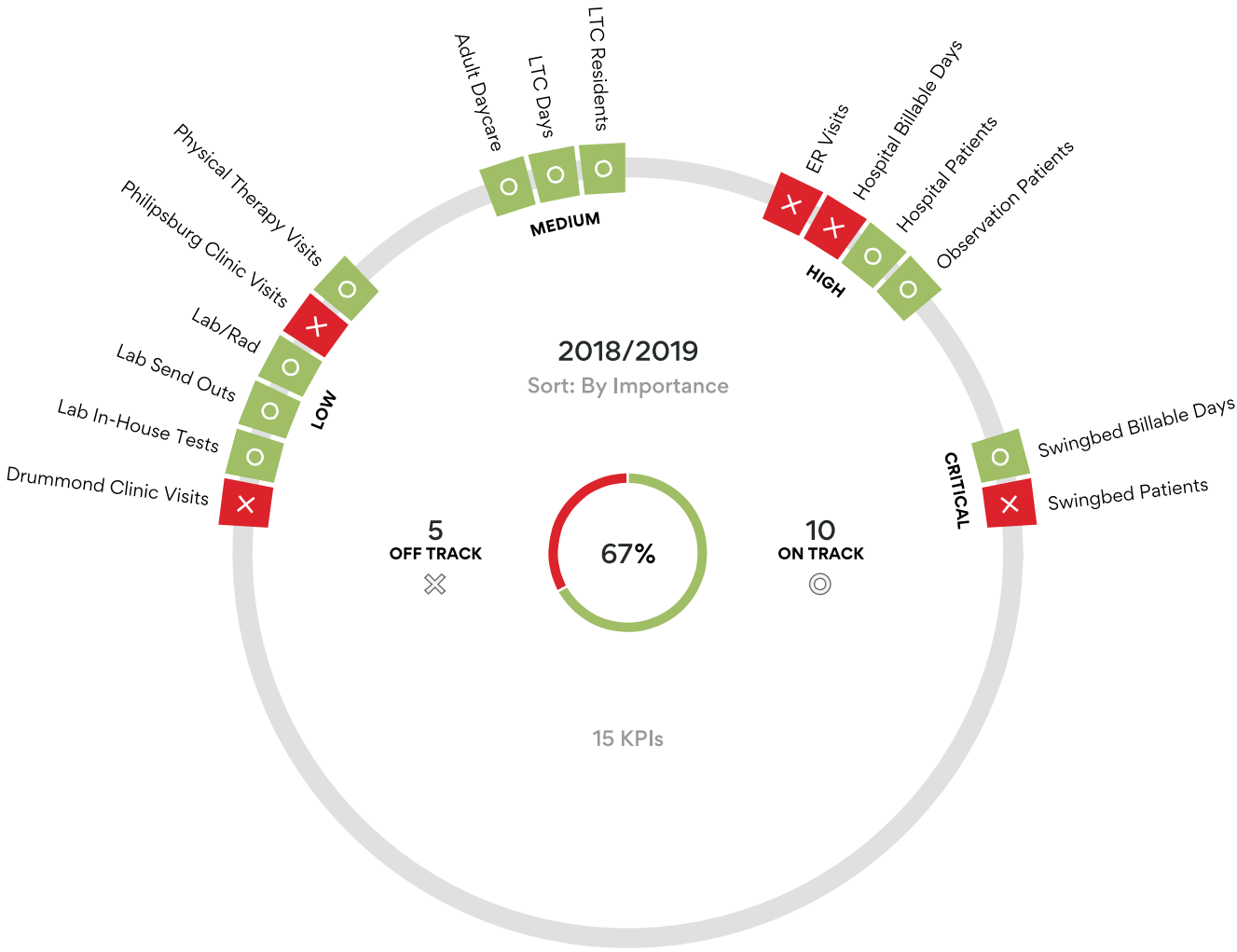


Utilization Results - YTD



KPI Results - Compared to Target & Prior Month

	RESULT	TARGET	TREND		IMPORTANCE
A UTILIZATION	JUN 2019			vs MAY 2019	
Philipsburg Clinic Visits	186	213	✗	▼ -32	Low
Drummond Clinic Visits	16	25	✗	▲ 3	Low
Hospital Billable Days	2	6	✗	▼ -5	High
Hospital Patients	1	1	✓	▼ -1	High
Swingbed Billable Days	20	17	✓	▲ 20	Critical
Swingbed Patients	2	2	✓	▲ 2	Critical
Observation Patients	1	1	✓	0	High
ER Visits	23	26	✗	▼ -2	High
Physical Therapy Visits	118	80	✓	▲ 12	Low
Lab/Rad Totals not available -->	0	50	✗	▼ -108	Low
Lab In-House Tests	1,337	1,230	✓	▼ -2,484	Low
Lab Send Outs	56	47	✓	▼ -9	Low
LTC Residents	23	20	✓	0	Medium
LTC Days	672	560	✓	▼ -41	Medium
Adult Daycare	0	4	✗	▼ -5	Medium

KPI Results - Compared to Prior Year

