

**CRITICAL EXPENSES REPORT FOR  
 Fiscal Year 2019-2020**

**Current Fiscal Year**

**Jul '19 - Jun 20**

**Critical Expenses**

**Salaries & Related Expenses**

Officers & Directors Salaries	281,049.00
<b>Salaries &amp; Wages</b>	
Health Education	107,215.00
Administrative	209,393.00
Call Center	1,730,445.60
<b>Pension Plan Contributions</b>	
Health Education	1,538.78
Administrative	18,945.00
Call Center	37,113.70
<b>Employee Benefits - not pension</b>	
Administrative	28,231.00
Education	13,232.00
Call Center	130,556.90
<b>Payroll taxes</b>	
Health Education	8,875.92
Administrative	26,857.00
Call Center	138,416.29
<b>Contracted Medical Direction</b>	
Contracted Medical Director(s)	56,000.00
Contr. Consulting Toxicologists	63,000.00
H/R, Payroll Processing Fees	11,300.00
<b>Total Salaries and Related Exp.</b>	<b>2,862,169.19</b>

**Operational Expenses**

**Non-Personnel expenses**

Supplies - Admin	3,000.00
<b>IT/Communications</b>	
IT Services - Trebron	160,040.00
Telephone/Telecommunications	51,140.00
Telephone & telecommunications	
Database - References	98,000.00
Postage, shipping, delivery	1,000.00
<b>Occupancy expenses</b>	
Lease - Occupancy	137,190.32
<b>Business - General Expenses</b>	
Insurance - Business	29,350.00
Bank Service Charges	500.00
UBI Taxes	3,000.00
Taxes - Other	350.00
<b>Total Operational Expense</b>	<b>483,570.32</b>

**Total Operational & Wages Expense**

**3,345,739.51**

Monthly Critical Expenses \$ 278,811.63