

Location #	10-77-630	2017	2016	2016	2015
	Middle Tennessee	Budget	Forecast	Budget	Actual
	Combined				
REVENUE					
Domestic Adoptions					
3510	Adoption Services	-	-	-	-
3511	Preliminary Application	-	-	-	2,750
3512	Formal Application	25,000	24,000	22,000	20,950
3513	Home Study	45,000	48,750	38,000	37,165
3514	Support Services Fee / Program Fee 1	112,500	104,400	79,322	61,000
3515	Placement Fee / Program Fee 2	156,000	154,000	182,000	214,150
3516	Post Placement Report Fee	15,000	6,000	19,500	3,300
3517	Other & Reimbursements	-	-	-	9,651
3518	Birth Mother Fund	-	-	-	24,000
3519	Birth Parent Advertising	-	-	-	-
3520	Independent	4,500	3,200	10,000	12,384
3535	Pregnancy Counseling	-	-	-	-
3540	Fee Splits, Other Offices	(16,000)	(19,000)	12,000	(18,500)
3546	Fee Splits, Satellites	-	-	-	-
3550	Pass-Thru Medical	-	-	-	-
3560	Pass-Thru Legal	8,000	1,000	-	-
3570	Pass-Thru Foster Care	-	-	-	-
3580	Pass-Thru Other	-	-	-	2,036
	Total Domestic Adoptions	350,000	322,350	362,822	368,886
International Adoptions					
3609	Preliminary Application	-	-	-	-
3610	Adoption Services	-	-	-	-
3611	Other & Reimbursements	-	78	-	413
3612	Formal Applications	510	680	-	850
3613	Home Study	6,750	6,525	1,650	6,100
3614	Program Fee 1	6,260	9,390	7,800	7,710
3615	Program Fee 2	2,900	3,500	4,100	750
3616	Post Placement Services	4,600	2,900	7,000	2,625
3618	Completion	-	-	1,800	-
3619	Closed	-	-	-	-
3620	Independent	4,500	4,500	2,000	-
3630	Holt Fees	-	-	-	-
3635	Fee Splits, Other Offices	-	-	-	-
3636	Fee Splits, Satellites	-	-	-	-
3640	Global Placement	-	-	-	-
3645	Global Independent Home Study Review	-	-	-	-
3646	Global Program Fee 1 Intake	-	-	-	-
3647	Global Program Fees/ Case Coordination (BCSG Only)	-	-	-	-
3648	Global Family Withdrawals (BCSG Only)	-	-	-	-
3649	Global Other Country Fees (BCSG Only)	-	-	-	-
3650	Global Maintenance Fees	-	-	-	-
3680	Global Contract Revenue	-	-	-	-
	Total International Adoptions	25,520	27,573	24,350	18,448
Foster Care Adoptions					
3710	Adoption Services	-	-	-	5,617
3711	Application Fee	3,000	2,500	3,000	-
3712	Family Search Fee	-	-	7,500	-
3713	Home Study	6,000	4,500	7,500	-
3714	Program Service Fee	-	-	-	-
3715	Orientation	-	-	-	-
3716	Child Preparation	-	-	-	-
3717	Child Profile	-	-	-	-
3718	Child Specific Recruitment (CSR)	4,500	3,000	-	-
3719	Family Profile	-	-	-	-

