

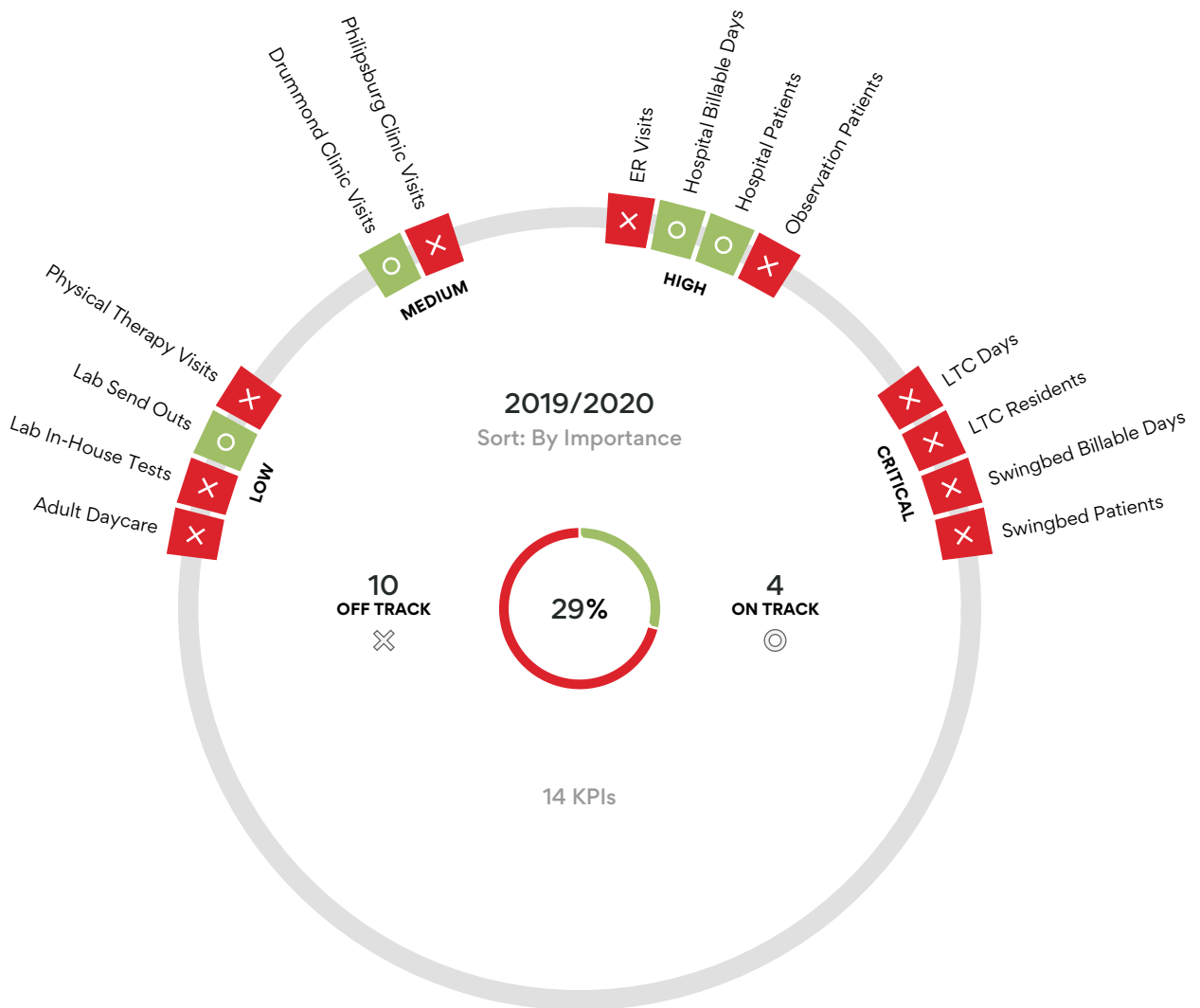
GRANITE COUNTY MEDICAL CENTER

Management Use Only Financials

June 30, 2020



Utilization Results - YTD



KPI Results - Compared to Target & Prior Month

	RESULT	TARGET	TREND			IMPORTANCE
A UTILIZATION	JUN 2020			vs MAY 2020		
Philipsburg Clinic Visits	174	200	✗	▲	62	Medium
Drummond Clinic Visits	19	21	✗	▼	-8	Medium
Hospital Billable Days	0	4	✗	▼	-5	High
Hospital Patients	0	1	✗	▼	-3	High
Swingbed Billable Days	3	20	✗	▼	-15	Critical
Swingbed Patients	1	2	✗	▼	-1	Critical
Observation Patients	0	1	✗		0	High
ER Visits	32	25	✓	▲	12	High
Physical Therapy Visits	77	110	✗	▲	1	Low
Lab In-House Tests	1,212	1,200	✓	▲	373	Low
Lab Send Outs	186	50	✓	▲	124	Low
LTC Residents	20	21	✗	▲	1	Critical
LTC Days	562	615	✗	▲	51	Critical
Adult Daycare	0	4	✗		0	Low

