

# Finance Notes May FY 17

## Summary

- The USDA financing will close at 3.25% vs the 3.625% we'd originally been approved for in August 2015. This will save us 40K to 50K per issuance. The documents have been drawn up by our bond attorney and reviewed preliminarily by USDA and myself. Upon board approval they will go to USDA's legal department for further review. This is why we need to approve the resolutions in June as the process could slow down on the USDA side. The plan is to close the loan on September 15<sup>th</sup>. Val will provide the resolutions and link for all the documents in the main board package.

Loan #97-01, Series A 2017 COP \$9,900,000 (New Money)

Loan #97-02, Series B 2017 COP \$4,300,000 (New Money & Refunding)

Loan #97-03, 2017 GO Refunding Bond \$4,574,000 (Refunding)

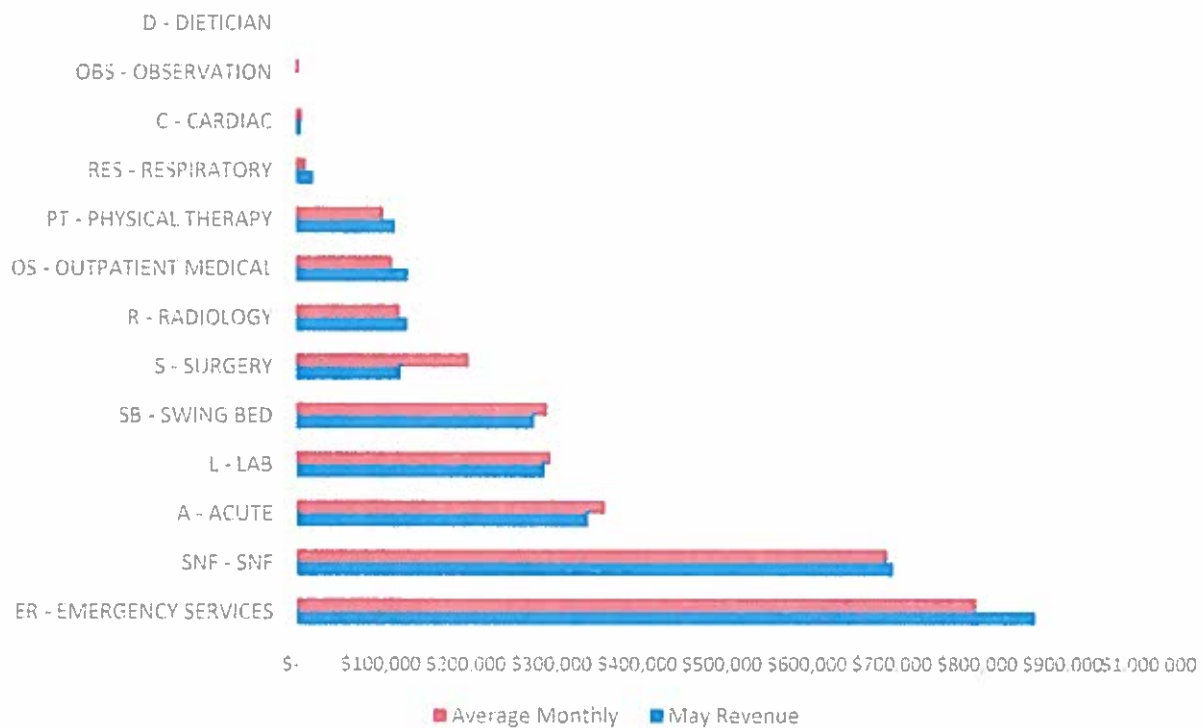
2017 GO Series B Bond \$3,031,000 (New Money)

<b>Summary of Financial Ratios</b>			
<b>Ratio</b>	<b>Period</b>	<b>YTD or Average where Applicable</b>	
<b>Cash on Hand</b>	<b>84.9</b>	<b>57.48</b>	<b>Average</b>
<b>Net Income</b>	<b>395,322</b>	<b>3,493,219</b>	<b>YTD</b>
<b>Current Ratio</b>	<b>5.32</b>		<b>N/A</b>
<b>AR Days</b>	<b>57.04</b>	<b>58.92</b>	<b>Average</b>
<b>AP</b>	<b>358,659</b>	<b>603,758</b>	<b>Average</b>
<b>Daily Gross Revenue</b>	<b>98,269</b>	<b>100,301</b>	<b>Average</b>
<b>% of Gross Revenue Collected</b>	<b>57%</b>	<b>59%</b>	<b>YTD</b>

- Referrals remain a huge issue as there were only 14 procedures/surgeries in May and Lab Visits are down 15.81%.
- The budget is attached to my email. It's fairly conservative with input from all department managers. This year was by far the cleanest budgets I've gotten from the managers. There were very few suggested revisions. It accounts for the new debt as well as the fundraising revenue expected in FY 18.
- We just paid off our 2017 Noridian repayment (234K) based off our interim cost report. The repayment was generated by an increase in Swing Days. Our OP% paid from Medicare will increase to 49% from 48% due to a decrease in volumes.

5. Through an RFP process we selected an equipment vendor for our Radiology needs for the new building. Due to the age of our mobile we may purchase that early. This will need to be approved by the board and then by USDA. I believe Ryan will go over this as he put the RFPs together.
6. Louis and I have worked with our legal counsel to put together a Physician Recruitment Policy so we can incentivize physicians to work and live in our community.
7. I watched an excellent presentation at a conference about the future of rural healthcare. It goes over the transition from Fee for Service model we are currently in to a Quality based model and then eventually into a Population Based Model. So in essence the transition from sick care to population health. In our current business model we aren't equipped to transition to the future as we can't steer patients into programs designed to reduce ER visits and hospital stays. I've included the link and would be happy to field any questions if anyone wants to watch the presentation. <http://www.stroudwater.com/?resources=future-of-rural-healthcare>

Revenue by Service Type May vs Average FY 17



8.

**Statistics**

1. Acute Days are down 18.51% as the average length of stay has decreased by a day compared to last year.
2. Swing Days are up as length of stay and discharges have increased from the prior year.
3. PT is the one bright spot as the rest of the ancillary services trail the prior year.

**Income Statement**

1. Total Patient Revenue is up due to chargemaster increases last year vs any increase in volume. Every year we do chargemaster increase to keep up with expenses.
2. Contractuals are lower this year due to QAF, IGTs, Outpatient Supplemental and DPNF Supplemental payments. This is the reason for the larger net revenue vs prior years.
3. Non-Productive Salaries are up mostly due to some PTO cash outs associated with the outsourcing of the ambulance services.

4. Acute Purchased Services are down by 9.62% as Theresa has done a great job working with Libby to keep staffed.
5. SNF Purchased Services are up by 71.81% compared to last year. We are looking at options of how to improve recruitment as pay increases haven't seemed to make a difference.
6. Other Purchased Services are up this year due to travelers in PT (none now) and Radiology.
7. Total Expenses are up by 2.31% which is under the projected budget projection from last year.
8. Non-Operating Revenue is up due to the Prime Program.

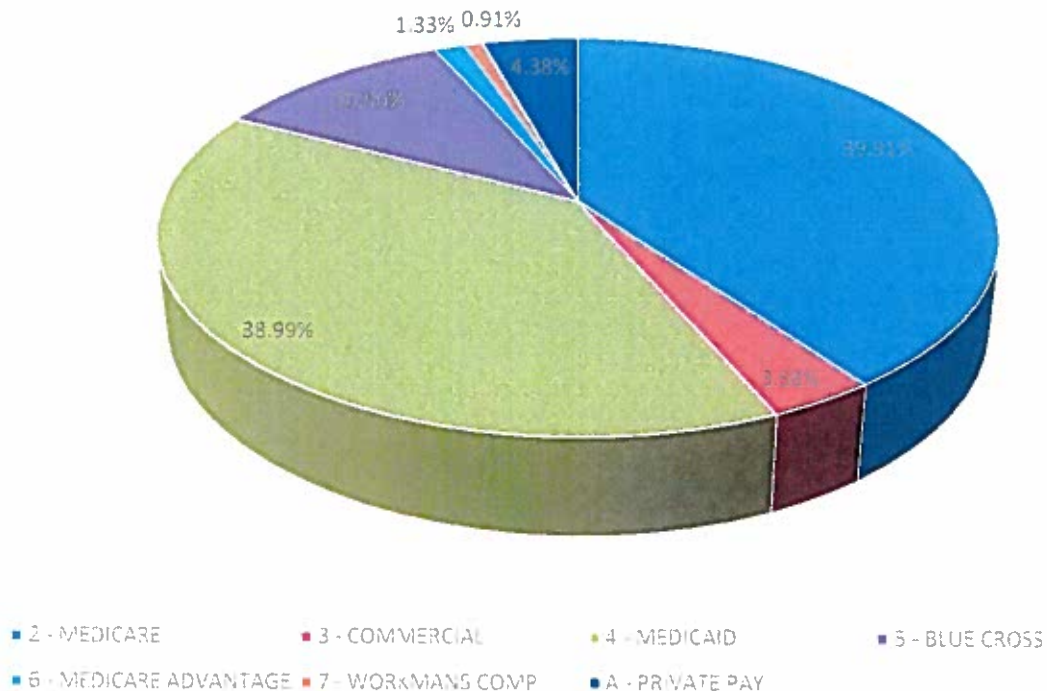
**Balance Sheet**

1. Cash stayed very steady as a Prime Payment of 180K pretty much offset the 175K we spent on the construction project.
2. Accounts Payable dipped down to 358,659 as the only large item that's over 90 days is the payment plan for OSHPD on the last building.
3. In long term debt come September we will have some major changes due to the bond financing. There will be an overlap period where we will have the 2007 Revenue Bond payments and USDA debt service payments. It's something we can manage and much better than refinancing a debt that retires in late 2019 for 40 years.
4. The current ratio has jumped up the last couple of months as we are booking a receivable for the construction project.

