

**Relocate 30 Beds from Villa Rehab Center to Franklin County Rehab Center**

**PAYER REVENUE REPORT**

Table 5A

WITHOUT PROJECT (as if business were to continue without the CON)

	2022 Actual (Most Recent)	2023 Budget (Most Recent)	% change	2023 Proposed Year 1	% change	2024 Proposed Year 2	% change	2025 Proposed Year 3	% change
<b>Commercial</b>									
Gross Revenue Type 1	220,881		-100.0%	129,469	#DIV/0!		-100.0%		#DIV/0!
Gross Revenue Type 2			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Total Gross Revenue - Commercial	220,881	-	-100.0%	129,469	#DIV/0!	-	-100.0%	-	#DIV/0!
Allowances			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Free Care			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Bad Debt			#DIV/0!	(10,000)	#DIV/0!		#DIV/0!		#DIV/0!
Net Payer Revenue	220,881	-	-100.0%	119,469	#DIV/0!	-	-100.0%	-	#DIV/0!
Reimbursement Rate - Commercial	100%	#DIV/0!		92%		#DIV/0!		#DIV/0!	
Payer Mix - Commercial	1.8%	0.0%		1.0%		0		0	
<b>Self-Pay</b>									
Gross Revenue Type 1	1,854,274	2,095,100	13.0%	2,180,444	4.1%	2,199,855	0.9%	2,309,848	5.0%
Gross Revenue Type 2			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Total Gross Revenue - Self-Pay	1,854,274	2,095,100	13.0%	2,180,444	4.1%	2,199,855	0.9%	2,309,848	5.0%
Allowances			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Free Care			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Bad Debt	(45,738)	(35,000)	-23.5%	(34,569)	-1.2%	(35,000)	1.2%	(30,000)	-14.3%
Net Payer Revenue	1,808,536	2,060,100	13.9%	2,145,875	4.2%	2,164,855	0.9%	2,279,848	5.3%
Reimbursement Rate - Self-Pay	98%	98%		98%		98%		99%	
Payer Mix - Self-Pay	14.6%	16.6%		17.1%		17.0%		17.3%	
<b>Medicaid</b>									
Gross Revenue Type 1	6,216,988	5,449,580	-12.3%	5,688,612	4.4%	5,613,067	-1.3%	5,781,459	3.0%
Gross Revenue Type 2			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Total Gross Revenue - Medicaid	6,216,988	5,449,580	-12.3%	5,688,612	4.4%	5,613,067	-1.3%	5,781,459	3.0%
Allowances			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Free Care			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Bad Debt			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Net Payer Revenue	6,216,988	5,449,580	-12.3%	5,688,612	4.4%	5,613,067	-1.3%	5,781,459	3.0%
Reimbursement Rate - Medicaid	100%	100%		100%		100%		100%	
Payer Mix - Medicaid	50.3%	43.8%		45.4%		44.0%		43.8%	
<b>Medicare</b>									
Gross Revenue Type 1	3,874,737	4,685,468	20.9%	4,401,462	-6.1%	4,826,032	9.6%	4,970,813	3.0%
Gross Revenue Type 2	236,537	250,100	5.7%	167,818	-32.9%	161,861	-3.5%	165,098	2.0%
Total Gross Revenue - Medicare	4,111,274	4,935,568	20.0%	4,569,280	-7.4%	4,987,893	9.2%	5,135,911	3.0%
Allowances			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Free Care			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Bad Debt			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Net Payer Revenue	-	-	#DIV/0!	4,569,280	#DIV/0!	4,987,893	9.2%	5,135,911	3.0%
Reimbursement Rate - Medicare	0%	0%		100%		100%		100%	
Payer Mix - Medicare	0.0%	0.0%		36.5%		39.1%		38.9%	
<b>Total Payer Revenue</b>									
Gross Revenue Type 1	12,166,880	12,230,148	0.5%	12,399,987	1.4%	12,638,954	1.9%	13,062,120	3.3%
Gross Revenue Type 2	236,537	250,100	5.7%	167,818	-32.9%	161,861	-3.5%	165,098	2.0%
Total Gross Revenue - All Payers	12,403,417	12,480,248	0.6%	12,567,805	0.7%	12,800,815	1.9%	13,227,218	3.3%
Allowances	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Free Care	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Bad Debt	(45,738)	(35,000)	-23.5%	(44,569)	27.3%	(35,000)	-21.5%	(30,000)	-14.3%
Net Payer Revenue	12,357,679	12,445,248	0.7%	12,523,236	0.6%	12,765,815	1.9%	13,197,218	3.4%
Reimbursement Rate - All Payers	100%	100%		100%		100%		100%	

