

# Bay Cove Human Services, Inc.

## FY20 Budget

| <u>REVENUE</u>                        |           | <b>FY20 Budget</b> |
|---------------------------------------|-----------|--------------------|
| Gifts, Contrib., Unrestricted         | \$        | 415,000            |
| Gifts, Contrib. Restricted            | \$        | 584,100            |
| Gifts, Unrestricted, Capital Campaign | \$        | 680,000            |
| Special Events, Expense               | \$        | (195,000)          |
| In-Kind-Cont., Govt., Non-personnel   | \$        | 72,000             |
| In-Kind-Cont.,Private                 | \$        | 438,923            |
| Govt. Grant-Mass/Non-Mass.            | \$        | 829,265            |
| Govt. Grant-3rd Party                 | \$        | 26,498             |
| DMH - Unit Rate                       | \$        | 39,349,793         |
| DMH - Cost Reimbursement              | \$        | 572,105            |
| DDS - Unit Rate                       | \$        | 30,831,217         |
| DDS - Cost Reimbursement              | \$        | 1,060,767          |
| DPH - Unit Rate                       | \$        | 3,199,116          |
| DTA - Cost Reimbursement              | \$        | 348,723            |
| DOE - Cost Reimbursement              | \$        | 94,000             |
| Medicaid Claims                       | \$        | 23,109,065         |
| Write-Offs                            | \$        | (3,086)            |
| 3rd Party Contractuals                | \$        | 451,998            |
| 3rd Party Pyt. CP                     | \$        | 2,108,287          |
| EEC Unit Rate                         | \$        | 152,392            |
| DHCD Cost Reimbursement               | \$        | 357,125            |
| MRC - Unit Rate                       | \$        | 294,163            |
| EOEA - Cost Reimbursement             | \$        | 45,565             |
| Subcontract - Mass Govt.              | \$        | 2,039,882          |
| Other MA Govt. - Subsidy              | \$        | 1,980,232          |
| Direct Federal Contracts              | \$        | 25,066             |
| Private Contracts                     | \$        | 16,583,504         |
| EI SSP                                | \$        | 500,000            |
| Revenue Offset                        | \$        | (757,462)          |
| Non-Mass Local Gov't                  | \$        | 568,940            |
| SSP Expense                           | \$        | (450,000)          |
| Program Fee/Charge for Care           | \$        | 2,684,588          |
| Client Resources - Copayments         | \$        | 644,214            |
| Client Contributions                  | \$        | 14,206             |
| MH Client Rent                        | \$        | 728,025            |
| Investment Revenue - Unrest.          | \$        | 70,000             |
| Commercial Supp. Employment           | \$        | 39,380             |
| Training Revenue                      | \$        | 10,000             |
| Other Revenue - Rent                  | \$        | 141,438            |
| Other Revenue, Management Fees        | \$        | 710,761            |
| Other Revenue, Miscellaneous          | \$        | 311,350            |
| <b>TOTAL REVENUE</b>                  | <b>\$</b> | <b>130,666,140</b> |

| <u>EXPENSE</u>             |    | <b>FY20 Budget</b> |
|----------------------------|----|--------------------|
| <b>SALARIES</b>            |    |                    |
| Program Director           | \$ | 1,392,521          |
| Program Function Manager   | \$ | 4,782,204          |
| Assistant Program Director | \$ | 2,650,772          |
| Supervising Professional   | \$ | 2,708,123          |
| Nurse Practitioner         | \$ | 280,941            |
| RN - Masters               | \$ | 5,519,416          |
| LPN                        | \$ | 1,545,826          |
| Occupational Therapist     | \$ | 154,568            |
| Physical Therapist         | \$ | 91,644             |

|                            |    |            |
|----------------------------|----|------------|
| Speech Pathologist         | \$ | 231,262    |
| Teacher                    | \$ | 210,339    |
| Assistant Teacher          | \$ | 125,501    |
| Psychiatrist               | \$ | 208,384    |
| Psychologist - Masters     | \$ | 144,487    |
| Social Worker - LICSW      | \$ | 1,166,705  |
| Social Worker - LCSW       | \$ | 368,945    |
| Licensed Counselor         | \$ | 3,827,888  |
| Counselor                  | \$ | 2,107,245  |
| Case Worker                | \$ | 7,335,663  |
| DC Supervisor              | \$ | 4,555,060  |
| Asst DC Supervisor         | \$ | 2,027,542  |
| Direct Care III            | \$ | 5,554,921  |
| Direct Care II             | \$ | 22,275,425 |
| Direct Care I              | \$ | 469,143    |
| Secretary/Clerical         | \$ | 2,985,635  |
| Maintenance                | \$ | 636,076    |
| Security                   | \$ | 355,118    |
| Driver                     | \$ | 305,174    |
| Cook                       | \$ | 106,655    |
| Housing                    | \$ | 88,127     |
| Rep Payee                  | \$ | 139,122    |
| Accounting/Business Office | \$ | 8,123,469  |
| Admin & Clerical Overtime  | \$ | 51,500     |

**TOTAL SALARIES** \$ **82,525,400**

|                            |    |            |
|----------------------------|----|------------|
| Payroll Taxes              | \$ | 6,313,193  |
| Fringe Benefits            | \$ | 10,847,871 |
| Staff Appreciation Expense | \$ | 181,531    |

