

THIS EXAMPLE IS FOR ILLUSTRATIVE PURPOSES ONLY.

Projected Revenue Inputs

- Step 1: Enter the top 3 payers into "Payer Mix" table (includes commercial and Medicare Advantage) - light blue cells
 - Step 2: Enter the percentage of patients covered by each payer listed in the "Payer Mix" table - blue cells *Total must equal 100.*
 - Step 3: Identify allowables for each payer for the listed services - light green cells
 - Note: The 2020 National Medicare Non-facility Allowables have been autopopulated. However, they may be replaced with local rates, if desired.
 - Step 4: Enter Self-Pay rates - dark green cells
 - Step 5: Estimate total number of visits for each service - gray cells
- All yellow boxes are protected cells as they are calculated from the information you provided in the above steps.
 The estimated revenue will be automatically moved to your Practice Financials Worksheet.

| Payer Mix | | | | | | | |
|-----------|-----------|-----------|-----------|----------|--------------------------|----------|-------|
| [Payer 1] | [Payer 2] | [Payer 3] | [Payer 4] | Medicaid | Fee-for-Service Medicare | Self-Pay | Total |
| 30% | 30% | 0% | 0% | 0% | 30% | 10% | 100% |

| Office Visit Evaluation and Management (E/M) Services ¹¹ | | | | | | | | |
|---|-----------------------------------|-----------|-----------|-----------|-----------|----------|--|-----------|
| Code | Description | [Payer 1] | [Payer 2] | [Payer 3] | [Payer 4] | Medicaid | 2020 National Medicare Non-facility Allowable* | Self-Pay |
| 99201 | New Patient E/M - Level 1 | \$ 51.22 | \$ 53.54 | | | | \$ 46.56 | \$ 50.00 |
| 99202 | New Patient E/M - Level 2 | \$ 84.95 | \$ 88.81 | | | | \$ 77.23 | \$ 80.00 |
| 99203 | New Patient E/M - Level 3 | \$ 120.29 | \$ 125.75 | | | | \$ 109.35 | \$ 110.00 |
| 99204 | New Patient E/M - Level 4 | \$ 183.80 | \$ 192.15 | | | | \$ 167.09 | \$ 170.00 |
| 99205 | New Patient E/M - Level 5 | \$ 232.23 | \$ 242.79 | | | | \$ 211.12 | \$ 215.00 |
| 99211 | Established Patient E/M - Level 1 | \$ 25.81 | \$ 26.98 | | | | \$ 23.46 | \$ 25.00 |
| 99212 | Established Patient E/M - Level 2 | \$ 50.81 | \$ 53.12 | | | | \$ 46.19 | \$ 50.00 |
| 99213 | Established Patient E/M - Level 3 | \$ 83.77 | \$ 87.57 | | | | \$ 76.15 | \$ 80.00 |
| 99214 | Established Patient E/M - Level 4 | \$ 121.47 | \$ 126.99 | | | | \$ 110.43 | \$ 115.00 |
| 99215 | Established Patient E/M - Level 5 | \$ 163.16 | \$ 170.58 | | | | \$ 148.33 | \$ 150.00 |

¹¹Includes E/M services provided via telehealth

| 2020 February Projected Visits | 2020 February Estimated Revenue | 2020 March Projected Visits | 2020 March Estimated Revenue | 2020 April Projected Visits | 2020 April Estimated Revenue | 2020 May Projected Visits | 2020 May Estimated Revenue |
|--------------------------------|---------------------------------|-----------------------------|------------------------------|-----------------------------|------------------------------|---------------------------|----------------------------|
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 8 | \$ 940.93 | 8 | \$ 940.93 | 8 | \$ 940.93 | 8 | \$ 940.93 |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 12 | \$ 304.48 | 12 | \$ 304.48 | 12 | \$ 304.48 | 12 | \$ 304.48 |
| 40 | \$ 2,001.41 | 40 | \$ 2,001.41 | 40 | \$ 2,001.41 | 40 | \$ 2,001.41 |
| 122 | \$ 10,034.04 | 122 | \$ 10,034.04 | 122 | \$ 10,034.04 | 122 | \$ 10,034.04 |
| 40 | \$ 4,766.77 | 40 | \$ 4,766.77 | 40 | \$ 4,766.77 | 40 | \$ 4,766.77 |
| 8 | \$ 1,276.97 | 8 | \$ 1,276.97 | 8 | \$ 1,276.97 | 8 | \$ 1,276.97 |
| 230 | \$ 19,324.61 | 230 | \$ 19,324.61 | 230 | \$ 19,324.61 | 230 | \$ 19,324.61 |

