



OPERATING AND FINANCIAL PERFORMANCE

Volume Indicators

Fiscal Year to Date April 2018

| Operating Review (YTD) | Actual | Budget | Prior Year * | Variance to Budget | Variance to Budget % | Variance to Prior Year | Variance to Prior Year % |
|------------------------|---------|---------|--------------|--------------------|----------------------|------------------------|--------------------------|
| Discharges | 29,288 | 29,896 | 28,529 | (608) | -2.0% ○ | 759 | 2.7% ● |
| Patient Days | 194,033 | 196,048 | 188,435 | (2,015) | -1.0% ○ | 5,598 | 3.0% ● |
| Average Daily Census | 638.27 | 644.89 | 619.85 | (6.62) | -1.0% ○ | 18.42 | 3.0% ● |
| Total Surgeries | 27,248 | 28,666 | 26,281 | (1,418) | -4.9% ● | 967 | 3.7% ● |
| - Inpatient | 13,216 | 13,896 | 12,450 | (680) | -4.9% ● | 766 | 6.2% ● |
| - Outpatient | 14,032 | 14,770 | 13,831 | (738) | -5.0% ● | 201 | 1.5% ○ |
| ED Visits | 48,808 | 51,131 | 50,025 | (2,323) | -4.5% ● | (1,217) | -2.4% ○ |
| Total Clinic Visits | 816,624 | 810,547 | 765,997 | 6,077 | 0.7% ○ | 50,627 | 6.6% ● |

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

* from ongoing operations

Discharges by Type

Fiscal Year to Date April 2018

| Operating Review (YTD) | Actual | Budget | Prior Year | Variance to Budget | Variance to Budget % | Variance to Prior Year | Variance to Prior Year % |
|------------------------------|---------------|---------------|---------------|--------------------|----------------------|------------------------|--------------------------|
| Adult Medical | 10,700 | 10,820 | 10,328 | (120) | -1.1% ○ | 372 | 3.6% ● |
| Adult Surgical | 13,198 | 13,439 | 12,827 | (241) | -1.8% ○ | 371 | 2.9% ● |
| Adult Psych | 971 | 983 | 932 | (12) | -1.2% ○ | 39 | 4.2% ● |
| <i>Subtotal – Adult</i> | <i>24,869</i> | <i>25,242</i> | <i>24,087</i> | <i>(373)</i> | <i>-1.5%</i> ○ | <i>782</i> | <i>3.2%</i> ● |
| Pediatric Medical & Surgical | 3,162 | 3,356 | 3,204 | (194) | -5.8% ● | (42) | -1.3% ○ |
| Pediatric Critical Care | 837 | 769 | 733 | 68 | 8.8% ● | 104 | 14.2% ● |
| Pediatric Psych | 420 | 529 | 505 | (109) | -20.6% ● | (85) | -16.8% ● |
| <i>Subtotal – Pediatrics</i> | <i>4,419</i> | <i>4,654</i> | <i>4,442</i> | <i>(235)</i> | <i>-5.0%</i> ● | <i>(23)</i> | <i>-0.5%</i> ○ |
| TOTAL | 29,288 | 29,896 | 28,529 | (608) | -2.0% ○ | 759 | 2.7% ● |

