

| | Budgeted 12/31/2019 |
|--|--------------------------------|
| WITHOUT DONOR RESTRICTIONS (UNRESTRICTED NET ASSETS) | |
| Gross Revenue - Routine HomeCare | \$ 25,786,744 |
| Gross Revenue - GIP | \$ 6,572,180 |
| Gross Revenue - Respite | \$ 229,293 |
| Gross Revenue - Residential Room & Board | \$ 1,505,625 |
| Gross Revenue - Physician Services | \$ 943,631 |
| Gross Revenue - Palliative Care | \$ 2,691,372 |
| Gross Patient Revenues | \$ 37,728,845 |
| Revenue Deductions | \$ (1,367,791) |
| Revenue Deductions - Charity | \$ (1,525,354) |
| Total Revenue Deductions | \$ (2,893,145) |
| Net Patient Service Revenue | \$ 34,835,701 |
| | |
| Contributions & Fundraising | \$ 2,060,100 |
| Investment Income | \$ 108,000 |
| Net realized gains on investments | \$ - |
| Other revenue | \$ 39,300 |
| Net assets released from restriction for operations | \$ 251,023 |
| Net assets released from restriction for capital | \$ 145,000 |
| Total Operating Revenue | \$ 37,439,124 |
| | |
| Operating Expenses | |
| Salaries and Wages | \$ 21,334,192 |
| Employee Taxes & Benefits | \$ 4,317,533 |
| Contracted Labor | \$ 580,958 |
| Mileage & Fleet Management | \$ 670,347 |
| Purchased Services | \$ 536,957 |
| Pass Thrus | \$ - |
| Pharmacy | \$ 1,487,217 |
| Durable Medical Equipment | \$ 963,427 |
| Medical Supplies | \$ 578,366 |
| Occupancy & Facility Expense | \$ 1,979,193 |
| Depreciation | \$ 1,315,583 |
| Provision for uncollectible accounts | \$ - |
| Interest/Bank Charges | \$ 181,890 |
| Telephone & Information Technology | \$ 1,037,921 |
| Other | \$ 1,710,580 |
| Total Operating Expenses | \$ 36,694,164 |
| | |
| Change in Unrestricted Net Assets - Operations | \$ 744,960 |
| Operating Margin | 2.0% |
| | |
| Non-Operating Revenues & Expenses | |
| Alive Institute | \$ (269,355) |
| Investment Income - Board Opportunity | \$ 8,500 |
| Net Realized Gains (Losses) on Investments | \$ - |
| Total | \$ (260,855) |
| | |
| Change in Unrestricted Net Assets - Total | \$ 484,105 |
| Excess Margin | 1.3% |
| | |
| WITH DONOR RESTRICTIONS (TEMPORARILY RESTRICTED NET ASSETS) | |
| Contributions | \$ 265,650 |
| Contributions - Murfreesboro Capital Campaign | \$ 250,000 |
| Investment Income | \$ 23,150 |
| Net Realized & Unrealized gains (losses) on investments | \$ - |
| Net assets released from restriction for operations | \$ (309,523) |
| Net assets released from restriction for capital | \$ (145,000) |
| Change in Temp Restricted Net Assets | \$ 84,277 |
| | |
| | |
| Change in Net Assets | \$ 568,382 |
| | 1.5% |