



CDR PROJECTIONS

Using projections to manage your
programs

Model Uses

- To project total provider reimbursements
- To do what ifs based on caseloads or other metrics
- To project amounts of admin & support available for spending

Basis for Model

- Based on the average monthly rate in month served (reimbursements/number of children served)
- Uses 5 year history to determine seasonal trends
- Has multiple variables to accomplish what-ifs, and account for anomalies
- Is adapted to the different contracts based on the drivers of change.
- Combines data from program software and accounting software.

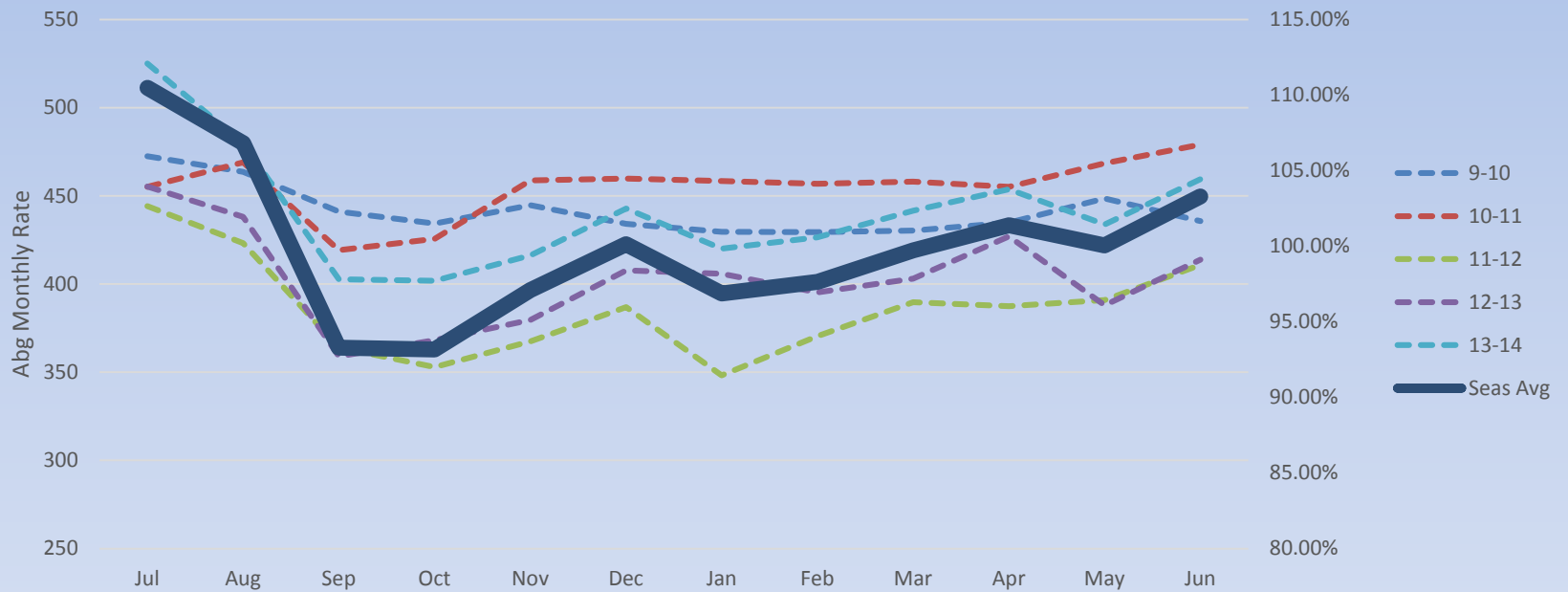
Caseloads

General AP	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Month Change		-10	-10	-10	-10	-10	0	0	0	0	0	0
		=Prev Month + Change	=Prev Month + Change	=Prev Month + Change	=Prev Month + Change	=Prev Month + Change	=Prev Month + Change	=Prev Month + Change	=Prev Month + Change	=Prev Month + Change	=Prev Month + Change	=Prev Month + Change
Caseload	500	490	480	470	460	450	450	450	450	450	450	450
	X	X	X	X	X	X	X	X	X	X	X	X
Avg Utilization	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%
	=	=	=	=	=	=	=	=	=	=	=	=
Paid Caseload	450	441	432	423	414	405	405	405	405	405	405	405
Stage 2												
Month	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
New Enrollments(A)		60	60	60	60	60	60	60	60	60	60	60
Time Outs (B)	20	25	20	25	10	15	20	20	30	50	20	15
Attrition (C)		20	20	20	20	20	20	20	20	20	20	20
		Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C	Prev Month + A -B-C
Caseload	700	715	735	750	780	805	825	845	855	845	865	890
