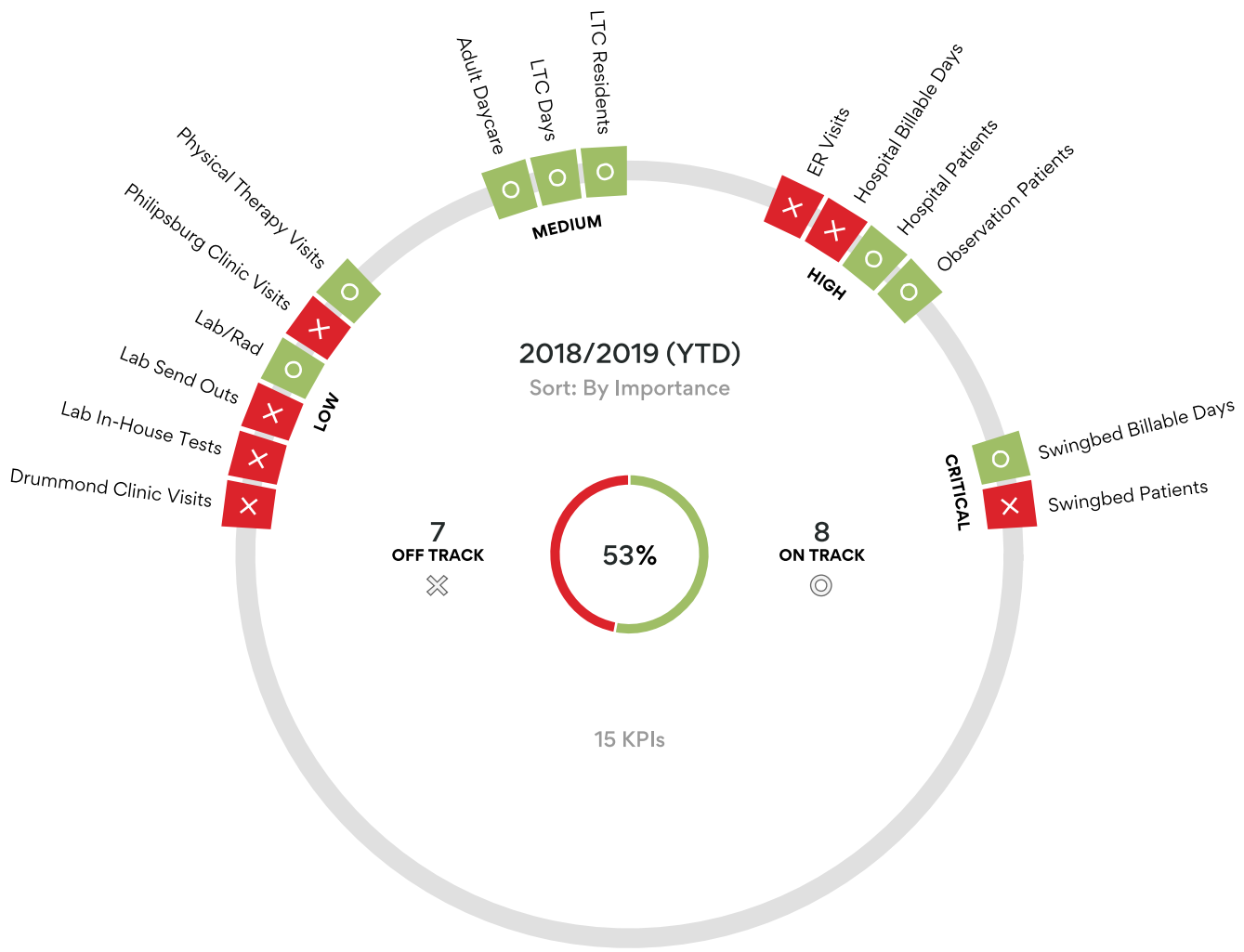


Utilization Results - YTD



KPI Results - Compared to Target & Prior Month

A UTILIZATION	RESULT	TARGET	TREND			IMPORTANCE
	MAR 2019			vs FEB 2019		
Philipsburg Clinic Visits	189	213	✗	▼	-3	Low
Drummond Clinic Visits	30	25	✓	▲	7	Low
Hospital Billable Days	4	6	✗	▲	2	High
Hospital Patients	2	1	✓	▲	1	High
Swingbed Billable Days	3	17	✗	▼	-2	Critical
Swingbed Patients	1	2	✗		0	Critical
Observation Patients	2	1	✓	▲	2	High
ER Visits	15	26	✗	▼	-1	High
Physical Therapy Visits	116	80	✓	▲	10	Low
Lab/Rad	116	50	✓	▲	44	Low
Lab In-House Tests	-	-	-		-	Low
Lab Send Outs	-	-	-		-	Low
LTC Residents	22	20	✓	▲	1	Medium
LTC Days	661	560	✓	▲	79	Medium
Adult Daycare	4	4	✓		0	Medium

KPI Results - Compared to Prior Year

