

ONPOINT



Fiscal Year 2026

Proposed Budget

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Significant Assumptions and Key Points

Proposed Budget

- I. Medicaid and Healthy Michigan (HMP) revenue based on projections received from the Lakeshore Regional Entity (LRE), using anticipated enrollment changes through the end of the fiscal year based on year-to-date trends. Final fiscal year 2026 rates have not been received from the Michigan Department of Health and Human Services (MDHHS) yet, information is expected to be released in late-September.
- II. The agency received approval for Certified Community Behavioral Health Clinic (CCBHC) Demonstration status. Revenue projections were prepared based on OnPoint's fiscal year 2025 annualized daily visits, plus projected daily visits for new positions added.
- III. State General Fund revenue based on MDHHS redistribution model.
- IV. Salaries, Wages, and Fringe Benefits include an estimate for moderate benefit rate increases, vacancy assumptions, and projected merit based increases. Very few new positions are budgeted, primarily to increase capacity for continued provision of CCBHC and substance use disorder (SUD) services, along with positions incorporated into grants received.
- V. All other expenses
 - Built department by department based on actual identified needs of each.
 - Provider claims projected based on actual service utilization trends experienced during fiscal year 2025 to date.

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Summary Schedule of Revenues and Expenses by Fund Source

For the Period From October 1, 2025 through September 30, 2026

	MDHHS Revenue	Coordination of Benefits	Grant Revenue	Expense	Redirects	Lapse or (Deficit)
Medicaid						
Medicaid - Mental Health	\$ 24,678,185	-	\$ -	\$ (27,063,184)	\$ -	\$ (2,384,999)
Medicaid - Autism	5,224,373	-	-	(2,097,044)	-	3,127,329
Medicaid - SUD	627,571	-	-	(424,050)	-	203,521
Healthy Michigan Plan - Mental Health	1,582,750	-	-	(2,384,742)	-	(801,992)
Healthy Michigan Plan - SUD	956,521	-	-	(634,212)	-	322,309
Medicaid subtotal	<u>\$ 33,069,400</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (32,603,232)</u>	<u>\$ -</u>	<u>\$ 466,168</u>
CCBHC Demonstration						
CCBHC - Medicaid	7,515,267	108,633	\$ -	\$ (7,546,907)	\$ -	\$ 76,993
CCBHC - Healthy MI Plan	2,377,089	16,568	-	(2,198,844)	-	194,814
CCBHC - NonMedicaid	304,657	162,271	574,601	(1,706,012)	397,834	(266,649)
CCBHC Subtotal	<u>\$ 10,197,014</u>	<u>\$ 287,472</u>	<u>\$ 574,601</u>	<u>\$ (11,451,763)</u>	<u>\$ 397,834</u>	<u>\$ 5,157</u>
General Fund	<u>\$ 1,707,737</u>	<u>\$ 156</u>	<u>\$ -</u>	<u>\$ (1,310,059)</u>	<u>\$ (397,834)</u>	<u>\$ -</u>
SUD Treatment Block Grant	<u>\$ -</u>	<u>\$ 182</u>	<u>\$ 371,397</u>	<u>\$ (371,579)</u>	<u>\$ -</u>	<u>\$ -</u>

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Statement of Revenue, Expenses and Change in Net Position

Proposed Budget

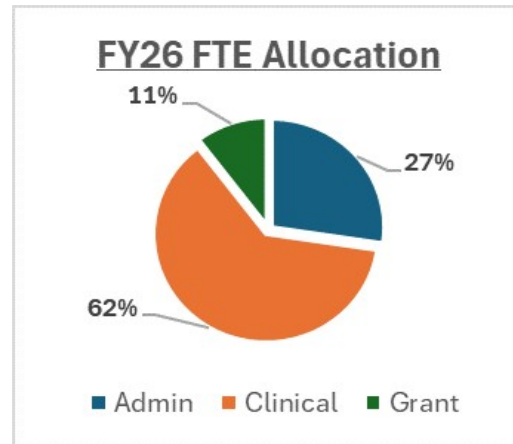
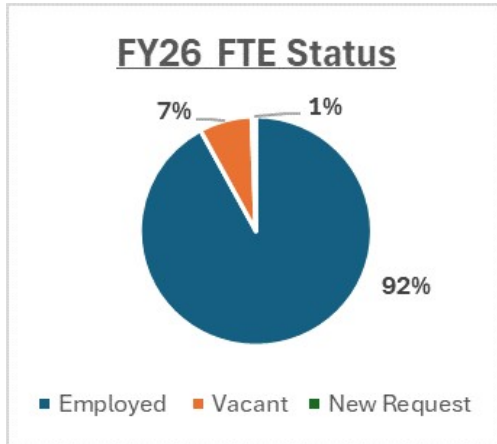
For the fiscal year ended September 30, 2026

