

# Financial Assistance to Families on the Brink of Homelessness

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*GHF COVID-19 Relief Fund - September 2020*

## ***The Salvation Army-Williamson County***

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# Application Form

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## ***COVID-19 Relief Effort***

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**\*PLEASE REFER TO GHF'S COVID-19 RELIEF FUND DESCRIPTION FOR COMPLETE ELIGIBILITY INFORMATION.** Applicants must align with GHF's established guidelines for its target population & geographic area. **In all cases, special emphasis will be given to efforts that help the most vulnerable people in our community.**

### **Title of Organization's Relief Effort\***

Financial Assistance to Families on the Brink of Homelessness

### **Type of Organization\***

Please define your organization type. Are you a 501c3 nonprofit organization? A church or faith-based organization? Other?

501c3 nonprofit

### **Amount Requested\***

Please provide an exact dollar amount requested not to exceed \$25,000.

\$25,000.00

### **Type of Support\***

If funded, are your relief efforts intended to:

Both

### **Type of Relief\***

What type of relief are you providing (check all that apply)?

Financial assistance

### **COVID-19 Challenges\***

What are the most pressing COVID-19-related challenges your organization is facing at this time? What adjustments have you made to address these challenges?

The Salvation Army Williamson County Service Center (TSA Wilco Service Center) is part of the nonprofit network that prevents homelessness in Georgetown. Before COVID-19, TSA Wilco Service Center implemented a two-generational approach to preventing homelessness by providing direct financial assistance through a referral-based structure and offering no-cost youth programs to families struggling with

housing instability. In FY19, 42% of households provided with rental/utility assistance were Georgetown residents (257 unduplicated persons), and more than 900 Georgetown residents were served through Salvation Army youth programs.

Due to social distancing guidelines, youth programs have been postponed. Simultaneously, the need for financial assistance in our community has exponentially increased since March 2020. It is the most pressing challenge our organization faces now and, in the months, to come. In response, TSA Wilco Service Center has become hyper-focused on providing immediate financial assistance to address the tsunami of housing instability sparked by COVID-19.

At the beginning of the shelter-in-place order, referrals decreased because many nonprofits temporarily paused services or closed. During this time, our offices remained open and experienced a 50-60% increase in calls for assistance. To address this rapid change, our team quickly modified our client intake process and began serving clients without referrals. As our nonprofit partners reopened, we continue providing financial assistance to people with and without referrals.

In Summer 2020, the Williamson County Commissioner selected TSA Wilco Service Center, along with The Caring Place and Round Rock Service Center, to distribute \$5M CARES Act funding to support Williamson County residents in need. TSA Wilco Service Center expanded its staff capacity by hiring six temporary employees to support this massive client financial assistance distribution until the December 2020 deadline. These employees have created a separate COVID-19 department within TSA Wilco Service Center. The CARES funds provide financial assistance to areas not served by The Caring Place and Round Rock Service Center. TSA Wilco Service Center continues to provide financial assistance to Georgetown and Williamson County residents with and without referrals if they do not qualify for CARES assistance.

## Client/Target Population Challenges\*

What are the most pressing COVID-19-related challenges faced by your client/target population right now? What adjustments have you made to address these challenges?

Although TSA Wilco Service Center serves men, women, and children, most of our clients are single women with children. In FY19, 80% of households were female-led, 71% were not married, and 69% had a household size of two or more. While the Service Center serves all of Williamson County, more than 40% of financial assistance clients are Georgetown residents: 22% in 78626, 19% in 78628, and 1% in other Georgetown zip codes.

Before the pandemic, the rise of families experiencing housing instability in Williamson County was a result of:

- + Population: 33.7% increase in less than a decade
- + Lack of affordable housing: Homes in Williamson County are more than \$50,000 more expensive than Texas averages

\*HealthyWilliamsonCounty.org

As a provider of both rental/utility assistance (The Salvation Army is the largest provider of emergency shelter in Austin), we realize that preventing homelessness through direct financial assistance is more cost-effective and less traumatic than shelter. Typically, families become susceptible to homelessness when a crisis occurs (e.g. loss of employment, divorce, medical bills). This pandemic has dramatically increased the number of households experiencing a crisis. Traditionally, many families experiencing housing instability live paycheck to paycheck. Now, more families are on the brink of homelessness, including those who were consistently above the federal poverty line.

TSA Wilco Service Center supports people who are heading down the spiral of homelessness. All GHF funds from this request would be used as financial assistance and direct program overhead. It is critical to provide support at this level because when a family loses their housing, the need expands. The same family will now need emergency shelter. The Center provides shelter referrals on a case-by-case basis including our

three shelter facilities in Austin. Without referrals, resources, or support, the danger becomes triggering chronic homelessness (experiencing homelessness for more than a year) which sparks generational homelessness (when the children of a former/current homeless household enter the cycle of homelessness with their own children).

TSA Wilco Service Center serves clients like David. In January 2020, David was laid off from an international company due to the pandemic. While waiting for his severance pay, David, his four children, and his disabled wife lived off their savings. While it helped, ultimately, they couldn't afford their housing in Georgetown. The family also could not afford a month at an extended-stay hotel with their savings alone. David called The Salvation Army Williamson County Service Center to ask for support during the start of the local shelter-in-place order.

TSA Williamson County Service Center offered David financial assistance to secure an extended-stay hotel for a month. Using our network, TSA also connected David to an owner of a local storage facility, a former TSA client himself, who offered to store the family's furniture and belongings for two months and provide a moving truck at no cost. A month later, David and his family secured an apartment. TSA also provided the family with a Wal-Mart gift card for gas and food from our food pantry.

## Evolving Challenges\*

How do you anticipate these challenges - both for your organization and target population - will evolve over the next 6-12 months?

Organizationally, The Salvation Army will continue to address increasing community need. We are confident that direct financial assistance will continue to be a crucial tool to prevent homelessness in Georgetown. In 2021, after the CARES funding is dispersed, housing instability will persist. Because of this, we are working to meet fundraising goals and strategize campaigns.

Our client population's evolving challenge is primarily economic uncertainty. As mentioned above, family homelessness and housing instability have been on the rise. Unfortunately, COVID-19 was the gasoline to an already established crisis. Families now must juggle the following additional obstacles:

- + Unemployment: The US Bureau of Labor Statistics reported the following unemployment rates in Williamson County and surrounding areas from 2.8% in February 2020, to 6.7% in July 2020. (The peak month was April 2020 at 11.8%).

- + Evictions: As our neighbors slowly find jobs and start the recovery process, many will find themselves under a mountain of rent/utility debt. After the end of Williamson County's eviction moratorium on June 15, courts restarted processing evictions. For those who are not able to pay rent during this time, financial assistance or eviction are the only options.

- + Childcare and Online School: All parents, especially single parents, are struggling to navigate childcare and the web of issues that surround children staying at home. Dual income families are not able to maximize their earning potential. Single parents have limited childcare options, which are often a large percentage of their monthly earnings. Online school is uncertain, difficult, and may require technology equipment the family does not have.

## Organizational Adjustments\*

What changes or shifts prompted by COVID-19, if any, have been or will be made by your organization in order to continue to achieve your mission?

The Salvation Army Williamson County Service Center had to adjust the following:

+ Referral-based structure: Before March 2020, TSA Williamson County Service Center only accepted clients through referrals from our nonprofit partners, including The Caring Place. The Salvation Army was structured to fill the gap of financial assistance our partners are not able to fill. This process avoided the duplication of services, maximized every dollar invested in Georgetown, and provided relief to our nonprofit partners. As many nonprofit services paused or stopped, our staff pivoted within days and restructured our intake process. We now provide financial assistance to clients with and without referrals. To avoid duplication of services, our team is in constant communication with our network of nonprofit partners.

+ CARES documentation: Client paperwork to receive CARES funding is more specific and expansive than standard The Salvation Army documentation. To expedite the process, we are collaborating with partners who are supporting the intake process. Their teams work with clients to review documentation, scan paperwork, and send it to our team in Georgetown to be processing. Some of our partners include Operation Liberty Hill, Hill Country Community Ministries, and Community Resource Centers of Texas. Because of this collaboration, we can gather documentation for more people at once.

+ Staffing: TSA Wilco Service Center employs three full-time staff members and one part-time member. The CARES funding has allowed the Service Center to hire six additional full-time employees until December 2020. All staff works at our Georgetown office.

## Mitigation of Systemic Barriers\*

How does your organization serve individuals and families experiencing systemic barriers to weather the economic and health effects of COVID-19?

