

Executive Director Update – Steve Earnest

○ ***Fingerprinting:***

- thru Oct 2023 - 804 prints, \$15,895 margin
- thru Oct 2022 - 912 prints, \$16,660 margin
- thru Oct 2021 - 763 prints, \$13,020 margin

○ ***Print Shop:***

- thru Oct 2023 - \$ (3,192) margin (revenues = \$24,564, GOAL = \$11,456, **client district = \$5,030**)
- thru Oct 2022 - \$(213) margin (revenues = \$24,481, GOAL = \$7,139)
- thru Oct 2019 - \$ 3,243 margin (revenues = \$26,590, GOAL = \$2,552, **client district = \$21,090**)

○ ***Facility:***

- **Kitchen/Cafe** - Bistro tables and chairs have been ordered and are expected to arrive any day
- **Lighting** - Fluorescent bulbs that are used throughout the facility are becoming obsolete.....will need to transition the entire facility to LED

○ ***Salary Schedules:***

- Recommended to modify the PT & Psych salary schedule to equal the BCBA schedule due to educational requirements and to remain competitive with the market. This will add \$3.20 per hour to our PT and Psych hourly rates, moving the average bill rate to \$85.60 and \$81.20 respectively. These rates are well below the \$112.86 rates of the 3rd party providers.