**Miscellaneous**

1. Percentage of gross revenue collected is 59 which is better than our goal and most prior years. This % will fluctuate depending on payor mix, SNF Days and rate changes. Next year I will probably need to adjust the goal back as our SNF rates will drop based off the 16 Cost Report. If it was based off of 17 numbers the rate would go up in October.
2. AR days are one day over the California CAH average.

Payor Mix YTD



3.

**MAYERS MEMORIAL HOSPITAL**

Statistical Data

Fiscal Year Ending JUNE 30, 2017

COMPARISON TO ACTUAL

2017		2017			FYE 2017	FYE 2016		
MAY	APRIL			<b>VOLUME:</b>	YTD	YTD		% Increase
Actual	Actual	Variance			Actual	Actual	Variance	or Decrease
21	22	(1)		<b>DISCHARGES</b>				
12	10	2		Acute	261	245	16	6.52%
4	2	2		Swing Bed	102	85	17	20.02%
0	1	(1)		Skilled Nursing Care (DISCHG)	60	52	8	15.42%
				Observations	4	11	(7)	-63.61%
				<b>PATIENT DAYS</b>				
60	85	(25)		Acute	826	1,014	(188)	-18.51%
110	129	(19)		Swing Bed	1191	916	275	30.02%
2271	2124	147		Skilled Nursing Care	25141	25,053	88	.42%
				<b>LENGTH OF STAY</b>				
2.86	3.86	(1)		Acute	3.16	4.14	(1)	-23.61%
9.17	12.90	(4)		Swing Bed	11.68	10.78	1	8.32%
				Skilled Nursing Care				
				<b>AVERAGE DAILY CENSUS</b>				
1.94	2.83	(1)		Acute	2.47	3.02	(1)	-18.41%
3.55	4.30	(1)		Swing Bed	3.56	2.73	1	30.22%
73.26	70.80	2		Skilled Nursing Care	75.05	74.56	0	.72%
				<b>ANCILLARY SERVICES</b>				
1	2	(1)		Surgery Inpatient Visits	23	33	(10)	-30.31%
13	25	(12)		Surgery OP/ procedure visits	233	236	(3)	-1.31%
392	290	102		Emergency Room Visits	3720	3,725	(5)	-.11%
167	191	(24)		Outpatient Services Procedures	1412	1,491	(79)	-5.31%
813	787	26		Laboratory Visits	8890	10,554	(1664)	-15.81%
416	468	(52)		Radiology Procedures	4502	4,522	(20)	-.41%
37	45	(8)		Hospice Patient Days	753	1,551	(798)	-51.51%
312	275	37		Physcial Therapy visits	3006	2,870	136	4.72%
214	235	(21)		Cardiac Rehab	2630	3,075	(445)	-14.51%
19	25	(6)		Admissions from ER	220	212	8	3.82%
11	14	(3)		Transfers from ER	103	146	(43)	-29.51%
31	29	2		Ambulance Runs	387	437	(50)	-11.41%
				<b>PRODUCTIVITY:</b>				
				Productive FTE's				
19.69	17.91			Nursing - Acute	16.57	15.63		
54.45	57.44			Long Term Care	55.56	58.27		
35.77	38.47			Ancillary	40.79	43.27		
77.28	74.91			Service	75.14	73.78		
187.19	188.73			Total Productive	188.06	190.95		
20.05	27.67			Non-Productive FTE's	22.01	16.63		
207.24	216.40			Paid FTE's	210.07	207.58		
				<b>PRODUCTIVE FTE PER</b>				
2.81	2.85			<b>ADJUSTED OCCUPIED BED</b>	2.80	2.88		

**MAYERS MEMORIAL HOSPITAL**

Statement of Revenue and Expenses

Fiscal Year Ending JUNE 30, 2017

COMPARISON TO ACTUAL

2017 MAY ACTUAL	2016 MAY ACTUAL	Variance		FYE 2017 YTD ACTUAL	FYE 2016 YTD ACTUAL	Variance	Increase Decrease %
<b>PATIENT REVENUE</b>							
404,362	458,194	(53,832)	Acute	4,849,101	4,513,074	336,027	7.42%
709,946	759,598	(49,651)	Skilled Nursing	7,732,989	7,816,852	(83,863)	-1.11%
Inpatient Ancillary							
254,851	111,393	143,457	Acute	2,972,210	3,239,739	(267,529)	-8.31%
5,288	6,100	(812)	Skilled Nursing	70,378	41,041	29,337	
1,374,447	1,335,285	39,162	Total Inpatient Revenue	15,624,678	15,610,707	13,972	.12%
1,686,344	1,656,275	30,068	Total Outpatient Revenue	18,131,524	17,919,874	211,650	1.22%
3,060,792	2,991,560	69,231	<b>Total Patient Revenue</b>	<b>33,756,202</b>	<b>33,530,581</b>	<b>225,621</b>	<b>.72%</b>
<b>DEDUCTIONS FROM REVENUE</b>							
721,186	867,577	146,391	Contractuals - Care/Cal	8,603,798	10,398,609	1,794,812	
127,254	44,071	(83,183)	Contractuals - PPO	1,207,762	1,093,567	(114,195)	
4,982	(483)	(5,465)	Charity and Write Offs	49,418	121,002	71,583	
127,822	24,146	(103,676)	Admin Adjmts/Emp Discounts	720,265	770,540	50,275	
51,817	116,612	64,795	Provision for Bad Debts	839,751	423,878	(415,873)	
1,033,061	1,051,923	18,862	<b>Total Deductions</b>	<b>11,420,994</b>	<b>12,807,596</b>	<b>1,386,602</b>	
118,781	42,481	76,300	Other Operating Revenues	416,721	296,937	119,784	
2,146,512	1,982,118	164,394	<b>Net Revenue</b>	<b>22,751,929</b>	<b>21,019,921</b>	<b>1,732,008</b>	
<b>OPERATING EXPENSES</b>							
794,809	790,174	(4,636)	Productive Salaries	8,476,365	8,445,603	(30,761)	-0.41%
76,557	66,214	(10,343)	Non-Productive Salaries	1,037,488	968,137	(69,351)	-7.21%
227,817	214,988	(12,830)	Employee Benefits	2,494,159	2,388,466	(105,693)	-4.41%
142,495	227,633	85,138	Supplies	2,076,135	1,945,036	(131,099)	-6.71%
135,760	162,523	26,763	Professional Fees	1,595,687	1,766,006	170,319	9.62%
43,457	19,622	(23,835)	Acute/Swing Purchased Serv	104,276	158,000	53,724	34.02%
76,197	16,048	(60,149)	SNF Purchased Serv	719,893	419,058	(300,834)	-71.81%
124,767	114,833	(9,934)	Other Purchased Services	1,434,097	1,338,200	(95,897)	-7.21%
34,803	42,801	7,998	Repairs	402,382	379,742	(22,640)	-6.01%
38,562	36,149	(2,412)	Utilities	457,208	427,474	(29,734)	-7.01%
18,246	25,914	7,668	Insurance	200,706	171,205	(29,501)	-17.21%
45,448	44,602	(846)	Other	455,513	401,051	(54,462)	-13.61%
103,622	113,247	9,626	Depreciation	1,217,570	1,247,918	30,348	2.42%
0	0	0	Bond Repayment Insurance	0	0	0	
3,443	30,920	27,477	Bond Repayment Interest	297,465	361,250	63,785	17.72%
4,614	9,532	4,918	Interest	56,214	120,368	64,153	53.32%
1,604	7,236	5,632	Rental - Lease	79,681	101,137	21,456	21.22%
1,872,200	1,922,434	50,235	<b>Total Operating Expense</b>	<b>21,104,838</b>	<b>20,638,651</b>	<b>(466,188)</b>	<b>-2.31%</b>
274,312	59,684	214,628	<b>Income From Operations</b>	<b>1,647,090</b>	<b>381,271</b>	<b>1,265,820</b>	
<b>NON-OPERATING REVENUE AND EXPENSE</b>							
128,428	341,874	(213,446)	Non-Operating Revenue	1,927,648	1,617,203	310,445	
0	38	(38)	Interest Income	74	228	(154)	
7,418	7,418	0	Non-Operating Expense	81,593	81,594	1	
121,010	334,494	(213,484)	<b>Total Non-Operating</b>	<b>1,846,129</b>	<b>1,535,837</b>	<b>310,292</b>	
395,322	394,178	1,144	<b>NET INCOME</b>	<b>3,493,219</b>	<b>1,917,108</b>	<b>1,576,111</b>	

