The Budget Narrative should provide detailed information and calculations supporting the amount allocated for each budget line item. Please detail all mathematical computations for each line item. Show how the total dollar amount was derived, e.g., the annual salary for each position multiplied by the FTE, the number of square feet of office space to be utilized multiplied by the rate per square foot, the cost per month for insurance multiplied by the number of months in the contract term, etc. For the Salaries and Benefits section, list the position, a brief sentence of the position's responsibilities, the full-time equivalent (FTE), the percentage of FTE allocated to the activity, the salary per month, the salary per annum, and the mathematical computation used to arrive at the total dollar amount.

Salaries and Benefits, Operating Expense and Capital Expenditure are direct costs and must be clearly and easily attributable to a specific program.

The Cost Allocation Plan is required. Respondents must follow the City's cost allocation guidelines for nonprofit contractors, which largely follow those described by Generally Accepted Accounting Principles (GAAP) and in Federal OMB Circular A-122. The plan should include how indirect costs were calculated.

Indirect rates are not allowable on subcontractor indirect expenditures, capital expenditures, aid payments, other direct voucher payments, or any stipend, subsidy or expense paid on behalf of a client (i.e, security deposit, rental payment assistance, transportation vouchers, etc.). These examples are not intended to be a comprehensive list. If an organization is uncertain whether indirect costs can be applied to a particular expense, it should consult with the HSA Contract Manager.

If applicable, attach a separate detailed Subcontracting budget using the standard HSA format if there is a Subcontractor arrangement made under the terms of the contract. Provide a brief explanation of the subcontracting arrangement, as well as a budget breakdown. Please note, the total subcontractor budget amount should appear on the Operating Expense Detail sheet under the Subcontractor section.

No contract funds should be used for anyone that is lobbying.

Project income is donation from participants for services rendered. Project income must be used to enhance the programs from which it was derived. Nutrition program donations are to be expended for food costs first, then other nutrition program operating costs.

Volunteers: For food service volunteers use San Francisco's minimum wage \$14 per hour (effective July 2017) to calculate their market value. For professionals, use the market rate for calculation.

Budget Summary page, Nutrition Compliance (row 30): Enter total amount requested in the Nutrition Compliance budget submitted by your agency. Leave blank if your agency is planning to meet Nutrition Compliance through DAAS contracted nutrition consultant and explain this in the budget narrative.

Cells with Red color triangle (top right corner) has notes/instructions. Hover over the cell with your mouse to read the notes.

