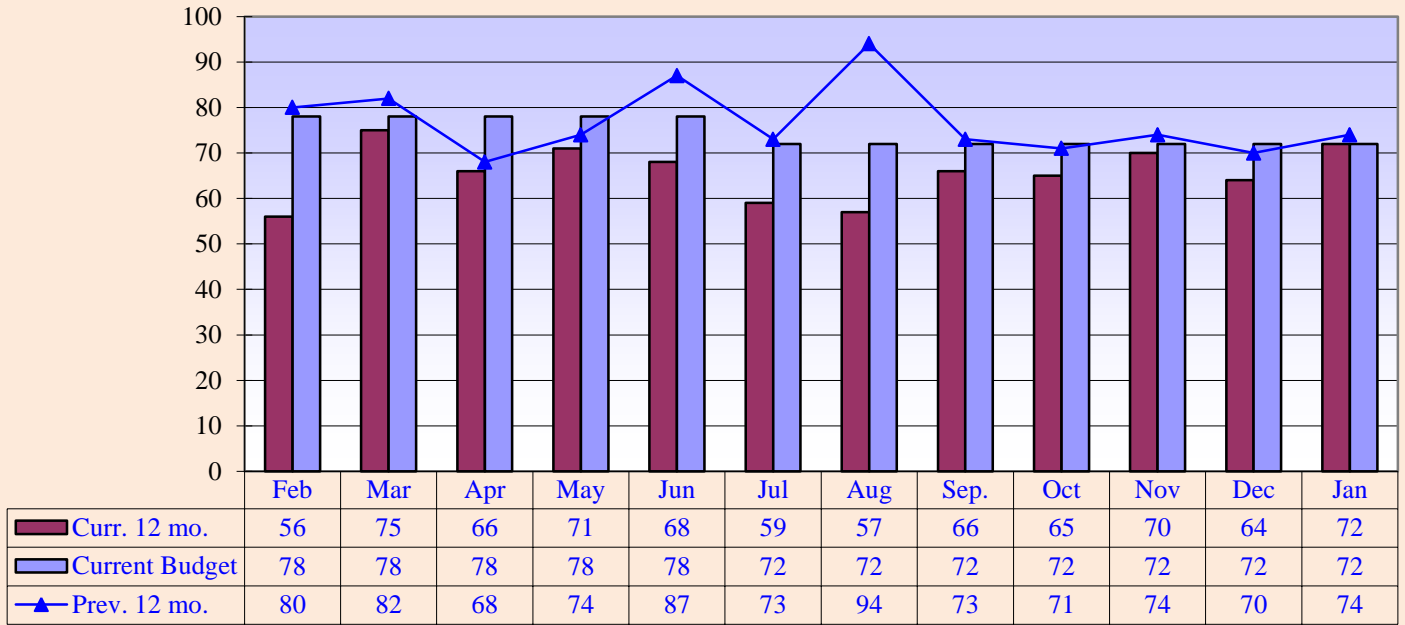


Memorial Hospital of Converse County
Financial and Statistical Packet
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**Memorial Hospital of Converse County
Admissions and Average IP Daily Census
Jan. 2018**

