# HEALTH CARE FOR THE HOMELESS/FARMWORKER HEALTH PROGRAM (HCH/FH) Finance Committee Meeting

San Mateo Medical Center 222 W. 39th Avenue, 2nd Floor (Board Room) San Mateo May 10, 2018, 8:00 A.M – 8:45 A.M.

### **AGENDA**

A. CALL TO ORDER

B. CHANGES TO ORDER OF AGENDA

C. PUBLIC COMMENT

8:00 AM

8:01 AM

8:03 AM

Persons wishing to address on matters NOT on the posted agenda may do so. Each speaker is limited to three minutes and the total time allocated to Public Comment is fifteen minutes. If there are more than five individuals wishing to speak during Public Comment, the Chairperson may choose to draw only five speaker cards from those submitted and defer the rest of the speakers to a second Public Comment at the end of the Board meeting. In response to comments on a non-agenda item, the Board may briefly respond to statements made or questions posed as allowed by the Brown Act (Government Code Section 54954.2) However, the Boards general policy is to refer items to staff for comprehensive action or report.

D. CONSENT AGENDA Elli Lo TAB 1 8:08 AM

1. Meeting minutes from April 12, 2018

E. REPORTING AGENDA:

1. Review of Budget & Finance Report through April 2018 Jim Beaumont TAB 2 8:10 AM

2. Discussion on Contract Spend Down Data - First Quarter 2018 Elli Lo TAB 3 8:30 AM

### **BOARD COMMUNICATIONS AND ANNOUNCEMENTS**

Communications and Announcements are brief items from members of the Board regarding upcoming events in the community and correspondence that they have received. They are informational in nature and no action will be taken on these items at this meeting. A total of five minutes is allotted to this item. If there are additional communications and announcements, the Chairperson may choose to defer them to a second agenda item added at the end of the Board Meeting.

### OTHER ITEMS

1. Future meetings – every 2<sup>nd</sup> Thursday of the month (unless otherwise stated)

Next Regular Meeting June 14, 2018; 8:00 A.M. – 8:45 A.M. | San Mateo Medical Center

H. ADJOURNMENT 8:45 AM

Meetings are accessible to people with disabilities. Individuals who need special assistance or a disability-related modification or accommodation (including auxiliary aids or services) to participate in this meeting, or who have a disability and wish to request an alternate format for the agenda, meeting notice, or other documents that may be distributed at the meeting, should contact the HCH/FH Program Coordinator at least five working days before the meeting at (650) 573-2966 in order to make reasonable arrangements to ensure accessibility to this meeting and the materials related to it. The HCH/FH Co-Applicant Board regular meeting documents are posted at least 72 hours prior to the meeting and are accessible online at: <a href="http://www.smchealth.org/meeting/hchfh-meetings">http://www.smchealth.org/meeting/hchfh-meetings</a>.