## HUMAN SERVICES AGENCY - DEPARTMENT OF AGING AND ADULT SERVICES BUDGET NARRATIVE

| Grantee's Name: | 7/1/17 - 6/30/20 |
|-----------------|------------------|

Document Date: August 2020

## **HUMAN SERVICES AGENCY - DEPARTMENT OF AGING AND ADULT SERVICES BUDGET PROPOSAL FORMS**

Grantee's Name: Meals on Wheels San Francisco

| (Check One) New Renewal                               | Modification '                               | Y  |  |                     |                                       |
|---|--|--|--|---------------------|---------------------------------------|
| Effective Date of Mod: No. of                         |  | <b>`</b>                                     |  |                     |                                       |
| Program: HDM-AWD                                      | Wod.   |  |  |                     | Grant Term                            |
| Annual #Meals Contracted                              | 240,525                                      | 279,043                                      | 247,775                                      | 140,037             | 767,343                               |
| Program Term  | 7/1/17-6/30/18                               | 7/1/18-6/30/19                               | 7/1/19-6/30/20                               | 7/1/20-12/31/20     | 7/1/17-6/30/20                        |
| DAAS Expenditures                                     | 1,1,11 0,00,10                               | 1,1,10 0,00,10                               | ., .,  | ., .,               | .,,, 0,00,20                          |
| Salaries & Benefits                                   | \$281,469                                    | \$332,395                                    | \$470,319                                    | \$387,064           | \$1,471,247                           |
| Operating Expense                                     | \$815,327                                    | \$970,738                                    | \$721,506                                    | \$286,513           | \$2,794,084                           |
| Subtotal  | \$1,096,796                                  | \$1,303,133                                  | \$1,191,825                                  | \$673,577           | \$4,265,331                           |
| Indirect Percentage (max 10%)                         | ψ.,σσσ,.σσ                                   | ψ.,σσσ,.σσ                                   | ψ.,.σ.,σ=σ                                   | ψο. ο,σ             | ψ.,200,00.                            |
| Indirect Cost   |  |  |  |                     |                                       |
| Capital Expenditure                                   |  |  |  |                     |                                       |
| COVID OTO   |  |  | \$42,212                                     |                     | \$42,212                              |
| TOTAL DAAS EXPENDITURES                               | \$1,096,796                                  | \$1,303,133                                  | \$1,234,037                                  | \$673,577           | \$4,307,543                           |
|   | <b>,</b> ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | <b>,</b> , , , , , , , , , , , , , , , , , , | <b>,</b> , , , , , , , , , , , , , , , , , , | , and a second      | , , , , , , , , , , , , , , , , , , , |
| Non-DAAS Expenditures                                 |  |  |  |                     |                                       |
| Salaries & Benefits                                   | \$184,752                                    | \$160,472                                    | \$126,938                                    | \$63,473            | \$535,635                             |
| Operating Expense                                     | \$265,125                                    | \$312,988                                    | \$276,984                                    | \$138,495           | \$993,592                             |
| Indirect Expense                                      | \$119,332                                    | \$140,340                                    | Ψ=: =,== :                                   | <b>4</b> 100, 100   | \$259,672                             |
| Capital Expenditure                                   | + -/   | ¥ -7   |  |                     | */-                                   |
| TOTAL Non-DAAS EXPENDITURES                           | \$569,209                                    | \$613,800                                    | \$403,922                                    | \$201,968           | \$1,788,899                           |
|   |  |  |  |                     |                                       |
| TOTAL DAAS & Non-DAAS                                 |  |  |  |                     |                                       |
| EXPENDITURES  | \$1,666,005                                  | \$1,916,933                                  | \$1,637,959                                  | \$875,545           | \$6,096,441                           |
|   |  |  |  |                     |                                       |
| HSA-DAAS Revenues                                     |  |  |  |                     |                                       |
| Meals, Local Fund                                     | \$1,096,796                                  | \$1,303,133                                  | \$1,191,825                                  | \$673,577           | \$4,265,331                           |
| COVID OTO   |  |  | \$42,212                                     |                     | \$42,212                              |
|   |  |  |  |                     |                                       |
|   |  |  |  |                     |                                       |
|   |  |  |  |                     |                                       |
| TOTAL HSA-DAAS REVENUES                               | \$1,096,796                                  | \$1,303,133                                  | \$1,234,037                                  | \$673,577           | \$4,307,543                           |
| PER MEAL COST, HSA-DAAS                               | <i>\$4.56</i>                                | \$4.67                                       | \$4.81                                       | \$4.81              | \$5.61                                |
| Per MEAL & COMPLIANCE COST                            | \$4.56                                       | \$4.67                                       | \$4.98                                       | \$4.81              | \$5.61                                |
|   |  |  |  |                     |                                       |
| Non-DAAS Revenues                                     |  |  |  |                     |                                       |
| Project Income  |  |  |  |                     |                                       |
| Agency Cash - Fundraising                             | \$433,362                                    | \$495,806                                    | \$285,928                                    | \$142,967           | \$1,358,063                           |
| Agency In-Kind Volunteer                              | \$135,847                                    | \$117,994                                    | \$117,994                                    | \$59,001            | \$430,836                             |
| Nutrition Compliance Revenues                         |  |  |  |                     |                                       |
|   |  |  |  |                     |                                       |
| TOTAL NON HSA-DAAS REVENUES                           | \$569,209                                    | \$613,800                                    | \$403,922                                    | \$201,968           | \$1,788,899                           |
| PER MEAL COST, NON HSA-DAAS                           | \$2.37                                       | \$2.20                                       | \$1.63                                       | \$1.44              | \$2.33                                |
| TOTAL REVENUES  | \$1,666,005                                  | \$1,916,933                                  | \$1,637,959                                  | \$875,545           | \$6,096,442                           |
| PER MEAL COST, TOTAL                                  | \$1,666,005                                  | \$1,916,933                                  | \$1,637,959                                  | \$875,545<br>\$6.25 | \$6,096,442                           |
|   | Ф0.93  | φο.87  | φο.01  | φυ.25               | φ1.94                                 |
| Full Time Equivalent (FTE)                            |  |  | Dota   |                     | 8/3/2020                              |
| Prepared by: Patrick Schmalz HSA-CO Review Signature: |  |  | Date:  |                     | 0/3/2020                              |
| HSA #1  |  |  | Date.  |                     | orm Rev. 12/22/16                     |
| 110A #1   |  |  |  |                     | UIIII NEV. 12/22/16                   |

