

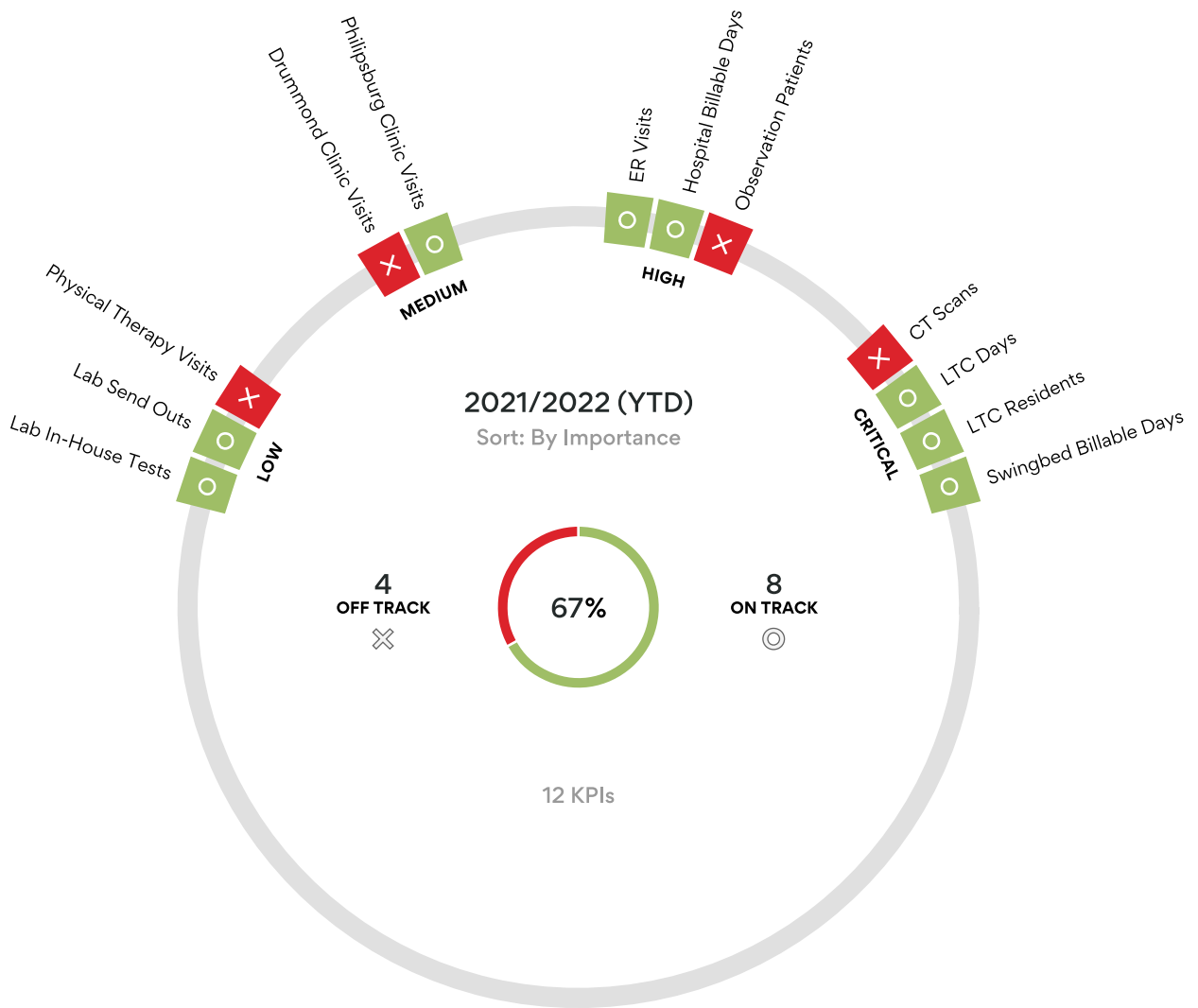
GRANITE COUNTY
MEDICAL CENTER

Management Use Only Financials

January 31, 2022



Utilization Results - YTD



KPI Results - Compared to Target & Prior Month

	RESULT	TARGET	TREND		IMPORTANCE
A UTILIZATION	JAN 2022			vs DEC 2021	
Philipsburg Clinic Visits	240	190	✓	▲ 145	Medium
Drummond Clinic Visits	8	25	✗	▼ -5	Medium
Hospital Billable Days	5	8	✗	▼ -7	High
Swingbed Billable Days	22	16	✓	▲ 4	Critical
Observation Patients	3	1	✓	▲ 3	High
ER Visits	28	30	✗	▲ 12	High
Physical Therapy Visits	87	100	✗	▼ -7	Low
CT Scans	8	15	✗	▼ -4	Critical
Lab In-House Tests	1,363	1,400	✗	▲ 351	Low
Lab Send Outs	94	50	✓	▲ 31	Low
LTC Residents	21	18	✓	0	Critical
LTC Days	616	500	✓	0	Critical