A UTILIZATION	RESULT		TREND	IMPORTANCE
	2018/2019	2017/2018	vs 2017/2018	
Philipsburg Clinic Visits	191	198	▼ -7	Low
Drummond Clinic Visits	20	23	▼ -3	Low
Hospital Billable Days	4	6	▼ -1	High
Hospital Patients	2	2	▼ 0	High
Swingbed Billable Days	18	19	▼ -1	Critical
Swingbed Patients	1	2	▼ -1	Critical
Observation Patients	1	2	▼ 0	High
ER Visits	25	24	▲ 0	High
Physical Therapy Visits	101	78	▲ 23	Low
Lab/Rad	83	50	▲ 32	Low
Lab In-House Tests *	1289	0	▲ 1289	Low
Lab Send Outs *	56	0	▲ 56	Low
LTC Residents	21	19	▲ 2	Medium
LTC Days	629	553	▲ 76	Medium
Adult Daycare *	4	0	▲ 4	Medium

*Prior year totals not tracked; no comparison available.

Revenue Analysis

MTD REVENUE

\$356,891

▲ 12.1% from last month

TARGET

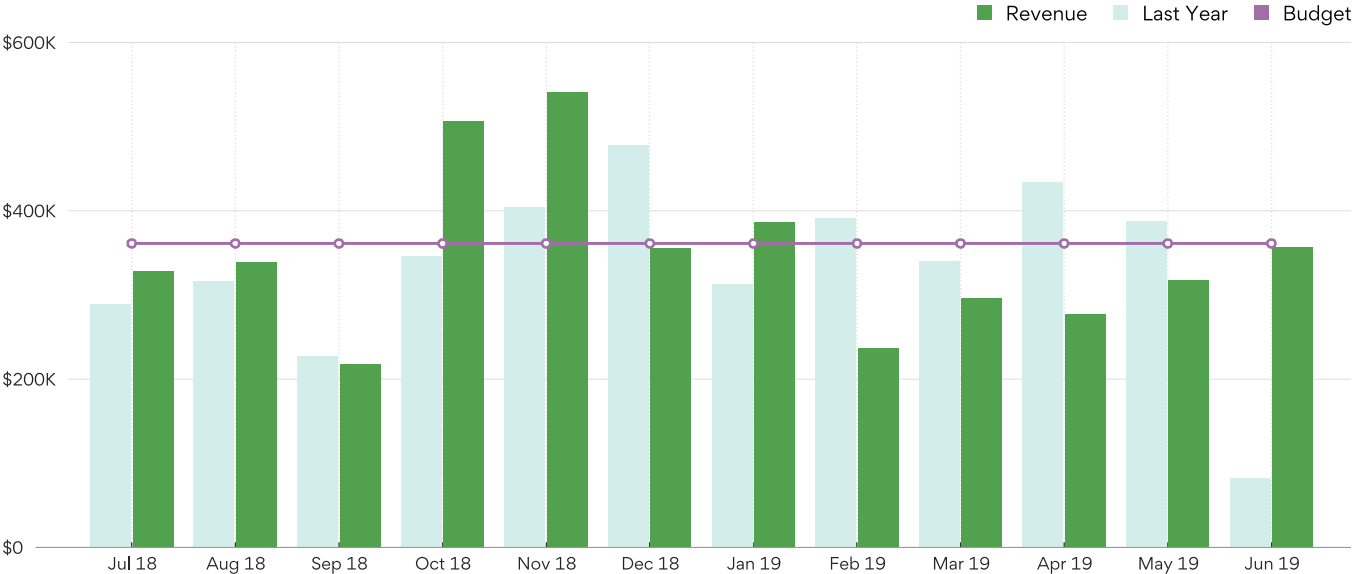
\$361,417

YTD REVENUE (2018/2019)