A UTILIZATION	RESULT		TREND		IMPORTANCE
	2018/2019 (YTD)	2017/2018 (YTD)	vs 2017/2018 (YTD)		
Philipsburg Clinic Visits	190	196	▼ -6		Low
Drummond Clinic Visits	21	24	▼ -3		Low
Hospital Billable Days	4	6	▼ -2		High
Hospital Patients	2	2	▼ -1		High
Swingbed Billable Days	22	21	▲ 1		Critical
Swingbed Patients	1	2	▼ -1		Critical
Observation Patients	1	2	▼ 0		High
ER Visits	25	26	▼ -1		High
Physical Therapy Visits	91	74	▲ 17		Low
Lab/Rad	85	49	▲ 36		Low
Lab In-House Tests	9,614	0	▲ 9,614		Low
Lab Send Outs	396	0	▲ 396		Low
LTC Residents	21	19	▲ 1		Medium
LTC Days	609	563	▲ 45		Medium
Adult Daycare	38	0	▲ 38		Medium

Revenue Analysis

MTD REVENUE

\$295,958

▲ 24.6% from last month

TARGET

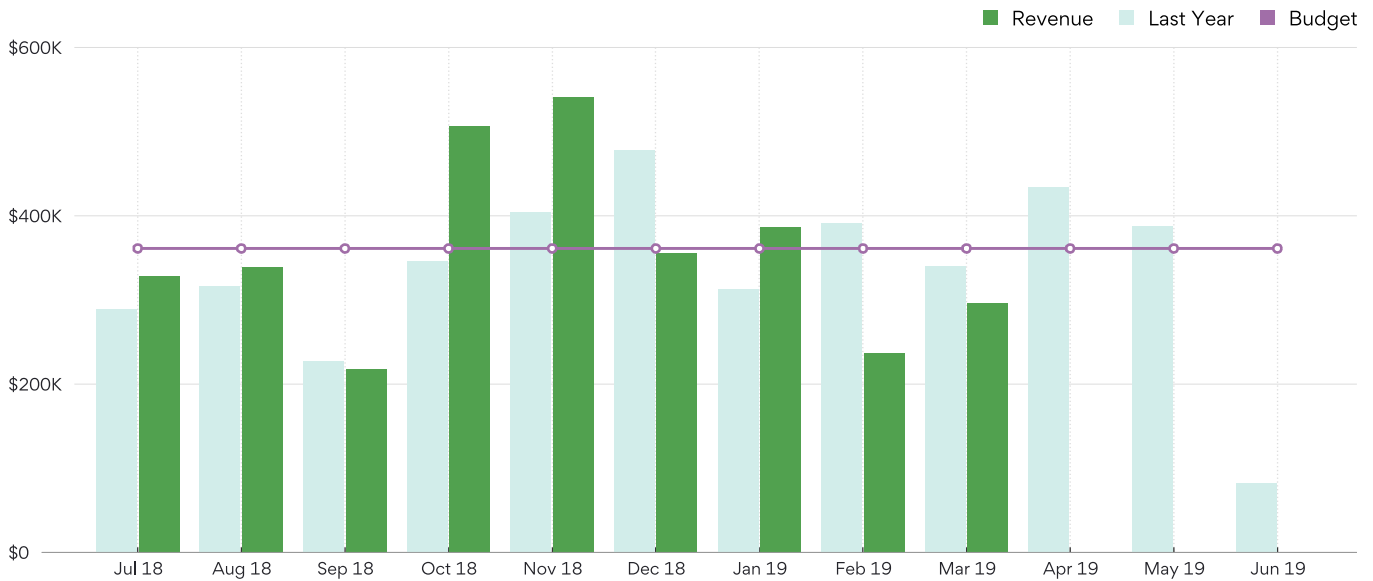
\$361,417

YTD REVENUE (2018/2019 YTD)

