The Centers

Donald Baracskay, CEO / Medical Director
Kristina Donohue, Mission Advancement

Operational Performance: Stabilizing

- In Fiscal Years 2012-2017, The Centers averaged a loss of roughly $1 million per year

- From November to March of the current fiscal year, The Centers generated a profit around $100,000 (versus a loss of $500,000)

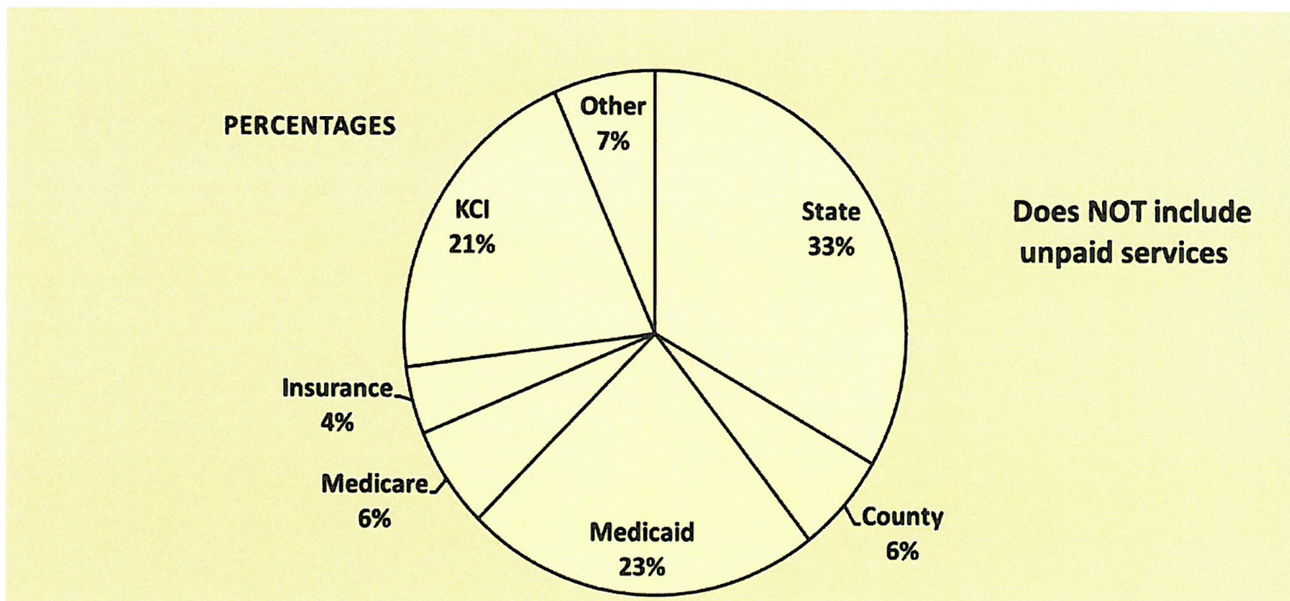
Operational Performance: Stabilizing

- The majority of historical losses were driven by providing unpaid services

- Up to December, 2017 in the current fiscal year, The Centers had provided $800,000 in uncompensated care that no organization was willing to fund