# **TAB 1 Meeting Minutes** Request to Approve (Consent Agenda)

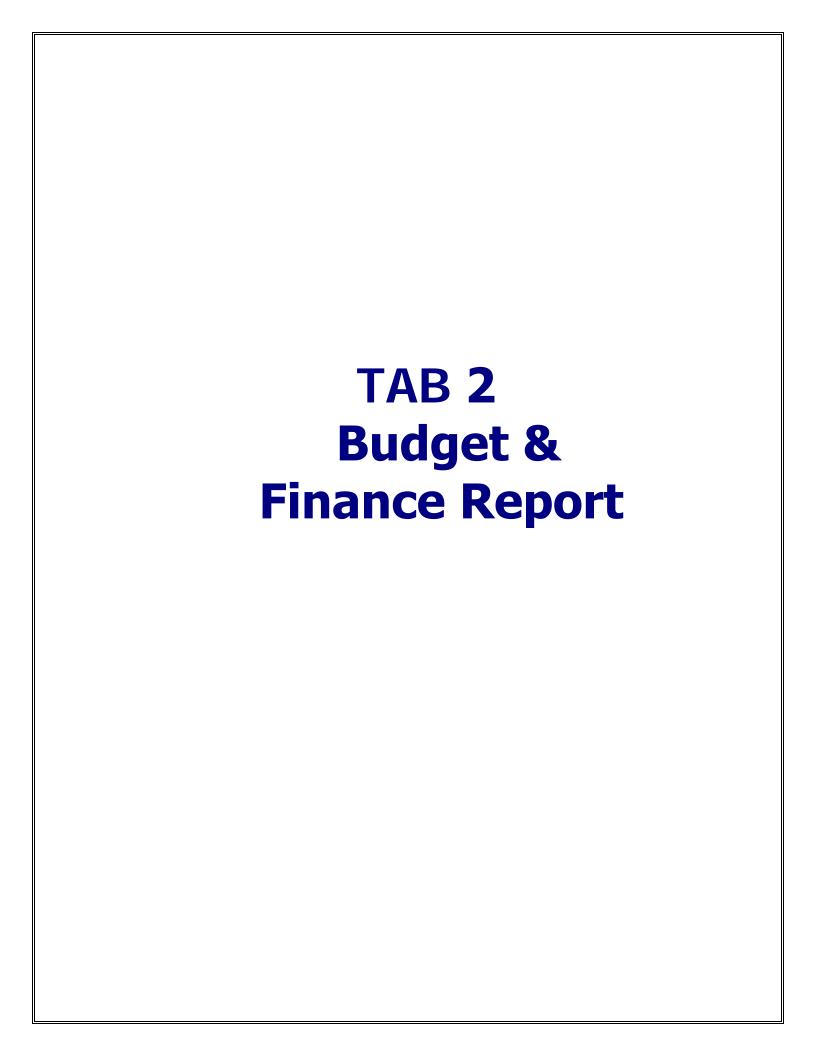
# Healthcare for the Homeless/Farmworker Health Program (Program) Co-Applicant Board Meeting Minutes (Apr 12, 2018) San Mateo Medical Center 222 W. 39th Avenue, 2nd Floor (Classroom 1) San Mateo

Co-Applicant Board Members Present

County Staff Present Christian Hansen Jim Beaumont Robert Anderson Elli Lo

Members of the Public

ITEM	DISCUSSION/RECOMMENDATION	ACTION
Call To Order	Meeting was called to order at _8:15A.M.	
Regular Agenda Public Comment	No Public Comment at this meeting.	
Regular Agenda: Consent Agenda	All items on Consent Agenda (meeting minutes from March 8, 2018) were approved.	Consent Agenda was  MOVED by Robert  SECONDED by Christian, and APPROVED by all  Board members present.
Reporting Agenda: Review of Budget & Finance Report through March	Jim provided an overview of budget and finance report through March 2018. Preliminary grant expenditures through March, 2018, total \$471,727. This will increase a little as the County processes month-end transactions, but we have included known contractual expenditures (even if they are not yet reflected as an expenditure by the county), and an estimate of routine county monthly charges. Currently, our contracts and MOUs appear to be expending at a rate to reach the mid-to-high 90% utilization. This puts us on track to spend much closer to our total approved grant then we have been able to in the past few years.	
Reporting Agenda: 2017 UDS Final Financial and Demographic Data	Elli and Jim provided an overview of the final UDS report demographic numbers, trends, program staffing, cost and revenue for 2017 activities.	
Reporting Agenda: Discussion on Past Contract Spend Down Data	Per Committee's request at the last meeting, data on past contract spend down for each contractor was presented. Currently in 2018, contracts and MOUs appear to be expending at a rate to reach the mid-to-high 90% utilization. While Program is still working with Business Intelligence (BI) on resolving data issues with PHPP, once Program receives the data and invoices, Program will better identify the contracts that are underspending. Due to the difference between each contractor, Committee members recommended Committee and Program to continue monitoring the contract spending monthly and looking at spend down on a case by case basis.	
Adjournment	Time _8:48 A.M.	





