

## Finance Notes April FY 18

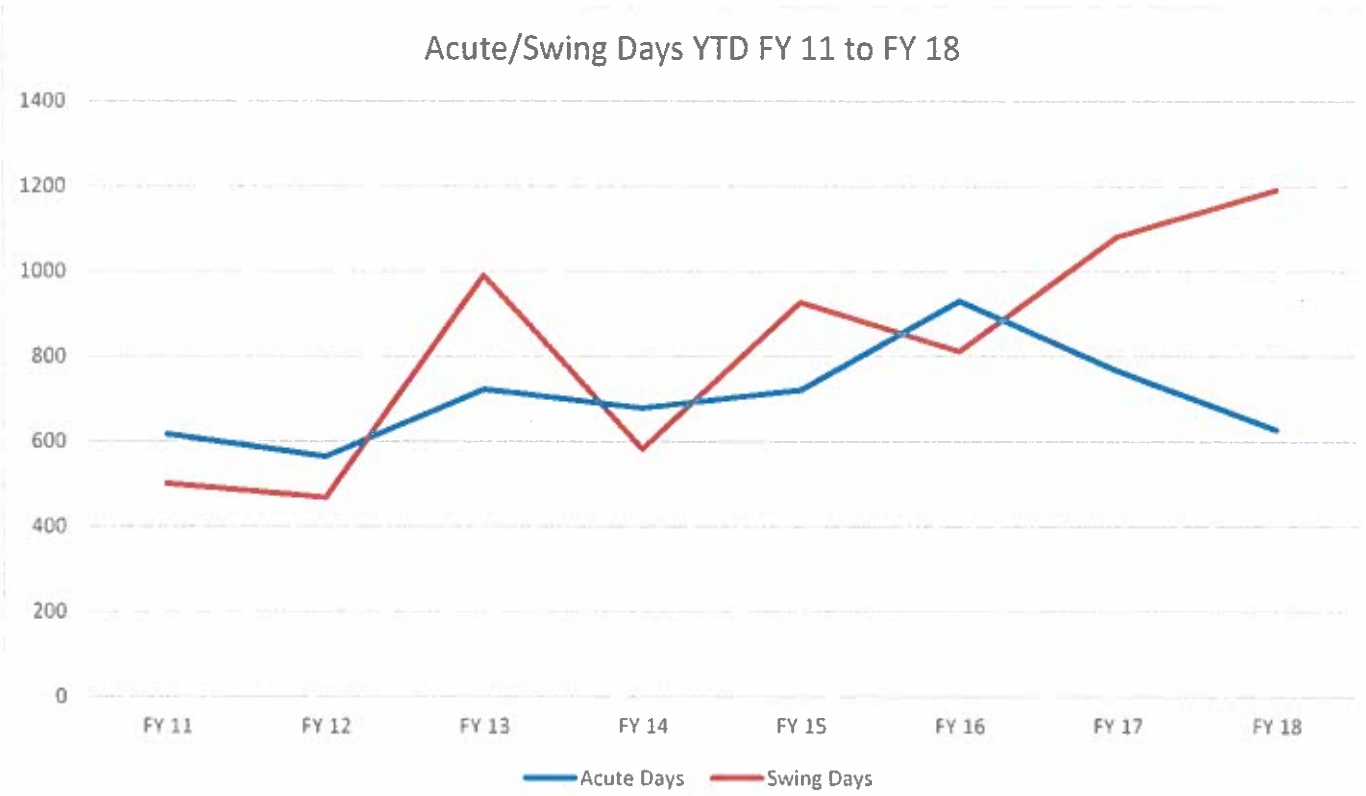
### Summary

<b>Summary of Financial Ratio</b>			
<b>Ratio</b>	<b>Period</b>	<b>YTD or Average where Applicable</b>	
<b>Cash on Hand</b>	<b>68</b>	<b>59</b>	<b>Average PY</b>
<b>Net Income</b>	<b>286,122</b>	<b>3,548,621</b>	<b>YTD</b>
<b>Current Ratio</b>	<b>4.89</b>		<b>N/A</b>
<b>AR Days</b>	<b>59.8</b>	<b>58.6</b>	<b>Average PY</b>
<b>AP</b>	<b>433,772</b>	<b>594,408</b>	<b>Average PY</b>
<b>Daily Gross Revenue</b>	<b>104,719</b>	<b>99,653</b>	<b>Average PY</b>
<b>% of Gross Revenue Collected</b>	<b>58%</b>	<b>60%</b>	<b>PY Year End</b>

