

Projected Client Enrollments, Revenues and Costs Associated with CRS

| | Number of Anticipated BHD Clients Enrolled | | | | | |
|--------------------------------|--|------------|------------|------------|------------|-------------|
| | 2013* | 2014 | 2015 | 2016 | 2017 | 2018 |
| CBRF | 64 | 2 | 0 | 0 | 0 | 0 |
| TCM | 0 | 190 | 192 | 192 | 150 | 0 |
| CSP | 0 | 0 | 0 | 0 | 42 | 192 |
| TOTAL PROJECTED CLIENTS | 64 | 192 | 192 | 192 | 192 | 192 |
| TOTAL ENROLLMENT | 64 | 256 | 448 | 640 | 832 | 1024 |

| | Additional Revenue | | | | | |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| | 2013* | 2014 | 2015 | 2016 | 2017 | 2018 |
| CBRF | \$296,296 | \$1,466,665 | \$1,466,665 | \$1,466,665 | \$1,466,665 | \$1,466,665 |
| TCM | \$0 | \$156,912 | \$452,275 | \$747,638 | \$1,033,002 | \$1,113,763 |
| CSP | \$0 | \$0 | \$0 | \$0 | \$17,224 | \$386,885 |
| TOTAL PROJECTED ADDITIONAL REVENUE (55%) | \$296,296 | \$1,623,577 | \$1,918,940 | \$2,214,303 | \$2,516,891 | \$2,967,313 |

| | Additional Costs | | | | | |
|--|--|--------------------|--------------------|--------------------|--------------------|--------------------|
| | 2013* | 2014 | 2015 | 2016 | 2017 | 2018 |
| Additional Case Management Costs | \$80,000 | \$240,000 | \$240,000 | \$240,000 | \$240,000 | \$240,000 |
| Additional Staff Costs | \$74,311 | \$222,932 | \$245,225 | \$269,748 | \$296,722 | \$326,395 |
| Community Living Support Services (CLSS) | <i>This service is CBRF and Adult Family Homes so it is already provided in our network.</i> | | | | | |
| IPS - Supportive Employment | \$10,608 | \$127,296 | \$222,768 | \$318,240 | \$413,712 | \$509,184 |
| Peer Specialists | \$25,515 | \$306,176 | \$535,808 | \$765,440 | \$995,072 | \$1,224,704 |
| Start up funds for additional care coordination and related services costs | \$91,667 | \$275,000 | \$275,000 | \$275,000 | \$0 | \$0 |
| TOTAL ANTICIPATED COSTS | \$282,100 | \$1,171,404 | \$1,518,801 | \$1,868,428 | \$1,945,506 | \$2,300,283 |

| | | | | | | |
|------------------------------|-----------------|------------------|------------------|--------------------|--------------------|--------------------|
| Net Surplus/(Deficit) | \$14,196 | \$452,173 | \$400,139 | \$345,875 | \$571,385 | \$667,030 |
| Funds for Contingency | \$14,196 | \$466,369 | \$866,508 | \$1,212,383 | \$1,783,768 | \$2,450,798 |

| | | | | | | |
|---|-------------|--------------|--------------|--------------|--------------|--------------|
| Number of Additional (non-BHD) Clients that Could be Served Annually | 3.58 | 37.98 | 33.61 | 29.05 | 47.99 | 56.02 |
|---|-------------|--------------|--------------|--------------|--------------|--------------|

* Assumes September 1, 2013 start-up

NOTES and ASSUMPTIONS

Number of clients is based on completing four enrollments per week, starting with existing CBRF clients.

Enrollments are ALL existing BHD clients - no additional clients are included based on no waiting lists.

Staff Costs increase by 10% per year to account for raises and increased fringe benefit costs

IPS Costs = \$39/hour * 85 hours/year = \$3,315/client/year with a 15% enrollment rate

Peer Specialist Costs = \$46/hour * 2 hours/week = \$4,784/client/year with a 25% enrollment rate

BHD plans a three year start up phase therefore start up funds will be eliminated in 2017

Additional client cost = Avg of CSP and TCM cost @ \$3,807/year + IPS + Peer Specialist = \$11,907/client/year

NEW clients must be eligible for services under Chapter 51 and CRS financial and function requirements