



## Executive Board Meeting

### Agenda

May 14, 2020

9:00 AM – 10:00 AM

VIA Zoom

<https://zoom.us/j/95267916109?pwd=M1BWM3R0TC9oaENnanVXQkIHbjlOQT09>

#### Mission Statement:

**To coordinate and leverage policy and resources that empower community partners to address homelessness in Kings and Tulare County.**

- |  |   |
|--|---|
| <input type="checkbox"/> Suzy Ward, President                        | <input type="checkbox"/> Charles Felix, Member at Large     |
| <input type="checkbox"/> Lateena Ling, Secretary                     | <input type="checkbox"/> Nate Henry, Member at Large        |
| <input type="checkbox"/> Becky Huber, Treasurer                      | <input type="checkbox"/> Vacant, Member at Large            |
| <input type="checkbox"/> Esam Abed, Member at Large                  | <input type="checkbox"/> Vacant, Member at Large (Consumer) |
| <input type="checkbox"/> Marisol De La Vega Cardoso, Member at Large | <input type="checkbox"/> Machael Smith, Executive Director  |

- I. Call meeting to order
- II. Consent Items:
  - A. Previous Meeting Minutes
  - B. Executive Director Report
- III. Financial Report
- IV. Alliance Business: Action/Discussion Items
  - A. Board of Directors - Nominations
  - B. Outreach Activities/Hazard Pay
  - C. Program Manager Position
  - D. FY 19/20 Budget Revision
- V. Adjourn

**Executive Director Report  
May 2020**

**General Activities**

- Audit: We are on track to have the audit completed by May 31, 2020.
- Marketing: We received a Public Awareness Marketing Campaign proposal from 4Creeks Creative (see Appendix A). This campaign is in line with the recommendations of both the Kings County Gaps Analysis and Tulare County Homeless Plan, which is to strengthen public engagement and community-wide partnerships. Tulare County HHS has \$32,200 to contribute to the campaign. We will be reaching out to Kings County to see if they are interested in participating in the campaign.

**Strategic Initiatives**

**FUNDING**

1) CARES Act Funding

a. Community Development Block Grant (CDBG)

- i. Entitlement: CPD announced on April 1 each jurisdiction’s amount of the first \$2 billion of CARES Act CDBG funding (of the total \$5 billion appropriated) that is being allocated through the regular FY20 formula. HUD published a Federal Register notice describing the requirements for the CARES Act CDBG grants, now referred to as “CDBG-CV” grants. The notice included waivers for the CDBG-CV and the FY19 and FY20 CDBG allocations. The funding for our region is:

Hanford	\$325,307
Porterville	\$489,098
Tulare	\$419,611
Visalia	\$767,987

- ii. Non-Entitlement: CDBG-CV funding will be distributed to all CDBG-eligible non-entitlement jurisdictions as a formula grant based on the formula prescribed in the Department’s Permanent Local Housing Allocation (PLHA) program (<https://www.hcd.ca.gov/grants-funding/active-funding/plha.shtml>). The funding for our region is:

Kings County	\$145,720
Tulare County	\$520,126

b. Emergency Solutions Grant (ESG)

ESG-CV funds will be allocated to CoC Service Areas either to currently approved units of general-purpose local government, known as Administrative Entities (AEs), or directly to the CoC provided the CoC is a state and federally recognized non-profit government entity and has capacity to administer the funding. The estimated formula allocation is:

Kings/Tulare Homeless Alliance	\$1,192,000
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- 2) The California Department of Housing and Community Development (HCD) extended the deadline for the Emergency Solutions Grants (ESG) 2020 Notice of Funding Availability (NOFA) application deadline until July 10, 2020. Local agencies are eligible to apply for up to \$378,591.
- 3) Homeless, Housing Assistance, and Prevention Program (HHAP)  
The HHAP program is a block grant program designed to provide jurisdictions with one-time grant funds to support regional coordination and expand or develop local capacity to address their immediate homelessness challenges. Our allocation of \$2,141,746.36 should be released within the next 30-45 days.
- 4) We anticipate that our local PHIL 2020 Notice of Funding Availability (NOFA) will be released by May 31<sup>st</sup>. The NOFA is expected to include ESG and HHAP funds.
- 5) The Central Valley Community Foundation has approved a \$50,000 grant to support Kings/Tulare Homeless Alliance as funded by the Edward K. Martin Family Endowment Fund and the Edward K. Martin Legacy Fund (See Appendix B). The funds are payable in a one-time payment of \$50,000 and are to be used to support COVID-19 response temporary housing vouchers for veterans during the COVID-19 pandemic. We will be reaching out to Westcare and VA to launch this initiative.
- 6) United Way of Tulare County has awarded the Alliance \$50,000 to support the needs of shelters and people experiencing homelessness during the COVID-19 pandemic. We have earmarked this this funding for:
  - a. Emergency Shelter supports including masks, hand sanitizer, pillows, and other supplies needed to reduce the spread of COVID.
  - b. Street outreach supplies that include reusable face masks, hand sanitizer, and other supplies.
  - c. Project RoomKey supplies such as hygiene kits, general supplies, emergency vouchers, and other needs as identified by Tulare County HHSA.
  - d. Matching funds for the Family HealthCare Network's telemedicine project. The project will provide remote healthcare via video streaming at Project RoomKey locations in both Kings and Tulare Counties (\$4,000).
  - e. Financial support for a lunch program for people experiencing homelessness operated by River Valley Church in Tulare (\$5,000).
  - f. Financial support for a lunch program for people experiencing homelessness operated by the City of Porterville (\$5,000).

## KINGS/TULARE TASK FORCE UPDATES

- Kings: The April meeting was held via webinar and was just a brief presentation of the COVID response underway. Homebase will do a presentation on the Gaps Analysis at the May 18<sup>th</sup> meeting.
- Tulare: The Tulare Task Force also focused on the COVID pandemic for the April meeting. Meetings will continue remotely for the foreseeable future.

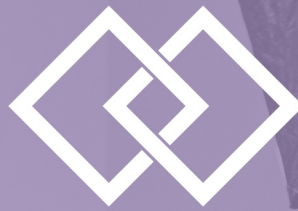
## COORDINATED ENTRY

For the period of 7/1/19 – 04/30/20, 96 people were referred for housing in the bi-county region. Of those, 18 people were housed (see Appendix B). There are 34 active referrals that include: 50% MVP, 38% PSH, and 12% RRH. Of the 62 closed referrals 17 were housed.

## LINC

Local Initiatives Navigation Centers (LINC) were closed during the month of April due to the COVID pandemic.

Appendix A – 4Creeks Public Awareness Marketing Campaign Proposal



**KTHA**

LEVERAGING RESOURCES  
EMPOWERING PARTNERS

**2020-21  
Public Awareness  
Marketing Campaign**

Proposal





# Introduction

**April 10, 2020**

Re: Marketing proposal for Kings Tulare Homeless Alliance

Dear Mrs. Smith and Kings Tulare Homeless Alliance Team,

We are honored to have the opportunity to propose our services to communicate the vision, heart and direction of Kings Tulare Homeless Alliance. We are excited about the opportunity to assist in the creation, introduction and promotion of the new KTHA campaign and initiative. We have crafted a balanced and creative approach to build, launch and grow a new campaign that will have an impact on the perception of our homeless community.

Within this proposal you will find a strategy that maximizes opportunity while minimizing resources through creative and effective collaboration. Our qualified team of local talent thrive on producing a creative marketing approach that embraces the deep roots of our community. Our staff will generate results through learning and understanding your core initiatives.

In formulating a vision for the launch of the KTHA campaign, we will develop an effective strategy that will garner measurable results. We believe in the mission of KTHA and want to be a part of creating a lasting, consistent, effective message for KTHA in our community. At the heart of this campaign is inspiration, opportunity, and community. A poignant story coupled with a powerful brand narrative will be the inception of a campaign bringing community together by sharing the journey of our less fortunate.

With every project we work on, we aim to identify and build upon your initiatives by developing a clear and compelling message that inspires your audience. We believe that the finished product will result in a new platform that represents a spirit of togetherness in our community.

We are prepared to begin working with you on this project immediately and we look forward to building an inspired partnership with you.

Sincerely,

Jeremy Schultz  
Marketing and Consulting Lead



# Project Approach

With every project we work on, we aim to identify and cultivate your initiatives by developing a clear and compelling message that inspires your audience along with a powerful and attractive design that connects with our community. We believe that the finished product will result in a new platform that represents quality, care, and service for all.

Our experienced and talented team will work with you throughout this project to consult and create marketing materials that are current and modern.

## Overview:

**As we understand this project, 4Creeks Creative will provide Kings Tulare Homeless Alliance with innovative ideas to establish a consistent message that will resonate with the community on the perception of our homeless community. Together, we will foster a spirit of camaraderie for community by creating a consistent, regionally recognized logline message that aligns with our public service Initiatives and action plan.**

With this understanding we have prepared the following proposal to develop a three-phase approach to the marketing efforts that will align with the goals of the Kings Tulare Homeless Alliance. 4Creeks will provide marketing services to KTHA, led by 4Creeks' Creative, Director of Business Development, Jeremy Schultz. Mr. Schultz will work with Mrs. Fisher and the KTHA Team to identify marketing needs and objectives and will direct each marketing task to meet the defined objectives. Mr. Schultz will be supported and assisted by the talented 4Creeks Creative Marketing staff.







4Creeks Creative (4CC) is dedicated to providing innovative strategy, inspiring design and attention-garnering marketing with logical solutions and great client relations. We are a small business enterprise (SBE) with big business ideas and experience. Our staff were all raised and educated in the Visalia area, where small town values and a passion for excellence have been groomed.

4CC has assembled a team with the ability to provide excellent work to our clients and expand the scope of services that each respective individual could provide on their own. The members of the 4Creeks Creative team each contribute a host of experience and specialized skills to the benefit of the client. We have crafted and defined our services and have come to understand that working together brings tremendous advantage to you, our client.

