

**Orcas Island**  
*Summary of Cash Transactions*  
*July 1, 2018 - December 31, 2018*

	Cash Received	Expenses Incurred	Variance
<b>Operations</b>			
Cash Received from Orcas Medical Foundation	337,236		
Operations Loss July 1, 2018 - December 31, 2018		(365,938)	
<i>Operations Subtotal</i>	<u>337,236</u>	<u>(365,938)</u>	<u>(28,702)</u>
<b>Equipment Repair</b>			
Cash Received from Orcas Medical Foundation - Known Preventative Maintenance	2,205		
Cash Received from Orcas Medical Foundation - Reserve	15,000		
Equipment Repair Actual Expenses July 1, 2018 - December 31, 2018		(10,856)	
<i>Equipment Repair Subtotal</i>	<u>17,205</u>	<u>(10,856)</u>	<u>6,349</u>
<b>Total</b>	<u><u>354,441</u></u>	<u><u>(376,794)</u></u>	<u><u>(22,353)</u></u>

**UW PHYSICIANS NETWORK**  
**Orcas Island Clinic Financial Statements**  
**For the Quarter Ended December 31, 2018**

<u>FY19 Q2</u> Actual	<u>FY19 Q2</u> Budget	Variance	Percent	Description	<u>YTD</u> Actual	<u>YTD</u> Budget	Variance	Percent	<u>Annual</u> Budget
\$594,992	\$646,689	(\$51,697)	-7.99%	PATIENT REVENUE	\$1,042,923	\$1,092,391	(\$49,468)	-4.53%	\$2,417,107
16		16		SPECIALTY REVENUE	16		16		
261,288	239,196	22,092	9.24%	DEDUCTIONS FROM REVENUE	461,943	485,077	(23,134)	-4.77%	1,033,630
<b>333,720</b>	<b>407,493</b>	<b>(73,773)</b>	<b>-18.10%</b>	<b>NET OPERATING REVENUE</b>	<b>580,996</b>	<b>607,314</b>	<b>(26,318)</b>	<b>-4.33%</b>	<b>1,383,477</b>
191,734	179,799	11,935	6.64%	PROVIDER COMPENSATION	337,008	337,671	(663)	-0.20%	697,272
57,500	45,090	12,410	27.52%	PROVIDER BENEFITS	98,348	84,955	13,393	15.76%	177,392
249,234	224,889	24,345	10.83%	TOTAL PROVIDER COMPENSATION AND BENEFITS	435,356	422,626	12,730	3.01%	874,664
129,039	133,775	(4,736)	-3.54%	NON-PROVIDER COMPENSATION	247,604	270,480	(22,876)	-8.46%	543,890
48,412	47,454	958	2.02%	NON-PROVIDER BENEFITS	91,917	98,476	(6,559)	-6.66%	203,022
177,451	181,229	(3,778)	-2.08%	TOTAL NON-PROVIDER COMPENSATION AND BENEFITS	339,521	368,956	(29,435)	-7.98%	746,912
<b>426,685</b>	<b>406,118</b>	<b>20,567</b>	<b>5.06%</b>	<b>TOTAL LABOR COSTS</b>	<b>774,877</b>	<b>791,582</b>	<b>(16,705)</b>	<b>-2.11%</b>	<b>1,621,576</b>
21,022	29,951	(8,929)	-29.81%	BILLING FEES	40,049	54,597	(14,548)	-26.65%	110,678
58,005	40,897	17,108	41.83%	SUPPLIES AND PHARMACEUTICALS	88,791	74,125	14,666	19.79%	141,845
26,687	12,123	14,564	120.14%	OTHER OPERATING EXPENSES	43,217	24,246	18,971	78.24%	48,479
<b>105,714</b>	<b>82,971</b>	<b>22,743</b>	<b>27.41%</b>	<b>TOTAL OTHER EXPENSES</b>	<b>172,057</b>	<b>152,968</b>	<b>19,089</b>	<b>12.48%</b>	<b>301,002</b>
<b>532,399</b>	<b>489,089</b>	<b>43,310</b>	<b>8.86%</b>	<b>TOTAL OPERATING EXPENSES</b>	<b>946,934</b>	<b>944,550</b>	<b>2,384</b>	<b>0.25%</b>	<b>1,922,578</b>
<b>(198,679)</b>	<b>(81,596)</b>	<b>(117,083)</b>	<b>143.49%</b>	<b>NET LOSS (SHORTFALL)</b>	<b>(365,938)</b>	<b>(337,236)</b>	<b>(28,702)</b>	<b>8.51%</b>	<b>(539,101)</b>
4,119		4,119		EQUIPMENT REPAIR	10,856		10,856		
<b>(202,798)</b>	<b>(81,596)</b>	<b>(121,202)</b>	<b>148.54%</b>	<b>QUARTERLY CASH REQUIRED</b>	<b>(376,794)</b>	<b>(337,236)</b>	<b>(39,558)</b>	<b>11.73%</b>	<b>(539,101)</b>
<b>STATISTICAL SUMMARY</b>									
2,984	3,491	(507)	-14.53%	Total Work RVUs	5,500	5,898	(398)	-6.75%	13,051
2,668	2,952	(284)	-9.61%	Total Visits	4,865	5,055	(190)	-3.75%	11,075
188	295	(107)	-36.31%	Total New Patient Visits	497	505	(8)	-1.68%	702
3.30	3.47	(0.17)	-4.81%	Total Provider FTEs	3.23	3.23	-	0.00%	
8.97	8.93	0.04	0.43%	Clinic Support FTEs	8.36	8.76	(0.40)	-4.59%	
				Clinic Support FTE per Provider	2.59	2.71	(0.12)	-4.59%	
808	851	(42.98)	-5.05%	Visits per provider FTE	1,544	1,563	(18.89)	-1.21%	
904	1,007	(102.89)	-10.22%	RVUs per provider FTE	1,746	1,824	(78.20)	-4.29%	
200	166	33.86	20.43%	Expense Per Visit	195	187	7.78	4.16%	
					<b>Payer Mix</b>	<b>YTD Actual</b>	<b>Budget</b>	<b>Variance</b>	
					Commercial	25.8%	22.4%	3.4%	
					Exchange	11.3%	8.9%	2.4%	
					Medicaid	12.7%	12.6%	0.1%	
					Medicare	47.5%	54.1%	(6.6%)	
					Self-Pay	2.7%	2.0%	0.7%	