KPI Results - Compared to Prior Year

	RESULT	TARGET	TREND			IMPORTANCE
A UTILIZATION	2019/2020			vs 2018/2019		
Philipsburg Clinic Visits	189	200	✗	▼	-4	Medium
Drummond Clinic Visits	23	21	✓	▲	3	Medium
Hospital Billable Days	4	4	✓	▼	0	High
Hospital Patients	1	1	✓	▼	0	High
Swingbed Billable Days	13	20	✗	▼	-6	Critical
Swingbed Patients	2	2	✗	▲	1	Critical
Observation Patients	1	1	✗	▼	0	High
ER Visits	22	25	✗	▼	-7	High
Physical Therapy Visits	97	110	✗	▼	-4	Low
Lab In-House Tests	13,324	14,400	✗	▼	-3,631	Low
Lab Send Outs	980	600	✓	▲	340	Low
LTC Residents	19	21	✗	▼	-2	Critical
LTC Days	552	615	✗	▼	-78	Critical
Adult Daycare	4	48	✗	▼	-44	Low

Revenue Analysis

MTD REVENUE

\$247,870

▼ -16.3% from last month

TARGET

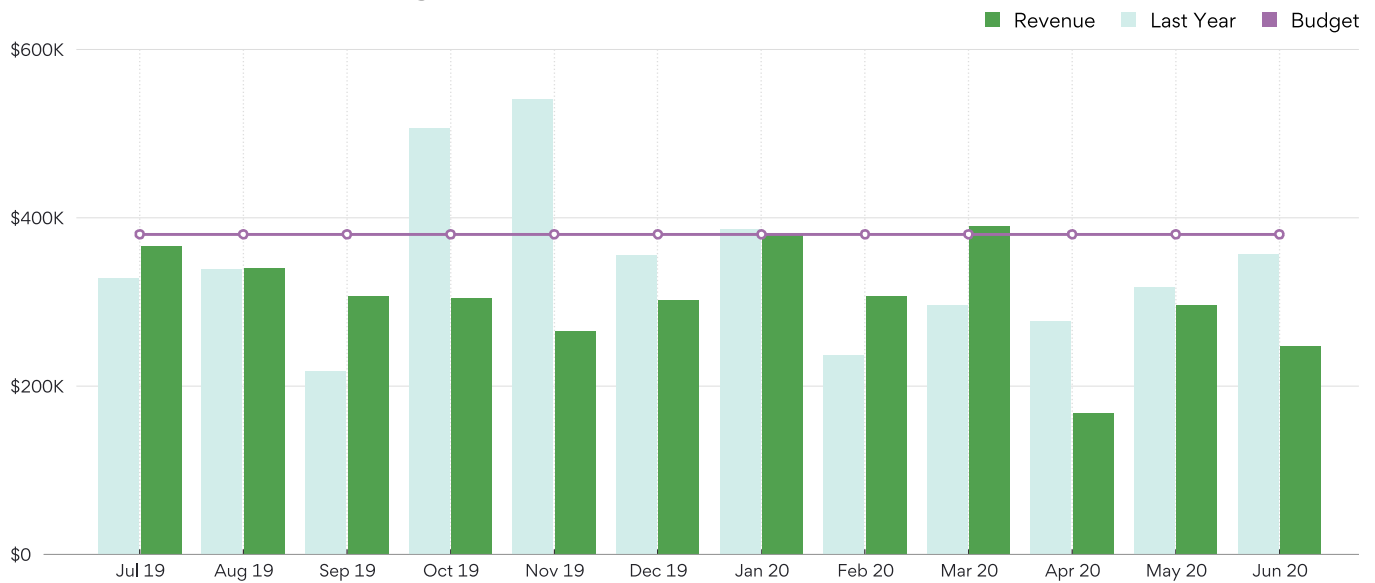
\$380,656

YTD REVENUE (2019/2020)

