



BUDGET FORECAST AND RELATED STATEMENTS FOR FY2022

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JULY 21 THROUGH JUNE 22

TENNESSEE FAMILY SOLUTIONS, INC.



EIDETIK, INCORPORATED
POST OFFICE BOX 820
MORGANFIELD, KENTUCKY 42437

Tennessee Family Solutions, Inc.
Budget Summary
For the year ended June 30, 2022

	FY2021	FY2022	\$Var	%Var	Prior 12 mo	\$Var	%Var
Operating Revenues							
Day & community participation	897,383	859,888	(37,495)	-4.4%	1,115,257	(255,369)	-22.9%
SL/Other residential revenues	7,323,361	8,103,218	779,857	9.6%	7,035,347	1,067,871	15.2%
ICF revenues	2,583,785	2,483,789	(99,997)	-4.0%	2,438,689	45,099	1.8%
Transportation	1,908	1,920	12	0.6%	1,909	11	0.6%
Medical\Psych Clinic	30,000	30,000	-	0.0%	28,998	1,002	3.5%
Client reimbursement	493,477	512,316	18,839	3.7%	474,010	38,306	8.1%
Other revenues & miscellaneous income	1,549,203	67,884	(1,481,319)	-2182.1%	1,578,351	(1,510,467)	-95.7%
Contractual allowances	(232,875)	(258,469)	(25,594)	9.9%	(247,735)	(10,734)	4.3%
Total operating revenues	12,646,242	11,800,546	(845,696)	-7.2%	12,424,826	(624,280)	-5.0%
Operating expenses							
Salaries & wages	7,020,000	7,296,300	276,300	3.8%	6,695,671	600,629	9.0%
Employee benefits & taxes	952,447	1,005,865	53,418	5.3%	920,846	85,019	9.2%
Advertising	46,500	50,000	3,500	7.0%	25,794	24,206	93.8%
Property leases	94,717	77,983	(16,734)	-21.5%	81,537	(3,554)	-4.4%
Property taxes & dues	45,256	46,644	1,388	3.0%	53,239	(6,595)	-12.4%
Utilities & cable	364,871	341,376	(23,495)	-6.9%	341,689	(313)	-0.1%
Food	257,450	238,700	(18,750)	-7.9%	254,551	(15,851)	-6.2%
Maintenance	86,200	88,750	2,550	2.9%	65,309	23,441	35.9%
Vehicle lease	24,408	29,599	5,191	17.5%	22,610	6,989	30.9%
Supplies	226,150	217,200	(8,950)	-4.1%	197,064	20,136	10.2%
Vehicle gasoline, repairs & maintenance	173,500	169,800	(3,700)	-2.2%	159,805	9,995	6.3%
Training supplies	26,100	25,100	(1,000)	-4.0%	19,747	5,353	27.1%
Professional services	234,680	253,850	19,170	7.6%	217,310	36,540	16.8%
Bad debts	-	-	-	0.0%	699	(699)	-100.0%
Other operating expenses	22,464	22,264	(200)	-0.9%	18,386	3,878	21.1%
Insurance expense	260,159	295,886	35,727	12.1%	267,919	27,967	10.4%
Administrative services	214,954	219,061	4,106	1.9%	213,417	5,644	2.6%
EFT payments	241,144	234,385	(6,759)	-2.9%	247,527	(13,142)	-5.3%
Total expenses before interest, depreciation and amortization	10,291,000	10,612,763	321,762	3.0%	9,803,119	809,644	8.3%
Interest expense	518,727	478,978	(39,749)	-8.3%	495,029	(16,051)	-3.2%
Depreciation & amortization	691,933	691,964	31	0.0%	693,305	(1,342)	-0.2%
Total Expenses	11,501,660	11,783,705	282,045	2.4%	10,991,454	792,251	7.2%
Increase/(decrease) in net assets	1,144,582	16,841	(1,127,741)	-6696.3%	1,433,372	(1,416,531)	-98.8%

Tennessee Family Solutions, Inc.
Budget Summary by month
For the year ended June 30, 2022

