



TESTIMONY FOR A HEARING ON:

ADULT CARE FACILITIES

PRESENTED BEFORE:

THE NEW YORK STATE ASSEMBLY COMMITTEE ON HEALTH
RICHARD N. GOTTFRIED, CHAIR

THE NEW YORK STATE ASSEMBLY COMMITTEE ON SOCIAL SERVICES
ANDREW HEVESI, CHAIR

THE NEW YORK STATE ASSEMBLY COMMITTEE ON AGING
DONNA A. LUPARDO, CHAIR

PRESENTED BY:

DANIEL A. ROSS
STAFF ATTORNEY
MOBILIZATION FOR JUSTICE, INC.

September 19, 2017

MOBILIZATION FOR JUSTICE, INC.

100 William Street, 6th Floor
New York, NY 10038
212-417-3700

www.mobilizationforjustice.org

I. Introduction

Mobilization for Justice's mission is to achieve social justice, prioritizing the needs of people who are low-income, disenfranchised or have disabilities. We do this by providing direct civil legal assistance, conducting community education, engaging in policy advocacy, and bringing impact litigation.

For 25 years, Mobilization for Justice (formerly MFY Legal Services) has advised and represented adult home residents in individual matters and impact litigation. We also provide know-your-rights trainings to residents at New York City's adult homes.

Distinct from facilities in other parts of the state, most adult homes in New York City are large institutions, each with hundreds of residents. In some – transitional adult homes – more than a quarter of residents and sometimes almost all residents have a mental health diagnosis. Most of these homes operate or are planning to begin operating Assisted Living Programs (ALP) in their facilities. ALPs are adult homes that are certified to provide additional services, including assistance with activities of daily living and physical, speech, and occupational therapy. In addition to the adult home room and board fee, these facilities charge Medicaid a daily rate per resident. Enrollment in ALP is supposed to be a resident's choice, and guidelines for ALP programs were designed to increase a resident's privacy and independence. That has not been the experience of residents who have spoken to Mobilization for Justice, however.

Numerous media reports, government studies, and today's resident testimony have documented the poor services and conditions in these homes.¹ These problems persist under the State's current enforcement scheme, and in some ways have gotten worse with the rollout of ALP. Mobilization for Justice strongly supports legislation that would increase oversight and enforcement of the state's regulations governing adult homes to ensure resident rights are protected and appropriate, high quality care is provided.

II. Key Recommendations

Mobilization for Justice suggests a few legislative measures to improve oversight in adult homes and ensure better quality care for residents:

¹ See, e.g., Joaquin Sapient, "In a Lonely Corner of Coney Island, a Fight Over Care for the Vulnerable" ProPublica, May 24, 2017, available at: <https://www.propublica.org/article/in-a-lonely-corner-of-coney-island-a-fight-over-care-for-the-vulnerable>; Jennifer Gonnerman and Erica McDonald, A Place for Us: For Decades, New York's Adult Homes Have Profited by Keeping the Mentally Ill in Squalor, Mother Jones, March/April 2010, available at: <http://www.motherjones.com/politics/2010/02/surf-manor-coney-island>, New York State Commission on Quality of Care and Advocacy for Persons with Mental Disabilities (CQC), A Review of Assisted Living Programs in "Impacted" Adult Homes (2007), available at: <https://www.justicecenter.ny.gov/sites/default/files/archivereports/Publications/ALPRpt.pdf>; CQC, Health Care in Impacted Adult Homes: A Survey (2006, available at: <https://www.justicecenter.ny.gov/sites/default/files/archivereports/Publications/HealthCareStudy.pdf>); CQC, Adult Homes Serving Residents with Mental Illness: A Study on Layering of Services (2002), available at: <https://www.justicecenter.ny.gov/sites/default/files/archivereports/Publications/layering.pdf>; Clifford J. Levy, Broken Homes, N.Y. Times, Apr. 28-30, 2002, available at http://www.nytimes.com/ref/nyregion/BROKEN_HOMES.html.

1. **Strengthen government oversight to protect residents and reduce waste.** Pass A02743 to increase penalties for violations of adult home regulations and allow penalties for violations even when they are eventually “rectified.” Empower the Department of Health (DOH) to audit adult home financial records. Increase DOH’s funding for inspection and surveillance to hire more staff so investigations of complaints can happen in a more timely manner.
2. **Require independent assessment of ALP residents’ needs.** Before the state created the Conflict-Free Enrollment and Evaluation Center (CFEEC) to determine if Medicaid recipients qualified for enrollment in Managed Long-Term Care, plans acted much like adult homes in New York City: enrolling as many participants as possible, even if the resident did not qualify under the eligibility guidelines. The state enacted a new check on the plans, which was successful in limiting the problem. Similar steps must be taken to ensure appropriate assisted living enrollment.
3. **Ensure that government funds benefit residents.** Cap administrative expenses in facilities qualifying for Congregate Care payments. Enact minimum standards for food expenditures. Require resident participation in deciding how some revenue is spent and what improvements are made.
4. **Match any increase in the facilities’ rate with an equal percentage increase in residents’ personal needs allowance.** Adult home residents who receive SSI are entitled to about \$6.25 of personal needs allowance per day. It is only fair to tie a percentage increase for adult homes with the same percentage increase for residents. More PNA allows residents to increase their own independence and enable them to participate more fully in the broader community, paying for transportation, dining, or entertainment.
5. **Increase the facility rate only in small homes that may not benefit from economies of scale, or to homes with a history of low administrative spending and profit.** New York City’s adult homes are earning significant profits under current funding levels. Mobilization for Justice is not aware of any adult home in New York City that closed because the operator could not cover its expenses. If that is a legitimate concern for some homes, the State should tailor its funding levels to resolve those isolated problems. In any case, there should be limits to how much state funding is consumed by administrative expenses and profit, to ensure facilities are run efficiently.
6. **Develop supportive housing alternatives for residents throughout the state to reduce the need for institutional living and Congregate Care spending.** Rather than pouring more money into institutions, the State must invest in programs and services that will enable adults with disabilities to live in the most integrated setting appropriate to their needs. Supported housing programs, home care services, and case management can allow many residents who are institutionalized or are at risk of institutionalization in adult homes to live independently in their communities. That should be the state’s focus.

III. Adult Homes Have Little Incentive to Comply with the Law

The current language of Section 460-d of the Social Services Law allows adult home operators to avoid any penalty for violating most adult home regulations if the operator corrects the violation. Under this section of the law, operators have at least 30 days after they are informed of the results of a DOH inspection, which itself can happen months after the violation occurred or was

reported to DOH. In effect, the operator has many months between an incident and when it must “rectify” the violation in order to avoid liability for the violation.

A thief who violates New York’s penal law cannot avoid liability by eventually returning a victim’s belongings. An employer who violated New York’s wage and hour laws does not avoid liability by agreeing to pay employees properly in the future. But adult home operators who violate regulations promulgated in accordance with the Social Services Law do avoid liability by later “rectifying” their conduct.

Because an operator faces no consequences for a violation if it can eventually rectify the particular violation, it has little incentive to comply with the law. Instead, the operator has a perverse incentive to do as little as possible to care for residents and respect their rights, so long as it can show regulators adequate “rectification” within a few months of a reported and substantiated incident for which DOH issues a violation.

For example, Mobilization for Justice and the Coalition of the Institutionalized Aged and Disabled present rights trainings for residents at adult homes in New York City. Our ability to conduct these trainings and provide other services to residents in their homes is protected by regulation. In December, we contacted an adult home, Morningside Assisted Living, to schedule such a training, as we do dozens of times each year. The facility did not respond to our letter, so we called the administrator. We discussed possible dates for the training. When we called back to confirm the date, he told us that we could not offer the training and hung up on us. Three months later, DOH investigated and substantiated our complaint. We were told that the facility would be contacting us within 30 days to schedule a training. After more than 30 days went by without any contact from the facility, we contacted DOH. More than five months after the violation took place, the facility contacted us to schedule a training. Over the course of the next few weeks, we agreed on a date, pending approval from an executive at the facility. Then the executive called us and told us we would not be permitted to provide a training to residents – a violation during a long rectification process for precisely the same violation.

Eventually, after contact with DOH and the facility’s lawyers, we successfully scheduled the training, but not before the facility’s counsel asked us to educate them about the regulatory requirement of privacy in advocates’ communications with residents. The training was conducted almost ten months after the original violation occurred. Upon information and belief, the citation was removed from the facility’s record after the training was conducted. According to the DOH official we spoke to, the ten-month delay was acceptable, and the repeated violations were forgivable, because the facility had some staffing changes during that period.

Mobilization for Justice does not believe that an operator’s compliance with adult home regulations is subject to continuity in staffing, and we do not believe a ten-month delay in accessing services is acceptable to residents. We believe that adult home operators should be expected to know the law and comply with the law, not seek counsel from resident advocates about what laws apply to the facilities they are approved to operate. We are now working to address problems residents are encountering from that facility. We should have been able to start helping these residents much sooner. But because the facility eventually agreed not to violate the regulation, it will not be penalized for its prior violations.

This example may not seem extreme. Indeed, the DOH suggested as much by noting that no resident was physically harmed by the violations. But it is emblematic of more widespread compliance and enforcement problems in adult homes. Frequently, when we advise residents to report a violation of their rights to DOH, they tell us that they already had, and that nothing ever happens.

Unfortunately, these residents are often correct about the inefficacy of DOH complaints. Mobilization for Justice sometimes assists residents in making complaints to DOH. In many complaint investigations, residents are never contacted for information. Even when a complaint is substantiated, DOH decides that no corrective action is required by the adult home. Earlier this year, for example, a resident made an appointment for herself with an off-site doctor, as is her right. When the doctor's office called to confirm the appointment, the facility canceled the appointment rather than connecting the call to the resident's room. DOH substantiated the complaint that the home had violated her rights, but decided no corrective action was needed, noting that the next time she made an appointment, without the facility's knowledge, the facility did not intervene to cancel it again. This is not a meaningful enforcement system, and it is offensive to adult home residents who suffer the original harm to then be disrespected by the agency charged with enforcing resident rights.