San Mateo Medical Center 222 W. 39th Avenue San Mateo, CA 94403 650-573-2222 T www.sanmateomedicalcenter.org www.facebook.com/smchealth

DATE: May 10, 2018

TO: Co-Applicant Board, San Mateo County Health Care for the

Homeless/Farmworker Health (HCH/FH) Program

FROM: Jim Beaumont

Director, HCH/FH Program

SUBJECT: HCH/FH PROGRAM BUDGET and FINANCIAL REPORT

Preliminary grant expenditures through April 12, 2018, total almost \$850,000. This will increase a little as the County processes month-end transactions, but we have included known contractual expenditures (even if they are not yet reflected as an expenditure by the county), and an estimate of routine county monthly charges.

As we progress farther into the grant year, we are able to make better annual estimates for some of the expenditure categories. Currently, our contracts and MOUs appear to be expending at a rate to reach the mid-to-high 90% utilization. Delays in the hiring process has reduced the expected staff expenditures slightly. At present, we project to expend 95% of our total grant, with unexpended funds projected to be around \$141,000. This will provide for the possibility of some additional adds for new efforts, adds to contracts, etc., as we get into mid-year.

### Attachment:

Preliminary GY 2018 Summary Report





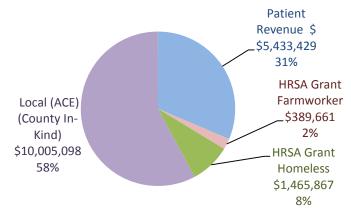
### **GRANT YEAR 2018**

Details for budget estimates	Budget	To Date	Projection for	Projected for GY 2019
Details for Dauget estimates	[SF-424]	(04/30/18)	GY (+~35 wks)	110,000.00 01 2023
Salaries				
Director				
Program Coordinator				
Medical Director  Management Analyst				
new position, misc. OT, other, etc.				
• , , ,	540,000	145,734	530,000	590,000
<u>Benefits</u>				
Director				
Program Coordinator Medical Director				
Management Analyst				
new position, misc. OT, other, etc.				
	200,000	58,739	190,000	250,000
Travel National Conferences (2500*4)			10 000	20,000
National Conferences (2500*4) Regional Conferences (1000*5)		2,340	10,000 10,000	20,000 5,000
Local Travel		2,340	1,500	2,000
Taxis		901	7,500	5,000
Van & vehicle usage		1,050	1,000	1,000
	25,000	4,291	30,000	33,000
Supplies Office Supplies miss	10.500	101	4.500	12.500
Office Supplies, misc. Small Funding Requests	10,500	191 25,370	4,500 50,000	12,500 50,000
Small Farianty requests	10,500	25,561	54,500	62,500
	.,	-,	,	,,,,,,
Contractual				
2016 Contracts		34,825	34,825	
2016 MOUs	067.020	14,900	14,900	000,000
Current 2017 contracts Current 2017 MOUs	967,030 872,000	317,751 243,320	920,000 815,000	900,000 825,000
unallocated/other contracts	118,073	243,320	813,000	823,000
,				
	1,957,103	610,796	1,784,725	1,725,000
<u>Other</u>				
Consultants/grant writer IT/Telcom	31,667 5,928	1,345	30,000 6,250	45,000 6,000
New Automation	3,920	1,343	0,230	-
Memberships	4,000	2,000	4,000	4,000
Training			3,250	4,000
Misc (food, etc.)	5,500	420	5,500	5,500
	47,095	3,765	49,000	64,500
TOTALS - Base Grant	2,779,698	848,886	2,638,225	2,725,000
TOTALS base draint	2,773,030	040,000	2,030,223	2,723,000
			0.000.00-	
HCH/FH PROGRAM TOTAL	2,779,698	848,886	2,638,225	2,725,000
PROJECTED AVAILABLE	BASE GRANT		141,473	25,004
			_ : _, 5	25,55
				based on est. grant
				of \$2,750,004

# HCH/FH Co-Applicant Board Finance Committee Financial Summary as of 5/4/2018

### **Program Budget 2017**

# **Program Budget 2017**



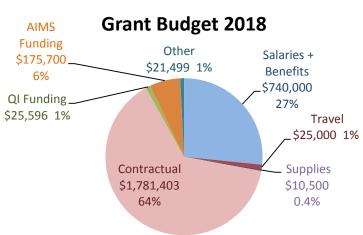
Revenue	Amount	% of Total
Patient Revenue	\$ 5,433,429	31%
HRSA Grant - Farmworker	\$ 389,661	2%
HRSA Grant - Homeless	\$ 1,465,867	8%
Local (ACE) (County In-		
kind)	\$ 10,005,098	58%
Total Revenue	\$ 17,294,055	

