

	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018 YTD
Expenses						Unaudited
Salaries & Wages	\$ 1,824,615.76	\$ 4,075,259.16	\$ 3,946,013.14	\$ 4,060,639.25	\$ 4,246,315.02	\$ 3,245,100.00
Employee Benefits	\$ 220,375.74	\$ 540,038.20	\$ 395,991.22	\$ 640,338.08	\$ 597,148.79	\$ 519,216.00
Payroll Taxes	\$ 173,433.50	\$ 486,174.30	\$ 430,921.32	\$ 412,711.64	\$ 439,973.85	\$ 337,490.00
Client Evaluation	\$ 1,386.04	\$ -	\$ -	\$ 5,059.94	\$ 9,936.87	\$ 3,932.00
Client Treatment or Services	\$ 21,858.00	\$ 50,803.96	\$ 62,665.66	\$ 51,792.12	\$ 41,818.43	\$ 33,866.00
Legal Fees	\$ 4,178.50	\$ 3,456.62	\$ 1,502.00	\$ -	\$ -	\$ 1,299.00
Other Professional Services	\$ 369,555.91	\$ 804,489.73	\$ 483,707.93	\$ 245,965.04	\$ 270,340.99	\$ 191,222.00
Conferences & Conventions	\$ 691.00	\$ 2,717.49	\$ 6,558.62	\$ 9,492.35	\$ 5,857.16	\$ 694.00
Staff Development	\$ 3,754.21	\$ 15,490.87	\$ 11,628.87	\$ 20,416.01	\$ 21,465.12	\$ 19,547.00
Rent	\$ 71,000.00	\$ 143,915.00	\$ 109,866.08	\$ 89,304.82	\$ 102,788.81	\$ 32,280.00
Heating Costs	\$ 117,115.03	\$ 154,937.46	\$ 136,001.26	\$ 81,087.90	\$ 72,296.00	\$ 48,631.00
Utilities	\$ 37,253.35	\$ 56,824.04	\$ 51,524.17	\$ 56,171.11	\$ 55,470.23	\$ 36,217.00
Maintenance & Repairs	\$ 48,775.90	\$ 67,380.36	\$ 54,625.49	\$ 35,050.03	\$ 39,148.09	\$ 27,576.00
Property Taxes	\$ 28,576.27	\$ 69,223.88	\$ 63,095.02	\$ 66,916.73	\$ 77,018.51	\$ 61,148.00
Other Occupancy Costs	\$ 24,896.30	\$ 62,990.61	\$ 59,172.29	\$ 69,771.96	\$ 65,941.63	\$ 39,949.00
Office Supplies	\$ 14,003.21	\$ 49,628.28	\$ 34,366.72	\$ 33,398.86	\$ 30,201.67	\$ 13,362.00
Building/Household Supplies	\$ 20,839.94	\$ 63,708.01	\$ 48,041.92	\$ 55,751.13	\$ 67,811.89	\$ 30,118.00
Educational/Training Supplies	\$ 4,305.39	\$ 19,102.17	\$ 18,481.78	\$ 25,451.31	\$ 24,207.66	\$ 13,328.00
Food and Supplies	\$ 152,388.81	\$ 392,657.99	\$ 372,201.85	\$ 343,569.70	\$ 356,013.17	\$ 272,025.00
Medical Supplies	\$ 7,725.30	\$ 16,858.72	\$ 14,599.31	\$ 19,491.00	\$ 13,303.03	\$ 8,867.00
Capital Expenses	\$ 28,090.56	\$ 67,291.55	\$ 79,925.92	\$ 85,720.15	\$ 113,690.64	\$ 117,948.00
Equipment Rental & Maintenance	\$ 7,932.17	\$ 16,223.99	\$ 20,725.09	\$ 21,346.05	\$ 14,769.89	\$ 2,851.00
Advertising	\$ 1,314.20	\$ 8,407.87	\$ 4,621.91	\$ 5,785.21	\$ 3,103.98	\$ 7,063.00
Materials & Supplies	\$ 2,652.41	\$ 7,672.43	\$ 5,891.79	\$ 5,704.24	\$ 2,633.03	\$ 586.00
Telephone & Communications	\$ 29,167.35	\$ 60,165.47	\$ 64,623.83	\$ 51,976.80	\$ 52,051.10	\$ 30,986.00
Travel	\$ 6,632.90	\$ 21,760.56	\$ 11,960.81	\$ 11,508.58	\$ 7,025.58	\$ 1,177.00
Client Transportation	\$ 42,957.79	\$ 98,060.09	\$ 74,660.82	\$ 52,880.57	\$ 45,667.09	\$ 13,351.00
Vehicle Lease & Repairs	\$ 25,026.96	\$ 61,906.53	\$ 65,173.20	\$ 66,061.97	\$ 44,839.17	\$ 29,565.00
Insurance	\$ -	\$ 45,069.76	\$ 37,572.28	\$ 32,458.81	\$ 52,579.30	\$ 71,333.00
Dues & Subscriptions	\$ 384.16	\$ 1,801.00	\$ 789.50	\$ 1,339.28	\$ 771.80	\$ 96.00
Interest Expense	\$ 38,092.97	\$ 110,863.45	\$ 109,421.62	\$ 115,897.18	\$ 112,065.66	\$ 72,920.00
Other Expense	\$ 55,108.62	\$ 144,259.59	\$ 151,083.98	\$ 108,039.26	\$ 781,635.77	\$ 74,325.00
Vail / Shared Cost	\$ 23,206.28	\$ (3,583.44)	\$ 49,838.57	\$ 23,128.26	\$ 81,236.46	\$ 1,167,306.00
Total Expenses	\$ 3,384,088.25	\$ 7,719,139.14	\$ 6,927,415.40	\$ 6,881,097.08	\$ 7,767,889.93	\$ 6,522,377.00
Revenue	\$ 3,606,666.99	\$ 7,834,213.87	\$ 6,813,008.80	\$ 6,912,620.06	\$ 7,305,144.90	\$ 6,480,383.00
VPI Profit/(Loss)	\$ 222,578.74	\$ 115,074.73	\$ (114,406.60)	\$ 31,522.98	\$ (462,745.03)	\$ (41,994.00)
Daily Rate	\$ 368.62	\$ 362.79	\$ 356.95	\$ 348.97	\$ 355.96	\$ 346.55
Negotiated		FY 13 Base	FY 13 Base	FY 14 Base	FY 15 Base	FY 16 Base
		for 6 mos				

Jay Wolter:
Estimated at 16%. FY 16
= 15%, FY 17 = 14%

Jay Wolter:
frontloaded expense

Jay Wolter:
Frontloaded expense

Jay Wolter:
One time expected loss
following intentional bed
capacity reduction to 50
from 60 from 7/1 to 1/19
while Frost was
renovated

Jay Wolter:
Anticipate small profit by
year end given
frontloaded expenses and
monthly trends

Jay Wolter:
VSG rate only. NESFG
rates are set by NH and
much higher reflecting
acuity needs of students