



...Because every child deserves a childhood

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**Astor Reaps \$140,000 Annual Cost-Cutting Benefits  
From Expense Reduction Analysts**

**Rhinebeck, New York** – Astor Services for Children & Families, the premier agency for early childhood and community behavioral health and residential treatment programs, is enjoying success as a model for sustainable-business solutions in the nonprofit world.

Thanks to Expense Reduction Analysts (ERA), a leading cost-reduction consultancy, Astor is enjoying a 20% savings totaling more than \$140,000 in reduced annual expenditures. This savings comes on the heels of the agency's proven success with increasing efficiency through the highly-rated Lean Sigma Six streamlining systems and cost-cutting measures.

"Doing more with less – a mantra in the science world has found a place in the social sciences," says Dr. James McGuirk, Ph.D., Executive Director/CEO, Astor Services for Children & Families. "In this fluctuating economy, reduction, recycling and renewal is applicable to Astor where we constantly seek new opportunities to organize and manage our operations without loss of quality services or optimal efficiency."

Astor, always looking for ways to reduce costs, brought in ERA to take a look at the broadband of Astor's spending categories. Astor found large savings in cell phone use, transportation, food services, and office supply expenditures.

Most of the savings that Astor is enjoying came from ERA negotiating better pricing for each of the categories, consolidating certain categories under one vendor, and modifying vehicle lease terms. These efforts resulted in more efficient business processes that improved relationships with the staff and the community, and saved time and money.

"ERA has helped thousands of companies and non-profit organizations of all types and sizes find savings hidden in their non-core expenses categories," says Tim Kirby, an ERA Consultant in Westchester County. "No matter how much you have saved through your own cost-cutting efforts, ERA is often able to generate additional funds based on our benchmark pricing data and industry expertise."

*Since 1953, Astor Services for Children & Families (formerly The Astor Home for Children) has been providing behavioral and educational services in a caring environment where children and their families find strength, healing, hope and trust. Now serving over 6,000 children and families annually, Astor's current range of services to families in the Mid-Hudson Valley and the Bronx include: Residential Treatment, Therapeutic Foster Family Care, Early Childhood Programs, and Community-Based Behavioral Health and Prevention Services. For additional information about Astor Services for Children & Families, please visit their website at [www.astorservices.org](http://www.astorservices.org) or call Astor Services for Children & Families: Home for Children Foundation at (845) 871-1117.*

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