# SUBMITTAL TO THE BOARD OF SUPERVISORS COUNTY OF RIVERSIDE, STATE OF CALIFORNIA



FROM: Human Resources Department

SUBMITTAL DATE: November 3, 2010

SUBJECT: Human Resources General Fund Rate Charge for Fiscal Year 2011-12

RECOMMENDED MOTION: That the Board of Supervisors approve the Assistant County Executive Officer/Human Resources Director's recommendation for Human Resources rates charged to departments for FY 2011-12, as outlined in Attachment "A", and authorize the continued use of the rate methodology and semi-annual adjustment of department charges based on positions filled, as outlined in Attachment "B".

BACKGROUND: Effective Human Resources management allows the County to focus on cost-efficient delivery of services to the public. The Human Resources Department has developed strong partnerships with County departments and other stakeholders to provide expert solutions that will enable the County to emerge stronger through these challenging economic times. The proposed rates in Attachment "A" recognize the value of maintaining a highly-qualified workforce in a time of shrinking budgets and growing workloads. Human Resources tasks change in tough times; while there is less emphasis on recruitment, other functions become more critical.

Barbara A. Olivier

Asst. County Executive Officer/Human Resources Dir.

Current F.Y. Total Cost: \$ 0 In Current Year Budget: Yes **FINANCIAL Current F.Y. Net County Cost:** \$ 0 **Budget Adjustment:** No DATA \$ 0 For Fiscal Year: **Annual Net County Cost:** 2011/12 Positions To Be

SOURCE OF FUNDS: Departmental Budgets

Deleted Per A-30 Requires 4/5 Vote

C.E.O. RECOMMENDATION:

APPROVE

**County Executive Office Signature** 

## MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Stone, seconded by Supervisor Buster and duly carried, IT WAS ORDERED that the above matter is approved as recommended.

The an applicant

Ayes:

Buster, Stone, Benoit and Ashley

Navs:

None

Absent:

Date:

January 25, 2011 341 161 16 54 3: 08

XC:

HR. Auditor

Prev. Agn. Ref.:

District:

Agenda Number:

Kecia Harper-Ihem

Dep't Recomm

Per Exec. Ofc.:

ANGULO, CPA, AUDITOR-CONTROLLER

PAUL

Policy

FISCAL PROCEDURES APPROVED

Policy

 $\boxtimes$ 

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# **BACKGROUND** (continued):

In FY 2011-12, Human Resources anticipates completion and implementation of seven collective bargaining agreements which will tackle issues such as budget reductions and pension reform. We will likely see a high level of labor disagreements and arbitrations that will need careful management. Human Resources will emphasize internal training, leadership development and frequent communication to maintain the morale and effectiveness of current staff. Layoffs, department reorganizations, and the restructuring of government will also likely continue in FY 2011-12. Human Resources will provide appropriate oversight and act as a strategic partner in the implementation of change.

The Human Resources Department is funded primarily through direct billing of each department for services provided, based on the number of filled positions and additional services requested by each department. The proposed rates in Attachment "A" for FY 2011-12 reduce overall Human Resource rates by an average of 7%. The reduction in rate is, in part reflective of a 4% decrease in filled positions for departments serviced by Human Resources. Individual budget units and departments will experience rate changes based on year-to-year changes in their staffing levels and additional services they request. The rates are reflective of the current number of filled positions, as well as departmental requests for services above the base level of service. Attachment "C" shows added charges for additional services that departments have requested from the Human Resources Department. Charges outlined in Attachment "C" are incorporated in Attachment "A" and are supported by written agreements.

The recommended action requests that the Board approve the Human Resources rate as well as the continued use of the methodology established by your Board in 1998 (outlined in Attachment "B"). Departments are charged based on the number of filled positions, as well as changes in their filled positions, which is evaluated and adjusted twice per year. If a department fills or eliminates five or more positions, Human Resources costs for the remainder of that fiscal year will be adjusted.

The County continues to face critical Human Resources needs, and the Human Resources Department is well positioned to provide options and solutions. As an example, Pension Reform and Healthcare Reform each has potentially significant impact to County finances, as well as recruitment and retention. Both issues need ongoing analysis. To help form an optimal solution, the Human Resources Department will provide technical expertise but also engage in dialogue with Stakeholders to understand their needs. This was demonstrated by the work performed in the Pension Advisory Review Committee (PARC) and the Pension Reform Advisory Committee (PRAC). As Healthcare Reform proceeds we will continue to seek effective care models. Healthcare costs are projected to increase by double digits; recently Human Resources initiated a Request For Proposal (RFP) that saved County employees significant premium increases.

