

Version: 22.0.0

Indicator	Organizational Statistics				Your Data	Median	MVI Model	Your Rank	
	Your Data	Median	MVI Model	Your Rank					
Days in Accounts Receivable	50.0	104.7	105	91%	0	0		83%	
Debt to Equity Ratio	0.20	0.13	0.16	24%	50.0%	20.1%	25.4%	99%	
Days Cash on Hand	72.0	60.0	220	83%	0.5%	35.0%		7%	
Days in Accounts Payable	60.0	60.0	45	34%	2.0%	2.0%		55%	
Revenue Per Payroll Dollar	1.50	0.77	0.91	79%	3.0%	4.0%		12%	
Incentive Comp for Marketing %	0.5%	7.0%	50.0%	8%	3.50	6.36	5.21	5%	
Direct Labor as % of All Labor	80%	69%	60%	85%	4	4		52%	
Mileage Rate	0.25	0.28	0.35	88%	EBITDA Ratio NPR %				0.7%
Benefits % Total	23.0%	52.5%	52.5%	90%	IP Unit(s) Building Cost (Thousands)				550
Benefits % - Health and Wellness	5.0%	4.5%	6.0%	50%	IP Unit(s) Cost Square Foot				0
Benefits % - Payroll Taxes	15.0%	14.5%	18.0%	50%	IP Unit(s) Cost per Bed				2
Benefits % - Retirement	2.0%	2.5%	1.0%	100%	% of Hospice Homecare Net Revenue:				
Benefits % - All Other	1.0%	1.0%	2.0%	75%	IP Unit Net Operational Income				0.0%
Indirect % of Net Revenue	30.0%	86.6%	102.2%	100%	Pal Care Net Operational Income				0.0%
Indirect Labor	18.0%	74.7%	88.1%	100%	Development Net				0.0%
Operations	8.0%	28.8%	33.9%	89%	Other Programs				0.0%
Facility-Related	4.0%	2.4%	3.0%	10%	Organization Net Income				0.0%

Indicator	Business Segments											
	Hospice				IP Unit				Service Line			
	Your Data	Median	MVI Model	Your Rank	Your Data	Median	MVI Model	Your Rank	Your Data	Median	MVI Model	Your Rank
Average Daily Census	20.0	80.0		12%	5.0	15.0		15%	5.0	13.2		16%
Average Length of Stay	61.0	32.0		90%	32.0	32.0		40%	45.0	32.0		69%
Median Length of Stay	32.0	32.0		49%	32.0	32.0		49%	32.0	32.0		49%
Net Patient Revenue/Patient-Day	119.20	204.09		7%	488.50	1025.49		11%	124.20	81.81		100%
Direct Labor/Patient-Day	45.00	29.03	22.50	24%	291.20	176.13	0.00	24%	41.50	88.67	0.00	100%
Patient-Related/Patient-Day	25.67	19.92	15.14	15%	68.40	34.40	0.00	24%	23.21	41.89	0.00	77%
Indirect Costs/Patient-Day	31.50	54.78	120.98	100%	74.38	129.39	0.00	100%	31.50	19.17	0.00	0%
Net Operational Income/Patient-Day	17.03	28.02	0.00	23%	54.52	94.84	0.00	23%	27.99	14.24	0.00	100%
Direct Labor % of Net Revenue	37.8%	15.0%	18.9%	24%	59.6%	89.4%	0.0%	100%	33.4%	22.4%	0.0%	24%
Patient-Related % of Net Revenue	21.5%	10.1%	12.7%	10%	14.0%	26.8%	0.0%	83%	18.7%	12.9%	0.0%	23%
Indirect % of Net Revenue (Segment)	26.4%	86.0%	101.5%	100%	15.2%	10.1%	0.0%	24%	25.4%	43.6%	0.0%	100%
Net Operational Income %	14.3%	7.3%	0.0%	99%	11.2%	6.0%	0.0%	99%	22.5%	36.0%	0.0%	23%

CAHPS Hospice Survey Measures	Quality Section										
	Your Data	Median	Your Rank	Count	Locations	CAHPS Continued	Your Data	Median	Your Rank	Count	Locations
Q6 - Team Communication	0%	0%	34%	85	116	Q36 - Spiritual Beliefs	0%	0%	83%	86	128
Q7 - Timely Care for Help Needed	0%	0%	87%	116	164	Q10 - Info Continuity	0%	0%	33%	135	194
Q5 - Timely Care for On-Call	0%	0%	34%	85	116	Q39 - Measure to Rate				0	0
Q38 - Emotional Support for Family	0%	0%	32%	90	140	Q40 - Recommend?				0	0
Q16 - Help for Symptoms of Pain	0%	0%	83%	86	128						
Q22 - Help for Symptoms of Breathing	0%	0%	33%	135	194	HIS - Hospice Item Set	Your Data	Median	Your Rank	Count	Locations
Q38 - Help Symptoms of Constipation	0%	0%	83%	86	128	8. NQF #3235				0	0
Q19 - Training on Pain Med Effects	0%	0%	36%	120	173	NQF #3645 HVDL				7	7
Q20 - Training on Increase Pain Med	0%	0%	83%	86	128	Non-NQF-endorsed HCI				0	0
Q23 - Training on Breathing	0%	0%	32%	90	140						

Financial Exclusions	For more detail and all of your exclusions, please click here to go to the Alerts Results report.

Computed Clinical Visits												
Computed Caseload	Hospice				IP Unit				Service Line			
	Your Data	Median	MVI Model	Your Rank	Your Data	Median	MVI Model	Your Rank	Your Data	Median	MVI Model	Your Rank
RN	10.5	13.0		4%	6.0	12.0		18%	8.0	4.0		82%
LPN	10.5	15.0		4%	6.0	15.0		4%	8.0	4.0		81%
HHA/CNA	8.0	10.0		4%	6.0	10.0		4%	4.0	4.0		47%
SW	35.0	41.0		33%	15.0	41.0		4%	4.0	4.0		47%
Spiritual Care	65.0	65.0		46%	65.0	45.0		63%	8.0	4.0		81%
Physician/NP	125.0	120.0		65%	120.0	120.0		47%	4.0	4.0		49%
On-Call	50.0	55.0		24%	66.0	66.0		62%	8.0	4.0		82%
Admissions	50.0	55.0		33%	40.0	55.0		4%	3.0	4.0		15%
Bereavement	100.0	89.0		61%	102.0	89.0		79%	3.0	4.0		22%
Volunteer	100.0	100.0		47%	88.0	96.0		14%	3.0	4.0		18%

Computed Weekly Visits	Hospice				IP Unit				Service Line			
RN	60.0	60.0		32%	72.0	60.0		86%	72.0	60.0		82%
LPN	72.0	60.0		86%	60.0	66.0		29%	60.0	60.0		32%
HHA/CNA	60.0	60.0		32%	72.0	60.0		87%	72.0	60.0		82%
SW	72.0	72.0		0%	60.0	60.0		34%	72.0	60.0		81%
Spiritual Care	72.0	60.0		82%	72.0	66.0		82%	72.0	60.0		82%
Physician/NP	60.0	60.0		32%	60.0	60.0		32%	66.0	60.0		61%
On-Call	60.0	60.0		33%	60.0	60.0		33%	60.0	60.0		35%
Admissions	60.0	60.0		32%	60.0	60.0		32%	72.0	66.0		81%
Bereavement	72.0	60.0		86%	72.0	66.0		86%	72.0	60.0		83%
Volunteer	60.0	60.0		32%	60.0	60.0		32%	60.0	66.0		29%