KPI Results - Compared to Prior Year

	RESULT	TARGET	TREND		IMPORTANCE
A UTILIZATION	2021/2022 (YTD)		vs 2020/2021 (YTD)		
Philipsburg Clinic Visits	205	190	✓	▲ 22	Medium
Drummond Clinic Visits	18	25	✗	▼ -13	Medium
Hospital Billable Days	11	8	✓	▲ 1	High
Swingbed Billable Days	20	16	✓	▲ 0	Critical
Observation Patients	1	1	✗	▼ 0	High
ER Visits	36	30	✓	▲ 4	High
Physical Therapy Visits	93	100	✗	▲ 25	Low
CT Scans	88	105	✗	▼ -10	Critical
Lab In-House Tests	9,953	9,800	✓	▲ 618	Low
Lab Send Outs	631	350	✓	▼ -1,140	Low
LTC Residents	19	18	✓	▲ 0	Critical
LTC Days	549	500	✓	▼ -2	Critical

Revenue Analysis

MTD REVENUE

\$613,579

▲ 22.9% from last month

TARGET

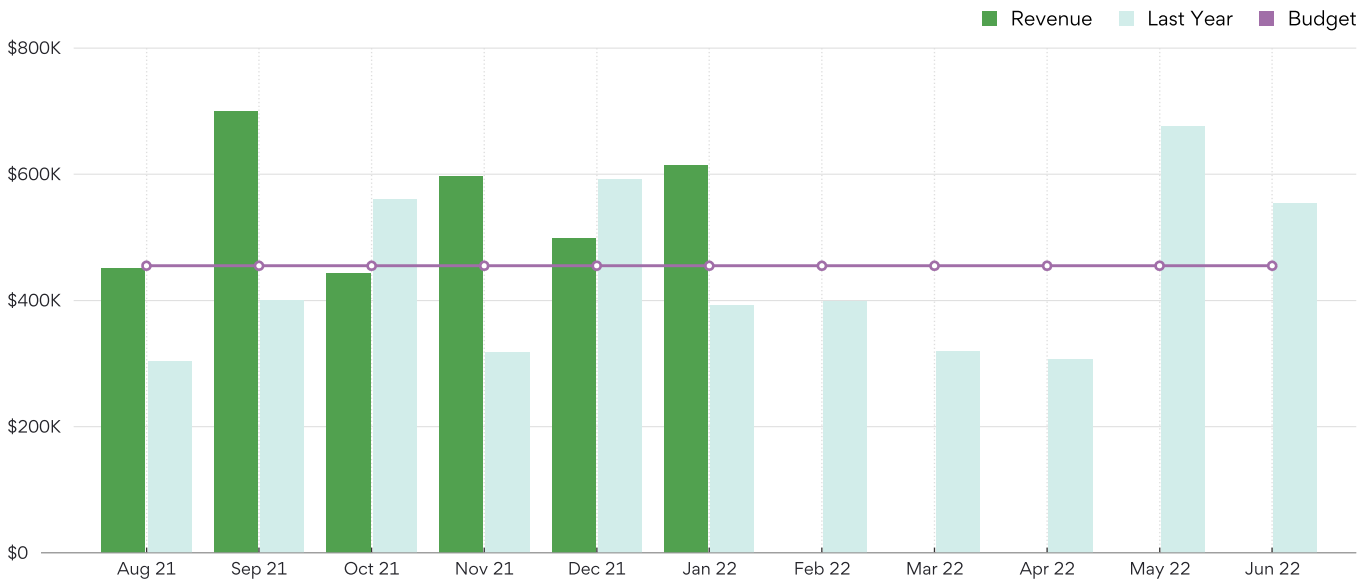
\$454,937

YTD REVENUE (2021/2022 YTD)

