

T A S A

April 13, 2016





Proposed FY 2016 / 2017 Budget





Proposed Budget FY 2016/2017

Based on the best information available to us, the FTRI Board of Directors has approved a recommendation to maintain the current surcharge level of \$.12 for the next fiscal year.

The budget as approved by the Board projects total revenues to be \$7,796,894 and total expenses to be \$7,505,109.





Proposed Budget FY 2016/2017

As of February 2016, FTRI has over 507,000 individuals in the client database. It is evident that FTRI and its contracted regional distribution centers are reaching out to meet the telecommunications access needs of residents who are Deaf, Hard of Hearing, Deaf/Blind, or Speech Disabled. Outreach continues to be a large part of our efforts and plans are underway to reach out to the estimated 3 million potential clients with hearing loss or speech disability in Florida by creating awareness and telephone independence.





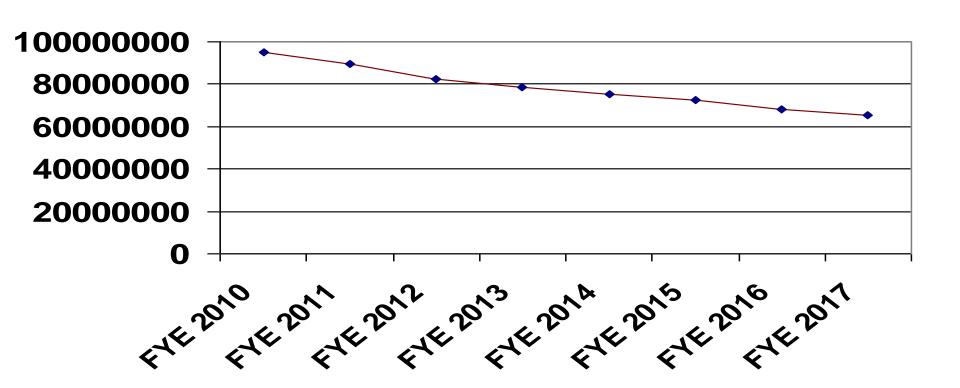
Operating Revenue

Surcharge revenues for FY 2016/2017 are based on over 4% decrease in the total number of access lines reported and estimated in FY 2015/2016.





Number of Access Lines







Operating Revenue

- 65,342,642 total number of access lines
- x .12 proposed surcharge level
- \$7,841,117 total revenues from access lines
- 1% less administrative cost for TELCOs
- \$7,762,706 net operating revenues
- + 34,188 plus projected interest income
- \$7,796,894 total operating revenues





Category I Florida Relay

FY 2016/2017 budget for relay is based on projections submitted by the relay provider (Sprint). The contracted rate is \$1.09 per billable minute for TRS and \$1.63 per billable minute for captioned telephone service. Using the data submitted by the relay provider it is estimated year-end total of 2,293,988 billable minutes.

\$1,104,456 - estimated TRS billable cost

+2,087,583 - estimated CapTel billable cost

\$3,192,039 - Category I





Category II Equipment and Repairs

This category consist of all equipment purchases as well as repairs. FTRI is projecting the FYE 2016/2017 expenditures to be \$1,621,478.





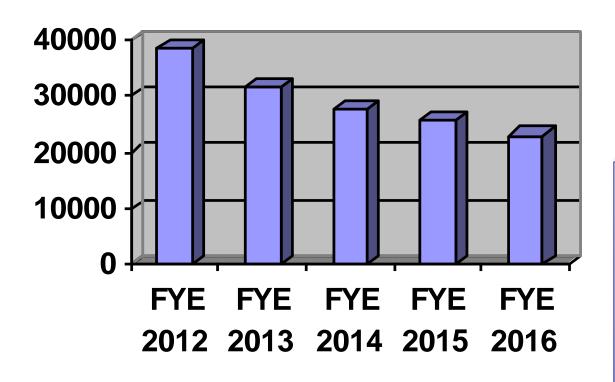








Equipment Distributed





FYE 2012 – 38,477

FYE 2013 - 31,726

FYE 2014 - 27,606

FYE 2015 – 25,564

FYE 2016 - 22,968 (estimated)





Category III Equipment Distribution and Training

There are 25 RDCs that provide services in multiple locations throughout the state.

