

## Breakeven Analysis and Contribution Margin Report

Period: YTD June

### Breakeven Number

Breakeven Number of Hospice Homecare Patient-Days	58,140
Breakeven Number of Hospice Unit Patient-Days	1,200
Breakeven Number of Palliative Care Visits	1,742

ADC Needed to Achieve BE	Actual ADC
321	276
7	55
10	8

### Service Mix

Hospice Homecare	81.3%
Hospice Unit	16.3%
Palliative Care	2.4%
Total	100%

### Average Net Revenue

Average Net Hospice Homecare Revenue Per Patient-Day	90.11
Average Net Hospice Unit Revenue Per Patient-Day	516.52
Average Net Palliative Care Revenue Per Visit	628.30
Weighted Average Net Revenue Per Unit	<u>172.57</u>

### Variable Costs

Average Variable Costs Per Hospice Homecare Patient-Day	63.43
Average Variable Costs Per Hospice Unit Patient-Day	405.48
Average Variable Costs Per Palliative Care Visit	557.16
Weighted Average Variable Costs Per Unit	<u>131.09</u>

### Organizational Fixed Costs

1,808,649.46

### Contribution Margin

Hospice - Homecare	1,334,251
Hospice - Inpatient Unit	1,110,401
Palliative Care	106,717
Total Contribution	<u>2,551,369</u>
Less: Total Indirect Allocated Expenses	1,808,649
Net Operating Income	<u>742,720</u>
Less Development Costs	285,364
Add Support & Fundraising Income	493,377
Other Program Net Income	80,278
Special Bereavement Program	-
Add Investment, Interest, & Other Income	6,967
Total Organization Net Income	<u>1,037,977</u>
Minimum Target Amount to be Contributed from Fundraising	<u>-</u>

Here is what your "extracurricular" programs are netting. If the amount is in brackets, you are losing money.

### Return on Development Expenditures

1.73

(Amount contributed for each dollar spent)

Not needing any community support is always good.