

Franciscan Physician Network - CIM  
Center Grove Family Medicine - 2033  
For Periods Ending March 31, 2016

CURRENT MONTH					YEAR TO DATE					
Prior Year	Actual	Budget	\$ Variance	% Variance		Prior Year	Actual	Budget	\$ Variance	% Variance
Revenue										
\$110,348	\$67,906	\$115,949	(\$48,043)	(41.44%)	Gross Revenue	\$299,363	\$215,772	\$275,592	(\$59,820)	(21.71%)
(61,026)	(43,625)	(54,625)	11,000	20.14%	Contractual Adjustments	(139,605)	(108,356)	(129,835)	21,479	16.54%
30,853	3,365	417	2,948	706.88%	Change in Contractual Allowance	(8,807)	(2,451)	991	(3,442)	(347.33%)
(510)	1,810	(1,096)	2,906	265.16%	Bad Debt Write Offs	(2,558)	4,006	(2,605)	6,611	253.79%
(87)	(1,922)	(747)	(1,175)	(157.27%)	Charity Write Offs	(358)	(5,864)	(1,775)	(4,089)	(230.34%)
1,558	697	1,558	(861)	(55.28%)	Cap Premiums	7,648	2,579	7,649	(5,070)	(66.28%)
(5,713)	(3,191)	(4,875)	1,684	34.55%	Cap Write-Offs	(11,367)	(8,274)	(11,587)	3,313	28.60%
(519)	(52)	(769)	717	93.24%	Denials	(2,903)	(1,424)	(1,829)	405	22.12%
74,904	24,987	55,812	(30,825)	(55.23%)	Net Revenue	141,414	95,989	136,601	(40,612)	(29.73%)
2,752	0	3,167	(3,167)	(100.00%)	St. Francis Director Fees	10,233	0	9,501	(9,501)	(100.00%)
0	3,920	0	3,920	0.00%	Meaningful Use - Medicare	7,840	3,920	3,920	0	0.00%
1,482	7,930	1,424	6,506	456.86%	Director Fees & Other Revenue	8,206	17,962	7,831	10,131	129.37%
4,234	11,850	4,591	7,259	158.11%	Other Revenue	26,279	21,882	21,252	630	2.96%
79,138	36,837	60,403	(23,566)	(39.01%)	Total Revenue	167,693	117,871	157,853	(39,982)	(25.33%)
Provider Expenses										
20,969	25,397	36,249	10,852	29.94%	Physician Wages	60,878	76,959	86,565	9,606	11.10%
2,752	0	3,167	3,167	100.00%	Physician Directorships - St Francis	10,233	0	9,501	9,501	100.00%
900	600	600	0	0.00%	Physician Directorships - Other External	1,800	1,800	1,800	0	0.00%
0	250	0	(250)	0.00%	Phys Wages/Directorship - Liason	0	750	0	(750)	0.00%
0	0	0	0	0.00%	Physician Settlement	(1)	1,488	0	(1,488)	0.00%
16,331	5,288	7,000	1,712	24.46%	Estimated Physician Settlement	32,876	13,201	14,000	799	5.71%
4,787	3,881	3,881	0	0.00%	Physician Fringe	18,768	18,467	18,467	0	0.00%
150	720	1,655	935	56.50%	Dues	870	1,715	1,655	(60)	(3.63%)
100	100	100	0	0.00%	Phone	200	300	300	0	0.00%
0	0	333	333	100.00%	Education/Travel	225	0	999	999	100.00%
0	(22)	50	72	144.00%	Medical Transcription	3	(6)	150	156	103.79%
987	1,003	1,012	9	0.91%	Insurance	2,961	3,008	3,036	28	0.91%
46,976	37,217	54,047	16,830	31.14%	Total Provider Expenses	128,813	117,683	136,473	18,790	13.77%
32,161	(380)	6,356	(6,736)	(105.98%)	Contribution Margin	38,880	187	21,380	(21,193)	(99.12%)
542	359	553	(194)	(35.08%)	Total Patient Visits	1,350	1,166	1,486	(320)	(21.53%)
514	330	522	(192)	(36.78%)	Total Office Visits	1,265	1,101	1,404	(303)	(21.58%)
12	5	14	(9)	(64.29%)	New Patient Visits	36	26	38	(12)	(31.58%)
65	14	0	14	0.00%	No Show Visits	39	39	0	39	0.00%
\$203.59	\$189.15	\$209.67	(\$20.52)	(9.79%)	Average Charge per Patient Visit	\$221.75	\$185.05	\$185.46	(\$0.41)	(0.22%)
1	1	1	0	3.83%	Average RVU's per Patient Visit	1	1	1	0	(8.58%)
\$138.20	\$69.60	\$100.93	\$31.32	31.04%	Net Revenue per Patient Visit	\$104.75	\$82.32	\$91.93	\$9.60	10.45%