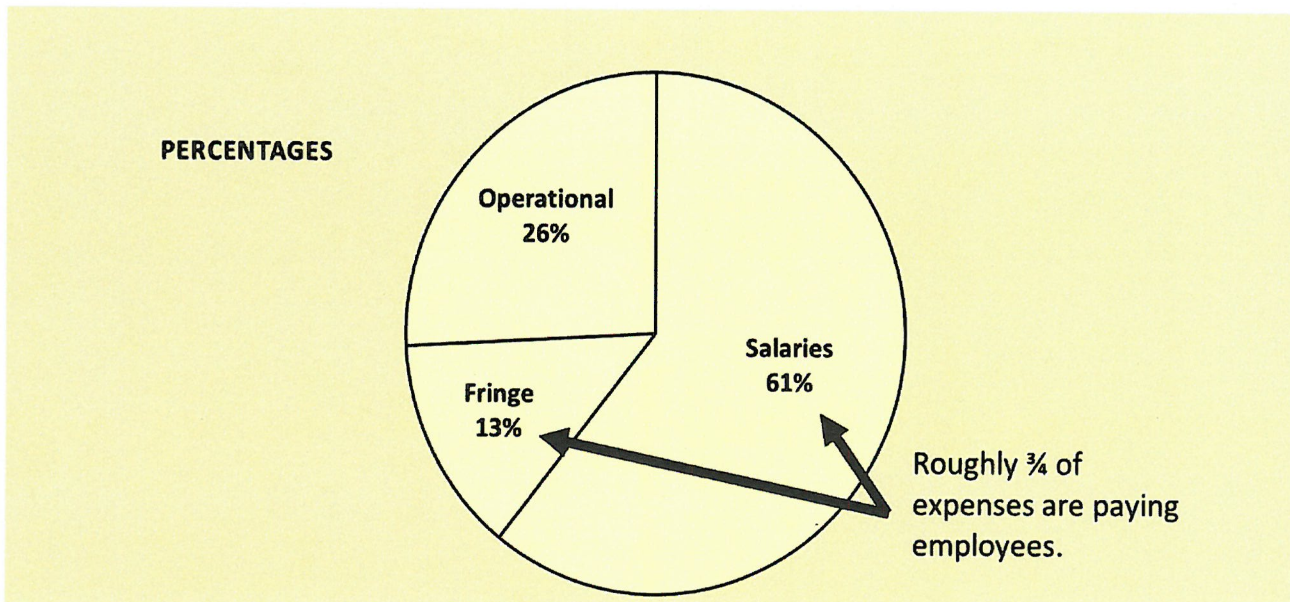
Sources of Revenue

- The Centers has restructured services to match revenue sources
- After the first six months of the year, uncompensated care has plateaued.

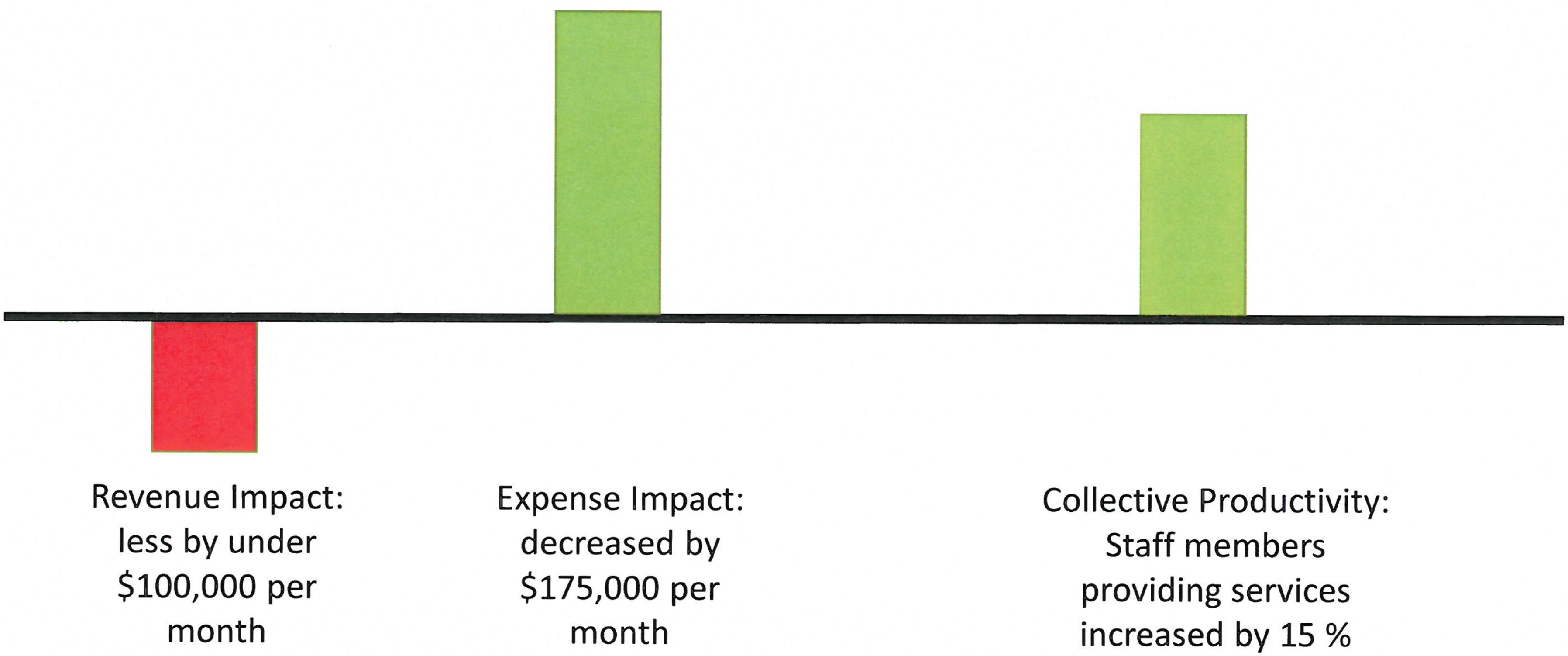


Changes in Expenses Were Necessary

- Three-quarters of healthcare funding pays for staffing
- Staff members who were not generating revenue or were unproductive could not be maintained