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

Discharge Days by Type

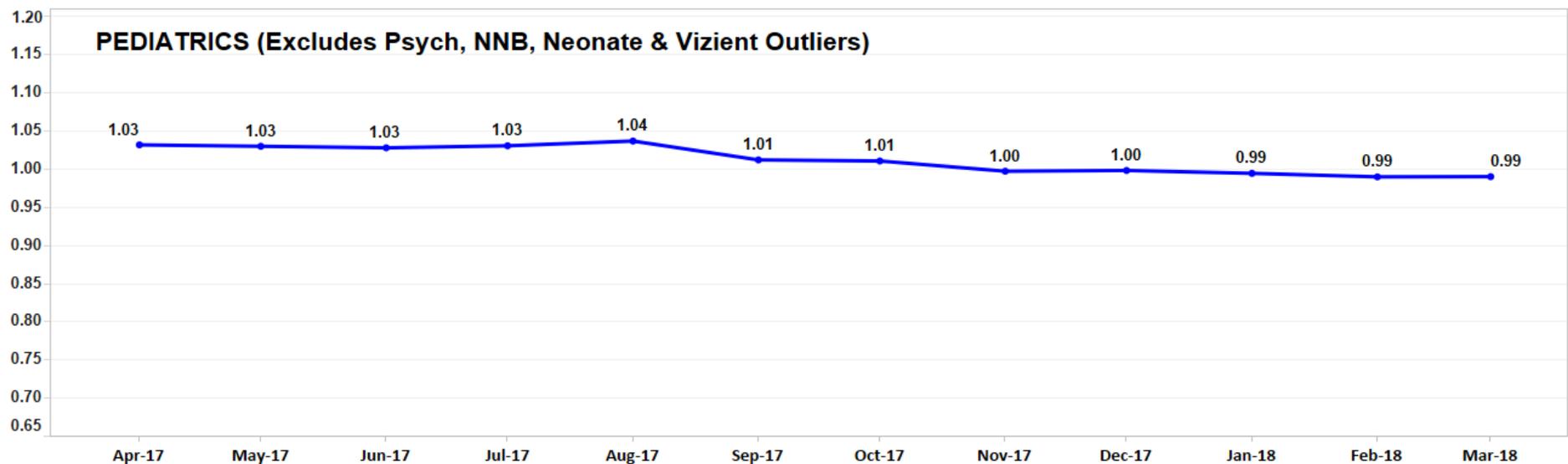
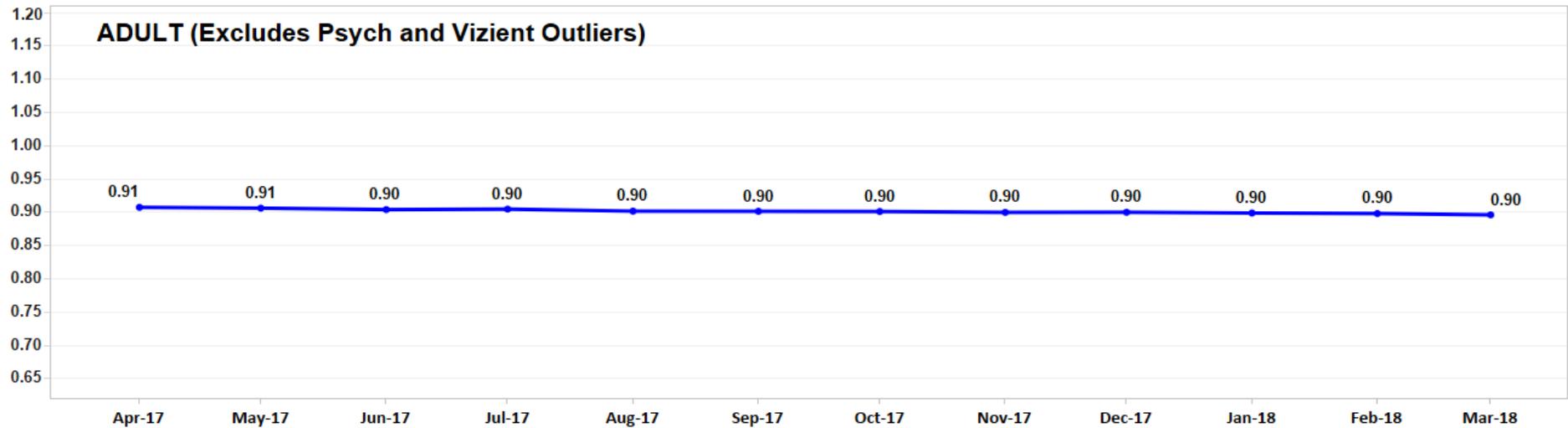
Fiscal Year to Date April 2018

| Operating Review (YTD) | Actual | Budget | Prior Year | Variance to Budget | Variance to Budget | % | Variance to Prior Year | Variance to Prior Year | % |
|--------------------------------|----------------|----------------|----------------|--------------------|--------------------|---|------------------------|------------------------|---|
| Adult Medical | 68,901 | 66,453 | 64,307 | 2,448 | 3.7% | ● | 4,594 | 7.1% | ● |
| Adult Surgical | 64,478 | 66,571 | 64,421 | (2,093) | -3.1% | ● | 57 | 0.1% | ○ |
| Adult Psych | 18,141 | 16,650 | 16,004 | 1,491 | 9.0% | ● | 2,137 | 13.4% | ● |
| <i>Subtotal – Adult</i> | <i>151,520</i> | <i>149,674</i> | <i>144,732</i> | <i>1,846</i> | <i>1.2%</i> | ○ | <i>6,788</i> | <i>4.7%</i> | ● |
| Pediatric Medical and Surgical | 16,763 | 20,010 | 19,403 | (3,247) | -16.2% | ● | (2,640) | -13.6% | ● |
| Pediatric Critical Care | 22,898 | 22,401 | 21,667 | 497 | 2.2% | ○ | 1,231 | 5.7% | ● |
| Pediatric Psych | 4,427 | 4,165 | 4,030 | 262 | 6.3% | ● | 397 | 9.9% | ● |
| <i>Subtotal – Pediatrics</i> | <i>44,088</i> | <i>46,576</i> | <i>45,100</i> | <i>(2,488)</i> | <i>-5.3%</i> | ● | <i>(1,012)</i> | <i>-2.2%</i> | ○ |
| TOTAL | 195,608 | 196,250 | 189,832 | (642) | -0.3% | ○ | 5,776 | 3.0% | ● |