Avg Utilization	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%
	=	=	=	=	=	=	=	=	=	=	=	=
Paid Caseload	630	644	662	675	702	725	743	761	770	761	779	801
Stage 3												
Month	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
Time Outs (A)		20	25	20	25	10	15	20	20	30	50	20
Attrition (B)		20	20	20	20	20	20	20	20	20	20	20
		Prev Month + A -B	Prev Month + A -B	Prev Month + A -B	Prev Month + A -B	Prev Month + A -B	Prev Month + A -B	Prev Month + A -B	Prev Month + A -B	Prev Month + A -B	Prev Month + A -B	Prev Month + A -B
Caseload	700	700	705	705	710	700	695	695	695	705	735	735
Avg Utilization	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%
	=	=	=	=	=	=	=	=	=	=	=	=
Paid Caseload	630	630	635	635	639	630	626	626	626	635	662	662

Utilization is % of children that actually have services an average compared to the total of children approved for services.

Seasonal Patterns

5 Year Seasonal Monthly Average

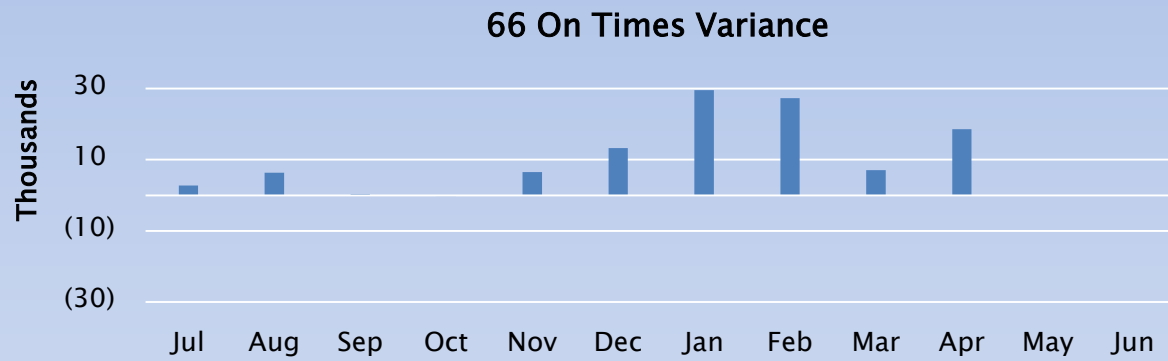


Summaries

Summary

Contract	65	66	69	71	77	Totals
Contract Amount	2,563,357	3,068,309	4,164,478	5,500,000	1,105,853	16,401,997
Budget	2,563,357	3,068,309	4,164,478	5,500,000	1,105,853	16,401,997
Provider Budget	2,114,770	2,531,355	3,435,694	4,125,000	774,097	12,980,916
Provider Projection:	2,802,332	2,525,597	2,942,440	4,139,013	776,470	13,185,852
Proj % Actual (PP/Earnings)	84.77%	82.32%	80.11%	75.26%	70.23%	80.39%
Proj EOY TTL Earnings	3,305,690	3,068,164	3,672,785	5,499,957	1,105,632	16,652,227
Budget Under/(Over):	(742,333)	145	491,693	43	221	(250,230)
NP Earn Var. Under/(Over)	125,137	25,631	(1,561)	18,727	21,914	189,849
Projected Indirect	244,866	227,271	272,058	407,404	81,899	1,233,498

