

STATE OF NEW YORK
PUBLIC HEALTH AND HEALTH PLANNING COUNCIL

AGENDA

April 18, 2023
10:00 a.m.

90 Church Street, Conference Rooms 4 A/B, NYC

I. INTRODUCTION OF OBSERVERS

Jeffrey Kraut, Chair

II. 2022 ANNUAL REPORT

2022 Public Health and Health Planning Council Annual Report
For Informational Purposes

III. APPROVAL OF MINUTES

December 8, 2022 PHHPC Meeting Minutes

January 26, 2023 Special PHHPC Meeting Minutes

February 9, 2023 PHHPC Meeting Minutes

IV. REPORT OF DEPARTMENT OF HEALTH ACTIVITIES

A Report of the Department of Health

James V. McDonald, M.D., M.P.H., Acting Commissioner of Health

B Report of the Office of Aging and Long Term Care

Adam Herbst, Deputy Commissioner, Office of Aging and Long Term Care

C Report of the Office of Health Equity and Human Rights

Johanne Morne, Deputy Commissioner, Office of Health Equity and Human Rights

D Report of the Office of Primary Care and Health Systems Management

John Morley, M.D., Deputy Commissioner, Office of Primary Care and Health Systems Management

E Report of the Office of Public Health

Ursula Bauer, Ph.D., MPH, Deputy Commissioner, Office of Public Health

V. PROJECT REVIEW RECOMMENDATIONS AND ESTABLISHMENT ACTIONS

A. Report of the Committee on Establishment and Project Review

Gary Kalkut, Vice Chair of the Establishment and Project Review Committee

APPLICATIONS FOR CONSTRUCTION OF HEALTH CARE FACILITIES

CATEGORY 1: Applications Recommended for Approval – No Issues or Recusals, Abstentions/Interests

CON Application

Acute Care Services - Construction

	<u>Number</u>	<u>Applicant/Facility</u>	<u>E.P.R.C. Recommendation</u>
1.	221082 C	Jamaica Hospital Medical Center (Queens County)	Contingent Approval

CATEGORY 2: Applications Recommended for Approval with the Following:

- ❖ PHHPC Member Recusals
- ❖ Without Dissent by HSA
- ❖ Without Dissent by Establishment and Project Review Committee

NO APPLICATIONS

CATEGORY 3: Applications Recommended for Approval with the Following:

- ❖ No PHHPC Member Recusals
- ❖ Establishment and Project Review Committee Dissent, or
- ❖ Contrary Recommendations by HSA

CON Application

Ambulatory Surgery Centers - Construction

	<u>Number</u>	<u>Applicant/Facility</u>	<u>E.P.R.C. Recommendation</u>
1.	222234 C	Atlantic Surgery Center (Suffolk County) Dr. Berliner – Abstained at EPRC	Contingent Approval

CATEGORY 4: Applications Recommended for Approval with the Following:

- ❖ PHHPC Member Recusals
- ❖ Establishment and Project Review Committee Dissent, or
- ❖ Contrary Recommendation by HSA

NO APPLICATIONS

CATEGORY 5: Applications Recommended for Disapproval by OHSM or Establishment and Project Review Committee - with or without Recusals

NO APPLICATIONS

CATEGORY 6: Applications for Individual Consideration/Discussion

NO APPLICATIONS

B. APPLICATIONS FOR ESTABLISHMENT AND CONSTRUCTION OF HEALTH CARE FACILITIES

CATEGORY 1: Applications Recommended for Approval – No Issues or Recusals, Abstentions/Interests

CON Applications

Ambulatory Surgery Centers – Establish/Construct

	<u>Number</u>	<u>Applicant/Facility</u>	<u>E.P.R.C. Recommendation</u>
1.	212260 B	Surgicore Suffolk, LLC (Suffolk County)	Contingent Approval
2.	222181 B	Bronx Vascular Surgical Center, LLC (Bronx County)	Contingent Approval
3.	222227 B	Southern Tier Surgery Center, LLC (Broome County)	Contingent Approval

Home Health Agency Licensures – Establish/Construct

	<u>Number</u>	<u>Applicant/Facility</u>	<u>E.P.R.C. Recommendation</u>
1.	222086 E	Aimer Home Care Corp. (Geographical Service Area: Rensselaer, Columbia, Greene, Washington, and Schenectady Counties)	Approval
2.	222156 E	Right At Home Nassau North Shore (Geographical Service Area: Nassau, Suffolk, and Queens Counties)	Approval

Certificate of Amendment of the Restated Certificate of Incorporation

Applicant

Glens Falls Hospital Foundation, Inc.

E.P.R.C. Recommendation

Approval

CATEGORY 2: Applications Recommended for Approval with the Following:

- ❖ PHHPC Member Recusals
- ❖ Without Dissent by HSA
- ❖ Without Dissent by Establishment and Project Review Committee

CON Applications

Ambulatory Surgery Centers – Establish/Construct

<u>Number</u>	<u>Applicant/Facility</u>	<u>E.P.R.C. Recommendation</u>
1. 222213 B	Staten Island GSC, LLC d/b/a Ambulatory Surgery Center of Staten Island (Richmond County) Mr. Kraut – Interest/Abstaining Dr. Strange – Interest/Abstaining	Contingent Approval

Diagnostic and Treatment Centers – Establish/Construct

<u>Number</u>	<u>Applicant/Facility</u>	<u>E.P.R.C. Recommendation</u>
1. 221123 E	Community Inclusion, Inc. d/b/a TRC Community Health Center of Western New York (Chautauqua County) Mr. Holt - Interest	Contingent Approval

Certificate of Dissolution

Applicant

St. Teresa’s Nursing Home, Inc.
Mr. LaRue – Recusal

E.P.R.C. Recommendation

Approval

CATEGORY 3: Applications Recommended for Approval with the Following:

- ❖ No PHHPC Member Recusals
- ❖ Establishment and Project Review Committee Dissent, or
- ❖ Contrary Recommendations by or HSA

NO APPLICATIONS

CATEGORY 4: Applications Recommended for Approval with the Following:

- ❖ PHHPC Member Recusals
- ❖ Establishment and Project Review Committee Dissent, or
- ❖ Contrary Recommendation by HAS

NO APPLICATIONS

CATEGORY 5: Applications Recommended for Disapproval by OHSM or
Establishment and Project Review Committee - with or without Recusals

NO APPLICATIONS

CATEGORY 6: Applications for Individual Consideration/Discussion

NO APPLICATIONS

VI. REGULATION

Report of the Committee on Codes, Regulations and Legislation

Thomas Holt, Chair of the Committee on Codes, Regulations and Legislation

For Emergency Adoption

20-22 Amendment of Sections 405.11 and 415.19 of Title 10 NYCRR
(Hospital and Nursing Home Personal Protective Equipment (PPE) Requirements)

20-06 Amendment of Part 2, Section 405.3 and Addition of Section 58-1.14 to
Title 10 NYCRR (Investigation of Communicable Disease)

For Information

20-06 Amendment of Part 2, Section 405.3 and Addition of Section 58-1.14 to
Title 10 NYCRR (Investigation of Communicable Disease)

23-05 Addition of Section 400.26 to Title 10 NYCRR & Amendment of Sections
600.1 & 710.2 of Title 10 NYCRR (Inclusion of a Health Equity Impact
Assessment as Part of the Certificate of Need (CON) Process)

VII. NEXT MEETINGS

June 15, 2023 (NYC)

June 29, 2023(NYC)

VIII. ADJOURNMENT

******Agenda items may be called in an order that differs from above******

The Jamaica Hospital
(d/b/a Jamaica Hospital Medical Center)
Consolidated Balance Sheets
December 31, 2021

(in thousands)

2021

Assets

Current assets

Cash and cash equivalents	\$ 23,370
Investments	-
Assets limited or restricted as to use	1,015
Patient accounts receivable	44,626
Prepaid expenses, supplies and other current assets	52,112
Insurance receivable	4,528
Due from third-party payors	9,354
Due from related parties	8,196

Total current assets	143,201
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Property, buildings, and equipment, net	56,709
Investment in joint venture	33,238
Due from third-party payors, less current portion	374
Insurance receivable, less current portion	20,577
Other assets	38,707

Total assets	\$ 292,806
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Liabilities and Net Assets (Deficit)

Current liabilities

Current portion of long-term debt	\$ 5,598
Accounts payable and accrued expenses	41,565
Accrued salaries and related benefits	41,543
Deferred revenue	2,752
Due to third-party payors	3,540
Current portion of estimated insurance liabilities	18,084

Total current liabilities	113,082
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Long-term debt, less current portion	45,409
Due to third-party payors, less current portion	6,358
Estimated insurance liabilities, less current portion	112,685
Accrued salaries and related benefits, less current portion	731

Total liabilities	278,265
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Net assets (deficit)

Net assets (deficit) without donor restrictions	14,541
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Total liabilities and net assets (deficit)	\$ 292,806
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The Jamaica Hospital
(d/b/a Jamaica Hospital Medical Center)
Consolidated Statements of Operations and Changes in Net Assets (Deficit)
Years Ended December 31, 2021

(in thousands)

2021

Revenues and other support

Net patient service revenue	\$ 410,009
Capitation revenue	265,342
Other revenue	220,675
	<u>896,026</u>
Total revenues and other support	<u>896,026</u>

Expenses

Salaries and wages	320,611
Employee health and welfare benefits	114,289
Supplies and other	212,524
Costs related to capitation revenue	218,586
Depreciation and amortization	10,776
Interest expense, net	4,154
	<u>880,940</u>
Total expenses	<u>880,940</u>
Gain from operations	15,086

Other nonoperating income (expense)

Provision for uncollectible amounts due from related parties, net	21,152
Equity earnings in joint venture	10,906
Other nonoperating gains, net	8
Contributions	1,132
	<u>48,284</u>
Excess of revenues and other support over expenses	48,284

Other changes in net assets (deficit)

Grant for capital purchases	456
Equity transfer to related parties	(30,733)
	<u>18,007</u>
Decrease in net deficit without donor restrictions	18,007

Net assets (deficit)

