

Welcome to REV5

In the following pages you'll see the primary output documents available in REV5 and the easy to use interface for data entry.

Primary Output Documents:

1. Statement of Contribution (CM-Report)

- a. Page 1 shows the Contribution Margin (CM) in dollars and percent for the base year and five (5) forecast years.
- b. Page 2 provides a top level analysis of the key elements in the model, including:
 - i. Net Revenue
 - ii. Units of Service
 - iii. Net Revenue Per Unit of Service
 - iv. FTE's (Full Time Equivalent Employees)
 - v. Total Salary Expense
 - vi. Total of All Expenses
 - vii. Change in Net Cash Flow Before Capital Expenditures (equipment & constructions)

2. Top Level Graph

This graph shows the year to year change from the base year through year five of the model for:

- a. Net Revenue
- b. Salaries and Benefits
- c. Non-Salary Costs

3. Statement of Contribution PLUS Capital Expenditures (Equipment & Construction).

4. Cash Flow Statement

- a. Shows annual and cumulative cash flow from operations over the five year forecast period
- b. Shows the capital expenditures (equipment and construction) over the five year forecast period
- c. Includes Internal Rate of Return Calculation for the five year period

Ease of Data Entry:

1. Instruction Tab:

This screen shot shows the actual input page for entering:

- a. Time period of base year data (drives calculations to annualize base year amounts and is used in many column headings).
 - b. The fiscal year end date; used for reporting.
 - c. Report Titles used in the Contribution Margin and Cash Flow Statements (discussed above).
2. Data Entry Sequence and Instructions
- These five pages walk you through the entry of all data. These sheets explain what data is to be entered on which worksheet and hot links you to the specific worksheet. Each worksheet then has a hot link back to this page for ease of navigation.

Take a TEST DRIVE of REV5 (and/or REV) over the Internet by contacting Greg Burbridge to arrange for a personalized interactive presentation of the software.

Contact Greg at:

glburbridge@bhrmanagement.com

or

480-860-4759

All Saints Medical Center
Consolidated Facilities Analysis
Statement of Contribution