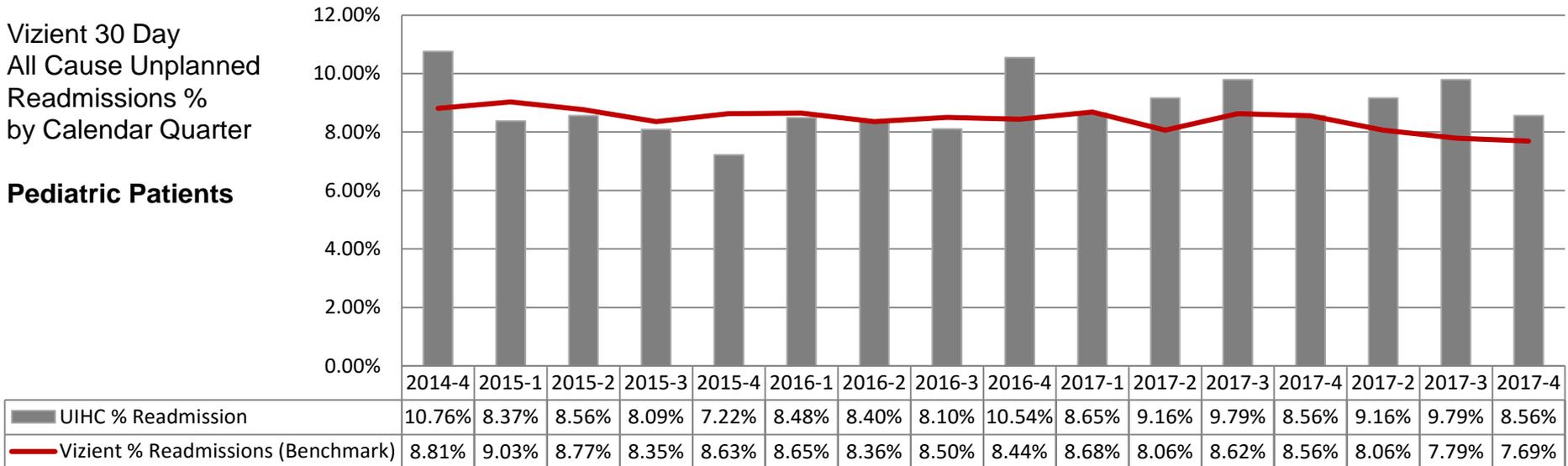
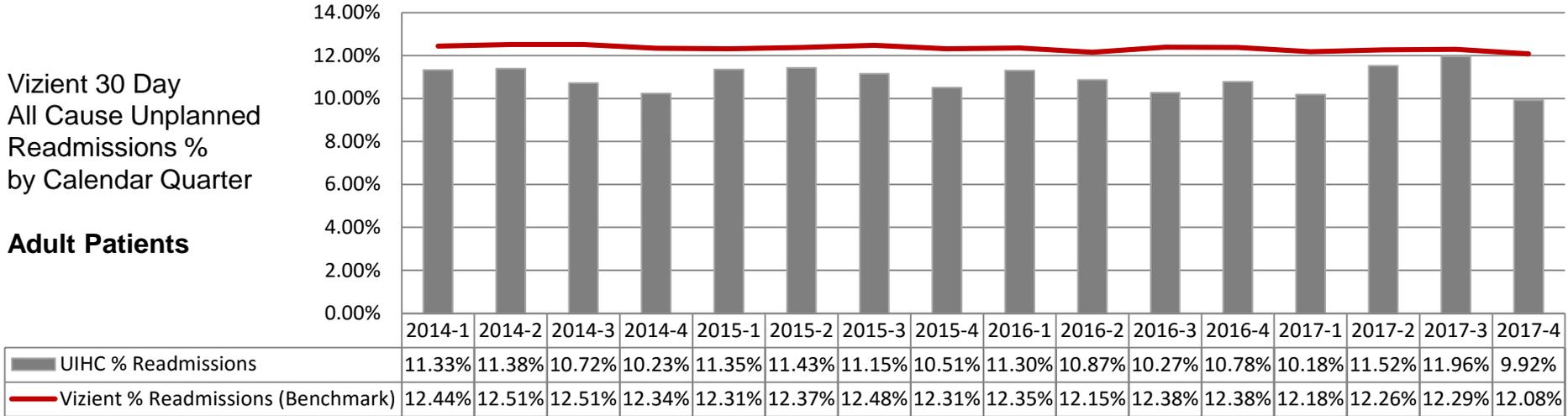
 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

Length of Stay (all data excludes Psych, Hospice, Nonviable Neonates & Outliers)