## Salaries & Benefits Detail

| Salaries & Benefits Detail   |  |  |  |  |   |  |   |   |   |
|--|--|--|--|--|---|--|---|---|---|
| H.S.A-DAAS   | Agency Totals For DAAS Nutrition DAAS Program  |  |  |  |   |  |   |   |   |
| II.O.A-DAAO  | Annual Full  | otais  | TOIDAAC  | TVUITION   |   |  | DAAO I Togram   |   |   |
|  | Time Salary for  | Total %  | % Nutr Prog  | Adjusted   |   |  |   |   |   |
| POSITION TITLE and NAME  | FTE  | FTE  | (b)  | Nutr FTE   | 7/1/17-6/30/18  | 7/1/18-6/30/19   | 7/1/19-6/30/20  | 7/1/20-12/31/20   | 7/1/17-6/30/20  |
| Drivers (35)   | \$39,634   | 3300%  | 9.99%  | 3.30   | \$113,779   | \$134,363  | \$151,659   | \$138,533   | \$538,334   |
| Driver Mgr   | \$82,601   | 100%   | 8.02%  | 0.08   | \$7,201   | \$8,504  | \$7,261   | \$6,625   | \$29,591  |
| Sr. Ops Mgr  | \$95,000   | 100%   | 8.02%  | 0.08   | \$7,866   | \$9,290  | \$8,351   | \$7,619   | \$33,126  |
| Wait List Mgr  | \$77,134   | 100%   | 8.02%  | 0.08   | \$6,252   | \$7,384  | \$6,009   | \$6,186   | \$25,831  |
| Customer Service Lead  | \$60,569   | 100%   | 13.63%   | 0.14   | \$4,526   | \$5,345  | \$7,041   | \$8,256   | \$25,168  |
| Client Starts Lead Special Delivery Lead   | \$77,134<br>\$51,002   | 100%<br>100%   | 8.02%<br>8.02%   | 0.08   | \$4,424<br>\$5,790  | \$5,224<br>\$6,838   | \$10,637<br>\$7,033   | \$6,186<br>\$4,090  | \$26,471<br>\$23,751  |
| Safety Board Lead  | \$50,000   | 100%   | 8.02%  | 0.08   | \$5,790   | Φ0,030   | \$6,895   | \$4,090   | \$10,905  |
| Chief Prog Off   | \$140,400  | 100%   | 8.02%  | 0.08   | \$12,857  | \$15,184   | \$15,486  | \$11,260  | \$54,787  |
| SalesForce Administrator   | \$100,000  | 100%   | 6.81%  | 0.07   | ψ12,001   | ψ.ο,.ο.  | \$11,720  | \$6,810   | \$18,530  |
| Chief Gov Off  | \$144,427  | 100%   | 4.77%  | 0.05   | \$10,263  | \$12,119   | \$14,385  | \$6,889   | \$43,656  |
| Fleet & Facilities Dir   | \$110,880  | 100%   | 4.77%  | 0.05   | \$4,931   | \$5,823  | \$11,044  | \$5,289   | \$27,087  |
| Maintenance  | \$55,000   | 100%   | 4.77%  | 0.05   | \$2,638   | \$3,115  | \$5,478   | \$2,623   | \$13,854  |
| Maintenance  | \$39,520   | 100%   | 4.77%  | 0.05   |   |  | \$3,936   | \$1,885   | \$5,821   |
| Maintenance  | \$39,520   | 100%   | 4.77%  | 0.05   |   |  | \$3,936   | \$1,885   | \$5,821   |
| Volunteer Mgr  | \$62,946   | 100%   | 13.63%   | 0.14   | \$5,295   | \$6,253  | \$7,377   | \$8,580   | \$27,505  |
| Volunteer Coordinator  | \$52,749   | 100%   | 13.63%   | 0.14   | \$5,295   | \$6,253  | \$6,182   | \$7,190   | \$24,920  |
| Volunteer Coordinator  | \$50,000   | 100%   | 13.63%   | 0.14   | <b>*</b>  | <b>*</b>   | \$5,860   | \$6,815   | \$12,675  |
| Volunteer Director   | \$93,555   | 100%   | 13.63%   | 0.14   | \$7,500   | \$8,858  | \$10,965  | \$12,752  | \$40,075  |
| HR Manager   | \$80,500<br>\$81,120   | 100%<br>100%   | 4.77%  | 0.05<br>0.05   | ¢2 E70  | ¢4.004   | \$8,018<br>\$8,080  | \$3,840   | \$11,858<br>\$10,740  |
| HR Manager<br>HR Director  | \$81,120<br>\$108,832  | 100%   | 4.77%<br>4.77%   | 0.05   | \$3,576<br>\$1,983  | \$4,224<br>\$2,343   | \$8,080   | \$3,869<br>\$5,191  | \$19,749<br>\$20,357  |
| Communications Director  | \$108,832  | 100%   | 4.77%  | 0.05   | \$1,833   | \$2,343  | \$10,840  | \$5,191   | \$20,357<br>\$19.463  |
| Digital Marketing Manager  | \$72,000   | 100%   | 4.77%  | 0.05   | \$952   | \$1,125  | \$7,171   | \$3,434   | \$12,682  |
| CEO  | \$205,000  | 100%   | 4.77%  | 0.05   | ****  | ¥ 1,1 = 4  | <b>4</b> 1,111  | \$9,779   | \$9,779   |
| TOTAL  | \$2,074,522  | 5700%  | 194%   | 5.13   | \$206,961   | \$244,408  | \$345,822   | \$284,605   | \$1,081,796   |
|  |  |  |  |  |   |  |   |   |   |
| FRINGE BENEFIT RATE  | 36.0%  |  |  |  | 36%   | 36%  | 36%   |   |   |
| EMPLOYEE FRINGE BENEFITS   | \$746,828  |  |  |  | \$74,508  | \$87,987   | \$124,497   | \$102,459   | \$389,451   |
| TOTAL DAAS SALARIES &  |  |  |  |  |   |  |   |   |   |
| BENEFITS   | \$2,821,350  |  |  |  | \$281,469   | \$332,395  | \$470,319   | \$387,064   | \$1,471,247   |
|  |  | otolo.   | For DA   | looM 2   | \$281,469   | \$332,395  |   | \$387,064   | \$1,471,247   |
| BENEFITS  Non - DAAS   | Agency T   | otals  | For DAA  | AS Meal  | \$281,469   | \$332,395  | \$470,319<br>Non-DAAS   | \$387,064   | \$1,471,247   |
|  | Agency T<br>Annual Full  |  |  |  | \$281,469   | \$332,395  |   | \$387,064   | \$1,471,247   |
|  | Agency T   | Total % FTE (a)  | For DAA<br>% Nutr Prog<br>(b)  | AS Meal  Adjusted  Nutr FTE  | \$281,469<br>7/1/17-6/30/18   | \$332,395<br>7/1/18-6/30/19  |   | \$387,064<br>7/1/20-12/31/20  | \$1,471,247   |
| Non - DAAS   | Agency T<br>Annual Full<br>Time Salary for   | Total %  | % Nutr Prog  | Adjusted   |   |  | Non-DAAS  |   |   |
| Non - DAAS POSITION TITLE and NAME   | Agency T<br>Annual Full<br>Time Salary for<br>FTE  | Total %<br>FTE (a)   | % Nutr Prog<br>(b)   | Adjusted<br>Nutr FTE   | 7/1/17-6/30/18  | 7/1/18-6/30/19   | Non-DAAS<br>7/1/19-6/30/20  | 7/1/20-12/31/20   | 7/1/17-6/30/20  |
| Non - DAAS  POSITION TITLE and NAME  Drivers (35)  | Agency T Annual Full Time Salary for FTE \$1,387,188   | Total %<br>FTE (a)<br>3300%<br>100%  | % Nutr Prog<br>(b)   | Adjusted<br>Nutr FTE   | 7/1/17-6/30/18<br>\$90,860  | 7/1/18-6/30/19<br>\$64,871   | Non-DAAS<br>7/1/19-6/30/20  | 7/1/20-12/31/20   | 7/1/17-6/30/20<br>\$215,182   |
| Non - DAAS  POSITION TITLE and NAME  Drivers (35)  Driver Mgr  Sr. Ops Mgr  Wait List Mgr  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134  | Total %<br>FTE (a)<br>3300%<br>100%<br>100%  | % Nutr Prog<br>(b)<br>15.70%   | Adjusted<br>Nutr FTE<br>0.33   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139   | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526  | Non-DAAS<br>7/1/19-6/30/20<br>\$39,634  | 7/1/20-12/31/20<br>\$19,817   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665  |
| Non - DAAS  POSITION TITLE and NAME  Drivers (35)  Driver Mgr  Sr. Ops Mgr  Wait List Mgr  Customer Service Lead   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569   | Total %<br>FTE (a)<br>3300%<br>100%<br>100%<br>100%                                | % Nutr Prog<br>(b)   | Adjusted<br>Nutr FTE   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549  | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829   | Non-DAAS<br>7/1/19-6/30/20  | 7/1/20-12/31/20   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259   |
