

2020-2021 Budget Presentation

“ Investment in members and employees ”



THANK YOU]

Strategic Direction 2020-2021

Financial Sustainability & Growth



Strategic Priorities	
Improved financial performance, controls & compliance	<ul style="list-style-type: none">-Fiscal accountability & a balanced budget-Financially stable organization-Compliance with funding covenants and statutory requirements.-Facilitate growth & expansion of programs & services-Robust systems, policies and procedures
	<ul style="list-style-type: none">-Efficient and effective use of resources to maximize program impacts and outcomes
Support strong and effective business partnerships to manage funding risk	<ul style="list-style-type: none">-Support operations to negotiate base funding of fiscally funded programs.-Support operations to secure strategic partnerships with other organizations

- Government of Ontario's appetite to retain existing funding model is uncertain
- Budget was developed based on current year's projections, adjusted for known changes anticipated in 2020-2021
- Annualized funding levels remain unchanged in 2020-2021
- Stabilization funding in the amount of \$638K continues
- FM to be transferred from Fee-For-Service to MCSS starting Apr-2020
- No funding is factored in this budget for RC & DE. Costs relating to their support remains a pressure and are considered in this budget. MCSS funded \$633K annually in the past four years.
- Madison new program factored in budget

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Assumptions & Noteworthy -2020-2021 Budget - Expenses



- Wage enhancement and health benefits increase is factored into this budget
- New Madison program expense factored in budget
- Temporary help will continue to be used as a flex staffing component to cover off short term needs relating to vacancies, one-time funding, backfill, statutory holidays, vacations and sick
- Rent is based on lease contracts
- Vehicle costs are based on lease contracts, current year's experience and one time costs
- Personal needs, Client support and General expenses are based on current year's spending levels
- Some marketing initiatives were reclassified to salaries

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Budget Summary -2020-2021

	2019-2020 Budget	2019-2020 Projected	2020-2021 Budget	2020-2021 Budget Compared to Projected 2019-2020
Revenue				
Government Funding	\$25,054,737	\$26,139,511	\$26,998,726	\$859,215
Other	5,883,901	5,744,612	4,557,546	(1,187,065)
Total Revenue	30,938,637	31,884,122	31,556,272	(327,850)
Expense				
Salaries, Benefits and Temp/Agency	25,062,643	24,995,778	25,628,678	(632,900)
Transportation and Travel	644,239	717,521	719,866	(2,345)
Occupancy	2,128,654	2,561,725	2,086,780	474,945
Client Supports	2,390,886	2,267,741	2,347,387	(79,646)
General and Administrative	712,215	801,338	773,561	27,776
Total Expenses	30,938,637	31,344,102	31,556,272	(212,170)
Surplus/(Deficit)	\$0	\$540,020	(\$0)	(\$540,020)

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Summary of key changes



	<u>2020-2021 Budget</u> Compared to Projected 2019-2020 <u>\$ in 000's</u>
Government Funding - increase driven from FM funding transfer from Fee-For-Service, new Madison Program, member RaMa topup, offset by one time Minor Capital/PFR funding	859
Contracts & Fee for Service - decrease due to member FM funding transfer to Govt Funding and discharge of members JP and RD	(1,187)
Labour Costs - increase driven by new Madison Program, member RaMa support, Marketing, negotiations, higher insurance offset by lower consulting and discharged members	633
Transportation & Travel - increase primarily due to new Madison Program member travel	2
Occupancy - decrease due to one time expense for PFR/Minor Capital and startup of new Madison Program	(475)
Member Support - increase in member support software	80
General Administration - decrease due to moving Marketing in-house on labour cost line above	<u>(28)</u>
<i>Increase/(Decrease)</i>	<u>(540)</u>