It is estimated that the RDCs and FTRI will have provided over 27,783 services to clients during the current fiscal year.

Total FY 2016/2017 proposed budget for Category III is \$950,403.





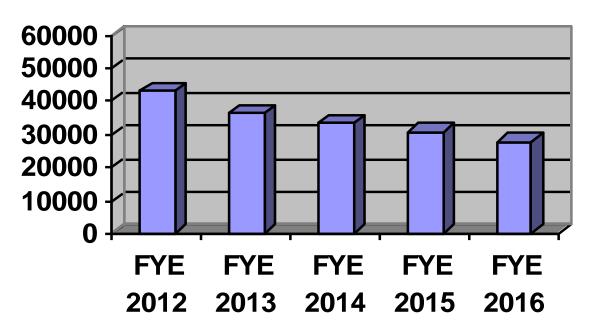








Services Provided





FYE 2012 - 43,179

FYE 2013 – 36,480

FYE 2014 – 33,222

FYE 2015 - 30,925

FYE 2016 - 27,783 (estimated)





Category IV Outreach

FTRI is proposing an outreach budget of \$728,300 (increase of \$153,674) for FY 2016/2017 to continue promoting and creating awareness about both the FTRI equipment distribution and the Florida Relay programs.





FTRI Outreach Rationale for Increased Funding

The reason for the increase in the Outreach Budget is FTRI plans to advertise the program all year round using insert ad (flyer) as continuity and consistency are important with any advertising campaign. FTRI has not previously advertised in newspapers 12 months of the year.

FTRI collaborates with IMS to strategically place insert ads in newspapers by identifying specific areas, i.e. zoning by zip codes which allows FTRI to advertise in a cost efficient manner.

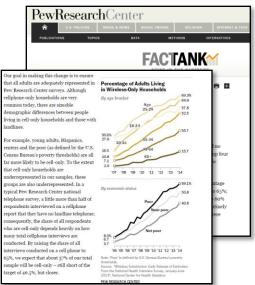


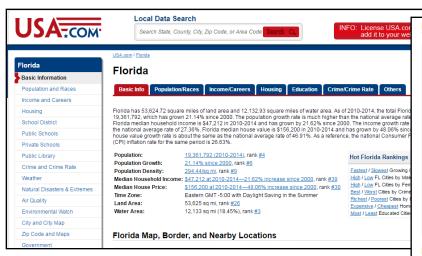


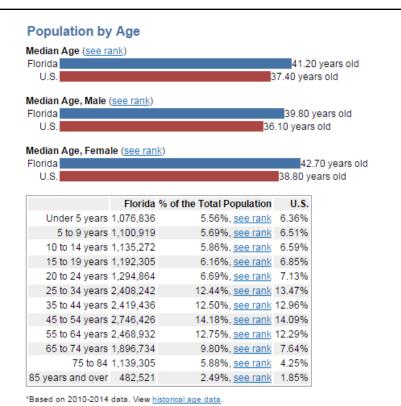
Facts

- Scarborough, a Nielsen service, released a report in March 2015 that 71.7% of US populations 65+ still read the Daily or Sunday newspaper.
- Same source also reported that 71.9% of the total Top 7 Florida markets read a Daily or Sunday paper. (Tampa-St. Pete- Sarasota, Miami-Ft Lauderdale, Orlando-Daytona Beach-Melbourne, West Palm Beach-Ft Pierce, Jacksonville)
- In an article published in January 2015 by Pew Research Center, 84% of people 65+ still have landlines.