County departments continue to seek efficiencies in light of budget tightening. Our Service Teams work with departments to help them restructure and evaluate current position classifications, providing opportunities for savings. Furthermore, to improve service to departments and remain progressive with technology, by mid-2011 we will implement a talent management system that will create an automated paperless recruiting and applicant tracking process.

Finally, in times of economic uncertainty additional emphasis on training and development is often warranted. Our Center for Government Excellence (CGE), has created and implemented a number of cost effective changes in the way county-wide learning is delivered. Recent examples include the on-line election worker training for the Registrar of Voters and on-line availability of board policy training classes. Human Resources will, in 2011 expand on-line learning options. In 2011 it is estimated that on-line learning could save \$1.3 million in avoided travel time and costs, and eliminate about 36,000 round trips; also helping AQMD requirements.

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The goal of the Human Resources Department continues to provide the most responsive, efficient and effective services possible to departments, so that the County can better meet its mission through its employees.

# COUNTY OF RIVERSIDE HUMAN RESOURCES RATES

ATTACHMENT "A"

| -Y 11-1 |
|---------|
|---------|

| · .    | D (15)     |                         | Positions | HR Rate FY<br>11-12 | HR Rate<br>FY 10-11 | Change |
|--------|------------|-------------------------|-----------|---------------------|---------------------|--------|
| Fund   |            |                         | Filled    | Charge              | Charge              | in %   |
|        | 1000100000 | BOARD OF SUPERVISORS    | 54        | 58,084              | 55,069              | 5%     |
|        | 1000200000 | ASSESSMENT APPEAL BRD   | 5         | 5,378               | 8,811               | -39%   |
|        | 1100100000 | EXECUTIVE OFFICE        | 24        | 25,815              | 27,737              | -7%    |
|        | 1105000000 | NATL POLLUTANT DRG ELIM | 2         | 2,151               | 2,203               |        |
|        | 1200100000 | ASSESSOR                | 189       | 140,298             | 156,227             | -10%   |
|        | 1200200000 | RECORDER                | 173       | 128,421             | 131,078             | -2%    |
|        | 1200300000 | ASSESSOR - RECORDS CTR  | 16        | 11,877              | 19,052              |        |
|        | 1200400000 | INT. PROP TAX MGT SYS   | 9         | 6,681               | 5,335               |        |
|        | 1300100000 | AUDITOR-CONTROLLER      | 60        | 44,539              | 69,349              | -36%   |
|        | 1300200000 | INTERNAL AUDITS         | 11        | 8,166               | 10,669              | -23%   |
|        | 1400100000 | TREASURY/TAX COLLECT    | 104       | 77,201              | 82,305              | -6%    |
|        | 1500100000 | COUNTY COUNSEL          | 64        | 40,015              | 51,724              | -23%   |
|        | 1700100000 | REGISTRAR OF VOTERS     | 29        | 21,527              | 26,673              | -19%   |
|        | 1930100000 | EDWARD DEAN MUSEUM      | 2         | 1,485               | 1,524               | -3%    |
|        | 2200100000 | DISTRICT ATTORNEY       | 771       | 482,056             | 604,950             | -20%   |
|        | 2300100000 | DCSS                    | 337       | 333,477             | 272,865             | 22%    |
|        | 2400100000 | PUBLIC DEFENDER         | 244       | 152,557             | 212,895             | -28%   |
|        | 2500100000 | SHERIFF ADMIN           | 55        | 37,237              | 34,961              | 7%     |
|        | 2500200000 | SHERIFF SPT ADMIN SVS   | 326       | 220,716             | 235,132             | -6%    |
|        | 2500300000 | SHERIFF ADMIN-PATROL    | 1779      | 1,204,461           | 1,268,205           | -5%    |
|        | 2500400000 | SHERIFF CORRECTIONS     | 1313      | 888,959             | 910,366             | -2%    |
|        | 2500500000 | SHERIFF COURT SVS       | 180       | 121,868             | 122,707             | -1%    |
|        | 2500600000 | SHERIFF CAC SECURITY    | 2         | 1,354               | 2,057               | -34%   |
|        | 2500700000 | BC TRN CTR SWORN        | 59        | 39,946              | 39,074              | 2%     |
|        | 2500800000 | "RAID"                  | 1         | 677                 | 686                 | -1%    |
|        | 2501000000 | SHERIFF CORONER         | 49        | 33,175              | 36,332              | -9%    |
|        | 2501100000 | SHERIFF PUBLIC ADMIN    | 12        | 8,125               | 10,968              | -26%   |
|        | 2600100000 | JUVENILE FACILITIES     | 389       | 243,216             | 311,096             | -22%   |
|        | 2600200000 | PROBATION               | 331       | 329,726             | 272,865             | 21%    |
|        | 2600700000 | PROBATION SPEC CRT SVCS | 56        | 35,013              | 39,730              | -12%   |
|        | 2700200000 | FIRE PROTECTION         | 170       | 367,511             | 381,931             | -4%    |
|        | 2700400000 | FIRE CONTRACT SERVICE   | 17        | 54,251              | 50,631              | 7%     |
|        | 2800100000 | AG COMMISSIONER         | 49        | 37,103              | 47,476              | -22%   |
|        | 3110100000 | BLDG. & SAFETY          | 37        | 37,383              | 43,230              | -14%   |
|        | 3120100000 | PLANNING                | 37        | 37,383              | 46,909              | -20%   |
|        | 3130200000 | SURVEYOR                | 33        | 33,341              | 33,112              | 1%     |
|        | 3140100000 | CODE ENFORCEMENT        | 120       | 121,241             | 121,412             | 0%     |
|        | 4100100000 | MENTAL HEALTH           | 32        | 24,230              | 29,013              | -16%   |
|        | 4100200000 | MENTAL HEALTH TREATMENT | 564       | 481,660             | 506,410             | -5%    |
|        | 4100300000 | DETENTION PROGRAM       | 41        | 31,045              | 42,201              | -26%   |
|        | 4100400000 | MENTAL HEALTH ADMIN     | 159       | 120,394             | 148,582             | -19%   |
|        | 4100500000 | MH D & A TREATMENT      | 103       | 77,991              | 94,073              | -17%   |
|        | 4200100000 | PUBLIC HEALTH           | 632       | 762,680             | 865,233             | -12%   |
| 100001 | 4200200000 | CALIF. CHILDREN'S SVS   | 134       | 161,708             | 197,843             | -18%   |

