



March 20, 2014

Real Alternatives
7180 Allentown Blvd STE 304
Harrisburg, PA 17112

Dear Sir,

Attached is a copy of a funding adjustment on 4100060934.

This funding adjustment is necessary due to an underestimation of services being performed on this contract.

Please feel free to contact Danni Werntz at 717-783-5675 if you have any further questions.

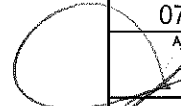
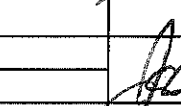
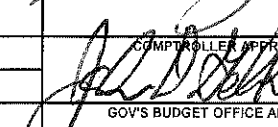
Sincerely,

A handwritten signature in black ink that reads "Daniel R. Boyd". The signature is written in a cursive style with a large, prominent initial "D".

Daniel R. Boyd, Director
DPW Division of Procurement

cc: file
program

SAP FORM FOR CONTRACTUAL AGREEMENTS
Funds Commitment / Funds Reservation

| | | | |
|--|---|--|-------------------------------------|
| VENDOR REAL ALTERNATIVES 7180 ALLENTOWN BLVD STE 304 HARRISBURG PA 17112 KEVIN BAGATA PRESIDENT CEO ra-president@comcast.net | AGENCY DEPARTMENT OF PUBLIC WELFARE OFFICE OF POLICY DEVELOPMENT ROOM 330B HEALTH & WELFARE BLDG HARRISBURG PA 17105 ANGELA LOGAN | SAP NUMBER / AMENDMENT # / PPA # 4100060934 | |
| | | PERIOD COVERED | |
| | | EFFECTIVE DATE 07/01/12 | TERMINATION DATE 06/30/17 |
| | | AGENCY HEAD APPROVAL / DATE  13/14/17 | |
| | | LEGAL APPROVAL / DATE  3/18/14 | |
| VENDOR NUMBER 135033 | BID TYPE & NUMBER/SOLE SOURCE | COMPTROLLER APPROVAL / DATE  3/18/14 | |
| FEDERAL ID NUMBER 23-2868660 | CONTINUATION # | GOV'S BUDGET OFFICE APPROVAL / DATE | |

| DESCRIPTION (IDENTIFY LEASE, CONTRACT OR OTHER ENCUMBRANCE DOCUMENT CONCERNED.) | AMOUNT |
|---|------------|
| Funding Adjustment due to understimation of services per the attached cash needs request. | |
| TOTAL | |
| | 500,712.00 |

| LINE ITEM | FUND | COST CENTER | GENERAL LEDGER | INTERNAL ORDER | ENCUMBRANCE | COMPTROLLER USE ONLY |
|-----------|------------|-------------|----------------|----------------|-------------|----------------------|
| 4 | 1025413000 | 2160101374 | 6600800 | | 500,712.00 | |
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301P NOK 50 IN 2-13
DLA RECEIVED



February 12, 2014

Ms. Angie Logan
 Department of Public Welfare
 PO Box 2675, Rm. 332
 Harrisburg, PA 17105-2675
 anglogan@state.pa.us

Board of Directors

Carolyn M. Astfalk
 Chair

Isis D. Rivera-Walsh, Ph.D.
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Matthew S. Wildasin, CPA
 Treasurer

Kevin I. Bagatta, Esq.
 President & CEO

Terence D. Dees, M.D.

Anne Marie Manning, M.D.

Diana Wert, R.N.

