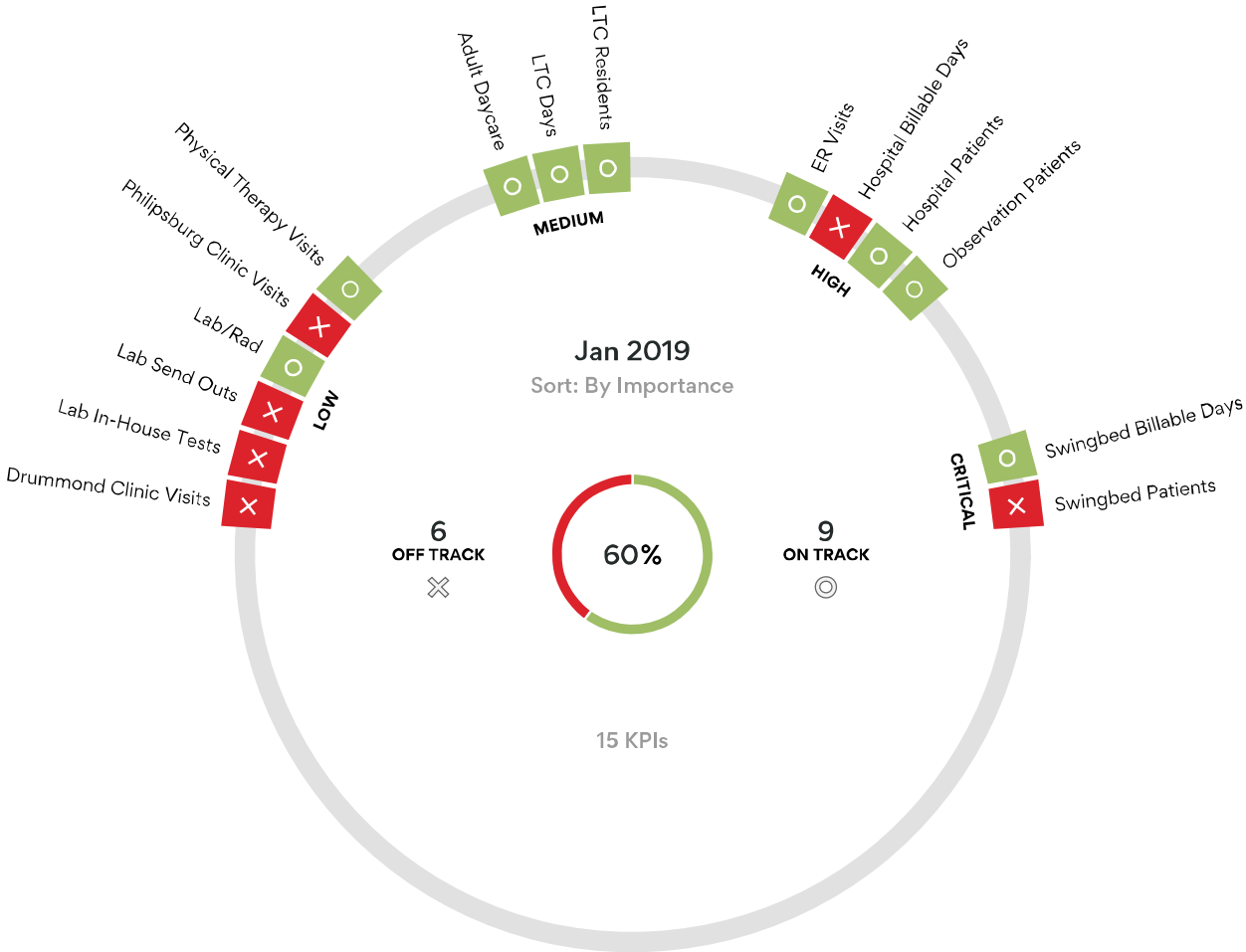


Utilization Results - MTD



KPI Results

	RESULT	TARGET	TREND			IMPORTANCE
A UTILIZATION	JAN 2019			vs DEC 2018		
Philipsburg Clinic Visits	208	213	✗	▲	39	Low
Drummond Clinic Visits	22	25	✗	▲	6	Low
Hospital Billable Days	3	6	✗	▲	3	High
Hospital Patients	3	1	✓	▲	3	High
Swingbed Billable Days	31	17	✓	▲	11	Critical
Swingbed Patients	1	2	✗		0	Critical
Observation Patients	3	1	✓	▲	3	High