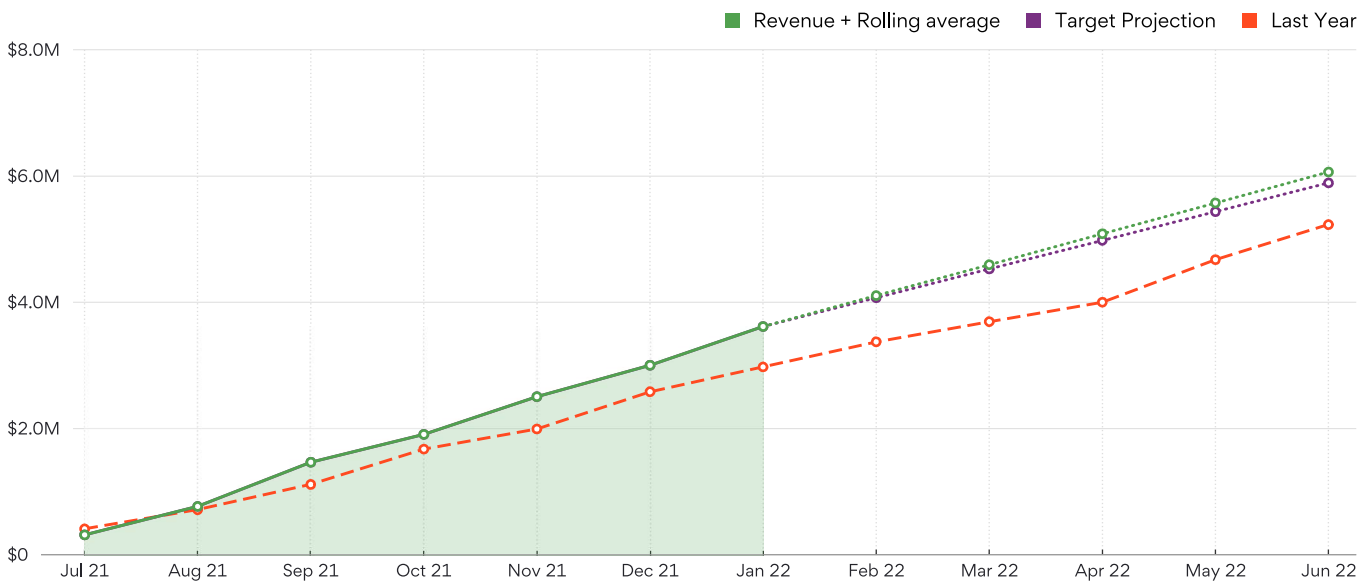
\$3,617,658

▲ 13.6% vs target

Current Fiscal Year vs YTD & Budget



Cumulative Revenue



Profitability

GROSS PROFIT - MTD

\$458,106

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

OPERATING PROFIT - MTD

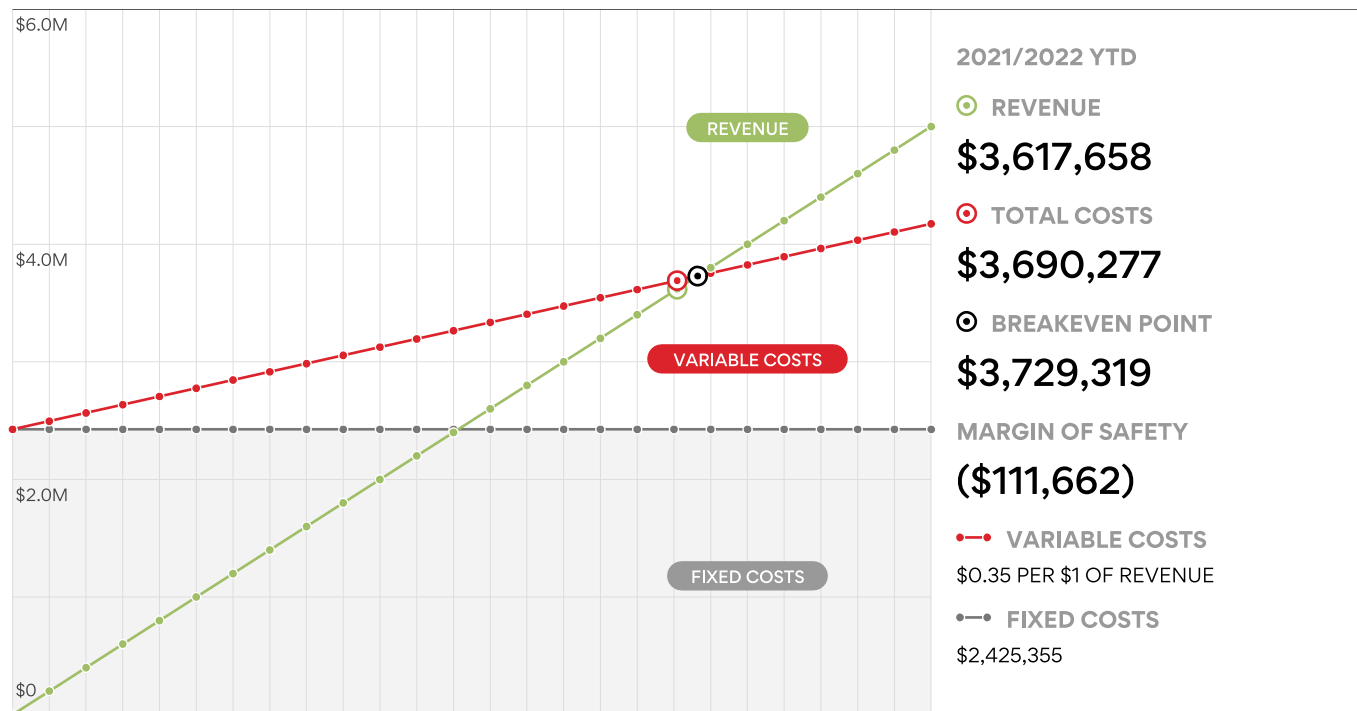
\$22,413

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

NET INCOME - MTD

\$126,258

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.