IV. Adult Homes in New York City: Profit and Poor Care

Low-income adult home residents qualify for SSP Congregate Care Level III, or \$1,429 per month, of which they keep \$194 as personal needs allowance and pay a monthly rate of \$1,235 to the facility.² Residents whose income exceeds the Congregate Care rate sometimes pay more for the same shared-room accommodations. In a 200-bed adult home in New York City in which every resident pays the SSI rate, the facility's annual revenue from resident fees is close to \$3 million.

Tax documents filed by Belle Harbor Manor, one of the city's few 501(c)(3) non-profit adult homes, shed some light on how facilities spend their state-funded income. Belle Harbor Manor is a 162-bed facility on the Rockaway Peninsula. Last year, it received income from residents' room and board totaling \$2,259,820 – the equivalent of having about a 93% occupancy rate. Belle Harbor's greatest expense was its employees – a total of about \$920,000, including wages, benefits, and payroll taxes. The facility's second largest expense, however, was \$340,000 that it donated to other non-profit organizations not related to its mission of residential care. That's roughly 15 percent of the facility's revenue from SSI and SSP earmarked for spending unrelated to quality care or resident well-being. Belle Harbor Manor's spending priorities are not anomalous among New York City adult homes. In fact, by at least one metric, Belle Harbor Manor compares favorably to many of its for-profit peers. It spent an average of \$1.65 on food per meal per resident last year. We looked at the proposed budgets of 18 similar facilities in New York City, and only five spent more per resident on food than Belle Harbor. Most spent less. Sometimes much less: Mariners Residence on Staten Island expected to spend an average of less than 80 cents per meal per resident. It projected annual profits two-and-a-half times its annual food expenses.

² Social Services Law §§ 131-o(1)(c), 209(2)(e).

Belle Harbor's tax filings indicate that adult homes in New York City were making strong profits simply from room and board income, but most have moved away from that model in favor of even more lucrative assisted living programs.

V. Adult Homes with Assisted Living Programs in New York City: More Profit, Same Poor Care

Many adult homes in New York City have begun operating or are developing assisted living programs. In addition to receiving the room and board rate of an adult home paid by SSP, these facilities qualify for additional payments from the state through Medicaid, often tripling the facilities' overall resident-based revenue. The lowest daily rate for an ALP bed is \$73.75, or \$26,918.75 per year per resident. Daily rates can go as high as \$149.77, or \$54,666.05 per year per resident. Nurses completing the assessments work for the facility (or a contractor) who will be paid based on the level of service a resident is assessed as needing. This creates an obvious conflict of interest. We believe that opportunity is being exploited by facilities, to the detriment of residents' independence and creating large-scale fraud and waste in the Medicaid program. Little has changed to prevent these abuses since the New York State Commission on Quality of Care published a report raising similar concerns ten years ago.³ As the number of facilities with ALP beds has increased, though, the scope of the problem has expanded.

Residents at many adult homes are often not sure whether or not they are enrolled in an ALP. Some of the residents who lived at the adult homes for years appear to have been converted from adult home residents to ALP residents without their knowledge. Although it is supposed to be a voluntary program joined by residents by giving informed consent, at least one home that recently began operating an ALP said that all residents will be enrolled.

Facilities seeking to add or increase ALP beds were asked to address in their applications, among other things:

- Development of independent living skills (i.e., no lines for medication, meals or activities);
- Resident choice in choosing from whom to receive services and supports;
- That privacy in the sleeping unit will be provided unless a roommate is chosen;
- Individual and shared (double occupancy) dwelling units must contain separate living, dining and sleeping areas which provide adequate space and comfortable home-like surroundings.⁴

These requirements were not enforced, and the institutional characteristics of the facilities remain. The New York City adult homes that were approved in the state's recent ALP initiative are either keeping all their adult home beds or relinquishing a mere handful, to convert those

³ See New York State Commission on Quality of Care and Advocacy for Persons with Mental Disabilities (CQC), A Review of Assisted Living Programs in "Impacted" Adult Homes (2007), available at: <https://www.justicecenter.ny.gov/sites/default/files/archivereports/Publications/ALPRpt.pdf>.

⁴ DOH Assisted Living Program 4500 Conversion Initiative for Transitional Adult Homes Application Form at 2, available at: https://www.health.ny.gov/funding/soi/inactive/alp_4500_solicitation/attach4_alp_4500_app_form.pdf.

spaces into new lounges or other amenities. As a result, instead of ALP certification providing residents with more privacy and their own rooms, the DOH has allowed facilities to keep residents in shared rooms. The primary difference between facilities before ALP certification and after ALP certification seems to be that the facilities now earn more than \$4,000 per bed per month rather than \$1235. As a result, a home with 200 beds will now have an annual revenue of between \$8 and \$14 million.

Residents who have been enrolled in ALPs have not noticed significant changes in services. Mobilization for Justice frequently hears from residents who tell us that the only time they see their personal care attendant is in the morning, when the aide comes to demand their signature indicating the aide provided services to the resident. The most significant change is that the adult home is now receiving much more money to provide the same care. Other residents tell us that their aide does their laundry, which adult homes are obligated to do without the extra revenue.

When we have shown residents the assessments facilities submitted about them, they have told us the assessments overestimate both their needs and the level of service they receive. In one recent example, an adult home resident who had been enrolled in assisted living saw that his adult home had reported that he was not capable of independently using transportation. He was surprised to read this, since he regularly takes the bus by himself. The person filling out the assessment never asked him about his ability to take the bus, and no one from the facility ever evaluated his ability to do so. Before he demanded to be disenrolled from the ALP he never signed up for, this resident's adult home was collecting \$95.64 per day for him, on top of the \$1,235 monthly room and board fee.

VI. Government-Funded Waste in New York City Adult Homes

The adult homes that were approved for ALP beds submitted projected budgets to the Department of Health with their applications for ALP beds. Mobilization for Justice urges the committees at this hearing to review these budgets before deciding whether to increase the SSP rate. The budgets, which we have attached, show extensive waste in the provision of board and care to some of the city and state's most vulnerable residents.

Three expenses, in particular, should be scrutinized: rent, executive compensation, and profit.

It is common for adult homes to "rent" the property from a separate corporate entity that has either the same or related ownership. The 18 assisted living facilities we looked at pay substantial "rent" to these companies. In most, the rent, not including property taxes, accounted for 10 to 20 percent of the facility's expenses.

Executive compensation for the two or three people in senior management roles – the administrator and case managers – was also quite high for people with their required qualifications. Case managers in adult homes rarely have the education and licensure of similar employees in nursing homes and hospitals, but their income is often substantially higher than these counterparts. In several homes, the facility spent more on the administrator's salary than it did on a year's worth of food for hundreds of residents. At Surfside Manor, a 200-bed adult

home in Rockaway Beach, Queens, the administrator's salary was \$405,000. The facility projected spending only \$240,000 on food, less than Belle Harbor spent on fewer resident meals. Mermaid Manor in Coney Island, Brooklyn, similarly budgeted \$245,000 for food for its residents, while giving a \$400,000 salary to the administrator.⁵ In half of the 18 for-profit facilities we examined, compensation for these managers exceeded seven percent of the facility's total spending.

About 60 percent of adult homes in New York City are owned by for-profit entities. The homes' projected budgets indicate that profits amount to hundreds of thousands of dollars per year at some facilities and millions of dollars at others. This is on top of the rent payments and inflated executive compensation reported by these facilities.

The state long ago made a decision that it would pay for-profit facilities to house, board, and care for some of its most vulnerable residents. That's the state's choice. But profit should not be valued over the quality of care provided to residents.

Before increasing revenue for institutional adult homes, the Assembly should consider what level of waste in this part of the state's social safety net is acceptable. Is it a penny on every dollar of government spending? A dime on every dollar? A quarter? In all but one of the 18 homes we looked at, the combination of rent, executive compensation, and profit accounted for more than a quarter of resident-based revenue. At New South Shore Manor in Canarsie, Brooklyn, it was more than 49 percent. Mobilization for Justice believes these levels are too high.

Because we work with residents of homes in New York City, we cannot speak to the difficulties of smaller homes upstate. But the evidence we have seen shows that New York City's adult care facilities do not need more state funding; they need more state oversight.

VII. Conclusion

Mobilization for Justice thanks the Committee on Health, the Committee on Social Services, and the Committee on Aging for holding this hearing. We are committed to helping the State develop and implement a financially sound system that ensures people with disabilities living in New York's adult homes enjoy a high quality of life, in which they are treated with dignity and respect and served in the least restrictive environment.

⁵ These numbers are taken from the facilities' projected budgets, attached. While both facilities are approved for 200 residents, the budget projections is based on a 90 percent occupancy rate equal to 180 residents.

Appendix

Projected budgets for 18 New York City facilities recently approved for ALP beds

The attached proposed facility budgets were submitted to the New York State Department of Health as part of each facility's application for approval for ALP beds. Mobilization for Justice has included a cover page for each budget, identifying the facility, address, neighborhood, and how many beds the adult home has, and how many of those are ALP beds. Not all of these facilities have transitioned to providing ALP yet. The numbers on the cover pages reflect the beds requested in the applications from which the budgets are taken. Each facility was asked to base its budget on a 90 percent occupancy rate. In some cases, the homes stated how many "resident bed days" its projected budget assumed. In others, Mobilization for Justice calculated the number of average residents based on the projected room and board income, assuming each resident was paying the SSI/SSP rate. Some facilities may have residents who pay a higher room and board rate.