In FY19, the majority of those served through financial assistance were single mothers and their children. Our clients are primarily low-income and often systemically discriminated. Last year, clients served at TSA Wilco Service Center self-identified as 20% Black, 10% Hispanic/Latino, 54% White, 16% other/multiple races.

TSA Wilco Service Center has more families than ever seeking our help because of the pandemic. Our involvement in Williamson County's Wilco Forward Phase III program has also heightened the public's awareness of our programs. Because we are recipients of CARES Act funding, we are keenly aware of the hurdles these families must jump to qualify for this assistance, receiving three months' rent and up to \$1,500 in utility assistance. For example, a head of a household must submit documentation and have knowledge of the following: their lease agreement, birth certificates of every single child, photo ID of themselves, a utility bill with their name on it, unemployment letter with a reference to COVID, and their landlord/utility vendor contact information. If an application is submitted but the head of household submits their social security card as their form of ID, the entire application is considered incomplete until a photo ID is submitted. Additionally, a family could come to seek assistance after getting evicted. The family must find a new apartment to submit a lease agreement. Their application would be considered incomplete. While the family secures an apartment, TSA Wilco Service Center could purchase a month's stay at a hotel for the family with our internal financial assistance budget.

For this reason, our staff and volunteers are crucial to navigating these processes. We stand side by side our clients and educate, advocate, and inform them of the resources they are eligible for. To make intake easier for our clients and staff, TSA Wilco Service Center provides an online intake form that is in both English and Spanish. We try to find the application gaps as quickly as possible and circle back with clients. We are urgently trying to find solutions for our clients to cover their needs.

## Single Sentence Description\*

Describe the relief efforts for which you are seeking funding, detailing how you will provide support for those in need.

The Salvation Army invites Georgetown Health Foundation to make a gift of \$25,000 to support client financial assistance for a total of 300 Georgetown residents by June 30, 2021.

## COVID-19 Relief Description\*

Please specifically indicate how those affected will benefit from your relief efforts. Describe who will be served, how eligibility for services will be determined, how you will reach the individuals and families you hope to serve, and describe your process for implementation. If this relief funding will be used to support your organization's operations and programs, please describe the need for these funds and how they will be used.

The Salvation Army invites Georgetown Health Foundation to support financial assistance for Georgetown households. We thank you again for your gift of \$25,000 to support the same program this summer. Because of the pandemic, The Salvation Army is experiencing and foresees a desperate need for rent/utility assistance now and into 2021.

In FY19, The Salvation Army provided \$83,973.90 in rental/utility assistance and client services that supported 257 households (a total of 664 unduplicated persons). Of those, 108 Georgetown households (257 unduplicated persons) were served and provided more than \$38,000 in financial assistance.

Intake Process: To be eligible to receive financial assistance through The Salvation Army Williamson County Service Center, clients must be over 17 years old, in need of financial assistance to prevent homelessness, and disadvantaged due to a crisis. Clients must present the following documents during their intake process:

- + ID's for everyone in the household (birth certificate, Social Security Card)
- + Copy of Bill (lease or utility bill)
- + Proof of income (employment, unemployment, SSI, SSDI, child support, SNAP, or other source)
- + Proof of Crisis (loss of employment, medical issues, divorce, domestic violence, car repairs, or other)

Currently, client interviews are taking place over the phone or through video conferencing. Paperwork is only being submitted via email. We also require digital signatures to complete the process.

Since the start of the pandemic, TSA Wilco Service Center has experienced an increased number of calls and client intake cases. Before March, the average intake case load was between 17-23 households every month. In August, TSA Wilco Service Center managed more than 40 client intake cases in addition to more than 200 CARES client cases managed by our temporary staff. Our team is tirelessly working to respond, review paperwork, and process cases as efficiently as possible. When the CARES funding ends in December 2020, we expect to maintain our increased intake case load into 2021 – if not more.

Financial assistance provided through our own internal operations is lower barrier than government funds. CARES funds require strenuous paperwork from the client and have specific eligibility requirements. For example, a client must show proof that their crisis is COVID-related. The document must mention the pandemic or a similar term. This requirement has caused barriers for families because a termination letter without reference to the pandemic would not suffice. If this is the case, the client must contact their employer and request an updated termination letter. Depending on their urgency, a family may not have time to circle back to their former employer. The family may have to internally transfer their paperwork to our non-CARES staff and receive immediate assistance.

Concurrent to expending CARES funding, TSA Williamson County Service Center supports our nonprofit partners by taking referrals. Our collaborative referral-based approach ensures that a client's complete rent or utility payment is paid. For example, when assistance limits hinder The Caring Place (TCP) from covering

the entirety of a house payment, TCP referrals their client to TSA to provide the remaining funds. Last fiscal year, 42% of households served were in Georgetown and 32% of referrals came from The Caring Place in Georgetown. Ten percent of Georgetown households were referred and served through other Williamson County agencies. Although this is not the majority of intake right now, we expect the process to increase again in 2021 after the CARES funding deadline (December 2020).

The Salvation Army is also providing financial assistance for households without referrals – whether transferred from our CARES department or a direct inquiry.

## Implementation Timeframe\*

How long do you anticipate it will take you to develop and implement your relief efforts? Please include the duration of time you anticipate offering these services.

The program structure is already developed and being used. Financial assistance has been provided since 2014 and will continue to be offered for the foreseeable future. The funds will be used from the date funds are received until June 30, 2021.

Projected timeline:

October 2020: Funds received. Georgetown Health Foundation funds total \$50,000 (\$25,000 during traditional grant cycle, plus \$25,000 received during this COVID cycle). The Salvation Army will begin expenditure of second grant.

December 2020: Deadline to expend CARES funding.

January 2021: All financial assistance will be transitioned and funded by The Salvation Army.

January to June 2020: We expect most Georgetown Health Foundation funds to be expended during this period.

## Collaboration

If you are collaborating your relief efforts with other organizations, please list these organizations here and describe the nature of the collaboration.

Individuals and families facing the possibility of homelessness are referred to The Salvation Army through our collaborative network of local nonprofits. In FY19, 32% of referrals came from The Caring Place, 23% from The Society of St. Vincent de Paul, 24% from Operation Liberty Hill, and 21% from other agencies including Georgetown ISD, Goodwill, Round Rock Area Serving Center, Victim Services, and Workforce Solutions. We augment our nonprofit partners' services by addressing their clients' unmet needs. By providing financial assistance at the first sign of crisis, we offer a "hand up" and prevent households from entering a cycle of homelessness. Local agencies often cannot cover the entirety of rent/utility payments. The Salvation Army collaborates with these agencies to ensure that a family is served completely.

Through the CARES funding, we are now collaborating with the County Commissioner of Williamson County. Hill Country Community Ministry, Operation Liberty Hill, and Community Resource Center are also supporting our client intake process temporarily.

In April 2020, TSA Williamson County Service Center also partnered with Helping Hands of Georgetown, providing food to low-income households in Georgetown. The Salvation Army collected and prepared food and Helping Hands delivered it to families in need.

**Number of People Served\***

Please provide an estimate of the total number of people you hope to serve through this relief effort. Be sure to include an estimate of Georgetown residents served as well.

300

**Expected Outcome(s)\***

What do you expect the outcome(s) of the relief effort to be? How do you plan to assess results?

With your support, The Salvation Army will expand financial assistance in Georgetown. We expect to serve 300 Georgetown residents with financial assistance by June 30, 2021.

Statistics and demographics are collected on each individual and family during the intake process. Client information is collected into an electronic records database. Due to the expansion of services, The Salvation Army has also adopted a client database, CharityTracker, to improve efficiencies within intake and case management procedures.

Each department and direct care staff member maintain detailed notes and reports on program activities during every board meeting. Program results are shared with the The Salvation Army management team and collaborative partners.

**Budget\***

Specifically detail program costs with rationale for each line item. Indicate the number of individuals and families that you can serve with the funds requested. Be sure to include overhead and indirect costs, with rationale.

GHF Budget TSA GT Financial Assistance - COVID.doc

**Prior Fiscal Year Balance Sheet\***

Attach PDF.

Wilco Financial Statements ending 9-30-2019 GHF.pdf

**Prior Fiscal Year Income Statement\***

Attach PDF.

Wilco Financial Statements ending 9-30-2019 GHF.pdf

**Other Sources of COVID-19 Support\***

Please list all other COVID-19 sources for which you have received or applied for funds, including federal, state, local, and private. Provide requested amount, date of request, anticipated response date or date received, and how you are using or plan to use the funding.