Re: ✓ 2013/2014 Alternatives to Abortion Program Cash Needs Request for
 Grant No. 4100060934 for the Grant Period July 1, 2013 through June 30, 2014
 Invoice #02122014

1) + \$712
 2) + \$500K
 > line 4 needs \$500,712 added

Dear Angie:

Our cash needs request from state and TANF funds for the period of April 1, 2014 through June 30, 2014 for the fiscal year 2013-2014 are as follows:

| | TOTAL | STATE | TANF |
|-----------------------------|------------------------|------------------------|------------------------|
| ↓ | | | |
| ADMINISTRATIVE COSTS | | | |
| Personal | \$ 93,083.00 | \$ 78,860.00 | \$ 14,223.00 |
| Operating | \$ 69,517.00 | \$ 58,895.00 | \$ 10,622.00 |
| Equipment | \$ 1,000.00 | \$ 847.00 | \$ 153.00 |
| SERVICES COSTS | | | |
| Personal | \$ 74,567.00 | \$ 63,173.00 | \$ 11,394.00 |
| Operating | \$ 1,085,333.00 | \$ 919,494.00 | \$ 165,839.00 |
| Equipment | \$ 12,500.00 | \$ 10,590.00 | \$ 1,910.00 |
| TOTAL | \$ 1,336,000.00 | \$ 1,131,859.00 | \$ 204,141.00 ✓ |

line 4 only has \$631,147 line 6

Real Alternatives SAP Vendor number is [REDACTED] The corporation's TIN is [REDACTED]

If you have any questions about the cash needs, please let me know. Your assistance in expediting this advance will be greatly appreciated.

Very truly yours,

[Signature]

Thomas-A. Lang, Esq.
 Vice President

[Signature]
 2/20/14





July 1, 2013

Ms. Angela Logan
Policy Director
Department of Public Welfare
PO Box 2675, Rm. 332
Harrisburg, PA 17105-2675

Re: 2013/2014 Alternative to Abortion Grant Budget Revision Request

Dear Angie,

Enclosed you will find our first Fiscal Year 2013/2014 Budget Revision. This revision reflects the additional funding of \$500,000. As you are aware, the final budget that was signed by Governor Corbett for Real Alternatives is \$6,544,000. The revised submission of the budget for FY 12/13 was \$6,044,000.00, which is our starting point for the contract period.

Also included for your review is the Fiscal Year 2013/2014 Budget Revision Justification for Real Alternatives Grant No. 4100060934.

The processing and approval by DPW will be much appreciated. Please let me know if you have any questions or concerns.

Very truly yours,

Thomas A. Lang, Esq.
Vice President of Operations

Enclosures

Board of Directors

Carolyn M. Asifalk
Chair

Isis D. Rivera-Walsh, Ph.D.
Secretary

Matthew S. Wildasin, CPA
Treasurer

Kevin J. Bagalla, Esq.
President & CEO

Terence D. Dees, M.D.

Anne Marie Manning, M.D.

Diana Wert, R.N.

PANO



**STANDARDS FOR
EXCELLENCE**

Awarded
Pennsylvania Association
of Nonprofit Organizations
Standards for Excellence Seal

Real Alternatives
Pennsylvania Alternative to Abortion Program
7810 Allentown Blvd., Suite 304
Harrisburg, PA 17112
Contact: Thomas A. Lang, Esq., Vice President of Operations
Grant No. 4100060934
Grant Period: 7/1/13 - 6/30/14

First Budget Revision Justification
Submitted: July 1, 2013

Administrative

Operating:

| | | |
|----------------|---|------------------|
| Office Expense | To modify the FY '13-'14 budget to adjust for a increased funding level | <u>50,000.00</u> |
| | Total Administrative Operating | \$ 50,000.00 |
| | Total Administrative Costs | \$ 50,000.00 |

Services

Operating:

Counseling

| | | |
|---------------|---|----------------------|
| Reimbursement | To modify the FY '13-'14 budget to adjust for a increased funding level | 450,000.00 |
| | Total Services Operating | \$ 450,000.00 |
| | Total Services Costs | <u>\$ 450,000.00</u> |
| | Grand Total | <u>\$ 500,000.00</u> |