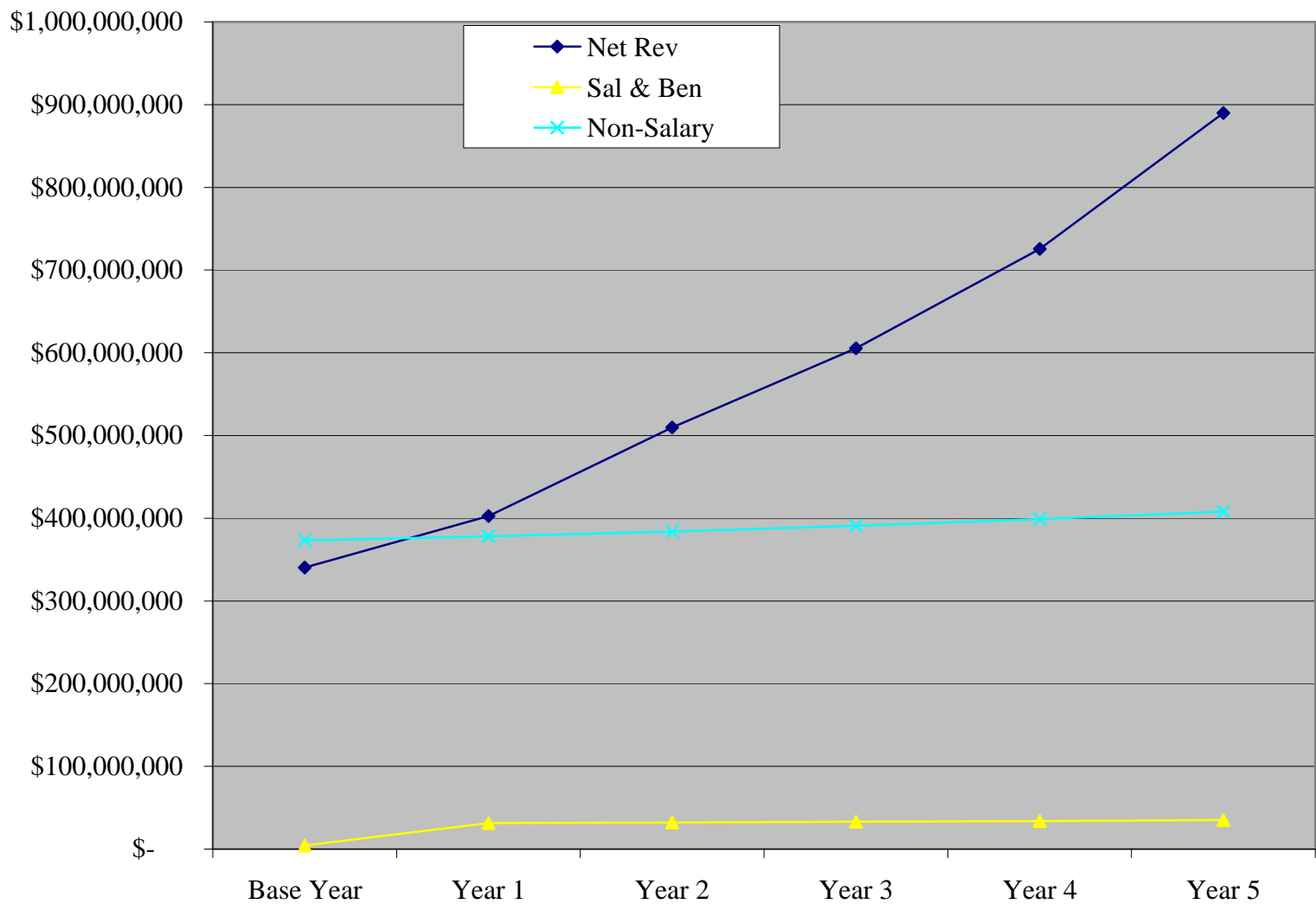
	Fiscal Years Ending		December 31			
	Base Year	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Revenue	\$ 586,000,000	\$ 735,405,000	\$ 928,543,369	\$ 1,119,218,914	\$ 1,342,365,277	\$ 1,647,735,817
Less Contractual Adjustments	\$ (245,597,000)	\$ (332,908,729)	\$ (418,790,466)	\$ (513,642,623)	\$ (616,719,460)	\$ (757,876,106)
Net Revenue	\$ 340,403,000	\$ 402,496,271	\$ 509,752,903	\$ 605,576,291	\$ 725,645,817	\$ 889,859,711
Less Direct Expenses						
Direct Salaries & Benefits	\$ 4,313,596	\$ 31,293,003	\$ 32,102,355	\$ 32,981,852	\$ 33,943,682	\$ 35,002,446
Direct Non-Salary Expenses (1)	\$ 373,083,780	\$ 378,107,334	\$ 383,966,795	\$ 390,924,149	\$ 398,814,211	\$ 407,953,320
Total Direct Expenses	\$ 377,397,376	\$ 409,400,337	\$ 416,069,150	\$ 423,906,001	\$ 432,757,893	\$ 442,955,766
"Contribution"	\$ (36,994,376)	\$ (6,904,066)	\$ 93,683,753	\$ 181,670,290	\$ 292,887,924	\$ 446,903,945
% Contribution Margin	-11%	-2%	19%	30%	41%	51%

(1) Excludes Depreciation

All Saints Medical Center
Consolidated Facilities Analysis
Statement of Contribution

