## **EnTrust Community Services- RIETH**

Applicants must submit completed proposals according to the instructions. Failure to do so may render your application ineligible. Applications must be typed in the format on the application provided.

Project/Facility Title: Rapid Intervention Emergence	y Transitional Housing (RIFTH)
Project/Facility Address: 107 West 11th Avenue - E	llensburg, WA 98926
Total Project Costs: \$145,126.64	3,
Grant Amount Requested: \$100,000.00	
Type of Grant Requested:	
Capital:AcquisitionNew Construction	n Rehabilitation
XX Operations & Maintenance – Single Year	
Operations & Maintenance – Multiple Year – N	umber of Years:
Emergency/Youth Shelter Operations	
Type of Housing: Emergency Transitional X	X Permanent Other
Number and type of units to be funded with Afford	dable Housing funds:
New Preserved Rehabbed	Existing 17 Other
Attitude And Additional And Additional Additional Additional And Additional A	The Child
City, Town or Unincorporated Area to be served: A	ll of Kittitas County
Name of Applicant: EnTrust Community Services	•
Federal Tax ID#: 91-0862938	
Address of Applicant: Po Box 9727, Yakima WA 989	<del>3</del> 09-0727
Name of Contact Persons: Tom Gaulke	Title: Chief Operations Officer
Email Address: gaulket@entrustcs.org	Phone: 509-834-2961
Fax: 509-453-1614	
Name and Title of Authorized representative: Tom	Gaulke - COO
Acceptance of this application may be subject to sub review of the latest audit of financial statement. Pre guarantee that applicants will receive funds. By sign undersigned certifies that all information is accurate	paration of an application does not ing this grant application form the
Ton Bail	2/28/11
Signature of Authorized Representative	Date
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## **Section I. Project Questions**

Please respond to the questions in this section about the specific project to be funded.

- 1. Project Title: Rapid Intervention Emergency Transitional Housing (RIETH)
- 2. Project Summary and Goals: (Provide one to two paragraphs summarizing your project and how it will strengthen or enhance housing and/or services to prevent or reduce homeless in Kittitas County. Specifically list the goals of the project.

Project RIETH is a housing assistance program designed specifically for people who experience significant barriers to housing and cannot qualify for existing programs. Since June of 2010, RIETH has provided rental assistance, case management, and job development services to 15 homeless families that did not meet the qualification of other housing programs in place.

Housing assistance payments alone will not provide a lasting effect unless coupled with case management and employment services. Project RIETH will continue to work hand in hand with Entrusts employment program partners to help people find jobs. These jobs will lead to long term stability and a lessening reliance on services.

## **Project Goals:**

- 1. Conduct a comprehensive assessment of each enrollee or family using the Arizona Self-Sufficiency Matrix.
- 2. Develop "Whole Life Plans" for each enrollee or family to address each area of critical need outlined in the matrix.
- 3. Provide specific rental assistance on a structured basis to 17 individuals or families and secure housing.
- 4. Provide life skills training and employment services that lead to employment.
- 5. Provide Case Management services to coordinate all benefits and link enrollees to critical programs and services.
- 6. Maintain a housing assistance and employment center where employment resources are available along with case management and other supports services.
- 7. Educate local landlords about the program and benefits in working with the project.
- **3. Priorities:** (How does this project respond to the Homeless Assistance Grant Program Priorities for 2009? Describe how this project fills an unmet need)

Project RIETH will address the following priorities from the Homelessness Assistance Grant Program:

Funding help with rent payments when households lose their primary source of income.

Since many of the people who will participate in Project RIETH do not qualify for the existing housing assistance programs and will have little or no financial resources available to them, Project RIETH and its structured housing assistance funds will provide much needed assistance to establish a stable residence.

RIETH embraces the Housing First concept to get a family or individual off the street and situated in their own home using emergency start up funds to pay the rent. Once settled, the Case Manager begins the process of improving the family's long-term financial stability by linking them to appropriate sources of income such as TANF, Social Security, Disability Lifeline, GAU, etc. Once a steady stream of income is established, RIETH, unlike other programs, does not stop there.

Ultimately employment results in a decrease in reliance on government sources of income and long-term independence. Simply stated, the goal of the program is to stabilize the housing situation, increase income sources, and then replace those sources with income from wages.

## Housing Assistance benefits:

#### Benefit to Landlord:

6 month rent guarantee
Case Management
Early Intervention with rental issues
Secondary point of contact
Pre-screened and qualified

## Benefit to Family:

6 month rent guarantee
Assistance with Budget
Employment assistance
Build positive rental history
Case Management
Increase family stability
Connection to services and treatment
Advocacy

 Increase the number of housing opportunities available for single persons and disenfranchised populations.

Because RIETH establishes a structured housing assistance fund, opportunities through traditional housing and low-income housing placements will occur as we work with landlords to

accept people into their units that would not otherwise be able to. We are already working with 14 separate landlords. In order to expand the participation in the program by even more landlords, we will conduct an educational forum for local landlords to learn about the program and the benefits of working with the Housing Assistance Fund.

 Connect homeless populations to services and strengthen linkages between agencies providing services to homeless individuals/families.

RIETH will use the Arizona Matrix to establish what connections make the most sense for each participant's situation and will assist the participants to connect with those resources. Our Case Manager will also work to educate all agencies and other interested entities i.e., churches, the university, etc. in the area of our project and will learn about their individual eligibility criteria.

In February of 2011, EnTrust worked with a local group of Veteran's and Agencies serving vets, to create the Central Washington Veterans Coalition. We will continue to work within the existing community structure to identify weaknesses in the system and to promote collaboration and improvements. We look forward to another year of building bridges.

Provide additional case management to homeless populations.

Case Management will be provided through EnTrust staff to connect people to existing services. Using the Arizona Self-Sufficiency Matrix, a detailed assessment of need will be used to establish a long-term plan that will increase each enrollee's self-sufficiency in each of the matrix measurement areas. Case Managers will then work with the enrollee to build a network of resources using existing services in the area. EnTrust will also collect data about gaps in services and then work within the existing framework of agencies and funders to address those gaps.

Not only does the proposed program provide housing to an un-housed population, it assists them to achieve self-sufficiency by using a structured payment option, building an independent rental history, education and training leading to employment and by providing hope for achievement of future goals after tasting success.

This project will respond to the following Affordable Housing preferences for 2009:

- Provides a comprehensive approach using the "whole family" model and works closely with Entrusts employment programs and other projects already in place.
- Provides in-kind match
- Leverages other funds
- Follows housing first guidelines
- Addresses gaps in service populations

- **4. Preferences:** (Briefly describe how your project meets one or more of the criteria listed under Section E of the Homeless Assistance Program Guiding Principles)
- Strength of the proposal to comprehensively address homelessness and affordable housing.

Coordinated Case Management, detailed assessment of need, long-range planning, a structured housing assistance program, and employment services are the key to providing a "whole life or whole family approach". All the above in combination with Entrusts established employment programs and our current partnership s with the Housing Authority of Kittitas County, Central Washington Comprehensive Mental Health, HopeSource, Alcohol and Drug Dependency Services, the Central Washington Veterans' Coalition and the Division of Vocational Rehabilitation will ensure a comprehensive approach is provided.

The applicant's contribution toward total project costs, including in-kind.

EnTrust will reduce its administrative costs charged to the grant from 12% to 0% for this grant as in-kind services through its corporate offices in Yakima. We will also provide funding for one intern position for the project through CWU, the Housing Authority is providing 2/3 of the rent for our offices as in-kind, and we have asked our marketing company to donate \$500.00 to the project for the design of outreach materials.

EnTrust will also continue developing alternate and additional sources of funding through grants to other state and federal agencies, foundations and local donations. Recent efforts include creation of the Central Washington Veterans Coalition, contracts with local school districts for services to high school students with disabilities, parenting classes through DSHS, and funding from the Division of Vocational Rehabilitation.

Entrust and the Housing Authority will provide Case Management software (CTK) licenses for new staff in-kind as well as 3 refurbished computers with software donated from Microsoft.

• The project's increased housing options available for single persons and disenfranchised populations, as described in the "Gaps in Service" section of the Plan.

RIETH will work with a broad group of people including single parent families, people with a criminal history that includes felony convictions, and those without a significant rental history.

Long-term case management is also identified as a gap in service and is provided in the project as well. Our case management costs included in the proposal are consistent with the case management costs of HPRP program currently funded through Hopesource.

Through the creation of a Housing and Employment center we will be able to centralize many services and expand the hours of operation beyond those of traditional programs.

The project's ability to leverage other funds.

EnTrust currently has funding available for employment programs through a contract with the Division of Vocational Rehabilitation and will bring those resources to bear for those enrollees that have a disability. Since people with disabilities, mental health issues, and drug and alcohol issues are reported in nearly 71% of the homeless population, this will have a significant impact in helping fund these activities. Entrust also contracts with the Division of Developmental Disabilities for services to people who qualify for employment supports. Entrust also has established contracts with local school districts for employment services to high school aged participants enrolled in special education programs. EnTrust is also a United Way recipient in Yakima County and intends to apply for United Way funding in Kittitas County in the next funding cycle.

• Support of the "housing first" principle as well as the priorities outlined in the 2009 Kittitas County Homeless Prevention Plan.

RIETH directly embraces the "housing first" principle as a priority. People cannot reach any level of stabilization without first feeling safe and secure in a home. Everything builds on this. Unfortunately, many people are not able to move into affordable housing because they have life issues and histories that prevent them from qualifying for existing housing programs.

By providing assistance with: Deposits for housing and utilities, the first 6 months of rent, family budgeting, and food stamp enrollment, we can create a chance for a stable environment to build upon.

The project's ability to sustain or strengthen existing resources.

RIETH will work to strengthen existing programs by providing additional Case Management resources to link people to existing services which provides agencies with a referral stream. The project will also provide data that the County can use for planning purposes and caseload projections in the future to allow for application for future funding from existing sources.

Entrust also brings an aggressive grant writing team to the system. We intend to apply for any and all appropriate sources of new funding and to build on the partnerships already in place to create a community coalition allowing the system to apply for new sources of funding not previously available.