The Salvation Army is working with Williamson County's Wilco Forward Phase III program to provide rent and utility assistance through federal CARES Act funding to county residents in our service area. TSA



Wilco Service Center, along with The Caring Place and Round Rock Area Serving Center, will be distributing up to \$5M in financial assistance by December 2020. Because CARES Act funding will spread between our fiscal year 2020 (ending in September 30, 2020) and 2021, the funding will be expended across both fiscal years. Funds are reimbursement based and the \$5M is expended between all three nonprofit partners. CARES expenses include temporary staff and financial assistance.

As of July 31 (the end of the 10th month of the fiscal year), TSA Wilco Service Center received more than \$324,000 in donations, including the Georgetown Health Foundation's \$25,000 gift this summer. Additionally, two recent Wilco Gives event sponsorships have also been secured including \$10,000 from The SportClip Philanthropic Fund and an additional \$10,000 from a donor who would like to remain anonymous.

The annual Salvation Army's Wilco Gives Event has been transformed into a virtual event on September 24, 2020. Every fall, Wilco Gives has increased revenue from \$25,000 in 2016 to \$80,000 in 2019. Because of the pandemic, we are modifying expectations. Regardless of the innovation, the success of the event will most likely be affected by its virtual nature. The goal is \$59,500. As our staff focuses on distributing financial assistance, Wilco Gives will be executed with great support from Austin Area Command's team.

In addition, the Red Kettle Campaign in Williamson County raised \$85,000 during 2019 holiday season. It is one of the few majority volunteer-led campaigns in Texas. This year, it will also result in significant restructuring, mirrored across the country, as we aim to limit financial losses.

## Sharing This Application

We have an opportunity to share information with Chisholm Trail Communities Foundation should their Fund Advisors be interested in supporting the programs that apply through this process. May we share this application and/or information about your relief effort with Chisholm Trail Communities Foundation?

Yes, share application

## Brief Funding Agreement\*

Please read the following information, and click "I agree" below before submitting your application.

If funds are granted, my organization will enter into a grant agreement which will require the following along with other standard requirements:

- We agree to spend all the grant funds, as described herein, during the grant period.
- We agree, if we cannot spend all grant funds during the grant period, to request a grant extension. If a grant extension is not granted, or if funds cannot be spent during the extension period, we agree that we will return all remaining funds.
- We confirm that the organization is in good standing with all appropriate local, state and federal governmental bodies and/or regulatory agencies with jurisdiction over the organization and its activities.
- We agree to submit a final grant report.

I Agree

## File Attachment Summary

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### ***Applicant File Uploads***

- GHF Budget TSA GT Financial Assistance - COVID.doc
- Wilco Financial Statements ending 9-30-2019 GHF.pdf
- Wilco Financial Statements ending 9-30-2019 GHF.pdf



## GHF Annual Grant Program Budget Template

	Description & Justification	Cost for Program in Georgetown
Staff Expenses	<i>List all position titles, salary &amp; fringe of individuals that will be contributing to this program. Include percentage of time that will be contributed to the program by each position and justification for why each position is essential to the program.</i>	
	Emergency Assistance Coordinator: Salary & Benefits Total: \$53,367.33 / Approx. 50% of time is invested in GT households	\$26,683.67
	Service Center Director: Salary & Benefits Total: \$78,827.33 / Approx. 50% of time is invested in GT households The Service Center Director oversees all programs and supports Emergency Assistance Coordinator when necessary.	\$39,545.67
	Subtotal	\$66,229.34
Supplies	<i>List supply description and cost for each. Include justification for why each supply is essential to the program.</i>	
	Direct Financial Assistance: Service Center Total = \$85,000+ Approx. 50% of rental/utility assistance will support Georgetown families Through this request, \$20,000 would fund direct financial assistance to struggling Georgetown households. Combined with GHF's gift in Summer 2020, a total of \$40,000 would be expended by June 30, 2021.	\$42,500.00
	Subtotal	\$42,500.00
Overhead	<i>State your organization's overhead rate and justification for that rate.</i>	
	21% overhead rate for ALL Service Center programs Total overhead for ONLY GT Financial Assistance Program = \$22,833.16 + Facility rent, utilities and repair: Georgetown office is used to meet with clients + Transportation: Expenses associated with Salvation Army vehicle in GT; Used to drive to client meetings and other support + Telephone/cell phone expenses: Used to communicate with clients NOTE: This overhead estimate DOES NOT include expenses associated with Austin-based support including staff costs: Development Director, Communications Director, Grant Writer and more.  Through this request, \$5,000 out of \$25,000 (20% of grant) will be used for overhead expenses. Combined with GHF's gift in Summer 2020, a total of \$10,000 would be used to cover overhead.	\$22,833.16
	TOTAL	\$131,562.50
	GHF Grant Funds Requested	\$25,000
	# of Georgetown Residents to be Served (Same as 9a in grant application)	300



Financial Statements for The Salvation Army Williamson County Service Center and  
The Salvation Army Austin Area Command are below

The Salvation Army Williamson County Service Center is an extension of The Salvation Army Austin Area Command. Although we are audited as part of Austin Area Command, The Salvation Army Williamson County Service Center is locally funded and locally operated. The Service Center maintains and manages its own restricted budget within Austin Area Command. In FY2019, our budget was 3% of the total Austin Area Command budget.

The Austin Area Command manages millions of dollars (from private and government sources) because The Salvation Army Austin is the largest provider of shelter and support services for women and children in Austin. Currently, they operate three 24/7 shelters for local men, women, and children experiencing homelessness, including the recently opened The Rathgeber Center for Families.

## GEORGETOWN

For the Twelve Months Ending Monday, September 30, 2019

Account Number / Description	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
1001 Cash in Bank	\$86,684.71	\$62,190.48		\$62,190.48	(\$87,050.51)	
1006 Individual Petty Cash	200.00	200.00		200.00		
1101 Unrestricted - Operating Deposits at DHQ	680.19	5,836.02		5,836.02	2,800.19	
1111 Board Designated - Vehicle Deposits	2,852.90	2,852.90		2,852.90		
1203 Accounts Receivable-DHQ	14.57	14.57		14.57	14.57	
1204 Accounts Receivable-Other SA Units	1,561.12					
Total Assets	91,993.49	71,093.97		71,093.97	(84,235.75)	
2001 Accounts Payable	(9,733.38)	(5,492.05)		(5,492.05)	(4,602.15)	
2004 Accounts Payable - SA Other	(1,010.87)	(10,000.00)		(10,000.00)	(10,000.00)	
2006 Accounts Payable - THQ	(5,332.43)					
2007 Accounts Payable - DHQ		59.97		59.97	59.97	
2015 Support Services	(2,314.19)	(3,088.65)		(3,088.65)	(1,769.68)	
Total Liabilities	(18,390.87)	(18,520.73)		(18,520.73)	(16,311.86)	
3903 Accumulated Surplus/Deficit	(124,718.33)	(73,602.62)		(73,602.62)		
Total Reserves	(124,718.33)	(73,602.62)		(73,602.62)		
4001 Donations - General	(48,111.50)	(68,182.32)	(32,000.00)	(36,182.32)	(850.00)	(32,000.00)
4002 Seasonal Donations	(231,346.85)	(316,288.37)	(300,000.00)	(16,288.37)	(2,100.00)	(300,000.00)
4012 Restricted Donations	(21,858.00)	(8,200.00)		(8,200.00)		
4050 Gifts-in-Kind	(750.00)	(260.00)		(260.00)		
4201 Special Fund Raising Events	(38,956.43)	(74,645.03)	(40,000.00)	(34,645.03)	(16,715.00)	(40,000.00)
4610 Grants From DHQ		(155.00)		(155.00)		
4627 Appeals Appropriated			(15,000.00)	15,000.00		(15,000.00)
4677 THQ to Local Unit	(15,000.00)	(12,500.00)		(12,500.00)		
5001 Public Funds/Agency Funds		(13,000.00)		(13,000.00)		
Total Income	(356,022.78)	(493,230.72)	(387,000.00)	(106,230.72)	(19,665.00)	(387,000.00)