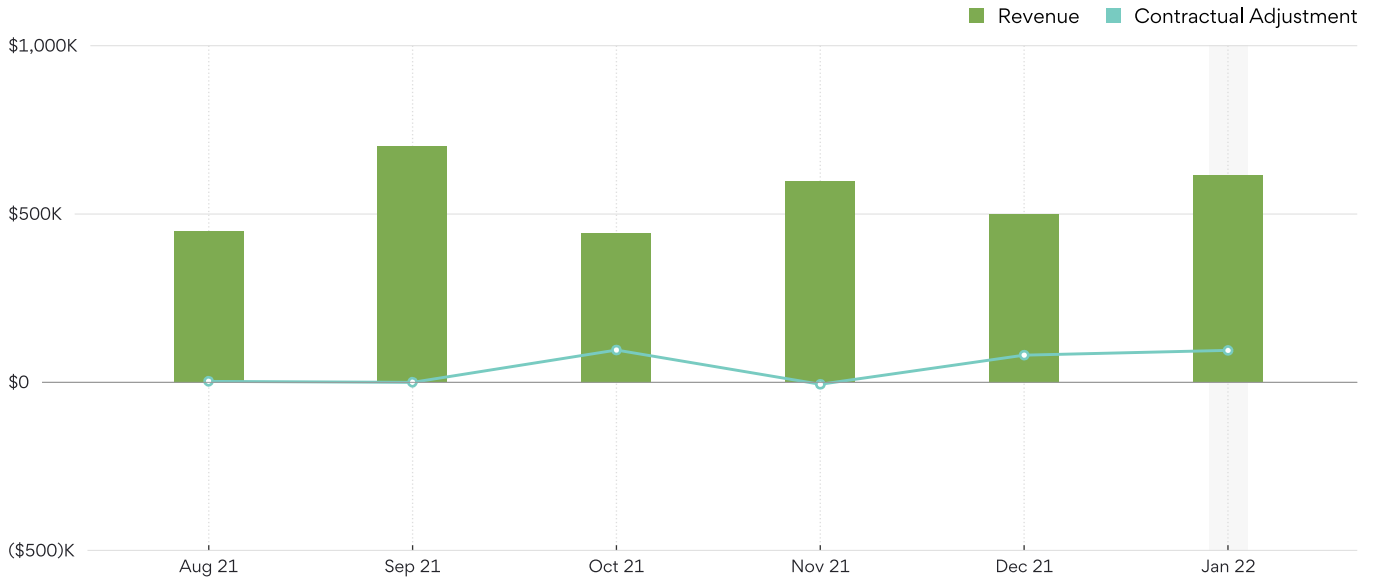
Top 10 Revenue Departments

Routine Nursing	\$221,343
Longterm Care	\$121,404
Pharmacy	\$75,205
Laboratory	\$43,817
Philipsburg Clinic	\$38,509
IV Therapy	\$32,674
Emergency Room	\$23,886
CT	\$20,098
Physical Therapy	\$14,626
Med/Surg Supplies	\$8,548

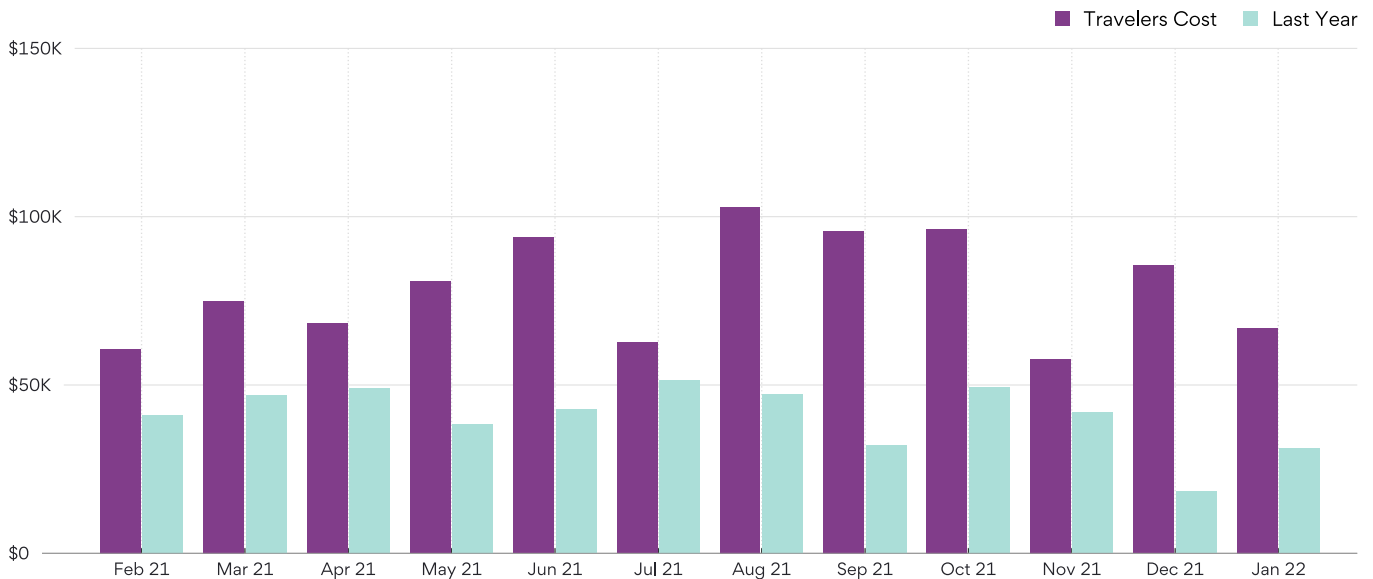
Top 10 Expense Accounts

Employee Wages	\$196,711
Travelers Cost	\$67,000
Employee Benefits	\$47,845
Professional Service	\$40,567
Non-Chargeable Supply Expense	\$26,690
Insurance - General Liability	\$13,945
Purchased Service	\$11,232
Dues/Fees/Licences/Sub	\$9,887
Chargeable Supply Expense	\$7,579
Advertising/Marketing	\$6,214

Patient Revenue vs. Contractual Adjustments



Traveler Costs vs. Prior Year



	Year To Date Actual	Year To Date Budget	(Over)/Under Budget
Salary & Benefits			
Salary - General	228,430	428,294	199,865
Group Insurance Expense	15,108	43,808	28,701
Retirement Expense - PERS	20,060	37,990	17,929
Unemployment Expense	1,003	795	(208)
FICA Expense	16,446	32,765	16,319
Workers Compensation Expense	2,787	6,432	3,646
Total Salary & Benefits	283,833	550,084	266,251
Traveler Costs	547,255	233,333	(313,922)
Total Staffing Costs - Routine Nursing	831,088	783,417	(47,671)

