

CI - INCARCERATED WORKERS
FY 2021 FORECAST vs ACTUAL
By Month

	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21
Forecast	2,471	2,299	2,278	2,278	2,278	2,278	2,278	2,278	2,278	2,278	2,278	2,278
Actual	1,851	1,907	1,943	1,842	1,992	1,609	1,916	1,744	1,880	1,924	1,836	1,805
Variance	(620)	(392)	(335)	(436)	(286)	(669)	(362)	(534)	(398)	(354)	(442)	(473)
	-25%	-17%	-15%	-19%	-13%	-29%	-16%	-23%	-17%	-16%	-19%	-21%

CORRECTIONAL INDUSTRIES - FY 2021 JUNE FISCAL TRENDS
YTD and Year-over-Year Comparisons by Industry

Aug 2021
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INDUSTRY/PROGRAM AREA	FY 2021 JUNE (100%)			FY 2020 JUNE	YR-over-YR	COMMENTS
	FORECAST	ACTUAL	VARIANCE	ACTUAL	VARIANCE	
SALES	\$ 103,816,782	\$ 112,744,085	\$ 8,927,303	\$ 109,963,903	\$ 2,780,182	
Communications	\$ 4,220,558	\$ 5,045,054	\$ 824,496	\$ 6,048,075	\$ (1,003,021)	Plates +\$693K, Print +\$136K, Tabs -(\$5K)
Food Manufacturing & Distribution	\$ 17,091,778	\$ 18,205,979	\$ 1,114,201	\$ 17,306,673	\$ 899,306	Distr +\$2.74M, AHCC -(\$323K), CRCC -(\$1.3M) Closure
Food Service	\$ 33,860,705	\$ 33,147,062	\$ (713,643)	\$ 33,285,940	\$ (138,878)	MCC -(\$953K), CRCC -(\$192K), WSP +\$297K, WCC +\$106K, AHCC +\$28K
Furniture	\$ 17,877,851	\$ 13,408,876	\$ (4,468,975)	\$ 20,084,736	\$ (6,675,860)	FY 2019 June YTD Sales \$26.3M (FY 21 down \$12.9M)
Laundry	\$ 3,586,374	\$ 2,931,987	\$ (654,387)	\$ 3,480,178	\$ (548,191)	Population (Forecast vs. Actual) and Modified Service
Incarcerated Services	\$ 11,374,311	\$ 13,380,872	\$ 2,006,561	\$ 11,353,590	\$ 2,027,282	
Optical	\$ 4,464,500	\$ 4,493,715	\$ 29,215	\$ 4,174,578	\$ 319,137	
Textiles	\$ 11,015,201	\$ 21,703,873	\$ 10,688,672	\$ 12,846,011	\$ 8,857,862	CDC - November +\$4.8M and December +\$6.3M
All Other	\$ 325,504	\$ 426,667	\$ 101,163	\$ 1,384,122	\$ (957,455)	e.g., Field Crops, Boxes, Transportation


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	FORECAST	ACTUAL	VARIANCE	ACTUAL	VARIANCE	
COGS (Primarily Raw Material Usage)	\$ 65,588,341	\$ 76,427,440	\$ 10,839,099	\$ 73,771,653	\$ 2,655,787	
Communications	\$ 2,447,623	\$ 2,960,590	\$ 512,967	\$ 3,535,120	\$ (574,530)	I.I. Direct Labor Down Across CI (\$1.29M; \$1M PY)
Food Manufacturing & Distribution	\$ 12,509,504	\$ 14,601,747	\$ 2,092,243	\$ 13,563,130	\$ 1,038,617	RMU +\$2.3M, DC +\$42K, I.I. D Labor -(\$181K)
Food Service	\$ 23,418,869	\$ 24,806,132	\$ 1,387,263	\$ 23,012,080	\$ 1,794,052	RMU +\$1.3M, DC +\$610K, I.I. D Labor -(\$531K)
Furniture	\$ 10,468,187	\$ 7,981,567	\$ (2,486,620)	\$ 13,418,779	\$ (5,437,212)	
Laundry	\$ 794,194	\$ 695,130	\$ (99,064)	\$ 777,909	\$ (82,779)	
Incarcerated Services	\$ 6,899,949	\$ 8,591,264	\$ 1,691,315	\$ 7,214,160	\$ 1,377,104	
Optical	\$ 1,713,816	\$ 1,703,204	\$ (10,612)	\$ 1,534,365	\$ 168,839	
Textiles	\$ 7,260,607	\$ 15,043,116	\$ 7,782,509	\$ 9,773,111	\$ 5,270,005	CDC RMU - Nov +\$2.95M and Dec +\$4.8M
All Other	\$ 75,592	\$ 44,690	\$ (30,902)	\$ 942,999	\$ (898,309)	I.I. Direct Labor Down Across CI (\$1.29M; \$1M PY)

