

Alive Hospice, Inc.
2013 Budget Summary

	<u>YTD Budget</u>
Gross Revenue - RHC	\$20,441,450
Gross Revenue - GIP	9,234,211
Gross Revenue - Nursing Home R&B	1,403,144
Gross Revenue - Other Hospice Services	<u>2,933,989</u>
GROSS PATIENT REVENUES	<u>34,012,794</u>
Total Revenue Deductions	<u>(1,844,312)</u>
TOTAL OPERATING REVENUE	<u>32,168,482</u>
Salaries and Wages	(12,021,834)
Taxes & Fringe Benefits	(3,263,289)
Contracted Labor	(760,943)
Purchased Services	(1,184,657)
Nursing Home R&B Expense	(1,403,144)
Pharmacy, DME & Medical Supplies	(3,208,546)
Bad Debts	<u>(150,000)</u>
TOTAL DIRECT PATIENT CARE COSTS	<u>(21,992,412)</u>
Direct Patient Care Exp. % of Tot. Operating Revenue	(68.37%)
AFTER DIRECT EXPENSES	<u>10,176,069</u>
Insurances	(229,250)
Other Operating Expenses (Overhead)	<u>(8,617,936)</u>
TOTAL INDIRECT & OVERHEAD EXP.	<u>(8,847,186)</u>
Indirect & Overhead Exp. % of Tot. Operating Revenue	27.50%
Depreciation/Amortization	(727,114)
Interest Expense & Bond Issue Costs	<u>(33,119)</u>
TOTAL DEPRECIATION & BOND COSTS	<u>(760,233)</u>
(EARNINGS) FROM OPERATIONS	<u>568,650</u>
Operating Profit Margin % of Total Operating Revenue	1.77%
Public Contributions, Grants, & Pledges	1,800,000
Other Revenues/(Losses)	82,806
Fundraising, Grief Ctr., & Misc.	(921,499)
Palliative Care	<u>(235,401)</u>
TOTAL OTHER	<u>725,906</u>
ADJUSTED TOTAL OTHER	<u>961,307</u>
REVENUES OVER EXPENSES	<u>1,294,556</u>
Profit Margin % of Total Operating Revenue	<u>4.02%</u>