Partners on this project are:

MOU – Housing Authority of Kittitas County
Role of HAKC:
Background checks
Financial (cut checks)

#### **EnTrust Community Services- RIETH**

Shared Risk
Advocacy
Provider Landlord relationships
Increase HAKC visibility and positive image in community

Alcohol and Drug Dependency Services- referrals

Central Washington Comprehensive Mental Health- referrals

Division of Vocational Rehabilitation – funding for Job Development, work cloths, and job retention supports

Department of Social and Health Services – Providing a WorkFirst Kiosk at our employment center

Energy Assistance Program CAP Agency- assistance with power bills

Ellensburg School District- funding to support high school students with disabilities to receive employment services

Yakima County Homeless Network- support and training on Arizona Self-Sufficiency Matrix and overall consultation on housing assistance.

14 local landlords- participating in the program

# This project will respond to the following Affordable Housing preferences for 2009:

- Provides a comprehensive approach using the "whole family" model and works closely with other projects already in place.
- Provides in-kind match.
- Leverages other funds
- Follows housing first guidelines
- Addresses gaps in service populations
- **5. Creativity/Innovation:** (Describe any creative or innovative aspects of this project. How is it different or unique? Include information about project partners/collaborations)

The whole family approach and the creation of a Housing and Employment Center will bring new and innovative resources to the area. A one-stop approach will make the system far easier to navigate for the homeless in the community. Also the use of the Arizona Self-sufficiency Matrix will allow for greater tracking of individuals and families over time giving the system accurate rates of effectiveness for the programs servicing the target population.

EnTrust also brings its total quality management philosophy to the area as well allowing for continuous improvement of the systems serving the homeless. Our work with Veteran's, DVR, school districts and others will allow for greater coordination and wrap around systems for our homeless in Kittitas County.

Tying the long-term success of housing stability with employment is the new paradigm. Without a stable home they cannot go to work and without work they cannot have a stable home. Our goal is to eventually find suitable employment for all program participants and

then to begin replacing government subsidized sources of income with wages. In other words, convert tax users to tax payers.

## **Section II. Funding Questions**

Please respond to the questions in this section about the specific project to be funded.

- Homeless Assistance Funds: (Specify how you will use the Homeless Assistance funds.
  Do not describe the project again; rather specify where you will use the funds received
  from this grant application)
  - Funds would be used in the following manner: \$2500 maximum per person or family and would be administered and distributed by our partner the Housing Authority of Kittitas County.
    - i. Rental assistance on structured basis after a complete family budgetary analysis:
    - ii. Month one:
      - 1. 1<sup>st</sup> month rent
      - 2. Last month rent
      - 3. Utility deposit
      - 4. Application fees as necessary
      - 5. Arrangements made with Landlord for self pay of damage deposits
    - iii. Month two: 75% 25% split rent
    - iv. Month three: 50% 50% split rent
    - v. Month four: 50% 50% split rent
    - vi. Month five: 25% 75% split rent
    - vii. Month six: 25% 75% split rent
    - viii. Month seven: Independently pay full rent

The theory behind structured rent: Allow previously homeless families to get back on their feet, pay the damage deposit over 6 months so they have a buy in and allow them to independently pay for other expenses associated with moving (telephone, change driver's license, furnishing, etc.).

- Maintain RIETH Project Coordinator/Case Manager position to oversee the project and provide direct case Management services to 30 families.
- c. Maintain a Housing and Employment Center at the Housing Authority property that includes a computer lab, workspaces, group meeting space, links to WorkSource and other job service sites, providing staff supervision of location.
- d. Provide training and tools for Arizona Self-Sufficiency Matrix.

- e. Provide staff to conduct baseline assessment and reports on progress every 6 months using Arizona Self-Sufficiency Matrix.
- f. Provide access to EnTrust job development and coaching staff.
- g. Provide Life Skills classes at center.
- h. Provide job readiness classes at center.
- i. Provide Kiosk through the Kittitas County SNAP grant for direct access to DSHS programs and services
- 2. Other Funds: (What funding for this project have you already secured? What in-kind donations have been received? What other grants are you applying for?)

EnTrust has a contract with the Division of Vocational Rehabilitation to provide funding for people with disabilities to find employment.

We intend to respond to the RFQ for a contract with Kittitas County to provide employment services for people with Developmental Disabilities.

Entrust will provides a 0% administration fee for the project while leveraging DSHS, DVR, school districts and United Way program funding to reduce the overall staff costs of the RIETH Coordinator/Case Manager to 80%.

Entrust will apply for funding from United Way in the next cycle for this project and have applied for funds from the Lauzier Foundation.

**3. Sustainability:** (Discuss how this project will be sustained after the Homeless Assistance funds are exhausted.)

Funding for the employment side of this project is covered long-term by DVR and other employment dollars from the State and Federal Government. It is our plan to develop enough funding through foundational grants, United Way, and other government sources such as the Second Chance Act grant, to sustain this project long-term beyond the Homeless Assistance dollars.

However, it should be noted that case management and the housing assistance funds will likely be necessary for some time as we have seen in the HPRP program operated by Hopesource and in the HPRP programs offered in Yakima County as well.

We are 7 months into the first year of the project and continue to see the opportunities for leverage and sustainability to continue to develop. A second year of funding is critical to the development of this critical safety net.

**4. Timeline:** (Provide a very specific calendar for the expenditure of the Homeless Assistance funds, including important project milestones)

Activity	Date	Person(s) Responsible
Maintain RIETH Program Coordinator	6/1/11	Carole Miller Rhodes
Conduct Outreach and education about the program	6/30/11	RIETH Program Coordinator Housing Authority Staff
Forum with local landlords to expand program	9/30/11	RIETH Program Coordinator Housing Authority Staff
Housing Assistance Funds begin to flow to additional 30 families.	6/2010	RIETH Program Coordinator
Classroom and Job Development Activities begin	6/30/11	Education Coordinator – Carole Miller Rhodes Job Development Specialist – Lyle Ocker
United Way application	2/28/12	Tom Gaulke – Chief Operations Officer
Lauzier Foundation request	3/1/12	Tom Gaulke – Chief Operations Officer

**5. Partial Funding**: (If this project were to receive only partial funding from the Homeless Assistance Grant Program, how would the funds be used? How would the project be impacted?)

We would look first to scale back any overhead costs before looking at cutting the number of people served. But we may have to scale back the number of people that can be served.

**6. Other:** (Is there anything else that would be helpful for the committee to know in evaluating this application?)

In the past discussion with the County, Case Management costs have been a concern with our project budget as they were counted by the Commissioners as Administrative overhead. In review of other proposals funded by the County, specifically the HPRP program operated by Hopesource, Case Management is cited as a **program expense** and historically has comprised approximately 25-30% of the overall project budget. We feel our case management model is comparative to the case management model provided by the HPRP program and therefore should not be counted in any way as administrative overhead.

# Please see attached letters of support and RIETH Quarterly Report

## Section III. Agency Questions

Please respond to the questions in this section about the specific project to be funded.

1. Background/History: (Please give a brief background and/or history of the applicant organization)

EnTrust has been serving local communities in Central Washington since 1971 by providing education, training and job placement services to people with disabilities and other barriers to employment. We have over 100 employees throughout eastern Washington and facilities in Ellensburg, Yakima, Sunnyside, Kennewick, and Walla Walla. As a non-profit corporation we work to meet the unmet needs of those we serve in a person centered way and through extensive partnerships with other agencies.

In 2009, we started project HEARTH with funds from Kittitas County and the project had a major impact on people facing homelessness in our community. In fact the project served more people than originally contracted for and the program was a great success.

We have continued to address additional unmet needs in Kittitas County such as programs for High School students with special needs through the Development of an internship program at Central Washington University slated to start in the next year. We have also just created the Central Washington Veteran's Coalition, and are preparing to increase the amount of services to TANF recipients in the County.

2. Qualifications: (Describe your organization's ability and qualifications to complete the project you are requesting to be funded, including any experience you have in managing public funds)

EnTrust places over 200 people with significant barriers into employment situations each year. We are nationally accredited through the Commission on Accreditation of Rehabilitation Facilities (CARF). In our recent accreditation survey in February, we received national recognition for our Project Search Program in partnership with Memorial Hospital for its innovative approach to employment for high school students with significant barriers to employment. We have highly trained staff in direct services that receive over 80 hours of training per year. Our management team has over 100 years management experience in the non-profit employment sector.

Our Chief Operations Officer is the Chair of the Self-Sufficiency Committee and is a member of the Executive Committee for the Yakima County Homeless Network.

Our service contracts include:

- Yakima County
- The Division of Developmental Disabilities
- The Division of Vocational Rehabilitation/Department of Services for the Blind

## **EnTrust Community Services- RIETH**

- DSHS WorkFirst
- 12 School Districts throughout ESD105
- Medicaid
- Social Security
- Over 50 service contracts with business
- Yakima Valley Memorial Hospital
- Ticket-to-work Employment Network

We conduct an annual independent audit of our finances and are surveyed by our national accrediting body every 3 years.

## **Section IV. Financial Information**

Please respond to the questions in this section about the specific project to be funded.

1. What percent of your total agency budget does this request represent?

5%

2. What percent of the total project budget does this request represent?

63%

3. Please provide project budget with line items for expenses and income. Be as specific as possible, itemizing where appropriate.

Description	Kittitas County Funds	In-Kind Funding
Staff Salaries:	\$38,312.50	\$28,500.00
Staff Fringe:	\$7,332.50	\$6,202.00
Staff Travel:	\$600.00	\$1,200.00
Staff Training:	\$0.00	\$600.00
Supplies:	\$1,200.00	\$ -
Communications:	\$480.00	······································
Rental/Lease:	\$3,600.00	\$6,000.00
Client Assistance Funds:	\$42,500.00	\$ -
Fees for Admin of Housing Fund	\$3,500.00	\$0.00
Other: Advertising:	\$2475.00	\$500.00
Total before Admin	\$100,000.00	\$43,002.00
Administration Costs	0.00	\$2,124.64
Total In-Kind	\$45,126.64	\$45,126.64
Total Project Costs	\$145,126.64	

**Budget Narrative:** 

The Project Salaries include a .8 FTE for the Case Manager and .5 FTE for the Job developer. Case Management costs equal 26% of the overall request and 18% of the overall project costs.