System Time: 2:43 PM

## GEORGETOWN

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
7002 Salaries - Exempt Employees	94,248.74	90,443.08	92,438.00	(1,994.92)	7,319.88	92,438.00
7003 Salaries - Non-exempt Employees	35,535.12	38,669.28	33,712.00	4,957.28	4,409.85	33,712.00
7004 Salaries - Temporary/Seasonal Employees	907.50	5,255.00		5,255.00		
7102 Employee Life/Accident Insurance	213.00	213.00	180.00	33.00		180.00
7103 Employee Medical Insurance Premiums	33,984.00	32,402.00	33,984.00	(1,582.00)	1,906.00	33,984.00
7104 Pension - Employees	7,025.73	4,070.07	7,569.00	(3,498.93)		7,569.00
7105 403 (B) Match	1,792.70	3,879.95		3,879.95	351.90	
7112 Employee Disability Insurance	120.00		180.00	(180.00)		180.00
7201 FICA - Salvation Army Portion	9,252.70	9,443.93	9,650.00	(206.07)	820.52	9,650.00
7203 Workers' Compensation Insurance	2,247.84	1,827.00	3,583.00	(1,756.00)	152.25	3,583.00
8001 Professional Fees	2,005.23	2,825.60	250.00	2,575.60	54.00	250.00
8009 Data Processing Fees (Accounting, Payroll)	379.48	838.88	624.00	214.88	16.30	624.00
8102 Uniforms	260.33	406.00		406.00		
8103 Educational, Recreational, and Craft Supplies	6,790.09	4,160.12	75.00	4,085.12	(0.60)	75.00
8104 Food and Beverages	3,800.40	1,888.81	5,000.00	(3,111.19)	422.03	5,000.00
8106 Office Supplies	4,666.47	2,668.62	7,000.00	(4,331.38)	72.15	7,000.00
8107 Duplicating and Printing Supplies	77.50	41.34	400.00	(358.66)		400.00
8110 Kitchen, Dining Room Supplies		90.47		90.47		
8201 Office Telephones	371.81	1,190.54	1,500.00	(309.46)	78.44	1,500.00
8202 Cell Phones and Internet	3,454.71	2,360.95	2,280.00	80.95	189.95	2,280.00
8301 Postage and Parcel Post	1,224.66	424.27	650.00	(225.73)		650.00
8401 Facility Rent	38,877.79	33,553.36	30,000.00	3,553.36	5,194.44	30,000.00
8403 Building and Equipment Insurance	659.27	1,396.23	1,000.00	396.23	114.69	1,000.00
8405 Utilities	3,254.15	3,421.17	3,600.00	(178.83)	736.31	3,600.00
8409 Property Upkeep and Repairs	385.80	735.44	1,085.00	(349.56)	6.48	1,085.00
8413 Janitorial Supplies	219.71	296.47	100.00	196.47	15.44	100.00
8501 Rentals of Furnishings and Equipment	728.50	1,336.00	600.00	736.00	139.00	600.00
8503 Purchases of Furnishings and Equipment	6,320.55	1,205.21	3,000.00	(1,794.79)		3,000.00

## GEORGETOWN

For the Twelve Months Ending Monday, September 30, 2019

Account Number / Description	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
8601 Printing and Other Media Preparation	2,695.67	747.28	300.00	447.28		300.00
8606 Subscriptions	156.00	12.95		12.95		
8608 Advertising and Public Information Charges	47.31	310.00	500.00	(190.00)		500.00
8701 Other Transportation and Meals	1,773.95	2,131.34	1,200.00	931.34	70.01	1,200.00
8702 Salvation Army Vehicles - Operating Costs	1,649.98	2,254.17	300.00	1,954.17		300.00
8704 Salvation Army Vehicles - Insurance	1,671.80	2,019.96	1,200.00	819.96	168.33	1,200.00
8706 Leased Vehicles - Operating Costs		2,070.30		2,070.30		
8707 Auto Allowances - Employees, Officers and	6,143.00	7,123.34	4,000.00	3,123.34	675.70	4,000.00
8801 Conference Attendance	1,849.84	19,765.05	7,000.00	12,765.05	6,373.18	7,000.00
8802 Out-of-Town Travel	2,070.30		700.00	(700.00)		700.00
8906 Specific Assistance to Individuals	78,127.58	79,178.90	85,000.00	(5,821.10)	2,602.44	85,000.00
8916 Specific Assistance - Seasonal/Disaster	9,924.48	4,795.00		4,795.00		
8920 Interstate Services	6,769.80	9,569.29	7,740.00	1,829.29	523.50	7,740.00
9001 Organization Dues	200.00	140.00		140.00		
9103 Scholarship Grants/Tuition Payments		4,838.92		4,838.92		
9111 Christmas Remembrances	300.00	300.00	150.00	150.00		150.00
9402 World Services and Harvest Festival	1,783.00	1,836.00	1,750.00	86.00		1,750.00
9627 Appeals - Appropriated		85,235.27		85,235.27	85,235.27	
9692 Support Service to Headquarters	33,172.00	46,889.54	38,700.00	8,189.54	2,565.15	38,700.00
Total Expenses	407,138.49	514,260.10	387,000.00	127,260.10	120,212.61	387,000.00
Net Income/Expense	51,115.71	21,029.38		21,029.38	100,547.61	



## Clarification of FY2019 Financials and Current Status

August 13, 2020

Since the fall of 2019, the new leadership of Austin's Area Command has been hyper focused on rebuilding fiscal health (former leadership's focus had been on finishing a capital campaign and completing construction projects). TSA's Advisory Board financial task force conducted a comprehensive review of accounting and budgeting. As of March 2020, all FY2019 vendors have been paid, accounts payable accounts addressed. A CFO/COO has been hired to review processes, find efficiencies, and direct management. Per non-profit best financial practices, TSA is also slowly building reserves through directing all legacy gifts into a reserves account.

For this fiscal year (10/1/2019 to 9/30/2020), we have a budget of nearly \$12M to operate three shelters plus our Williamson County Service Center. As of 7/31, 99% of the FY20 development goal (\$8.9M) has been raised: \$4.7M in individual giving, \$2.8M public government grants, \$1M in private foundations, and more. In addition, 96% of in-kind budget for the fiscal year has already been donated. July and August have resulted in strong fundraising revenues while our accounts payable has decreased and reserve accounts are refilled.

## AREA COMMAND

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					Current Month	Annual Budget
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget			
1001 Cash in Bank	\$415,974.75	\$244,052.13		\$244,052.13		\$67,113.04	
1005 Central Petty Cash	1,400.00	1,400.00		1,400.00			
1101 Unrestricted - Operating Deposits at DHQ	(272,389.75)	(91,334.29)		(91,334.29)		60,617.87	
1104 THQ Reserves	5,675.89	8,503.11		8,503.11		257.77	
1111 Board Designated - Vehicle Deposits	24,563.91	4,159.45		4,159.45			
1112 Board Designated - Property Maintenance Deposits	5,399.21	5,399.21		5,399.21			
1201 Accounts Receivable						(5,313.33)	
1202 Accounts Receivable	489,525.42	143,523.40		143,523.40		2,147.24	
1203 Accounts Receivable-DHQ	14,776.44						
1204 Accounts Receivable-Other SA Units	(1.90)	(1,350.93)		(1,350.93)			
1206 Accounts Receivable-THQ	56,535.76						
1207 Government Contracts Receivables	228,149.94	18,558.31		18,558.31		(495,053.42)	
1403 Gift Card Inventory	800.00	2,111.09		2,111.09		(88.91)	
1501 Prepaid Expenses and Deferred Charges	47,300.00	57,300.00		57,300.00			
1840 Furnishings & Equipment	137,358.96	137,358.96		137,358.96			
1841 Furnishings & Equipment-Small Vehicles	164,726.50	189,313.10		189,313.10			
1842 Furnishings & Equipment-Medium Vehicles	116,374.41	116,374.41		116,374.41			
1843 Furnishings & Equipment-Large Vehicles	89,575.38	89,575.38		89,575.38			
1849 Accumulated Depreciation - Vehicles	(345,156.15)	(338,214.62)		(338,214.62)		(2,761.76)	
1850 Equipment > \$10,000	13,702.42	13,702.42		13,702.42			
1859 Accumulated Depreciation - Equipment	(10,276.80)	(12,332.16)		(12,332.16)		(2,055.36)	
Total Assets	1,184,014.39	588,098.97		588,098.97		(375,136.86)	
2001 Accounts Payable	(461,497.99)	(1,086,280.33)		(1,086,280.33)		(182,122.99)	
2004 Accounts Payable - SA Other	(11,561.12)	(2,975.23)		(2,975.23)		(2,085.23)	
2006 Accounts Payable - THQ	(599.47)	(47,853.13)		(47,853.13)		(9,059.26)	