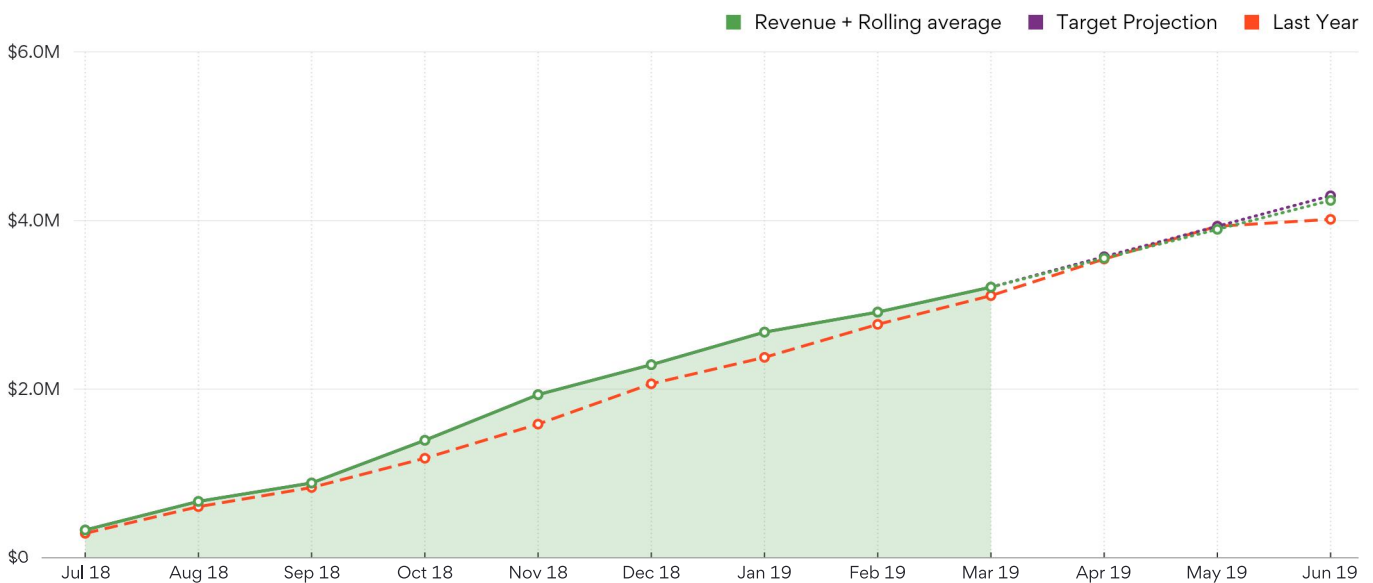
\$3,209,907

▼ -1.3% vs target

Current Fiscal Year vs YTD & Budget



Cumulative Revenue



Profitability

REVENUE

\$295,958

A measure of the total amount of money received by the company for goods sold or services provided.

