

Organizational	Hospice Patient-Days: 40,000				IP Unit Patient-Days: 7,000				Home Health Patient-Days: 5,000							
	Actual		NPR%		Model		Model NPR%		Actual		NPR%		Model		Model NPR%	
Gross Patient Revenue	\$ 8,940,177	109.1%	\$ 6,329,328	109.1%			\$ 2,088,679	109.1%		\$ 522,170	109.1%					
Revenue Adjustments	(746,483)	-9.1%	(528,483)	-9.1%			(174,399)	-9.1%		(43,600)	-9.1%					
Net Revenue	\$ 8,193,694	100.0%	\$ 5,800,845	100.0%			\$ 1,914,279	100.0%		\$ 478,570	100.0%					
Service Labor																
RN	\$ 1,018,253	12.4%	\$ 720,887	12.4%	\$ 1,092,945	18.8%	\$ 237,893	12.4%	\$ 865,563	45.2%	\$ 59,473	12.4%	\$ 159,980	33.4%		
LPN	432,717	5.3%	306,348	5.3%	860,853	14.8%	101,095	5.3%	146,242	7.6%	25,274	5.3%	12,902	2.7%		
HHA/CNA	86,867	1.1%	61,499	1.1%	177,234	3.1%	20,295	1.1%	214,013	11.2%	5,074	1.1%	41,285	8.6%		
SW	236,490	2.9%	167,426	2.9%	159,511	2.7%	55,251	2.9%	105,009	5.5%	13,813	2.9%	59,347	12.4%		
Spiritual Care	288,904	3.5%	204,534	3.5%	196,927	3.4%	67,496	3.5%	62,143	3.2%	16,874	3.5%	26,147	5.5%		
Physician/NP	250,124	3.1%	193,031	3.3%	100,433	1.7%	38,062	2.0%	152,187	8.0%	19,031	4.0%	5,161	1.1%		
On-Call	358,171	4.4%	253,572	4.4%	103,118	1.8%	83,679	4.4%	149,809	7.8%	20,920	4.4%	30,964	6.5%		
Admissions	98,862	1.2%	85,916	1.5%	73,620	1.3%	9,415	0.5%	77,122	4.0%	3,531	0.7%	15,482	3.2%		
Bereavement	115,172	1.4%	99,908	1.7%	70,894	1.2%	8,326	0.4%	69,752	3.6%	6,938	1.4%	22,117	4.6%		
Volunteer	62,383	0.8%	49,476	0.9%	70,894	1.2%	10,756	0.6%	41,090	2.1%	2,151	0.4%	24,771	5.2%		
Call Center	19,629	0.2%	14,295	0.2%	66,463	1.1%	3,414	0.2%	329,738	17.2%	1,920	0.4%	25,230	5.3%		
Total	\$ 2,967,572	36.2%	\$ 2,156,892	37.2%	\$ 2,972,892	51.2%	\$ 635,681	33.2%	\$ 2,212,669	115.6%	\$ 174,998	36.6%	\$ 423,386	88.5%		
Patient-Related Expenses																
Ambulance	\$ 24,844	0.3%	\$ 17,589	0.3%	\$ 24,364	0.4%	\$ 5,804	0.3%	\$ 23,546	1.2%	\$ 1,451	0.3%	\$ 1,914	0.4%		
Bio Hazardous	269	0.0%	191	0.0%	580	0.0%	63	0.0%	191	0.0%	16	0.0%	48	0.0%		
Crisis Care Net (Gain)	10,141	0.1%	7,179	0.1%	132,259	2.3%	2,369	0.1%	38,286	2.0%	592	0.1%	2,393	0.5%		
Dietary & Dietary Labor	209,172	2.6%	148,086	2.6%	192,588	3.3%	48,868	2.6%	122,131	6.4%	12,217	2.6%	1,196	0.3%		
DME	219,906	2.7%	166,151	2.9%	243,055	4.2%	34,208	1.8%	11,486	0.6%	19,547	4.1%	17,324	3.6%		
ER	681	0.0%	482	0.0%	5,801	0.1%	159	0.0%	23,928	1.3%	40	0.0%	479	0.1%		
Food & Kitchen Labor	2,594	0.0%	1,837	0.0%	29,004	0.5%	606	0.0%	39,243	2.1%	152	0.0%	3,446	0.7%		
Imaging	19,165	0.2%	13,568	0.2%	19,723	0.3%	4,478	0.2%	1,340	0.1%	1,119	0.2%	1,579	0.3%		
Lab	328	0.0%	232	0.0%	24,364	0.4%	77	0.0%	2,871	0.2%	19	0.0%	861	0.2%		
Linen	2,431	0.0%	1,721	0.0%	43,506	0.8%	568	0.0%	25,651	1.3%	142	0.0%	4,307	0.9%		
Medical Supplies	5,857	0.1%	4,146	0.1%	97,454	1.7%	1,368	0.1%	43,454	2.3%	342	0.1%	6,221	1.3%		
Mileage	286,689	3.5%	204,364	3.5%	282,501	4.9%	65,746	3.4%	72,934	3.8%	16,579	3.5%	11,246	2.4%		
Mobile Phone	21,042	0.3%	14,897	0.3%	13,922	0.2%	4,916	0.3%	14,357	0.8%	1,229	0.3%	1,101	0.2%		
