

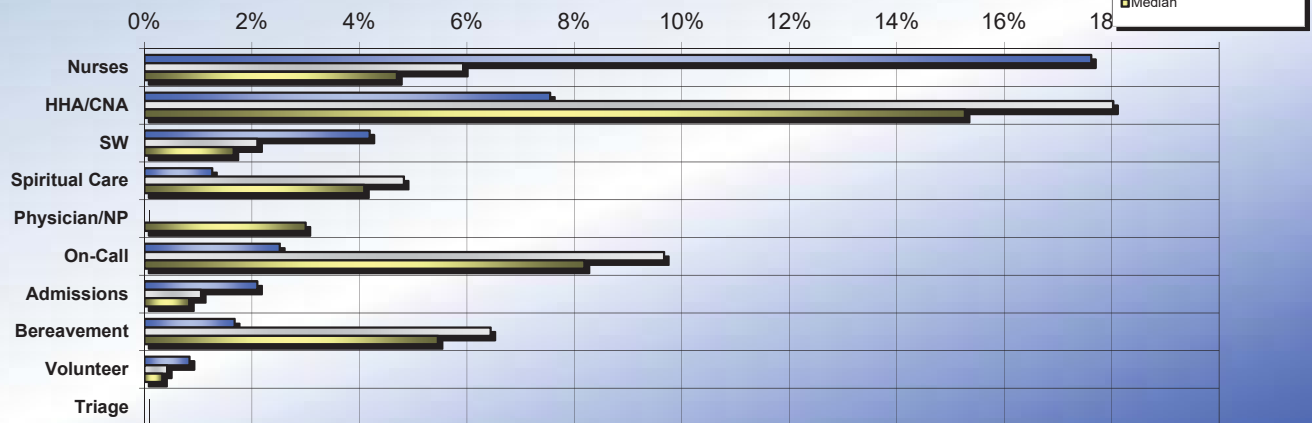
Hospice ~ Net Percentage of Revenue Comparison

Sunny Day Hospice 2016 - YTD December



							Locations	
							369	
	Your Data	Variance of	Median	10th Percentile	90th Percentile	MVI Model	Your Rank	Count
	Alerts	Median					20%	272
Revenue								
Medicare	88.09%	55.73%	32.36%	26.47%	96.24%		78%	272
Medicaid	4.19%	-4.19%	8.38%	4.19%	10.25%		10%	272
Commercial Benefit	8.39%	5.11%	3.28%	2.68%	6.60%		99%	272
Commercial FFS	0.00%	0.00%	0.00%	0.00%	0.00%			0
Medicaid RB (own unit)	0.00%	0.00%	0.00%	0.00%	0.00%			0
Other RB (own unit)	0.00%	0.00%	0.00%	0.00%	0.00%			0
Physician Billing	0.00%	-1.26%	1.26%	1.24%	1.28%			64
Self Pay	0.42%	-0.94%	1.36%	0.51%	1.67%		7%	272
Other Charity Rev	0.84%	0.51%	0.33%	0.27%	1.19%		88%	272
Adjustments	-1.93%	-1.17%	-0.76%	-11.07%	-0.63%		22%	272
Total	100.00%		100.00%	100.00%	100.00%	100.00%		272
Direct Labor								
Nurses	17.62%	12.92%	4.70%	20.92%	3.85%	5.93%	19%	272
HHA/CNA	7.55%	-7.72%	15.27%	18.66%	5.74%	18.03%	85%	272
SW	4.19%	2.53%	1.66%	5.46%	1.36%	2.10%	22%	272
Spiritual Care	1.26%	-2.83%	4.09%	5.00%	1.85%	4.83%	100%	271
Physician/NP	0.00%	-3.00%	3.00%	3.72%	0.37%	0.00%		65
On-Call	2.52%	-5.67%	8.19%	10.01%	3.97%	9.67%	100%	271
Admissions	2.10%	1.27%	0.83%	4.18%	0.68%	1.05%	24%	271
Bereavement	1.68%	-3.78%	5.46%	6.67%	1.46%	6.44%	88%	272
Volunteer	0.84%	0.51%	0.33%	1.24%	0.27%	0.42%	25%	272
Triage	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0
Total	37.75%	22.79%	14.96%	43.12%	12.24%	18.88%	25%	272
Direct Patient-Related Expenses								
Ambulance	0.42%	0.24%	0.18%	0.46%	0.15%	0.23%	15%	272
Bio Hazardous	0.01%	0.01%	0.00%	0.02%	0.00%	0.00%	25%	271
Crisis Care	0.00%	-0.53%	0.53%	0.56%	0.50%	0.00%		64
Dietary	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0
DME	4.19%	2.90%	1.29%	4.64%	1.06%	1.63%	19%	272
ER	0.10%	-0.26%	0.36%	0.44%	0.02%	0.42%	76%	271
Food	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0
Imaging	0.34%	0.19%	0.15%	0.24%	0.12%	0.19%	7%	271
Lab	0.42%	0.28%	0.14%	0.17%	0.14%	0.21%	1%	272
Linen	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0
Medical Supplies	1.68%	-3.75%	5.43%	6.63%	1.47%	6.41%	76%	272
Mileage	2.52%	1.52%	1.00%	2.97%	0.82%	1.26%	16%	272
Mobile Phone	0.24%	-0.64%	0.88%	1.07%	0.34%	1.03%	96%	272
Other	0.00%	-0.14%	0.14%	0.55%	0.00%	0.00%		64
Outpatient	0.46%	-1.20%	1.66%	2.03%	0.45%	1.96%	88%	271
Oxygen	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0
Pagers	0.08%	0.04%	0.04%	0.15%	0.03%	0.04%	25%	272
Pharmacy	14.00%	-11.18%	25.18%	30.78%	7.32%	12.00%	56%	264
Therapies	1.68%	1.01%	0.67%	1.20%	0.54%	0.84%	4%	272
Pass-Through Residual	0.84%	-1.89%	2.73%	3.34%	-0.34%	3.22%	76%	272
Total	21.54%	11.47%	10.07%	20.87%	8.24%	12.70%	9%	272
Total Direct Expense	59.29%	-164.05%	223.34%	272.97%	60.65%	263.66%	93%	272
Contribution Margin	40.71%	24.88%	15.83%	12.95%	37.97%	19.97%	99%	272
Indirect Expense	26.43%	-59.54%	85.97%	105.07%	33.71%	101.49%	100%	272
Net Segment Income	14.29%	6.98%	7.31%	2.75%	8.93%	0.00%	99%	268

Hospice Direct Labor Percent of Net Revenue



Hospice Direct Patient-Related Percent of Net Revenue