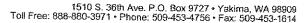
Rental costs are for the expanded space at the Housing Authority.

Client assistance funds are for the Housing Assistance program and are calculated at \$2500 per individual/family for 17 individuals or families.

Entrust will add \$45,126 in funding from other sources including HEARTH, DVR, and other funding programs.

4. How much administrative cost is included in this application?

EnTrust is donating its administrative costs of \$2,124.64 to the project. This represents 2% of the grant request as in-kind. The Housing Authority admin costs for the assistance fund will be \$3,500 or 3.5% of the grant request.





February 23, 2011

Kittitas County Board of Commissioners 205 West 5<sup>th</sup> Avenue, Suite 108 Ellensburg, WA 98926

RE: REITH Quarterly Report

Dear Sirs,

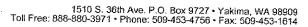
It has been our pleasure to be the recipients of monies from the Kittitas County Homeless and Affordable Housing Grant for the Rapid Intervention Emergency Transitional Housing or RIETH program. The purpose of the grant is to demonstrate homelessness prevention and opportunities for affordable housing in the communities of Kittitas County in keeping within the guidelines of The Kittitas County Homelessness Prevention and Reduction Plan of February 2009.

The objectives for the RIETH grant include:

- 1) Providing access to affordable housing within the existing stock of available housing utilizing local realtors, homeowners and landlords by leveraging grant funds and unrelated blended dollars for rental assistance;
- 2) Rapid turnaround timelines to prevent long-term homelessness and/or eviction;
- 3) Graduated rental assistance subsidy over 6-months time to allow families time to stabilize;
- 4) Skill development through education, barrier reduction, employment;
- Navigation and referral to needed social services, medical and/or treatment facilities; and;
- 6) Measurable improvement in their family's ability to be self-sufficient.

The RIETH program is going very well. To date, we have been able to assist 14 families to become safely and adequately housed; 11 out of homelessness and 3 saved from sure eviction due to sudden income reduction, medical issues or other extenuating factors. In all cases, the families/individuals have been very appreciative of the program and are making forward progress.

Recipients of the RIETH program have all completed the Arizona Self-Sufficiency Matrix which allows us to keep accurate records of baseline conditions and progress throughout participation. This tool measures 18 domains of self-sufficiency including food, shelter, education, medical needs and parenting. Statistics are being compiled on a quarterly basis. A copy of the matrix is also included with the report for your convenience.





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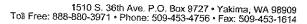
A consistent concern for the grantors of the Homeless and Affordable Housing monies is duplicity of services. EnTrust Community Services strives to make each dollar count and therefore, we do our best to ensure that we serve only those families who have been to other housing providers in the county prior to application with us. We routinely refer participants to housing providers such as Kittitas County Housing Authority, Alder Terrace, Crestview/Terrace Manor, Briarwood Commons, Huntington Court, University Housing, ASPEN, Central Washington Comprehensive Mental Health and HopeSource, as the specific circumstances dictate. In all cases, our participants have been denied housing by one or more of the other housing providers before we house them.

One of our great surprises or hidden benefits has been the willingness of landlords to work with us and our participants. We have 14 different landlords engaged with us in the program. They have been enthusiastic about helping people and have given chances to folks they might not ordinarily give. They have been receptive, curious and supportive of the mission of the RIETH program and especially impressed at the willingness of funders to take calculated risks. It has been a welcome gift to have them on our side, or more accurately, on the side of the families.

Additionally, our participants are referred to other social service agencies within Kittitas County who assist with preparing families for self-sufficiency. We have referred to this as Whole Family Case Management, however we like to think of it as teaching people navigation skills; how to access needed services. We have proven that individuals recover from setbacks quickly if services are readily available to assist them. The system fails if they have no idea where to go or that specific services might even be available. We have numerous resources we use regularly to assist participants with barrier reduction.

Our first recipients of RIETH grants will be 'graduating' in the month of March. We are in the process of conducting exit interviews with each family member and their landlords. We should have the first 6-month self-sufficiency matrix' completed and satisfaction surveys tallied by mid-March. Our preliminary conclusion after conducting the first couple of interviews is that our folks are more stable, self-sufficient and able to sustain their housing independently. We have no doubt the statistics will back up our assumptions.

Lastly, we must speak of our official partner in this project. What would we do without the Housing Authority of Kittitas County with Perry Rowe and his staff? The financial piece of this project would not work without the commitment of HAKC. The accounting staff has been readily available to cut checks for landlords with little or no notice. When families are homeless, we have to work quickly to house and stabilize them. Without HAKC staff's flexibility, we would be unable to bring this project to fruition. In all cases, we have been able to deliver checks to landlords within 24 hours. This is a remarkable accomplishment and shows the genuine dedication of all involved. We appreciate their steadfast promise to help families.



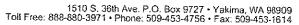


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Attached you will find a PowerPoint presentation designed to share a more precise idea of the diversity of assistance we have been able to provide. Client demographics, as well as specific performance outcomes for Housing, the major goals of the grants are also shown. Additionally, you will find a success story about one of our families. The names have been changed to protect their identity, but their story remains poignant and allows us to have faith in the struggles of humanity to overcome adversity.

Respectfully Submitted,

Carole Miller Rhodes Program Manager EnTrust Community Services





February 24, 2011

# SUCCESS STORY Ms. Johnson

Ms. Johnson was referred to EnTrust Community Services while in a temporary shelter for victims of domestic violence. Her Case Manager at ASPEN had heard about our REITH program at the local KITTFAM (Community Providers) meeting. She brought her client to meet us, with little hope we could help.

You see, Ms. Johnson had been the victim of serious domestic violence and was running for her very life. She had her name changed; surrendered her former identity and total anonymity. A fresh start, starting over, hiding in fear. However, starting over comes with a price. No credit, no education, no rental history, no work experience, no previous life. It's all gone. How does one move on when you are middle-aged and have no past?

After identifying her needs with her Case Manager at ASPEN, we determined Ms. Johnson needed permanent housing, a job, driver's license or identification, and continuing counseling to begin with. She would also need to find work. First things first; ASPEN agreed to assist her to get identification and work on her daily needs such as food, medical and counseling. We would work on housing.

Ms. Johnson needed just a small space to call her own. We contacted a landlord in town we had previously worked with and gave her enough details to understand the circumstances. She agreed to work with Ms. Johnson as soon as she had a place available. Ms. Johnson was able to stay in the shelter for about 12 weeks while she worked on getting some of the basics in her life together.

A couple of weeks later, a local employer mentioned there was an opening for someone with managerial experience in their retail store. It would be an evening/ weekend supervisor position and would average about 28-32 hours per week. She wanted to know if I had anyone who might be available. I knew just the person.

We contacted Mrs. Johnson and told her about the position, which would start in about 2 weeks. She was thrilled at the opportunity. We set up the interview after speaking at length with the manager about the special set of circumstances. She

was hired on the spot. Ms. Johnson now had employment, identification and connection to needed services in the community. Housing was next and as luck would have it, when I contacted our landlord friend, she had an opening in a converted home of a small studio apartment in the heart of downtown, just a quick walk to work and shopping. Within a week, Ms. Johnson was living in her own home.

You might ask, what makes this story unique or successful? We contend it all happened because of the strong community connections we have built. ASPEN knew to contact us for housing, but had no idea of the other services we leverage to make housing a reality. You see, if you just put someone in a house without taking care to surround them with the additional services they need, you set them up for failure. At the end of the rental assistance, they are right where they started. Ms. Johnson is successful because she was enveloped in a caring community willing to give someone down on their luck a fighting chance.

I'm sure Ms. Johnson would thank ASPEN who sheltered her, assisted to get identification, counseling and medical care. I'm sure she would thank St. Vincent de Paul who gave her a bed, pots and pans and linens. How about Department of Social and Health Services who assisted her to get medical insurance? Perhaps, Central Washington Comprehensive Mental Health who counseled her? I'm sure she is thankful for the employer willing to trust an unknown stranger from a faraway place a chance at employment? I'm sure she would thank EnTrust Community Services too, but we don't do anything alone. We facilitate. We teach. We mentor. We assist those wanting success to achieve success. It's truly a partnership for success.

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REVENUES	Period to Date	ORIGINAL PTD Budget	Variance	Var %	Year to Date	ORIGINAL YTD Budget	Variance	Var%
PUBLIC SUPPPORT PUBLIC SUPPORT UNITED WAY	100.00 2,148.33	0.00 2,148.37	100.00 -0.04	0.00	4,381.05 23.631.63	0.00	4,381.05	0.00
Total PUBLIC SUPPPORT: GOVERNMENT REVENUES	2,248.33	2,148.37	99.96	4.65	28,012.68	25,780.00	2,232.68	8.66
DVR FEES	143,917.33	157,304.00	-13,386.67	-8.51	1,728,417.82	1,887,684.00	-159,266.18	-8.44
SCHOOL FEES	6,697.50	34,824.25 8,666.00	-19,435.75 -1,968.50	-55.81	337,523.77 79.675.00	417,909.00	-80,385.23	-19.24
ADULT DAY HEALTH	25,560,91	20,000.00	5,560.91	27.80	275,007,95	86,660.00 240 000 00	-6,985.00	-8.06
SPECIAL PROJECTS FEES	0.00	2,500.00	-2,500.00	-100.00	28,600.50	30,000.00	35,007.95 -1.399.50	14.59 -4 67
HEARTH GRANT/DSHS ELLENSBURG	121.91 25 123 13	1,333.00	-1,211.09	-90.85	13,159.83	16,000.00	-2,840.17	-17.75
Total COVERNIATION DEVICANTES		-1050.70	00.167'77	/89.U8	142,221.30	33,909.00	108,312.30	319.42
SALES TO THE PUBLIC	216,809.28	227,453.00	-10,643.72	-4.68	2,604,606.17	2,712,162.00	-107,555.83	-3.97
1	33,2/2,89	29,408.00	3,864.89	13.14	499,948.47	352,739.00	147,209.47	41.73
OTHER REVENUE	33,272.89	29,408.00	3,864.89	13.14	499,948.47	352,739.00	147,209.47	41.73
MISC REVENUE	2.14	1,180.75	-1,178.61	-99.82	-40.66	5,303.00	-5,343.66	-100.77
THE CONTRACTOR	0.00	349,00	-349.00	-100.00	14,353.80	4,200.00	10,153.80	241.76
	2.14	1,529.75	-1,527,61	-99.86	14,313.14	9,503.00	4,810.14	50.62
iotal Revenues:	252,332.64	260,539.12	-8,206,48	-3.15	3,146,880.46	3,100,184.00	46,696.46	1.51
CIOSS Profit:	252,332.64	260,539.12	-8,206.48	-3.15	3,146,880.46	3,100,184.00	46,696.46	1.51
WAGES & BENEFITS  STAFF WAGES								
TEMPORARY STAFF WAGES	153,534.85 11 750 50	148,414.00	-5,120.85	-3,45	1,762,594.92	1,720,000.00	-42,594.92	-2.48
CLIENT WAGES	11.274.85	14 556 00	3 381 45	73.57	190,107,46	44,609.00	-145,498,46	-326.16
HEALTH & DISABILITY INSURNACE	13,953.61	20,277.00	6,323,39	22.54 31 19	136,6/3.13 203.956.52	184,272.00	47,598.87	25.83
IRA MAI CH CONTRIB	647.06	2,011.00	1,363.94	67.82	8.202.12	24 120 00	15 017 88	55.00
FICA	13,093.60	11,247.75	-1,845.85	-16.41	146,038.11	134,993,00	-11 045 11	-8 18
ONEMPLOYMENT INSURANCE	7,300.00	5,759.00	-1,541.00	-26.76	85,435.75	69,120.00	-16,315,75	-23 60
ר מ האסטראאיכה	4,121.27	4,062.00	-59.27	-1.46	66,337.86	48,797.00	-17,540.86	-35.95
IOMI WAGES & BENEFITS:	215,675.83	210,043.75	-5,632.08	-2.68	2,599,345.87	2,469,343.00	-130,002.87	-5.26