**UW Physicians Network  
Orcas Island Clinic Actual by Month  
For the Quarter Ending December 31, 2018**

	July	August	September	October	November	December	YTD Actual
PATIENT REVENUE	\$158,328.35	\$173,661.21	\$115,940.96	\$218,178.05	\$198,453.10	\$178,361.34	\$1,042,923.01
SPECIALTY REVENUE						16.00	16.00
DEDUCTIONS FROM REVENUE	72,092.53	75,550.41	53,012.47	95,318.97	87,591.30	78,377.37	461,943.05
<b>NET OPERATING REVENUE</b>	<b>86,235.82</b>	<b>98,110.80</b>	<b>62,928.49</b>	<b>122,859.08</b>	<b>110,861.80</b>	<b>99,999.97</b>	<b>580,995.96</b>
PROVIDER COMPENSATION	46,930.23	4,749.01	93,594.46	64,358.77	52,967.51	74,407.55	337,007.53
PROVIDER BENEFITS	14,430.31	37,373.85	(10,956.56)	19,451.49	18,505.11	19,544.46	98,348.66
<b>TOTAL PROVIDER COMPENSATION AND BENEFITS</b>	<b>61,360.54</b>	<b>42,122.86</b>	<b>82,637.90</b>	<b>83,810.26</b>	<b>71,472.62</b>	<b>93,952.01</b>	<b>435,356.19</b>
NON-PROVIDER COMPENSATION	37,505.27	39,996.74	41,063.33	43,185.21	43,755.00	42,098.85	247,604.40
NON-PROVIDER BENEFITS	15,336.90	13,186.31	14,981.42	16,909.49	16,531.02	14,972.69	91,917.83
<b>TOTAL NON-PROVIDER COMPENSATION AND BENEFITS</b>	<b>52,842.17</b>	<b>53,183.05</b>	<b>56,044.75</b>	<b>60,094.70</b>	<b>60,286.02</b>	<b>57,071.54</b>	<b>339,522.23</b>
<b>TOTAL LABOR COSTS</b>	<b>114,202.71</b>	<b>95,305.91</b>	<b>138,682.65</b>	<b>143,904.96</b>	<b>131,758.64</b>	<b>151,023.55</b>	<b>774,878.42</b>
BILLING FEES	6,405.46	8,742.77	3,878.85	7,175.17	8,316.19	5,530.48	40,048.92
SUPPLIES AND PHARMACEUTICALS	6,443.36	6,030.42	18,312.97	17,624.75	6,654.75	33,724.41	88,790.66
OTHER OPERATING EXPENSES	5,082.87	5,567.81	5,879.86	12,436.46	5,070.70	9,181.20	43,218.90
<b>TOTAL OTHER EXPENSES</b>	<b>17,931.69</b>	<b>20,341.00</b>	<b>28,071.68</b>	<b>37,236.38</b>	<b>20,041.64</b>	<b>48,436.09</b>	<b>172,058.48</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>132,134.40</b>	<b>115,646.91</b>	<b>166,754.33</b>	<b>181,141.34</b>	<b>151,800.28</b>	<b>199,459.64</b>	<b>946,936.90</b>
<b>NET LOSS (SHORTFALL)</b>	<b>(45,898.58)</b>	<b>(17,536.11)</b>	<b>(103,825.84)</b>	<b>(58,282.26)</b>	<b>(40,938.48)</b>	<b>(99,459.67)</b>	<b>(365,940.94)</b>
EQUIPMENT REPAIR	2,280.99	3,749.27	706.39	179.86	1,966.83	1,972.93	10,856.27
<b>QUARTERLY CASH REQUIRED</b>	<b>(48,179.57)</b>	<b>(21,285.38)</b>	<b>(104,532.23)</b>	<b>(58,462.12)</b>	<b>(42,905.31)</b>	<b>(101,432.60)</b>	<b>(376,797.21)</b>

