



BUDGET FORECAST AND RELATED
STATEMENTS FOR FY2017

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JULY '16 THROUGH JUNE '17

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, 2017

	2016 BUDGET	2017 BUDGET	VARIANCE	% CHANGE	2016 ANNUALIZED	VARIANCE
OPERATING REVENUES						
Day & Community Participation	1,127,146	1,168,721	41,575	3.69%	1,056,779	111,942
SL/Other Residential Revenues	7,784,883	7,501,580	(283,303)	-3.64%	7,285,311	216,269
ICF Revenues	2,654,208	2,459,592	(194,616)	-7.33%	2,590,607	(131,015)
Transportation	6,000	3,300	(2,700)	-45.00%	5,730	(2,430)
Client Reimbursement	522,954	556,918	33,964	6.49%	543,780	13,138
Other Revenues & Miscellaneous Income	66,312	67,596	1,284	1.94%	152,723	(85,127)
Contractual Allowances	(289,698)	(306,820)	(17,122)	5.91%	(316,658)	9,838
TOTAL OPERATING REVENUES	11,871,805	11,450,886	(420,919)	-3.55%	11,318,272	132,615
OPERATING EXPENSES						
Salaries & Wages	6,536,442	6,516,802	(19,640)	-0.30%	6,582,796	(65,993)
Employee Benefits & Taxes	1,082,520	1,046,217	(36,303)	-3.35%	1,016,118	30,099
Advertising	30,396	27,250	(3,146)	-10.35%	21,302	5,948
Property Leases	226,296	309,420	83,124	36.73%	288,679	20,741
Property Taxes & Dues	55,128	65,359	10,231	18.56%	77,436	(12,077)
Utilities & Cable	372,803	393,245	20,442	5.48%	384,092	9,153
Food	254,604	281,800	27,196	10.68%	260,769	21,031
Maintenance	160,920	141,585	(19,335)	-12.02%	120,202	21,383
Vehicle Lease	54,040	42,603	(11,437)	-21.16%	43,503	(901)
Supplies	205,776	219,644	13,868	6.74%	206,705	12,939
Vehicle Gasoline, Repairs & Maintenance	152,988	141,800	(11,188)	-7.31%	155,037	(13,237)
Training Supplies	30,456	38,300	7,844	25.76%	45,085	(6,785)
Professional Services	207,132	239,000	31,868	15.39%	173,300	65,700
Other Operating Expenses	26,232	22,440	(3,792)	-14.46%	20,706	1,734
Interest Expense	641,307	614,318	(26,989)	-4.21%	645,281	(30,963)
Insurance Expense	141,204	155,812	14,608	10.35%	135,527	20,285
Administrative Services	237,120	230,640	(6,480)	-2.73%	226,733	3,907
EFT Payments	355,116	92,695	(262,421)	-73.90%	132,951	(40,256)
Depreciation & Amortization	566,730	543,744	(22,986)	-4.06%	567,689	(23,945)
TOTAL OPERATING EXPENSES	11,337,210	11,122,674	(214,536)	-1.89%	11,103,911	18,763
INCREASE/(DECREASE) IN NET ASSETS	534,595	328,212	(206,383)	-38.61%	214,360	113,852

Tennessee Family Solutions
 Budget Worksheets
 For the Twelve Months Ended June 30, 2017

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2017 Total
OPERATING REVENUES													
Day & Community Participation	87,106	87,106	87,106	91,797	91,797	154,188	94,937	94,937	94,937	94,937	94,937	94,936	1,168,721
SL/Other Residential Revenues	609,130	609,130	609,130	624,685	624,685	624,685	633,356	633,356	633,356	633,356	633,356	633,356	7,501,580
ICF Revenues	208,897	208,897	202,158	208,897	202,158	208,897	208,897	188,681	208,897	202,158	208,897	202,158	2,459,592
Transportation	275	275	275	275	275	275	275	275	275	275	275	275	3,300
Client Reimbursement	44,535	44,535	44,535	46,215	46,215	46,215	47,445	47,445	47,445	47,445	47,445	47,445	556,918
Other Revenues & Miscellaneous Income	5,633	5,633	5,633	5,633	5,633	5,633	5,633	5,633	5,633	5,633	5,633	5,633	67,596
Contractual Allowances	(20,215)	(20,585)	(20,585)	(20,215)	(20,585)	(82,605)	(20,585)	(20,585)	(19,473)	(20,585)	(20,215)	(20,585)	(306,820)
TOTAL OPERATING REVENUES	935,361	934,990	928,251	957,287	950,177	957,287	969,957	949,742	971,069	963,219	970,328	963,218	11,450,886
OPERATING EXPENSES													
Salaries & Wages	551,751	551,751	536,864	551,751	536,864	551,751	551,751	507,088	551,751	536,864	551,751	536,867	6,516,802
Employee Benefits & Taxes	87,185	87,185	87,185	87,185	87,185	87,185	87,185	87,185	87,185	87,185	87,185	87,185	1,046,217
Advertising	2,271	2,271	2,271	2,271	2,271	2,271	2,271	2,271	2,271	2,271	2,271	2,271	27,250
Property Leases	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	309,420
Property Taxes & Dues	5,447	5,447	5,447	5,447	5,447	5,447	5,447	5,447	5,447	5,447	5,447	5,447	65,359
Utilities & Cable	35,524	33,132	32,072	31,374	31,807	32,797	37,439	34,832	33,147	31,929	29,207	29,982	393,245
Food	23,483	23,483	23,483	23,483	23,483	23,483	23,483	23,483	23,483	23,483	23,483	23,483	281,800
Maintenance	11,799	11,799	11,799	11,799	11,799	11,799	11,799	11,799	11,799	11,799	11,799	11,799	141,585
Vehicle Lease	3,550	3,550	3,550	3,550	3,550	3,550	3,550	3,550	3,550	3,550	3,550	3,550	42,603
Supplies	18,304	18,304	18,304	18,304	18,304	18,304	18,304	18,304	18,304	18,304	18,304	18,304	219,644
Vehicle Gasoline, Repairs & Maintenance	11,817	11,817	11,817	11,817	11,817	11,817	11,817	11,817	11,817	11,817	11,817	11,817	141,800
Training Supplies	3,192	3,192	3,192	3,192	3,192	3,192	3,192	3,192	3,192	3,192	3,192	3,191	38,300
Professional Services	19,917	19,917	19,917	19,917	19,917	19,917	19,917	19,917	19,917	19,917	19,917	19,916	239,000
Other Operating Expenses	1,870	1,870	1,870	1,870	1,870	1,870	1,870	1,870	1,870	1,870	1,870	1,870	22,440
Interest Expense	52,330	53,104	52,155	51,699	51,811	51,235	51,987	49,902	48,816	50,721	50,304	50,255	614,318
Insurance Expense	12,984	12,984	12,984	12,984	12,984	12,984	12,984	12,984	12,984	12,984	12,984	12,984	155,812
Administrative Services	19,220	19,220	19,220	19,220	19,220	19,220	19,220	19,220	19,220	19,220	19,220	19,220	230,640
EFT Payments	7,725	7,725	7,725	7,725	7,725	7,725	7,725	7,725	7,725	7,725	7,725	7,725	92,695
Depreciation & Amortization	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	543,744
TOTAL OPERATING EXPENSES	939,464	937,846	920,950	934,683	920,341	935,642	941,036	891,681	933,573	919,374	931,121	916,963	11,122,674
INCREASE/(DECREASE) IN NET ASSETS	(4,104)	(2,856)	7,301	22,604	29,836	21,645	28,921	58,061	37,496	43,845	39,207	46,255	328,212

