



**BUDGET FORECAST AND RELATED
STATEMENTS FOR FY2013**

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JULY '12 THROUGH JUNE '13

TENNESSEE FAMILY SOLUTIONS, INC.



EIDETIK, INCORPORATED
POST OFFICE BOX 128
UNIONTOWN, KENTUCKY 42461

Tennessee Family Solutions
Budget Comparison Report
For the Twelve Months Ended June 30, 2013

	2012 BUDGET	2013 BUDGET	VARIANCE	% CHANGE	2012 ANNUALIZED	VARIANCE
OPERATING REVENUES						
Day & Community Participation	1,098,415	1,083,845	(14,570)	-1.33%	1,011,259	72,586
SL/Other Residential Revenues	6,452,579	7,643,022	1,190,443	18.45%	6,249,398	1,393,624
ICF Revenues	2,895,182	2,360,767	(534,415)	-18.46%	2,412,193	(51,426)
Transportation	4,752	7,464	2,712	57.07%	4,440	3,024
Behavioral Services	72,948	69,235	(3,713)	-5.09%	53,042	16,193
Client Reimbursement	334,563	355,166	20,603	6.16%	397,851	(42,684)
Other Revenues & Miscellaneous Income	57,048	90,168	33,120	58.06%	209,804	(119,636)
Contractual Allowances	(152,398)	(129,842)	22,556	-14.80%	(264,412)	134,569
TOTAL OPERATING REVENUES	10,763,089	11,479,825	716,736	6.66%	10,073,574	1,406,251
OPERATING EXPENSES						
Salaries & Wages	6,095,158	6,447,661	352,503	5.78%	5,348,504	1,099,157
Employee Benefits & Taxes	863,703	913,122	49,419	5.72%	775,157	137,965
Advertising	11,004	21,500	10,496	95.38%	16,589	4,911
Property Leases	261,366	264,738	3,372	1.29%	232,583	32,155
Property Taxes & Dues	97,463	98,259	796	0.82%	86,331	11,928
Utilities & Cable	323,397	353,111	29,714	9.19%	272,672	80,439
Food	188,568	221,300	32,732	17.36%	183,028	38,272
Maintenance	76,104	127,906	51,802	68.07%	121,417	6,489
Vehicle Lease	35,388	48,353	12,965	36.64%	52,706	(4,353)
Supplies	169,032	189,910	20,878	12.35%	173,488	16,422
Vehicle Gasoline, Repairs & Maintenance	157,968	149,955	(8,013)	-5.07%	143,153	6,803
Training Supplies	14,892	13,445	(1,447)	-9.72%	17,316	(3,871)
Professional Services	98,712	146,700	47,988	48.61%	177,174	(30,474)
Other Operating Expenses	12,000	12,600	600	5.00%	11,348	1,252
Interest Expense	698,751	685,857	(12,894)	-1.85%	706,807	(20,950)
Insurance Expense	123,540	119,642	(3,898)	-3.16%	113,583	6,059
Administrative Services	216,000	222,000	6,000	2.78%	221,614	386
EFT Payments	497,885	360,202	(137,683)	-27.65%	359,654	548
Depreciation & Amortization	445,716	494,622	48,906	10.97%	463,700	30,922
TOTAL OPERATING EXPENSES	10,386,647	10,890,882	504,235	4.85%	9,476,825	1,414,057
INCREASE/(DECREASE) IN NET ASSETS	376,442	588,943	212,501	56.45%	596,749	(7,806)

Tennessee Family Solutions
 Budget Worksheets
 For the Twelve Months Ended June 30, 2013

