

# Exhibit 28

## **Statement of Revenue and Expenses – Entire Facility**

### **Calculations:**

\*None

### **Assumptions:**

\*All Revenue and Expenses

- from Statement of Revenue and Expenses – Service Components +Seasons Units and Administration Combined

### **Links:**

\*Table 4 Revenues & Expenses

## Statement of Revenue and Expenses – Service Components

### Calculations:

- \*Total Days of Care = Sum of Unit Specific Days of Care
- \*Total Gross Resident Revenue = Sum of Gross Resident Revenue by Payor
- \*Deductions from Gross Resident Revenue = Unit Specific Gross Resident Revenue – Unit Specific Net Resident Revenue from Net Resident Revenue Worksheet
- \*Bad Debt = Total Gross Resident Revenue x Bad Debt % of Gross Resident Revenue from Statement of Revenue and Expenses – Assumption Worksheet
- \*Total Deduction from Net Resident Revenue = Sum of Deductions from Gross Resident Revenue by Payor + Bad Debt
- \*Net Resident Revenue = Total Gross Resident Revenue
- \*Total Revenue = Net Resident Revenue + Other Revenue (Education) + Other Revenue (Day School)
- \*Total Salaries = Salaries – Clinical Personnel + Salaries – Other Personnel
- \*Total Direct Expenses = Total Salaries + Payroll Taxes and Benefits + Contract Staff + Professional Stipend + Resident Related Purchased Services + Resident Related Supplies + Food
- \*Total Indirect Expenses = Advertising + Recruitment + Travel & Entertainment + Repairs & Maintenance + Rental Expense + Insurance + Utilities + Property Taxes + Other Expenses + Depreciation (Building & Land Improvements) + Depreciation (Equipment) + Capital Expenses
- \*Net Income before Taxes = Total Revenue – Total Direct Expenses – Total Indirect Expenses
- \*Seasons Units and Administration Combined = Sum of all revenues and expenses and total of specific units + Administration
- \*Net Income = Net Income before Taxes – State and Local Income Taxes

### Assumptions:

- \*# Adolescent PRTF Days of Care
  - from Utilization – Admissions and Discharges
- \*# Young Adult Unit Days of Care
  - from Utilization – Admissions and Discharges
- \*# Diagnostic & Assessment Unit Days of Care
  - from Utilization – Admissions and Discharges
- \*Adolescent PRTF ADC
  - from Utilization – Admissions and Discharges
- \*Young Adult Unit ADC
  - from Utilization – Admissions and Discharges
- \*Diagnostic & Assessment Unit ADC
  - from Utilization – Admissions and Discharges
- \*Medicaid Gross Resident Revenue
  - from Gross Revenue Worksheet
- \*Commercial Gross Resident Revenue
  - from Gross Revenue Worksheet

## Statement of Revenue and Expenses – Service Components (Continued)

### Assumptions:

- \*Self Pay Gross Resident Revenue
  - from Gross Revenue Worksheet
- \*Direct Agency Contract Gross Resident Revenue
  - from Gross Revenue Worksheet
- \*SEA/LEA Gross Resident Revenue
  - from Gross Revenue Worksheet
- \*Other Revenue (Education) allocated to Specific Unit
  - from Statement of Cash Flows +Education Cash Receipts by Quarter
- \*Other Revenue (Day School) allocated to Administration
  - from Statement of Cash Flows +Education Cash Receipts by Quarter
- \*All Direct Expenses are allocated to the Specific Unit
- \*Salaries – Clinical Personnel
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Salaries – Other Personnel
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Payroll Taxes and Benefits
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Contract Staff
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Professional Stipend
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Resident Related Purchased Services
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Resident Related Supplies
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Food
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*All Indirect Expenses are allocated to Administration
- \*Advertising
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Recruitment
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Travel & Entertainment
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Repairs & Maintenance
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Rental Expense
  - from Statement of Revenue and Expenses – Assumption Worksheet