Beginning of year	<u>(3,466)</u>
End of year	<u>\$ 14,541</u>

Jamaica Hospital Medical Center
Balance Sheet-Draft

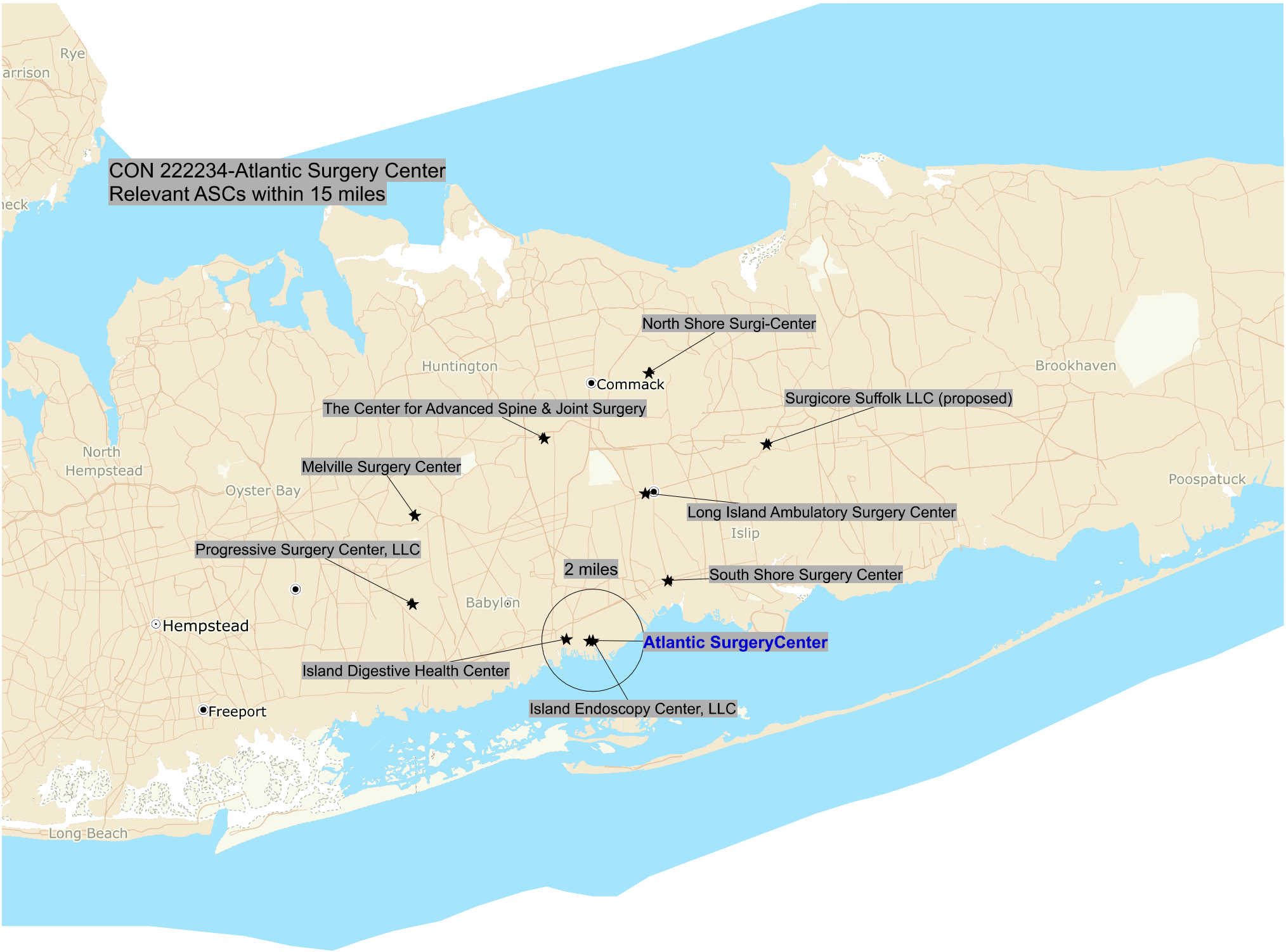
As of December 31, 2022

DESCRIPTION	December 31, 2022
ASSETS	
CURRENT ASSETS	
CASH AND INVESTMENTS	23,715,183
ASSETS LIMITED TO USE	1,021,293
ACCOUNTS RECEIVABLE-NET	55,718,702
INVENTORY	10,835,372
AR OTHER	10,576,460
GRANTS & CONTRACTS	1,899,856
PREPAID	3,203,422
DUE TO/FROM RELATED PARTIES	6,104,437
DUE FROM THIRD PARTY	8,793,358
TOTAL CURRENT ASSETS	121,868,083
PROPERTY, PLANT, & EQUIP NET	59,291,644
INVESTMENTS IN MANAGED CARE	33,858,715
OTHER ASSETS	43,299,502
TOTAL ASSETS	258,317,942
LIABILITIES	
CURRENT LIABILITIES	
CURRENT PORTION OF LTD	7,641,292
CURRENT PORTION OF MALPRACTICE	13,884,192
DUE TO THIRD PARTY-CURRENT	12,737,715
ACCOUNTS PAYABLE & ACCRUED EXP	39,102,435
DEFERRED REVENUE	16,412,298
ACCRUED PAYROLL AND BENEFITS	41,074,194
TOTAL CURRENT LIABILITIES	130,852,126
LONG TERM LIABILITIES	
ESTIMATED MALPRACTICE, LT	92,165,111
LONG TERM DEBT, NET OF CURRENT	40,087,782
TOTAL L/T LIABILITIES	132,252,893
TOTAL LIABILITIES	263,105,019
FUND BALANCE	
UNRESTRICTED FUND BALANCE	(4,787,076)
TOTAL FUND BALANCE	(4,787,076)
TOTAL LIABILITIES & FUND BAL	258,317,942

Jamaica Hospital Medical Center
YTD Comparative Revenue & Expenses -Draft

As of December 31, 2022

DESCRIPTION	CURRENT YEAR YTD ACTUAL	YTD BUDGET
UNRESTRICTED REV/OTHR SUPPORT:		
NET PATIENT SERVICE REVENUE	427,874,478	390,390,370
CAPITATION & QUALITY INCENTIVE REVENUE	303,731,276	262,443,534
INVESTMENT AND INTEREST INCOME	484,859	171,283
OTHER REVENUE AND GAINS	203,841,314	64,862,465
TOTAL UNRESTRICT REV/OTHR SUP	935,931,927	717,867,652
EXPENSES:		
SALARIES AND WAGES	321,738,439	334,296,109
EMPLOYEE BENEFITS	117,848,811	129,331,846
OUT NETWORK & CAPITATION EXP	246,151,802	222,319,090
SUPPLIES AND OTHER	230,972,005	222,212,722
INS EXP-MALPRACTICE	10,446,512	12,000,000
DEPRECIATION & AMORTIZATION	11,305,749	12,764,873
INTEREST EXPENSE	1,116,902	1,939,317
TOTAL EXPENSES	939,580,220	934,863,957
GAIN/LOSS FROM OPERATIONS	(3,648,293)	(216,996,305)
OTHER NON-OPER INCOME (EXP):		
PROV UNCOL AMTS D/F REL PRTY	(18,243,908)	-
TAXES FOR UNRELATED BUSINESS	(171,678)	(150,000)
INVESTMENT IN MANAGED CARE	6,324,000	6,200,000
CONTRIBUTIONS	423,471	720,074
MILMIC REPAYMENT	(5,390,028)	-
TOTAL OTHER NON-OPER INC (EXP)	(17,058,143)	6,770,074
GAIN/LOSS AFTER NON OPER INC	(20,706,436)	(210,226,231)
CHANGES UNRESTRICTED NET ASSET		
GRANT FOR CAPITAL PURPOSES	1,377,962	-
EQUITY TRANSF OF REL PARTIES	-	-
TOTAL CHGS UNRESTRICT NET ASST	1,377,962	-
CHANGE IN UNRESTRICTED NET	(19,328,475)	(210,226,232)



CON 22234-Atlantic Surgery Center
Relevant ASCs within 15 miles

North Shore Surgi-Center

The Center for Advanced Spine & Joint Surgery

Surgicore Suffolk LLC (proposed)

Melville Surgery Center

Long Island Ambulatory Surgery Center

Progressive Surgery Center, LLC

South Shore Surgery Center

2 miles

Atlantic SurgeryCenter

Island Digestive Health Center

Island Endoscopy Center, LLC

Atlantic Surgery Center, LLC
Balance Sheet
As of December 31, 2022

CON # 222234
BFA Attachment B

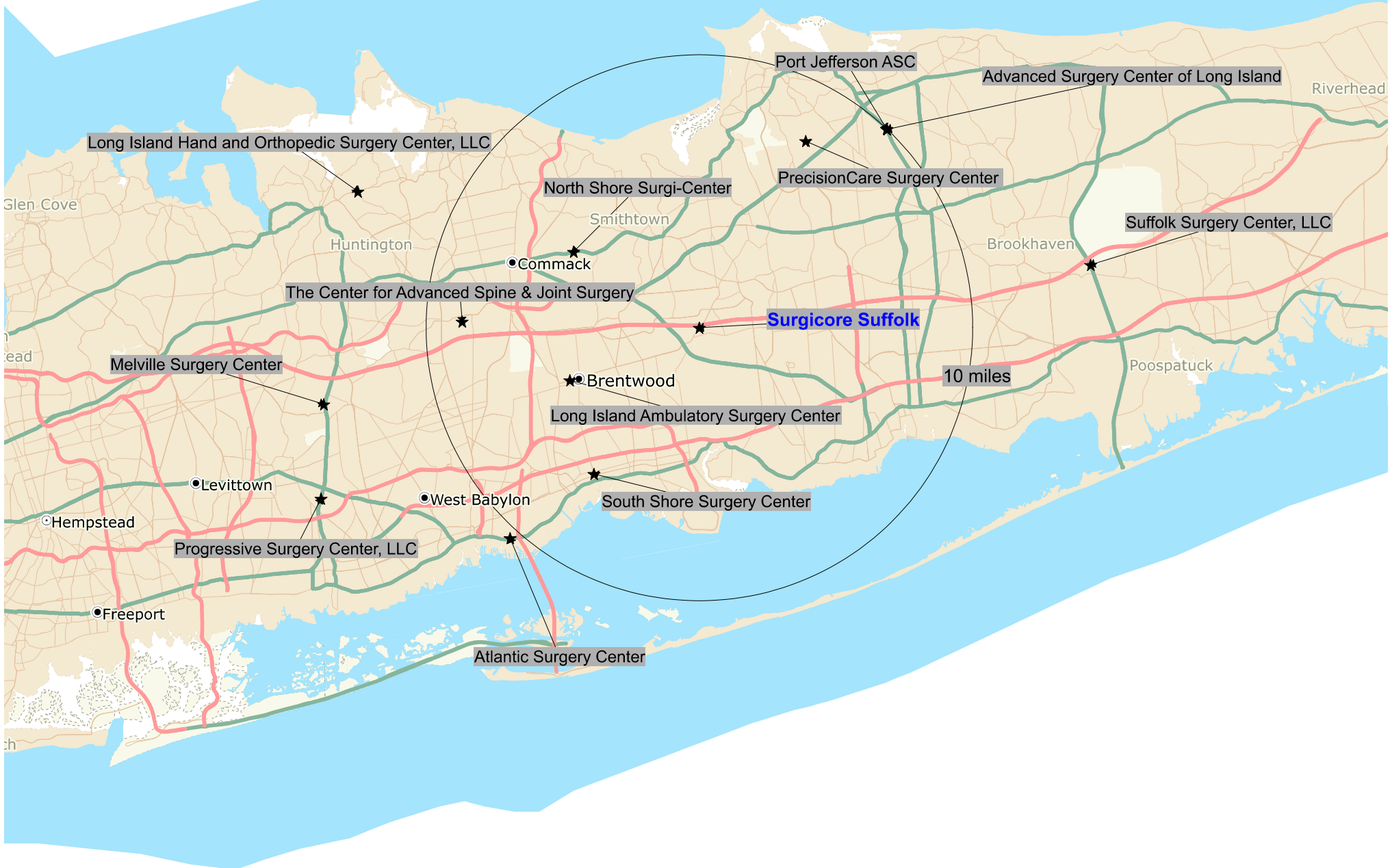
	Dec 31, 22
ASSETS	
Current Assets	
Checking/Savings	
Cash In Bank	
M & T Bank - 9016	307,654.01
Total Cash In Bank	307,654.01
Total Checking/Savings	307,654.01
Total Current Assets	307,654.01
Fixed Assets	
Building & Improvements	6,822,521.65
Furniture and Equipment	367,922.68
Total Fixed Assets	7,190,444.33
Other Assets	
Loan Obtainment Costs	10,000.00
Total Other Assets	10,000.00
TOTAL ASSETS	7,508,098.34
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
Due to Nitin Mariwalla MD, PLLC	3,543,865.83
M&T Bank Credit Card Payable	-10,015.74
Total Credit Cards	3,533,850.09
Total Current Liabilities	3,533,850.09
Long Term Liabilities	
Note Payable - Nitin Mariwalla	1,804,015.00
Note Payable - R Mariwalla	1,800,000.00
Payable to Link Medical	135,000.00
Total Long Term Liabilities	3,739,015.00
Total Liabilities	7,272,865.09
Equity	
Equity - NM	659,219.00
Retained Earnings	-59,145.65
Net Income	-364,840.10
Total Equity	235,233.25
TOTAL LIABILITIES & EQUITY	7,508,098.34

