

HYDROWORX POOL PROFITABILITY CASE STUDY

Lancaster General Health Campus
Lancaster, PA

Pool Profit & Loss Summary

□ Gross Revenue	\$775,555
□ 29% Contractual Allowance	\$227,996
- Revenue	\$547,559
- Expenses	\$136,850
□ Net Profit	\$410,709
Contribution Margin	53%



"We've had the HydroWorx pool for 18 months. We see 25-30 patients a day in the pool. The majority of them are orthopedic patients with hip/knee replacements, ACL injuries, musculo-skeletal problems, back strain, lumbar fusion, and laminectomies. We also utilize it for neurological and pediatric patients, and others with sports injuries. Overall, the pool accelerates rehab time. For ACL injuries, the normal recovery time is five to six months, but with the HydroWorx pool, it's about four to five months. Overall, it's a win for everyone involved - the orthopedists who said we needed to offer aquatic therapy and the patients who enjoy using it. It's high-tech, high-touch, and has proven to be profitable. We exceeded our breakeven point much sooner than we had anticipated."

Ted Yanchuleff, P.T., A.T.C.

*Director of Outpatient Rehabilitative Services
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