Fiscal Years Ending Base Year	Year 1	Year 2	December 31 Year 3	Year 4	Year 5
Change in Net Revenue	\$ 62,093,271	\$ 107,256,632	\$ 95,823,388	\$ 120,069,526	\$ 164,213,894
Percentage Change in Net Revenue	18%	27%	19%	20%	23%
Change in Net Revenue /Month	\$ 5,174,439	\$ 8,938,053	\$ 7,985,282	\$ 10,005,794	\$ 13,684,491
Total Tests (All Units)	8,360,000	9,928,000	11,960,440	13,670,670	15,671,050
Change in Test Volume	1,568,000	2,032,440	1,710,230	2,000,380	2,969,463
Percentage Change in Test Volume	19%	20%	14%	15%	19%
Net Revenue Per Test	\$ 40.72	\$ 40.54	\$ 42.62	\$ 44.30	\$ 46.30
Change in Net Revenue Per Test	\$ (0.18)	\$ 2.08	\$ 1.68	\$ 2.01	\$ 1.43
Percentage Change in Net Revenue Per Test	0%	5%	4%	5%	3%
Direct FTE's In	1,720.34	2,554.48	2,585.62	2,619.48	2,656.50
Courier FTE's	-	-	-	-	-
Non-Direct FTE's In (Eg. Mkt)	-	-	-	-	-
Total FTE's In	1,720.34	2,554.48	2,585.62	2,619.48	2,656.50
Change in Salary Expenses	\$ 26,979,407	\$ 809,352	\$ 879,497	\$ 961,830	\$ 1,058,764
% Change in Salary Expenses	625%	3%	3%	3%	3%
Change in Non-Salary Expenses	\$ 5,023,554	\$ 5,859,461	\$ 6,957,354	\$ 7,890,061	\$ 9,139,109
% Change in Non-Salary Expenses	1%	2%	2%	2%	2%
Change in Total Expenses	\$ 32,002,961	\$ 6,668,813	\$ 7,836,851	\$ 8,851,891	\$ 10,197,873
% Change in Total Expenses	8%	2%	2%	2%	2%
Net Cash Flow Before Capital Expenditures	\$ (92,951,034)	\$ (73,067,837)	\$ 2,905,839	\$ 90,419,068	\$ 193,484,388
	\$ 337,195,213				

All Saints Medical Center



All Saints Medical Center

Consolidated Facilities Analysis

Statement of Contribution Plus Capital Expenditures

Fiscal Years Ending

December 31

	Year 1	Year 2	Year 3	Year 4	Year 5	TOTAL
Net Revenue	\$ 402,496,271	\$ 509,752,903	\$ 605,576,291	\$ 725,645,817	\$ 889,859,711	\$ 3,133,330,993
Less Direct Expenses						
Direct Salaries & Benefits	\$ 31,293,003	\$ 32,102,355	\$ 32,981,852	\$ 33,943,682	\$ 35,002,446	\$ 165,323,338
Direct Non-Salary Expenses (1)	\$ 378,107,334	\$ 383,966,795	\$ 390,924,149	\$ 398,814,211	\$ 407,953,320	\$ 1,959,765,809
Total Direct Expenses	\$ 409,400,337	\$ 416,069,150	\$ 423,906,001	\$ 432,757,893	\$ 442,955,766	\$ 2,125,089,147
"Contribution"	\$ (6,904,066)	\$ 93,683,753	\$ 181,670,290	\$ 292,887,924	\$ 446,903,945	\$ 1,008,241,846
% Contribution Margin	-2%	19%	30%	41%	51%	33%
Capital Expenditures of Outreach Program						
Equipment	\$ -	\$ -	\$ 5,000,000	\$ -	\$ -	\$ 5,000,000
Construction of Facilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Capital Expenditures of Outreach Program	\$ -	\$ -	\$ 5,000,000	\$ -	\$ -	\$ 5,000,000
Cummulative Contribution	\$ (6,904,066)	\$ 86,779,687	\$ 263,449,977	\$ 556,337,901	\$ 1,003,241,846	\$ 1,003,241,846