## **Statement of Revenue and Expenses – Service Components (Continued)**

### **Assumptions:**

- \*Insurance
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Utilities
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Property Taxes
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Other Expenses
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Depreciation (Building & Land Improvements)
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Depreciation (Equipment)
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Capital Expenses
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*Interest Expenses
  - from Statement of Revenue and Expenses – Assumption Worksheet
- \*State and Local Income Taxes
  - from Statement of Revenue and Expenses – Assumption Worksheet

### **Links:**

- \*To Table 4 Revenues & Expenses

## Statement of Revenue and Expenses – Assumption Worksheet

### Calculations:

- \*Education by Unit = Reimbursement per School Day x Unit School Days
- \*Payroll Taxes and Benefits = Total Unit Salaries x 23.0%
- \*Contract Staff Expense Allocation = Total Physician Expense x Unit Specific Days of Care %
- \*Professional Stipend Expense Allocation = Total Stipend Expense x Unit Specific Days of Care %
- \*Resident Related Purchased Services = Resident Related Purchased Services per Day of Care expense x Unit Specific Days of Care
- \*Resident Related Supplies = Resident Related Supplies per Day of Care expense x Unit Specific Days of Care
- \*Food = Food per Day of Care expense x Unit Specific Days of Care
- \*Non-Resident Related Expenses (Advertising, Recruitment, Travel & Entertainment, Repairs & Maintenance, Rental Expense, Insurance, Utilities, Property Taxes, Other Expenses) = Expense x (1 + Annual Change %) for Year 1 and Year 2
- \*Depreciation (Building & Land Improvements) = Water and Sewer Lines + Storm Drains, Grading, and Paving + Signs and Landscaping + New Construction
- \*Depreciation (Equipment) = Security/CCTV and Computers + Kitchen and Furniture
- \*Water and Sewer Lines Depreciation = \$ amount from Table D / 25 years
- \*Storm Drains, Grading, and Paving Depreciation = \$ amount from Table D / 20 years
- \*Signs and Landscaping Depreciation = \$ amount from Table D / 10 years
- \*New Construction Depreciation = \$ amount from Table D / 25 years
- \*Security/CCTV and Computers Depreciation = \$ amount from Table D / 5 years
- \*Kitchen and Furniture Depreciation = \$ amount from Table D / 10 years
- \*Offsite Costs, Financing Costs, and Other Requirements Capitalization = \$ amount from Table D / 5 years

### Assumptions:

- \*Education Reimbursement per School Day is based on Woodbourne School reimbursement, the lowest education reimbursement in the Maryland in 2017
- \*0.0 percent annual increase in Education Reimbursement in Year 2 and Year 3
- \*Day School Admissions based on 12 admissions per school year
- \*Annual School Days = Minimum Required Maryland Annual School Days
- \*Day School Reimbursement per School Day is based on Woodbourne School reimbursement, the lowest education reimbursement in the Maryland in 2017
- \*0.0 percent annual increase in Day School Reimbursement in Year 2 and Year 3
- \*Bad Debt is 1.0% based on SBH national experience
- \*Salaries
  - from Staffing Assumption Worksheet
- \*Payroll Taxes and Benefits is 23.0% of Wages/Salaries based on SBH national experience
- \*Contract Staff – Psychiatrist, Internist, and Pediatrician
  - from Physician Staffing Worksheet

