

| | CHC 11/30/17 | CHC 11/30/17 Pct | CHC 12/31/17 Proj | CHC Proj 12/31/17 Pct | Overall 2018 Budget | Overall 2018 Budget Pct |
|-----------------------------------------------------|-------------------|---------------------|----------------------|--------------------------|------------------------|----------------------------|
| 41100 Hospice Medicare Benefit | 17,643,260 | 78.50% | 19,300,000 | 79.43% | 20,340,765 | 87.11% |
| 41200 Medicaid Hospice Benefit | 108,701 | 0.48% | 115,000 | 0.47% | 286,610 | 1.23% |
| 41300 Private Insurance Hospice Benefit | 1,144,608 | 5.09% | 1,200,000 | 4.94% | 1,068,657 | 4.58% |
| 41400 Self-Pay Hospice Benefit | 32,737 | 0.15% | 35,000 | 0.14% | 47,042 | 0.20% |
| 41500 Hospice House Room & Board | 1,170 | 0.01% | 1,300 | 0.01% | 5,223 | 0.02% |
| 42100 Medicare Home Health | 239,265 | 1.06% | 275,000 | 1.13% | 214,139 | 0.92% |
| 42200 Medicaid Home Health | 9,697 | 0.04% | 10,000 | 0.04% | 12,003 | 0.05% |
| 42300 Private Insurance Home Health | 33,095 | 0.15% | 40,000 | 0.16% | 55,582 | 0.24% |
| 42400 Self-Pay Home Health | 9,316 | 0.04% | 9,500 | 0.04% | 10,744 | 0.05% |
| Total Operating Revenue | 19,221,849 | 85.52% | 20,985,800 | 86.37% | 22,040,765 | 94.39% |
| 46000 Contributions and Fundraising | | 0.00% | | 0.00% | | 0.00% |
| 47000 Planned Giving | | 0.00% | | 0.00% | | 0.00% |
| Total Development Income | 0 | 0.00% | 0 | 0.00% | 0 | 0.00% |
| 48000 Investment Income | | 0.00% | | 0.00% | | 0.00% |
| 49100 Interest Income | 10,375 | 0.05% | 12,000 | 0.05% | 12,000 | 0.05% |
| 49200 Beneficial Interest in Hospice Foundation | 2,807,902 | 12.49% | 2,836,825 | 11.68% | 821,871 | 3.52% |
| 49900 Center for Adult Day Services | 414,377 | 1.84% | 440,000 | 1.81% | 450,000 | 1.93% |
| 49950 GPIC Mgmt Revenue | | | | | | |
| 49951 GPIC Grant Revenue | | | | | | |
| 49952 GPIC Other Revenue | | | | | | |
| 49990 Miscellaneous & Other Income | 21,114 | 0.09% | 23,000 | 0.09% | 25,000 | 0.11% |
| Total Investment, Interest, and Other Income | 3,253,768 | 14.48% | 3,311,825 | 13.63% | 1,308,871 | 5.61% |
| Total Revenue | 22,475,617 | 100.00% | 24,297,625 | 100.00% | 23,349,636 | 100.00% |
| 50000 Salary & Wages | 9,651,713 | 54.20% | 10,500,000 | 53.71% | 11,735,448 | 53.60% |
| 50100 Temporary Staff | 154,737 | 0.87% | 160,000 | 0.82% | 100,000 | 0.46% |
| 50200 Employment Expenses | 2,376,285 | 13.34% | 2,595,000 | 13.27% | 2,895,153 | 13.22% |
| 50300 Education | 81,576 | 0.46% | 85,000 | 0.43% | 138,250 | 0.63% |
| 50400 Travel | 343,318 | 1.93% | 400,000 | 2.05% | 450,000 | 2.06% |
| 51000 Supplies Inventory | 259,172 | 1.46% | 275,000 | 1.41% | 300,000 | 1.37% |
| 51100 HMB Direct Care Costs | 2,261,845 | 12.70% | 2,450,000 | 12.53% | 2,683,298 | 12.26% |
| 51200 MHB Direct Care Costs | 36,432 | 0.20% | 50,000 | 0.26% | 19,847 | 0.09% |
| 51300 PHB Direct Care Costs | 187,552 | 1.05% | 200,000 | 1.02% | 182,591 | 0.83% |
| 51400 SHB Direct Care Costs | 32,379 | 0.18% | 40,000 | 0.20% | 43,663 | 0.20% |
| 51500 Hospice House Expenses | 21,150 | 0.12% | 25,000 | 0.13% | 31,600 | 0.14% |
| 51600 Hospice Outreach | 60,123 | 0.34% | 70,000 | 0.36% | 69,000 | 0.32% |
| 52000 Office Costs | 189,926 | 1.07% | 225,000 | 1.15% | 299,334 | 1.37% |
| 52100 Dues | 70,511 | 0.40% | 75,000 | 0.38% | 93,500 | 0.43% |
| 52200 Insurance | 201,813 | 1.13% | 225,000 | 1.15% | 221,000 | 1.01% |
| 53000 Public Awareness | 233,116 | 1.31% | 275,000 | 1.41% | 463,775 | 2.12% |
| 54000 Professional Fees | 73,490 | 0.41% | 100,000 | 0.51% | 137,750 | 0.63% |
| 54100 Software Maintenance | 224,417 | 1.26% | 260,000 | 1.33% | 284,700 | 1.30% |
| 55000 Volunteer Awards and Expenses | 12,572 | 0.07% | 15,000 | 0.08% | 30,000 | 0.14% |
| 56000 Building & Grounds | 257,623 | 1.45% | 300,000 | 1.53% | 414,038 | 1.89% |
| 56100 Telephone | 326,519 | 1.83% | 365,000 | 1.87% | 374,250 | 1.71% |
| 56200 Depreciation | 271,532 | 1.52% | 315,000 | 1.61% | 331,500 | 1.51% |
| 57000 Bad Debt | 167,493 | 0.94% | 200,000 | 1.02% | 220,408 | 1.01% |
| 58000 Miscellaneous | 64,287 | 0.36% | 75,000 | 0.38% | 100,000 | 0.46% |
| 58100 CADS Expenses | 248,211 | 1.39% | 270,000 | 1.38% | 275,000 | 1.26% |
| 58110 Interest | 0 | 0.00% | 0 | 0.00% | 0 | 0.00% |
| Total Operating Expenses | 17,807,792 | 100.00% | 19,550,000 | 100.00% | 21,894,103 | 100.00% |
| 59000 Fundraising | | 0.00% | | 0.00% | | 0.00% |
| Total Expenses | 17,807,792 | 100.00% | 19,550,000 | 100.00% | 21,894,103 | 100.00% |
| Net Gain | 4,667,825 | 20.77% | 4,747,625 | 19.54% | 1,455,532 | 6.23% |
| Beneficial Interest in Foundation | 2,807,902 | 12.49% | 2,836,825 | 11.68% | 821,871 | 3.52% |
| Net w/o Beneficial Interest in Foundation | 1,859,923 | 9.46% | 1,910,800 | 8.90% | 633,661 | 2.81% |

Capital Expenditures

165,000

369,150