



BUDGET FORECAST AND RELATED  
STATEMENTS FOR FY2018

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JULY '17 THROUGH JUNE '18

*TENNESSEE FAMILY SOLUTIONS, INC.*

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EIDETIK, INCORPORATED  
POST OFFICE BOX 820  
MORGANFIELD, KENTUCKY 42437

Tennessee Family Solutions  
Budget Comparison Report  
For the Twelve Months Ended June 30, 2018

	2017 BUDGET	2018 BUDGET	VARIANCE	% CHANGE	2017 ANNUALIZED	VARIANCE
<b>OPERATING REVENUES</b>						
Day & Community Participation	1,168,732	1,052,177	(116,555)	-9.97%	965,784	86,393
SL/Other Residential Revenues	7,501,599	7,354,660	(146,939)	-1.96%	7,511,662	(157,002)
ICF Revenues	2,459,592	2,615,105	155,513	6.32%	2,586,599	28,506
Transportation	3,300	1,272	(2,028)	-61.45%	5,333	(4,061)
Client Reimbursement	556,920	549,966	(6,954)	-1.25%	559,387	(9,420)
Other Revenues & Miscellaneous Income	67,596	70,200	2,604	3.85%	121,615	(51,415)
Contractual Allowances	(306,820)	(322,842)	(16,022)	5.22%	(322,486)	(355)
<b>TOTAL OPERATING REVENUES</b>	<b>11,450,919</b>	<b>11,320,539</b>	<b>(130,380)</b>	<b>-1.14%</b>	<b>11,427,893</b>	<b>(107,355)</b>
<b>OPERATING EXPENSES</b>						
Salaries & Wages	6,516,854	6,545,360	28,506	0.44%	6,373,484	171,875
Employee Benefits & Taxes	1,046,208	1,016,906	(29,302)	-2.80%	903,370	113,536
Advertising	27,252	34,350	7,098	26.05%	23,819	10,531
Property Leases	309,432	255,648	(53,784)	-17.38%	318,858	(63,210)
Property Taxes & Dues	65,364	53,772	(11,592)	-17.73%	41,723	12,049
Utilities & Cable	393,230	400,303	7,073	1.80%	391,480	8,823
Food	281,796	277,950	(3,846)	-1.36%	278,937	(987)
Maintenance	139,290	138,500	(790)	-0.57%	117,239	21,261
Vehicle Lease	42,588	56,709	14,121	33.16%	65,718	(9,010)
Supplies	219,473	218,920	(553)	-0.25%	209,032	9,888
Vehicle Gasoline, Repairs & Maintenance	120,720	164,850	44,130	36.56%	161,433	3,417
Training Supplies	38,364	39,305	941	2.45%	33,910	5,395
Professional Services	239,016	241,370	2,354	0.98%	207,279	34,091
Other Operating Expenses	22,440	32,992	10,552	47.02%	19,646	13,346
Interest Expense	614,316	635,886	21,570	3.51%	615,716	20,170
Insurance Expense	155,808	206,912	51,104	32.80%	167,838	39,075
Administrative Services	230,640	218,700	(11,940)	-5.18%	221,255	(2,555)
EFT Payments	92,700	66,530	(26,170)	-28.23%	70,352	(3,822)
Depreciation & Amortization	543,768	609,760	65,992	12.14%	533,705	76,055
<b>TOTAL OPERATING EXPENSES</b>	<b>11,099,259</b>	<b>11,214,724</b>	<b>115,465</b>	<b>1.04%</b>	<b>10,754,795</b>	<b>459,929</b>
<b>INCREASE/(DECREASE) IN NET ASSETS</b>	<b>351,660</b>	<b>105,815</b>	<b>(245,845)</b>	<b>-69.91%</b>	<b>673,098</b>	<b>(567,284)</b>

Tennessee Family Solutions  
 Budget Worksheets  
 For the Twelve Months Ended June 30, 2018