Location # 10-77-630 Middle Tennessee Combined		2017 Budget	2016 Forecast	2016 Budget	2015 Actual
3720	Placement	10,500	-	7,500	-
3730	Finalization	500	-	4,500	-
3771	Permanency	-	-	-	-
3735	Fee Splits, Other Offices	-	-	-	-
3736	Fee Splits, Satellites	-	-	-	-
3925	CWTI Training Reimbursement	-	-	-	-
3750	Project Embrace	-	-	-	-
Total Foster Care Adoptions		24,500	10,000	30,000	5,617
Foster Care					
3110	Administrative	-	-	-	-
3210	Boarding	-	-	-	-
3115	Waiver	-	-	-	-
3120	Infants	-	-	-	-
3175	Independent Living, Admin	-	-	-	-
3165	Independent Living, Boarding	-	-	-	-
3920	CWTI Reimbursements	-	-	-	-
3220	Other	-	-	-	-
Total Foster Care		-	-	-	-
Counseling					
3810	Private	-	-	1,500	-
3815	Insurance Adjustment	-	-	-	-
3820	Church	-	-	-	-
3830	State	-	-	-	-
3840	CMH	-	-	-	-
3845	Post Adoption Services	1,000	-	750	-
3905	Medicare	-	-	-	-
Total Counseling		1,000	-	2,250	-
Refugee Services					
3360	Foster Care, Admin	-	-	-	-
3363	Foster Care, Admin, YAVFC	-	-	-	-
3365	Foster Care, Boarding	-	-	-	-
3370	Foster Care, Other	-	-	-	-
3170	Independent Living, Admin	-	-	-	-
3160	Independent Living, Boarding	-	-	-	-
3380	Contract Revenue	-	-	-	-
Total Refugee Services		-	-	-	-
Other Service Revenue					
3450	Bethany's Thrift Store	-	-	-	-
3130	Families First	-	-	-	-
3140	In-Home	-	-	-	-
3180	Government Funded Programs	-	-	-	-
3190	Holdover - Administrative	-	-	-	-
3195	Holdover - Boarding	-	-	-	-
3310	Institutional Care	-	-	-	-
3311	State Food Program	-	-	-	-
Total Other Service Revenue		-	-	-	-
Miscellaneous Revenue					
3889	Branch Office Services	-	-	-	-
3935	Seminar Registrations	-	-	-	-
3960	Product Sales	-	-	-	-
3965	Rent Revenue	-	-	-	-
3970	Investment and Interest Income	-	-	-	-
3972	Gain/Loss on Sale of Investments	-	-	-	-
3973	Unrealized Gain/Loss on Investments	-	-	-	-

Location # 10-77-630 Middle Tennessee Combined		2017 Budget	2016 Forecast	2016 Budget	2015 Actual
3977	Working Capital Administration	-	-	(15,250)	(14,681)
3990	Miscellaneous	-	-	-	-
	Total Miscellaneous Revenue	-	-	(15,250)	(14,681)
	Total Earned Revenue	401,020	359,923	404,172	378,270
EXPENSE					
Salaries					
4001	Regular	209,870	152,359	163,330	127,400
4002	Overtime	660	481	-	391
4003	On-Call	1,450	1,347	2,280	1,045
4004	Earned Time Off	-	13,371	12,469	12,687
4005	Paid Absence	-	4,408	250	838
4006	Holiday	-	6,018	8,377	8,865
4007	Incentive	-	-	-	6,074
4008	Cash Option	-	-	-	-
4010	Other	-	-	-	-
4011	Non-Payroll	-	-	-	-
	Total Salaries	211,980	177,983	186,706	157,300
Fringes					
4015	Health Insurance	9,150	8,165	26,500	18,517
4020	Retirement	1,707	3,408	3,420	3,413
4021	Additional Retirement Expense	271	249	240	237
4022	403b Employer Contribution	1,216	1,338	1,510	845
4023	403b Employer Match (new account , previously 4055)	1,390	897	750	-
4025	Life Insurance	840	375	732	281
4030	FICA	16,210	14,756	14,280	11,563
4035	Disability Insurance	100	44	110	37
4040	Workman's Compensation	985	629	910	539
4045	Unemployment Insurance	3,405	1,697	2,700	1,631
4050	General Liability	5,680	4,895	3,780	4,959
4055	Other Benefits	300	290	310	-
4060	Tuition Reimbursement	-	-	-	-
	Total Fringes	41,254	36,743	55,242	42,022
	Total Salaries and Fringes	253,234	214,726	241,948	199,322
Professional Fees					
4100	Auditing	-	-	-	-
4110	Legal	16,180	12,150	14,160	8,835
4120	Court Costs	400	386	360	252
4130	Consultants	-	-	60	-
4140	Temporary Workers	-	-	-	-
4145	Payments to Annuitants	-	-	-	-
4150	Contracted Services	9,220	8,946	10,950	11,218
	Total Professional Fees	25,800	21,482	25,530	20,305
Supplies					
4205	Office	3,560	4,139	2,230	3,986
4210	Building & Grounds	160	160	10	78
4215	Medical	-	-	-	-
4225	Food & Kitchen	670	650	680	644
4230	Psychological	-	-	-	35
4235	Other	370	354	1,190	758