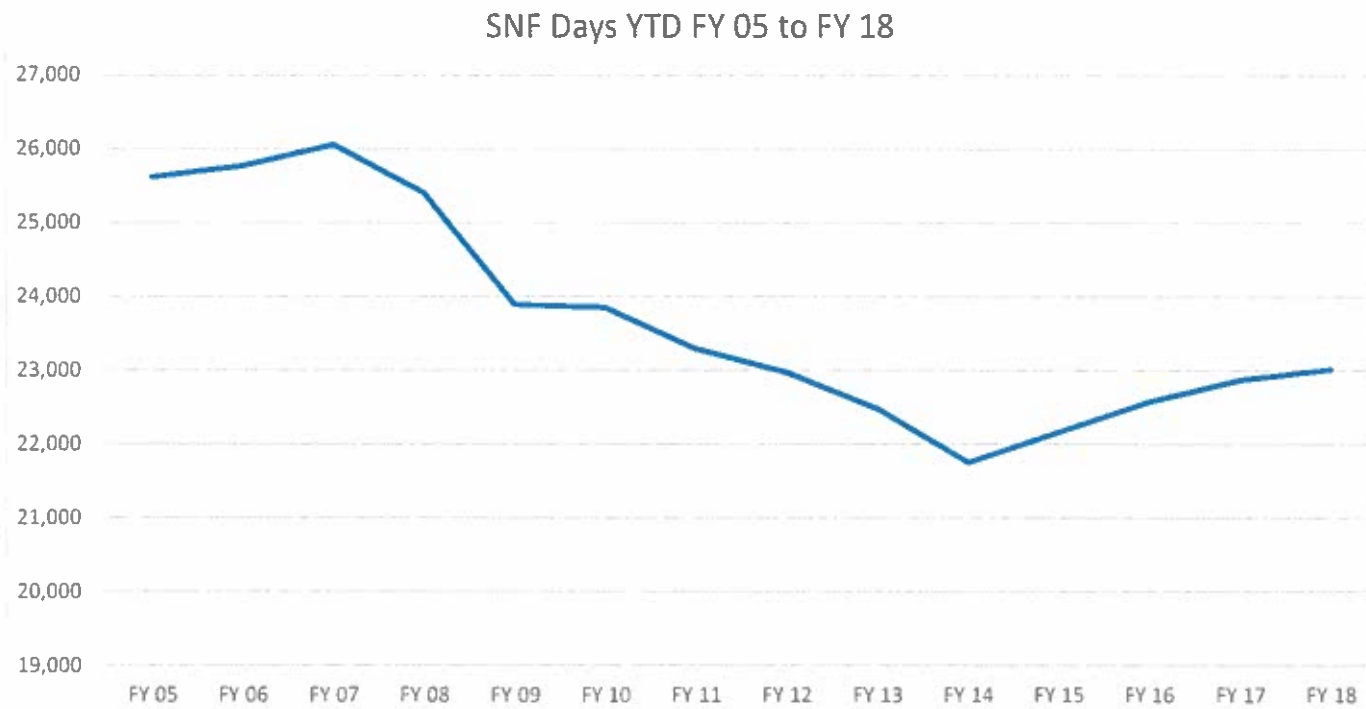
1. Cash is down as we are waiting on some QAF, IGT and Prime payments.
2. AR days have climbed to 59 which isn't much of a surprise as we are in the process of changing billing software. Patient Payments and the Collection % still look good so I'm not too worried at this point.
3. The interim cost report came back with a payable of 556K which was an error on Noridians part as they included Pro Fee collections into the calculation. After this was pointed out we only owe 226K. Instead of reissuing it and correcting it in their system we have to pay them the 556K and then receive a 330K receivable. I argued on multiple phone calls but the only other option they supplied was that they withhold the 556K in patient payments which is a pain to track and they charge you interest during the withholding period.
4. We have contracted with Wipfli for a feasibility study on the OP Services/Wellness building we discussed in the Strategic Planning session. This includes
  - a. Demand Analysis- Looks at the population, existing providers and what is needed to fill that gap if one exists.
  - b. Space Development Program- Looks at the space needed by the different departments driven by volume and provider counts.
  - c. Pro-Forma Development- Using the supply/demand assumptions and staffing requirements we will get a four year income statement which will be needed for any new construction loans.
5. On the 16<sup>th</sup> I drove to Redding to the Records Office to file the paperwork that removes all of Cal Mortgages liens from all hospital properties.