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# ENTRUST COMMUNITY SERVICES (PSI)

Total DEPRECIATION & AMORTIZATION:	DEPRECIATION/BLDG IMPROVEMENTS	DEPRECIATION/WAREHOUSE	DEPRECIATION & AMORTIZATION	Total MISC AGENCY EXPENSE:	MISCELLANEOUS	MISCRIE ANDOLO		INSURANCE CONTRACTOR	IN EXECUTION EXCENSE	AGENCY DUES	ACTADO DUES	MEMBERSHIP DUES	MISC AGENCY EXPENSE	Total COST OF GOODS FOR RESALE:	SWALL LOOKS EXPENSE	CHAIL TOOLO TKITEOT	MED STEPS TO	PURCHASES DISCOURT	COST OF GOODS FOR RESALE	Total TRAINING, CONFERENCE, CONVENTION, MTG:	Carinitalia	STAFF TRAINING	MTG FOOD & REVERAGE	MTG SPACE & FOLIER	TRAINING, CONFERENCE, CONVENTION, MTG	Total TRAVEL & TRANSPORTATION:		PROCESSM TEASISED OF ATTOM	HOTEL MEALS SOTUTED	AT TOOK COUNTY		NOTE AND THE PROPERTY OF THE P	CAS & OIL	TRAVEL & TRANSPORTATION	
3,152.54	1,252.96	1,890.15		13,878.72	85,35	10,781.25	112.76	1,842.00	62,58	994.78	0.00	0.00		1,092.77	0.00	1,092.77	0.00	0.00		48.01	0.00	48.01	0.00	0.00		7,235.23	1,209.00	0.00	2,220.67	0.00	2,030.79	-343,91	2,118.68		Period to Date
3,529.00	1,265.00	2,255.00 9.00		2,916.50	87.00	0.00	0.00	1,869.00	211.50	592.00	157.00	0.00		3,374.50	12.50	1,302.00	45.00	2,105.00		768.00	259.00	3/4.00	18.00	117.00		8,205.00	0.00	460.00	3,370.00	50.00	912.00	889.00	2,524.00		ORIGINAL PTD Budget
376.46	12.04	364.85		-10,962.22	1,65	-10,781.25	-112.76	27.00	148,92	402.78	157.00	0.00		2,281.73	12.50	209.23	-45.00	2,105.00		719.99	259.00	325.99	18.00	117.00		969.77	-1,209.00	460.00	1,149.33	50.00	-1,118.79	1,232.91	405.32		Variance
10.67	0.95	16.18		-375.87	1.90	0.00	0.00	1.44	70.41	-68.04	100.00	0.00		67.62	100.00	16.07	-100.00	100.00		93.75	100.00	87.16	100.00	100.00		11.82	0.00	100.00	34.10	100.00	-122.67	138.69	16.06		Var %
38,403.94	15,088.58	23,202.24		45,320.15	428,19	10,781.25	1,469.83	21,813.38	1,253.26	6,973.98	1,923.00	677.26	•	17,248.93	71.07	15,650.67	-41.80	1,568.99	9	3.649.23	914.00	1,875.23	595.00	265.00	•	92,657.88	8,822.00	738.85	31,758.97	908.75	12,092.16	10,672.73	27,664.42		Year to Date
42,390.00	108.00 15,195.00	27,087.00		35,023.00	1,047.00	0.00	0.00	22,412.00	2,531.00	7,168.00	1,865.00	0.00	<u> </u>	40.483.00	150.00	15,623.00	-550.00	25,260.00	7.1	9 210 00	3,124.00	4,474.00	200.00	1,412.00		98.534.00	0.00	5,541.00	40,443.00	606.00	10,976.00	10,665.00	30,303.00		ORIGINAL YTD Budget
3,986.06	-5.12 106.42	3,884.76		-10,297.15	618.81	-10,781.25	-1,469.83	598.62	1,277.74	194.02	-58.00	-677.26	1	23 234 07	78.93	-27.67	-508.20	23,691.01	0,000.77	5 550 77	2,210,00	2,598.77	-395.00	1,147.00	<u>.</u>	5.876.12	-8,822.00	4,802.15	8,684.03	-302.75	-1,116.16	-7.73	2,638,58		Variance
9,40	4.74 0.70	14.34		-29.40	59.10	0.00	0.00	2.67	50.48	2.71	ન્ડ. 11	0.00	0.00	57 30	52.62	-0.18	-92.40	93.79	00,00	80.03	70.74	58.09	-197.50	81.23	:. :	5 Q6	0.00	86.67	21,47	-49.96	-10.17	-0.07	8.71	***************************************	Var %

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Financial Statements and Independent Auditors' Reports

December 31, 2009 and 2008

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Boise Grandview

Moses Lake

Omak Othello

Quincy

Spokane

Tri-Cities

Walla Walla

Wenatchee Yakima

#### INDEPENDENT AUDITORS' REPORT

Board of Directors

**EnTrust Community Services** 

Yakima, Washington

We have audited the accompanying statements of financial position of EnTrust Community Services (formerly Provident Horizon Group) (a nonprofit organization) as of December 31, 2009 and 2008, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of EnTrust Community Services' management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of EnTrust Community Services as of December 31, 2009 and 2008, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated June 2, 2010, on our consideration of EnTrust Community Services' internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

Yakima, Washington

Le Marter & Daniels Pice

June 2, 2010

## **Statements of Financial Position**

	Dece	nber 31,
	2009	<u>2008</u>
Assets		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 33,825	\$ 119,199
Temporary investments	132,081	127,996
Accounts receivable, net of allowance for doubtful accounts	407,887	552,237
Materials inventory	16,719	18,803
Prepaid expenses	13,210	13,072
Total current assets	603,722	831,307
PROPERTY AND EQUIPMENT:		
Buildings and capitalized lease	1,016,004	999,096
Equipment	809,099	764,482
	1,825,103	1,763,578
Less accumulated depreciation and amortization	(1,603,780)	(1,566,477)
	221,323	197,101
	\$ 825,045	\$ 1,028,408
Liabilities and Net Assets		
CURRENT LIABILITIES:		
Accounts payable	\$ 43,547	\$ 56,165
Accrued payroll taxes	95,396	111,725
Accrued expenses	60,030	66,503
Current portion of long-term debt	23,594	9,118
Total current liabilities	222,567	243,511
NONCURRENT LIABILITIES, NET OF CURRENT PORTION:		
Note payable	9,532	-
Total liabilities	232,099	243,511
NET ASSETS:		
Unrestricted	580,056	771,947
Temporarily restricted	12,890	12,950
Total net assets	592,946	784,897
	\$ 825,045	\$ 1,028,408
· · · · · · · · · · · · · · · · · · ·	592,9	946

