

Flex Model Calculation Based on Engineered Costs

Sunny Day Hospice

Period: YTD December



	Hospice		IP Unit		Palliative Care		Total	Patient Cost Per Day - ALL	Hospice		IP Unit		Palliative Care	
	40,000 Days		7,000 Days		5,000 Days		52,000		Cost Per Day	Model Amount	Cost Per Day	Model Amount	Cost Per Visit	Model Amount
	Actual	Flex Model	Actual	Flex Model	Actual	Flex Model	Actual - All							
Gross Patient Revenue	5,226,340		5,121,955		906,512		11,254,807	216.44	130.66		731.71		181.30	
Revenue Adjustments	(574,438)		(215,601)		(16,028)		(806,068)	(15.50)	(14.36)		(30.80)		(3.21)	
Net Revenue	4,651,901	4,800,000	4,906,353	5,165,160	890,484	850,000	10,448,739	201	117.97	120.00	708.97	737.88	186.27	170.00
Direct Labor														
Nurses	954,704	1,616,701	2,277,400	2,710,833	347,792	307,060	3,579,896	68.84	23.87	40.42	325.34	387.26	69.56	61.41
HHA/CNA	328,770	146,655	927,653	346,473	77,928	73,328	1,334,351	25.66	8.22	3.67	132.52	49.50	15.59	14.67
SW	193,488	131,990	129,975	141,669	82,881	82,494	406,345	7.81	4.84	3.30	18.57	20.24	16.58	16.50
Spiritual Care	71,470	162,950	60,114	71,861	13,516	36,664	145,100	2.79	1.79	4.07	8.59	10.27	2.70	7.33
Physician/NP (net)	9,733	83,105	(56,462)	51,329	127,896	9,166	81,167	1.56	0.24	2.08	(8.07)	7.33	25.58	1.83
On-Call	203,858	93,859	-	44,913	24,250	54,996	228,107	4.39	5.10	2.35	-	6.42	4.85	11.00
Admissions	36,791	79,194	-	20,809	239	36,664	37,031	0.71	0.92	1.98	-	2.97	0.05	7.33
Bereavement	76,547	82,127	-	17,110	103,666	39,283	180,213	3.47	1.91	2.05	-	2.44	20.73	7.86
Volunteer	70,176	58,662	13,644	18,479	18,190	36,664	102,011	1.96	1.75	1.47	1.95	2.64	3.64	7.33
Triage	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	1,945,537	2,455,243	3,352,324	3,423,476	796,359	676,317	6,094,220	117.20	48.64	61.38	478.90	489.07	159.27	135.26
Direct Patient-Related Expenses														
Ambulance	21,233	20,160	47,384	63,531	3,484	3,400	72,101	1.39	0.53	0.50	6.77	9.08	0.70	0.68
Bio Hazardous	207	480	207	517	-	85	414	0.01	0.01	0.01	0.03	0.07	-	0.02
Crisis Care (net)	5,364	109,440	-	-	-	-	5,364	0.10	0.13	2.74	-	-	-	-
Dietary	-	159,360	59,374	329,537	-	2,125	59,374	1.14	-	3.98	8.48	47.08	-	0.43
DME	211,840	201,120	50,000	30,991	101,762	30,770	363,602	6.99	5.30	5.03	7.14	4.43	20.35	6.15
ER	1,562	4,800	1,038	64,565	599	850	3,198	0.06	0.04	0.12	0.15	9.22	0.12	0.17
Food & Kitchen Labor	-	-	75,000	105,886	-	6,120	75,000	1.44	-	-	10.71	15.13	-	1.22
Imaging	14,748	16,320	4,596	3,616	-	2,805	19,344	0.37	0.37	0.41	0.66	0.52	-	0.56
Lab	3,763	20,160	1,871	7,748	-	1,530	5,634	0.11	0.09	0.50	0.27	1.11	-	0.31
Linen	-	36,000	-	69,213	-	-	-	-	-	-	0.90	9.89	-	-
Medical Supplies	107,944	80,640	100,000	117,249	-	11,050	207,944	4.00	2.70	2.02	14.29	16.75	-	2.21
Mileage	185,076	233,760	32,592	196,793	70,018	19,975	287,685	5.53	4.63	5.84	4.66	28.11	14.00	4.00
Mobile Phone	16,192	11,520	7,985	38,739	1,978	1,955	26,156	0.50	0.40	0.29	1.14	5.53	0.40	0.39
Other	90	96,000	90	32,024	-	44,200	180	0.00	0.00	2.40	0.01	4.57	-	8.84
Outpatient	-	22,080	2,977	86,775	-	3,740	2,977	0.06	-	0.55	0.43	12.40	-	0.75
Oxygen (for Unit Only)	-	-	23,000	25,309	-	-	23,000	0.44	-	-	3.29	3.62	-	-
Pagers	3,757	3,840	3,268	51,652	499	680	7,524	0.14	0.09	0.10	0.47	7.38	0.10	0.14
Pharmacy	557,827	672,000	233,672	253,609	-	69,020	791,499	15.22	13.95	16.80	33.38	36.23	-	13.80
Therapies PT/OT/ST	95,531	80,640	41,973	13,946	56	5,355	137,560	2.65	2.39	2.02	6.00	1.99	0.01	1.07
Therapies Chemo	-	80,640	-	13,946	-	5,355	-	-	-	2.02	-	1.99	-	1.07
Therapies IV/Biol and Other	-	80,640	-	13,946	-	5,355	-	-	-	2.02	-	1.99	-	1.07
Therapies PT/OT/ST Labor	-	80,640	-	13,946	-	5,355	-	-	-	2.02	-	1.99	-	1.07
Pass-Through (net)	942	419,520	-	-	-	6,885	942	0.02	0.02	10.49	-	-	-	1.38
Total	1,226,076	2,429,760	685,028	1,533,536	178,396	226,610	2,089,500	40.18	30.65	60.74	97.86	219.08	35.68	45.32
Total Labor & Patient-Related Costs	3,171,614	4,885,003	4,037,352	4,957,012	974,755	902,927	8,183,720	157.38	79.29	122.13	576.76	708.14	194.95	180.59
Allocation of Indirect Costs	1,267,364	1,307,712	132,736	139,738	122,150	116,596	1,522,249	29.27	31.68	32.69	18.96	19.96	24.43	23.32
Total Costs	4,438,977	6,192,715	4,170,088	5,096,750	1,096,904	1,019,523	9,705,969	186.65	110.97	154.82	595.73	728.11	219.38	203.90
Net Gain or Loss Per Patient-Day	212,924	(1,392,715)	736,266	68,410	(206,420)	(169,523)	742,770		6.99	(34.82)	113.25	9.77	(33.11)	(33.90)
Segment Contribution														
Traceable Net Revenue	4,651,901	4,800,000	4,906,353	5,165,160	890,484	850,000	10,448,739							
Less Direct Costs	3,171,614	4,885,003	4,037,352	4,957,012	974,755	902,927	8,183,720							
Contribution	1,480,288	(85,003)	869,002	208,148	(84,270)	(52,927)	2,265,019							
Less Allocation based on Model A	1,267,364	1,307,712	132,736	139,738	122,150	116,596	1,522,249							
Residual Income	212,924	(1,392,715)	736,266	68,410	(206,420)	(169,523)	742,770							