Working with our team will save you time, money, and the trouble in handling multiple agencies to accomplish a single task. **Above all, you will find the quality of our work, our dedication to our craft and the creativity of our solutions unrivaled.**

## Advertising & Marketing

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- Brand Development
- Strategic Marketing
- Advertising Sales
- Advertising Placement

## Creative Production

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- Web Design & Dev.
- Photo & Video Production
- Social Media Management
- Graphic Design



# Our Team



## Jeremy Schultz

Project Manager/Sales Director

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Jeremy has been successful in facilitating marketing partnerships from grassroots to professional revenue generation across the valley. Jeremy has worked in the sports marketing industry for over 22 years serving as the GM of the Fresno Fuego and professional soccer team, Fresno FC. During his time with the two teams, he won prestigious awards such as Organization of the Year, Franchise of the Year and the Marketing Excellence Award. Jeremy will be the project manager for KTHA and will assist in strategy, implementation and community engagement tactics. In the past, Jeremy has consistently been the top revenue generator through sales and has facilitated media buys for professional sporting entities and will use his knowledge and contacts to thrive in this campaign.

## Eric Riley

Creative Director

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Eric oversees the creative vision, design and branding for all 4CC clients and leads the team ranging from web developers, graphic designers and photographers. Eric has over 20 years of experience in graphic design, video production and brand development. Most recently, Eric has become a Certified Professional Services Marketer (CPSM), giving him increased knowledge in strategic market planning, market research, plan implementation, business development and promotion. Eric will assist Jeremy in overseeing the project..



## JJ Fry

Graphic Designer

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JJ is a highly qualified experienced Graphic Designer and Web Designer who believes deeply in community and empowering our partners to grow their marketing vision through design. He is skilled and efficient in Adobe Illustrator, Photoshop and Lightroom, giving KTHA a clear advantage. JJ is quick, knowledgeable and a great point of contact for any design needs KTHA may have.

## Ryan Krauter

Photographer

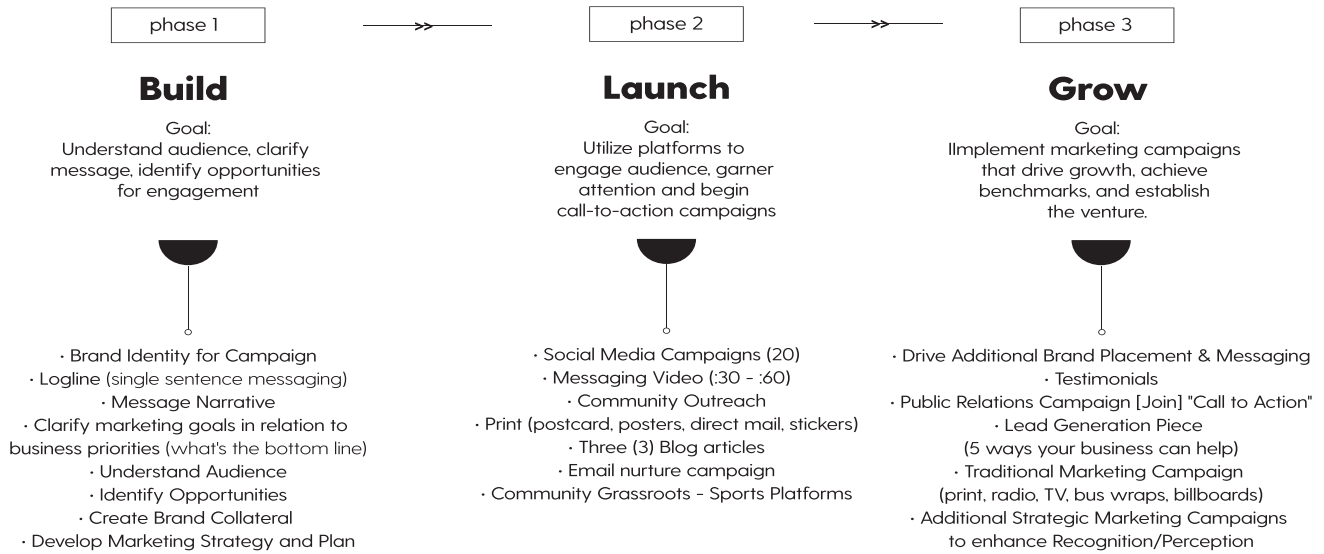
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Ryan is an accomplished and recognized South Valley photographer. Ryan began working professionally in the creative field as a photojournalist for the Fresno Bee. During that time, National Geographic Traveler awarded Ryan 3rd place in their national photo contest. He has shot a wide range of subjects ranging from John Deere to some of the top automotive photographers in Los Angeles. Ryan will be taking all photos and videos for KTHA and will assist the team with creative vision and implementation.



# Project Approach & Schedule

## Strategic Approach & Activities:



## Marketing Strategy Timeline Overview:





# Scope of Work



## Task 1: Marketing Plan Development

The goal of any good marketing plan is to create a useful and accessible roadmap for your marketing objectives that are tied to real results. 4CC utilizes a comprehensive marketing plan development process that will assist KTHA with a detailed roadmap that outlines:

- **Marketing strategies** (kickoff meeting, develop powerful logline, brand narrative messaging, competitive positioning, market size, market characteristics, etc.)
- **Marketing tactics** (positioning approach, defining market segments, etc.)
- **Activities** (SWOT analysis, branding exercise, distribution plans, etc.)
- **Costs** (marketing content creation, advertising / media placement, materials, etc.)
- **Project Results** (that can be tracked over a certain period of time)

Our marketing plan will align with KTHA on activities and priorities.

**At a glance.**  
The Kings/Tulare Homeless Alliance is a broad-based coalition of homeless housing and service providers, advocates, government representatives and consumers working together to address the needs surrounding homelessness in our community.

**Our work is focused in the following areas within Kings and Tulare Counties:**

- Identifying the needs of homeless households and prioritizing state and federal funding to meet these needs.
- Coordinating joint applications for homeless housing and service funding through the US Department of Housing and Urban Development's Continuum of Care Program Funding.
- Tracking trends and adjusting priorities to meet the changing needs of homeless households.
- Advocating together for increased services and funding to meet the needs of people experiencing homelessness.

Since 2008, the Alliance has secured **\$12,390,874** for homeless housing and service providers.

## Task 2: Graphic Design & Templates for Correspondence

Through our design and brand development process, we will create a series of design ideas to help identify a cohesive brand visual direction (the look of your brand for the campaign). Our process is iterative and takes you from design sketches to the final, digitally processed, elements. This includes the selection of brand colors, fonts, and the development of branding guideline for correct application of the final designs for ongoing consistency. We think of this step like laying the foundation of a new building. If you establish your brand on an identity that is not “level and square” you will be constantly fighting against your “foundation”. We will work with you to establish an identity (brand identity, logline, messaging, and call-to-action) that will stand the test of time.

Our design team uses a blend of modern trends and timeless design principles to ensure your materials are attractive and effective.

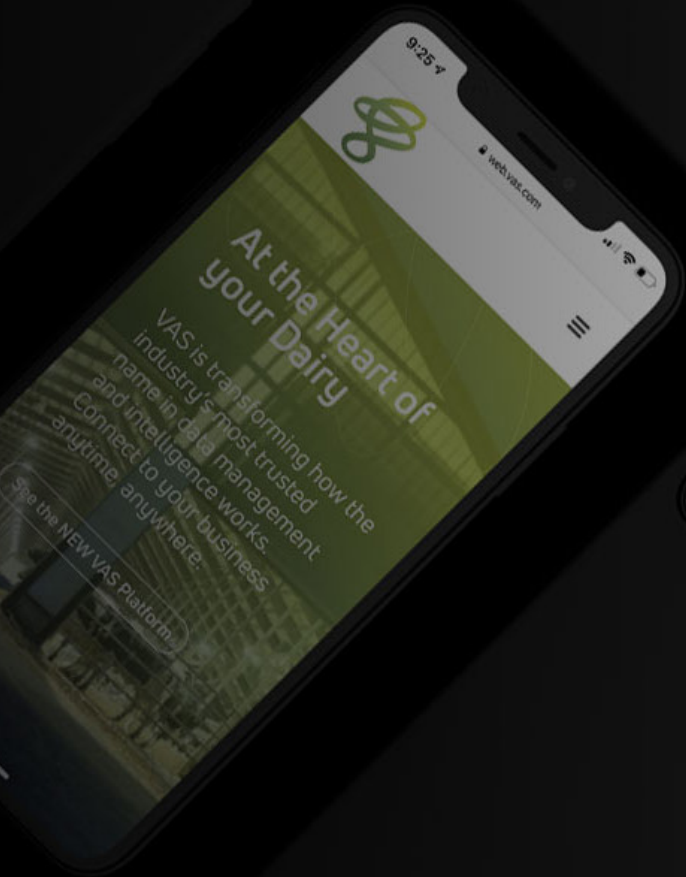


# Scope of Work

## **Task 3: Recommendations for Engagement Content and Channels of Communication**

As a part of the marketing plan, we will work with KTHA to develop specific and actionable recommendations, engagement content, channels of communication and content delivery planning. In addition to the marketing plan, your project manager, Jeremy Schultz, has over 5 years of experience with helping companies identify channels of communication in addition to helping companies around the Central Valley connect through sales and fundraising efforts. Jeremy has been a part of facilitating \$150,000+ TV broadcasting negotiations and has worked with every General Manager in the Fresno based market from print to TV media. Jeremy has also facilitated many fundraising and advertising deals for multiple organizations and will use his knowledge and experience to ensure KTHA is involved with the right platforms for maximum exposure.





# Example Work





# VAS Design & Development

## Project Description

Valley Ag Software (VAS) is the largest Herd and Dairy Management Software company in the world, and is found on over 1,600 of the largest farms in the US and beyond. In 2016, VAS approached 4CC with the opportunity to re-brand and partner with them for their marketing needs. 4CC has worked with VAS through several major brand initiatives that included a new visual identity, new messaging, a new website with video and photography production. Additionally 4CC helped to launch an industry leading annual Dairy Conference.