<sup>\*</sup>HRSA Grant Total

Claimed \$ 1,855,528

Source: Uniform Data System (UDS) Report 2017 First Submission

### **Grant Budget 2018**



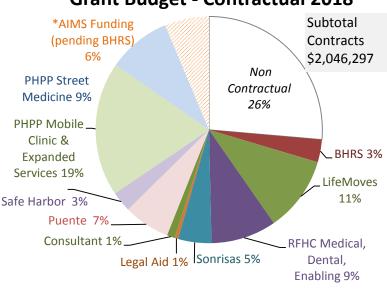
	То	tal	% of Total
Salaries + Benefits	\$	740,000	27%
Travel	\$	25,000	1%
Supplies	\$	10,500	0.4%
Contractual	\$	1,781,403	64%
QI Funding	\$	25,596	1%
AIMS Funding	\$	175,700	6%
Other	\$	21,499	1%
Total	\$	2,779,698	

Source: Budget Period Progress Report (BPR) Noncompeting Continuation (NCC) 2017

\*Note: Budget revisions within and between approved budget categories up to 25 percent without prior approval

### Grant Budget – Contractual 2018 (as of 5/4/2018)

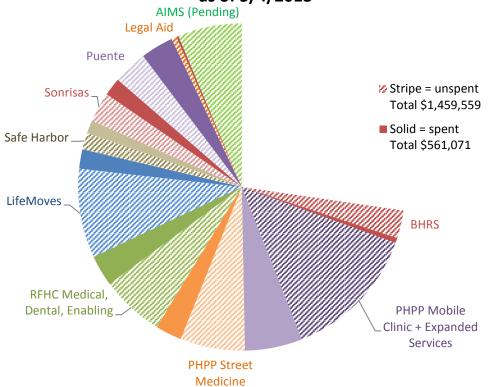
# **Grant Budget - Contractual 2018**



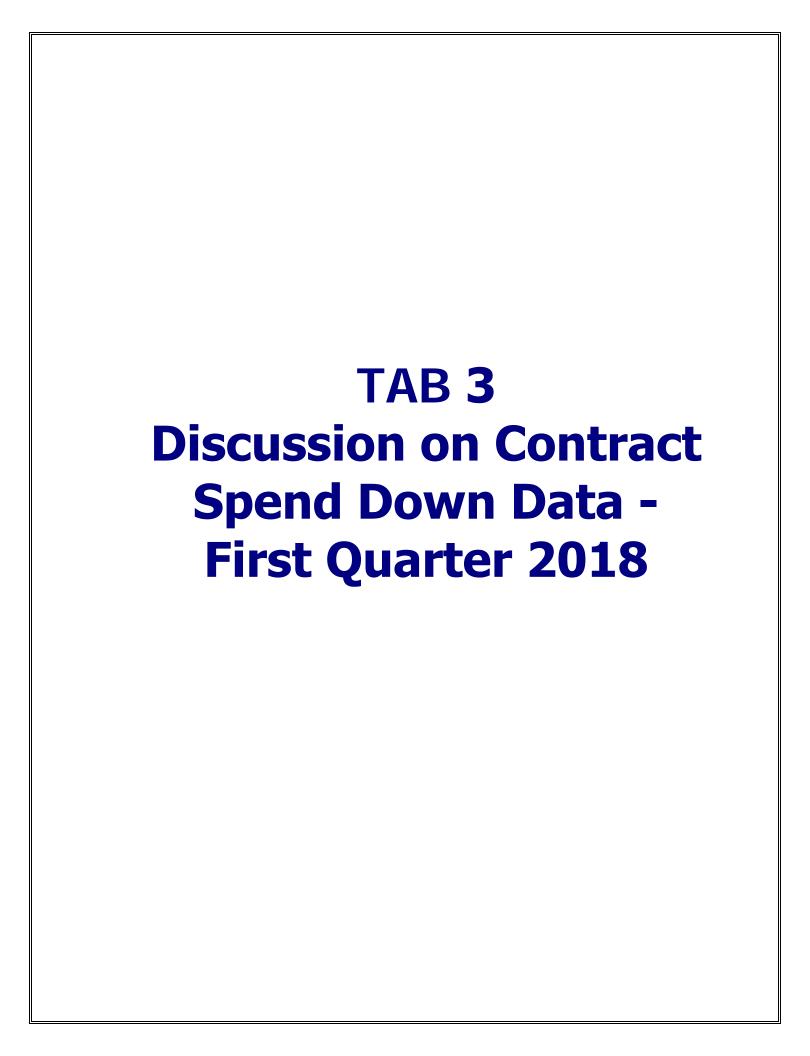
		% of Total
	Total	Grant
BHRS	\$ 90,000	3%
LifeMoves	\$ 298,030	11%
RFHC Medical, Dental, Enabling	\$ 258,725	9%
Sonrisas	\$ 131,675	5%
Legal Aid	\$ 14,000	1%
Consultant	\$ 31,667	1%
Puente	\$ 183,500	7%
Safe Harbor (pending)	\$ 81,000	3%
PHPP Mobile Clinic + ES	\$ 532,250	19%
PHPP Street Medicine	\$ 249,750	9%
*AIMS Funding (pending BHRS)	\$ 175,700	6%
Subtotal Contracts	\$ 2,046,297	74%
Non Contractual (Salaries,		
Benefits, Travel, Supplies, QI		
Award & Other)	\$ 733,401	26%
Total Grant	\$2,779,698	