| Fund  | Dept ID    | NAME                     | Positions<br>Filled | HR Rate FY<br>11-12<br>Charge | HR Rate<br>FY 10-11<br>Charge | Change<br>in % |
|-------|------------|--------------------------|---------------------|-------------------------------|-------------------------------|----------------|
| 10000 | 4200300000 | СНА                      | 156                 | 188,257                       | 214,989                       | -12%           |
|       | 4200400000 | ENVIRONMENTAL HEALTH     | 158                 | 190,670                       | 213,670                       | -11%           |
|       | 4200600000 | ANIMAL CONTROL           | 164                 | 197,911                       | 262,472                       | -25%           |
|       | 4300200000 | MED INDIGENT SVS         | 30                  | 40,244                        | 38,229                        | 5%             |
|       | 4300300000 | DETENTION HEALTH         | 56                  | 75,122                        | 128,340                       | -41%           |
|       | 5100100000 | DPSS ADMIN               | 3048                | 2,282,006                     | 2,396,008                     | -5%            |
|       | 5400100000 | VETERANS SERVICE         | 12                  | 8,984                         | 9,278                         | -3%            |
|       | 6300100000 | CO-OP EXT                | 5                   | 3,786                         | 4,396                         | -14%           |
|       | 7200100000 | FACILITIES (BLDG. SVCS)  | 54                  | 40,085                        | 44,963                        | -11%           |
|       | 7200200000 | CUSTODIAL                | 195                 | 144,752                       | 154,703                       | -6%            |
|       | 7200300000 | MAINTENANCE              | 179                 | 192,659                       | 182,509                       | 6%             |
|       | 7200400000 | REAL ESTATE              | 25                  | 18,558                        | 16,766                        | 11%            |
|       | 7200500000 | DESIGN & CONSTRUC        | 83                  | 61,612                        | 21,338                        | 189%           |
|       | 7200700000 | PARKING                  | 19                  | 14,104                        | 15,242                        | -7%            |
|       | 7300100000 | PURCHASING               | 18                  | 13,362                        | 16,766                        | -20%           |
| 15100 |            | FLOOD CONTROL            | 239                 | 241,472                       | 244,059                       | -1%            |
|       | 3130100000 | TRANSPORTATION           | 292                 | 295,020                       | 302,609                       | -3%            |
|       | 3130300000 | CROSSING GUARDS          | 1                   | 1,010                         | 920                           | 10%            |
|       | 3130700000 | TRANS EQUIP              | 26                  | 26,269                        | 23,914                        | 10%            |
|       | 3100100000 | GEOGRAPHIC INFO SYS      | 12                  | 12,124                        | 17,476                        | -31%           |
|       | 3100200000 | TLMA AGENCY              | 48                  | 48,496                        | 108,811                       | -55%           |
|       | 3100200000 | TLMA COUNTER             | 14                  | 14,145                        | 46,306                        | -69%           |
|       | 3100500000 | TLMA ENVIR PROGRAM       | 12                  | 12,124                        | 13,797                        | -12%           |
|       | 5200100000 | COMM ACTION AGENCY       | 23                  | 17,416                        | 19,342                        | -12%           |
|       | 5200200000 | COMM ACTION PR           | 15                  | 11,358                        | 13,188                        | -14%           |
|       | 5200300000 | COMM ACTION PR           | 1                   | 757                           | 879                           | -14%           |
|       | 1900100000 | EDA ADMIN                | 78                  | 179,626                       | 179,162                       |                |
|       | 1101500000 | COUNTY FREE LIBRARY      | 1                   | 1,076                         | 179,162                       | 0%             |
|       | 5300100000 | OFFICE ON AGING          | 57                  |                               |                               | 100%           |
|       | 1900300000 | WORKFORCE DEVELOPMENT    | 128                 | 43,160                        | 54,509                        | -21%           |
|       | 1130300000 | RIDESHARE                | 3                   | 95,017                        | 94,498                        | 1%             |
|       |            | COMM FAC DIST            |                     | 3,227                         | 3,304                         | -2%            |
|       |            | AVIATION                 | 5 8                 | 3,786                         | 4,396                         | -14%           |
|       |            | EDA COUNTY FAIR          | 10                  | 5,939                         | 7,621                         | -22%           |
|       |            | CAL ID PROGRAM           | 26                  | 7,423                         | 7,621                         | -3%            |
| 22800 |            | PUBLIC AUTHORITY - ADMIN |                     | 17,603                        | 19,194                        | -8%            |
| 22800 |            | PA REGISTRY              | 2                   | 1,497                         | 2,319                         | -35%           |
| 22800 |            | PA CLERICAL              | 9                   | 8,236                         | 8,505                         | -3%            |
| 22800 |            | IHSS PUBLIC AUTH-OPS     |                     | 6,738                         | 6,958                         | -3%            |
|       |            |                          | 4                   | 2,995                         | 1,546                         | 94%            |
| 24625 |            | CSA 152 NPDES            | 25                  | 18,558                        | 16,766                        | 11%            |
| 25400 |            | REG PARK & OPEN SPACE    | 96                  | 72,691                        | 79,127                        | -8%            |
|       |            | PSEC PROJECT             | 12                  | 8,908                         | 8,383                         | 6%             |
|       |            | RCRMC                    | 2246                | 3,012,939                     | 3,058,324                     | -1%            |
|       |            | WASTE MANAGEMENT         | 192                 | 193,986                       | 283,384                       | -32%           |
| 40250 |            | WRMD OPERATIONS-WASTE    | 35                  | 35,362                        | 70,220                        | -50%           |
|       |            | HOUSING AUTHORITY        | 108                 | 80,170                        | 72,398                        | 11%            |
|       |            | FLEET SERVICES           | 57                  | 42,312                        | 46,487                        | -9%            |
| 45420 | 1109200000 | OASIS FINANCIALS         | 35                  | 25,981                        | 30,483                        | -15%           |