## Services Provided:

- Website Design & Development
- Branding Development
- Strategic Marketing
- Photography & Video Production
- Graphic Design
- Event Production & Design





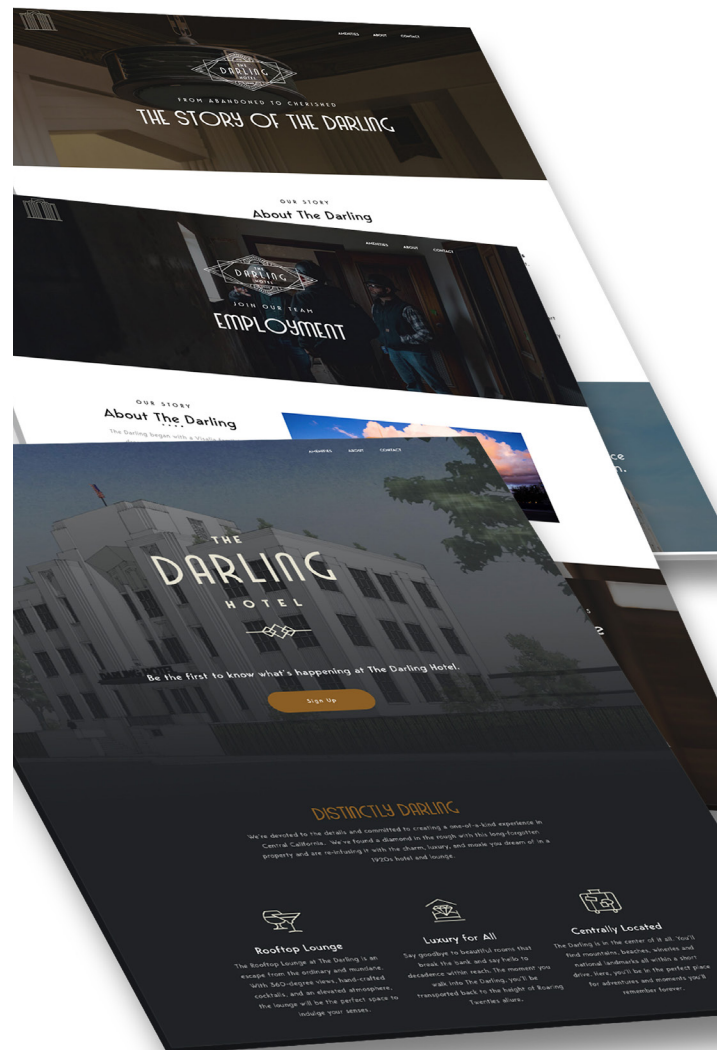
# The Darling Hotel Design & Development

## Project Description

The Darling Hotel and Lounge is a landmark project in Visalia, California. The redevelopment of a 1930's era historic building into a boutique hotel and rooftop lounge is a unique full-service project. 4CC has lead the effort to build the brand from the ground up, quite literally. 4CC is developing the marketing collateral for the project which includes the Hotel, Elderwood rooftop lounge, and Event Rental facilities. The hotel is scheduled to open in 2020.

## Services Provided:

- Branding Development
- Strategic Marketing Plan
- Email Communication & Audience Building
- Website Design & Development
- Photography & Video Production
- Social Media Development/Management
- Public Relations & Event Coordination





## Visalia Rawhide Design, Photo & Video

### Project Description

4CC has partnered with the Visalia Rawhide to provide a wide variety of marketing materials. The team has helped the Rawhide with all of their photography and videography for the ballpark as well as developed marketing campaigns for the team. Most recently, the 4CC team has been providing all the graphic design elements for the 2020 season including: schedules, posters, banners, ballpark wraps, brochures, tickets as well as providing all video board for the upcoming season.

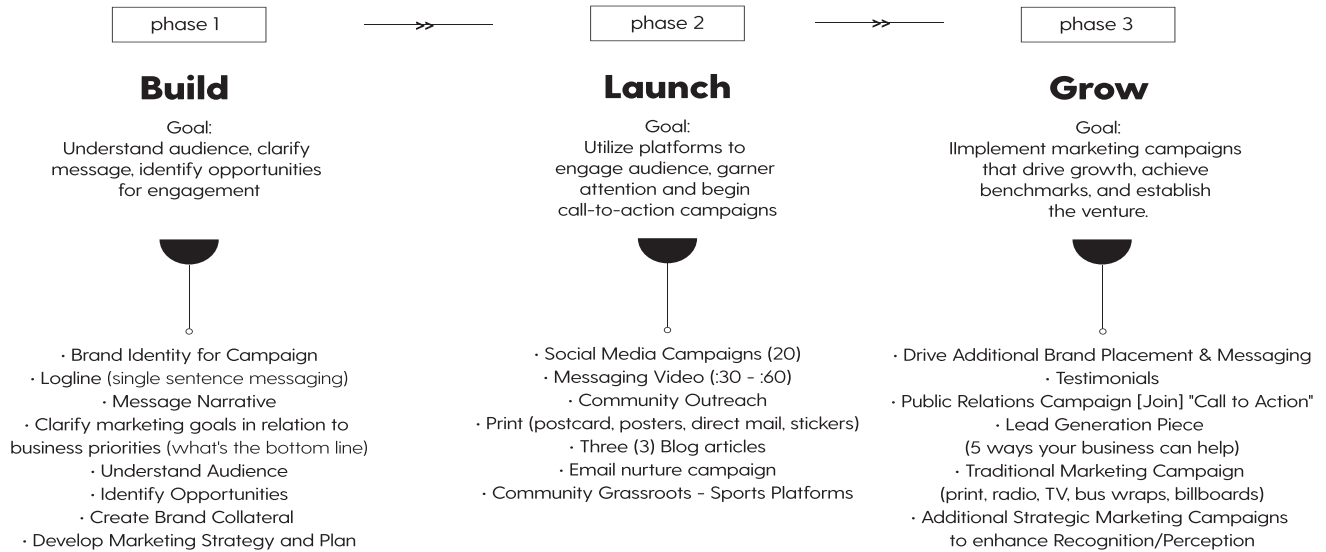
### Services Provided:

- **Photography**
- **Videography**
- **Graphic Design**
- **Print Production**
- **Large Format Design**





# Costs of Service



## Phase 1:

**\$13,750**

### Recommended Marketing Activities (Subject to Change)

- Development of Mission Statement
- Brand Messaging
- Identify Marketing Opportunities
- Develop Comprehensive Marketing Plan
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## Phase 2:

**\$18,375**

### Recommended Marketing Activities (Subject to Change)

- Template Creation
- Graphic Design Work
- Website Landing Page
- Call to Action
- Social Media Campaign
- Additional P.R. and Marketing Campaigns

## Phase 3:

**\$8,260**

### Recommended Marketing Activities (Subject to Change)

- Engagement Content Plan
- Content Delivery Planning
- Capture Testimony Stories

**Total:**

**\$40,385**

Appendix B – Central Valley Community Foundation Grant Award Letter



April 29, 2020

Ms. Machael Smith  
Kings/Tulare Homeless Alliance  
1900 N Dinuba Blvd STE G  
Visalia, CA 93279

Dear Ms. Smith:

The Central Valley Community Foundation has approved a \$50,000 grant to support Kings/Tulare Homeless Alliance (grant #20482) as funded by the Edward K. Martin Family Endowment Fund and the Edward K. Martin Legacy Fund. The funds are payable in a one-time payment of \$50,000 and are to be used to support COVID-19 response temporary housing vouchers for veterans, and any significant change in the use of these funds requires prior approval by CVCF.

The Central Valley Community Foundation is entrusted by its donors with the responsibility of ensuring that charitable commitments are fulfilled by its grantees. In endorsing this grant disbursement, Kings/Tulare Homeless Alliance: *1) agrees to apply the funds as intended; 2) certifies that Kings/Tulare Homeless Alliance is federally recognized as a 501(c)3 non-profit organization; 3) declares that no goods or services were provided in exchange for this grant; and 4) declares that the grant would not be in satisfaction of any obligation any person owes Kings/Tulare Homeless Alliance.*

**Reporting**

Kings/Tulare Homeless Alliance will provide to CVCF information about how these grant funds were utilized in responding to the COVID-19 pandemic 60 days after the immediate COVID-19 crisis has alleviated and the California shelter-in-place order has been lifted. The report is intended to help CVCF understand the impact of the grant, how it was important to your organization and the communities you serve and what you learned through implementing this grant.

**Contact Information**

If you have any questions related to this grant, please contact one of our program staff by email at [program@centralvalleycf.org](mailto:program@centralvalleycf.org) or call 559-226-5600.

**Acceptance of Terms and Conditions**

Signed on behalf of the Central Valley Community Foundation:

By: \_\_\_\_\_  
Ashley Swarengin  
President and CEO, Central Valley Community Foundation  
April 29, 2020

The Grantee acknowledges receipt and retention of a copy of this document. The above terms and conditions are hereby accepted and agreed to as of the date specified.

Accepted on behalf of Kings/Tulare Homeless Alliance:

By: \_\_\_\_\_  
*Signature of Authorized Officer*

Name: \_\_\_\_\_

Date: \_\_\_\_\_

## Appendix C – CES Report

# CES Referrals

Total Referrals

96

Days Referred

83

Housed

18

Start Date

07/01/2019

End Date

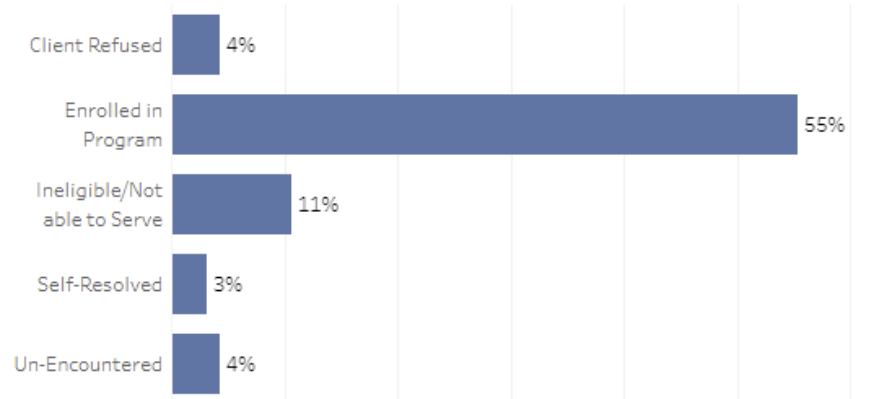
04/30/2020

## Referral Status

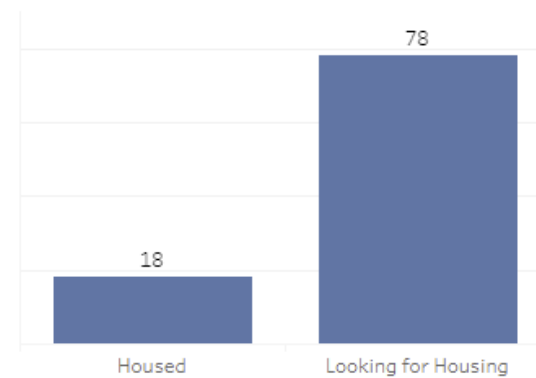
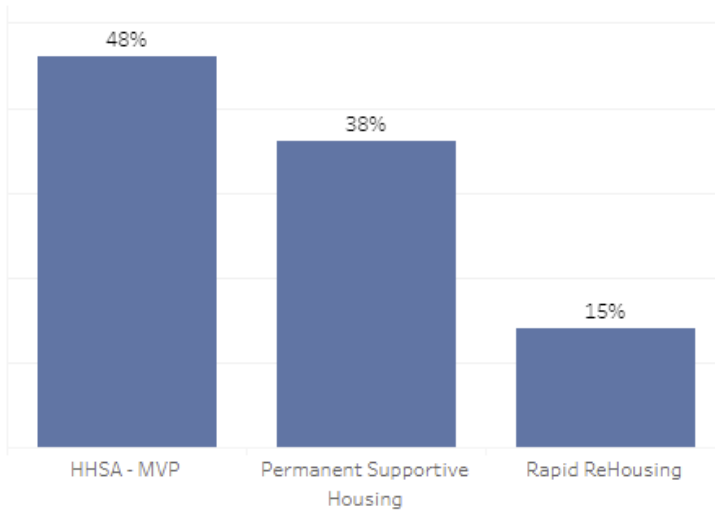
Referred 34