## Statement of Revenue and Expenses – Assumption Worksheet (Continued)

### Assumptions:

- \*Professional Stipend Annual Amount is based on SBH national experience
- \*Resident Related Purchased Services per Day of Care is based SBH national experience
- \*Resident Related Supplies per Day of Care is based SBH national experience
- \*Food per Day of Care is based SBH national experience
- \*Non-Resident Related Expenses (Advertising, Recruitment, Travel & Entertainment, Repairs & Maintenance, Rental Expense, Insurance, Utilities, Property Taxes, Other Expenses) based on SBH national experience
- \*Water and Sewer Lines Depreciation = 25 years
- \*Storm Drains, Grading, and Paving Depreciation = 20 years
- \*Signs and Landscaping Depreciation = 10 years
- \*New Construction Depreciation = 25 years
- \*Security/CCTV and Computers Depreciation = 5 years
- \*Kitchen and Furniture Depreciation = 10 years
- \*Capitalized Expense = Offsite Costs, Financing Costs, and Other Requirements
- \*Offsite Costs, Financing Costs, and Other Requirements Capitalization = 5 years
- \*State Income Tax = 2017 Maryland State Income Rate
- \*Local Income Tax = 2017 Prince George's County Income Tax
- \*Annual Expense Change = 1.8% per year based on August 2017 Bureau of Labor Statistics

### Links:

- \*To Statement of Revenue and Expenses – Service Components

## **Gross Revenue – Assumption Worksheet**

### **Calculations:**

\*None

### **Assumptions:**

- \*Percentage of Utilization is based on SBH national experience and understanding of referral source input.
- \*No change in Percentage of Utilization during the first three years of operation.
- \*Projected Average Charge is based on SBH national experience.
- \*No change in Projected Average Charge during the first three years of operation.
- \*Projected Volume
  - from on Utilization – Admissions and Discharges

### **Links:**

- \*To Gross Revenue Worksheet
- \*To Net Revenue – Assumption Worksheet

## **Gross Revenue Worksheet**

### **Calculations:**

- \*Payor Resident Days = % of Utilization x Total Resident Days
- \*Gross Revenue = Payor Resident Days x Projected Average Charge

### **Assumptions:**

- \*From Gross Revenue – Assumption Worksheet

### **Links:**

- \*Statement of Revenues and Expenses – Service Components

## **Net Revenue – Assumption Worksheet**

### **Calculations:**

\*Year 2 Reimbursement Rate = Year 1 Reimbursement Rate x (1 + Annual Reimbursement Change)

\*Year 3 Reimbursement Rate = Year 2 Reimbursement Rate x (1 + Annual Reimbursement Change)

### **Assumptions:**

\*Reimbursement Rate is based on SBH national experience and understanding of payors

- Medicaid PRTF reimbursement rate is based on the reported Sheppard Pratt reimbursement rate in 2017

\*2.0 percent annual increase in Reimbursement Rate in Year 2 and Year 3

\*Projected Average Charge

- from Gross Revenue – Assumption Worksheet

\*Projected Volume

- from on Utilization – Admissions and Discharges

### **Links:**

\*To Net Revenue Worksheet

## **Net Revenue Worksheet**

### **Calculations:**

- \*Payor Resident Days = % of Utilization x Total Resident Days
- \*Projected Average Reimbursement = Payor Reimbursement Rate x Projected Average Charge
  - from Net Revenue - Assumption Worksheet
- \*Gross Revenue = Payor Resident Days x Projected Average Reimbursement