	2024 Final Actual	Original 2025 Budget	Annualized 2025 Actual	Requested 2026 Budget	Over (Under) Prior Budget
Operating revenue					
Medicaid capitation	\$ 26,981,597	\$ 27,645,387	\$ 28,607,041	\$ 30,530,129	\$ 2,884,742
Medicaid settlement	(1,586,434)	(577,831)	(1,457,989)	(945,851)	(368,020)
Healthy Michigan capitation	2,259,017	1,925,568	2,319,356	2,539,271	613,703
Healthy Michigan settlement	372,262	506,577	676,560	479,683	(26,894)
CCBHC capitation and supplemental	11,310,734	9,078,140	9,076,186	9,929,384	851,244
State General Fund formula funding	1,593,124	1,707,737	1,707,737	1,707,737	-
State General Fund settlement	-	-	(4,735)	-	-
Grants and earned contracts	2,950,215	4,326,003	3,831,333	4,981,627	655,624
Local funding	346,095	346,095	346,095	346,095	-
CCBHC Quality Bonus Payment	-	-	430,588	267,629	267,629
Other reimbursements and revenue	563,690	581,967	481,612	608,680	26,713
Total operating revenue	<u>\$ 44,790,300</u>	<u>\$ 45,539,643</u>	<u>\$ 46,013,784</u>	<u>\$ 50,444,385</u>	<u>\$ 4,904,742</u>
Operating expenses					
Salaries and wages	\$ 10,867,803	\$ 11,908,348	\$ 11,178,424	\$ 12,123,863	\$ 215,515
Fringe benefits	3,654,679	4,380,776	4,040,369	4,354,767	(26,009)
Supplies and materials	352,160	279,936	253,795	278,347	(1,588)
Provider Network services	23,435,447	24,048,125	25,437,729	27,690,851	3,642,726
Contractual Services	2,459,149	3,269,157	3,006,150	4,179,355	910,198
Professional development	148,593	166,171	135,578	174,308	8,137
Occupancy	244,367	293,728	318,826	397,566	103,838
Miscellaneous expenses	126,030	515,518	169,972	601,435	85,917
Depreciation	398,103	420,000	286,121	286,121	(133,879)
Total operating expenses	<u>\$ 41,686,331</u>	<u>\$ 45,281,759</u>	<u>\$ 44,826,963</u>	<u>\$ 50,086,614</u>	<u>\$ 4,804,856</u>
Nonoperating expenses					
Interest expense	107,950	115,000	106,820	118,450	3,450
Change in net position	<u>\$ 2,996,019</u>	<u>\$ 142,884</u>	<u>\$ 1,080,001</u>	<u>\$ 239,320</u>	<u>\$ 96,436</u>

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Statistics

<u>FTE</u>	<u>Original 2025 Budget</u>	<u>Annualized 2025 Actual</u>	<u>Requested 2026 Budget</u>
Actual Employed	187.68	179.70	173.70
Vacant & Unfilled	153.68	157.90	159.90
FY26 New Request	34.00	21.80	12.80
Contract		1.00	
	2.46	2.49	8.67



Volume (Visits)

	<u>Original 2025 Budget</u>	<u>Annualized 2025 Actual</u>	<u>Requested 2026 Budget</u>
CCBHC	25,845	28,154	33,200
CAP Services Provided	22,372	19,810	25,925