## Service Contracts 2018 – Expenditure Year to Date (as of 5/4/2018)





	Total	Spen	t	Unspei	nt
	Award	\$	%	\$	%
BHRS	\$ 90,000	\$ 13,500	15%	\$ 76,500	85%
PHPP Mobile Clinic & Expanded Services	\$ 532,250	\$157,670	30%	\$ 374,580	70%
PHPP Street Medicine	\$ 249,750	\$ 72,150	29%	\$ 177,600	71%
RFHC Medical, Dental, Enabling	\$ 258,725	\$ 84,516	33%	\$ 174,209	67%
LifeMoves	\$ 298,030	\$ 53,100	18%	\$ 244,930	82%
Safe Harbor	\$ 81,000	\$ 35,200	43%	\$ 45,800	57%
Sonrisas	\$ 131,675	\$ 49,235	37%	\$ 82,440	63%
Puente	\$ 183,500	\$ 89,700	49%	\$ 93,800	51%
Legal Aid	\$ 14,000	\$ 6,000	30%	\$ 14,000	70%
*AIMS (Pending)	\$ 175,700	\$ -	0%	\$ 175,700	100%
Total YTD	\$2,006,830	\$561,071	28%	\$1,459,559	72%



### HCH/FH Spend Down Data 2015 to 2018 Quarter 1

				2015				2	016				2	017				20	018		
		Total	Spei	nt	Unsper	nt	Total	Spent		Unspe	nt	Total	Spent		Unsper	ıt	Total	Spent		Unsper	nt
0		Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
	(1		\$ 23,700	26%	\$66,300	74%		\$ 24,000	27%	\$ 66,000	73%		\$ 21,450	22%	\$ 76,050	78%		\$ 13,500	15%	\$ 76,500	85%
° [	2	\$90,000	\$ 39,000	43%	\$51,000	57%	\$90,000	\$ 37,800	42%	\$ 52,200	58%	\$97,500	\$ 32,500	33%	\$ 65,000	67%	\$90,000				
C	(3	\$90,000	\$ 52,200	58%	\$37,800	42%	\$90,000	\$ 48,900	54%	\$ 41,100	46%	\$97,500	\$ 45,500	47%	\$ 52,000	53%	\$90,000				
C	<b>Q</b> 4		\$ 62,400	69%	\$27,600	31%		\$ 56,100	62%	\$ 33,900	38%		\$ 52,650	54%	\$ 44,850	46%					

