

GROSS MARGIN BY CLIENT

PRINT Client Name: Last _____ **First** _____

Date Range: from _____ to _____ **Completed by:** _____
(use at least 2 week range)

Payer: (circle) – Complete a profitability sheet for each payer

VA PP EW AC CADI CAC INS MA (list) _____ Other Specify) _____

Level of Caregiver: _____
(if more than one level of caregiver, figure all levels when figuring margin)

$$\frac{\text{Hours of Care}}{\text{Average Wage}} \times \frac{\text{Burden}}{1.3} + \text{Mileage} + \text{Travel} = \text{Cost}$$

$$\frac{\text{Hours of Care}}{\text{Reimbursement Rate}} \times \text{Revenue} =$$

$$\text{Revenue} - \text{Cost} = \text{Gross Margin Dollars}$$

$$\frac{\text{Gross Margin Dollars}}{\text{Revenue}} \div \text{Revenue} = \text{Gross Margin \%} \quad \text{Ideal} = \text{_____}$$

ADDITIONAL LEVELS OF CARE

Payer: (circle) – Complete a gross margin sheet for each payer

VA PP EW AC CADI CAC INS MA (list) _____ Other Specify) _____

Second Level of Caregiver: _____
(if more than one level of caregiver, figure all levels when figuring margin)

$$\frac{\text{Hours of Care}}{\text{Average Wage}} \times \frac{\text{Burden}}{1.3} + \text{Mileage} + \text{Travel} = \text{Cost}$$

$$\frac{\text{Hours of Care}}{\text{Reimbursement Rate}} \times \text{Revenue} =$$

$$\text{Revenue} - \text{Cost} = \text{Gross Margin Dollars}$$

$$\frac{\text{Gross Margin Dollars}}{\text{Revenue}} \div \text{Revenue} = \text{Gross Margin \%} \quad \text{Ideal} = \text{_____}$$

COMBINATION CASES:

$$\text{Cost} + \text{Cost} = \text{Total Cost}$$

$$\text{Revenue} + \text{Revenue} = \text{Total Revenue}$$

$$\text{Total Revenue} - \text{Total Cost} = \text{Total Gross Margin Dollars}$$

$$\frac{\text{Total Gross Margin \$}}{\text{Total Revenue}} \div \text{Total Revenue} = \text{Total Gross Margin \%} \quad \text{_____ \% to admit}$$