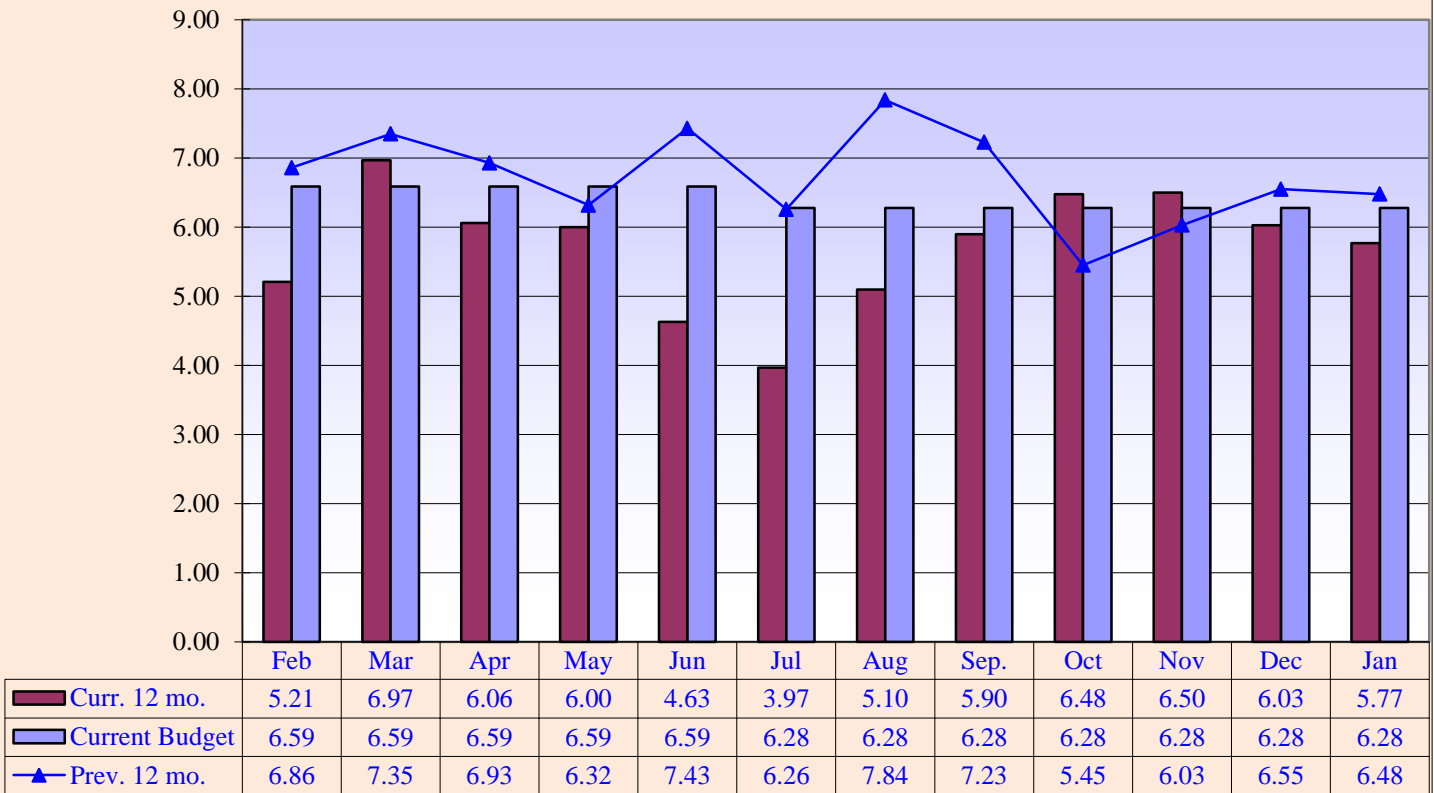
Admissions



Current 12 mo. avg. = 66

Previous 12 mo. avg. = 77

Average IP Daily Census

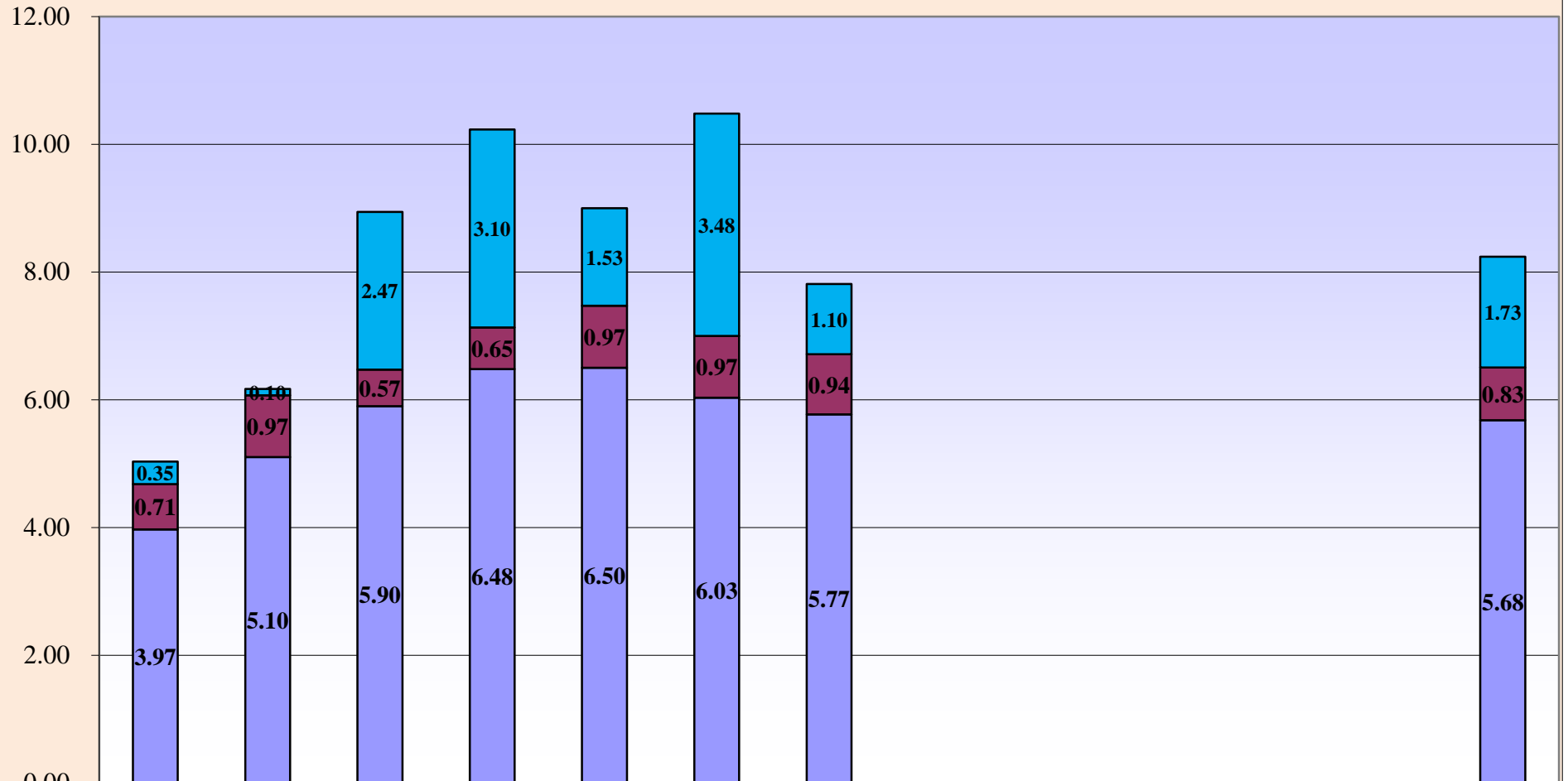


Curr. 12 mo. avg. = 5.72

Prev. 12 mo. avg. = 6.73

**Memorial Hospital of Converse County
(FY 2018) Average Floor Census Breakdown
Jan. 2018**

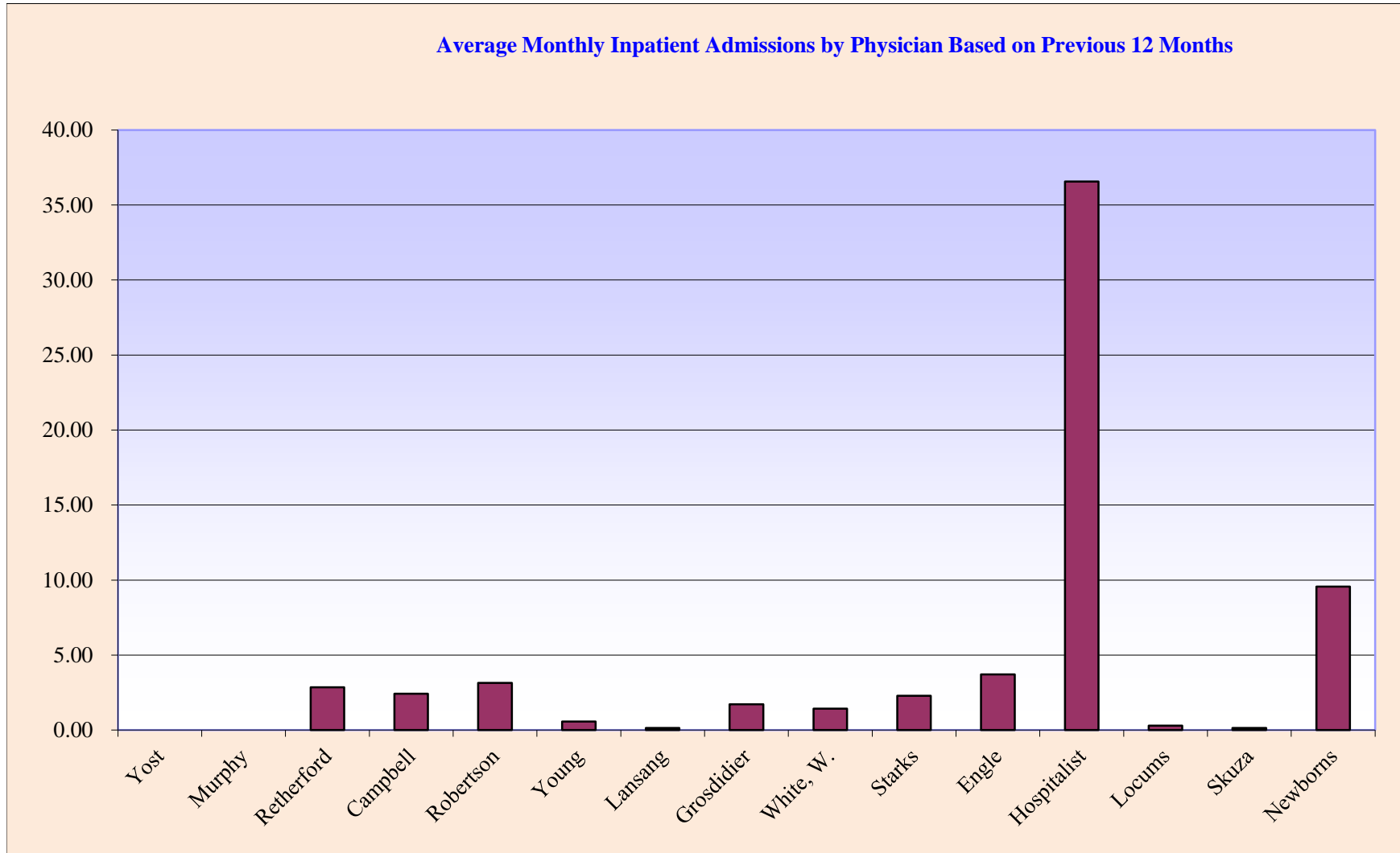
(FY 2018) Average Floor Census Breakdown



	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June	Average
Swing Bed	0.35	0.10	2.47	3.10	1.53	3.48	1.10						1.73
Observation	0.71	0.97	0.57	0.65	0.97	0.97	0.94						0.83
Inpatient	3.97	5.10	5.90	6.48	6.50	6.03	5.77						5.68

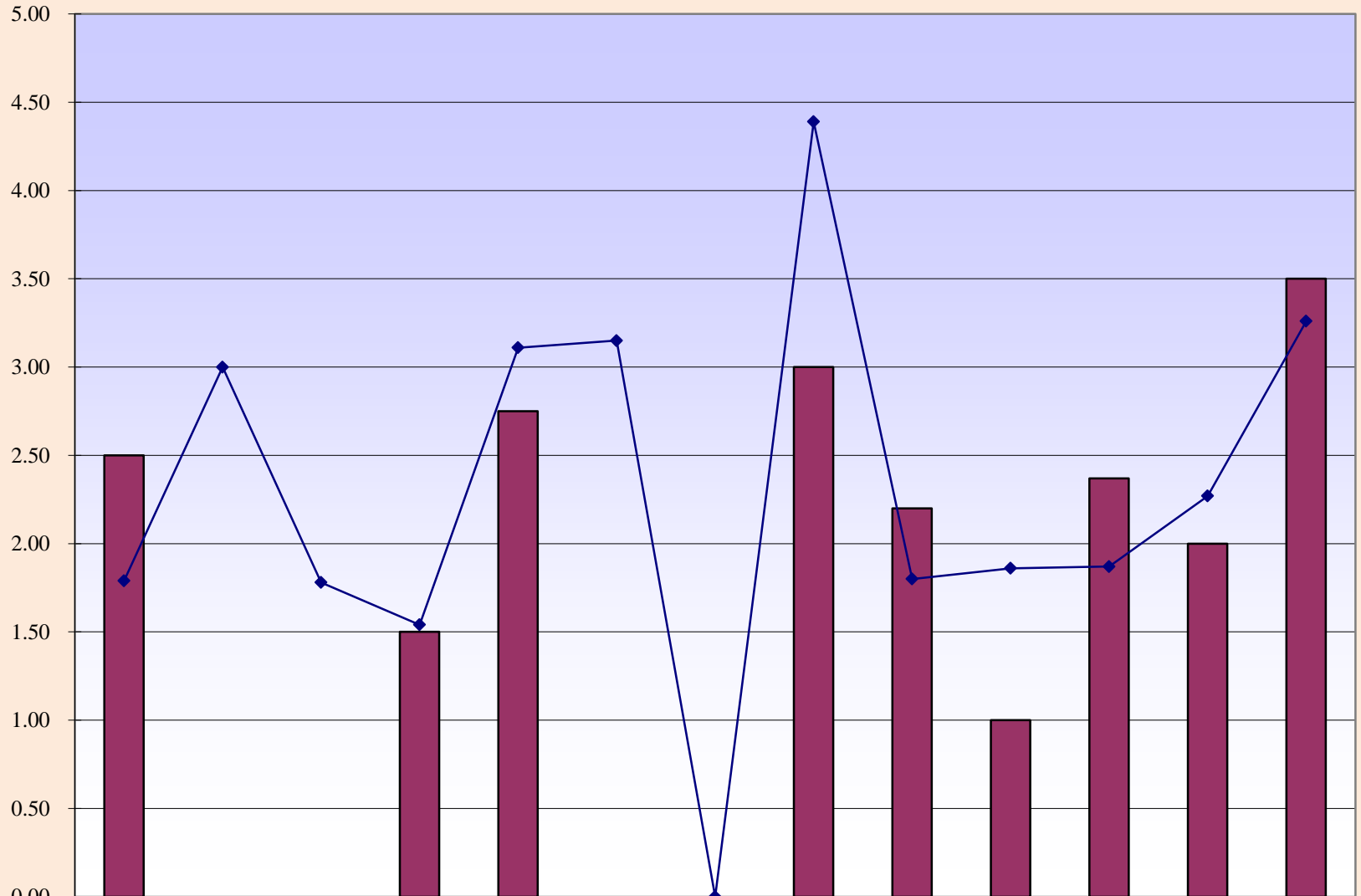
Inpatient
 Observation
 Swing Bed

**Memorial Hospital of Converse County
Average Monthly Inpatient Admissions by Physician
Jan. 2018**



**Memorial Hospital of Converse County
Average Length of Stay by Physician
Jan. 2018**

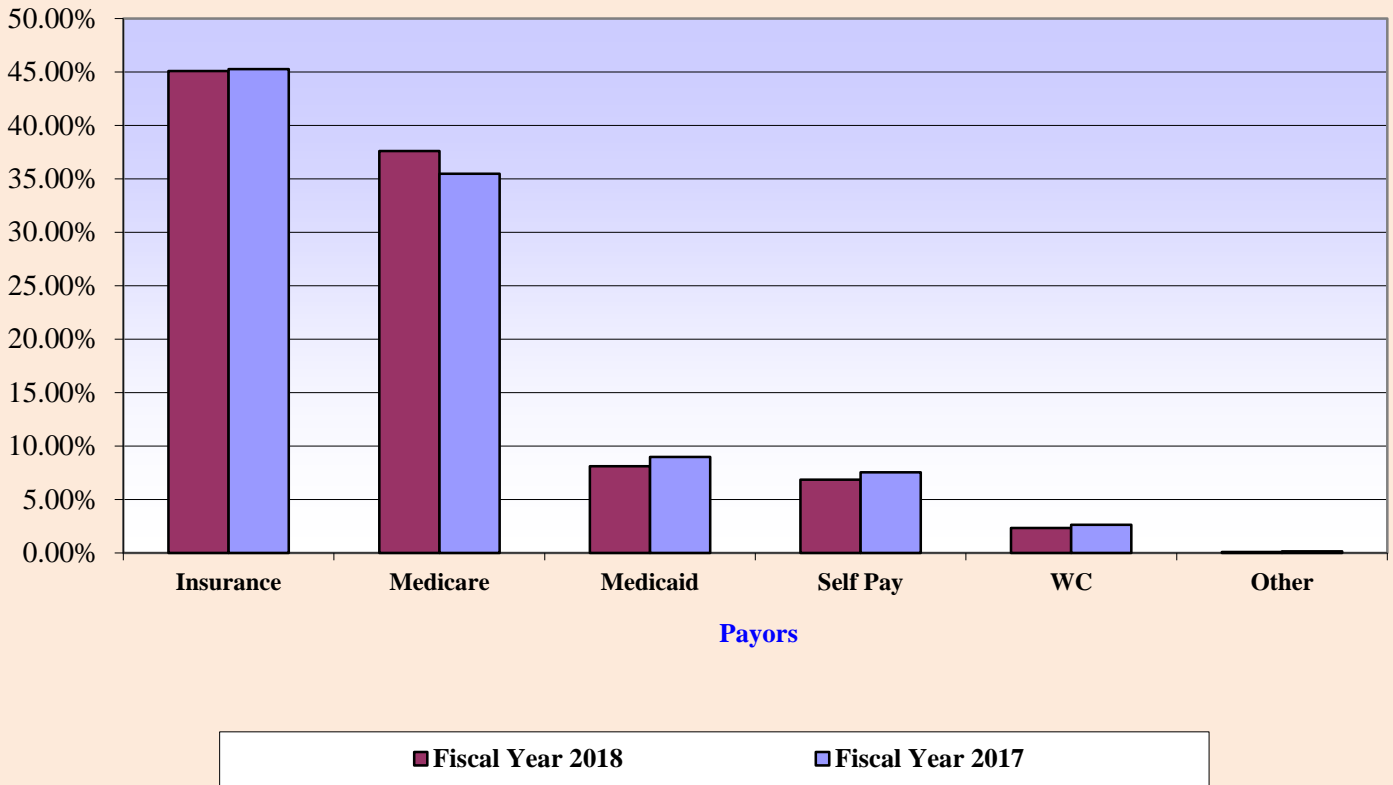
Average Length of Stay by Physician for Fiscal Year 2018



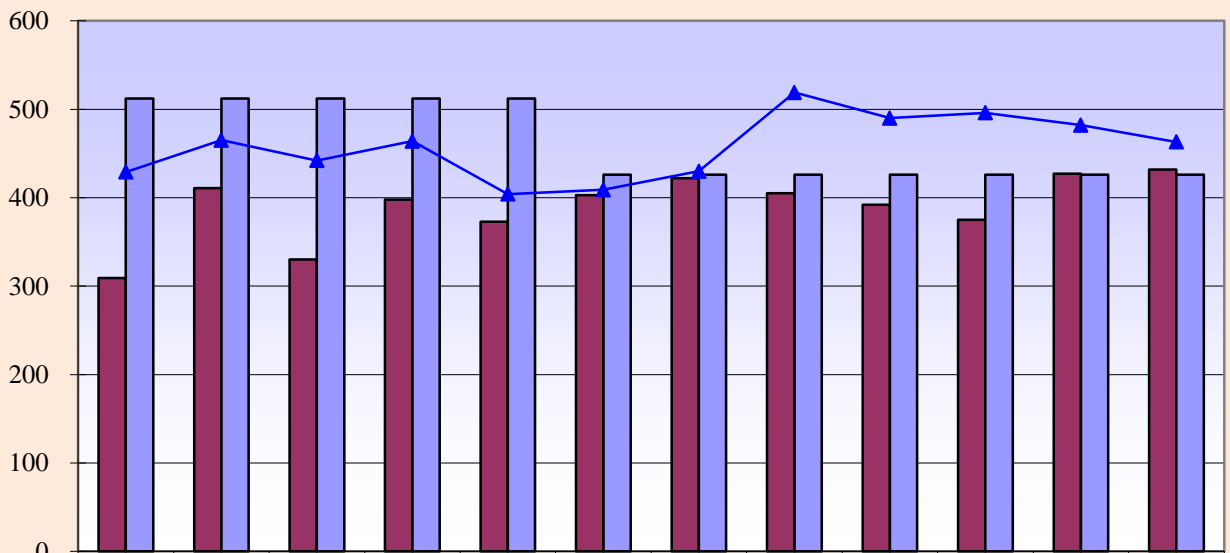
Current Month Avg. Length of Stay	2.50	0.00	0.00	1.50	2.75	0.00	0.00	3.00	2.20	1.00	2.37	2.00	3.50
YTD FY 2018 Avg. Length of Stay	1.79	3.00	1.78	1.54	3.11	3.15	0.00	4.39	1.80	1.86	1.87	2.27	3.26

