Susquehanna Community Health & Dental Clinic, Inc.
Fiscal Year 2019 - Estimated Financial Outlook

	Outlook	Original Budget	Variance
Revenues			
Patient Revenue			
4001 · Patient Revenue - BCBS	$ 425,835.04	$ 471,527.41	$ (45,692.37)
4002 · Patient Revenue - Commercial	$ 952,640.64	$ 915,944.91	$ 36,695.73
4003 · Patient Revenue - Medicaid	$ 727,055.95	$ 853,743.40	$ (126,687.45)
4004 · Patient Revenue - MCO Medicaid	$ 5,809,661.52	$ 6,348,498.08	$ (538,836.56)
4005 · Patient Revenue - Medicare	$ 759,805.02	$ 872,238.08	$ (112,433.06)
4006 · Patient Revenue - Worker's Comp	$ 40.00	$ -	$ 40.00
4007 · Patient Revenue - Self Pay	$ 557,579.09	$ 561,207.70	$ (3,628.62)
Chiropractic Revenue (To Be Included in Medical Revenue)	$ 82,992.00	$ 88,008.00	$ (5,016.00)
Gross Patient Revenue	**$ 9,315,609.25**	**$ 10,111,167.57**	**$ (795,558.32)**
Deductions			$ -
4027 · Contractuals - BCBS	$ (247,948.52)	$ (264,939.56)	$ 16,991.04
4028 · Contractuals - Commercial	$ (436,264.97)	$ (389,864.11)	$ (46,400.86)
4029 · Contractuals - Medicaid	$ (120,611.97)	$ (102,480.12)	$ (18,131.84)
4030 · Contractuals - MCO Medicaid	$ (1,159,231.67)	$ (1,425,254.34)	$ 266,022.67
4031 · Contractuals - Medicare	$ (216,901.70)	$ (194,539.52)	$ (22,362.18)
4032 · Contractuals - Worker's Comp	$ 266.37	$ -	$ 266.37
4033 · Contractuals - Self Pay	$ (82,809.56)	$ (102,903.78)	$ 20,094.22
4035 · Bad Debts	$ (143,573.76)	$ (117,853.62)	$ (25,720.14)
Chiropractic Contractuals (To Be Included in Medical)	$ 104,718.43	$ 111,047.57	$ (6,329.14)
Total Deductions	**$ (2,302,357.34)**	**$ (2,486,787.48)**	**$ 184,430.14**
Total Patient Revenue	**$ 7,013,251.91**	**$ 7,624,380.09**	**$ (611,128.19)**
Other Operating Revenue			$ -
4053 · Miscellaneous Other Revenue	$ 315,449.31	$ 234,000.00	$ 81,449.31
4080 · 340B Drug Program Income	$ 652,527.96	$ 410,000.00	$ 242,527.96
4081 · 340B Drug Program Income (RVH&DC Pharmacy)	$ 1,010,288.00	$ 1,110,288.00	$ (100,000.00)
Total Other Operating Revenue	**$ 1,978,265.27**	**$ 1,754,288.00**	**$ 223,977.27**
Grant Revenue			
4501 · Grant Income - Federal	$ 1,619,013.40	$ 1,575,730.00	$ 43,283.40
4501 · Grant Income - Federal (Additional Funding)	$ 62,204.00	$ -	$ 62,204.00
4503 · Grant Income - State	$ 170,523.20	$ 316,385.04	$ (145,861.84)
4504 · Grant Income - Local	$ 25,000.00	$ 25,000.00	$ -
Total Grant Revenue	**$ 1,876,740.60**	**$ 1,917,115.04**	**$ (40,374.44)**
Contribution Revenue			
4601 · Contribution Income	$ 517,500.00	$ 517,500.00	$ -
4604 · Fundraisers	$ 8,340.00	$ -	$ 8,340.00
4605 · Employee Donations	$ 210.00	$ -	$ 210.00
Total Contribution Revenue	**$ 526,050.00**	**$ 517,500.00**	**$ 8,550.00**
Interest Revenue			
4606 · Interest Income from Investments	$ 2,193.04	$ -	$ 2,193.04
Total Interest Revenue	**$ 2,193.04**	**$ -**	**$ 2,193.04**
Total Revenue (Gross Profit)	**$ 11,396,500.82**	**$ 11,813,283.13**	**$ (416,782.32)**
Payroll Days	**260**	**260**	**0**
Expenses			
Salaries, Benefits, & Payroll Expenses			
Salaries and Wages			
5005 · Wages - Administration	$ 434,202.35	$ 429,368.05	$ 4,834.30
5006 · Wages - RHS	$ 494,212.62	$ 549,352.41	$ (55,139.80)
5010 · Wages - Health Staff	$ 2,311,191.89	$ 2,309,638.58	$ 1,553.31
5020 · Wages - Dental Staff	$ 1,888,633.85	$ 1,985,328.33	$ (96,694.48)

Susquehanna Community Health & Dental Clinic, Inc.
