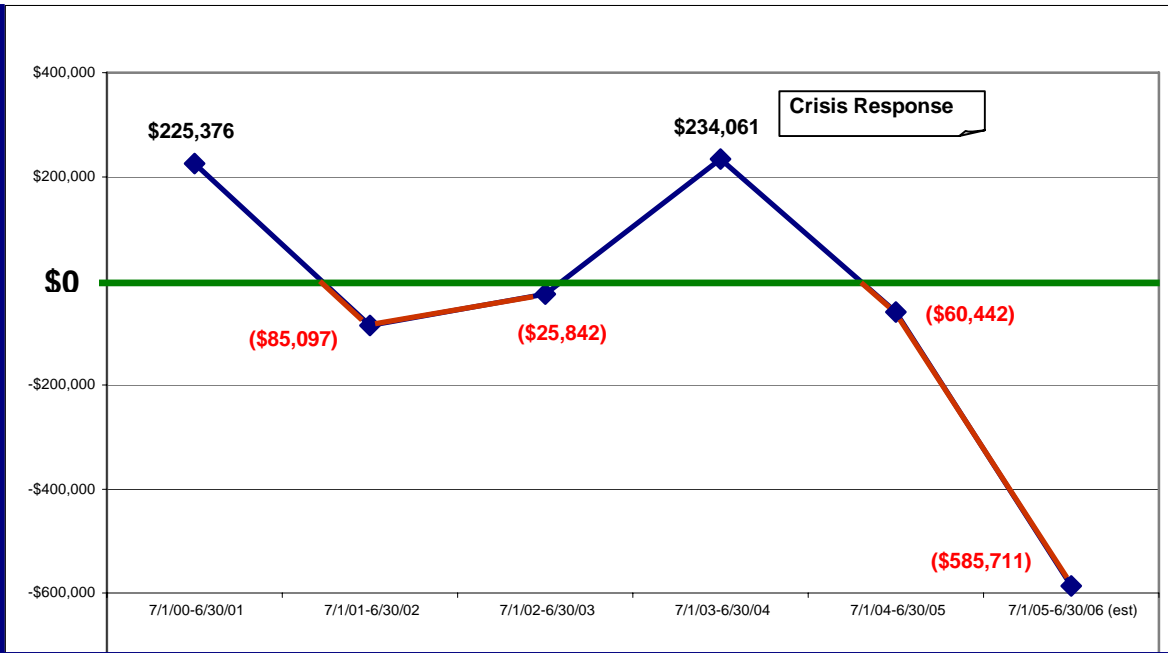




Community Providers Finances in Downward Trend



NET INCOME - LOSSES

Data from organizations receiving about 60% of Comprehensive DD funds and averaging \$6 million in revenue.

Crisis Response: After two years of net losses, organizations responded by making numerous unsustainable cuts in compensation, property management, equipment maintenance and acquisition, administration, development, personnel management; many also eliminated positions related to safety, service quality, community access, and staff training.

Operational losses: Net losses have increased due to no cost of living allowance, the changing needs of individuals served, and cost increases outside of organizational control (energy, insurance, etc.). These exceed amounts that can be reasonably expected to be offset through fundraising and grants.

Key Community Providers: Organizations are re-evaluating their willingness and ability to develop and maintain DD Services. Without funding improvement, many will be forced to refuse services to some individuals.