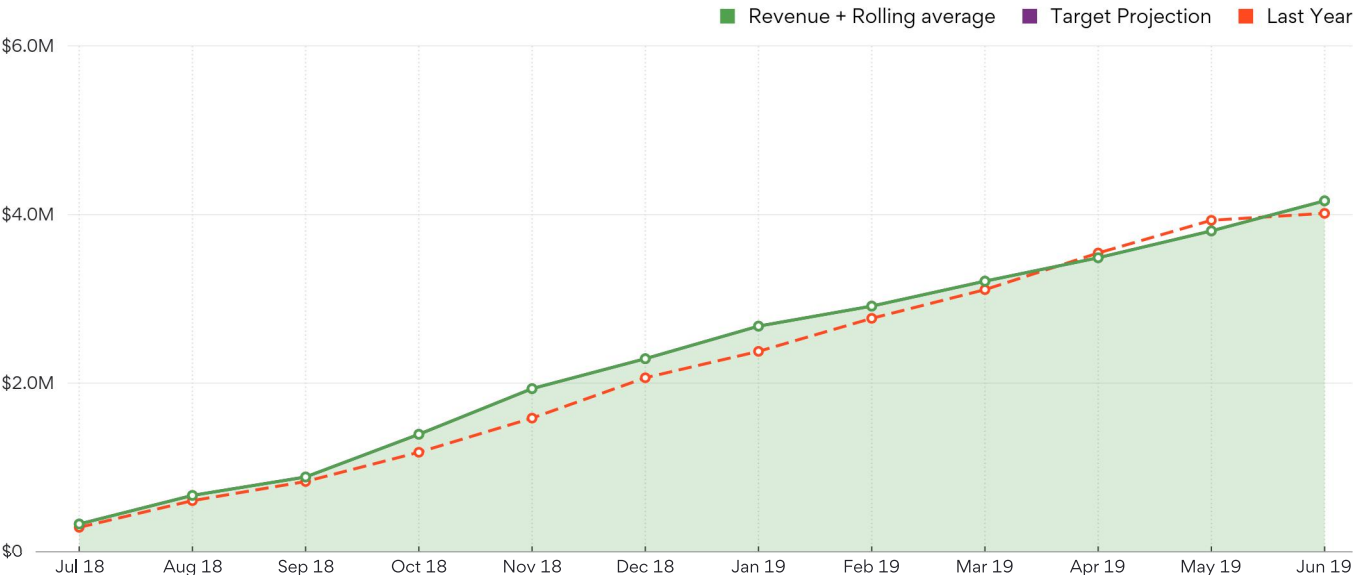
\$4,163,058

▼ -4% vs target

Current Fiscal Year vs YTD & Budget



Cumulative Revenue



Profitability

REVENUE

\$356,891

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

EXPENSES TO REVENUE RATIO