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	Outlook	Original Budget	Variance
5030 · Wages - Billing Staff	$ 174,258.15	$ 172,111.80	$ 2,146.34
5040 · Wages - Finance Staff	$ 89,048.50	$ 87,363.29	$ 1,685.22
5050 · Wages - IT Staff	$ 73,923.11	$ 73,540.91	$ 382.20
5060 · Wages - Support Staff	$ 511,557.56	$ 554,243.02	$ (42,685.46)
5070 · Wages - Pediatric Dental	$ -	$ -	$ -
5080 · Wages - Pharmacy	$ 13,818.48	$ -	$ 13,818.48
Total Salaries and Wages	**$ 5,990,846.50**	**$ 6,160,946.39**	**$ (170,099.89)**
Fringe Benefits & Payroll Expenses			$ -
5505 · FICA	$ 440,304.88	$ 471,312.40	$ (31,007.52)
5507 · Unemployment Taxes	$ 52,613.17	$ 48,027.10	$ 4,586.07
5508 · Health Insurance (16%)	$ 950,205.97	$ 1,025,025.66	$ (74,819.69)
5510 · Dental Insurance (.3%)	$ 18,128.68	$ 18,482.84	$ (354.16)
5513 · Long-Term Disability Insurance (.5%)	$ 29,381.50	$ 30,804.73	$ (1,423.23)
5516 · Life Insurance (.3%)	$ 16,215.62	$ 18,482.84	$ (2,267.22)
5518 · Education	$ 44,185.70	$ 70,252.44	$ (26,066.74)
5522 · Retirement (.9%)	$ 45,002.44	$ 55,448.52	$ (10,446.07)
5530 · Workers Compensation Insurance (.8%)	$ 48,425.94	$ 49,287.57	$ (861.63)
5538 · Vision Insurance (.1%)	$ 6,255.77	$ 6,160.95	$ 94.82
Total Fringe Benefits & Payroll Expenses	**$ 1,650,719.66**	**$ 1,793,285.04**	**$ (142,565.37)**
Total Salaries, Benefits & Payroll Expenses	**$ 7,641,566.17**	**$ 7,954,231.43**	**$ (312,665.26)**
General Operating Expenses	67%		
Clinical Supplies			
6015 · Supplies - Medical	$ 68,309.50	$ 84,922.62	$ (16,613.11)
6016 · Supplies - RHS	$ 8,066.23	$ 8,891.92	$ (825.69)
6018 · Supplies - Dental	$ 188,997.48	$ 198,668.92	$ (9,671.43)
6019 · Pharmaceuticals - Health (Flu Shots)	$ 8,800.45	$ 13,200.00	$ (4,399.55)
6020 · Pharmaceuticals - Health (Immunizations)	$ 44,617.04	$ 35,500.00	$ 9,117.04
6021 · Pharmaceuticals - RHS	$ 80,110.18	$ 84,048.00	$ (3,937.82)
6022 · Pharmaceuticals- 340B Program RVH&DC Pharmacy	$ 256,128.06	$ 255,368.00	$ 760.06
6023 · Pharmaceuticals - Med Shop/Capture RX 340B	$ 90,552.57	$ 74,050.00	$ 16,502.57
6024 · Internal 340B Drug Program (Mckesson)	$ -	$ 1,200.00	$ (1,200.00)
6025 · Linen	$ 45,349.49	$ 45,674.77	$ (325.28)
Total Clinical Supplies	**$ 790,931.01**	**$ 801,524.22**	**$ (10,593.21)**
Other Supplies	7%		
6112 · Office Supplies	$ 48,680.66	$ 48,000.00	$ 680.66
