

**FY17 FIRST STEPS MONTHLY EXPENDITURE/REVENUE TRACKING**

FINAL 7/17/17

**FIRST STEPS MONTHLY EXPENDITURES**

| CATEGORY                 | BUDGET            | JUL              | AUG              | SEPT             | OCT              | NOV              | DEC              | JAN              | FEB              | MAR              | APR              | MAY              | JUN              | TOTAL             |
|--------------------------|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Total Direct Services    | 30,500,000        | 2,672,160        | 2,803,419        | 3,830,190        | 2,571,787        | 2,667,429        | 2,556,071        | 2,292,332        | 2,382,451        | 4,113,126        | 2,584,122        | 2,761,396        | 2,745,672        | 33,980,155        |
| EIS Services             |                   | 2,117,954        | 2,225,095        | 2,922,679        | 2,005,021        | 2,040,372        | 2,021,399        | 1,800,623        | 1,827,913        | 3,036,184        | 2,019,587        | 2,126,415        | 2,167,907        | 26,311,149        |
| Eval/Assessment          |                   | 139,734          | 139,977          | 186,394          | 160,202          | 143,795          | 148,107          | 114,651          | 132,104          | 368,149          | 162,647          | 157,283          | 156,504          | 2,009,547         |
| IFSP Team Meetings       |                   | 63,444           | 69,729           | 119,038          | 86,800           | 85,042           | 76,046           | 56,494           | 82,534           | 136,292          | 85,327           | 87,319           | 81,383           | 1,029,448         |
| EIT Meetings             |                   | 59,772           | 63,087           | 103,564          | 66,793           | 65,875           | 62,084           | 39,610           | 80,393           | 105,179          | 67,864           | 69,156           | 56,236           | 839,613           |
| Offline/Protocol         |                   | 643              | 8,866            | 19,167           | 6,036            | 12,978           | 3,688            | 775              | 2,639            | 17,890           | 11,056           | 6,030            | 7,914            | 97,682            |
| Trans/Interpreters       |                   | 9,326            | 14,699           | 7,171            | 10,196           | 11,450           | 10,410           | 11,339           | 6,334            | 14,354           | 6,410            | 11,752           | 3,429            | 116,870           |
| Provider Mileage         |                   | 256,048          | 249,225          | 408,738          | 201,994          | 276,860          | 207,182          | 237,204          | 219,532          | 398,521          | 196,550          | 267,251          | 232,025          | 3,151,130         |
| SPOE Mileage             |                   | 25,239           | 32,741           | 33,039           | 34,745           | 31,057           | 27,155           | 31,636           | 31,002           | 36,557           | 34,681           | 36,190           | 30,584           | 384,626           |
| Provider EI Training     |                   | -                | -                | 30,400           | -                | -                | -                | -                | -                | -                | -                | -                | 9,690            | 40,090            |
| DESE Administration      | 700,000           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 700,000           |
| Central Finance Office   | 1,131,040         | -                | 94,253           | 183,489          | -                | 101,853          | 188,507          | 94,253           | 94,253           | 94,253           | 94,253           | -                | 94,253           | 1,039,369         |
| CFO PAQ/Activities       | 500,000           | -                | -                | -                | -                | 73,625           | -                | -                | -                | -                | -                | 72,398           | -                | 146,023           |
| SPOE Contracts           | 9,970,957         | 830,913          | 836,830          | 834,890          | 834,620          | 839,875          | 845,049          | 836,487          | 830,913          | 830,913          | 830,913          | 830,913          | 830,913          | 10,013,229        |
| RICC/Travel              | 2,500             | 84               | 241              | 151              | -                | 234              | -                | 83               | 285              | 130              | -                | 319              | 76               | 1,604             |
| SPOE Training            | 30,000            | 770              | -                | 977              | 1,977            | 2,776            | 1,902            | -                | -                | -                | -                | 2,721            | 257              | 11,380            |
| SICC                     | 500               | -                | -                | 106              | -                | 88               | 266              | -                | -                | -                | 56               | -                | -                | 517               |
| OA Cost Allocation       | 100               | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                 |
| Other                    | 5,000             | -                | 2,551            | -                | 2,000            | -                | 542              | 1,313            | 3,036            | 9                | 176              | -                | 1,711            | 11,337            |
| <b>TOTAL EXPENDITURE</b> | <b>42,840,097</b> | <b>3,562,261</b> | <b>3,795,627</b> | <b>4,908,136</b> | <b>3,468,718</b> | <b>3,744,214</b> | <b>3,650,670</b> | <b>3,282,802</b> | <b>3,369,272</b> | <b>5,096,765</b> | <b>3,567,853</b> | <b>3,726,081</b> | <b>3,731,216</b> | <b>45,903,614</b> |