Brooklyn Adult Care Center
2830 Pitkin Avenue
Brooklyn, NY 11208
(East New York)

210 beds (200 ALP beds)
Budget based on average of 204.62 residents

Adult Care Facility Common Application**ALP - Projected Twelve Month Operating Budget**

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	3,030,000	2,900,000	130,000	
Home Care				
Other Resident Revenue (attach schedule)	6,025,000	6,025,000		
Other Revenue (attach schedule)	76,000	73,000	3,000	
Total Anticipated Revenue	9,131,000	8,998,000	133,000	
Anticipated Expense				
Salaries and Wages	1,225,000	1,170,000	55,000	
Director/Administrator (1)				
Supervisor/Case Management (2)	100,000	96,000	4,000	
Total Service Personnel (3)				
Clerical Staff	150,000	144,000	6,000	
Other				
Payroll Taxes	132,500	126,000	6,500	
Other Fringe Benefits	100,000	96,000	4,000	
Purchase of Service Contracts (attach schedule)				
Dietary Consultant	12,000	11,500	500	
Raw Food Costs	290,000	278,000	12,000	
Food Supplies	30,000	29,000	1,000	
Medical and Nursing Supplies (including non-depreciable equipment)	160,000	153,000	7,000	
Rental of Facility	824,800	796,000	28,800	
Real Estate Taxes	1,000,000	96,000	4,000	
Water and Sewer	90,000	86,000	4,000	
Heat, Light and Power	155,000	148,000	7,000	
Repairs and Maintenance	165,000	158,000	7,000	
Housekeeping Supplies, Laundry & Linen	110,000	105,000	5,000	
Social and Recreation	35,000	33,000	2,000	
Transportation				
Insurance	180,000	172,000	8,000	
Interest expense (attach schedule)				
Telephone	25,000	24,000	1,000	
Legal and Accounting	110,000	105,000	5,000	
Advertising	18,000	17,000	1,000	
Other Administrative and general (attach schedule)	3,236,000	3,224,500	11,500	
Total Anticipated Expenses	7,248,300	7,068,000	180,300	
Net Operating Surplus/Profit (deficit/loss)	1,882,700	1,930,000	(47,300)	
Depreciation and Amortization	40,000	38,000	2,000	
Anticipated Resident Care Days				

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

GEFEN ACF, LLC d/b/a BROOKLYN ADULT CARE CENTER
Adult Care Facility Common Application

Schedule 4D: ALP - Projected 12 Month Budget

Attached Schedules

	<u>Total</u>	<u>ALP</u>	<u>ACF</u>
Anticipated Revenue			
<u>Other Resident Revenue:</u>			
Medicaid Income	\$6,025,000	\$6,025,000	-
<u>Other Revenue:</u>			
Rental Income	\$76,000	\$73,000	\$3,000
Anticipated Expenses			
<u>Other Administrative & General:</u>			
Travel & Entertainment	\$25,000	\$24,000	\$1,000
Gifts	7,000	6,500	500
Auto Expense	55,000	53,000	2,000
Pension Expense	25,000	24,000	1,000
Office Expense	65,000	62,000	3,000
Computer Expense	55,000	53,000	2,000
Management Fees	54,000	52,000	2,000
LHCSA & CHAA Expenses	2,950,000	2,950,000	-
	<u>\$3,236,000</u>	<u>\$3,224,500</u>	<u>\$11,500</u>

Elm York Assisted Living
100-30 Ditmars Boulevard
East Elmhurst, NY 11369

262 beds (200 ALP beds)
Budget based on average of 254 residents

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: June 30, 2016

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	\$ 3,761,232	\$ 2,443,320	\$ 1,317,912	
Home Care	\$ 4,818,000	\$ 4,818,000	\$ 0	
Other Resident Revenue (attach schedule)				
Other Revenue (attach schedule)				
Total Anticipated Revenue	\$ 8,579,232	\$ 7,261,320	\$ 1,317,912	
Anticipated Expense				
Salaries and Wages	\$ 2,080,000	\$ 1,352,000	\$ 728,000	
Director/Administrator (1)	\$ 150,000	\$ 97,500	\$ 52,500	
Supervisor/Case Management (2)	\$ 90,000	\$ 58,500	\$ 31,500	
Total Service Personnel (3)	\$ 1,595,000	\$ 1,036,750	\$ 558,250	
Clerical Staff	\$ 115,000	50	\$ 40,250	
Other	\$ 120,000	7	\$ 45,500	
Payroll Taxes			\$ 65,520	
Other Fringe Benefits			\$ 94,500	
Purchase of Service Contracts (attach schedule)			\$ 0	
Dietary Consultant			\$ 875	
Raw Food Costs			\$ 157,500	
Food Supplies			\$ 14,000	
Medical and Nursing Supplies (including non-depreciable equipment)		\$ 75,000	\$ 0	
Rental of Facility	\$ 1,100,000	\$ 715,000	\$ 385,000	
Real Estate Taxes	\$ 320,000	\$ 208,000	\$ 112,000	
Water and Sewer	\$ 68,000	\$ 44,200	\$ 23,800	
Heat, Light and Power	\$ 240,000	\$ 156,000	\$ 84,000	
Repairs and Maintenance	\$ 150,000	\$ 97,500	\$ 52,500	
Housekeeping Supplies, Laundry & Linen	\$ 77,450	\$ 50,343	\$ 27,108	
Social and Recreation	\$ 30,000	\$ 19,500	\$ 10,500	
Transportation	\$ 40,000	\$ 26,000	\$ 14,000	
Insurance	\$ 70,000	\$ 45,500	\$ 24,500	
Interest expense (attach schedule)	\$ 0.00	\$ 0.00	\$ 0.00	
Telephone	\$ 45,000	\$ 29,250	\$ 15,750	
Legal and Accounting	\$ 75,000	\$ 48,750	\$ 26,250	
Advertising	\$ 2,000	\$ 1,300	\$ 700	
Other Administrative and general (attach schedule)	\$ 82,000	\$ 53,300	\$ 28,700	
Total Anticipated Expenses	\$ 8,294,950	\$ 6,429,748	\$ 1,865,203	
Net Operating Surplus/Profit (deficit/loss)	\$ 184,282			
Depreciation and Amortization	\$ 100,000	\$ 65,000	\$ 35,000	
Anticipated Resident Care Days	92710	60225	32485	

Corrected
+ approved
Schedule 4D

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

Adult Care Facility Common Application**ALP - Projected Twelve Month Operating Budget**

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: June 30, 2016

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	\$ 3,761,232	\$ 2,443,320	\$ 1,317,912	
Home Care	\$ 4,818,000	\$ 4,818,000	\$ 0	
Other Resident Revenue (attach schedule)				
Other Revenue (attach schedule)				
Total Anticipated Revenue	\$ 8,579,232	\$ 7,261,320	\$ 1,317,912	
Anticipated Expense				
Salaries and Wages	\$ 2,080,000	\$ 1,352,000	\$ 728,000	
Director/Administrator (1)	\$ 150,000	\$ 97,500	\$ 52,500	
Supervisor/Case Management (2)	\$ 90,000	\$ 58,500	\$ 31,500	
Total Service Personnel (3)	\$ 1,595,000	\$ 1,036,750	\$ 558,250	
Clerical Staff	\$ 115,000	\$ 74,750	\$ 40,250	
Other	\$ 130,000	\$ 84,500	\$ 45,500	
Payroll Taxes	\$ 187,200	\$ 121,680	\$ 65,520	
Other Fringe Benefits	\$ 2,700	\$ 175,500	\$ 94,500	
Purchase of Service Contracts (attach schedule)	\$ 2,890,800	\$ 2,890,800	\$ 0	
Dietary Consultant	\$ 2,500	\$ 1,625	\$ 875	
Raw Food Costs	\$ 450,000	\$ 292,500	\$ 157,500	
Food Supplies	\$ 40,000	\$ 26,000	\$ 14,000	
Medical and Nursing Supplies (including non-depreciable equipment)	\$ 75,000	\$ 75,000	\$ 0	
Rental of Facility	\$ 1,100,000	\$ 715,000	\$ 385,000	
Real Estate Taxes	\$ 320,000	\$ 208,000	\$ 112,000	
Water and Sewer	\$ 68,000	\$ 44,200	\$ 23,800	
Heat, Light and Power	\$ 240,000	\$ 156,000	\$ 84,000	
Repairs and Maintenance	\$ 150,000	\$ 97,500	\$ 52,500	
Housekeeping Supplies, Laundry & Linen	\$ 77,450	\$ 50,343	\$ 27,108	
Social and Recreation	\$ 30,000	\$ 19,500	\$ 10,500	
Transportation	\$ 40,000	\$ 26,000	\$ 14,000	
Insurance	\$ 70,000	\$ 45,500	\$ 24,500	
Interest expense (attach schedule)	\$ 0.00	\$ 0.00	\$ 0.00	
Telephone	\$ 45,000	\$ 29,250	\$ 15,750	
Legal and Accounting	\$ 75,000	\$ 48,750	\$ 26,250	
Advertising	\$ 2,000	\$ 1,300	\$ 700	
Other Administrative and general (attach schedule)	\$ 82,000	\$ 53,300	\$ 28,700	
Total Anticipated Expenses	\$ 8,394,960	\$ 6,468,498	\$ 1,900,203	
Net Operating Surplus/Profit (deficit/loss)	\$ 184,282			
Depreciation and Amortization	\$ 100,000	\$ 65,000	\$ 35,000	
Anticipated Resident Care Days	92710	60225	32485	

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

**Harbor Terrace Adult Care &
Assisted Living**

**110 Henderson Avenue
Staten Island, NY 10301
(Randall Manor)**

427 beds (200 ALP beds)

