



### Trended Income Statement

|                                    | <u>Mar-2023</u>  | <u>Apr-2023</u>  | <u>May-2023</u>  | <u>Jun-2023</u>  | <u>Jul-2023</u>  | <u>Aug-2023</u>  | <u>Sep-2023</u>  | <u>Oct-2023</u>  | <u>Nov-2023</u>  | <u>Dec-2023</u>   | <u>Jan-2024</u>  | <u>Feb-2024</u>  | <u>Mar-2024</u>  |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|------------------|------------------|------------------|
| Revenue                            |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |                  |                  |                  |
| Net Patient Revenue                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |                  |                  |                  |
| Patient Revenue                    | 21,749,668       | 21,484,388       | 22,924,394       | 22,914,844       | 23,400,670       | 23,972,249       | 21,900,423       | 22,425,460       | 22,452,804       | 23,607,857        | 23,992,660       | 21,234,223       | 21,124,898       |
| Contractuals & Deductions          | (13,287,105)     | (13,868,069)     | (15,125,507)     | (15,731,400)     | (16,174,128)     | (15,666,738)     | (14,906,114)     | (14,856,144)     | (14,725,814)     | (13,031,231)      | (15,543,725)     | (14,310,140)     | (12,815,056)     |
| Total Net Patient Revenue          | <b>8,462,563</b> | <b>7,616,318</b> | <b>7,798,887</b> | <b>7,183,444</b> | <b>7,226,541</b> | <b>8,305,511</b> | <b>6,994,309</b> | <b>7,569,316</b> | <b>7,726,990</b> | <b>10,576,626</b> | <b>8,448,935</b> | <b>6,924,083</b> | <b>8,309,842</b> |
| Realization Rate                   | <b>38.9%</b>     | <b>35.5%</b>     | <b>34.0%</b>     | <b>31.3%</b>     | <b>30.9%</b>     | <b>34.6%</b>     | <b>31.9%</b>     | <b>33.8%</b>     | <b>34.4%</b>     | <b>44.8%</b>      | <b>35.2%</b>     | <b>32.6%</b>     | <b>39.3%</b>     |
| Other Operating Revenue            | 1,101,003        | 1,060,597        | 1,778,539        | 1,720,806        | 888,708          | 1,469,870        | 1,197,122        | 1,062,219        | 1,460,160        | 1,121,287         | 928,582          | 1,137,285        | 1,177,907        |
| Total Revenue                      | <b>9,563,566</b> | <b>8,676,915</b> | <b>9,577,426</b> | <b>8,904,250</b> | <b>8,115,249</b> | <b>9,775,381</b> | <b>8,191,431</b> | <b>8,631,535</b> | <b>9,187,150</b> | <b>11,697,914</b> | <b>9,377,516</b> | <b>8,061,368</b> | <b>9,487,749</b> |
| Expense                            |                  |                  |                  |                  |                  |                  |                  |                  |                  |                   |                  |                  |                  |
| Salary & Wages                     | 5,333,043        | 5,025,515        | 4,957,785        | 5,426,502        | 5,476,262        | 5,275,734        | 5,389,718        | 5,183,844        | 5,147,713        | 5,170,534         | 5,329,426        | 4,858,529        | 4,652,609        |
| Benefits                           | 1,005,852        | 864,146          | 914,927          | 836,760          | 978,311          | 948,718          | 926,630          | 1,053,090        | 932,048          | 1,019,583         | 1,056,405        | 953,127          | 956,524          |
| Professional & Contracted Services | 358,072          | 307,308          | 379,735          | 633,850          | 209,529          | 204,917          | 198,489          | 248,664          | 363,212          | 254,992           | 201,879          | 242,082          | 187,170          |