Florida Map, Border, and Nearby Locations



Florida Area Codes

239, 305, 321, 352, 386, 407, 561, 727, 754, 772, 786, 813, 850, 863, 904, 941, 954

Florida Counties Miami-Dade 2,600,861

Orange 1,200,241 Polk 617,323 Seminole 432,135 Collier 334,474 Saint Lucie 283,988 Clay 194,868 Charlotte 163,151 Citrus 139,771 Monroe 75,208 Walton 57.821 Levy 40,057 Wakulla 31,015 Washington 24,660 Gilchrist 16,948 Calhoun 14,657 Franklin 11.636

Broward 1,815,269 Pinellas 925,030 Brevard 548,891 Sarasota 386.944 Lake 305 010 Leon 280.882 Okaloosa 188,984 Santa Rosa 158,240 Sumter 103,708 Nassau 74,918 Jackson 49,105 Okeechobee 39,398 Bradford 27,552 Taylor 22,690 Dixie 16,137 Hamilton 14,466 Lafayette 8,821

Palm Beach 1,359,074 Duval 880,750 Volusia 498,981 Manatee 335,840 Escambia 304.099 Alachua 251,759 Hernando 173,792 Martin 149,658 Flagler 98,843 Putnam 73,191 Gadsden 46,865 Hendry 38,360 Hardee 27,549 Holmes 19,741 Gulf 15,781 Jefferson 14,335 Liberty 8,302

Hillsborough 1,279,668 Lee 647,554 Pasco 472,745 Marion 334,771 Osceola 289,449 Saint Johns 203,402 Bay 172,988 Indian River 140,918 Highlands 98,261 Columbia 67,662 Suwannee 43,404 De Soto 34.785 Baker 27,057 Madison 18,901 Union 15,258 Glades 13,190

65+ population in Florida is 3,518,560.

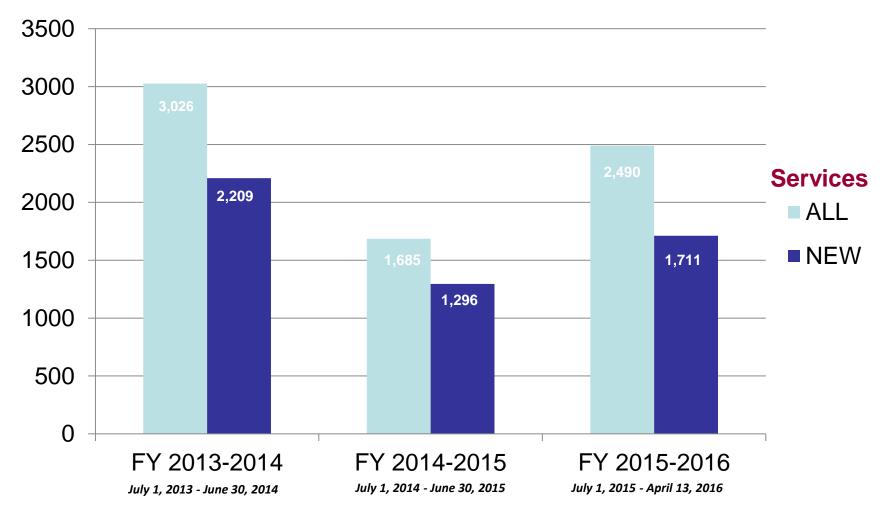
HLAA's website states that 1 in 3 people 65+ have a hearing loss. (1,172,853 in Florida)

FTRI has served 478,221 of 65+ since inception of program (1991).