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2018 Total
<b>OPERATING REVENUES</b>													
Day & Community Participation	87,681	87,681	87,681	87,681	87,681	87,681	87,681	87,681	87,681	87,681	87,681	87,681	1,052,177
SL/Other Residential Revenues	612,888	612,888	612,888	612,888	612,888	612,888	612,888	612,888	612,888	612,888	612,888	612,888	7,354,660
ICF Revenues	222,105	222,105	214,940	222,105	214,940	222,105	222,105	200,611	222,105	214,940	222,105	214,940	2,615,105
Transportation	106	106	106	106	106	106	106	106	106	106	106	106	1,272
Client Reimbursement	45,831	45,831	45,831	45,831	45,831	45,831	45,831	45,831	45,831	45,831	45,831	45,831	549,966
Other Revenues & Miscellaneous Income	5,850	5,850	5,850	5,850	5,850	5,850	5,850	5,850	5,850	5,850	5,850	5,850	70,200
Contractual Allowances	(22,042)	(22,042)	(21,648)	(22,042)	(21,045)	(83,138)	(22,042)	(21,463)	(22,042)	(21,648)	(22,042)	(21,648)	(322,842)
<b>TOTAL OPERATING REVENUES</b>	<b>952,419</b>	<b>952,419</b>	<b>945,648</b>	<b>952,419</b>	<b>946,251</b>	<b>891,323</b>	<b>952,419</b>	<b>931,505</b>	<b>952,419</b>	<b>945,648</b>	<b>952,419</b>	<b>945,649</b>	<b>11,320,539</b>
<b>OPERATING EXPENSES</b>													
Salaries & Wages	549,393	549,393	542,628	549,393	542,628	549,393	549,393	529,097	549,393	542,628	549,393	542,628	6,545,360
Employee Benefits & Taxes	85,045	85,045	84,525	85,045	84,525	85,045	85,045	83,492	85,045	84,525	85,045	84,525	1,016,906
Advertising	2,863	2,863	2,863	2,863	2,863	2,863	2,863	2,863	2,863	2,863	2,863	2,863	34,350
Property Leases	26,359	26,359	26,359	26,359	18,777	18,777	18,777	18,777	18,777	18,777	18,777	18,777	255,648
Property Taxes & Dues	3,887	3,041	5,981	4,387	3,041	5,981	3,987	4,481	5,981	3,987	3,041	5,981	53,772
Utilities & Cable	36,398	35,692	34,422	32,391	31,117	34,552	36,785	33,627	32,462	31,899	29,717	31,242	400,303
Food	23,163	23,163	23,163	23,163	23,163	23,163	23,163	23,163	23,163	23,163	23,163	23,163	277,950
Maintenance	11,542	11,542	11,542	11,542	11,542	11,542	11,542	11,542	11,542	11,542	11,542	11,542	138,500
Vehicle Lease	4,726	4,726	4,726	4,726	4,726	4,726	4,726	4,726	4,726	4,726	4,726	4,726	56,709
Supplies	18,243	18,243	18,243	18,243	18,243	18,243	18,243	18,243	18,243	18,243	18,243	18,243	218,920
Vehicle Gasoline, Repairs & Maintenance	13,737	13,737	13,737	13,737	13,737	13,737	13,737	13,737	13,737	13,737	13,737	13,738	164,850
Training Supplies	3,275	3,275	3,275	3,275	3,275	3,275	3,275	3,275	3,275	3,275	3,275	3,275	39,305
Professional Services	20,114	20,114	20,114	20,114	20,114	20,114	20,114	20,114	20,114	20,114	20,114	20,114	241,370
Other Operating Expenses	2,749	2,749	2,749	2,749	2,749	2,749	2,749	2,749	2,749	2,749	2,749	2,749	32,992
Interest Expense	49,475	50,193	50,030	48,856	55,933	54,916	55,456	55,293	52,615	54,812	53,821	54,486	635,886
Insurance Expense	17,243	17,243	17,243	17,243	17,243	17,243	17,243	17,243	17,243	17,243	17,243	17,243	206,912
Administrative Services	18,225	18,225	18,225	18,225	18,225	18,225	18,225	18,225	18,225	18,225	18,225	18,225	218,700
EFT Payments	5,544	5,544	5,544	5,544	5,544	5,544	5,544	5,544	5,544	5,544	5,544	5,544	66,530
Depreciation & Amortization	45,119	45,119	45,119	45,119	53,661	53,661	53,661	53,661	53,661	53,661	53,661	53,661	609,760
<b>TOTAL OPERATING EXPENSES</b>	<b>937,100</b>	<b>936,265</b>	<b>930,488</b>	<b>932,974</b>	<b>931,105</b>	<b>943,748</b>	<b>944,527</b>	<b>919,851</b>	<b>939,357</b>	<b>931,712</b>	<b>934,878</b>	<b>932,720</b>	<b>11,214,724</b>
<b>INCREASE/(DECREASE) IN NET ASSETS</b>	<b>15,319</b>	<b>16,154</b>	<b>15,161</b>	<b>19,445</b>	<b>15,147</b>	<b>(52,425)</b>	<b>7,892</b>	<b>11,654</b>	<b>13,062</b>	<b>13,937</b>	<b>17,541</b>	<b>12,929</b>	<b>105,815</b>

Tennessee Family Solutions  
 Budget Worksheets  
 For the Twelve Months Ended June 30, 2018