| Training & Development             | 33,825           | 43,526           | 50,582           | 70,281           | 26,722           | 24,088           | 28,028           | 35,897           | 59,178           | 35,470            | 12,163           | 9,932            | 46,194           |
| Supplies                           | 807,460          | 613,385          | 650,176          | 655,255          | 613,027          | 707,971          | 594,678          | 705,752          | 636,453          | 676,641           | 612,057          | 592,749          | 534,082          |
| Repairs & Maintenance              | 274,818          | 319,408          | 276,966          | 244,589          | 378,487          | 374,147          | 405,697          | 229,058          | 224,599          | 332,456           | 283,690          | 307,253          | 269,790          |
| Utilities                          | 94,633           | 90,580           | 102,092          | 135,221          | 89,961           | 88,531           | 105,984          | 103,216          | 97,530           | 85,631            | 111,370          | 46,609           | 76,843           |
| Rent                               | 25,182           | 20,609           | 26,856           | 31,688           | 25,371           | 25,066           | 28,256           | 14,209           | 12,897           | 20,221            | 22,584           | 15,512           | 24,375           |
| Risk Management                    | 149,884          | 162,923          | 160,752          | 156,275          | 199,193          | 201,971          | 219,926          | 193,518          | 149,514          | 207,765           | 172,055          | 179,559          | 324,922          |
| Public Relations                   | 20,023           | 16,065           | 17,186           | 6,787            | 10,133           | 11,482           | 22,824           | 9,745            | 17,754           | 23,810            | 43,030           | 14,593           | 533              |
| Other Expenses                     | 229,013          | 241,393          | 237,745          | 349,127          | 227,482          | 255,322          | 207,404          | 233,046          | 222,060          | 217,663           | 210,304          | 375,005          | 236,043          |
| Total Expense                      | <b>8,331,805</b> | <b>7,704,859</b> | <b>7,774,803</b> | <b>8,546,336</b> | <b>8,234,479</b> | <b>8,117,948</b> | <b>8,127,634</b> | <b>8,010,039</b> | <b>7,862,956</b> | <b>8,044,766</b>  | <b>8,054,963</b> | <b>7,594,950</b> | <b>7,309,086</b> |
| Non-Operating Income               | 8,724            | 4,866            | 9,851            | 25,499           | 51,068           | 52,789           | 53,012           | 55,728           | 54,413           | 57,708            | 66,134           | 64,664           | 66,398           |
| Non-Operating Expenses             | 279,208          | 244,895          | 285,618          | 221,192          | 328,656          | 198,068          | 298,799          | 305,031          | 381,926          | 293,331           | 387,446          | 391,376          | 409,251          |
| Net Income                         | <b>961,277</b>   | <b>732,028</b>   | <b>1,526,857</b> | <b>162,221</b>   | <b>(396,817)</b> | <b>1,512,153</b> | <b>(181,990)</b> | <b>372,193</b>   | <b>996,680</b>   | <b>3,417,524</b>  | <b>1,001,241</b> | <b>139,706</b>   | <b>1,835,811</b> |
| Net Income %                       | 10.1%            | 8.4%             | 15.9%            | 1.8%             | -4.9%            | 15.5%            | -2.2%            | 4.3%             | 10.8%            | 29.2%             | 10.7%            | 1.7%             | 19.3%            |