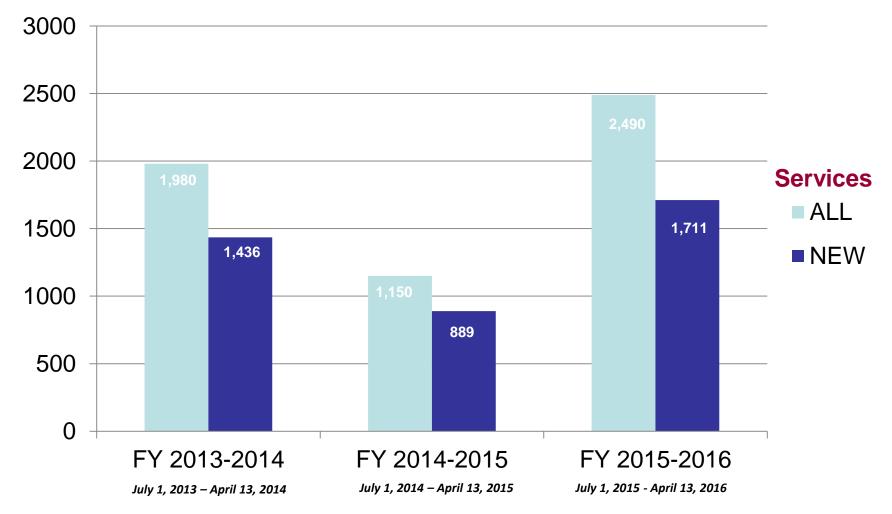
Newspaper Campaign Results (12 months)







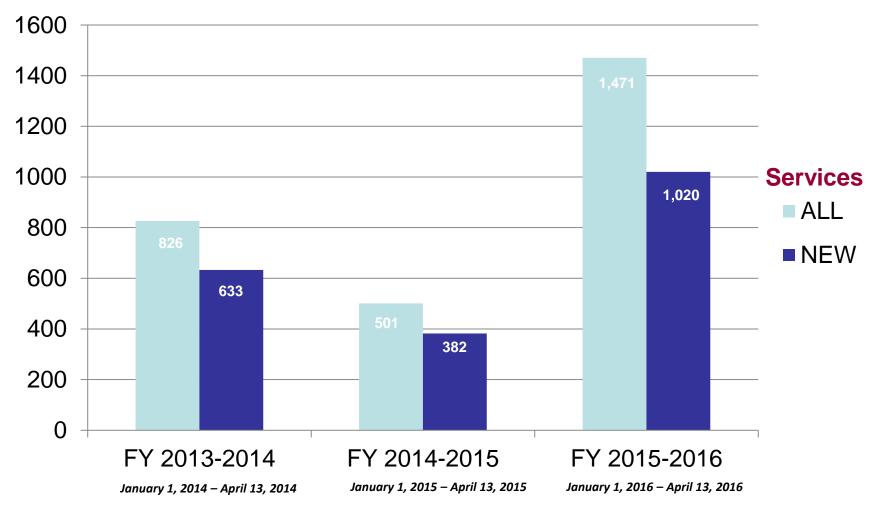
Newspaper Campaign Results (9 months, 13 days)







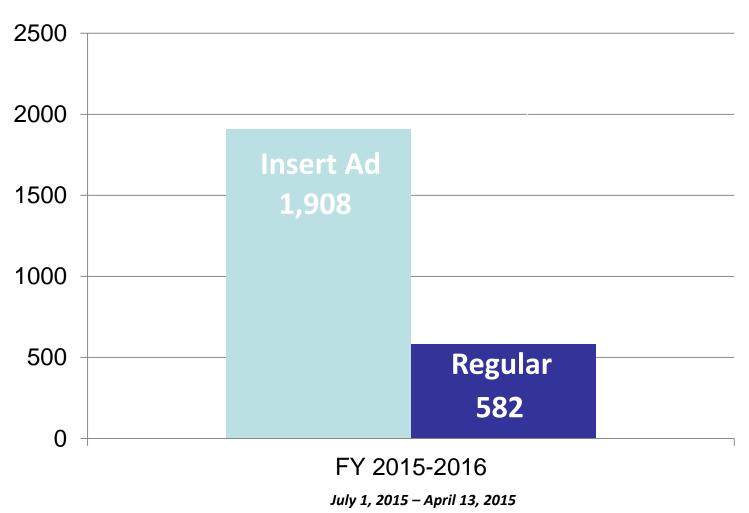
Newspaper Campaign Results (3 months, 13 days)







