



# Ability Indiana Program Update

January 9, 2020

# Fiscal Year 2020



## Product and Service Sales FY 2020 Year to Date

Total Program Sales:

\$5,351,808\*

2020 Projected Total Year End Program Sales:

\$12,844,339\*

*\*Indicates incomplete data.*

# July-November Comparison



## Products

Fiscal Year 2020: \$999,699\*

Fiscal Year 2019: \$939,838

## Services

Fiscal Year 2020: \$4,352,109\*

Fiscal Year 2019 : \$4,380,437

*\*Indicates incomplete data.*

# Non 14c Metrics



	FY 2019 Final	FY 2019 July-November	FY 2020 July-November*
Product Wages	\$99,269	\$48,825	\$43,890
Service Wages	\$1,607,042	\$678,552	\$808,698*
Total Wages	\$1,706,311	\$727,377	\$852,588
Product Hours	9,391	4,509	3,918
Service Hours	164,032	68,779	75,022*
Total Hours	173,423	73,288	78,940

*\*Indicates incomplete data.*

# Non 14c Metrics



	FY 2019 Final	FY 2019 July-November	FY 2020 July-November*
Average Product Wage/Hour	\$10.57	\$10.83	\$11.20
Average Service Wage/Hour	\$9.80	\$9.87	\$10.78*
Average Overall Wage/Hour	\$9.84	\$9.92	\$10.80*

*\*Indicates incomplete data.*

# Non 14c Metrics



	FY 2019 Final	FY 2019 July-November	FY 2020 July-November*
Average Individuals Employed per month (Products)	104	104	97
Average Individuals Employed per month (Services)	116	122	115*
Average Individuals Employed per month (Total)	220	226	212*

*\*Indicates incomplete data.*

# 14c Metrics



	FY 2019 Final	FY 2019 July-November	FY 2020 July-November*
14c Product Wages	\$37,476	\$28,059	\$9,744*
14c Service Wages	\$39,995	\$16,394	\$19,350
14c Total Wages	\$77,471	\$44,453	\$29,094
14c Product Hours	15,006	11,358	3,597*
14c Service Hours	6,984	2,781	3,366
14c Total Hours	21,990	14,139	6,963*
% of Overall Hours	11.3%	16.1%	8.1%*
% of Overall Wages	4.3%	5.8%	3.2%*

*\*Indicates incomplete data.*

# 14c Metrics



	FY 2019 Final	FY 2019 July-November	FY 2020 July-November*
14c Average Product Wage/Hour	\$2.50	\$2.47	\$2.71*
14c Average Service Wage/Hour	\$5.72	\$5.90	\$5.75
14c Average Overall Wage/Hour	\$3.52	\$3.14	\$4.19*

*\*Indicates incomplete data.*



# 14c Metrics



	FY 2019 Final	FY 2019 July-November	FY 2020 July-November
Average Individuals Employed per month (Products)	15	17	13*
Average Individuals Employed per month (Services)	25	26	23
Average Individuals Employed per month (Combined)	40	43	36*

*\*Indicates incomplete data.*



**Thank you!**

**The next meeting will be April 9, 2020.**