



**BUDGET FORECAST AND RELATED  
STATEMENTS FOR FY2016**

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**JULY '15 THROUGH JUNE '16**

*TENNESSEE FAMILY SOLUTIONS, INC.*

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EIDETIK, INCORPORATED  
POST OFFICE BOX 128  
UNIONTOWN, KENTUCKY 42461

Tennessee Family Solutions  
Budget Comparison Report  
For the Twelve Months Ended June 30, 2016

	2015 BUDGET	2016 BUDGET	VARIANCE	% CHANGE	2015 ANNUALIZED	VARIANCE
<b>OPERATING REVENUES</b>						
Day & Community Participation	1,128,036	1,099,213	(28,823)	-2.56%	1,058,879	40,335
SL/Other Residential Revenues	7,451,232	7,713,620	262,388	3.52%	7,490,370	223,250
ICF Revenues	2,664,619	2,654,196	(10,423)	-0.39%	2,724,758	(70,562)
Transportation	6,000	6,000	0	0.00%	6,000	0
Client Reimbursement	395,964	516,357	120,393	30.41%	532,967	(16,610)
Other Revenues & Miscellaneous Income	61,368	66,312	4,944	8.06%	190,301	(123,989)
Contractual Allowances	(146,555)	(289,690)	(143,135)	97.67%	(285,840)	(3,850)
<b>TOTAL OPERATING REVENUES</b>	<b>11,560,664</b>	<b>11,766,008</b>	<b>205,344</b>	<b>1.78%</b>	<b>11,717,434</b>	<b>48,574</b>
<b>OPERATING EXPENSES</b>						
Salaries & Wages	6,567,314	6,536,315	(30,999)	-0.47%	6,375,113	161,202
Employee Benefits & Taxes	1,063,320	1,082,544	19,224	1.81%	929,124	153,420
Advertising	22,248	30,400	8,152	36.64%	14,097	16,303
Property Leases	197,676	226,300	28,624	14.48%	205,860	20,440
Property Taxes & Dues	47,712	55,136	7,424	15.56%	58,575	(3,439)
Utilities & Cable	330,462	372,799	42,337	12.81%	372,685	114
Food	233,364	254,594	21,230	9.10%	245,507	9,087
Maintenance	141,360	160,785	19,425	13.74%	111,525	49,260
Vehicle Lease	51,996	54,040	2,044	3.93%	50,243	3,797
Supplies	223,296	205,903	(17,393)	-7.79%	222,043	(16,141)
Vehicle Gasoline, Repairs & Maintenance	123,468	152,849	29,381	23.80%	165,905	(13,056)
Training Supplies	23,124	30,433	7,309	31.61%	27,480	2,953
Professional Services	196,464	207,130	10,666	5.43%	188,711	18,419
Bad Debts	0	0	0	0.00%	8,495	(8,495)
Other Operating Expenses	12,000	7,632	(4,368)	-36.40%	7,867	(235)
Interest Expense	659,560	641,303	(18,257)	-2.77%	670,876	(29,573)
Insurance Expense	160,061	141,200	(18,861)	-11.78%	161,564	(20,364)
Administrative Services	222,000	237,120	15,120	6.81%	230,340	6,780
EFT Payments	293,865	355,107	61,242	20.84%	311,125	43,983
Depreciation & Amortization	575,927	566,733	(9,194)	-1.60%	587,083	(20,350)
<b>TOTAL OPERATING EXPENSES</b>	<b>11,145,217</b>	<b>11,318,324</b>	<b>173,107</b>	<b>1.55%</b>	<b>10,944,220</b>	<b>374,104</b>
<b>INCREASE/(DECREASE) IN NET ASSETS</b>	<b>415,447</b>	<b>447,684</b>	<b>32,237</b>	<b>7.76%</b>	<b>773,215</b>	<b>(325,530)</b>

Tennessee Family Solutions  
 Budget Worksheets  
 For the Twelve Months Ended June 30, 2016