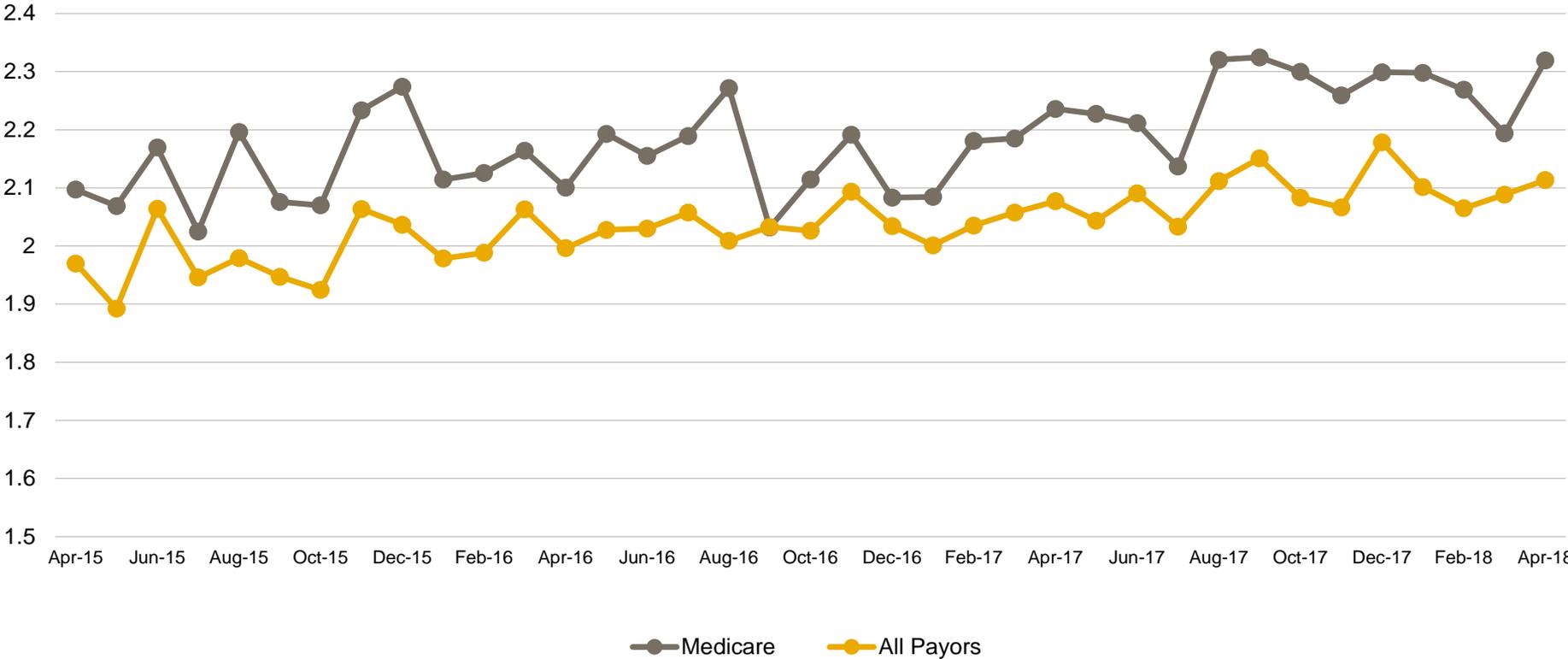
March 2018, 12 Month Moving Average



Readmissions



Case Mix Index



Total Surgeries – by Clinical Department

Fiscal Year to Date April 2018

| Operating Review (YTD) | Actual | Budget | Prior Year | Variance to Budget | Variance to Budget % | Variance to Prior Year | Variance to Prior Year % |
|----------------------------|---------------|---------------|---------------|--------------------|----------------------|------------------------|--------------------------|
| Dentistry | 820 | 889 | 796 | (69) | -7.8% ● | 24 | 3.0% ● |
| General Surgery | 7,022 | 7,406 | 6,760 | (384) | -5.2% ● | 262 | 3.9% ● |
| Gynecology | 1,688 | 1,800 | 1,502 | (112) | -6.2% ● | 186 | 12.4% ● |
| Neurosurgery | 2,811 | 2,909 | 2,763 | (98) | -3.4% ● | 48 | 1.7% ○ |
| Ophthalmology | 3,270 | 3,349 | 3,136 | (79) | -2.4% ○ | 134 | 4.3% ● |
| Orthopedics | 6,231 | 6,762 | 5,856 | (531) | -7.9% ● | 375 | 6.4% ● |
| Otolaryngology | 2,693 | 2,514 | 2,815 | 179 | 7.1% ● | (122) | -4.3% ● |
| Radiology – Interventional | 113 | 131 | 100 | (18) | -13.7% ● | 13 | 13.0% ● |
| Urology w/ Procedure Ste. | 2,545 | 2,692 | 2,484 | (147) | -5.5% ● | 61 | 2.5% ○ |
| Other | 55 | 214 | 69 | (159) | -74.3% ● | (14) | -20.3% ● |
| Total | 27,248 | 28,666 | 26,281 | (1,418) | -4.9% ● | 967 | 3.7% ● |
| Solid Organ Transplants | 319 | 277 | 248 | 42 | 15.2% ● | 71 | 28.6% ● |

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

Inpatient Surgeries – by Clinical Department

Fiscal Year to Date April 2018

| Operating Review (YTD) | Actual | Budget | Prior Year | Variance to Budget | Variance to Budget | % | Variance to Prior Year | Variance to Prior Year | % |
|----------------------------------|---------------|---------------|---------------|--------------------|--------------------|----------|------------------------|------------------------|----------|
| Dentistry | 333 | 355 | 305 | (22) | -6.2% | ● | 28 | 9.2% | ● |
| General Surgery | 4,892 | 5,151 | 4,687 | (259) | -5.0% | ● | 205 | 4.4% | ● |
| Gynecology | 757 | 742 | 667 | 15 | 2.0% | ○ | 90 | 13.5% | ● |
| Neurosurgery | 2,387 | 2,414 | 2,264 | (27) | -1.1% | ○ | 123 | 5.4% | ● |
| Ophthalmology | 201 | 240 | 219 | (39) | -16.3% | ● | (18) | -8.2% | ● |
| Orthopedics | 3,167 | 3,485 | 2,745 | (318) | -9.1% | ● | 422 | 15.4% | ● |
| Otolaryngology | 685 | 637 | 691 | 48 | 7.5% | ● | (6) | -0.9% | ○ |
| Radiology – Interventional | 110 | 121 | 94 | (11) | -9.1% | ● | 16 | 17.0% | ● |
| Urology <i>w/ Procedure Ste.</i> | 678 | 734 | 769 | (56) | -7.6% | ● | (91) | -11.8% | ● |
| Other | 6 | 17 | 9 | (11) | -64.7% | ● | (3) | -33.3% | ● |
| Total | 13,216 | 13,896 | 12,450 | (680) | -4.9% | ● | 766 | 6.2% | ● |
| Solid Organ Transplants | 319 | 277 | 248 | 42 | 15.2% | ● | 71 | 28.6% | ● |