**Memorial Hospital of Converse County
Payor Mix Comparisons and ER Visits
Jan. 2018**

Payor Mix Comparisons



Emergency Room Visits



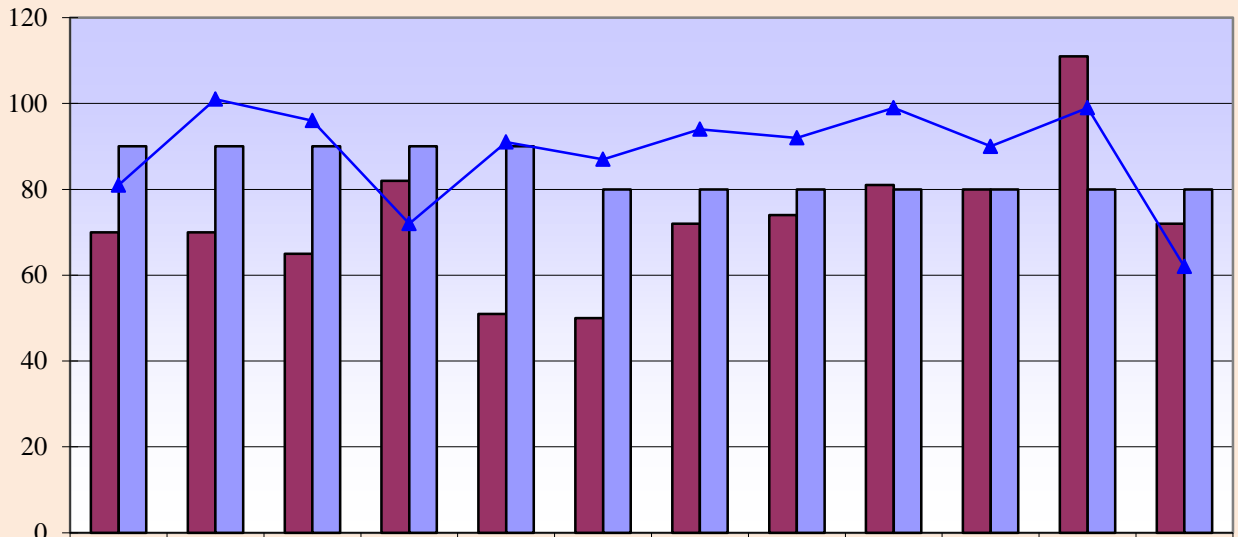
Curr. 12 mo.	309	411	330	398	373	403	422	405	392	375	427	432
Current Budget	512	512	512	512	512	426	426	426	426	426	426	426
Prev. 12 mo.	429	465	442	464	404	409	430	519	490	496	482	463

Curr. 12 mo. avg. = 390

Prev. 12 mo. avg. = 458

**Memorial Hospital of Converse County
Total Surgeries and Orthopedic Surgeries
Jan. 2018**

Total Surgeries

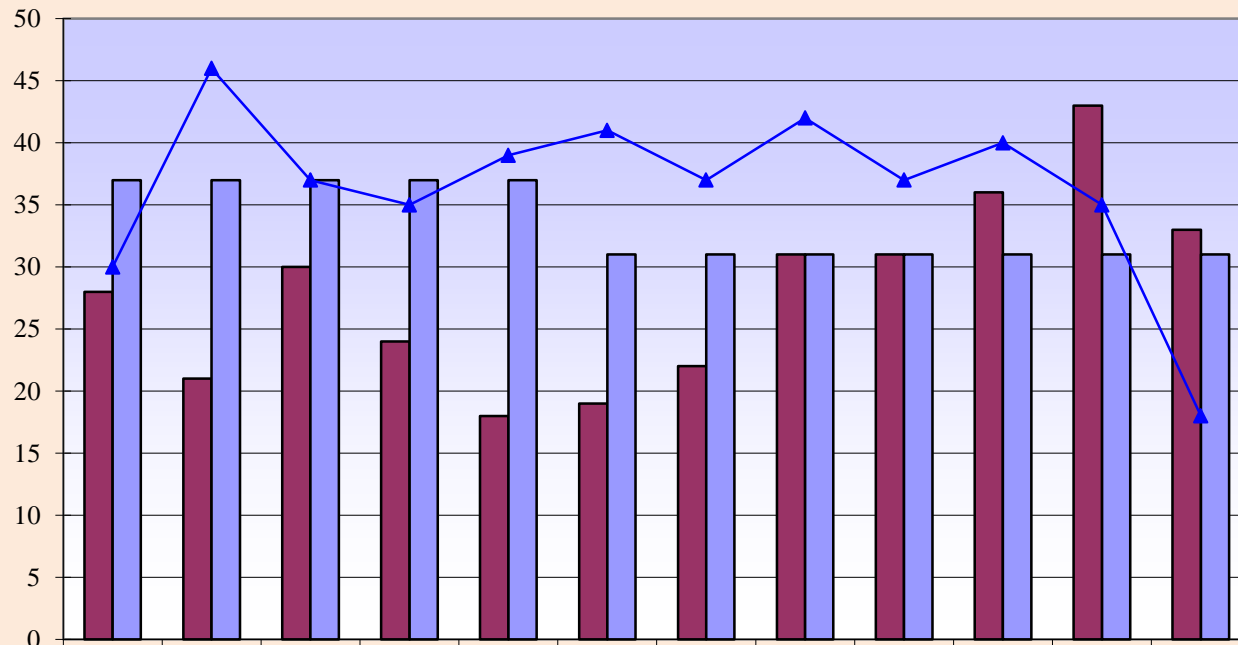


	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep.	Oct	Nov	Dec	Jan
■ Curr. 12 mo.	70	70	65	82	51	50	72	74	81	80	111	72
■ Current Budget	90	90	90	90	90	80	80	80	80	80	80	80
▲ Prev. 12 mo.	81	101	96	72	91	87	94	92	99	90	99	62

Current 12 mo. avg. = 73

Previous 12 mo. avg. = 89

Orthopedic Surgeries



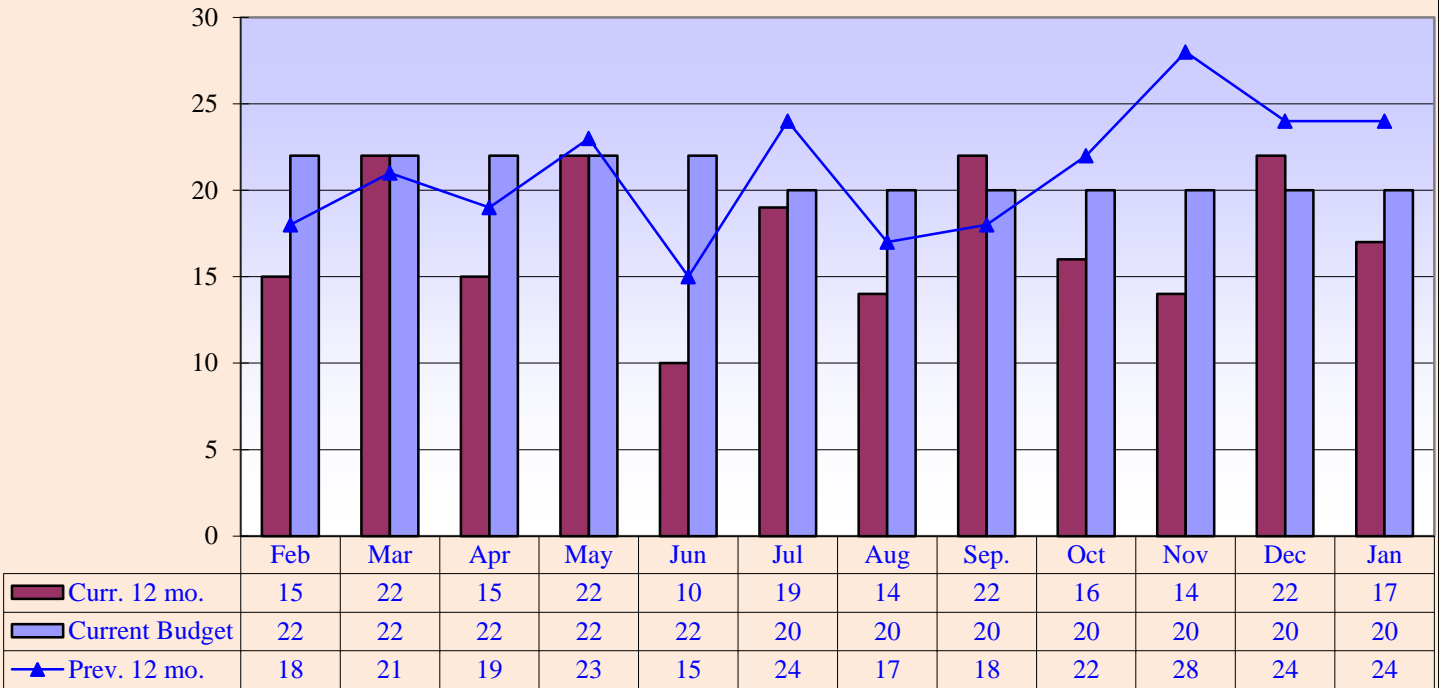
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep.	Oct	Nov	Dec	Jan
■ Curr. 12 mo.	28	21	30	24	18	19	22	31	31	36	43	33
■ Current Budget	37	37	37	37	37	31	31	31	31	31	31	31
▲ Prev. 12 mo.	30	46	37	35	39	41	37	42	37	40	35	18