Computed Visit Duration	Hospice				IP Unit				Service Line			
RN	1:00	3:18	3:54	0%	1:08	1:07		53%	1:00	3:40	3:54	0%
LPN	1:00	0:24	0:30	76%	1:54	1:14		72%	1:00	0:24	0:30	100%
HHA/CNA	1:00	3:18	3:54	0%	1:09	1:11		42%	1:10	4:15	4:31	0%
SW	1:05	0:26	0:32	82%	0:55	1:01		36%	1:05	0:26	0:32	100%
Spiritual Care	0:45	2:29	2:56	0%	1:15	0:55		90%	0:45	2:45	2:56	0%
Physician/NP	0:40	0:16	0:20	86%	0:36	0:36		24%	0:40	0:16	0:20	100%
On-Call	0:45	2:29	2:56	0%	1:35	1:47		43%	0:45	2:45	2:56	0%
Admissions	1:30	0:35	0:45	85%	2:06	1:27		70%	1:30	0:35	0:45	100%
Bereavement	1:22	4:32	5:22	18%	0:58	0:49		64%	1:22	4:32	5:22	0%
Volunteer		1:25			2:07	1:38		65%				

Computed Weekly Visits per Patient	Hospice				IP Unit				Service Line			
RN	1.8	5.8	6.8	14%	1.4	1.8		23%	1.8	6.4	6.8	0%
LPN	0.5	0.2	0.3	98%		0.3			0.5	0.2	0.3	100%
HHA/CNA	1.8	5.8	6.8	12%	1.2	2.2		12%	1.8	6.4	6.8	0%
SW	0.8	0.3	0.4	97%	0.5	0.5		40%	0.8	0.3	0.4	100%
Spiritual Care	0.3	0.8	1.0	6%	0.4	0.3		79%	0.3	0.9	1.0	0%
Physician/NP	0.2	0.1	0.1	99%	0.2	0.1		73%	0.2	0.1	0.1	100%
On-Call	0.2	0.7	0.8	21%	0.2	0.2		96%	0.2	0.7	0.8	0%
Admissions	0.1	0.0	0.1	76%	0.3	0.1		69%	0.1	0.0	0.1	100%
Bereavement	0.2	0.7	0.8	11%	0.3	0.3		55%	0.2	0.7	0.8	0%
Volunteer	0.1	0.0	0.1	76%	0.3	0.2		60%	0.1	0.0	0.1	100%

Computed Weekly Visit-Hours per Patient	Hospice				IP Unit				Service Line			
RN	2:00	6:36	7:48	6%	1:38	2:00		16%	2:00	7:20	7:48	0%
LPN	0:54	0:21	0:27	98%	0:03	0:25		6%	0:54	0:21	0:27	100%
HHA/CNA	2:00	6:36	7:48	9%	1:25	2:33		16%	2:00	7:20	7:48	0%
SW	0:54	0:21	0:27	89%	0:27	0:38		24%	0:54	0:21	0:27	100%
Spiritual Care	0:18	0:59	1:10	16%	0:29	0:17		97%	0:18	1:06	1:10	0%
Physician/NP	0:12	0:04	0:06	99%	0:20	0:20		71%	0:12	0:04	0:06	100%
On-Call	0:12	0:39	0:47	6%	0:19	0:14		73%	0:12	0:44	0:47	0%
Admissions	0:11	0:04	0:06	76%	0:33	0:17		75%	0:11	0:04	0:06	100%
Bereavement	0:18	0:59	1:10	14%	0:30	0:14		72%	0:18	1:06	1:10	0%
Volunteer	0:12	0:04	0:06	76%	0:32	0:17		78%	0:12	0:04	0:06	100%

	Caseload											
	Hospice				IP Unit				Service Line			
	Your Data	Your Model	Median Model	MVI Model	Your Data	Your Model	Median Model	MVI Model	Your Data	Your Model	Median Model	MVI Model
RN	10.5	13.0	13.0		6.0	13.0	13.0		8.0	15.0	13.0	
LPN	10.5	14.0	14.0		6.0	14.0	15.0		8.0	15.0	15.0	
HHA/CNA	8.0	10.0	9.0		6.0	10.0	10.0		4.0	10.0	10.0	
SW	35.0	41.0	42.0		15.0	42.0	41.0		4.0	41.0	41.0	
Spiritual Care	65.0	39.0	45.0		65.0	45.0	45.0		8.0	39.0	45.0	
Physician/NP	125.0	145.0	120.0		120.0	120.0	120.0		4.0	145.0	120.0	
On-Call	50.0	75.0	55.0		66.0	66.0	66.0		8.0	75.0	66.0	
Admissions	50.0	42.0	55.0		40.0	42.0	55.0		3.0	55.0	55.0	
Bereavement	100.0	89.0	102.0		102.0	89.0	89.0		3.0	102.0	89.0	
Volunteer	100.0	96.0	103.0		88.0	96.0	96.0		3.0	88.0	96.0	

	Hourly Rate											
	Hospice				IP Unit				Service Line			
		Your Model	Median Model	MVI Model		Your Model	Median Model	MVI Model		Your Model	Median Model	MVI Model
RN		\$ 25.00	\$ 27.50			\$ 34.00	\$ 25.00			\$ 25.00	\$ 30.00	
LPN		\$ 34.00	\$ 30.00			\$ 30.00	\$ 27.50			\$ 24.00	\$ 30.00	
HHA/CNA		\$ 25.00	\$ 30.00			\$ 30.00	\$ 25.00			\$ 30.00	\$ 30.00	
SW		\$ 24.00	\$ 25.00			\$ 30.00	\$ 30.00			\$ 24.00	\$ 25.00	
Spiritual Care		\$ 34.00	\$ 25.00			\$ 30.00	\$ 25.00			\$ 34.00	\$ 25.00	
Physician/NP		\$ 34.00	\$ 30.00			\$ 30.00	\$ 25.00			\$ 34.00	\$ 25.00	
On-Call		\$ 34.00	\$ 25.00			\$ 30.00	\$ 27.50			\$ 34.00	\$ 30.00	
Admissions		\$ 34.00	\$ 30.00			\$ 30.00	\$ 30.00			\$ 25.00	\$ 25.00	
Bereavement		\$ 34.00	\$ 30.00			\$ 30.00	\$ 30.00			\$ 34.00	\$ 25.00	
Volunteer		\$ 25.00	\$ 25.00			\$ 30.00	\$ 25.00			\$ 25.00	\$ 25.00	

	Weekly Visits											
	Hospice				IP Unit				Service Line			
	Your Data	Your Model	Median Model	MVI Model	Your Data	Your Model	Median Model	MVI Model	Your Data	Your Model	Median Model	MVI Model
RN	60.0	20.0	20.0		72.0	20.0	20.0		72.0	23.0	20.0	
LPN	72.0	20.0	20.0		60.0	20.0	20.0		60.0	23.0	20.0	
HHA/CNA	60.0	20.0	20.0		72.0	20.0	20.0		72.0	23.0	20.0	
SW	72.0	20.0	20.0		60.0	23.0	20.0		72.0	23.0	20.0	
Spiritual Care	72.0	20.0	20.0		72.0	20.0	20.0		72.0	23.0	20.0	
Physician/NP	60.0	20.0	20.0		60.0	20.0	20.0		66.0	18.0	20.0	
On-Call	60.0	20.0	20.0		60.0	23.0	20.0		60.0	20.0	20.0	
Admissions	60.0	20.0	20.0		60.0	23.0	20.0		72.0	20.0	20.0	
Bereavement	72.0	23.0	20.0		72.0	23.0	20.0		72.0	20.0	20.0	
Volunteer	60.0	20.0	20.0		60.0	23.0	20.0		60.0	20.0	20.0	