### **Assumptions:**

- \*From Net Revenue – Assumption Worksheet

### **Links:**

- \*To Statement of Revenues and Expenses – Service Components

## Statement of Cash Flows

### Calculations:

- \*Total Net Revenues = Sum of all Net Revenues by Payor
- \*1<sup>st</sup> Year 1<sup>st</sup> Quarter Cash Receipts by Medicaid = \$0
- \*1<sup>st</sup> Year 1<sup>st</sup> Quarter Cash Receipts by Payor = (Net Revenue by Payor x 2/3)
- \*1<sup>st</sup> Year 2<sup>nd</sup> Quarter by Medicaid = (Net Revenue by Payor x 2/3)
- \*1<sup>st</sup> Year 2<sup>nd</sup> Quarter and subsequent Quarters for ALL Payors = (Net Revenue by Payor x 2/3) + (Previous Quarter Net Revenue by Payor x 1/3)
- \*Total Cash Receipts = Sum of all Cash Receipts by Payor
- \*Payroll Taxes and Benefits = Total Salaries x Payroll Taxes and Benefits % from Statement of Revenues and Expenses – Assumptions Worksheet
- \*Professional Stipend = Total Professional Stipend from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Resident Related Purchases Services = Total Resident Related Purchases Services from Statement of Revenues and Expenses – Assumption Worksheet x % of Days of Care Statement of Cash Flows Worksheet +Direct Care Staff Cash Payments by Quarter
- \*Resident Related Supplies = Total Resident Related Supplies from Statement of Revenues and Expenses – Assumption Worksheet x % of Days of Care Statement of Cash Flows Worksheet +Direct Care Staff Cash Payments by Quarter
- \*Food = Total Food from Statement of Revenues and Expenses – Assumption Worksheet x % of Days of Care Statement of Cash Flows Worksheet +Direct Care Staff Cash Payments by Quarter
- \*Advertising = Total Advertising from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Recruitment = Total Recruitment from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Travel & Entertainment = Total Travel & Entertainment from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Repairs & Maintenance = Total Repairs & Maintenance from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Rental Expense = Total Rental Expense from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Insurance = Total Insurance from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Utilities = Total Utilities from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Property Taxes = Total Property Taxes from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters
- \*Other Expense = Total Other Expense from Statement of Revenues and Expenses – Assumption Worksheet / 4 quarters

## **Statement of Cash Flows (Continued)**

### **Assumptions:**

- \*Net Revenue by Payor
  - from Statement of Cash Flows Worksheet +Net Revenue by Payor by Quarter
- \*Total Salaries
  - from Statement of Cash Flows Worksheet +Direct Care Staff Cash Payments by Quarter
- \*Contract Staff
  - from Physician Staffing Worksheet
- \*Principle Payment
  - from Interest Expense and Principle Payment Worksheet

### **Links:**

- \*To Initial Start-Up Expenses
- \*To Table E Project Budget

## **Statement of Cash Flows Worksheet +Days of Care by Payor Mix**

### **Calculations:**

\*Days of Care by Payor = Days of Care x % of Utilization

### **Assumptions:**

\*Days of Care = Sum of 3 months from Utilization – Admissions and Discharges

\*Resident School Days = Sum of 3 months from Utilization – Admissions and Discharges

\*% of Utilization

- from Gross Revenue Worksheet

### **Links:**

\*To Statement of Cash Flows Worksheet +Net Revenue by Payor by Quarter

\*To Statement of Cash Flows Worksheet +Education Cash Receipts by Quarter

## **Statement of Cash Flows Worksheet +Net Revenue by Payor by Quarter**

### **Calculations:**

\*Net Revenue by Payor = Days of Care by Payor x Projected Average Reimbursement

\*Unit Total = Sum of Net Revenue by Payor

\*Total = Sum of Net Revenue by Payor for each unit

### **Assumptions:**

\*Projected Average Reimbursement

- from Net Revenue Worksheet

### **Links:**

\*To Statement of Cash Flows Worksheet

## **Statement of Cash Flows Worksheet +Education Cash Receipts by Quarter**

### **Calculations:**

- \*Resident Education Days = Sum of Resident School Days for each unit
- \*Day School Days = Admissions x Annual School Days
  - from Statement of Revenues and Expenses – Assumption Worksheet
- \*Resident Education Reimbursement = Reimbursement x Resident Education Days
- \*Day School Reimbursement = Reimbursement x Day School Days

### **Assumptions:**

- \*Resident School Days = Sum of 3 months from Utilization – Admissions and Discharges
- \*% of Utilization
  - from Gross Revenue Worksheet
- \*Reimbursement per Resident Education
  - from Statement of Revenues and Expenses – Assumption Worksheet
- \*Reimbursement per Day School
  - from Statement of Revenues and Expenses – Assumption Worksheet