| Fund  | Dept ID    | NAME                  | Positions<br>Filled | HR Rate FY<br>11-12<br>Charge | HR Rate<br>FY 10-11<br>Charge | Change<br>in % |
|-------|------------|-----------------------|---------------------|-------------------------------|-------------------------------|----------------|
| 45420 | 1109300000 | OASIS HRMS            | 20                  | 14,846                        | 15,242                        | -3%            |
| 45500 | 7400100000 | RCIT                  | 159                 | 118,029                       | 139,461                       | -15%           |
| 45600 | 7300300000 | PURCHASING PRINT SVS  | 20                  | 14,846                        | 16,766                        | -119           |
| 45620 | 7300600000 | CENTRAL MAILING       | 9                   | 6,681                         | 7,621                         | -12%           |
| 45700 | 7300400000 | PURCHASING SUPPLY     | 15                  | 11,135                        | 12,193                        | -9%            |
| 45800 | 1132000000 | EPO                   | 32                  | 34,420                        | 35,244                        | -2%            |
| 45960 | 1131000000 | LIAB INSURANCE        | 26                  | 27,966                        | 33,042                        | -15%           |
| 46000 | 1130900000 | MED MAL               | 2                   | 2,151                         | 2,203                         | -2%            |
| 46020 | 1130700000 | PROPERTY INSURANCE    | 1                   | 1,076                         | 1,101                         | -2%            |
| 46040 | 1131300000 | SAFETY LOSS CONTROL   | 14                  | 15,059                        | 18,724                        | -20%           |
| 46060 | 1131200000 | STD                   | 1                   | 1,076                         | 1,101                         | -2%            |
| 46100 | 1130800000 | WORKERS COMP          | 45                  | 88,838                        | 59,337                        | 50%            |
| 46100 | 1132200000 | EAS                   | 7                   | 7,529                         | 7,710                         | -2%            |
| 46120 | 1132900000 | OCC HEALTH & WELLNESS | 19                  | 20,437                        | 20,926                        | -2%            |
| 47000 | 1131800000 | TAP                   | 27                  | 29,401                        | 23,129                        | 27%            |
| 51215 | 2900100000 | LAFCO                 | 5                   | 5,052                         | 4,599                         | 10%            |
| 25800 | 938001     | CHILDREN & FAMILY 1ST | 27                  | 20,215                        | 23,738                        | -15%           |
|       | SUMMARY!A1 |                       |                     | 15,490,412                    | 16,619,013                    | -7%            |
|       |            | TOTAL                 | 17236               |                               | 17,950                        | -4%            |