Location # 10-77-630 Middle Tennessee Combined		2017 Budget	2016 Forecast	2016 Budget	2015 Actual
Total Supplies		4,760	5,303	4,110	5,501
Communications					
4250	Telephone	2,610	2,530	4,430	2,824
4255	Telephone, Cell Phones	2,360	2,285	3,220	3,087
4260	Telephone, Internet Charges	2,980	2,890	3,220	3,168
4400	Printing	3,150	3,061	5,130	4,967
Total Communications		11,100	10,766	16,000	14,046
Postage					
4280	Postage	2,610	2,540	3,100	3,528
4290	Express Mail	380	369	820	497
Total Postage		2,990	2,909	3,920	4,025
Occupancy					
4310	Rent	31,340	30,426	31,268	30,625
4320	Utilities	6,260	6,082	6,030	5,487
4340	Care of Buildings & Grounds	3,110	3,016	3,660	3,423
4350	Equip. & Furnish. Maint.	2,630	2,555	1,470	1,771
4360	Property Insurance	500	531	580	579
4370	Property Taxes	-	-	-	276
4380	Mortgage Interest	-	-	-	-
4800	Depreciation, Equipment	2,762	2,573	1,305	1,557
4802	Depreciation, Buildings & Leasehold Improvements	-	-	-	-
Total Occupancy		46,602	45,183	44,313	43,718
Advertising					
4450	General	120	115	-	78
4455	Internet	16,735	9,456	14,720	8,467
4456	Web Development	-	-	-	-
4459	Birth Parent	40	35	-	-
4460	Print	650	200	50	-
4465	Radio	-	5,000	5,000	590
4470	Signage	-	-	90	84
4475	Television	-	-	-	-
4480	Yellow Pages	-	-	-	1,262
Total Advertising		17,545	14,805	19,860	10,481
Technology					
4500	Computers, General	-	-	10	9
4510	Computers, Hardware	1,750	1,700	1,990	2,094
4520	Computers, Software	6,740	6,541	3,650	2,165
4530	Computers, Maintenance	10	8	140	133
4540	Computers, Training	-	-	-	-
4805	Depreciation, Software	-	-	-	-
Total Technology		8,500	8,249	5,790	4,401
Travel					
4610	General	1,300	1,266	620	776
4611	Mileage	10,660	10,335	13,170	9,705
4612	Hotel	550	538	1,410	1,513
4613	Meals	3,200	3,099	2,410	2,293
4614	Airfare	1,000	965	520	393
4615	Car Rental	3,230	3,142	2,630	2,335
4630	Agency Vehicles	30	26	220	78
4640	Auto Insurance	80	83	30	27
4804	Depreciation, Vehicles	-	-	-	-
Total Travel		20,050	19,454	21,010	17,120

Location #	10-77-630	2017	2016	2016	2015
	Middle Tennessee	Budget	Forecast	Budget	Actual
	Combined				
	Client Assistance				
4705	Adoption Assistance	-	-	-	-
4710	General	3,980	2,625	4,300	3,638
4715	Client Stipend	-	-	-	-
4720	Foster Care Boarding	-	-	-	-
4721	Boarding, Refugee	-	-	-	-
4722	Boarding, Group Home	-	-	-	-
4725	Rent/Housing	5,800	4,500	4,330	3,326
4730	Recreation	-	-	-	-
4740	Medical	1,130	1,097	820	1,070
4750	Education	-	-	-	-
4760	Christian Education	-	-	100	-
4770	Food	1,720	572	360	314
4780	Clothing	200	-	-	77
4785	Interpretation	-	-	-	-
4790	Transportation	600	-	80	71
4791	Utilities	3,250	2,000	1,520	-
4794	Security Deposits	1,000	-	520	-
4795	Maintenance Repairs	-	-	-	-
4796	Telephone	-	-	-	-
4797	Supplies	-	-	-	-
4798	Day Care	-	-	-	-
	Total Client Assistance	17,680	10,794	12,030	8,496
	International Development				
4920	Sponsorship	-	-	-	-
4925	Program Development	-	-	100	45
4926	Overseas Contributions	-	-	-	-
4927	In-Country Contracted Services (BCSG only)	-	-	-	-
	Total International Development	-	-	100	45
4995	Branch Fundraising	12,620	12,250	11,790	13,718
	Other Expenses				
4850	Cost of Goods Sold - Bethany's Thrift Store	-	-	-	-
4851	Shipping Costs - Bethany's Thrift Store	-	-	-	-
4650	Conferences, External Training	3,200	3,112	2,780	1,843
4660	Staff, Board and Group Meetings	5,020	4,899	3,830	3,579
4670	Meetings, Foster/Adoptive Home	-	-	-	-
4680	Special Events	1,200	1,162	2,800	1,990
4890	Fees, Foreign Insurance	-	-	-	-
4905	Memberships & Dues	2,490	2,416	2,260	2,380
4910	Publications & Subscriptions	1,150	1,110	-	225
4915	Equipment & Furnishings	1,450	1,411	1,300	839
4917	Equipment, Leased	470	455	510	372
4931	Recruitment	-	-	-	-
4935	Vendored Services	260	250	-	-
4940	Books and Videos	1,950	1,881	910	288
4945	Bad Debt	870	847	40	847
4955	Office Services	-	-	-	2,900
4960	Shared Services, Billable	47,970	42,545	45,380	39,880
4961	Shared Services, Non-billable	28,510	25,305	27,890	22,053
4962	Regional Branch Administration	-	-	-	-
4980	Bank Charges	90	88	130	156
4982	Credit Card Fees	6,500	6,308	5,760	6,352
4985	Interest on Loans	-	-	-	-
4990	Miscellaneous	490	476	520	445
	Total Other Expenses	101,620	92,265	94,110	84,149