Provided for additional information



**Trended Income Statement**  
**Eastern Division**

|                                               | <u>Mar-2023</u>  | <u>Apr-2023</u>  | <u>May-2023</u>  | <u>Jun-2023</u>  | <u>Jul-2023</u>  | <u>Aug-2023</u>  | <u>Sep-2023</u>  | <u>Oct-2023</u>  | <u>Nov-2023</u>  | <u>Dec-2023</u>  | <u>Jan-2024</u>  | <u>Feb-2024</u>  | <u>Mar-2024</u>  |
|-----------------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Revenue</b>                                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>Net Patient Revenue</b>                    |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>Patient Revenue</b>                        | 9,630,556        | 9,824,885        | 10,470,586       | 10,657,313       | 10,459,215       | 10,923,553       | 9,914,437        | 10,372,302       | 9,996,332        | 10,728,341       | 10,955,765       | 10,027,430       | 9,966,119        |
| <b>Contractuals &amp; Deductions</b>          | (5,701,345)      | (6,444,561)      | (6,802,592)      | (7,306,936)      | (7,435,995)      | (7,152,760)      | (6,809,416)      | (6,900,415)      | (6,464,720)      | (6,098,963)      | (7,622,105)      | (6,818,397)      | (6,192,481)      |
| <b>Total Net Patient Revenue</b>              | <b>3,929,211</b> | <b>3,380,325</b> | <b>3,667,994</b> | <b>3,350,377</b> | <b>3,023,220</b> | <b>3,770,793</b> | <b>3,105,021</b> | <b>3,471,887</b> | <b>3,531,612</b> | <b>4,629,378</b> | <b>3,333,660</b> | <b>3,209,033</b> | <b>3,773,638</b> |
| <i>Realization Rate</i>                       | <b>40.8%</b>     | <b>34.4%</b>     | <b>35.0%</b>     | <b>31.4%</b>     | <b>28.9%</b>     | <b>34.5%</b>     | <b>31.3%</b>     | <b>33.5%</b>     | <b>35.3%</b>     | <b>43.2%</b>     | <b>30.4%</b>     | <b>32.0%</b>     | <b>37.9%</b>     |
| <b>Other Operating Revenue</b>                | 463,748          | 439,319          | 681,233          | 443,371          | 431,445          | 800,578          | 559,813          | 523,329          | 699,360          | 625,583          | 458,946          | 596,838          | 719,443          |
| <b>Total Revenue</b>                          | <b>4,392,959</b> | <b>3,819,644</b> | <b>4,349,227</b> | <b>3,793,748</b> | <b>3,454,665</b> | <b>4,571,371</b> | <b>3,664,834</b> | <b>3,995,216</b> | <b>4,230,972</b> | <b>5,254,961</b> | <b>3,792,605</b> | <b>3,805,870</b> | <b>4,493,081</b> |
| <b>Expense</b>                                |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>Salary &amp; Wages</b>                     | 2,031,526        | 1,976,794        | 1,934,555        | 2,049,308        | 2,128,540        | 2,024,876        | 2,088,000        | 2,033,759        | 2,068,480        | 2,039,477        | 2,213,577        | 1,970,252        | 2,035,906        |
| <b>Benefits</b>                               | 483,478          | 434,407          | 408,982          | 420,868          | 497,894          | 459,351          | 461,386          | 534,521          | 467,355          | 497,710          | 521,131          | 473,054          | 495,076          |
| <b>Professional &amp; Contracted Services</b> | 168,601          | 143,634          | 172,023          | 301,153          | 101,830          | 99,435           | 94,036           | 120,641          | 131,344          | 140,444          | 111,162          | 117,951          | 85,199           |
| <b>Training &amp; Development</b>             | 14,359           | 22,063           | 17,844           | 38,506           | 12,188           | 7,739            | 8,461            | 15,465           | 28,624           | 27,193           | 6,932            | 5,198            | 18,333           |
