**Pro-Forma Business Plan – Data for Case Study**

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| **Data Point** | **ES #1** | **ES #2** | **MS # 1** | **MS #2** | **HS #1** |
| Student Population | 300 | 300 | 700 | 600 | 900 |
| % Free and Reduced Lunch | 70% | 65% | 75% | 75% | 80% |
| Sponsor | Hospital #1 | FQHC #1 | Hospital #1 | FQHC #1 | FQHC #1 |
| Users | 150 | 150 | ]  350 | 300 | 450 |
| Medical Visits | 450 | 450 | 700 | 600 | 900 |
| Behavioral Health Visits | 150 | 150 | 525 | 450 | 700 |
| Dental Visits | 0 | 75 | 0 | 150 | 225 |
| Other Visits | 100 | 100 | 100 | 100 | 150 |
| Medicaid | 65 | 60 | 70 | 70 | 75 |
| CHIP | 5 | 5 | 5 | 5 | 5 |
| Private Insurance | 20 | 15 | 15 | 15 | 10 |
| Self-Pay | 10 | 10 | 10 | 10 | 10 |
| Average Billable Amount Medical | 100 | 135 | 100 | 135 | 135 |
| Average Billable Amount Behavioral Health | 75 | 135 | 75 | 135 | 135 |

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| **Data Point** | **ES #1** | **ES #2** | **MS # 1** | **MS #2** | **HS#1** |
| Average Billable Amount  Dental | NA | 135 | NA | 135 | 135 |
| Average Billable Amount Other | 0 | 0 | 0 | 0 | 0 |
| Reimbursement Rate Medicaid | 65% | 75% | 65% | 75% | 75% |
| Reimbursement Rate CHIP | 65% | 75% | 65% | 75% | 75% |
| Reimbursement Rate  Private Insurance | 60% | 50% | 60% | 50% | 50% |
| Reimbursement Rate  Self-Pay | 40% | 25% | 40% | 25% | 25% |
| % Claims Denied | 25% | 35% | 25% | 35% | 35% |
| % Benefits | 35% | 28% | 35% | 28% | 28% |
| % Annual Salary Increase | 5% | 3% | 5% | 3% | 3% |

**Positions and Salaries**

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| --- | --- | --- | --- |
| **Positions** | **Salaries** | **Positions** | **Salaries** |
| SBHC Director | $85,000 | SBHC Coordinator | $55,000 |
| Nurse Practitioner | $75,000 | Physician Assistant | $65,000 |
| Nurse | $50,000 | Medical Assistant | $35,000 |
| Social Worker | $55,000 | Receptionist | $30,000 |
| Health Educator | $60,000 | Clerk | $25,000 |
| Dentist | $70,000 | Hygienist | $40,000 |
| Dental Assistant | $30,000 | Psychologist | 70,000 |
| Psychiatrist | $150,000 | Physician | $100,000 |

Prepopulated Programmatic and In Kind Cost are estimated based on student population of 300, a staff of 5, and a 1,500 square foot SBHC.

Costs of supplies and materials are estimated based on a student population of 300 and an annual per user cost per percent of users.

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| **Item** | **Year 1** | **Year 2** | **Year 3** | **Year 4** |
| Medical supplies | $20 x 50% users | $20 x 70% users | $20 x 80% users | $20 x 90% users |
| Lab services | $5 x 50% users | $5 x 70% users | $5 x 80% users | $5 x 90% users |
| Education materials | $20 x 50% users | $20 x 70% users | $20 x 80% users | $20 x 90% users |
| Pharmacy | NA | NA | NA | NA |
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