Curr. 12 mo. avg. = 28

Prev. 12 mo. avg. = 36

**Memorial Hospital of Converse County
General and OB/GYN Surgeries
Jan. 2018**

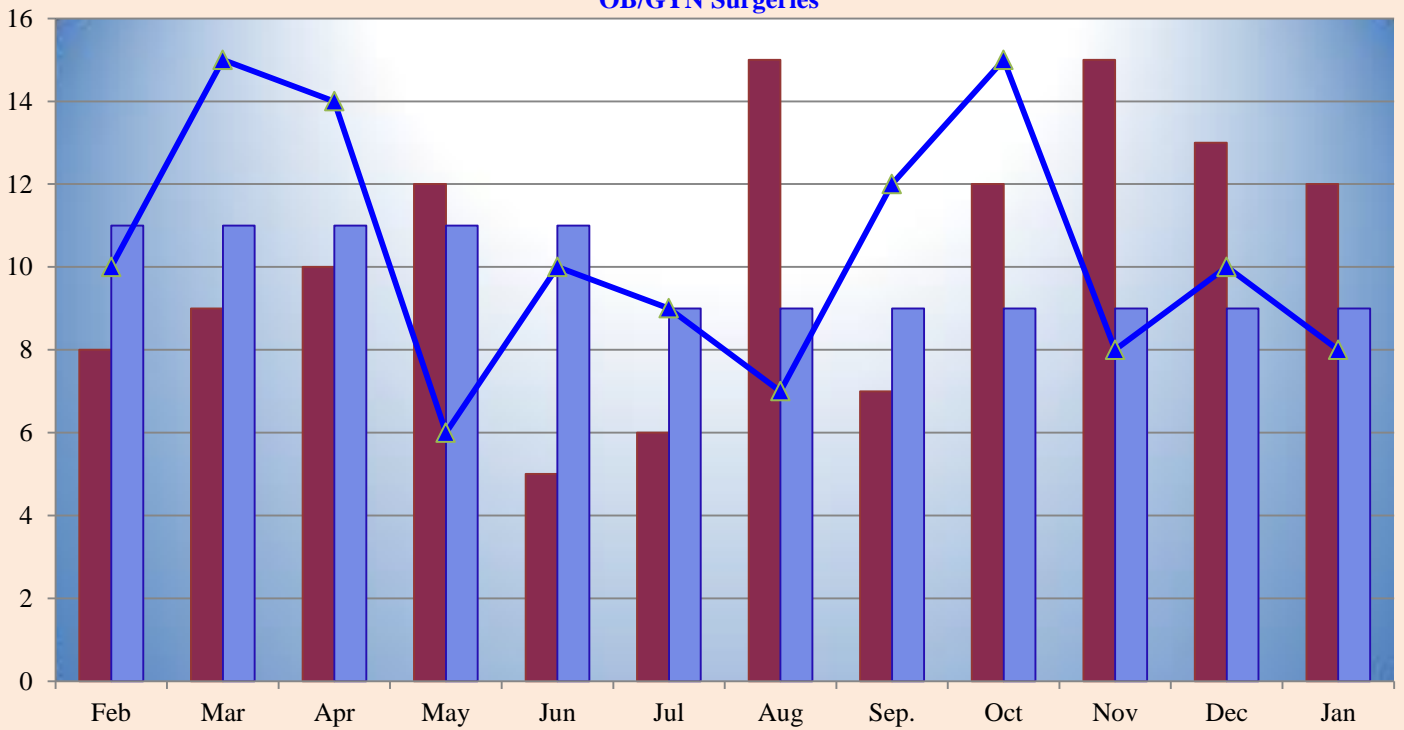
General Surgeries



Curr. 12 mo. avg. = 17

Prev. 12 mo. avg. = 21

OB/GYN Surgeries



Curr. 12 mo. avg. = 10

Prev. 12 mo. avg. = 10

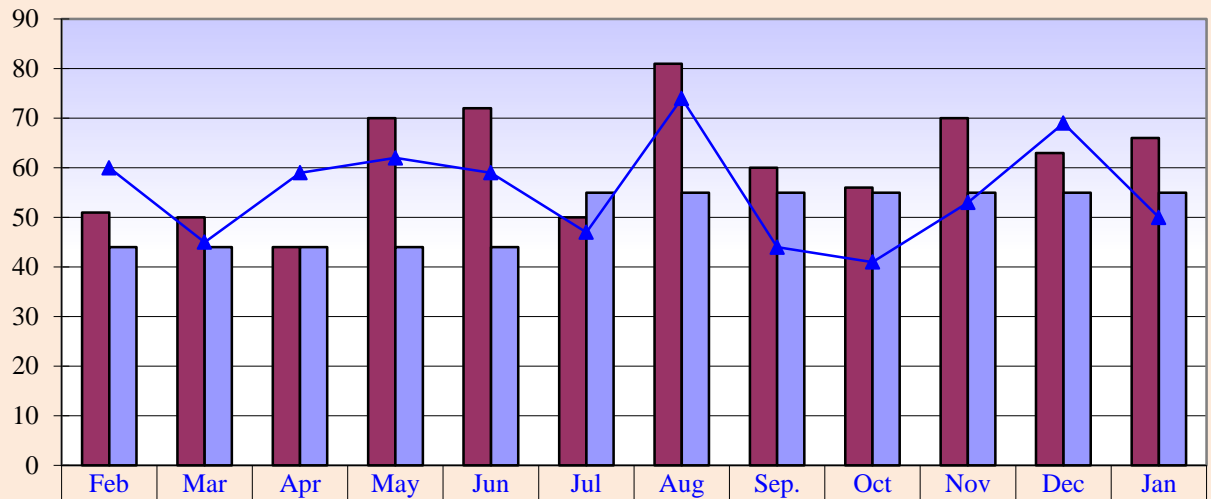
■ Curr. 12 mo.

■ Current Budget

▲ Prev. 12 mo.

**Memorial Hospital of Converse County
Procedure Core Visits
Jan. 2018**

Procedure Core Visits

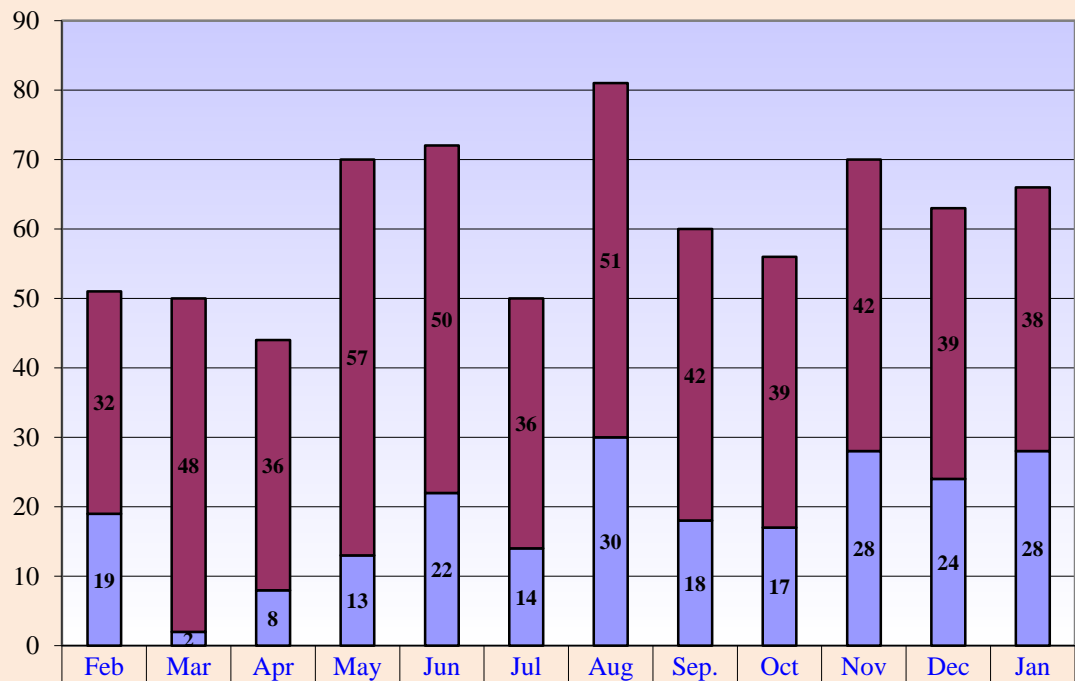


■ Curr. 12 mo.	51	50	44	70	72	50	81	60	56	70	63	66
■ Current Budget	44	44	44	44	44	55	55	55	55	55	55	55
▲ Prev. 12 mo.	60	45	59	62	59	47	74	44	41	53	69	50

Curr. 12 mo. avg. = 61

Prev. 12 mo. avg. = 55

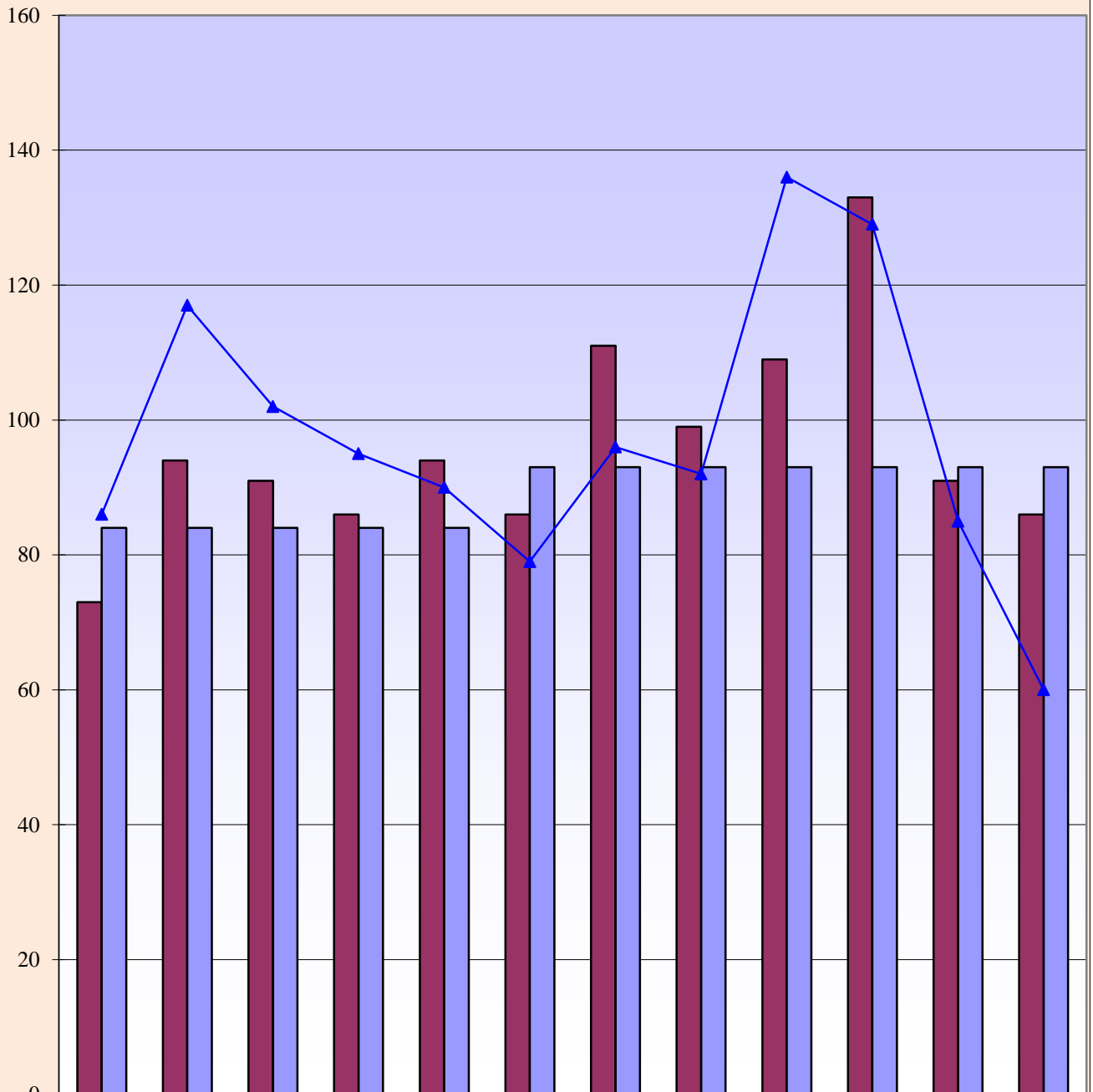
Procedure Core Visit Types



■ Curr. 12 mo. Scopes	32	48	36	57	50	36	51	42	39	42	39	38
■ Curr. 12 mo. Minor Procedures	19	2	8	13	22	14	30	18	17	28	24	28