Newspaper Campaign Results





Connecting People to People



Fall Insert Ad







Connecting People to People



Spring Insert Ad

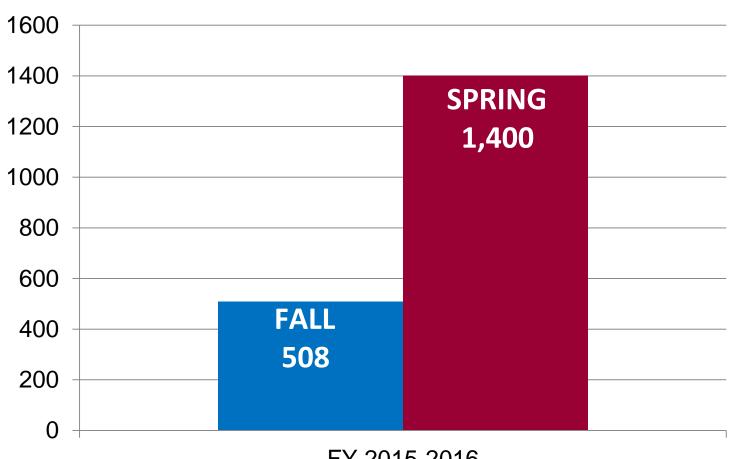








Insert Ad Campaign Results



FY 2015-2016

July 1, 2015 – April 13, 2015



Connecting People to People



CapTel Insert Ad







FTRI

April FSI Plan

Referral Source - Insert Ad (Spring 2016)

RDC/ Location codes	City of RDC	Full Run or Zoned	Newspaper	Frequency	Daily Circ	Run Date
2 & 7	Ft. Lauderdale	Zip Zoned	Sun-Sentinel	Daily	31,631	Wednesday, April 20, 2016
2 & 7	Ft. Lauderdale	Zip Zoned	El Sentin el	Weekly	26,589	Friday, April 22, 2016
4	Daytona Beach	Zones: 1, 3&5, 4, 6, 7, 8&10, 21&22, 1510, 1111, 1511	Daytona Beach News Journal	Daily	31,029	Wednesday, April 20, 2016
4	Deland	Full Run	West Volusia Beacon	Weekly	4,900	Thursday, April 14, 2016
9	Crystal River	Full Run	Citrus County Chronicle	Daily	22,500	Wednesday, April 13, 2016
10	Spring Hill/Land O'Lakes	Full Run	Hernando County	Daily	10,000	Wednesday, April 13, 2016
10	Spring Hill/Land O'Lakes	Full Run	Suncoast News - N & W Pasco	Wee kly	73,652	Wednesday, April 13, 2016
16	Jensen Beach	Full Run - St Lucie	Hometown News	Wee kly	16,850	Friday, April 15, 2016
16	Jensen Beach	Zip Zoned	Treasure Coast News	Daily	35,873	Wednesday, April 20, 2016
17 & 32	Ft. Myers	Zip Zoned	Ft. Myers News-Press	Daily	26,222	Wednesday, April 20, 2016
17 & 32	Leesburg	Zip Zoned	Naples Daily News	Daily	42,380	Wednesday, April 13, 2016
19	Lakeland	Full Run	Lakeland Ledger	Daily	35,000	Wednesday, April 13, 2016
21	Port Charlotte	Zip Zoned	Charlotte Sun - insert only	Daily	26,608	Wednesday, April 20, 2016
22	Leesburg	Full Run	Villages Daily Sun - insert only	Daily	53,599	Wednesday, April 13, 2016
24	Pensacola	Zones 1-3, 5, 6	Pensacola News Journal	Daily	18,250	Wednesday, April 20, 2016
24	Pensacola	Full Run	Navarre Press	Weekly	4,000	Thursday, April 21, 2016
24	Pensacola	Zones 3, 5, 6	Ft Walton NW Daily News	Daily	12,770	Wednesday, April 20, 2016
25	Panama City	Full Run	Panama City News Herald	Daily	17,000	Wednesday, April 13, 2016
26	Miami	Zip Zoned	Miami Herald	Daily	39,010	Thursday, April 14, 2016
27	Largo	Zip Zoned	Tampa Bay Times	Daily	24,206	Wednesday, April 20, 2016
28	Tam pa	Full Run	Sun City Center Observer - insert only	Wee kly	46,000	Thursday, April 14, 2016
28	Tampa	n/a	Sun City Center Observer - printing only	Wee kly	46,000	Thursday, April 14, 2016
30	West Palm Beach	Zip Zoned	Palm Beach Post	Daily	13,277	Wednesday, April 20, 2016
30	West Palm Beach	Zip Zoned	Sun Sentinel	Daily	21,861	Wednesday, April 20, 2016