Atlantic Surgery Center, LLC
Profit & Loss
 January through December 2022

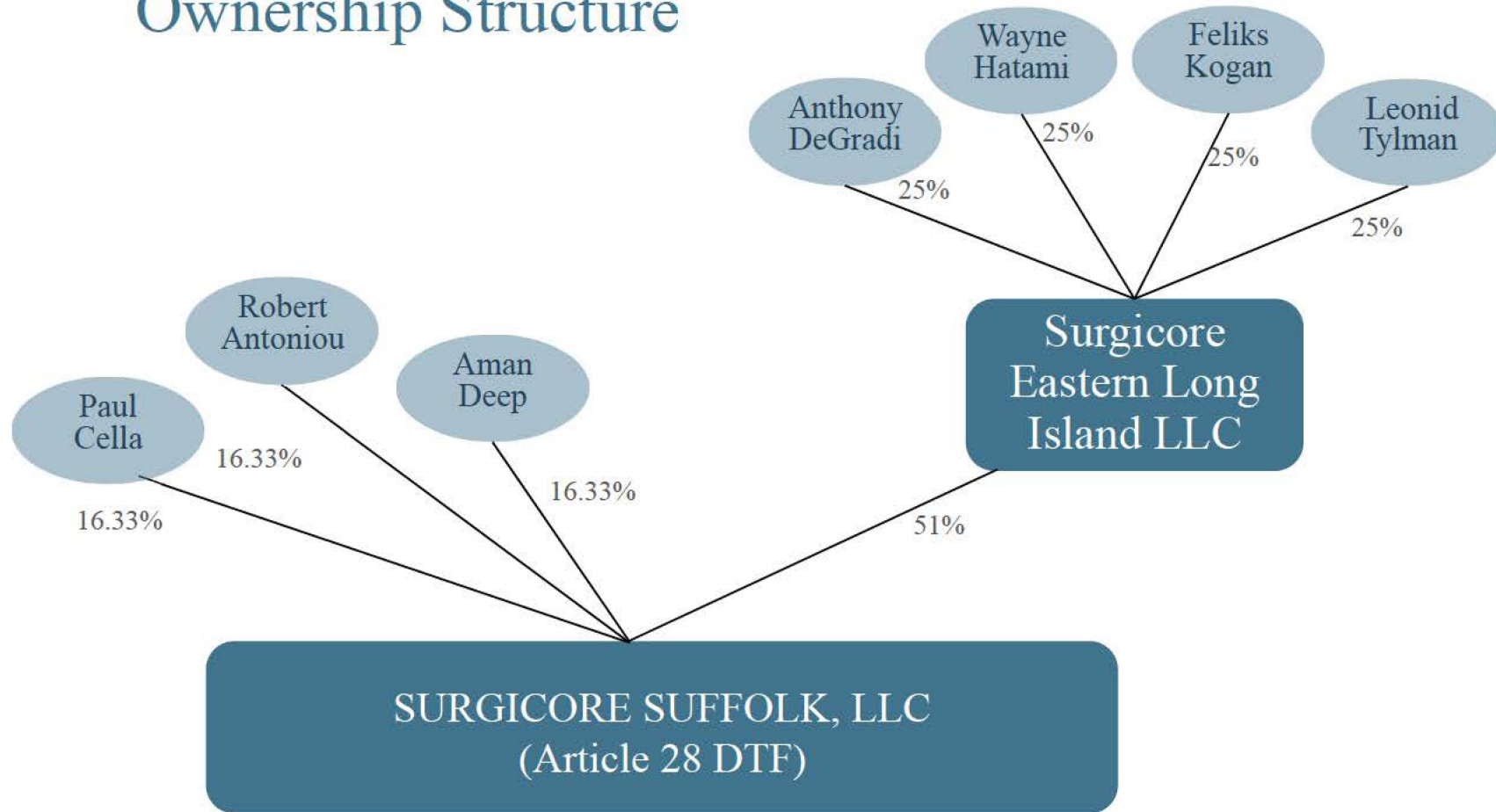
CON # 222234
BFA Attachment B
(Cont.)

	Jan - Dec 22
Ordinary Income/Expense	
Income	
Fee for Service Income	552,473.02
Total Income	552,473.02
Expense	
Bank Service Charges	218.58
Business Licenses and Permits	15,861.00
Computer and Internet Expenses	51,853.21
Consulting	45,557.60
Continuing Education	9,580.00
Dues and Subscriptions	1,078.04
Equipment Leasing	1,255.90
Insurance Expense	53,074.68
Interest Expense	155,101.54
Janitorial Expense	11,955.54
Landscaping	6,042.04
LLC Fee	25.00
Meals and Entertainment	106.53
Medical Records and Supplies	158,785.70
Office Supplies	43,866.52
Payroll Expenses	182,201.88
Professional Fees	
Legal	414.00
Total Professional Fees	414.00
Real Estate Taxes	44,779.38
Repairs and Maintenance	32,993.53
Security	1,848.94
Stationary & Printing	346.84
Telephone Expense	15,263.58
Uniforms	9,284.59
Utilities	
Cable & Internet	9,893.15
Gas and Electric	53,617.20
Trash Disposal	445.36
Water & Sewer	2,319.25
Total Utilities	66,274.96
Total Expense	907,769.58
Net Ordinary Income	-355,296.56
Other Income/Expense	
Other Expense	
To Be Classified	9,543.54
Total Other Expense	9,543.54
Net Other Income	-9,543.54
Net Income	-364,840.10

CON 212260-Surgicore Suffolk



SurgiCore Suffolk, LLC Ownership Structure



Surgicore Suffolk, LLC
Pro Forma Balance Sheet
(1st day of operations)

Assets

Current Assets

Working Capital - Cash \$1,355,321

Total Current Assets \$1,355,321

Fixed Assets

Capital/Leasehold Improvements \$5,650,050

Movable Equipment \$979,060

Total Fixed Assets \$6,629,110

TOTAL ASSETS: \$7,984,431

Liabilities

Current Liabilities

\$0

Total Current Liabilities \$0

TOTAL LIABILITIES: \$0

Equity

Combined Member Equity \$7,984,431

TOTAL EQUITY: \$7,984,431

TOTAL LIABILITIES AND MEMBERS' EQUITY \$7,984,431

CON 22181-Bronx Vascular Surgical Center, LLC



Bronx Vascular Surgical Center, LLC

ESTABLISH A SINGLE-SPECIALTY FREESTANDING AMBULATORY SURGERY CENTER

PRO FORMA BALANCE SHEET

ASSETS

AAMC Asset Purchase #	\$1,750,000
Cash (Working Capital need) *	\$861,877
Leasehold Improvements	\$2,211,989
Equipment	\$215,000
	<hr/>
TOTAL ASSETS	\$5,038,866

LIABILITIES AND MEMBER EQUITY

LIABILITIES

AAMC Asset Purchase Loan	\$1,750,000
Construction Loan	\$2,150,000
Working Capital Loan	\$400,000
	<hr/>
TOTAL LIABILITIES	\$4,300,000

MEMBER EQUITY **\$738,866**

TOTAL LIABILITIES AND MEMBER EQUITY **\$5,038,866**

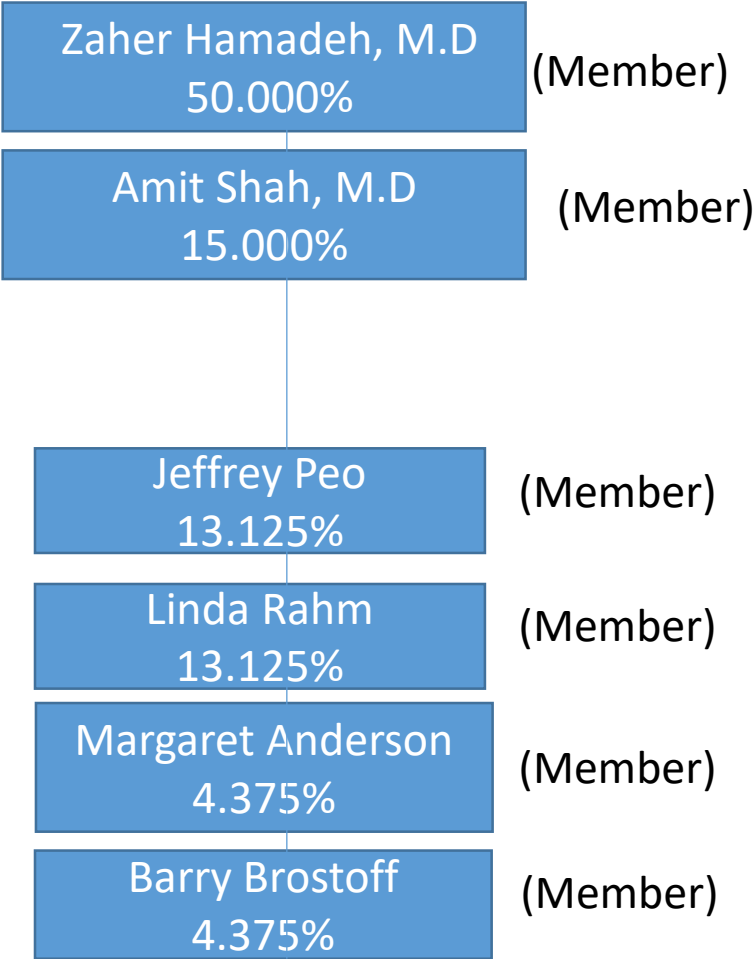
* Funded by the members of Bronx Vascular Surgical Center, LLC and through a loan.