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2013 Total
OPERATING REVENUES													
Day & Community Participation	87,647	87,647	87,647	91,211	91,211	91,211	91,211	91,211	91,211	91,211	91,211	91,211	1,083,845
SL/Other Residential Revenues	596,087	596,087	596,087	650,528	650,528	650,528	650,528	650,528	650,528	650,528	650,528	650,528	7,643,017
ICF Revenues	196,731	196,731	196,731	196,731	196,731	196,731	196,731	196,731	196,731	196,731	196,731	196,731	2,360,767
Transportation	622	622	622	622	622	622	622	622	622	622	622	622	7,464
Behavioral Services	5,770	5,770	5,770	5,770	5,770	5,770	5,770	5,770	5,770	5,770	5,770	5,769	69,235
Client Reimbursement	29,128	29,128	29,128	29,753	29,753	29,753	29,753	29,753	29,753	29,753	29,753	29,753	355,166
Other Revenues & Miscellaneous Income	7,514	7,514	7,514	7,514	7,514	7,514	7,514	7,514	7,514	7,514	7,514	7,514	90,168
Contractual Allowances	(10,820)	(10,820)	(10,820)	(10,820)	(10,820)	(10,820)	(10,820)	(10,820)	(10,820)	(10,820)	(10,820)	(10,820)	(129,842)
TOTAL OPERATING REVENUES	912,679	912,679	912,679	971,309	971,309	971,309	971,309	971,309	971,309	971,309	971,309	971,309	11,479,820
OPERATING EXPENSES													
Salaries & Wages	537,305	537,305	537,305	537,305	537,305	537,305	537,305	537,305	537,305	537,305	537,305	537,305	6,447,661
Employee Benefits & Taxes	76,093	76,093	76,093	76,093	76,093	76,093	76,093	76,093	76,093	76,093	76,093	76,093	913,122
Advertising	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	1,792	21,500
Property Leases	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	264,738
Property Taxes & Dues	8,171	8,378	8,171	8,171	8,171	8,171	8,171	8,171	8,171	8,171	8,171	8,171	98,259
Utilities & Cable	32,379	30,175	28,250	28,254	26,810	30,350	33,379	29,825	28,355	29,059	28,450	27,825	353,111
Food	18,442	18,442	18,442	18,442	18,442	18,442	18,442	18,442	18,442	18,442	18,442	18,442	221,300
Maintenance	10,659	10,659	10,659	10,659	10,659	10,659	10,659	10,659	10,659	10,659	10,659	10,658	127,906
Vehicle Lease	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	48,353
Supplies	15,826	15,826	15,826	15,826	15,826	15,826	15,826	15,826	15,826	15,826	15,826	15,825	189,910
Vehicle Gasoline, Repairs & Maintenance	12,272	12,517	12,517	12,517	12,517	12,517	12,517	12,517	12,517	12,517	12,517	12,517	149,955
Training Supplies	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	1,120	13,445
Professional Services	12,100	12,100	12,100	12,100	13,600	12,100	12,100	12,100	12,100	12,100	12,100	12,100	146,700
Other Operating Expenses	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	1,050	12,600
Interest Expense	57,837	58,826	58,658	57,229	57,538	57,517	57,774	55,590	54,591	56,482	57,067	56,750	685,857
Insurance Expense	9,895	9,895	10,795	9,895	9,895	9,895	9,895	9,895	9,895	9,895	9,895	9,895	119,642
Administrative Services	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500	18,500	222,000
EFT Payments	30,532	30,232	30,121	30,532	29,621	30,582	30,582	28,528	30,582	29,521	30,050	29,321	360,202
Depreciation	41,315	41,315	41,315	41,315	41,315	41,149	41,149	41,149	41,149	41,149	41,149	41,149	494,622
TOTAL OPERATING EXPENSES	911,379	910,315	908,805	906,891	906,345	909,158	912,445	904,654	904,237	905,772	906,276	904,605	10,890,882
INCREASE/(DECREASE) IN NET ASSETS	1,300	2,363	3,874	64,418	64,964	62,151	58,864	66,656	67,072	65,538	65,033	66,704	588,937

Tennessee Family Solutions
 Budget Worksheets
 For the Twelve Months Ended June 30, 2013

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2013 Total
DEBT SERVICE COVERAGE													
Available for Debt Service:													
Increase/(Decrease) in Net Assets	1,300	2,363	3,874	64,418	64,964	62,151	58,864	66,656	67,072	65,538	65,033	66,704	588,937
Depreciation/Amortization	41,315	41,315	41,315	41,315	41,315	41,149	41,149	41,149	41,149	41,149	41,149	41,149	494,622
Interest Expense	57,837	58,826	58,658	57,229	57,538	57,517	57,774	55,590	54,591	56,482	57,067	56,750	685,857
Property Leases	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	264,738
Start-Up Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Available for Debt Service	122,514	124,566	125,908	185,024	185,879	182,878	179,849	185,457	184,873	185,230	185,310	186,665	2,034,154
Debt Service:													
Series A Interest	35,868	36,901	36,738	35,395	36,412	35,080	36,087	35,924	32,300	35,598	35,575	35,272	427,150
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
Property Leases	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	22,062	264,738
Total Series A Debt Service	90,430	91,463	91,300	89,957	90,974	89,642	90,649	90,486	86,862	90,160	90,137	89,834	1,081,888
Coverage	1.35	1.36	1.38	2.06	2.04	2.04	1.98	2.05	2.13	2.05	2.06	2.08	1.88
			1.37			2.05			2.05			2.06	
Total Series A Debt Service	90,430	91,463	91,300	89,957	90,974	89,642	90,649	90,486	86,862	90,160	90,137	89,834	1,081,888
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
Total Debt Service	110,814	111,847	111,026	110,341	110,700	110,026	111,033	108,897	107,246	109,886	110,521	109,560	1,321,891
Coverage - 1.5 Required	1.11	1.11	1.13	1.68	1.68	1.66	1.62	1.70	1.72	1.69	1.68	1.70	1.54
			1.12			1.67			1.68			1.69	
Adjustments to Cash Basis													
Estimated Beginning Cash	800,000												
Increase/(Decrease) in Net Assets	1,300	2,363	3,874	64,418	64,964	62,151	58,864	66,656	67,072	65,538	65,033	66,704	
Depreciation/Amortization	41,315	41,315	41,315	41,315	41,315	41,149	41,149	41,149	41,149	41,149	41,149	41,149	
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	(4,846)	(4,871)	(4,896)	(4,921)	(4,946)	(4,971)	(4,996)	(5,021)	(5,046)	(5,071)	(5,096)	(5,121)	
Change in Cash	5,269	6,308	7,793	68,313	68,833	65,829	62,518	70,284	70,675	69,116	68,586	70,232	
Ending Cash	805,269	811,577	819,370	887,683	956,517	1,022,346	1,084,863	1,155,147	1,225,823	1,294,939	1,363,525	1,433,757	
Average Days Cash	28.69	28.95	28.34	31.79	33.17	36.51	38.60	37.46	44.03	44.93	48.86	49.81	50.34
Over/(Short)	(36,728)	(29,391)	(48,119)	50,029	91,487	182,337	241,674	229,964	390,576	430,316	526,305	570,302	