



BUDGET FORECAST AND RELATED  
STATEMENTS FOR FY2019

-

JULY '18 THROUGH JUNE '19

*TENNESSEE FAMILY SOLUTIONS, INC.*

---



EIDETIK, INCORPORATED  
POST OFFICE BOX 820  
MORGANFIELD, KENTUCKY 42437

TENNESSEE FAMILY SOLUTIONS, INC.  
Budget Comparison Report  
For the Twelve Months Ended June 30, 2019

	2018 BUDGET	2019 BUDGET	VARIANCE	% CHANGE	2018 ANNUALIZED	VARIANCE
<b>OPERATING REVENUES</b>						
Day & Community Participation	1,052,171	1,051,766	(405)	-0.04%	970,840	80,926
SL/Other Residential Revenues	7,354,668	7,465,399	110,731	1.51%	7,472,222	(6,824)
ICF Revenues	2,615,110	2,218,493	(396,617)	-15.17%	2,332,113	(113,621)
Transportation	1,272	2,232	960	75.47%	1,368	864
Client Reimbursement	550,578	524,546	(26,032)	-4.73%	534,378	(9,831)
Other Revenues & Miscellaneous Income	70,200	102,988	32,788	46.71%	134,306	(31,318)
Contractual Allowances	(322,834)	(269,830)	53,004	-16.42%	(278,233)	8,403
<b>TOTAL OPERATING REVENUES</b>	<b>11,321,165</b>	<b>11,095,594</b>	<b>(225,571)</b>	<b>-1.99%</b>	<b>11,166,994</b>	<b>(71,401)</b>
<b>OPERATING EXPENSES</b>						
Salaries & Wages	6,545,360	6,543,240	(2,120)	-0.03%	6,393,243	149,997
Employee Benefits & Taxes	1,016,919	944,639	(72,280)	-7.11%	925,579	19,060
Advertising	34,356	32,300	(2,056)	-5.98%	23,071	9,229
Property Leases	255,644	96,456	(159,188)	-62.27%	266,918	(170,462)
Property Taxes & Dues	53,776	43,347	(10,429)	-19.39%	56,485	(13,138)
Utilities & Cable	400,304	412,397	12,093	3.02%	422,126	(9,729)
Food	277,968	270,650	(7,318)	-2.63%	269,506	1,144
Maintenance	138,396	97,500	(40,896)	-29.55%	77,235	20,265
Vehicle Lease	56,688	38,149	(18,539)	-32.70%	43,141	(4,992)
Supplies	218,748	210,600	(8,148)	-3.72%	206,687	3,913
Vehicle Gasoline, Repairs & Maintenance	164,772	174,600	9,828	5.96%	190,734	(16,134)
Training Supplies	39,360	34,100	(5,260)	-13.36%	31,963	2,137
Professional Services	241,380	237,350	(4,030)	-1.67%	230,295	7,055
Other Operating Expenses	32,988	24,792	(8,196)	-24.85%	21,893	2,899
Interest Expense	635,887	592,035	(43,852)	-6.90%	613,083	(21,048)
Insurance Expense	206,916	201,446	(5,470)	-2.64%	210,199	(8,753)
Administrative Services	218,700	216,300	(2,400)	-1.10%	212,730	3,570
EFT Payments	66,528	178,958	112,430	169.00%	137,343	41,615
Depreciation & Amortization	609,764	669,756	59,992	9.84%	582,736	87,020
<b>TOTAL OPERATING EXPENSES</b>	<b>11,214,454</b>	<b>11,018,615</b>	<b>(195,839)</b>	<b>-1.75%</b>	<b>10,914,968</b>	<b>103,648</b>
<b>INCREASE/(DECREASE) IN NET ASSETS</b>	<b>106,711</b>	<b>76,978</b>	<b>(29,733)</b>	<b>-27.86%</b>	<b>252,027</b>	<b>(175,048)</b>

Tennessee Family Solutions  
 Budget Worksheets  
 For the Twelve Months Ended June 30, 2019