	Visit Duration											
	Hospice				IP Unit				Service Line			
	Your Data	Your Model	Median Model	MVI Model	Your Data	Your Model	Median Model	MVI Model	Your Data	Your Model	Median Model	MVI Model
RN	1:00	1:12	1:00	3:54	1:08	1:12	1:00		1:00	1:00	1:00	3:54
LPN	1:00	1:00	1:00	0:30	1:54	1:00	1:00		1:00	1:12	1:00	0:30
HHA/CNA	1:00	1:00	1:00	3:54	1:09	1:00	1:00		1:10	1:12	1:00	4:31
SW	1:05	1:00	1:00	0:32	0:55	1:12	1:06		1:05	1:00	1:00	0:32
Spiritual Care	0:45	1:12	1:00	2:56	1:15	1:00	1:00		0:45	1:00	1:00	2:56
Physician/NP	0:40	1:00	1:00	0:20	0:36	1:12	1:06		0:40		1:03	0:20
On-Call	0:45	1:12	1:00	2:56	1:35	1:12	1:06		0:45	1:00	1:00	2:56
Admissions	1:30	1:12	1:00	0:45	2:06	1:00	1:00		1:30	1:00	1:00	0:45
Bereavement	1:22	1:00	1:00	5:22	0:58	1:00	1:00		1:22	1:00	1:00	5:22
Volunteer		1:12	1:00		2:07	1:00	1:00			1:00	1:00	

Visits

Sunny Day Hospice

Locations: 369 Count: 272

2021 - YTD December

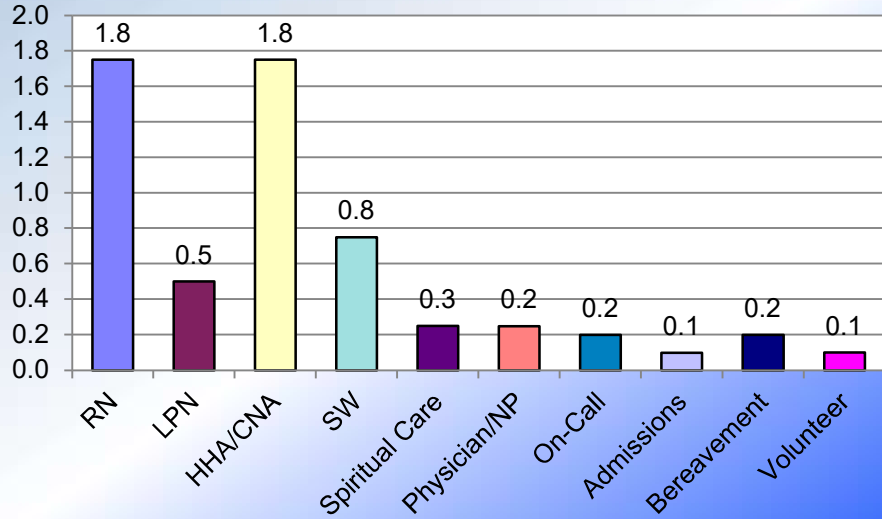


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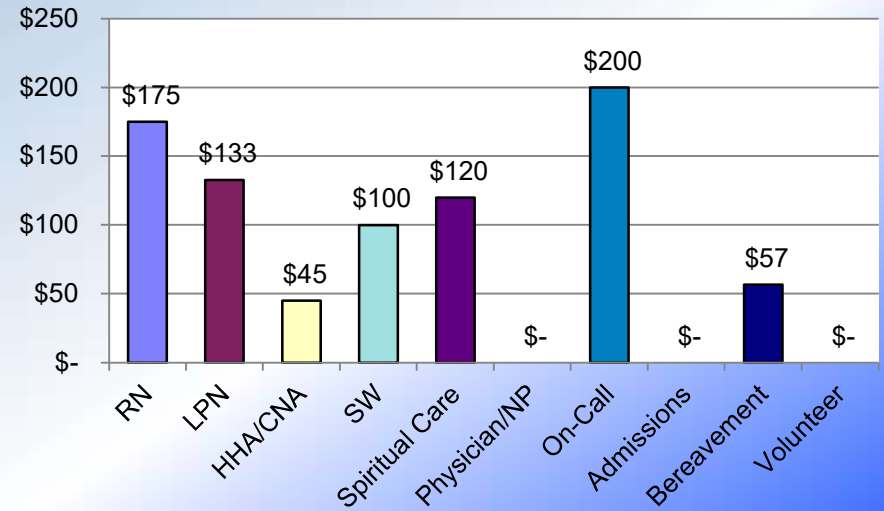
	Estimated Visits For Each Patient Per Week			Cost Per Visit / Before Markup of Patient-Related Costs			Total Cost Per Visit		
	Your Data	Median	Your Rank %	Your Data	Median	Your Rank %	Your Data	Median	Your Rank %
RN	1.8	5.8	15%	\$ 75.00	\$ 247.81	100%	\$ 175.00	\$ 578.23	91%
LPN	0.5	0.2	99%	\$ 66.93	\$ 26.96	25%	\$ 132.80	\$ 53.48	25%
HHA/CNA	1.8	5.8	12%	\$ 22.00	\$ 72.69	97%	\$ 45.00	\$ 148.69	100%
SW	0.8	0.3	97%	\$ 60.00	\$ 24.16	25%	\$ 100.00	\$ 40.27	25%
Spiritual Care	0.3	0.8	6%	\$ 50.00	\$ 165.21	97%	\$ 120.00	\$ 396.50	85%
Physician/NP	0.2	0.1	99%		\$ 109.59			\$ 104.63	
On-Call	0.2	0.7	22%	\$ 200.00	\$ 660.83	94%	\$ 200.00	\$ 660.83	94%
Admissions	0.1	0.0	75%		\$ 190.20			\$ 289.96	
Bereavement	0.2	0.7	12%	\$ 140.28	\$ 463.50	100%	\$ 56.67	\$ 190.88	100%
Volunteer	0.1	0.0	75%		\$ 79.26			\$ 148.03	
Total	5.8	14.4							

	Estimated Visit-Hours For Each Patient Per Week			Cost Per Visit-Hour / Before Markup of Patient-Related Costs			Total Cost Per Visit-Hour		
	Your Data	Median	Your Rank %	Your Data	Median	Your Rank %	Your Data	Median	Your Rank %
RN	2:00	6:36	6%	\$ 169.90	\$ 94.21	2%	\$ 470.79	\$ 244.12	2%
LPN	0:54	0:21	99%	\$ 280.88	\$ 93.54	6%	\$ 127.09	\$ 214.45	76%
HHA/CNA	2:00	6:36	9%	\$ 32.41	\$ 29.71	40%	\$ 92.76	\$ 89.97	40%
SW	0:54	0:21	88%	\$ 168.81	\$ 92.93	3%	\$ 332.04	\$ 218.84	8%
Spiritual Care	0:18	0:59	16%	\$ 150.08	\$ 70.49	3%	\$ 419.06	\$ 165.83	3%
Physician/NP	0:12	0:04	99%	\$ 105.66	\$ 105.66	100%	\$ 124.52	\$ 124.52	100%
On-Call	0:12	0:39	6%	\$ 315.05	\$ 307.49	43%	\$ 881.12	\$ 665.35	7%
Admissions	0:11	0:04	75%	\$ 131.65	\$ 179.12	72%	\$ 355.00	\$ 387.01	89%
Bereavement	0:18	0:59	15%	\$ 22.63	\$ 79.59	96%	\$ 178.71	\$ 152.55	38%
Volunteer	0:12	0:04	75%	\$ 63.73	\$ 61.63	38%	\$ 93.08	\$ 118.70	82%
Total	7:12	16:49							