Please refer to the Financial Narrative under the Schedule 9 Attachments.

Sch 3 Attachment – Organizational Chart



CON 222181
BFA Attachment C



CON 222227-Southern Tier Surgery Center

Southern Tier Surgery Center

Greater Binghamton Eye Surgery Center

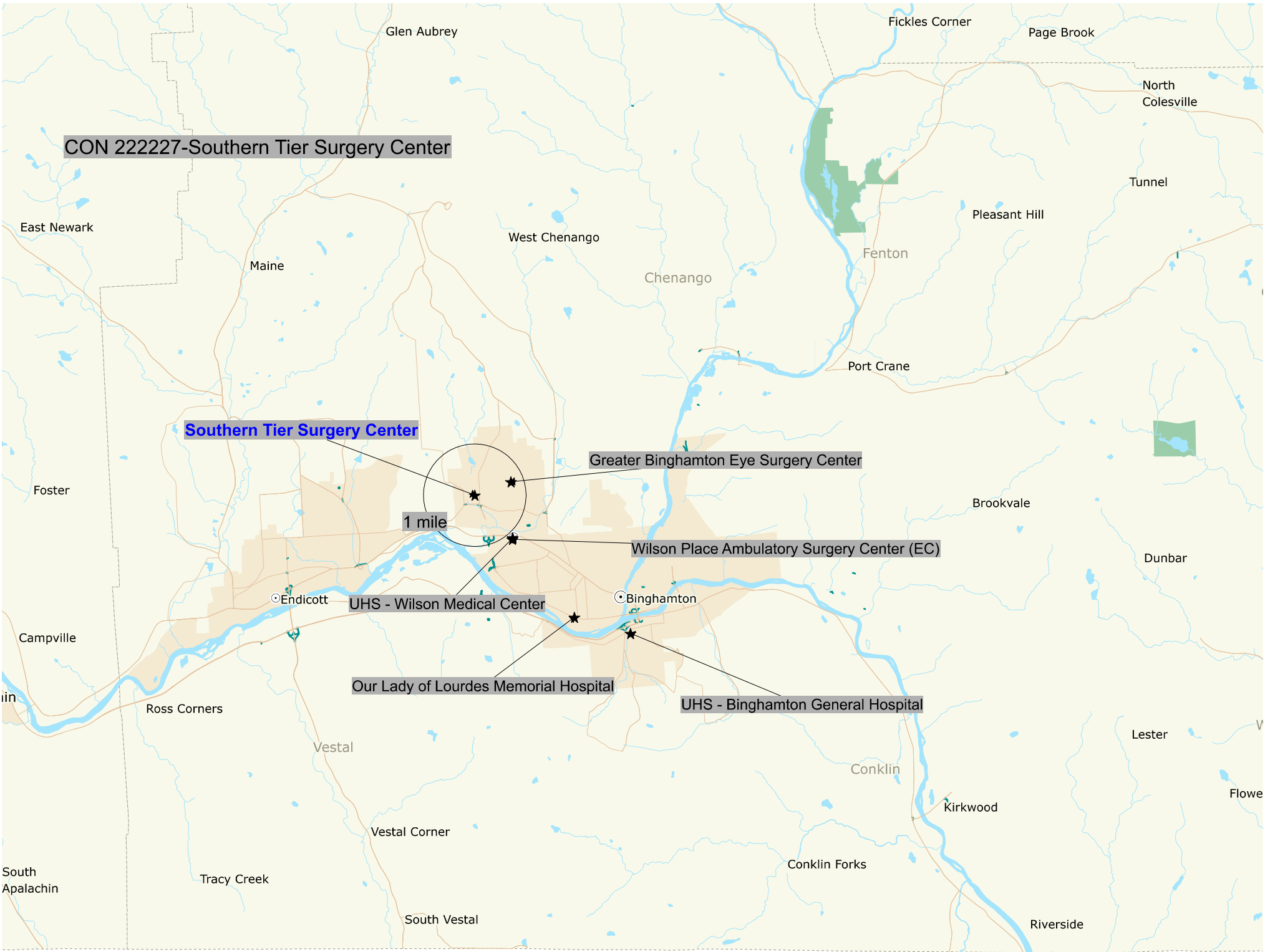
Wilson Place Ambulatory Surgery Center (EC)

UHS - Wilson Medical Center

Our Lady of Lourdes Memorial Hospital

UHS - Binghamton General Hospital

1 mile



ASCENSION
 Binghamton
 Comparative Balance Sheets, Side by Side
 As Of
 (Dollars in Thousands)

	FY 2022	FY 2021	\$ Variance
	June	June	Increase (Decrease)
ASSETS			
CURRENT ASSETS:			
Cash	\$3,282	\$10,430	(\$7,147)
Short-Term Investments	-	-	-
Accounts Receivable, Net	43,805	39,888	3,917
Estimated Settlements from Third-Party Payor	1,280	2,801	(1,520)
Due from Broker	-	-	-
Inventory	6,841	6,604	237
Other Current Assets	6,725	6,863	(138)
Total Current Assets	\$61,934	\$66,585	(\$4,651)
LONG TERM INVESTMENTS:			
Board Designated Investments	-	-	-
Assets Under Bond Agreements	-	-	-
Self Insurance Trust Funds	-	-	-
Restricted Funds	30,867	32,251	(1,384)
Other Long Term Investments	224,695	272,672	(47,977)
Long Term Investments	\$255,562	\$304,923	(\$49,361)
PROPERTY AND EQUIPMENT:			
Buildings	\$187,324	\$172,648	\$14,676
Equipment	85,768	79,491	6,277
Land and Improvements	12,475	12,295	179
Construction In Progress	9,739	6,706	3,033
Accumulated Depreciation	(166,901)	(152,555)	(14,346)
Property and Equipment, Net	\$128,404	\$118,585	\$9,819
OTHER LONG TERM ASSETS:			
ROUA Lease, net	\$19,391	\$23,032	(\$3,642)
Investments in Unconsolidated Entities, net	-	-	-
Capitalized Computer Software Costs, Net	1,325	1,305	21
Other Miscellaneous Assets	19,233	20,277	(1,043)
Other Long Term Assets	\$39,949	\$44,614	(\$4,664)
Total Assets	\$485,849	\$534,706	(\$48,857)

	FY 2022	FY 2021	\$ Variance
	June	June	Increase (Decrease)
LIABILITIES AND NET ASSETS			
CURRENT LIABILITIES:			
Current Portion of Long-Term Debt	\$603	\$618	\$15
LTD Subject to Remarketing	-	-	-
Current Portion Lease Liability	-	-	-
Accounts Payable	6,884	7,706	822
AR Credit Balances, Net	1,156	867	(289)
Total Accrued Liabilities	42,008	23,510	(18,498)
Estimated Settlement to Third-Party Payor	12,533	12,040	(493)
Current Portion Self Insurance Liability	-	-	-
Due to Broker	-	-	-
Medicare Advanced Payments	5,296	24,125	18,829
Current Portion Other Liabilities	59,024	53,312	(5,712)
Total Current Liabilities	\$127,504	\$122,179	(\$5,326)
NONCURRENT LIABILITIES:			
Long-Term Debt:			
Centralized Debt Management System	\$37,300	\$37,870	\$570
Hospital Revenue Bonds, Net	-	-	-
Other Long Term Debt	-	-	-
Net Long-Term Debt	\$37,300	\$37,870	\$570
Other Long-Term Liabilities:			
Long Term Lease Liability	\$19,699	\$23,238	\$3,539
Self Insurance Liability	-	-	-
Pension and Other PostRetirement Liability	-	-	-
Total LT Medicare Advanced Payments	-	-	-
Other Noncurrent Liabilities	31,300	55,477	24,177
Total Noncurrent Liabilities	\$88,299	\$116,585	\$28,286
Total Liabilities	\$215,804	\$238,764	\$22,960
NET ASSETS:			
Unrestricted Net Assets	\$239,179	\$263,555	\$24,377
Temporarily Restricted Net Assets	30,867	19,798	(11,069)
Permanently Restricted Net Assets	-	12,590	12,590
Donor Restricted Net Assets	30,867	32,388	1,521
Total Net Assets	\$270,045	\$295,943	\$25,898
Total Liabilities and Net Assets	\$485,849	\$534,706	\$48,857

ASCENSION
 Binghamton
 Comparative Statement of Operations
 Functional Organization
 For the Periods Ending June FY 2022
 (Dollars in Thousands)

Project # 222227
 BFA Attachment A
 (Cont.)