Other	117	0.0%	83	0.0%	116,017	2.0%	27	0.0%	11,869	0.6%	7	0.0%	24,886	5.2%		
Outpatient	129,950	1.6%	92,000	1.6%	26,684	0.5%	30,360	1.6%	32,160	1.7%	7,590	1.6%	2,106	0.4%		
Oxygen - IP Unit Only	4,467	0.1%	3,162	0.1%	580	0.0%	1,044	0.1%	9,380	0.5%	261	0.1%	3,350	0.7%		
Pagers	4,882	0.1%	3,456	0.1%	4,641	0.1%	1,141	0.1%	19,143	1.0%	285	0.1%	383	0.1%		
Pharmacy	647,565	7.9%	504,498	8.7%	812,118	14.0%	97,888	5.1%	93,991	4.9%	45,179	9.4%	38,860	8.1%		
Therapies PT/OT/ST	122,718	1.5%	86,880	1.5%	17,403	0.3%	28,670	1.5%	9,571	0.5%	7,168	1.5%	3,015	0.6%		
Therapies PT/OT/ST Labor	1,006	0.0%	810	0.0%	97,454	1.7%	147	0.0%	7,657	0.4%	49	0.0%	2,871	0.6%		
Therapies Chemo	193	0.0%	137	0.0%	23,203	0.4%	45	0.0%	15,314	0.8%	11	0.0%	4,307	0.9%		
Therapies IV/Biol and Other	286	0.0%	203	0.0%	29,004	0.5%	67	0.0%	17,229	0.9%	17	0.0%	1,914	0.4%		
Pass-Through Net (Gain)	-	-	-	-	506,994	8.7%	-	-	3,829	0.2%	-	-	3,876	0.8%		
Contract Physician Net (Gain)	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Consulting Physician Net (Gain)	(3,722)	0.0%	(2,635)	0.0%	-	-	(869)	0.0%	-	-	(218)	0.0%	-	-		
Contract GIP Net (Gain)	(1,672)	0.0%	(1,198)	0.0%	-	-	(375)	0.0%	-	-	(99)	0.0%	-	-		
Respite Net (Gain)	989	0.0%	714	0.0%	-	-	216	0.0%	-	-	59	0.0%	-	-		
Room & Board Net (Gain)	(5,195)	-0.1%	(3,678)	-0.1%	-	-	(1,214)	-0.1%	-	-	(304)	-0.1%	-	-		
Total	\$ 1,704,703	20.8%	\$ 1,264,876	21.8%	\$ 2,743,220	47.3%	\$ 326,376	17.0%	\$ 639,561	33.4%	\$ 113,451	23.7%	\$ 137,685	28.8%		
Total Labor & Patient-Related Costs	\$ 4,672,274	57.0%	\$ 3,421,769	59.0%	\$ 5,716,112	98.5%	\$ 962,057	50.3%	\$ 2,852,230	149.0%	\$ 288,449	60.3%	\$ 561,071	117.2%		
Contribution Margin	\$ 3,521,420	43.0%	\$ 2,379,077	41.0%	\$ 84,733	1.5%	\$ 952,222	49.7%	\$ (937,951)	-49.0%	\$ 190,121	39.7%	\$ (82,501)	-17.2%		
Total Indirect Costs	\$ 1,333,757	44.8%	\$ 846,365	14.6%	\$ 846,365	14.6%	\$ 172,045	9.0%	\$ 172,045	9.0%	\$ 315,347	65.9%	\$ 315,347	65.9%		
Total Costs	\$ 6,006,031	101.8%	\$ 4,268,134	73.6%	\$ 6,562,477	113.1%	\$ 1,134,102	59.2%	\$ 3,024,275	158.0%	\$ 603,796	126.2%	\$ 876,418	183.1%		
Net Gain or Loss	\$ 2,187,663	-1.8%	\$ 1,532,712	26.4%	\$ (6,562,477)	-13.1%	\$ 780,177	40.8%	\$ (3,024,275)	-58.0%	\$ (125,226)	-26.2%	\$ (876,418)	-83.1%		

Financial Model Based on E
Sunny Day Hospice
YTD December 2023

Gross Patient Revenue
Revenue Adjustments
Net Revenue
Service Labor
RN
LPN
HHA/CNA
SW
Spiritual Care
Physician/NP
On-Call
Admissions
Bereavement
Volunteer
Call Center
Total
Patient-Related Expenses
Ambulance
Bio Hazardous
Crisis Care Net (Gain)
Dietary & Dietary Labor
DME
ER
Food & Kitchen Labor
Imaging
Lab
Linen
Medical Supplies
Mileage
Mobile Phone
Other
Outpatient
Oxygen - IP Unit Only
Pagers
Pharmacy
Therapies PT/OT/ST
Therapies PT/OT/ST Labor
Therapies Chemo
Therapies IV/Biol and Other
Pass-Through Net (Gain)
Contract Physician Net (Gain)
Consulting Physician Net (Gain)
Contract GIP Net (Gain)
Respite Net (Gain)
Room & Board Net (Gain)
Total
Total Labor & Patient-Related Costs
Contribution Margin
Total Indirect Costs
Total Costs
Net Gain or Loss