### **Links:**

- \*To Statement of Cash Flows Worksheet

## **Statement of Cash Flows Worksheet +Days in Accounts Receivable**

### **Calculations:**

- \*None

### **Assumptions:**

- \*All Payors = 30 days in Accounts Receivable

### **Links:**

- \*To Statement of Cash Flows Worksheet

## **Statement of Cash Flows Worksheet**

### **+Direct Care Staff Cash Payments by Quarter**

#### **Calculations:**

- \*Total Salary per Staff = Direct Care Staff FTEs x Salary
- \*Clinical Personnel Total = Sum of Total Salary per Staff
- \*Other Personnel Quarterly Total = Other Personnel Total / 4 Quarters
- \*Cash Flow Total = Clinical Personnel Total + Other Personnel Total
- \*% of Days of Care = Days of Care / Total Days of Care

#### **Assumptions:**

- \*Direct Care Staff FTEs
  - from Direct Care Staffing Worksheet – Expense Allocation
- \*Salary
  - from Staffing Assumption Worksheet
- \*Other Personnel Total
  - from Staffing Assumption Worksheet
- \*Days of Care
  - from Utilization – Admissions and Discharges

#### **Links:**

- \*To Statement of Cash Flows Worksheet

## Utilization – Admissions and Discharges

### Calculations:

- \*Admissions = Sum of Green admissions
- \*Discharges = Sum of Red discharges
- \*ADC = Average Daily Census = Sum of unit census
- \*Days of Care = ADC x Days in Month
- \*School Days = ADC x School Days in Month

### Assumptions:

- \*Slow admission ramp-up beginning in Month 1
- \*Admissions in Green for PRTF and Yng Adult
- \*Discharge in Red for PRTF and Yng Adult
- \*Admission 1<sup>st</sup> day of month with discharge on 15<sup>th</sup> day of second month or Admission on 16<sup>th</sup> day of month with Discharge on 30<sup>th</sup> day of second month for D&A Unit
- \*Averages Length of Stay
  - PRTF = 9 months or 270 days
  - Yng Adult = 6 months or 180 days
  - D&A Unit = 45 days

### Links:

- \*To Gross Revenue – Assumption Worksheet
- \*To Net Revenue – Assumption Worksheet
- \*To Direct Care Staffing Worksheet
- \*To Teacher Staffing Worksheet
- \*To Physician Staffing Worksheet

## Staffing Assumption Worksheet

### Calculations:

- \*Year 2 Average Annual Wage/Salary = Year 1 Average Annual Wage/Salary x (1 + Annual Salary Inflation)
- \*Year 3 Average Annual Wage/Salary = Year 2 Average Annual Wage/Salary x (1 + Annual Salary Inflation)
- \*Total Wages/Salary Expense = FTEs x Average Annual Wage/Salary
- \*Total Clinical = Sum of Clinical Total Wages/Salary Expense
- \*Total Other = Sum of Non-Clinical Total Wages/Salary Expense
- \*Total = Total Clinical + Total Other

### Assumptions:

- \*Year 1, Year 2, and Year 3 Clinical Staffing = Total RN, Therapist, Discharge Planner, and Care Staff Staffing
  - from Direct Care Staffing Expense Allocation
- \*Year 1, Year 2, and Year 3 Non-Clinical Staffing = General Ed and Assistant Teacher Unit Staffing
  - from Teacher Staffing Expense Allocation
- \*Administrative Non-Clinical Staffing based on SBH national experience
- \*Average Annual Wage/Salary based on SBH national experience
- \*Annual Salary Inflation = 1.8% based on most recent Bureau of Labor Statistic

### Links:

- \*To Statement of Revenues and Expenses – Assumption Worksheet
- \*Table L Workforce Information