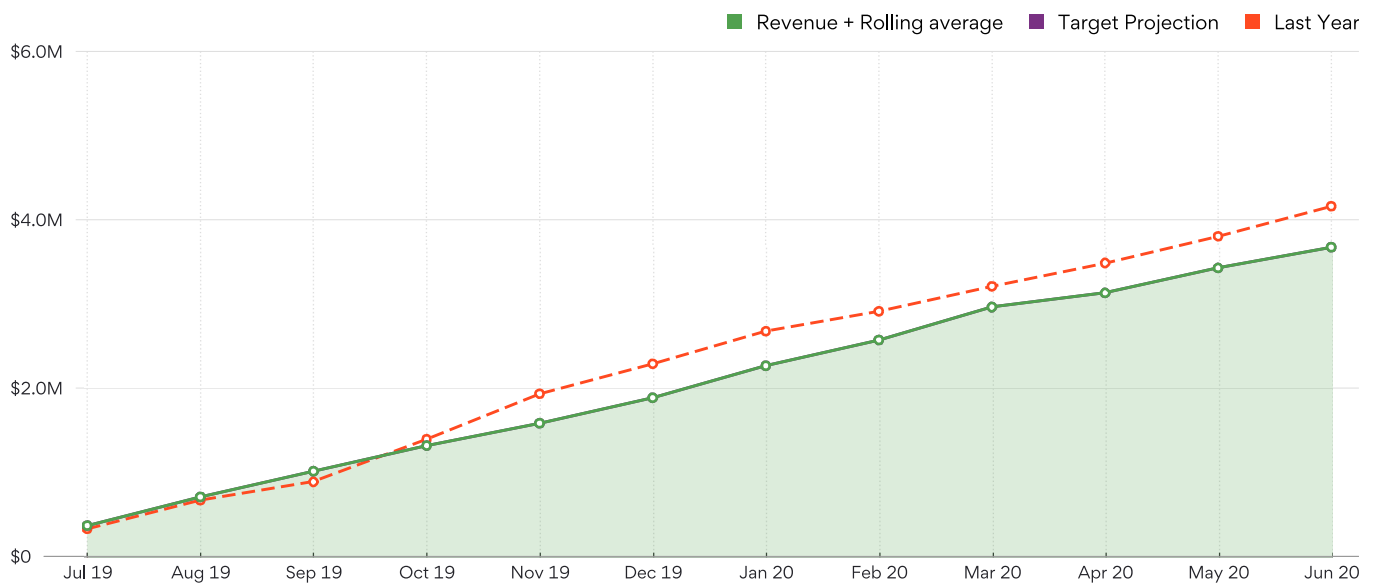
\$3,675,719

▼ -19.5% vs target

Current Fiscal Year vs YTD & Budget



Cumulative Revenue



Profitability

GROSS PROFIT - MTD

\$230,879

Gross Profit is the residual profit after deducting all costs directly related to the sales.