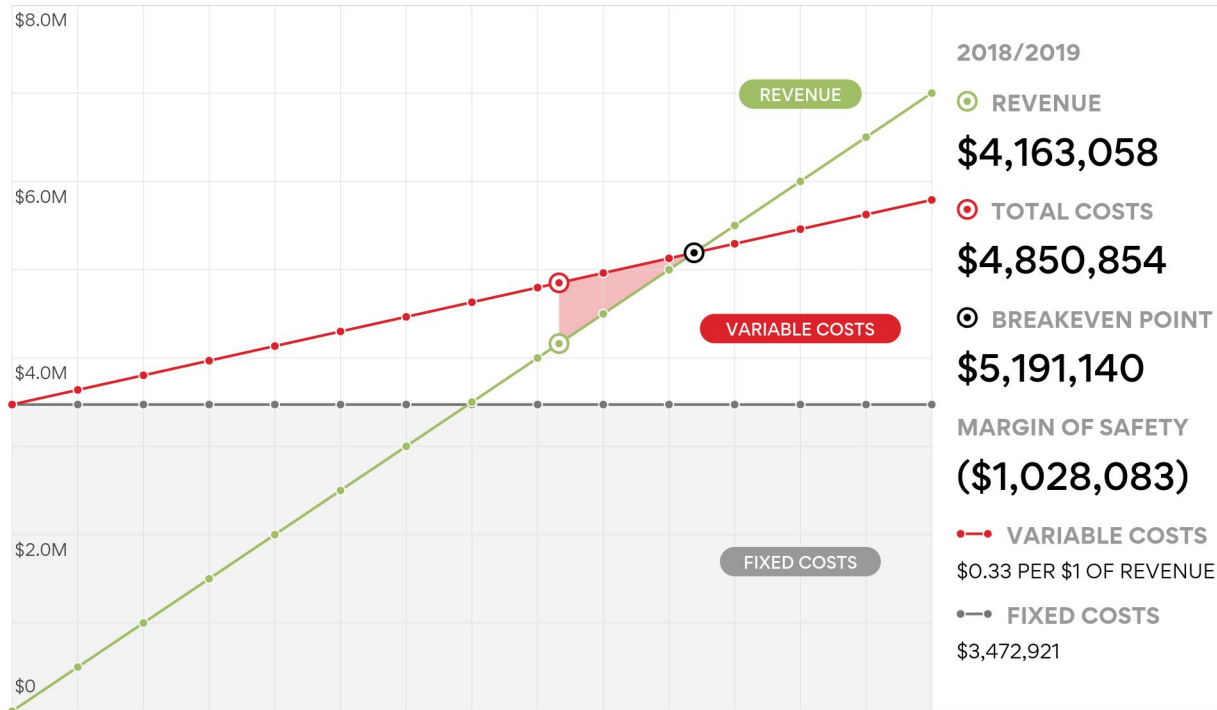
76.84%

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

MARGIN OF SAFETY

\$128,619

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.

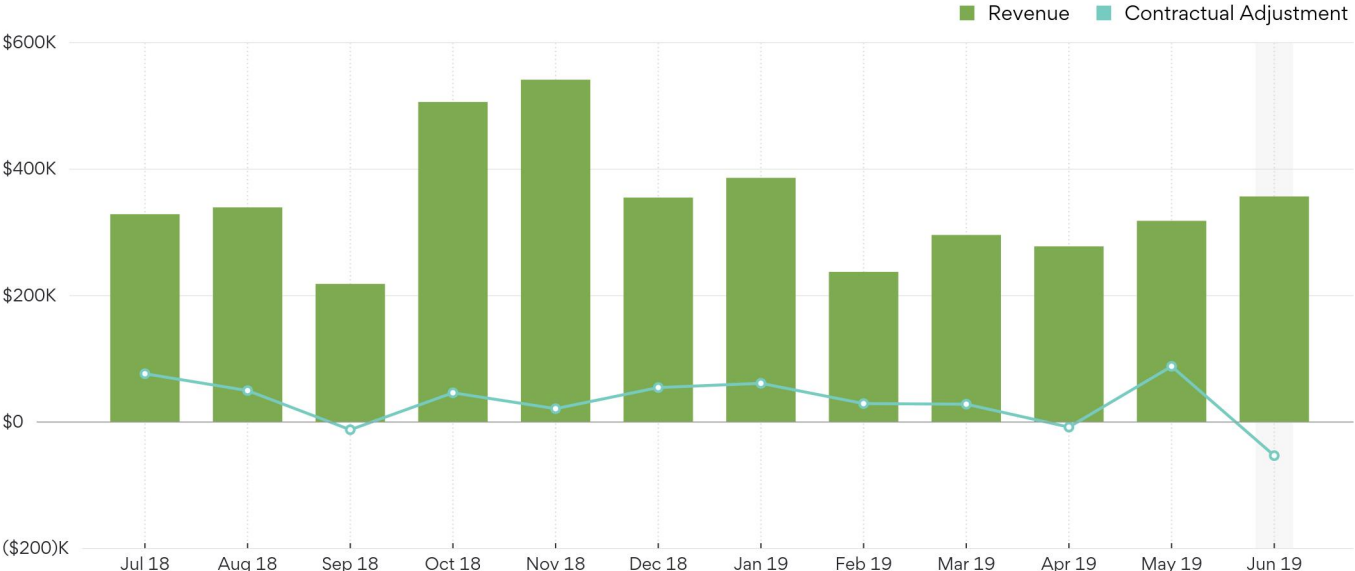
Cost of Sales breakdown (2018/2019)