ER Visits	30	26	✓	▲	1	High
Physical Therapy Visits	160	80	✓	▲	54	Low
Lab/Rad	111	50	✓	▲	36	Low
Lab In-House Tests	1,210	1,230	✗	▲	12	Low
Lab Send Outs	43	47	✗	▼	-6	Low
LTC Residents	20	20	✓	▼	-2	Medium
LTC Days	620	560	✓	▼	-9	Medium
Adult Daycare	5	4	✓	▲	1	Medium

Revenue Analysis

MTD REVENUE

\$386,309

▲ 8.8% from last month

TARGET

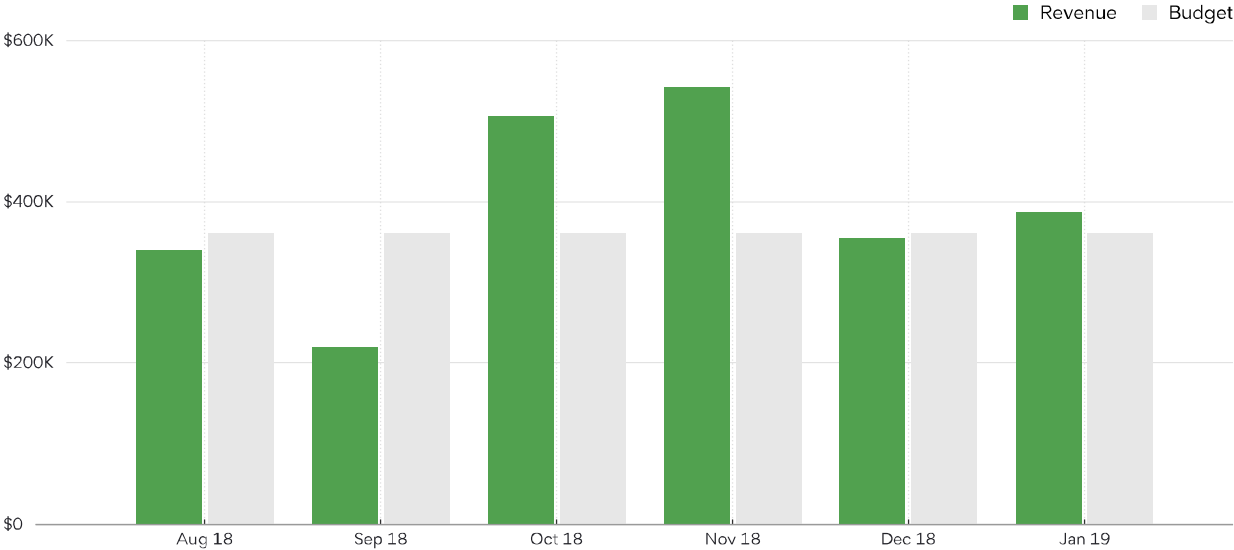
\$361,417

YTD REVENUE (2018/2019 YTD)