**Memorial Hospital of Converse County
Mammography Exams
Jan. 2018**

Mammography Exams



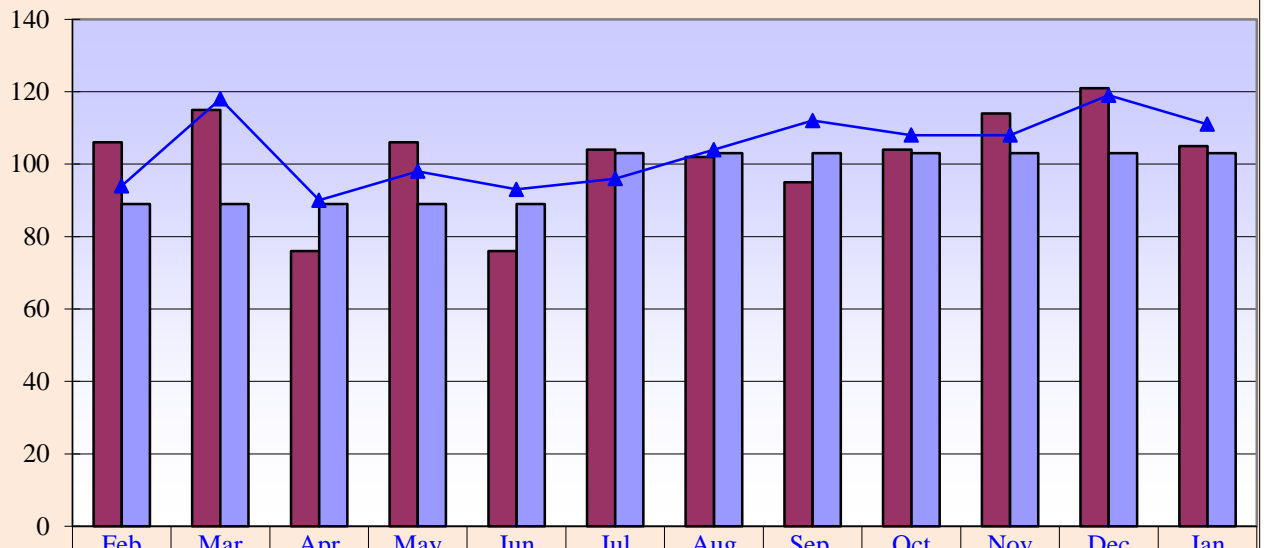
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep.	Oct	Nov	Dec	Jan
■ Curr. 12 mo.	73	94	91	86	94	86	111	99	109	133	91	86
■ Current Budget	84	84	84	84	84	93	93	93	93	93	93	93
▲ Prev. 12 mo.	86	117	102	95	90	79	96	92	136	129	85	60

Curr. 12 mo. avg. = 96

Prev. 12 mo. avg. = 97

**Memorial Hospital of Converse County
MRI & Cat Scans
Jan. 2018**

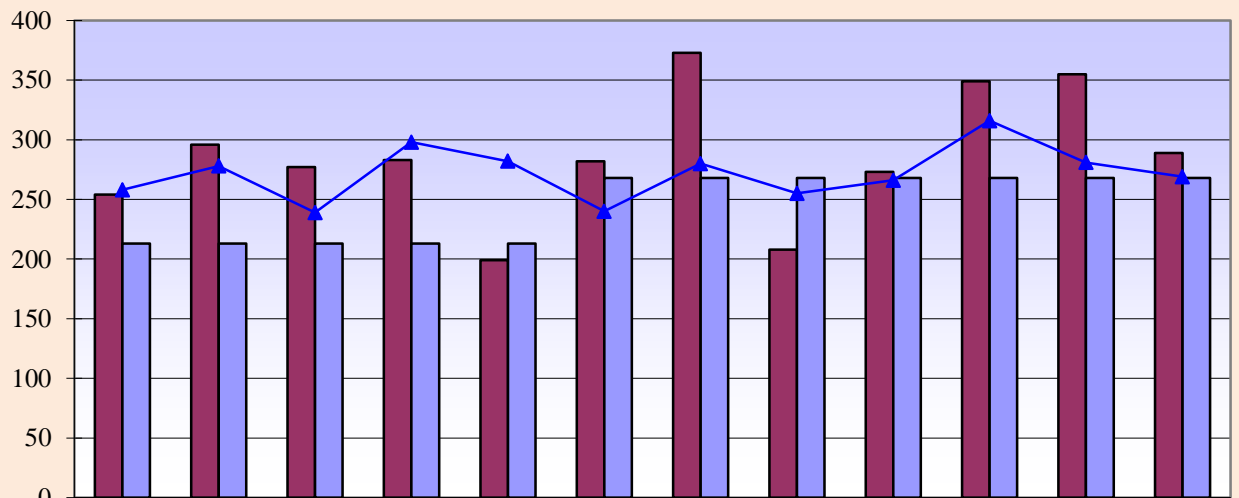
MRI Exams



Curr. 12 mo. avg. = 102

Prev. 12 mo. avg. = 104

CT Exams

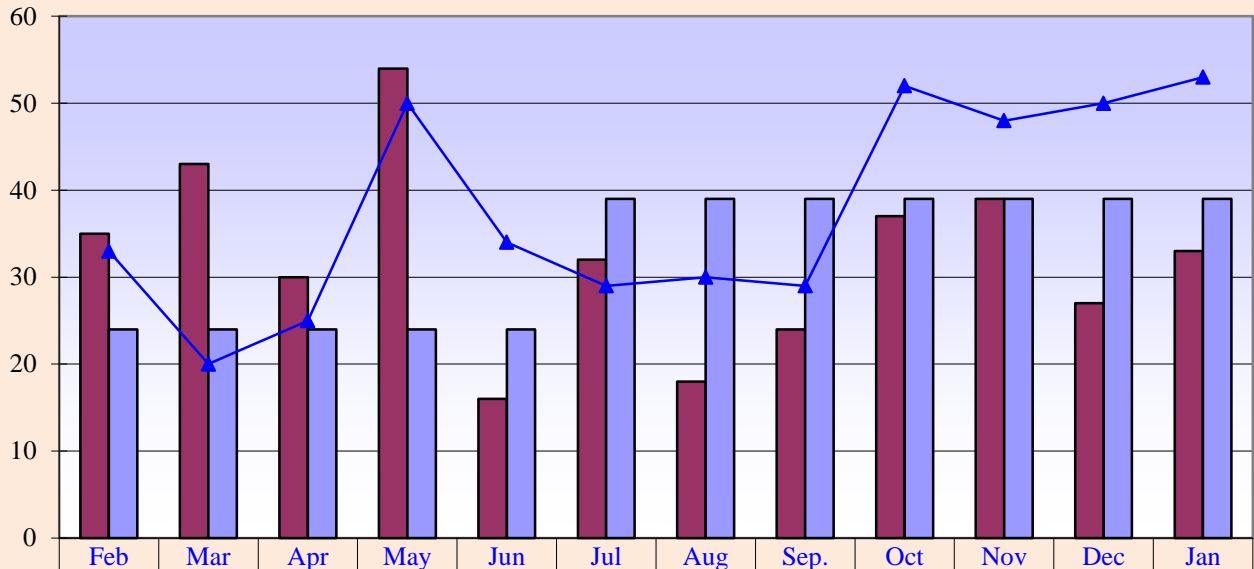


Curr. 12 mo. avg. = 287

Prev. 12 mo. avg. = 272

**Memorial Hospital of Converse County
Nuclear Med and Ultrasound Exams
Jan. 2018**

Nuclear Medicine Exams

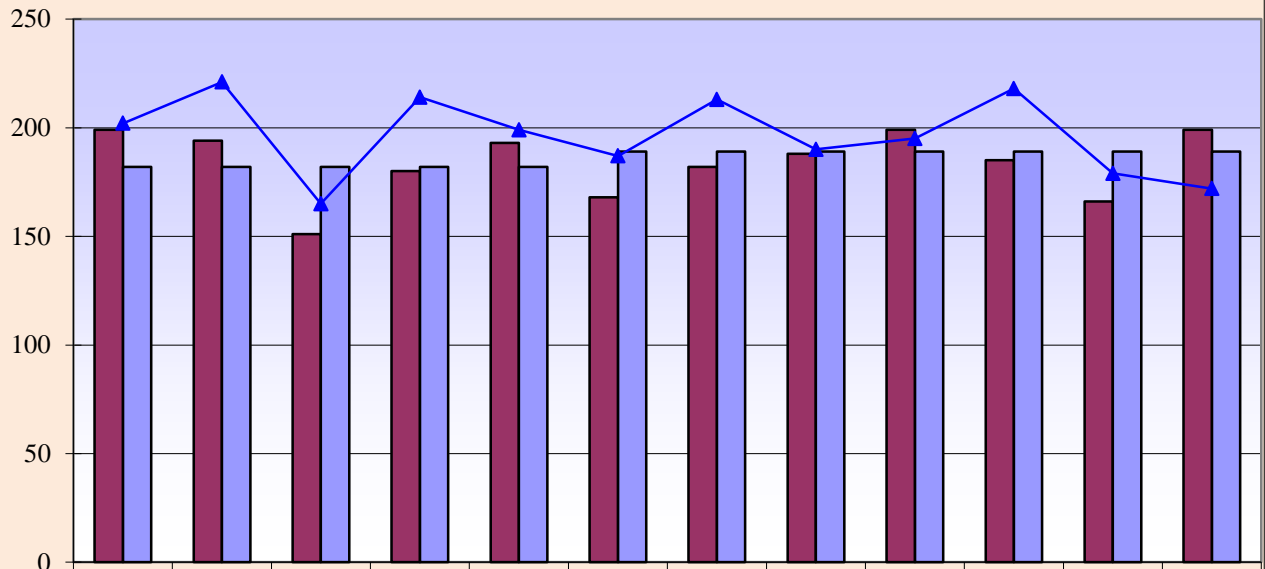


	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep.	Oct	Nov	Dec	Jan
Curr. 12 mo.	35	43	30	54	16	32	18	24	37	39	27	33
Current Budget	24	24	24	24	24	39	39	39	39	39	39	39
Prev. 12 mo.	33	20	25	50	34	29	30	29	52	48	50	53

Curr. 12 mo. avg = 32

Prev. 12 mo. avg. = 38

Ultrasound Exams



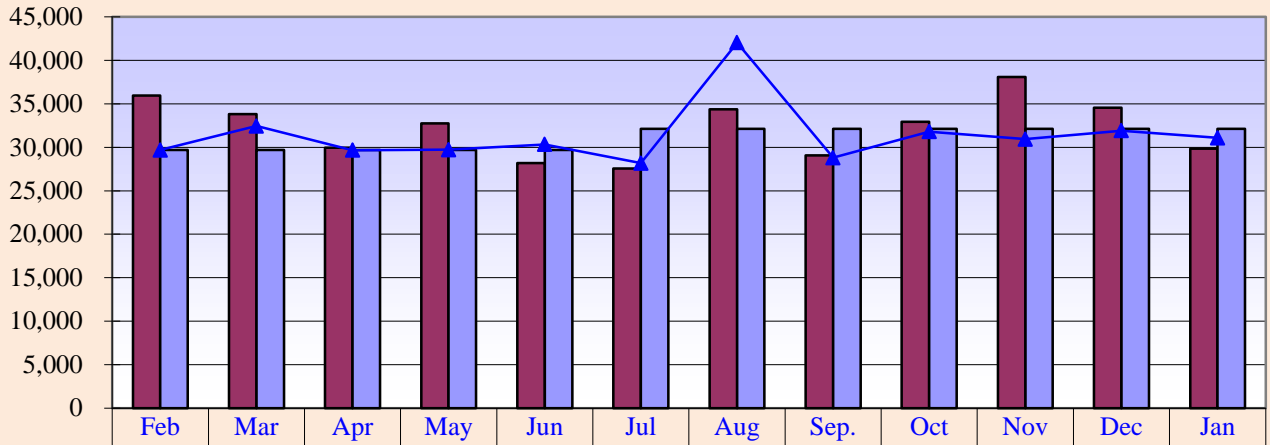
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep.	Oct	Nov	Dec	Jan
Curr. 12 mo.	199	194	151	180	193	168	182	188	199	185	166	199
Current Budget	182	182	182	182	182	189	189	189	189	189	189	189
Prev. 12 mo.	202	221	165	214	199	187	213	190	195	218	179	172