Contractual Adjustment	\$382,076
Bad Debt Expense	\$134,596
Charity Care Writeoff	\$117,394
Bad Debt Expense - Dental	\$38,981
Contractual Adjustment - Dental	\$2,601
Charity Care Writeoff - Dental	\$503
Collection Expense	\$211
Bad Debt Recovery	(\$9,386)
Medicare Settlement Income/Expense	(\$36,431)

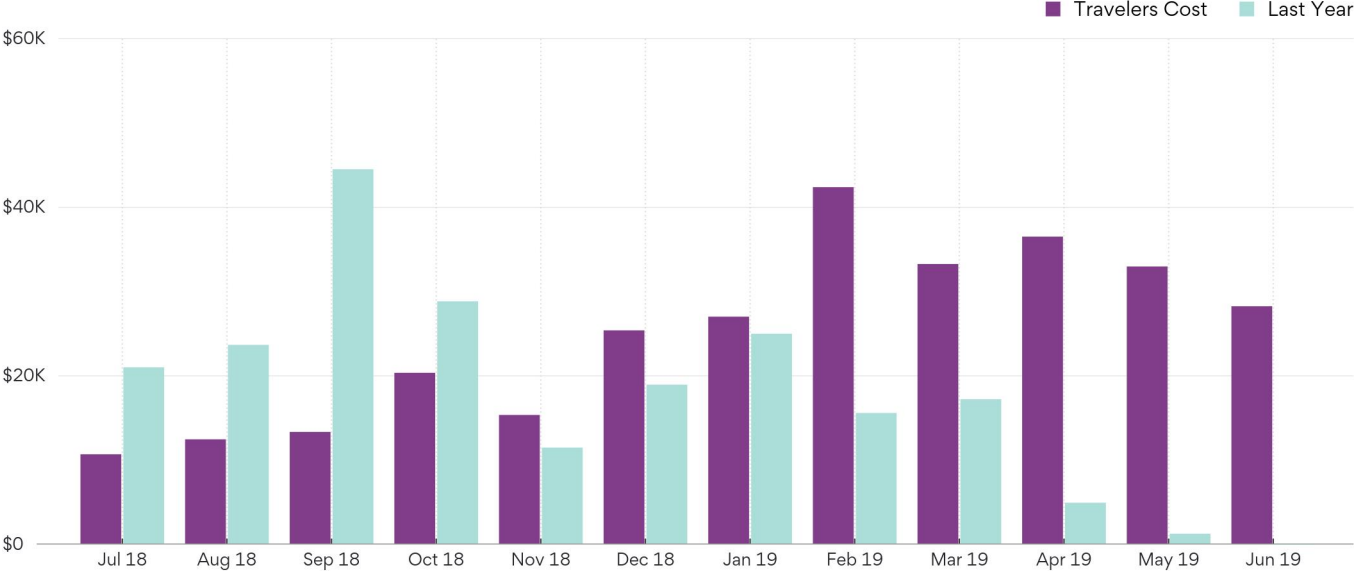
Top 10 Expense Accounts (2018/2019)

Employee Wages	\$1,644,747
Professional Service	\$600,049
Employee Benefits	\$480,236
Purchased Service	\$375,916
Travelers Cost	\$298,163
Non-Chargeable Supply Expense	\$274,416
Service Fee	\$245,677
Chargeable Supply Expense	\$86,015
Insurance - General Liability	\$47,632
Utilities Electric	\$42,959

