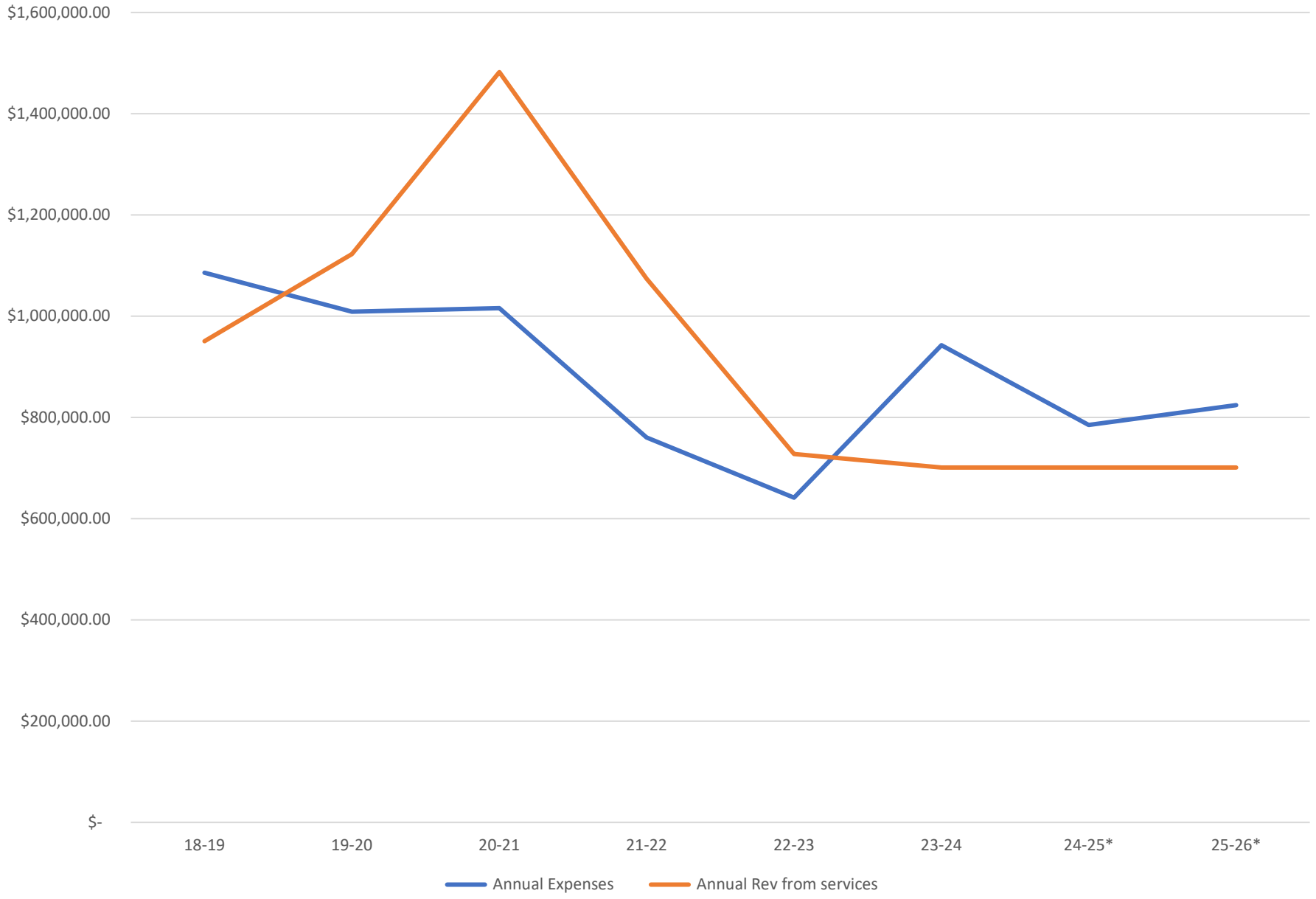


### CeRTNA Flat Revenue



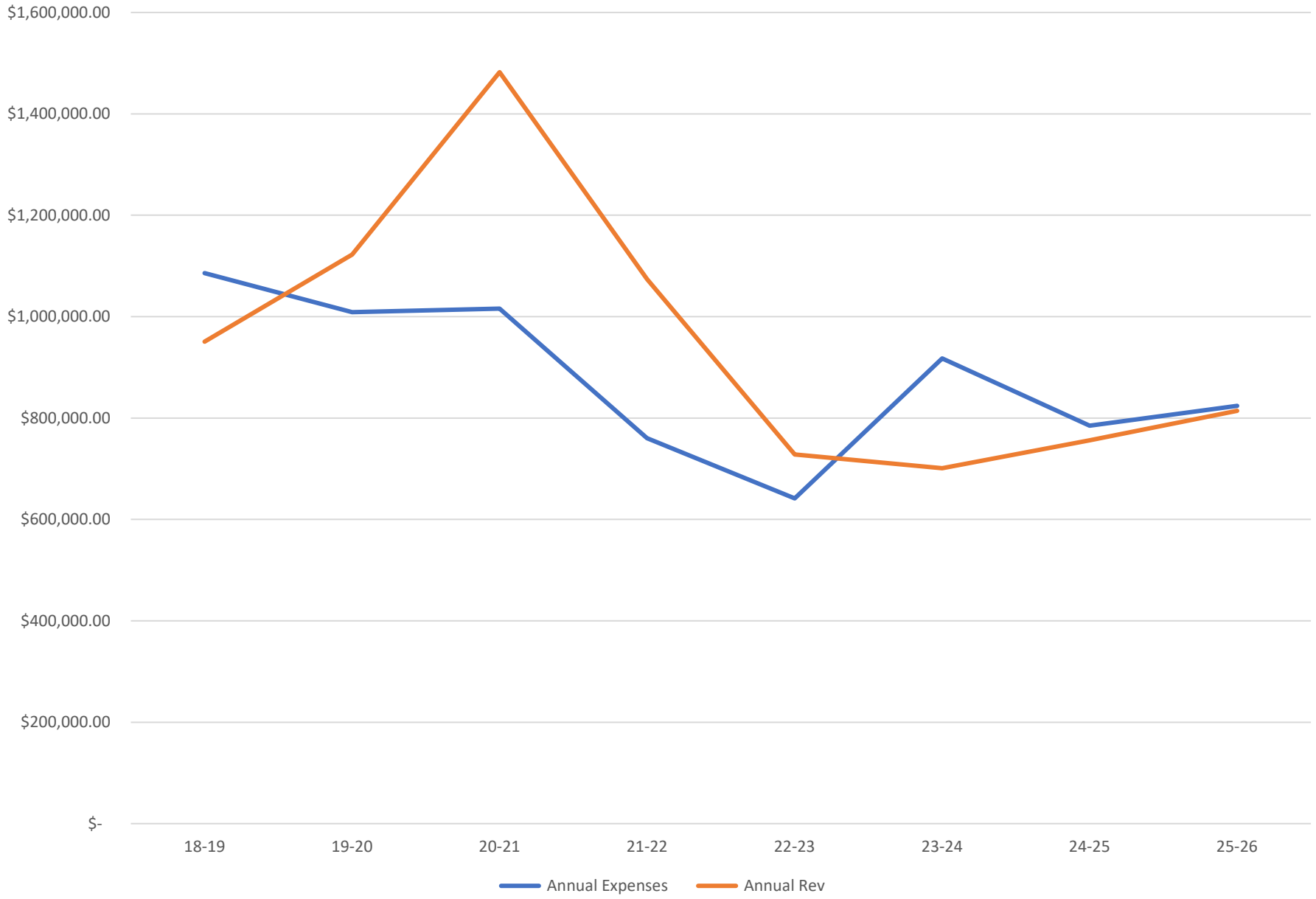
Year	Annual Expenses	Annual Rev from services	
18-19	\$ 1,085,880.04	\$ 950,568.11	\$ 135,311.93 Loss
19-20	\$ 1,008,698.00	\$ 1,122,579.00	\$ (113,881.00) Profit
20-21	\$ 1,016,030.75	\$ 1,482,237.46	\$ (466,206.71) Profit
21-22	\$ 760,316.00	\$ 1,074,166.55	\$ (313,850.55) Profit
22-23	\$ 641,503.89	\$ 727,953.00	\$ (86,449.11) Profit
23-24	\$ 942,916.00	\$ 701,040.00	\$ 241,876.00 Loss
24-25*	\$ 785,000.00	\$ 701,040.00	\$ 83,960.00 Loss
25-26*	\$ 824,250.00	\$ 701,040.00	\$ 123,210.00 Loss

