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| ATC Total Combined |
| Compared to FY17 |
| Preliminary Results |
| 9/19/17 |
| FY18 |

| | Budget |
|-------------------------------|-------------------|
| Units of Service | 222,151 |
| Individuals Served | 120 |
| | |
| School Districts | 4,383,030 |
| Consumer Fees | 305,000 |
| Private Pay | 193,000 |
| ABA Therapy/Diagnostics / Net | 2,787,925 |
| OT, PT & ST Therapy / Net | 1,336,724 |
| State/County/Federal | 7,497,052 |
| Donations, Unrestricted | 100,000 |
| Special Events | 100,000 |
| Autism Summit | 0 |
| Endowment | 75,000 |
| Donations, Restricted | 350,000 |
| FHLB Grants | 0 |
| Consumer Fund Raising | 0 |
| Employment Services | 2,000 |
| Other Income | 142,000 |
| Total Income | 17,271,731 |

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|-------------------------------|-------------------|
| Administrative Salaries | 1,310,194 |
| Program Support Salaries | 1,418,000 |
| Rehab Program Admin | 523,550 |
| Outpatient Labor Staff | 1,943,281 |
| Outpatient Labor Contract | 228,180 |
| Training Labor | 129,000 |
| PCA/Teaching Homes | 3,445,890 |
| Employment Services | 473,000 |
| Educational Services | 1,314,375 |
| Vacation Pay | 138,000 |
| Sick Pay | 144,000 |
| Employer Payroll Taxes | 786,970 |
| 401k Match | 131,977 |
| Supplemental Compensation | 123,993 |
| SUTA | 31,043 |
| Insurance-Health/Life | 540,402 |
| Insurance-WC | 54,242 |
| Contract Fees Program Admin. | 55,720 |
| Total Payroll Expenses | 12,791,817 |
| Payroll % of Revenue | 74.1% |

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|--------------------------|---------|
| Food | 283,105 |
| Household Supplies | 119,925 |
| Sm Appliances/Furn/Equip | 230,065 |
| Utilities | 259,283 |
| Minor Repair/Maint. | 216,286 |
| Consulting Fees | 11,400 |
| Edu Dept Supplies | 46,843 |
| Empl Svcs Supplies | 25,318 |
| Tiger Café | 1,743 |
| Telephone/Connectivity | 181,749 |
| Vehicle Supplies | 26,548 |
| Equipment Rental | 54,725 |
| Vehicle Rent | 2,665 |
| Vehicle Repair | 41,718 |
| Vehicle Fuel | 44,383 |
| Janitorial Supplies | 20,776 |
| Janitorial Service | 57,504 |
| Computer Supplies | 16,621 |
| Software Maintenance | 10,129 |

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| ATC Total Combined Compared to FY17 Preliminary Results 9/19/17 FY18 |
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| | <u>Budget</u> |
|--------------------------|-------------------|
| Office Supplies | 73,600 |
| Postage/Delivery | 11,543 |
| Membership/Dues/Subs. | 11,859 |
| Interest Expense | 201,222 |
| Late Fees/Finance Charge | 265 |
| Sales Tax / Property Tax | 3,310 |
| Rent | 102,686 |
| Public Relations | 3,767 |
| Business Meals | 2,928 |
| Employee Relations | 3,603 |
| Autism Summit | 0 |
| Marketing | 79,413 |
| Medical-Consumers | 39,106 |
| Medical-Employees | 28,267 |
| Prescriptions | 15,068 |
| Dental/ICFMR | 38,950 |
| Grant Expenses | 0 |
| Travel | 85,564 |
| Depreciation | 491,612 |
| Bad Debt Expense | 309,421 |
| Staff Education | 24,742 |
| Miscellaneous | 2,255 |
| Use of Restricted Funds | 17,922 |
| Insurance-General | 106,128 |
| Insurance-Auto | 59,655 |
| Legal | 15,040 |
| Professional Fees | 200,409 |
| Endowment Expense | 6,962 |
| License Fees | 8,257 |
| Quality Assurance Fees | 120,438 |
| Recruiting | 53,472 |
| Printing | 0 |
| Investment & Bank Fees | 23,784 |
| Board Related Expense | 31,257 |
| Special Needs | 18,033 |
| Outings | 19,163 |
| NARPAA | 1,025 |
| Safety Program | 0 |
| Central Allocation | (0) |
| Admin Allocation | 0 |
| Total Non Payroll Exp | <u>3,861,510</u> |
| | |
| Total Expenses | <u>16,653,327</u> |
| | |
| Operating Gain/(Loss) | <u>618,404</u> |