EXPENSES TO REVENUE RATIO

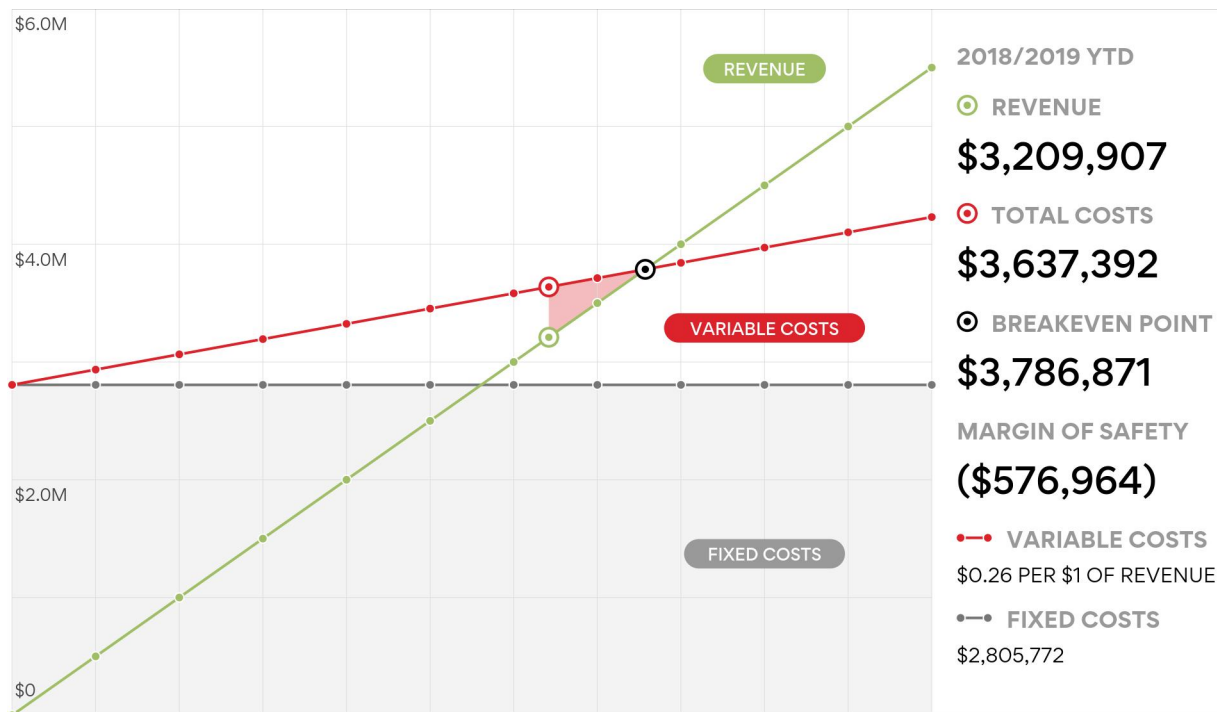
132.31%

A measure of how efficiently the business is conducting its operations.

MARGIN OF SAFETY

(\$152,255)

The breakeven safety margin represents the gap between the actual revenue level and the breakeven point.



Profitability can be further improved by improving price, volume, cost of sales and operating expense management.

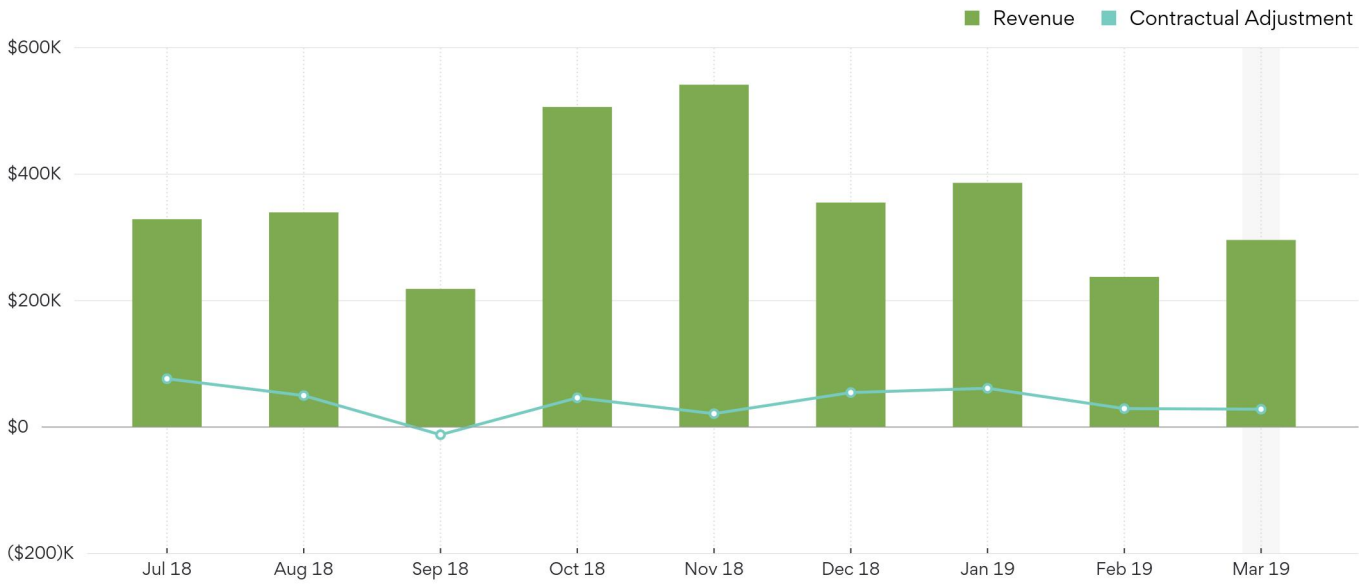
Cost of Sales breakdown (2018/2019 YTD)