ي.				2015				2	016				2	017				20	018		
Clini	Tota	-	Spe	nt	Unsper	nt	Total	Spent	;	Unspe	nt	Total	Spent		Unsper	ıt	Total	Spent		Unsper	nt
<u>e</u> .	Awa	ď	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
ig Q	1		\$ 71,808	30%	\$168,192	70%		\$ 70,350	25%	\$ 207,150	75%		\$ 83,250	27%	\$ 228,750	73%		\$ 157,670	30%	\$ 374,580	70%
≥ Q	\$240,0	00	\$ 128,256	53%	\$111,744	47%	\$277,500	\$ 124,950	45%	\$ 152,550	55%	\$312,000	\$ 148,725	48%	\$ 163,275	52%	\$532,250				
높 Q	.3 3240,0	00	\$ 183,168	76%	\$56,832	24%	\$277,500	\$ 184,800	67%	\$ 92,700	33%	\$512,000	\$ 202,050	65%	\$ 109,950	35%	\$552,250				
a Q	4		\$ 231,360	96%	\$8,640	4%		\$ 235,830	85%	\$ 41,670	15%		\$ 240,731	77%	\$ 71,269	23%					

s I			2015			2	017								
	Total	Spei	nt	Unsper	nt	Total	Spen	t	Unsper	nt	Total	Spent		Unsper	nt
ַ מַנּ	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
Q1		\$ 47,550	27%	\$130,950	73%		\$ 38,150	21%	\$ 140,350	79%		\$ 56,700	31%	\$ 126,900	69%
Q2	\$178.500	\$ 77,500	43%	\$101,000	57%	\$178.500	\$ 68,200	38%	\$ 110,300	62%	\$183,600	\$ 100,575	55%	\$ 83,025	45%
Q3	\$176,500	\$ 98,650	55%	\$79,850	45%	\$176,500	\$ 90,600	51%	\$ 87,900	49%	\$105,000	\$ 130,950	71%	\$ 52,650	29%
Q4		\$ 112,700	63%	\$65,800	37%		\$ 93,500	52%	\$ 85,000	48%		\$ 144,450	79%	\$ 39,150	21%

2018
Contract combined with PHPP Mobile Clinic

				2016				2	017				2	018		
linic ine		Total	Spei	nt	Unsper	nt	Total	Spent		Unsper	nt	Total	Spent		Unsper	nt
e C		Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
	Q1		\$ 94,500	43%	\$ 124,250	57%		\$ 89,250	41%	\$ 129,500	59%		\$ 72,150	29%	\$ 177,600	71%
	Q2	\$218,750	\$ 152,250	70%	\$ 66,500	30%	\$218,750	\$ 159,250	73%	\$ 59,500	27%	\$249,750				
JPP Str	Q3		\$ 218,750	100%	\$ -	0%	\$210,750	\$ 208,250	95%	\$ 10,500	5%	\$249,750				
ᇫ	Q4		\$ 218,750	100%	\$ -	0%		\$ 218,750	100%	\$ -	0%					

			2015					2016				2	017					2	018		
<del>,</del>	Total	Spe	nt	Unsper	nt	Total	Sper	nt	Unspe	nt	Total	Spent	:		Unspen	ıt	Total	Spent		Unsper	nt
5	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%		\$	%	Award	\$	%	\$	%
ž C	1	\$ 28,470	44%	\$36,530	56%		\$ 40,200	45%	\$ 49,800	55%		\$ 47,840	50%	\$ 4	8,160	50%		\$ 36,720	34%	\$ 70,380	66%
5 0	\$65,000	\$ 41,340	64%	\$23,660	36%	\$90,000	\$ 63,000	70%	\$ 27,000	30%	\$96,000	\$ 72,800	76%	\$ 2	3,200	24%	\$107,100				
E C	3 305,000	\$ 50,700	78%	\$14,300	22%	\$90,000	\$ 82,350	92%	\$ 7,650	9%	\$90,000	\$ 89,280	93%	\$	6,720	7%	\$107,100				
С	4	\$ 65,000	100%	\$0	0%		\$ 90,000	100%	\$ -	0%		\$ 96,000	100%	\$	-	0%					