## Direct Care Staffing Worksheet

### Calculations:

- \*Total = Sum of Shift Staffing
- \*FTE Hours = Total x # of hours per shift x Days in Month
- \*FTEs = FTE Hours / Hours per FTE
- \*Realized Staffing Ratio 1: = Facility Wide ADC / Staff per Shift or  
Realized Staffing Ratio 1: = Unit Specific ADC / Staff per Shift
- \*Realized Overall Staffing Ratio 1: = Facility Wide ADC / Total FTE
- \*Total FTEs = Sum FTEs per month

### Assumptions:

- \*Facility Wide Staffing Ratios based on Facility Wide ADC
- \*Facility Wide Staffing Ratios
  - RN to Resident Day Shift Ratio = 1:14
  - RN to Resident Night Shift Ratio = 1:14
  - Discharge Planner to Resident Discharges Ratio = 1:120
  - Therapist to Resident Shift Ratio = 1:8
- \*Unit Specific Staffing Ratios based on Unit Specific ADC
- \*Unit Specific Staffing Ratios
  - Care Staff 1<sup>st</sup> Shift to Resident Ratio = 1:6
  - Care Staff 2<sup>nd</sup> Shift to Resident Ratio = 1:6
  - Care Staff 3<sup>rd</sup> Shift to Resident Ratio = 1:6
- \*Hours per Shift
  - RN = 12 hours per shift
  - Therapist, Discharge Planner, and Care Staff = 8 hours per shift
- \*Hours per FTE = 2,080 hours per year

### Links:

- \*To Direct Care Staffing Expense Allocation

## Direct Care Staffing Worksheet – Expense Allocation

### Calculations:

\*ADC Percentage = Unit Total ADC / Total ADC

\*RN, Therapist, Discharge Planner Unit Staffing = Total RN, Therapist, Discharge Planner Staffing x ADC Percentage

### Assumptions:

\*Total RN, Therapist, Discharge Planner Staffing

- from Direct Care Staffing Worksheet

\*Care Staff Total and Unit Staffing

- from Direct Care Staffing Worksheet

### Links:

\*To Staffing Assumption Worksheet

## Teacher Staffing Worksheet

### Calculations:

- \*Female Students PRTF and D&A Unit = ADC or Sum of census
  - from Utilization – Admissions and Discharges
- \*Male Students PRTF and D&A Unit = ADC or Sum of census
  - from Utilization – Admissions and Discharges
- \*Male Students Young Adult Unit = ADC or Sum of census x 70.0 percent
  - from Utilization – Admissions and Discharges
- \*Facility Total = Sum of Female Students and Male Students
- \*Need = Sum of Teachers 1:7 / 12 months

### Assumptions:

- \*Males Students Young Adult Unit requiring educational services = 70.0%
- \*Facility Wide Staffing Ratio
  - Teacher to Student Ratio = 1 to 7
  - With an Assistant Teacher

### Links:

- \*To Teacher Staffing – Expense Allocation
- \*To Staffing Assumption Worksheet

## Teacher Staffing Worksheet – Expense Allocation

### Calculations:

- \*Unit Percentage = Unit Specific Average Annual ADC / Total Students
- \*General Ed and Assistant Teacher Unit Staffing = Total General Ed and Assistant Teacher Staffing x Unit Percentage

### Assumptions:

- \*Total General Ed and Assistant Teacher Staffing
  - from Teacher Staffing Worksheet (Need)

### Links:

- \*To Staffing Assumption Worksheet

## Physician Staffing Worksheet

### Calculations:

- \*Resident Weeks = Unit Specific ADC x Weeks in Month
- \*Total Resident Weeks = Sum of Unit Specific Weeks
- \*Initial Visit Total Costs = Initial Visits x Cost per Initial Visit
- \*Total Visits = (Total Resident Weeks x Visits per Resident Weeks) – Initial Visits
- \*Total Costs = Total Visits x Cost per Visit
- \*Grand Total = Initial Visit Total Costs + Total Costs
- \*Monthly Total = Sum of Psychiatrist Grand Total, Pediatrician Grand Total, and Internist Grand Total
- \*Quarterly Total = Sum of 1<sup>st</sup>, 2<sup>nd</sup>, and 3<sup>rd</sup> Monthly Total