Contractual Adjustment	\$354,991
Bad Debt Expense	\$162,289
Charity Care Writeoff	\$110,973
Bad Debt Expense - Dental	\$36,285
Contractual Adjustment - Dental	\$2,555
Charity Care Writeoff - Dental	\$463
Collection Expense	\$211
Bad Debt Recovery	(\$8,518)
Medicare Settlement Income/Expense	(\$36,431)

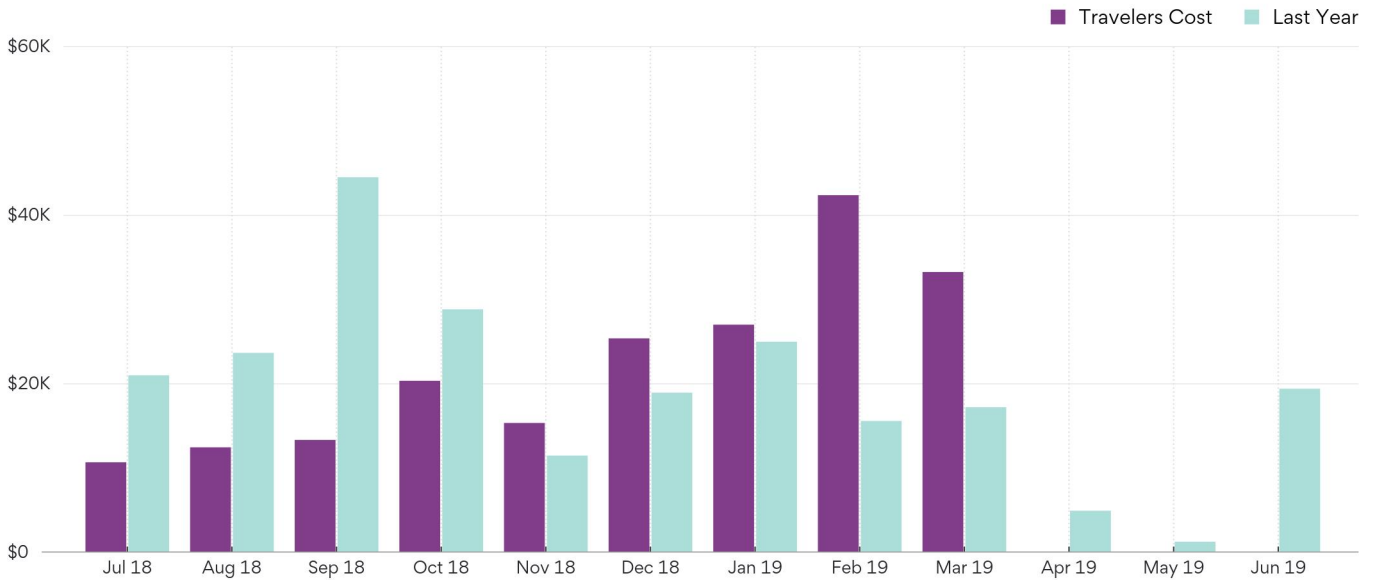
Top 10 Expense Accounts (2018/2019 YTD)

Employee Wages	\$1,232,257
Professional Service	\$418,451
Employee Benefits	\$353,707
Non-Chargeable Supply Expense	\$203,652
Travelers Cost	\$200,385
Service Fee	\$174,393
Purchased Service	\$123,967
Depreciation Expense	\$90,603
Chargeable Supply Expense	\$63,574
Insurance - General Liability	\$38,775