| Wellness & Care Coordination Services | | | | | | | | |
|---------------------------------------|--|-----------|-----------|-----------|-----------|----------|--|-----------|
| Code | Description | [Payer 1] | [Payer 2] | [Payer 3] | [Payer 4] | Medicaid | 2020 National Medicare Non-facility Allowable* | Self-Pay |
| G0402 | Initial Preventive Physical Examination (IPPE) | \$ 185.39 | \$ 193.82 | | | | \$ 168.54 | \$ 170.00 |
| G0438 | Initial Annual Wellness Visit (AWV) | \$ 190.16 | \$ 198.80 | | | | \$ 172.87 | \$ 175.00 |
| G0439 | Subsequent AWV | \$ 129.02 | \$ 134.88 | | | | \$ 117.29 | \$ 120.00 |
| 99490 | Chronic Care Management (CCM) by Clinical Staff (20 minutes) | \$ 46.44 | \$ 48.55 | | | | \$ 42.22 | \$ 45.00 |
| 99491 | CCM by Physician or Qualified Health Professional | \$ 92.50 | \$ 96.70 | | | | \$ 84.09 | \$ 85.00 |
| G2058 | CCM by Clinical Staff (additional 20 minutes) | \$ 41.68 | \$ 43.57 | | | | \$ 37.89 | \$ 40.00 |
| 99487 | Complex CCM (60 minutes) | \$ 101.63 | \$ 106.25 | | | | \$ 92.39 | \$ 95.00 |
| 99489 | Each Additional 30 minutes | \$ 49.23 | \$ 51.46 | | | | \$ 44.75 | \$ 45.00 |
| 99497 | Advance Care Planning (first 30 minutes) | \$ 95.68 | \$ 100.03 | | | | \$ 86.98 | \$ 90.00 |
| 99498 | Advance Care Planning (additional 20 minutes) | \$ 83.77 | \$ 87.57 | | | | \$ 76.15 | \$ 80.00 |
| 99495 | Transitional Care Management (moderate medical complexity) | \$ 206.44 | \$ 215.82 | | | | \$ 187.67 | \$ 190.00 |
| 99496 | Transitional Care Management (high medical complexity) | \$ 272.73 | \$ 285.13 | | | | \$ 247.94 | \$ 250.00 |

| 2020 February Projected Visits | 2020 February Estimated Revenue | 2020 March Projected Visits | 2020 March Estimated Revenue | 2020 April Projected Visits | 2020 April Estimated Revenue | 2020 May Projected Visits | 2020 May Estimated Revenue |
|--------------------------------|---------------------------------|-----------------------------|------------------------------|-----------------------------|------------------------------|---------------------------|----------------------------|
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 32 | \$ 1,461.26 | 32 | \$ 1,461.26 | 32 | \$ 1,461.26 | 32 | \$ 1,461.26 |
| 12 | \$ 1,085.85 | 12 | \$ 1,085.85 | 12 | \$ 1,085.85 | 12 | \$ 1,085.85 |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 12 | \$ 2,423.74 | 12 | \$ 2,423.74 | 12 | \$ 2,423.74 | 12 | \$ 2,423.74 |
| 0 | \$ - | 0 | \$ - | 0 | \$ - | 0 | \$ - |
| 56 | \$ 4,970.86 | 56 | \$ 4,970.86 | 56 | \$ 4,970.86 | 56 | \$ 4,970.86 |

| Virtual Visits/Telephone Visits | | | | | | | | |
|---------------------------------|--|-----------|-----------|-----------|-----------|----------|--|----------|
| Code | Description | [Payer 1] | [Payer 2] | [Payer 3] | [Payer 4] | Medicaid | 2020 National Medicare Non-facility Allowable* | Self-Pay |
| 99421 | Online E/M 5-10 minutes | \$ 17.07 | \$ 17.85 | | | | \$ 15.52 | \$ 20.00 |
| 99422 | Online E/M 11-20 minutes | \$ 34.14 | \$ 35.70 | | | | \$ 31.04 | \$ 35.00 |
| 99423 | Online E/M 21 or more minutes | \$ 55.18 | \$ 57.68 | | | | \$ 50.16 | \$ 55.00 |
| G2012 | Virtual Check-in | \$ 16.28 | \$ 17.02 | | | | \$ 14.80 | \$ 20.00 |
| G2010 | Remote evaluation of recorded video/images | \$ 13.50 | \$ 14.11 | | | | \$ 12.27 | \$ 15.00 |
| 99441 | Telephone E/M 5-10 minutes | \$ 15.88 | \$ 16.61 | | | | \$ 14.44 | \$ 15.00 |
| 99442 | Telephone E/M 11-20 minutes | \$ 30.97 | \$ 32.37 | | | | \$ 28.15 | \$ 30.00 |
| 99443 | Telephone E/M 21-30 minutes | \$ 45.25 | \$ 47.31 | | | | \$ 41.14 | \$ 45.00 |