Closed 62

## Referral Outcome



## Referral Service Type



Financial Reports  
07/01/19 – 3/31/20



## Kings/Tulare Continuum of Care on Homelessness

## Balance Sheet

As of February 29, 2020

05/04/20

Accrual Basis

	<u>Feb 29, 20</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10100 · Bank of the Sierra	6,718.81
10200 · CVCB Checking	721,595.16
10210 · CVCB Money Market LMF 7958	69,124.87
10220 · CVCB Money Market General 7966	2,304,232.55
10230 · CVCB Petty Cash	63.66
<b>Total Checking/Savings</b>	<u>3,101,735.05</u>
<b>Accounts Receivable</b>	
11000 · Accounts Receivable	37,156.72
11400 · Grants Receivable	54,214.45
<b>Total Accounts Receivable</b>	<u>91,371.17</u>
<b>Other Current Assets</b>	
12000 · Undeposited Funds	2,971.17
13000 · Prepaid Expenses	2,970.35
<b>Total Other Current Assets</b>	<u>5,941.52</u>
<b>Total Current Assets</b>	<u>3,199,047.74</u>
<b>TOTAL ASSETS</b>	<b><u>3,199,047.74</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20000 · Accounts Payable	6,218.90
20100 · Grants Payable	20,387.94
<b>Total Accounts Payable</b>	<u>26,606.84</u>
<b>Credit Cards</b>	
23000 · Visa Bank of the Sierra	7,931.41
<b>Total Credit Cards</b>	<u>7,931.41</u>
<b>Other Current Liabilities</b>	
21100 · Direct Deposit Liabilities	8,886.31
24000 · Payroll Liabilities	8,218.87
24300 · Deferred Revenue	2,854,364.29
<b>Total Other Current Liabilities</b>	<u>2,871,469.47</u>
<b>Total Current Liabilities</b>	<u>2,906,007.72</u>
<b>Total Liabilities</b>	2,906,007.72
<b>Equity</b>	
30000 · Opening Balance Equity	4.82
30001 · Temporary Restricted Net Assets	
30030 · Restricted - Visalia PHC	586.22
30040 · Restricted - Porterville PHC	6,413.47
30050 · Restricted - Hanford PHC	4,394.23
30060 · Restricted - Tulare PHC	6,804.30
<b>Total 30001 · Temporary Restricted Net Assets</b>	<u>18,198.22</u>
30005 · Net Assets	7,420.93
32000 · Unrestricted Net Assets	204,740.48
Net Income	62,675.57
<b>Total Equity</b>	<u>293,040.02</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>3,199,047.74</u></b>

## Kings/Tulare Continuum of Care on Homelessness

## Profit &amp; Loss by Class\_CDBG Accounts

05/04/20

July 2019 through March 2020

Accrual Basis

	CDBG Hanford	CDBG Porterville	CDBG Tulare	CDBG Visalia	TOTAL
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
44500 · Grant Income					
44530 · Local & Government Grants					
44531 · Hanford CDBG Grant	9,025.45	0.00	0.00	0.00	9,025.45
44532 · Porterville CDBG Grant	0.00	5,000.00	0.00	0.00	5,000.00
44533 · Tulare CDBG Grant	0.00	0.00	6,190.86	0.00	6,190.86
44534 · Visalia CDBG Grant	0.00	0.00	0.00	15,423.46	15,423.46
<b>Total 44530 · Local &amp; Government Grants</b>	<b>9,025.45</b>	<b>5,000.00</b>	<b>6,190.86</b>	<b>15,423.46</b>	<b>35,639.77</b>
<b>Total 44500 · Grant Income</b>	<b>9,025.45</b>	<b>5,000.00</b>	<b>6,190.86</b>	<b>15,423.46</b>	<b>35,639.77</b>
<b>Total Income</b>	<b>9,025.45</b>	<b>5,000.00</b>	<b>6,190.86</b>	<b>15,423.46</b>	<b>35,639.77</b>
<b>Gross Profit</b>	<b>9,025.45</b>	<b>5,000.00</b>	<b>6,190.86</b>	<b>15,423.46</b>	<b>35,639.77</b>
<b>Expense</b>					
60900 · Business Expenses					
60920 · Business Registration/License	1.96	1.47	1.23	4.04	8.70
60960 · Business Taxes (Unsecured)	0.69	0.52	0.44	1.43	3.08
<b>Total 60900 · Business Expenses</b>	<b>2.65</b>	<b>1.99</b>	<b>1.67</b>	<b>5.47</b>	<b>11.78</b>
62100 · Contract Services					
62110 · Accounting Fees	237.20	178.15	148.64	489.66	1,053.65
<b>Total 62100 · Contract Services</b>	<b>237.20</b>	<b>178.15</b>	<b>148.64</b>	<b>489.66</b>	<b>1,053.65</b>
65000 · Operations					
65010 · Books, Subscriptions, Reference	13.09	9.83	8.20	27.03	58.15
65020 · Postage, Mailing Service	68.89	23.40	21.72	41.06	155.07
65030 · Printing and Copying	7.29	1.57	1.31	4.32	14.49
65040 · Supplies	154.63	116.15	96.91	319.20	686.89
65041 · Software	83.49	62.71	52.32	172.34	370.86
65052 · Telecommunications	107.07	80.41	67.09	221.04	475.61
65060 · Equipment	77.36	58.11	48.47	159.70	343.64
65070 · Hosting Fees	8.91	6.68	5.58	18.40	39.57
65080 · Bank/Credit Card Service Charges	1.06	0.78	0.66	2.16	4.66
65090 · Rent	362.92	272.59	227.42	749.22	1,612.15
65091 · Utilities	60.41	45.36	37.85	124.70	268.32
65093 · Repairs / Maintenance	59.56	44.74	37.33	122.97	264.60
<b>Total 65000 · Operations</b>	<b>1,004.68</b>	<b>722.33</b>	<b>604.86</b>	<b>1,962.14</b>	<b>4,294.01</b>
65100 · Other Types of Expenses					
65110 · Advertising Expenses	2.62	1.96	1.64	5.40	11.62
65120 · Insurance - Liability, D and O	77.77	58.39	48.72	160.53	345.41
65150 · Prof. Memberships and Dues	14.43	10.84	9.04	29.74	64.05
65160 · Other Costs	1.34	1.01	0.84	2.77	5.96
65170 · Staff Development/Training	2.42	1.82	1.52	5.00	10.76
65190 · Payroll Service	3.74	2.80	2.35	7.73	16.62
<b>Total 65100 · Other Types of Expenses</b>	<b>102.32</b>	<b>76.82</b>	<b>64.11</b>	<b>211.17</b>	<b>454.42</b>
65200 · Program Expenses					
65210 · Equipment/Rentals	6.63	4.98	4.15	13.68	29.44
65220 · Client Consumables	1,500.00	1,500.00	1,500.00	0.00	4,500.00
<b>Total 65200 · Program Expenses</b>	<b>1,506.63</b>	<b>1,504.98</b>	<b>1,504.15</b>	<b>13.68</b>	<b>4,529.44</b>
66000 · Wages, Taxes, Payroll Expenses					
66001 · Payroll Expense	6,141.32	4,612.59	3,848.22	12,677.99	27,280.12
66002 · Insurance - Workers Comp	11.88	8.93	7.45	24.54	52.80
<b>Total 66000 · Wages, Taxes, Payroll Expenses</b>	<b>6,153.20</b>	<b>4,621.52</b>	<b>3,855.67</b>	<b>12,702.53</b>	<b>27,332.92</b>
68300 · Travel and Meetings					
68310 · Conference, Convention, Meeting	0.31	0.24	0.20	0.65	1.40
68320 · Travel	18.49	13.88	11.57	38.17	82.11
<b>Total 68300 · Travel and Meetings</b>	<b>18.80</b>	<b>14.12</b>	<b>11.77</b>	<b>38.82</b>	<b>83.51</b>
<b>Total Expense</b>	<b>9,025.48</b>	<b>7,119.91</b>	<b>6,190.87</b>	<b>15,423.47</b>	<b>37,759.73</b>
<b>Net Ordinary Income</b>	<b>-0.03</b>	<b>-2,119.91</b>	<b>-0.01</b>	<b>-0.01</b>	<b>-2,119.96</b>
<b>Net Income</b>	<b>-0.03</b>	<b>-2,119.91</b>	<b>-0.01</b>	<b>-0.01</b>	<b>-2,119.96</b>

**Kings/Tulare Continuum of Care on Homelessness**  
**Profit & Loss by Class\_CES & TCHHSA**  
 July 2019 through March 2020