Total April Distribution

679,207

RDC/ Location codes	City of RDC	Full Run or Zoned?	Newspaper	Frequency	Daily Circ	Pub days	Run Date
4	Daytona Beach	Zones 1, 3&5, 4, 6, 7, 8&10, 21&22, 1510, 1111, 1511	Daytona Beach News Journal	Daily	31,029	Wednesday	Wednesday, April 20, 2016
4	Deland	Full Run	West Volusia Beacon	Weekly	4,900	Thursday	Thursday, April 14, 2016

Daytona Beach News Journal Zip Codes

West Volusia Beacon Zip Codes

Sample of Zones and Full Run

2015 65+ Nielsen Data

FTRI Services January 1, 2012 - March 31, 2016

Geography Id	Geography Name	Parent County name	2015 Population	2015 Pop, Age 65+	2015 % of Pop 65+	New	All
32113	Citra	Marion County	7,453	1,088	14.6%		
32114	Daytona Beach	Volusia County	36,772	5,372	14.6%	119	288
32117	Daytona Beach	Volusia County	25,514	4,883	19.1%	114	255
32118	Daytona Beach	Volusia County	20,986	7,312	34.8%	91	200
32119	Daytona Beach	Volusia County	23,394	6,166	26.4%	89	221
32124	Daytona Beach	Volusia County	6,187	455	7.4%		
32127	Port Orange	Volusia County	32,188	8,717	27.1%	106	232
32128	Port Orange	Volusia County	16,860	4,425	26.2%		
32129	Port Orange	Volusia County	22,972	6,796	29.6%	78	185
32130	De Leon Springs	Volusia County	5,691	919	16.1%		
32131	East Palatka	Putnam County	5,155	1,057	20.5%		
32132	Edgewater	Volusia County	7,989	1,870	23.4%		
32134	Fort MC Coy	Marion County	11,975	2,825	23.6%		
32136	Flagler Beach	Flagler County	10,237	3,684	36.0%		
32137	Palm Coast	Flagler County	49,623	14,952	30.1%	329	516
32139	Georgetown	Putnam County	1,082	368	34.0%		
32140	Florahome	Putnam County	2,006	343	17.1%		
32141	Edgewater	Volusia County	20,231	5,329	26.3%	79	145
32145	Hastings	St. Johns County	6,989	827	11.8%		
32148	Interlachen	Putnam County	13,860	2,779	20.1%		
32159	Lady Lake	Lake County	36,337	23,227	63.9%		
32162	Lady Lake	Sumter County	46,833	12,780	27.3%		
32164	Palm Coast	Flagler County	49,088	11,477	23.4%	296	448
32168	New Smyrna Beach	Volusia County	25,908	7,267	28.0%	69	146
32169	New Smyrna Beach	Volusia County	13,016	5,310	40.8%	39	82
32174	Ormond Beach	Volusia County	49,286	12,900	26.2%	264	553
32176	Ormond Beach	Volusia County	15,118	5,778	38.2%	51	146
32177	Palatka	Putnam County	26,153	4,419	16.9%		

Population 65+ by Zip Code



Local Data Search

Search State, County, City, Zip Code, or Area Code Search Q

INFO: License USA.com data or add it to your website.