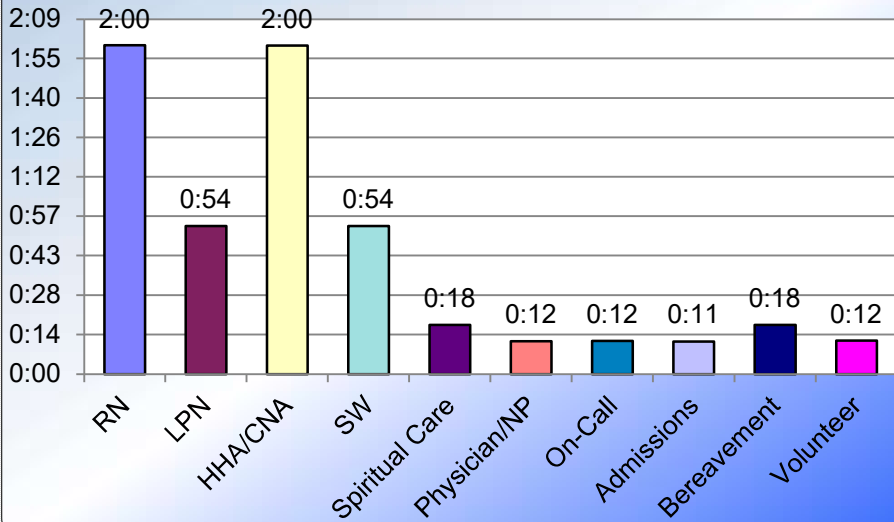
Est. Visits For Each Patient Per Week



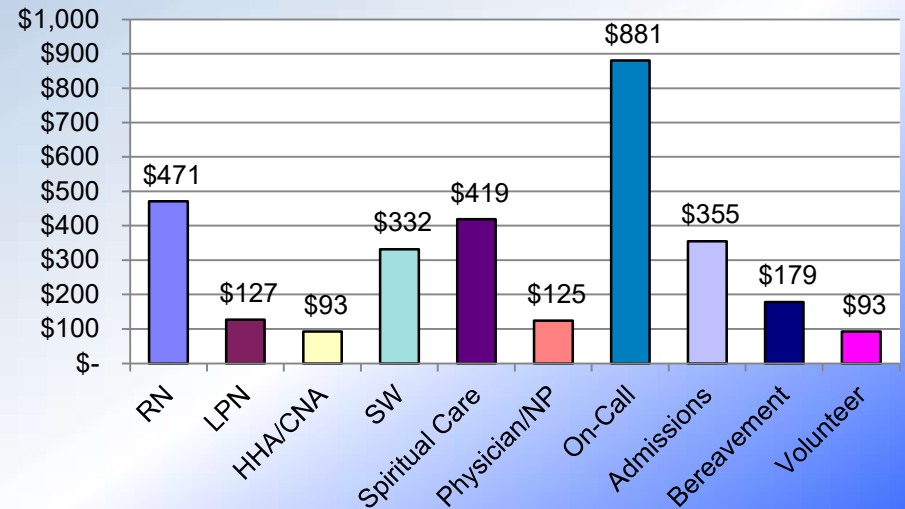
Total Cost Per Visit



Est. Visit-Hours For Each Patient Per Week



Total Cost Per Visit-Hour



Hospice Home Care ~ Patient-Day Comparison

Sunny Day Hospice 2021 - YTD December



Version: 21.0

	Your Data	Variance of Median	Median	10th Percentile	90th Percentile	MVI Model	Your Rank	Count	Locations
								272	369
Alerts		10.00					20%		
Revenue									
Medicare	105.00	29.48	75.52	61.79	119.57		75%	272	378
Medicaid	5.00	-6.44	11.44	5.40	13.99		9%	272	378
Commercial Benefit	10.00	2.16	7.84	7.41	9.06		92%	272	378
Commercial FFS	0.00	-1.04	1.04	0.98	1.09			64	96
Medicaid RB (own unit)	0.00	0.00	0.00	0.00	0.00			0	0
Other RB (own unit)	0.00	0.00	0.00	0.00	0.00			0	0
Physician Billing	0.00	-1.17	1.17	0.00	2.58			32	35
Self Pay	0.50	-0.37	0.87	0.63	1.29		6%	272	378
Other Charity Rev	1.00	0.33	0.67	0.55	1.56		87%	272	378
Adjustments	-2.30	0.85	-3.15	-12.86	-2.58		100%	272	378
Total	119.20		204.09	125.57	249.44		6%	272	378
Direct Labor									
Nurses	21.00	4.49	16.51	24.76	13.51	7.07	23%	272	378
HHA/CNA	9.00	-1.75	10.75	13.13	7.02	21.49	85%	272	378
SW	5.00	2.28	2.72	7.04	2.22	2.50	22%	272	378
Spiritual Care	1.50	-1.11	2.61	3.19	2.29	5.76	100%	271	377
Physician/NP	0.00	-3.62	3.62	4.56	0.44	0.00		49	81
On-Call	3.00	-5.11	8.11	9.92	5.10	11.53	100%	271	377
Admissions	2.50	0.82	1.68	5.65	1.37	1.25	25%	271	377
Bereavement	2.00	-1.48	3.48	4.25	1.99	7.68	88%	272	378
Volunteer	1.00	0.33	0.67	1.50	0.55	0.50	25%	272	378
Triage	0.00	0.00	0.00	0.00	0.00	0.00		0	0
Total	45.00	15.97	29.03	54.41	23.75	22.50	25%	272	378
Direct Patient-Related Expenses									
Ambulance	0.50	0.13	0.36	0.61	0.30	0.27	19%	272	378
Bio Hazardous	0.01	0.00	0.01	0.03	0.01	0.00	20%	255	332
Crisis Care	0.00	-1.44	1.44	2.24	0.78	0.00		32	35
Dietary	0.00	-0.20	0.20	0.56	0.01	0.00		64	96
DME	5.00	0.73	4.27	5.54	3.49	1.94	17%	272	378
ER	0.12	-0.11	0.23	0.28	0.03	0.50	82%	271	377
Food	0.00	0.00	0.00	0.00	0.00	0.00		0	0
Imaging	0.41	0.11	0.30	0.35	0.24	0.23	7%	271	377
Lab	0.50	0.16	0.34	0.40	0.24	0.25	1%	272	378
Linen	0.00	-0.02	0.02	0.02	0.01	0.00		16	19
Medical Supplies	2.00	-1.45	3.45	4.21	1.83	7.64	82%	272	378
Mileage	3.00	0.99	2.01	3.69	1.65	1.50	22%	272	378
Mobile Phone	0.29	-0.26	0.55	0.67	0.45	1.23	99%	272	378
Other	0.12	-0.11	0.23	0.32	0.03	0.00	88%	271	377
Outpatient	0.55	-0.50	1.05	1.28	0.56	2.34	91%	271	377
Oxygen	0.00	0.00	0.00	0.00	0.00	0.00		0	0
Pagers	0.10	0.03	0.07	0.19	0.06	0.05	25%	272	378
Pharmacy	10.08	-4.23	14.31	17.49	10.43	14.30	91%	272	378
Therapies	2.00	0.66	1.34	1.65	1.10	1.00	4%	272	378
Pass-Through Residual	1.00	-0.74	1.74	2.13	-0.48	3.84	76%	272	378
Total	25.67	5.75	19.92	26.20	16.30	15.14	16%	272	378
Total Direct Expense	70.67	-57.34	128.01	156.46	76.32	314.28	96%	272	378
Contribution Margin	48.53	16.43	32.10	26.26	47.61	23.80	96%	272	378
Indirect Expense	31.50	-23.28	54.78	66.95	41.89	120.98	100%	272	378
Net Segment Income	17.03	-10.99	28.02	3.20	34.25	-	24%	268	374