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2016 Total
<b>OPERATING REVENUES</b>													
Day & Community Participation	89,388	89,388	90,469	94,505	94,505	64,505	96,075	96,075	96,075	96,075	96,075	96,075	1,099,213
SL/Other Residential Revenues	637,849	637,849	637,849	653,395	643,395	643,395	643,315	643,315	643,315	643,315	643,315	643,315	7,713,619
ICF Revenues	224,809	224,809	217,557	224,809	217,557	224,809	224,809	210,305	222,962	219,404	222,962	219,404	2,654,196
Transportation	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Client Reimbursement	40,402	40,402	40,402	43,172	43,172	43,172	44,272	44,272	44,272	44,272	44,272	44,272	516,357
Other Revenues & Miscellaneous Income	5,526	5,526	5,526	5,526	5,526	5,526	5,526	5,526	5,526	5,526	5,526	5,526	66,312
Contractual Allowances	(21,461)	(21,461)	(21,062)	(21,461)	(21,062)	(56,018)	(21,461)	(20,663)	(21,359)	(21,163)	(21,359)	(21,163)	(289,690)
<b>TOTAL OPERATING REVENUES</b>	<b>977,014</b>	<b>977,014</b>	<b>971,242</b>	<b>1,000,447</b>	<b>983,594</b>	<b>925,890</b>	<b>993,037</b>	<b>979,331</b>	<b>991,291</b>	<b>987,929</b>	<b>991,291</b>	<b>987,929</b>	<b>11,766,007</b>
<b>OPERATING EXPENSES</b>													
Salaries & Wages	546,382	546,382	543,005	546,382	543,005	546,382	546,382	539,628	546,382	543,005	546,382	543,003	6,536,315
Employee Benefits & Taxes	90,278	90,278	90,146	90,278	90,146	90,278	90,278	90,014	90,278	90,146	90,278	90,146	1,082,544
Advertising	2,533	2,533	2,533	2,533	2,533	2,533	2,533	2,533	2,533	2,533	2,533	2,533	30,400
Property Leases	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	226,300
Property Taxes & Dues	4,595	4,595	4,595	4,595	4,595	4,595	4,595	4,595	4,595	4,595	4,595	4,595	55,136
Utilities & Cable	32,870	29,766	29,151	28,640	27,576	32,141	37,080	35,591	33,146	29,880	27,986	28,976	372,799
Food	21,216	21,216	21,216	21,216	21,216	21,216	21,216	21,216	21,216	21,216	21,216	21,216	254,594
Maintenance	13,399	13,399	13,399	13,399	13,399	13,399	13,399	13,399	13,399	13,399	13,399	13,398	160,785
Vehicle Lease	12,405	3,785	3,785	3,785	3,785	3,785	3,785	3,785	3,785	3,785	3,785	3,785	54,040
Supplies	17,159	17,159	17,159	17,159	17,159	17,159	17,159	17,159	17,159	17,159	17,159	17,159	205,903
Vehicle Gasoline, Repairs & Maintenance	12,738	12,738	12,738	12,738	12,738	12,738	12,738	12,738	12,738	12,738	12,738	12,736	152,849
Training Supplies	2,536	2,536	2,536	2,536	2,536	2,536	2,536	2,536	2,536	2,536	2,536	2,536	30,433
Professional Services	17,261	17,261	17,261	17,261	17,261	17,261	17,261	17,261	17,261	17,261	17,261	17,261	207,130
Other Operating Expenses	636	636	636	636	636	636	636	636	636	636	636	636	7,632
Interest Expense	55,376	55,194	53,301	54,835	53,024	54,478	54,299	49,262	53,940	52,163	53,599	51,834	641,303
Insurance Expense	11,667	12,867	11,667	11,667	11,667	11,667	11,667	11,667	11,667	11,667	11,667	11,667	141,200
Administrative Services	19,760	19,760	19,760	19,760	19,760	19,760	19,760	19,760	19,760	19,760	19,760	19,760	237,120
EFT Payments	29,592	29,592	29,592	29,592	29,592	29,592	29,592	29,592	29,592	29,592	29,592	29,592	355,107
Depreciation	49,955	49,151	48,459	48,193	47,869	47,760	47,061	46,480	46,043	45,345	45,345	45,074	566,733
<b>TOTAL OPERATING EXPENSES</b>	<b>959,215</b>	<b>947,704</b>	<b>939,795</b>	<b>944,061</b>	<b>937,353</b>	<b>946,772</b>	<b>950,833</b>	<b>936,708</b>	<b>945,522</b>	<b>936,272</b>	<b>939,323</b>	<b>934,765</b>	<b>11,318,324</b>
<b>INCREASE/(DECREASE) IN NET ASSETS</b>	<b>17,799</b>	<b>29,310</b>	<b>31,447</b>	<b>56,385</b>	<b>46,240</b>	<b>(20,882)</b>	<b>42,204</b>	<b>42,622</b>	<b>45,769</b>	<b>51,657</b>	<b>51,968</b>	<b>53,163</b>	<b>447,683</b>

Tennessee Family Solutions  
 Budget Worksheets  
 For the Twelve Months Ended June 30, 2016

