

Fiscal Year 2007

ALIVE HOSPICE COMPARATIVE YEAR TO YEAR % INCREASE - C

Economic Baseline Increase of 4.4% plus 15.4 % Growth					
		Actual		Actual	
		2003		2004	
Consolidated Census		241.7		291.6	
Consolidated Total Patient Days	56.8%	88,221	20.6%	106,434	15.0%

TOTAL NET REVENUES - HOSPICE Services	70.4%	<u>\$ 14,021,544</u>	22.0%	<u>\$ 17,102,989</u>	21.2%
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HOSPICE RELATED EXPENSES

TOTAL HOSPICE RELATED EXPENSES:	73.8%	9,597,477	25.4%	12,038,539	21.6%
% of Operating Revenues		68.4%		70.4%	

OPERATING REVENUE(LOSS), Net of Exps.	63.6%	<u>\$ 4,424,067</u>	14.5%	<u>\$ 5,064,450</u>	20.4%
% of Operating Revenues		31.6%		29.6%	

INDIRECT/OVERHEAD EXPENSES	49.4%	3,791,923	10.4%	4,185,358	10.1%
% of Operating Revenues		27.0%		24.5%	

TOTAL EXPENSES:	66.1%	13,389,400	21.2%	16,223,897	18.6%
% of Operating Revenues		95.5%		94.9%	

EXCESS REVENUES(LOSS) - OPERATIONS	281.4%	<u>\$ 632,144</u>	39.1%	<u>\$ 879,092</u>	69.4%
		4.5%		5.1%	

OTHER REVENUES

Public Contributions, Grants & Special Events	19.6%	1,406,382	-17.0%	1,166,893	40.5%
Capital Campaign/Other Income	-91.8%	172,126	-4.2%	164,854	240.7%
TOTAL OTHER INCOME	-51.9%	<u>\$ 1,578,508</u>	-15.6%	<u>\$ 1,331,747</u>	65.3%
% of Total Revenues		10.1%		7.2%	

TOTAL OTHER EXPENSES	15.5%	<u>643,684</u>	15.5%	<u>743,413</u>	61.9%
% of Total Revenues		4.1%		4.0%	
CHANGE IN NET ASSETS Before Retirement	-45.7%	<u>\$ 1,566,968</u>	-6.4%	<u>\$ 1,467,426</u>	69.5%
		10.0%		8.0%	
Retirement Payout		<u>(373,084)</u>		<u>(352,814)</u>	
CHANGE IN NET ASSETS After Retirement		<u>\$ 1,193,884</u>		<u>\$ 1,114,612</u>	
		7.7%		6.0%	
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TOTAL REVENUE PER PATIENT DAY (RPPD)	-13.6%	\$ 176.83	6.0%	\$ 173.20	8.2%
TOTAL COST PER PATIENT DAY (CPPD)	3.8%	(159.07)	5.0%	(159.42)	4.8%
		-		-	
TOTAL REV/(LOSS) P.P.DAY	-65.4%	<u>\$ 17.76</u>	14.4%	<u>\$ 13.79</u>	47.4%
		10.0%		8.0%	
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CHANGE IN NET ASSETS After Retirement		<u>\$ 1,193,884</u>		<u>\$ 1,114,612</u>	
Capital Campaign Receipts		727,529		21,461	
Bond Principle Payoff		<u>(375,000)</u>		<u>(240,000)</u>	
Total Payout		352,529		(218,539)	
Available for Capital Expenditures, Reserves & Contingency		<u>\$ 1,546,413</u>		<u>\$ 896,073</u>	

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CONSOLIDATED BUDGETS

Actual 2005		Forecast 2006		Tier 1 & 2 & 3 Budget 2007	
335.3		387.6		447.2	
122,385	15.6%	141,474	15.4%	163,228	

\$ 20,731,319 24.7% \$ 25,857,490 25.1% \$ 32,359,784

14,635,416 25.9% 18,430,374 24.7% 22,986,697
70.6% 71.3% 71.0%

\$ 6,095,903 21.8% \$ 7,427,116 26.2% \$ 9,373,087
29.4% 28.7% 29.0%

4,606,324 35.9% 6,261,057 29.4% 8,104,455
22.2% 24.2% 25.0%

19,241,740 28.3% **24,691,431** 25.9% **31,091,153**
92.8% 95.5% 96.1%

\$ 1,489,579 -21.7% \$ 1,166,059 8.8% \$ 1,268,631
7.2% 4.5% 3.9%

1,639,497 6.5% 1,746,400 -16.6% 1,456,025
561,600 -69.3% 172,632 167.4% 461,571

\$ 2,201,097 -12.8% \$ 1,919,032 -0.1% \$ 1,917,596
5.8% 5.8% 5.6%

<u>1,203,374</u> 5.2%	13.6%	<u>1,366,929</u> 4.9%	-24.5%	<u>1,031,647</u> 3.0%
<u>\$ 2,487,302</u> 10.8%	-30.9%	<u>\$ 1,718,162</u> 6.2%	25.4%	<u>\$ 2,154,580</u> 6.3%
<u>(639,296)</u>		<u>(506,190)</u>		<u>(578,502)</u>
<u>\$ 1,848,006</u> 8.1%		<u>\$ 1,211,973</u> 4.4%		<u>\$ 1,576,078</u> 4.6%

\$ 187.38	4.8%	\$ 196.34	7.0%	\$ 210.00
(167.06)	10.3%	(184.19)	6.8%	(196.80)
-		-		-
<u>\$ 20.32</u> 10.8%	-40.2%	<u>\$ 12.14</u> 6.2%	8.7%	<u>\$ 13.20</u> 6.3%

<u>\$ 1,848,006</u>		<u>\$ 1,211,973</u>		<u>\$ 1,576,078</u>
<u>(240,000)</u>		<u>(240,000)</u>		<u>(240,000)</u>
(240,000)		(240,000)		(240,000)
<u>\$ 1,608,006</u>		<u>\$ 971,973</u>		<u>\$ 1,336,078</u>

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