Periodic					Year To Date					
Actual FY2022	Actual FY2021	\$ Variance Favorable (Unfavorable)	% Variance Favorable (Unfavorable)	Actual FY2022	Actual FY2022	Actual FY2021	\$ Variance Favorable (Unfavorable)	% Variance Favorable (Unfavorable)	Actual FY2022	
\$26,740	\$26,651	\$89	0.34%	\$26,740	GROSS PATIENT SERVICE REVENUE:					
93,730	88,931	4,799	5.40%	93,730	Inpatient	\$321,837	\$313,006	\$8,831	2.82%	\$321,837
\$120,470	\$115,582	\$4,888	4.23%	\$120,470	Outpatient	1,043,994	968,742	75,253	7.77%	1,043,994
\$1,366	\$996	(\$371)	(27.13%)	\$1,366	Total Gross Patient Service Revenue	\$1,365,831	\$1,281,747	\$84,084	6.56%	\$1,365,831
44,437	41,657	(2,780)	(6.26%)	44,437	REVENUE DEDUCTIONS:					
15,788	15,809	21	0.13%	15,788	Charity	\$13,444	\$14,140	\$696	5.18%	\$13,444
14,430	13,966	(464)	(3.21%)	14,430	Medicare	485,088	447,292	(37,796)	(7.79%)	485,088
607	621	14	2.28%	607	Medicaid	189,606	165,914	(23,691)	(12.50%)	189,606
7,728	6,415	(1,313)	(16.99%)	7,728	Blue Cross Blue Shield	160,921	159,358	(1,563)	(0.97%)	160,921
1,494	1,165	(328)	(21.99%)	1,494	HMO PPO	7,208	5,520	(1,688)	(23.42%)	7,208
1,164	1,429	265	22.73%	1,164	Commercial	85,757	79,146	(6,612)	(7.71%)	85,757
0	1	1	1,139.96%	0	Uninsured	11,880	15,397	3,517	29.61%	11,880
\$87,014	\$82,058	(\$4,956)	(6.04%)	\$87,014	Other	13,480	17,225	3,746	27.79%	13,480
\$33,456	\$33,524	(\$68)	(0.20%)	\$33,456	Capitation	0	2	1	360.59%	0
758	576	(182)	(31.66%)	758	Total Revenue Deductions	\$967,383	\$903,993	(\$63,389)	(7.01%)	\$967,383
\$32,697	\$32,948	(\$250)	(0.76%)	\$32,697	Net Patient Service Revenue Before Bad Debts	\$398,448	\$377,754	\$20,694	5.48%	\$398,448
\$66	\$59	\$7	12.04%	\$66	Total Bad Debts Deductions	13,333	13,160	(173)	(1.31%)	13,333
398	143	255	178.72%	398	Net Patient Service Revenue	\$385,115	\$364,594	\$20,522	5.63%	\$385,115
3,396	4,815	(1,418)	(29.46%)	3,396	OTHER REVENUE:					
2,916	12,043	(9,127)	(75.79%)	2,916	Cafeteria/Vending Revenue	\$659	\$595	\$64	10.71%	\$659
595	243	352	144.59%	595	Contracted Services Revenue	2,566	1,420	1,146	80.69%	2,566
47	37	10	25.79%	47	Pharmacy Services Revenue	44,319	58,307	(13,988)	(23.99%)	44,319
-	1	(1)	(100.00%)	-	Pandemic Operating Revenue	2,916	12,182	(9,266)	(76.07%)	2,916
-	-	-	-	-	Donations and Grant Revenue	3,491	4,901	(1,411)	(28.78%)	3,491
1,667	824	842	102.15%	1,667	Rental Income	458	448	11	2.45%	458
\$9,085	\$18,165	(\$9,080)	(49.99%)	\$9,085	Gains on Sales of Assets	195	441	(246)	(55.83%)	195
\$41,782	\$51,113	(\$9,331)	(18.25%)	\$41,782	Income From Unconsolidated Entities-Oper	-	83	(83)	(100.00%)	-
\$12,860	\$11,748	(\$1,112)	(8.65%)	\$12,860	Other Miscellaneous Revenue	6,439	4,441	1,998	44.98%	6,439
4,271	4,170	(101)	(2.42%)	4,271	Total Other Operating Revenue	\$61,043	\$82,819	(\$21,776)	(26.29%)	\$61,043
457	307	(151)	(32.98%)	457	Total Operating Revenue	\$446,158	\$447,413	(\$1,254)	(0.28%)	\$446,158
1,660	762	(899)	(118.02%)	1,660	OPERATING EXPENSES:					
19,249	16,986	(2,262)	(13.32%)	19,249	Non-physician salaries B4 OT & CL	\$140,881	\$132,158	(\$8,723)	(6.19%)	\$140,881
3,604	2,705	(899)	(33.22%)	3,604	Physician Salaries	51,582	49,822	(1,760)	(3.53%)	51,582
3,094	3,006	(87)	(2.90%)	3,094	Overtime	5,327	3,816	(1,511)	(28.37%)	5,327
2,377	1,982	(396)	(19.96%)	2,377	Contract Labor	24,048	5,332	(18,716)	(351.00%)	24,048
4,157	5,120	964	18.82%	4,157	Total Salaries and Wages	221,839	191,128	(30,710)	(16.07%)	221,839
285	217	(69)	(31.71%)	285	Employee Benefits	41,883	41,946	63	0.15%	41,883
(48)	-	48	-	(48)	Purchased Services	35,850	36,270	419	1.16%	35,850
245	313	68	21.67%	245	Professional Fees	23,217	21,331	(1,886)	(8.84%)	23,217
7,230	6,472	(758)	(11.72%)	7,230	Supplies	57,411	54,176	(3,235)	(5.97%)	57,411
\$40,192	\$36,801	(\$3,391)	(8.44%)	\$40,192	Insurance	3,519	2,555	(964)	(37.71%)	3,519
\$1,590	\$14,311	(\$12,721)	(88.89%)	\$1,590	Income Tax Expense	(48)	6	54	878.50%	(48)
-	-	-	-	-	Provider Tax Expense	3,245	3,232	(13)	(0.40%)	3,245
\$1,590	\$14,311	(\$12,721)	(88.89%)	\$1,590	Other Operating Expense	82,540	73,607	(8,933)	(12.14%)	82,540
-	-	-	-	-	Total Operating Expense	\$469,455	\$424,251	(\$45,204)	(9.63%)	\$469,455
\$1,590	\$14,311	(\$12,721)	(88.89%)	\$1,590	Income (Loss) From Recurring Operations	(\$23,297)	\$23,161	(\$46,458)	(200.59%)	(\$23,297)
-	-	-	-	-	Impairment, Restructuring, NonRecurring	-	-	-	-	-
\$1,590	\$14,311	(\$12,721)	(88.89%)	\$1,590	Income (Loss) From Operating before SITF	(\$23,297)	\$23,161	(\$46,458)	(200.59%)	(\$23,297)
-	-	-	-	-	Total Self Insur Trust Investment Income	-	-	-	-	-
\$1,590	\$14,311	(\$12,721)	(88.89%)	\$1,590	Operating Earnings Before Int/Dep/Amort.	(\$23,297)	\$23,161	(\$46,458)	(200.59%)	(\$23,297)
\$107	\$95	(\$12)	(12.81%)	\$107	Interest Amortization Depreciation					
62	47	(15)	(31.04%)	62	Interest	\$1,386	\$1,294	(\$92)	(7.10%)	\$1,386
1,321	1,131	(190)	(16.82%)	1,321	Amortization	577	645	68	10.58%	577
\$1,490	\$1,273	(\$217)	(14.56%)	\$1,490	Depreciation	14,228	13,691	(537)	(3.92%)	14,228
\$100	\$13,038	(\$12,938)	(99.23%)	\$100	Total Interest Amort Depreciation	\$16,191	\$15,631	(\$560)	(3.46%)	\$16,191
(\$5,947)	\$5,381	(\$11,328)	(210.52%)	(\$5,947)	Income (Loss) from Operations	(\$39,488)	\$7,530	(\$47,018)	(624.38%)	(\$39,488)
(3)	-	(3)	-	(3)	NONOPERATING GAINS (LOSSES):					
(\$5,949)	\$5,381	(\$11,330)	(210.56%)	(\$5,949)	Total Investment Income, net	(\$5,338)	\$42,507	(\$47,845)	(112.56%)	(\$5,338)
(\$5,849)	\$18,419	(\$24,269)	(311.76%)	(\$5,849)	Donations	(11)	(40)	29	72.66%	(11)
(86)	-	(86)	-	(86)	Other NonOperating Activity	(208)	(200)	(8)	(3.93%)	(208)
(\$5,763)	\$18,419	(\$24,182)	(311.29%)	(\$5,763)	NonOperating Gains (Losses), Net	(\$5,557)	\$42,267	(\$47,824)	(113.15%)	(\$5,557)
					Net Income (Loss)	(\$45,045)	\$49,798	(\$94,842)	(190.46%)	(\$45,045)
					Less Noncontrolling Interests	(86)	-	(86)	-	(86)
					Net Income (Loss) Controlling Interests	(\$44,958)	\$49,798	(\$94,756)	(190.28%)	(\$44,958)

SOUTHERN TIER SURGERY CENTER, LLC

ESTABLISH A DUAL SINGLE--SPECIALTY FREESTANDING AMBULATORY SURGERY CENTER

PRO FORMA BALANCE SHEET

ASSETS

Cash	\$1,607,675
Leasehold Improvements	\$8,472,075
Equipment	\$4,593,694
	<hr/>
TOTAL ASSETS	\$14,673,444

LIABILITIES AND MEMBER EQUITY

LIABILITIES

Capital Loan	\$8,981,319
Working Capital Loan	\$400,000
	<hr/>

TOTAL LIABILITIES **\$9,381,319**

MEMBER EQUITY **\$5,292,125** *

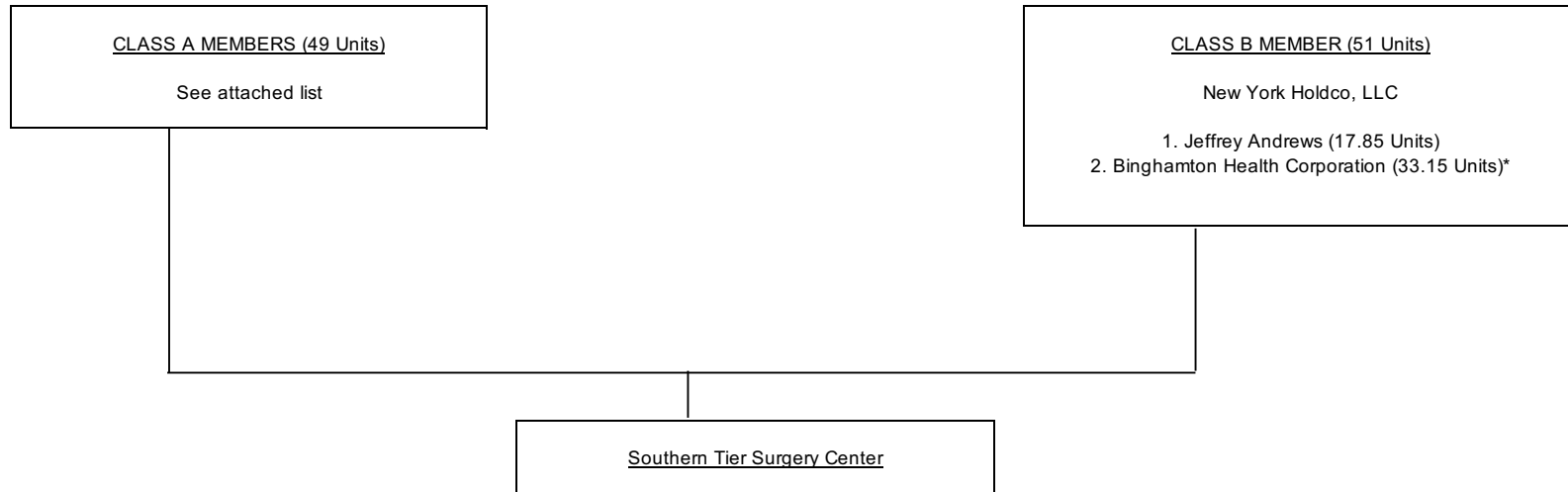
**TOTAL LIABILITIES AND
MEMBER EQUITY** **\$14,673,444**

*Includes \$2,792,125 tenant improvement allowance from the landlord.

Note: Southern Tier Surgery Center is a recently formed LLC and has no assets and liabilities.

Southern Tier Surgery Center, LLC

**Organizational Chart
and
List of Members**



Class A Managers

1. Brandon Ewald, D.P.M.
2. Dermot Reynolds, M.D.
3. Khalid Sethi, M.D.
4. Thomas Van Gorder, M.D.

Class B Managers

1. Kathryn Connerton
2. David Mannes
3. Jeffrey Andrews**

*The sole, passive member of Binghamton Health Corporation is Our Lady of Lourdes Memorial Hospital, Inc.

**Upon the Department's approval of the Outside manager Agreement, Alexandra Reyes will replace Jeffrey Andrews as a Class B Manager. A copy of the proposed Outside Manager Agreement is provided under the Schedule 3 Attachment. Please also refer to Ms. Reyes's Schedule 2A provided under the Schedule 2A Attachment.

