



BUDGET FORECAST AND RELATED
STATEMENTS FOR FY2021

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JULY 20 THROUGH JUNE 21

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, 2021

	FY2020	FY2021	\$Var	%Var	Prior 12 mo	\$Var	%Var
Operating Revenues							
Day & community participation	1,189,970	821,500	(368,470)	-44.9%	948,357	(126,857)	-13.4%
SL/Other residential revenues	7,745,727	7,399,244	(346,483)	-4.7%	7,413,702	(14,458)	-0.2%
ICF revenues	2,336,128	2,583,785	247,657	9.6%	2,642,493	(58,708)	-2.2%
Transportation	-	1,908	1,908	100.0%	1,512	396	26.2%
Medical Clinic	-	30,000	30,000	100.0%	24,477	5,523	22.6%
Client reimbursement	513,505	493,477	(20,028)	-4.1%	498,074	(4,597)	-0.9%
Other revenues & miscellaneous income	85,860	1,579,203	1,493,343	94.6%	122,632	1,456,571	1187.8%
Contractual allowances	(275,212)	(232,875)	42,337	-18.2%	(273,096)	40,221	-14.7%
Total operating revenues	11,595,978	12,676,242	1,080,264	8.5%	11,378,150	1,298,092	11.4%
Operating expenses							
Salaries & wages	6,882,875	7,020,000	137,125	2.0%	6,912,339	107,661	1.6%
Employee benefits & taxes	938,875	952,447	13,572	1.4%	934,923	17,524	1.9%
Advertising	58,500	46,500	(12,000)	-25.8%	33,978	12,522	36.9%
Property leases	119,622	94,717	(24,905)	-26.3%	106,098	(11,380)	-10.7%
Property taxes & dues	17,000	45,256	28,256	62.4%	35,924	9,332	26.0%
Utilities & cable	401,756	364,871	(36,885)	-10.1%	367,164	(2,293)	-0.6%
Food	263,650	257,450	(6,200)	-2.4%	267,436	(9,986)	-3.7%
Maintenance	98,300	86,200	(12,100)	-14.0%	58,484	27,716	47.4%
Vehicle lease	46,990	24,408	(22,582)	-92.5%	32,678	(8,270)	-25.3%
Supplies	223,400	226,150	2,750	1.2%	213,693	12,457	5.8%
Vehicle gasoline, repairs & maintenance	165,950	173,500	7,550	4.4%	170,518	2,982	1.7%
Training supplies	29,650	26,100	(3,550)	-13.6%	20,888	5,212	25.0%
Professional services	343,130	234,680	(108,450)	-46.2%	227,441	7,239	3.2%
Bad debts	-	-	-	0.0%	14,711	(14,711)	-100.0%
Other operating expenses	22,270	22,464	194	0.9%	16,685	5,779	34.6%
Insurance expense	235,469	260,159	24,690	9.5%	253,217	6,942	2.7%
Administrative services	215,400	214,954	(446)	-0.2%	226,237	(11,283)	-5.0%
EFT payments	120,383	241,144	120,761	50.1%	185,094	56,050	30.3%
Total expenses before interest, depreciation and amortization	10,183,220	10,291,000	107,780	1.0%	10,077,508	213,492	2.1%
Interest expense	583,638	518,727	(64,912)	-12.5%	577,365	(58,638)	-10.2%
Depreciation & amortization	680,071	691,933	11,862	1.7%	677,148	14,785	2.2%
Total Expenses	11,446,929	11,501,660	54,731	0.5%	11,332,021	169,639	1.5%
Increase/(decrease) in net assets	149,049	1,174,582	1,025,533	87.3%	46,129	1,128,453	2446.3%

Tennessee Family Solutions, Inc.
Budget Summary by month
For the year ended June 30, 2021