### HCH/FH Spend Down Data 2015 to 2018 Quarter 1

			2015					2016				2	017					2	018		
=	Total	Spei	nt	Unsper	nt	Total	Sper	it	Unspe	nt	Total	Spent	;		Unspen	ıt	Total	Spent		Unsper	nt
	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%		\$	%	Award	\$	%	\$	%
Q	1	\$ 31,204	62%	\$18,796	38%		\$ 19,000	38%	\$ 31,000	62%		\$ 31,200	60%	\$ 2	0,800	40%		\$ 18,308	33%	\$ 36,417	67%
Q	\$50,000	\$ 47,368	95%	\$2,632	5%	\$50,000	\$ 35,250	71%	\$ 14,750	30%	\$52.000	\$ 47,320	91%	\$	4,680	9%	\$54.725				
Q	3 350,000	\$ 50,000	100%	\$0	0%	\$50,000	\$ 50,000	100%	\$ -	0%	\$52,000	\$ 52,000	100%	\$	-	0%	\$54,725				
Q	4	\$ 50,000	100%	\$0	0%		\$ 50,000	100%	\$ -	0%		\$ 52,000	100%	\$	-	0%					

				2016				2	017				2	018		
g B		Total	Spe	nt	Unsper	nt	Total	Spent	:	Unspe	nt	Total	Spent		Unsper	ıt
Enabling		Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
Eng	Q1		\$ 34,030	42%	\$47,970	59%		\$ 35,055	43%	\$ 46,945	57%		\$ 29,488	30%	\$ 67,512	70%
오	Q2	\$82,000	\$ 62,115	76%	\$19,885	24%	\$82,000	\$ 66,830	82%	\$ 15,170	19%	\$97,000				
RF	Q3	302,000	\$ 82,000	100%	\$0	0%	302,000	\$ 82,000	100%	\$ -	0%	357,000				
	Q4		\$ 82,000	100%	\$0	0%		\$ 82,000	100%	\$ -	0%					

. <b>Ξ</b>				2015				2	016				2	017				2	018		
Care SSI/F		Total	Sper	nt	Unsper	nt	Total	Spent		Unsper	nt	Total	Spent		Unsper	nt	Total	Spent		Unsper	nt
· >		Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
ves	Q1		\$ 38,095	26%	\$109,405	74%		\$ 53,300	32%	\$ 115,700	68%		\$ 43,590	24%	\$ 135,560	76%		\$ 53,100	18%	\$ 244,930	82%
Mo	Q2	¢147 E00	\$ 76,910	52%	\$70,590	48%	\$169,000	\$ 91,850	54%	\$ 77,150	46%	\$179,150	\$ 76,320	43%	\$ 102,830	57%	\$298,030				
Life	Q3	\$147,500	\$ 106,230	72%	\$41,270	28%	\$105,000	\$ 127,200	75%	\$ 41,800	25%	\$175,130	\$ 110,950	62%	\$ 68,200	38%	\$296,030				
_ 2	Q4		\$ 137,340	93%	\$10,160	7%		\$ 158,650	94%	\$ 10,350	6%		\$ 151,580	85%	\$ 27,570	15%					

Contract combined with LifeMoves - Care Coordination/SSI/HI

>			2016					2	017			2018
10v e)	Total	Spe	nt		Unspe	nt	Total	Spent		Unsper	nt	Contro
- CHC cine)	Award	\$	%		\$	%	Award	\$	%	\$	%	
ed ed		\$ -		)%	\$ 	0%		\$ 15,480	19%	\$ 67,080	81%	
§ ₹ Q2	\$82,560	\$ 5,676	,	7%	\$ 76,884	93%	¢02 F60	\$ 29,928	36%	\$ 52,632	64%	
(St	\$62,500	\$ 20,640	2	5%	\$ 61,920	75%	\$82,560	\$ 45,408	55%	\$ 37,152	45%	
Q4		\$ 33,024	4	)%	\$ 49,536	60%		\$ 79,980	97%	\$ 2,580	3%	