Budget based on average of 350 residents

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/15

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care Home Care	5,182,800	2,961,600	2,221,200	
Other Resident Revenue (attach schedule) <i>ALP</i>	5,500,000	5,500,000		
Other Revenue (attach schedule)				
Total Anticipated Revenue	10,682,800	8,461,600	2,221,200	
Anticipated Expense				
Salaries and Wages				
Director/Administrator (1)	200,000		200,000	
Supervisor/Case Management (2)	350,000	200,000	150,000	
Total Service Personnel (3)	2,550,000	800,000	1,750,000	
Clerical Staff	100,000	25,000	75,000	
Other				
Payroll Taxes	500,000	175,000	325,000	
Other Fringe Benefits				
Purchase of Service Contracts (attach schedule)				
Dietary Consultant	3,000		3,000	
Raw Food Costs	1,000,000	575,000	425,000	
Food Supplies	75,000	40,000	35,000	
Medical and Nursing Supplies (including non-depreciable equipment)				
Rental of Facility	889,800	509,800	380,000	
Real Estate Taxes	234,000	134,000	100,000	
Water and Sewer	150,000	85,000	65,000	
Heat, Light and Power	325,000	185,000	140,000	
Repairs and Maintenance	250,000	150,000	100,000	
Housekeeping Supplies, Laundry & Linen	225,000	150,000	75,000	
Social and Recreation	50,000	35,000	15,000	
Transportation	25,000	15,000	10,000	
Insurance	375,000	225,000	150,000	
Interest expense (attach schedule)				
Telephone	201,000		201,000	
Legal and Accounting	50,000	25,000	25,000	
Advertising	50,000	25,000	25,000	
Other Administrative and general (attach schedule) <i>ALP General</i>	275,000	275,000		
Total Anticipated Expenses	7,696,800	3,628,800	4,068,000	
Net Operating Surplus/Profit (deficit/loss)				
Depreciation and Amortization				
Anticipated Resident Care Days				

* "Adult Care Facility" refers to other ACF residents not occupying

Kings Adult Care Center
2255 Cropsey Avenue
Brooklyn, NY 11214
(Bath Beach)

200 beds (200 ALP beds)
Budget based on average of 202.12 residents

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/2016

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	2,993,000	2,993,000		
Home Care	4,891,000	4,891,000		
Other Resident Revenue (attach schedule)	0	0		
Other Revenue (attach schedule)	0	0		
Total Anticipated Revenue	7,884,000	7,884,000		
Anticipated Expense				
Salaries and Wages				
Director/Administrator (1)	300,000	300,000		
Supervisor/Case Management (2)	300,000	300,000		
Total Service Personnel (3)	1,150,000	1,150,000		
Clerical Staff	125,000	125,000		
Other	0	0		
Payroll Taxes	240,000	240,000		
Other Fringe Benefits	200,000	200,000		
Purchase of Service Contracts (attach schedule)	250,000	250,000		
Dietary Consultant	25,000	25,000		
Raw Food Costs	850,000	850,000		
Food Supplies	50,000	50,000		
Medical and Nursing Supplies (including non-depreciable equipment)	250,000	250,000		
Rent of Facility	1,200,000	1,200,000		
Real Estate Taxes	180,000	180,000		
Water and Sewer	175,000	175,000		
Heat, Light and Power	240,000	240,000		
Repairs and Maintenance	400,000	400,000		
Housekeeping Supplies, Laundry & Linen	280,000	280,000		
Social and Recreation	150,000	150,000		
Transportation	50,000	50,000		
Insurance	300,000	300,000		
Interest expense (attach schedule)				
Telephone				
Legal and Accounting	200,000	200,000		
Advertising	150,000	150,000		
Other Administrative and general (attach schedule)	300,000	300,000		
Total Anticipated Expenses	7,365,000	7,365,000		
Net Operating Surplus/Profit (deficit/loss)	519,000	519,000		
Depreciation and Amortization				
Anticipated Resident Care Days				

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

**Lakeside Manor Home for
Adults & Assisted Living**
797 Brighton Avenue
Staten Island, NY 10301
(Tompkinsville)

200 beds (200 ALP beds)
Budget based on average of 180 residents

Adult Care Facility Common Application**ALP - Projected Twelve Month Operating Budget**

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/2016

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	6,200,000.00	6,200,000.00	0	0
Home Care	0	0	0	0
Other Resident Revenue (attach schedule)	0	0	0	0
Other Revenue (attach schedule)	0	0	0	0
Total Anticipated Revenue	6,200,000.00	6,200,000.00	0	0
Anticipated Expense				
Salaries and Wages	3,102,508.00	3,102,508.00	0	
Director/Administrator (1)	240,000.00	240,000.00	0	0
Supervisor/Case Management (2)	225,000.00	225,000.00	0	0
Total Service Personnel (3)	1,800,000.00	1,800,000.00	0	0
Clerical Staff	225,000.00	225,000.00	0	0
Other	185,000.00	185,000.00	0	0
Payroll Taxes	255,000.00	255,000.00	0	0
Other Fringe Benefits	172,508.00	172,508.00	0	0
Purchase of Service Contracts (attach schedule)				
Dietary Consultant	7,200.00	7,200.00	0	0
Raw Food Costs	275,474.00	275,474.00	0	0
Food Supplies	22,000.00	22,000.00	0	0
Medical and Nursing Supplies (including non-depreciable equipment)	17,562.00	17,562.00	0	0
Rental of Facility	1,020,000.00	1,020,000.00	0	0
Real Estate Taxes	270,000.00	270,000.00	0	0
Water and Sewer	143,951.00	143,951.00	0	0
Heat, Light and Power	225,129.00	225,129.00	0	0
Repairs and Maintenance	275,750.00	275,750.00	0	0
Housekeeping Supplies, Laundry & Linen	85,969.00	85,969.00	0	0
Social and Recreation	36,000.00	36,000.00	0	0
Transportation	9,266.00	9,266.00	0	0
Insurance	171,634.00	171,634.00	0	0
Interest expense (attach schedule)	0	0	0	0
Telephone	20,172.00	20,172.00	0	0
Legal and Accounting	60,789.00	60,789.00	0	0
Advertising	17,123.00	17,123.00	0	
Other Administrative and general (attach schedule)				
Total Anticipated Expenses	5,760,527.00	5,760,527.00	0	0
Net Operating Surplus/Profit (deficit/loss)	439,473.00	439,473.00	0	0
Depreciation and Amortization				
Anticipated Resident Care Days	65,700.00	65,700.00	65,700.00	0

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

Mariners Residence
2099 Forest Avenue
Staten Island, NY 10303
(Mariners Harbor)

200 beds (200 ALP beds)
Budget based on average of 180 residents

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/2016

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	6,065,000.00	6,065,000.00		N/A
Home Care	0	0	0	0
Other Resident Revenue (attach schedule)	0	0	0	0
Other Revenue (attach schedule)	0	0	0	0
Total Anticipated Revenue	6,065,000.00	6,065,000.00		0
Anticipated Expense				0
Salaries and Wages	2,283,385.00	2,283,385.00	0	0
Director/Administrator (1)	180,000.00	180,000.00	0	0
Supervisor/Case Management (2)	135,000.00	135,000.00	0	0
Total Service Personnel (3)	1,703,851.00	1,703,851.00	0	0
Clerical Staff	165,000.00	165,000.00	0	0
Other	100,000.00	100,000.00	0	0
Payroll Taxes	227,888.00	227,888.00	0	0
Other Fringe Benefits	95,000.00	95,000.00	0	0
Purchase of Service Contracts (attach schedule)	0	0	0	0
Dietary Consultant	16,000.00	16,000.00	0	0
Raw Food Costs	156,676.00	156,676.00	0	0
Food Supplies	45,000.00	45,000.00	0	0
Medical and Nursing Supplies (including non-depreciable equipment)	65,000.00	65,000.00	0	0
Rental of Facility	1,020,000.00	1,020,000.00	0	0
Real Estate Taxes	360,000.00	360,000.00	0	0
Water and Sewer	101,000.00	101,000.00	0	0
Heat, Light and Power	271,820.00	271,820.00	0	0
Repairs and Maintenance	130,000.00	130,000.00	0	0
Housekeeping Supplies, Laundry & Linen	112,641.00	112,641.00	0	0
Social and Recreation	35,000.00	35,000.00	0	0
Transportation	29,000.00	29,000.00	0	0
Insurance	173,692.00	173,692.00	0	0
Interest expense (attach schedule)	0	0	0	0
Telephone	17,000.00	17,000.00	0	0
Legal and Accounting	99,687.00	99,687.00	0	0
Advertising	25,500.00	25,500.00	0	0
Other Administrative and general (attach schedule)	0	0	0	0
Total Anticipated Expenses	5,114,755.00	5,114,755.00	0	0
Net Operating Surplus/Profit (deficit/loss)	385,245.00	385,245.00	0	0
Depreciation and Amortization	n/a	n/a	n/a	0
Anticipated Resident Care Days	65,700	65,700	65,700	0