**FIRST STEPS MONTHLY REVENUES/APPROPRIATIONS**

| CATEGORY                 | BUDGET            | JUL              | AUG              | SEPT             | OCT              | NOV              | DEC              | JAN              | FEB              | MAR              | APR              | MAY              | JUN              | TOTAL             |
|--------------------------|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| General Revenue          | 28,740,309        | 3,149,882        | 2,186,868        | 1,477,477        | 2,526,133        | 2,389,963        | 2,007,856        | 1,743,475        | 2,320,032        | 2,755,160        | 2,332,115        | 2,718,103        | 2,271,035        | 27,878,100        |
| EC Fund                  | 561,285           | -                | -                | -                | -                | -                | -                | 561,285          | -                | -                | -                | -                | -                | 561,285           |
| FS Fund                  | -                 | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                 |
| Family Fees              | 400,000           | 40,530           | 40,637           | 41,128           | 39,921           | 46,315           | 44,856           | 42,785           | 40,225           | 41,637           | 41,357           | 40,112           | 44,594           | 504,097           |
| Private Insurance        | 200,000           | 9,588            | 11,973           | 25,758           | 9,223            | 15,411           | 9,679            | 31,498           | 71,204           | 10,318           | 3,411            | 14,131           | 5,819            | 218,012           |
| Medicaid Admin Claiming  | 2,500,000         | -                | 844,085          | -                | -                | -                | 726,056          | -                | 733,796          | -                | -                | -                | -                | 2,303,936         |
| Medicaid Direct Services | 2,000,000         | 214,701          | 213,052          | 210,687          | 253,784          | 195,423          | 199,115          | 196,972          | 177,569          | 178,373          | 240,133          | 206,838          | 202,581          | 2,489,226         |
| IDEA Part C              | 10,979,062        | -                | 766,245          | 1,785,722        | 900,068          | 1,877,308        | 1,492,395        | 886,860          | 1,113,140        | -                | 1,170,030        | 987,290          | -                | 10,979,059        |
| IDEA Part B Admin        | 700,000           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 58,333           | 700,000           |
| IDEA Part B Targeted     | -                 | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                 |
| Other General Revenue    | -                 | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                | -                 |
| <b>TOTAL REVENUES</b>    | <b>46,080,656</b> | <b>3,422,916</b> | <b>4,068,582</b> | <b>3,532,220</b> | <b>3,738,317</b> | <b>4,521,028</b> | <b>4,483,756</b> | <b>3,446,925</b> | <b>4,402,871</b> | <b>2,991,866</b> | <b>3,800,612</b> | <b>3,970,564</b> | <b>2,531,949</b> | <b>44,911,606</b> |

**FIRST STEPS HISTORICAL DATA (STATEWIDE)**

| CATEGORY  | DESCRIPTION   | FY12          | FY13          | FY14          | FY15          | FY16          | AVERAGE       |
|---|---|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Histoical Child Count Data</b>                                   |   |               |               |               |               |               |               |
| December 1 Child Count  | Total number of children with an active IFSP on December 1 for federal data reporting purposes.   | 5,024         | 4,999         | 4,988         | 5,388         | 5,928         | 5,265         |
| Total Children Served in FY   | Total number of children with a service cost (evaluation, IFSP meeting, direct service, etc).     | 10,659        | 11,194        | 11,613        | 12,720        | 13,945        | 12,026        |
| <b>Historical Expenditure Data (Based on Total Children Served)</b> |   |               |               |               |               |               |               |
| Total Program Expenditures  | All expenditures, including: direct services, administration, protocols, training, and testing.   | \$ 40,185,896 | \$ 37,764,333 | \$ 37,660,959 | \$ 39,431,388 | \$ 42,435,974 | \$ 39,495,710 |
| Program Cost per Child  | All expenditures calculated on a per children served basis.                                       | \$ 3,770      | \$ 3,374      | \$ 3,243      | \$ 3,100      | \$ 3,043      | \$ 3,306      |
| Total Direct Service Expenditures                                   | All EI services, including (evaluation, team meetings, direct services, protocols, mileage, etc). | \$ 28,461,659 | \$ 26,640,526 | \$ 26,640,222 | \$ 28,638,112 | \$ 30,505,886 | \$ 28,177,281 |
| Direct Service Cost per Child                                       | All EI services calculated on a per children served basis.  | \$ 2,670      | \$ 2,380      | \$ 2,294      | \$ 2,251      | \$ 2,188      | \$ 2,357      |