Tennessee Family Solutions
 Budget Worksheets
 For the Twelve Months Ended June 30, 2017

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2017 Total
DEBT SERVICE COVERAGE													
Available for Debt Service:													
Increase/(Decrease) in Net Assets	(4,104)	(2,856)	7,301	22,604	29,836	21,645	28,921	58,061	37,496	43,845	39,207	46,255	328,212
Depreciation/Amortization	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	543,744
Interest Expense	52,330	53,104	52,155	51,699	51,811	51,235	51,987	49,902	48,816	50,721	50,304	50,255	614,318
Property Leases	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	309,420
Start-Up Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Available for Debt Service	119,323	121,345	130,553	145,399	152,744	143,976	152,005	179,059	157,409	165,664	160,608	167,607	1,795,694
Debt Service:													
Series A Interest	28,302	29,083	28,920	27,829	28,594	27,514	28,268	28,105	25,238	27,780	26,726	27,454	333,813
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	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	25,785	309,420
Total Series A Debt Service	95,938	96,719	96,556	95,465	96,230	95,150	95,904	95,741	92,874	95,416	94,362	95,090	1,145,445
Coverage	1.24	1.25	1.35	1.52	1.59	1.51	1.58	1.87	1.69	1.74	1.70	1.76	1.57
			1.28			1.54			1.72			1.73	
Total Series A Debt Service	95,938	96,719	96,556	95,465	96,230	95,150	95,904	95,741	92,874	95,416	94,362	95,090	1,145,445
Series B Principal			13,013			13,403			13,805			14,220	54,441
Series B Interest	20,130	20,130	19,352	19,997	19,352	19,860	19,860	17,938	19,720	19,084	19,720	18,943	234,086
Total Debt Service	116,068	116,849	128,921	115,462	115,582	128,413	115,764	113,679	126,399	114,500	114,082	128,253	1,433,972
Coverage - 1.25 Required	1.03	1.04	1.01	1.26	1.32	1.12	1.31	1.58	1.25	1.45	1.41	1.31	1.25
			1.03			1.23			1.37			1.38	
Adjustments to Cash Basis													
Estimated Beginning Cash	2,350,000												
Increase/(Decrease) in Net Assets	(4,104)	(2,856)	7,301	22,604	29,836	21,645	28,921	58,061	37,496	43,845	39,207	46,255	
Depreciation/Amortization	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	45,312	
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)	
Principal Payments	(32,500)	(32,500)	(45,513)	(32,500)	(32,500)	(45,903)	(32,500)	(32,500)	(46,305)	(32,500)	(32,500)	(46,720)	
Vehicles	-	-	-	-	-	-	-	-	-	-	-	-	
Change in Cash	3,215	4,463	(23,393)	29,923	37,155	(9,439)	36,240	65,379	6,010	51,164	46,526	14,354	
Ending Cash	2,353,215	2,357,678	2,334,285	2,364,208	2,401,363	2,391,924	2,428,164	2,493,544	2,499,554	2,550,718	2,597,244	2,611,598	
Average Days Cash	81.59	81.89	79.97	82.41	82.33	83.28	84.04	82.49	87.23	87.55	90.89	89.88	90.11
Over/(Short)	1,487,907	1,493,936	1,458,647	1,503,527	1,526,334	1,530,315	1,561,335	1,586,720	1,639,946	1,676,657	1,740,010	1,739,947	