

FY 2003-2004 Financial Summary

Revenue	FY 2004	% of Total	FY 2003	% of Total
County	\$51,000.00	2.1%	\$45,336.74	2.0%
Medicaid	\$338,163.31	14.0%	\$350,332.07	15.5%
Program Generated	\$1,230,739.50	51.0%	\$1,048,262.79	46.4%
Contributions	\$1,500.00	0.1%	\$1,650.00	0.1%
Miscellaneous	\$9,603.18	0.4%	\$8,266.46	0.4%
State Revenues	\$782,471.32	32.4%	\$791,257.13	35.0%
Federal Revenues	\$0.00	0.0%	\$14,284.15	0.6%
Total	\$2,413,477.31	100.0%	\$2,259,389.34	100.0%
Expenses				
Salaries & Benefits (Staff)	\$1,036,498.30	41.1%	\$983,408.58	43.5%
Salaries & Benefits (Employees)	\$905,141.60	35.5%	\$721,600.01	31.9%
Supplies and Materials	\$79,710.56	3.3%	\$77,627.40	3.4%
Current Obligations & Services	\$143,479.46	5.9%	\$145,832.23	6.5%
Fixed Charges and Obligations	\$141,968.16	5.9%	\$152,320.39	6.7%
Capital Outlay	\$8,688.00	0.4%	\$7,388.35	0.3%
Client Services Contracts	\$71,214.67	3.0%	\$63,860.68	2.8%
Other	\$26,776.56	4.9%	\$107,351.70	4.8%
Total	\$2,413,477.31	100.0%	\$2,259,389.34	100.0%

Highlights of Our Goals—2004 & Beyond



Accomplishments from 2004 Annual Plan

- Met budget projections in Contracted Sales, VR and IPRS
- Met productivity goals
- Kept abreast of divestiture and made plans for transition
- Implemented Ticket-to-Work and became an Employment Network
- Implemented Health & Safety Incentives Program at all three locations
- Added screen-printing equipment to Bee-Line Designs and offered screen-printing services to the public
- Implemented new PI Quality Assurance Procedures

Highlights from 2005 Annual Plan

- Transition to Person County Government
- Resolve transportation issues in Vocational Rehabilitation Program
- Move toward becoming an affirmative business
- Stay abreast of new service definitions (ADVP and SE)
- Revise in-house quality procedures
- Increase SE placements by one to a total of eight
- Decrease/eliminate deficit at Bee-Line Designs