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2016 Total
<b>DEBT SERVICE COVERAGE</b>													
Available for Debt Service:													
Increase/(Decrease) in Net Assets	17,799	29,310	31,447	56,385	46,240	(20,882)	42,204	42,622	45,769	51,657	51,968	53,163	447,683
Depreciation/Amortization	49,955	49,151	48,459	48,193	47,869	47,760	47,061	46,480	46,043	45,345	45,345	45,074	566,733
Interest Expense	55,376	55,194	53,301	54,835	53,024	54,478	54,299	49,262	53,940	52,163	53,599	51,834	641,303
Property Leases	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	226,300
Start-Up Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Available for Debt Service</b>	<b>141,988</b>	<b>152,513</b>	<b>152,065</b>	<b>178,272</b>	<b>165,992</b>	<b>100,214</b>	<b>162,422</b>	<b>157,223</b>	<b>164,610</b>	<b>168,023</b>	<b>169,770</b>	<b>168,929</b>	<b>1,882,020</b>
<b>Debt Service:</b>													
Series A Interest	30,874	30,711	29,563	30,386	29,248	30,060	29,897	26,857	29,571	28,460	29,246	28,145	353,018
Series A Principal	32,500	32,500	32,500	32,500	32,500	32,500	32,500	32,500	32,500	32,500	32,500	32,500	390,000
Capital Lease Obligations	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	156,960
Other Principal Obligations	3,426	3,449	3,468	3,587	3,603	3,620	3,099	2,808	2,200	1,617	1,624	1,631	34,132
Other Interest Obligations	260	241	154	207	192	176	160	136	127	119	111	105	1,986
Property Leases	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	18,858	226,300
<b>Total Series A Debt Service</b>	<b>98,998</b>	<b>98,839</b>	<b>97,623</b>	<b>98,619</b>	<b>97,481</b>	<b>98,294</b>	<b>97,594</b>	<b>94,239</b>	<b>96,336</b>	<b>94,634</b>	<b>95,419</b>	<b>94,319</b>	<b>1,162,396</b>
Coverage	1.43	1.54	1.56	1.81	1.70	1.02	1.66	1.67	1.71	1.78	1.78	1.79	1.62
			1.51			1.51			1.68			1.78	
<b>Total Series A Debt Service</b>	<b>98,998</b>	<b>98,839</b>	<b>97,623</b>	<b>98,619</b>	<b>97,481</b>	<b>98,294</b>	<b>97,594</b>	<b>94,239</b>	<b>96,336</b>	<b>94,634</b>	<b>95,419</b>	<b>94,319</b>	<b>1,162,396</b>
Series B Interest	20,384	20,384	19,726	20,384	19,726	20,384	20,384	18,411	20,384	19,726	20,384	19,726	240,003
<b>Total Debt Service</b>	<b>119,382</b>	<b>119,223</b>	<b>117,349</b>	<b>119,003</b>	<b>117,207</b>	<b>118,678</b>	<b>117,978</b>	<b>112,650</b>	<b>116,720</b>	<b>114,360</b>	<b>115,803</b>	<b>114,045</b>	<b>1,402,399</b>
Coverage - 1.25 Required	1.19	1.28	1.30	1.50	1.42	0.84	1.38	1.40	1.41	1.47	1.47	1.48	1.34
			1.25			1.25			1.39			1.47	
<b>Adjustments to Cash Basis</b>													
Estimated Beginning Cash	1,800,000												
Increase/(Decrease) in Net Assets	17,799	29,310	31,447	56,385	46,240	(20,882)	42,204	42,622	45,769	51,657	51,968	53,163	
Depreciation/Amortization	49,955	49,151	48,459	48,193	47,869	47,760	47,061	46,480	46,043	45,345	45,345	45,074	
Capital Lease Obligations	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	
Capital Purchases						(20,000)						(20,000)	
Principal Payments	(32,500)	(32,500)	(32,500)	(32,500)	(32,500)	(32,500)	(32,500)	(32,500)	(32,500)	(32,500)	(32,500)	(32,500)	
Vehicles	(3,426)	(3,449)	(3,468)	(3,587)	(3,603)	(3,620)	(3,099)	(2,808)	(2,200)	(1,617)	(1,624)	(1,631)	
<b>Change in Cash</b>	<b>22,606</b>	<b>33,289</b>	<b>34,716</b>	<b>59,269</b>	<b>48,784</b>	<b>(38,464)</b>	<b>44,444</b>	<b>44,573</b>	<b>47,890</b>	<b>53,663</b>	<b>53,967</b>	<b>34,884</b>	
<b>Ending Cash</b>	<b>1,822,606</b>	<b>1,855,896</b>	<b>1,890,611</b>	<b>1,949,880</b>	<b>1,998,664</b>	<b>1,960,200</b>	<b>2,004,644</b>	<b>2,049,216</b>	<b>2,097,107</b>	<b>2,150,769</b>	<b>2,204,736</b>	<b>2,239,620</b>	
<b>Average Days Cash</b>	<b>62.14</b>	<b>64.03</b>	<b>63.63</b>	<b>67.47</b>	<b>67.41</b>	<b>67.59</b>	<b>68.76</b>	<b>64.45</b>	<b>72.28</b>	<b>72.42</b>	<b>76.45</b>	<b>75.52</b>	<b>76.03</b>