### Statistics

1. Acute Days are down by 18% compared to the prior year.
2. Swing Days are up 10% due to a longer length of stay.



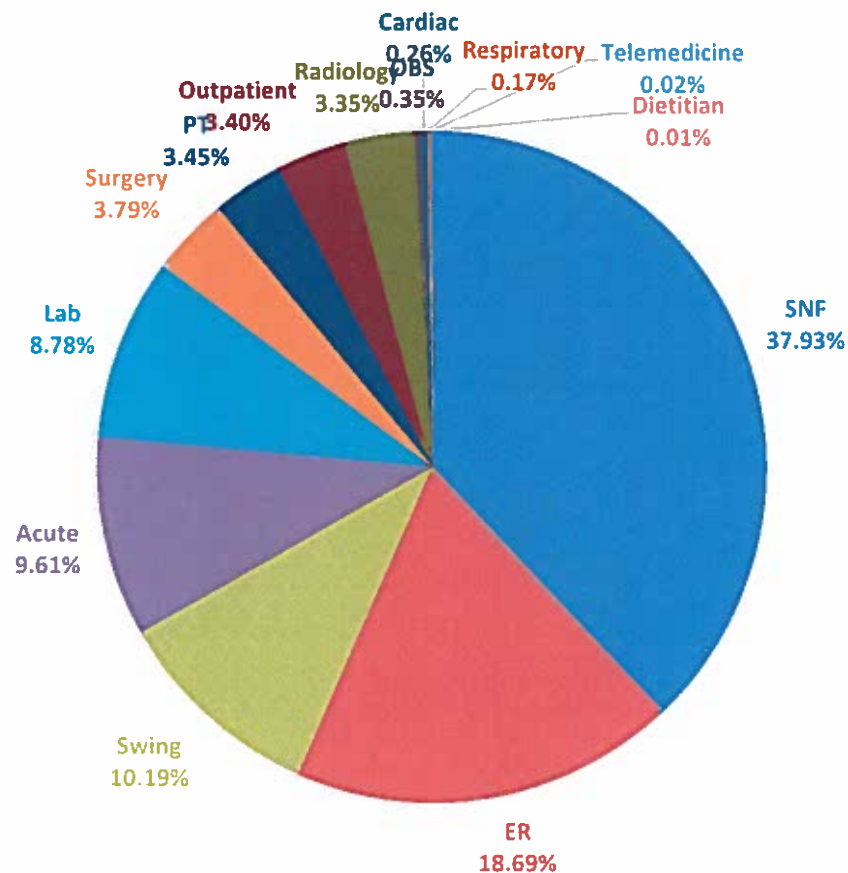
- SNF Days are ahead of last year due to the Lassen bump which got our census to 83.3 in April. For historical perspective I charted SNF days through April from FY 05 to this year. Apparently we used to have a waiting list prior to 08.



- Surgery is down but staffed much efficiently than prior to the every other week schedule.
- ER Visits are up 4.9% and OP has increased 6.4%.
- Hospice is up compared to a really slow prior year.

- FTEs are down but this is mostly due to travelers in Long Term Care and Ancillary departments. See increases in all Purchased Services.

### PAYMENTS BY SERVICE TYPE YTD



### Income Statement

- Patient Revenue is up YTD due to a 4.8% increase in Outpatient Revenue. The Skilled Nursing had a nice bump in revenue in April due to the increased
- Total Contractuals are down due to QAFs and IGT payments that are based off of patient care.
- Employee Benefits are up due to insurance hikes in January.
- Supplies are barely over the budgeted increase of 3.81%.
- Pro Fees are up due to some increases in Med Directorship fees.
- Purchased Services are about 76% of our expense increases with the majority of that being travelers. This isn't a problem that's unique to us as the majority of rural hospitals and communities deal with this issue. See link to article below. <https://www.wsj.com/articles/how-bad-is-the-labor-shortage-cities-will-pay-you-to-move-there-1525102030>
- Total Operating Expenses are up 5.31% over last year which is only .9% off of my budget.
- Net Income is 3.5 million YTD. When you figure in the IGT/QAF contributions we have a net positive of 2.84 million in program payments so far this year. These payments vary from year to so we need to be mindful to not be overly reliant on them.

## Balance Sheet

1. Cash dipped as we contributed to IGT programs that haven't returned payments as of yet.
2. Equipment increased with the SNF van and Hospice car purchase.
3. The CHFFA equipment loan has been paid off.
4. On June 1<sup>st</sup> the Bond Indenture Agreement and Bond Reserve Account will pay off the Current and Long Term portion of our Cal Mortgage debt. As mentioned above the liens on the property have been removed.

