



**MARYLAND**  
**Health Care**  
**Commission**

# Hope Health Systems, Inc.

TABLE L PERSONNEL CHANGES BY SUBMISSION AND  
REVENUE, EXPENSE AND NET INCOME PROJECTIONS



TABLE L PERSONNEL Job Category	10/21/2020 CON Application		03/15/2021 Modification		04/26/2021 Completeness	
	FTEs	Total Cost	FTEs	Total Cost	FTEs	Total Cost
<b>REGULAR EMPLOYEES TOTAL</b>	<b>59.7</b>	<b>\$3,832,782</b>	<b>65.1</b>	<b>\$4,262,702</b>	<b>49.0</b>	<b>\$2,597,250</b>
<b>2. Contractual Employees</b>						
<b>Administration</b>						
Clinical Director		\$0		\$0	1.0	\$109,300
<b>Direct Care Staff</b>						
Psychologist		\$0		\$0	2.0	\$141,200
Psychiatrist		\$0		\$0	4.0	\$1,000,000
Infection Control-Health/Safety		\$0		\$0	0.5	\$30,000
<b>Support Staff</b>						
Security Officer		\$0		\$0	7.2	\$262,800
Physical Plant Mngmt/Maint		\$0		\$0	1.4	\$51,800
<b>CONTRACTUAL EMPLOYEES TOTAL</b>		<b>\$0</b>		<b>\$0</b>	<b>16.1</b>	<b>\$1,595,100</b>
<b>Benefits @ 21%</b>						<b>\$545,423</b>
<b>TOTAL COST</b>	<b>59.7</b>	<b>\$3,832,782</b>	<b>65.1</b>	<b>\$4,262,702</b>	<b>65.1</b>	<b>\$4,737,773</b>
salary and FTE reduced						
FTEs reduced						
salary flat, moved to contractor no benefits						
salary reduced, moved to contractor no benefits					Benefit cost not paid by shift to contractual:	<b>\$334,971</b>



**Table IV-11: Hope Health Systems Revenue, Expense, and Net Income Projections**

	Year 1 of Operation			Year 5 of Operation			Percent Change 10/2020 - 04/2021
	CON Application 10/21/2020	Modification 3/15/2021	Modification 4/26/21	CON Application 10/21/2020	Modification 3/15/2021	Modification 4/26/21	
Net Patient Revenue	\$6,112,302	\$5,844,590	\$5,844,590	\$6,494,322	\$6,209,877	\$6,209,877	-4.4%
Total Expenses	\$5,336,098	\$5,787,042	\$6,011,217	\$5,681,130	\$6,161,135	\$6,209,877	12.7%
Net Income (Loss)	\$776,205	\$57,548	(\$166,627)	\$813,192	\$48,742	\$1,252	-121.5%

Source: Table J updates from DI #4, DI #28, and DI #35.