

Executive Facts
Sunny Day Hospice
YTD December 2023



ADC
Breakeven ADC

Net Revenue
Direct Labor
Patient-Related
Total
Contribution Margin
Indirect Expenses
Net Operational Income (Loss)
Development Income
Development Expenses
Net
Investment & Interest Inc. (Loss)
Special Bereavement Services (Gain)
Extracurricular Programs (Gain)
CAP Overage
Corporate Tax
Net Income (Loss)

Direct Labor
Indirect Labor
Total Labor
Total Benefits and as a
Percent of Salaries
Benefits - Health and Wellness
Benefits - Payroll Taxes
Benefits - Retirement
Benefits - All Other

Development Return Ratio
Revenue Per Payroll Dollar
Days in Accounts Receivable
Days in Accounts Payable
Days of Cash on Hand
EBITDA
IP Unit Utilization

| Organization Total | Org NPR% | Hospice | IP Unit | Home Health |
|-----------------------|-------------|--|--------------|-------------|
| 142 | | 110 | 19 | 14 |
| | | 39 | 3 | 23 |
| \$ 8,193,694 | 100.0% | \$ 5,800,845 | \$ 1,914,279 | \$ 478,570 |
| 2,967,572 | 36.2% | 2,156,892 | 635,681 | 174,998 |
| 1,704,703 | 20.8% | 1,264,876 | 326,376 | 113,451 |
| 4,672,274 | 57.0% | 3,421,769 | 962,057 | 288,449 |
| 3,521,420 | 43.0% | 2,379,077 | 952,222 | 190,121 |
| 1,333,757 | 16.3% | 846,365 | 172,045 | 315,347 |
| 2,187,663 | 26.7% | 1,532,712 | 780,177 | (125,226) |
| 465,939 | 5.7% | Answers the question 'could we make it without community support?' | | |
| (159,003) | 1.9% | | | |
| 306,936 | 3.7% | This number represents the "net" effect of extracurricular programs. | | |
| 9,068 | 0.1% | | | |
| (1,258) | 0.0% | | | |
| (589,405) | -7.2% | | | |
| - | 0.0% | | | |
| - | 0.0% | | | |
| 1,913,003 | 23.3% | | | |

| | | |
|--------------|--------|---|
| \$ 2,967,572 | 77.7% | 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. |
| 851,448 | 22.3% | |
| 3,819,020 | 100.0% | |
| \$ 860,880 | 29.6% | Total Benefits typically run between 22% to 25%. |
| 529,493 | 18.2% | |
| 207,925 | 7.2% | Average Development Ratios are |
| 52,771 | 1.8% | |
| 70,692 | 2.4% | |
| \$ 2.93 | | |
| \$ 2.15 | | |
| 878.24 | | |
| 1070.10 | | |
| 1594.58 | | |
| \$ 2,236,870 | 27.3% | |
| 159.8% | | |

| MVI Hospice Model | Net Patient Revenue% | | | Patient-Day Amounts | | |
|----------------------|----------------------|----------|-------------|---------------------------|-----------|-------------|
| | Hospice | IP Unit | Home Health | Hospice | IP Unit | Home Health |
| 100.0% | 100.0% | 100.0% | 100.0% | \$ 145.02 | \$ 273.47 | \$ 95.71 |
| 39.0% | 37.2% | 33.2% | 36.6% | 53.92 | 90.81 | 35.00 |
| 15.5% | 21.8% | 17.0% | 23.7% | 31.62 | 46.63 | 22.69 |
| 54.5% | 59.0% | 50.3% | 60.3% | 85.54 | 137.44 | 57.69 |
| 45.5% | 41.0% | 49.7% | 39.7% | 59.48 | 136.03 | 38.02 |
| 33.0% | 14.6% | 9.0% | 65.9% | 21.16 | 24.58 | 63.07 |
| 12.5% | 26.4% | 40.8% | -26.2% | 38.32 | 111.45 | (25.05) |
| Discipline | Cost Per Visit | | | Average Visit Duration | | |
| | Hospice | IP Unit | Home Health | Hospice | IP Unit | Home Health |
| RN | \$ 224.43 | \$ 20.24 | \$ 351.49 | 2:40 | 0:18 | 1:02 |
| LPN | 93.90 | 9.79 | 153.20 | 2:08 | 0:21 | 0:55 |
| HHA/CNA | 20.71 | 6.41 | 277.25 | 1:12 | 1:12 | 1:12 |
| SW | 129.18 | 38.80 | 101.58 | 1:20 | 1:50 | 1:10 |
| Spiritual Care | 295.75 | 441.20 | 2,399.78 | 1:12 | 1:20 | 1:20 |
| Physician/NP | 320.74 | 122.67 | 161.20 | 2:00 | 0:24 | 0:30 |
| On-Call | 286.75 | 50.54 | 9,119.35 | 1:30 | 0:52 | 1:06 |
| Admissions | 30.82 | 45.76 | 3,000.92 | 1:02 | 1:06 | 1:12 |
| Bereavement | 219.00 | 33.04 | 99.20 | 0:54 | 0:54 | 1:04 |
| Volunteer | 807.43 | 37.23 | 23.57 | 1:04 | 0:46 | 1:06 |