County of Riverside Human Recourses Department FY 11-12 HR Rate Vacant Funded/Unfunded

| <u>Team</u>                | Position Title  | PC #   |        | Funding    |
|----------------------------|-----------------|--------|--------|------------|
| EE Services Infrastructure | HRA II          | 114940 | vacant | \$0        |
|                            | HR Clerk        |        | vacant | \$0        |
|                            | HR Clerk        |        | vacant | \$0        |
|                            | HR Tech         |        | vacant | <b>\$0</b> |
|                            | SR HR Clerk     |        | vacant | \$0        |
| Center for Gov. Ex. Infra. | HR Tech         |        | vacant | \$60,623   |
|                            | HR Tech         | new    | vacant | \$60,623   |
| Benefits- Infra            | Prin. Analyst   | new    | vacant | \$108,456  |
|                            | HR Div MGR      | new    | vacant | \$157,308  |
|                            | HR Analyst      | new    | vacant | \$108,127  |
| Employee Relations Infra.  | HR Analyst      | new    | vacant | \$80,870   |
|                            | Prin. Analyst   | new    | vacant | \$127,356  |
|                            | Deputy Director | 103281 | vacant | \$184,085  |
|                            |                 |        |        |            |
| Talent Aq. Team            | HR Analyst      | new    | vacant | \$80,870   |
| Eng Team                   | HR Analyst      | 118710 | vacant | \$74,371   |
| Admin Team                 | HR Analyst      | 102063 | vacant | \$105,311  |
| Social Services Team       | HR Tech         | 43567  | vacant | \$69,069   |
| Sheriff Team               | HR Tech         | 70638  | vacant | \$60,623   |
| Mental Health Team         | HR Tech         | 746    | vacant | \$67,242   |
| RCRMC Team                 | Sr HR Analyst   | 777    | vacant | \$113,398  |
|                            | Sr HR Clerk     | new    | vacant | \$49,481   |
|                            | OA III          | 103795 | vacant | \$43,820   |
| Health Services Team       | Sr HR Analyst   | 101725 | vacant | \$113,398  |