	CES	CES TCHHSA	TOTAL
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
44500 · Grant Income			
44520 · Federal Grants			
44521 · HUD Grants	126,137.56	0.00	126,137.56
<b>Total 44520 · Federal Grants</b>	<b>126,137.56</b>	<b>0.00</b>	<b>126,137.56</b>
<b>Total 44500 · Grant Income</b>	<b>126,137.56</b>	<b>0.00</b>	<b>126,137.56</b>
47200 · Program Income			
47240 · Program Service Fees	0.00	19,218.04	19,218.04
<b>Total 47200 · Program Income</b>	<b>0.00</b>	<b>19,218.04</b>	<b>19,218.04</b>
<b>Total Income</b>	<b>126,137.56</b>	<b>19,218.04</b>	<b>145,355.60</b>
<b>Gross Profit</b>	<b>126,137.56</b>	<b>19,218.04</b>	<b>145,355.60</b>
<b>Expense</b>			
60900 · Business Expenses			
60920 · Business Registration/License	29.33	4.49	33.82
60960 · Business Taxes (Unsecured)	15.23	2.33	17.56
<b>Total 60900 · Business Expenses</b>	<b>44.56</b>	<b>6.82</b>	<b>51.38</b>
62100 · Contract Services			
62110 · Accounting Fees	3,170.95	485.17	3,656.12
<b>Total 62100 · Contract Services</b>	<b>3,170.95</b>	<b>485.17</b>	<b>3,656.12</b>
65000 · Operations			
65010 · Books, Subscriptions, Reference	131.13	20.06	151.19
65020 · Postage, Mailing Service	190.39	39.98	230.37
65030 · Printing and Copying	20.79	3.18	23.97
65040 · Supplies	3,004.52	459.70	3,464.22
65041 · Software	1,020.94	156.20	1,177.14
65052 · Telecommunications	2,499.27	382.38	2,881.65
65060 · Equipment	1,259.18	192.65	1,451.83
65070 · Hosting Fees	164.90	25.23	190.13
65080 · Bank/Credit Card Service Charges	10.99	1.69	12.68
65090 · Rent	4,622.50	707.25	5,329.75
65091 · Utilities	858.32	131.33	989.65
65093 · Repairs / Maintenance	756.59	115.77	872.36
<b>Total 65000 · Operations</b>	<b>14,539.52</b>	<b>2,235.42</b>	<b>16,774.94</b>
65100 · Other Types of Expenses			
65110 · Advertising Expenses	53.03	8.12	61.15
65120 · Insurance - Liability, D and O	990.16	151.48	1,141.64
65150 · Prof. Memberships and Dues	182.80	27.97	210.77
65160 · Other Costs	752.24	117.53	869.77
65170 · Staff Development/Training	372.44	56.99	429.43
65190 · Payroll Service	47.41	7.27	54.68
<b>Total 65100 · Other Types of Expenses</b>	<b>2,398.08</b>	<b>369.36</b>	<b>2,767.44</b>
65200 · Program Expenses			
65210 · Equipment/Rentals	546.55	83.62	630.17
65220 · Client Consumables	1,708.80	261.45	1,970.25
65230 · Program Services			
65230.1 · Birth Certificates	30.36	4.64	35.00
65230.8 · Transportation	95.40	14.60	110.00
65232 · Housing/Counseling Services			
65232.3 · Application Fee	100.82	15.43	116.25
65232 · Housing/Counseling Services - Other	86.73	13.27	100.00
<b>Total 65232 · Housing/Counseling Services</b>	<b>187.55</b>	<b>28.70</b>	<b>216.25</b>
65233 · Outreach Services	1,260.20	192.81	1,453.01

## Kings/Tulare Continuum of Care on Homelessness

## Profit &amp; Loss by Class\_CES &amp; TCHHSA

05/04/20

July 2019 through March 2020

Accrual Basis

	CES	CES TCHHSA	TOTAL
Total 65230 · Program Services	1,573.51	240.75	1,814.26
Total 65200 · Program Expenses	3,828.86	585.82	4,414.68
65232.6 · Bank/Service/Convenience fees	1.08	0.17	1.25
66000 · Wages, Taxes, Payroll Expenses			
66001 · Payroll Expense	98,490.52	14,976.41	113,466.93
66002 · Insurance - Workers Comp	225.21	32.35	257.56
Total 66000 · Wages, Taxes, Payroll Expenses	98,715.73	15,008.76	113,724.49
68300 · Travel and Meetings			
68310 · Conference, Convention, Meeting	3.77	0.58	4.35
68320 · Travel	3,435.01	525.94	3,960.95
Total 68300 · Travel and Meetings	3,438.78	526.52	3,965.30
Total Expense	126,137.56	19,218.04	145,355.60
Net Ordinary Income	0.00	0.00	0.00
Net Income	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

**Kings/Tulare Continuum of Care on Homelessness  
Board P&L CESH**

05/04/20

Accrual Basis

July 2019 through March 2020

	CESH Admi... (CESH)	CESH Hom... (CESH)	CESH Land... (CESH)	CESH Rent ... (CESH)	CESH Syste... (CESH)	CESH - Other (CESH)	Total CESH	TOTAL
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
44500 · Grant Income								
44540 · State Grants								
44542 · CESH Grant	28,051.50	69,599.43	14,635.26	50,340.44	35,883.99	0.00	198,510.62	198,510.62
<b>Total 44540 · State Grants</b>	<b>28,051.50</b>	<b>69,599.43</b>	<b>14,635.26</b>	<b>50,340.44</b>	<b>35,883.99</b>	<b>0.00</b>	<b>198,510.62</b>	<b>198,510.62</b>
<b>Total 44500 · Grant Income</b>	<b>28,051.50</b>	<b>69,599.43</b>	<b>14,635.26</b>	<b>50,340.44</b>	<b>35,883.99</b>	<b>0.00</b>	<b>198,510.62</b>	<b>198,510.62</b>
47200 · Program Income								
47240 · Program Service Fees	0.00	44,800.00	0.00	0.00	0.00	0.00	44,800.00	44,800.00
<b>Total 47200 · Program Income</b>	<b>0.00</b>	<b>44,800.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>44,800.00</b>	<b>44,800.00</b>
47600 · Interest and Dividends Earned	0.00	0.00	0.00	0.00	0.00	138.45	138.45	138.45
<b>Total Income</b>	<b>28,051.50</b>	<b>114,399.43</b>	<b>14,635.26</b>	<b>50,340.44</b>	<b>35,883.99</b>	<b>138.45</b>	<b>243,449.07</b>	<b>243,449.07</b>
<b>Gross Profit</b>	<b>28,051.50</b>	<b>114,399.43</b>	<b>14,635.26</b>	<b>50,340.44</b>	<b>35,883.99</b>	<b>138.45</b>	<b>243,449.07</b>	<b>243,449.07</b>
<b>Expense</b>								
60900 · Business Expenses								
60920 · Business Registration/License	6.30	0.00	0.00	0.00	0.00	0.00	6.30	6.30
<b>Total 60900 · Business Expenses</b>	<b>6.30</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>6.30</b>	<b>6.30</b>
62100 · Contract Services								
62110 · Accounting Fees	605.81	0.00	0.00	0.00	0.00	0.00	605.81	605.81
62150 · Outside Contract Services	0.00	69,050.00	0.00	0.00	0.00	0.00	69,050.00	69,050.00
<b>Total 62100 · Contract Services</b>	<b>605.81</b>	<b>69,050.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>69,655.81</b>	<b>69,655.81</b>
65000 · Operations								
65010 · Books, Subscriptions, Reference	26.43	0.00	0.00	0.00	0.00	0.00	26.43	26.43
65020 · Postage, Mailing Service	39.15	0.00	67.00	0.00	0.00	0.00	106.15	106.15
65030 · Printing and Copying	4.25	0.00	0.00	0.00	0.00	0.00	4.25	4.25
65040 · Supplies	346.63	0.00	416.09	0.00	0.00	0.00	762.72	762.72
65041 · Software	197.72	0.00	0.00	0.00	3,000.00	0.00	3,197.72	3,197.72
65052 · Telecommunications	267.74	0.00	0.00	0.00	0.00	0.00	267.74	267.74
65060 · Equipment	194.20	0.00	0.00	0.00	0.00	0.00	194.20	194.20
65070 · Hosting Fees	8.16	0.00	0.00	0.00	0.00	0.00	8.16	8.16
65080 · Bank/Credit Card Service Charges	2.26	0.00	0.00	0.00	0.00	0.00	2.26	2.26
65090 · Rent	884.50	0.00	0.00	0.00	0.00	0.00	884.50	884.50
65091 · Utilities	128.68	0.00	0.00	0.00	0.00	0.00	128.68	128.68
65093 · Repairs / Maintenance	140.49	0.00	0.00	0.00	0.00	0.00	140.49	140.49
<b>Total 65000 · Operations</b>	<b>2,240.21</b>	<b>0.00</b>	<b>483.09</b>	<b>0.00</b>	<b>3,000.00</b>	<b>0.00</b>	<b>5,723.30</b>	<b>5,723.30</b>
65100 · Other Types of Expenses								
65110 · Advertising Expenses	8.42	0.00	0.00	0.00	0.00	0.00	8.42	8.42
65120 · Insurance - Liability, D and O	189.53	0.00	0.00	0.00	0.00	0.00	189.53	189.53
65150 · Prof. Memberships and Dues	35.13	0.00	0.00	0.00	0.00	0.00	35.13	35.13
65160 · Other Costs	4.38	0.00	0.00	0.00	0.00	0.00	4.38	4.38
65170 · Staff Development/Training	7.79	0.00	0.00	0.00	711.25	0.00	719.04	719.04
65190 · Payroll Service	9.00	0.00	0.00	0.00	0.00	0.00	9.00	9.00
<b>Total 65100 · Other Types of Expenses</b>	<b>254.25</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>711.25</b>	<b>0.00</b>	<b>965.50</b>	<b>965.50</b>
65200 · Program Expenses								
65210 · Equipment/Rentals	21.05	0.00	0.00	0.00	0.00	0.00	21.05	21.05
65220 · Client Consumables								
65220.5 · Stipend	0.00	100.00	0.00	0.00	0.00	0.00	100.00	100.00
<b>Total 65220 · Client Consumables</b>	<b>0.00</b>	<b>100.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>100.00</b>	<b>100.00</b>
65230 · Program Services								
65232 · Housing/Counseling Services								
65232.1 · Security Deposit	0.00	0.00	10,588.00	0.00	0.00	0.00	10,588.00	10,588.00
65232.2 · Utility Deposit	0.00	0.00	291.65	0.00	0.00	0.00	291.65	291.65
65232.3 · Application Fee	0.00	0.00	31.25	0.00	0.00	0.00	31.25	31.25
65232.4 · Move-in Expenses	0.00	0.00	399.00	0.00	0.00	0.00	399.00	399.00
65232.5 · Rental Assistance	0.00	0.00	447.00	0.00	0.00	0.00	447.00	447.00
65232 · Housing/Counseling Services - Ot...	0.00	0.00	195.00	0.00	0.00	0.00	195.00	195.00
<b>Total 65232 · Housing/Counseling Services</b>	<b>0.00</b>	<b>0.00</b>	<b>11,951.90</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>11,951.90</b>	<b>11,951.90</b>
65230 · Program Services - Other	0.00	0.00	0.00	50,340.44	30,870.46	0.00	81,210.90	81,210.90
<b>Total 65230 · Program Services</b>	<b>0.00</b>	<b>0.00</b>	<b>11,951.90</b>	<b>50,340.44</b>	<b>30,870.46</b>	<b>0.00</b>	<b>93,162.80</b>	<b>93,162.80</b>
<b>Total 65200 · Program Expenses</b>	<b>21.05</b>	<b>100.00</b>	<b>11,951.90</b>	<b>50,340.44</b>	<b>30,870.46</b>	<b>0.00</b>	<b>93,283.85</b>	<b>93,283.85</b>
65232.6 · Bank/Service/Convenience fees	0.00	0.00	1.25	0.00	0.00	0.00	1.25	1.25
65232.7 · Holding Fee/Vacancy Payment	0.00	0.00	1,300.00	0.00	0.00	0.00	1,300.00	1,300.00
66000 · Wages, Taxes, Payroll Expenses								
66001 · Payroll Expense	24,843.30	8.08	896.86	0.00	0.00	0.00	25,748.24	25,748.24
66002 · Insurance - Workers Comp	60.87	0.03	1.96	0.00	0.00	0.00	62.86	62.86
<b>Total 66000 · Wages, Taxes, Payroll Expenses</b>	<b>24,904.17</b>	<b>8.11</b>	<b>898.82</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>25,811.10</b>	<b>25,811.10</b>
68300 · Travel and Meetings								
68310 · Conference, Convention, Meeting	1.01	441.20	0.00	0.00	0.00	0.00	442.21	442.21
68320 · Travel	18.70	0.12	0.20	0.00	1,302.28	0.00	1,321.30	1,321.30