## AREA COMMAND

For the Twelve Months Ending Monday, September 30, 2019

Account Number / Description	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
2007 Accounts Payable - DHQ	(70,962.45)	(78,010.71)		(78,010.71)	(8,642.20)	
2015 Support Services	(280,635.47)	(368,148.63)		(368,148.63)	(49,071.43)	
2601 Loans Payable	(40,000.00)	(60,000.00)		(60,000.00)	(60,000.00)	
Total Liabilities	(865,256.50)	(1,643,268.03)		(1,643,268.03)	(310,981.11)	
3903 Accumulated Surplus/Deficit	(931,914.26)	(318,757.89)		(318,757.89)		
Total Reserves	(931,914.26)	(318,757.89)		(318,757.89)		
4001 Donations - General	(1,643,804.01)	(1,188,019.11)	(1,207,869.00)	19,849.89	(49,406.22)	(1,207,869.00)
4002 Seasonal Donations	(2,438,118.73)	(2,710,503.55)	(2,883,911.00)	173,407.45	(59,499.97)	(2,883,911.00)
4012 Restricted Donations	(165,449.21)	(196,682.76)	(2,307,210.00)	2,110,527.24	(23,200.00)	(2,307,210.00)
4050 Gifts-in-Kind	(957,587.00)	(974,188.92)	(858,000.00)	(116,188.92)	(22,187.00)	(858,000.00)
4201 Special Fund Raising Events	(287,493.27)	(507,121.86)	(650,000.00)	142,878.14	(18,000.00)	(650,000.00)
4610 Grants From DHQ		(4,250.00)		(4,250.00)		
4620 Area Command Activities	(62,406.00)	(69,852.00)	(126,000.00)	56,148.00		(126,000.00)
4627 Appeals Appropriated		(85,235.27)		(85,235.27)	(85,235.27)	
4628 Unrestricted Trust Funds	(275,345.64)	(457,960.89)	(300,000.00)	(157,960.89)	(30,010.17)	(300,000.00)
4629 Restricted Trust Funds	(9,348.30)	(7,157.50)		(7,157.50)	(7,157.50)	
4677 THQ to Local Unit		(2,500.00)		(2,500.00)	(1,250.00)	
4701 Income From Unassociated Organizations	(26,712.43)	(5,407.30)	(25,000.00)	19,592.70		(25,000.00)
5001 Public Funds/Agency Funds	(2,625,600.13)	(2,871,430.77)	(3,139,708.00)	268,277.23	3,293.33	(3,139,708.00)
5003 Public Funds exempt	(535,835.71)	(165,964.32)		(165,964.32)		
6201 Program Service Fees	(93,606.82)	(98,752.76)	(115,000.00)	16,247.24	(9,680.99)	(115,000.00)
6403 Vending Machine - Canteen Sales	(178.21)	(185.05)	(3,000.00)	2,814.95		(3,000.00)
6703 Gains (Losses) On Sale Of Equipment		(2,377.59)		(2,377.59)		
6801 Interest Income	(2,029.96)	(2,827.22)	(1,500.00)	(1,327.22)	(257.77)	(1,500.00)
6901 Sundry/Miscellaneous Revenue	(23,276.91)	(2,249.14)		(2,249.14)	(1,999.14)	
Total Income	(9,146,792.33)	(9,352,666.01)	(11,617,198.00)	2,264,531.99	(304,590.70)	(11,617,198.00)
7001 Officers' Allowances and Grants	95,293.00	115,761.69	85,000.00	30,761.69	6,705.80	85,000.00

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## AREA COMMAND

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
7002 Salaries - Exempt Employees	552,957.38	606,260.84	818,892.00	(212,631.16)	73,723.14	818,892.00
7003 Salaries - Non-exempt Employees	2,086,065.30	2,153,544.06	3,287,165.00	(1,133,620.94)	237,706.75	3,287,165.00
7004 Salaries - Temporary/Seasonal Employees	51,798.07	73,009.31	40,000.00	33,009.31	3,591.12	40,000.00
7101 Officers' Life/Accident Insurance	324.00	324.00	972.00	(648.00)		972.00
7102 Employee Life/Accident Insurance	4,615.00	4,118.00	4,450.00	(332.00)		4,450.00
7103 Employee Medical Insurance Premiums	651,924.00	633,745.00	957,858.00	(324,113.00)	58,133.00	957,858.00
7104 Pension - Employees	96,809.72	61,326.72	126,340.00	(65,013.28)		126,340.00
7105 403 (B) Match	25,599.39	53,182.01		53,182.01	6,897.37	
7108 Officers' Health Care Provision						
Assessments	27,441.00	27,144.00	25,500.00	1,644.00	2,262.00	25,500.00
7109 Officers' Retirement Assessments	10,944.00	11,484.00	10,422.00	1,062.00	957.00	10,422.00
7112 Employee Disability Insurance	2,880.00		1,440.00	(1,440.00)		1,440.00
7201 FICA - Salvation Army Portion	206,405.77	207,870.45	236,976.00	(29,105.55)	22,970.16	236,976.00
7203 Workers' Compensation Insurance	75,706.34	42,348.74	102,719.00	(60,370.26)	3,529.06	102,719.00
8001 Professional Fees	1,418,738.10	1,551,747.80	1,111,735.00	440,012.80	136,492.62	1,111,735.00
8003 Legal Fees	11,148.30	7,495.50	16,550.00	(9,054.50)	7,495.50	16,550.00
8008 Audit Fees	29,500.00	36,500.00	46,298.00	(9,798.00)	3,500.00	46,298.00
8009 Data Processing Fees (Accounting, Payroll)	14,444.97	58,028.86	21,258.00	36,770.86	1,129.37	21,258.00
8102 Uniforms	866.46	51.00	2,250.00	(2,199.00)		2,250.00
8103 Educational, Recreational, and Craft Supplies	19,578.00	36,147.02	8,475.00	27,672.02	370.67	8,475.00
8104 Food and Beverages	112,564.69	166,812.54	156,226.00	10,586.54	6,100.57	156,226.00
8105 Laundry, Linen and Housekeeping Supplies	244.60	11,494.98	1,575.00	9,919.98		1,575.00
8106 Office Supplies	68,623.35	88,614.36	69,878.00	18,736.36	9,731.82	69,878.00
8107 Duplicating and Printing Supplies	2,149.20	3,598.57	3,387.00	211.57	259.38	3,387.00
8110 Kitchen, Dining Room Supplies	1,438.18	5,536.29	4,985.00	551.29	430.64	4,985.00
8201 Office Telephones	32,348.42	37,454.95	37,789.00	(334.05)	4,686.22	37,789.00
8202 Cell Phones and Internet	40,655.22	56,122.79	29,776.00	26,346.79	4,688.72	29,776.00
8203 Quarters Telephones	3,141.28	3,824.30	2,940.00	884.30	488.91	2,940.00

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## AREA COMMAND

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
8301 Postage and Parcel Post	82,277.34	139,525.72	101,094.00	38,431.72	26,038.28	101,094.00
8401 Facility Rent	47,131.69	2,432.30		2,432.30		
8403 Building and Equipment Insurance	81,056.30	110,835.45	89,743.00	21,092.45	2,696.97	89,743.00
8405 Utilities	274,406.54	332,575.24	365,945.00	(33,369.76)	39,445.13	365,945.00
8409 Property Upkeep and Repairs	150,069.95	183,104.26	122,426.00	60,678.26	58,028.73	122,426.00
8413 Janitorial Supplies	64,779.21	56,540.22	75,680.00	(19,139.78)	7,490.63	75,680.00
8420 Dump Fees	3,484.98	7,289.97		7,289.97	1,064.27	
8501 Rentals of Furnishings and Equipment	40,635.02	61,681.16	42,650.00	19,031.16	13,455.19	42,650.00
8502 Repairs and Maintenance - Furnishings and Equipment	5,324.67	6,128.53	30,568.00	(24,439.47)	104.40	30,568.00
8503 Purchases of Furnishings and Equipment	95,633.39	33,638.17	28,764.00	4,874.17	1,299.52	28,764.00
8601 Printing and Other Media Preparation	201,413.76	393,872.57	302,505.00	91,367.57	84,052.62	302,505.00
8606 Subscriptions	7,032.85	11,600.17		11,600.17	(4,061.39)	
8607 Purchase of S.A Periodical Publications (War Cry, etc.)	518.50		400.00	(400.00)		400.00
8608 Advertising and Public Information Charges	143,910.12	208,090.30	200,000.00	8,090.30	6,860.00	200,000.00
8609 War Cry Pubs	1,288.60	1,272.00	1,300.00	(28.00)	244.80	1,300.00
8701 Other Transportation and Meals	5,751.54	7,294.71	10,000.00	(2,705.29)	833.49	10,000.00
8702 Salvation Army Vehicles - Operating Costs	28,976.10	37,798.52	26,890.00	10,908.52	11,422.70	26,890.00
8704 Salvation Army Vehicles - Insurance	23,854.65	31,877.72	20,369.00	11,508.72	2,833.23	20,369.00
8707 Auto Allowances - Employees, Officers and	13,002.90	14,908.64	8,816.00	6,092.64	801.22	8,816.00
8801 Conference Attendance	147,129.55	309,561.41	233,900.00	75,661.41	15,389.52	233,900.00
8802 Out-of-Town Travel	10,626.68	5,601.55	8,300.00	(2,698.45)	185.96	8,300.00
8906 Specific Assistance to Individuals	566,444.24	628,445.74	626,322.00	2,123.74	56,027.10	626,322.00
8916 Specific Assistance - Seasonal/Disaster	923,148.37	869,034.24	800,750.00	68,284.24	15,742.00	800,750.00
8920 Interstate Services	148,933.74	158,065.53	181,550.00	(23,484.47)	8,317.18	181,550.00
9001 Organization Dues	4,747.34	4,515.00	9,500.00	(4,985.00)		9,500.00
9103 Scholarship Grants/Tuition Payments	520.00					

