



	2 Yr. Average (Actual)	FY23 Budget	Variance	BH	DS	MS	ADMIN	ACCT	HR	REIMB	TRANS	MNT	IT	REP	CLER	HIM	QM	
Revenue ¹	FY21/FY22																	
Gross Charges	\$ 14,835,424	\$ 15,713,404	\$ 877,980	\$ 5,730,000	\$ 9,143,404	\$ 840,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
less: Contractual Adjustments	\$ (1,493,133)	\$ (1,589,000)	\$ (95,867)	\$ (825,000)	\$ (567,000)	\$ (197,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Net Collectible Charges	\$ 13,342,291	\$ 14,124,404	\$ 782,113	\$ 4,905,000	\$ 8,576,404	\$ 643,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
State Revenue	\$ 7,082,025	\$ 7,679,012	\$ 596,987	\$ 7,159,212	\$ 259,800	\$ 134,000	\$ 46,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,000	
Federal Revenue	\$ 1,864,180	\$ 1,433,300	\$ (430,880)	\$ 1,433,300	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Other Revenue	\$ -	\$ 410,000	\$ 410,000	\$ -	\$ -	\$ 410,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Funding for Funded Requests ²	\$ -	\$ 279,514	\$ 279,514	\$ 279,514	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Anticipated COLA from DBHDS ³	\$ 165,000	\$ 165,000	\$ -	\$ -	\$ -	\$ -	\$ 165,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Interest/Miscellaneous Revenue	\$ 46,604	\$ -	\$ (46,604)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Grant Revenue	\$ 1,292,597	\$ 626,475	\$ (666,122)	\$ 626,475	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Other Revenue	\$ 10,450,406	\$ 10,593,301	\$ 142,895	\$ 9,498,501	\$ 259,800	\$ 544,000	\$ 211,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,000	
Net Revenue	\$ 23,792,697	\$ 24,717,705	\$ 925,008	\$ 14,403,501	\$ 8,836,204	\$ 1,187,000	\$ 211,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 80,000	
Operating Expenses																		
Wage and Benefit Expenses ⁴	\$ 13,316,484	\$ 14,995,024	\$ 1,678,540	\$ 7,758,809	\$ 3,434,544	\$ 1,458,241	\$ 324,826	\$ 362,566	\$ 424,523	\$ 261,204	\$ 61,258	\$ 70,487	\$ 143,515	\$ 51,108	\$ 54,931	\$ 116,766	\$ 472,247	
Occupancy Expenses	\$ 415,830	\$ 446,330	\$ 30,500	\$ 80,384	\$ 161,525	\$ 5,962	\$ 49,158	\$ 2,532	\$ 929	\$ 799	\$ 336	\$ 129,666	\$ 6,864	\$ -	\$ 36	\$ 7,056	\$ 1,084	
Travel Expenses	\$ 203,266	\$ 219,470	\$ 16,204	\$ 137,136	\$ 59,320	\$ 850	\$ 2,669	\$ 176	\$ -	\$ -	\$ 14,738	\$ 4,124	\$ -	\$ -	\$ -	\$ -	\$ 457	
Supplies Expenses	\$ 407,607	\$ 453,969	\$ 46,362	\$ 92,352	\$ 170,675	\$ 33,046	\$ 731	\$ 6,018	\$ 7,696	\$ 283	\$ 7,528	\$ 5,604	\$ 110,272	\$ -	\$ 3,035	\$ 16,318	\$ 414	
Equipment Maintenance Expenses	\$ 58,196	\$ 78,853	\$ 20,657	\$ 960	\$ 4,386	\$ 125	\$ 479	\$ 1,152	\$ 546	\$ 169	\$ -	\$ 1,978	\$ 68,926	\$ -	\$ 133	\$ -	\$ -	
Professional Services Expenses ⁵	\$ 1,767,342	\$ 2,322,303	\$ 554,961	\$ 970,840	\$ 588,155	\$ 6,190	\$ 14,568	\$ 324,619	\$ 29,563	\$ 21,894	\$ 17,422	\$ 18,875	\$ 159,497	\$ -	\$ 27,264	\$ 137,317	\$ 6,100	
Miscellaneous Expenses ⁵	\$ 449,304	\$ 114,221	\$ (335,083)	\$ 13,537	\$ 1,000	\$ -	\$ 82	\$ 9,181	\$ 6,057	\$ -	\$ -	\$ 84,364	\$ -	\$ -	\$ -	\$ -	\$ -	
Client Related Expenses	\$ 3,453,260	\$ 3,732,679	\$ 279,419	\$ 2,187,880	\$ 1,542,426	\$ 2,303	\$ 10	\$ -	\$ -	\$ 25	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36	
Depreciation Expense	\$ 261,866	\$ 285,693	\$ 23,827	\$ 30,350	\$ 76,654	\$ 9,288	\$ 1,380	\$ 4,056	\$ 1,330	\$ 3,996	\$ 43,031	\$ 12,013	\$ 94,631	\$ -	\$ 2,676	\$ 4,644	\$ 1,644	
Allocations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
New Requests ⁶	\$ -	\$ 361,895	\$ 361,895	\$ 97,904	\$ 7,000	\$ -	\$ -	\$ -	\$ 256,991	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Operating Expenses	\$ 20,333,155	\$ 23,010,438	\$ 2,677,283	\$ 11,370,152	\$ 6,045,684	\$ 1,516,003	\$ 393,902	\$ 710,301	\$ 727,635	\$ 288,371	\$ 144,312	\$ 327,111	\$ 583,704	\$ 51,108	\$ 88,075	\$ 282,101	\$ 481,981	
Surplus/(Deficit)	\$ 3,459,542	\$ 1,707,267	\$ (1,752,275)	\$ 3,033,349	\$ 2,790,520	\$ (329,003)	\$ (182,902)	\$ (710,301)	\$ (727,635)	\$ (288,371)	\$ (144,312)	\$ (327,111)	\$ (583,704)	\$ (51,108)	\$ (88,075)	\$ (282,101)	\$ (401,981)	

¹ FY23 revenue projections are based on average actual revenues from FY20, FY21, and FY22. DS Gross Charges includes Cost Report reimbursement for ICF pay increases (\$338,404) and uncollected revenue pending for DS (\$1,000,000). **Does not include potential revenue from filled revenue-generating vacancies.**

² For display purposes only. This line item represents additional revenue on-hand (new or deferred) to off-set new expenses and salaries. **This does not include projected savings from paying off the FB&T Mortgage (approximately \$17,000 per month).**

³ DBHDS provided 1.5% towards our COLA in FY21; estimating the same for FY23 (\$165,000). Admin department used as a placeholder only.

⁴ Wage & Benefits Expenses include a 5% COLA effective for non-ICF positions (\$559,313) and both a 5% COLA + market equity adjustment for the ICF program positions (\$338,404), both effective July 1. **This does not include a market equity adjustment for non-ICF positions.** Assumes a 10% vacancy rate for Behavioral Health and Developmental Services.

⁵ Contract temporary employee expenses (e.g., Care Advantage) will be relocated to Professional Services Expenses (previously included with Wage & Benefits Expenses, as will the monthly Medicaid fee paid through the ICF program. This accounts for the variance in Professional Services and Miscellaneous Expenses.

⁶ To highlight the total requests for new expenditures, new and on-going. Categories include: Retention (\$50,000), Training (\$62,678), Recruitment (\$123,132), Client Engagement (\$13,700), and a new HRMS platform (\$110,000).