Kings/Tulare Continuum of Care on Homelessness

Board P&L CESH

July 2019 through March 2020

	CESH Admi... (CESH)	CESH Hom... (CESH)	CESH Landl... (CESH)	CESH Rent ... (CESH)	CESH Syste... (CESH)	CESH - Other (CESH)	Total CESH	TOTAL
Total 68300 · Travel and Meetings	19.71	441.32	0.20	0.00	1,302.28	0.00	1,763.51	1,763.51
Total Expense	28,051.50	69,599.43	14,635.26	50,340.44	35,883.99	0.00	198,510.62	198,510.62
Net Ordinary Income	0.00	44,800.00	0.00	0.00	0.00	138.45	44,938.45	44,938.45
Net Income	<b>0.00</b>	<b>44,800.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>138.45</b>	<b>44,938.45</b>	<b>44,938.45</b>

## Kings/Tulare Continuum of Care on Homelessness

## Board P&amp;L HEAP

05/04/20

July 2019 through March 2020

Accrual Basis

	HEAP Adminis... (HEAP)	HEAP Warmin... (HEAP Services)	HEAP Service... (HEAP Services)	Total HEAP Se... (HEAP)	HEAP - Other (HEAP)	Total HEAP	TOTAL
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
44500 · Grant Income							
44540 · State Grants							
44541 · HEAP	44,732.69	85,182.50	4,069.88	89,252.38	0.00	133,985.07	133,985.07
<b>Total 44540 · State Grants</b>	44,732.69	85,182.50	4,069.88	89,252.38	0.00	133,985.07	133,985.07
<b>Total 44500 · Grant Income</b>	44,732.69	85,182.50	4,069.88	89,252.38	0.00	133,985.07	133,985.07
47600 · Interest and Dividends Earned	0.00	0.00	0.00	0.00	5,282.19	5,282.19	5,282.19
<b>Total Income</b>	44,732.69	85,182.50	4,069.88	89,252.38	5,282.19	139,267.26	139,267.26
<b>Gross Profit</b>	44,732.69	85,182.50	4,069.88	89,252.38	5,282.19	139,267.26	139,267.26
<b>Expense</b>							
60900 · Business Expenses							
60920 · Business Registration/License	9.56	0.00	0.00	0.00	0.00	9.56	9.56
60960 · Business Taxes (Unsecured)	1.56	0.00	0.00	0.00	0.00	1.56	1.56
<b>Total 60900 · Business Expenses</b>	11.12	0.00	0.00	0.00	0.00	11.12	11.12
62100 · Contract Services							
62110 · Accounting Fees	921.28	0.00	0.00	0.00	0.00	921.28	921.28
<b>Total 62100 · Contract Services</b>	921.28	0.00	0.00	0.00	0.00	921.28	921.28
65000 · Operations							
65010 · Books, Subscriptions, Reference	35.42	0.00	0.00	0.00	0.00	35.42	35.42
65020 · Postage, Mailing Service	57.63	0.00	0.00	0.00	0.00	57.63	57.63
65030 · Printing and Copying	5.66	0.00	0.00	0.00	0.00	5.66	5.66
65040 · Supplies	543.90	0.00	0.00	0.00	0.00	543.90	543.90
65041 · Software	284.40	0.00	0.00	0.00	0.00	284.40	284.40
65052 · Telecommunications	413.57	0.00	0.00	0.00	0.00	413.57	413.57
65060 · Equipment	281.37	0.00	0.00	0.00	0.00	281.37	281.37
65070 · Hosting Fees	25.35	0.00	0.00	0.00	0.00	25.35	25.35
65080 · Bank/Credit Card Service Charges	3.22	0.00	0.00	0.00	0.00	3.22	3.22
65090 · Rent	1,368.36	0.00	0.00	0.00	0.00	1,368.36	1,368.36
65091 · Utilities	214.57	0.00	0.00	0.00	0.00	214.57	214.57
65093 · Repairs / Maintenance	218.95	0.00	0.00	0.00	0.00	218.95	218.95
<b>Total 65000 · Operations</b>	3,452.40	0.00	0.00	0.00	0.00	3,452.40	3,452.40
65100 · Other Types of Expenses							
65110 · Advertising Expenses	12.77	0.00	0.00	0.00	0.00	12.77	12.77
65120 · Insurance - Liability, D and O	293.17	0.00	0.00	0.00	0.00	293.17	293.17
65150 · Prof. Memberships and Dues	54.26	0.00	0.00	0.00	0.00	54.26	54.26
65160 · Other Costs	9.68	0.00	0.00	0.00	0.00	9.68	9.68
65170 · Staff Development/Training	11.82	0.00	0.00	0.00	0.00	11.82	11.82
65190 · Payroll Service	13.87	0.00	0.00	0.00	0.00	13.87	13.87
<b>Total 65100 · Other Types of Expenses</b>	395.57	0.00	0.00	0.00	0.00	395.57	395.57
65200 · Program Expenses							
65210 · Equipment/Rentals	31.63	0.00	0.00	0.00	0.00	31.63	31.63
65230 · Program Services							
65232 · Housing/Counseling Services							
65232.1 · Security Deposit	0.00	0.00	608.00	608.00	0.00	608.00	608.00
65232.2 · Utility Deposit	0.00	0.00	483.30	483.30	0.00	483.30	483.30
65232.4 · Move-in Expenses	0.00	0.00	1,106.58	1,106.58	0.00	1,106.58	1,106.58
<b>Total 65232 · Housing/Counseling Services</b>	0.00	0.00	2,197.88	2,197.88	0.00	2,197.88	2,197.88
65230 · Program Services - Other	0.00	85,182.50	0.00	85,182.50	0.00	85,182.50	85,182.50
<b>Total 65230 · Program Services</b>	0.00	85,182.50	2,197.88	87,380.38	0.00	87,380.38	87,380.38
<b>Total 65200 · Program Expenses</b>	31.63	85,182.50	2,197.88	87,380.38	0.00	87,412.01	87,412.01
66000 · Wages, Taxes, Payroll Expenses							
66001 · Payroll Expense	39,804.93	0.00	1,864.82	1,864.82	0.00	41,669.75	41,669.75
66002 · Insurance - Workers Comp	86.82	0.00	4.94	4.94	0.00	91.76	91.76
<b>Total 66000 · Wages, Taxes, Payroll Expenses</b>	39,891.75	0.00	1,869.76	1,869.76	0.00	41,761.51	41,761.51
68300 · Travel and Meetings							
68310 · Conference, Convention, Meeting	1.54	0.00	0.00	0.00	0.00	1.54	1.54
68320 · Travel	27.43	0.00	2.24	2.24	0.00	29.67	29.67
<b>Total 68300 · Travel and Meetings</b>	28.97	0.00	2.24	2.24	0.00	31.21	31.21
<b>Total Expense</b>	44,732.72	85,182.50	4,069.88	89,252.38	0.00	133,985.10	133,985.10
<b>Net Ordinary Income</b>	-0.03	0.00	0.00	0.00	5,282.19	5,282.16	5,282.16
<b>Net Income</b>	<b>-0.03</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>5,282.19</b>	<b>5,282.16</b>	<b>5,282.16</b>