Location # 10-77-630 Middle Tennessee Combined		2017 Budget	2016 Forecast	2016 Budget	2015 Actual
4999	Total Expenses	522,501	458,186	500,511	425,327
	Gain/Loss on Operations	(121,481)	(98,263)	(96,339)	(47,057)
	Contributions Recorded in DMS				
3010	Personal	47,000	56,800	35,250	74,577
3015	Church	25,900	21,644	25,500	19,378
3035	Business	10,550	2,431	18,000	9,169
3040	Foundations	31,250	16,208	26,500	9,801
3050	Other	-	-	-	1,530
3095	Goods and Services	-	-	-	-
3940	Sponsorship	-	-	-	-
3089	Pledge Writeoffs	(650)	(1,350)	(650)	(13,225)
	Contributions Recorded in DMS	114,050	95,733	104,600	101,230
	Other Funds Raised				
3094	Designated for International	2,400	2,350	2,350	2,390
3099	Transfer to Fundraising Events	-	-	-	-
3930	Fundraising Event Proceeds	-	-	-	-
3098	Transfers to Fundraising	-	-	-	-
	Other Funds Raised	2,400	2,350	2,350	2,390
	Interagency Transfers				
3090	From (To) Major Gift	-	-	-	-
3091	From (To) Caring Connection	-	-	-	-
3097	From (To) Life Impact Funds	7,000	5,000	-	-
3097	From (To) Assistance Funds	2,500	1,500	-	(14,015)
3096	From (To) International	(2,400)	(2,350)	(2,350)	(2,390)
3976	From (To) Children's Fund	-	-	-	15,000
	Total Interagency Transfers	7,100	4,150	(2,350)	(1,405)
	Total Contributions	123,550	102,233	104,600	102,215
5000	NET REVENUE	2,069	3,970	8,261	55,158

Statistics

9001	Domestic Preliminary Applications	-	-	-	23
9002	Domestic Formal Applications	25	24	22	23
9019	Domestic Home Studies	25	25	19	21
9091	Domestic Support Services Fee / Program Fee 1	18	18	17	5
9000	Domestic Placements / Program Fee 2	12	11	14	15
9093	Domestic Post Placement Report Fee	10	4	13	-
	Total Domestic Activity	90	82	85	87
9004	Independent Domestic Home Studies	2	2	5	1
9005	Independent Domestic Placements	1	2	-	2
	Total Independent Domestic Activity	3	4	5	3
9003	International Formal Applications	3	4	3	5
9018	International Homestudies	3	3	3	2
9010	International Placements	-	-	3	1
9006	International Adoption Fee (BCSGlobal only)	-	-	-	-
	Total International Activity	6	7	9	8
9007	Independent International Formal Applications	-	-	-	-
9008	Independent International Home Studies	2	2	1	-
9009	Independent International Placements	-	-	-	-
	Total Independent International Activity	2	2	1	-