Impact on Services Was Minimized



Financial Efforts Have Focused On:

- Getting paid for services provided
- Having staff members productive
- Reducing non-clinical staff
- Controlling non-staff expenses. All vendor contracts being reviewed. Have consolidated contracts and eliminated unaffordable items.

The Centers' Services

SPECTRUM OF CARE

OFFICE-BASED CARE
- Psychiatric (medications)
- Therapy

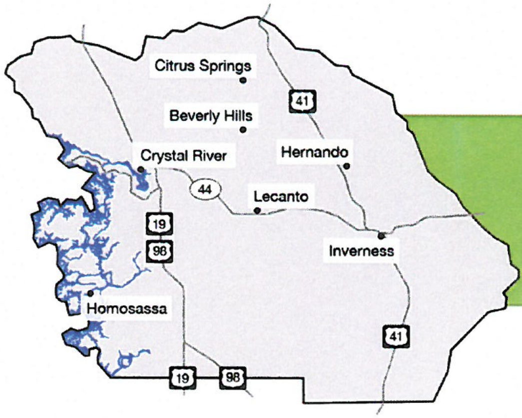
COMMUNITY-BASED CARE
- Case Management
- Intensive Care Teams

RESIDENTIAL CARE
- OASIS
- Addie Rawls
- Lighthouse

INPATIENT CARE
- Adult Units
- Children's Unit

The Centers provides Office-based through Residential Care directly in Citrus County.

Recent Allocation of Funding

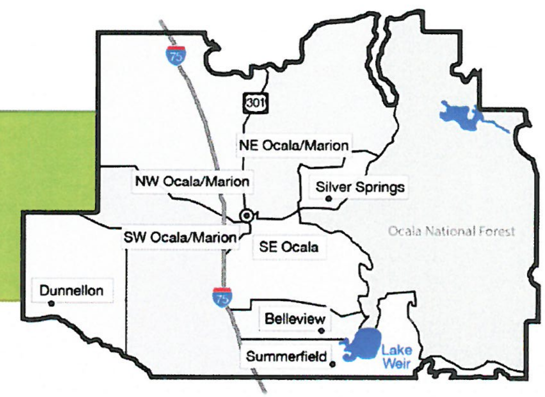


CITRUS

25-30% population
25-30% funding

MARION

70-75% population
70-75% funding



What is Funded in Citrus County?

SERVICES	AMOUNT OF FUNDING
OUTPATIENT	$ 1,850,000
COMMUNITY / CASE MANAGEMENT	$ 600,000
RESIDENTIAL	$ 750,000
ACUTE CARE	$ 2,800,000

TOTAL: ~ $ 6 million on behalf of Citrus County residents

Where is The Centers Going?

With three-quarters of expenses going to staffing, The Centers can only expand services with adequate funding.

STATE FUNDING: General funding is decreasing in favor of specialized programs
COUNTY FUNDING: Has been limited to match requirements
MEDICAID / INSURANCE FUNDING: Increasingly controlled by managed care

Where is The Centers Going?

- **Services follow funding**
- The Family Intensive Treatment (FITT) program for Citrus County was recently expanded by 67% with more state funding
- A Community Action Team (for children) may become available; The Centers submitted an intent to provide services in Citrus County

The Centers' Role in Baker Act / Receiving Facility

- Alone, The Centers does not have adequate financial (or other) resources
- Few non-profit organizations could fund a new receiving facility alone
- Additional State and County Funding is necessary, estimated between $1-1.5 million

The Centers' Role in Baker Act / Receiving Facility

- In recent months, we have sought out partnerships.
- Langley Health Services could offer physical care
- Citrus Memorial could offer a space for a receiving facility

The Centers' Role in Baker Act / Receiving Facility

- The Centers is happy to partner with other organizations to bring to fruition a receiving facility
- There are other efforts to develop a receiving facility in progress that would work around The Centers