Southern Tier Surgery Center, LLC
List of Members

Class A Members - 49 Units

Mohamed Ali Al-Saied, M.D.	2.000
Brandon Ewald, D.P.M.	4.000
Ian Hutchinson, M.D.	3.000
Dana Klush, D.P.M.	3.000
Colin McDonald, D.O.	3.000
Dermot Reynolds, M.D.	4.875
Joseph Romani, D.P.M.	4.875
Khalid Sethi, M.D.	4.875
Brian Timm, D.P.M.	3.500
Robert Van Gorder, M.D.	4.500
Thomas Van Gorder, M.D.	4.500
Darren J. Weinheimer, D.P.M.	2.000
Mark Wilson, M.D.	4.875

New York Holdco, LLC - Class B Member - 51 Units

1. Jeffrey Andrews (17.9 Units)

(35% Ownership in New York Holdco, LLC/17.9 Unit Indirect Ownership in Southern Tier Surgery Center, LLC)

2. Binghamton Health Corporation - 33.15 Units

(65% Ownership in New York Holdco, LLC/33.15 Unit Indirect Ownership in Southern Tier Surgery Center, LLC)



Tax- Audit- Consulting

February 16, 2023

COMFORT LETTER/THIRD - New York Licensed Home Care Services Agency

Dear Sir or Madam:

With regard to **Agustin Prado** (the “**Prospective New York Licensed Home Care Services Agency applicant**”) this verification letter (the “**Verification Letter**”) is to certify that I have taken reasonable steps to verify his company **AIMER HOMECARE CORP** has enough working capital to qualify for application of the - **New York Licensed Home Care Services Agency**.

I am a certified public accountant duly registered and in good standing under the laws of the jurisdiction of my residence or principal office. I have taken reasonable steps to verify that the Prospective Applicant is viable based on his net worth and, based on those steps, I have determined that the Prospective Applicant is viable with enough working capital . The most recent date as of which I have made such determination is February 16, 2022. To my knowledge after reasonable investigation, no facts, circumstances, or events have arisen after that date that led me to believe that the Prospective applicant has ceased to be viable. I acknowledge that New York State will rely on this letter in determining the Prospective applicant's eligibility to participate in the homecare application process and I consent to such reliance.

As of the date of this letter, and for a period of 90 days therefrom, I consent to the NY State reliance on this Verification Letter in connection with a potential application the Prospective applicant is undertaking.

I am delivering this Verification Letter to the Prospective applicant for [his/her] use in connection with the Offering.

Very truly yours,

Alain Feussi, CPA

Certified Public Accountant (CPA), License # 20CC04068600

cc: Agustin Prado, E-mail: aprado@amorhcpa.com

Amor Inc, New York
Projections: P&L
 January - December

16250

Monthly average number of patients	Scenario A - 25	Scenario B - 50	Scenario C - 80
Revenue (Personal Care Assistant Rate of \$30 x 1/2 (patients) *40h/week*52 weeks)	780,000.00	1,560,000.00	2,496,000.00
Gross Profit /Total Revenue	\$ 780,000.00	\$ 1,560,000.00	\$ 2,496,000.00
Expenses			
Program Expenses			
Advertising & Marketing	11,700.00	15,600.00	15,600.00
Contract Services	15,000.00	20,000.00	20,000.00
Insurance	11,500.00	13,500.00	16,500.00
Legal & Professional Services	19,000.00	22,500.00	25,000.00
Program supplies	13,500.00	18,000.00	18,000.00
Office Supplies & Software	6,300.00	8,400.00	8,400.00
Other Business Expenses	4,500.00	6,000.00	6,000.00
Utilities	4,500.00	6,000.00	6,000.00
Payroll Taxes	43,542.41	135,988.32	217,581.31
Wages/Salaries (PCA @21.09, and Nurse)	351,148.50	1,096,680.00	1,754,688.00
Total program Service Expenses	\$ 480,690.91	\$ 1,342,666.32	\$ 2,087,769.31
Net Operating Income before Tax	\$ 299,309.09	\$ 217,331.68	\$ 408,230.69
Business Tax @ 21%	\$ 62,854.91	\$ 45,639.65	\$ 85,728.44
Net Income	\$ 236,454.18	\$ 171,692.03	\$ 322,502.24
Monthly Working Capital Requirement	\$ 40,057.58	\$ 111,889.03	\$ 173,980.78

Disclaimer:

Feussi & Moza LLP has prepared this Profit and Loss Projections based on information available to us, including information derived from public sources that have not been independently verified. No representation or warranty, express or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions expressed herein. These projections are prepared solely to facilitate the New York HomeHealth application process by Amor Inc and should not be considered a comprehensive representation of the Amor Inc's financial performance. The financial information included in these projections is preliminary and unaudited.



OALTC Attachments
CON 222156

PELLEGRINO, SACCOMANI & WELLS, CPAs, LLP
Certified Public Accountants

Frank A. Pellegrino, CPA
Joseph Saccomani, CPA (NY & IL)
Edward A. Wells, CPA, CVA

Walter Jay Hirsch, CPA

Stefanie Zocchi-Gizzo

January 28, 2023

Zubin Kapadia
EQ Health Inc.
400 Post Avenue, Suite 302
Westbury, NY 11590

**INDEPENDENT ACCOUNTANT'S REPORT
ON APPLYING AGREED-UPON PROCEDURES**

Dear Mr. Kapadia:

We have performed the procedures enumerated below for EQ Health Inc ("EQ") which were agreed to by you, solely to assist EQ with its Licensed Home Care Services Agency (LHCSA) application. This agreed-upon procedure engagement was conducted in accordance with the attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of the parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report is requested or for any other purpose.

The procedures and associated findings are as follows:


Appendix A presents the Combined Balance Sheet of EQ as of December 31, 2022. Based on the procedures below we calculated Working Capital to be \$494,000 (rounded). The table below summarizes the results of our planned procedures.

Summary of goals/achievements:	Planned procedures to be performed:	Results of procedures performed:
<p>We will calculate the working capital of EQ Health as defined by the International Glossary of Appraisal/Valuation Terms for the year ending December 31, 2022.</p> <p>International Glossary of Appraisal/Valuation Terms defines working capital as “The amount of current assets minus current liabilities held in a business for its day-to-day operational needs.”</p>	<p>We will obtain a copy of the December 31, 2022 Balance Sheet of EQ Health.</p> <p>We will evaluate current assets and current liabilities by:</p> <ul style="list-style-type: none"> • Obtaining a copy of bank statements and bank reconciliations for all company bank accounts as of December 31, 2022. We will also obtain a printout of January 2023 bank transaction to test reconciling items as of December 31, 2022. • We will obtain accounts receivable ledger as of December 31, 2022. We then traced outstanding balances to subsequent cash receipts. • We will obtain a copy of the accounts payable detail and compare amounts to subsequent payments to ensure that accounts payable are recording in the correct accounting period. • We will obtain a copy of any loan agreements to ensure correct balance sheet classification. 	<p>We obtained a copy of the December 31, 2022 internally prepared balance sheets on January 17, 2023. We calculated working capital to be \$494,000 (rounded).</p> <ul style="list-style-type: none"> • We obtained a copy of the bank statement and bank reconciliation for all bank accounts listed on the Balance Sheet as of December 31, 2022. Cash balance totaled \$256,699 as of December 31, 2022. We evaluated the cash balance by tracing the book balance back to the bank balance. No exceptions were noted on our procedures. Operating acct 1080 had an in-transit deposit totaling \$3,962.41. This deposit cleared the bank in January 2023. This bank account had an outstanding check totaling \$8,578.21. 70% of the checks cleared by January 17. The other two bank accounts had no reconciling items and the bank balance agree directly to the general ledger. • We obtained an Accounts Receivable Aging Report as of December 31, 2022. Accounts Receivable totaled \$177,012. Accounts Receivable consisted of approximately 60 customers with an average balance of approximately \$2,950. We traced and agreed accounts by tracing the outstanding balance to subsequent cash receipts. We also traced subsequent receipts to the transaction posted to the bank’s online transactions. No exceptions noted on our procedure. By January 17, EQ collected \$155,989, or 88%, of the December 31, 2022, balance. As per an inquiry with management, the remaining account balance are expected to be collected. • We obtained a copy of the accounts payable details and agreed the balance of \$19,466.63 to the balance sheet. We traced and agreed Accounts Payable by scanning subsequent cash payments and looking for large and unusual items. No unusual items were noted.

		<ul style="list-style-type: none">• We inquired with management about any outstanding loans and availability of a line of credit. We also obtained statements and/or loan agreements to corroborate our inquires with management. No exceptions noted on our procedure. The company has access to a \$100,000 line of credit with no balance outstanding as of December 31, 2022.
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We were not engaged to and did not conduct an audit, the objective of which would be the expression of an opinion arising from the procedures performed. Accordingly, we do not express such an opinion. Had we performed additional procedures, other matters may have come to our attention that would have been reported to you.

The report is intended solely for the information and use of Mr. Kapadia for the Licensed Home Care Services Agency (LHCSA) application. It is not intended to be, and should not be, used by anyone other than these specified parties.



Pellegrino, Saccomani & Wells, CPAs, LLP

Appendix A: Balance Sheet Summary of EQ Health Inc. as of December 31, 2022, as prepared by management

Current Assets

Cash	\$256,699
Accounts Receivable	177,011
Prepaid Assets	<u>13,858</u>
Total Current Assets	<u>447,568</u>

Other Assets

Intangible Assets	\$2,105,644
Total Assets	<u>2,553,212</u>

Current Liabilities

Accounts payable and accrued expense	\$ 25,506
Current amount of Long-Term Debt	<u>27,903</u>
	53,409
Long-Term Debt	<u>2,299,864</u>
Equity	<u>199,939</u>
Total Liabilities	<u>\$2,553,212</u>

Appendix B: Calculation of Working Capital

Current Assets	\$447,568
Line of Credit	100,000
Less Current Liabilities	<u>(53,409)</u>
Working Capital	<u>\$ 494,159</u>

Section G. Financial Resources

PART 1 – SOURCES OF WORKING CAPITAL AND TWO MONTHS ESTIMATED OPERATING EXPENSES

Written Plan

The applicant EQ Health, Inc. is currently the manager of a LHCSA operated by Fonzalo & Canteet, Inc. (LHCSA license #1939L001) under a management agreement previously approved by the Department of Health on August 24, 2022. Fonzalo & Canteet will transfer ownership and control of its assets and services to EQ Health, Inc. upon issuance of an LHCSA operator number to EQ Health, Inc.

Funding Sources and Operating Costs Two Months Post-Licensure

The Agency has been in operations since 2009 and has a long track record of profitability. The following is a description of the funding sources to be utilized to support the agency for at least two months after licensure. Total working capital is **\$517,820** and consists of \$372,823 of working capital in the operating company (Fonzalo & Canteet, Inc.), \$45,067 in the management company (EQ Health, Inc.), and a \$100,000 line of credit at Live Oak Bank with zero outstanding balance.