	MAY 2017	APRIL 2017
<b>CURRENT ASSETS</b>		
Cash (General/Payroll/Petty Cash)	30,944	15,559
Reserve Cash (unrestricted)	4,812,771	4,862,771
Reserve Cash (restricted) - construction acct	2,500	2,500
Accounts Receivable	5,698,351	5,702,832
County Treasury receivable	34,360	155,272
Less: Reserve for Uncollectibles	(667,826)	(710,960)
Reserve for Medicare/Medi-Cal	(1,417,603)	(1,533,236)
Inventories	414,238	411,468
Accounts Receivable - Other	1,328,757	1,196,257
Accts Recvble - Construction Donations - Current	817,323	817,323
Prepaid Expenses	320,620	372,375
Medicare/Medi-Cal Settlement	1,372,985	1,290,145
<b>TOTAL CURRENT ASSETS</b>	<b>12,747,420</b>	<b>12,582,307</b>
<b>PROPERTY, PLANT AND EQUIPMENT</b>		
Land	753,510	753,510
Building and Fixed Equipment	11,467,558	11,467,558
Equipment	11,146,648	11,146,648
Construction in Progress	5,247,602	5,059,088
Less: Reserve for Depreciation	(19,132,606)	(19,028,913)
<b>TOTAL PROPERTY, PLANT AND EQUIPMENT</b>	<b>9,482,712</b>	<b>9,397,891</b>
<b>OTHER ASSETS (includes 2007 Bond / AP Bond / G.O. BOND)</b>		
Bond Indenture agreement - held by trustee	2,564	424,828
Bond Reserve Funds held by trustee	991,860	528,541
Other Receivable-Fund Raising Long Term	1,228,800	1,228,800
Unamortized Bond Issue Cost	(29,905)	(27,186)
Unamortized Bond Discount	(8,308)	(8,627)
Unamortized Cost of Bond Defeasance	65,559	70,577
AP Bond - issue / discount / cost	(0)	(0)
G.O. Bond - issue / discount / cost	305,943	305,943
<b>TOTAL OTHER ASSETS</b>	<b>2,556,513</b>	<b>2,522,876</b>
<b>TOTAL ASSETS</b>	<b>24,786,645</b>	<b>24,503,074</b>
<b>CURRENT LIABILITIES</b>		
Accounts Payable	358,659	475,599
Accrued Payroll	367,482	300,934
Accrued Payroll Taxes	70,196	73,758
Accrued Vacation & Holiday	490,595	478,726
Accrued Health Insurance	32,973	32,896
Accrued Interest	501,203	497,288
Accrued Audit Fees	0	0
Grants Received	0	0
Line of Credit	0	0
PGE Retrofit payback	0	0
ICE Technology	0	0
E.H.R.	0	0
E.H.R. contingency/deferred revenue	591,896	591,896
CHAFFA	133,446	145,396
PRIME PLAN	0	0
HQAF	0	0
IGT (TRAD/PHP)	0	0
Current Portion of Long Term Debt (2007 Bond)	440,000	440,000
Current Portion of Medicare/Medi-Cal Settlement	0	0
<b>TOTAL CURRENT LIABILITIES</b>	<b>2,986,451</b>	<b>3,036,493</b>
<b>LONG-TERM DEBT</b>		
Revenue Bonds (2007 Bond / AP Bond / G.O. Bond)		
2007 Revenue Bond	1,285,000	1,285,000
AP Bond	1,765,000	1,765,000
G.O. Bond	5,710,822	5,710,822
Construction Donations - deferred revenue	2,046,123	2,046,123
Notes Payable	0	0
Capital Leases / Settlement pymt		
Leases	99,417	103,076
E.H.R.	0	0
CHAFFA	0	0
Medicare 2015	377,035	377,035
Medicare 2010	0	0
Medi-Cal 2009	0	0
DPNF (medi-cal 2013)	0	0
PGE Retrofit Payback	0	0
Less: Current Maturities	(440,000)	(440,000)
<b>TOTAL LONG-TERM DEBT</b>	<b>10,843,397</b>	<b>10,847,056</b>
<b>FUND EQUITY</b>	<b>10,956,797</b>	<b>10,619,524</b>
<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>24,786,645</b>	<b>24,503,074</b>
<b>CURRENT RATIO:</b>	<b>5.32</b>	<b>5.15</b>



**MAYERS MEMORIAL HOSPITAL**  
**SUMMARY OF SERVICES - DEPOSITS - REFUNDS**  
 - Fiscal Year 2017

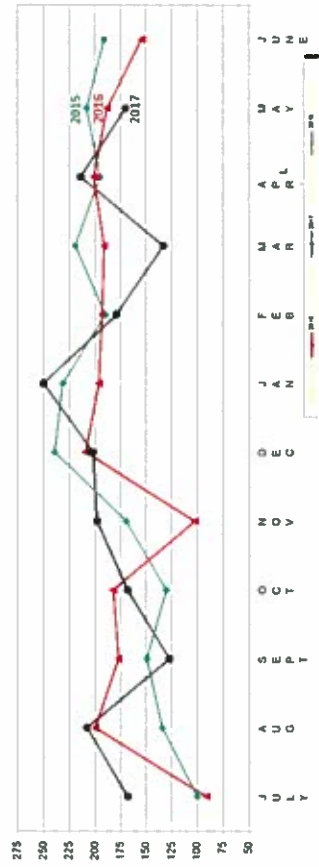
DATE:	REVENUE / SERVICES	AVERAGE		TOTAL DEPOSITS	RESERVE DEPOSITS	MISC. PAYMENTS	MISC. PYMNTS PT RELATED	PATIENT PAYMENTS	ADJUSTMENTS & WRITE-OFFS	REFUNDS
		DAILY REVENUE	DAILY REVENUE							
July 31, 2016	2,665,795.35	85,993.40	2,273,299.52	0.00	423,773.47	229.00	1,794,676.21	1,203,319.88	1,364.12	
August 31, 2016	3,670,842.59	118,414.28	1,715,186.91	0.00	9,489.30	39,600.38	1,666,097.23	1,192,773.91	663.01	
September 30, 2016	2,997,780.36	99,926.01	2,211,884.21	0.00	217,941.58	0.00	1,993,942.63	1,652,034.05	5,191.17	
October 31, 2016	2,878,099.95	92,841.93	2,000,796.32	0.00	25,886.72	110,242.28	1,864,667.32	963,959.06	7,318.54	
November 30, 2016	2,914,493.71	97,149.79	2,999,793.95	0.00	1,126,102.03	61,477.24	1,812,214.68	1,236,414.61	65,871.55	
December 31, 2016	3,109,045.89	100,291.80	1,883,613.24	0.00	49,648.75	306.00	1,833,658.49	1,586,144.50	733.53	
January 30, 2017	3,127,164.49	100,876.27	4,597,719.84	0.00	271,815.21	2,446,501.63	1,879,403.00	1,101,002.91	40,719.72	
February 28, 2017	2,998,218.43	107,079.23	2,949,567.41	0.00	13,834.70	1,186,175.80	1,749,556.91	1,569,518.99	34,579.29	
March 31, 2017	3,062,980.01	98,805.81	1,933,456.40	0.00	67,750.78	0.00	1,865,705.62	1,280,991.30	27,905.32	
April 30, 2017	3,109,873.95	103,662.47	1,756,442.43	0.00	30,806.98	82,067.81	1,643,567.64	1,623,236.05	16,149.85	
May 31, 2017	3,046,330.58	98,268.73	2,196,499.12	0.00	184,608.58	280,223.14	1,731,667.40	138,876.85	4,565.70	
June 30, 2017	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
<b>YTD TOTAL</b>	<b>33,580,625.31</b>	<b>100,300.88</b>	<b>26,518,259.35</b>	<b>0.00</b>	<b>2,421,658.10</b>	<b>4,206,823.28</b>	<b>19,835,157.13</b>	<b>13,548,272.11</b>	<b>205,081.80</b>	

	ACCOUNTS RECEIVABLE AGING			MARCH DAYS OUT
	MAY OUTSTANDING	MAY DAYS OUT	APRIL DAYS OUT	
MEDICARE	1,564,580.51	38.82	43.17	33.68
MEDI - CAL	1,977,555.72	49.35	43.43	50.49
THIRD PARTY	1,208,591.14	75.07	79.93	89.37
PRIVATE	965,156.33	258.92	179.76	228.80
<b>LTC ONLY (INCLUDE)</b>	<b>1,613,052.26</b>	<b>74.59</b>	<b>62.62</b>	<b>80.49</b>
<b>OVERALL</b>	<b>5,715,883.70</b>	<b>57.04</b>	<b>55.52</b>	<b>56.87</b>