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2018 Total
<b>DEBT SERVICE COVERAGE</b>													
Available for Debt Service:													
Increase/(Decrease) in Net Assets	15,319	16,154	15,161	19,445	15,147	(52,425)	7,892	11,654	13,062	13,937	17,541	12,929	105,815
Depreciation/Amortization	45,119	45,119	45,119	45,119	53,661	53,661	53,661	53,661	53,661	53,661	53,661	53,661	609,760
Interest Expense	49,475	50,193	50,030	48,856	55,933	54,916	55,456	55,293	52,615	54,812	53,821	54,486	635,886
Property Leases	26,359	26,359	26,359	26,359	18,777	18,777	18,777	18,777	18,777	18,777	18,777	18,777	255,648
Reserve Account	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
<b>Total Available for Debt Service</b>	<b>168,772</b>	<b>170,324</b>	<b>169,169</b>	<b>172,279</b>	<b>176,016</b>	<b>107,428</b>	<b>168,285</b>	<b>171,884</b>	<b>170,614</b>	<b>173,686</b>	<b>176,299</b>	<b>172,352</b>	<b>1,997,109</b>
Debt Service:													
Series A Interest	26,411	27,128	26,965	25,938	26,640	25,623	26,314	26,151	23,473	25,825	24,834	25,499	310,801
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	9,351	9,351	9,351	9,351	9,351	9,351	9,351	9,351	9,351	9,351	9,351	9,351	112,212
Other Principal Obligations	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Interest Obligations	-	-	-	-	-	-	-	-	-	-	-	-	-
Property Leases	26,359	26,359	26,359	26,359	18,777	18,777	18,777	18,777	18,777	18,777	18,777	18,777	255,648
<b>Total Series A Debt Service</b>	<b>94,621</b>	<b>95,338</b>	<b>95,175</b>	<b>94,148</b>	<b>87,268</b>	<b>86,251</b>	<b>86,942</b>	<b>86,779</b>	<b>84,101</b>	<b>86,453</b>	<b>85,462</b>	<b>86,127</b>	<b>1,068,661</b>
Coverage	1.78	1.79	1.78	1.83	2.02	1.25	1.94	1.98	2.03	2.01	2.06	2.00	1.87
			1.78			1.70			1.98		2.02	2.02	
Total Series A Debt Service	94,621	95,338	95,175	94,148	87,268	86,251	86,942	86,779	84,101	86,453	85,462	86,127	1,068,661
Admin Building Interest					6,375	6,375	6,375	6,375	6,375	6,375	6,375	6,375	51,000
Admin Building Principal					2,900	2,900	2,900	2,900	2,900	2,900	2,900	2,900	23,200
Series B Principal			14,646			15,086			15,538			16,004	61,274
Series B Interest	19,207	19,207	19,207	19,060	19,060	19,060	18,909	18,909	18,909	18,754	18,754	18,754	227,790
<b>Total Debt Service</b>	<b>113,828</b>	<b>114,545</b>	<b>129,028</b>	<b>113,208</b>	<b>115,603</b>	<b>129,672</b>	<b>115,126</b>	<b>114,963</b>	<b>127,823</b>	<b>114,482</b>	<b>113,491</b>	<b>130,160</b>	<b>1,431,925</b>
Coverage - 1.25 Required	1.48	1.49	1.31	1.52	1.52	0.83	1.46	1.50	1.33	1.52	1.55	1.32	1.39
			1.42			1.27			1.43		1.46	1.46	
<b>Adjustments to Cash Basis</b>													
Estimated Beginning Cash	2,000,000												
Increase/(Decrease) in Net Assets	15,319	16,154	15,161	19,445	15,147	(52,425)	7,892	11,654	13,062	13,937	17,541	12,929	
Depreciation/Amortization	45,119	45,119	45,119	45,119	53,661	53,661	53,661	53,661	53,661	53,661	53,661	53,661	
Capital Lease Obligations	(5,493)	(5,493)	(5,493)	(5,493)	(5,493)	(5,493)	(5,493)	(5,493)	(5,493)	(5,493)	(5,493)	(5,493)	
Capital Purchases			(25,000)			(25,000)			(25,000)			(25,000)	
Capitalized Interest - Admin Bldg	(2,613)	(3,785)	(4,698)	(5,271)									
Principal Payments	(32,500)	(32,500)	(47,146)	(32,500)	(35,400)	(50,486)	(35,400)	(35,400)	(50,938)	(35,400)	(35,400)	(51,404)	
Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Change in Cash</b>	<b>19,832</b>	<b>19,495</b>	<b>(22,057)</b>	<b>21,300</b>	<b>27,914</b>	<b>(79,743)</b>	<b>20,660</b>	<b>24,421</b>	<b>(14,708)</b>	<b>26,704</b>	<b>30,309</b>	<b>(15,308)</b>	
<b>Ending Cash</b>	<b>2,019,832</b>	<b>2,039,327</b>	<b>2,017,269</b>	<b>2,038,570</b>	<b>2,066,484</b>	<b>1,986,741</b>	<b>2,007,401</b>	<b>2,031,822</b>	<b>2,017,113</b>	<b>2,043,818</b>	<b>2,074,126</b>	<b>2,058,818</b>	
<b>Average Days Cash</b>	<b>70.20</b>	<b>70.94</b>	<b>68.35</b>	<b>71.18</b>	<b>70.65</b>	<b>69.19</b>	<b>69.85</b>	<b>65.68</b>	<b>70.60</b>	<b>69.83</b>	<b>72.96</b>	<b>70.26</b>	<b>70.86</b>