| Non - DAAS  POSITION TITLE and NAME  Drivers (35)  Driver Mgr  Sr. Ops Mgr  Wait List Mgr  Customer Service Lead  Client Starts Lead   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134  | Total % FTE (a) 3300% 100% 100% 100% 100%  | % Nutr Prog<br>(b)<br>15.70%   | Adjusted<br>Nutr FTE<br>0.33   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512   | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787  | Non-DAAS<br>7/1/19-6/30/20<br>\$39,634  | 7/1/20-12/31/20<br>\$19,817   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299  |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002   | Total %<br>FTE (a)<br>3300%<br>100%<br>100%<br>100%<br>100%<br>100%                | % Nutr Prog<br>(b)<br>15.70%   | Adjusted<br>Nutr FTE<br>0.33   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549  | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829   | Non-DAAS<br>7/1/19-6/30/20<br>\$39,634  | 7/1/20-12/31/20<br>\$19,817   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259   |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000  | Total %<br>FTE (a)<br>3300%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100%        | % Nutr Prog<br>(b)<br>15.70%   | Adjusted<br>Nutr FTE<br>0.33   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979  | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787<br>\$2,338   | Non-DAAS<br>7/1/19-6/30/20<br>\$39,634  | 7/1/20-12/31/20<br>\$19,817   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317   |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400  | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog<br>(b)<br>15.70%   | Adjusted<br>Nutr FTE<br>0.33   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512   | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787  | Non-DAAS<br>7/1/19-6/30/20<br>\$39,634  | 7/1/20-12/31/20<br>\$19,817   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299  |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$100,000  | Total %<br>FTE (a)<br>3300%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100 | % Nutr Prog (b) 15.70% 2.07%   | Adjusted<br>Nutr FTE<br>0.33   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979  | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787<br>\$2,338   | Non-DAAS  7/1/19-6/30/20 \$39,634  \$1,254  | 7/1/20-12/31/20<br>\$19,817<br>\$627  | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317   |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400  | Total %<br>FTE (a)<br>3300%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100 | % Nutr Prog (b) 15.70% 2.07% 1.76%   | Adjusted<br>Nutr FTE<br>0.33   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399   | 7/1/18-6/30/19<br>\$4,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787<br>\$2,338<br>\$5,194   | Non-DAAS  7/1/19-6/30/20 \$39,634  \$1,254  | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317<br>\$9,593  |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$100,000 \$144,427  | Total %<br>FTE (a)<br>3300%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100 | % Nutr Prog (b) 15.70% 2.07%   | Adjusted<br>Nutr FTE<br>0.33<br>0.02   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979  | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787<br>\$2,338   | Non-DAAS  7/1/19-6/30/20 \$39,634  \$1,254  | 7/1/20-12/31/20<br>\$19,817<br>\$627  | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317   |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off Sales Force Administrator Chief Gov Off Fleet & Facilities Dir   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$140,400 \$110,000 \$144,427 \$110,880  | Total %<br>FTE (a)<br>3300%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100%<br>100 | % Nutr Prog (b) 15.70% 2.07% 1.76% 1.76%   | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90.860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688   | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787<br>\$2,338<br>\$5,194<br>\$4,146<br>\$1,992  | Non-DAAS  7/1/19-6/30/20 \$39,634  \$1,254  \$2,542 \$1,951   | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976  | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317<br>\$9,593  |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$100,000 \$144,427 \$110,880 \$55,000   | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 1.76% 1.76% 1.76%   | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90.860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688   | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787<br>\$2,338<br>\$5,194<br>\$4,146<br>\$1,992  | Non-DAAS  7/1/19-6/30/20 \$39,634  \$1,254  \$2,542 \$1,951 \$968   | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317<br>\$9,593<br>\$11,470<br>\$6,607<br>\$3,420  |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$100,000 \$144,427 \$110,880 \$55,000 \$39,520  | Total % FTE (a)  3300% 100% 100% 100% 100% 100% 100% 10                            | % Nutr Prog (b) 15.70% 2.07% 1.76% 1.76% 1.76% 1.76%   | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90.860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688   | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787<br>\$2,338<br>\$5,194<br>\$4,146<br>\$1,992  | Non-DAAS  7/1/19-6/30/20 \$39,634  \$1,254  \$2,542 \$1,951 \$968 \$696   | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348  | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,299<br>\$4,317<br>\$9,593<br>\$11,470<br>\$6,607<br>\$3,420<br>\$1,044  |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off Sales Force Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Wolunteer Mgr Volunteer Coordinator   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$1100,000 \$144,427 \$110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749  | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76% 2.07% 2.07%                                     | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903  | 7/1/18-6/30/19<br>\$64,871<br>\$2,908<br>\$3,177<br>\$2,526<br>\$1,829<br>\$1,787<br>\$2,338<br>\$5,194<br>\$4,146<br>\$1,992<br>\$1,065   | \$1,254<br>\$1,254<br>\$2,542<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092  | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$652<br>\$546   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317<br>\$9,593<br>\$11,470<br>\$6,607<br>\$3,420<br>\$1,044<br>\$1,044<br>\$5,903<br>\$5,586  |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off Sales Force Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Coordinator Volunteer Coordinator   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$100,000 \$1140,400 \$110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749  | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07%                                     | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903  | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$55,194 \$4,146 \$1,992 \$1,065   | \$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035  | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$652<br>\$546<br>\$518  | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317<br>\$9,593<br>\$11,470<br>\$6,607<br>\$3,420<br>\$1,044<br>\$1,044<br>\$5,903<br>\$5,586<br>\$1,553                             |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Coordinator Volunteer Coordinator Volunteer Director   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$100,000 \$144,427 \$110,880 \$55,000 \$39,520 \$39,520 \$39,520 \$50,000 \$140,407 \$10,000 \$144,427 \$110,880  | Total % FTE (a)  3300% 100% 100% 100% 100% 100% 100% 10                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07%                                     | 0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903  | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065  | \$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937   | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$652<br>\$546<br>\$518<br>\$969   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317<br>\$9,593<br>\$11,470<br>\$6,607<br>\$3,420<br>\$1,044<br>\$1,044<br>\$5,930<br>\$5,586<br>\$1,553<br>\$8,501                  |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Coordinator Volunteer Coordinator Volunteer Director HR Manager  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$1100,000 \$144,427 \$110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500   | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76%                         | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903  | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138  | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,937<br>\$1,417  | \$1,271<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$5652<br>\$518<br>\$969<br>\$709  | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$3,299<br>\$4,317<br>\$9,593<br>\$11,470<br>\$6,607<br>\$3,420<br>\$1,044<br>\$5,903<br>\$5,586<br>\$1,553<br>\$8,501                             |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Coordinator Volunteer Director HR Manager HR Manager   | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$1100,000 \$144,420 \$1110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500  | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76%                   | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903<br>\$1,810<br>\$1,810<br>\$2,566   | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$2,138 \$3,029  | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937<br>\$1,417<br>\$1,428  | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$652<br>\$548<br>\$548<br>\$969<br>\$709   | 7/1/17-6/30/20<br>\$215,182<br>\$5,371<br>\$5,868<br>\$4,665<br>\$5,259<br>\$4,317<br>\$9,593<br>\$11,470<br>\$6,607<br>\$3,420<br>\$1,044<br>\$1,044<br>\$5,903<br>\$5,586<br>\$1,553<br>\$8,501<br>\$2,126<br>\$4,809       |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Coordinator Volunteer Coordinator Volunteer Director HR Manager HR Manager HR Manager  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$100,000 \$144,427 \$110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500 \$81,120 \$108,832   | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76%             | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18 \$90,860 \$2,463 \$2,691 \$2,139 \$1,549 \$1,519 \$1,979 \$4,399 \$3,511 \$1,688 \$903 \$1,810 \$1,810 \$1,810 \$1,810 \$2,566 \$1,223 \$678   | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$2,138 \$3,029 \$1,444 \$800                                    | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,035<br>\$1,037<br>\$1,417<br>\$1,428<br>\$1,915  | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$11,271<br>\$976<br>\$484<br>\$348<br>\$652<br>\$546<br>\$518<br>\$969<br>\$709<br>\$714   | 7/1/17-6/30/20 \$215,182 \$5,371 \$5,868 \$4,665 \$5,259 \$3,299 \$4,317  \$9,593 \$11,470 \$6,607 \$3,420 \$1,044 \$1,044 \$5,903 \$5,586 \$1,553 \$8,501 \$2,126 \$4,809 \$4,351  |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Mgr Volunteer Coordinator Volunteer Director HR Manager HR Director Communications Director  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$140,400 \$144,427 \$110,880 \$55,000 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500 \$81,120 \$108,832 \$105,000  | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76% 1.76%       | Adjusted<br>Nutr FTE  0.33  0.02 | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903<br>\$1,810<br>\$1,810<br>\$1,810<br>\$1,825<br>\$666   | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,1776 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$3,029 \$1,444 \$8800 \$739                                    | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937<br>\$1,417<br>\$1,428<br>\$1,915<br>\$1,848  | \$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$652<br>\$546<br>\$518<br>\$969<br>\$709<br>\$714<br>\$958<br>\$924   | 7/1/17-6/30/20 \$215,182 \$5,371 \$5,868 \$4,665 \$5,259 \$3,299 \$4,317 \$9,593 \$11,470 \$6,607 \$3,420 \$1,044 \$5,903 \$5,586 \$1,553 \$8,501 \$2,126 \$4,809 \$4,351 \$4,137   |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Coordinator Volunteer Coordinator Volunteer Director HR Manager HR Manager HR Manager HR Director Communications Director Digital Marketing Manager                        | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$110,400 \$110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500 \$81,120 \$81,120 \$108,832 \$108,832 \$108,000 \$72,000   | Total % FTE (a)  3300% 100% 100% 100% 100% 100% 100% 10                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76% 1.76% 1.76% | Adjusted<br>Nutr FTE  0.33  0.02 | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,549<br>\$1,579<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903<br>\$1,810<br>\$1,810<br>\$1,223<br>\$678<br>\$626   | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$3,029 \$1,444 \$8400 \$7739 \$385                              | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937<br>\$1,417<br>\$1,428<br>\$1,915<br>\$1,937  | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$652<br>\$546<br>\$518<br>\$969<br>\$709<br>\$714<br>\$958<br>\$924                                     | 7/1/17-6/30/20 \$215,182 \$5,371 \$5,868 \$4,665 \$5,259 \$3,299 \$4,317 \$9,593 \$11,470 \$6,607 \$3,420 \$1,044 \$1,044 \$5,903 \$5,586 \$1,553 \$8,501 \$2,126 \$4,809 \$4,351 \$4,137 \$2,612                             |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Mgr Volunteer Coordinator Volunteer Director HR Manager HR Director Communications Director  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$1100,000 \$144,427 \$110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500 \$81,120 \$108,832 \$105,000 \$72,000 \$205,000   | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76% 1.76%       | Adjusted<br>Nutr FTE  0.33  0.02 | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903<br>\$1,810<br>\$1,810<br>\$1,810<br>\$1,825<br>\$666   | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,1776 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$3,029 \$1,444 \$8800 \$739                                    | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937<br>\$1,417<br>\$1,428<br>\$1,915<br>\$1,848  | \$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$652<br>\$546<br>\$518<br>\$969<br>\$709<br>\$714<br>\$958<br>\$924   | 7/1/17-6/30/20 \$215,182 \$5,371 \$5,868 \$4,665 \$5,259 \$3,299 \$4,317 \$9,593 \$11,470 \$6,607 \$3,420 \$1,044 \$5,903 \$5,586 \$1,553 \$8,501 \$2,126 \$4,809 \$4,351 \$4,137   |