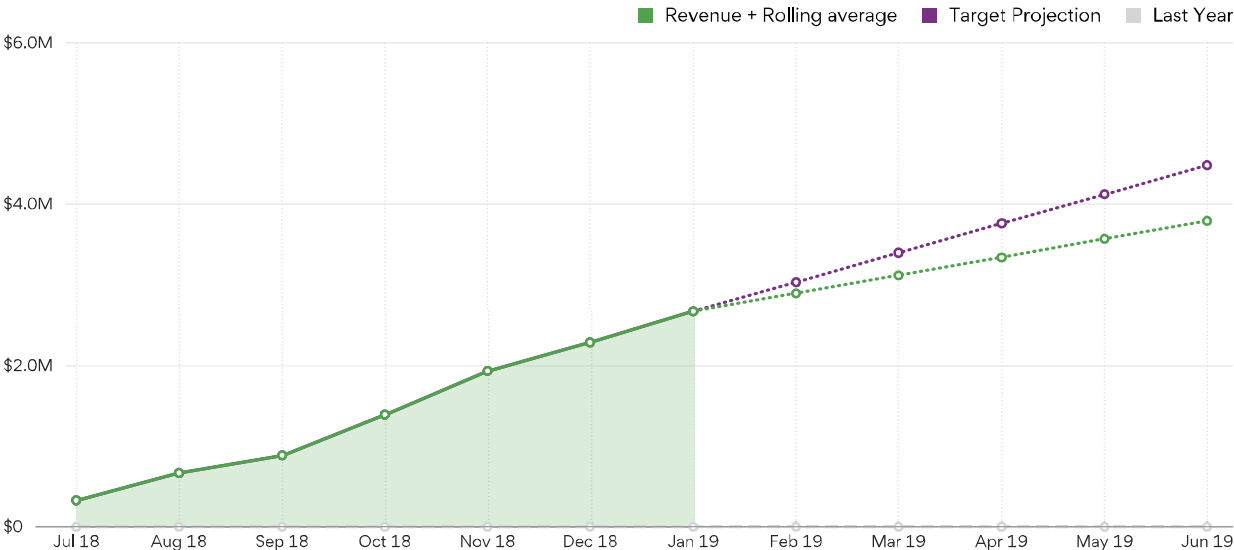
\$2,676,316

▲ 5.8% vs target

Last 6 months vs Budget



Cumulative Revenue



Profitability

REVENUE

\$386,309

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

EXPENSES TO REVENUE RATIO

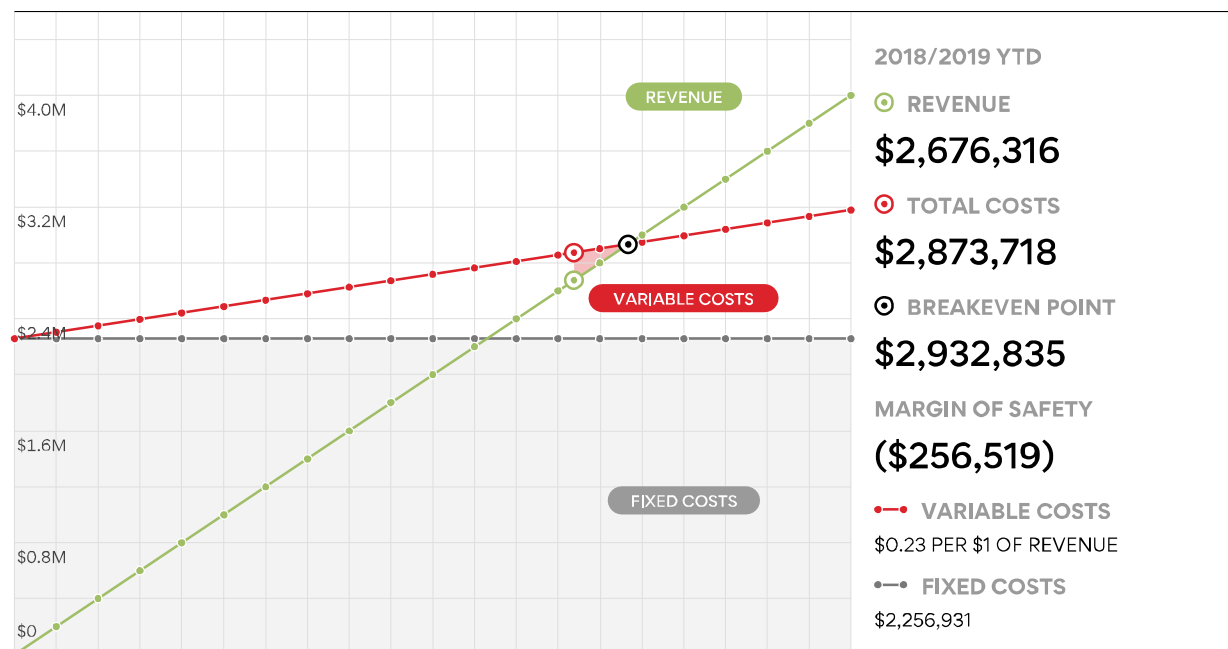
114.3%

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

MARGIN OF SAFETY

(\$77,035)

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.

