HEALTH FUTURE, LLC
2017 FINANCIAL RESULTS - EXECUTIVE SUMMARY

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Four Years Comparative Financials

	2017 (5 Months)			2016 (12 Months)			2015 (12 Months)			2014 (12 Months)		
	Actual	Budget	Variance Fav/(Unfav)	Actual	Budget	Variance Fav/(Unfav)	Actual	Budget	Variance Fav/(Unfav)	Actual	Budget	Variance Fav/(Unfav)
Revenue	$ 447,645	$ 438,955	$ 8,690	$1,197,840	$1,040,344	$ 157,496	$1,177,021	$ 1,008,144	$ 136,756	$ 1,323,779	$ 1,187,023	$136,756
Expenses	450,073	823,345	373,272	1,122,793	1,323,350	200,557	1,087,913	1,054,326	124,676	986,603	1,111,279	124,676
Net Income/(Loss)	$ (2,428)	$ (384,390)	$ 381,963	$ 75,047	$ (283,006)	$ 358,053	$ 89,108	$ (46,182)	$ 135,290	$ 337,176	$ 75,744	$261,432
Days Cash on Hand (Target 180 Days)	5/31/2017			Year End			Year End			Year End		
Actual	236			217			201			429		
	5/31/2017			Year End			Year End			Year End		
Current Asset Ratio	1.77			1.74			4.03			4.94		
Equity Ratio	43%			43%			75%			80%		

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		May Actual	May Budget	Year-to-Date (5 Months) Actual	Year-to-Date (5 Months) Budget	Variance Fav/(Unfav)		Notes (next page)	2017 Annual Budget
	Revenue								
1	Member/Associate Dues	$ 10,917	$ 10,792	$ 54,583	$ 53,958	$ 625	1%		129,500
2	GP Program Fees	58,627	58,129	293,135	290,643	2,492	1%		697,544
3	Admin Shareback & Rebates	-	-	97,552	92,603	4,949	5%	R1	437,178
4	Compliance Revenue	350	350	1,750	1,750	-	0%		4,200
5	Special Programs/Misc. Revenue	-	-	625	-	625	100%	R2	-
6	**Total Revenue**	**69,894**	**69,270**	**447,645**	**438,955**	**8,690**	**2%**		**1,268,422**
	Expenses								
7	Salaries Expense	34,614	35,827	167,497	179,135	11,638	6%		436,924
8	Payroll Taxes & Benefits	9,211	9,610	46,672	48,050	1,378	3%		115,319
9	Dues, Licenses & Subscriptions	-	203	1,475	1,015	(460)	-45%	E1	2,437
10	Education-Seminars / Reference	595	1,083	595	5,417	4,822	89%	E2	13,000
11	Operating & Office Supplies	10	358	725	1,792	1,067	60%	E3	4,300
12	Repairs, Lease/Rental, Maintenance	37	100	37	500	463	93%	E4	1,200
13	HW & SW Purchases	75	139	175	696	521	75%	E5	4,420
14	Software - Vizient SI/LCC Tools	13,250	13,750	91,250	93,750	2,500	3%		190,000
15	Software - Core Resources	14,702	-	82,321	395,000	312,679	79%	E6	450,000
16	Postage	6	50	85	250	165	66%	E7	830
17	Telephone & Internet	873	992	4,403	4,960	557	11%	E8	11,904
18	Legal & Accounting	-	1,258	-	6,292	6,292	100%	E9	15,100
19	Contract Labor	1,790	1,958	3,290	5,292	2,002	38%	E10	10,000
20	Contract Services	1,611	1,538	7,475	10,815	3,341	31%	E11	24,706
21	Customer Relations	-	50	-	250	250	100%	E12	600
22	Facilities	38	40	190	200	10	5%		480
23	Depreciation	245	284	1,224	1,420	196	14%	E13	2,862
24	Travel, Meals & Lodging	2,534	7,172	12,042	35,862	23,820	66%	E14	86,069
25	Meetings & Seminars Hosted	6,381	5,065	22,652	25,327	2,675	11%		60,785
26	Operating Insurance	1,004	1,135	5,208	5,674	466	8%		13,617
27	Bank Service Fees	14	300	14	1,500	1,486	99%	E15	3,600
28	Taxes	-	-	150	150	-	0%		750
29	Donations	-	-	400	-	(400)	-100%	E16	
30	**Total Operating Expenses**	**86,991**	**80,914**	**447,879**	**823,345**	**375,466**	46%		**1,448,903**
31	**Net Income/(Loss) BEFORE Extraordinary**	**(17,097)**	**(11,644)**	**(234)**	**(384,390)**	**384,156**	-100%		**(180,481)**
	Extraordinary Items								
32	Extraordinary Expense	-	-	2,001	-	(2,001)	-100%	E17	-
33	(Gain)/Loss on Sale of Assets	-	-	193	-	(193)	-100%	E18	-
34	**Total Extraordinary Items**	-	-	**2,194**	-	**(2,194)**	0%		-
35	**Net Income (Loss)**	**$ (17,097)**	**$ (11,644)**	**$ (2,428)**	**$ (384,390)**	**$ 381,963**	-99%		**$ (180,481)**