| Non - DAAS  POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Coordinator Volunteer Coordinator Volunteer Director HR Manager HR Director Communications Director Digital Marketing Manager CEO  | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$1100,000 \$144,427 \$110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500 \$81,120 \$108,832 \$105,000 \$72,000 \$205,000   | Total % FTE (a)  3300% 100% 100% 100% 100% 100% 100% 10                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76% 1.76% 1.76% | Adjusted<br>Nutr FTE  0.33  0.02 | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,549<br>\$1,579<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903<br>\$1,810<br>\$1,810<br>\$1,223<br>\$678<br>\$626   | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$3,029 \$1,444 \$8400 \$7739 \$385                              | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937<br>\$1,417<br>\$1,428<br>\$1,267<br>\$3,608  | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$652<br>\$546<br>\$518<br>\$969<br>\$709<br>\$714<br>\$924<br>\$634<br>\$1,804                          | 7/1/17-6/30/20 \$215,182 \$5,371 \$5,868 \$4,665 \$5,259 \$3,299 \$4,317 \$9,593 \$11,470 \$6,607 \$3,420 \$1,044 \$5,003 \$5,586 \$1,553 \$8,501 \$2,126 \$4,809 \$4,317 \$2,612 \$34,015                                    |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Wolunteer Mgr Volunteer Coordinator Volunteer Coordinator Volunteer Director HR Manager HR Director Communications Director Digital Marketing Manager CEO Adjustment to tie to Sarah Chan email                            | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$1100,000 \$144,427 \$110,880 \$55,000 \$39,520 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500 \$81,120 \$108,832 \$105,000 \$72,000 \$205,000 of 4/22/20                                  | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76% 1.76% 1.76%       | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18<br>\$90,860<br>\$2,463<br>\$2,691<br>\$2,139<br>\$1,549<br>\$1,512<br>\$1,979<br>\$4,399<br>\$3,511<br>\$1,688<br>\$903<br>\$1,810<br>\$1,810<br>\$1,223<br>\$678<br>\$626<br>\$326<br>\$326                                   | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$2,138 \$3,029 \$1,444 \$800 \$739 \$385 \$15,488               | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937<br>\$1,417<br>\$1,428<br>\$1,915<br>\$1,947<br>\$1,428<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$1,951<br>\$ | \$1,271<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$348<br>\$3548<br>\$5652<br>\$518<br>\$969<br>\$709<br>\$714<br>\$958<br>\$924<br>\$634<br>\$1,804<br>\$14,373  | 7/1/17-6/30/20 \$215,182 \$5,371 \$5,868 \$4,665 \$5,259 \$3,299 \$4,317 \$9,593 \$11,470 \$6,607 \$3,420 \$1,044 \$1,044 \$5,903 \$5,586 \$1,553 \$8,501 \$2,126 \$4,809 \$4,351 \$4,137 \$2,612 \$34,015                    |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off SalesForce Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Maintenance Tolunteer Mgr Volunteer Coordinator Volunteer Director HR Manager HR Manager HR Director Communications Director Digital Marketing Manager CEO Adjustment to tie to Sarah Chan email TOTAL FRINGE BENEFIT RATE | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$100,000 \$144,427 \$110,880 \$55,000 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500 \$93,555 \$80,500 \$81,120 \$108,832 \$105,000 \$72,000 \$205,000 of 4/22/20 \$3,422,076              | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76% 1.76% 1.76%       | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18 \$90,860 \$2,463 \$2,691 \$2,139 \$1,549 \$1,512 \$1,979 \$4,399 \$3,511 \$1,688 \$903 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810                                 | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,1777 \$2,526 \$1,829 \$1,787 \$2,338 \$55,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$2,138 \$3,029 \$1,444 \$8400 \$739 \$3,85 \$15,488 \$117,994 | \$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937<br>\$1,417<br>\$1,428<br>\$1,915<br>\$1,848<br>\$1,267<br>\$3,608<br>\$28,746<br>\$93,337  | 7/1/20-12/31/20<br>\$19,817<br>\$627<br>\$11,271<br>\$976<br>\$484<br>\$348<br>\$652<br>\$546<br>\$518<br>\$969<br>\$709<br>\$714<br>\$958<br>\$924<br>\$634<br>\$1,804<br>\$14,373<br>\$46,672 | 7/1/17-6/30/20 \$215,182 \$5,371 \$5,868 \$4,665 \$5,259 \$3,299 \$4,317 \$9,593 \$11,470 \$6,607 \$3,420 \$1,044 \$1,044 \$5,903 \$5,586 \$1,553 \$8,501 \$2,126 \$4,809 \$4,351 \$41,37 \$2,612 \$34,015 \$43,119 \$333,851 |
| POSITION TITLE and NAME Drivers (35) Driver Mgr Sr. Ops Mgr Wait List Mgr Customer Service Lead Client Starts Lead Special Delivery Lead Safety Board Lead Chief Prog Off Sales Force Administrator Chief Gov Off Fleet & Facilities Dir Maintenance Maintenance Maintenance Volunteer Mgr Volunteer Coordinator Volunteer Coordinator Volunteer Director HR Manager HR Director Communications Director Digital Marketing Manager CEO Adjustment to tie to Sarah Chan email TOTAL                     | Agency T Annual Full Time Salary for FTE \$1,387,188 \$82,601 \$95,000 \$77,134 \$60,569 \$77,134 \$51,002 \$50,000 \$140,400 \$140,400 \$140,400 \$3100,000 \$31,40,400 \$31,500 \$39,520 \$62,946 \$52,749 \$50,000 \$93,555 \$80,500 \$81,120 \$108,832 \$105,000 \$72,000 \$72,000 \$72,000 \$205,000 of 4/22/20 \$3,422,076 | Total % FTE (a) 3300% 100% 100% 100% 100% 100% 100% 100                            | % Nutr Prog (b) 15.70% 2.07% 2.07% 1.76% 1.76% 2.07% 2.07% 2.07% 1.76% 1.76% 1.76% 1.76% 1.76% 1.76%       | Adjusted<br>Nutr FTE<br>0.33<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02<br>0.02   | 7/1/17-6/30/18 \$90.860 \$2,463 \$2,693 \$2,139 \$1,549 \$1,512 \$1,979 \$4,399 \$3,511 \$1,688 \$903 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 \$1,810 | 7/1/18-6/30/19 \$64,871 \$2,908 \$3,177 \$2,526 \$1,829 \$1,787 \$2,338 \$5,194 \$4,146 \$1,992 \$1,065 \$2,138 \$2,138 \$2,138 \$3,029 \$1,444 \$800 \$739 \$385 \$15,488               | \$1,254<br>\$1,254<br>\$1,254<br>\$1,254<br>\$1,951<br>\$968<br>\$696<br>\$1,303<br>\$1,092<br>\$1,035<br>\$1,937<br>\$1,417<br>\$1,428<br>\$1,915<br>\$1,848<br>\$1,267<br>\$3,608<br>\$28,746<br>\$93,337   | \$1,271<br>\$19,817<br>\$627<br>\$1,271<br>\$976<br>\$484<br>\$348<br>\$348<br>\$348<br>\$3548<br>\$5652<br>\$518<br>\$969<br>\$709<br>\$714<br>\$958<br>\$924<br>\$634<br>\$1,804<br>\$14,373  | 7/1/17-6/30/20 \$215,182 \$5,371 \$5,868 \$4,665 \$5,259 \$3,299 \$4,317 \$9,593 \$11,470 \$6,607 \$3,420 \$1,044 \$1,044 \$5,903 \$5,586 \$1,553 \$8,501 \$2,126 \$4,809 \$4,351 \$4,137 \$2,612 \$34,015                    |

