

| Budget<br>Annual | Actual<br>YTD | Annual<br>Budget | Budget<br>Variance |
|------------------|---------------|------------------|--------------------|
|                  |               |                  | 8.33%              |

| Revenues                        |                  |                   |               |               |
|---------------------------------|------------------|-------------------|---------------|---------------|
| OAA Admin                       | 751,198          | 39,494.66         | 5.26%         | 3.08%         |
| OAA General Revenue             | 27,690           | 2,307.50          | 8.33%         | 0.00%         |
| OAA I&R                         | 388,016          | 22,755.21         | 5.86%         | 2.47%         |
| OUTREACH TITLE IIIB             | 65,327           | 2,408.00          | 3.69%         | 4.65%         |
| TITLE IIIB INTAKE               | 129,917          | 5,914.00          | 4.55%         | 3.78%         |
| LAN                             | 175,623          | 7,792.10          | 4.44%         | 3.90%         |
| CCE Admin                       | 68,071           | 5,672.58          | 8.33%         | 0.00%         |
| CCE Intake                      | 330,000          | 11,499.58         | 3.48%         | 4.85%         |
| HCE Admin                       | 78,002           | 6,500.17          | 8.33%         | 0.00%         |
| OAA Title III E                 | 319,562          | 10,713.31         | 3.35%         | 4.98%         |
| OAA Title VII                   | 21,267           | 853.62            | 4.01%         | 4.32%         |
| ADI INTAKE                      | 85,000           | 1,264.50          | 1.49%         | 6.85%         |
| LSP-SOCIAL PARTNERSHIPS PROJECT | 100,000          | 2,145.24          | 2.15%         | 6.19%         |
| SMP (DOEA)                      | 41,139           | 3,428.25          | 8.33%         | 0.00%         |
| Med Waiver Specialist           | 169,954          | 8,123.38          | 4.78%         | 3.55%         |
| MIPPA                           | 157,222          | 13,101.83         | 8.33%         | 0.00%         |
| EHEAP                           | 37,070           | 1,990.49          | 5.37%         | 2.96%         |
| SHINE                           | 315,300          | 26,275.03         | 8.33%         | 0.00%         |
| LSP                             | 99,037           | 0                 | 0.00%         | 8.33%         |
| Medicaid Waiver ADRC            | 360,707          | 17,166.71         | 4.76%         | 3.57%         |
| VOCA                            | 226,548          | 10557.82          | 4.66%         | 3.67%         |
| Senior Citizen Services         | 7,000            | 0                 | 0.00%         | 8.33%         |
| AMERICAN HOUSE FOUNDATION       | 0                | 3,550.60          | 0.00%         | 8.33%         |
| VA CDC                          | 325,611          | 5,643.61          | 1.73%         | 6.60%         |
| WELL MED                        | 45,767           | 54,834.30         | 119.81%       | -111.48%      |
| FLORIDA BLUE FOUNDATION         | 0                | 43,435.23         | 0.00%         | 8.33%         |
| Pinellas County Meal Program    | 50,000           | 12,870.19         | 25.74%        | -17.41%       |
| Miscellaneous                   | 0                | 42.85             | 0.00%         | 8.33%         |
| Interest                        | 0                | 1,528.42          | 0.00%         | 8.33%         |
| Donations                       | 2,445            | 95,550.81         | 0.00%         | 8.33%         |
| Annual Event                    | 0                | 5,575.00          | 0.00%         | 8.33%         |
| In-Kind                         | 471,198          | 96,026.05         | 20.38%        | -12.05%       |
| <b>Total Revenues</b>           | <b>4,848,671</b> | <b>519,021.04</b> | <b>10.70%</b> | <b>-2.37%</b> |

| Expenses                  |                  |                   |              |              |
|---------------------------|------------------|-------------------|--------------|--------------|
| Salaries                  | 2,449,831        | 113,839.76        | 4.65%        | 3.69%        |
| Fringe Benefits           | 929,619          | 33,081.67         | 3.56%        | 4.77%        |
| Rent                      | 286,501          | 21,888.00         | 7.64%        | 0.69%        |
| Utilities                 | 46,690           | 3,616.01          | 7.74%        | 0.59%        |
| Insurance                 | 36,634           | 2,124.23          | 5.80%        | 2.53%        |
| Travel Expense            | 55,941           | 4,230.91          | 7.56%        | 0.77%        |
| Training/Prof Development | 33,789           | 0                 | 0.00%        | 8.33%        |
| Supplies/Equipment        | 116,320          | 3,196.50          | 2.75%        | 5.59%        |
| Miscellaneous Expenses    | 422,148          | 36,749.49         | 8.71%        | -0.37%       |
| In-Kind                   | 471,198          | 96,026.05         | 20.38%       | -12.05%      |
| <b>Total Expenses</b>     | <b>4,848,671</b> | <b>314,752.62</b> | <b>6.49%</b> | <b>1.84%</b> |

|             |   |            |       |        |
|-------------|---|------------|-------|--------|
| Excess/Loss | 0 | 204,268.42 | 4.21% | -4.21% |
|-------------|---|------------|-------|--------|

) Training/Prof Development - Trainings are budgeted to occur as needed. We had training in December. We were slightly over budget.

) Supplies/Equipment-We were able to purchase much needed equipment for staff due to OAA Admin. carryforward from 2018.

Excess Revenues YTD: MIPPA \$8,132/SHINE32,205/SMP \$1,779/WELLMED \$53,006/FLORIDA BLUE FOUNDATION 42,550/GLADYS SCHRAG \$83,260/AGENCY ADMIN \$5,771. Per board approval at 12/31 revenues in excess of expenditures will be moved forward for the following: FL Blue/WellMed/Gladys Schrag.

**Explanations for Variances**

| <b><u>1/31/2020</u></b><br><b><u>Revenues</u></b> | % YTD<br>Over/Under<br>Budget | Explanations   |
|---|-------------------------------|--|
| <i>Alzheimer's Disease Initiative Intake</i>      | 6.84%                         | This program is reimbursed based on units of service. Some months will be over and some under. The contract end date for this program is 6/18  |
| <i>LSP (Local Service Program)</i>                | 8.33%                         | These dollars are allocated in PSA5 January to June each year. Due to the change in DOEA's procedure we now draw down OAA dollars once our advance is met we then draw down LSP Admin then revert back to OAA. |
| <i>LSP Partnerships</i>                           | 6.18%                         |  |
| <i>Senior Citizen Services</i>                    | 8.33%                         | These dollars go to the Diapers for Dignity Program.   |
| <i>VA CDC</i>                                     | 6.60%                         | These dollars are earned as administration based on the tier of each VA client. This is not cost reimbursed.   |
| <i>WellMed</i>                                    | -111.48%                      | These dollars are to assist elders in need in Pinellas County.   |
| <i>Pinellas County Meal Program</i>               | -17.41%                       | These funds are provided by Pinellas County to provide meals to eligible seniors that are not currently receiving meals from other funding sources.  |
| <i>Interest</i>                                   | 8.33%                         | Interest was not budgeted, this is earned on the Gladys Schrag, and other AAAPP funds not associated with grants.  |
| <i>Miscellaneous</i>                              | 8.33%                         | Miscellaneous revenue was not budgeted.  |
| <i>* Donations</i>                                | 8.33%                         | This revenue is utilized to offset program losses that occur. This line was not budgeted.  |
| <i>Annual Event</i>                               | 8.33%                         | This was not budgeted.   |

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