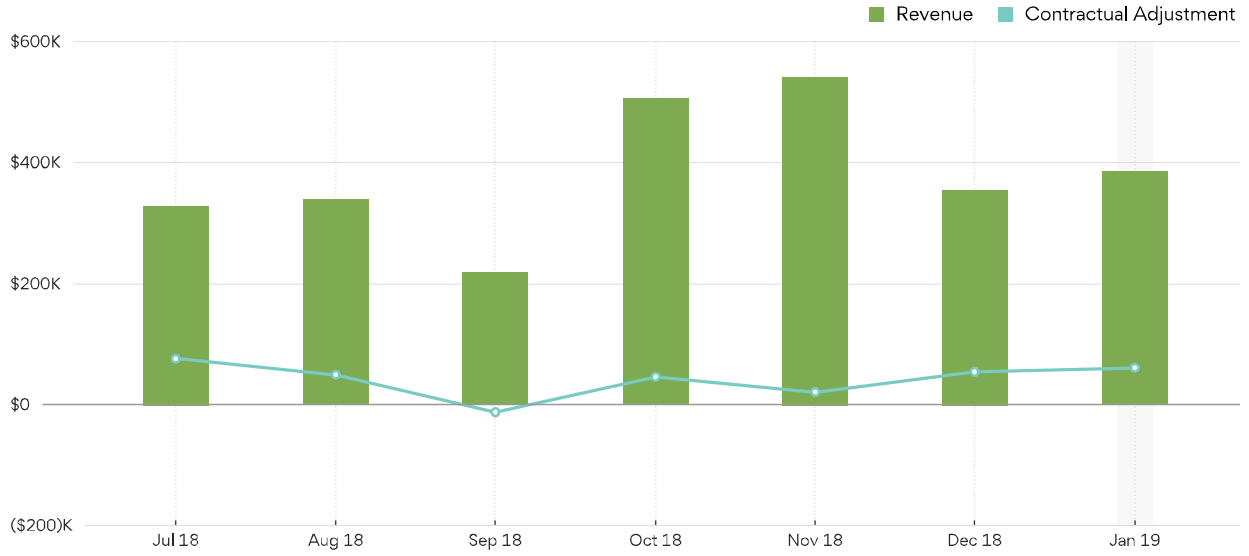
Cost of Sales breakdown (2018/2019 YTD)

Contractual Adjustment	\$297,501
Bad Debt Expense	\$145,687
Charity Care Writeoff	\$107,180
Bad Debt Expense - Dental	\$21,915
Contractual Adjustment - Dental	\$3,916
Charity Care Writeoff - Dental	\$463
Collection Expense	\$163
Bad Debt Recovery	(\$6,698)
Medicare Settlement Income/Expense	(\$36,431)

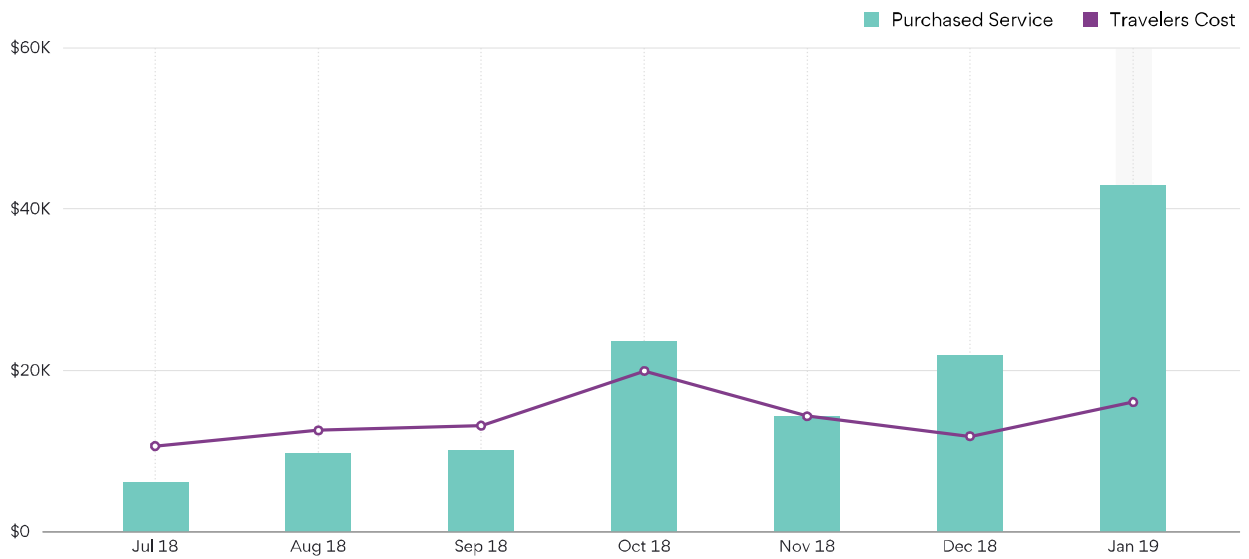
Top 10 Expense Accounts (2018/2019 YTD)