OPERATING PROFIT - MTD

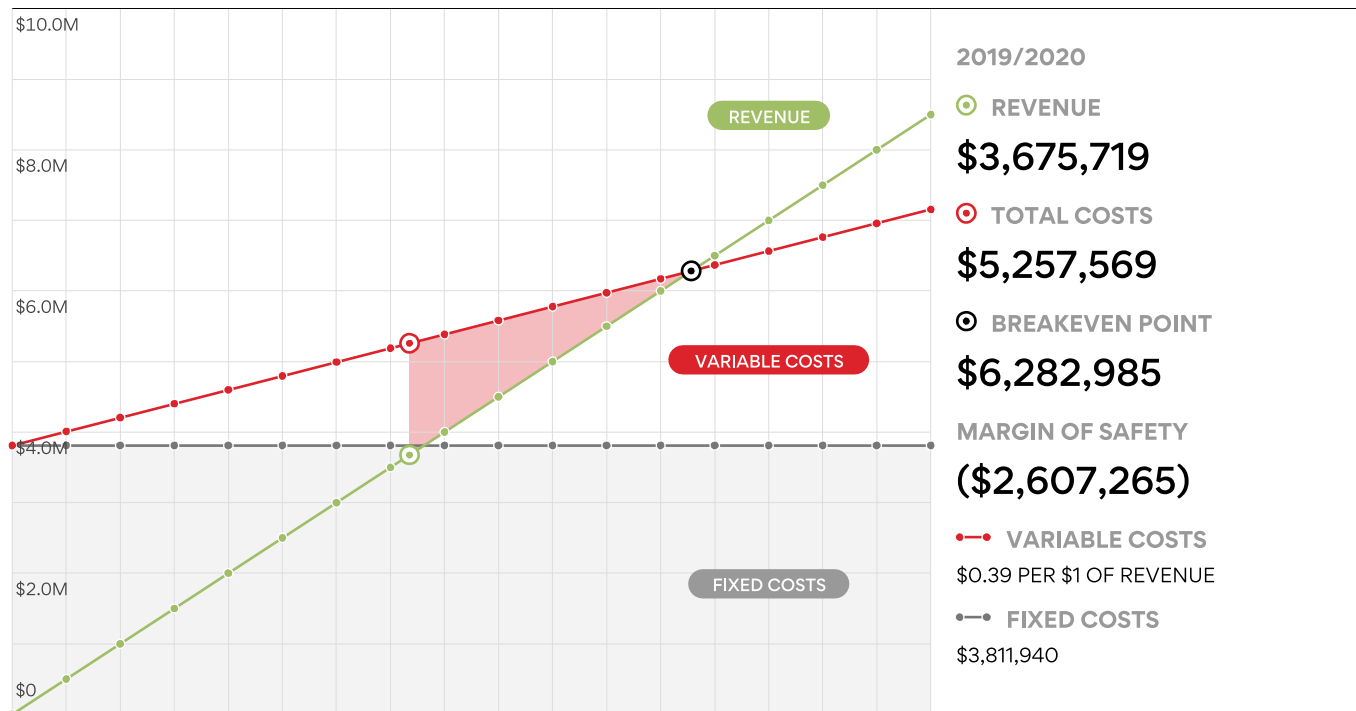
(\$118,937)

Operating Profit is the residual profit after deducting all business operating expenses.

NET INCOME - MTD

\$168,040

A measure of the proportion of revenue that is left after deducting all cost of goods, expenses, interest, dividends and taxes. As known as Net Profit or 'the bottom line'.