Patient Revenue vs. Contractual Adjustments



Traveler Costs vs. Prior Year



Balance Sheet - Compared to Prior Month and Year **DRAFT**

BALANCE SHEET	Jun 2019	May 2019	Variance (%)	Jun 2018
ASSETS				
Cash & Equivalents	\$37,107	\$75,653	-50.95%	\$96,693
Accounts Receivable	\$1,186,167	\$980,278	21.00%	\$1,184,662
Inventory	\$65,169	\$65,169	0.00%	\$65,169
Work in Progress	\$148,661	\$148,661	0.00%	\$29,100
Other Current Assets	\$534,375	\$520,718	2.62%	\$885,491
Total Current Assets	\$1,971,478	\$1,790,478	10.11%	\$2,261,115
Fixed Assets	\$621,498	\$631,565	-1.59%	\$664,759
Total Non-Current Assets	\$621,498	\$631,565	-1.59%	\$664,759
Total Assets	\$2,592,976	\$2,422,043	7.06%	\$2,925,874
LIABILITIES				
Short Term Debt	\$351,189	\$353,177	-0.56%	\$354,941
Accounts Payable	\$437,455	\$397,694	10.00%	\$630,604
Other Current Liabilities	\$237,873	\$223,571	6.40%	\$192,765
Total Current Liabilities	\$1,026,517	\$974,442	5.34%	\$1,178,309
Long Term Debt	\$2,135,258	\$2,135,953	-0.03%	\$2,195,303
Total Non-Current Liabilities	\$2,135,258	\$2,135,953	-0.03%	\$2,195,303
Total Liabilities	\$3,161,775	\$3,110,395	1.65%	\$3,373,613
EQUITY				
Retained Earnings	(\$688,353)	(\$608,591)	-13.11%	(\$134,533)
Total Equity	(\$688,353)	(\$608,591)	-13.11%	(\$134,533)
Total Liabilities & Equity	\$2,473,423	\$2,501,805	-1.13%	\$3,239,079

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

PROFIT & LOSS	Jun 2019	Budget	Budget Variance (%)	Jun 2018
Revenue	\$356,891	\$361,417	-1.25%	\$82,471
Cost of Sales	(\$98,023)	\$33,385	-393.61%	\$179,345
Gross Profit	\$454,914	\$328,032	38.68%	(\$96,873)
Expenses	\$372,272	\$340,288	9.40%	\$249,479
Operating Profit	\$82,642	(\$12,256)	774.27%	(\$346,353)
Other Income	\$19,083	\$32,333	-40.98%	\$6,227
Other Expenses	\$10,067	\$10,307	-2.33%	(\$32,795)
Earnings Before Interest & Tax	\$91,658	\$9,770	838.14%	(\$307,331)
Interest Income	\$0	\$0	-	\$2,475
Interest Expenses	\$371	\$1,167	-68.18%	\$8,350
Earnings Before Tax	\$91,287	\$8,604	961.03%	(\$313,205)
Net Income	\$91,287	\$8,604	961.03%	(\$313,205)

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

PROFIT & LOSS	2018/2019	YTD (budget)	This year vs budget (%)	2017/2018
Revenue	\$4,163,058	\$4,337,000	-4.01%	\$4,014,659
Cost of Sales	\$630,545	\$400,620	57.39%	\$402,921
Gross Profit	\$3,532,513	\$3,936,380	-10.26%	\$3,611,739
Expenses	\$4,220,309	\$4,083,457	3.35%	\$3,969,387
Operating Profit	(\$687,797)	(\$147,077)	-367.64%	(\$357,649)
Other Income	\$475,166	\$388,000	22.47%	\$498,429
Other Expenses	\$136,494	\$123,680	10.36%	\$101,181
Earnings Before Interest & Tax	(\$349,125)	\$117,243	-397.78%	\$39,599
Interest Income	\$6,311	\$0	-	\$7,269
Interest Expenses	\$39,870	\$14,000	184.78%	\$26,258
Earnings Before Tax	(\$382,684)	\$103,243	-470.66%	\$20,609
Dividends	\$0	\$0	-	\$0
Net Income	(\$382,684)	\$103,243	-470.66%	\$20,609