

| | Total |
|----------------------------|----------------|
| Chattanooga | |
| Grant Revenue - CRC | 624,144 |
| Grant Revenue - Exodus | 54,480 |
| Grant Revenue-ADAT | 40,992 |
| | <hr/> |
| Chattanooga Revenue | 719,616 |

| | |
|------------------------------------|------------------|
| Nashville | |
| Program Revenue | |
| In Patient Revenue | |
| Detox | |
| Third Party | 1,678,174 |
| Grant | 188,190 |
| Residential | |
| Third Party | 3,185,080 |
| Grant | 348,385 |
| Total InPatient | 5,399,828 |
| Outpatient | |
| PHP | |
| Third Party | 139,244 |
| Grant | 7,860 |
| IOP | - |
| Third Party | 202,273 |
| Grant | 23,371 |
| Recovery Care | 175,500 |
| AfterCare | 23,040 |
| Total Revenue - OutPatient | 571,288 |
| Total Nashville Program Revenue | 5,971,117 |
| Other Operating Revenue | |
| Nashville Operating Revenue | 5,971,117 |

| | |
|------------------------------|------------------|
| Total Program Revenue | 6,690,733 |
|------------------------------|------------------|

| | |
|--------------------------|---------------|
| Expenses | |
| Program Expenses | |
| Chattanooga | |
| Direct Labor Costs | |
| Salary & Wages | 395,236 |
| Benefits and taxes | 59,285 |
| Contract Labor | 89,544 |
| Total Direct Labor Costs | <hr/> 544,065 |

| | |
|----------------------------|----------------|
| Direct Program Expenses | |
| Facility & related | 97,254 |
| Linens and Sundry | 5,119 |
| Food | 43,444 |
| Other | 29,146 |
| Total Direct Program Costs | <u>174,963</u> |

EXPENSES

Chattanooga Program Expenses **719,028**

Chattanooga, net' **588**

Nashville

| | |
|-------------------------------|------------------|
| Direct Labor Costs | |
| Salary & Wages | |
| Detox & Residential | |
| Medical and Nursing | 1,625,664 |
| Client Assistants | 683,505 |
| Therapists | 388,560 |
| Care Managers | 226,176 |
| Food Service | 180,000 |
| Peers (some is allocated) | 166,884 |
| Clinical Mgmt (some is alloca | 121,940 |
| Admissions | 250,042 |
| Total InPatient Payroll | <u>3,642,771</u> |
| Benefits and Taxes | 546,416 |
| Contract & Professional Labo | <u>469,500</u> |

In Patient Labor 4,658,686

| | |
|------------------------------------|----------------|
| Direct Program Expense - InPatient | |
| Food Expenses | 276,908 |
| Labs | 40,187 |
| Laundry, Bedding, Towels & Hygiene | 12,773 |
| Group Supplies & Activities | 13,642 |
| Medical Supplies/Stock Meds | 80,785 |
| Transportation (including Vehicle) | 30,506 |
| Direct Program Expense - InPatient | <u>454,801</u> |

Total Expense - InPatient **5,113,487**

Nashville - OutPatient

| | |
|--------------------|--|
| Direct Labor Costs | |
| Salary & Wages | |
| IOP & PHP | |

| | |
|---------------------------------------|------------------|
| Outpatient Support Team | 138,785 |
| Allocated Costs | 107,972 |
| Contract & Professional Labor | |
| RCC | |
| Medical & Nursing | 44,880 |
| Contract & Professional Labo | 90,000 |
| Benefits and taxes | |
| IOP & PHP | 20,818 |
| RCC | 6,732 |
| Total Benefits and Taxes - OutPatient | 27,550 |
| Out Patient Labor | 409,186 |
| Direct Program Expense - OutPatient | |
| | 2,876 |
| | 5,671 |
| Direct Program Expense - OutPatient | 8,547 |
| Total Expense - OutPatient | 417,733 |
| Out Patient, net | 153,555 |
| Total Program Expense | 6,250,248 |

Selling, General and Administrative
Labor Costs

| | |
|--------------------------|---------|
| Salary & Wages | |
| G&A salary and wages | 581,100 |
| G&A - benefits and taxes | 87,165 |
| Total Salary and Wages | 668,265 |

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|------------------------------|---------|
| Contract Labor | |
| Administrative | |
| Accounting | 67,200 |
| Technology/Concept | 156,240 |
| Billing & Utilization Review | 216,000 |
| Total Contract Labor | 439,440 |

| | |
|--|---------|
| General Expense | |
| Office Equipment & Supplies | 44,691 |
| Postage | 4,200 |
| Ee training, recruitment and appreciat | 94,503 |
| Insurance, business, property and WC | 70,110 |
| Software Expenses | 150,684 |
| Utilities and phone | 148,644 |
| Repairs, Maintenance & Landscaping | 155,367 |

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|--|--------------------|
| Cleaning | 128,544 |
| Miscellaneous | 60,000 |
| Total General Expense | 856,743 |
| Total SG&A | 1,964,448 |
| Net Nashville Program | (804,935) |
| Other Expenses | |
| Interest Expense, net' | 96,000 |
| Depreciation Expense | 413,521 |
| Bad Debt Expense | 395,754 |
| Net Loss before Donations | (2,429,238) |
| Non Program Revenue | |
| Donations | 2,999,980 |
| Development Expenses | |
| Labor Costs | |
| Salary & Wages | 239,006 |
| Benefits Expense | 35,851 |
| Contract Labor - writer | 10,000 |
| Total Labor | 284,857 |
| Other Costs | |
| Events | 85,000 |
| Marketing (Mediaura) | 36,000 |
| Miscellaneous (printing, postage, etc) | 18,000 |
| Total Other Costs | 139,000 |
| Development Expense | 423,857 |
| Net Donations | 2,576,123 |
| Net Income w/o Donations | (2,853,096) |
| Net Income | 146,884 |

6,690,733
5,113,487
417,733
1,964,448
(804,935)