

UW MEDICINE ORCAS ISLAND CLINIC FY 19-22 BUDGET PROJECTIONS		DRAFT			
		FY19 Original Pro Forma	FY19 Draft Budget	FY20	FY21
REVENUE					
PATIENT REVENUE		2,417,107	2,611,587	2,611,587	2,611,587
DEDUCTIONS FROM REVENUE		(1,033,632)	(1,150,866)	(1,150,866)	(1,150,866)
NET REVENUE	585,955	1,383,475	1,460,721	1,460,721	1,460,721
TOTAL PROVIDER SALARIES/BENEFITS	373,900	874,664	929,753	957,646	986,375
TOTAL NON-PROVIDER SALARIES AND BENEFITS	377,500	746,913	769,320	792,400	816,171
TOTAL LABOR COSTS	751,400	1,621,576	1,699,073	1,750,045	1,802,546
NON-LABOR EXPENSES	370,809	323,342	338,789	346,787	354,980
TOTAL OPERATING EXPENSES	1,122,209	1,944,918	2,037,862	2,096,832	2,157,526
NET INCOME (SHORTFALL)	\$ (536,254)	\$ (561,443)	\$ (577,141)	\$ (636,111)	\$ (696,806)
Original Pro Forma		\$ 536,254	\$ 547,059	\$ 557,765	\$ 568,875
Variance to Pro Forma		\$ 25,189	\$ 30,082	\$ 78,346	\$ 127,931
Work RVU's		13,050	14,100	14,100	14,100
Visits	5541	11,255	11,922	11,922	11,922
FYTD Provider FTE's	1.70	3.20	3.4	3.4	3.4
FYTD Non-Provider FTE's	5	8.80	8.80	8.80	8.80
Definitions					
Patient Revenue: Gross fees billed to insurance					
Deductions: Include reductions from gross charges based on contracted insurance rates, bad debt and charity care					
Provider Salaries and Benefits: Salaries and benefits for physicians and ARNP's					
Non-Provider Salaries and Benefits: Salaries and benefits for non-provider staff (front desk, MA, RN, lab, manager)					
Non-Labor Expenses: Medical/office supplies, pharmaceuticals, billing fees, insurance, travel and delivery, training and education					
Assumptions					
FY19					
Dr. Russell and Dr. Fleming were not included in original pro forma. Dr. Fleming starts 9/15/18.					
FY20 - FY22					
All providers at full capacity by FY20					
Reimbursement remains flat with steady payer mix					
3% inflation factor on compensation and expenses					