

ALIVE HOSPICE COMPARATIVE YEAR TO YEAR CONSOLIDATED BUDGET

Economic Baseline Increase of 4.2% plus 12 % Growth

	Actual 2002	Forecast 2003	Budget 2004
Consolidated Census	208.7	241.8	270.1
Consolidated Total Patient Days	76,179	88,257	98,879

TOTAL NET REVENUES - HOSPICE Services	<u>\$ 11,960,660</u>	<u>\$ 14,021,544</u>	<u>\$ 17,358,241</u>	-
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HOSPICE RELATED EXPENSES

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Direct Patient Related Salaries	3,625,860	30.3%	4,691,417	33.5%	5,447,908 31.4%
Taxes, Benefits, Mileage	860,224	7.2%	1,146,156	8.2%	1,382,677 8.0%
Contracted Direct Patient Care	<u>3,025,448</u>	25.3%	<u>3,759,905</u>	26.8%	<u>5,434,902</u> 31.3%
TOTAL HOSPICE RELATED EXPENSES:	7,511,532	62.8%	9,597,477	68.4%	12,265,486 70.7%
 OPERATING REVENUE(LOSS), Net of Expenses	 <u>\$ 4,449,128</u>	 37.2%	 <u>\$ 4,424,067</u>	 31.6%	 <u>\$ 5,092,755</u> 29.3%
 INDIRECT/OVERHEAD EXPENSES	 3,421,976	 28.6%	 3,791,923	 27.0%	 4,171,353 24.0%
 TOTAL EXPENSES:	 10,933,508	 91.4%	 13,389,400	 95.5%	 16,436,839 94.7%
 EXCESS REVENUES(LOSS) - OPERATIONS	 <u>\$ 1,027,152</u>	 8.6%	 <u>\$ 632,144</u>	 4.5%	 <u>\$ 921,402</u> 5.3%