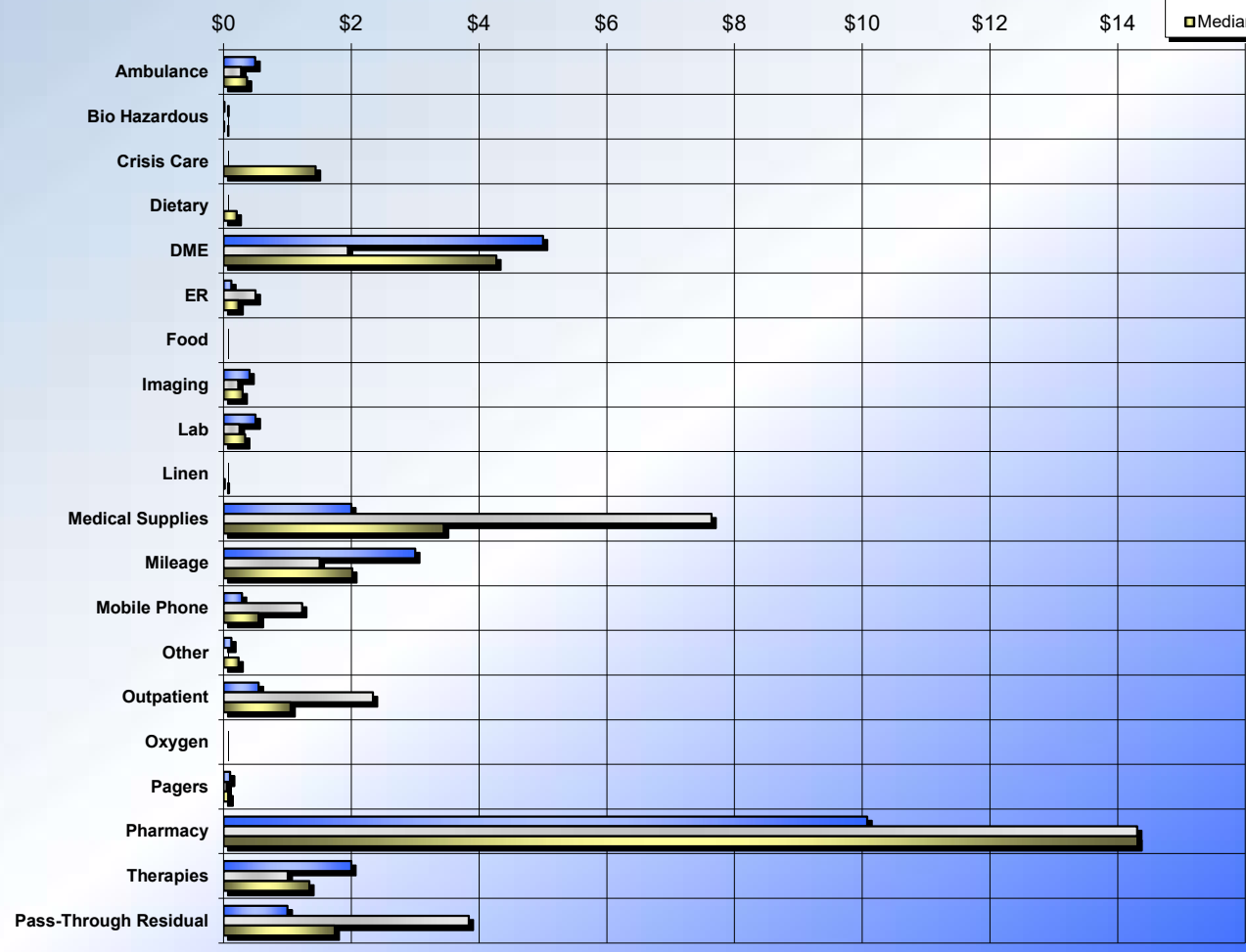
Hospice Direct Labor Patient-Day Amount

■ Your Data
■ MVI Model
■ Median



Hospice Direct Patient-Related Patient-Day Amount

■ Your Data
■ MVI Model
■ Median



Hospice ~ Net Percentage of Revenue Comparison

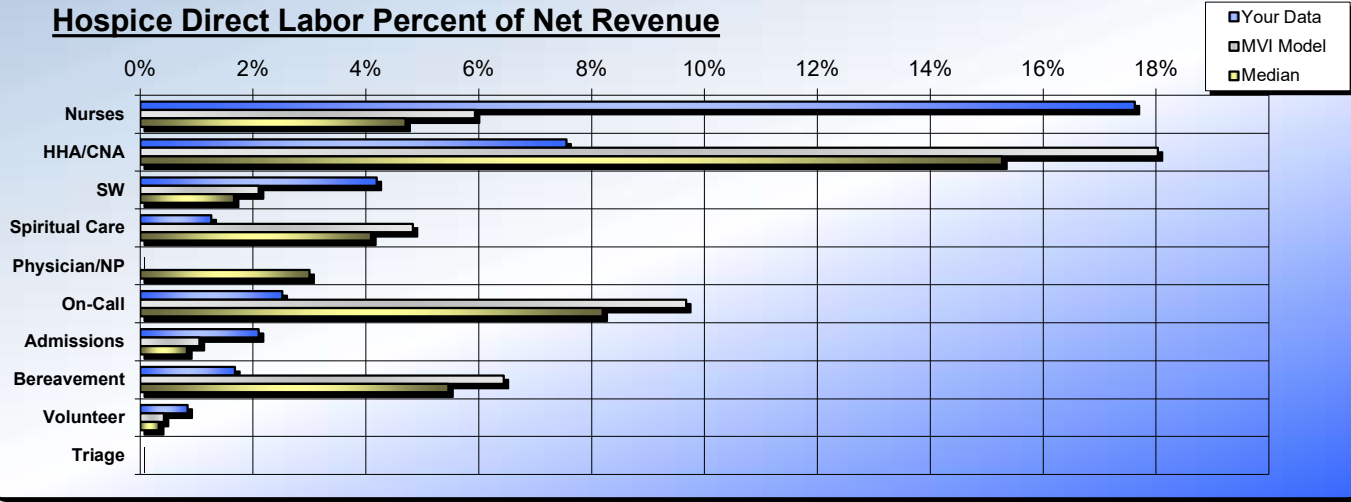
Sunny Day Hospice 2021 - YTD December



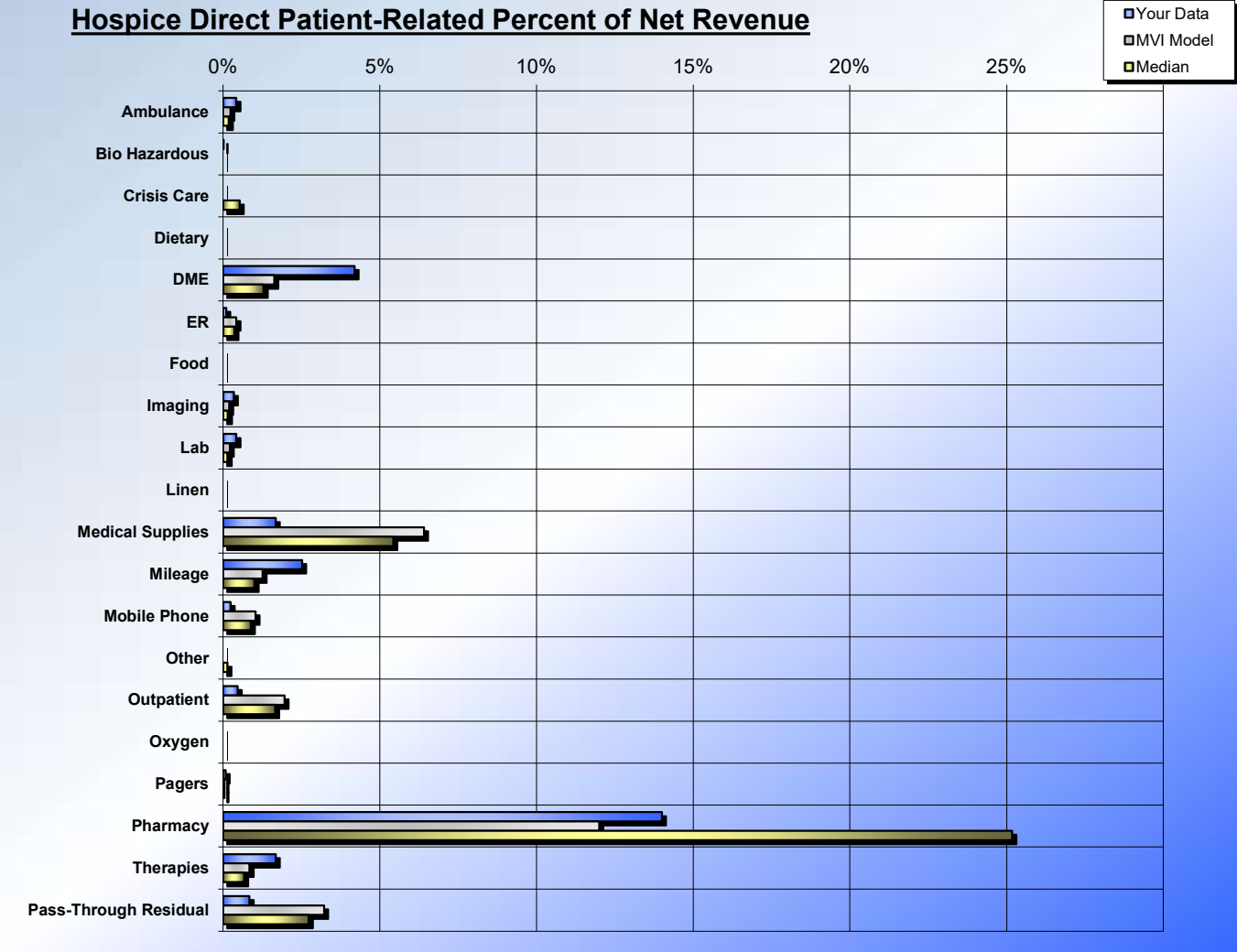
Version: 21.0

	Your Data	Variance of Median	Median	10th Percentile	90th Percentile	MVI Model	Your Rank	Count	Locations
								272	369
Alerts		10.00%					20%		
Revenue									
Medicare	88.09%	55.73%	32.36%	26.47%	96.24%		78%	272	378
Medicaid	4.19%	-4.19%	8.38%	4.19%	10.25%		10%	272	378
Commercial Benefit	8.39%	5.11%	3.28%	2.68%	6.60%		99%	272	378
Commercial FFS	0.00%	0.00%	0.00%	0.00%	0.00%			0	0
Medicaid RB (own unit)	0.00%	0.00%	0.00%	0.00%	0.00%			0	0
Other RB (own unit)	0.00%	0.00%	0.00%	0.00%	0.00%			0	0
Physician Billing	0.00%	-1.26%	1.26%	1.24%	1.28%			64	96
Self Pay	0.42%	-0.94%	1.36%	0.51%	1.67%		7%	272	378
Other Charity Rev	0.84%	0.51%	0.33%	0.27%	1.19%		88%	272	378
Adjustments	-1.93%	-1.17%	-0.76%	-11.07%	-0.63%		22%	272	378
Total	100.00%		100.00%	100.00%	100.00%	100.00%		272	378
Direct Labor									
Nurses	17.62%	12.92%	4.70%	20.92%	3.85%	5.93%	19%	272	378
HHA/CNA	7.55%	-7.72%	15.27%	18.66%	5.74%	18.03%	85%	272	378
SW	4.19%	2.53%	1.66%	5.46%	1.36%	2.10%	22%	272	378
Spiritual Care	1.26%	-2.83%	4.09%	5.00%	1.85%	4.83%	100%	271	377
Physician/NP	0.00%	-3.00%	3.00%	3.72%	0.37%	0.00%		65	97
On-Call	2.52%	-5.67%	8.19%	10.01%	3.97%	9.67%	100%	271	377
Admissions	2.10%	1.27%	0.83%	4.18%	0.68%	1.05%	24%	271	377
Bereavement	1.68%	-3.78%	5.46%	6.67%	1.46%	6.44%	88%	272	378
Volunteer	0.84%	0.51%	0.33%	1.24%	0.27%	0.42%	25%	272	378
