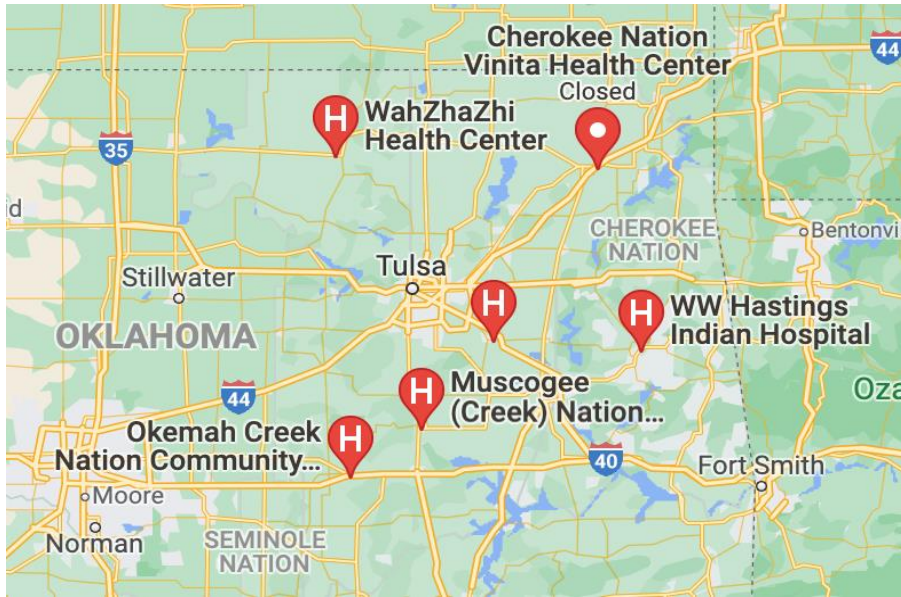


## Appendices

### Appendix 1: Physician Services Before and After

	Services Currently Provided	Updated Services
<b>Wahzhazhe</b>	Primary Care, Pharmacy	Primary Care, <a href="#">Emergency</a>
<b>Okemah Community Hospital</b>	Primary Care, Lab Services, Radiology, Inpatient, Surgical	Primary Care, Emergency, Radiology, Inpatient, Surgical, Inpatient Senior, <a href="#">Lab services (share with all)</a> , <a href="#">Optometry</a>
<b>Okmulgee</b>	Primary Care, Emergency, Surgical, Radiology, Inpatient senior, Lab services	Primary Care, Emergency
<b>Cherokee Nation Vinita</b>	Primary Care, Pharmacy, Radiology, Pediatrics, Optometry, Behavioral health, Lab Services	Primary Care, Emergency, <a href="#">Behavioral Health</a> , Radiology, Pediatrics, Optometry
<b>Coweta</b>	Primary Care, Pediatrics, Physical, Rehabilitation, Dental, Optometry, PT, Radiology, Behavioral Health	Primary Care, <a href="#">Emergency</a> , Behavioral health
<b>WW Hastings</b>	Inpatient, Surgical, Radiology, Pharmacy, ICU	Inpatient, <a href="#">Emergency</a> , Surgical, Radiology, Pharmacy, ICU*

**Appendix 2: Current Area Location**



**Appendix 3: Implementation Timeline**



## Appendix 4: Proforma

Pro Forma: EOA Health System						
		Current	3%	10%	20%	
<b>Revenue + Government Aid:</b>		\$ 296,463,072	\$ 296,463,072	\$ 296,463,072	\$ 296,463,072	
<b>Expenses:</b>		\$ 312,066,392	\$ 302,704,400	\$ 280,859,753	\$ 249,653,114	
<b>Net Income</b>		\$ (15,603,320)	\$ (6,241,328)	\$ 15,603,320	\$ 46,809,959	
<b>Revenue:</b>						
Patient Services		\$ 178,767,233	\$ 178,767,233	\$ 178,767,233	\$ 178,767,233	
Government Aid		\$ 113,248,894	\$ 113,248,894	\$ 113,248,894	\$ 113,248,894	
Other		\$ 4,446,946	\$ 4,446,946	\$ 4,446,946	\$ 4,446,946	
<b>Total Revenue and Aid:</b>						
<b>Expenses:</b>						
Direct Materials/Labor		\$ 231,991,392	\$ 227,204,400	\$ 205,359,753	\$ 174,153,114	
Depreciation		\$ 20,000,000	\$ 20,000,000	\$ 20,000,000	\$ 20,000,000	
Labs		\$ 3,500,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	
Laundry		\$ 575,000	\$ 500,000	\$ 500,000	\$ 500,000	
EMR		\$ 10,000,000	\$ 5,000,000	\$ 5,000,000	\$ 5,000,000	
Facilities		\$ 10,000,000	\$ 10,000,000	\$ 10,000,000	\$ 10,000,000	
Construction		\$ -	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	
Partnerships/Scholarships		\$ -	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	
Marketing		\$ 20,000,000	\$ 20,000,000	\$ 20,000,000	\$ 20,000,000	
Administrative Staffing		\$ 6,000,000	\$ 4,000,000	\$ 4,000,000	\$ 4,000,000	
Contingency		\$ 10,000,000	\$ 10,000,000	\$ 10,000,000	\$ 10,000,000	
<b>Total Expenses:</b>		\$ 312,066,392	\$ 302,704,400	\$ 280,859,753	\$ 249,653,114	
<b>Profit Margin:</b>		<b>-5.26%</b>	<b>-2.11%</b>	<b>5.26%</b>	<b>15.79%</b>	

Pro Forma: Indian Health Service Vans						
		Year 1	Year 2	Year 3		
<b>Revenue:</b>		\$ 730,800	\$ 1,461,600	\$ 2,923,200	Initial Startup/Investment	\$ 400,000
<b>Direct Materials:</b>		\$ 450,000	\$ 900,000	\$ 1,800,000	Return	\$ 562,000
<b>Contribution Margin:</b>		\$ 313,000	\$ 561,600	\$ 1,123,200	ROI	40.50%
					Annualized ROI:	12%
					Cost of capital	10%
Expenses:					NPV	\$ 23,753.00
Depreciation (10 Year Straight Line)		\$ 21,450	\$ 21,450	\$ 42,900		
Maintenance		\$ 7,000	\$ 7,000	\$ 14,000		
Fuel		\$ 12,000	\$ 12,000	\$ 24,000		
Insurance		\$ 8,500	\$ 8,500	\$ 17,000		
One Time Costs (Internet setup)		\$ 45,000	\$ -	\$ 45,000		
Payroll:						
1 NP Per Truck		\$ 100,000	\$ 100,000	\$ 200,000		
Physician/Specialist Compensation		\$ 140,000	\$ 140,000	\$ 280,000		
<b>Total Payroll:</b>		\$ 240,000	\$ 240,000	\$ 480,000		
Advertising:						
Billboards		\$ 27,000	\$ -	\$ 27,000		
1/2 Digital Marketer		\$ 17,000	\$ 17,000	\$ 17,000		
Digital Advertisement Placement		\$ 30,000	\$ 20,000	\$ 20,000		
In office advertising		\$ 5,000	\$ 5,000	\$ 5,000		
<b>Total Advertising:</b>		\$ 79,000	\$ 42,000	\$ 69,000		
<b>Total Expenses:</b>		\$ 412,950	\$ 330,950	\$ 691,900		
<b>Profit:</b>		\$ (99,950)	\$ 230,650	\$ 431,300		