

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

| FY19 Q2 | | FY19 Q2 | | Variance | Percent | Description | YTD | | YTD | | Variance | Percent | Prior YTD | Annual |
|------------------|------------------|-----------------|----------------|----------|---------|--|------------------|------------------|-----------------|----------------|------------------|------------------|-----------|--------|
| Actual | Budget | Actual | Budget | | | | Actual | Budget | Actual | Budget | | | | |
| \$316,341 | \$415,918 | (\$99,577) | -23.94% | | | PATIENT REVENUE | \$697,620 | \$804,461 | (\$106,841) | -13.28% | \$334,205 | \$1,659,026 | | |
| (889) | | (889) | | | | SPECIALTY REVENUE | (889) | | (889) | | (476) | | | |
| 159,896 | 207,238 | (47,342) | -22.84% | | | DEDUCTIONS FROM REVENUE | 352,329 | 400,836 | (48,507) | -12.10% | 170,880 | 826,637 | | |
| 155,556 | 208,680 | (53,124) | -25.46% | | | NET OPERATING REVENUE | 344,402 | 403,625 | (59,223) | -14.67% | 162,849 | 832,389 | | |
| 70,013 | 105,237 | (35,224) | -33.47% | | | PROVIDER COMPENSATION | 158,658 | 210,474 | (51,816) | -24.62% | 128,662 | 420,944 | | |
| 16,166 | 22,479 | (6,313) | -28.08% | | | PROVIDER BENEFITS | 36,846 | 44,958 | (8,112) | -18.04% | | 91,139 | | |
| 86,179 | 127,716 | (41,537) | -32.52% | | | TOTAL PROVIDER COMPENSATION AND BENEFITS | 195,504 | 255,432 | (59,928) | -23.46% | 128,662 | 512,083 | | |
| 104,672 | 102,750 | 1,922 | 1.87% | | | NON-PROVIDER COMPENSATION | 215,740 | 207,750 | 7,990 | 3.85% | 161,116 | 417,749 | | |
| 31,651 | 39,868 | (8,217) | -20.61% | | | NON-PROVIDER BENEFITS | 71,157 | 82,877 | (11,720) | -14.14% | 44,702 | 171,133 | | |
| 136,323 | 142,618 | (6,295) | -4.41% | | | TOTAL NON-PROVIDER COMPENSATION AND BENEFITS | 286,897 | 290,627 | (3,730) | -1.28% | 205,818 | 588,882 | | |
| 222,502 | 270,334 | (47,832) | -17.69% | | | TOTAL LABOR COSTS | 482,401 | 546,059 | (63,658) | -11.66% | 334,480 | 1,100,965 | | |
| 9,355 | 17,295 | (7,940) | -45.91% | | | BILLING FEES | 23,026 | 32,463 | (9,437) | -29.07% | 7,685 | 66,591 | | |
| 24,040 | 28,396 | (4,356) | -15.34% | | | SUPPLIES AND PHARMACEUTICALS | 44,876 | 53,836 | (8,960) | -16.64% | 89,822 | 108,690 | | |
| 11,344 | 16,790 | (5,446) | -32.44% | | | OTHER OPERATING EXPENSES | 24,273 | 33,581 | (9,308) | -27.72% | 153,535 | 67,139 | | |
| 44,739 | 62,481 | (17,742) | -28.40% | | | TOTAL OTHER EXPENSES | 92,175 | 119,880 | (27,705) | -23.11% | 251,042 | 242,420 | | |
| 267,241 | 332,815 | (65,574) | -19.70% | | | TOTAL OPERATING EXPENSES | 574,576 | 665,939 | (91,363) | -13.72% | 585,522 | 1,343,385 | | |
| (111,685) | (124,135) | 12,450 | -10.03% | | | NET LOSS (SHORTFALL) | (230,174) | (262,314) | 32,140 | -12.25% | (422,673) | (510,996) | | |

| STATISTICAL SUMMARY | | | | | | | | | | | | | |
|---------------------|-------|------------|---------|--|--|---------------------------------|-------|-------|------------|---------|--|-------|--|
| 1,669 | 2,325 | (656) | -28.21% | | | Total Work RVUs | 3,667 | 4,364 | (698) | -15.99% | | 8,961 | |
| 1,237 | 1,822 | (585) | -32.10% | | | Total Visits | 2,768 | 3,419 | (651) | -19.05% | | 7,020 | |
| 108 | 182 | (74) | -40.71% | | | Total New Patient Visits | 248 | 342 | (94) | -27.47% | | 702 | |
| 2.10 | 2.27 | (0.17) | -7.35% | | | Total Provider FTEs | 2.43 | 2.43 | 0.00 | 0.00% | | | |
| 5.99 | 6.69 | (0.71) | -10.55% | | | Clinic Support FTEs | 6.16 | 6.61 | (0.44) | -6.72% | | | |
| 2.85 | 2.95 | (0.10) | -3.45% | | | Clinic Support FTE per Provider | 2.62 | 2.72 | (0.09) | -3.41% | | | |
| 589 | 804 | (214.64) | -26.71% | | | Visits per provider FTE | 1,139 | 1,407 | (268.08) | -19.05% | | | |
| 795 | 1,026 | (230.89) | -22.51% | | | RVUs per provider FTE | 1,509 | 1,796 | (287.20) | -15.99% | | | |
| 216 | 183 | 33.34 | 18.25% | | | Expense Per Visit | 208 | 195 | 12.83 | 6.59% | | | |

| Payer Mix | YTD Actual | Budget | Variance |
|------------|------------|--------|----------|
| Commercial | 18.8% | 17.0% | 1.8% |
| Exchange | 8.0% | 6.6% | 1.4% |
| Medicaid | 16.6% | 14.8% | 1.8% |
| Medicare | 55.4% | 59.7% | (4.3%) |
| Self-Pay | 1.2% | 1.9% | (0.7%) |