Triage	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0	0
Total	37.75%	22.79%	14.96%	43.12%	12.24%	18.88%	25%	272	378
Direct Patient-Related Expenses									
Ambulance	0.42%	0.24%	0.18%	0.46%	0.15%	0.23%	15%	272	378
Bio Hazardous	0.01%	0.01%	0.00%	0.02%	0.00%	0.00%	25%	271	377
Crisis Care	0.00%	-0.53%	0.53%	0.56%	0.50%	0.00%		64	96
Dietary	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0	0
DME	4.19%	2.90%	1.29%	4.64%	1.06%	1.63%	19%	272	378
ER	0.10%	-0.26%	0.36%	0.44%	0.02%	0.42%	76%	271	377
Food	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0	0
Imaging	0.34%	0.19%	0.15%	0.24%	0.12%	0.19%	7%	271	377
Lab	0.42%	0.28%	0.14%	0.17%	0.14%	0.21%	1%	272	378
Linen	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0	0
Medical Supplies	1.68%	-3.75%	5.43%	6.63%	1.47%	6.41%	76%	272	378
Mileage	2.52%	1.52%	1.00%	2.97%	0.82%	1.26%	16%	272	378
Mobile Phone	0.24%	-0.64%	0.88%	1.07%	0.34%	1.03%	96%	272	378
Other	0.00%	-0.14%	0.14%	0.55%	0.00%	0.00%		64	96
Outpatient	0.46%	-1.20%	1.66%	2.03%	0.45%	1.96%	88%	271	377
Oxygen	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		0	0
Pagers	0.08%	0.04%	0.04%	0.15%	0.03%	0.04%	25%	272	378
Pharmacy	14.00%	-11.18%	25.18%	30.78%	7.32%	12.00%	56%	264	366
Therapies	1.68%	1.01%	0.67%	1.20%	0.54%	0.84%	4%	272	378
Pass-Through Residual	0.84%	-1.89%	2.73%	3.34%	-0.34%	3.22%	76%	272	378
Total	21.54%	11.47%	10.07%	20.87%	8.24%	12.70%	9%	272	378
Total Direct Expense	59.29%	-164.05%	223.34%	272.97%	60.65%	263.66%	93%	272	378
Contribution Margin	40.71%	24.88%	15.83%	12.95%	37.97%	19.97%	99%	272	378
Indirect Expense	26.43%	-59.54%	85.97%	105.07%	33.71%	101.49%	100%	272	378
Net Segment Income	14.29%	6.98%	7.31%	2.75%	8.93%	0.00%	99%	268	374