| <b>Supplies</b>                               | 344,634          | 242,649          | 249,553          | 254,417          | 255,565          | 324,308          | 211,390          | 257,544          | 284,959          | 279,785          | 212,033          | 226,894          | 216,637          |
| <b>Repairs &amp; Maintenance</b>              | 123,109          | 152,098          | 105,582          | 125,419          | 142,673          | 163,188          | 199,621          | 125,378          | 104,133          | 177,421          | 173,608          | 153,381          | 98,472           |
| <b>Utilities</b>                              | 42,250           | 39,898           | 47,141           | 63,435           | 47,113           | 35,281           | 43,711           | 51,421           | 45,631           | 39,173           | 56,590           | 18,517           | 36,492           |
| <b>Rent</b>                                   | 11,010           | 8,624            | 11,245           | 12,076           | 10,536           | 10,231           | 10,801           | 10,146           | 8,582            | 11,531           | 12,592           | 9,266            | 13,197           |
| <b>Risk Management</b>                        | 74,095           | 71,037           | 69,916           | 66,547           | 97,205           | 93,374           | 110,355          | 92,162           | 92,544           | 95,026           | 70,282           | 69,910           | 227,470          |
| <b>Public Relations</b>                       | 9,611            | 7,711            | 8,250            | 3,305            | 5,197            | 5,462            | 11,056           | 4,995            | 8,878            | 11,408           | 19,166           | 3,308            | 272              |
| <b>Other Expenses</b>                         | 110,063          | 118,594          | 100,436          | 110,017          | 97,477           | 105,607          | 100,923          | 107,919          | 105,275          | 93,978           | 99,086           | 246,509          | 104,949          |
| <b>Total Expense</b>                          | <b>3,412,735</b> | <b>3,217,509</b> | <b>3,125,525</b> | <b>3,445,049</b> | <b>3,396,219</b> | <b>3,328,852</b> | <b>3,339,741</b> | <b>3,353,950</b> | <b>3,345,805</b> | <b>3,413,147</b> | <b>3,496,158</b> | <b>3,294,239</b> | <b>3,332,003</b> |
| <b>Non-Operating Income</b>                   | 4,241            | 1,452            | 4,367            | 12,171           | 25,504           | 26,134           | 26,492           | 27,847           | 27,438           | 29,057           | 35,239           | 34,309           | 35,199           |
| <b>Non-Operating Expenses</b>                 | 147,834          | 158,077          | 153,367          | 92,859           | 167,940          | 64,620           | 160,986          | 165,201          | 240,785          | 148,993          | 182,189          | 167,479          | 177,409          |
| <b>Net Income</b>                             | <b>836,631</b>   | <b>445,509</b>   | <b>1,074,702</b> | <b>268,011</b>   | <b>(83,990)</b>  | <b>1,204,033</b> | <b>190,598</b>   | <b>503,912</b>   | <b>671,819</b>   | <b>1,721,877</b> | <b>149,496</b>   | <b>378,461</b>   | <b>1,018,869</b> |
| <b>Net Income %</b>                           | 19.0%            | 11.7%            | 24.7%            | 7.1%             | -2.4%            | 26.3%            | 5.2%             | 12.6%            | 15.9%            | 32.8%            | 3.9%             | 9.9%             | 22.7%            |

