

**S A L E M M E D I C A L C E N T E R**  
**INCOME STATEMENT D-57**  
**FOR 12TH MONTH ENDED**  
**DECEMBER 31, 2020**

	THIS YEAR 2020		LAST YEAR - 2019	
	CURRENT	YEAR-TO-DATE	CURRENT	YEAR-TO-DATE
TOTAL PATIENT DAYS BY PAYOR	970	9,725	882	8,355
AVERAGE DAILY CENSUS	31.3	26.6	28.5	25
Patient Revenue:	\$	\$	\$	\$
Inpatient Routine	5,135,680	53,025,708	4,640,492	44,815,912
Inpatient Ancillary	11,272,123	107,020,417	9,222,928	95,354,288
Outpatient	18,024,386	221,734,978	19,590,715	226,223,388
<b>Total Patient Revenue</b>	<b>34,432,189</b>	<b>381,781,103</b>	<b>33,454,135</b>	<b>366,393,588</b>
Deductions From Revenue:				
I/P - M/M Contractual	9,919,148	106,336,554	9,368,216	94,234,373
O/P - M/M Contractual	8,487,600	111,746,109	11,787,782	120,437,641
Other Contractual Adj.	14,621,822	122,375,482	13,196,625	114,846,988
Prior Year Adjustments	-	(511,538)	250,000	250,000
Courtesy Discounts	5,982	(3,335)	0	207
<b>Total Deductions From Revenue</b>	<b>33,034,552</b>	<b>339,943,272</b>	<b>34,602,623</b>	<b>329,769,209</b>
<b>Net Pt Rev Bef Prov for UncRev</b>	<b>1,397,637</b>	<b>41,837,831</b>	<b>-1,148,488</b>	<b>36,624,379</b>
<b>Tot Prov for Uncollectible Rev</b>	<b>230,017</b>	<b>1,862,232</b>	<b>213,639</b>	<b>3,119,982</b>
<b>Net Pt Rev Aft Prov for UncRev</b>	<b>1,167,620</b>	<b>39,975,599</b>	<b>-1,362,127</b>	<b>33,504,397</b>
<b>Other Revenue</b>	<b>(785,995)</b>	<b>18,756,530</b>	<b>7,617,984</b>	<b>19,412,119</b>
<b>Net Revenue</b>	<b>381,625</b>	<b>58,732,129</b>	<b>6,255,857</b>	<b>52,916,516</b>
Operating Expenses:				
Salaries & Wages	1,762,042	18,841,354	1,432,044	15,912,112
Benefits	581,994	4,630,461	370,959	4,317,959
Contract Labor	112,499	3,227,971	72,637	1,234,753
Supplies	694,545	7,614,127	576,649	5,354,923
Medical Spec Fees	268,826	3,553,115	325,235	3,637,031
Purchased Services	1,207,816	13,451,878	3,911,268	13,904,888
Repairs & Maintenance	206,123	1,621,263	101,945	1,060,642
Marketing	21,192	319,188	45,485	161,252
Utilities	121,406	1,181,775	112,785	1,119,286
Other Operating Exp	100,069	944,641	108,434	961,931
Prop Taxes & Ins	109,365	1,187,779	154,091	1,120,605
<b>Total Operating Expenses</b>	<b>5,185,877</b>	<b>56,573,552</b>	<b>7,211,532</b>	<b>48,785,382</b>
<b>Operating Margin</b>	<b>(4,804,252)</b>	<b>2,158,577</b>	<b>-955,675</b>	<b>4,131,082</b>
<b>Rent</b>	<b>354,047</b>	<b>3,876,813</b>	<b>313,390</b>	<b>3,270,356</b>
<b>E.B.I.T.D.A.</b>	<b>(5,158,299)</b>	<b>(1,718,236)</b>	<b>-1,269,065</b>	<b>860,726</b>
<b>Depreciation and Amortization</b>	<b>284,755</b>	<b>2,474,242</b>	<b>378,017</b>	<b>1,346,715</b>
<b>E.B.I.T.</b>	<b>(5,443,054)</b>	<b>(4,192,478)</b>	<b>-1,647,082</b>	<b>-485,989</b>
<b>Interest</b>	<b>112,965</b>	<b>1,006,207</b>	<b>94,388</b>	<b>725,923</b>
<b>Pre-Tax Profit</b>	<b>(5,556,019)</b>	<b>(5,198,685)</b>	<b>(\$1,741,470)</b>	<b>(\$1,211,912)</b>
<b>TOTAL SURGERY CASES</b>	<b>220</b>	<b>2,549</b>	<b>195</b>	<b>2,520</b>
<b>TOTAL ADMISSIONS</b>	<b>222</b>	<b>2,354</b>	<b>205</b>	<b>2,227</b>
<b>TOTAL O/P REGS INCL ALL VISITS</b>	<b>4,141</b>	<b>35,693</b>	<b>2,907</b>	<b>34,292</b>
<b>TOTAL E.R. VISITS</b>	<b>1,065</b>	<b>15,838</b>	<b>1,618</b>	<b>18,163</b>
<b>TOTAL CLINIC AND RHC VISITS</b>	<b>91</b>	<b>1,694</b>	<b>173</b>	<b>1,891</b>
<b>Total Paid Hours *</b>	<b>56,872</b>	<b>606,253</b>	<b>46,233</b>	<b>505,091</b>
<b>Total Contract Hours *</b>	<b>626</b>	<b>28,177</b>	<b>805</b>	<b>13,861</b>
<b>Total Paid &amp; Contract Hours *</b>	<b>57,498</b>	<b>634,431</b>	<b>47,038</b>	<b>518,952</b>
<b>TOTAL PAID &amp; CONTRACT FTE's *</b>	<b>326.32</b>	<b>304.99</b>	<b>266.96</b>	<b>249.95</b>

\* N/A because of Kronos outage