# Statements of Activities and Changes in Net Assets

2009         2008           REVENUE:         12,990         \$ 12,990         \$ 12,990         \$ 12,990         \$ 12,950         A 52,958         A 56,666         670,445         676,666         670,445         676,666         670,448         676,666         670,448         2,388,67         2,341,485         2,281,485         2,281,485         3,024,880         2,282,423         3,024,880         2,248,680         2,248,680         2,248,680         2,248,680         2,248,680         2,248,680         2,248,680         2,241,485         2,696,22         3,125,690         6,125         4,622         6,622         6,622         6,622         6,622         6,622         6,622         6,622         6,622         2,696,22         2,696,22         2,696,22         2,059         12,950			Ended aber 31,
United Way Assessment fees from state 676,666         \$70,485           Grants from government agencies         2,138,867         2,341,845           OTHER REVENUE:         200         3,024,888           Commercial 1         344,866         505,472           Interest income Miscellaneous         6,429         6,962           Miscellaneous         12,950         356,364         520,559           Net assets released from restrictions         12,950         356,364         520,559           Total revenue         369,314         533,509         353,369           Total revenue         369,314         533,509           EXPENSES:         ************************************		2009	2008
United Way Assessment fees from state 676,666         \$70,485           Grants from government agencies         2,138,867         2,341,845           OTHER REVENUE:         200         3,024,888           Commercial 1         344,866         505,472           Interest income Miscellaneous         6,429         6,962           Miscellaneous         12,950         356,364         520,559           Net assets released from restrictions         12,950         356,364         520,559           Total revenue         369,314         533,509         353,369           Total revenue         369,314         533,509           EXPENSES:         ************************************	REVENUE:		
Assessment fees from state Grants from government agencies         670,445 (2,341,885 (2,341,885) (2,341,885) (2,328,423) (3,024,880)           OTHER REVENUE:         Commercial         344,866 (505,472 (50,672) (50		\$ 12.890	s 12.950
Grants from government agencies         2,138,867         2,341,485           COTHER REVENUE:         344,866         505,472           Commercial         344,866         505,472           Interest income         5,069         8,125           Miscellaneous         6,429         6,629           Net assets released from restrictions         12,950         12,950           Total revenue         369,314         533,509           Total revenue         3,197,732         3,558,389           EXPENSES:         Employment services         1,085,517         1,206,397           Industrial services         249,792         994,017         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,044         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, EDD OF YEAR         580,056         \$771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS	<del>-</del>		
COTHER REVENUE:           Commercial         344,866         505,472           Interest income         5,069         8,125           Miscellaneous         356,364         520,559           Net assets released from restrictions         12,950         12,950           Total revenue         3,197,737         3,558,389           EXPENSES:         Total revenue         3,197,737         3,558,389           EXPENSES:         Employment services         1,085,517         1,206,997           Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,488         232,045           Evaluation and case management         455,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,599         316,897           Administration         236,228         283,639           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, EDO OF YEAR         711,947         892,474           UNRESTRICTED NET ASSETS, END OF YEAR         580,056         771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS         12,950			
Commercial         344,866         505,472           Interest income         5,069         8,125           Miscellaneous         36,364         520,559           Net assets released from restrictions         12,950         12,950           Net assets released from restrictions         12,950         12,950           Total revenue         369,314         533,508           Total revenue         319,773         3,558,389           EXPENSES:           Employment services         1,085,517         1,206,397           Inclustrial services         249,792         994,017           Program services         249,792         994,017           Program services         1,085,517         1,206,397           Inclustrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         81,899           Administration         338,628         3678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSE			****
Commercial         344,866         505,472           Interest income         5,069         8,125           Miscellaneous         36,364         520,559           Net assets released from restrictions         12,950         12,950           Net assets released from restrictions         12,950         12,950           Total revenue         369,314         533,508           Total revenue         319,773         3,558,389           EXPENSES:           Employment services         1,085,517         1,206,397           Inclustrial services         249,792         994,017           Program services         249,792         994,017           Program services         1,085,517         1,206,397           Inclustrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         81,899           Administration         338,628         3678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSE	OTHER REVENUE		•••
Interest income         5,069         8,125           Miscellaneous         6,429         6,962           Miscellaneous         356,364         520,559           Net assets released from restrictions         12,950         12,950           Total revenue         369,314         533,509           Total revenue         3,197,737         3,558,389           EXPENSES:           Expenses:           Employment services         1,085,517         1,206,397           Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         424,822         89,189           Upskills         367,549         316,897           Administration         243,822         89,189           Upskills         367,549         316,897           Administration         3,389,628         3,678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         711,947         892,474           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS         (12,950)         (12,950)		344.866	505 <i>477</i>
Miscellaneous         6,429         6,962           356,364         520,559           Net assets released from restrictions         12,950         12,950           Total revenue         369,314         533,509           Total revenue         3,197,737         3,558,389           EXPENSES:         Expenses:           Employment services         1,085,517         1,206,397           Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS         (12,950)         (12,950)           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950 <td></td> <td>•</td> <td></td>		•	
Net assets released from restrictions         356,364 12,950 12,950 12,950 369,314 353,509 369,314 3533,509 369,314 3538,389           Total revenue         369,314 369,315 33,509 3538,389           EXPENSES:         EXPENSES:           Program services:         Employment services           Employment services         1,085,517 1,206,397 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,008,517 1,206,397 1,206,397 1,206,517 1,206,397 1,206,517		· · · · · · · · · · · · · · · · · · ·	
Net assets released from restrictions         12,950         12,950           Total revenue         369,314         533,509           EXPENSES:         3,197,737         3,558,389           EXPENSES:           Program services:         1,085,517         1,206,397           Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           3,389,628         3678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS         \$12,890         \$12,950           Net assets released from restrictions         \$12,890         \$12,950           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         \$12,950         \$12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$12,950         \$12,9	Historia		
Total revenue         369,314 3,359.96           EXPENSES:         3,197,737 3,558,389           Employment services:         1,085,517 1,206,397           Industrial services         249,792 994,017           Production         267,218 317,547           Group employment         514,448 232,045           Evaluation and case management         425,054 239,185           Adult Day Health         236,228 289,189           Upskills         367,549 316,897           Administration         236,228 283,639           Administration         236,228 283,639           Upskills         3,389,628 3,678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891) (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947 892,474           UNRESTRICTED NET ASSETS, END OF YEAR         580,056 771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         (12,950) (12,950)           Net assets released from restrictions         12,890 (12,950)           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         12,950 (12,950)           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         12,950 (12,950)	Net assets released from restrictions		
EXPENSES:         SEXPENSES:           Program services:         Employment services         1,085,517         1,206,397           Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           3,389,628         3,678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           UNRESTRICTED NET ASSETS, END OF YEAR         580,056         771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         (12,950)         (12,950)           Contributions         \$12,890         \$12,950           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         12,950         12,950	1 vet assets reseased from restrictions		•
Program services:         1,085,517         1,206,397           Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         2         771,947           COntributions         \$ 12,890         \$ 12,950           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$ 12,890         \$ 12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$ 12,890         \$ 12,950	Total revenue		• .
Program services:         1,085,517         1,206,397           Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         2         771,947           COntributions         \$ 12,890         \$ 12,950           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$ 12,890         \$ 12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$ 12,890         \$ 12,950	PADDIAGO	·	***************************************
Employment services         1,085,517         1,206,397           Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           Administration         3,389,628         3,678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           UNRESTRICTED NET ASSETS, END OF YEAR         \$580,056         771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         (12,950)         (12,950)           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$12,890         \$12,950			
Industrial services         249,792         994,017           Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           Administration         236,228         283,699           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           UNRESTRICTED NET ASSETS, END OF YEAR         580,056         771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         12,890         12,950           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$12,890         \$12,950	•	1.000 545	4 804 80#
Production         267,218         317,547           Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           3,389,628         3,678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           UNRESTRICTED NET ASSETS, END OF YEAR         \$580,056         \$771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         (12,950)         (12,950)           Contributions         \$12,890         \$12,950           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         \$12,950         \$12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$12,890         \$12,950	· · · · · · · · · · · · · · · · · · ·		
Group employment         514,448         232,045           Evaluation and case management         425,054         239,185           Adult Day Health         243,822         89,189           Upskills         367,549         316,897           Administration         236,228         283,639           3,389,628         3,678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           UNRESTRICTED NET ASSETS, END OF YEAR         \$580,056         \$771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         (12,950)         (12,950)           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$12,890         \$12,950			
Evaluation and case management       425,054       239,185         Adult Day Health       243,822       89,189         Upskills       367,549       316,897         Administration       236,228       283,639         3,389,628       3,678,916         CHANGES IN UNRESTRICTED NET ASSETS       (191,891)       (120,527)         UNRESTRICTED NET ASSETS, BEGINNING OF YEAR       771,947       892,474         UNRESTRICTED NET ASSETS, END OF YEAR       \$580,056       771,947         CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:       \$12,890       \$12,950         Net assets released from restrictions       (12,950)       (12,950)         TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR       12,950       12,950         TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR       \$12,890       \$12,950			
Adult Day Health Upskills       243,822       89,189         Upskills       367,549       316,897         Administration       236,228       283,639         3,389,628       3,678,916         CHANGES IN UNRESTRICTED NET ASSETS       (191,891)       (120,527)         UNRESTRICTED NET ASSETS, BEGINNING OF YEAR       771,947       892,474         UNRESTRICTED NET ASSETS, END OF YEAR       \$580,056       \$771,947         CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:       \$12,890       \$12,950         Contributions       \$12,950       (12,950)         Net assets released from restrictions       \$12,950       12,950         TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR       12,950       12,950         TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR       \$12,890       \$12,950			
Upskills       367,549       316,897         Administration       236,228       283,639         3,389,628       3,678,916         CHANGES IN UNRESTRICTED NET ASSETS       (191,891)       (120,527)         UNRESTRICTED NET ASSETS, BEGINNING OF YEAR       771,947       892,474         UNRESTRICTED NET ASSETS, END OF YEAR       \$580,056       \$771,947         CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:       \$12,890       \$12,950         Net assets released from restrictions       (12,950)       (12,950)         TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR       12,950       12,950         TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR       \$12,890       \$12,950		· · · · · · · · · · · · · · · · · · ·	
Administration         236,228         283,639           3,389,628         3,678,916           CHANGES IN UNRESTRICTED NET ASSETS         (191,891)         (120,527)           UNRESTRICTED NET ASSETS, BEGINNING OF YEAR         771,947         892,474           UNRESTRICTED NET ASSETS, END OF YEAR         \$ 580,056         \$ 771,947           CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:         \$ 12,890         \$ 12,950           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$ 12,890         \$ 12,950	· · · · · · · · · · · · · · · · · · ·	•	•
CHANGES IN UNRESTRICTED NET ASSETS       (191,891)       (120,527)         UNRESTRICTED NET ASSETS, BEGINNING OF YEAR       771,947       892,474         UNRESTRICTED NET ASSETS, END OF YEAR       \$ 580,056       \$ 771,947         CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:       \$ 12,890       \$ 12,950         Net assets released from restrictions       (12,950)       (12,950)         TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR       12,950       12,950         TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR       \$ 12,890       \$ 12,950	•		-
CHANGES IN UNRESTRICTED NET ASSETS UNRESTRICTED NET ASSETS, BEGINNING OF YEAR 771,947  WINRESTRICTED NET ASSETS, END OF YEAR 580,056 771,947  CHANGES IN TEMPORARILY RESTRICTED NET ASSETS: Contributions Net assets released from restrictions 12,950 (60) -  TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR 12,950 12,950  TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR \$ 12,890 \$ 12,950	Administration		
UNRESTRICTED NET ASSETS, BEGINNING OF YEAR       771,947       892,474         UNRESTRICTED NET ASSETS, END OF YEAR       \$ 580,056       \$ 771,947         CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:		3,389,628	3,678,916
UNRESTRICTED NET ASSETS, END OF YEAR  \$ 580,056 \$ 771,947  CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:  Contributions \$ 12,890 \$ 12,950  Net assets released from restrictions (12,950) (12,950)  TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR  \$ 12,950 \$ 12,950  TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR  \$ 12,890 \$ 12,950	CHANGES IN UNRESTRICTED NET ASSETS	(191,891)	(120,527)
CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:  Contributions \$ 12,890 \$ 12,950  Net assets released from restrictions $(12,950)$ $(60)$ $-$ TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR 12,950 \$ 12,950  TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR \$ 12,890 \$ 12,950	UNRESTRICTED NET ASSETS, BEGINNING OF YEAR	771,947	892,474
Contributions         \$ 12,890         \$ 12,950           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$ 12,890         \$ 12,950	UNRESTRICTED NET ASSETS, END OF YEAR	\$ 580,056	\$ 771,947
Contributions         \$ 12,890         \$ 12,950           Net assets released from restrictions         (12,950)         (12,950)           TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR         12,950         12,950           TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR         \$ 12,890         \$ 12,950	CHANGES IN TEMPORARILY RESTRICTED NET ASSETS:		
Net assets released from restrictions (12,950) (12,950)  TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR 12,950 12,950  TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR \$ 12,890 \$ 12,950		\$ 12.890	\$ 12.950
TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR  12,950  12,950  TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR  \$ 12,890 \$ 12,950			•
TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR  12,950  12,950  12,950  12,950  \$ 12,950	The about released from restrictions		(12,750)
TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR \$ 12,890 \$ 12,950		(00)	
	TEMPORARILY RESTRICTED NET ASSETS, BEGINNING OF YEAR	12,950	12,950
See accompanying notes to financial statements.	TEMPORARILY RESTRICTED NET ASSETS, END OF YEAR	\$ 12,890	\$ 12,950
	See accompanying notes to financial statements.		,

