

Tennessee Family Solutions
Budget Comparison Report
For the Twelve Months Ended June 30, 2011

	2010 BUDGET	2011 BUDGET	VARIANC	% CHANG	2010 ANNUALIZE	VARIANCE
OPERATING REVENUES						
Day & Community Participation	982,992	935,756	(47,236)	-4.81%	989,252	(53,496)
SL/Other Residential Revenues	5,222,372	5,441,243	218,871	4.19%	5,385,140	56,103
ICF Revenues	806,111	1,603,148	797,037	98.87%	137,966	1,465,182
Transportation	8,784	4,464	(4,320)	-49.18%	8,606	(4,142)
Behavioral Services	125,580	109,539	(16,041)	-12.77%	115,145	(5,606)
Client Reimbursement	271,536	310,224	38,688	14.25%	280,517	29,707
Other Revenues & Miscellaneous Income	51,660	50,448	(1,212)	-2.35%	100,335	(49,887)
Contractual Allowances	(44,335)	(62,559)	(18,224)	41.11%	(67,358)	4,799
TOTAL OPERATING REVENUES	7,424,700	8,392,263	967,563	13.03%	6,949,604	1,442,660
OPERATING EXPENSES						
Salaries & Wages	3,709,935	4,543,017	833,082	22.46%	3,491,768	1,051,250
Employee Benefits & Taxes	532,134	633,257	101,123	19.00%	494,033	139,224
Advertising	20,292	13,250	(7,042)	-34.70%	15,221	(1,971)
Property Leases	751,854	1,031,224	279,370	37.16%	748,094	283,131
Property Taxes & Dues	94,524	92,810	(1,714)	-1.81%	114,097	(21,287)
Utilities & Cable	260,677	259,561	(1,116)	-0.43%	208,230	51,331
Food	155,640	159,775	4,135	2.66%	135,486	24,289
Maintenance	108,842	127,311	18,469	16.97%	79,815	47,496
Vehicle Lease	6,648	10,996	4,348	65.40%	9,613	1,383
Supplies	106,612	156,504	49,892	46.80%	95,569	60,935
Vehicle Gasoline, Repairs & Maintenance	97,814	126,754	28,940	29.59%	109,448	17,306
Training Supplies	83,832	122,424	38,592	46.03%	7,102	115,321
Professional Services	86,110	74,050	(12,060)	-14.01%	56,541	17,509
Other Operating Expenses	12,504	12,504	0	0.00%	14,019	(1,515)
Interest Expense	6,189	6,409	220	3.56%	3,928	2,481
Insurance Expense	103,590	119,055	15,465	14.93%	88,750	30,305
Administrative Services	172,500	201,250	28,750	16.67%	150,000	51,250
EFT Payments	619,285	580,455	(38,830)	-6.27%	531,970	48,485
Depreciation	64,947	52,377	(12,570)	-19.35%	50,577	1,800
TOTAL OPERATING EXPENSES	6,993,929	8,322,984	1,329,055	19.00%	6,404,260	1,918,724
INCREASE/(DECREASE) IN NET ASSETS	430,771	69,279	(361,492)	-83.92%	545,343	(476,064)