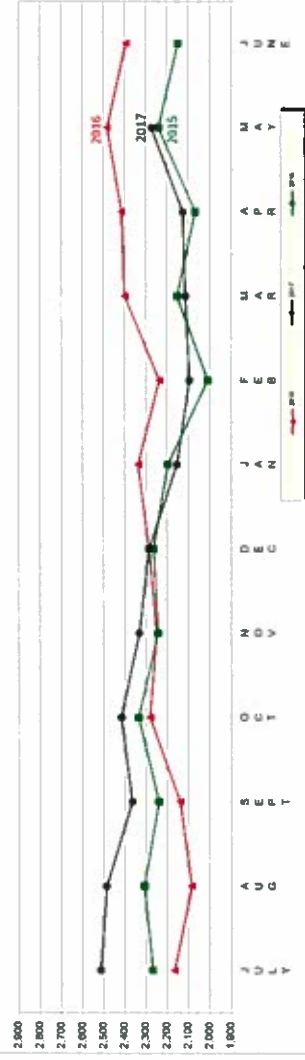
	PAYOR MIX - YTD % OF REVENUE			3 MONTH AVERAGE
	MAY	APRIL	MARCH	
MEDICARE	38.19%	42.69%	39.74%	40.21%
MEDI - CAL	40.72%	38.10%	41.18%	40.00%
THIRD PARTY	17.57%	15.11%	15.53%	16.07%
PRIVATE	3.52%	4.10%	3.55%	3.72%

# MAYERS MEMORIAL HOSPITAL DISTRICT

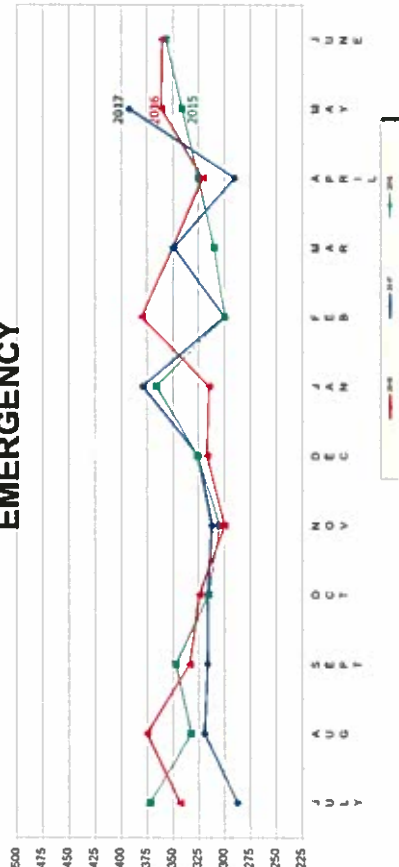
## ACUTE / SWING PATIENT DAYS



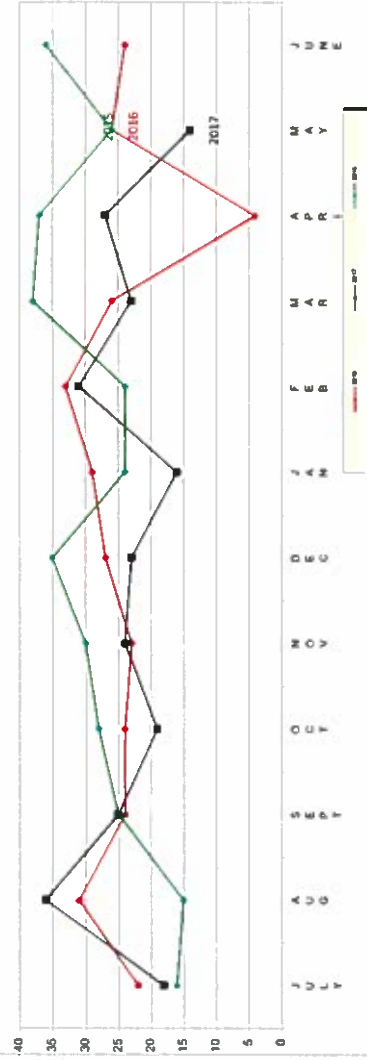
## SNF PATIENT DAYS



## EMERGENCY



## SURGERY / OUTPATIENT PROCEDURES





**MAYERS MEMORIAL HOSPITAL**

**2016-2017 OPERATING ACTUAL**

due to computer being down some of July is in Aug

**Operating Revenue:**

	JULY-16	AUG	SEPT	OCT	NOV	DEC	JAN-17	FEB	MAR	APR	MAY	JUN	YEAR TO DATE 6/30/2017 ACTUAL	5/31/2016 ACTUAL
<b>Routine</b>														
Acute	405,133	517,477	316,395	404,141	470,275	477,924	604,838	428,369	313,343	506,844	404,362	0	4,849,101	4,513,074
SNF	763,719	756,179	718,360	740,180	728,052	709,408	632,388	653,687	662,969	658,101	709,946	0	7,732,989	7,816,852
Ancillary														
Acute	219,129	346,598	373,670	259,379	281,639	225,164	347,641	228,421	179,615	276,104	254,951	0	2,972,210	3,239,739
SNF	5,425	6,298	6,979	2,891	5,451	10,187	2,535	6,827	12,712	5,786	5,288	0	70,378	41,041
Outpatient	1,287,615	2,060,994	1,597,685	1,493,017	1,468,375	1,701,634	1,557,413	1,693,832	1,911,586	1,673,029	1,686,344	0	18,131,524	17,919,874
	2,681,020	3,687,546	3,013,089	2,899,608	2,933,793	3,124,316	3,144,815	3,011,136	3,080,224	3,119,865	3,060,791	0	33,756,202	33,530,581
<b>Less Deductions:</b>														
Contractuals - Care/Cal	745,661	989,200	1,012,799	536,850	782,630	954,695	333,629	627,928	851,876	1,047,323	721,186	0	8,603,798	10,398,609
Contractuals - PPO	81,962	68,102	144,118	108,885	114,790	83,638	93,296	166,850	107,596	111,281	127,254	0	1,203,762	1,093,567
Charity Care & Write off	0	75	7,994	6,173	0	14,460	11,104	2,646	0	1,984	4,982	0	49,418	121,002
Other Contractual write offs	12,528	7,064	108,507	62,754	16,184	132,307	35,239	49,973	33,286	134,601	127,822	0	720,265	770,540
Provision For Bad Debts	86,953	146,392	(15,009)	81,761	47,322	123,496	5,966	210,876	79,284	20,893	51,817	0	839,751	423,878
Total Deductions	927,124	1,210,833	1,258,410	796,422	960,926	1,308,597	479,234	1,058,272	1,072,032	1,316,083	1,033,061	0	11,420,994	12,807,596
Other Revenue	38,805	13,989	8,610	21,912	31,250	52,231	4,297	53,780	31,630	41,437	118,781	0	416,721	296,937
Net Revenue	1,792,701	2,490,702	1,763,289	2,125,097	2,004,116	1,867,950	2,669,878	2,006,643	2,039,822	1,845,219	2,146,511	0	22,751,929	21,019,921
<b>Operating Expenses:</b>														
Salaries - Productive	769,962	819,448	738,270	768,445	710,588	776,331	785,116	732,767	773,715	800,984	794,809	0	8,470,436	8,445,603
Salaries - Non-productive	92,359	77,138	109,946	109,369	94,837	78,703	181,042	5,272	148,323	106,967	76,557	0	1,080,512	968,137
Employee Benefits	225,346	187,209	251,213	242,180	212,094	215,877	214,263	239,835	179,761	261,458	227,817	0	2,457,053	2,388,466
Supplies	170,995	206,551	200,185	194,479	206,212	185,644	200,374	114,264	236,441	232,080	147,495	0	2,089,721	1,945,036
Professional Fees	186,592	140,521	155,728	154,797	140,201	138,705	137,012	141,323	126,459	135,760	132,760	0	1,582,101	1,766,006
Acute/Swing/OB Purchased Serv	15,117	4,264	4,999	4,855	3,942	3,665	5,220	9,066	3,437	5,067	43,457	0	103,088	158,000
SNF Purchased Services	56,797	31,251	109,687	82,417	80,546	86,536	50,222	41,104	42,363	62,772	76,197	0	719,893	419,058
Other Purchased Services	200,331	116,862	110,615	137,333	104,462	76,108	139,137	164,986	131,072	128,384	124,767	0	1,434,097	1,338,200
Repairs & Maintenance	25,838	33,555	31,083	31,196	63,116	18,495	29,682	39,150	16,499	26,246	34,803	0	349,663	379,742
Utilities	50,703	45,853	43,708	41,078	36,244	44,859	46,052	38,140	35,857	36,153	38,562	0	457,208	427,474
Insurance	30,334	5,559	18,246	18,188	18,304	18,246	18,246	18,246	18,246	18,246	18,246	0	195,703	171,205
Other Expense	45,280	28,532	49,901	34,801	46,167	42,785	43,266	55,205	26,046	45,222	45,448	0	462,655	401,051
Depreciation	108,490	108,096	108,802	109,349	109,349	109,220	109,796	126,500	126,251	114,743	103,622	0	1,234,218	1,247,918
Bond Repayment Insurance	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bond Repayment Interest	29,626	29,615	40,776	29,584	29,569	29,486	29,423	29,068	29,076	28,980	3,443	0	308,645	361,250
Interest	9,075	9,104	(6,929)	5,596	5,091	5,057	4,809	571	5,007	5,038	4,614	0	45,033	120,368
Rent/Lease Equipment	4,302	23,333	15,104	12,826	4,596	10,160	7,629	(10,564)	39,002	6,813	1,604	0	114,800	101,137
Total Operating Expense	2,021,746	1,866,912	1,979,335	1,976,493	1,865,338	1,839,879	2,001,291	1,744,930	1,932,552	2,004,155	1,872,200	0	21,104,828	20,638,651
Net Operating Rev over Expense	(229,044)	623,790	(216,046)	148,604	138,778	28,072	668,587	261,714	107,270	(158,936)	274,311	0	1,647,100	381,270
<b>Non-Operating Revenue:</b>														
Non-operating Revenue	163,724	159,614	169,458	292,124	159,464	160,202	159,112	172,068	173,842	189,614	128,428	0	1,927,648	1,617,203
Interest Income	37	37	0	0	0	0	0	0	0	0	0	0	74	228
Other non-operating Expense	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	0	81,593	81,594
Total Non-Operating Revenue	156,344	152,233	162,040	284,706	152,046	152,784	151,694	164,651	166,424	182,196	121,010	0	1,846,129	1,535,837
Net Revenue over Expense	(72,701)	776,024	(54,006)	433,311	290,824	180,855	820,281	426,365	273,694	23,260	395,321	0	3,493,229	1,917,108
<b>DAYS CASH ON HAND</b>	43,96	38,34	41,41	26,15	36,76	28,62	70,41	92,96	91,33	77,46	84,90	#DIV/0!		
<b>AVERAGE YTD</b>	43,96	41,15	41,24	37,47	37,32	35,87	40,81	49,38	52,21	54,74	57,48	#DIV/0!		