# **Statement of Functional Expenses**

	Employment	Industrial	Des la crea	Group
	Services	<u>Services</u>	<u>Production</u>	<u>Employment</u>
Salaries	\$ 692,822	\$ 128,545	\$ 705	\$ 315,546
Wages	43,380	-	193,258	_
Employee benefits	84,712	30,330	***	52,764
Payroll taxes	76,812	28,738	14,636	50,291
Total salaries and benefits	897,726	187,613	208,599	418,601
Cost of production materials	-	-	31,727	_
Advertising	1,648	618	Mark	1,094
Medical	1,009	64	442	-
Professional services	26,999	9,861	-	17,257
Materials and supplies	6,313	1,131	7	2,390
Telephone and postage	14,967	3,260	704	7,033
Utilities	11,399	4,222	4,222	8,866
Insurance	7,188	2,6 <del>9</del> 6	•••	4,717
Repairs and maintenance	5,128	1,962	1,376	13,404
Transportation	42,017	1,599	19,194	3,090
Conferences	720	-	~	-
Staff training	519	146	-	3 <del>64</del>
Dues and subscriptions	17,127	6,169	-	11,426
Occupancy	41,864	26,230	=	19,765
Interest	***	-	•••	••
Bad debts	-	-	843	-
Miscellaneous	-	-		
Total expenses before				<del></del>
depreciation	1,074,624	245,571	267,114	508,007
Depreciation	10,893	4,221	104	6,441
	\$ 1,085,517	\$ 249,792	\$ 267,218	\$ 514,448

	valuation							
	nd Case	Α	dult Day					
Ma	magement		<u>Health</u>	]	<u>Upskills</u>	<u>Adr</u>	ninistration	<u>Total</u>
<i>ስ</i> •	971 057	<b>ው</b>	1/0 150	<b>ተ</b>	340.000	æ.	107 100	ድ 1 በመም በረመ
\$	271,956	\$	162,159	\$	249,025	\$	157,109	\$ 1,977,867
	-		-				7,711	244,349
	31,328		19,438		30,629		15,969	265,170
	26,343		16,764		28,738		12,329	254,651
	329,627		198,361		308,392		193,118	2,742,037
			-		<del></del>		**	31,727
	567		360		618		258	5,163
	44		113		168		-	1,840
	33,055		12,906		9,861		17,608	127,547
	1,872		9,133		1,666		1,760	24,272
	5,603		2,132		3,640		1,754	39,093
	3,800		2,963		5,066		1,689	42,227
	2,471		1,572		2,696		1,123	22,463
	6,663		4,624		8,104		3,084	44,345
	11,508		2,532		7,203		5,979	93,122
	1,258		224		•		545	2,747
	159		85		146		86	1,505
	6,265		3,908		6,169		4,559	55,623
	17,095		662		9,690		656	115,962
	-		-				1,626	1,626
	· -		-		***		-	843
	<del></del>		**		_		183	183
	419,987		239,575		363,419		234,028	3,352,325
	5,067		4,247		4,130		2,200	37,303
					······································	***************************************		
\$	425,054	\$	243,822	\$	367,549	\$	236,228	\$ 3,389,628

# **Statement of Functional Expenses**

	Employment Services	Industrial Services	Production	Group Employment
				<u> </u>
Salaries	\$ 875,357	\$ 637,352	\$ 135,023	\$ -
Wages	4,031		32,547	165,630
Employee benefits	64,121	104,687		
Payroll taxes	55,654	98,843	40,341	9,223
Total salaries and benefits	999,163	840,882	207,911	174,853
Cost of production materials	<b></b>	194	98,833	21,801
Advertising	2,706	3,170		-
Medical	2,322	147	2,326	_
Professional services	3,943	550	537	_
Materials and supplies	7,843	8,186	****	250
Telephone and postage	16,714	12,955	_	436
Shipping	-	_	200	=
Utilities	12,008	16,977	4,141	-
Insurance	7,159	8,386	-	
Repairs and maintenance	4,806	7,498	1,326	-
Transportation	74,667	5,699	321	32,212
Conferences	592	1,210	61	-
Staff training	1,928	***	_	-
Dues and subscriptions	11,697	12,789	83	-
Occupancy	45,131	56,991	377	413
Interest	~	-	<u></u>	
Bad debts	-	, and	1,327	-
Miscellaneous	voc.	<del></del>	_	_
Total expenses before		PP-11-12-14-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	***************************************	
depreciation and amortization	1,190,679	975,634	317,443	229,965
Depreciation	10,085	12,584	104	2,080
Amortization	5,633	5,799	_	
	\$ 1,206,397	\$ 994,017	\$ 317,547	\$ 232,045

Evaluation and Case <u>Management</u>		Adult Day <u>Health</u>		<u>Upskills</u>		ninistration	<u>Total</u>
\$	169,070	\$ 61,868	\$	217,275	\$	167,175	\$ 2,263,120
	<u>-</u>	· <u>-</u>		-		11,050	213,258
	14,482	-		30,925		18,711	232,926
	17,937	5,212		23,577		18,559	269,346
	201,489	 67,080		271,777		215,495	2,978,650
							-
	-	-		_		-	120,828
	464	-		1,005		387	7,732
	84	641		-		36	5,556
	527	12,872		174		41,902	60,505
	2,914	4,945		2,654		4,071	30,863
	<i>3,77</i> 5	180		4,021		1,824	39,905
	***	-		-		67	267
	1,656	14		4,969		1,656	41,421
	1,227	-		2,659		1,023	20,454
	994	740		1,823		801	17,988
	9,346	1,390	-	3,344		2,095	129,074
	2,652	154		-		3,307	<i>7,</i> 976
	94	100		204		79	2,405
	2,369	481		3,714		3,050	34,183
	8,636	82		13,580		2,046	127,256
	-	-		~		1,335	1,335
	-	-		-		-	1,327
***********	-	 218		_	******	147	365
	236,227	88,897		309,924		279,321	3,628,090
	2,296	292		4,156		2,661	34,258
	662	 		2,817		1,657	16,568
\$	239,185	\$ 89,189	\$	316,897	\$	283,639	\$ 3,678,916

# Statements of Cash Flows

	Years Ended December 31,		
	2009	<u>2008</u>	
Increase (Decrease) in Cash and Cash Equivalents			
CASH FLOWS FROM OPERATING ACTIVITIES:			
Cash received from public support and revenue	\$ 3,316,304	\$ 3,686,394	
Cash paid to suppliers and employees	(3,384,326)	(3,658,292)	
Interest received	5,069	8,125	
Cash from other sources	19,181	12,919	
Net cash (used in) provided by operating activities	(43,772)	49,146	
CASH FLOWS FROM INVESTING ACTIVITIES:			
Change in temporary investments	(4,085)	(5,436)	
Additions to property and equipment	(61,525)	(68,238)	
Net cash used in investing activities	(65,610)	(73,674)	
CASH FLOWS FROM FINANCING ACTIVITIES:			
Proceeds from long-term debt	46,884	_	
Payments on long-term debt	(22,876)	(17,301)	
Net cash provided by (used in) financing activities	24,008	(17,301)	
NET DECREASE IN CASH AND CASH EQUIVALENTS	(85,374)	(41,829)	
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	119,199	161,028	
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 33,825	\$ 119,199	

	Years Ended December 31,			
		<u>2009</u>		2008
Reconciliation of Changes in Net Assets to Net Cash (Used in) Provided by Operating Activities:				
Changes in net assets	\$	(191,951)	\$	(120,527)
Adjustments to reconcile changes in net assets	···		-	
to net cash (used in) provided by operating activities:				
Depreciation and amortization		37,303		50,826
Decrease (increase) in assets:				·
Accounts receivable		144,350		157,377
Prepaid expenses		(138)		(6,993)
Materials inventory		2,084		(7,669)
Increase (decrease) in liabilities:		·		( ' '
Accounts payable		(12,618)		24,236
Accrued expenses and payroll taxes		(22,802)		(48,104)
Total adjustments		148,179		169,673
Net cash (used in) provided by operating activities	\$	(43,772)	\$	49,146

### **Notes to Financial Statements**

#### NOTE 1 — ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

#### Organization:

EnTrust Community Services (formerly Provident Horizon Group) (the Organization) is a nonprofit organization with locations in Yakima, Sunnyside, Tri-Cities, and Ellensburg, Washington. The Organization was established to train, promote, and provide diversified employment for developmentally disabled adults in the Yakima Valley. The Organization funds operations through contracts with Yakima and Benton-Franklin counties, government grants, private commercial contracts, and contributions from the public.