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## AREA COMMAND

For the Twelve Months Ending Monday, September 30, 2019

Account Number / Description	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
9111 Christmas Remembrances	8,173.00	8,708.85	11,400.00	(2,691.15)	170.00	11,400.00
9402 World Services and Harvest Festival	134,928.00	138,976.00	131,000.00	7,976.00		131,000.00
9410 Sundry Expense					(3,246.63)	
9440 Bad Debt Expense	454.08	960.77		960.77	92.56	
9611 From ARC		16,380.00		16,380.00		
9613 Grants From Other SA Units			36,853.00	(36,853.00)		36,853.00
9627 Appeals - Appropriated	144,000.00	91,500.00	50,000.00	41,500.00	8,000.00	50,000.00
9692 Support Service to Headquarters	729,775.37	774,521.16	889,617.00	(115,095.84)	40,754.25	889,617.00
9704 Depreciation Expense	26,316.48	26,309.28		26,309.28	4,817.12	
Total Expenses	9,759,948.70	10,726,592.96	11,617,198.00	(890,605.04)	990,708.67	11,617,198.00
Net Income/Expense	613,156.37	1,373,926.95		1,373,926.95	686,117.97	

Financial Statements for The Salvation Army Williamson County Service Center and  
The Salvation Army Austin Area Command are below

The Salvation Army Williamson County Service Center is an extension of The Salvation Army Austin Area Command. Although we are audited as part of Austin Area Command, The Salvation Army Williamson County Service Center is locally funded and locally operated. The Service Center maintains and manages its own restricted budget within Austin Area Command. In FY2019, our budget was 3% of the total Austin Area Command budget.

The Austin Area Command manages millions of dollars (from private and government sources) because The Salvation Army Austin is the largest provider of shelter and support services for women and children in Austin. Currently, they operate three 24/7 shelters for local men, women, and children experiencing homelessness, including the recently opened The Rathgeber Center for Families.

## GEORGETOWN

For the Twelve Months Ending Monday, September 30, 2019

Account Number / Description	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
1001 Cash in Bank	\$86,684.71	\$62,190.48		\$62,190.48	(\$87,050.51)	
1006 Individual Petty Cash	200.00	200.00		200.00		
1101 Unrestricted - Operating Deposits at DHQ	680.19	5,836.02		5,836.02	2,800.19	
1111 Board Designated - Vehicle Deposits	2,852.90	2,852.90		2,852.90		
1203 Accounts Receivable-DHQ	14.57	14.57		14.57	14.57	
1204 Accounts Receivable-Other SA Units	1,561.12					
Total Assets	91,993.49	71,093.97		71,093.97	(84,235.75)	
2001 Accounts Payable	(9,733.38)	(5,492.05)		(5,492.05)	(4,602.15)	
2004 Accounts Payable - SA Other	(1,010.87)	(10,000.00)		(10,000.00)	(10,000.00)	
2006 Accounts Payable - THQ	(5,332.43)					
2007 Accounts Payable - DHQ		59.97		59.97	59.97	
2015 Support Services	(2,314.19)	(3,088.65)		(3,088.65)	(1,769.68)	
Total Liabilities	(18,390.87)	(18,520.73)		(18,520.73)	(16,311.86)	
3903 Accumulated Surplus/Deficit	(124,718.33)	(73,602.62)		(73,602.62)		
Total Reserves	(124,718.33)	(73,602.62)		(73,602.62)		
4001 Donations - General	(48,111.50)	(68,182.32)	(32,000.00)	(36,182.32)	(850.00)	(32,000.00)
4002 Seasonal Donations	(231,346.85)	(316,288.37)	(300,000.00)	(16,288.37)	(2,100.00)	(300,000.00)
4012 Restricted Donations	(21,858.00)	(8,200.00)		(8,200.00)		
4050 Gifts-in-Kind	(750.00)	(260.00)		(260.00)		
4201 Special Fund Raising Events	(38,956.43)	(74,645.03)	(40,000.00)	(34,645.03)	(16,715.00)	(40,000.00)
4610 Grants From DHQ		(155.00)		(155.00)		
4627 Appeals Appropriated			(15,000.00)	15,000.00		(15,000.00)
4677 THQ to Local Unit	(15,000.00)	(12,500.00)		(12,500.00)		
5001 Public Funds/Agency Funds		(13,000.00)		(13,000.00)		
Total Income	(356,022.78)	(493,230.72)	(387,000.00)	(106,230.72)	(19,665.00)	(387,000.00)



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## GEORGETOWN

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
7002 Salaries - Exempt Employees	94,248.74	90,443.08	92,438.00	(1,994.92)	7,319.88	92,438.00
7003 Salaries - Non-exempt Employees	35,535.12	38,669.28	33,712.00	4,957.28	4,409.85	33,712.00
7004 Salaries - Temporary/Seasonal Employees	907.50	5,255.00		5,255.00		
7102 Employee Life/Accident Insurance	213.00	213.00	180.00	33.00		180.00
7103 Employee Medical Insurance Premiums	33,984.00	32,402.00	33,984.00	(1,582.00)	1,906.00	33,984.00
7104 Pension - Employees	7,025.73	4,070.07	7,569.00	(3,498.93)		7,569.00
7105 403 (B) Match	1,792.70	3,879.95		3,879.95	351.90	
7112 Employee Disability Insurance	120.00		180.00	(180.00)		180.00
7201 FICA - Salvation Army Portion	9,252.70	9,443.93	9,650.00	(206.07)	820.52	9,650.00
7203 Workers' Compensation Insurance	2,247.84	1,827.00	3,583.00	(1,756.00)	152.25	3,583.00
8001 Professional Fees	2,005.23	2,825.60	250.00	2,575.60	54.00	250.00
8009 Data Processing Fees (Accounting, Payroll)	379.48	838.88	624.00	214.88	16.30	624.00
8102 Uniforms	260.33	406.00		406.00		
8103 Educational, Recreational, and Craft Supplies	6,790.09	4,160.12	75.00	4,085.12	(0.60)	75.00
8104 Food and Beverages	3,800.40	1,888.81	5,000.00	(3,111.19)	422.03	5,000.00
8106 Office Supplies	4,666.47	2,668.62	7,000.00	(4,331.38)	72.15	7,000.00
8107 Duplicating and Printing Supplies	77.50	41.34	400.00	(358.66)		400.00
8110 Kitchen, Dining Room Supplies		90.47		90.47		
8201 Office Telephones	371.81	1,190.54	1,500.00	(309.46)	78.44	1,500.00
8202 Cell Phones and Internet	3,454.71	2,360.95	2,280.00	80.95	189.95	2,280.00
8301 Postage and Parcel Post	1,224.66	424.27	650.00	(225.73)		650.00
8401 Facility Rent	38,877.79	33,553.36	30,000.00	3,553.36	5,194.44	30,000.00
8403 Building and Equipment Insurance	659.27	1,396.23	1,000.00	396.23	114.69	1,000.00
8405 Utilities	3,254.15	3,421.17	3,600.00	(178.83)	736.31	3,600.00
8409 Property Upkeep and Repairs	385.80	735.44	1,085.00	(349.56)	6.48	1,085.00
8413 Janitorial Supplies	219.71	296.47	100.00	196.47	15.44	100.00
8501 Rentals of Furnishings and Equipment	728.50	1,336.00	600.00	736.00	139.00	600.00
8503 Purchases of Furnishings and Equipment	6,320.55	1,205.21	3,000.00	(1,794.79)		3,000.00

