



I. Personnel Costs: \$ 62,570,860.00
 Salary: \$ 47,045,760
 Fringe: @ 33% \$ 15,525,100
 Fringe includes: FICA, Unemployment, Health and Dental Insurance, Retirement, Workers Compensation, and Disability

II. Building Renovations/Repairs \$ 6,000,000 - \$10,000,000*

**Includes costs of repairs, renovations and asbestos abatement and/or removal. These numbers will be available after site review with general contractor, Loran Seely. Where possible, all renovations and repairs will be contracted locally.*

III. Purchase of Other Goods / Services \$ 30,375,480.00
Cayuga Centers intends to purchase the goods/services listed below locally where available and cost competitive.

Food: \$ 16,746,200.00

Vehicle Purchase: \$ 2,275,000.00
Based on (20) 12 passenger vans and 2 coach buses

Office Furniture: \$ 1,647,000.00

Clothing: \$ 1,440,000.00

Telephone: \$ 1,408,680.00

Computer: \$ 1,237,000.00
Cost of initial computers, software, licenses, hot spots, computer server equipment, and internet provision.

Advertising: \$ 1,080,000.00
Local newspaper and radio advertising for employment

Maintenance & Repair:	\$ 720,000.00
<i>Specific to buildings</i>	
Postage:	\$ 684,000.00
Vehicle Gas & Oil:	\$ 641,600.00
Household Supplies:	\$ 480,000.00
<i>Includes toilet paper, cleaning supplies, hand soap, sanitizer, cups, napkins, utensils, and paper towels.</i>	
Personal Hygiene Items:	\$ 84,000.00
<i>Includes items such as shampoo (including lice shampoo), toothbrush, toothpaste, brush, shaving products, feminine hygiene products, antiperspirants, diapers, etc.</i>	
Medical Supplies:	\$ 360,000.00
<i>Expense associated equipment/supplies in providing immediate on-site medical services.</i>	
Office Supplies:	\$ 360,000.00
Kitchen Supplies:	\$ 300,000.00
Kitchen Equipment:	\$ 240,000.00
Copier Rental:	\$ 240,000.00
Maintenance & Repair:	\$ 120,000.00
<i>Specific to equipment</i>	
Maintenance & Repair:	\$ 96,000.00
<i>Specific to vehicles</i>	
Educational Supplies:	\$ 72,000.00
Recreation Materials:	\$ 60,000.00
Copying & Printing:	\$ 60,000.00
Misc. Equipment:	\$ 24,000.00

Although unable to accurately project costs, we also foresee regularly using skilled tradesman for upkeep and maintenance of facility, as well as contracting with extermination and pest control services as needed.

IV. Other Financial Impacts

Cayuga Centers will forge a relationship with Navarro Community College to provide training for select staff through the college, thereby increasing student enrollment.

Payroll dollars will be invested in the local community in the form of employees buying homes, vehicles, entertainment, goods and services. Although many staff will already live in Navarro County, it is expected that some may relocate to the area, creating an additional economic stimulus.



