



BUDGET FORECAST AND RELATED STATEMENTS FOR FY2023

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JULY 22 THROUGH JUNE 23

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, 2023

	FY2022	FY2023	\$Var	%Var	Prior 12 mo	\$Var	%Var
Operating Revenues							
Day & community participation	859,888	637,941	(221,947)	-34.8%	1,085,065	(447,124)	-41.2%
SL/Other residential revenues	8,103,218	8,227,321	124,103	1.5%	7,418,881	808,440	10.9%
ICF revenues	2,483,789	2,365,087	(118,702)	-5.0%	2,474,206	(109,119)	-4.4%
Transportation	1,920	1,920	-	0.0%	1,600	320	20.0%
Medical\Psyh Clinic	30,000	30,000	-	0.0%	28,513	1,487	5.2%
Client reimbursement	512,316	501,936	(10,380)	-2.1%	507,576	(5,640)	-1.1%
Other revenues & miscellaneous income	67,884	46,596	(21,288)	-45.7%	58,594	(11,998)	-20.5%
Contractual allowances	(258,469)	(261,552)	(3,083)	1.2%	(272,135)	10,583	-3.9%
Total operating revenues	11,800,546	11,549,249	(251,296)	-2.2%	11,302,301	246,949	2.2%
Operating expenses							
Salaries & wages	7,296,300	7,153,144	(143,156)	-2.0%	6,569,136	584,008	8.9%
Employee benefits & taxes	1,005,865	818,406	(187,459)	-22.9%	782,843	35,563	4.5%
Advertising	50,000	51,245	1,245	2.4%	48,749	2,496	5.1%
Property leases	77,983	64,560	(13,423)	-20.8%	79,737	(15,177)	-19.0%
Property taxes & dues	46,644	48,627	1,983	4.1%	49,739	(1,112)	-2.2%
Utilities & cable	341,376	338,682	(2,694)	-0.8%	333,077	5,605	1.7%
Food	238,700	268,840	30,140	11.2%	252,381	16,459	6.5%
Maintenance	88,750	89,050	300	0.3%	74,710	14,340	19.2%
Vehicle lease	29,599	37,582	7,983	21.2%	36,634	948	2.6%
Supplies	217,200	235,300	18,100	7.7%	209,087	26,213	12.5%
Vehicle gasoline, repairs & maintenance	169,800	184,952	15,152	8.2%	193,061	(8,109)	-4.2%
Training supplies	25,100	19,975	(5,125)	-25.7%	19,381	594	3.1%
Professional services	253,850	434,440	180,590	41.6%	346,745	87,695	25.3%
Bad debts	-	-	-	0.0%	-	-	0.0%
Other operating expenses	22,264	17,820	(4,444)	-24.9%	16,240	1,580	9.7%
Insurance expense	295,886	248,425	(47,461)	-19.1%	283,838	(35,414)	-12.5%
Administrative services	219,061	210,240	(8,821)	-4.2%	213,843	(3,603)	-1.7%
EFT payments	234,385	231,536	(2,849)	-1.2%	273,941	(42,405)	-15.5%
Total expenses before interest, depreciation and amortization	10,612,763	10,452,824	(159,939)	-1.5%	9,783,143	669,681	6.8%
Interest expense	478,978	391,570	(87,408)	-22.3%	380,127	11,443	3.0%
Depreciation & amortization	691,964	676,646	(15,318)	-2.3%	680,833	(4,188)	-0.6%
Total Expenses	11,783,705	11,521,040	(262,665)	-2.3%	10,844,104	676,936	6.2%
Increase/(decrease) in net assets	16,841	28,209	11,368	40.3%	458,197	(429,987)	-93.8%

Tennessee Family Solutions, Inc.
Budget Summary by month
For the year ended June 30, 2023

