was awarded in December and therefore not a part of the agency budget.
American Housing Foundation	66.67%	This grant was awarded in 2018 and therefore not a part of the agency budget.
Weinberg Foundation (for Hurricane Irma)	66.67%	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	26.47%	These dollars are earned as administration based on the tier of each VA client. This is not cost reimbursed.
Well Med	66.67%	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.
Pinellas Community Foundation	66.67%	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.
VA Overpayment	66.67%	These are dollars the VA has overpaid for client billing. These dollars will be returned to the VA.
Interest	66.67%	Interest was not budgeted. This is earned on the Gladys Schrag, and other AAAP funds not associated with grants.
Miscellaneous	65.08%	Miscellaneous revenue was not budgeted.
* Donations	66.67%	This includes the Gladys Schrag donation. This revenue is utilized to offset program losses that occur.
Annual Event	66.67%	This was not budgeted.

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