Error Check



Projecting RMRC Increase

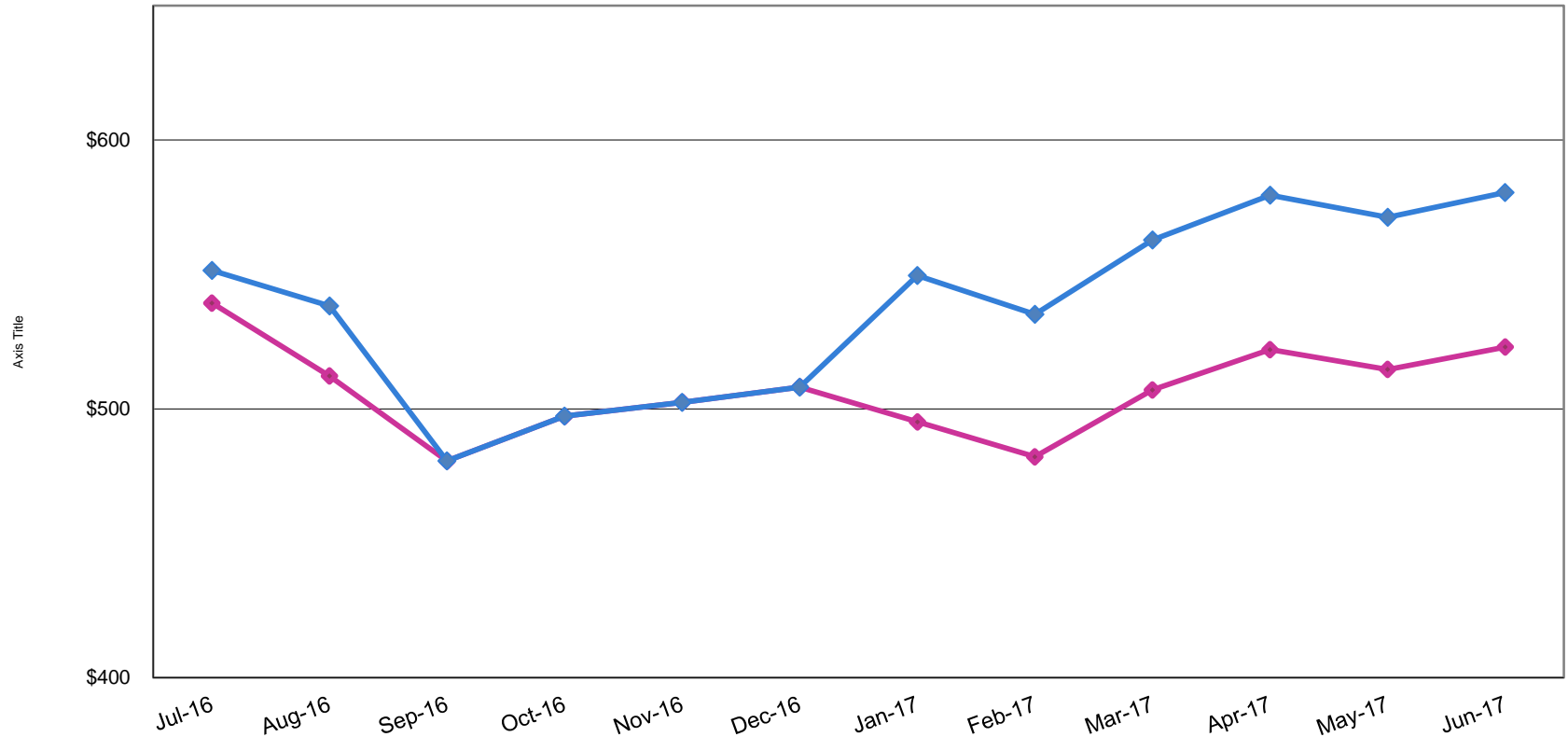
15-16 Average Monthly Child Care Costs													
Month	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Average
Original (A)	536480	461	472	470	459	465	449	462	473	479	469	473	473
Actual (B)	511448	469	496	491	498	492	495	499	508	522	504	494	494
Change (B-A)	(24)	(32)	8	24	21	39	27	45	37	35	44	35	21
% Change	-4.5%	-6.6%	1.7%	5.0%	4.5%	8.4%	5.7%	10.1%	8.0%	7.4%	9.1%	7.4%	4.5%

Analysis	
Actual Change Adjusted for Deviations	3.0%A
2015 Overall RMRC % Increase	4.5%B
2016 Overall RMRC % Increase	16.0%C
Projected Increase $\%(A/B) \times C =$	10.6%

- To determine RMRC increase first did comparison of original projections for average monthly child care compared to the actual.
- Since last year had an increase in Oct, determine the error margin based on first three months.
- Then divide the error margin by the overall RMRC % increase and multiply that by the RMRC overall % increase based on the schedule difference between last year and proposed increase in January.

What If's and Variances

Average Rate Planned vs Actual



	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17
Planned Rate	539.34	512.23	480.61	497.26	502.45	508.12	495.14	482.15	507.06	522.04	514.62	522.98
Actual Rate	551	538	481	497	502	508	550	535	563	579	571	581

Key Points

- Determine Caseload
- Use Historical Data to Determine Baselines
 - Average monthly rates
 - Seasonal trends
 - Usage compared to enrolled children
- Use periodic error checking to gauge projections accuracy
- Summarize to look at big picture