Location # 10-77-630 Middle Tennessee Combined		2017 Budget	2016 Forecast	2016 Budget	2015 Actual
9035	FCA Adoption Services	-	-	-	-
9339	FCA Application Fee	6	5	6	-
9340	FCA Family Search Fee	-	-	5	-
9017	FCA Home Study	4	3	5	2
9341	FCA Program Service Fee	-	-	-	-
9342	FCA Orientation	-	-	-	-
9343	FCA Child Preparation	-	-	-	-
9344	FCA Child Profile	-	-	-	-
9345	FCA Child Specific Recruitment	3	2	-	-
9346	FCA Family Profile	-	-	-	-
	Total Foster Care Adoption Services	13	10	16	2
9011	Basic FCA Placements	3	-	3	-
9301	Late Adoption Level 3, Placement	-	-	-	-
9302	Late Adoption Level 2, Placement	-	-	-	-
9303	Late Adoption Level 1, Placement	-	-	-	-
9304	Baseline, Placement	-	-	-	-
9305	Early Adoption Level 1, Placement	-	-	-	-
9306	Early Adoption Level 2, Placement	-	-	-	-
9307	MARE, Placement	-	-	-	-
9308	Residential, Placement	-	-	-	-
	Total FCA Placements	3	-	3	-
9024	Basic FCA Finalizations	1	-	4	-
9311	Late Adoption Level 3, Finalization	-	-	-	-
9312	Late Adoption Level 2, Finalization	-	-	-	-
9313	Late Adoption Level 1, Finalization	-	-	-	-
9314	Baseline, Finalization	-	-	-	-
9315	Early Adoption Level 1, Finalization	-	-	-	-
9316	Early Adoption Level 2, Finalization	-	-	-	-
9317	MARE, Finalization	-	-	-	-
9318	Residential, Finalization	-	-	-	-
	Total FCA Finalizations	1	-	4	-
9321	Late Adoption Level 3, Permanency	-	-	-	-
9322	Late Adoption Level 2, Permanency	-	-	-	-
9323	Late Adoption Level 1, Permanency	-	-	-	-
9324	Baseline, Permanency	-	-	-	-
9325	Early Adoption Level 1, Permanency	-	-	-	-
9326	Early Adoption Level 2, Permanency	-	-	-	-
9327	MARE, Permanency	-	-	-	-
9328	Residential, Permanency	-	-	-	-
	Total FCA Permanency	-	-	-	-
9331	Late Adoption Level 3, Perm Dissolution	-	-	-	-
9332	Late Adoption Level 2, Perm Dissolution	-	-	-	-
9333	Late Adoption Level 1, Perm Dissolution	-	-	-	-
9334	Baseline, Perm Dissolution	-	-	-	-
9335	Early Adoption Level 1, Perm Dissolution	-	-	-	-
9336	Early Adoption Level 2, Perm Dissolution	-	-	-	-
9337	MARE, Perm Dissolution	-	-	-	-
9338	Residential, Perm Dissolution	-	-	-	-
	Total FCA Dissolution	-	-	-	-
9020	FTE	6.2	5.1	4.0	3.0
9040	Days Care, Foster Care	-	-	-	-
9041	Days Care, Residential	-	-	-	-
9042	Days Care, Trial Reunification	-	-	-	-
9043	Days Care, YAVFC	-	-	-	-
9049	Days Care, Foster Care, Unpaid	-	-	-	-
9050	Days Care, Independent Living	-	-	-	-

Location # 10-77-630 Middle Tennessee Combined		2017 Budget	2016 Forecast	2016 Budget	2015 Actual
9051	Days Care, Independent Living, Unpaid	-	-	-	-
9060	Days Care, Refugee	-	-	-	-
9061	Days Care, Refugee, Unpaid	-	-	-	-
9062	Days Care, Refugee YAVFC	-	-	-	-
9070	Days Care, In-Home	-	-	-	-
	Total Days Care	-	-	-	-
9080	Contacts, Counseling, Private	-	-	-	-
9082	Contacts, Counseling, State	-	-	-	-
	Total Contacts, Counseling	-	-	-	-
9501	Foster Home Inquiries	-	-	-	-
9502	Foster Home Approvals	-	-	-	-
9506	Foster Care Adoption Inquiries	-	-	-	-
9507	Independent Foster Care Adoption Inquiries	-	-	-	-
9521	Pregnancy Counseling Inquiries	-	-	-	-
9526	Domestic Adoption Inquiries	-	-	-	-
9527	Independent Domestic Adoption Inquiries	-	-	-	-
9531	International Adoption Inquiries	-	-	-	-
9532	Independent International Adoption Inquiries	-	-	-	-
9541	Refugee Foster Home Inquiries	-	-	-	-
9542	Refugee Foster Home Approvals	-	-	-	-
9580	Sponsorship	-	-	-	-