Curr. 12 mo. avg. = 184

Prev. 12 mo. avg. = 196

**Memorial Hospital of Converse County
Lab Procedures and Other X-Ray Exams
Jan. 2018**

Lab Procedures

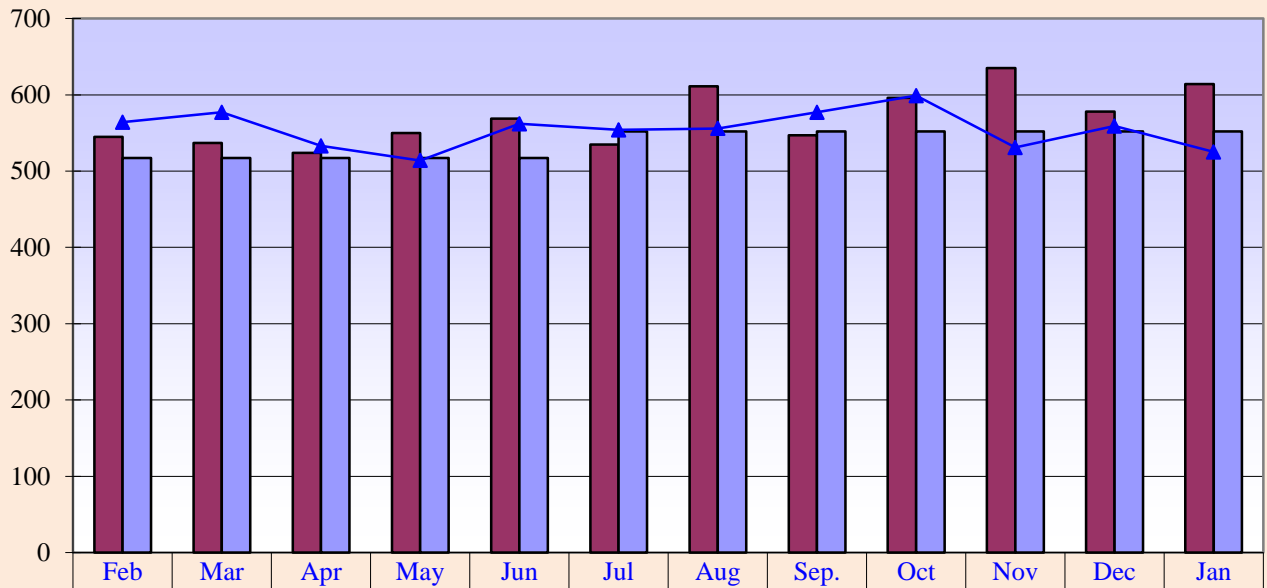


Curr. 12 mo.	35,937	33,821	29,968	32,749	28,171	27,574	34,385	29,061	32,925	38,078	34,572	29,846
Current Budget	29,682	29,682	29,682	29,682	29,682	32,118	32,118	32,118	32,118	32,118	32,118	32,118
Prev. 12 mo.	29,694	32,443	29,662	29,729	30,331	28,170	42,038	28,795	31,807	30,946	31,922	31,091
—x—												

Curr. 12 mo. avg. = 32,257

Prev. 12 mo. avg. = 31,386

Other X-Ray Exams



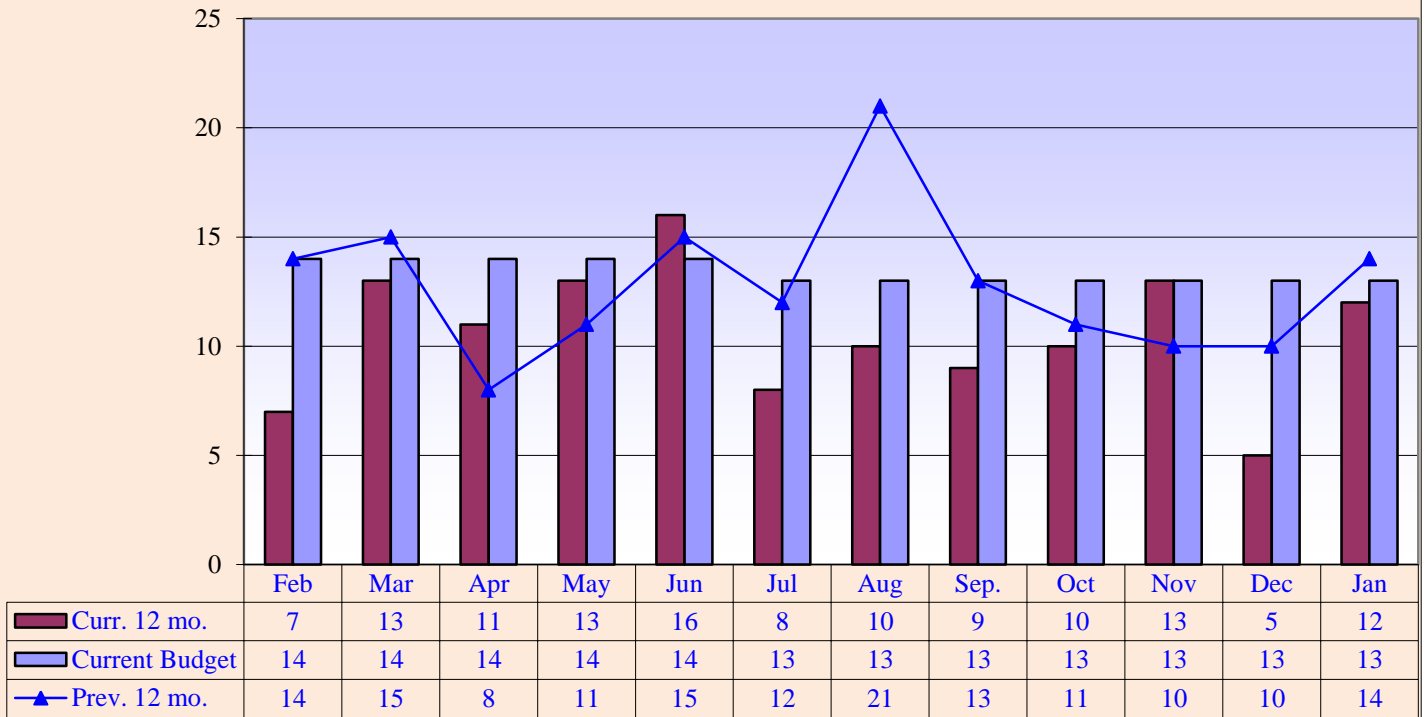
Curr. 12 mo.	545	537	524	550	569	535	611	547	596	635	578	614
Current Budget	517	517	517	517	517	552	552	552	552	552	552	552
Prev. 12 mo.	564	577	533	514	562	554	556	577	599	531	559	525