Hospice Direct Labor Percent of Net Revenue



Hospice Direct Patient-Related Percent of Net Revenue

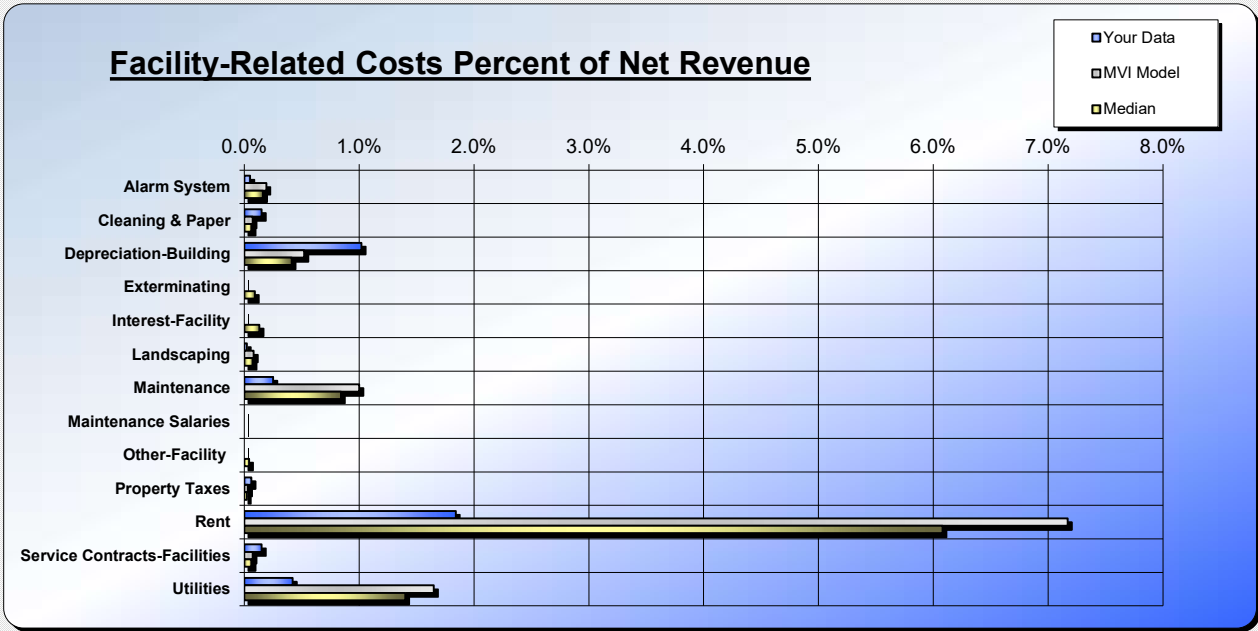
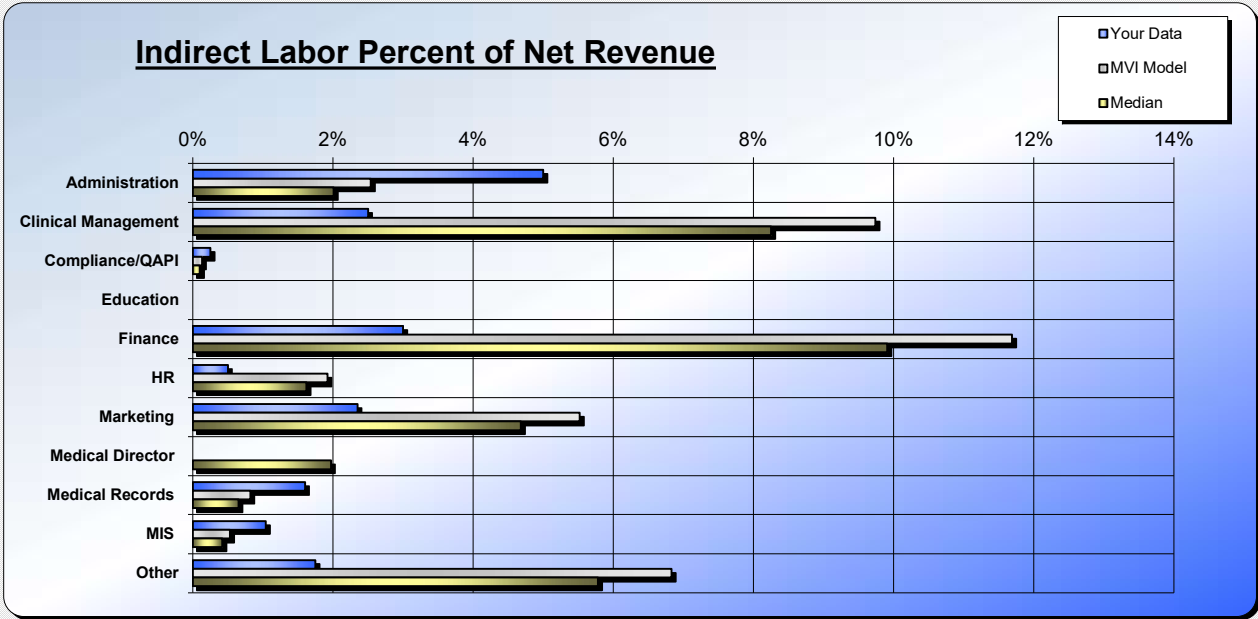


Indirect Costs Percentage of Net Revenue Comparison
Sunny Day Hospice **2021 - YTD December**