EnTrust Community Services uses five programs to provide services:

- Prevocational Employment Individuals perform various services for outside businesses at the Organization's location.
- Group Supported Employment (GSE) Individuals perform various services, working in groups, at various private business locations.
- Individual Supported Employment (ISE) This program places clients in private businesses as employees
  of the business.
- Adult Day Health (ADH) This program provides basic health therapy such as physical, occupational, and speech therapy, and registered nurse services.
- Upskills Adult basic education program for adults with disabilities.

Summary of Significant Accounting Policies:

- a. Basis of accounting The accompanying financial statements are prepared using the accrual basis of accounting.
- b. Financial statement presentation The Organization presents its financial statements in accordance with the provisions of Financial Statements of Not-for-Profit Organizations. The Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted.

In accordance with accounting standards, contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support. This recording depends upon the nature of any donor restrictions.

The Organization records certain contributed services performed by its professional staff as in-kind contributed services. The Organization measures the value of these services by comparable wage estimates.

#### **Notes to Financial Statements**

## NOTE 1 — ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued):

Summary of Significant Accounting Policies (continued):

- c. Cash and cash equivalents For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.
  - The Organization maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Organization believes it is not exposed to any significant credit risk on cash and cash equivalents.
- d. Accounts receivable The Organization's accounts receivable are carried at original invoice amount less an estimate for doubtful receivables based on a review of all outstanding amounts. Management determines the allowance for doubtful accounts by identifying troubled accounts using historical experience applied to the aging of accounts. Management regularly evaluates customer balances to determine collectibility. A receivable is considered to be past due if it is outstanding for more than 90 days. Receivables are written off when deemed uncollectible. Recoveries of trade receivables previously written off are recorded as income when received. Management's evaluation resulted in an allowance for doubtful accounts at December 31, 2009 and 2008, of \$10,554 and \$19,453, respectively.
- e. Inventory Material inventories are stated at the lower of cost or market on a first-in, first-out basis.
- f. Property and equipment Buildings and equipment are stated at cost and depreciated on a straight-line basis over estimated useful lives of 5 to 40 years. Major expenditures for property and those which substantially increase useful lives over certain thresholds, are capitalized. Maintenance, repairs, and minor renewals are expensed as incurred. Depreciation expense for the years ended December 31, 2009 and 2008 was \$37,303 and \$34,258, respectively.

Estimated useful lives are as follows:

Equipment

3-10 years

Buildings

10-40 years

The Organization records impairment losses on long-lived assets used in operations when events and circumstances indicate that the assets might be impaired and the undiscounted cash flows estimated to be generated by those assets are less than the carrying amount of those assets. During the years ended December 31, 2009 and 2008, management evaluated the events and circumstances related to property and equipment and determined there was no need to record an impairment loss.

## Notes to Financial Statements

## NOTE 1 — ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued):

Summary of Significant Accounting Policies (continued):

- g. Capitalized lease The Organization has capitalized the original cost of its leased facilities and is amortizing this cost over 30 years on a straight-line basis. The lease, which expired December 31, 2004, required no payments by EnTrust Community Services. Funds for the original construction of the multipurpose facility were obtained through a fund raising project conducted by EnTrust Community Services in 1977 and 1978. Private donations and special grants from the City and County of Yakima for this purpose were channeled through Yakima County, Washington, with a leaseback of the constructed facilities made to EnTrust Community Services. During the year ended December 31, 2008, Yakima County transferred the property to the Organization. The deed carries a condition that the property must always be used for the purpose of serving people with disabilities. If the property is sold, the proceeds must be reinvested in a new property used for the same purpose. The amount expensed as amortization for the years ended December 31, 2009 and 2008, was \$-0- and \$16,568, respectively.
- h. Functional allocation of expenses The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities and changes in net assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.
- i. Estimates The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, as well as the reported amounts of revenue and expenses during the period. Actual results could differ from those estimates.
- j. Income taxes The Financial Accounting Standards Board (FASB) has issued provisions on accounting for uncertainty in income taxes. The Organization adopted this new guidance for the year ended December 31, 2009. Management evaluated the Organization's tax positions and concluded that the Organization had taken no uncertain tax positions that require adjustments to the financial statements to comply with the provisions of this guidance. The Organization is no longer subject to U.S. federal income tax examinations by tax authorities for the years before 2006.

### **Notes to Financial Statements**

#### NOTE 2 — TEMPORARILY RESTRICTED NET ASSETS:

On July 1, 2008, the Organization received a pledge from the United Way of Yakima County to contribute \$25,900 for the period of July 1, 2008 through June 30, 2009. On July 1, 2009, the Organization received a pledge from the United Way of Yakima County to contribute \$25,780 for the period July 1, 2009 through June 30, 2010. The Organization had temporarily restricted net assets consisting of the remaining contributions outstanding of \$12,890 and \$12,950 at December 31, 2009 and 2008, respectively.

#### *NOTE 3 — TEMPORARY INVESTMENTS:*

Investments are carried at cost plus accumulated interest. The carrying amount approximates fair market value at December 31, 2009 and 2008.

Temporary investments consisted of the following at December 31, 2009:

			.*
	Maturity	Interest	
	Date	Rate	Amount
Certificates of deposit:			
Banner Bank	07-28-10	2.71%	\$ 101,116
Yakima Valley Credit Union	02-02-10	1.10	30,965
			\$ 132,081
Temporary investments consisted of the following at December 31, 2008:			
	Maturity	Interest	
	<u>Date</u>	<u>Rate</u>	<b>Amount</b>
Certificates of deposit:			
Banner Bank	11-02-09	3.55%	\$ 97,841
Yakima Valley Credit Union	04-28-09	2.62	30,155
			\$ 127,996



Boise
Grandview
Moses Lake
Omak
Othello
Quincy
Spokane
Tri-Cities
Walla Walla

Wenatchee

Yakima

Relievue

# INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

Board of Directors
EnTrust Community Services
Yakima, Washington

We have audited the financial statements of EnTrust Community Services as of and for the year ended December 31, 2009, and have issued our report thereon dated June 2, 2010. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

#### **Internal Control Over Financial Reporting**

In planning and performing our audit, we considered the Organization's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over financial reporting.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

# GOVERNMENT AUDITING STANDARDS REPORT SECTION

# **EnTrust Community Services**

#### **Notes to Financial Statements**

#### NOTE 4 - LONG-TERM DEBT:

Long-term debt included the following:

		Decem	ıber 31,
	•	<u>2009</u>	2008
Note payable to Lower Valley Credit Union, due in monthly			
installments of \$2,084, including annual interest of 6.114%,			
due June 2011; collateralized by a vehicle	\$	33,126	\$ -
Note payable to Lower Valley Credit Union, due in monthly			
installments of \$1,553, including annual interest of 7.18%,			
due June 2009; collateralized by a vehicle		-	9,118
Less current maturities		23,594	9,118
	\$	9,532	\$ -

#### NOTE 5 - OPERATING LEASES:

The Organization leases industrial space at \$4,615 per month. The lease expires in 2012.

The Organization leases industrial space for the Work Source program, with a monthly lease of approximately \$1,400. The lease will continue on a month-to-month basis for the five succeeding years.

Future minimum lease payments on long-term operating leases per year for the five succeeding years are estimated at \$72,000 per year.

For the years ended December 31, 2009 and 2008, lease expense totaled approximately \$92,000 and \$89,000, respectively.

## **EnTrust Community Services**

#### Notes to Financial Statements

#### *NOTE 6 — RETTREMENT PLAN:*

The Organization established a Simple IRA as of July 1, 2005. All full-time, permanent staff members are eligible to participate after 30 days of service. Employees may make voluntary contributions up to the maximum allowed by law. The Organization makes a matching contribution up to 3% of the employee's gross pay. Matching contributions for the Simple IRA for the years ended December 31, 2009 and 2008 were \$25,650 and \$24,434, respectively.

	BUDGETED	%	Monthly Average
REVENUES			
Public Support			
Public Support	25,000	0.76%	2,083
United Way	25,780	0.78%	2,148
C			
Government Revenues  DD Client Fees	4 707 70		
DVR Fees	1,705,767	51.76%	142,147
School Fees (Project Search Students)	366,758	11.13%	30,563
•	86,660	2.63%	7,222
Adult Day Health	390,216	11.84%	32,518
Project Search - DVR	20,880	0.63%	1,740
Eburg REITH/WorkFirst Ticket to Work	83,600	2.54%	6,967
ricket to AAOLK	21,240	0.64%	1,770
		0.00%	-
Sales to the Public		0.00%	-
Sales to the Public	569,307	17 370/	47 440
Sales to the Labite	505,507	17.27%	47,442 -
Other Revenues			
Interest Income	28	0.00%	2
Furniture Project	-	0.00%	**
Miscellaneous Revenue	614	0.02%	51
TOTAL REVENUES	3,295,849	100.00%	274,654
EXPENSES			
Wages & Benefits			
Staff Salaries	1,821,426	55.43%	151,785
Staff Bonus	~	0.00%	•
Temporary Staffing	232,128	7.06%	19,344
Client Wages	134,126	4.08%	11,177
Health & Disbility Insurance	200,912	6.11%	5,978
IRA Match Contribution	25,425	0.77%	13,091
FICA	157,097	4.78%	6,970
Unemployment Reserve	83,645	2.55%	5,978
L & I Insurance	71,736	2.18%	227,208
SUBTOTAL	2,726,495	82.97%	227,208
Professional Fees			~ ~
Medical Fees (Drug Screens)	5 <b>,7</b> 55	0.18%	480
Misc Prof Fees (Contract Employees, CARF)	6,000	0.18%	500
Legal Fees	836	0.03%	70
Public Relations Fees and Marketing	30,730	0.94%	2,561
Employment Fees (Job Ads)	500	0.02%	42
Audit and Accounting Fees	8,850	0.27%	738
Computer Professional Fees	49,200	1.50%	4,100