23-24 with reduced payroll expenses

5% Increase over 24-25 Expenses

	23-24	24-25 Projected*	25-26 Projected*
Agent Revenue	\$387,890	\$387,890	\$387,890
Client County Revenue	\$223,727	\$223,727	\$223,727
Board County Revenue	\$89,423	\$89,423	\$89,423
Total Revenue	<u>\$701,040</u>	<u>\$701,040</u>	<u>\$701,040</u>
Revenue	\$701,040	\$701,040	\$701,040
Expenses	<u>-\$942,916</u>	<u>-\$785,000</u>	<u>-\$824,250</u>
Operating Income (Loss)	<u>(\$241,876)</u>	<u>(\$83,960)</u>	<u>(\$123,210)</u>

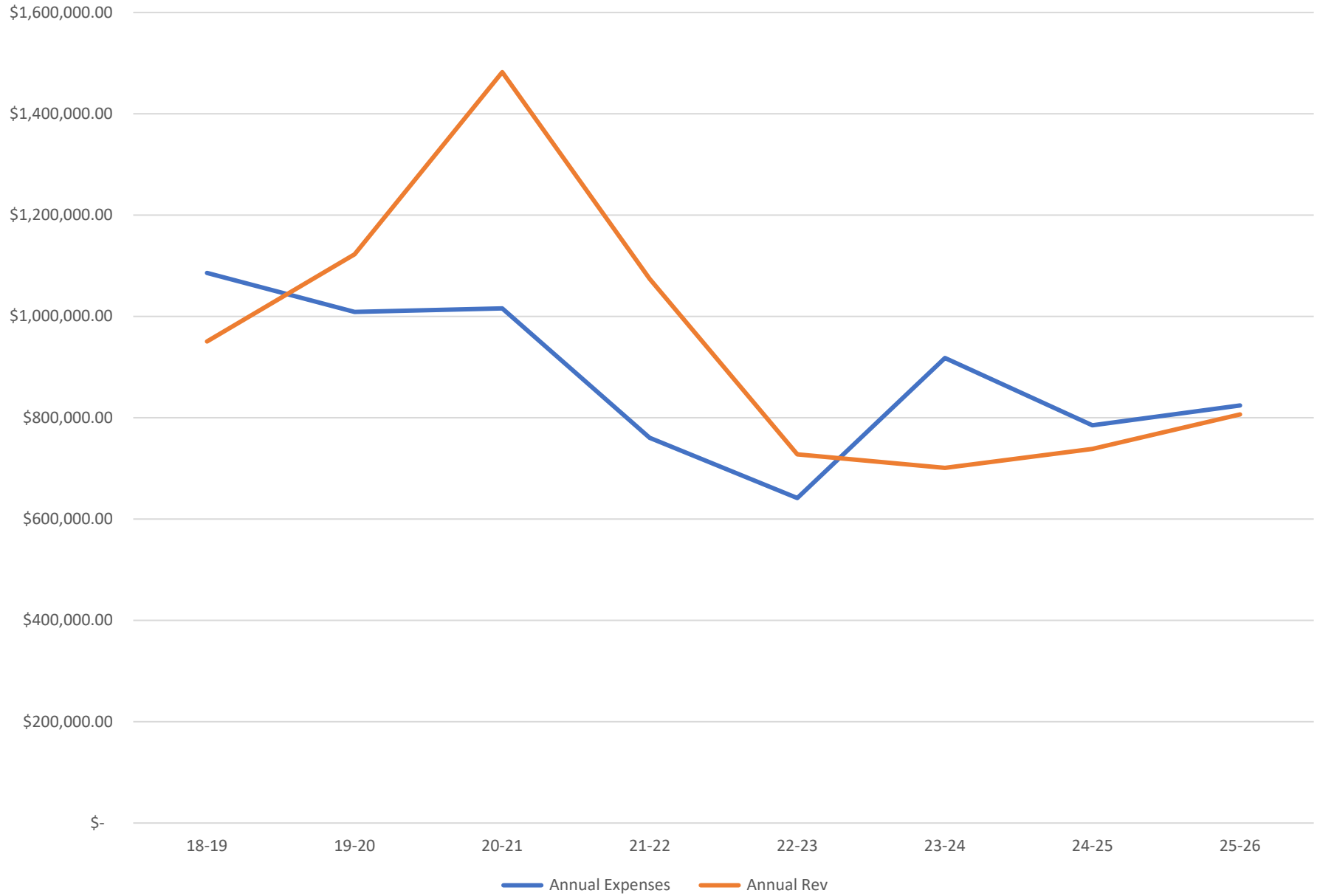
CeRTNA Increased Revenue All Counties



Year	Annual Expenses	Annual Rev
18-19	\$ 1,085,880.04	\$ 950,568.11
19-20	\$ 1,008,698.00	\$ 1,122,579.00
20-21	\$ 1,016,030.75	\$ 1,482,237.46
21-22	\$ 760,316.00	\$ 1,074,166.55
22-23	\$ 641,503.89	\$ 727,953.00
23-24	\$ 917,753.00	\$ 701,040.00
24-25	\$ 785,000.00	\$ 756,071.64
25-26	\$ 824,250.00	\$ 814,289.16

	2023-24 Projected	24-25 Projected*	25-26 Projected*
Agent Revenue	\$387,890.00	\$418,339.37	\$450,551.50
Client County Revenue	\$223,727.00	\$241,289.57	\$259,868.87
Board County Revenue	\$89,423.00	\$96,442.71	\$103,868.79