CURRENT MONTH					YEAR TO DATE					
Prior Year	Actual	Budget	\$ Variance	% Variance		Prior Year	Actual	Budget	\$ Variance	% Variance
\$86.67	\$103.67	\$97.73	(\$5.94)	(6.07%)	Total Expense per Patient Visit	\$95.42	\$100.93	\$91.84	(\$9.09)	(9.90%)
53.90%	63.20%	45.80%	17.50%	38.13%	Contractuals/Gross Revenue	44.10%	49.00%	44.30%	4.70%	10.57%
\$50,988.06	\$42,860.54	\$54,506.00	(\$11,645.46)	(21.37%)	Net Collections	\$136,784.40	\$111,825.51	\$146,549.00	(\$34,723.49)	(23.69%)
46.20%	63.10%	47.00%	16.10%	34.27%	Net Collection %	45.70%	51.80%	53.20%	-1.40%	(2.54%)
1.00	1.00	1.00	0.00	0.00%	Physician FTE	1.00	1.00	1.00	0.00	0.00%
770	489	784	(295)	(37.57%)	Production wRVUs	1,881	1,586	1,862	(276)	(14.80%)
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\$143.26	\$138.73	\$147.89	(\$9.16)	(6.19%)	Average Charge per Production wRVU	\$159.19	\$136.01	\$148.01	(\$12.00)	(8.11%)
\$97.24	\$51.05	\$71.19	\$20.14	28.29%	Net Revenue per Production wRVU	\$75.20	\$60.51	\$73.36	\$12.86	17.53%
\$60.99	\$76.04	\$68.94	(\$7.10)	(10.30%)	Total Expense per Production wRVU	\$68.50	\$74.18	\$73.29	(\$0.89)	(1.21%)
19	162	0	162	0.00%	Credited wRVUs - Administrative	136	304	0	304	0.00%