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

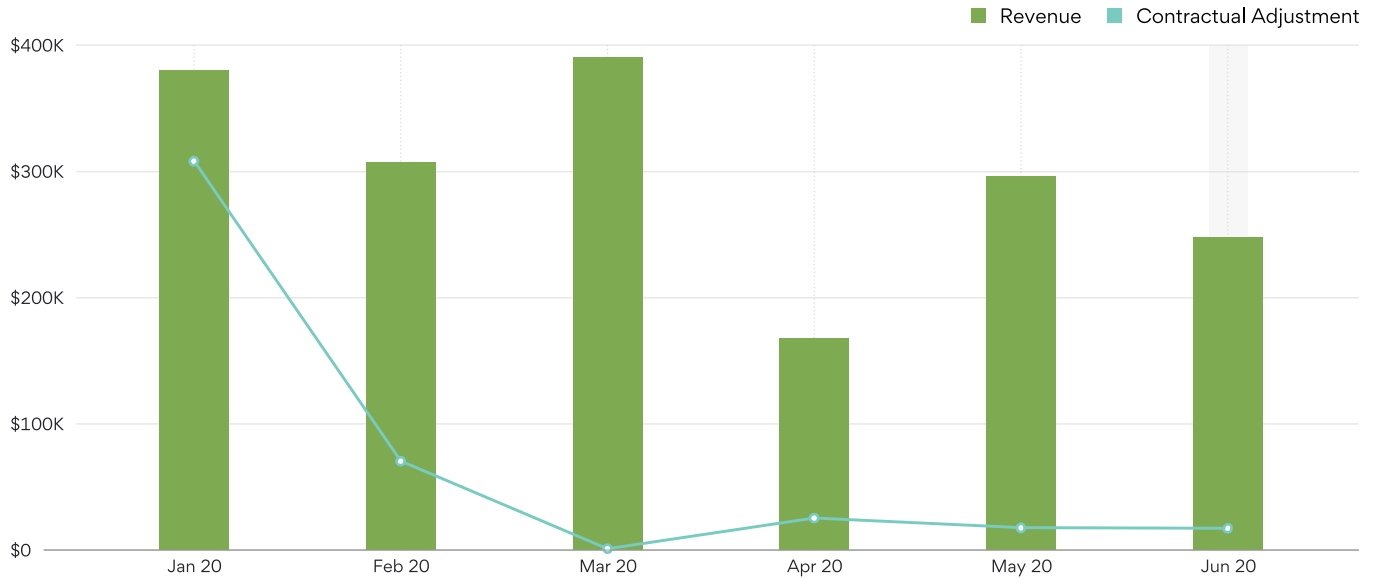
Top 10 Revenue Departments

Longterm Care	\$108,450
Philipsburg Clinic	\$33,518
Laboratory	\$32,276
Incentive Income	\$16,960
Emergency Room	\$14,168
Physical Therapy	\$11,911
CT	\$7,800
Radiology	\$5,533
Lab/Rad	\$5,180
Drummond Clinic	\$4,280

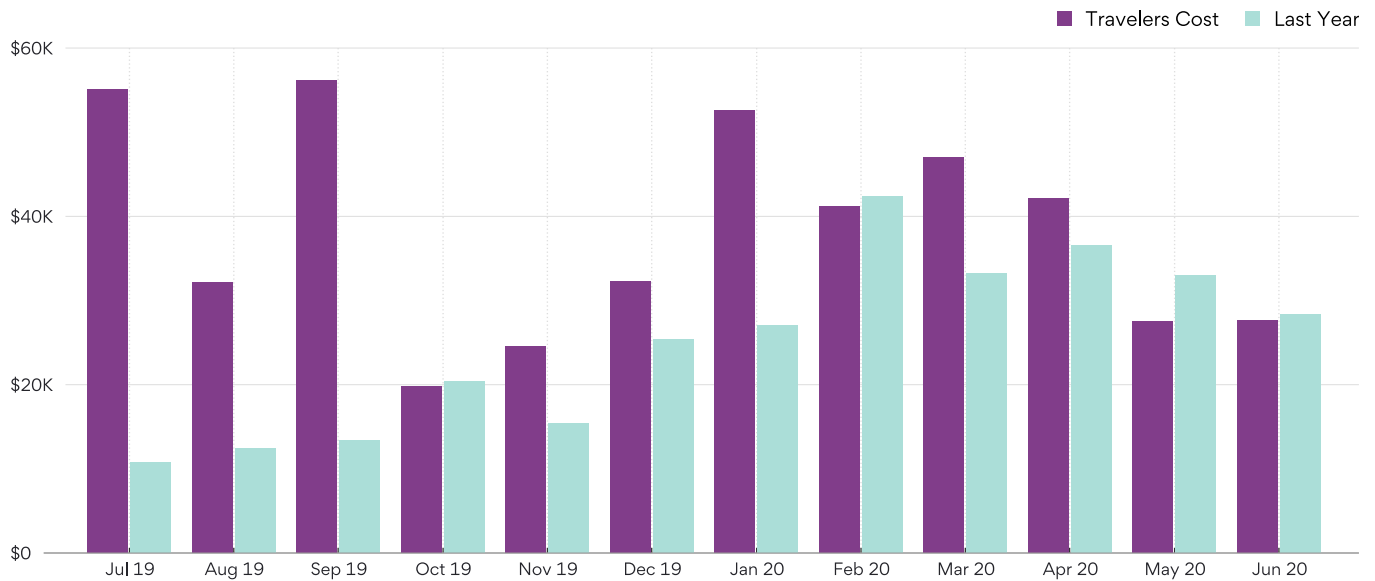
Top 10 Expense Accounts

Employee Wages	\$159,754
Employee Benefits	\$41,051
Non-Chargeable Supply Expense	\$35,486
Purchased Service	\$33,896
Travelers Cost	\$27,665
Professional Service	\$18,584
Service Fee	\$11,055
Chargeable Supply Expense	\$10,893
Advertising/Marketing	\$3,509
Utilities Electric	\$3,377