Patient Revenue vs. Contractual Adjustments



Traveler Costs vs. Prior Year



Balance Sheet - Compared to Prior Month and Year

BALANCE SHEET	Mar 2019	Feb 2019	Variance (%)	Mar 2018
ASSETS				
Cash & Equivalents	\$74,146	\$16,761	342.37%	(\$226,624)
Accounts Receivable	\$1,090,543	\$1,301,452	-16.21%	\$1,962,492
Inventory	\$65,169	\$65,169	0.00%	\$37,760
Work in Progress	\$38,050	\$37,450	1.60%	\$14,200
Other Current Assets	\$596,881	\$597,088	-0.03%	\$713,082
Total Current Assets	\$1,864,789	\$2,017,919	-7.59%	\$2,500,910
Fixed Assets	\$651,326	\$661,393	-1.52%	\$643,886
Total Non-Current Assets	\$651,326	\$661,393	-1.52%	\$643,886
Total Assets	\$2,516,115	\$2,679,313	-6.09%	\$3,144,796
LIABILITIES				
Short Term Debt	\$342,422	\$345,249	-0.82%	\$339,324
Accounts Payable	\$366,594	\$439,254	-16.54%	\$615,477
Other Current Liabilities	\$214,230	\$204,102	4.96%	\$167,139
Total Current Liabilities	\$923,246	\$988,605	-6.61%	\$1,121,940
Long Term Debt	\$1,907,314	\$1,907,980	-0.03%	\$1,966,569
Total Non-Current Liabilities	\$1,907,314	\$1,907,980	-0.03%	\$1,966,569
Total Liabilities	\$2,830,560	\$2,896,585	-2.28%	\$3,088,508
EQUITY				
Retained Earnings	(\$217,272)	(\$91,598)	-137.20%	\$64,855
Total Equity	(\$217,272)	(\$91,598)	-137.20%	\$64,855
Total Liabilities & Equity	\$2,613,288	\$2,804,986	-6.83%	\$3,153,364

Profit & Loss vs. Budget & PY - Month to Date

PROFIT & LOSS	Mar 2019	Budget	Budget Variance (%)	Mar 2018
Revenue	\$295,958	\$361,417	-18.11%	\$340,604
Cost of Sales	\$50,629	\$33,385	51.65%	\$37,291
Gross Profit	\$245,329	\$328,032	-25.21%	\$303,312
Expenses	\$340,965	\$354,981	-3.95%	\$315,805
Operating Profit	(\$95,636)	(\$26,949)	-254.87%	(\$12,492)
Other Income	\$2,121	\$0	-	\$11,057
Other Expenses	\$3,891	\$0	-	\$4,301
Earnings Before Interest & Tax	(\$97,405)	(\$26,949)	-261.44%	(\$5,736)
Interest Income	\$632	\$0	-	\$416
Interest Expenses	\$400	\$1,167	-65.69%	\$3,248
Earnings Before Tax	(\$97,173)	(\$28,116)	-245.61%	(\$8,568)
Retained Income	(\$97,173)	(\$28,116)	-245.61%	(\$8,568)

Profit & Loss vs. Budget & PY - Year to Date

PROFIT & LOSS	2018/2019 (YTD)	YTD (budget)	This year vs budget (%)	2017/2018 (YTD)
Revenue	\$3,209,907	\$3,252,750	-1.32%	\$3,109,329
Cost of Sales	\$622,817	\$300,465	107.28%	\$131,382
Gross Profit	\$2,587,090	\$2,952,285	-12.37%	\$2,977,947
Expenses	\$3,014,575	\$3,230,504	-6.68%	\$3,170,542
Operating Profit	(\$427,485)	(\$278,219)	-53.65%	(\$192,595)
Other Income	\$401,675	\$388,000	3.52%	\$456,468
Other Expenses	\$7,011	\$0	-	\$4,556
Earnings Before Interest & Tax	(\$32,821)	\$109,781	-129.90%	\$259,316
Interest Income	\$5,141	\$0	-	\$3,918
Interest Expenses	\$35,341	\$10,500	236.58%	\$14,693
Earnings Before Tax	(\$63,021)	\$99,281	-163.48%	\$248,542
Dividends	\$0	\$0	-	\$0
Retained Income	(\$63,021)	\$99,281	-163.48%	\$248,542