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Operating Revenues													
Day & community participation	71,657	71,657	71,657	71,657	71,657	71,657	71,657	71,657	71,657	71,657	71,657	71,657	859,888
SL/Other residential revenues	675,268	675,268	675,268	675,268	675,268	675,268	675,268	675,268	675,268	675,268	675,268	675,268	8,103,218
ICF revenues	210,952	210,952	204,147	210,952	204,147	210,952	210,952	190,537	210,952	204,147	210,952	204,147	2,483,789
Transportation	160	160	160	160	160	160	160	160	160	160	160	160	1,920
Medical Clinic	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Client reimbursement	42,693	42,693	42,693	42,693	42,693	42,693	42,693	42,693	42,693	42,693	42,693	42,693	512,316
Other revenues & miscellaneous income	5,657	5,657	5,657	5,657	5,657	5,657	5,657	5,657	5,657	5,657	5,657	5,657	67,884
Contractual allowances	(21,757)	(21,757)	(21,383)	(21,757)	(21,383)	(21,757)	(21,757)	(20,635)	(21,757)	(21,383)	(21,757)	(21,383)	(258,469)
Total operating revenues	987,130	987,130	980,699	987,130	980,699	987,130	987,130	967,838	987,130	980,699	987,130	980,699	11,800,546
Operating expenses													
Salaries & wages	608,025	608,025	608,025	608,025	608,025	608,025	608,025	608,025	608,025	608,025	608,025	608,025	7,296,300
Employee benefits & taxes	83,822	83,822	83,822	83,822	83,822	83,822	83,822	83,822	83,822	83,822	83,822	83,822	1,005,865
Advertising	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	50,000
Property leases	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	77,983
Property taxes & dues	2,470	2,470	6,243	2,470	2,470	6,243	4,382	2,470	6,243	2,470	2,470	6,243	46,644
Utilities & cable	31,119	29,575	27,550	26,794	26,325	29,425	32,469	30,375	28,375	27,269	25,700	26,400	341,376
Food	19,892	19,892	19,892	19,892	19,892	19,892	19,892	19,892	19,892	19,892	19,892	19,892	238,700
Maintenance	7,396	7,396	7,396	7,396	7,396	7,396	7,396	7,396	7,396	7,396	7,396	7,393	88,750
Vehicle lease	2,467	2,467	2,467	2,467	2,467	2,467	2,467	2,467	2,467	2,467	2,467	2,467	29,599
Supplies	18,100	18,100	18,100	18,100	18,100	18,100	18,100	18,100	18,100	18,100	18,100	18,100	217,200
Vehicle gasoline, repairs & maintenance	14,150	14,150	14,150	14,150	14,150	14,150	14,150	14,150	14,150	14,150	14,150	14,150	169,800
Training supplies	2,092	2,092	2,092	2,092	2,092	2,092	2,092	2,092	2,092	2,092	2,092	2,091	25,100
Professional services	21,029	21,029	21,029	22,529	21,029	21,029	21,029	21,029	21,029	21,029	21,029	21,029	253,850
Bad debts	-	-	-	-	-	-	-	-	-	-	-	-	-
Other operating expenses	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	1,855	22,264
Insurance expense	24,657	24,657	24,657	24,657	24,657	24,657	24,657	24,657	24,657	24,657	24,657	24,657	295,886
Administrative services	18,173	18,370	18,370	18,173	18,370	18,173	18,370	18,370	17,778	18,370	18,173	18,370	219,061
EFT payments	19,532	19,532	19,532	19,532	19,532	19,532	19,532	19,532	19,532	19,532	19,532	19,532	234,385
Total expenses before interest, depreciation and amortization	885,444	884,097	885,845	882,619	880,847	887,523	888,903	884,897	886,078	881,791	880,025	884,692	10,612,763
Interest expense	41,141	40,984	40,826	40,434	40,276	40,118	39,719	39,561	39,403	38,996	38,839	38,681	478,978
Depreciation & amortization	57,492	57,492	57,586	57,586	57,586	57,679	57,679	57,679	57,773	57,773	57,773	57,867	691,964
Total Expenses	984,077	982,573	984,257	980,638	978,709	985,320	986,301	982,138	983,254	978,561	976,637	981,240	11,783,705
Increase/(decrease) in net assets	3,053	4,557	(3,558)	6,492	1,991	1,810	829	(14,299)	3,876	2,139	10,493	(541)	16,841