## GEORGETOWN

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
8601 Printing and Other Media Preparation	2,695.67	747.28	300.00	447.28		300.00
8606 Subscriptions	156.00	12.95		12.95		
8608 Advertising and Public Information Charges	47.31	310.00	500.00	(190.00)		500.00
8701 Other Transportation and Meals	1,773.95	2,131.34	1,200.00	931.34	70.01	1,200.00
8702 Salvation Army Vehicles - Operating Costs	1,649.98	2,254.17	300.00	1,954.17		300.00
8704 Salvation Army Vehicles - Insurance	1,671.80	2,019.96	1,200.00	819.96	168.33	1,200.00
8706 Leased Vehicles - Operating Costs		2,070.30		2,070.30		
8707 Auto Allowances - Employees, Officers and	6,143.00	7,123.34	4,000.00	3,123.34	675.70	4,000.00
8801 Conference Attendance	1,849.84	19,765.05	7,000.00	12,765.05	6,373.18	7,000.00
8802 Out-of-Town Travel	2,070.30		700.00	(700.00)		700.00
8906 Specific Assistance to Individuals	78,127.58	79,178.90	85,000.00	(5,821.10)	2,602.44	85,000.00
8916 Specific Assistance - Seasonal/Disaster	9,924.48	4,795.00		4,795.00		
8920 Interstate Services	6,769.80	9,569.29	7,740.00	1,829.29	523.50	7,740.00
9001 Organization Dues	200.00	140.00		140.00		
9103 Scholarship Grants/Tuition Payments		4,838.92		4,838.92		
9111 Christmas Remembrances	300.00	300.00	150.00	150.00		150.00
9402 World Services and Harvest Festival	1,783.00	1,836.00	1,750.00	86.00		1,750.00
9627 Appeals - Appropriated		85,235.27		85,235.27	85,235.27	
9692 Support Service to Headquarters	33,172.00	46,889.54	38,700.00	8,189.54	2,565.15	38,700.00
Total Expenses	407,138.49	514,260.10	387,000.00	127,260.10	120,212.61	387,000.00
Net Income/Expense	51,115.71	21,029.38		21,029.38	100,547.61	

## Clarification of FY2019 Financials and Current Status

August 13, 2020

Since the fall of 2019, the new leadership of Austin's Area Command has been hyper focused on rebuilding fiscal health (former leadership's focus had been on finishing a capital campaign and completing construction projects). TSA's Advisory Board financial task force conducted a comprehensive review of accounting and budgeting. As of March 2020, all FY2019 vendors have been paid, accounts payable accounts addressed. A CFO/COO has been hired to review processes, find efficiencies, and direct management. Per non-profit best financial practices, TSA is also slowly building reserves through directing all legacy gifts into a reserves account.

For this fiscal year (10/1/2019 to 9/30/2020), we have a budget of nearly \$12M to operate three shelters plus our Williamson County Service Center. As of 7/31, 99% of the FY20 development goal (\$8.9M) has been raised: \$4.7M in individual giving, \$2.8M public government grants, \$1M in private foundations, and more. In addition, 96% of in-kind budget for the fiscal year has already been donated. July and August have resulted in strong fundraising revenues while our accounts payable has decreased and reserve accounts are refilled.

## AREA COMMAND

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					Current Month	Annual Budget
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget			
1001 Cash in Bank	\$415,974.75	\$244,052.13		\$244,052.13		\$67,113.04	
1005 Central Petty Cash	1,400.00	1,400.00		1,400.00			
1101 Unrestricted - Operating Deposits at DHQ	(272,389.75)	(91,334.29)		(91,334.29)		60,617.87	
1104 THQ Reserves	5,675.89	8,503.11		8,503.11		257.77	
1111 Board Designated - Vehicle Deposits	24,563.91	4,159.45		4,159.45			
1112 Board Designated - Property Maintenance Deposits	5,399.21	5,399.21		5,399.21			
1201 Accounts Receivable						(5,313.33)	
1202 Accounts Receivable	489,525.42	143,523.40		143,523.40		2,147.24	
1203 Accounts Receivable-DHQ	14,776.44						
1204 Accounts Receivable-Other SA Units	(1.90)	(1,350.93)		(1,350.93)			
1206 Accounts Receivable-THQ	56,535.76						
1207 Government Contracts Receivables	228,149.94	18,558.31		18,558.31		(495,053.42)	
1403 Gift Card Inventory	800.00	2,111.09		2,111.09		(88.91)	
1501 Prepaid Expenses and Deferred Charges	47,300.00	57,300.00		57,300.00			
1840 Furnishings & Equipment	137,358.96	137,358.96		137,358.96			
1841 Furnishings & Equipment-Small Vehicles	164,726.50	189,313.10		189,313.10			
1842 Furnishings & Equipment-Medium Vehicles	116,374.41	116,374.41		116,374.41			
1843 Furnishings & Equipment-Large Vehicles	89,575.38	89,575.38		89,575.38			
1849 Accumulated Depreciation - Vehicles	(345,156.15)	(338,214.62)		(338,214.62)		(2,761.76)	
1850 Equipment > \$10,000	13,702.42	13,702.42		13,702.42			
1859 Accumulated Depreciation - Equipment	(10,276.80)	(12,332.16)		(12,332.16)		(2,055.36)	
Total Assets	1,184,014.39	588,098.97		588,098.97		(375,136.86)	
2001 Accounts Payable	(461,497.99)	(1,086,280.33)		(1,086,280.33)		(182,122.99)	
2004 Accounts Payable - SA Other	(11,561.12)	(2,975.23)		(2,975.23)		(2,085.23)	
2006 Accounts Payable - THQ	(599.47)	(47,853.13)		(47,853.13)		(9,059.26)	

## AREA COMMAND

For the Twelve Months Ending Monday, September 30, 2019

Account Number / Description	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
2007 Accounts Payable - DHQ	(70,962.45)	(78,010.71)		(78,010.71)	(8,642.20)	
2015 Support Services	(280,635.47)	(368,148.63)		(368,148.63)	(49,071.43)	
2601 Loans Payable	(40,000.00)	(60,000.00)		(60,000.00)	(60,000.00)	
Total Liabilities	(865,256.50)	(1,643,268.03)		(1,643,268.03)	(310,981.11)	
3903 Accumulated Surplus/Deficit	(931,914.26)	(318,757.89)		(318,757.89)		
Total Reserves	(931,914.26)	(318,757.89)		(318,757.89)		
4001 Donations - General	(1,643,804.01)	(1,188,019.11)	(1,207,869.00)	19,849.89	(49,406.22)	(1,207,869.00)
4002 Seasonal Donations	(2,438,118.73)	(2,710,503.55)	(2,883,911.00)	173,407.45	(59,499.97)	(2,883,911.00)
4012 Restricted Donations	(165,449.21)	(196,682.76)	(2,307,210.00)	2,110,527.24	(23,200.00)	(2,307,210.00)
4050 Gifts-in-Kind	(957,587.00)	(974,188.92)	(858,000.00)	(116,188.92)	(22,187.00)	(858,000.00)
4201 Special Fund Raising Events	(287,493.27)	(507,121.86)	(650,000.00)	142,878.14	(18,000.00)	(650,000.00)
4610 Grants From DHQ		(4,250.00)		(4,250.00)		
4620 Area Command Activities	(62,406.00)	(69,852.00)	(126,000.00)	56,148.00		(126,000.00)
4627 Appeals Appropriated		(85,235.27)		(85,235.27)	(85,235.27)	
4628 Unrestricted Trust Funds	(275,345.64)	(457,960.89)	(300,000.00)	(157,960.89)	(30,010.17)	(300,000.00)
4629 Restricted Trust Funds	(9,348.30)	(7,157.50)		(7,157.50)	(7,157.50)	
4677 THQ to Local Unit		(2,500.00)		(2,500.00)	(1,250.00)	
4701 Income From Unassociated Organizations	(26,712.43)	(5,407.30)	(25,000.00)	19,592.70		(25,000.00)
5001 Public Funds/Agency Funds	(2,625,600.13)	(2,871,430.77)	(3,139,708.00)	268,277.23	3,293.33	(3,139,708.00)
5003 Public Funds exempt	(535,835.71)	(165,964.32)		(165,964.32)		
6201 Program Service Fees	(93,606.82)	(98,752.76)	(115,000.00)	16,247.24	(9,680.99)	(115,000.00)
6403 Vending Machine - Canteen Sales	(178.21)	(185.05)	(3,000.00)	2,814.95		(3,000.00)
6703 Gains (Losses) On Sale Of Equipment		(2,377.59)		(2,377.59)		
6801 Interest Income	(2,029.96)	(2,827.22)	(1,500.00)	(1,327.22)	(257.77)	(1,500.00)
6901 Sundry/Miscellaneous Revenue	(23,276.91)	(2,249.14)		(2,249.14)	(1,999.14)	
Total Income	(9,146,792.33)	(9,352,666.01)	(11,617,198.00)	2,264,531.99	(304,590.70)	(11,617,198.00)
7001 Officers' Allowances and Grants	95,293.00	115,761.69	85,000.00	30,761.69	6,705.80	85,000.00