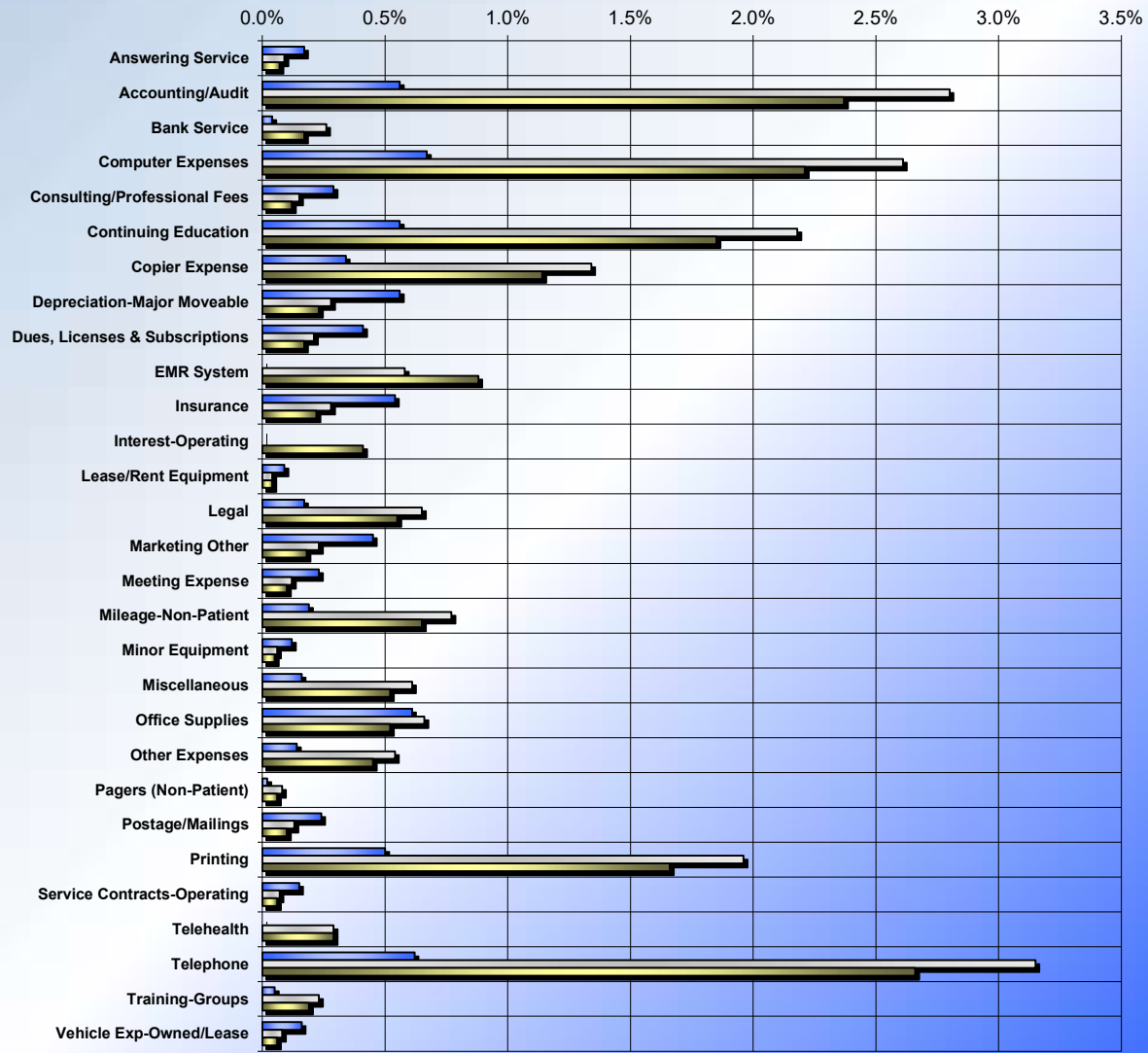
Version: 21.0

	Your Data	Variance of Median	Median	10th Percentile	90th Percentile	MVI Model	Your Rank	Count	Locations
	Alerts	10.00%					20%	272	369
Indirect Labor									
Administration	5.00%	2.99%	2.01%	9.55%	1.65%	2.54%	25%	272	378
Clinical Management	2.50%	-5.75%	8.25%	10.09%	4.98%	9.74%	100%	272	378
Compliance/QAPI	0.25%	0.15%	0.10%	1.41%	0.08%	0.13%	25%	272	378
Education	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		72	72
Finance	3.00%	-6.91%	9.91%	12.11%	2.68%	11.69%	85%	272	378
HR	0.50%	-1.12%	1.62%	1.99%	0.96%	1.92%	100%	272	378
Marketing	2.35%	-2.33%	4.68%	5.72%	2.58%	5.52%	94%	272	378
Medical Director	0.00%	-1.97%	1.97%	2.21%	0.58%	0.00%		65	97
Medical Records	1.60%	0.95%	0.65%	1.08%	0.53%	0.82%	7%	272	378
MIS	1.04%	0.62%	0.42%	1.14%	0.34%	0.53%	13%	272	378
Other	1.75%	-4.03%	5.78%	7.07%	1.32%	6.83%	79%	272	378
Total	17.99%	-56.67%	74.66%	91.25%	21.33%	88.14%	100%	272	378
Operational Costs									
Answering Service	0.17%	0.10%	0.07%	0.12%	0.06%	0.09%	5%	272	378
Accounting/Audit	0.56%	-1.81%	2.37%	2.90%	0.35%	2.80%	88%	272	378
Bank Service	0.04%	-0.13%	0.17%	0.20%	0.06%	0.26%	98%	272	378
Computer Expenses	0.67%	-1.54%	2.21%	2.70%	0.76%	2.61%	94%	272	378
Consulting/Professional Fees	0.29%	0.17%	0.12%	0.36%	0.10%	0.15%	19%	272	378
Continuing Education	0.56%	-1.29%	1.85%	2.26%	0.48%	2.18%	79%	272	378
Copier Expense	0.34%	-0.80%	1.14%	1.39%	0.15%	1.34%	76%	272	378
Depreciation-Major Moveable	0.56%	0.33%	0.23%	1.38%	0.18%	0.28%	25%	272	378
Dues, Licenses & Subscriptions	0.41%	0.24%	0.17%	0.49%	0.14%	0.21%	22%	272	378
EMR System	0.00%	-0.88%	0.88%	8.29%	0.29%	0.58%		3	3
Insurance	0.54%	0.32%	0.22%	0.62%	0.18%	0.28%	20%	272	378
Interest-Operating	0.00%	-0.41%	0.41%	0.76%	0.03%	0.00%		65	97
Lease/Rent Equipment	0.09%	0.05%	0.04%	0.21%	0.03%	0.04%	25%	272	378
Legal	0.17%	-0.38%	0.55%	0.68%	0.15%	0.65%	82%	272	378
Marketing Other	0.45%	0.27%	0.18%	0.78%	0.15%	0.23%	25%	272	378
Meeting Expense	0.23%	0.13%	0.10%	0.16%	0.08%	0.12%	1%	272	378
Mileage-Non-Patient	0.19%	-0.46%	0.65%	0.79%	0.17%	0.77%	88%	272	378
Minor Equipment	0.12%	0.07%	0.05%	0.14%	0.04%	0.06%	19%	272	378
Miscellaneous	0.16%	-0.36%	0.52%	0.64%	0.29%	0.61%	100%	272	378
Office Supplies	0.61%	0.09%	0.52%	0.66%	0.43%	0.66%	17%	272	378
Other Expenses	0.14%	-0.31%	0.45%	0.56%	0.29%	0.54%	98%	272	378
Pagers (Non-Patient)	0.02%	-0.04%	0.06%	0.08%	0.04%	0.08%	94%	272	378
Postage/Mailings	0.24%	0.14%	0.10%	0.26%	0.08%	0.13%	17%	272	378
Printing	0.50%	-1.16%	1.66%	2.03%	0.43%	1.96%	79%	272	378
Service Contracts-Operating	0.15%	0.09%	0.06%	0.12%	0.05%	0.07%	7%	272	378
Telehealth	0.00%	-0.29%	0.29%	0.29%	0.29%	0.29%		3	14
Telephone	0.62%	-2.04%	2.66%	3.26%	0.58%	3.15%	85%	272	378
Training-Groups	0.05%	-0.14%	0.19%	0.24%	0.10%	0.23%	100%	272	378
Vehicle Exp-Owned/Lease	0.16%	0.10%	0.06%	0.12%	0.05%	0.08%	1%	272	378
Total	8.04%	-20.71%	28.75%	35.14%	7.90%	33.94%	88%	272	378
Facility-Related Costs									
Alarm System	0.05%	-0.11%	0.16%	0.20%	0.05%	0.19%	90%	256	333
Cleaning & Paper	0.15%	0.09%	0.06%	0.22%	0.05%	0.07%	13%	272	378
Depreciation-Building	1.02%	0.61%	0.41%	1.30%	0.34%	0.52%	19%	272	378
Exterminating	0.00%	-0.09%	0.09%	0.21%	0.01%	0.00%		49	52
Interest-Facility	0.00%	-0.13%	0.13%	0.34%	0.00%	0.00%		49	81
Landscaping	0.02%	-0.05%	0.07%	0.16%	0.06%	0.08%	100%	272	378
Maintenance	0.25%	-0.59%	0.84%	1.03%	0.25%	1.00%	90%	272	378
Maintenance Salaries	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%		72	72
Other-Facility	0.00%	-0.04%	0.04%	0.14%	0.00%	0.00%		49	52
Property Taxes	0.06%	0.04%	0.02%	0.05%	0.02%	0.03%	5%	272	378
Rent	1.84%	-4.24%	6.08%	7.43%	1.67%	7.17%	85%	272	378
Service Contracts-Facilities	0.15%	0.09%	0.06%	0.14%	0.05%	0.07%	7%	272	378
Utilities	0.42%	-0.98%	1.40%	1.71%	0.50%	1.65%	100%	272	378
Total	3.96%	1.56%	2.40%	3.96%	1.96%	3.02%	10%	272	378
Total Indirect Costs	29.99%	-56.56%	86.55%	105.79%	33.44%	102.18%	100%	272	378



Operational Costs Percent of Net Revenue

■ Your Data
■ MVI Model
■ Median



Vendor Ratings
Sunny Day Hospice

2021 - YTD December



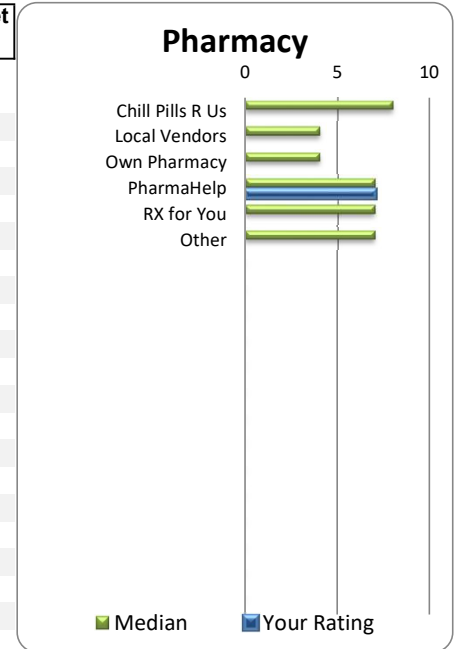
Low Outlier	5.0
High Outlier	6.0

Your Rating	Median	10th Percentile	90th Percentile	Count	MVI Market Share
				56	

Pharmacy

	Your Rating	Median	10th Percentile	90th Percentile	Count	MVI Market Share
Chill Pills R Us		8.0	8.0	8.0	8	14%
Local Vendors		4.0	4.0	4.0	5	9%
Own Pharmacy		4.0	3.0	7.0	15	27%
PharmaHelp	7	7.0	7.0	9.0	8	14%
RX for You		7.0	5.0	9.0	4	7%
Other		7.0	5.0	9.0	16	29%

Locations: 369 Count: 272



Your Rating	Median	10th Percentile	90th Percentile	Count	MVI Market Share
				72	

DME

	Your Rating	Median	10th Percentile	90th Percentile	Count	MVI Market Share
Bed n Seat Co		4.5	4.0	5.0	6	8%
DME 4 Hospice		2.0	2.0	2.0	11	15%
EquipU	5	8.0	2.0	8.0	10	14%
Local Vendor		4.0	4.0	8.0	16	22%
Our Own DME		7.0	6.0	8.0	13	18%
Other		4.0	3.0	7.0	16	22%