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FINANCIAL RESULTS - EXECUTIVE SUMMARY
For the Fifth Month Ending May 2017

		Year-to-Date Variance Explanations
R1	Admin Shareback & Rebates	Shareback check for 4th Qtr 2016 not received <$92.6K> (FEB). Favorable, HF retention percentage increase per approved 2017 Budget $97.5 (MAR).
R2	Special Programs/Misc. Revenue	Favorable due to forfeited unused employee 2016 FSA balances $625 (MAR).
E1	Dues, Licenses & Subscriptions	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E2	Education-Seminars / Reference	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E3	Operating & Office Supplies	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E4	Repairs, Lease/Rental, Maintenance	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E5	HW & SW Purchases	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E6	Software - Core Resources	Favorable due to 2017 budgeted by month not straight-line $312.6K (MAY).
E7	Postage	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E8	Telephone & Internet	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E9	Legal & Accounting	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E10	Contract Labor	Favorable, due to utilization lower than expected $1.9K (JAN), $458 (MAR), $458 (APR) and $186 (MAY). Council meetings <$1K> (FEB).
E11	Contract Services	Favorable, due to utilization lower than expected $203 (JAN), $3.2K (FEB) and $202 (APR). Utilization slightly higher <$192> (MAR) and <$72> (MAY).
E12	Customer Relations	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E13	Depreciation	Disposal of asset has resulted in a favorable variance $39 (JAN) $39 (FEB), $39 (MAR), $40 (APR) and $39 (MAY).
E14	Travel, Meals & Lodging Meetings & Seminars Hosted	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E15	Bank Service Fees	2017 budgeted straight-line across the year. This may result in favorable or unfavorable variance.
E16	Donations	Unfavorable, donation to support annual conference and eductional opportunities with NCHN <$400> (APR).
E17	Extraordinary Expense	2017 unbudgeted expense, lost SCD pump at SCHC <$2K> (FEB).
E18	(Gain)/Loss on Sale of Assets	Disposal of Fixed Asset #376 HP Laptop SB Zbook 15 $193 loss (JAN).

HEALTH FUTURE, LLC
2017 Cash Flow Analysis
May

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	05/01/17 Actual
Beginning Cash:	**726,101**
CASH FLOWS FROM OPERATING ACTIVITIES	
Net Income (Loss)	(17,097)
Adjustments to reconcile net income (loss) to cash from operating activities	
Depreciation	245
Changes in	
Accounts receivable	145,815
Prepaid expenses and other current assets	3,149
Accounts payable	(26,416)
Accrued liabilities	726,429
Deferred revenue	(73,160)
Net cash from operating activities	758,966
CASH FLOWS FROM INVESTING ACTIVITIES	
Purchases of equipment and leasehold improvements	-
Equity refund	-
(Gain)/Loss on Sale of Assets	-
Net cash from investing activities	-
NET CHANGE IN CASH AND CASH EQUIVALENTS	758,966
Ending Cash (GL)	**1,485,067**
Due to Members	(125,000)
GP Rebates/Shareback Due to Members & Associates	(749,016)
Total Joint Payable	-
	-
Adjusted Net Cash after Member distribution	**611,051**

HEALTH FUTURE, LLC
2017 Days Cash On Hand
May

Operating Expenses - Rolling 12 Months	945,836
Depreciation - Rolling12 Months	(3,626)
Purchase of Equipment - Rolling 12 Months	1,389
Net Operating Expenses	943,599
Daily Cash - Divided By 365 Days	2,585
Ending Month Cash (GL)	1,485,067
GP Rebates/Shareback Due to Members & Associates	(749,016)
	-
Capital Due to Members	(125,000)
Adjusted Net Cash	611,051
Days Cash on Hand	236

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Health Future, LLC
Statement of Assets & Liabilities

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May 2017

Assets		
Current Assets		
Cash	1,485,067	
Prepaid Expenses	224,760	
TOTAL Current Assets		1,709,827
Building, Equip & Leasehold Improvements		
Building, Equip & Leasehold Improvements	11,320	
Accum. Deprec. - Equipment	(8,472)	
TOTAL Building, Equip & Leasehold Improvements		2,848
TOTAL Assets		1,712,675
Liabilities		
Current Liabilities		
Accounts Payable	43,186	
Accrued Payables	774,385	
Accrued Payroll & Benefits	77,780	
Deferred Revenue	72,810	
TOTAL Current Liabilities		968,161
TOTAL Liabilities		968,161
Member's Equity		
Allocated Retained Earnings	746,942	
Current Year Net Income (Loss)	(2,428)	
TOTAL Member's Equity		744,514
TOTAL Liabilities & Member's Equity		1,712,675