| TOTAL Non-DAAS SALARIES & BENEFITS           | \$4,654,023 |  | \$184,752 | \$160,472 | \$126,938 | \$63,473  | \$535,635   |
|--|-------------|--|-----------|-----------|-----------|-----------|-------------|
|  |             |  |           |           |           |           |             |
| TOTAL DAAS & Non-DAAS<br>SALARIES & BENEFITS | \$7,475,374 |  | \$466,221 | \$492,867 | \$597,257 | \$450,537 | \$2,006,881 |

Grantee's Name: Meals on Wheels San Francisco Appendix B-11, pg. 3 Program: HDM-AWD Document Date: August 2020 **Operating Expense Detail** Annual #Meals Contracted: 240.525 247,775 140,037 767,343 279.043 7/1/17-6/30/18 7/1/18-6/30/19 7/1/19-6/30/20 7/1/20-12/31/20 7/1/17-6/30/20 H.S.A-DAAS **EXPENDITURE CATEGORY** Rental of Property Utilities(Elec, Water, Gas, Phone, Scavenger) \$118,243 \$7,410 \$17,643 \$19,418 \$162,714 Office Supplies, Postage \$8,191 \$14,600 \$9,225 \$3,902 \$35,918 Building & Kitchen \$30,130 \$45,799 \$7,320 \$3,096 \$86,345 FOOD COSTS Raw Food per meal \$ Cong Food Svc Supplies per meal **HDM Food Svc Supplies** per meal Catered Meals 1.78 \$709,497 \$840,075 \$532,715 \$249,266 \$2,331,553 per meal \$ CONSULTANT (Descriptive Title) Registered Dietitian OTHER COSTS: \$5,047 \$3,659 \$1.547 \$15,399 Insurance \$5,146 Staff Training & Travel \$3,793 \$3,868 \$4,005 \$1,694 \$13,360 Rental of Equipment \$2,554 \$2,604 \$5,158 Small equipment & Supplies \$12,790 \$5,409 \$95,899 **Delivery Cost** \$38,472 \$39,228 Fees, dues, advertising \$1,599 \$676 \$2,275 Outside Services \$16,772 \$7,094 \$23,866 Grant, Volunteer and Client Costs \$13,577 \$5,742 \$19,319 \$2,278 Other Operating \$1,601 \$677 Fundraising TOTAL DAAS OPERATING EXPENSE \$815,327 \$970,738 \$721,506 \$286,513 \$2,794,084 Non-DAAS **EXPENDITURE CATEGORY** Rental of Property Utilities(Elec, Water, Gas, Phone, Scavenger) \$3,472 \$1,736 \$5,208 Office Supplies, Postage \$1,899 \$950 \$2,849 Building & Kitchen \$2,719 \$3,210 \$1,507 \$754 \$8,190 FOOD COSTS Raw Food per meal \$ Cong Food Svc Supplies per meal **HDM Food Svc Supplies** per meal 0.81 \$225,475 \$112,738 \$338,213 Catered Meals per meal \$ CONSULTANT (Descriptive Title) Registered Dietitian OTHER COSTS: Insurance \$377 \$1,130 \$753 Staff Training & Travel \$824 \$412 \$1,236 Rental of Equipment Small equipment & Supplies **Delivery Cost** \$2,632 \$1,316 \$3,948 Fees, dues, advertising \$2,952 \$3,484 \$329 \$165 \$6,930 \$3,452 \$1,726 \$27,354 Outside Services \$10,170 \$12,006 Grant, Volunteer and Client Costs \$1,397 \$62,356 \$26,675 \$31,490 \$2,794 \$330 Other Operating \$8,591 \$10,143 \$165 \$19,229 Fundraising \$214,018 \$252,655 \$33,517 \$16,759 \$516,949 TOTAL Non-DAAS OPERATING EXPENSE \$265,125 \$312,988 \$276,984 \$138,495 \$993,592 TOTAL DAAS & Non-DAAS OPERATING EXPENSE \$1,080,452 \$1,283,726 \$998,490 \$425,008 \$3,787,676