\$372,823	Operating Company
\$45,067	Management Company
<u>\$100,000</u>	<u>Line of Credit – zero outstanding balance</u>
\$517,890	Total Working Capital

Operating Costs

The projected operating costs during the first two months are detailed in the chart below.

Ordinary Income/Expense	Two Months
Income	
4010 · Home Care and Companion Service	201,481.85
4020 · Personal Care Home Care Service	541,566.23
4030 · Skilled Care Home Care Services	6,558.00
4050 · Mileage Income	729.37
Total Income	750,335.45
Cost of Goods Sold	
4600 · Associate Payroll Expenses	
4610 · Home Care & Companion Wages	76,577.91
4620 · Personal Care Home Care Wages	313,798.45
4630 · Skilled Care Home Care Wages	860.88
4640 · Travel Time Wages	162.45
4650 · Sick Time Wages	2,915.36
4750 · Caregiver Mileage	650.28
4800 · Payroll Taxes Expense	41,314.23
Total 4600 · Associate Payroll Expenses	436,279.56

Total COGS	436,279.56
Gross Profit	314,055.89
Expense	
5100 · Office Payroll Expenses	
5110 · Administrative Wages	
5112 · ON Call	100.00
5110 · Administrative Wages - Other	69,012.24
Total 5110 · Administrative Wages	69,112.24
Total 5100 · Office Payroll Expenses	69,112.24
5200 · Other Payroll Items Expense	
5210 · PAYROLL Fees Expense	2,468.11
Total 5200 · Other Payroll Items Expense	2,468.11
5250 · Office Mileage	
5255 · Administrative Mileage	638.46
5265 · Other Mileage	4,758.60
Total 5250 · Office Mileage	5,397.06
5400 · Associate Group Benefits	
5402 · Disability & PFL Insurance	266.82
5410 · Health Insurance	1,183.12
5420 · 401k	3,053.54
Total 5400 · Associate Group Benefits	4,503.48
6000 · Professional Fees	
6040 · Professional On Call Services	2,965.83
Total 6000 · Professional Fees	2,965.83
6080 · Bank Service Charges	
6090 · Credit Card Fees	1,531.30
6080 · Bank Service Charges - Other	464.97
Total 6080 · Bank Service Charges	1,996.27
6100 · Office Supplies	364.86
6200 · Computer	
6210 · Computer Consulting	3373.90
6250 · Software Lease	1319.00
Total 6200 · Computer	4,692.90
6300 · Contributions	72.12
6700 · Postage and Delivery	258.62
7200 · Telecommunications	
7210 · Cell Phone	380.70
7220 · Internet	523.96
7200 · Telecommunications - Other	1601.29
Total 7200 · Telecommunications	2,505.95
7500 · Rent	11599.66
7550 · Equipment Rental	476.42
7800 · Utilities	
7802 · Electric	1087.34

Total 7800 · Utilities	1,087.34
8100 · Marketing, Sales, & PR Fees	
8110 · Media Advertising	4895.29
8140 · Web Based Marketing	97.76
8190 · Brand Fund	7484.17
8100 · Marketing, Sales, & PR Fees - Other	98.00
Total 8100 · Marketing, Sales, & PR Fees	12,575.22
8200 · Travel & Ent	
8220 · Meals	335.87
Total 8200 · Travel & Ent	335.87
8300 · Franchise Royalty Fee	37,420.87
8600 · Recruiting & Retention	
8610 · Background & DMV Checks	822.00
8600 · Recruiting & Retention - Other	567.00
Total 8600 · Recruiting & Retention	1,389.00
9000 · Miscellaneous	156.00
Total Expense	159,377.82
Net Ordinary Income	154,678.07
Other Income/Expense	
Other Income	
9200 · Interest Income	14.82
9250 · Reimbursed Expenses Income	3569.78
Total Other Income	3,584.60
Other Expense	
9400 · Other Expenses	-2460.44
Total Other Expense	-2,460.44
Net Other Income	6,045.04
Net Income	160,723.11

PART 2 – PROJECT OPERATING COSTS

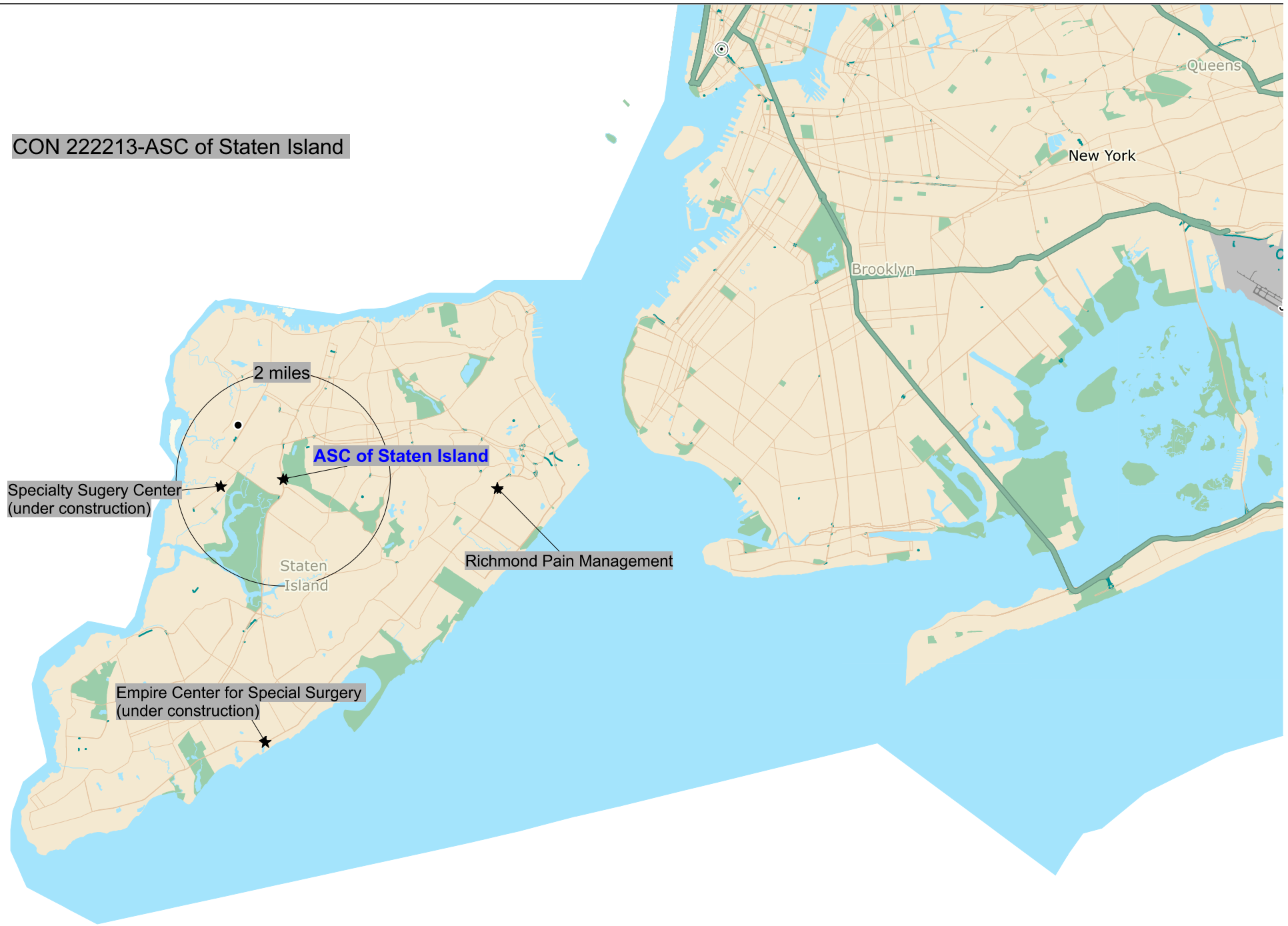
TABLE G1: SUMMARY OF OPERATING COSTS

Costs	Current Operating Costs	Estimated Operational Costs: First Year	Estimated Operational Costs: Third Year
Director/Administrator	110,000	113,300	120,200
Supervisors	50,000	51,500	54,636
Nurses (RNs/LPNs)	50,000	51,500	54,636
Home Health Aides	1,694,512	1,745,347	1,851,639
Personal Care Aides	188,279	193,927	205,738

Homemakers/Housekeepers	459,467	473,251	502,072
Professional Staff	115,983	119,462	126,738
Clerical Staff	42,770	44,053	46,736
Other Staff	5,165	5,320	5,644
Employee Benefits	27,021	27,832	29,526
Space Occupancy (Rent/Utilities)	69,598	71,686	76,052
Office Supplies	1,095	1,127	1,196
Contract Services	20,000	20,600	21,855
Transportation	36,284	37,373	39,649
Medical and Nursing Supplies	1,095	1,127	1,196
Other (Prof On call Services)	17,795	18,329	19,445
Other (Sick and Travel Time Wages)	18,467	19,021	20,179
Other (Payroll Taxes & Expenses)	262,694	270,575	287,053
Other (Bank Service Charges)	11,978	12,337	13,088
Other (Computer)	28,157	29,002	30,768
Other (Postage, Printing)	1,552	1,598	1,696
Other (Telecom)	15,036	15,487	16,430
Other (Equipment Rental)	2,859	2,944	3,124
Other (Utilities)	6,524	6,720	7,129
Other (Marketing, Sales & PR)	75,451	77,715	82,448
Other (Franchise Royalty Fee)	224,525	231,261	245,345
Other (Reimbursed Exp Income)	37,206	38,322	40,656
Total Expenses	3,573,512	3,680,718	3,904,873

PROJECTED REVENUE	Current Income	Estimated Income: First Year	Estimated Income: Third Year
Ordinary Income			
Income			
4010 · Home Care and Companion Service	1,208,891	1,245,158	1,320,988
4020 · Personal Care Home Care Service	3,249,397	3,346,879	3,550,704
4030 · Skilled Care Home Care Services	39,348	40,528	42,997
4050 · Mileage Income	4,376	4,508	4,782
Total Income	4,502,013	4,637,073	4,919,471

CON 22213-ASC of Staten Island



Pro Forma Balance Sheet

ASSETS:

Cash	\$946,563
Moveable Equipment	1,180,125
Leaehold Improvements	<u>2,562,739</u>
TOTAL ASSETS	\$4,689,427

LIABILITIES:

Bank Loan	<u>\$2,700,000</u>
TOTAL LIABILITIES	\$2,700,000

NET ASSETS	\$1,989,427
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Chautauqua County Chapter of NYSARC, Inc
Statement of Financial Position
As of November 30, 2022