*Provided for additional information*



**Trended Income Statement  
Western Division**

|                                    | <u>Mar-2023</u>  | <u>Apr-2023</u>  | <u>May-2023</u>  | <u>Jun-2023</u>  | <u>Jul-2023</u>  | <u>Aug-2023</u>  | <u>Sep-2023</u>  | <u>Oct-2023</u>  | <u>Nov-2023</u>  | <u>Dec-2023</u>  | <u>Jan-2024</u>  | <u>Feb-2024</u>  | <u>Mar-2024</u>  |
|------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| <b>Revenue</b>                     |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| <b>Net Patient Revenue</b>         |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Patient Revenue                    | 12,119,111       | 11,659,502       | 12,453,808       | 12,257,531       | 12,941,455       | 13,048,696       | 11,985,985       | 12,053,158       | 12,456,472       | 12,879,516       | 13,036,895       | 11,206,793       | 11,158,780       |
| Contractuals & Deductions          | (7,585,760)      | (7,423,508)      | (8,322,915)      | (8,424,464)      | (8,738,133)      | (8,513,978)      | (8,096,698)      | (7,955,728)      | (8,261,094)      | (6,932,268)      | (7,921,620)      | (7,491,743)      | (6,622,576)      |
| <b>Total Net Patient Revenue</b>   | <b>4,533,351</b> | <b>4,235,994</b> | <b>4,130,893</b> | <b>3,833,067</b> | <b>4,203,322</b> | <b>4,534,718</b> | <b>3,889,287</b> | <b>4,097,430</b> | <b>4,195,378</b> | <b>5,947,248</b> | <b>5,115,275</b> | <b>3,715,050</b> | <b>4,536,204</b> |
| <i>Realization Rate</i>            | <b>37.4%</b>     | <b>36.3%</b>     | <b>33.2%</b>     | <b>31.3%</b>     | <b>32.5%</b>     | <b>34.8%</b>     | <b>32.4%</b>     | <b>34.0%</b>     | <b>33.7%</b>     | <b>46.2%</b>     | <b>39.2%</b>     | <b>33.1%</b>     | <b>40.7%</b>     |
| Other Operating Revenue            | 637,256          | 621,277          | 1,097,307        | 1,277,435        | 457,263          | 669,292          | 637,310          | 538,890          | 760,800          | 495,704          | 469,636          | 540,448          | 458,464          |
| <b>Total Revenue</b>               | <b>5,170,607</b> | <b>4,857,271</b> | <b>5,228,199</b> | <b>5,110,502</b> | <b>4,660,584</b> | <b>5,204,009</b> | <b>4,526,597</b> | <b>4,636,319</b> | <b>4,956,178</b> | <b>6,442,952</b> | <b>5,584,911</b> | <b>4,255,497</b> | <b>4,994,668</b> |
| <b>Expense</b>                     |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Salary & Wages                     | 3,301,517        | 3,048,721        | 3,023,230        | 3,377,194        | 3,347,722        | 3,250,858        | 3,301,718        | 3,150,085        | 3,079,233        | 3,131,058        | 3,115,849        | 2,888,277        | 2,616,704        |
| Benefits                           | 522,374          | 429,739          | 505,945          | 415,893          | 480,417          | 489,367          | 465,244          | 518,569          | 464,693          | 521,873          | 535,275          | 480,073          | 461,448          |
| Professional & Contracted Services | 189,471          | 163,674          | 207,712          | 332,697          | 107,699          | 105,482          | 104,453          | 128,023          | 231,868          | 114,547          | 90,717           | 124,131          | 101,971          |
| Training & Development             | 19,467           | 21,462           | 32,739           | 31,775           | 14,534           | 16,350           | 19,567           | 20,432           | 30,553           | 8,277            | 5,231            | 4,735            | 27,861           |
| Supplies                           | 462,825          | 370,735          | 400,623          | 400,838          | 357,462          | 383,663          | 383,289          | 448,208          | 351,494          | 396,856          | 400,024          | 365,854          | 317,445          |
| Repairs & Maintenance              | 151,710          | 167,311          | 171,385          | 119,170          | 235,813          | 210,959          | 206,075          | 103,680          | 120,465          | 155,035          | 110,082          | 153,872          | 171,318          |
| Utilities                          | 52,383           | 50,682           | 54,951           | 71,786           | 42,848           | 53,250           | 62,273           | 51,795           | 51,899           | 46,459           | 54,780           | 28,092           | 40,352           |
| Rent                               | 14,172           | 11,986           | 15,611           | 19,612           | 14,835           | 14,835           | 17,455           | 4,063            | 4,315            | 8,689            | 9,992            | 6,246            | 11,178           |
| Risk Management                    | 75,789           | 91,886           | 90,836           | 89,728           | 101,987          | 108,597          | 109,570          | 101,356          | 56,970           | 112,739          | 101,773          | 109,649          | 97,452           |
| Public Relations                   | 10,412           | 8,354            | 8,937            | 3,482            | 4,936            | 6,020            | 11,768           | 4,750            | 8,876            | 12,402           | 23,864           | 11,285           | 261              |
| Other Expenses                     | 118,950          | 122,799          | 137,309          | 239,110          | 130,006          | 149,715          | 106,481          | 125,127          | 116,785          | 123,684          | 111,218          | 128,496          | 131,094          |
| <b>Total Expense</b>               | <b>4,919,070</b> | <b>4,487,350</b> | <b>4,649,278</b> | <b>5,101,287</b> | <b>4,838,260</b> | <b>4,789,097</b> | <b>4,787,894</b> | <b>4,656,090</b> | <b>4,517,151</b> | <b>4,631,619</b> | <b>4,558,805</b> | <b>4,300,711</b> | <b>3,977,083</b> |
| <b>Non-Operating Income</b>        | 4,483            | 3,414            | 5,484            | 13,328           | 25,564           | 26,655           | 26,521           | 27,882           | 26,975           | 28,652           | 30,895           | 30,355           | 31,199           |
| <b>Non-Operating Expenses</b>      | 131,374          | 86,817           | 132,251          | 128,333          | 160,716          | 133,448          | 137,812          | 139,830          | 141,141          | 144,338          | 205,257          | 223,897          | 231,842          |
| <b>Net Income</b>                  | <b>124,646</b>   | <b>286,518</b>   | <b>452,155</b>   | <b>(105,789)</b> | <b>(312,828)</b> | <b>308,120</b>   | <b>(372,588)</b> | <b>(131,718)</b> | <b>324,861</b>   | <b>1,695,647</b> | <b>851,745</b>   | <b>(238,755)</b> | <b>816,942</b>   |
| <b>Net Income %</b>                | 2.4%             | 5.9%             | 8.6%             | -2.1%            | -6.7%            | 5.9%             | -8.2%            | -2.8%            | 6.6%             | 26.3%            | 15.3%            | -5.6%            | 16.4%            |