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

**Mermaid Manor
Home for Adults**
3602 Mermaid Avenue
Brooklyn, NY 11224
(Coney Island)

200 beds (190 ALP beds)
Budget based on average of 180 residents

Assisted Living Program Application

Financial
Schedule 4D

MERMAID MANOR ADULT HOME, LLC

Projected Twelve Month Budget

Projected operating budget for twelve months ending: 12/31/15

	Total A	ALP B	Adult-Care (Non-ALP) C	Home Care (Non-ALP) D
Anticipated Revenue				
Room, Board and Routine Care	\$2,962,000	\$2,813,900	\$148,100	\$0
Home Care	\$5,210,000	\$5,210,000	\$0	\$0
Other Resident Revenue (attach schedule)	\$0	\$0	\$0	\$0
Other Revenue (attach schedule)	\$0	\$0	\$0	\$0
Total Anticipated Revenue	\$8,172,000	\$8,023,900	\$148,100	\$0
Anticipated Expenses				
Salaries and Wages				
Director/Administrator (1)	\$400,000	\$380,000	\$20,000	\$0
Supervisor/Case Management (2)	\$180,000	\$171,000	\$9,000	\$0
Total Service Personnel (3)	\$1,895,000	\$1,800,250	\$94,750	\$0
Clerical Staff	\$45,000	\$42,750	\$2,250	\$0
Other	\$0	\$0	\$0	\$0
Payroll Taxes	\$262,000	\$239,400	\$12,600	\$0
Other Fringe Benefits	\$92,000	\$87,400	\$4,600	\$0
Purchase of Service Contracts (attach schedule)	\$75,000	\$71,250	\$3,750	\$0
Dietary Consultant	\$12,000	\$11,400	\$600	\$0
Raw Food Costs - Resident Meals	\$245,000	\$232,750	\$12,250	\$0
Raw Food Costs - Employee Meals	\$0	\$0	\$0	\$0
Food Supplies	\$37,000	\$35,150	\$1,850	\$0
Medical and Nursing Supplies (including non-depreciable equipment)	\$55,000	\$52,250	\$2,750	\$0
Rental of Facility	\$2,412,000	\$2,291,400	\$120,600	\$0
Real Estate Taxes	Included Above	Included Above	Included Above	\$0
Water and Sewer	\$75,000	\$71,250	\$3,750	\$0
Heat, Light and Power	\$195,000	\$185,250	\$9,750	\$0
Repairs and Maintenance	\$440,000	\$418,000	\$22,000	\$0
Housekeeping Supplies	\$140,000	\$133,000	\$7,000	\$0
Laundry and Linen	\$0	\$0	\$0	\$0
Social and Recreation	\$145,000	\$137,750	\$7,250	\$0
Transportation	\$25,000	\$25,000	\$0	\$0
Security	\$0	\$0	\$0	\$0
Insurance	\$540,000	\$513,000	\$27,000	\$0
Interest Expense (attach schedule)	\$0	\$0	\$0	\$0
Telephone	\$10,000	\$9,500	\$500	\$0
Legal and Accountants	\$180,000	\$142,500	\$7,500	\$0
Advertising	\$15,000	\$14,250	\$750	\$0
Other Administrative and General (attach schedule)	\$89,000	\$84,550	\$4,450	\$0
Depreciation and Amortization	\$53,000	\$50,350	\$2,650	\$0
Total Anticipated Expenses	\$7,577,000	\$7,199,400	\$377,600	\$0
Net Operating Surplus (Deficit)	\$595,000	\$824,500	(\$229,500)	\$0
Anticipated Resident Care Days	85700	62415	3285	N/A

NOTE: The methodology for the allocation of revenue and expenses is consistent with the allocation of residents between ALP and non-ALP residents.

MERMAID MANOR ADULT HOME, LLC

Other Administrative and General	\$7,600
Alarm	\$5,500
Dues & Subscriptions	\$12,000
Licenses & Permits	\$17,000
Contributions	\$20,000
Miscellaneous	\$20,000
Office Supplies	\$7,000
Payroll Processing Fees	
TOTAL	\$89,000

New South Shore Manor

1041 East 83rd Street
Brooklyn, NY 11236
(Canarsie)

37 beds (37 ALP beds)

Budget based on average of 34 residents

Assisted Living Program Application

Financial
Schedule 4D

NEW SOUTH SHORE MANOR

Projected Twelve Month Budget

Projected operating budget for twelve months ending: 12/31/15

	Total A	ALP B	Adult-Care (Non-ALP) C	Home Care (Non-ALP) D
Anticipated Revenue				
Room, Board and Routine Care	\$505,827	\$505,827	\$0	\$0
Home Care	\$905,174	\$905,174	\$0	\$0
Other Resident Revenue (attach schedule)	\$0	\$0	\$0	\$0
Other Revenue (attach schedule)	\$0	\$0	\$0	\$0
Total Anticipated Revenue	\$1,411,001	\$1,411,001	\$0	\$0
Anticipated Expenses				
Salaries and Wages				
Director/Administrator (1)	\$65,720	\$65,720	\$0	\$0
Supervisor/Case Management (2)	\$145,058	\$145,058	\$0	\$0
Total Service Personnel (3)	\$234,090	\$234,090	\$0	\$0
Clerical Staff	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0
Payroll Taxes	Included Below	Included Below	Included Below	\$0
Other Fringe Benefits	\$100,095	\$100,095	\$0	\$0
Purchase of Service Contracts (attach schedule)	\$0	\$0	\$0	\$0
Dietary Consultant	\$3,000	\$3,000	\$0	\$0
Raw Food Costs - Resident Meals	\$56,491	\$56,512	\$0	\$0
Raw Food Costs - Employee Meals	\$0	\$0	\$0	\$0
Food Supplies	\$13,896	\$6,553	\$0	\$0
Medical and Nursing Supplies (including non-depreciable equipment)	\$0	\$0	\$0	\$0
Rental of Facility	\$180,000	\$180,000	\$0	\$0
Real Estate Taxes	\$135,000	Included Above	Included Above	\$0
Water and Sewer	\$10,200	\$0	\$0	\$0
Heat, Light and Power	\$75,501	\$75,501	\$0	\$0
Repairs and Maintenance	\$14,520	\$14,520	\$0	\$0
Housekeeping Supplies	\$9,078	\$9,078	\$0	\$0
Laundry and Linen	w/ housekeeping			
Social and Recreation	\$2,400	\$2,400	\$0	\$0
Transportation	\$0	\$0	\$0	\$0
Security	\$0	\$0	\$0	\$0
Insurance	\$0	\$0	\$0	\$0
Interest Expense (attach schedule)	\$0	\$0	\$0	\$0
Telephone	\$4,800	\$4,800	\$0	\$0
Legal and Accountants	\$10,800	\$10,800	\$0	\$0
Advertising	\$6,000	\$6,000	\$0	\$0
Other Administrative and General (attach schedule)	\$37,550	\$37,550	\$0	\$0
Depreciation and Amortization	\$0	\$0	\$0	\$0
Total Anticipated Expenses	\$1,104,199	\$981,688	\$142,511	\$0
Net Operating Surplus (Deficit)	\$306,802	\$429,313	(\$142,511)	\$0
Anticipated Resident Care Days	12,165	12,165	0	N/A

NEW SOUTH SHORE MANOR

Other Administrative and General	
Computers	\$1,500
Copier	\$2,700
Employee Physicals	\$1,200
Employee Relations	\$850
Flowers	\$300
Auto	\$22,800
Licenses	\$1,200
Office Supplies	\$2,100
postage	\$900
Miscellaneous	\$1,800
Travel & Entertainment	\$1,200
Training & seminars	\$800
Uniforms	\$600
TOTAL	\$37,550

Oceanview Manor
Home for Adults
3010 W. 33rd Street
Brooklyn, NY 11224
(Coney Island)

200 beds (184 ALP beds)
Budget based on average of 187.6 residents

Adult Care Facility Common Application**ALP - Projected Twelve Month Operating Budget**

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: _____

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	2,778,000	2,600,000	178,000	
Home Care				
Other Resident Revenue (attach schedule)	5,545,000	5,545,000		
Other Revenue (attach schedule)	129,000	120,000	9,000	
Total Anticipated Revenue	8,452,000	8,265,000	187,000	
Anticipated Expense				
Salaries and Wages	2,517,000	2,350,000	167,000	
Director/Administrator (1)				
Supervisor/Case Management (2)	150,000	140,000	10,000	
Total Service Personnel (3)				
Clerical Staff	150,000	140,000	10,000	
Other				
Payroll Taxes	307,000	300,000	7,000	
Other Fringe Benefits	110,000	102,000	8,000	
Purchase of Service Contracts (attach schedule)				
Dietary Consultant	12,000	11,000	1,000	
Raw Food Costs	365,000	340,000	25,000	
Food Supplies	48,000	45,000	3,000	
Medical and Nursing Supplies (including non-depreciable equipment)	150,000	140,000	10,000	
Rental of Facility	1,083,500	1,011,000	72,500	
Real Estate Taxes	189,000	157,000	12,000	
Water and Sewer	95,000	88,000	7,000	
Heat, Light and Power	225,000	210,000	15,000	
Repairs and Maintenance	150,000	140,000	10,000	
Housekeeping Supplies, Laundry & Linen	97,000	90,000	7,000	
Social and Recreation	35,000	33,000	2,000	
Transportation				
Insurance	200,000	186,000	14,000	
Interest expense (attach schedule)	1,400	1,300	100	
Telephone	15,000	14,000	1,000	
Legal and Accounting	108,000	100,000	8,000	
Advertising	45,000	42,000	3,000	
Other Administrative and general (attach schedule)	408,500	393,000	15,500	
Total Anticipated Expenses	6,441,400	6,033,300	408,100	
Net Operating Surplus/Profit (deficit/loss)	2,010,600	2,231,700	(221,100)	
Depreciation and Amortization	36,000	34,000	2,000	
Anticipated Resident Care Days				

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

OCEANVIEW MANOR HOME FOR ADULTS, INC.
ADULT CARE FACILITY COMMON APPLICATION
SCHEDULE 4D – ALP PROJECTED TWELVE MONTH OPERATING BUDGET

Anticipated Revenue	Total	ALP	ACF
OTHER RESIDENT REVENUE			
Medicaid Income	5,545,000	5,545,000	
OTHER REVENUE			
Atena Lease	54,000	50,000	4,000
Rental Income	<u>75,000</u>	<u>70,000</u>	<u>5,000</u>
Total	129,000	120,000	9,000
Anticipated Expenses			
OTHER ADMINISTRATIVE EXPENSES			
Office Expense	100,000	92,000	8,000
UBT Tax	5,500	5,000	500
Outside Services	17,000	15,000	2,000
Sales Tax	16,000	15,000	1,000
Bad Debt Expense	10,000	8,000	2,000
Auto Expense	10,000	8,000	2,000
LHCSA Services	<u>250,000</u>	<u>250,000</u>	
Total	408,500	393,000	15,500