ASSETS			
CURRENT ASSETS:			
Cash	156,016		
Short-term Investments	5,374,608		
Due From Related Parties	38,128		
Accounts Receivable	16,155,301		
Allowance for Doubtful Account	(128,411)		
Inventory - Other	184,273		
Raw Materials Inventory	2,502,079		
Work In Progress Inventory	722,572		
Finished Goods Inventory	944,631		
TOTAL INVENTORY	<u>4,353,555</u>	(496,826)	
Restricted Cash	30,891		
Prepaid Expense	577,680		
TOTAL CURRENT ASSETS:		26,557,770	(708,014)
LONG TERM ASSETS:			
Restricted Cash - Held Others	931,602		
Long-term Investments	1,412,999		
Notes Receivable CCRI	4,212		
FIXED ASSETS:			
Land	280,849		
Leasehold Improvements	6,742,253		
Accum Dep Leasehold Improv	(4,178,062)		
Net Leasehold Improvements	<u>2,564,190</u>		
Building & Building Improvements	22,242,539		
Bldg & Bldg Improvement Accum Depreciation	(16,369,400)		
Net Building & Building Improvements	<u>5,873,139</u>		
Vehicles	1,851,344		
Accum Depreciation Vehicles	(1,176,819)		
Net Vehicles	<u>674,525</u>		
Construction In Progress	674,946		
Equipment, Furniture & Fixtures	7,461,411		
Equip, Furniture & Fixture Accum Depreciation	(5,972,716)		
Net Equipment, Furnitures & Fixtures	<u>1,488,695</u>		
Software	1,675,322		
Accumulated Software Depreciation	(1,638,308)		
Net Software	<u>37,014</u>		
Building ROU Asset	16,929,800		
Accum. Amortization Building ROU Asset	(8,214,607)		
Net Building ROU Asset	<u>8,715,193</u>		
Vehicle ROU Asset	1,314,821		
Accum. Amortization Vehicle ROU Asset	(823,884)		
Net Vehicle ROU Asset	<u>490,937</u>		
TOTAL FIXED ASSETS	<u>20,799,488</u>		
TOTAL LONG TERM ASSETS		23,148,301	
TOTAL ASSETS		49,706,071	Acid Test Ratio 1.52

Statement of Financial Position
As of November 30, 2022

CURRENT LIABILITIES:	LIABILITIES	
Accounts Payable	2,157,858	(335,477)
Outstanding Checks	578,726	
Miscellaneous Liability	1,396,504	
Salary & Wage Payable	1,961,448	
Worker's Compensation Reserve	670,476	
Health Care Plan Reserve	1,414,540	
Health Care Reimb Arrangement	371,028	
Accrued Benefits	287,829	
Accrued Pension Plan	699,835	
Tax Assessment	182,694	
EDA Payable	151,456	
JCTP Individual Receiving Services Fund	4,988	
Individual Receiving Services Personal Funds Held	8,697	
Deferred Revenue	1,375	
Assistive Supports Liability	7,420	
FI/CSS Liability	192,537	
Excess Reimbursement	2,069	
Interest Payable	15,324	
Line of Credit	2,160,122	
NYSARC Tax Exempt Lease - Current Portion	180,861	
Lease Payments - Current Portion	1,343,629	
Mortgage Payable - Current Portion	<u>431,664</u>	
TOTAL CURRENT LIABILITIES	14,221,082	(643,177)
LONG TERM LIABILITIES:		
Mortgage Payable Long Term	4,403,197	
NYSARC Tax Exempt Lease	340,228	
Lease Liability - Buildings	8,704,251	
Lease Liability - Vehicles	200,403	
Debt Issue Costs	(61,415)	
Accrued Liability - 457 Trust	1,451,004	
Workers Compensation Long Term	2,100,000	
Funds Held For Others	<u>931,602</u>	
TOTAL LONG TERM LIABILITIES	18,069,269	18,069,269
FUND BALANCE		
Fund Balance	16,257,501	
Income Statement	<u>1,158,219</u>	
ENDING FUND BALANCE	<u>17,415,720</u>	(164,556)
TOTAL LIABILITIES AND FUND BALANCE	<u><u>49,706,071</u></u>	-

Chautauqua County Chapter of NYSARC, Inc
Statement of Income and Expenses
Consolidated
For the Eleven Months Ending November 30, 2022

CURRENT PERIOD			YEAR TO DATE		
BUDGET	ACTUAL	% OF BUD	BUDGET	ACTUAL	% OF BUD
Revenues					
1,530,708	2,385,810	156%	25,076,336	23,441,543	93%
134,061	195,919	146%	1,518,966	1,445,225	95%
32,864	127,346	387%	539,296	824,386	153%
273	(14,660)	-5372%	22,902	48,354	211%
33	10,586	31758%	6,648	50,088	753%
1,366,347	1,367,749	100%	15,142,186	17,364,818	115%
1,393,204	1,466,017	105%	15,406,147	18,901,811	123%
28,039	23,110	82%	312,170	287,967	92%
654,498	584,007	89%	7,431,447	7,774,538	105%
279,184	289,645	104%	3,093,165	3,796,887	123%
5,613	3,326	59%	75,020	26,478	35%
77,188	101,447	131%	851,170	893,885	105%
117,891	91,035	77%	1,353,869	1,506,718	111%
171,311	137,451	80%	1,967,493	1,472,713	75%
232,226	255,578	110%	2,442,649	2,259,766	93%
391,494	178,134	46%	4,714,349	2,687,761	57%
6,414,934	7,202,500	112%	79,953,814	82,782,938	104%
Expenses					
3,618,302	3,825,062	106%	40,786,271	42,962,692	105%
854,110	794,107	93%	9,551,402	9,272,037	97%
1,322,433	1,885,019	143%	19,768,708	19,201,384	97%
385,125	369,374	96%	4,253,134	4,206,459	99%
99,030	127,543	129%	1,089,824	1,087,115	100%
185,357	153,831	83%	2,065,587	1,787,450	87%
194,810	212,121	109%	2,267,175	2,074,849	92%
6,659,168	7,367,057	111%	79,782,101	80,591,985	101%
(244,234)	(164,556)	67%	171,713	2,190,953	1276%
-	-		-	(1,032,734)	
(244,234)	(164,556)	67%	171,713	1,158,219	675%

CASH FLOW ANALYSIS

Year 1

	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6	MONTH 7	MONTH 8	MONTH 9	MONTH 10	MONTH 11	MONTH 12	TOTAL
CASH - BEG OF PERIOD	-	19,033	27,040	35,048	36,075	37,103	38,130	39,158	40,185	41,213	42,240	43,267	-
<u>CASH RECEIPTS</u>													
<i>COLLECTION OF A/R:</i>													
Commercial	-	-	-	34,228	34,228	34,228	34,228	34,228	34,228	34,228	34,228	34,228	308,052
Medicare	-	-	-	29,420	29,420	29,420	29,420	29,420	29,420	29,420	29,420	29,420	264,782
Medicare - Managed Care	-	-	-	7,900	7,900	7,900	7,900	7,900	7,900	7,900	7,900	7,900	71,096
Medicaid - Fee for service	-	-	-	24,994	24,994	24,994	24,994	24,994	24,994	24,994	24,994	24,994	224,947
Medicaid - Managed Care	-	-	-	96,478	96,478	96,478	96,478	96,478	96,478	96,478	96,478	96,478	868,303
Private	-	22,203	22,203	22,203	22,203	22,203	22,203	22,203	22,203	22,203	22,203	44,406	266,436
Medical Oversight to TRC programs	130,000	-	-	-	-	-	-	-	-	-	-	-	130,000
All other	78,621	78,621	78,621	78,621	78,621	78,621	78,621	78,621	78,621	78,621	78,621	78,621	943,450
Bad Debt	-	(3,228)	(3,228)	(3,228)	(3,228)	(3,228)	(3,228)	(3,228)	(3,228)	(3,228)	(3,228)	(6,457)	(38,740)
TOTAL CASH RECEIPTS	208,621	97,596	97,596	290,615	290,615	290,615	290,615	290,615	290,615	290,615	290,615	309,590	3,038,325
<u>CASH DISBURSEMENTS</u>													
Salaries	178,346	178,346	178,346	178,346	178,346	178,346	178,346	178,346	178,346	178,346	178,346	178,346	2,140,152
Employee Benefits	37,637	37,637	37,637	37,637	37,637	37,637	37,637	37,637	37,637	37,637	37,637	37,637	451,648
Professional Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Medical & Surgical Supplies	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	121,592
Non-med. Non-surg. Supplies	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	4,029	48,352
Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Purchased Services	43,521	43,521	43,521	43,521	43,521	43,521	43,521	43,521	43,521	43,521	43,521	43,521	522,250
Other Direct Expenses	4,773	4,773	4,773	4,773	4,773	4,773	4,773	4,773	4,773	4,773	4,773	4,773	57,282
Interest	482	482	482	482	482	482	482	482	482	482	482	482	5,780
Rent / Lease	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	10,667	128,000
TOTAL CASH DISB.	289,588	289,588	289,588	289,588	289,588	289,588	289,588	289,588	289,588	289,588	289,588	289,588	3,475,056
<i>WORKING CAPITAL LOC DRAWS</i>	100,000	200,000	200,000	-	-	-	-	-	-	-	-	-	500,000
Repayment of LOC	-	-	-	-	-	-	-	-	-	-	-	(20,000)	(20,000)
CASH - INC (DEC)	19,033	8,008	8,008	1,027	1,027	1,027	1,027	1,027	1,027	1,027	1,027	2	43,270
CASH - END OF PERIOD	19,033	27,040	35,048	36,075	37,103	38,130	39,158	40,185	41,213	42,240	43,267	43,270	43,270
<i>Noncash</i>													
Depreciation	6,989	6,989	6,989	6,989	6,989	6,989	6,989	6,989	6,989	6,989	6,989	6,989	83,869
	19,033	46,073	62,088	71,123	73,178	75,233	77,288	79,343	81,398	83,453	85,507	86,537	840,255

DAY 1 Pro-Forma Balance Sheet

	Day 1
ASSETS	
Cash	130,000
A/R	215,223
PP&E	<u>746,980</u>
Total assets	<u><u>1,092,203</u></u>
LIABILITIES	
Deferred revenue	130,000
LOC Payable	<u>-</u>
Total liabilities	130,000
NET ASSETS	
Unrestricted net assets	<u>962,203</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>1,092,203</u></u>

Board of Directors *
Community Inclusion Inc.
d/b/a TRC Community Health Center of WNY

Chief Executive Officer

**Executive VP
of Clinical Operations**

Practice Manager

Site # 1 @ 880-890 E 2nd St Jamestown
Services: Primary Care; Dental; Podiatry

Site # 2 @ 350 E 2nd St Jamestown
**Services:
School Based Health - Primary Care; Dental**

Site # 3 @ 186 Lakeshore Dr Dunkirk
Services: Dental; Podiatry

Front Desk- Patient Access Reps. & Patient Navigation

**Dentists
Dental Hygienists
Dental Assistants**

**MD
NP**

**Dental Hygienist
Dental Assistant**

**NP
RN**

MD- Podiatrist

**Dentists
Dental Hygienists
Dental Assistants**

**RN
LPS
MA**

MA

Billing; Medical Records