

Arizona's Children Association
Revenue/Expense Statement - Internal Use Only
Year Ended 09/30/2018

	<u>QTR 1</u>		<u>QTR 2</u>		<u>QTR 3</u>		<u>QTR 4</u>		<u>Total</u>	
Revenues:										
Total Public Revenues	\$ 11,528,312		\$ 11,826,742		\$ 11,710,486		\$ 10,881,493		\$ 45,947,034	
Total Program Services Fees	67,449		49,767		100,619		46,594		264,428	
Total Private Revenues	728,184		276,232		225,719		188,902		1,419,038	
Donated Goods/Services	5,632		274,362		44,851		37,968		362,813	
Other Revenue	3,302		25,058		160,660		9,503		198,523	
Targeted Investment Program	-		566,464		-		-		566,464	
Total Revenues	12,332,879		13,018,625		12,242,335		11,164,460		48,758,299	
Expenses:										
		% of Revenue		% of Revenue		% of Revenue		% of Revenue	% of Revenue	
Total Compensation	8,034,206	65%	7,956,658	61%	7,867,842	64%	8,077,928	72%	31,936,634	65%
Total Payroll Tax & Fringe	1,318,486	11%	1,333,284	10%	1,308,654	11%	1,225,625	11%	5,186,049	11%
Total Professional Services	579,226	5%	764,519	6%	736,411	6%	755,866	7%	2,836,022	6%
Total Communications & Technology	403,149	3%	434,642	3%	470,005	4%	465,272	4%	1,773,069	4%
Total Travel & Transportation	423,217	3%	433,121	3%	474,400	4%	487,197	4%	1,817,935	4%
Total Materials & Supplies	203,490	2%	347,240	3%	225,260	2%	190,792	2%	966,782	2%
Total Other Operating Expenses	406,223	3%	321,217	2%	449,452	4%	405,738	4%	1,582,630	3%
Total Bad Debt Expense	58,031	0%	32,322	0%	25,488	0%	34,718	0%	150,560	0%
Total Occupancy	740,664	6%	801,038	6%	779,592	6%	1,116,128	10%	3,437,422	7%
Total Insurance	97,377	1%	97,214	1%	102,674	1%	100,277	1%	397,542	1%
Total Depr'n & Amort'n	61,135	0%	52,837	0%	53,163	0%	53,714	0%	220,849	0%
Total Expenses	12,325,205		12,574,093		12,492,941		12,913,254		50,305,493	
Surplus (Deficit) from Operations	7,674		444,531		(250,606)		(1,748,794)		(1,547,194)	
Investment Income	95,070		(1,151)		31,337		70,573		195,829	
Non-operating - Gain on Sale of Property	-		4,169		-		-		4,169	
Surplus (Deficit)	\$ 102,744		\$ 447,549		\$ (219,269)		\$ (1,678,220)		\$ (1,347,196)	

**Arizona's Children Association-Behavioral Health
Revenue/Expense Statement - Internal Use Only
Year Ended 09/30/2018**

	QTR 1		QTR 2		QTR 3		QTR 4		Total		
Revenues:											
Cenpatico Fees	\$	3,130,792	\$	3,104,057	\$	3,132,104	\$	2,857,165	\$	12,224,118	
Health Choice		340,618		381,619		412,036		338,396		1,472,669	
Mercy-Maricopa		3,228,310		3,413,898		3,254,926		3,191,247		13,088,382	
CMDP		20,896		20,164		25,295		29,796		96,152	
Children Rehab Services		185,241		188,151		177,924		162,143		713,459	
Other Public Revenues		1,334		2,510		383		232		4,459	
Total Program Services Fees		12,295		8,761		6,198		23,344		50,598	
Other Revenue		-		12,047		95,673		1,446		109,166	
Targeted Investment Program		-		566,464		-		-		566,464	
Total Revenues		6,919,487		7,697,670		7,104,539		6,603,709		28,325,406	
Expenses:											
			% of Revenue		% of Revenue		% of Revenue		% of Revenue		
Total Compensation		4,495,303	65%	4,408,015	57%	4,456,473	63%	4,606,405	70%	17,966,196	63%
Total Payroll Tax & Fringe		738,242	11%	717,015	9%	729,429	10%	690,959	10%	2,875,646	10%
Total Professional Services		330,568	5%	462,784	6%	480,281	7%	549,364	8%	1,822,997	6%
Total Communications & Technology		198,930	3%	210,616	3%	214,971	3%	215,425	3%	839,941	3%
Total Travel & Transportation		193,654	3%	193,744	3%	227,547	3%	259,682	4%	874,627	3%
Total Materials & Supplies		29,146	0%	31,725	0%	34,294	0%	35,910	1%	131,075	0%
Total Other Operating Expenses		132,304	2%	149,767	2%	272,877	4%	158,250	2%	713,198	3%
Total Bad Debt Expense		39,466	1%	(34,018)	0%	2,724	0%	1,816	0%	9,988	0%
Total Occupancy		439,560	6%	474,648	6%	466,150	7%	607,184	9%	1,987,543	7%
Total Insurance		50,941	1%	51,318	1%	55,165	1%	50,015	1%	207,439	1%
Total Depr'n & Amort'n		28,397	0%	27,393	0%	26,308	0%	26,517	0%	108,615	0%
Total M & G		659,771	10%	699,743	9%	723,376	10%	767,061	12%	2,849,951	10%
Total Expenses		7,336,282		7,392,750		7,689,595		7,968,589		30,387,216	
Surplus (Deficit) from Operations		(416,794)		304,920		(585,055)		(1,364,880)		(2,061,809)	
Investment Income		3,049		1,462		177		9		4,697	
Releases		6,668		7,454		7,090		41,711		62,922	
Surplus (Deficit)	\$	(407,077)		\$ 313,836		\$ (577,789)		\$ (1,323,160)		\$ (1,994,190)	