**MAYERS MEMORIAL HOSPITAL  
2015-2016 OPERATING ACTUAL**

	Jul-15	AUG	SEPT	OCT	NOV	DEC	Jan-16	FEB	MAR	APR	MAY	JUN	TOTAL	5/31/2017
<b>Operating Revenue:</b>														
Routine														
Acute	255,282	477,691	381,896	420,966	181,147	431,870	467,358	452,776	420,998	564,897	458,194	374,239	4,887,313	4,513,074
SNF	666,004	652,916	667,314	717,588	697,924	716,137	725,622	715,580	753,190	744,979	759,598	725,222	8,542,074	7,816,852
Ancillary														0
Acute	202,324	349,617	329,735	243,281	179,170	319,417	299,841	341,416	253,666	609,880	111,393	268,656	3,508,395	3,239,739
SNF	7,037	1,710	981	2,439	9,879	1,210	1,115	1,096	2,446	7,030	6,100	7,347	48,388	41,041
Outpatient	1,580,476	1,748,517	1,717,425	1,604,510	1,465,249	1,541,612	1,341,631	1,866,506	1,763,924	1,633,750	1,656,275	1,898,333	19,818,207	17,919,874
	2,711,122	3,230,450	3,097,350	2,988,783	2,533,369	3,010,246	2,835,568	3,377,373	3,194,224	3,560,536	2,991,560	3,273,796	36,804,376	33,530,581
Less Deductions:														0
Contractuals - Care/Cat	835,201	1,037,411	816,643	620,338	730,719	873,211	1,023,943	1,088,072	1,300,675	1,204,818	867,577	921,430	11,320,040	10,398,609
Contractuals - PPO	127,888	76,093	138,766	88,084	79,772	120,135	83,151	135,965	96,297	103,346	44,071	117,178	1,210,745	1,093,567
Charity Care & Write off	3,710	1,470	693	26,232	13,602	(1,235)	4,918	30,333	15,013	26,779	(483)	28,394	149,396	121,002
Other Contractual write offs	25,173	37,916	16,648	29,362	46,960	227,925	58,005	63,541	189,471	51,393	24,146	109,582	880,122	770,540
Provision For Bad Debts	(121,697)	24,975	49,355	93,644	55,503	112,418	43,628	50,028	(42,444)	41,855	116,612	(966)	422,912	423,878
Total Deductions	870,274	1,177,866	1,022,105	857,661	926,556	1,332,453	1,213,646	1,367,909	1,559,013	1,428,191	1,051,923	1,175,618	13,983,214	12,807,596
Other Revenue	22,634	31,788	22,615	40,055	45,011	8,783	19,407	17,859	34,434	11,869	42,481	8,674	305,610	296,937
Net Revenue	1,863,483	2,084,372	2,097,860	2,171,178	1,651,823	1,686,576	1,641,328	2,027,323	1,669,645	2,144,215	1,982,118	2,106,851	23,126,772	21,019,921
<b>Operating Expenses:</b>														0
Salaries - Productive	792,543	778,693	721,738	771,588	739,153	740,245	777,706	740,828	802,037	790,898	790,174	734,893	9,180,496	8,445,603
Salaries - Non-productive	92,397	71,939	88,311	110,130	88,089	105,813	96,047	85,528	56,775	106,895	66,214	88,528	1,056,665	968,137
Employee Benefits	201,844	212,633	221,535	223,952	205,126	214,271	218,672	206,317	214,967	254,160	214,988	227,585	2,616,051	2,388,466
Supplies	142,003	183,066	160,902	171,520	105,149	210,994	170,965	206,446	198,093	168,265	227,633	174,986	1,920,023	1,945,036
Professional Fees	162,028	157,444	146,989	160,657	166,479	169,186	156,709	51,622	262,608	167,762	162,523	153,856	1,199,863	1,766,006
Acute/Swing/OB Purchased Ser	26,855	28,668	12,673	3,452	6,774	6,353	818	7,636	15,300	29,848	19,622	36,685	194,684	158,000
SNF Purchased Services	64,929	70,007	53,176	42,626	16,716	14,391	9,642	27,367	28,877	75,281	16,048	60,753	479,811	419,058
Other Purchased Services	68,970	112,167	133,666	108,153	120,484	104,201	116,680	123,134	205,976	129,935	114,833	115,852	1,454,052	1,338,200
Repairs & Maintenance	32,441	31,615	31,438	49,430	31,438	34,009	28,459	40,482	44,673	17,561	42,801	28,963	408,705	379,742
Utilities	47,586	46,147	44,146	37,958	29,577	38,331	38,938	37,189	36,577	34,877	36,149	33,365	460,839	427,474
Insurance	15,608	15,560	15,560	15,560	15,560	15,560	15,560	15,560	15,560	5,206	25,914	15,827	187,032	171,205
Other Expense	29,751	24,641	42,936	36,797	22,709	27,428	35,676	68,381	36,249	31,882	44,602	43,141	444,192	401,051
Depreciation	114,087	113,900	112,614	113,322	113,399	113,399	113,399	113,345	113,843	113,363	113,247	112,288	1,360,206	1,247,918
Bond Repayment Insurance	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bond Repayment Interest	31,422	39,908	35,339	34,622	31,085	31,084	31,045	33,939	30,956	30,929	30,920	29,537	390,787	361,250
Interest	16,675	4,990	7,682	30,124	9,584	6,691	6,811	12,488	7,941	7,850	9,532	9,133	129,500	120,368
Rent/Lease Equipment	11,131	11,046	13,328	3,841	5,108	15,778	19,892	3,246	6,185	4,347	7,236	5,794	106,931	101,137
Total Operating Expense	1,850,270	1,902,422	1,842,034	1,913,733	1,701,823	1,847,734	1,837,019	1,773,507	2,076,615	1,971,057	1,922,434	1,871,185	22,509,835	20,638,651
Net Operating Rev over Expense	13,213	181,950	255,827	257,445	(50,000)	(161,159)	(195,691)	253,815	(406,970)	173,157	59,684	235,666	616,937	381,270
<b>Non-Operating Revenue:</b>														0
Non-operating Revenue	90,253	83,164	84,843	221,211	222,041	98,594	97,299	97,299	100,760	179,866	341,874	457,641	2,074,844	1,617,203
Interest Income	0	3	5	20	31	30	30	19	22	30	38	39	268	228
Other non-operating Expense	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	89,012	81,594
Total Non-Operating Revenue	82,836	75,750	77,430	213,813	214,655	91,206	89,911	89,900	93,364	172,479	334,494	450,263	1,986,100	1,535,837
Net Revenue over Expense	96,049	257,700	333,257	471,258	164,655	(69,952)	(105,781)	343,715	(313,607)	345,636	394,178	685,929	2,603,037	1,917,108
YTD	0	96,049	353,748	687,005	1,158,263	1,147,185	1,147,185	1,490,900	1,177,294	1,522,930	1,917,108	2,603,037	2,603,037	1,917,108