Balance Sheet - Compared to Prior Month and Year

BALANCE SHEET	Jan 2022	Dec 2021	Variance (%)	Jan 2021
ASSETS				
Cash & Equivalents	\$854,951	\$989,342	-13.58%	\$179,358
Accounts Receivable	\$1,818,957	\$1,659,110	9.63%	\$1,261,358
Inventory	\$119,199	\$119,199	0.00%	\$84,219
Work in Progress	\$186,102	\$186,102	0.00%	\$0
Other Current Assets	\$247,387	\$352,296	-29.78%	\$1,406,805
Total Current Assets	\$3,226,596	\$3,306,049	-2.40%	\$2,931,740
Fixed Assets	\$1,629,567	\$1,643,711	-0.86%	\$1,699,467
Total Non-Current Assets	\$1,629,567	\$1,643,711	-0.86%	\$1,699,467
Total Assets	\$4,856,163	\$4,949,760	-1.89%	\$4,631,207
LIABILITIES				
Short Term Debt	\$1,391	\$1,391	0.00%	\$484,616
Accounts Payable	\$103,890	\$202,211	-48.62%	\$184,101
Other Current Liabilities	\$356,979	\$468,979	-23.88%	\$2,296,135
Total Current Liabilities	\$462,259	\$672,581	-31.27%	\$2,964,853
Long Term Debt	\$1,851,598	\$1,861,132	-0.51%	\$1,543,908
Total Non-Current Liabilities	\$1,851,598	\$1,861,132	-0.51%	\$1,543,908
Total Liabilities	\$2,313,857	\$2,533,713	-8.68%	\$4,508,761
EQUITY				
Retained Earnings	\$2,416,048	\$2,487,856	-2.89%	\$222,760
Total Equity	\$2,416,048	\$2,487,856	-2.89%	\$222,760
Total Liabilities & Equity	\$4,729,905	\$5,021,569	-5.81%	\$4,731,520

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

PROFIT & LOSS	Jan 2022	Budget	Budget Variance (%)	Jan 2021
Revenue	\$613,579	\$454,937	34.87%	\$391,820
Cost of Sales	\$155,473	\$63,204	145.99%	\$15,518
Gross Profit	\$458,106	\$391,733	16.94%	\$376,302
Expenses	\$435,693	\$419,822	3.78%	\$389,668
Operating Profit	\$22,413	(\$28,089)	179.79%	(\$13,367)
Other Income	\$120,036	\$12,639	849.73%	\$1,794
Other Expenses	\$14,144	\$13,333	6.09%	\$14,144
Earnings Before Interest & Tax	\$128,304	(\$28,783)	545.76%	(\$25,717)
Interest Expenses	\$2,047	\$3,000	-31.77%	\$2,996
Earnings Before Tax	\$126,258	(\$31,783)	497.25%	(\$28,713)
Net Income	\$126,258	(\$31,783)	497.25%	(\$28,713)

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

PROFIT & LOSS	2021/2022 (YTD)	YTD (budget)	This year vs budget (%)	2020/2021 (YTD)
Revenue	\$3,617,658	\$3,184,559	13.60%	\$2,975,962
Cost of Sales	\$511,357	\$442,428	15.58%	\$59,753
Gross Profit	\$3,106,301	\$2,742,131	13.28%	\$2,916,209
Expenses	\$3,178,920	\$2,938,754	8.17%	\$2,863,156
Operating Profit	(\$72,619)	(\$196,623)	63.07%	\$53,053
Other Income	\$559,815	\$468,473	19.50%	\$836,327
Other Expenses	\$99,011	\$93,331	6.09%	\$107,175
Earnings Before Interest & Tax	\$388,185	\$178,519	117.45%	\$782,204
Interest Income	\$3,960	\$0	-	\$3,960
Interest Expenses	\$15,867	\$21,000	-24.44%	\$25,380
Earnings Before Tax	\$376,278	\$157,519	138.88%	\$760,785
Dividends	\$0	\$0	-	\$0
Net Income	\$376,278	\$157,519	138.88%	\$760,785