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Operating Revenues													
Day & community participation	53,162	53,162	53,162	53,162	53,162	53,162	53,162	53,162	53,162	53,162	53,162	53,162	637,941
SL/Other residential revenues	698,759	698,759	676,218	698,759	676,218	698,759	698,759	631,137	698,759	676,218	698,759	676,218	8,227,321
ICF revenues	200,870	200,870	194,391	200,870	194,391	200,870	200,870	181,431	200,870	194,391	200,870	194,391	2,365,087
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	41,828	41,828	41,828	41,828	41,828	41,828	41,828	41,828	41,828	41,828	41,828	41,828	501,936
Other revenues & miscellaneous income	3,883	3,883	3,883	3,883	3,883	3,883	3,883	3,883	3,883	3,883	3,883	3,883	46,596
Contractual allowances	(21,796)	(21,796)	(21,796)	(21,796)	(21,796)	(21,796)	(21,796)	(21,796)	(21,796)	(21,796)	(21,796)	(21,796)	(261,552)
Total operating revenues	979,366	979,366	950,345	979,366	950,345	979,366	979,366	892,305	979,366	950,345	979,366	950,346	11,549,249
Operating expenses													
Salaries & wages	596,095	596,095	596,095	596,095	596,095	596,095	596,095	596,095	596,095	596,095	596,095	596,095	7,153,144
Employee benefits & taxes	68,201	68,201	68,201	68,201	68,201	68,201	68,201	68,201	68,201	68,201	68,201	68,201	818,406
Advertising	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	4,270	51,245
Property leases	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	64,560
Property taxes & dues	2,845	2,445	6,503	2,445	2,445	6,503	4,290	2,445	6,503	3,255	2,445	6,503	48,627
Utilities & cable	29,657	28,013	26,613	26,782	27,188	29,088	33,007	31,413	27,913	27,357	25,563	26,088	338,682
Food	22,403	22,403	22,403	22,403	22,403	22,403	22,403	22,403	22,403	22,403	22,403	22,403	268,840
Maintenance	7,421	7,421	7,421	7,421	7,421	7,421	7,421	7,421	7,421	7,421	7,421	7,418	89,050
Vehicle lease	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	3,132	37,582
Supplies	19,608	19,608	19,608	19,608	19,608	19,608	19,608	19,608	19,608	19,608	19,608	19,608	235,300
Vehicle gasoline, repairs & maintenance	15,413	15,413	15,413	15,413	15,413	15,413	15,413	15,413	15,413	15,413	15,413	15,413	184,952
Training supplies	1,665	1,665	1,665	1,665	1,665	1,665	1,665	1,665	1,665	1,665	1,665	1,665	19,975
Professional services	36,173	35,983	36,173	35,983	37,673	35,983	36,173	35,983	36,173	35,983	36,173	35,983	434,440
Bad debts	-	-	-	-	-	-	-	-	-	-	-	-	-
Other operating expenses	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	1,485	17,820
Insurance expense	20,702	20,702	20,702	20,702	20,702	20,702	20,702	20,702	20,702	20,702	20,702	20,702	248,425
Administrative services	17,520	17,520	17,520	17,520	17,520	17,520	17,520	17,520	17,520	17,520	17,520	17,520	210,240
EFT payments	19,295	19,295	19,295	19,295	19,295	19,295	19,295	19,295	19,295	19,295	19,295	19,295	231,536
Total expenses before interest, depreciation and amortization	871,265	869,031	871,879	867,800	869,896	874,164	876,061	872,431	873,179	869,185	866,771	871,161	10,452,824
Interest expense	32,211	32,372	32,340	32,485	32,639	32,412	32,916	32,875	32,271	33,123	32,892	33,034	391,570
Depreciation & amortization	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	676,646
Total Expenses	959,863	957,790	960,606	956,672	958,922	962,964	965,363	961,693	961,838	958,695	956,051	960,583	11,521,040
Increase/(decrease) in net assets	19,503	21,576	(10,261)	22,694	(8,577)	16,402	14,003	(69,388)	17,528	(8,350)	23,315	(10,237)	28,209

Tennessee Family Solutions, Inc.
Budget Summary by month
For the year ended June 30, 2023

	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	19,503	21,576	(10,261)	22,694	(8,577)	16,402	14,003	(69,388)	17,528	(8,350)	23,315	(10,237)	28,209
Depreciation/Amortization	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	676,646
Interest Expense	32,211	32,372	32,340	32,485	32,639	32,412	32,916	32,875	32,271	33,123	32,892	33,034	391,570
Property Leases	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	64,560
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	145,981	148,215	116,346	149,446	118,329	143,082	141,186	57,754	144,067	119,040	150,475	117,064	1,550,985
Debt Service:													
Series A Interest	9,200	9,200	9,200	9,200	9,200	9,200	9,200	9,200	9,200	9,200	9,200	9,200	110,400
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	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	5,380	64,560
Total Series A Debt Service	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	564,960
Coverage	3.10	3.15	2.47	3.17	2.51	3.04	3.00	1.23	3.06	2.53	3.20	2.49	2.75
			2.91			2.91			2.43			2.74	
Total Series A Debt Service	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	47,080	564,960
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	10,782	10,771	10,760	11,382	11,367	11,352	11,960	11,941	11,923	12,515	12,493	12,471	139,717
Series B Principal			26,453			27,246			28,064			28,905	110,668
Series B Interest	15,271	15,271	15,271	15,007	15,007	15,007	14,734	14,734	14,734	14,453	14,453	14,453	178,396
Total Debt Service	84,229	84,218	110,660	84,564	84,550	111,781	84,870	84,851	112,896	85,145	85,122	114,006	1,126,893
Coverage - 1.25 Required	1.73	1.76	1.05	1.77	1.40	1.28	1.66	0.68	1.28	1.40	1.77	1.03	1.38
			1.47			1.46			1.21			1.36	
Adjustments to Cash Basis													
Estimated Beginning Cash	2,750,000												
Increase/(Decrease) in Net Assets	19,503	21,576	(10,261)	22,694	(8,577)	16,402	14,003	(69,388)	17,528	(8,350)	23,315	(10,237)	28,209
Depreciation/Amortization	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	56,387	676,646
Other adjustments to cash													-
Capital Purchases			(32,500)			(32,500)			(32,500)			(32,500)	(130,000)
Principal Payments	(46,638)	(46,466)	(72,940)	(46,700)	(46,531)	(73,989)	(46,574)	(46,596)	(75,245)	(46,642)	(46,850)	(75,592)	(670,762)
Vehicles													
Change in Cash	29,252	31,497	(59,313)	32,381	1,280	(33,699)	23,816	(59,597)	(33,829)	1,396	32,852	(61,942)	(95,907)
Ending Cash	2,779,252	2,810,748	2,751,435	2,783,817	2,785,096	2,751,397	2,775,213	2,715,616	2,681,786	2,683,182	2,716,034	2,654,093	
Average Days Cash	95.36	96.66	91.29	95.86	92.58	94.08	94.65	83.99	91.82	89.21	93.59	88.06	
Over/(Short)	1,904,920	1,938,423	1,847,216	1,912,573	1,882,561	1,874,065	1,895,558	1,745,645	1,805,544	1,780,874	1,845,392	1,749,897	