(1) Excludes Depreciation

All Saints Medical Center

Consolidated Facilities Analysis

Cash Flow Statement

	Fiscal Years Ending			December 31		TOTAL
	Year 1	Year 2	Year 3	Year 4	Year 5	
Net Revenue	\$ 402,496,271	\$ 509,752,903	\$ 605,576,291	\$ 725,645,817	\$ 889,859,711	\$ 3,133,330,993
Less Day's Net Revenue In Accounts Receivable						
Day's Net Revenue	60	65	55	50	45	40
Day's Net Revenue In Accounts Receivable	\$ 66,163,771	\$ 90,777,914	\$ 91,251,222	\$ 99,403,537	\$ 109,708,731	\$ 343,378,739
Total Net Cash Collected From Net Revenue	\$ 336,332,500	\$ 418,974,989	\$ 514,325,069	\$ 626,242,280	\$ 780,150,980	\$ 2,789,952,254
Total Expenses Net of Depreciation	\$ 409,400,337	\$ 416,069,150	\$ 423,906,001	\$ 432,757,893	\$ 442,955,766	\$ 2,125,089,147
Net Cash Flow	\$ (73,067,837)	\$ 2,905,839	\$ 90,419,068	\$ 193,484,388	\$ 337,195,213	\$ 664,863,107
Capital Expenditures of Program						
Equipment	\$ -	\$ -	\$ 5,000,000	\$ -	\$ -	\$ 5,000,000
Construction of Facilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Capital Expenditures of Program	\$ -	\$ -	\$ 5,000,000	\$ -	\$ -	\$ 5,000,000
Capital Funds <Needed> or Surples	\$ (73,067,837)	\$ 2,905,839	\$ 85,419,068	\$ 193,484,388	\$ 337,195,213	\$ 659,863,107
Cumulative Capital Funds <Needed> or Surples	\$ (73,067,837)	\$ (70,161,998)	\$ 15,257,070	\$ 208,741,458	\$ 545,936,671	
Internal Rate of Return	95%					

Instructions Tab

Revenue Assumptions and Reporting Model Instructions.

Indicate the number of months data contained in this base period in the adjacent box.

of Months

3

Now enter the fiscal year end in the format: MM/DD/YYYY
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12/31/2024

<u>NOTE: Throughout this Model, ONLY VALUES IN SHADED AREAS (LIKE THIS) CAN BE CHANGED.</u>
--

Enter the name (e.g., Burbridge Memorial MC) you wish to have at the top of all reports in the box below. Limit the title to no more than 40 characters, including spaces.

All Saints Medical Center

Enter the second line of description. This line should describe the project being Modeled. Limit this tile to 55 characters (including spaces).
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Consolidated Facilities Analysis

Enter the third line of description if desired such as who prepared the report or other qualifying information. Limit this tile to 55 characters (including spaces).

Statement of Contribution

Data Entry Sequence & Instructions

TAB Name	Description																										
<u>Test Volumes All Yrs</u>	Enter Test Volumes on the tab labeled " <u>Test Volumes All Yrs</u> ".																										
	1 Enter Names of Facilities To Be Consolidated																										
	2 Enter Total IP and OP Tests For Each Facility. Note that "non-patients" are treated as outpatients.																										
	3 Enter Expected Increases or Decreases in Test Volumes For Both IP and OP Tests For the Next 5 Years.																										
	4 Enter any known "Intra-Facility Redistribution" of testing volume that will happen as a result of the consolidation.																										
<u>Gross Rev All Years</u>	Enter Gross IP and OP Revenue For Each Facility In The Tab Labeled " <u>Gross Rev All Yrs</u> "																										
	1 To Forecast Revenue, Enter Anticipated Percentage Increases in Both IP and OP Revenue For The Next 5 Years.																										
<u>Payer Names & % Rev</u>	Enter Payer Mix For Each Lab In The Consolidation into the Tab Labeled " <u>Payer Names & % of Rev</u> ".																										
	1 To Accurately Calculate Net Revenue In All Years, We Need To Know Revenue By Payer So We Can Apply Collection Assumptions By Payer.																										
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Data Entry Sequence & Instructions

TAB Name	Description
Payer Collectible %	<p>For Each Payer Identified On The "Payer Names & % of Rev" Tab, We Need To Assign A Percentage Collectible. Enter The Base Year Percentages on The Tab Labeled "<u>Payer Collectible %</u>".</p> <hr/> <p>1 Price Changes Entered on The "Gross Rev All Yrs" Tab Will Cause The Percentage Collectible To Change Based On The Percentage Change In Prices. This Tab Performs Those Calculations For The Five Forecast Years.</p> <div style="display: flex; justify-content: space-around; margin-top: 10px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> <u>0</u> <u>0</u> </div>