Supplies			
Office Supplies	8,690	0.26%	724
Computer Software	3,000	0.09%	250
Misc Supplies	6,914	0.21%	576
Other Program Supplies (ADH meals)	12,906	0.39%	
Telephone, Postage, Freight		·	
Telephone	27,428	0.83%	2,286
Cellular Phone	8,411	0.26%	701
Postage	2,707	0.08%	226
Freight	77	0.00%	6
Occupancy (Building & Grounds)			
Utilities	41,602	1.27%	3,467
Rent	90,672	2.76%	7,556
Licenses & Permits	320	0.01%	27
Buildgs & Grnds Maint	9,115	0.28%	760
Misc Occupancy	2,123	0.06%	177
Equipment Rental	44,534	1.36%	3,711
Equipment Maint.	6,002	0.18%	500
Publications, Subscriptions, Printing			
Printing & Artwork	1,628	0.05%	136
Publications	100	0.00%	8
Transportation			
Gas and Oil	26,681	0.81%	2,223
Vehicle Maintenance	10,004	0.30%	834
Insurance Vehicles	12,095	0.37%	1,008
Vehicle License	908	0.03%	76
Mileage Reimbursement	20,454	0.62%	1,705
Vehicle Lease	13,576	0.41%	1,131
Hotel, Meals, & Other	1,800	0.05%	150
Program Transportation	12,924	0.39%	1,077
Conference, Convention, Training			
Conference, Conventions, Mtg	2,000	0.06%	167
Mtg Space & Equip	337	0.01%	28
Mtg Food & Bevearage	1,536	0.05%	128
Staff Training	1,000	0.03%	83
Cost of Goods Sold			
Purchases	2,354	0.07%	196
Purchases Discount		0.00%	-
Mfg Supplies	16,201	0.49%	1,350
Small Tool Expnese	100	0.00%	8
Miscellaneous Expense			
Individual Dues	1,865	0.06%	155
Agency Dues	8,544	0.26%	712

# 2011 Budget draft Finance Committee 11 30

Interest Expense	1,236	0.04%	103
Insurance	18,939	0.58%	1,578
Bad Debt Expense	388	0.01%	32
Miscellaneous	570	0.02%	48
SUBTOTAL	521,609	15.87%	43,467
TOTAL EXP BEFORE DEPR	3,248,104	98.84%	270,675
Depreciation & Amortization			-
Depreciation/Equip	22,866	0.70%	1,906
Depreciation/Warehouse	113	0.00%	9
Depreciation/Bldg Improvements	15,023	0.46%	1,252
Amortization		0.00%	•
SUBTOTAL	38,003	1.16%	3,167
TOTAL EXPENSES	3,286,107	100.00%	- 273,842
REVENUE OVER (UNDER)			
EXPENSES	9,742	0.3%	

Internal Revenue Service
District Director

Provident Industries 1510 South 36th Avenue

Yakima, WA 98902

Department of the Treasury

NOV 3 0-1983

Date:

Federal 1D# 910862938

Person to Contact: George Bihrer

Contact Telephone Number: 206-442-8450

RECEIVED

DEC 5 1983

PROVIDENT

Gentlemen:

Based on the information you recently submitted, we have classified your organization as one that is not a private foundation within the meaning of section 509(a) of the Internal Revenue Code because you are an organization described in section 170(b)(1)(k)(ij) of the code.

Your exempt status under section 501(c)(3) of the Code is still in effect.

This classification is based on the assumption that your operations will continue as you have stated. If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status and foundation status.

This supersedes our letter dated January 21, 1972.

Because this letter could help resolve any questions about your foundation status, you should keep it in your permanent records.

If you have any questions, please contact the person whose name and telephone number are shown above.

Sincerely yours,

District Director

## **EnTrust Community Services Board of Directors**

Firstname	Lastname	Officers	Job Title	City
Ann	Orminski		Practice Administrator	Yakima
Betty	Newquist		Substitute Cook	Toppenish
Bob	Martin	Treasurer	CFO	Yakima
Charlene	Bingham		Special Ed Teacher K-12	Sunnyside
Chris	Oison		President, Participant Advisory Committee	Yakima,
Dave	Hazel	President	Attorney	Yakima
Debra	Hickman		Chief Communications Office	Yakima
Gretchen	Feider		Special Ed Teacher K-12	Sunnyside
Joanne	Waller		Retired Operations Manager	Yakima
Luke	Jaeger		Special Ed Teacher K-12	Yakima
Matt	Anderton		Principal	Yakima
Roger	O'Dell	President Elect	Orchardist, Education Consultant	Wapato
Tom	Sauve	Secretary	Business Owner	Yakima
Ulla	Whitmont		School Psychologist	Yakima

# Carole Miller Rhodes

From: Sent:

bobby fogle [bobbyrzfarms@yahoo.com] Monday, February 28, 2011 8:34 AM Carole Miller Rhodes

To:

Subject:

letter

Attachments:

Entrust letter.docx

Thank you so much for your help Bobby and LaDonna Fogle

To whom it may concern,

We would like to take this opportunity to thank you for the services you recently provided to me and my family. In 2005 I faced a medical tragedy that has left a heavy financial burden on my family. My wife works full time and I go to school full time, we pay our bills and sometimes that is not enough. I have large medical expenses each month which are not covered by insurance and the Entrust program and people that work there were very helpful going above and beyond getting me information about other programs that might help with the medical expenses.

Carole was very passionate and caring, reassuring us that life would get better and that they were there to help. I would recommend Entrust to everyone that has fallen into a situation that requires any assistance at all. I don't know where I would be at this time in my life if it weren't for this program. I went to Hope-source and they were not able to take the time or energy to sit down and go through the entire process and help as fast as the Entrust program and people that work there. This program needs to be more readily available for those in need.

I want to give a personal thank you to the people that work at the Entrust program for the fast and courteous assistance and making me feel like a person and not so helpless.

Sincerely,

Robert Fogle

(509) 899-4009

Sent via email

# ENTRUST COMMUNITY SERVICES

Letter of Appreciation

For: Carole and Lyle

February 28, 2011

TO:

Kittitas County Commissioners 250 West 5<sup>th</sup> Avenue, Suite 108

Ellensburg, WA 98926

FROM: Janie Stone

211 S. Ruby #2

Ellensburg, WA 98926

(509) 925-2984

**RE: Entrust Community Services** 

To Whom It May Concern:

My name is Janie Stone; I am a new resident of Kittitas County. I came here to be closer to my daughter and to undergo some medical procedures. My significant other, Robert Gaidosh and I are both on fixed incomes that are substantially low. I researched the area and was informed of a "Community Connect Day" to be happening the next day. I went to the event and it was there that I met Carole and Lyle from the Entrust Community Services. They immediately set me up for an appointment the next day. When I came to the appointment I thought that I would maybe get some help with the deposit, which would have not helped too much, but I would have accepted any help I could get. Carole and Lyle proceeded to go through the paper work with myself and Robbie and it was at the time of signing the papers that she informed me that we would be receiving help with our rent for six months, and help with our electric deposit. I was so amazed I am sure I was speechless and that is some feat to accomplish, while Robbie had tears in his eyes. We were both so happy to know that we would have our first house together in about five years. We were living in Spanaway taking care of his mother who is now in a nursing home. We could not afford the mortgage payment on the house, so we had to let his sister take it. As distressing as that is for him, we were homeless.

Earlier this month I called Carole and mentioned that I didn't have any living room furniture and she said come get a voucher to pick some up at Saint Vincent DePaul's. When I came to pick up the voucher she asked if there was anything else we needed. I told her maybe some curtains, and some clothes for me to look for a job as I am gearing up to graduate with my associate's degree. She put them on the list.

I have never been to any type of community resource that helped to this extent. Carole and Lyle with Entrust Community Services have treated us with the utmost respect, never once putting us down for needing the help. Any consideration that you give them in any form would be not only helpful to them, but Ellensburg as a community. They are definitely an asset to Kittitas County.

Thank you for your time and consideration in this matter.

Sincerely and Respectfully,

Janie Stone

#### Carole Miller Rhodes

From:

Carole Miller Rhodes

Sent:

Monday, February 28, 2011 11:33 AM

To:

'Terrah Goeden'

Subject:

RE: [SPAM] Letter of Support

Thank You!

Carole

----Original Message----

From: Terrah Goeden [mailto:GoedenT@cwu.EDU]

Sent: Monday, February 28, 2011 11:17 AM

To: Carole Miller Rhodes

Subject: Re; [SPAM] Letter of Support

Thanks again, Carole!!! ;^)

#### To Whom It May Concern:

During the summer of 2010, I found myself in challenging circumstances. I got pregnant in a young relationship while attending CWU. I only had a part-time job at the university, making less than \$900 per month, and I didn't know how my pregnancy would affect my employment. The baby's father was unsupportive of the pregnancy, I had very little support from family or friends, and my vehicle was on its last legs. To top it all off, mylease was due for renewal and my housemates didn't want to commit to living with a newborn. I had a few dollars

set aside for an emergency, but I knew that would dwindle quickly if I couldn't find affordable housing for my dog, my baby-on-the-way, and myself.

I went to Kittitas County Housing Authority to seek help. I had worked out of public housing for several years, and knew that it can be a great human services hub. I was worried to hear that nearly every KCHA-affiliated apartment complex would not allow animals. I went to DSHS, and was blessed to receive medical insurance, but was neither qualified for food nor financial assistance due to a fluke in my work schedule, my vehicle and savings. I qualified for WIC, which was a huge help with my nutritional needs. I was very worried about how I would make it through the next year until I got my degree and, God willing, financial security. At the time, my housing plan was to live in an RV, though I knew Ellensburg winters are very cold.

Luckily, I went back to KCHA and was directed to EnTrust Community Services. Carole Rhodes let me know about the REITH program and that I could have some rent assistance for sixmonths to keep me in healthy living conditions. The specter of my previous experiences with homelessness always hangs over me, and this help was an enormous blessing and weight off my shoulders. I found a dog-friendly, one-bedroom apartment close to campus. That way, I could walk to work/school to use the internet in case my car fell out of commission (which it eventually did).

My department did cut my work contract for a quarter because of my pregnancy, but, with the REITH program and frugal living, I was able to hold my housing. I am still on track to graduate

on time, my healthy baby daughter arrived in February, and, happily, her father is now a supportive, active part of her life.

I don't know what would have happened without the REITH program, but I am extremely grateful for the help when I needed it.

Thank you very much,

Terrah Goeden REITH program participant, Summer 2010-Winter 2011

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