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## AREA COMMAND

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
7002 Salaries - Exempt Employees	552,957.38	606,260.84	818,892.00	(212,631.16)	73,723.14	818,892.00
7003 Salaries - Non-exempt Employees	2,086,065.30	2,153,544.06	3,287,165.00	(1,133,620.94)	237,706.75	3,287,165.00
7004 Salaries - Temporary/Seasonal Employees	51,798.07	73,009.31	40,000.00	33,009.31	3,591.12	40,000.00
7101 Officers' Life/Accident Insurance	324.00	324.00	972.00	(648.00)		972.00
7102 Employee Life/Accident Insurance	4,615.00	4,118.00	4,450.00	(332.00)		4,450.00
7103 Employee Medical Insurance Premiums	651,924.00	633,745.00	957,858.00	(324,113.00)	58,133.00	957,858.00
7104 Pension - Employees	96,809.72	61,326.72	126,340.00	(65,013.28)		126,340.00
7105 403 (B) Match	25,599.39	53,182.01		53,182.01	6,897.37	
7108 Officers' Health Care Provision Assessments	27,441.00	27,144.00	25,500.00	1,644.00	2,262.00	25,500.00
7109 Officers' Retirement Assessments	10,944.00	11,484.00	10,422.00	1,062.00	957.00	10,422.00
7112 Employee Disability Insurance	2,880.00		1,440.00	(1,440.00)		1,440.00
7201 FICA - Salvation Army Portion	206,405.77	207,870.45	236,976.00	(29,105.55)	22,970.16	236,976.00
7203 Workers' Compensation Insurance	75,706.34	42,348.74	102,719.00	(60,370.26)	3,529.06	102,719.00
8001 Professional Fees	1,418,738.10	1,551,747.80	1,111,735.00	440,012.80	136,492.62	1,111,735.00
8003 Legal Fees	11,148.30	7,495.50	16,550.00	(9,054.50)	7,495.50	16,550.00
8008 Audit Fees	29,500.00	36,500.00	46,298.00	(9,798.00)	3,500.00	46,298.00
8009 Data Processing Fees (Accounting, Payroll)	14,444.97	58,028.86	21,258.00	36,770.86	1,129.37	21,258.00
8102 Uniforms	866.46	51.00	2,250.00	(2,199.00)		2,250.00
8103 Educational, Recreational, and Craft Supplies	19,578.00	36,147.02	8,475.00	27,672.02	370.67	8,475.00
8104 Food and Beverages	112,564.69	166,812.54	156,226.00	10,586.54	6,100.57	156,226.00
8105 Laundry, Linen and Housekeeping Supplies	244.60	11,494.98	1,575.00	9,919.98		1,575.00
8106 Office Supplies	68,623.35	88,614.36	69,878.00	18,736.36	9,731.82	69,878.00
8107 Duplicating and Printing Supplies	2,149.20	3,598.57	3,387.00	211.57	259.38	3,387.00
8110 Kitchen, Dining Room Supplies	1,438.18	5,536.29	4,985.00	551.29	430.64	4,985.00
8201 Office Telephones	32,348.42	37,454.95	37,789.00	(334.05)	4,686.22	37,789.00
8202 Cell Phones and Internet	40,655.22	56,122.79	29,776.00	26,346.79	4,688.72	29,776.00
8203 Quarters Telephones	3,141.28	3,824.30	2,940.00	884.30	488.91	2,940.00

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## AREA COMMAND

Account Number / Description	For the Twelve Months Ending Monday, September 30, 2019					
	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
8301 Postage and Parcel Post	82,277.34	139,525.72	101,094.00	38,431.72	26,038.28	101,094.00
8401 Facility Rent	47,131.69	2,432.30		2,432.30		
8403 Building and Equipment Insurance	81,056.30	110,835.45	89,743.00	21,092.45	2,696.97	89,743.00
8405 Utilities	274,406.54	332,575.24	365,945.00	(33,369.76)	39,445.13	365,945.00
8409 Property Upkeep and Repairs	150,069.95	183,104.26	122,426.00	60,678.26	58,028.73	122,426.00
8413 Janitorial Supplies	64,779.21	56,540.22	75,680.00	(19,139.78)	7,490.63	75,680.00
8420 Dump Fees	3,484.98	7,289.97		7,289.97	1,064.27	
8501 Rentals of Furnishings and Equipment	40,635.02	61,681.16	42,650.00	19,031.16	13,455.19	42,650.00
8502 Repairs and Maintenance - Furnishings and Equipment	5,324.67	6,128.53	30,568.00	(24,439.47)	104.40	30,568.00
8503 Purchases of Furnishings and Equipment	95,633.39	33,638.17	28,764.00	4,874.17	1,299.52	28,764.00
8601 Printing and Other Media Preparation	201,413.76	393,872.57	302,505.00	91,367.57	84,052.62	302,505.00
8606 Subscriptions	7,032.85	11,600.17		11,600.17	(4,061.39)	
8607 Purchase of S.A Periodical Publications (War Cry, etc.)	518.50		400.00	(400.00)		400.00
8608 Advertising and Public Information Charges	143,910.12	208,090.30	200,000.00	8,090.30	6,860.00	200,000.00
8609 War Cry Pubs	1,288.60	1,272.00	1,300.00	(28.00)	244.80	1,300.00
8701 Other Transportation and Meals	5,751.54	7,294.71	10,000.00	(2,705.29)	833.49	10,000.00
8702 Salvation Army Vehicles - Operating Costs	28,976.10	37,798.52	26,890.00	10,908.52	11,422.70	26,890.00
8704 Salvation Army Vehicles - Insurance	23,854.65	31,877.72	20,369.00	11,508.72	2,833.23	20,369.00
8707 Auto Allowances - Employees, Officers and	13,002.90	14,908.64	8,816.00	6,092.64	801.22	8,816.00
8801 Conference Attendance	147,129.55	309,561.41	233,900.00	75,661.41	15,389.52	233,900.00
8802 Out-of-Town Travel	10,626.68	5,601.55	8,300.00	(2,698.45)	185.96	8,300.00
8906 Specific Assistance to Individuals	566,444.24	628,445.74	626,322.00	2,123.74	56,027.10	626,322.00
8916 Specific Assistance - Seasonal/Disaster	923,148.37	869,034.24	800,750.00	68,284.24	15,742.00	800,750.00
8920 Interstate Services	148,933.74	158,065.53	181,550.00	(23,484.47)	8,317.18	181,550.00
9001 Organization Dues	4,747.34	4,515.00	9,500.00	(4,985.00)		9,500.00
9103 Scholarship Grants/Tuition Payments	520.00					

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## AREA COMMAND

For the Twelve Months Ending Monday, September 30, 2019

Account Number / Description	Prior Year to Date	Current Year to Date	Budget to Date	Variance Over/ Under Budget	Current Month	Annual Budget
9111 Christmas Remembrances	8,173.00	8,708.85	11,400.00	(2,691.15)	170.00	11,400.00
9402 World Services and Harvest Festival	134,928.00	138,976.00	131,000.00	7,976.00		131,000.00
9410 Sundry Expense					(3,246.63)	
9440 Bad Debt Expense	454.08	960.77		960.77	92.56	
9611 From ARC		16,380.00		16,380.00		
9613 Grants From Other SA Units			36,853.00	(36,853.00)		36,853.00
9627 Appeals - Appropriated	144,000.00	91,500.00	50,000.00	41,500.00	8,000.00	50,000.00
9692 Support Service to Headquarters	729,775.37	774,521.16	889,617.00	(115,095.84)	40,754.25	889,617.00
9704 Depreciation Expense	26,316.48	26,309.28		26,309.28	4,817.12	
Total Expenses	9,759,948.70	10,726,592.96	11,617,198.00	(890,605.04)	990,708.67	11,617,198.00
Net Income/Expense	613,156.37	1,373,926.95		1,373,926.95	686,117.97	