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| | Real Alternatives | | | | | | | |
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| | Real Alternatives | | | | | | | |
| | Pennsylvania Alternative to Abortion Program | | | | | | | |
| | DPW Grant No. 4100060934 | | | | | | | |
| | Services: Personnel, Operating and Equipment | | | | | | | |
| | Grant Period: 7/1/13 - 6/30/14 | | | | | | | |
| | Date of Change: July 1, 2013 | | | | | | | |
| | Cost Category | State Dollars | Original Budgeted TANF Dollars | Total Dollars | State Dollars | Revised Budgeted TANF Dollars | Total Dollars | Difference |
| 1 | PERSONNEL | | | | | | | |
| 2 | SALARY/WAGES | | | | | | | |
| 3 | Vice President of Operations | 113,307 | 22,471 | 135,778 | 115,031 | 20,747 | 135,778 | - |
| 4 | Contract Compliance Specialist | 12,269 | 2,432 | 14,697 | 12,451 | 2,246 | 14,697 | - |
| 5 | Quality Control Coordinator | 30,482 | 6,047 | 36,539 | 30,956 | 5,583 | 36,539 | - |
| 6 | Outreach Coordinator | 12,421 | 2,463 | 14,884 | 12,610 | 2,274 | 14,884 | - |
| 7 | LIFEALD Hotline Counselors | 15,024 | 2,980 | 18,004 | 15,253 | 2,751 | 18,004 | - |
| 8 | Subtotal | 183,509 | 36,393 | 219,902 | 186,301 | 33,601 | 219,902 | - |
| 9 | OTHER PERSONNEL COSTS | | | | | | | |
| 10 | Overtime | 224 | 45 | 269 | 228 | 41 | 269 | - |
| 11 | Unused Sick Leave Obligation Paid | 1,076 | 214 | 1,292 | 1,095 | 197 | 1,292 | - |
| 12 | Payroll Taxes | 13,950 | 2,766 | 16,716 | 14,162 | 2,554 | 16,716 | - |
| 13 | Job Advertising | 1,669 | 331 | 2,000 | 1,854 | 306 | 2,000 | - |
| 14 | Employee Screening | 417 | 83 | 500 | 424 | 76 | 500 | - |
| 15 | Professional Development & Training | 4,172 | 828 | 4,236 | 4,236 | 764 | 5,000 | - |
| 16 | Subtotal | 21,510 | 4,267 | 25,777 | 21,839 | 3,938 | 25,777 | - |
| 17 | BENEFITS | | | | | | | |
| 18 | Workers Compensation Insurance | 1,463 | 290 | 1,753 | 1,485 | 268 | 1,753 | - |
| 19 | Pension Contribution | 4,630 | 918 | 4,700 | 4,700 | 848 | 5,548 | - |
| 20 | Employee Group Insurance | 37,790 | 7,495 | 45,285 | 38,365 | 6,920 | 45,285 | - |
| 21 | Subtotal | 43,883 | 8,703 | 52,586 | 44,550 | 8,036 | 52,586 | - |
| 22 | TOTAL PERSONNEL | 248,902 | 49,363 | 298,265 | 252,690 | 45,575 | 298,265 | - |
| 23 | OPERATING | | | | | | | |
| 24 | Information and Training Materials | 8,345 | 1,655 | 10,000 | 8,472 | 1,528 | 10,000 | - |
| 25 | Services Advertising | 62,587 | 12,413 | 75,000 | 63,540 | 11,460 | 75,000 | - |
| 26 | Travel/Lodging | 8,345 | 1,655 | 10,000 | 8,472 | 1,528 | 10,000 | - |
| 27 | Services Database Consulting & Development | 8,345 | 1,655 | 10,000 | 8,472 | 1,528 | 10,000 | - |
| 28 | Other Services Consulting | 1,669 | 331 | 2,000 | 1,694 | 306 | 2,000 | - |
| 29 | Meetings and Seminars | 8,345 | 1,655 | 10,000 | 8,472 | 1,528 | 10,000 | - |
| 30 | Minor Equipment Reimbursement | 417 | 83 | 500 | 424 | 76 | 500 | - |
| 31 | New Site Development | - | - | - | - | - | - | - |
| 32 | New Program Development | - | - | - | - | - | - | - |
| 33 | Counseling Reimbursement | 4,063,298 | 805,537 | 4,868,835 | 4,506,048 | 812,787 | 5,318,835 | 450,000 |
| 34 | Yol Free Referral System | 4,172 | 828 | 5,000 | 4,236 | 764 | 5,000 | - |
| 35 | Outcome Measure Development | - | - | - | - | - | - | - |
| 36 | Fiscal Year Close Out Costs | 83,450 | 16,550 | 100,000 | 84,720 | 15,280 | 100,000 | - |
| 37 | Subtotal | 4,248,973 | 842,362 | 5,091,335 | 4,694,550 | 846,785 | 5,541,335 | 450,000 |
| 38 | TOTAL OPERATING | | | | | | | |
| 39 | EQUIPMENT | | | | | | | |
| 40 | Pregnancy Test Kits | 41,725 | 8,275 | 50,000 | 42,360 | 7,640 | 50,000 | - |
| 41 | Subtotal | 41,725 | 8,275 | 50,000 | 42,360 | 7,640 | 50,000 | - |
| 42 | TOTAL SERVICES COSTS | 4,539,600 | 900,000 | 5,439,600 | 4,939,600 | 900,000 | 5,839,600 | 450,000 |
| 43 | GRAND TOTAL ADMIN & SERVICES | 5,044,000 | 1,000,000 | 6,044,000 | 5,544,000 | 1,000,000 | 6,544,000 | 500,000 |