Park Inn Home
115-02 Ocean Promenade
Rockaway Park, NY 11694

181 beds (135 ALP beds)
Budget based on unknown average of
residents

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/2016

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	1,806,000.00	1,058,000.00	747,900.00	0.00
Home Care	included above			
Other Resident Revenue (attach schedule)	0.00	0.00	0.00	0.00
Other Revenue (attach schedule)	0.00	0.00	0.00	0.00
Total Anticipated Revenue	1,806,000.00	1,058,000.00	747,900.00	0.00
Anticipated Expense				
Salaries and Wages				
Director/Administrator (1)	92,000.00	46,000.00	46,000.00	0.00
Supervisor/Case Management (2)	78,000.00	39,000.00	39,000.00	0.00
Total Service Personnel (3)	605,000.00	496,500.00	108,500.00	0.00
Clerical Staff	44,000.00	22,000.00	22,000.00	0.00
Other	22,000.00	11,000.00	11,000.00	0.00
Payroll Taxes	98,640.00	74,460.00	24,180.00	0.00
Other Fringe Benefits	10,400.00	8,750.00	1,650.00	0.00
Purchase of Service Contracts (attach schedule)	30,000.00	15,000	15,000	0.00
Dietary Consultant	1,200.00	600.00	600.00	0.00
Raw Food Costs	109,900.00	54,950.00	54,950.00	0.00
Food Supplies	10,100.00	5,050.00	5,050.00	0.00
Medical and Nursing Supplies (including non-depreciable equipment)	7,000.00	3,500	3,500	0.00
Rental of Facility	60,000.00	25,000.00	35,000.00	0.00
Real Estate Taxes	0.00	0.00	0.00	0.00
Water and Sewer	52,000.00	26,000.00	26,000.00	0.00
Heat, Light and Power	91,000.00	45,000.00	46,000.00	0.00
Repairs and Maintenance	10,000.00	5,000.00	5,000.00	0.00
Housekeeping Supplies, Laundry & Linen	49,050.00	24,525.00	24,525.00	0.00
Social and Recreation	17,900.00	8,950.00	8,950.00	0.00
Transportation	10,600.00	5,300.00	5,300.00	0.00
Insurance	100,00.00	45,000.00	55,000.00	0.00
Interest expense (attach schedule)	0.00	0.00	0.00	0.00
Telephone	16,450.00	8,225.00	8,225.00	0.00
Legal and Accounting	10,000.00	5,000.00	5,000.00	0.00
Advertising	5,000.00	5,000.00	0.00	0.00
Other Administrative and general (attach schedule)	0.00	0.00	0.00	0.00
Total Anticipated Expenses	1,530,240.00	979,810.00	550,430.00	0.00
Net Operating Surplus/Profit (deficit/loss)	275,760.00	78,190.00	197,470.00	0.00
Depreciation and Amortization				
Anticipated Resident Care Days				

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

Parkview Home for Adults
3200 Bronx Boulevard
Bronx, NY 10467
(Williamsbridge)

118 beds (118 ALP beds)
Budget based on average of 112 residents

Adult Care Facility Common Application**ALP - Projected Twelve Month Operating Budget**

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: December 31, 2016

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care		1,720,000		
Home Care		3,800,000		
Other Resident Revenue (attach schedule)		---		
Other Revenue (attach schedule)		---		
Total Anticipated Revenue		5,520,000		
Anticipated Expense				
Salaries and Wages		2,120,000		
Director/Administrator (1)		160,000		
Supervisor/Case Management (2)		150,000		
Total Service Personnel (3)		1,670,000		
Clerical Staff		140,000		
Other		---		
Payroll Taxes		included		
Other Fringe Benefits		240,000		
Purchase of Service Contracts (attach schedule)		65,600		
Dietary Consultant		2,400		
Raw Food Costs		248,000		
Food Supplies		5,000		
Medical and Nursing Supplies (including non-depreciable equipment)		4,000		
Rental of Facility		420,000		
Real Estate Taxes		included		
Water and Sewer		121,000		
Heat, Light and Power		176,000		
Repairs and Maintenance		64,000		
Housekeeping Supplies, Laundry & Linen		51,000		
Social and Recreation		38,000		
Transportation		45,000		
Insurance		71,500		
Interest expense (attach schedule)		---		
Telephone		14,600		
Legal and Accounting		26,000		
Advertising		65,000		
Other Administrative and general (attach schedule)		63,500		
Total Anticipated Expenses		3,840,600		
Net Operating Surplus/Profit (deficit/loss)		1,679,400		
Depreciation and Amortization		75,000		
Anticipated Resident Care Days		40,900		

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

Attachment # 4D - 1

Purchase of Service Contracts	
- Time Clock System	\$ 900
- Elevator Maintenance Contract	6,000
- Fire Safety	11,300
- Linen Service	15,700
- Pest Control	15,000
- Computer Programs	6,000
- Rubbish Removal	7,700
- Copy Machines	3,000
TOTAL	\$65,600

Attachment # 4D - 2

Other Administrative & General	
- Consultant/Broker Fees	\$13,000
- Association Fees	3,500
- Office	9,000
- Maintenance Supplies/Equipment	38,000
TOTAL	\$63,500

Queens Adult Care Center

80-08 45th Avenue

Elmhurst, NY 11373

352 beds (200 ALP beds)

Budget based on average of 349.32 residents

Adult Care Facility Common Application**Schedule 4D****ALP - Projected Twelve Month Operating Budget**

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/15

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care Home Care	4,960,000	2,800,000	2,160,000	
Other Resident Revenue (attach schedule)	5,725,000	5,725,000		
Other Revenue (attach schedule)	121,000	70,000	51,000	
Total Anticipated Revenue	10,796,000	8,595,000	2,201,000	
Anticipated Expense				
Salaries and Wages	2,000,000	1,100,000	900,000	
Director/Administrator (1)				
Supervisor/Case Management (2)	400,000	200,000	200,000	
Total Service Personnel (3)				
Clerical Staff	220,000	120,000	100,000	
Other				
Payroll Taxes	233,000	133,000	100,000	
Other Fringe Benefits	140,000	80,000	60,000	
Purchase of Service Contracts (attach schedule)				
Dietary Consultant	12,000	7,000	5,000	
Raw Food Costs	575,000	328,000	247,000	
Food Supplies	15,000	8,500	6,500	
Medical and Nursing Supplies (including non-depreciable equipment)	165,000	160,000	5,000	
Rental of Facility	758,000	431,000	325,000	
Real Estate Taxes	316,000	180,000	136,000	
Water and Sewer	160,000	91,000	69,000	
Heat, Light and Power	275,000	157,000	118,000	
Repairs and Maintenance	232,000	150,000	82,000	
Housekeeping Supplies, Laundry & Linen	160,000	90,000	70,000	
Social and Recreation	22,000	14,000	8,000	
Transportation	6,000	5,000	1,000	
Insurance	355,000	202,000	153,000	
Interest expense (attach schedule)				
Telephone	30,000	17,000	13,000	
Legal and Accounting	80,000	46,000	34,000	
Advertising	18,000	12,000	6,000	
Other Administrative and general (attach schedule)	2,930,000	2,713,000	217,000	
Total Anticipated Expenses	9,100,000	6,244,500	2,855,500	
Net Operating Surplus/Profit (deficit/loss)	1,696,000	2,350,500	654,500	
Depreciation and Amortization	68,000	39,000	29,000	
Anticipated Resident Care Days	127,500	72,500	55,000	

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

**HOFGUR, LLC d/b/a QUEENS ADULT CARE CENTER
ADULT CARE FACILITY COMMON APPLICATION
SCHEDULE 4D – ALP –PROJECTED TWELVE MONTH OPERATING BUDGET**

	TOTAL	ALP	ACF
OTHER RESIDENT REVENUE			
Medicaid Income	5,725,000	5,725,000	
OTHER REVENUE			
Rental Income	121,000	70,000	51,000
OTHER ADMINISTRATIVE AND GENERAL			
Pension	65,000	37,000	28,000
Management Fee	183,000	104,000	79,000
Office Expenses	95,000	54,000	41,000
LHCSA Expenses	2,400,000	2,400,000	
Income Taxes	48,000	28,000	20,000
Auto Expense	65,000	37,000	28,000
Travel & Entertainment	11,000	6,000	5,000
Donation	13,000	7,000	6,000
Consulting	25,000	20,000	5,000
Hygiene Supplies	25,000	20,000	5,000
TOTAL	2,930,000	2,713,000	217,000

Riverdale Manor
6355 Broadway
Bronx, NY 10471
(Riverdale)

256 beds (256 ALP beds)
Budget based on average of 230 residents

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/15

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	7,676,340	6,935,940	740,400	
Home Care				
Other Resident Revenue (attach schedule)				
Other Revenue (attach schedule)				
Total Anticipated Revenue	6,935,940			
Anticipated Expense				
Salaries and Wages	2,416,000			
Director/Administrator (1)	180,000			
Supervisor/Case Management (2)	165,000			
Total Service Personnel (3)	210,000			
Clerical Staff	120,000			
Other	70,000			
Payroll Taxes	260,000			
Other Fringe Benefits	594,000			
Purchase of Service Contracts (attach schedule)				
Dietary Consultant	6,000			
Raw Food Costs	312,000			
Food Supplies	42,000			
Medical and Nursing Supplies (including non-depreciable equipment)	36,000			
Rental of Facility	1,024,000			
Real Estate Taxes	480,000			
Water and Sewer	113,000			
Heat, Light and Power	288,000			
Repairs and Maintenance	120,000			
Housekeeping Supplies, Laundry & Linen	120,000			
Social and Recreation	42,000			
Transportation	24,000			
Insurance	228,000			
Interest expense (attach schedule)				
Telephone	6,000			
Legal and Accounting	96,000			
Advertising	120,000			
Other Administrative and general (attach schedule)				
Total Anticipated Expenses	7,072,000			
Net Operating Surplus/Profit (deficit/loss)	604,340			
Depreciation and Amortization				
Anticipated Resident Care Days	83,950			