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

| | July | August | September | October | November | December | YTD Actual |
|--|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| PATIENT REVENUE | 119,045 | 157,334 | 104,899 | 117,600 | 105,965 | 92,776 | 697,620 |
| SPECIALTY REVENUE | | | | | | (889) | (889) |
| DEDUCTIONS FROM REVENUE | 61,307 | 80,677 | 50,449 | 57,715 | 52,814 | 49,367 | 352,329 |
| NET OPERATING REVENUE | 57,738 | 76,658 | 54,450 | 59,885 | 53,151 | 42,520 | 344,402 |
| PROVIDER COMPENSATION | 24,773 | 21,006 | 42,865 | 23,248 | 24,185 | 22,580 | 158,658 |
| PROVIDER BENEFITS | 5,541 | 24,089 | (8,950) | 5,555 | 5,983 | 4,628 | 36,846 |
| TOTAL PROVIDER COMPENSATION AND BENEFITS | 30,314 | 45,095 | 33,915 | 28,803 | 30,168 | 27,208 | 195,504 |
| NON-PROVIDER COMPENSATION | 38,349 | 40,153 | 32,565 | 35,408 | 33,650 | 35,614 | 215,740 |
| NON-PROVIDER BENEFITS | 17,123 | 13,527 | 8,856 | 9,979 | 10,618 | 11,054 | 71,157 |
| TOTAL NON-PROVIDER COMPENSATION AND BENEFITS | 55,472 | 53,680 | 41,421 | 45,387 | 44,268 | 46,668 | 286,897 |
| TOTAL LABOR COSTS | 85,786 | 98,776 | 75,337 | 74,190 | 74,436 | 73,876 | 482,401 |
| BILLING FEES | 5,393 | 4,990 | 3,288 | 4,023 | 3,978 | 1,353 | 23,026 |
| SUPPLIES AND PHARMACEUTICALS | 9,157 | 2,825 | 8,851 | 13,979 | 4,781 | 5,282 | 44,876 |
| OTHER OPERATING EXPENSES | 3,961 | 4,986 | 3,981 | 3,664 | 4,273 | 3,409 | 24,273 |
| TOTAL OTHER EXPENSES | 18,511 | 12,801 | 16,120 | 21,666 | 13,032 | 10,044 | 92,175 |
| TOTAL OPERATING EXPENSES | 104,297 | 111,577 | 91,457 | 95,856 | 87,468 | 83,921 | 574,575 |
| NET LOSS (SHORTFALL) | (46,559) | (34,919) | (37,007) | (35,971) | (34,317) | (41,401) | (230,174) |

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

| | July | August | September | October | November | December | YTD Budget |
|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
| PATIENT REVENUE | 123,763 | 136,040 | 128,740 | 142,178 | 138,529 | 135,211 | 804,461 |
| DEDUCTIONS FROM REVENUE | 61,667 | 67,784 | 64,147 | 70,843 | 69,024 | 67,371 | 400,836 |
| NET OPERATING REVENUE | 62,096 | 68,256 | 64,593 | 71,335 | 69,505 | 67,840 | 403,625 |
| PROVIDER COMPENSATION | 35,079 | 35,079 | 35,079 | 35,079 | 35,079 | 35,079 | 210,474 |
| PROVIDER BENEFITS | 7,493 | 7,493 | 7,493 | 7,493 | 7,493 | 7,493 | 44,958 |
| TOTAL PROVIDER COMPENSATION AND BENEFITS | 42,572 | 42,572 | 42,572 | 42,572 | 42,572 | 42,572 | 255,432 |
| NON-PROVIDER COMPENSATION | 33,750 | 37,500 | 33,750 | 36,000 | 33,000 | 33,750 | 207,750 |
| NON-PROVIDER BENEFITS | 16,003 | 13,794 | 13,212 | 13,561 | 13,095 | 13,212 | 82,877 |
| TOTAL NON-PROVIDER COMPENSATION AND BENEFITS | 49,753 | 51,294 | 46,962 | 49,561 | 46,095 | 46,962 | 290,627 |
| TOTAL LABOR COSTS | 92,325 | 93,866 | 89,534 | 92,133 | 88,667 | 89,534 | 546,059 |
| BILLING FEES | 4,765 | 5,398 | 5,005 | 5,912 | 6,065 | 5,318 | 32,463 |
| SUPPLIES AND PHARMACEUTICALS | 8,051 | 8,777 | 8,612 | 9,825 | 9,757 | 8,814 | 53,836 |
| OTHER OPERATING EXPENSES | 5,597 | 5,597 | 5,597 | 5,597 | 5,597 | 5,596 | 33,581 |
| TOTAL OTHER EXPENSES | 18,413 | 19,772 | 19,214 | 21,334 | 21,419 | 19,728 | 119,880 |
| TOTAL OPERATING EXPENSES | 110,738 | 113,638 | 108,748 | 113,467 | 110,086 | 109,262 | 665,939 |
| NET LOSS (SHORTFALL) | (48,642) | (45,382) | (44,155) | (42,132) | (40,581) | (41,422) | (262,314) |