**Arizona's Children Association-Child Welfare
Revenue/Expense Statement - Internal Use Only
Year Ended 09/30/2018**

	QTR 1		QTR 2		QTR 3		QTR 4		Total	
Revenues:										
DCS Fees	\$ 3,551,167		\$ 3,689,079		\$ 3,704,198		\$ 3,347,677		\$ 14,292,121	
Mercy-Maricopa	41,693		25,607		23,659		27,905		118,864	
Cenpatico Fees	54,325		67,088		22,417		22,571		166,402	
Contracts with Others	195,205		180,677		184,137		68,808		628,827	
Federal	116,381		72,666		164,572		180,993		534,612	
County	20,083		8,304		9,981		14,992		53,361	
City	16,763		9,050		10,207		12,053		48,074	
Other Public Revenues	-		(66,680)		5,000		(4,527)		(66,206)	
Total Program Services Fees	10,997		6,292		7,563		10,073		34,925	
Donated Goods/Services	-		73,741		16,221		21,702		111,663	
Other Revenue	-		-		41,167		50		41,217	
Total Revenues	4,006,614		4,065,825		4,189,122		3,702,125		15,963,686	
Expenses:		% of Revenue		% of Revenue		% of Revenue		% of Revenue		
Total Compensation	2,223,137	55%	2,222,100	55%	2,123,517	51%	2,104,980	57%	8,673,733	54%
Total Payroll Tax & Fringe	371,979	9%	389,023	10%	370,355	9%	333,121	9%	1,464,478	9%
Total Professional Services	232,080	6%	274,153	7%	227,365	5%	189,304	5%	922,901	6%
Total Communications & Technology	120,829	3%	109,858	3%	105,899	3%	108,205	3%	444,791	3%
Total Travel & Transportation	185,067	5%	187,532	5%	190,496	5%	185,395	5%	748,489	5%
Total Materials & Supplies	83,114	2%	60,529	1%	69,962	2%	79,582	2%	293,187	2%
Total Other Operating Expenses	47,774	1%	56,470	1%	64,327	2%	85,224	2%	253,795	2%
Total Bad Debt Expense	13,096	0%	70,741	2%	35,980	1%	32,546	1%	152,364	1%
Total Occupancy	195,633	5%	222,001	5%	210,605	5%	350,432	9%	978,670	6%
Total Insurance	32,033	1%	31,727	1%	32,597	1%	35,054	1%	131,412	1%
Total Depr'n & Amort'n	10,344	0%	3,406	0%	6,239	0%	6,924	0%	26,912	0%
Total M & G	351,231	9%	358,882	9%	350,076	8%	367,204	10%	1,427,393	9%
Total Expenses	3,866,316		3,986,422		3,787,419		3,877,970		15,518,127	
Surplus (Deficit) from Operations	140,297		79,403		401,703		(175,845)		445,559	
Investment Income	0		0		-		-		0	
Releases	103,170		65,240		55,076		116,488		339,973	
Surplus (Deficit)	\$ 243,467		\$ 144,643		\$ 456,779		\$ (59,357)		\$ 785,532	