6113 · Patient Education	$ 5,200.00	$ 7,800.00	$ (2,600.00)
6114 · Printing/Publications	$ 22,128.62	$ 24,000.00	$ (1,871.38)
6115 · Food	$ 20,232.94	$ 16,500.00	$ 3,732.94
6118 · Postage	$ 24,759.13	$ 21,600.00	$ 3,159.13
6122 · Environmental Supplies	$ 13,818.85	$ 15,000.00	$ (1,181.15)
6123 - Tech Supplies	$ 1,516.02	$ 3,000.00	$ (1,483.98)
6125 · Books/Subscriptions	$ 1,197.94	$ 1,620.00	$ (422.06)
6128 · Minor Equipment	$ 80,719.43	$ 60,000.00	$ 20,719.43
6132 · Dues	$ 10,866.52	$ 11,700.00	$ (833.48)
6136 · Miscellaneous Supplies	$ 37,509.18	$ 6,000.00	$ 31,509.18
6145 · Licenses/Fees	$ 23,427.97	$ 6,000.00	$ 17,427.97
6150 · Recruitment/Retention	$ 63,397.98	$ 48,000.00	$ 15,397.98
Total Other Supplies	**$ 353,455.24**	**$ 269,220.00**	**$ 84,235.24**
Utilities	3%		$ 0.03
6212 · Electricity	$ 47,721.98	$ 49,475.00	$ (1,753.02)
6215 · Water	$ 4,390.40	$ 3,915.00	$ 475.40
6218 · Natural Gas	$ 16,353.74	$ 18,182.50	$ (1,828.76)
6222 · Disposal Services	$ 19,883.71	$ 19,200.00	$ 683.71

Susquehanna Community Health & Dental Clinic, Inc.
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	Outlook	Original Budget	Variance
6230 · Telephone & Internet	$ 27,184.99	$ 28,800.00	$ (1,615.01)
Total Utilities	**$ 115,534.82**	**$ 119,572.50**	**$ (4,037.68)**
Total General Operating Expenses	**$ 1,259,921.07**	**$ 1,190,316.72**	**$ 69,604.35**
Administrative/Overhead Expenses	11%		
Services Purchased			
7013 · RHS Contracted Services	$ 49,845.59	$ 108,000.00	$ (58,154.41)
7014 · IT Software	$ 334,801.27	$ 299,144.50	$ 35,656.77
7015 · IT Support	$ 10,280.44	$ 22,800.00	$ (12,519.56)
7018 · Telehealth Services	$ 64,848.00	$ -	$ 64,848.00
7023 · Chronic Care Management Services	$ 24,157.00	$ -	$ 24,157.00
7024 · Chiropractic Services	$ 98,607.60	$ 84,302.40	$ 14,305.20
7026 · Behavioral Health Services	$ 123,398.73	$ 70,369.92	$ 53,028.81
7027 · Pharmacist Contract	$ 110,000.00	$ 120,000.00	$ (10,000.00)
7028 · Staff Education (Seminars/Conferences/Travel)	$ 42,831.89	$ 22,800.00	$ 20,031.89
7029 · Mileage	$ 4,444.11	$ 13,200.00	$ (8,755.89)
7030 · Program Supplies/Incentives	$ 11,740.35	$ 14,600.00	$ (2,859.65)
7032 · Audit Fees	$ 40,125.00	$ 34,000.00	$ 6,125.00
7035 · Legal Fees	$ 4,000.00	$ 6,000.00	$ (2,000.00)
7036 · Consulting Fee	$ 101,090.00	$ 88,000.00	$ 13,090.00