| 2020 February Projected Visits | 2020 February Estimated Revenue | 2020 March Projected Visits | 2020 March Estimated Revenue | 2020 April Projected Visits | 2020 April Estimated Revenue | 2020 May Projected Visits | 2020 May Estimated Revenue |
|--------------------------------|---------------------------------|-----------------------------|------------------------------|-----------------------------|------------------------------|---------------------------|----------------------------|
| 16 | \$ 274.11 | 16 | \$ 274.11 | 16 | \$ 274.11 | 16 | \$ 274.11 |
| 16 | \$ 540.22 | 16 | \$ 540.22 | 16 | \$ 540.22 | 16 | \$ 540.22 |
| 8 | \$ 435.25 | 8 | \$ 435.25 | 8 | \$ 435.25 | 8 | \$ 435.25 |
| 20 | \$ 328.60 | 20 | \$ 328.60 | 20 | \$ 328.60 | 20 | \$ 328.60 |
| 4 | \$ 53.85 | 4 | \$ 53.85 | 4 | \$ 53.85 | 4 | \$ 53.85 |
| 20 | \$ 311.58 | 20 | \$ 311.58 | 20 | \$ 311.58 | 20 | \$ 311.58 |
| 28 | \$ 852.50 | 28 | \$ 852.50 | 28 | \$ 852.50 | 28 | \$ 852.50 |
| 12 | \$ 535.34 | 12 | \$ 535.34 | 12 | \$ 535.34 | 12 | \$ 535.34 |
| 124 | \$ 3,331.45 | 124 | \$ 3,331.45 | 124 | \$ 3,331.45 | 124 | \$ 3,331.45 |

*Source: Medicare Physician Fee Schedule Look Up

| Total 2020 February Visits | Total 2020 February Revenue | Total 2020 March Visits | Total 2020 March Revenue | Total 2020 April Visits | Total 2020 April Revenue | Total 2020 May Visits | Total 2020 May Revenue |
|----------------------------|-----------------------------|-------------------------|--------------------------|-------------------------|--------------------------|-----------------------|------------------------|
| 410 | \$ 27,626.91 | 410 | \$ 27,626.91 | 410 | \$ 27,626.91 | 410 | \$ 27,626.91 |

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Summary of Financial Impact

**All numbers are pulled from the "Practice Financials" worksheet*

| | 2019 (Based on Actuals) | | | | | 2020 (Projections) | | | | | Impact due to COVID |
|-----------------------------|-------------------------|--------------|--------------|--------------|---------------|--------------------|----------------|----------------|----------------|----------------|---------------------|
| | Feb | March | April | May | 2019 Totals | Feb | March | April | May | 2020 Totals | |
| Total Revenue | \$ 45,000.00 | \$ 45,000.00 | \$ 45,000.00 | \$ 45,000.00 | \$ 180,000.00 | \$ 27,626.91 | \$ 27,626.91 | \$ 27,626.91 | \$ 27,626.91 | \$ 110,507.66 | \$ (69,492.34) |
| Total Expenses | \$ 42,500.00 | \$ 42,500.00 | \$ 42,500.00 | \$ 42,500.00 | \$ 170,000.00 | \$ 42,500.00 | \$ 42,500.00 | \$ 42,500.00 | \$ 42,500.00 | \$ 170,000.00 | \$ - |
| Net Operating Income | \$ 2,500.00 | \$ 2,500.00 | \$ 2,500.00 | \$ 2,500.00 | \$ 10,000.00 | \$ (14,873.09) | \$ (14,873.09) | \$ (14,873.09) | \$ (14,873.09) | \$ (59,492.34) | \$ (69,492.34) |
| Patient Volumes | 1185 | 1185 | 1185 | 1185 | 4740 | 415 | 415 | 415 | 415 | 1660 | (3080) |