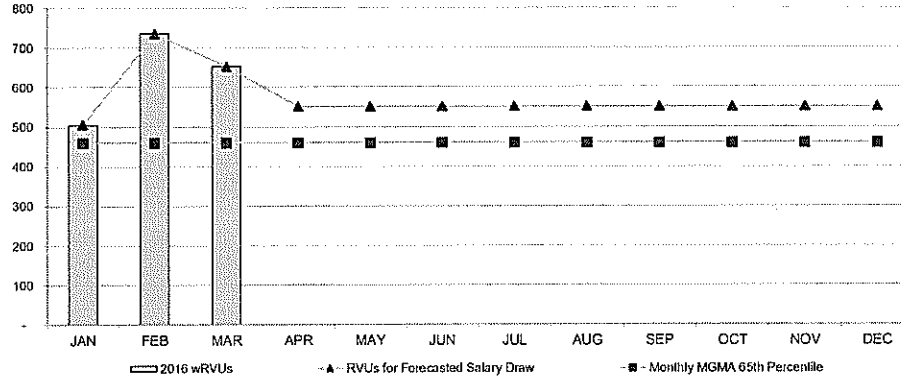
Source: Franciscan Physician Network

Franciscan Physician Network - CIR  
03/31/2016 YTD wRVU BENCHMARK REPORT

██████████ MD  
wRVU Production Contract  
Family Practice

Month	2014 wRVUs	2015 wRVUs	2016 wRVUs	RVUs for Forecasted Salary Draw	Monthly MGMA 65th Percentile
JAN	506	561	505	505	458
FEB	482	667	735	735	458
MAR	753	790	651	651	458
APR	575	807	-	550	458
MAY	572	622	-	550	458
JUN	686	701	-	550	458
JUL	821	502	-	550	458
AUG	612	957	-	550	458
SEP	772	689	-	550	458
OCT	721	572	-	550	458
NOV	701	847	-	550	458
DEC	742	799	-	550	458
<b>Total</b>	<b>7,944</b>	<b>8,514</b>	<b>1,891</b>	<b>6,841</b>	<b>5,496</b>

Monthly wRVU Trend Report



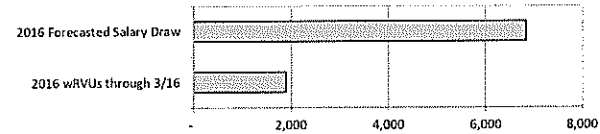
Monthly wRVU Comparison	
Current Monthly Average	630
Average Monthly wRVUs needed in remaining months to meet annual Salary Draw:	550
Production compared to Draw	Ahead

Current CF Level	
Year To Date Earned wRVUs	1891
Estimated Annual wRVUs	7563
Current Conversion Factor	\$45.27

wRVUs Range	CF Rate
0 to 3939	\$28.04
3940 to 4232	\$29.67
4233 to 4526	\$31.70
4527 to 4819	\$33.53
4820 to 5085	\$35.36
5086 to 5351	\$36.24
5352 to 5618	\$37.09
5619 to 5884	\$37.91
5885 to 6123	\$38.72
6124 to 6363	\$40.06
6364 to 6602	\$41.39
6603 to 6842	\$42.70
6843 to 7081	\$43.99
7082 to 0	\$45.27
7082 to 0	\$45.27

Next CF Level	
Monthly Number of wRVUs to Obtain Next CF Level (for the remaining months)	
Minimum wRVUs for next CF Table Level	MAX
Next Level CF Table Rate	

2016 Forecasted Salary Draw vs. Production



2016 wRVUs	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
EPIC Production wRVUs	362	735	469	-	-	-	-	-	-	-	-	-	1,566
Other Production wRVUs	-	-	-	-	-	-	-	-	-	-	-	-	-
Administrative wRVUs	142	-	162	-	-	-	-	-	-	-	-	-	304
EMR Guarantee wRVUs	-	-	-	-	-	-	-	-	-	-	-	-	-
Medical Leave wRVUs	-	-	-	-	-	-	-	-	-	-	-	-	-
Guaranteed wRVUs	-	-	-	-	-	-	-	-	-	-	-	-	-
DT modifier wRVUs	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>505</b>	<b>735</b>	<b>651</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,891</b>

Accrual for Annual Settlement	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
2016 Estimate Settlement	\$ (5,311)	\$ 11,714	\$ 4,637	-	-	-	-	-	-	-	-	-	\$ 11,039
APP Stipend	\$ 244	\$ 27	\$ -	-	-	-	-	-	-	-	-	-	\$ 271
Citizenship Stipend (1)	\$ 505	\$ 735	\$ 651	-	-	-	-	-	-	-	-	-	\$ 1,891
Group Health Election Adjustment	\$ -	\$ -	\$ -	-	-	-	-	-	-	-	-	-	\$ -
Settlement Paid	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Estimate Settlement Due	\$ (4,562)	\$ 12,475	\$ 5,288	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,201

Est. YTD Settlement	Settlement Paid	Est. Settlement Due
\$ 13,201	\$ -	\$ 13,201

(1) accrual is based on the assumption that physician is meeting all requirements needed to earn Citizenship Stipend