**TOTAL P.R.TAX & FRINGES** \$ **17,342,596**

**TOTAL PERSONNEL COSTS** \$ **99,867,996**

| <b>OCCUPANCY EXPENSES</b>             |    | <b>FY20 Budget</b> |
|---------------------------------------|----|--------------------|
| Facility Lease                        | \$ | 4,525,946          |
| Mortgage Interest                     | \$ | 893,262            |
| Facility - Depreciation               | \$ | 1,523,743          |
| Facility Operation - General          | \$ | 2,195,313          |
| IT Maint. & Installation              | \$ | 1,090,738          |
| Facility Operation - Outside Contract | \$ | 36,700             |
| Landscaping/Snowplowing               | \$ | 253,940            |
| Snowplowing                           | \$ | 310,584            |
| OCE & PILOT                           | \$ | 133,336            |
| Utilities - Electric                  | \$ | 886,112            |
| Utilities - Gas                       | \$ | 297,713            |
| Utilities - Fuel Oil                  | \$ | 47,700             |
| Utilities - Water & Sewer             | \$ | 395,958            |
| Leased Equipment                      | \$ | 105,301            |
| Equipment Depreciation                | \$ | 148,274            |
| Facility General Insurance            | \$ | 484,567            |
| Facility Allocation                   | \$ | 1,322              |

**TOTAL OCCUPANCY EXPENSES** \$ **13,330,509**

| <b>OPERATING EXPENSES</b>      |    | <b>FY20 Budget</b> |
|--------------------------------|----|--------------------|
| Direct Care/Program Consultant | \$ | 1,106,827          |
| Temporary Help                 | \$ | 96,800             |
| Subcontracted Direct Care      | \$ | 948,074            |
| Staff Training                 | \$ | 183,050            |
| Staff Mileage/Travel           | \$ | 859,382            |

|                                     |    |           |
|-------------------------------------|----|-----------|
| Meals                               | \$ | 2,948,022 |
| Vehicle - Gas & Oil                 | \$ | 192,462   |
| Vehicle Lease                       | \$ | 433,156   |
| Vehicle Insurance                   | \$ | 578,078   |
| Vehicle Maintenance/Repair          | \$ | 183,889   |
| Vehicle Depreciation                | \$ | 43,538    |
| Other Client Transportation         | \$ | 78,629    |
| Interagency Transportation          | \$ | 451,998   |
| Incidental Health/Medical Care      | \$ | 84,200    |
| Medicine/Pharmacy                   | \$ | 363,087   |
| Client Personal Allowances          | \$ | 6,860     |
| Prov. of Material Goods & Serv      | \$ | 778,271   |
| CBFS Contingency Funds              | \$ | 185,675   |
| Client Group Activities             | \$ | 88,025    |
| Client Wages, Productive            | \$ | 77,000    |
| Client Wages, Non-Productive        | \$ | 22,600    |
| Program Supplies & Materials        | \$ | 2,044,791 |
| Non-Capital furnishings & Equipment | \$ | 28,165    |
| Prepaid PC                          | \$ | 253,092   |
| IT Equipment                        | \$ | 57,630    |

**TOTAL OPERATING EXPENSES** \$ **12,093,301**

| <b>ADMINISTRATIVE SUPPORT COSTS</b> |    | <b>FY20 Budget</b> |
|-------------------------------------|----|--------------------|
| Legal Fees                          | \$ | 90,500             |
| Audit Fees                          | \$ | 147,925            |
| Management Fees                     | \$ | 40,596             |
| Other Professional Fees             | \$ | 163,172            |
| Directors & Officers Insurance      | \$ | 62,120             |
| Professional Insurance              | \$ | 274,804            |
| Working Capital Interest            | \$ | 10,000             |
| Recruitment Advertising             | \$ | 527,100            |
| Telephone Service                   | \$ | 1,095,141          |
| Cell Phone Reimbursement            | \$ | 351,004            |
| Other Expenses                      | \$ | 22,009             |
| Office Supplies & Materials         | \$ | 145,183            |
| Postage                             | \$ | 51,575             |
| Printing & Reproduction             | \$ | 57,440             |
| Membership & Accreditation          | \$ | 191,345            |
| Bank Service Charges                | \$ | 84,780             |
| Special Events (Non-Fundraising)    | \$ | 35,550             |
| Bond Amortization Expense           | \$ | 7,374              |
| Advertising/Public Relations        | \$ | 12,835             |
| Conference & Meeting Expense        | \$ | 288,250            |

**TOTAL ADMINISTRATIVE SUPPORT COSTS** \$ **3,658,702**

**SUBTOTAL: OTHER DIRECT CARE EXPENSES** \$ **15,752,003**

| <b>NON REIMBURSABLE EXPENSES</b>   |    | <b>FY20 Budget</b> |
|------------------------------------|----|--------------------|
| Depreciation on Donated Assets     | \$ | 108,695            |
| Depreciation on Microsoft Donation | \$ | 193,220            |
| In Kind Contributions              | \$ | 510,923            |

**TOTAL NON REIMBURSABLE EXPENSES** \$ **812,838**

**TOTAL EXPENSES** \$ **129,763,346**

**NET INCOME/LOSS** \$ **902,794**