Volusia County

Basic Information

Population and Races

Income and Careers

Housing

School District

Public Schools

Private Schools

Public Library

Weather

Natural Disasters & Extremes

Air Quality

Environmental Watch

City and City Map

Zip Code and Maps

Covernment

USA.com / Florida / Volusia County / Population and Races

Volusia County Population and Races

Basic Info

Population/Races

Income/Careers

Housing

Education

Others

As of 2010-2014, the total population of Volusia County is 498,981, which is 12.55% more than it was in 2000. The population growth rate is much lower than the state average rate of 21.14% and is higher than the national average rate of 11.61%. The Volusia County population density is 348.34 people per square mile, which is higher than the state average density of 294.44 people per square mile and is much higher than the national average density of 82.73 people per square mile. The most prevalent race in Volusia County is white, which represent 82.38% of the total population. The average Volusia County education level is about the same as the state average and is lower than the national average.

Topics:

Population Growth
Population by Races
Population by Gender
Education
Household and Family

Place of Birth and Citizenship

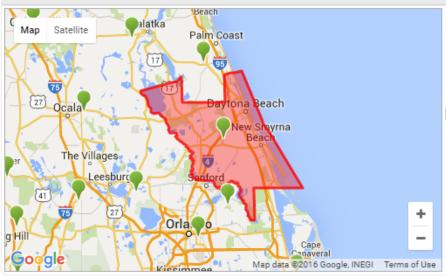
Population Density
Population by First Ancestry
Population by Age
School Enrollment
Marital Status
Language

Population in 2010-2014: 498,981. #11

Hot Florida Rankings

Fastest / Slowest Growing Counties in FL
Richest / Poorest Counties by Income in FL
Expensive / Cheapest Homes by County in FL
Most / Least Educated Counties in FL
Fastest / Slowest Growing Cities in FL
High / Low FL Cities by Males Employed
High / Low FL Cities by Females Employed
Best / Worst Cities by Crime Rate in FL
Richest / Poorest Cities by Income in FL
Expensive / Cheapest Homes by City in FL
Most / Least Educated Cities in FL





Show More Locations on the Map

Census Blocks+*
Census Block Groups*
Census Tracts*
Zip Codes
School Districts
Cities

Counties

Metro Areas States

- + If the color of the links above is gray, please zoom in on the map to see the data.
- * Census Blocks, Census Block Groups, and Census Tracts are geo areas that are normally smaller than the size of a city. Census Blocks provide block and community level information. They are great for understanding areas within a city.

Volusia County Cities / Towns

Barberville
Daytona Beach Shores 4,278
Deltona 85,765
Lake Helen 2,632
Orange City 10,968
Port Orange 57,218

Cassadaqa
De Leon Springs 3,639
Edgewater 20,879
New Smyrna Beach 22,993
Osteen
Seville 192

Daytona Beach 61,913
Debary 19,404
Holly Hill 11,680
Oak Hill 1,899
Ponce Inlet 3,053
South Daytona 12,265

Volusia County Zip Codes

32105	32114 32,005	32115	32116	32117 24,421	32118 15,977
32119 20,934	32120	32121	32122	32123	32124 5,456
32125	32126	32127 29,804	32128 16,895	32129 20,669	32130 6,105
32132 7,002	32141 17,797	32168 24,777	32169 10,340	32170	32173
32175	32176 14,164	32190 758	32198	32706 66	32713 19,621
32721	32722	32723	32724 32,404	32725 44,417	32728
32738 44,956 32764 3,430	32739 32774	32744 3,269	<u>32724</u> 32,404 <u>32753</u>	32759 2,775	32763 21,218