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

Outpatient Surgeries – by Clinical Department

Fiscal Year to Date April 2018

| Operating Review (YTD) | Actual | Budget | Prior Year | Variance to Budget | Variance to Budget | % | Variance to Prior Year | Variance to Prior Year | % |
|----------------------------------|---------------|---------------|---------------|--------------------|--------------------|----------|------------------------|------------------------|----------|
| Dentistry | 487 | 534 | 491 | (47) | -8.8% | ● | (4) | -0.8% | ○ |
| General Surgery | 2,130 | 2,255 | 2,073 | (125) | -5.5% | ● | 57 | 2.7% | ● |
| Gynecology | 931 | 1,058 | 835 | (127) | -12.0% | ● | 96 | 11.5% | ● |
| Neurosurgery | 424 | 495 | 499 | (71) | -14.3% | ● | (75) | -15.0% | ● |
| Ophthalmology | 3,069 | 3,109 | 2,917 | (40) | -1.3% | ○ | 152 | 5.2% | ● |
| Orthopedics | 3,064 | 3,277 | 3,111 | (213) | -6.5% | ● | (47) | -1.5% | ○ |
| Otolaryngology | 2,008 | 1,877 | 2,124 | 131 | 7.0% | ● | (116) | -5.5% | ● |
| Radiology – Interventional | 3 | 10 | 6 | (7) | -70.0% | ● | (3) | -50.0% | ● |
| Urology <i>w/ Procedure Ste.</i> | 1,867 | 1,958 | 1,715 | (91) | -4.6% | ● | 152 | 8.9% | ● |
| Other | 49 | 197 | 60 | (148) | -75.1% | ● | (11) | -18.3% | ● |
| Total | 14,032 | 14,770 | 13,831 | (738) | -5.0% | ● | 201 | 1.5% | ○ |

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

Emergency Department

Fiscal Year to Date April 2018

| Operating Review (YTD) | Actual | Budget | Prior Year | Variance to Budget | Variance to Budget % | Variance to Prior Year | Variance to Prior Year % |
|--------------------------|--------|--------|------------|--------------------|---|------------------------|---|
| ED Visits | 48,808 | 51,131 | 50,025 | (2,323) | -4.5%  | (1,217) | -2.4%  |
| ED Admits | 16,963 | 17,159 | 16,641 | (196) | -1.1%  | 322 | 1.9%  |
| ED Conversion Factor | 34.8% | 33.6% | 33.3% | | 3.6%  | | 4.5%  |
| ED Admits / Total Admits | 58.2% | 57.5% | 58.7% | | 1.2%  | | -0.9%  |

 Greater than 2.5% Favorable
  Neutral
  Greater than 2.5% Unfavorable

Total Clinic Visits by Location

Fiscal Year to Date April 2018

| Operating Review (YTD) | FY18 ACTUAL | | | | FY17 ACTUAL* | | | | Variance to Prior Year | % | |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------------|-------------|---|
| | On-Site | IRL | Other Off-Site | Total | On-Site | IRL | Other Off-Site | Total | | | |
| FAMILY MEDICINE | 26,189 | 15,818 | 99,969 | 141,976 | 34,204 | 11,034 | 101,348 | 146,586 | (4,610) | -3.1% | ● |
| GENERAL INTERNAL MEDICINE | | 24,567 | | 24,567 | | 23,062 | | 23,062 | 1,505 | 6.5% | ● |
| PEDIATRICS | | 19,678 | 26,565 | 46,243 | | 18,795 | 10,957 | 29,752 | 16,491 | 55.4% | ● |
| <i>SUBTOTAL: PRIMARY CARE</i> | <i>26,189</i> | <i>60,063</i> | <i>126,534</i> | <i>212,786</i> | <i>34,204</i> | <i>52,891</i> | <i>112,305</i> | <i>199,400</i> | <i>13,386</i> | <i>6.7%</i> | ● |
| ANESTHESIA | 6,131 | 990 | | 7,121 | 5,726 | 260 | | 5,986 | 1,135 | 19.0% | ● |
| CTR DISABILITIES & DEVELOPMENT | 9,088 | | | 9,088 | 8,721 | | | 8,721 | 367 | 4.2% | ● |
| CTR FOR DIGESTIVE DISEASES | 19,578 | 5,816 | | 25,394 | 18,283 | 4,364 | | 22,647 | 2,747 | 12.1% | ● |
| CLINICAL CANCER CENTER | 49,089 | 2,318 | 5,248 | 56,655 | 46,228 | 1,963 | 1,027 | 49,218 | 7,437 | 15.1% | ● |
| DERMATOLOGY | 21,496 | 9,399 | 4,681 | 35,576 | 18,938 | 9,166 | 2,915 | 31,019 | 4,557 | 14.7% | ● |
| GENERAL SURGERY | 17,767 | 705 | 1,652 | 20,124 | 19,486 | | 1,724 | 21,210 | (1,086) | -5.1% | ● |
| HOSPITAL DENTISTRY | 15,059 | | | 15,059 | 14,878 | | | 14,878 | 181 | 1.2% | ○ |
| INTERNAL MEDICINE | 27,576 | 7,990 | | 35,566 | 26,020 | 7,857 | | 33,877 | 1,689 | 5.0% | ● |
| NEUROLOGY | 12,816 | 1,119 | | 13,935 | 13,937 | | | 13,937 | (2) | 0.0% | ○ |
| NEUROSURGERY | 11,761 | | | 11,761 | 11,650 | | | 11,650 | 111 | 1.0% | ○ |
| OBSTETRICS/GYNECOLOGY | 48,855 | 18,712 | 7,063 | 74,630 | 51,651 | 19,577 | | 71,228 | 3,402 | 4.8% | ● |
| OPHTHALMOLOGY | 54,913 | 8,889 | | 63,802 | 53,085 | 8,630 | 637 | 62,352 | 1,450 | 2.3% | ○ |
| ORTHOPEDICS | 63,642 | 4,696 | 343 | 68,681 | 59,840 | 2,572 | 75 | 62,487 | 6,194 | 9.9% | ● |
| OTOLARYNGOLOGY | 16,701 | 6,378 | | 23,079 | 16,324 | 6,273 | | 22,597 | 482 | 2.1% | ○ |
| PEDIATRICS | 50,664 | 4,246 | | 54,910 | 51,947 | 2,891 | | 54,838 | 72 | 0.1% | ○ |
| PSYCHIATRY | 37,928 | 12 | | 37,940 | 35,732 | 25 | | 35,757 | 2,183 | 6.1% | ● |
| UROLOGY | 7,877 | 12,474 | | 20,351 | 7,005 | 10,859 | | 17,864 | 2,487 | 13.9% | ● |
| UI HEART CTR | 18,505 | 11,661 | | 30,166 | 15,783 | 10,548 | | 26,331 | 3,835 | 14.6% | ● |
| <i>SUBTOTAL: SPECIALTY CARE</i> | <i>489,446</i> | <i>95,405</i> | <i>18,987</i> | <i>603,838</i> | <i>475,234</i> | <i>84,985</i> | <i>6,378</i> | <i>566,597</i> | <i>37,241</i> | <i>6.6%</i> | ● |
| TOTAL | 515,635 | 155,468 | 145,521 | 816,624 | 509,438 | 137,876 | 118,683 | 765,997 | 50,627 | 6.6% | ● |