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	FORECAST	ACTUAL	VARIANCE	ACTUAL	VARIANCE		
OPERATING EXP (Primarily Salary & Ben)	\$ 45,124,428	\$ 43,743,498	\$ (1,380,930)	\$ 47,871,962	\$ (4,128,464)		
Communications	\$ 1,456,130	\$ 1,668,416	\$ 212,286	\$ 1,339,427	\$ 328,989	PE Variance -(\$24K) Forecast; -(\$2.47M) PY Actual 	
Food Manufacturing & Distribution	\$ 5,613,244	\$ 5,402,050	\$ (211,194)	\$ 6,514,355	\$ (1,112,305)		
Food Service	\$ 12,371,597	\$ 12,786,999	\$ 415,402	\$ 12,011,932	\$ 775,067		
Furniture	\$ 6,648,768	\$ 5,087,636	\$ (1,561,132)	\$ 7,097,483	\$ (2,009,847)		
Laundry	\$ 2,405,706	\$ 2,477,157	\$ 71,451	\$ 2,563,313	\$ (86,156)		
Incarcerated Services	\$ 3,669,728	\$ 3,576,130	\$ (93,598)	\$ 3,400,876	\$ 175,254		
Optical	\$ 1,806,908	\$ 1,681,706	\$ (125,202)	\$ 1,666,703	\$ 15,003		
Textiles	\$ 2,886,707	\$ 2,791,463	\$ (95,244)	\$ 3,119,309	\$ (327,846)		
Site and Administration	\$ 6,342,243	\$ 6,076,331	\$ (265,912)	\$ 6,476,111	\$ (399,780)		Cost Allocated Expenses Down
Fund Level	\$ 495,756	\$ 530,186	\$ 34,430	\$ 1,523,538	\$ (993,352)		BLT Project, Accrued Leave
All Other	\$ 1,427,641	\$ 1,665,424	\$ 237,783	\$ 2,158,915	\$ (493,491)	Field Crops, Boxes, Transp, Program Areas COI Funded	

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INDUSTRY/PROGRAM AREA	FY 2021 JUNE (100%)			FY 2020 JUNE	YR-over-YR	COMMENTS
	FORECAST	ACTUAL	VARIANCE	ACTUAL	VARIANCE	
OPERATING INCOME/(LOSS)	\$ (6,895,987)	\$ (7,426,854)	\$ (530,867)	\$ (11,679,712)	\$ 4,252,858	
Communications	\$ 316,804	\$ 416,048	\$ 99,244	\$ 1,173,528	\$ (757,480)	Performing - Op Inc Achieved All Lines of Business
Food Manufacturing & Distribution	\$ (1,030,970)	\$ (1,797,817)	\$ (766,847)	\$ (2,770,812)	\$ 972,995	Covid Costs passed to DOC; Pricing for RM Increases
Food Service	\$ (1,929,761)	\$ (4,446,070)	\$ (2,516,309)	\$ (1,738,072)	\$ (2,707,998)	Covid Costs passed to DOC; Pricing for RM Increases
Furniture	\$ 760,896	\$ 339,673	\$ (421,223)	\$ (431,525)	\$ 771,198	Performing; Focus Delivery and Installation Pricing
Laundry	\$ 386,474	\$ (240,300)	\$ (626,774)	\$ 138,956	\$ (379,256)	Covid Costs passed to DOC; Population Impacts
Incarcerated Services	\$ 804,634	\$ 1,213,478	\$ 408,844	\$ 738,554	\$ 474,924	Performing - Op Inc Achieved All Lines of Business
Optical	\$ 943,776	\$ 1,108,805	\$ 165,029	\$ 973,509	\$ 135,296	Performing
Textiles	\$ 867,887	\$ 3,869,295	\$ 3,001,408	\$ (46,409)	\$ 3,915,704	Performing; CDC - Nov +\$1.65M and Dec +\$1.48M
Site and Administration	\$ (6,342,243)	\$ (6,076,331)	\$ 265,912	\$ (6,476,111)	\$ 399,780	Cost Allocated Expenses Down
Fund Level	\$ (495,756)	\$ (530,186)	\$ (34,430)	\$ (1,523,538)	\$ 993,352	BLT Project, Accrued Leave
All Other	\$ (1,177,728)	\$ (1,283,449)	\$ (105,721)	\$ (1,717,792)	\$ 434,343	Field Crops, Boxes, Transp, Program Areas COI Funded

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	FORECAST	ACTUAL	VARIANCE	ACTUAL	VARIANCE	
NET INCOME/(LOSS)	\$ (5,534,767)	\$ 6,259,226	\$ 11,793,993	\$ 173,663	\$ 6,085,563	
Communications	\$ 126,243	\$ 331,184	\$ 204,941	\$ 1,090,487	\$ (759,303)	Performing; Pricing Print Shop (Indirect Expenses)
Food Manufacturing & Distribution	\$ (1,503,217)	\$ (505,671)	\$ 997,546	\$ (1,713,513)	\$ 1,207,842	Pricing for RM Increase; Population Impacts
Food Service	\$ (3,952,044)	\$ (1,144,156)	\$ 2,807,888	\$ 237,238	\$ (1,381,394)	Pricing for RM Increase; Population Impacts
Furniture	\$ (399,965)	\$ (30,518)	\$ 369,447	\$ (879,724)	\$ 849,206	Pricing for RM, Del & Install, Non-Op; Expand Sales
Laundry	\$ (145,889)	\$ (187,445)	\$ (41,556)	\$ (81,312)	\$ (106,133)	Pricing CPP for Population Impacts
Incarcerated Services	\$ 305,028	\$ 961,694	\$ 656,666	\$ 626,016	\$ 335,678	Performing; Pricing (Possible Reductions)
Optical	\$ 719,492	\$ 1,044,153	\$ 324,661	\$ 963,777	\$ 80,376	Performing
Textiles	\$ 347,788	\$ 3,627,766	\$ 3,279,978	\$ 899,623	\$ 2,728,143	Performing; Pricing CDC (Pass-Through)
Site and Administration	\$ -	\$ -	\$ -	\$ -	\$ -	
Fund Level (Adjusted for Forecasted COI)	\$ (1,495,756)	\$ (1,014,397)	\$ 481,359	\$ (2,436,852)	\$ 1,422,455	Fund Sweep, BLT Project, Accrued Leave, Interest
All Other	\$ 463,553	\$ 3,176,616	\$ 2,713,063	\$ 1,467,923	\$ 1,708,693	Field Crops, Boxes, GFS, TRAC, Braille, WD (COI Funds)