**Arizona's Children Association-Prevention
Revenue/Expense Statement - Internal Use Only
Year Ended 09/30/2018**

	QTR 1		QTR 2		QTR 3		QTR 4		Total	
Revenues:										
DCS Fees	\$ -		\$ 554		\$ 7,000		\$ 1,200		\$ 8,754	
State Grants	531,640		527,789		501,329		428,610		1,989,369	
County	10,079		4,910		(1,222)		4,981		18,749	
Total Program Services Fees	44,157		34,714		86,858		13,177		178,905	
Total Private Revenues	35,967		35,962		39,880		1,304		113,113	
Other Revenue	-		-		7,413		-		7,413	
Total Revenues	621,844		603,929		641,258		449,272		2,316,303	
Expenses:		% of Revenue		% of Revenue		% of Revenue		% of Revenue		% of Revenue
Total Compensation	364,142	59%	367,428	61%	351,623	55%	330,232	74%	1,413,425	61%
Total Payroll Tax & Fringe	64,936	10%	67,798	11%	66,980	10%	60,970	14%	260,683	11%
Total Professional Services	6,119	1%	7,969	1%	8,517	1%	1,157	0%	23,762	1%
Total Communications & Technology	13,580	2%	11,100	2%	18,711	3%	13,083	3%	56,474	2%
Total Travel & Transportation	26,264	4%	26,314	4%	31,998	5%	18,213	4%	102,789	4%
Total Materials & Supplies	61,989	10%	41,093	7%	63,981	10%	43,555	10%	210,618	9%
Total Other Operating Expenses	23,955	4%	22,621	4%	24,021	4%	66,601	15%	137,198	6%
Total Occupancy	27,815	4%	32,911	5%	27,242	4%	36,232	8%	124,200	5%
Total Insurance	4,142	1%	3,876	1%	4,119	1%	2,908	1%	15,046	1%
Total Depr'n & Amort'n	3,127	1%	2,064	0%	2,366	0%	1,290	0%	8,847	0%
Total M & G	66,604	11%	64,917	11%	62,084	10%	61,916	14%	255,521	11%
Total Expenses	667,357		643,405		661,642		636,157		2,608,561	
Surplus (Deficit) from Operations	(45,513)		(39,476)		(20,384)		(186,884)		(292,258)	
Releases	30,538		49,338		28,711		28,303		136,889	
Surplus (Deficit)	\$ (14,976)		\$ 9,862		\$ 8,327		\$ (158,581)		\$ (155,368)	

Arizona's Children Association-Speciality Services
Revenue/Expense Statement - Internal Use Only
Year Ended 09/30/2018

	QTR 1		QTR 2		QTR 3		QTR 4		Total		
Revenues:											
DCS Fees	\$	9,330	\$	7,165	\$	6,800	\$	10,440	\$	33,735	
Cenpatico Fees		63,183		62,253		25,176		65,118		215,731	
State Grants		1,346		123,187		43,926		106,352		274,811	
County		7,345		3,462		4,510		7,976		23,292	
Other Public Revenues		2,580		1,230		1,127		2,897		7,834	
Total Private Revenues		-		-		765		-		765	
Other Revenue		-		-		1,437		-		1,437	
Total Revenues		83,784		197,298		83,741		192,783		557,605	
Expenses:											
		% of Revenue		% of Revenue		% of Revenue		% of Revenue		% of Revenue	
Total Compensation		98,616	118%	108,672	55%	76,954	92%	126,642	66%	410,884	74%
Total Payroll Tax & Fringe		14,515	17%	17,301	9%	12,196	15%	13,546	7%	57,557	10%
Total Professional Services		518	1%	1,100	1%	390	0%	309	0%	2,317	0%
Total Communications & Technology		3,804	5%	3,981	2%	4,059	5%	4,492	2%	16,336	3%
Total Travel & Transportation		147	0%	198	0%	298	0%	615	0%	1,259	0%
Total Materials & Supplies		973	1%	2,054	1%	803	1%	2,150	1%	5,980	1%
Total Other Operating Expenses		5,632	7%	1,819	1%	1,021	1%	4,977	3%	13,448	2%
Total Bad Debt Expense		784	1%	284	0%	(13,216)	-16%	356	0%	(11,792)	-2%
Total Occupancy		8,996	11%	9,541	5%	7,697	9%	13,874	7%	40,108	7%
Total Insurance		913	1%	1,008	1%	876	1%	844	0%	3,642	1%
Total Depr'n & Amort'n		494	1%	539	0%	373	0%	508	0%	1,915	0%
Total M & G		14,806	18%	15,492	8%	13,993	17%	19,664	10%	63,954	11%
Total Expenses		150,198		161,989		105,443		187,976		605,606	
Surplus (Deficit) from Operations		(66,415)		35,309		(21,702)		4,807		(48,001)	
Investment Income		(80)		23		-		-		(57)	
Releases		788		9,384		3,920		1,085		15,177	
Surplus (Deficit)	\$	(65,707)		\$ 44,717		\$ (17,782)		\$ 5,891		\$ (32,880)	