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2019 Total
<b>OPERATING REVENUES</b>													
Day & Community Participation	89,328	89,328	86,447	89,328	86,447	89,328	89,328	80,683	89,328	86,447	89,328	86,447	1,051,766
SL/Other Residential Revenues	635,071	635,071	612,864	635,071	612,864	635,071	635,071	568,448	635,071	612,862	635,071	612,864	7,465,399
ICF Revenues	188,420	188,420	182,342	188,420	182,342	188,420	188,420	170,186	188,420	182,342	188,420	182,342	2,218,493
Transportation													2,232
Client Reimbursement	43,712	43,712	43,712	43,712	43,712	43,712	43,712	43,712	43,712	43,712	43,712	43,714	524,546
Other Revenues & Miscellaneous Income	8,582	8,582	8,582	8,582	8,582	8,582	8,582	8,582	8,582	8,582	8,582	8,586	102,988
Contractual Allowances	(19,514)	(19,514)	(18,965)	(19,514)	(19,180)	(57,514)	(19,514)	(18,726)	(19,514)	(19,180)	(19,514)	(19,181)	(269,830)
<b>TOTAL OPERATING REVENUES</b>	<b>945,599</b>	<b>945,599</b>	<b>914,981</b>	<b>945,599</b>	<b>914,766</b>	<b>907,599</b>	<b>945,599</b>	<b>852,885</b>	<b>945,599</b>	<b>914,764</b>	<b>945,599</b>	<b>917,003</b>	<b>11,095,594</b>
<b>OPERATING EXPENSES</b>													
Salaries & Wages	555,727	555,727	537,801	555,727	537,801	555,727	555,727	501,947	555,727	537,801	555,727	537,801	6,543,240
Employee Benefits & Taxes	79,733	79,733	77,996	79,733	77,996	79,733	79,733	74,524	79,733	77,996	79,733	77,996	944,639
Advertising	2,692	2,692	2,692	2,692	2,692	2,692	2,692	2,692	2,692	2,692	2,692	2,688	32,300
Property Leases	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	96,456
Property Taxes & Dues	3,196	2,092	4,744	3,196	2,092	5,500	3,196	2,848	6,451	3,196	2,092	4,744	43,347
Utilities & Cable	36,440	35,658	32,793	33,755	31,733	35,708	41,610	36,093	33,033	33,425	30,608	31,541	412,397
Food	22,554	22,554	22,554	22,554	22,554	22,554	22,554	22,554	22,554	22,554	22,554	22,556	270,650
Maintenance	8,125	8,125	8,125	8,125	8,125	8,125	8,125	8,125	8,125	8,125	8,125	8,125	97,500
Vehicle Lease	3,179	3,179	3,179	3,179	3,179	3,179	3,179	3,179	3,179	3,179	3,179	3,180	38,149
Supplies	17,550	17,550	17,550	17,550	17,550	17,550	17,550	17,550	17,550	17,550	17,550	17,550	210,600
Vehicle Gasoline, Repairs & Maintenance	14,550	14,550	14,550	14,550	14,550	14,550	14,550	14,550	14,550	14,550	14,550	14,550	174,600
Training Supplies	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,842	2,838	34,100
Professional Services	19,654	19,654	19,654	21,154	19,654	19,654	19,654	19,654	19,654	19,654	19,654	19,656	237,350
Other Operating Expenses	2,066	2,066	2,066	2,066	2,066	2,066	2,066	2,066	2,066	2,066	2,066	2,066	24,792
Interest Expense	50,655	50,398	50,140	50,118	49,860	49,602	49,175	48,917	48,660	48,427	48,170	47,913	592,035
Insurance Expense	16,787	16,787	16,787	16,787	16,787	16,787	16,787	16,787	16,787	16,787	16,787	16,789	201,446
Administrative Services	18,025	18,025	18,025	18,025	18,025	18,025	18,025	18,025	18,025	18,025	18,025	18,025	216,300
EFT Payments	14,913	14,913	14,913	14,913	14,913	14,913	14,913	14,913	14,913	14,913	14,913	14,915	178,958
Depreciation & Amortization	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	669,756
<b>TOTAL OPERATING EXPENSES</b>	<b>932,539</b>	<b>930,396</b>	<b>910,262</b>	<b>930,817</b>	<b>906,270</b>	<b>933,058</b>	<b>936,229</b>	<b>871,117</b>	<b>930,392</b>	<b>907,633</b>	<b>923,118</b>	<b>906,784</b>	<b>11,018,615</b>
<b>INCREASE/(DECREASE) IN NET ASSETS</b>	<b>13,060</b>	<b>15,203</b>	<b>4,719</b>	<b>14,782</b>	<b>8,496</b>	<b>(25,459)</b>	<b>9,370</b>	<b>(18,232)</b>	<b>15,207</b>	<b>7,131</b>	<b>22,481</b>	<b>10,219</b>	<b>76,979</b>

Tennessee Family Solutions  
 Budget Worksheets  
 For the Twelve Months Ended June 30, 2019