			2015				2	016				2	017				20	018		
	Total	S	ent	Unsper	nt	Total	Spent		Unspe	nt	Total	Spent		Unspen	ıt	Total	Spent		Unsper	nt
	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
Q:		\$ 27,70	37%	\$47,795	63%		\$ 29,100	26%	\$ 82,200	74%		\$ 35,285	30%	\$ 82,765	70%		\$ 89,700	49%	\$ 93,800	51%
Q	\$75,500	\$ 50,45	67%	\$25,045	33%	\$111,300	\$ 56,060	50%	\$ 55,240	50%	\$118,050	\$ 72,315	61%	\$ 45,735	39%	\$183,500				
Q3	\$75,500	\$ 57,64	76%	\$17,855	24%	\$111,500	\$ 78,700	71%	\$ 32,600	29%	\$110,030	\$ 82,670	70%	\$ 35,380	30%	\$105,500				
Q4		\$ 75,50	100%	\$0	0%		\$ 102,160	92%	\$ 9,140	8%		\$ 90,445	77%	\$ 27,605	23%					

## HCH/FH Spend Down Data 2015 to 2018 Quarter 1

				2015				2	016				2	017				20	018		
_	Tot	tal	Spen	nt	Unsper	nt	Total	Spent		Unsper	nt	Total	Spent	:	Unsper	ıt	Total	Spent		Unspei	nt
d	Awa	ard	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
를 C	1		\$ 14,808	27%	\$40,192	73%		\$ 19,320	30%	\$ 44,180	70%		\$ 29,520	46%	\$ 33,980	54%		\$ 35,200	43%	\$ 45,800	57%
afe	2	000	\$ 30,194	55%	\$24,806	45%	¢62.500	\$ 34,780	55%	\$ 28,720	45%	¢C2 F00	\$ 55,160	87%	\$ 8,340	13%	¢01 000				
S	3 \$55,0	\$55,000	\$ 46,522	85%	\$8,478	15%	\$63,500	\$ 56,840	90%	\$ 6,660	10%	\$63,500	\$ 55,500	87%	\$ 8,000	13%	\$81,000				
C	4		\$ 55,000	100%	\$0	0%		\$ 60,560	95%	\$ 2,940	5%		\$ 55,500	87%	\$ 8,000	13%					

					2015-2	016							2	017				2	018		
	Total	Spen	ıt	Unspe	nt	Total	Spo	ent		Unspe	nt	Total	Spent		Unsper	nt	Total	Spent		Unsper	nt
	Award	\$	%	\$	%	Award	\$	%		\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
Q1		\$ -	0%	\$31,250	100%		\$ -	09	6 \$	25,625	100%		\$ 6,200	7%	\$ 82,925	93%		\$ 49,235	37%	\$ 82,440	63%
Q2	\$31,250	\$ -	0%	\$31,250	100%	\$25,625	\$ 7,50	0 299	6 \$	18,125	71%	\$89,125	\$ 32,550	37%	\$ 56,575	63%	\$131,675				
Q3	\$51,250	\$ -	0%	\$31,250	100%	\$25,025	\$ 18,75	0 739	6 \$	6,875	27%	\$69,125	\$ 37,200	42%	\$ 51,925	58%	\$131,675				
Q4		\$ 5,625	18%	\$25,625	82%		\$ 25,62	5 100%	6 \$		0%		\$ 43,400	49%	\$ 45,725	51%					

				2016					2	017				2	018		
		Total	Spe	nt		Unsper	nt	Total	Spent		Unsper	nt	Total	Spent		Unsper	nt
۸id		Award	\$	%		\$	%	Award	\$	%	\$	%	Award	\$	%	\$	%
Legal Ai	Q1		\$ -	0%	Ç	\$67,100	100%		\$ 11,700	28%	\$ 30,800	37%		\$ 6,000	43%	\$ 8,000	57%
	Q2	\$67,100	\$ 2,500	4%	\$	64,600	96%	\$42,500	\$ 11,700	28%	\$ 30,800	37%	\$14,000				
	Q3	\$67,100	\$ 17,200	26%	\$	49,900	74%	\$42,500	\$ 13,375	31%	\$ 29,125	35%	\$14,000				
	Q4		\$ 31,975	48%	\$	35,125	52%		\$ 13,375	31%	\$ 29,125	35%					