



FINANCIAL FORECASTING

MBC & 8150 Advisors



- Steve Stalzer, MSPT, MBA
 - M&A Advisor
 - Strategic Planning
 - Practice Valuations
- Janet Shelly, PT, DPT
 - CEO Medical Billing Center, LLC
 - Therapy Billing Specialists
 - Chair APTA PPS Payment & Policy Committee
 - Member APTA PPAC
- Robbie Leonard, DPT, CHC
 - Charge Capture
 - Compliance
 - Education & Administrative Functions

Forecasting for Survival

- Target 90% accuracy
- Run various scenarios
- Assess accrual & cash flow



KISS: Keep it Simple S...

- Adapt tools to fit your needs
- Account for \$PV variation
- Focus on biggest expenses
- Account for 3 pay period months
- Re-cast projections
 - Clinic
 - Telehealth
 - Home visits



Projections



Month	Current Cash	March	April	May
Revenue				
Clinic visit projections		5,000	5,000	5,000
Projected arrival rate		100%	50%	40%
Projected volume		5,000	2,500	2,000
Rev/visit		\$ 80.40	\$ 80.40	\$ 80.40
Clinic rev		\$ 402,000	\$ 201,000	\$ 160,800
MC visit projections		-	-	-
Rev/visit		\$ 100	\$ 100	\$ 100
Home visit rev		\$ -	\$ -	\$ -
Telehealth visit projections		-	-	-
Rev/visit		\$ 80	\$ 80	\$ 80
Telehealth visit rev		\$ -	\$ -	\$ -
Total Revenue		\$ 402,000	\$ 201,000	\$ 160,800
Expenses				
Original labor projection		\$ 220,000	\$ 220,000	\$ 330,000
RIF (Reduction In Force)		\$ -		
Labor projection		\$ 220,000	\$ 220,000	\$ 330,000
Rent		\$ 40,000	\$ 40,000	\$ 40,000
Rent reduction		\$ -		
Rent projection		\$ 40,000	\$ 40,000	\$ 40,000
Other		\$ 80,000	\$ 80,000	\$ 80,000
Reduction		\$ -	\$ -	
Other projection		\$ 80,000	\$ 80,000	\$ 80,000
Total Expenses		\$ 340,000	\$ 340,000	\$ 450,000
Projected NOI	\$ -	\$ 62,000	\$ (139,000)	\$ (289,200)

1. Keep serving.
2. Keep innovating.
3. Keep solving.
4. Keep grinding.
5. Keep making a difference.