### Assumptions:

- \*Psychiatrist Initial Visits = Total Admissions
  - from Utilization – Admissions and Discharges
- \*Pediatrician Initial Visits = PRTF and D&A Unit Admissions
  - from Utilization – Admissions and Discharges
- \*Internist Initial Visits = Young Adult Unit Admissions
  - from Utilization – Admissions and Discharges
- \*Psychiatrist Cost per Initial Visit = \$115.00
- \*Psychiatrist Visits per Resident Weeks = 1 Visit per Week
- \*Psychiatrist Cost per Visit = \$65.00
- \*Pediatrician Cost per Initial Visit = \$110.00
- \*Pediatrician Visits per Resident Weeks = 0.5 Visit per Week
- \*Pediatrician Cost per Visit = \$55.00
- \*Internist Cost per Initial Visit = \$110.00
- \*Internist Visits per Resident Weeks = 0.5 Visit per Week
- \*Internist Cost per Visit = \$55.00

### Links:

- \*To Staffing Assumption Worksheet

## Interest Expense and Principle Payment Worksheet

### Calculations:

- \*Mortgage =  $PMT(\text{Interest Rate per Year, Loan Period, -Loan Amount})$
- \*Interest = Interest Rate per Month x Balance
- \*Principle = Mortgage - Interest
- \*Quarterly Interest Expense = Sum of Prior 3 Month's Interest
- \*Quarterly Principle Payment = Sum of Prior 3 Month's Principle Payment
- \*Annually Interest Expense = Sum of Prior 4 Quarter's Month's Interest
- \*Annually Principle Payment = Sum of Prior 4 Quarter's Principle Payment

### Assumptions:

- \*Loan Amount = 40.0% of Total Project Costs
- \*Interest Rate per Year = 5.00% estimated LIBOR
- \*Interest Rate per Month = Interest Rate per Year / 12 months
- \*Loan Period = 180 months

### Links:

- \*To Statement of Revenues and Expenses – Assumption Worksheet

## Construction – Interest Expense Worksheet

### Calculations:

- \*Interest = Interest Rate per Month x Balance
- \*Quarterly Interest Expense = Sum of Prior 3 Month's Interest
- \*Annually Interest Expense = Sum of Prior 4 Quarter's Month's Interest

### Assumptions:

- \*Loan Amount = \$5,000,000
- \*Interest Rate per Year = 5.00% estimated LIBOR
- \*Interest Rate per Month = Interest Rate per Year / 12 months
- \*Loan Period = 12 months

### Links:

- \*To Table E Project Budget

## **Initial Start-Up Expenses**

### **Calculations:**

- \*1<sup>st</sup> Quarter = Sum of all Expenses
- \*Initial Start-Up Expense = 1<sup>st</sup> Quarter Expenses / 3 months

### **Assumptions:**

- \*Start-Up Expenses = One month of Year 1 1<sup>st</sup> Quarter Expenses
- \*1<sup>st</sup> Quarter Total Salaries
  - from Statement of Cash Flows
- \*1<sup>st</sup> Quarter Payroll Taxes and Benefits
  - from Statement of Cash Flows
- \*1<sup>st</sup> Quarter Contract Staff
  - from Statement of Cash Flows
- \*1<sup>st</sup> Quarter Professional Stipend
  - from Statement of Cash Flows
- \*1<sup>st</sup> Quarter Advertisement
  - from Statement of Cash Flows
- \*1<sup>st</sup> Quarter Recruitment
  - from Statement of Cash Flows
- \*1<sup>st</sup> Quarter Insurance
  - from Statement of Cash Flows

### **Links:**

- \*To Table E Project Budget