MAYERS MEMORIAL HOSPITAL DISTRICT  
 FINANCIAL SNAPSHOT  
 MONTH ENDED MAY 31, 2017

FISCAL 2017

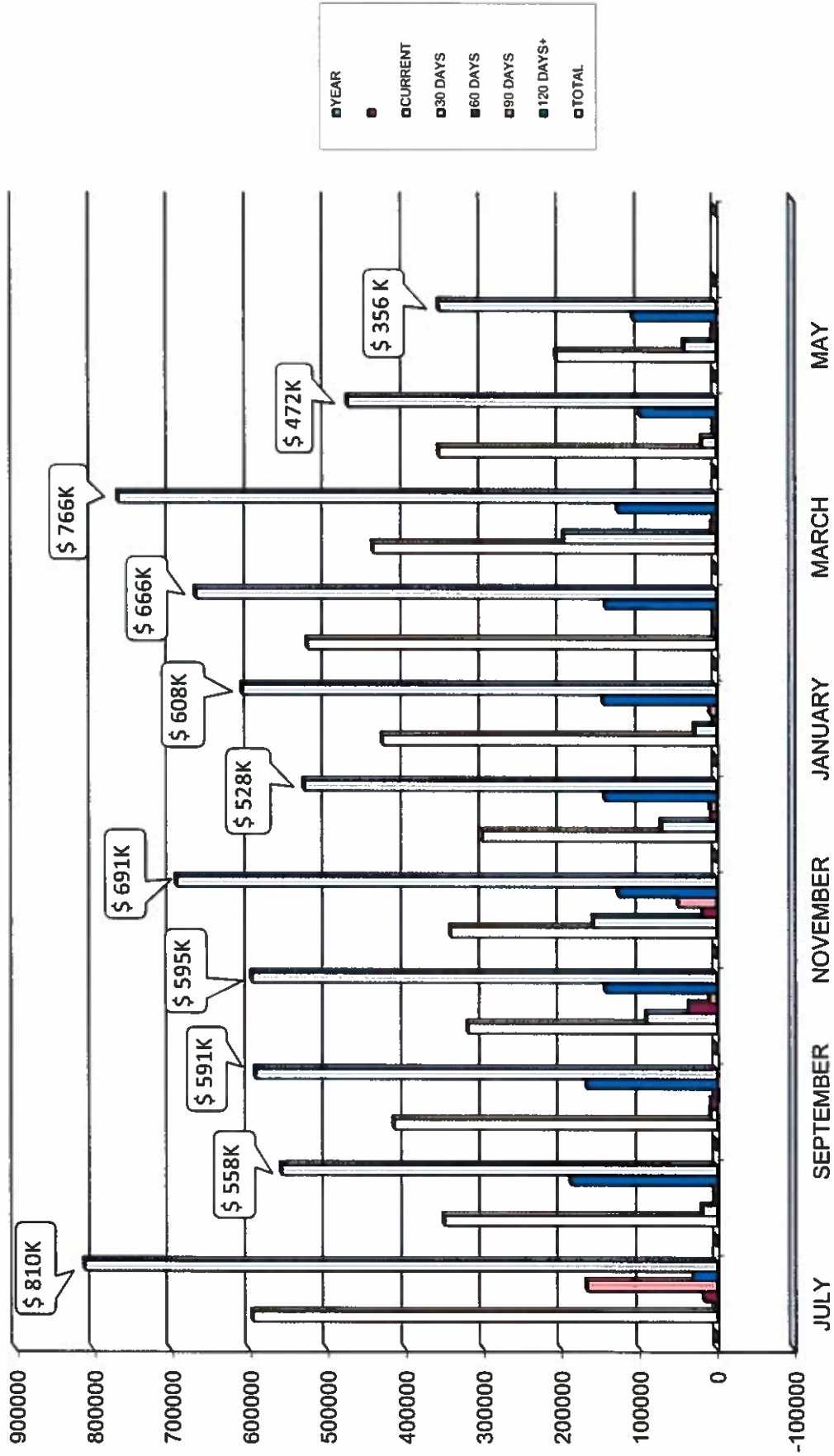
FINANCIAL DATA ACROSS ENTIRE ENTERPRISE  
 ACTUAL YTD      MAY 17      MAY 16      Variance \$\$      Variance %

	MAY 17	MAY 16	Variance \$\$	Variance %
Inpatient Revenue				
Acute/OB/Swing	\$ 4,849,101	\$ 4,513,074	336,026.54	7%
SNF	\$ 7,732,989	\$ 7,816,852	(83,862.75)	-1%
Inpatient Ancillary Revenue				
Acute/OB/Swing	2,972,210	3,239,739	(267,529.37)	-8%
SNF	70,378	41,041	29,337.17	71%
Outpatient Revenue	18,131,524	17,919,874	211,649.87	1%
Total Gross Revenue	\$ 33,756,202	\$ 33,530,581	225,621.46	1%

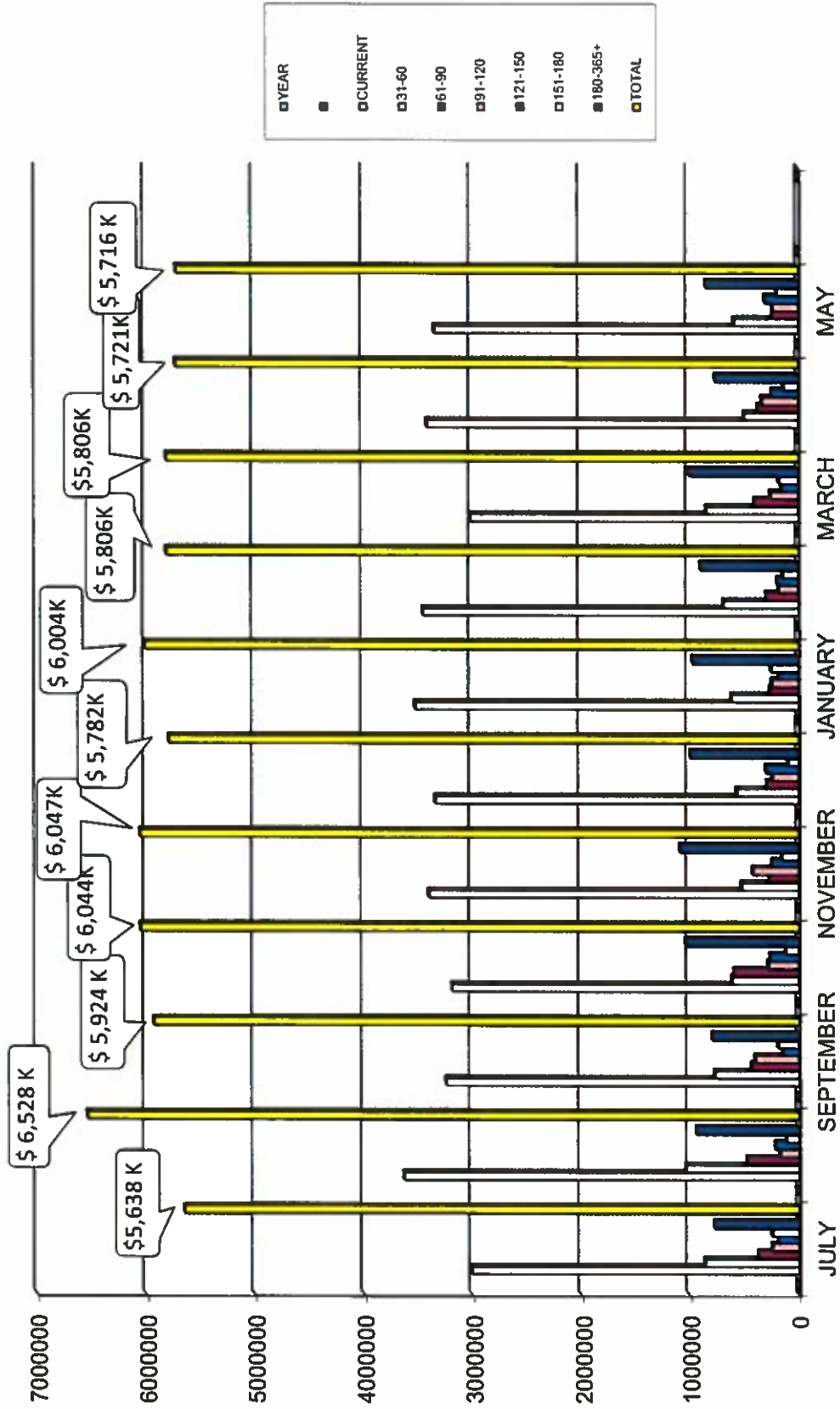
ACTUAL YTD      ACTUAL YTD

	MAY 17	MAY 16	Variance	Variance %
Statistics				
Patient Days	27158	26983	175	0.6%
Outpatient Services	1,412	1491	(79)	-5%
Labs	8,890	10554	(1,664)	-16%
Imaging	4,502	4522	(20)	0%
Hospice	753	1551	(798)	-51%
Ambulance	387	437	(50)	-11%
PT	3006	2870	136	5%