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Operating Revenues													
Day & community participation	68,458	68,458	68,458	68,458	68,458	68,458	68,458	68,458	68,458	68,458	68,458	68,458	821,500
SL/Other residential revenues	616,604	616,604	616,604	616,604	616,604	616,604	616,604	616,604	616,604	616,604	616,604	616,604	7,399,244
ICF revenues	219,125	219,125	212,594	219,125	212,594	219,125	219,125	199,532	219,125	212,594	219,125	212,594	2,583,785
Transportation	159	159	159	159	159	159	159	159	159	159	159	159	1,908
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	41,123	41,123	41,123	41,123	41,123	41,123	41,123	41,123	41,123	41,123	41,123	41,123	493,477
Other revenues & miscellaneous income	8,076	8,076	8,076	1,490,367	8,076	8,076	8,076	8,076	8,076	8,076	8,076	8,076	1,579,203
Contractual allowances	(19,257)	(19,616)	(19,616)	(19,257)	(19,616)	(19,257)	(19,616)	(19,616)	(18,538)	(19,616)	(19,257)	(19,616)	(232,875)
Total operating revenues	936,789	936,429	929,898	2,419,080	929,898	936,789	936,429	916,837	937,507	929,898	936,789	929,899	12,676,242
Operating expenses													
Salaries & wages	585,000	585,000	585,000	585,000	585,000	585,000	585,000	585,000	585,000	585,000	585,000	585,000	7,020,000
Employee benefits & taxes	79,371	79,371	79,371	79,371	79,371	79,371	79,371	79,371	79,371	79,371	79,371	79,371	952,447
Advertising	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	3,875	46,500
Property leases	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	94,717
Property taxes & dues	2,575	2,225	5,591	4,010	2,225	5,686	4,435	2,125	5,617	2,829	2,125	5,817	45,256
Utilities & cable	33,374	31,615	30,330	30,099	27,965	30,970	33,934	31,965	30,140	29,084	27,265	28,130	364,871
Food	21,454	21,454	21,454	21,454	21,454	21,454	21,454	21,454	21,454	21,454	21,454	21,454	257,450
Maintenance	7,184	7,184	7,184	7,184	7,184	7,184	7,184	7,184	7,184	7,184	7,184	7,184	86,200
Vehicle lease	2,034	2,034	2,034	2,034	2,034	2,034	2,034	2,034	2,034	2,034	2,034	2,034	24,408
Supplies	18,846	18,846	18,846	18,846	18,846	18,846	18,846	18,846	18,846	18,846	18,846	18,846	226,150
Vehicle gasoline, repairs & maintenance	14,458	14,458	14,458	14,458	14,458	14,458	14,458	14,458	14,458	14,458	14,458	14,458	173,500
Training supplies	2,175	2,175	2,175	2,175	2,175	2,175	2,175	2,175	2,175	2,175	2,175	2,175	26,100
Professional services	19,432	19,432	19,432	20,932	19,432	19,432	19,432	19,432	19,432	19,432	19,432	19,432	234,680
Bad debts	-	-	-	-	-	-	-	-	-	-	-	-	-
Other operating expenses	1,872	1,872	1,872	1,872	1,872	1,872	1,872	1,872	1,872	1,872	1,872	1,872	22,464
Insurance expense	21,680	21,680	21,680	21,680	21,680	21,680	21,680	21,680	21,680	21,680	21,680	21,680	260,159
Administrative services	17,838	18,018	18,018	17,838	18,018	17,838	18,018	18,018	17,479	18,018	17,838	18,018	214,954
EFT payments	20,095	20,095	20,095	20,095	20,095	20,095	20,095	20,095	20,095	20,095	20,095	20,095	241,144
Total expenses before interest, depreciation and amortization	859,155	857,226	859,307	858,815	853,576	859,862	861,755	857,476	858,604	855,299	852,596	857,330	10,291,000
Interest expense	44,423	44,264	44,104	43,736	43,577	43,418	43,043	42,884	42,725	42,344	42,184	42,025	518,727
Depreciation & amortization	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	691,933
Total Expenses	961,239	959,151	961,072	960,213	954,814	960,941	962,459	958,021	958,990	955,304	952,442	957,016	11,501,660
Increase/(decrease) in net assets	(24,451)	(22,721)	(31,174)	1,458,867	(24,915)	(24,152)	(26,030)	(41,184)	(21,483)	(25,405)	(15,653)	(27,117)	1,174,582

