

	FYE May 2020	FYE May 2021	Budget to Projected Variance	
	Projected	Budget	\$	%
Patient Revenue				
Inpatient Revenue	\$23,899,554	\$26,501,685	\$2,602,131	10.9%
Outpatient Revenue	67,366,199	72,624,245	5,258,046	7.8%
Total Gross Patient Revenue	91,265,754	99,125,930	7,860,176	8.6%
Revenue Deductions				
Medicare Contractual	28,777,354	24,641,968	4,135,386	14.4%
Medicaid Contractual	25,703,628	27,640,380	(1,936,752)	(7.5%)
Disproportionate Share	(3,628,504)	(4,625,188)	996,684	27.5%
UPL	0	0	0	0.0%
Managed Care (HMO/PPO) Discounts	7,516,189	14,926,573	(7,410,384)	(98.6%)
Charity & Indigent Discounts	0	0	0	0.0%
Other Discounts	576,520	236,691	339,829	58.9%
Self Pay Discounts	133,775	142,126	(8,351)	(6.2%)
Implicit Price Concessions	4,286,748	4,262,804	23,944	0.6%
Total Revenue Deductions	63,365,710	67,225,354	(3,883,588)	(6.1%)
Total Net Patient Revenue	27,900,044	31,900,576	3,976,588	14.3%
Mgmt/Acctg Svc Fee Revenue (LTACHs only)	0	0	0	0.0%
Tax Subsidy Revenue	1,790,228	1,790,228	0	0.0%
Other Revenue	1,846,274	1,675,160	(171,114)	(9.3%)
Total Net Revenue	\$31,536,546	\$35,365,964	\$3,829,418	12.1%
Operating Expense				
Salary and Wages	\$14,304,703	\$15,969,911	(\$1,665,208)	(11.6%)
Employee Benefits	1,948,950	2,264,043	(315,093)	(16.2%)
Professional Fees	6,069,463	7,669,214	(1,599,751)	(26.4%)
Medical Supplies	1,068,350	1,255,020	(186,670)	(17.5%)
Pharmaceutical Supplies	825,731	947,468	(121,737)	(14.7%)
Other Supplies	686,655	701,017	(14,362)	(2.1%)
Purchased Services	2,458,277	2,470,101	(11,824)	(0.5%)
Lease and Rent	490,794	567,225	(76,431)	(15.6%)
Insurance	587,596	631,108	(43,512)	(7.4%)
Bad Debt	0	0	0	0.0%
Utilities	625,263	652,911	(27,648)	(4.4%)
Depreciation & Amortization	988,590	1,027,629	(39,039)	(3.9%)
Interest	441,986	409,540	32,446	7.3%
Mgmt/Acctg Svc Fee (LTACHs only)	0	0	0	0.0%
Other Total Operating Expenses	466,776	416,547	50,229	10.8%
Total Operating Expenses	\$30,963,133	\$34,981,733	(\$4,018,600)	(13.0%)
Operating Margin	\$573,413	\$384,230	(\$189,183)	(33.0%)
Non-Operating Revenue (Exp)				
Investment Income	9,571	9,569	(2)	(0.0%)
Impairment of Long-Lived Assets	0	0	0	0.0%
Gain/(Loss) on Facility Sale	0	0	0	0.0%
Corporate Allocation	0	0	0	0.0%
Refinancing Costs	0	0	0	0.0%
Contribution Received for Acquisition	0	0	0	0.0%
Other Total Non-Operating Expenses (Exp)	0	0	0	0.0%
Total Non-Operating Revenue (Exp)	\$9,571	\$9,569	(\$2)	(0.0%)
Net Margin	\$582,984	\$393,800	(\$189,184)	(32.5%)
EBIDA	\$2,013,560	\$1,830,969	(\$182,591)	(9.1%)
NPR % GPR	30.6%	32.2%	n/a	1.6%
SWB % NR	51.5%	51.6%	n/a	(0.0%)
Supplies % NR	8.2%	8.2%	n/a	(0.0%)
Net Margin %	1.8%	1.1%	n/a	(0.7%)
EBIDA %	6.4%	5.2%	n/a	(1.2%)