Cayuga Centers Anticipated Positions at Corsicana

Position Title	FTE's	Annual Budgeted Salary	Subtotal by Title	Educational Requirements
Chief Operating Officer - TX	1	\$135,000	\$135,000	Master's Degree
Vice President - Corsicana	1	\$90,000	\$90,000	Master's Degree
Dir of CQI	1	\$75,000	\$75,000	Master's Degree
CQI Compliance Manager	1	\$47,000	\$47,000	Master's Degree
CQI Compliance Specialist	1	\$47,000	\$47,000	Master's Degree
Director-Residential	1	\$60,000	\$60,000	Master's Degree
Director, Case Management	1	\$60,000	\$60,000	Master's Degree
Director, Learning Center	1	\$65,000	\$65,000	Master's Degree
Assistant Director Learning Center	2	\$55,000	\$110,000	Master's Degree
Clinicians	67	\$53,000	\$3,551,000	Master's Degree
Director, Clinical Services	1	\$65,000	\$65,000	Master's in Social W'rk
Assitant Director, Clinical Services	3	\$58,000	\$174,000	Master's in Social Work
SUBTOTAL	81		\$4,479,000	
Office Manager	1	\$52,000	\$52,000	Bachelor's Degree
Assistant Director, Human Resources	1	\$70,000	\$70,000	Bachelor's Degree
Human Resources Manager	1	\$50,000	\$50,000	Bachelor's Degree
Human Resources Generalist	4	\$40,000	\$160,000	Bachelor's Degree
Human Resources Scheduler	2	\$35,500	\$71,000	Bachelor's Degree
HR Assistant	3	\$35,500	\$106,500	Bachelor's Degree
Payroll Specialist	2	\$35,500	\$71,000	Bachelor's Degree
Accounts Payable Specialist	1	\$42,000	\$42,000	Bachelor's Degree
Accounts Receivable Specialist	1	\$42,000	\$42,000	Bachelor's Degree
Finance Specialist - Purchasing	1	\$40,000	\$40,000	Bachelor's Degree
Inventory Specialist	2	\$40,000	\$80,000	Bachelor's Degree
Transportation Coordinator	2	\$40,000	\$80,000	Bachelor's Degree
CQI Incident Manager	1	\$47,000	\$47,000	Bachelor's Degree
CQI Investigator	2	\$47,000	\$94,000	Bachelor's Degree
CQI Compliance Generalist	1	\$40,000	\$40,000	Bachelor's Degree
CQI Record Specialist	2	\$40,000	\$80,000	Bachelor's Degree
Assistant Director of Training	1	\$47,000	\$47,000	Bachelor's Degree
Instructional Designer/Agency Trainer	4	\$47,000	\$188,000	Bachelor's Degree
Director Support Services	1	\$75,000	\$75,000	Bachelor's Degree
Director of Bldg and Grounds	1	\$55,000	\$55,000	Bachelor's Degree
Cottage Cluster Assistant Director	10	\$50,000	\$500,000	Bachelor's Degree
Assistant Cottage Manager	10	\$47,000	\$470,000	Bachelor's Degree
Overnight Manager	4	\$45,000	\$180,000	Bachelor's Degree
Recreation Manager	1	\$45,000	\$45,000	Bachelor's Degree
Recreation Specialist	8	\$40,000	\$320,000	Bachelor's Degree
Assistant Director Case Management	11	\$51,510	\$566,610	Bachelor's Degree
Case Manager	100	\$47,500	\$4,750,000	Bachelor's Degree
Intake Manager	1	\$45,000	\$45,000	Bachelor's Degree
Teacher	40	\$48,480	\$1,939,200	Bachelor's Degree
Youth Transportation Manager	1	\$45,450	\$45,450	Bachelor's Degree
Assistant Director IT	1	\$60,000	\$60,000	Bachelor's Degree / IT credential
Medical Office Manager	1	\$50,000	\$50,000	Bachelor's Degree or Special Credential
Medical Director-MD	1	\$250,000	\$250,000	Specialized Credentials
Family Nurse Practitioner	5	\$115,000	\$575,000	Specialized Credentials
RN	5	\$55,000	\$275,000	Specialized Credentials
Certified Nursing Asst.	3	\$35,500	\$106,500	Specialized Credentials
Dietary Manager	1	\$45,000	\$45,000	Specialized Credentials
IT Computer Technician	4	\$47,000	\$188,000	Specialized IT Credentials
SUBTOTAL	241		\$11,901,260	
Group Care Worker	660	\$40,000	\$26,400,000	High School Diploma
Teacher Aide	40	\$35,500	\$1,420,000	High School Diploma
Youth Transportation Specialist-Escort	10	\$35,500	\$355,000	High School Diploma
Youth Transportation Specialist-Driver	10	\$35,500	\$355,000	High School Diploma
Intake Specialist	8	\$35,500	\$284,000	High School Diploma
Administrative Secretary	4	\$35,500	\$142,000	High School Diploma
Filer	2	\$35,500	\$71,000	High School Diploma
School Secretary	2	\$35,500	\$71,000	High School Diploma
Bus Driver	2	\$35,500	\$71,000	High School Diploma
IT/Admin Clerk	1	\$35,500	\$35,500	High School Diploma
Maintenance Manager	1	\$45,000	\$45,000	High School Diploma
SUBTOTAL	740		\$29,249,500	
Security	7	\$45,000	\$315,000	Non High School Diploma
Cook	8	\$40,000	\$320,000	Non High School Diploma
Servers	8	\$35,500	\$284,000	Non High School Diploma
Dishwashers	4	\$35,500	\$142,000	Non High School Diploma
Repair Specialist	4	\$35,500	\$35,500	Non High School Diploma
Grounds Specialist	2	\$35,500	\$35,500	Non High School Diploma
Cleaner	6	\$35,500	\$213,000	Non High School Diploma
Laundry Staff	2	\$35,500	\$71,000	Non High School Diploma
SUBTOTAL	41		\$1,416,000	
TOTAL	1103		\$47,045,760	