



## FY21 Annual Operating Budget Re-Forecast Summary 7/1/2020 – 6/30/2021

*The FY21 Operating Budget Re-Forecast has been prepared utilizing July 2020 through January 2021 actuals. In addition, February through June estimates were calculated using averages of year-to-date actuals taking into account continued reductions due to the COVID-19 pandemic.*

### Annual Operating Budget Summary:

	Original	Re-Forecast	Variance
Total Net Patient Revenue	\$ 10,032,763	\$ 7,957,704	(\$ 2,075,060)
Other Operating Revenue (Incentives, 340B)	\$ 622,160	\$ 2,651,215	\$ 2,029,055
Grant Revenue (330 Grant/United Way/FHCCP)	\$ 2,694,994	\$ 3,247,325	\$ 552,331
Contribution Revenue (UPMC)	\$ 5,800	\$ 8,560	\$ 2,760
<b>Total Projected Revenue</b>	<b>\$ 13,355,718</b>	<b>\$ 13,864,803</b>	<b>\$ 509,086</b>
Salaries & Wages	\$ 6,130,930	\$ 6,121,035	(\$ 9,895)
Fringe Benefits	\$ 1,982,011	\$ 1,627,411	(\$ 354,600)
Clinical Supplies	\$ 776,130	\$ 942,618	\$ 166,488
Other Supplies	\$ 301,300	\$ 522,554	\$ 221,254
Utilities	\$ 127,220	\$ 145,633	\$ 18,413
Services Purchased	\$ 1,877,425	\$ 1,965,622	\$ 88,197
Repairs, Maintenance, & Rentals	\$ 322,847	\$ 438,419	\$ 115,572
Insurance	\$ 64,920	\$ 69,347	\$ 4,427
Overhead Costs (Depreciation/Interest/Banking)	\$ 834,089	\$ 931,399	\$ 97,310
<b>Total Projected Expenses</b>	<b>\$ 12,416,872</b>	<b>\$ 12,764,037</b>	<b>\$ 347,165</b>
<b>Projected Net Income</b>	<b>\$ 938,846</b>	<b>\$ 1,100,767</b>	<b>\$ 161,921</b>
<b>Projected Net Income (Without PPP)</b>		<b>(\$ 104,793)</b>	<b>(\$ 1,043,639)</b>

### Visit Projections:

	Original	Re-Forecast	Variance
General Dental Services	23,002	16,759	(6,243)
Medical Services	27,100	23,945	(3,155)
Reproductive Health Services	2,536	2,717	181
Outreach Services	3,900	0	(3,900)
Chiropractic Services	4,745	3,622	(1,123)
Behavioral Health Services	2,736	2,036	(700)
Express Care Services	0	4,016	4,016
<b>Total Visits</b>	<b>64,019</b>	<b>53,095</b>	<b>(10,924)</b>

### Days Cash on Hand:

- Original Budget: 17.72 vs Re-Forecast: 6.56

### Jersey Shore Dental Services:

- Total estimated expenses without revenue prior to FYE 6/30/2021: \$79,083

**Year-End Department Net Income Estimates:**

- General Dental Services: **(\$195,348)**
- Medical Services: **\$912,452**
- Reproductive Health Services: **\$177,456**
- Pediatric Dental Services: **(\$18,310)**
- Pharmacy: **\$159,431**
- Outreach Services: **(\$252,778)**
- Chiropractic Services: **\$258,777**
- Behavioral Health Services: **(\$314,474)**
- Express Care Services: **\$453,040**
- Jersey Shore: **(\$77,057)**