Total Revenue	<u>\$701,040.00</u>	<u>\$756,071.64</u>	<u>\$814,289.16</u>
Revenue	\$701,040.00	\$756,071.64	\$814,289.16
Expenses	<u>-\$917,753.00</u>	<u>-\$785,000.00</u>	<u>-\$824,250.00</u>
Operating Income (Loss)	<u>(\$216,713.00)</u>	<u>(\$28,928.36)</u>	<u>(\$9,960.84)</u>

### CeRTNA No Increase to Lower Tiers



Year	Annual Expenses	Annual Rev
18-19	\$ 1,085,880.04	\$ 950,568.11
19-20	\$ 1,008,698.00	\$ 1,122,579.00
20-21	\$ 1,016,030.75	\$ 1,482,237.46
21-22	\$ 760,316.00	\$ 1,074,166.55
22-23	\$ 641,503.89	\$ 727,953.00
23-24	\$ 917,753.00	\$ 701,040.00
24-25	\$ 785,000.00	\$ 738,509.07
25-26	\$ 824,250.00	\$ 806,784.35

	2023-24 Projected	24-25 Projected*	25-26 Projected*
Agent Revenue	\$ 387,890.00	\$ 418,339.37	\$ 450,551.50
Client County Revenue	\$ 223,727.00	\$ 223,727.00	\$ 252,364.06
Board County Revenue	\$ 89,423.00	\$ 96,442.71	\$ 103,868.79
Total Revenue	\$ 701,040.00	\$ 738,509.07	\$ 806,784.35
Revenue	\$ 701,040.00	\$ 738,509.07	\$ 806,784.35
Expenses	\$ (917,753.00)	\$ (785,000.00)	\$ (824,250.00)
Operating Income (Loss)	\$ (216,713.00)	\$ (46,490.93)	\$ (17,465.65)