

New Budget, Lower Census	Projected Years			
	(with census of 105 in 2H of year 2020)			
CY or FY (circle)	2017	2018	2019	2020
1. Revenue				
a. A. Inpatient services	211,396	443,150	600,573	795,108
b. Hospice at home services	1,504,080	3,153,197	4,273,631	5,658,319
c. Home care services				
d. Gross Patient Service Revenue	1,715,476	3,596,347	4,874,204	6,453,427
e. Allowance for Bad Debt	-25,732	-53,945	-73,113	-96,800
f. contractual Allowance	-34,310	-71,928	-97,484	-129,068
g. Charity Care	-120,084	-251,745	-341,195	-451,740
h. Net Patient Services Revenue	1,535,350	3,218,729	4,362,412	5,775,819
i. Other Operating Revenues (Specify)				
j. Net Operating Revenue	1,535,350	3,218,729	4,362,412	5,775,819
2. Expenses				
a. Salaried, Wages, and Professional Fees, (including fringe benefits)	1,422,720	2,313,884	2,875,161	3,583,471
b. Contractual Services	391,348	772,981	1,042,023	1,372,444
c. Interest on Current Debt				
d. Interest on Project Debt				
e. Current Depreciation				
f. Project Depreciation	25,000	25,000	35,000	40,000
g. Current Amortization				
h. Project Amortization				
i. Supplies	32,147	62,771	83,635	108,852
j. Other Expenses (Specify)	870,094	1,064,817	1,257,131	1,535,506
k. Total Operating Expenses	2,741,309	4,239,453	5,292,950	6,640,274
3. Income				
a. Income from Operation	-1,205,959	-1,020,723	-930,537	-864,455
b. Non-Operating Income	130,000	260,000	350,000	460,000
c. Subtotal	-1,075,959	-760,723	-580,537	-404,455
d. Income Taxes				
e. Net Income (Loss)	-1,075,959	-760,723	-580,537	-404,455

Table 4 Cont.	Projected Years			
	(ending with first full year at full utilization)			
CY or FY (circle)	2017	2018	2019	2020
4. Patient Mix				
A. As Percent of Total Revenue				
1. Medicare	75%	75%	75%	75%
2. Medicaid	5%	5%	5%	5%
3. Blue Cross	4%	4%	4%	4%
4. Other Commercial Insurance	8%	8%	8%	8%
5. Self-Pay	1%	1%	1%	1%
6. Other (Specify)	7%	7%	7%	7%
7. Total	100%	100%	100%	100%
B. As Percent of Patient Days/Visits/Procedures(as applicable)				
1. Medicare	75%	75%	75%	75%
2. Medicaid	5%	5%	5%	5%
3. Blue Cross	4%	4%	4%	4%
4. Other Commercial Insurance	9%	9%	9%	9%
5. Self-Pay		0%	0%	0%
6. Other (Specify)	7%	7%	7%	7%
7. Total	100%	100%	100%	100%

Sec. 2 line j includes program expenses of Volunteer and Bereavement services, Community Education

Sec. 3 line b includes Philanthropy income (net of fund raising expenses)

Sec. 4 line A6 includes indigent care

Sec. 4 line B6 includes indigent care