| A | B | C | D | E | F | G | H | I |
|--|--|-------------------|--------------|---------------|------------------|--------------|---------------|------------|
| Real Alternatives | | | | | | | | |
| Pennsylvania Alternative to Abortion Program | | | | | | | | |
| DPW Grant No. 4100060934 | | | | | | | | |
| Administrative: Personnel, Operating and Equipment | | | | | | | | |
| Grant Period: 7/1/13 - 6/30/14 | | | | | | | | |
| Date of Change: July 1, 2013 | | | | | | | | |
| | | State Dollars | TANF Dollars | Total Dollars | State Dollars | TANF Dollars | Total Dollars | Difference |
| | Cost Category | Original Budgeted | | | Revised Budgeted | | | |
| 1 | PERSONNEL | | | | | | | |
| 2 | SALARY/WAGES | | | | | | | |
| 3 | President & CEO | 65,254 | 12,941 | 78,195 | 66,247 | 11,948 | 78,195 | - |
| 4 | Director of Finance | 69,845 | 13,852 | 83,697 | 70,908 | 12,789 | 83,697 | - |
| 5 | Assistant Director of Finance | 47,058 | 9,333 | 56,391 | 47,774 | 8,617 | 56,391 | - |
| 6 | Accountant | 23,876 | 4,735 | 28,611 | 24,239 | 4,372 | 28,611 | - |
| 7 | Bookkeeper | 14,901 | 2,955 | 17,856 | 15,128 | 2,728 | 17,856 | - |
| 8 | Subtotal | 220,934 | 43,816 | 264,750 | 224,296 | 40,454 | 264,750 | - |
| 9 | OTHER PERSONNEL COSTS | | | | | | | |
| 10 | Overtime | - | - | - | - | - | - | - |
| 11 | Unused Sick Leave Obligation Paid | 2,393 | 475 | 2,868 | 2,430 | 438 | 2,868 | - |
| 12 | Payroll Taxes | 18,352 | 3,640 | 21,992 | 18,632 | 3,360 | 21,992 | - |
| 13 | Job Advertising | 834 | 166 | 1,000 | 153 | 847 | 1,000 | - |
| 14 | Employee Screening | 209 | 41 | 250 | 212 | 38 | 250 | - |
| 15 | Professional Development & Training | 6,259 | 1,241 | 7,500 | 6,354 | 1,146 | 7,500 | - |
| 16 | Subtotal | 28,047 | 5,563 | 33,610 | 28,475 | 5,135 | 33,610 | - |
| 17 | BENEFITS | | | | | | | |
| 18 | Workers Compensation Insurance | 1,343 | 266 | 1,609 | 1,363 | 246 | 1,609 | - |
| 19 | Pension Contribution | 5,413 | 1,073 | 6,486 | 5,495 | 991 | 6,486 | - |
| 20 | Employee Group Insurance | 54,977 | 10,903 | 65,880 | 55,814 | 10,066 | 65,880 | - |
| 21 | Subtotal | 61,733 | 12,242 | 73,975 | 62,672 | 11,303 | 73,975 | - |