# ACCOUNTS PAYABLE



# ACCOUNTS RECEIVABLE



### ACCOUNTS RECEIVABLE

MONTH	YEAR	CURRENT	31-60	61-90	91-120	121-150	151-180	180-365+	TOTAL
JULY	2016	2,996,859.84	853,270.84	361,844.17	238,852.52	180,128.70	241,326.65	765,678.61	5,637,961.33
AUGUST	2016	3,620,170.40	1,026,120.30	465,967.97	166,533.75	209,232.62	112,043.06	927,717.55	6,527,785.65
SEPTEMBER	2016	3,232,850.55	762,178.62	425,306.04	393,478.23	140,349.76	187,076.53	782,817.29	5,924,057.02
OCTOBER	2016	3,178,489.21	606,944.80	585,159.68	276,118.16	256,730.62	115,850.79	1,024,526.24	6,043,819.50
NOVEMBER	2016	3,387,066.36	518,889.16	260,900.58	415,875.27	236,335.01	151,212.87	1,076,517.33	6,046,796.58
DECEMBER	2016	3,332,454.43	563,586.28	283,771.77	235,162.20	292,658.95	94,051.94	980,422.00	5,782,107.57
JANUARY	2017	3,514,524.90	610,816.76	256,098.77	238,160.58	176,123.49	249,262.60	958,950.11	6,003,937.21
FEBRUARY	2017	3,441,969.39	682,688.03	288,155.46	177,066.14	186,648.73	141,186.04	888,188.10	5,805,901.89
MARCH	2017	3,007,352.77	837,129.56	393,482.92	251,278.66	150,034.97	175,851.62	990,925.23	5,806,035.73
APRIL	2017	3,407,822.25	492,929.29	362,057.70	330,538.72	239,444.61	135,270.20	753,089.51	5,721,152.28
MAY	2017	3,337,509.48	584,972.96	229,467.20	232,142.21	299,777.98	195,473.12	836,540.75	5,715,883.70
JUNE	2017								0.00

### ACCOUNTS PAYABLE (includes accrued payables)

MONTH	YEAR	CURRENT	30 DAYS	60 DAYS	90 DAYS	120 DAYS+	TOTAL
JULY	2016	594,652.03	2,787.43	16,034.05	167,156.41	29,592.08	810,222.00
AUGUST	2016	349,878.88	18,274.09	2,408.13	0.00	187,270.90	557,832.00
SEPTEMBER	2016	414,085.48	6,857.05	6,140.31	(3,040.44)	167,003.60	591,046.00
OCTOBER	2016	318,825.29	90,458.24	34,832.29	8,104.85	142,954.33	595,175.00
NOVEMBER	2016	341,233.55	158,525.40	16,255.52	49,106.31	126,118.83	691,239.61
DECEMBER	2016	300,989.34	71,033.05	5,026.38	7,129.33	143,759.75	527,937.85
JANUARY	2017	427,956.41	27,503.06	0.00	7,129.33	145,232.66	607,821.46
FEBRUARY	2017	523,310.07	690.00	105.65	24.10	142,361.99	666,491.81
MARCH	2017	439,664.26	195,201.31	4,464.00	0.00	126,642.38	765,971.95
APRIL	2017	355,643.17	17,600.05	8.07	0.00	98,533.54	471,784.83
MAY	2017	204,440.15	40,947.51	3,283.10	361.00	106,783.63	355,815.39
JUNE	2017						0.00



MONTHLY COLLECTIONS - OBLIGATIONS FISCAL YEAR 2016

2017

2016

	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	average beg balance	YTD total
BEGINNING AP BALANCE	527,868.70	810,222.00	557,832.00	591,046.00	595,175.00	691,239.61	527,937.85	607,821.46	666,491.81	765,971.95	471,784.83	355,815.39	597,433.88	0.00
BEGINNING CREDIT LINE BALANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>CASH COLLECTIONS</b>														
PATIENT PAYMENTS	1,806,490.48	1,651,767.47	1,974,628.45	1,851,149.13	1,780,383.29	1,828,309.48	1,874,504.56	1,689,841.39	1,835,622.31	1,636,143.86	1,725,833.42	0.00	19,654,673.84	0.00
COST REPORT SETTLEMENTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	124,388.00	0.00	0.00	0.00	0.00	124,388.00	0.00
DSH (Disproportionate Share)	229.00	11,746.00	0.00	16,771.00	27,949.00	306.00	22,384.00	0.00	0.00	45,759.50	15,878.00	0.00	141,022.50	0.00
OUTPATIENT SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	599,425.00	0.00	0.00	0.00	0.00	599,425.00	0.00
DPNF SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
E.H.R. MCAL/MCARE INCENTIVES	375,000.00	0.00	0.00	93,471.28	1,125,000.00	0.00	0.00	0.00	0.00	0.00	180,000.00	0.00	1,680,000.00	0.00
PRIME	0.00	0.00	191,084.00	0.00	0.00	0.00	1,154,784.55	0.00	0.00	0.00	0.00	0.00	1,345,868.55	0.00
IGT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	84,345.14	0.00	84,345.14	0.00
QIP LTC	0.00	27,854.38	0.00	0.00	33,528.24	0.00	1,269,333.08	462,362.80	0.00	36,308.31	0.00	0.00	1,829,386.81	0.00
HQARF	44,662.93	9,489.30	26,857.58	3,005.81	1,102.03	8,349.63	263,174.57	13,834.70	53,522.82	806.98	184,608.58	0.00	609,414.93	0.00
TAXES	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	0.00	24,552.00	0.00
RENTS	7,078.33	4,375.02	4,105.47	4,919.34	3,844.37	3,705.49	3,431.29	3,646.12	1,279.08	5,191.78	3,601.98	0.00	45,178.27	0.00
VENDING / CAFETERIA	37,606.78	7,722.74	12,976.71	29,247.76	25,755.02	40,710.64	7,875.79	53,837.40	40,800.19	30,000.00	0.00	0.00	286,533.03	0.00
MISC (REBATES/REIMB ETC)														
<b>TOTAL COLLECTIONS</b>	2,273,299.52	1,715,186.91	2,211,884.21	2,000,796.32	2,999,793.95	1,883,613.24	4,597,719.84	2,949,567.41	1,933,456.40	1,756,442.43	2,196,499.12	0.00	26,518,259.35	0.00
<b>EXPENSES</b>														
INCOME STATEMENT EXPENSES	1,969,989.51	1,684,329.66	1,879,461.61	1,861,548.00	1,865,337.71	1,725,612.00	1,886,686.00	1,589,361.35	1,801,293.39	1,884,373.29	1,872,200.00	0.00	20,020,192.52	0.00
ASSET EXPENSES	0.00	0.00	60,467.32	24,282.99	0.00	0.00	49,049.20	203,263.75	0.00	0.00	0.00	0.00	337,063.26	0.00
CIP EXPENSES	25,161.34	18,249.89	15,161.34	118,820.13	171,225.00	243,250.67	83,578.56	120,645.34	149,929.59	28,310.59	175,156.00	0.00	1,149,488.45	0.00
IGT EXPENSES	18,750.00	104,991.00	0.00	1,143,836.00	646,050.00	0.00	0.00	0.00	0.00	0.00	165,340.00	0.00	2,078,967.00	0.00
EMR LOAN	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
E.H.R STAGE 1 REPAYMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2007 REVENUE BOND	40,763.71	40,763.71	40,763.71	40,763.71	40,763.71	40,581.92	40,581.92	40,581.92	40,581.92	40,581.92	40,581.92	0.00	447,310.07	0.00
MEDICARE/MCAL REPAYMENT PLANS	0.00	0.00	0.00	21,860.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	21,860.00	0.00
CHFFA	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	0.00	135,461.92	0.00
CAPITAL LEASES	11,504.15	11,504.15	11,504.15	11,504.15	11,504.15	11,504.15	11,504.15	11,504.15	7,515.84	7,515.84	0.00	0.00	107,064.88	0.00
PG & E RETROFIT PAYMENT	2,020.83	2,020.83	2,020.83	2,020.83	2,020.83	758.65	758.65	758.65	758.37	0.00	0.00	0.00	13,138.47	0.00
LINE OF CREDIT Prin/Int Paymts	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>TOTAL EXPENSES</b>	2,080,504.26	1,874,173.96	2,021,693.68	3,236,950.53	2,749,216.12	2,034,022.11	2,084,473.20	1,978,429.88	2,012,393.83	1,973,096.36	2,265,592.64	0.00	24,310,546.57	0.00
<b>collections less expenses</b>	192,795.26	(158,987.05)	190,190.53	(1,236,154.21)	250,577.83	(150,408.87)	2,513,246.64	971,137.53	(78,937.43)	(216,653.93)	(69,093.52)	0.00	2,207,712.78	0.00
<b>average ending balance</b>														
ENDING AP BALANCE	810,222.00	557,832.00	591,046.00	595,175.00	691,239.61	527,937.85	607,821.46	666,491.81	765,971.95	471,784.83	355,815.39	0.00	603,757.99	0.00
ENDING CREDIT LINE BALANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