Curr. 12 mo. avg. = 570

Prev. 12 mo. avg. = 554

**Memorial Hospital of Converse County
Newborns and Net A/R Days
Jan. 2018**

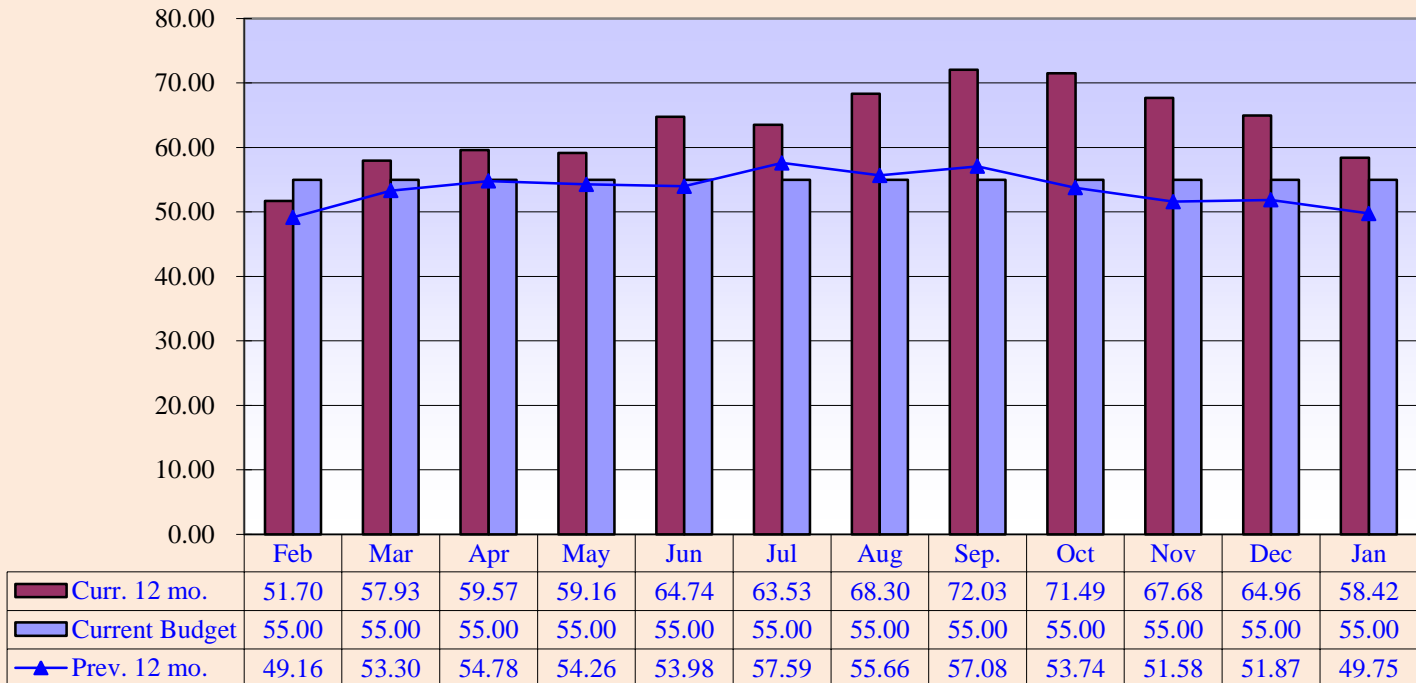
Newborns



Curr. 12 mo. avg. = 11

Prev. 12 mo. avg. = 13

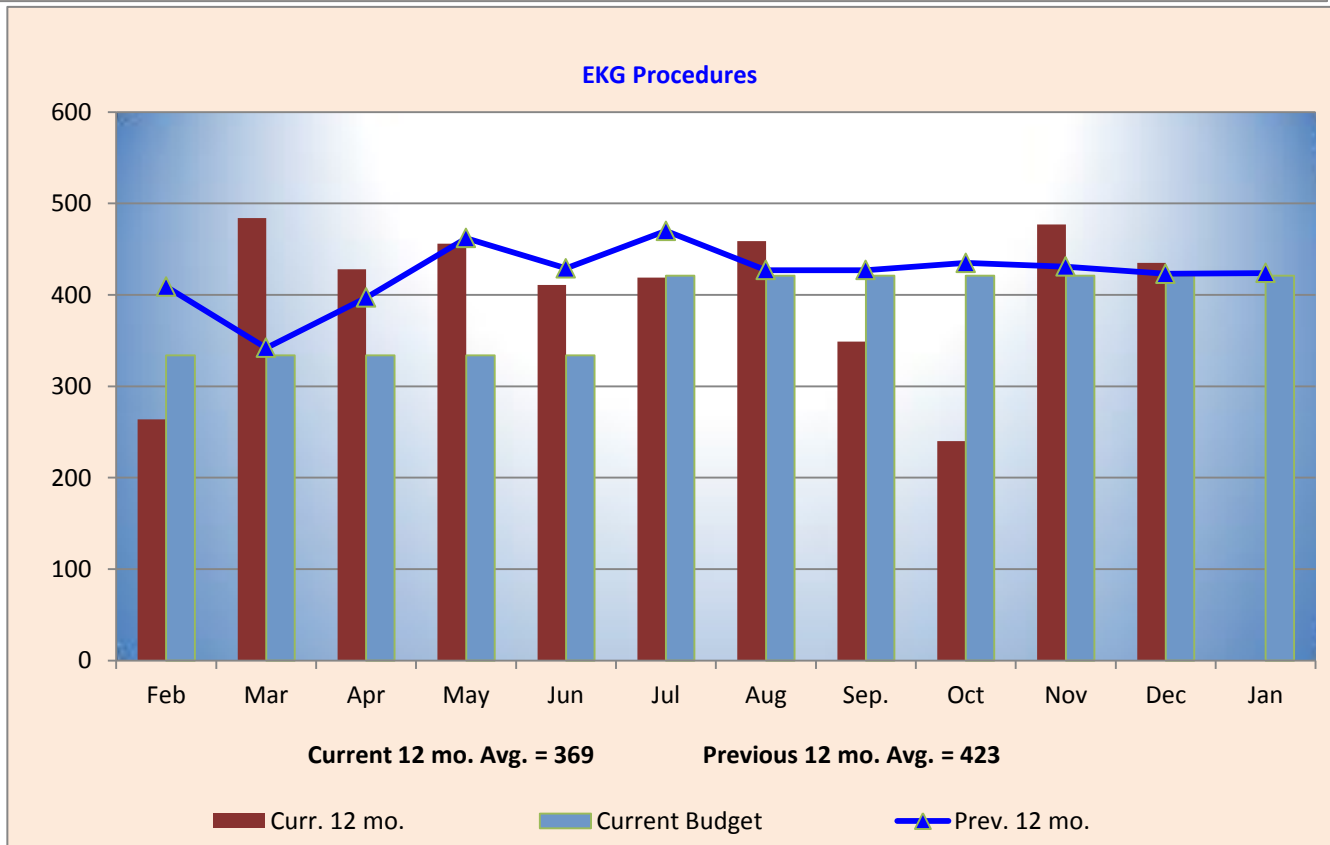
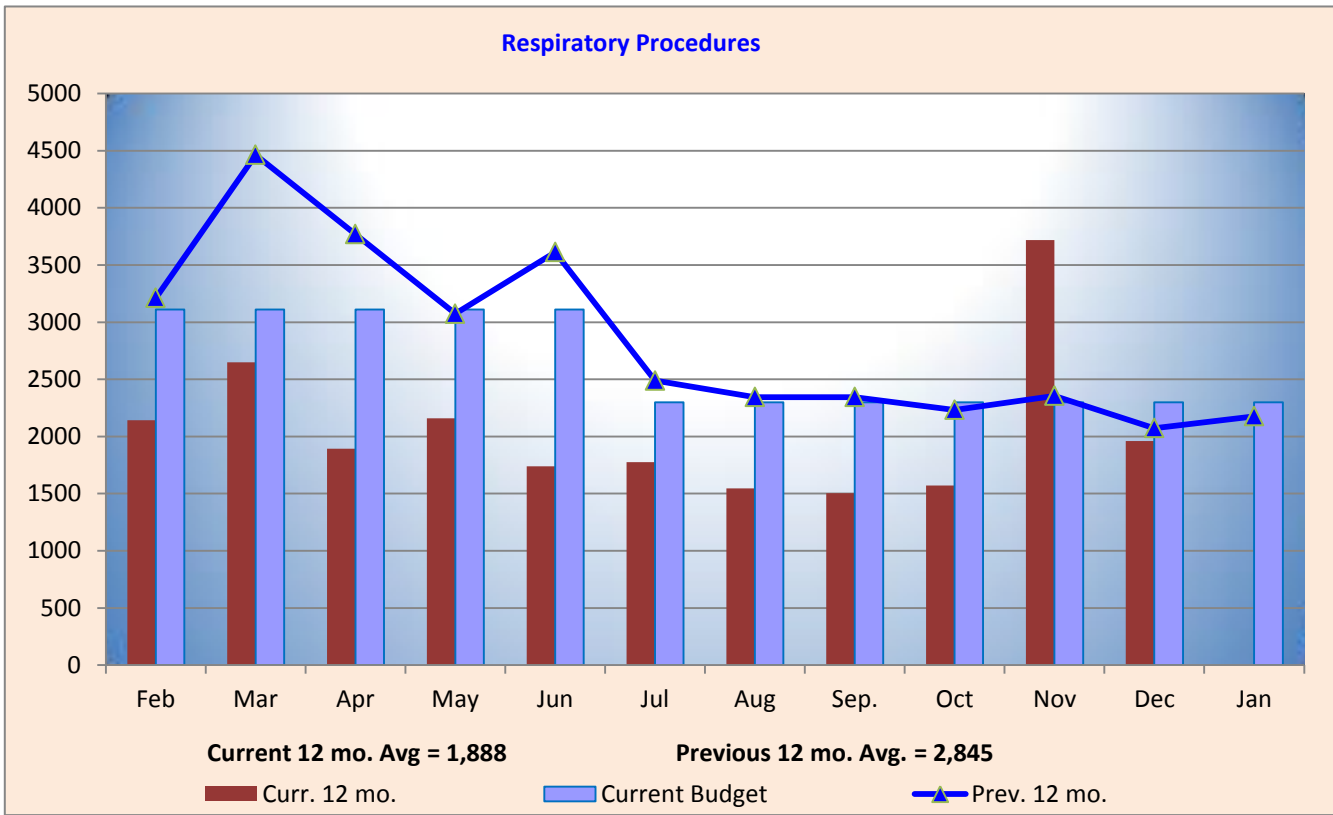
Net Days of Revenue in A/R



Curr. 12 mo. avg. = 63.29

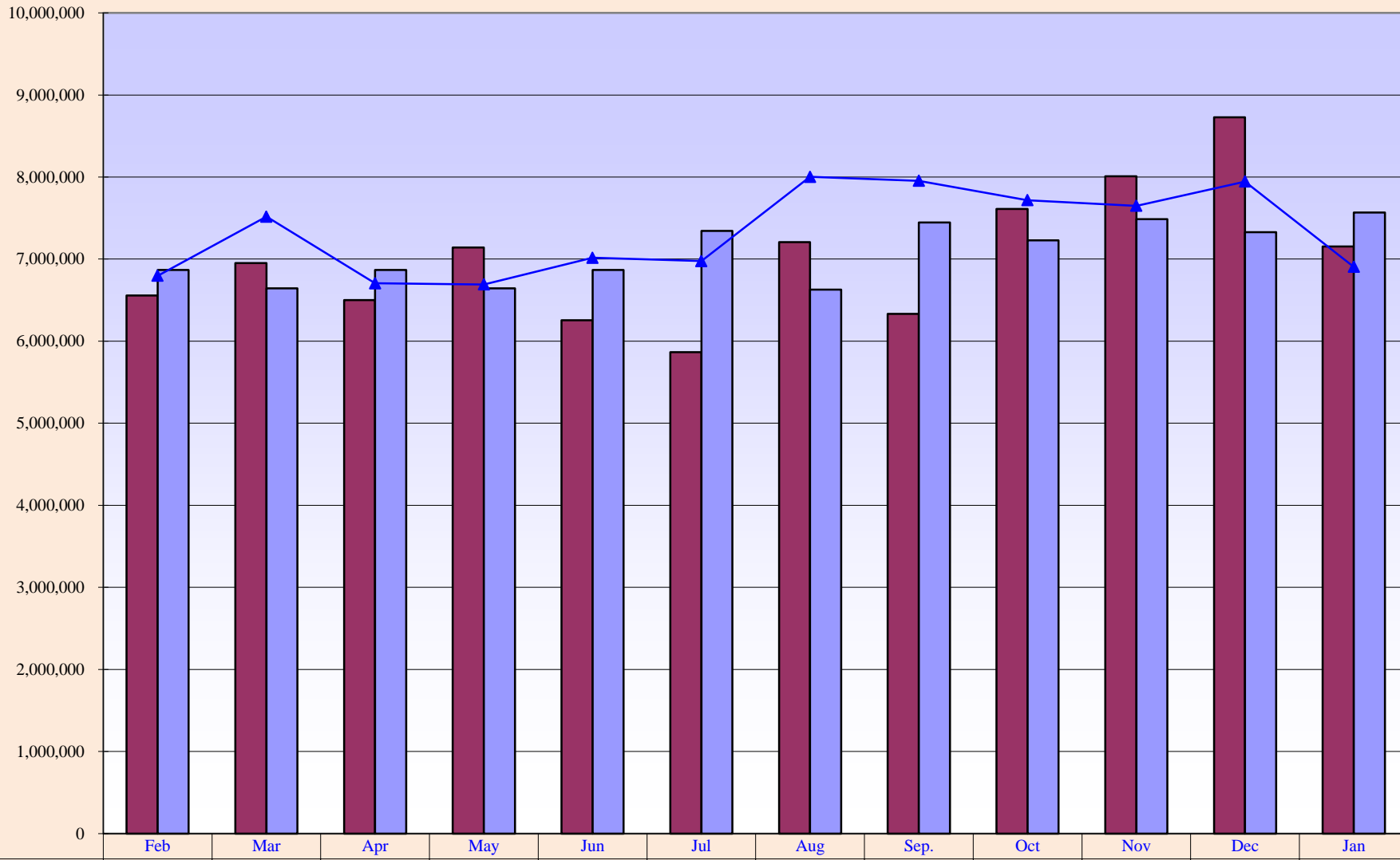
Prev. 12 mo. avg. = 53.56

Memorial Hospital of Converse County
 Respiratory and EKG Procedures
 Jan. 2018



**Memorial Hospital of Converse County
Hospital Gross Patient Revenue
Jan. 2018**

Hospital Gross Patient Revenue



Curr. 12 mo. avg. = \$7,025,845

Prev. 12 mo. avg. = \$7,323,007

**Memorial Hospital of Converse County
Income Statement Summary
Budget Variance Report**

Current Month			Year to Date			Prior Year YTD		
Jan. 2018	Budget	Variance Amount	January	YTD Thru Jan. 2018	YTD Budget	Variance Amount	YTD Thru Jan. 2017	Change From Prior YTD
			<u>Patient Revenue</u>					
\$1,107,763	\$1,818,098	(\$710,335)	Inpatient	\$10,039,381	\$12,433,369	(\$2,393,988)	\$13,239,276	(\$3,199,895)
4,797,965	4,329,469	468,496	Outpatient	32,114,253	29,428,004	2,686,249	30,441,233	1,673,020
1,248,292	1,420,889	(172,597)	Physician Clinics	8,752,159	9,166,115	(413,956)	9,469,239	(717,080)
<u>\$7,154,020</u>	<u>\$7,568,456</u>	<u>(\$414,436)</u>	Total Patient Revenue	<u>\$50,905,794</u>	<u>\$51,027,488</u>	<u>(\$121,694)</u>	<u>\$53,149,748</u>	<u>(\$2,243,954)</u>
			<u>Deductions From Revenue</u>					
1,107,923	1,147,150	(39,227)	Medicare	7,799,444	8,030,079	(230,635)	6,928,277	871,167
548,825	434,621	114,204	Medicaid	2,733,042	3,042,329	(309,287)	2,752,991	(19,949)
152,131	117,500	34,631	Worker's Compensation	699,368	822,501	(123,133)	939,688	(240,320)
946,567	738,434	208,133	Other Contractuals	4,915,773	5,169,020	(253,247)	5,004,296	(88,523)
211,430	226,179	(14,749)	Other	890,204	1,583,252	(693,048)	1,170,071	(279,867)
<u>\$2,966,875</u>	<u>\$2,663,884</u>	<u>\$302,991</u>	Total Deductions	<u>\$17,037,831</u>	<u>\$18,647,181</u>	<u>(\$1,609,350)</u>	<u>\$16,795,323</u>	<u>\$242,508</u>
4,187,145	4,904,572	(717,427)	Net Patient Revenue	33,867,963	32,380,307	1,487,656	36,354,425	(2,486,462)
191,601	116,666	74,935	<u>Other Operating Revenue</u>	993,031	816,666	176,365	736,379	256,652
<u>\$4,378,746</u>	<u>\$5,021,238</u>	<u>(\$642,492)</u>	Total Operating Revenue	<u>\$34,860,994</u>	<u>\$33,196,973</u>	<u>\$1,664,021</u>	<u>\$37,090,804</u>	<u>(\$2,229,810)</u>
			<u>Operating Expenses</u>					
2,320,468	2,360,657	(40,189)	Salaries & Wages	16,331,188	15,987,191	343,997	16,891,914	(560,726)
551,104	656,924	(105,820)	Benefits	3,492,371	4,573,551	(1,081,180)	4,809,376	(1,317,005)
672,781	491,667	181,114	Supplies	3,738,375	3,441,667	296,708	3,728,547	9,828
95,164	107,912	(12,748)	Lease & Rentals	652,601	755,377	(102,776)	754,741	(102,140)
112,468	102,605	9,863	Other Expenses	666,719	718,010	(51,291)	735,187	(68,468)
10,393	4,167	6,226	Legal	37,822	29,167	8,655	31,198	6,624
24,472	30,809	(6,337)	Travel & Education	132,956	215,603	(82,647)	123,566	9,390
209,221	113,504	95,717	Maintenance & Repair	998,909	794,532	204,377	761,554	237,355
43,238	26,320	16,918	Physician Fees	201,329	184,242	17,087	158,545	42,784
19,449	17,917	1,532	Interest	140,850	125,417	15,433	145,310	(4,460)
108,619	54,079	54,540	Professional Fees	600,470	378,368	222,102	407,547	192,923
79,438	105,578	(26,140)	Purchased Services	619,174	739,038	(119,864)	818,732	(199,558)
54,562	41,026	13,536	Insurance	328,697	287,182	41,515	257,737	70,960
59,451	47,635	11,816	Utilities	345,974	333,433	12,541	336,574	9,400
326,446	351,150	(24,704)	Depreciation	2,363,080	2,458,052	(94,972)	2,440,740	(77,660)
551,035	527,750	23,285	Indigent Care	3,539,165	3,694,251	(155,086)	4,036,686	(497,521)
<u>\$5,238,310</u>	<u>\$5,039,700</u>	<u>\$198,610</u>	Total Expenses	<u>\$34,189,681</u>	<u>\$34,715,081</u>	<u>(\$525,400)</u>	<u>\$36,437,954</u>	<u>(\$2,248,273)</u>
(859,564)	(18,462)	(841,102)	Operating Income (Loss)	671,313	(1,518,108)	2,189,421	652,850	18,463
			<u>Non-Operating Revenue</u>					
83,862	83,333	529	County - Indigent Care Reimbursement	642,078	620,833	21,245	635,324	6,754
37,500	37,500	0	County - Ambulance Reimbursement	225,000	225,000	0	211,458	13,542
52,461	41,667	10,794	Other Non-Operating	226,704	291,667	(64,963)	201,066	25,638
0	0	0	<u>Non-Operating Expense</u>	0	0	0	0	0
<u>(\$685,740)</u>	<u>\$144,038</u>	<u>(\$829,778)</u>	Net Income/(Loss)	<u>\$1,765,095</u>	<u>(\$380,608)</u>	<u>\$2,145,703</u>	<u>\$1,700,698</u>	<u>\$64,397</u>