Greater than 2.5% Favorable

Neutral

Greater than 2.5% Unfavorable

* from ongoing operations

Pediatric Clinic Visits by Location

Fiscal Year to Date April 2018

| Operating Review (YTD) | FY18 ACTUAL | | | | FY17 ACTUAL* | | | | Variance to Prior Year | % | |
|---------------------------------|---------------|---------------|----------------|----------------|---------------|---------------|----------------|----------------|------------------------|--------------|---|
| | On-Site | IRL | Other Off-Site | Total | On-Site | IRL | Other Off-Site | Total | | | |
| FAMILY MEDICINE | 3,025 | 621 | 20,887 | 24,533 | 3,567 | 391 | 20,612 | 24,570 | (37) | -0.2% | ○ |
| GENERAL INTERNAL MEDICINE | | 55 | | 55 | | 25 | | 25 | 30 | 120.0% | ● |
| PEDIATRICS | | 19,134 | 26,565 | 45,699 | | 18,391 | 10,957 | 29,348 | 16,351 | 55.7% | ● |
| SUBTOTAL: PRIMARY CARE | 3,025 | 19,810 | 47,452 | 70,287 | 3,567 | 18,807 | 31,569 | 53,943 | 16,344 | 30.3% | ● |
| ANESTHESIA | 594 | 4 | | 598 | 685 | | | 685 | (87) | -12.7% | ● |
| CTR DISABILITIES & DEVELOPMENT | 9,088 | | | 9,088 | 8,721 | | | 8,721 | 367 | 4.2% | ● |
| CTR FOR DIGESTIVE DISEASES | 17 | 4 | | 21 | 11 | 1 | | 12 | 9 | 75.0% | ● |
| CLINICAL CANCER CENTER | 51 | | | 51 | 113 | | | 113 | (62) | -54.9% | ● |
| DERMATOLOGY | 1,732 | 2,167 | | 3,899 | 1,307 | 1,946 | | 3,253 | 646 | 19.9% | ● |
| GENERAL SURGERY | 1,204 | 10 | | 1,214 | 1,226 | | | 1,226 | (12) | -1.0% | ○ |
| HOSPITAL DENTISTRY | 1,751 | | | 1,751 | 1,892 | | | 1,892 | (141) | -7.5% | ● |
| INTERNAL MEDICINE | 95 | 253 | | 348 | 93 | 233 | | 326 | 22 | 6.7% | ● |
| NEUROLOGY | 465 | | | 465 | 448 | | | 448 | 17 | 3.8% | ● |
| NEUROSURGERY | 1,962 | | | 1,962 | 1,822 | | | 1,822 | 140 | 7.7% | ● |
| OBSTETRICS/GYNECOLOGY | 759 | 109 | | 868 | 729 | 133 | | 862 | 6 | 0.7% | ○ |
| OPHTHALMOLOGY | 9,232 | 591 | | 9,823 | 8,957 | 631 | | 9,588 | 235 | 2.5% | ○ |
| ORTHOPEDECS | 11,244 | 121 | | 11,365 | 10,618 | 91 | | 10,709 | 656 | 6.1% | ● |
| OTOLARYNGOLOGY | 2,991 | 3,494 | | 6,485 | 3,070 | 3,921 | | 6,991 | (506) | -7.2% | ● |
| PEDIATRICS | 43,455 | 3,303 | | 46,758 | 45,090 | 2,518 | | 47,608 | (850) | -1.8% | ○ |
| PSYCHIATRY | 10,518 | | | 10,518 | 9,766 | | | 9,766 | 752 | 7.7% | ● |
| UROLOGY | 171 | 2,232 | | 2,403 | 170 | 2,165 | | 2,335 | 68 | 2.9% | ● |
| UI HEART CTR | 22 | 116 | | 138 | 17 | 256 | | 273 | (135) | -45.9% | ● |
| SUBTOTAL: SPECIALTY CARE | 95,351 | 12,404 | | 107,755 | 94,735 | 11,895 | | 106,630 | 1,125 | 1.1% | ○ |
| TOTAL | 98,376 | 32,214 | 47,452 | 178,042 | 98,302 | 30,702 | 31,569 | 160,573 | 17,469 | 10.9% | ● |