| 22 | TOTAL PERSONNEL | 310,714 | 61,621 | 372,335 | 315,443 | 56,892 | 372,335 | - |
| 23 | OPERATING | | | | | | | |
| 24 | Consulting | 20,862 | 4,138 | 25,000 | 21,180 | 3,820 | 25,000 | - |
| 25 | Postage/Shipping | 8,345 | 1,655 | 10,000 | 8,472 | 1,528 | 10,000 | - |
| 26 | Auditing | 20,862 | 4,138 | 25,000 | 21,180 | 3,820 | 25,000 | - |
| 27 | Travel/Lodging | 417 | 83 | 500 | 424 | 76 | 500 | - |
| 28 | Rent | 50,070 | 9,930 | 60,000 | 50,832 | 9,168 | 60,000 | - |
| 29 | Telephone Service | 10,014 | 1,986 | 12,000 | 10,166 | 1,834 | 12,000 | - |
| 30 | General Business Liability Insurance | 1,641 | 325 | 1,966 | 1,666 | 300 | 1,966 | - |
| 31 | Directors and Owners Liability Insurance | 3,963 | 786 | 4,749 | 4,023 | 726 | 4,749 | - |
| 32 | Office Expense | 51,312 | 11,365 | 62,677 | 94,508 | 18,169 | 112,677 | 50,000 |
| 33 | Computer Upgrades | 16,690 | 3,310 | 20,000 | 16,944 | 3,056 | 20,000 | - |
| 34 | Resources Development | 6,173 | - | 6,173 | 6,173 | - | 6,173 | - |
| 35 | TOTAL OPERATING | 190,349 | 37,716 | 228,065 | 235,568 | 42,497 | 278,065 | 50,000 |
| 36 | EQUIPMENT | | | | | | | |
| 37 | Equipment Service Contracts | 3,337 | 663 | 4,000 | 3,389 | 611 | 4,000 | - |
| 38 | TOTAL EQUIPMENT | 3,337 | 663 | 4,000 | 3,389 | 611 | 4,000 | - |
| 39 | TOTAL ADMINISTRATIVE COSTS | 504,400 | 100,000 | 604,400 | 554,400 | 100,000 | 654,400 | 50,000 |

Company: 1001 Pennsylvania Division Accounting Dept Accounting Department 10/13-14 Budget-13-14 to 14-15 Budget-13-14 Expenses

COMMONWEALTH OF PENNSYLVANIA
DEPARTMENT OF PUBLIC WELFARE

DATE: July 12, 2013

SUBJECT: 4100060934 1st Budget Revision for FY13-14

TO: John Gebhard
Comptroller's Office

FROM: Robert Haas
Office of Developmental Programs

7-12-13

Reh

Attached is the 1st Budget Revision for Fiscal Year July 1, 2013 to June 30, 2014 for grant number 4100060934.

Should you have any questions, please contact me at 3-4471.

A copy of this memo has been interoffice mailed to:

TREASURY DEPARTMENT
FISCAL REVIEW
G11 FINANCE BUILDING
CAROLYN BRYNER

c: File

*Please
submit this
with funding
adjustment.
L. Davis
Pita*