



BUDGET FORECAST AND RELATED
STATEMENTS FOR FY2014

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JULY '13 THROUGH JUNE '14

TENNESSEE FAMILY SOLUTIONS, INC.



EIDETIK, INCORPORATED
POST OFFICE BOX 128
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Tennessee Family Solutions
Budget Comparison Report
For the Twelve Months Ended June 30, 2014

	2013 BUDGET	2014 BUDGET	VARIANCE	% CHANGE	2013 ANNUALIZED	VARIANCE
OPERATING REVENUES						
Day & Community Participation	1,127,545	1,033,181	(94,364)	-8.37%	1,142,456	(109,275)
SL/Other Residential Revenues	7,678,962	7,446,370	(232,592)	-3.03%	7,194,373	251,997
ICF Revenues	2,360,760	2,202,909	(157,851)	-6.69%	2,202,475	433
Transportation	7,464	1,392	(6,072)	-81.35%	7,457	(6,065)
Behavioral Services	74,292	48,221	(26,071)	-35.09%	42,456	5,765
Client Reimbursement	397,869	414,261	16,392	4.12%	455,154	(40,893)
Other Revenues & Miscellaneous Income	90,168	83,160	(7,008)	-7.77%	201,770	(118,610)
Contractual Allowances	(129,852)	(121,160)	8,692	-6.69%	(267,983)	146,823
TOTAL OPERATING REVENUES	11,607,208	11,108,334	(498,874)	-4.30%	10,978,159	130,175
OPERATING EXPENSES						
Salaries & Wages	6,447,648	6,157,592	(290,056)	-4.50%	5,924,737	232,855
Employee Benefits & Taxes	913,140	989,389	76,249	8.35%	880,341	109,048
Advertising	21,504	44,800	23,296	108.33%	15,597	29,203
Property Leases	264,744	107,844	(156,900)	-59.26%	98,216	9,628
Property Taxes & Dues	98,259	43,168	(55,091)	-56.07%	37,520	5,648
Utilities & Cable	353,111	317,153	(35,959)	-10.18%	294,494	22,658
Food	221,280	238,850	17,570	7.94%	224,974	13,876
Maintenance	128,196	89,600	(38,596)	-30.11%	105,184	(15,584)
Vehicle Lease	48,360	58,989	10,629	21.98%	59,077	(88)
Supplies	189,828	229,060	39,232	20.67%	211,323	17,737
Vehicle Gasoline, Repairs & Maintenance	149,935	121,060	(28,875)	-19.26%	176,181	(55,121)
Training Supplies	13,500	24,250	10,750	79.63%	24,488	(238)
Professional Services	146,700	192,770	46,070	31.40%	213,303	(20,533)
Other Operating Expenses	12,600	12,600	0	0.00%	10,316	2,284
Interest Expense	685,861	692,191	6,330	0.92%	745,523	(53,333)
Insurance Expense	119,640	125,050	5,410	4.52%	115,501	9,549
Administrative Services	222,000	216,000	(6,000)	-2.70%	211,991	4,009
EFT Payments	360,193	293,865	(66,328)	-18.41%	348,889	(55,024)
Depreciation & Amortization	494,618	570,878	76,260	15.42%	569,917	962
TOTAL OPERATING EXPENSES	10,891,117	10,525,109	(366,008)	-3.36%	10,267,573	257,536
INCREASE/(DECREASE) IN NET ASSETS	716,091	583,225	(132,866)	-18.55%	710,586	(127,361)

Tennessee Family Solutions
 Budget Worksheets
 For the Twelve Months Ended June 30, 2014

