

Alive Hospice, Inc.

FY 2023 Consolidated (Statement of Operations and Changes in Net Assets) Income Statement - Budgeted

| | | Budgeted 12/31/2023 | |
|---|--|------------------------|--------------|
| Gross Revenue - Routine HomeCare | | \$ 26,291,120 | |
| Gross Revenue - GIP | | 11,525,939 | |
| Gross Revenue - Respite | | 303,999 | |
| Gross Revenue - Residential Room & Board | | 820,500 | |
| Gross Revenue - Physician Services | | 1,148,675 | |
| Gross Revenue - Palliative Care | | 5,687,369 | |
| | | | |
| Gross Patient Revenues | | 45,777,602 | |
| Revenue Deductions | | (2,484,382) | |
| Revenue Deductions - Charity | | (2,098,460) | |
| Total Revenue Deductions | | (4,582,842) | |
| Net Patient Service Revenue | | 41,194,760 | |
| | | | |
| Contributions & Fundraising | | 2,240,000 | |
| Investment Income | | 45,000 | |
| Other revenue | | 60,800 | |
| Net assets released from restriction - operating | | 355,256 | |
| Net assets released from restriction - capital | | 50,000 | |
| | | | |
| Total Operating Revenue | | \$ 43,945,816 | |
| | | | |
| Operating Expenses: | | | |
| Salaries & Wages | | \$ 26,303,408 | 59.9% |
| Employee Taxes & Benefits | | 5,928,430 | 13.5% |
| Contracted Labor | | 189,550 | 0.4% |
| Mileage & Company Owned Vehicles | | 529,601 | 1.2% |
| Purchased Services | | 505,390 | 1.2% |
| Pass-throughs | | 15,943 | 0.0% |
| Pharmacy | | 1,287,581 | 2.9% |
| Durable Medical Equipment | | 844,236 | 1.9% |
| Medical Supplies | | 570,216 | 1.3% |
| Occupancy & facility expense | | 2,176,387 | 5.0% |
| Depreciation | | 1,119,025 | 2.5% |
| Interest | | 7,500 | 0.0% |
| Telephone & information Technology | | 1,335,237 | 3.0% |
| Other | | 2,126,035 | 4.8% |
| Total Operating Expenses | | \$ 42,938,538 | 97.7% |
| | | | |
| Change in Unrestricted Net Assets - Operations | | \$ 1,007,278 | |
| <i>Operating Margin</i> | | <i>2.3%</i> | |
| | | | |
| Non-operating revenue & expenses | | | |
| Alive Institute | | (210,895) | |
| Investment income - Board Opportunity | | 10,000 | |
| Gain/loss on sale/disposal of asset | | - | |
| Net unrealized gains (losses) on investments | | - | |
| Total Non-operating revenues & expenses | | (200,895) | |
| | | | |
| Change in Unrestricted Net Assets - Total | | \$ 806,383 | |
| <i>Excess Margin</i> | | <i>1.8%</i> | |
| | | | |
| With Donor Restrictions | | | |
| Contributions - Purpose Restricted | | 354,000 | |
| Stimulus Relief COVID-19 Funds | | - | |
| Investment Income - Endowment Funds | | 14,000 | |
| Net realized & unrealized gains (losses) on investments | | | |
| Net assets released from restriction - operating | | (355,256) | |
| Net assets released from restriction - capital | | (50,000) | |
| Change in Net Assets with Donor Restrictions | | (37,256) | |
| | | | |
| CHANGE IN NET ASSETS | | \$ 769,127 | |
| <i>Total Margin</i> | | <i>1.8%</i> | |