ONPOINT



Fiscal Year 2027

Draft Budget

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Significant Assumptions and Key Points

Draft 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. Fiscal year 2027 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 2026 annualized daily visits, plus projected daily visits for new positions added and increases in staff productivity due to process and system improvements.

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.

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 2026 to date.

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Summary Schedule of Revenues and Expenses by Fund Source

For the Period From October 1, 2026 to September 30, 2027

	MDHHS Revenue	Coordination of Benefits	Grant Revenue	Expense	Redirects	Lapse or (Deficit)
Medicaid						
Medicaid - Mental Health	$ 23,088,560	-	$ -	$ (27,019,235)	$ -	$ (3,930,675)
Medicaid - Autism	6,009,307	-	-	(1,933,219)	-	4,076,088
Medicaid - SUD	709,015	-	-	(274,080)	-	434,935
Healthy Michigan Plan - Mental Health	1,692,222	-	-	(2,600,335)	-	(908,113)
Healthy Michigan Plan - SUD	1,041,878	-	-	(589,685)	-	452,193
Medicaid subtotal	$ 32,540,982	$ -	$ -	$ (32,416,554)	$ -	$ 124,428
CCBHC Demonstration						
CCBHC - Medicaid	$ 8,454,025	$ 121,991	$ -	$ (8,609,766)		$ (33,750)
CCBHC - Healthy MI Plan	2,653,398	26,234	-	(2,537,264)	-	142,368
CCBHC - NonMedicaid	74,616	184,563	689,780	(2,066,308)	790,313	(327,036)
CCBHC - Quality Bonus Payment	522,284	-	-	-	-	522,284
CCBHC Subtotal	$ 11,704,323	$ 332,788	$ 689,780	$ (13,213,338)	$ 790,313	$ 303,866
General Fund	$ 1,793,124	$ 1,329	$ -	$ (1,004,140)	$ (790,313)	$ -
SOR/SUD Treatment Block Grants	$ -	$ -	$ 389,011	$ (389,011)	$ -	$ -

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Statement of Revenue, Expenses and Change in Net Position

Draft Budget

For the fiscal year ended September 30, 2027

	2025 Final Actual	Original 2026 Budget	Annualized 2026 Actual	Requested 2027 Budget	Over (Under) Prior Budget
Operating revenue					
Medicaid capitation	$ 29,132,630	$ 30,530,129	$ 30,114,667	$ 29,806,882	$ (723,247)
Medicaid settlement	(1,661,019)	(945,851)	(2,297,960)	(580,348)	365,503
Healthy Michigan capitation	2,317,122	2,539,271	2,915,645	2,734,100	194,829
Healthy Michigan settlement	695,616	479,683	224,022	455,920	(23,763)
CCBHC capitation and supplemental	9,525,201	9,929,384	10,445,674	11,182,039	1,252,655
State General Fund formula funding	1,707,737	1,707,737	1,793,124	1,793,124	85,387
State General Fund settlement	(123,008)	-	(691,476)	-	-
Grants and earned contracts	3,953,199	4,981,627	4,634,879	4,107,489	(874,138)
Local funding	346,095	346,095	346,095	346,095	-
CCBHC Quality Bonus Payment	430,588	267,629	522,118	522,284	254,655
Other reimbursements and revenue	613,766	608,680	555,880	552,518	(56,162)
Total operating revenue	$ 46,937,927	$ 50,444,385	$ 48,562,667	$ 50,920,103	$ 475,718
Operating expenses					
Salaries and wages	$ 11,371,244	$ 12,123,863	$ 11,776,792	$ 12,288,886	$ 165,023
Fringe benefits	4,034,742	4,354,767	4,401,411	4,846,944	492,177
Supplies and materials	315,810	278,347	415,348	260,281	(18,066)
Provider Network services	25,858,182	27,690,851	26,053,845	27,704,615	13,764
Contractual Services	3,057,283	4,179,355	4,148,932	4,343,544	164,189
Professional development	143,137	174,308	136,171	157,643	(16,665)
Occupancy	291,452	397,566	327,621	378,252	(19,315)
Miscellaneous expenses	269,078	601,435	737,388	257,933	(343,501)
Depreciation	425,139	286,121	432,156	447,787	161,666
Total operating expenses	$ 45,766,067	$ 50,086,614	$ 48,429,662	$ 50,685,885	$ 599,271
Nonoperating expenses					
Interest expense	107,229	118,450	104,190	122,004	3,554
Change in net position	$ 1,064,631	$ 239,320	$ 28,814	$ 112,214	$ (127,106)

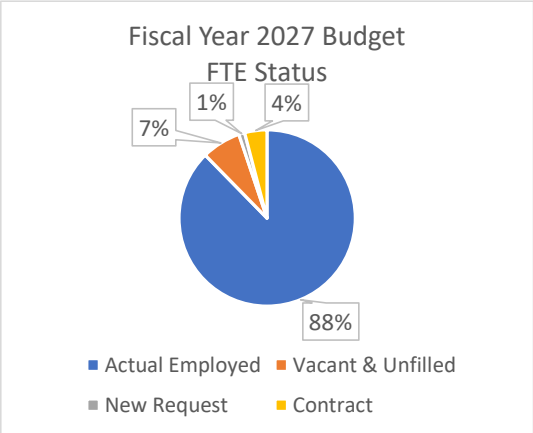
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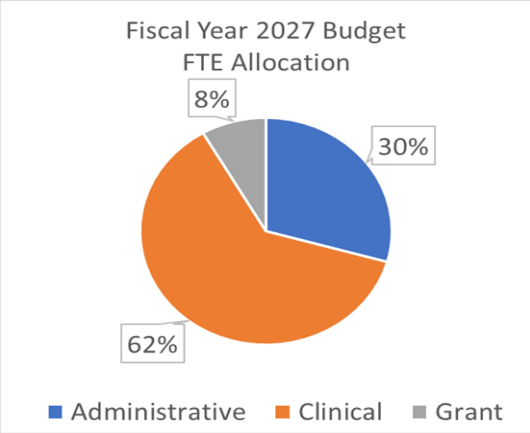
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Statistics

Draft Budget
For the fiscal year ended September 30, 2027

	Original 2026 Budget	Current Year Actual	Requested 2027 Budget
Full-Time Equivalent (FTE) Staff			
Actual Employed	159.90	158.60	159.00
Vacant & Unfilled	12.80	16.30	13.00
New Request	1.00	-	2.00
Contract	8.67	8.78	7.40
Total FTEs	182.37	183.68	181.40





	Original 2026 Budget	Current Year Projected	Requested 2027 Budget
Direct Run Services Volume			
CCBHC Daily Visits	33,200	34,287	37,000
Non-CCBHC Services Provided	7,288	6,839	7,181
Total Daily Visits	40,488	41,126	44,181

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