● Greater than 2.5% Favorable
 ○ Neutral
 ● Greater than 2.5% Unfavorable
 * from ongoing operations

Adult Clinic Visits by Location

Fiscal Year to Date April 2018

| Operating Review (YTD) | FY18 ACTUAL | | | | FY17 ACTUAL* | | | | Variance to Prior Year | % | |
|---------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------------|--------------|---|
| | On-Site | IRL | Other Off-Site | Total | On-Site | IRL | Other Off-Site | Total | | | |
| FAMILY MEDICINE | 23,164 | 15,197 | 79,082 | 117,443 | 30,637 | 10,643 | 80,736 | 122,016 | (4,573) | -3.7% | ● |
| GENERAL INTERNAL MEDICINE | | 24,512 | | 24,512 | | 23,037 | | 23,037 | 1,475 | 6.4% | ● |
| PEDIATRICS | | 544 | | 544 | | 404 | | 404 | 140 | 34.7% | ● |
| <i>SUBTOTAL: PRIMARY CARE</i> | <i>23,164</i> | <i>40,253</i> | <i>79,082</i> | <i>142,499</i> | <i>30,637</i> | <i>34,084</i> | <i>80,736</i> | <i>145,457</i> | <i>(2,958)</i> | <i>-2.0%</i> | ○ |
| ANESTHESIA | 5,537 | 986 | | 6,523 | 5,041 | 260 | | 5,301 | 1,222 | 23.1% | ● |
| CTR FOR DIGESTIVE DISEASES | 19,561 | 5,812 | | 25,373 | 18,272 | 4,363 | | 22,635 | 2,738 | 12.1% | ● |
| CLINICAL CANCER CENTER | 49,038 | 2,318 | 5,248 | 56,604 | 46,115 | 1,963 | 1,027 | 49,105 | 7,499 | 15.3% | ● |
| DERMATOLOGY | 19,764 | 7,232 | 4,681 | 31,677 | 17,631 | 7,220 | 2,915 | 27,766 | 3,911 | 14.1% | ● |
| GENERAL SURGERY | 16,563 | 695 | 1,652 | 18,910 | 18,260 | | 1,724 | 19,984 | (1,074) | -5.4% | ● |
| HOSPITAL DENTISTRY | 13,308 | | | 13,308 | 12,986 | | | 12,986 | 322 | 2.5% | ○ |
| INTERNAL MEDICINE | 27,481 | 7,737 | | 35,218 | 25,927 | 7,624 | | 33,551 | 1,667 | 5.0% | ● |
| NEUROLOGY | 12,351 | 1,119 | | 13,470 | 13,489 | | | 13,489 | (19) | -0.1% | ○ |
| NEUROSURGERY | 9,799 | | | 9,799 | 9,828 | | | 9,828 | (29) | -0.3% | ○ |
| OBSTETRICS/GYNECOLOGY | 48,096 | 18,603 | 7,063 | 73,762 | 50,922 | 19,444 | | 70,366 | 3,396 | 4.8% | ● |
| OPHTHALMOLOGY | 45,681 | 8,298 | | 53,979 | 44,128 | 7,999 | 637 | 52,764 | 1,215 | 2.3% | ○ |
| ORTHOPEDICS | 52,398 | 4,575 | 343 | 57,316 | 49,222 | 2,481 | 75 | 51,778 | 5,538 | 10.7% | ● |
| OTOLARYNGOLOGY | 13,710 | 2,884 | | 16,594 | 13,254 | 2,352 | | 15,606 | 988 | 6.3% | ● |
| PEDIATRICS | 7,209 | 943 | | 8,152 | 6,857 | 373 | | 7,230 | 922 | 12.8% | ● |
| PSYCHIATRY | 27,410 | 12 | | 27,422 | 25,966 | 25 | | 25,991 | 1,431 | 5.5% | ● |
| UROLOGY | 7,706 | 10,242 | | 17,948 | 6,835 | 8,694 | | 15,529 | 2,419 | 15.6% | ● |
| UI HEART CTR | 18,483 | 11,545 | | 30,028 | 15,766 | 10,292 | | 26,058 | 3,970 | 15.2% | ● |
| <i>SUBTOTAL: SPECIALTY CARE</i> | <i>394,095</i> | <i>83,001</i> | <i>18,987</i> | <i>496,083</i> | <i>380,499</i> | <i>73,090</i> | <i>6,378</i> | <i>459,967</i> | <i>36,116</i> | <i>7.9%</i> | ● |
| TOTAL | 417,259 | 123,254 | 98,069 | 638,582 | 411,136 | 107,174 | 87,114 | 605,424 | 33,158 | 5.5% | ● |