**MAYERS MEMORIAL HOSPITAL  
OPERATING BUDGET**

	<b>ACTUAL YTD MAY 17</b>	<b>PROJ ACTUAL FYE 2017</b>	<b>BUDGET FYE 2018</b>	<b>INCREASE</b>	<b>INCREASE %</b>
<b><u>REVENUE:</u></b>					
IP Nursing Service					
Medical/Surgical	\$ 4,849,101	5,289,928	5,453,209	163,281	3.09%
Skilled Nursing	7,732,989	8,435,988	8,284,848	(151,140)	-1.79%
Ancillary Services					
Inpatient	2,972,210	3,242,411	3,313,511	71,100	2.19%
Outpatient	70,378	76,776	12,244	(64,532)	-84.05%
OP Services	18,131,524	19,779,844	20,041,692	261,848	1.32%
Total Patient Revenue	33,756,202	36,824,948	37,105,504	280,556	0.76%
<b><u>DEDUCTIONS FROM REVENUE</u></b>					
Contractual - Medicare/Medi-Cal	8,603,798	9,385,961	10,118,699	727,738	7.75%
Contractual - PPO	1,207,762	1,317,559	1,402,084	84,525	6.42%
Charity and Other Allowances	769,683	839,654	666,888	(172,766)	-20.58%
Provision For Bad Debts	839,751	916,092	1,022,721	106,629	11.64%
Total Deductions	11,420,994	12,459,266	13,205,392	746,126	5.99%
Net Patient Revenues	22,335,208	24,365,681	23,900,112	(465,569)	-1.91%
<b><u>OTHER OPERATING REVENUE:</u></b>	416,721	454,605	341,831	(112,774)	-24.81%
Net Revenue	22,751,929	24,820,286	24,241,943	(578,343)	-2.33%
<b><u>OPERATING EXPENSES:</u></b>					
Productive Salaries	8,476,365	9,246,944	9,797,988	551,044	5.96%
Non-Productive Salaries	1,037,488	1,131,805	1,107,200	(24,605)	-2.17%
Employee Benefits	2,494,159	2,720,901	2,893,044	172,143	6.33%
Supplies	2,076,135	2,264,875	2,355,021	90,146	3.98%
Professional Fees	1,595,687	1,740,749	1,820,098	79,349	4.56%
Acute/Swing/DB Purch Serv	104,276	113,756	74,032	(39,724)	-34.92%
SNF Purch Serv	719,893	785,338	792,692	7,354	0.94%
Other Purch Serv	1,434,097	1,564,469	1,541,494	(22,975)	-1.47%
Repairs	402,382	438,962	425,900	(13,062)	-2.98%
Utilities	457,208	498,772	518,929	20,157	4.04%
Insurance	200,706	218,952	219,038	86	0.04%
Other	455,513	496,923	579,977	83,054	16.71%
Depreciation	1,217,570	1,328,258	1,320,300	(7,958)	-0.60%
Bond Repayment Insurance	0	0	0	0	0.00%
Bond Repayment Interest	297,465	324,507	515,363	190,856	58.81%
Interest	56,214	61,324	67,660	6,336	10.33%
Rental & Leases	79,681	86,925	99,242	12,317	14.17%
Total Operating Expenses	21,104,839	23,023,461	24,127,978	1,104,517	4.80%
Net Operating Revenue (Loss)	1,647,090	1,796,825	118,965	(1,682,860)	-93.66%
<b><u>NONOPERATING REVENUES AND EXPENSE:</u></b>					
District and County taxes	1,927,648	2,102,889	2,053,053	(49,836)	-2.37%
Interest Income	74	81	99	18	22.64%
Other Non-operating expense/rev	81,593	89,011	1,593,784	1,504,773	1690.56%
Total Nonoperating Revenue	1,846,129	2,013,959	3,646,936	1,632,977	81.08%
<b>NET EXCESS OF REVENUE</b>	<b>3,493,219</b>	<b>3,810,784</b>	<b>3,760,901</b> **	<b>(49,883)</b>	<b>-1.31%</b>

**MAYERS MEMORIAL HOSPITAL  
OPERATING BUDGET**

	<u>ACTUAL YTD MAY 17</u>	<u>PROJ ACTUAL FYE 2017</u>	<u>BUDGET FYE 2018</u>	<u>INCREASE</u>	<u>INCREASE %</u>	
<b>REVENUE:</b>						
IP Nursing Service						
Medical/Surgical	\$ 4,849,101	5,289,928	5,453,209	163,281	3.09%	
Skilled Nursing	7,732,989	8,435,988	8,284,848	(151,140)	-1.79%	Based off census provided by SNF
Ancillary Services						
Inpatient	2,972,210	3,242,411	3,313,511	71,100	2.19%	
Outpatient	70,378	76,776	12,244	(64,532)	-84.05%	
OP Services	18,131,524	19,779,844	20,041,692	261,848	1.32%	Based off of each departments budget and the
Total Patient Revenue	33,756,202	36,824,948	37,105,504	280,556	0.76%	
<b>DEDUCTIONS FROM REVENUE:</b>						
Contractual - Medicare/Medi-Cal	8,603,798	9,385,961	10,113,699	727,738	7.75%	Based off reduced Swing Rates and no DPNF
Contractual - PPO	1,207,762	1,317,559	1,402,084	84,525	6.42%	
Charity and Other Allowances	769,683	839,654	666,888	(172,766)	-20.58%	
Provision For Bad Debts	839,751	916,092	1,022,721	106,629	11.64%	
Total Deductions	11,420,994	12,459,266	13,205,392	746,126	5.99%	Very conservative overall as the special progr.
Net Patient Revenues	22,335,208	24,365,681	23,900,112	(465,569)	-1.91%	
<b>OTHER OPERATING REVENUE:</b>						
Net Revenue	416,721	454,605	341,831	(112,774)	-24.81%	
Net Revenue	22,751,929	24,820,286	24,241,943	(578,343)	-2.33%	
<b>OPERATING EXPENSES:</b>						
Productive Salaries	8,476,365	9,246,944	9,797,988	551,044	5.96%	Takes into account Minimum Wage increases
Non-Productive Salaries	1,037,488	1,131,805	1,107,200	(24,605)	-2.17%	
Employee Benefits	2,494,159	2,720,901	2,898,044	172,143	6.33%	Based off early estimates from our broker
Supplies	2,076,135	2,264,875	2,355,021	90,146	3.98%	
Professional Fees	1,595,687	1,740,749	1,820,098	79,349	4.56%	
Acute/Swing/OB Purch Serv	104,276	113,756	74,032	(39,724)	-34.92%	
SNF Purch Serv	719,893	785,338	792,692	7,354	0.94%	
Other Purch Serv	1,434,097	1,564,469	1,541,484	(22,975)	-1.47%	
Repairs	402,382	438,962	425,900	(13,062)	-2.98%	
Utilities	457,208	498,772	518,929	20,157	4.04%	
Insurance	200,706	218,952	219,088	86	0.04%	
Other	455,513	496,923	579,977	83,054	16.71%	
Depreciation	1,217,570	1,328,258	1,320,300	(7,958)	-0.60%	
Bond Repayment Insurance	0	0	0	0	0.00%	
Bond Repayment Interest	297,465	324,507	515,363	190,856	58.81%	This is due to the August payments of the exis
Interest	56,214	61,324	67,660	6,336	10.33%	
Rental & Leases	79,681	86,925	99,242	12,317	14.17%	
Total Operating Expenses	21,104,839	23,023,461	24,127,978	1,104,517	4.80%	Hopefully we can reduce registry and supply c
Net Operating Revenue (Loss)	1,647,090	1,796,825	113,965	(1,682,860)	-93.66%	
<b>NONOPERATING REVENUES AND EXPENSE:</b>						
District and County taxes	1,927,648	2,102,889	2,053,053	(49,836)	-2.37%	GO Bonds plus AB 8 Taxes
Interest Income	74	81	99	18	22.64%	
Other Non-operating expense/rev	81,593	89,011	1,593,784	1,504,773	1690.56%	Construction Donations plus Prime
Total Nonoperating Revenue	1,846,129	2,013,959	3,646,936	1,632,977	81.08%	
<b>NET EXCESS OF REVENUE</b>	<b>3,493,219</b>	<b>3,810,784</b>	<b>3,760,901</b> **	<b>(49,883)</b>	<b>-1.31%</b>	Fairly inline with this year