

**Alive Hospice, Inc.**  
**FY2021 Consolidated Income Statement - Budgeted**

	<b><u>Budgeted</u></b> <b><u>12/31/2021</u></b>
<b>WITHOUT DONOR RESTRICTIONS (UNRESTRICTED NET ASSETS)</b>	
Gross Revenue - Routine HomeCare	\$ 24,872,972
Gross Revenue - GIP	\$ 7,056,660
Gross Revenue - Respite	\$ 311,116
Gross Revenue - Residential Room & Board	\$ 1,104,000
Gross Revenue - Physician Services	\$ 776,612
Gross Revenue - Palliative Care	\$ 2,934,502
<b>Gross Patient Revenues</b>	<b>\$ 37,055,862</b>
Revenue Deductions	\$ (1,146,365)
Revenue Deductions - Charity	\$ (1,366,817)
<b>Total Revenue Deductions</b>	<b>\$ (2,513,182)</b>
<b>Net Patient Service Revenue</b>	<b>\$ 34,542,680</b>
Contributions & Fundraising	\$ 2,110,000
Investment Income	\$ 60,000
Net realized gains on investments	\$ -
Other revenue	\$ 53,750
Net assets released from restriction for operations	\$ 250,590
Net assets released from restriction for capital	\$ 169,500
<b>Total Operating Revenue</b>	<b>\$ 37,186,520</b>
<b>Operating Expenses</b>	
Salaries and Wages	\$ 21,700,874
Employee Taxes & Benefits	\$ 4,816,287
Contracted Labor	\$ 173,970
Mileage & Fleet Management	\$ 580,253
Purchased Services	\$ 444,741
Pass Thrus	\$ 51,376
Pharmacy	\$ 1,155,722
Durable Medical Equipment	\$ 871,817
Medical Supplies	\$ 521,718
Occupancy & Facility Expense	\$ 1,741,629
Depreciation	\$ 1,249,574
Interest/Bank Charges	\$ 78,721
Telephone & Information Technology	\$ 1,189,486
Other	\$ 1,860,405
<b>Total Operating Expenses</b>	<b>\$ 36,436,573</b>
<b>Change in Unrestricted Net Assets - Operations</b>	<b>\$ 749,948</b>
Operating Margin	2.0%
<b>Non-Operating Revenues &amp; Expenses</b>	
Alive Institute	\$ (228,846)
Investment Income - Board Opportunity	\$ 7,000
Net Realized Gains (Losses) on Investments	\$ -
<b>Total</b>	<b>\$ (221,846)</b>
<b>Change in Unrestricted Net Assets - Total</b>	<b>\$ 528,101</b>
Excess Margin	1.4%
<b>WITH DONOR RESTRICTIONS (TEMPORARILY RESTRICTED NET ASSETS)</b>	
Contributions	\$ 355,150
Contributions - Murfreesboro Capital Campaign	\$ -
Stimulus Relief COVID Funds	
Investment Income	\$ 17,200
Net Realized & Unrealized gains (losses) on investments	\$ -
Net assets released from restriction for operations	\$ (250,590)
Net assets released from restriction for capital	\$ (169,500)
<b>Change in Temp Restricted Net Assets</b>	<b>\$ (47,740)</b>
<b>Change in Net Assets</b>	<b>\$ 480,361</b>
	1.3%