Employee Wages	\$973,705
Professional Service	\$336,504
Employee Benefits	\$275,683
Non-Chargeable Supply Expense	\$160,094
Service Fee	\$132,818
Purchased Service	\$128,632
Travelers Cost	\$98,549
Depreciation Expense	\$70,469
Chargeable Supply Expense	\$48,355
Insurance - General Liability	\$27,339

Patient Revenue vs. Contractual Adjustments



Purchased Services vs. Traveler Costs



Balance Sheet - Compared to Prior Month

BALANCE SHEET	Jan 2019	Dec 2018	Variance (%)
ASSETS			
Cash & Equivalents	\$437,955	\$573,962	-23.70%
Accounts Receivable	\$1,380,759	\$1,323,433	4.33%
Inventory	\$65,169	\$65,169	0.00%
Work in Progress	\$37,450	\$37,450	0.00%
Other Current Assets	\$35,982	\$85,982	-58.15%
Total Current Assets	\$1,957,315	\$2,085,996	-6.17%
Fixed Assets	\$671,460	\$681,527	-1.48%
Total Non-Current Assets	\$671,460	\$681,527	-1.48%
Total Assets	\$2,628,775	\$2,767,523	-5.01%
LIABILITIES			
Short Term Debt	\$345,641	\$346,320	-0.20%
Accounts Payable	\$394,046	\$478,456	-17.64%
Other Current Liabilities	\$209,338	\$210,517	-0.56%
Total Current Liabilities	\$949,025	\$1,035,293	-8.33%
Long Term Debt	\$1,921,899	\$1,922,671	-0.04%
Total Non-Current Liabilities	\$1,921,899	\$1,922,671	-0.04%
Total Liabilities	\$2,870,923	\$2,957,964	-2.94%
EQUITY			
Retained Earnings	\$341,150	\$371,699	-8.22%
Total Equity	\$341,150	\$371,699	-8.22%
Total Liabilities & Equity	\$3,212,073	\$3,329,663	-3.53%

Profit & Loss vs. Budget - Month to Date

PROFIT & LOSS	Jan 2019	Budget	Budget Variance (%)
Revenue	\$386,309	\$361,417	6.89%
Cost of Sales	\$103,261	\$33,385	209.30%
Gross Profit	\$283,048	\$328,032	-13.71%
Expenses	\$338,278	\$363,306	-6.89%
Operating Profit	(\$55,229)	(\$35,274)	-56.57%
Other Income	\$4,790	\$0	-
Other Expenses	\$1,032	\$0	-
Earnings Before Interest & Tax	(\$51,471)	(\$35,274)	-45.92%
Interest Income	\$667	\$0	-
Interest Expenses	\$2,032	\$1,167	74.19%
Earnings Before Tax	(\$52,836)	(\$36,441)	-44.99%
Retained Income	(\$52,836)	(\$36,441)	-44.99%

Profit & Loss vs. Budget - Year to Date

PROFIT & LOSS	2018/2019 (YTD)	YTD (budget)	This year vs budget (%)
Revenue	\$2,676,316	\$2,529,917	5.79%
Cost of Sales	\$533,696	\$233,695	128.37%
Gross Profit	\$2,142,620	\$2,296,222	-6.69%
Expenses	\$2,340,022	\$2,520,542	-7.16%
Operating Profit	(\$197,401)	(\$224,320)	12.00%
Other Income	\$392,113	\$388,000	1.06%
Other Expenses	\$3,121	\$0	-
Earnings Before Interest & Tax	\$191,591	\$163,680	17.05%
Interest Income	\$3,913	\$0	-
Interest Expenses	\$30,176	\$8,167	269.50%
Earnings Before Tax	\$165,328	\$155,513	6.31%
Dividends	\$0	\$0	-
Retained Income	\$165,328	\$155,513	6.31%