HSA #3

| Grantee's Name: Meals on Wheels San Francisco |   |                |                | Ap              | ppendix B-11, pg. 4 |
|---|---|----------------|----------------|-----------------|---------------------|
| Program: HDM-AWD                              |   |                |                | Document        | Date: August 2020   |
|   |   |                |                |                 |                     |
|   | Capital Expenditure<br>(Equipment and Remod |                |                |                 |                     |
| H.S.A-DAAS                                    | 7/1/17-6/30/18                              | 7/1/18-6/30/19 | 7/1/19-6/30/20 | 7/1/20-12/31/20 | 7/1/17-6/30/20      |
| No.   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
| TOTAL DAAS-OOA EQUIPMENT & REMODELING COST    | Г   |                |                |                 |                     |
|   |   |                |                |                 |                     |
| Non-DAAS                                      | 7/1/17-6/30/18                              | 7/1/18-6/30/19 | 7/1/19-6/30/20 | 7/1/20-12/31/20 | 7/1/17-6/30/20      |
| No. ITEM/DESCRIPTION                          |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
|   |   |                |                |                 |                     |
| TOTAL NON DAAS-OOA EQUIPMENT & REMODELING     | COST  |                |                |                 | 1                   |
|   |   |                |                |                 |                     |
| TOTAL DAAS & NON-DAAS CAPITAL EXPENDITURE     |   |                |                |                 |                     |
| (Equipment and Remodeling Cost)               | ·   | <del></del>    |                |                 |                     |

HSA #4 Form Rev. 12/22/16