Patient Revenue vs. Contractual Adjustments



Traveler Costs vs. Prior Year



Balance Sheet - Compared to Prior Month and Year

BALANCE SHEET	Jun 2020	May 2020	Variance (%)	Jun 2019
ASSETS				
Cash & Equivalents	\$604,103	\$424,093	42.45%	\$37,680
Accounts Receivable	\$245,013	\$269,030	-8.93%	\$1,201,325
Inventory	\$65,324	\$65,324	0.00%	\$65,169
Work in Progress	\$899,751	\$819,876	9.74%	\$219,049
Other Current Assets	\$1,473,206	\$1,912,163	-22.96%	\$534,728
Total Current Assets	\$3,287,395	\$3,490,485	-5.82%	\$2,057,951
Fixed Assets	\$532,646	\$519,360	2.56%	\$579,393
Total Non-Current Assets	\$532,646	\$519,360	2.56%	\$579,393
Total Assets	\$3,820,042	\$4,009,846	-4.73%	\$2,637,344
LIABILITIES				
Short Term Debt	\$974,102	\$980,495	-0.65%	\$346,501
Accounts Payable	\$202,812	\$283,273	-28.40%	\$437,455
Other Current Liabilities	\$1,625,273	\$1,895,481	-14.26%	\$236,506
Total Current Liabilities	\$2,802,187	\$3,159,250	-11.30%	\$1,020,462
Long Term Debt	\$1,447,196	\$1,447,977	-0.05%	\$2,136,204
Total Non-Current Liabilities	\$1,447,196	\$1,447,977	-0.05%	\$2,136,204
Total Liabilities	\$4,249,383	\$4,607,227	-7.77%	\$3,156,666
EQUITY				
Retained Earnings	(\$597,381)	(\$685,339)	12.83%	(\$688,435)
Total Equity	(\$597,381)	(\$685,339)	12.83%	(\$688,435)
Total Liabilities & Equity	\$3,652,002	\$3,921,888	-6.88%	\$2,468,231

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

PROFIT & LOSS	Jun 2020	Budget	Budget Variance (%)	Jun 2019
Revenue	\$247,870	\$380,656	-34.88%	\$356,891
Cost of Sales	\$16,991	\$65,381	-74.01%	(\$99,122)
Gross Profit	\$230,879	\$315,275	-26.77%	\$456,013
Expenses	\$349,816	\$330,455	5.86%	\$321,017
Operating Profit	(\$118,937)	(\$15,180)	-683.51%	\$134,996
Other Income	\$295,861	\$0	-	\$8,557
Other Expenses	\$8,198	\$10,063	-18.53%	(\$21,575)
Earnings Before Interest & Tax	\$168,726	(\$25,243)	768.41%	\$165,129
Interest Income	\$1,980	\$0	-	\$612
Interest Expenses	\$2,666	\$5,250	-49.22%	(\$3,372)
Earnings Before Tax	\$168,040	(\$30,493)	651.08%	\$169,112
Net Income	\$168,040	(\$30,493)	651.08%	\$169,112

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

PROFIT & LOSS	2019/2020	YTD (budget)	This year vs budget (%)	2018/2019
Revenue	\$3,675,719	\$4,567,938	-19.53%	\$4,163,058
Cost of Sales	\$1,039,702	\$784,693	32.50%	\$629,445
Gross Profit	\$2,636,018	\$3,783,245	-30.32%	\$3,533,612
Expenses	\$4,217,867	\$3,965,559	6.36%	\$3,935,779
Operating Profit	(\$1,581,850)	(\$182,314)	-767.65%	(\$402,167)
Other Income	\$1,275,201	\$380,000	235.58%	\$464,639
Other Expenses	\$102,130	\$120,800	-15.45%	\$104,852
Earnings Before Interest & Tax	(\$408,780)	\$76,886	-631.67%	(\$42,380)
Interest Income	\$6,688	\$0	-	\$6,923
Interest Expenses	\$36,262	\$63,000	-42.44%	\$36,127
Earnings Before Tax	(\$438,354)	\$13,886	-3,256.80%	(\$71,583)
Dividends	\$0	\$0	-	\$0
Net Income	(\$438,354)	\$13,886	-3,256.80%	(\$71,583)