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2014 Total
OPERATING REVENUES													
Day & Community Participation	86,098	86,098	86,098	86,098	86,098	86,098	86,098	86,098	86,098	86,098	86,098	86,098	1,033,181
SL/Other Residential Revenues	620,531	620,531	620,531	620,531	620,531	620,531	620,531	620,531	620,531	620,531	620,531	620,531	7,446,370
ICF Revenues	187,096	187,096	181,061	187,096	181,061	187,096	187,096	168,990	187,096	181,061	187,096	181,061	2,202,909
Transportation	116	116	116	116	116	116	116	116	116	116	116	116	1,392
Behavioral Services	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,019	48,221
Client Reimbursement	31,778	32,988	32,988	32,988	33,613	33,613	34,238	34,806	35,411	36,661	37,286	37,891	414,261
Other Revenues & Miscellaneous Income	6,930	6,930	6,930	6,930	6,930	6,930	6,930	6,930	6,930	6,930	6,930	6,930	83,160
Contractual Allowances	(10,097)	(10,097)	(10,097)	(10,097)	(10,097)	(10,097)	(10,097)	(10,097)	(10,097)	(10,097)	(10,097)	(10,097)	(121,160)
TOTAL OPERATING REVENUES	926,471	927,681	921,646	927,681	922,271	928,306	928,931	911,393	930,104	925,319	931,979	926,549	11,108,334
OPERATING EXPENSES													
Salaries & Wages	513,133	513,133	513,133	513,133	513,133	513,133	513,133	513,133	513,133	513,133	513,133	513,133	6,157,592
Employee Benefits & Taxes	85,804	83,331	82,026	82,026	82,026	82,026	82,026	82,026	82,026	82,026	82,026	82,026	989,393
Advertising	3,733	3,733	3,733	3,733	3,733	3,733	3,733	3,733	3,733	3,733	3,733	3,733	44,796
Property Leases	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	107,844
Property Taxes & Dues	3,597	3,597	3,597	3,597	3,597	3,597	3,597	3,597	3,597	3,597	3,597	3,597	43,168
Utilities & Cable	30,709	27,796	24,556	24,264	25,366	25,346	30,884	25,951	25,006	26,644	24,186	26,446	317,153
Food	19,904	19,904	19,904	19,904	19,904	19,904	19,904	19,904	19,904	19,904	19,904	19,904	238,850
Maintenance	7,466	7,466	7,466	7,466	7,466	7,466	7,466	7,466	7,466	7,466	7,466	7,466	89,592
Vehicle Lease	4,916	4,916	4,916	4,916	4,916	4,916	4,916	4,916	4,916	4,916	4,916	4,916	58,989
Supplies	19,089	19,089	19,089	19,089	19,089	19,089	19,089	19,089	19,089	19,089	19,089	19,089	229,068
Vehicle Gasoline, Repairs & Maintenance	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	10,088	121,060
Training Supplies	2,021	2,021	2,021	2,021	2,021	2,021	2,021	2,021	2,021	2,021	2,021	2,021	24,250
Professional Services	16,064	16,064	16,064	16,064	16,064	16,064	16,064	16,064	16,064	16,064	16,064	16,064	192,770
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	59,124	58,932	58,078	58,547	57,698	58,167	57,975	55,802	57,585	56,748	57,182	56,353	692,192
Insurance Expense	10,333	10,333	11,383	10,333	10,333	10,333	10,333	10,333	10,333	10,333	10,333	10,333	125,050
Administrative Services	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	18,000	216,000
EFT Payments	24,885	24,985	24,056	24,985	24,156	24,885	24,885	23,228	24,885	24,156	24,603	24,156	293,865
Depreciation	47,574	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	570,878
TOTAL OPERATING EXPENSES	886,478	880,998	875,720	875,776	875,200	876,378	881,724	872,962	875,457	875,528	873,952	874,935	10,525,110
INCREASE/(DECREASE) IN NET ASSETS	39,994	46,683	45,926	51,905	47,071	51,928	47,207	38,431	54,648	49,791	58,028	51,614	583,224

Tennessee Family Solutions
 Budget Worksheets
 For the Twelve Months Ended June 30, 2014

	31 JUL	31 AUG	30 SEP	31 OCT	30 NOV	31 DEC	31 JAN	28 FEB	31 MAR	30 APR	31 MAY	30 JUN	2014 Total
DEBT SERVICE COVERAGE													
Available for Debt Service:													
Increase/(Decrease) in Net Assets	39,994	46,683	45,926	51,905	47,071	51,928	47,207	38,431	54,648	49,791	58,028	51,614	583,224
Depreciation/Amortization	47,574	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	570,878
Interest Expense	59,124	58,932	58,078	58,547	57,698	58,167	57,975	55,802	57,585	56,748	57,182	56,353	692,192
Property Leases	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	107,844
Start-Up Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Available for Debt Service	155,679	162,175	160,564	167,012	161,329	166,655	161,742	150,793	168,793	163,099	171,770	164,528	1,954,138
Debt Service:													
Series A Interest	33,839	33,681	33,524	33,366	33,209	33,051	32,894	32,726	32,578	32,421	32,263	32,105	395,657
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	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	13,080	156,960
Property Leases	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	8,987	107,844
Total Series A Debt Service	88,406	88,248	88,091	87,933	87,776	87,618	87,461	87,293	87,145	86,988	86,830	86,672	1,050,461
Coverage	1.76	1.84	1.82	1.90	1.84	1.90	1.85	1.73	1.94	1.87	1.98	1.90	1.86
			1.81			1.88			1.84			1.92	
Total Series A Debt Service	88,406	88,248	88,091	87,933	87,776	87,618	87,461	87,293	87,145	86,988	86,830	86,672	1,050,461
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	108,790	108,632	107,817	108,317	107,502	108,002	107,845	105,704	107,529	106,714	107,214	106,398	1,290,464
Coverage - 1.5 Required	1.43	1.49	1.49	1.54	1.50	1.54	1.50	1.43	1.57	1.53	1.60	1.55	1.51
			1.47			1.53			1.50			1.56	
Adjustments to Cash Basis													
Estimated Beginning Cash	1,000,000												
Increase/(Decrease) in Net Assets	39,994	46,683	45,926	51,905	47,071	51,928	47,207	38,431	54,648	49,791	58,028	51,614	
Depreciation/Amortization	47,574	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	47,573	
Capital Lease Obligations	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	(9,222)	
Capital Purchases						(20,000)						(20,000)	
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	(5,161)	(5,186)	(4,650)	(4,672)	(4,694)	(4,717)	(4,739)	(4,761)	(4,785)	(4,809)	(4,833)	(4,864)	
Change in Cash	40,685	47,348	47,127	53,084	48,228	33,062	48,319	39,521	55,714	50,833	59,046	32,601	
Ending Cash	1,040,685	1,088,033	1,135,160	1,188,244	1,236,471	1,269,534	1,317,853	1,357,374	1,413,088	1,463,920	1,522,966	1,555,568	
Average Days Cash	38.46	40.47	41.12	44.48	44.82	47.48	48.98	46.05	52.91	53.04	57.13	56.40	57.04
Over/(Short)	228,843	281,492	307,012	386,757	408,844	467,464	510,610	473,028	611,910	635,965	723,245	728,205	