● Greater than 2.5% Favorable

○ Neutral

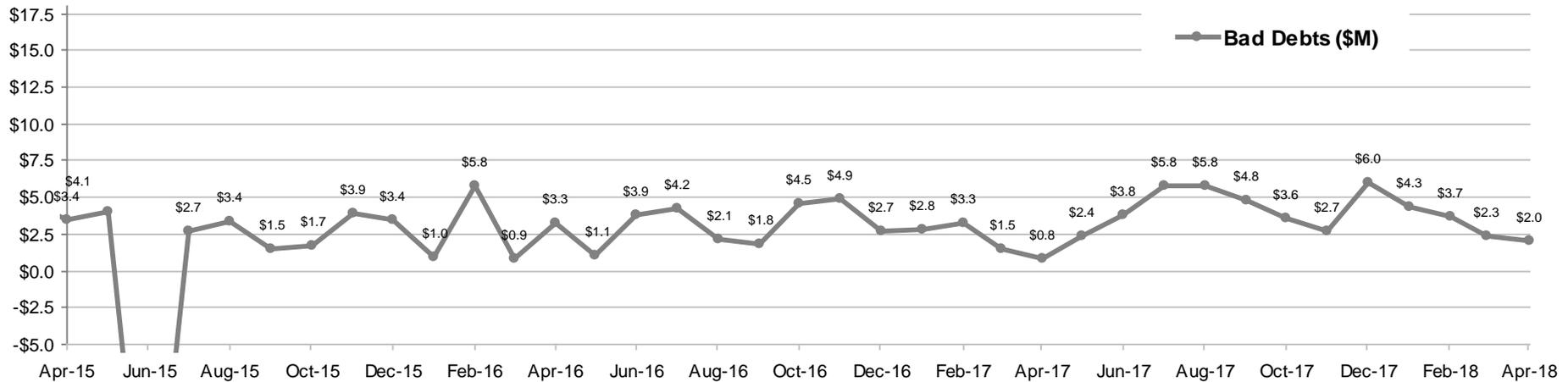
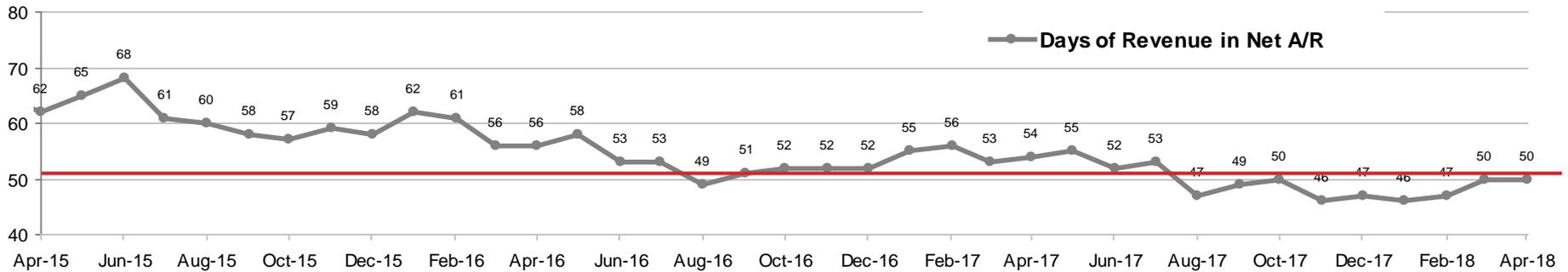
● Greater than 2.5% Unfavorable

* from ongoing operations

Comparative Accounts Receivable

At April 30, 2018

| | June 30, 2016 | June 30, 2017 | April 30, 2018 |
|-------------------------|---------------|---------------|----------------|
| Net Accounts Receivable | \$210,723,995 | \$210,781,374 | \$224,642,586 |
| Net Days in AR | 53 | 52 | 50 |



Comparative Financial Results

Fiscal Year to Date April 2018, Dollars in Thousands

| NET REVENUES | Actual | Budget | Prior Year | Variance to Budget | % Variance to Budget | Variance to Prior Year | % Variance to Prior Year |
|--|--------------------|--------------------|--------------------|--------------------|----------------------|------------------------|--------------------------|
| Patient Revenue | \$1,333,028 | \$1,305,251 | \$1,192,007 | \$27,777 | 2.1% | \$141,021 | 11.8% |
| Other Operating Revenue | 41,936 | 41,955 | 41,410 | (19) | 0.0% | 526 | 1.3% |
| Total Revenue | \$1,374,964 | \$1,347,206 | \$1,233,417 | \$27,758 | 2.1% | \$141,547 | 11.5% |
| EXPENSES | | | | | | | |
| Salaries and Wages | \$638,309 | \$656,510 | \$608,950 | (\$18,201) | -2.8% | \$29,359 | 4.8% |
| General Expenses | 609,871 | 577,677 | 533,212 | 32,194 | 5.6% | 76,659 | 14.4% |
| Operating Expense before Capital | \$1,248,180 | \$1,234,187 | \$1,142,162 | \$13,993 | 1.1% | \$106,018 | 9.3% |
| Cash Flow Operating Margin | \$126,784 | \$113,019 | \$91,255 | \$13,765 | 12.2% | \$35,529 | 38.9% |
| Capital- Depreciation and Amortization | 84,697 | 81,673 | 70,998 | 3,024 | 3.7% | 13,699 | 19.3% |
| Total Operating Expense | \$1,332,877 | \$1,315,860 | \$1,213,160 | \$17,017 | 1.3% | \$119,717 | 9.9% |
| Operating Income | \$42,087 | \$31,346 | \$20,257 | \$10,741 | 34.3% | \$21,830 | 107.8% |
| Operating Margin % | 3.1% | 2.3% | 1.6% | | 0.8% | | 1.5% |
| Gain (Loss) on Investments | 18,552 | 10,071 | 13,076 | 8,481 | 84.2% | 5,476 | 41.9% |
| Other Non-Operating | (10,238) | (11,294) | (5,293) | 1,056 | 9.4% | (4,945) | -93.4% |
| Net Income | 50,401 | \$30,123 | \$28,040 | \$20,278 | 67.3% | \$22,361 | 79.7% |
| Net Margin % | 3.6% | 2.2% | 2.3% | | 1.4% | | 1.3% |

* Gain/(Loss) on Investments based on information available at close. Final investment return for this period is reflected in Fiscal Year to Date returns in the subsequent reporting cycle.