Population by Gender

Male: 243,169 (48.73%, see rank) Females: 255,812 (51.27%, see rank)

Volusia County Male: 48.73% Female: 51.27% Florida Male: 48.88% Female: 51.12% U.S. Male: 49.19% Female: 50.81%

Population by Age

Median Age (see rank)



Median Age, Male (see rank)



Median Age, Female (see rank)

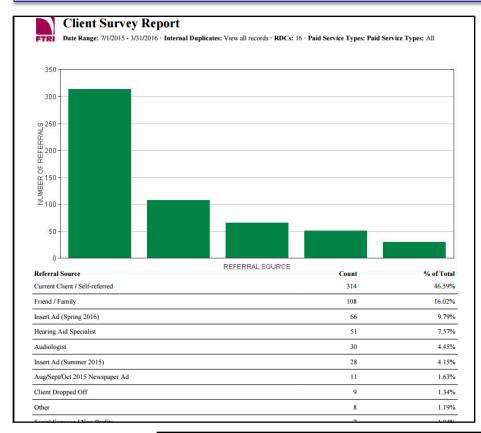


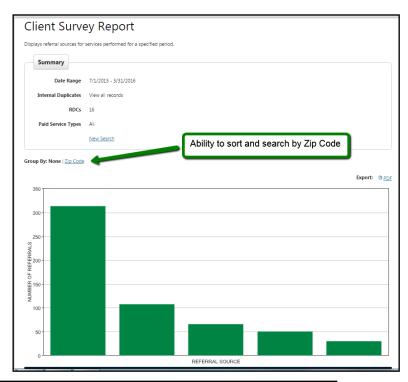
	Volusia County	% of the Total Population	Florida	U.S.
Under 5 years	24,006	4.81%, see rank	5.56%	6.36%
5 to 9 years	25,390	5.09%, see rank	5.69%	6.51%
10 to 14 years	25,616	5.13%, see rank	5.86%	6.59%
15 to 19 years	29,243	5.86%, see rank	6.16%	6.85%
20 to 24 years	31,845	6.38%, <u>see rank</u>	6.69%	7.13%
25 to 34 years	52,883	10.60%, see rank	12.44%	13.47%
35 to 44 years	54,195	10.86%, <u>see rank</u>	12.50%	12.96%
45 to 54 years	71,657	14.36%, see rank	14.18%	14.09%
55 to 64 years	73,498	14.73%, see rank	12.75%	12.29%
65 to 74 years	58,636	11.75%, see rank	9.80%	7.64%
75 to 84	36,094	7.23%, see rank	5.88%	4.25%
85 years and over	15,918	3.19%, <u>see rank</u>	2.49%	1.85%

^{*}Based on 2010-2014 data. View historical age data.

^{*}Based on 2010-2014 data. View historical gender data.

FTRI Client Survey Report





34957 — 55 Total		
Referral Source	Count	% of Total
Current Client / Self-referred	34	5.04%
Insert Ad (Spring 2016)	11	1.63%
Friend / Family	6	0.89%
Other	2	0.30%
Audiologist	1	0.15%
Internet	1	0.15%
Total:	55	100.00%





Category V General & Administrative

Total proposed budget for Category V is \$1,012,889.

FTRI budgeted for 10 full-time staff.





FY 2015/2016 to FY 2016/2017 Comparison

	FY 2015/2016 (Approved)	FYE 2015/2016 (Projection)	FY 2016/2017 (Proposed)
Revenues	\$ 8,752,580	\$ 8,264,904	\$8,269,418
Cat I	3,971,499	3,817,071	3,192,039
Cat II	1,690,386	1,540,541	1,621,478
Cat III	1,054,737	906,770	950,403
Cat IV	574,626	574,626	728,300
Cat V	991,935	907,787	1,012,889
Cat VI	468,749	217,398	472,524
Total Expenses	\$ 8,751,932	\$ 7,964,193	\$ 7,977,633





Questions