Memorial Hospital of Converse County
Financial and Statistical Highlights
Jan. 2018

Page #

Patient Volumes

IP Daily Census.....	At 5.77 down 0.71 from January 2017 - down 0.26 from December 2017	1-2
Surgeries.....	At 72 up 10 from January 2017 - down 39 from December 2017	6-7
Radiology Exams.....	At 1,326 up 136 from January 2017 - down 12 from December 2017	9-12
Laboratory Tests.....	At 29,846 down 1,245 from January 2017 - down 4,726 from Dec 2017	12
Emer. Rm. Visits.....	At 432 down 31 from January 2017 - up 5 from December 2017	5
Clinic Visits.....	At 4,006 up 94 from January 2017 - up 623 from December 2017	
Urgent Care.....	At 902 up 249 from January 2017 - up 273 from December 2017	
Clinic Volumes.....	Up 2.40% compared to last year	
RHC visits.....	At 327 down 37 from January 2017 - down 31 from December 2017	

Income Statement

Gross Patient Revenue for the month was \$7,154,000 compared to \$6,900,000 last January and \$8,700,000 last month. Net Income for January is **(\$685,000)** compared to **(\$424,000)** last year and \$1,400,000 last month. 15

Monthly Revenue - under budget by **(\$414,000)**

The departments that are under budget by \$10,000 or more are as follows:

Med/Surg - 80,000	Cardiopulmonary - 33,000
Monitored Bed - 13,000	ER - 67,000
Mammography - 10,000	Practitioners - 11,000
Nuc Med - 11,000	Surgery - 272,000
Pharmacy - 89,000	

Deductions From Revenue - Over budget by \$302,000

Monthly Expense Variances - Over budget by \$198,000

Areas that are over budget for the month

<u>Other - 9,800</u>	<u>Maintenance & Repair - 95,000</u>
Admin Relocation - 6,900	Ambulance Vehicle - 8,500
PR Advertising - 10,000	Surgery Maintenance - 11,000
	Information Systems Maintenance - 19,000
<u>Supplies - 181,000</u>	Building Maintenance - 56,000
Lab - 6,000	
Reagents - 29,000	<u>Professional Fees - 54,000</u>
340B Pharmacy - 25,000	OB - 17,000
Pharmacy Drugs - 25,000	Ultrasound - 14,000
Cardio Gas - 13,000	Surgery - 10,000
Surgery Instruments - 9,000	
Surgery Implants - 64,000	<u>Insurance - 13,500</u>
Physician Services Drugs - 45,000	Physician Services - 6,600
Admin Minor Equipment - 5,000	Administration - 6,800
Public Relations Supplies - 8,800	
<u>Legal - 6,200</u>	<u>Indigent Care - 23,000</u>
Adminstration - 6,200	Charity & Bad Debt - 156,000
<u>Physician Fees - 16,000</u>	
Radiology - 20,000	<u>Utilities - 11,800</u>
	Telephone - 5,700
<u>Interest - 1,500</u>	Electric - 1,400
CD Loan	Natural Gas - 2,900
	Cable - 1,600

Cash Status

Cash balances as of January 31, 2018 are \$14,534,161.
This equates to 111 days of expenses on hand.

Accounts Receivable

Net Accounts Receivable days are at 58.42 days for the end of January compared to 49.75 last year and 64.96 last month.

**Memorial Hospital of Converse County
Statistics
For The Period Ended January 31, 2018**

Monthly						Year to Date					
Jan. 2018	Jan. 2017	Variance From Prior Jan.	Budget	Amount	Variance %	YTD Thru Jan. 2018	YTD Thru Jan. 2017	Variance From Prior YTD	YTD Budget	Amt.	Variance %
72	74	(2)	67	5	7.5%	455	529	(74)	469	(14)	-3.0%
3	3	0	4	(1)	-25.0%	37	32	5	28	9	32.1%
75	77	(2)	71	4	5.6%	492	561	(69)	497	(5)	-1.0%
179	201	(22)	176	3	1.7%	1,220	1,408	(188)	1,232	(12)	-1.0%
34	17	17	50	(16)	-32.0%	372	386	(14)	350	22	6.3%
213	218	(5)	226	(13)	-5.8%	1,592	1,794	(202)	1,582	10	0.6%
12	14	(2)	14	(2)	-14.3%	56	91	(35)	98	(42)	-42.9%
26	25	1	23	3	13.0%	124	160	(36)	161	(37)	-23.0%
72	62	10	88	(16)	-18.2%	540	623	(83)	616	(76)	-12.3%
1,734	3,280	(1,546)	3,130	(1,396)	-44.6%	15,337	22,880	(7,543)	21,910	(6,573)	-30.0%
432	463	(31)	518	(86)	-16.6%	2,856	3,228	(372)	3,626	(770)	-21.2%
2,166	3,743	(1,577)	3,648	(1,482)	-40.6%	18,193	26,108	(7,915)	25,536	(7,343)	-28.8%
305	310	(5)	304	0	0.1%	311	319	(8)	304	7	2.2%

Financial Ratios	Jan. 2018	Jan. 2017	YTD	US	WY	Misc. Measurements	YTD - 18	YTD - 17	Variance From Prior Year	WY	Variance From WY
Days Cash on Hand YTD	111	96	111	76	99	Total Gross Rev. per FTE	\$280,331	\$285,695	(\$5,364)	\$145,000	\$135,331
Operating Margin	-19.63%	-12.69%	1.93%	1.79%	-0.93%	Contractual Deductions	33.47%	31.60%	1.87%	33.13%	0.34%
Net Margin	-15.66%	-9.00%	5.06%	3.09%	4.85%	Inpatient Revenue %	23.82%	30.30%	-6.48%	33.17%	-9.35%
Current Ratio	4.61	4.53	N/A	2.35	3.71	Outpatient Revenue %	76.18%	69.70%	6.48%	66.83%	9.35%
Gross A/R Days	56.03	48.89		50.37	59.90	Average Length of Stay	2.69	2.68	0.01	3.30	(0.61)
Net A/R Days	58.42	49.75		52.46	56.82	Medicare Inp. Payer Mix	37.59%	34.11%	3.48%	75.25%	-37.66%
FTEs per Adjusted Occupied Bed - Excluding MOB			11.66	5.51	9.88	Average I/P Daily Census	5.67	6.48	(0.81)	3.50	2.17
			With MOB - 12.19			Salaries to Net Patient Rev.	48.22%	44.90%	3.32%	53.41%	-5.19%
Medicare Rural Hospital Flexibility Program Monitoring Team - US CAH Median-2015						Salaries to Total Expense	47.77%	46.36%	1.41%	46.32%	1.45%
Medicare Rural Hospital Flexibility Program Monitoring Team -WY CAH Medium-2015						Average Salary per FTE	\$89,934	\$90,776	(\$842)	\$62,062	\$27,872
						Benefits as % of Salaries	21.38%	28.47%	-7.09%		

Memorial Hospital of Converse County
Balance Sheet
January 31, 2018

	Jan. 2018	Jan. 2017
<u>ASSETS</u>		
CURRENT ASSETS		
Cash On Hand And In Banks	\$7,663,644	\$8,568,202
Certificates Of Deposit - Unrestricted	1,370,416	244,770
Total Cash Assets	\$9,034,060	\$8,812,972
Assets Whose Use is Restricted		
Certificates of Deposit Securing Loan	5,500,000	6,500,000
Total Restricted Assets	\$5,500,000	\$6,500,000
Accounts Receivable (Gross)	14,351,591	12,009,889
Uncollectable Accts. & Contratual. Adj.	(4,425,986)	(3,686,166)
Net Patient Accounts	\$9,925,604	\$8,323,723
Due From Physicians/Staff	2,425	30,125
Inventories Of Supplies	1,177,406	957,391
Other Current Assets	1,553,591	987,196
Yellowstone Group Investment	82,305	123,452
Total Current Assets	\$27,275,391	\$25,734,859
LAND, BUILDING AND EQUIPMENT, net	\$27,251,257	\$29,877,100
OTHER ASSETS		
Investment - Big Country Rehab	160,056	168,453
Issue Cost to Capitalize	0	0
Total Other Assets	\$160,056	\$168,453
Total Assets	\$54,686,704	\$55,780,412
<u>LIABILITIES AND FUND EQUITY</u>		
CURRENT LIABILITIES		
Accounts Payable	\$1,622,118	\$1,149,838
Accrued Salaries	2,736,701	2,667,191
Accrued Self Funded Health Insurance	(134,760)	(76,797)
Accrued Taxes And Deductions	577,394	889,225
Current Portion Of Notes Payable	286,945	277,090
Current Portion of CD Secured Note	826,444	776,687
Total Current Liabilities	\$5,914,842	\$5,683,234
OTHER LIABILITIES		
Deferred Loss On Early Retirement Of Bonds	(295,353)	(372,201)
Medicare Cost Report Settlement	0	150,000
Long Term CD Secured Note Obligations	4,917,648	6,161,993
Long Term Notes Payable	360,262	256,750
Total Other Liabilities	\$4,982,557	\$6,196,542
Total Liabilities	\$10,897,400	\$11,879,776
FUND EQUITY		
Fund Balance	\$42,024,209	\$41,959,323
Net Income	1,765,095	1,941,313
Total Fund Balance	\$43,789,304	\$43,900,636
Total Liabilities And Fund Equity	\$54,686,704	\$55,780,412

Cash Flow Statement for January 2018 and FYTD 2018

Cash Flow From Operations	<u>Jan. 2018</u>	<u>FYTD 2018</u>
Net Earnings/(Loss)	(\$685,740)	\$1,765,095
<u>Additions/(Subtractions) to Cash</u>		
Depreciation/Non-cash Interest	326,446	2,363,080
Decrease/(Increase) in Accounts Receivable	1,705,017	(3,195,518)
(Decrease)/Increase in Accounts Payable	273,825	(393,605)
Decrease/(Increase) in Inventory	(30,798)	(264,005)
Net Cash Flow From Operations	<u>\$1,588,750</u>	<u>\$275,047</u>
Cash Flow from Capital Purchases		
Equipment, Fixed Assets, Construction	(51,662)	(887,430)
Cash Flow from Financing		
Notes Payable	<u>(23,439)</u>	<u>(966,885)</u>
Cash Flow for the Month Ending: Jan. 2018	<u><u>\$1,513,649</u></u>	<u><u>(\$1,579,268)</u></u>