

**Executive Facts**  
**Sunny Day Hospice**  
**Period: YTD June**



	Hospice Segment	Palliative Segment	IP Unit Segment	Organization Total	Organiz. Net Rev %
ADC (Visits for Palliative)	276	8	55	340	
Breakeven ADC	321	10	7	337	
<b>Net Revenue</b>	<b>4,505,691</b>	<b>942,452</b>	<b>5,165,167</b>	<b>10,613,310</b>	<b>100%</b>
Direct Labor	1,957,325	662,412	3,344,892	5,964,629	56%
Patient-Related	1,214,115	173,322	709,875	2,097,312	20%
<b>Total</b>	<b>3,171,440</b>	<b>835,734</b>	<b>4,054,767</b>	<b>8,061,941</b>	<b>76%</b>
<b>Contribution Margin</b>	<b>1,334,251</b>	<b>106,717</b>	<b>1,110,401</b>	<b>2,551,369</b>	<b>24%</b>
Indirect Expenses	1,551,469	123,917	133,263	1,808,649	17%
<b>Net Operational Income</b>	<b>(217,218)</b>	<b>(17,200)</b>	<b>977,137</b>	<b>742,720</b>	<b>7%</b>
Development Income				493,377	5%
Development Expenses				(285,364)	-3%
<b>Net</b>				<b>208,013</b>	<b>2%</b>
Other Programs (Net)				80,278	1%
Special Bereavement Svcs				-	0%
Investment & Interest Inc.				6,967	0%
<b>Net Income</b>				<b>1,037,977</b>	<b>10%</b>

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This number represents the "net" effect of extracurricular programs.

Direct Labor	5,964,629	83%
Indirect Labor	1,216,334	17%
<b>Total Labor</b>	<b>7,180,963</b>	<b>100%</b>

Development Return Ratio	1.73
Benefits Percentage of Salaries	17.46%
Revenue Per Payroll Dollar	1.48
Days in Accounts Receivable	30.73
Days in Accounts Payable	32.00
Days of Cash on Hand	43.39
Program Indirect % Net Revenue	17.04%

Average Development Ratios are \$3-\$4.  
 Benefits typically run between 22% to 25%.

MVI Model Hospice Net Rev %	Percent of Net Revenue			Patient-Day Amounts		
	Hospice Segment	Palliative Segment	IP Unit Segment	Hospice Segment	Palliative Segment	IP Unit Segment
100%	100%	100%	100%	90.11	628.30	516.52
38%	43.4%	70.3%	64.8%	39.15	441.61	334.49
22%	26.9%	18.4%	13.7%	24.28	115.55	70.99
60%	70.4%	88.7%	78.5%	63.43	557.16	405.48
40%	29.6%	11.3%	21.5%	26.69	71.14	111.04
30%	34.4%	13.1%	2.6%	31.03	82.61	13.33
10%	-4.8%	-1.8%	18.9%	(4.34)	(11.47)	97.71

Discipline	Hospice Visit Information			Palliative Visit Information		
	Cost Per Visit	Cost Per Visit-Hour	Avg Visit Duration	Cost Per Visit	Cost Per Visit-Hour	Avg Visit Duration
RN	1,893.85	1,721.68	66.00	1,094.30	875.44	75.00
LPN	-	-	-	-	-	-
CNA	438.58	469.90	56.00	1,095.83	913.19	72.00
SW	729.72	729.72	60.00	-	-	-
PC	263.19	263.19	60.00	-	-	-
Physician	-	-	-	-	-	-
On-Call	-	-	-	-	-	-
Admissions	10.06	8.38	72.00	-	-	-
Bereavement	546.97	525.93	62.40	-	-	-
Volunteer	-	-	-	-	-	-

We like to see Salary & Wages at 70/30%.  
 65/35% is average. 60/40% is usually trouble.  
 However, may be OK depending upon other factors.