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2019 Total
<b>DEBT SERVICE COVERAGE</b>													
Available for Debt Service:													
Increase/(Decrease) in Net Assets	13,060	15,203	4,719	14,782	8,496	(25,459)	9,370	(18,232)	15,207	7,131	22,481	10,219	76,979
Depreciation/Amortization	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	669,756
Interest Expense	50,655	50,398	50,140	50,118	49,860	49,602	49,175	48,917	48,660	48,427	48,170	47,913	592,035
Property Leases	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	96,456
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>160,066</b>	<b>161,952</b>	<b>151,210</b>	<b>161,251</b>	<b>154,707</b>	<b>120,494</b>	<b>154,896</b>	<b>127,036</b>	<b>160,218</b>	<b>151,909</b>	<b>167,002</b>	<b>154,483</b>	<b>1,825,226</b>
Debt Service:													
Series A Interest	24,362	24,204	24,046	23,889	23,731	23,573	23,416	23,258	23,101	22,943	22,785	22,628	281,936
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	-	-	-	-	-	-	-	-	-	-	-	-	-
Property Leases	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	8,038	96,456
<b>Total Series A Debt Service</b>	<b>64,900</b>	<b>64,742</b>	<b>64,584</b>	<b>64,427</b>	<b>64,269</b>	<b>64,111</b>	<b>63,954</b>	<b>63,796</b>	<b>63,639</b>	<b>63,481</b>	<b>63,323</b>	<b>63,166</b>	<b>768,392</b>
Coverage	2.47	2.50	2.34	2.50	2.41	1.88	2.42	1.99	2.52	2.39	2.64	2.45	2.38
			2.44			2.26			2.31			2.49	
Total Series A Debt Service	64,900	64,742	64,584	64,427	64,269	64,111	63,954	63,796	63,639	63,481	63,323	63,166	768,392
Pinnacle Admin Building D/S	11,096	11,096	11,096	11,096	11,096	11,096	11,096	11,096	11,096	11,096	11,096	11,096	133,152
Pinnacle Homes D/S	8,550	8,550	8,550	8,550	8,550	8,550	8,550	8,550	8,550	8,550	8,550	8,550	102,600
Series B Principal	-	-	16,484	-	-	16,979	-	-	17,488	-	-	-	68,964
Series B Interest	18,594	18,594	18,594	18,429	18,429	18,429	18,259	18,259	18,259	18,084	18,084	18,084	220,098
<b>Total Debt Service</b>	<b>103,140</b>	<b>102,982</b>	<b>119,308</b>	<b>102,502</b>	<b>102,344</b>	<b>119,165</b>	<b>101,859</b>	<b>101,701</b>	<b>119,032</b>	<b>101,211</b>	<b>101,053</b>	<b>118,909</b>	<b>1,293,206</b>
Coverage - 1.25 Required	1.55	1.57	1.27	1.57	1.51	1.01	1.52	1.25	1.35	1.50	1.65	1.30	1.41
			1.45			1.35			1.37			1.47	
<b>Adjustments to Cash Basis</b>													
Estimated Beginning Cash	800,000												
Increase/(Decrease) in Net Assets	13,060	15,203	4,719	14,782	8,496	(25,459)	9,370	(18,232)	15,207	7,131	22,481	10,219	
Depreciation/Amortization	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	55,813	
Capital Lease Obligations	-	-	-	-	-	-	-	-	-	-	-	-	
Capital Purchases	-	-	(15,000)	-	-	(15,000)	-	-	(15,000)	-	-	(15,000)	
Principal Payments	(44,447)	(44,546)	(61,130)	(44,346)	(44,446)	(61,525)	(44,646)	(44,746)	(62,334)	(44,746)	(44,845)	(62,958)	
Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Change in Cash</b>	<b>24,426</b>	<b>26,470</b>	<b>(15,598)</b>	<b>26,249</b>	<b>19,863</b>	<b>(46,171)</b>	<b>20,537</b>	<b>(7,165)</b>	<b>(6,314)</b>	<b>18,198</b>	<b>33,449</b>	<b>(11,926)</b>	
<b>Ending Cash</b>	<b>824,426</b>	<b>850,896</b>	<b>835,298</b>	<b>861,547</b>	<b>881,411</b>	<b>835,240</b>	<b>855,777</b>	<b>848,612</b>	<b>842,298</b>	<b>860,497</b>	<b>893,946</b>	<b>882,020</b>	
<b>Average Days Cash</b>	<b>29.15</b>	<b>30.16</b>	<b>29.33</b>	<b>30.52</b>	<b>31.09</b>	<b>29.52</b>	<b>30.13</b>	<b>29.14</b>	<b>29.86</b>	<b>30.31</b>	<b>31.95</b>	<b>31.09</b>	<b>31.11</b>
<b>Over/(Short)</b>	<b>(24,018)</b>	<b>4,525</b>	<b>(19,151)</b>	<b>14,769</b>	<b>30,954</b>	<b>(13,707)</b>	<b>3,761</b>	<b>(24,928)</b>	<b>(4,069)</b>	<b>8,677</b>	<b>54,618</b>	<b>31,049</b>	