*Provided for additional information*



## MTD & YTD Income Statement

|                                    | <u>Mar-2024</u>  |                    |                  | <u>Year to date as of Mar-2024</u> |                    |                    |
|------------------------------------|------------------|--------------------|------------------|------------------------------------|--------------------|--------------------|
|                                    | <u>Actuals</u>   | <u>Budget 2024</u> | <u>Variance</u>  | <u>Actuals</u>                     | <u>Budget 2024</u> | <u>Variance</u>    |
| <b>Revenue</b>                     |                  |                    |                  |                                    |                    |                    |
| <b>Net Patient Revenue</b>         |                  |                    |                  |                                    |                    |                    |
| Patient Revenue                    | 21,124,898       | 22,680,880         | (1,555,982)      | 182,986,344                        | 186,882,151        | (3,895,807)        |
| Contractuals & Deductions          | (12,815,056)     | (15,700,691)       | 2,885,635        | (119,214,033)                      | (128,996,873)      | 9,782,840          |
| <b>Total Net Patient Revenue</b>   | <b>8,309,842</b> | <b>6,980,189</b>   | <b>1,329,653</b> | <b>63,772,311</b>                  | <b>57,885,278</b>  | <b>5,887,033</b>   |
|                                    | <b>39.3%</b>     | <b>30.8%</b>       |                  | <b>34.9%</b>                       | <b>31.0%</b>       |                    |
| Other Operating Revenue            | 1,177,907        | 1,419,750          | (241,843)        | 9,265,232                          | 9,099,500          | 165,732            |
| <b>Total Revenue</b>               | <b>9,487,749</b> | <b>8,399,939</b>   | <b>1,087,810</b> | <b>73,037,543</b>                  | <b>66,984,778</b>  | <b>6,052,765</b>   |
| <b>Expense</b>                     |                  |                    |                  |                                    |                    |                    |
| Salary & Wages                     | 4,652,609        | 4,000,313          | (652,296)        | 41,831,760                         | 37,724,585         | (4,107,175)        |
| Benefits                           | 956,524          | 909,033            | (47,491)         | 7,867,913                          | 7,205,344          | (662,569)          |
| Professional & Contracted Services | 187,170          | 235,492            | 48,322           | 1,923,765                          | 1,942,939          | 19,174             |
| Training & Development             | 46,194           | 44,505             | (1,689)          | 231,479                            | 357,484            | 126,005            |
| Supplies                           | 534,082          | 767,353            | 233,271          | 5,139,328                          | 6,126,938          | 987,610            |
| Repairs & Maintenance              | 269,790          | 274,512            | 4,722            | 2,535,386                          | 2,197,902          | (337,484)          |
| Utilities                          | 76,843           | 106,062            | 29,219           | 728,833                            | 858,263            | 129,430            |
| Rent                               | 24,375           | 17,457             | (6,918)          | 164,116                            | 170,020            | 5,904              |
| Risk Management                    | 324,922          | 192,344            | (132,578)        | 1,523,500                          | 1,538,110          | 14,610             |
| Public Relations                   | 533              | 32,474             | 31,941           | 153,371                            | 258,488            | 105,117            |
| Other Expenses                     | 236,043          | 204,634            | (31,409)         | 1,948,287                          | 1,639,834          | (308,452)          |
| <b>Total Expense</b>               | <b>7,309,086</b> | <b>6,784,179</b>   | <b>(524,907)</b> | <b>64,047,736</b>                  | <b>60,019,907</b>  | <b>(4,027,829)</b> |
| <b>Non-Operating Income</b>        | 66,398           | 9,667              | 56,731           | 455,516                            | 77,336             | 378,180            |
| <b>Non-Operating Expenses</b>      | 409,251          | 260,000            | (149,251)        | 2,584,632                          | 2,114,000          | (470,632)          |
| <b>Net Income</b>                  | <b>1,835,811</b> | <b>1,365,427</b>   | <b>470,384</b>   | <b>6,860,691</b>                   | <b>4,928,206</b>   | <b>1,932,485</b>   |
| <b>Net Income %</b>                | 19.3%            | 16.3%              |                  | 9.4%                               | 7.4%               |                    |