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

Sanford Home for Adults
140-40 Sanford Avenue
Flushing, NY 11355

200 beds (200 ALP beds)
Budget based on average of 180 residents

Projected Twelve Month Operating Budget for Sanford Home for Adults, LLC

To Be Completed For All ALP Applications

Proj.#: 2987T

Projected operating budget for twelve months ending: December 31, 2015

Licensed capacity/ALP capacity after project compl _____ 200 _____ 200

	Total A	ALP B	Per diems		General Range: Extreme Range:
			Total	ALP	
Anticipated Revenue					
Room, Board and Routine Care	\$6,935,940	\$6,935,940			
Home Care					
Other Resident Revenue (attach schedule)					
Other Revenue (attach schedule)					
Total Anticipated Revenue	\$6,935,940	\$6,935,940	\$105.57	\$105.57	Avg. Rev per Month \$3,167 \$80 - \$150 \$40 - \$200
Anticipated Expense					
Salaries and Wages	\$2,207,000	\$2,207,000	\$44.78	\$44.78	Should be over \$20
Director/Administrator (1)	\$175,000	\$175,000			
Supervisor/Case Management (2)	\$160,000	\$160,000			
Total Service Personnel (3)	\$210,000	\$210,000			
Clerical Staff	\$120,000	\$120,000			
Other	\$70,000	\$70,000			
Payroll Taxes	\$245,000	\$245,000			
Other Fringe Benefits	\$594,000	\$594,000			
Purchase of Service Contracts (attach schedule)					
Dietary Consultant	\$6,000	\$6,000			
Raw Food Costs	\$288,000	\$288,000	\$4.38	\$4.38	Should be over \$4
Food Supplies	\$36,000	\$36,000			
Medical and Nursing Supplies (including non-depreciable equipment)	\$36,000	\$36,000			
Rental of Facility	\$800,000	\$800,000			
Real Estate Taxes	\$302,000	\$302,000			
Water and Sewer	\$72,000	\$72,000			
Heat, Light and Power	\$240,000	\$240,000	\$3.85	\$3.85	Should be over \$1.95 (for ACF) and \$1.50 (for ALP) applications
Repairs and Maintenance	\$120,000	\$120,000			
Housekeeping Supplies, Laundry & Linen	\$120,000	\$120,000			
Social and Recreation	\$44,400	\$44,400			
Transportation	\$24,000	\$24,000			
Insurance	\$192,000	\$192,000			
Interest expense (attach schedule)					
Telephone	\$6,000	\$6,000			
Legal and Accounting	\$84,000	\$84,000			
Advertising	\$120,000	\$120,000			
Other Administrative and general (attach schedule)					
Total Anticipated Expenses	\$6,271,400	\$6,271,400	\$95.46	\$95.46	Avg. Exp per Month \$2,804 General Range: varies by facility
Net Operating Surplus/Profit (deficit/loss)	\$664,540	\$664,540	\$10.11	\$10.11	
Depreciation and Amortization					
Anticipated Resident Care Days	65,700	65,700			

(1) From Schedule 1-5, Column F, Line 1 (2) From Schedule 1-5, Column F, Line 2

(2) From Schedule 1-5, Column F, Line 2

(3) From Schedule 1-5, Column F, Lines 3 thru 16

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

Applicant used	90%	occupancy
# of ACF beds	200	
Occupancy percentage	0.9	
Days in average year	365	
Resident Care Days as calculated by the applicant	65,700	

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/15

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	6,935,940	6,935,940		
Home Care				
Other Resident Revenue (attach schedule)				
Other Revenue (attach schedule)				
Total Anticipated Revenue	6,935,940	6,935,940		
Anticipated Expense				
Salaries and Wages	2,207,000	2,207,000		
Director/Administrator (1)	175,000	175,000		
Supervisor/Case Management (2)	160,000	160,000		
Total Service Personnel (3)	210,000	210,000		
Clerical Staff	120,000	120,000		
Other	70,000	70,000		
Payroll Taxes	245,000	245,000		
Other Fringe Benefits	594,000	594,000		
Purchase of Service Contracts (attach schedule)				
Dietary Consultant	6,000	6,000		
Raw Food Costs	288,000	288,000		
Food Supplies	36,000	36,000		
Medical and Nursing Supplies (including non-depreciable equipment)	36,000	36,000		
Rental of Facility	800,000	800,000		
Real Estate Taxes	302,000	302,000		
Water and Sewer	72,000	72,000		
Heat, Light and Power	240,000	240,000		
Repairs and Maintenance	120,000	120,000		
Housekeeping Supplies, Laundry & Linen	120,000	120,000		
Social and Recreation	44,400	44,400		
Transportation	24,000	24,000		
Insurance	192,000	192,000		
Interest expense (attach schedule)				
Telephone	6,000	6,000		
Legal and Accounting	84,000	84,000		
Advertising	120,000	120,000		
Other Administrative and general (attach schedule)				
Total Anticipated Expenses	6,271,400	6,271,400		
Net Operating Surplus/Profit (deficit/loss)	664,540	664,540		
Depreciation and Amortization				
Anticipated Resident Care Days	65,700	65,700		

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

Seaview Manor
210 Beach 47th Street
Far Rockaway, NY 11691

114 beds (114 ALP beds)
Budget based on average of 110 residents

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: 12/31/2015

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	1,628,880	1,628,880		
Home Care				
Other Resident Revenue (attach schedule)	3,100,000	3,100,000		
Other Revenue (attach schedule)				
Total Anticipated Revenue	4,728,880	4,728,880		
Anticipated Expense				
Salaries and Wages				
Director/Administrator (1)	80,000	80,000		
Supervisor/Case Management (2)	100,000	100,000		
Total Service Personnel (3)	1,550,000	550,000		1,000,000
Clerical Staff	75,000	75,000		
Other				
Payroll Taxes	155,000	65,000		90,000
Other Fringe Benefits	25,000	25,000		
Purchase of Service Contracts (attach schedule)	120,000			120,000
Dietary Consultant	15,000	15,000		
Raw Food Costs	160,000	160,000		
Food Supplies	5,000	5,000		
Medical and Nursing Supplies (including non-depreciable equipment)	60,000	60,000		
Rental of Facility	600,000	600,000		
Real Estate Taxes				
Water and Sewer	45,000	45,000		
Heat, Light and Power	110,000	110,000		
Repairs and Maintenance	80,000	80,000		
Housekeeping Supplies, Laundry & Linen	40,000	40,000		
Social and Recreation	28,000	28,000		
Transportation	15,000	15,000		
Insurance	140,000	140,000		
Interest expense (attach schedule)	1,000	1,000		
Telephone	15,000	15,000		
Legal and Accounting	40,000	40,000		
Advertising	5,000	5,000		
Other Administrative and general (attach schedule)	50,500	50,000		
Total Anticipated Expenses	3,514,500	2,304,500		1,210,000
Net Operating Surplus/Profit (deficit/loss)	1,214,380	2,424,380		(1,210,000)
Depreciation and Amortization	38,000	38,000		
Anticipated Resident Care Days				

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

**SEAVIEW MANOR, LLC
ADULT CARE FACILITY COMMON APPLICATION
SCHEDULE 4D – PROJECTED TWELVE MONTH
OPERATING BUDGET**

Other Administrative and General (detail)	Total	ALP
Alarm	4,000	4,000
Due and Subscriptions	20,000	20,000
Gifts	1,000	1,000
Licenses and Permits	2,000	2,000
Miscellaneous	3,000	3,000
Office Supplies	15,000	15,000
Payroll Processing Fees	4,000	4,000
NYS LLC Filing Fees	<u>1,500</u>	<u>1,500</u>
Total	50,000	50,000

Surf Manor Home for Adults
2316 Surf Avenue
Brooklyn, NY 11224
(Coney Island)

200 beds (200 ALP beds)
Budget based on average of 180 residents

Adult Care Facility Common Application**ALP - Projected Twelve Month Operating Budget**

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: _____

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care	6,935,940	6,935,940		
Home Care				
Other Resident Revenue (attach schedule)	0	0		
Other Revenue (attach schedule)	0	0		
Total Anticipated Revenue	6,935,940	6,935,940		
Anticipated Expense				
Salaries and Wages	2,207,000	2,207,000		
Director/Administrator (1)	175,000	175,000		
Supervisor/Case Management (2)	160,000	160,000		
Total Service Personnel (3)	210,000	210,000		
Clerical Staff	120,000	120,000		
Other	70,000	70,000		
Payroll Taxes	245,000	245,000		
Other Fringe Benefits	594,000	594,000		
Purchase of Service Contracts (attach schedule)	0	0		
Dietary Consultant	6,000	6,000		
Raw Food Costs	294,000	294,000		
Food Supplies	36,000	36,000		
Medical and Nursing Supplies (including non-depreciable equipment)	36,000	36,000		
Rental of Facility	0	0		
Real Estate Taxes	800,000	800,000		
Water and Sewer	302,000	302,000		
Heat, Light and Power	72,000	72,000		
Repairs and Maintenance	240,000	240,000		
Housekeeping Supplies, Laundry & Linen	120,000	120,000		
Social and Recreation	44,400	44,400		
Transportation	24,000	24,000		
Insurance	192,000	192,000		
Interest expense (attach schedule)	0	0		
Telephone	6,000	6,000		
Legal and Accounting	84,000	84,000		
Advertising	120,000	120,000		
Other Administrative and general (attach schedule)	0	0		
Total Anticipated Expenses	6,277,400	6,277,400		
Net Operating Surplus/Profit (deficit/loss)	658,540	658,540		
Depreciation and Amortization	0	0		
Anticipated Resident Care Days	65,700	65,700		