**Relocate 30 Beds from Villa Rehab Center to Franklin County Rehab Center**

**PAYER REVENUE REPORT**  
Table 5B  
**PROJECT ONLY**

	2022 Actual (Most Recent)	2023 Budget (Most Recent)	% change	2023 Proposed Year 1	% change	2024 Proposed Year 2	% change	2025 Proposed Year 3	% change
<b>Commercial</b>									
Gross Revenue Type 1			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Gross Revenue Type 2			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Total Gross Revenue - Commercial	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
<b>Allowances</b>									
Free Care			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Bad Debt			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Net Payer Revenue	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Reimbursement Rate - Commercial	#DIV/0!	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!	
Payer Mix - Commercial	#DIV/0!	#DIV/0!		#DIV/0!		0		0	
<b>Self-Pay</b>									
Gross Revenue Type 1			#DIV/0!		#DIV/0!	1,267,645	#DIV/0!	1,261,677	-0.5%
Gross Revenue Type 2			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Total Gross Revenue - Self-Pay	-	-	#DIV/0!	-	#DIV/0!	1,267,645	#DIV/0!	1,261,677	-0.5%
<b>Allowances</b>									
Free Care			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Bad Debt			#DIV/0!		#DIV/0!	(7,000)	#DIV/0!	(30,000)	328.6%
Net Payer Revenue	-	-	#DIV/0!	-	#DIV/0!	1,260,645	#DIV/0!	1,231,677	-2.3%
Reimbursement Rate - Self-Pay	#DIV/0!	#DIV/0!		#DIV/0!		99%		98%	
Payer Mix - Self-Pay	#DIV/0!	#DIV/0!		#DIV/0!		0.38		0.37	
<b>Medicaid</b>									
Gross Revenue Type 1			#DIV/0!		#DIV/0!	689,013	#DIV/0!	709,683	3.0%
Gross Revenue Type 2			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Total Gross Revenue - Medicaid	-	-	#DIV/0!	-	#DIV/0!	689,013	#DIV/0!	709,683	3.0%
<b>Allowances</b>									
Free Care			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Bad Debt			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Net Payer Revenue	-	-	#DIV/0!	-	#DIV/0!	689,013	#DIV/0!	709,683	3.0%
Reimbursement Rate - Medicaid	#DIV/0!	#DIV/0!		#DIV/0!		100%		100%	
Payer Mix - Medicaid	#DIV/0!	#DIV/0!		#DIV/0!		21%		21%	
<b>Medicare</b>									
Gross Revenue Type 1			#DIV/0!		#DIV/0!	1,305,968	#DIV/0!	1,345,147	3.0%
Gross Revenue Type 2			#DIV/0!		#DIV/0!	58,915	#DIV/0!	62,301	5.7%
Total Gross Revenue - Medicare	-	-	#DIV/0!	-	#DIV/0!	1,364,883	#DIV/0!	1,407,448	3.1%
<b>Allowances</b>									
Free Care			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Bad Debt			#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!
Net Payer Revenue	-	-	#DIV/0!	-	#DIV/0!	1,364,883	#DIV/0!	1,407,448	3.1%
Reimbursement Rate - Medicare	#DIV/0!	#DIV/0!		#DIV/0!		100%		100%	
Payer Mix - Medicare	#DIV/0!	#DIV/0!		#DIV/0!		41%		42%	
<b>Total Payer Revenue</b>									
Gross Revenue Type 1	-	-	#DIV/0!	-	#DIV/0!	3,262,626	#DIV/0!	3,316,507	1.7%
Gross Revenue Type 2	-	-	#DIV/0!	-	#DIV/0!	58,915	#DIV/0!	62,301	5.7%
Total Gross Revenue - All Payers	-	-	#DIV/0!	-	#DIV/0!	3,321,541	#DIV/0!	3,378,808	1.7%
<b>Allowances</b>									
Free Care	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Bad Debt	-	-	#DIV/0!	-	#DIV/0!	(7,000)	#DIV/0!	(30,000)	328.6%
Net Payer Revenue	-	-	#DIV/0!	-	#DIV/0!	3,314,541	#DIV/0!	3,348,808	1.0%
Reimbursement Rate - All Payers	#DIV/0!	#DIV/0!		#DIV/0!		100%		99%	