## Kings/Tulare Continuum of Care on Homelessness

## Profit &amp; Loss by Class\_HUD

July 2019 through March 2020

05/04/20

Accrual Basis

	HUD17	HUD18	TOTAL
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>44500 · Grant Income</b>			
44520 · Federal Grants			
44521 · HUD Grants	10,203.98	45,537.01	55,740.99
<b>Total 44520 · Federal Grants</b>	10,203.98	45,537.01	55,740.99
<b>Total 44500 · Grant Income</b>	10,203.98	45,537.01	55,740.99
<b>47200 · Program Income</b>			
47240 · Program Service Fees	0.00	4,250.00	4,250.00
<b>Total 47200 · Program Income</b>	0.00	4,250.00	4,250.00
<b>Total Income</b>	10,203.98	49,787.01	59,990.99
<b>Gross Profit</b>	10,203.98	49,787.01	59,990.99
<b>Expense</b>			
<b>60900 · Business Expenses</b>			
60920 · Business Registration/License	1.96	8.52	10.48
60960 · Business Taxes (Unsecured)	2.88	0.00	2.88
<b>Total 60900 · Business Expenses</b>	4.84	8.52	13.36
<b>62100 · Contract Services</b>			
62110 · Accounting Fees	72.32	1,072.72	1,145.04
62150 · Outside Contract Services	0.00	5,000.00	5,000.00
<b>Total 62100 · Contract Services</b>	72.32	6,072.72	6,145.04
<b>65000 · Operations</b>			
65010 · Books, Subscriptions, Reference	0.34	55.42	55.76
65020 · Postage, Mailing Service	4.78	62.99	67.77
65030 · Printing and Copying	0.00	8.91	8.91
65040 · Supplies	149.47	823.37	972.84
65041 · Software	32.66	350.97	383.63
65052 · Telecommunications	103.27	412.21	515.48
65060 · Equipment	69.82	292.41	362.23
65070 · Hosting Fees	25.31	13.63	38.94
65080 · Bank/Credit Card Service Charges	0.28	4.30	4.58
65090 · Rent	346.83	1,384.58	1,731.41
65091 · Utilities	80.75	201.57	282.32
65093 · Repairs / Maintenance	64.18	216.88	281.06
<b>Total 65000 · Operations</b>	877.69	3,827.24	4,704.93
<b>65100 · Other Types of Expenses</b>			
65110 · Advertising Expenses	7.14	6.88	14.02
65120 · Insurance - Liability, D and O	74.26	296.70	370.96
65150 · Prof. Memberships and Dues	13.48	55.25	68.73
65160 · Other Costs	0.00	7.23	7.23
65170 · Staff Development/Training	6.60	6.36	12.96
65190 · Payroll Service	3.55	14.17	17.72
<b>Total 65100 · Other Types of Expenses</b>	105.03	386.59	491.62
<b>65200 · Program Expenses</b>			
65210 · Equipment/Rentals	10.84	24.55	35.39
<b>Total 65200 · Program Expenses</b>	10.84	24.55	35.39
<b>66000 · Wages, Taxes, Payroll Expenses</b>			
66001 · Payroll Expense	8,380.74	32,849.08	41,229.82
66002 · Insurance - Workers Comp	10.58	81.97	92.55
<b>Total 66000 · Wages, Taxes, Payroll Expenses</b>	8,391.32	32,931.05	41,322.37
<b>68300 · Travel and Meetings</b>			
68310 · Conference, Convention, Meeting	625.86	729.59	1,355.45



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# Kings/Tulare Continuum of Care on Homelessness

05/04/20

## Profit & Loss by Class\_HUD

Accrual Basis

July 2019 through March 2020

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	<u>HUD17</u>	<u>HUD18</u>	<u>TOTAL</u>
68320 · Travel	116.09	1,556.72	1,672.81
Total 68300 · Travel and Meetings	741.95	2,286.31	3,028.26
Total Expense	10,203.99	45,536.98	55,740.97
Net Ordinary Income	-0.01	4,250.03	4,250.02
Net Income	<u>-0.01</u>	<u>4,250.03</u>	<u>4,250.02</u>

**Kings/Tulare Continuum of Care on Homelessness**  
**Profit & Loss by Class\_KTCoC, LMF, Unrestricted**  
 July 2019 through March 2020

	K/T CoC	Landlord Mit...	Unrestricted	TOTAL
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
43300 · Direct Public Grants				
43400 · Direct Public Support				
43450 · Individ, Business Contributions	2,391.86	0.00	0.00	2,391.86
43451 · Fundraising	5,841.15	0.00	0.00	5,841.15
<b>Total 43400 · Direct Public Support</b>	<b>8,233.01</b>	<b>0.00</b>	<b>0.00</b>	<b>8,233.01</b>
<b>Total 43300 · Direct Public Grants</b>	<b>8,233.01</b>	<b>0.00</b>	<b>0.00</b>	<b>8,233.01</b>
46430 · Misc Revenue	474.95	0.00	0.00	474.95
47200 · Program Income				
47230 · Membership Dues	6,300.00	0.00	0.00	6,300.00
47240 · Program Service Fees	2,661.04	0.00	0.00	2,661.04
47250 · Training Fees	1,286.97	0.00	0.00	1,286.97
<b>Total 47200 · Program Income</b>	<b>10,248.01</b>	<b>0.00</b>	<b>0.00</b>	<b>10,248.01</b>
47600 · Interest and Dividends Earned	12.24	171.22	0.00	183.46
<b>Total Income</b>	<b>18,968.21</b>	<b>171.22</b>	<b>0.00</b>	<b>19,139.43</b>
<b>Gross Profit</b>	<b>18,968.21</b>	<b>171.22</b>	<b>0.00</b>	<b>19,139.43</b>
<b>Expense</b>				
60900 · Business Expenses				
60920 · Business Registration/License	74.99	0.00	0.00	74.99
60960 · Business Taxes (Unsecured)	0.01	0.00	0.00	0.01
<b>Total 60900 · Business Expenses</b>	<b>75.00</b>	<b>0.00</b>	<b>0.00</b>	<b>75.00</b>
62100 · Contract Services				
62110 · Accounting Fees	-0.01	0.00	0.00	-0.01
<b>Total 62100 · Contract Services</b>	<b>-0.01</b>	<b>0.00</b>	<b>0.00</b>	<b>-0.01</b>
65000 · Operations				
65010 · Books, Subscriptions, Reference	15.99	0.00	0.00	15.99
65020 · Postage, Mailing Service	-0.02	0.00	0.00	-0.02
65030 · Printing and Copying	-0.01	0.00	0.00	-0.01
65040 · Supplies	239.63	0.00	0.00	239.63
65041 · Software	0.01	0.00	0.00	0.01
65052 · Telecommunications	-0.03	0.00	0.00	-0.03
65060 · Equipment	1,668.19	0.00	0.00	1,668.19
65070 · Hosting Fees	0.03	0.00	0.00	0.03
65080 · Bank/Credit Card Service Charges	65.37	0.00	0.00	65.37
65090 · Rent	0.04	0.00	0.00	0.04
65091 · Utilities	-0.03	0.00	0.00	-0.03
65093 · Repairs / Maintenance	0.00	0.00	0.00	0.00
<b>Total 65000 · Operations</b>	<b>1,989.17</b>	<b>0.00</b>	<b>0.00</b>	<b>1,989.17</b>
65100 · Other Types of Expenses				
65110 · Advertising Expenses	0.00	0.00	0.00	0.00
65120 · Insurance - Liability, D and O	0.01	0.00	0.00	0.01
65150 · Prof. Memberships and Dues	-0.03	0.00	0.00	-0.03
65160 · Other Costs	1,008.53	0.00	0.00	1,008.53
65170 · Staff Development/Training	0.00	0.00	0.00	0.00
65171 · Employee Recognition	431.73	0.00	0.00	431.73
65190 · Payroll Service	-0.07	0.00	0.00	-0.07
<b>Total 65100 · Other Types of Expenses</b>	<b>1,440.17</b>	<b>0.00</b>	<b>0.00</b>	<b>1,440.17</b>
65200 · Program Expenses				
65210 · Equipment/Rentals	-0.01	0.00	0.00	-0.01
65230 · Program Services				
65232 · Housing/Counseling Services				
65232.4 · Move-in Expenses	283.17	0.00	0.00	283.17

**Kings/Tulare Continuum of Care on Homelessness  
Profit & Loss by Class\_KTCoC, LMF, Unrestricted**

05/04/20

Accrual Basis

July 2019 through March 2020

	K/T CoC	Landlord Mit...	Unrestricted	TOTAL
Total 65232 · Housing/Counseling Services	283.17	0.00	0.00	283.17
Total 65230 · Program Services	283.17	0.00	0.00	283.17
65250 · Fundraising Expenses	39.44	0.00	0.00	39.44
Total 65200 · Program Expenses	322.60	0.00	0.00	322.60
66000 · Wages, Taxes, Payroll Expenses				
66001 · Payroll Expense	820.89	0.00	0.00	820.89
66002 · Insurance - Workers Comp	2.89	0.00	0.00	2.89
Total 66000 · Wages, Taxes, Payroll Expenses	823.78	0.00	0.00	823.78
68300 · Travel and Meetings				
68310 · Conference, Convention, Meeting	158.51	0.00	0.00	158.51
68320 · Travel	1.23	0.00	0.00	1.23
Total 68300 · Travel and Meetings	159.74	0.00	0.00	159.74
Total Expense	4,810.45	0.00	0.00	4,810.45
Net Ordinary Income	14,157.76	171.22	0.00	14,328.98
Other Income/Expense				
Other Expense				
90000 · Suspense	0.00	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00
Net Income	<b>14,157.76</b>	<b>171.22</b>	<b>0.00</b>	<b>14,328.98</b>