Tennessee Family Solutions, Inc.
Budget Summary by month
For the year ended June 30, 2022

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
DEBT SERVICE COVERAGE													
Available for Debt Service:													
Increase/(Decrease) in Net Assets	3,053	4,557	(3,558)	6,492	1,991	1,810	829	(14,299)	3,876	2,139	10,493	(541)	16,841
Depreciation/Amortization	57,492	57,492	57,586	57,586	57,586	57,679	57,679	57,679	57,773	57,773	57,773	57,867	691,964
Interest Expense	41,141	40,984	40,826	40,434	40,276	40,118	39,719	39,561	39,403	38,996	38,839	38,681	478,978
Property Leases	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	77,983
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
Total Available for Debt Service	140,685	142,031	133,853	143,510	138,851	138,606	137,225	121,939	140,051	137,907	146,104	135,006	1,655,767
Debt Service:													
Series A Interest	18,687	18,529	18,372	18,214	18,057	17,899	17,741	17,584	17,426	17,268	17,111	16,953	213,841
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	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	6,499	77,983
Total Series A Debt Service	57,686	57,528	57,370	57,213	57,055	56,898	56,740	56,582	56,425	56,267	56,109	55,952	681,825
Coverage	2.44	2.47	2.33	2.51	2.43	2.44	2.42	2.16	2.48	2.45	2.60	2.41	2.43
			2.41			2.46			2.35			2.49	
Total Series A Debt Service	57,686	57,528	57,370	57,213	57,055	56,898	56,740	56,582	56,425	56,267	56,109	55,952	681,825
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			23,503			24,208			24,934			25,682	98,327
Series B Interest	16,254	16,254	16,254	16,019	16,019	16,019	15,777	15,777	15,777	15,528	15,528	15,528	190,737
Total Debt Service	93,586	93,428	116,774	92,878	92,721	116,771	92,163	92,006	116,782	91,441	91,283	116,808	1,206,640
Coverage - 1.25 Required	1.50	1.52	1.15	1.55	1.50	1.19	1.49	1.33	1.20	1.51	1.60	1.16	1.37
			1.37			1.39			1.33			1.40	
Adjustments to Cash Basis													
Estimated Beginning Cash	2,700,000												
Increase/(Decrease) in Net Assets	3,053	4,557	(3,558)	6,492	1,991	1,810	829	(14,299)	3,876	2,139	10,493	(541)	16,841
Depreciation/Amortization	57,492	57,492	57,586	57,586	57,586	57,679	57,679	57,679	57,773	57,773	57,773	57,867	691,964
Other adjustments to cash													-
Capital Purchases			(11,250)			(11,250)			(11,250)			(11,250)	(45,000)
Principal Payments	(45,946)	(45,946)	(69,449)	(45,946)	(45,946)	(70,154)	(45,946)	(45,946)	(70,880)	(45,946)	(45,946)	(71,628)	(649,679)
Vehicles													
Change in Cash	14,599	16,103	(26,671)	18,132	13,630	(21,915)	12,562	(2,566)	(20,481)	13,966	22,320	(25,552)	14,126
Ending Cash	2,714,599	2,730,702	2,704,031	2,722,162	2,735,793	2,713,878	2,726,440	2,723,874	2,703,392	2,717,358	2,739,678	2,714,126	
Average Days Cash	90.82	91.51	87.54	91.42	89.10	90.69	91.02	82.50	90.55	88.53	92.43	88.18	
Over/(Short)	1,817,903	1,835,462	1,777,359	1,828,886	1,814,669	1,816,160	1,827,773	1,733,383	1,807,765	1,796,570	1,850,456	1,790,753	