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

**Surfside Manor
Home for Adults
95-02 Rockaway Beach
Boulevard
Rockaway Beach, NY 11693**

**200 beds (190 ALP beds)
Budget based on average of 180 residents**

Projected Twelve Month Operating Budget for Surfside Manor HFA, LLC

To Be Completed For All ALP Applications

Projected operating budget for twelve months ending December 31, 2015

Licensed capacity/ALP capacity after project compl 200 190

	Total A	ALP B	Adult Care Facility* C	per diem	
				Total	ALP
Anticipated Revenue					
Room, Board and Routine Care	\$2,962,000	\$2,813,900	\$148,100		
Home Care	\$5,380,000	\$5,380,000			
Other Resident Revenue (attach schedule)					
Other Revenue (attach schedule)					
Total Anticipated Revenue	\$8,342,000	\$8,193,900	\$148,100	\$126.97	\$131.28
Anticipated Expense					
Salaries and Wages				\$40.64	\$40.64
Director/Administrator (1)	\$405,000	\$384,750	\$20,250		
Supervisor/Case Management (2)	\$166,000	\$156,750	\$8,250		
Total Service Personnel (3)	\$2,040,000	\$1,938,000	\$102,000		
Clerical Staff	\$60,000	\$57,000	\$3,000		
Other					
Payroll Taxes	\$240,000	\$228,000	\$12,000		
Other Fringe Benefits	\$80,000	\$76,000	\$4,000		
Purchase of Service Contracts (attach schedule)					
Dietary Consultant	\$12,000	\$11,400	\$600		
Raw Food Costs	\$240,000	\$228,000	\$12,000	\$3.65	\$3.65
Food Supplies	\$14,000	\$13,300	\$700		
Medical and Nursing Supplies (including non-depreciable equipment)	\$100,000	\$95,000	\$5,000		
Rental of Facility	\$2,440,000	\$2,318,000	\$122,000		
Real Estate Taxes					
Water and Sewer	\$100,000	\$95,000	\$5,000		
Heat, Light and Power	\$215,000	\$204,250	\$10,750	\$3.27	\$3.27
Repairs and Maintenance	\$325,000	\$308,750	\$16,250		
Housekeeping Supplies, Laundry & Linen	\$160,000	\$152,000	\$8,000		
Social and Recreation	\$254,000	\$241,300	\$12,700		
Transportation	\$24,000	\$24,000			
Insurance	\$600,000	\$570,000	\$30,000		
Interest expense (attach schedule)					
Telephone	\$14,000	\$13,300	\$700		
Legal and Accounting	\$153,000	\$145,350	\$7,650		
Advertising					
Other Administrative and General (attach schedule)	\$142,800	\$135,660	\$7,140		
Total Anticipated Expenses	\$7,850,800	\$7,459,460	\$39,340	\$119.49	\$119.51
Net Operating Surplus/Profit (deficit/loss)	\$491,200	\$734,440	\$243,240	\$7.48	\$11.77
Depreciation and Amortization	\$67,000	\$63,650	\$3,350		
Anticipated Resident Care Days	65,700	62,415			

General Range: Extreme Range:

Avg. Rev per
\$3,809

\$80 - \$150 \$40 - \$200

Should be over \$20

Should be over \$4

Should be over \$1.95 (for ACF)
and \$1.50 (for ALR) applications

Avg. Exp per
\$3,586

General Range: varies by facility

(1) From Schedule 1-5, Column F, Line 1 (2) From Schedule 1-5, Column F, Line 2

(2) From Schedule 1-5, Column F, Line 2

(3) From Schedule 1-5, Column F, Lines 3 thru 16

*"Adult Care Facility" refers to other ACF residents not occupying ALP beds

Applicant used	90%	occupancy
# of ACF beds	200	
Occupancy percentage	0.9	
Days in average year	365	
Resident Care Days as calculated by the applicant	65,700	

Wavcrest Home for Adults
242 Beach 20th Street
Far Rockaway, NY 11691

100 beds (100 ALP beds)
Budget based on average of 90 residents

Projected Twelve Month Operating Budget for Wavecrest Home for Adults, Inc. 2945T

To Be Completed For All ALP Applications

Projected operating budget for twelve months ending: December 31, 2016

Licensed capacity/ALP capacity after project complet 100 100

	Total A	ALP B	Per diems	
			Total	ALP
Anticipated Revenue				
Room, Board and Routine Care	\$1,480,000	\$1,480,000		
Home Care	\$3,230,000	\$3,230,000		
Other Resident Revenue (attach schedule)				
Other Revenue (attach schedule)				
Total Anticipated Revenue	\$4,690,000	\$4,690,000	\$142.77	\$142.77
Anticipated Expense				
Salaries and Wages			\$60.03	\$60.03
Director/Administrator (1)	\$150,000	\$150,000		
Supervisor/Case Management (2)	\$150,000	\$150,000		
Total Service Personnel (3)	\$1,542,000	\$1,542,000		
Clerical Staff	\$130,000	\$130,000		
Other				
Payroll Taxes				
Other Fringe Benefits	\$220,000	\$220,000		
Purchase of Service Contracts (attach schedule)	\$56,000	\$56,000		
Dietary Consultant	\$2,400	\$2,400		
Raw Food Costs	\$210,000	\$210,000	\$6.39	\$6.39
Food Supplies	\$5,000	\$5,000		
Medical and Nursing Supplies (including non-depreciable equipment)	\$4,000	\$4,000		
Rental of Facility	\$324,000	\$324,000		
Real Estate Taxes				
Water and Sewer	\$42,800	\$42,800		
Heat, Light and Power	\$78,000	\$78,000	\$2.31	\$2.31
Repairs and Maintenance	\$49,000	\$49,000		
Housekeeping Supplies, Laundry & Linen	\$51,000	\$51,000		
Social and Recreation	\$36,000	\$36,000		
Transportation	\$45,000	\$45,000		
Insurance	\$68,000	\$68,000		
Interest expense (attach schedule)				
Telephone	\$22,000	\$22,000		
Legal and Accounting	\$25,000	\$25,000		
Advertising	\$65,000	\$65,000		
Other Administrative and general (attach schedule)	\$60,000	\$60,000		
Total Anticipated Expenses	\$3,333,200	\$3,333,200	\$101.47	\$101.47
Net Operating Surplus/Profit (deficit/loss)	\$1,356,800	\$1,356,800	\$41.30	\$41.30
Depreciation and Amortization	\$60,000	\$60,000		
Anticipated Resident Care Days	32,850	32,850		

General Range: Extreme Range:

Avg. Rev per Month
\$4,283

\$80 - \$150 \$40 - \$200

Should be over \$20

Should be over \$4

Should be over \$1.95 (for ACF)
and \$1.50 (for ALR) applications

Avg. Exp per Month
\$3,044

General Range: varies by facility

(1) From Schedule 1-5, Column F, Line 1 (2) From Schedule 1-5, Column F, Line 2

(2) From Schedule 1-5, Column F, Line 2

(3) From Schedule 1-5, Column F, Lines 3 thru 16

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

Applicant used	95%	occupancy
# of ACF beds	100	
Occupancy percentage	0.950684932	
Days in average year	365	
Resident Care Days as calculated by the applicant	34,700	

Adult Care Facility Common Application

ALP - Projected Twelve Month Operating Budget

To be completed for ALL ALP Applications.

Projected operating budget for twelve months ending: December 31, 2016

Anticipated Revenue	Total	ALP	Adult Care Facility*	Home Health Care*
Room, Board and Routine Care		\$1,460,000		
Home Care		3,230,000		
Other Resident Revenue (attach schedule)		--		
Other Revenue (attach schedule)		--		
Total Anticipated Revenue		4,690,000		
Anticipated Expense				
Salaries and Wages		1,972,000		
Director/Administrator (1)		150,000		
Supervisor/Case Management (2)		150,000		
Total Service Personnel (3)		1,542,000		
Clerical Staff		130,000		
Other		--		
Payroll Taxes		included		
Other Fringe Benefits		220,000		
Purchase of Service Contracts (attach schedule)		56,000		
Dietary Consultant		2,400		
Raw Food Costs		210,000		
Food Supplies		5,000		
Medical and Nursing Supplies (including non-depreciable equipment)		4,000		
Rental of Facility		--		
Real Estate Taxes		324,000		
Water and Sewer		included		
Heat, Light and Power		42,800		
Repairs and Maintenance		76,000		
Housekeeping Supplies, Laundry & Linen		49,000		
Social and Recreation		51,000		
Transportation		36,000		
Insurance		45,000		
Interest expense (attach schedule)		68,000		
Telephone		--		
Legal and Accounting		22,000		
Advertising		25,000		
Other Administrative and general (attach schedule)		65,000		
Total Anticipated Expenses		60,000		
Net Operating Surplus/Profit (deficit/loss)		3,333,700		
Depreciation and Amortization		1,356,300		
Anticipated Resident Care Days		34,700		

* "Adult Care Facility" refers to other ACF residents not occupying ALP beds

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Purchase of Service Contracts	
- Time Clock System	\$ 900
- Elevator Maintenance Contract	5,000
- Fire Safety	10,700
- Linen Service	10,500
- Pest Control	15,200
- Computer Programs	6,000
- Rubbish Removal	5,000
- Copy Machines	3,200
TOTAL	\$56,500