## Kings/Tulare Continuum of Care on Homelessness

05/04/20

## Profit &amp; Loss by Class\_PHC Accounts

Accrual Basis

July 2019 through March 2020

	PHC Hanford (Project Hom...	PHC Porterville (Project Hom...	PHC Tulare (Project Hom...	PHC Visalia (Project Hom...	Total Proje...	TOTAL
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
43300 · Direct Public Grants						
43330 · Foundation and Trust Grants	1,000.00	0.00	0.00	0.00	1,000.00	1,000.00
43400 · Direct Public Support						
43450 · Individ, Business Contributions	500.00	750.00	2,500.00	1,557.95	5,307.95	5,307.95
43451 · Fundraising	258.75	5,458.75	258.75	1,857.95	7,834.20	7,834.20
<b>Total 43400 · Direct Public Support</b>	<b>758.75</b>	<b>6,208.75</b>	<b>2,758.75</b>	<b>3,415.90</b>	<b>13,142.15</b>	<b>13,142.15</b>
<b>Total 43300 · Direct Public Grants</b>	<b>1,758.75</b>	<b>6,208.75</b>	<b>2,758.75</b>	<b>3,415.90</b>	<b>14,142.15</b>	<b>14,142.15</b>
<b>Total Income</b>	<b>1,758.75</b>	<b>6,208.75</b>	<b>2,758.75</b>	<b>3,415.90</b>	<b>14,142.15</b>	<b>14,142.15</b>
<b>Gross Profit</b>	<b>1,758.75</b>	<b>6,208.75</b>	<b>2,758.75</b>	<b>3,415.90</b>	<b>14,142.15</b>	<b>14,142.15</b>
<b>Expense</b>						
62100 · Contract Services						
62150 · Outside Contract Services	0.00	0.00	0.00	103.35	103.35	103.35
<b>Total 62100 · Contract Services</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>103.35</b>	<b>103.35</b>	<b>103.35</b>
65000 · Operations						
65020 · Postage, Mailing Service	0.00	110.00	0.00	0.00	110.00	110.00
65030 · Printing and Copying	67.52	59.40	59.40	74.80	261.12	261.12
65040 · Supplies	47.02	231.53	0.00	0.00	278.55	278.55
65080 · Bank/Credit CardService Charges	0.44	0.44	0.44	0.45	1.77	1.77
<b>Total 65000 · Operations</b>	<b>114.98</b>	<b>401.37</b>	<b>59.84</b>	<b>75.25</b>	<b>651.44</b>	<b>651.44</b>
65200 · Program Expenses						
65205 · Program Supplies						
65205.1 · Aprons/T-shirts	371.50	799.50	278.75	237.75	1,687.50	1,687.50
65205.2 · Wristbands	0.00	34.93	30.27	0.00	65.20	65.20
65205 · Program Supplies - Other	0.00	0.00	265.53	83.20	348.73	348.73
<b>Total 65205 · Program Supplies</b>	<b>371.50</b>	<b>834.43</b>	<b>574.55</b>	<b>320.95</b>	<b>2,101.43</b>	<b>2,101.43</b>
65210 · Equipment/Rentals	0.00	1,073.80	1,735.00	480.23	3,289.03	3,289.03
65220 · Client Consumables						
65220.1 · Food	489.69	77.01	1,869.40	82.54	2,518.64	2,518.64
65220.2 · Raffle Prizes	0.00	0.00	350.00	0.00	350.00	350.00
65220.3 · Wish List Items	1,691.38	4,579.25	2,393.98	343.32	9,007.93	9,007.93
65220.4 · Laundry Cards	177.00	0.00	0.00	-140.00	37.00	37.00
<b>Total 65220 · Client Consumables</b>	<b>2,358.07</b>	<b>4,656.26</b>	<b>4,613.38</b>	<b>285.86</b>	<b>11,913.57</b>	<b>11,913.57</b>
65230 · Program Services						
65230.3 · Vision Services	0.00	0.00	0.00	0.00	0.00	0.00
65230.6 · Bike Repair Services	0.00	127.10	0.00	0.00	127.10	127.10
65230.7 · Pet Services	0.00	391.58	0.00	0.00	391.58	391.58
65230.8 · Transportation	98.00	0.00	0.00	54.25	152.25	152.25
65233 · Outreach Services	330.00	300.00	0.00	0.00	630.00	630.00
<b>Total 65230 · Program Services</b>	<b>428.00</b>	<b>818.68</b>	<b>0.00</b>	<b>54.25</b>	<b>1,300.93</b>	<b>1,300.93</b>
<b>Total 65200 · Program Expenses</b>	<b>3,157.57</b>	<b>7,383.17</b>	<b>6,922.93</b>	<b>1,141.29</b>	<b>18,604.96</b>	<b>18,604.96</b>
68300 · Travel and Meetings						
68320 · Travel	276.66	316.22	32.19	70.59	695.66	695.66
<b>Total 68300 · Travel and Meetings</b>	<b>276.66</b>	<b>316.22</b>	<b>32.19</b>	<b>70.59</b>	<b>695.66</b>	<b>695.66</b>
<b>Total Expense</b>	<b>3,549.21</b>	<b>8,100.76</b>	<b>7,014.96</b>	<b>1,390.48</b>	<b>20,055.41</b>	<b>20,055.41</b>
<b>Net Ordinary Income</b>	<b>-1,790.46</b>	<b>-1,892.01</b>	<b>-4,256.21</b>	<b>2,025.42</b>	<b>-5,913.26</b>	<b>-5,913.26</b>
<b>Net Income</b>	<b>-1,790.46</b>	<b>-1,892.01</b>	<b>-4,256.21</b>	<b>2,025.42</b>	<b>-5,913.26</b>	<b>-5,913.26</b>

**Kings/Tulare Continuum of Care on Homelessness**  
**Profit & Loss\_Anthem Blue Cross Flex MVP Client Grant**  
**July 2019 through March 2020**

	<u>Anthem Blue Cr...</u>	<u>TOTAL</u>
Ordinary Income/Expense		
Income		
44500 · Grant Income	22,128.34	22,128.34
49900 · Uncategorized Income	10,000.00	10,000.00
Total Income	<u>32,128.34</u>	<u>32,128.34</u>
Gross Profit	32,128.34	32,128.34
Expense		
65200 · Program Expenses		
65230 · Program Services		
65232 · Housing/Counseling Services		
65232.1 · Security Deposit	5,767.70	5,767.70
65232.2 · Utility Deposit	1,437.85	1,437.85
65232.3 · Application Fee	345.00	345.00
65232.4 · Move-in Expenses	11,427.29	11,427.29
65232.5 · Rental Assistance	2,141.40	2,141.40
65232 · Housing/Counseling Services - Other	992.00	992.00
Total 65232 · Housing/Counseling Services	<u>22,111.24</u>	<u>22,111.24</u>
Total 65230 · Program Services	<u>22,111.24</u>	<u>22,111.24</u>
Total 65200 · Program Expenses	22,111.24	22,111.24
65232.6 · Bank/Service/Convenience fees	17.10	17.10
Total Expense	<u>22,128.34</u>	<u>22,128.34</u>
Net Ordinary Income	10,000.00	10,000.00
Net Income	<u><u>10,000.00</u></u>	<u><u>10,000.00</u></u>

## Kings/Tulare Continuum of Care on Homelessness

## Check Run

05/04/20

March 2020

Accrual Basis

Type	Date	Num	Name	Memo	Amount	Balance
<b>10200 - CVCB Checking</b>						721,595.16
Bill Pmt -Check	03/01/2020	3102	Proteus, Inc.		-1,441.00	720,154.16
Paycheck	03/02/2020	3103	Anthony Johnson		-295.27	719,858.89
Liability Check	03/03/2020	EFT	QuickBooks Payroll Service	Created by Payroll Servi...	-9,678.81	710,180.08
Liability Check	03/03/2020	3104	TransAmerica	February IRA Payment	-927.68	709,252.40
Check	03/03/2020	EFT	Stamps.com		-14.00	709,238.40
Check	03/04/2020	EFT	Lowe's		-38.41	709,199.99
Check	03/06/2020	EFT	Ron Mauer		-447.00	708,752.99
Check	03/06/2020	EFT	USPS - United States Post...		-1.25	708,751.74
Bill Pmt -Check	03/09/2020	3108	Hyperion Data LLC	PIT software 4/20/20 - 3...	-3,000.00	705,751.74
Bill Pmt -Check	03/10/2020	3105	Leonard Hansen		-127.10	705,624.64
Bill Pmt -Check	03/10/2020	3106	Proteus, Inc.		-49.99	705,574.65
Bill Pmt -Check	03/10/2020	3107	Ronald Nogues		-1,444.43	704,130.22
Bill Pmt -Check	03/10/2020	3109	Janitorial Building Images, ...		-225.00	703,905.22
Bill Pmt -Check	03/10/2020	3110	Richard Gilbuena		-200.00	703,705.22
Bill Pmt -Check	03/10/2020	3111	Sequoia Commons		-608.00	703,097.22
Bill Pmt -Check	03/10/2020	3112	Smith, Machael - Vendor	Per diem reimbursement	-107.25	702,989.97
Liability Check	03/10/2020	E-pay	Employment Development ...	047-7257-0 QB Tracking...	-1,072.75	701,917.22
Liability Check	03/10/2020	E-pay	United States Treasury	27-0522489 QB Trackin...	-5,993.42	695,923.80
Check	03/11/2020	3113	Cash	Replenish petty cash	-36.34	695,887.46
Deposit	03/11/2020			Deposit	3,001.17	698,888.63
Check	03/11/2020	EFT	Smart & Final		-21.36	698,867.27
Check	03/11/2020	EFT	USPS - United States Post...		-2.50	698,864.77
Bill Pmt -Check	03/12/2020	EFT	Southern California Edison	2-36-751-4411	-91.75	698,773.02
Bill Pmt -Check	03/12/2020	EFT	Southern California Edison	2-36-751-4411	-280.00	698,493.02
Check	03/12/2020	3114	Machael Smith		-74.00	698,419.02
Bill Pmt -Check	03/13/2020	EFT	SoCalGas	Account 013 916 5218 5	-106.13	698,312.89
Liability Check	03/18/2020		QuickBooks Payroll Service	Created by Payroll Servi...	-9,197.25	689,115.64
Bill Pmt -Check	03/19/2020	3115	St Paul's Episcopal Church		-103.35	689,012.29
Deposit	03/23/2020			Deposit	2,869.58	691,881.87
Deposit	03/23/2020			Deposit	5,459.70	697,341.57
Bill Pmt -Check	03/24/2020	3116	Cen Cal Distributing		-10.50	697,331.07
Check	03/24/2020	EFT	Bank of the Sierra Visa	4798510052452683	-8,284.37	689,046.70
Bill Pmt -Check	03/26/2020	3117	Kings United Way - Vendor		-7,484.01	681,562.69
Deposit	03/31/2020			Deposit	40,363.08	721,925.77
Liability Check	03/31/2020	EFT	Anthem Blue Cross	March health insurance ...	-1,016.06	720,909.71
Deposit	03/31/2020			Interest	24.73	720,934.44
Total 10200 - CVCB Checking					-660.72	720,934.44
<b>TOTAL</b>					<b>-660.72</b>	<b>720,934.44</b>

Board of Directors  
Nominating Slate

## Board of Directors Nominating Slate

1. Suzy Ward
2. Lateena Ling
3. Becky Huber
4. Marisol De La Vega Cardoso
5. Chaz Felix
6. Nate Henry
7. Esam Abed
8. Geno Robledo
9. Rosalinda Guzman, Youth/Consumer
10. Janet Paine