**Relocate 30 Beds from Villa Rehab Center to Franklin County Rehab Center**

Note: This table requires no "fill-in" as it is populated automatically

**PAYER REVENUE REPORT**

Table 5C  
WITH PROJECT

	2022 Actual (Most Recent)	2023 Budget (Most Recent)	% change	YYYY Proposed Year 1	% change	YYYY Proposed Year 2	% change	YYYY Proposed Year 3	% change
<b>Commercial</b>									
Gross Revenue Type 1	220,881	-	-100.0%	129,469	#DIV/0!	-	-100.0%	-	#DIV/0!
Gross Revenue Type 2	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Total Gross Revenue - Commercial	220,881	-	-100.0%	129,469	#DIV/0!	-	-100.0%	-	#DIV/0!
Allowances	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Free Care	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Bad Debt	-	-	#DIV/0!	(10,000)	#DIV/0!	-	-100.0%	-	#DIV/0!
Net Payer Revenue	220,881	-	-100.0%	119,469	#DIV/0!	-	-100.0%	-	#DIV/0!
Reimbursement Rate - Commercial	100%	#DIV/0!		92%		#DIV/0!		#DIV/0!	
Payer Mix - Commercial	2%	0%		1%		0%		0%	
<b>Self-Pay</b>									
Gross Revenue Type 1	1,854,274	2,095,100	13.0%	2,180,444	4.1%	3,467,500	59.0%	3,571,525	3.0%
Gross Revenue Type 2	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Total Gross Revenue - Self-Pay	1,854,274	2,095,100	13.0%	2,180,444	4.1%	3,467,500	59.0%	3,571,525	3.0%
Allowances	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Free Care	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Bad Debt	(45,738)	(35,000)	-23.5%	(34,569)	-1.2%	(42,000)	21.5%	(60,000)	42.9%
Net Payer Revenue	1,808,536	2,060,100	13.9%	2,145,875	4.2%	3,425,500	59.6%	3,511,525	2.5%
Reimbursement Rate - Self-Pay	98%	98%		98%		99%		98%	
Payer Mix - Self-Pay	15%	17%		17%		21%		21%	
<b>Medicaid</b>									
Gross Revenue Type 1	6,216,988	5,449,580	-12.3%	5,688,612	4.4%	6,302,080	10.8%	6,491,142	3.0%
Gross Revenue Type 2	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Total Gross Revenue - Medicaid	6,216,988	5,449,580	-12.3%	5,688,612	4.4%	6,302,080	10.8%	6,491,142	3.0%
Allowances	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Free Care	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Bad Debt	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Net Payer Revenue	6,216,988	5,449,580	-12.3%	5,688,612	4.4%	6,302,080	10.8%	6,491,142	3.0%
Reimbursement Rate - Medicaid	100%	100%		100%		100%		100%	
Payer Mix - Medicaid	#DIV/0!	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!	
<b>Medicare</b>									
Gross Revenue Type 1	3,874,737	4,685,468	20.9%	4,401,462	-6.1%	6,132,000	39.3%	6,315,960	3.0%
Gross Revenue Type 2	236,537	250,100	5.7%	167,818	-32.9%	220,776	31.6%	227,399	3.0%
Total Gross Revenue - Medicare	4,111,274	4,935,568	20.0%	4,569,280	-7.4%	6,352,776	39.0%	6,543,359	3.0%
Allowances	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Free Care	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Bad Debt	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Net Payer Revenue	-	-	#DIV/0!	4,569,280	#DIV/0!	6,352,776	39.0%	6,543,359	3.0%
Reimbursement Rate - Medicare	0%	0%		100%		100%		100%	
Payer Mix - Medicare	#DIV/0!	#DIV/0!		#DIV/0!		#DIV/0!		#DIV/0!	
<b>Total Payer Revenue</b>									
Gross Revenue Type 1	12,166,880	12,230,148	0.5%	12,399,987	1.4%	15,901,580	28.2%	16,378,627	3.0%
Gross Revenue Type 2	236,537	250,100	5.7%	167,818	-32.9%	220,776	31.6%	227,399	3.0%
Total Gross Revenue - All Payers	12,403,417	12,480,248	0.6%	12,567,805	0.7%	16,122,356	28.3%	16,606,026	3.0%
Allowances	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Free Care	-	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!	-	#DIV/0!
Bad Debt	(45,738)	(35,000)	-23.5%	(44,569)	27.3%	(42,000)	-5.8%	(60,000)	42.9%
Net Payer Revenue	12,357,679	12,445,248	0.7%	12,523,236	0.6%	16,080,356	28.4%	16,546,026	2.9%
Reimbursement Rate - All Payers	100%	100%		100%		100%		100%	