7038 - Temp Staffing Fees	$ 52,740.97	$ 11,520.00	$ 41,220.97
7040 · Advertising	$ 32,167.28	$ 32,000.00	$ 167.28
7050 · Services Purchased - Miscellaneous	$ 10,041.66	$ -	$ 10,041.66
7051 · 340b Admin Fees - CaptureRx	$ 266,238.60	$ 102,500.00	$ 163,738.60
7052 · 340b Admin Fees - Medicine Shoppe	$ 2,106.00	$ 2,870.00	$ (764.00)
7053 · 340b Admin Fees - RVH&DC Pharmacy	$ 75,000.00	$ 90,000.00	$ (15,000.00)
7055 · Shredding Services	$ 2,320.00	$ 2,400.00	$ (80.00)
7056 · Employee Services	$ -	$ 2,000.00	$ (2,000.00)
7057 · Translation/After-Hour Services	$ 4,880.90	$ 4,800.00	$ 80.90
7058 · Transportation Expense	$ 3,154.20	$ -	$ 3,154.20
Total Services Purchased	**$ 1,468,819.59**	**$ 1,131,306.82**	**$ 337,512.77**
Repairs, Maintenance, & Rentals	13%		$ 0.13
7110 · Maintenance Contracts/Building Repairs	$ 33,040.26	$ 34,500.00	$ (1,459.74)
7113 · Equipment Repairs	$ 18,499.81	$ 18,000.00	$ 499.81
7116 · Cleaning Services	$ 63,602.00	$ 73,200.00	$ (9,598.00)
7120 · Building Rentals	$ 120,100.14	$ 63,179.52	$ 56,920.62
7125 · Parking Rental	$ 20,475.00	$ 21,600.00	$ (1,125.00)
Total Repairs, Maintenance, & Rentals	**$ 255,717.21**	**$ 210,479.52**	**$ 45,237.69**
Insurance Expenses	2%		$ 0.02
7310 · General Insurance	$ 12,367.70	$ 11,459.04	$ 908.66
7320 · Professional Liability Insurance - Physician	$ 23,970.61	$ 15,997.94	$ 7,972.66
7330 · Cyber Insurance	$ 4,257.32	$ 4,200.00	$ 57.32
Total Insurance Expenses	**$ 40,595.63**	**$ 31,656.98**	**$ 8,938.64**
Overhead Costs	0%		$ 0.00
7405 · Depreciation	$ 571,606.61	$ 613,510.79	$ (41,904.18)
7410 · Bank & Merchant Fees	$ 5,840.02	$ 4,800.00	$ 1,040.02
7415 · Interest	$ 249,316.17	$ 249,316.17	$ -
Total Overhead Costs	**$ 826,762.80**	**$ 867,626.96**	**$ (40,864.16)**
Total Administrative/Overhead Expenses	**$ 2,591,895.23**	**$ 2,241,070.28**	**$ 350,824.94**
	23%		
Total Expenses	**$ 11,493,382.46**	**$ 11,385,618.44**	**$ 107,764.03**
	101%		
Net Ordinary Income	**$ (96,881.65)**	**$ 427,664.70**	**$ (524,546.34)**

Susquehanna Community Health & Dental Clinic, Inc.
Fiscal Year 2019 - Estimated Financial Outlook

	Outlook	Original Budget	Variance
Losses			
9500 · Loss on Disposal of Equipment	$ 4,007.38	$ -	$ 4,007.38
Total Losses	**$ 4,007.38**	**$ -**	**$ 4,007.38**
Net Ordinary Income	**$ (100,889.03)**	**$ 427,664.70**	**$ (528,553.72)**