

## Financial Projections

<b>Clinic Resources</b>	
Pharmacist Salary (based on 0.61 FTE)	\$8,865.74/month
Administrative and Technical Personnel	\$0 (provided through endocrinology clinic)
<b>Equipment Needs</b>	
Doc Station	\$500
Phone	\$300
BP Kit	\$90
*additional office supplies and testing equipment provided through endocrinology clinic, including operating expenses and overhead costs	

## Reimbursement Model

Billing model	CPT codes	Requirements	Commercial Insurance reimbursement	Medicare reimbursement
Incident –to	99211	<ul style="list-style-type: none"> <li>- Established patient of practice; prior face-to-face with MD for same problem</li> <li>- MD must have provided authorization for service and documented in medical chart</li> <li>- Service must be an integral part of the physician’s professional service (within specialty)</li> <li>- Direct supervision: a physician must be on the premises when incident to services are provided</li> <li>- Pharmacist must be an employee, leased or contracted to the physician</li> </ul>	\$21.77	\$18.93
CGM	95250	<ul style="list-style-type: none"> <li>- Performed by any qualified staff member under the direct supervision of a physician, PA, or NP</li> <li>- May be billed for services such as sensor placement, hook-up and calibration, patient training, sensor removal, and printout of recording</li> <li>- Should only be reported once monthly per patient</li> <li>- Requires a minimum of 72 hours of data</li> </ul>	\$302	\$159

## Reimbursement Predictions\*

<b>99211 Billing</b>	
40 Medicare patients/month	\$757.20/month
60 commercial insurance patients/month	\$1,306.20/month
<b>95250 Billing</b>	
22 Medicare patients/month	\$3,498/month
33 commercial insurance patients/month	\$9,966/month

\*based on a total patient population of #200 and a monthly visit frequency of #100 patients, with #55 patients utilizing CGM

## Monthly Financial Summary

Initial Start-Up Costs	\$890 (one-time cost)
Personnel Expenses	\$8,865.74
Anticipated Reimbursement	\$15,527.40
adjusted for 40% no-show rate	\$9,316.44

## Profit and Loss Statement

	<b>Month 1</b>	<b>Month 2</b>	<b>Month 3</b>
<b>Net revenue</b>	\$9,316.44	\$9,316.44	\$9,316.44
<b>Total costs</b>	\$9,755.74	\$8,865.74	\$8,865.74
<b>Net income</b>	(\$439.30)	\$450.70	\$450.70
<b>Cumulative profit</b>	(\$439.30)	\$11.40	\$462.10

## Breakeven Point Analysis