**UW Physicians Network  
Orcas Island Clinic Budget by Month  
For the Quarter Ending December 31, 2018**

	July	August	September	October	November	December	YTD Budget
PATIENT REVENUE	\$137,067.00	\$155,278.00	\$153,357.00	\$205,526.00	\$234,117.00	\$207,046.00	\$1,092,391.00
DEDUCTIONS FROM REVENUE	83,950.00	92,707.00	69,224.00	81,760.00	83,880.00	73,556.00	\$485,077.00
<b>NET OPERATING REVENUE</b>	<b>53,117.00</b>	<b>62,571.00</b>	<b>84,133.00</b>	<b>123,766.00</b>	<b>150,237.00</b>	<b>133,490.00</b>	<b>607,314.00</b>
PROVIDER COMPENSATION	51,162.00	51,162.00	55,548.00	59,933.00	59,933.00	59,933.00	\$337,671.00
PROVIDER BENEFITS	12,940.00	12,940.00	13,985.00	15,030.00	15,030.00	15,030.00	\$84,955.00
<b>TOTAL PROVIDER COMPENSATION AND BENEFITS</b>	<b>64,102.00</b>	<b>64,102.00</b>	<b>69,533.00</b>	<b>74,963.00</b>	<b>74,963.00</b>	<b>74,963.00</b>	<b>\$422,626.00</b>
NON-PROVIDER COMPENSATION	43,941.00	48,823.00	43,941.00	46,870.00	42,964.00	43,941.00	\$270,480.00
NON-PROVIDER BENEFITS	18,829.00	16,476.00	15,717.00	16,172.00	15,565.00	15,717.00	\$98,476.00
<b>TOTAL NON-PROVIDER COMPENSATION AND BENEFITS</b>	<b>62,770.00</b>	<b>65,299.00</b>	<b>59,658.00</b>	<b>63,042.00</b>	<b>58,529.00</b>	<b>59,658.00</b>	<b>\$368,956.00</b>
<b>TOTAL LABOR COSTS</b>	<b>126,872.00</b>	<b>129,401.00</b>	<b>129,191.00</b>	<b>138,005.00</b>	<b>133,492.00</b>	<b>134,621.00</b>	<b>791,582.00</b>
BILLING FEES	7,680.00	8,751.00	8,215.00	11,311.00	9,994.00	8,646.00	\$54,597.00
SUPPLIES AND PHARMACEUTICALS	9,993.00	10,625.00	12,610.00	16,191.00	13,111.00	11,595.00	\$74,125.00
OTHER OPERATING EXPENSES	4,041.00	4,041.00	4,041.00	4,041.00	4,041.00	4,041.00	\$24,246.00
<b>TOTAL OTHER EXPENSES</b>	<b>21,714.00</b>	<b>23,417.00</b>	<b>24,866.00</b>	<b>31,543.00</b>	<b>27,146.00</b>	<b>24,282.00</b>	<b>152,968.00</b>
<b>TOTAL OPERATING EXPENSES</b>	<b>148,586.00</b>	<b>152,818.00</b>	<b>154,057.00</b>	<b>169,548.00</b>	<b>160,638.00</b>	<b>158,903.00</b>	<b>944,550.00</b>
<b>NET LOSS (SHORTFALL)</b>	<b>(95,469.00)</b>	<b>(90,247.00)</b>	<b>(69,924.00)</b>	<b>(45,782.00)</b>	<b>(10,401.00)</b>	<b>(25,413.00)</b>	<b>(337,236.00)</b>