Tennessee Family Solutions, Inc.
 Budget Summary by month
 For the year ended June 30, 2021

	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	(24,451)	(22,721)	(31,174)	1,458,867	(24,915)	(24,152)	(26,030)	(41,184)	(21,483)	(25,405)	(15,653)	(27,117)	1,174,582
Depreciation/Amortization	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	691,933
Interest Expense	44,423	44,264	44,104	43,736	43,577	43,418	43,043	42,884	42,725	42,344	42,184	42,025	518,727
Property Leases	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	94,717
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	118,027	119,597	110,985	1,600,658	116,716	117,320	115,068	99,754	119,296	114,993	124,586	112,962	2,869,959
Debt Service:													
Series A Interest	20,579	20,421	20,263	20,106	19,948	19,790	19,633	19,475	19,318	19,160	19,002	18,845	236,539
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	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	7,893	94,717
Total Series A Debt Service	60,972	60,814	60,656	60,499	60,341	60,184	60,026	59,868	59,711	59,553	59,395	59,238	721,257
Coverage	1.94	1.97	1.83	26.46	1.93	1.95	1.92	1.67	2.00	1.93	2.10	1.91	3.98
			1.91			10.14		1.86				1.98	
Total Series A Debt Service	60,972	60,814	60,656	60,499	60,341	60,184	60,026	59,868	59,711	59,553	59,395	59,238	721,257
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			18,553			19,110			19,683			20,274	77,620
Series B Interest	17,128	17,128	17,128	16,919	16,919	16,919	16,704	16,704	16,704	16,483	16,483	16,483	201,702
Total Debt Service	97,746	97,588	115,983	97,064	96,906	115,859	96,376	96,218	115,744	95,682	95,524	115,640	1,236,330
Coverage - 1.25 Required	1.21	1.23	0.96	16.49	1.20	1.01	1.19	1.04	1.03	1.20	1.30	0.98	2.32
			1.12			5.92		1.08				1.15	
Adjustments to Cash Basis													
Estimated Beginning Cash	2,600,000												
Increase/(Decrease) in Net Assets	(24,451)	(22,721)	(31,174)	1,458,867	(24,915)	(24,152)	(26,030)	(41,184)	(21,483)	(25,405)	(15,653)	(27,117)	1,174,582
Depreciation/Amortization	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	57,661	691,933
Other adjustments to cash				(1,482,291)									(1,482,291)
Capital Purchases			(15,000)			(15,000)			(15,000)			(15,000)	(60,000)
Principal Payments Vehicles	(45,429)	(45,431)	(63,986)	(45,435)	(45,436)	(64,548)	(45,440)	(45,441)	(65,126)	(45,445)	(45,447)	(65,722)	(622,886)
Change in Cash	(12,219)	(10,491)	(52,499)	(11,197)	(12,691)	(46,039)	(13,808)	(28,964)	(43,948)	(13,189)	(3,438)	(50,178)	(298,662)
Ending Cash	2,587,781	2,577,290	2,524,791	2,513,594	2,500,903	2,454,864	2,441,055	2,412,091	2,368,143	2,354,955	2,351,516	2,301,338	
Average Days Cash	88.78	88.63	83.84	86.33	83.63	84.25	83.63	77.69	81.45	78.70	81.47	76.77	
Over/(Short)	1,713,350	1,704,880	1,621,380	1,640,157	1,603,750	1,580,722	1,565,445	1,480,684	1,495,890	1,457,312	1,485,600	1,401,983	