# METHODOLOGY FOR HUMAN RESOURCES RATE

- 1. The Human Resources positions to be funded for the year are identified, budgeted at estimated step (assuming no compensation increases this year) with a 44% factor for benefit costs.
- 2. A report of filled positions for each DeptID is taken semiannually in November and May, excluding HR positions. If a department's number of filled positions increases by five or more, their charges for the remainder of the current fiscal year are adjusted upward, based on an equivalent per employee charge. Because we have already applied a 10% reduction in staffing, in advance of the 10% reductions expected from departments for FY 11-12, reductions in the number of filled positions will not be recognized this year except to the extent that they exceed 10% of the previously applied number. Monthly billing is provided to all departments.
- 3. The HR positions are categorized by services provided and to whom:

#### INFRASTRUCTURE:

Employee Services (Records)
Reports and Analysis
Accounting
Center for Government Excellence
Employee Relations
Classification/Compensation
Assessment/Recruitment
Benefits
Administration

### **DEPARTMENTAL TEAMS:**

RCRMC
Health Services
Social Services
Sheriff/ Coroner (Safety)
Justice
Administrative
Engineering/Building & Environmental Services
Mental Health & District
Fire/Executive

- 4. The total cost for services and supply budget is calculated, and then reduced by offsetting revenue and cost applied income.
- 5. Schedules are then prepared by using the weighted factors per position
  - a. Team charges, allocated among all departments assigned to the team
  - b. Support of infrastructure, allocated among all departments based on a count of all regular filled positions in November
  - c. Special departmental requests, allocated only to requesting departments
  - d. Cost of supply/services, allocated among all departments based on a count of all regular filled positions

#### DEPARTMENT FUNDING

| - | v | 4 | 4 | 11 | 2 |
|---|---|---|---|----|---|
|   |   |   |   |    |   |

| FY 11/12             |              |      |                             |                |
|----------------------|--------------|------|-----------------------------|----------------|
| DEPARTMENT           | AMOUNT       | %    | POSITION                    | TEAM           |
| FIRE                 | \$94,768     | 100% | HUMAN RESOURCES ANALYST II  | TALENT ACQ.    |
| FIRE                 | \$89,886     | 100% | HUMAN RESOURCES ANALYST I I | TALENT ACQ.    |
| FIRE                 | \$35,965     | 25%  | HR Service Manager          | TALENT ACQ.    |
| TOTAL for FIRE       | \$220,619    | •    |                             |                |
| WORKERS' COMP.       | \$40,435     | 50%  | HR ANALYST II               | TALENT ACQ.    |
| WASTE                | \$44,943     | 50%  | HR Analyst II               | ENGINEERING    |
| TOTAL for WASTE      | \$44,943     | •    |                             |                |
| DCSS                 | \$122,773    | 100% | SR HR ANALYST               | JUSTICE        |
| TOTAL for DCSS       | \$122,773    | •8   |                             |                |
| PROBATION            |              | 100% | SR. HR ANALYST              | JUSTICE        |
| TOTAL for PROBATION  | \$122,773    | •0   |                             |                |
| EDA                  | \$69,069     |      | HR TECH II                  | ADMINISTRATIVE |
| EDA                  | \$52,656     | 50%  | HR ANALYST II               | ADMINISTRATIVE |
| TOTAL for EDA        | \$121,725    |      |                             |                |
| FACILITIES           | \$59,784     | 50%  | SR HR Analyst               | ADMINISTRATIVE |
| TOTAL for FACILITIES | \$59,784     | •9   |                             |                |
| СНА                  | \$366,103    | 100% | Records Support             | CHA            |
| TOTAL for CHA        | \$366,103    |      |                             |                |
| RCRMC                |              | 100% | Records Support             | RCRMC          |
| TOTAL for RCRMC      | \$725,797    |      |                             |                |
| MENTAL HEALTH        |              | 100% | HR Clerk                    | MENTAL HEALTH  |
| TOTAL for M/H        | \$54,602     |      |                             |                |
| TOTAL FUNDING        | \$ 1,879,554 |      |                             |                |
| TOTAL FUNDING        | φ 1,073,334  |      |                             |                |