## Miscellaneous

1. There's a QAF payment of 1.14 million we should be receiving in early June. Since its IGT based half of it is our initial contribution.
2. Over 80% of our revenue is from Medicare and Medi-Cal. Fortunately with the ACA and expanded Medi-Cal eligibility only 1.85% of our revenue is from uninsured patients.
3. With our interim cost report our inpatient and outpatient rates dropped so expect patient collections to dip as we get a lower percentage of charges from Medicare. I know this is counterintuitive as you look at the increase in expenses but a lot of the increase is on the SNF side.
4. Collections vs Obligations will look better in May and June as a lot of our IGT related payments are scheduled to arrive. Also 52K in obligations have been retired between Cal Mortgage/CHFFA.
5. We are currently in escrow on home in Fall River to reduce registry bills. I can get into more detail in closed session.
6. I'm currently working with department managers on budgets and hope to have an overall budget for approval in June.
7. Below is our payments by Health Insurance Plan. Over 66 percent of our patient payments are from Medicare and Medi-Cal.

Plan	Total Payments YTD	%
Partnership	\$ 5,840,521.51	34.9%
Medicare	\$ 4,528,925.09	27.1%
Blue Cross	\$ 1,389,951.94	8.3%
Self Pay	\$ 1,133,094.02	6.8%
Blue Shield	\$ 817,701.35	4.9%
Medi-Cal	\$ 617,201.50	3.7%
AARP	\$ 269,044.78	1.6%
Private Pay LTC	\$ 246,354.31	1.5%
Blue Cross SP	\$ 200,254.64	1.2%
United Healthcare	\$ 141,827.80	0.8%
Sun Life Financial	\$ 140,276.28	0.8%
BC BS FEP	\$ 134,755.47	0.8%
United Healthcare HMO	\$ 85,216.15	0.5%
Kaiser Permanente Nor Cal	\$ 83,299.09	0.5%
Private Pay	\$ 74,277.28	0.4%
VA	\$ 66,697.69	0.4%
Independence Administrators	\$ 65,437.00	0.4%
United AG Blue Shield	\$ 60,122.33	0.4%
All Other Plans	\$ 832,258.62	5.0%



**MAYERS MEMORIAL HOSPITAL**

Statistical Data

Fiscal Year Ending JUNE 30, 2018

COMPARISON TO ACTUAL

2018		2018				FYE 2018	FYE 2017		
APRIL	MARCH			YTD	YTD			% Increase or Decrease	
Actual	Actual	Variance		Actual	Actual	Variance			
<b>VOLUME:</b>									
<b>DISCHARGES</b>									
25	28	(3)	Acute	189	240	(51)		-21.31%	
7	7	0	Swing Bed	88	90	(2)		-2.21%	
3	3	0	Skilled Nursing Care (DISCHG)	51	56	(5)		-8.91%	
2	0	2	Observations	10	4	6		150.02%	
<b>PATIENT DAYS</b>									
71	88	(17)	Acute	627	766	(139)		-18.11%	
60	82	(22)	Swing Bed	1191	1,081	110		10.22%	
2499	2395	104	Skilled Nursing Care	23012	22,870	142		.62%	
<b>LENGTH OF STAY</b>									
2.84	3.14	(0)	Acute	3.32	3.19	0		4.02%	
8.57	11.71	(3)	Swing Bed	13.53	12.01	2		12.72%	
<b>AVERAGE DAILY CENSUS</b>									
2.37	2.84	(0)	Acute	2.06	2.52	(0)		-18.21%	
2.00	2.65	(1)	Swing Bed	3.92	3.56	0		10.02%	
83.30	77.26	6	Skilled Nursing Care	75.70	75.23	0		.62%	
<b>ANCILLARY SERVICES</b>									
1	3	(2)	Surgery Inpatient Visits	13	22	(9)		-40.91%	
20	15	5	Surgery OP/ procedure visits	192	220	(28)		-12.71%	
350	374	(24)	Emergency Room Visits	3491	3,328	163		4.92%	
121	118	3	Outpatient Services Procedures	1325	1,245	80		6.42%	
800	805	(5)	Laboratory Visits	7997	8,077	(80)		-1.01%	
392	445	(53)	Radiology Procedures	4101	4,086	15		.42%	
69	110	(41)	Hospice Patient Days	1040	716	324		45.32%	
217	232	(15)	Physical Therapy visits	2756	2,694	62		2.32%	
304	276	28	Cardiac Rehab	2284	2,416	(132)		-5.51%	
13	31	(18)	Telemedicine visits	126	0	126		#DIV/0!	
26	23	3	Admissions from ER	195	201	(6)		-3.01%	
10	6	4	Transfers from ER	103	92	11		12.02%	
<b>PRODUCTIVITY:</b>									
Productive FTE's									
14.46	16.03		Nursing - Acute	16.79	16.28				
51.23	54.40		Long Term Care	53.05	55.67				
32.35	33.10		Ancillary	34.59	41.25				
87.63	80.66		Service	76.83	74.95				
185.67	184.19		Total Productive	181.26	188.15				
20.51	19.40		Non-Productive FTE's	21.45	22.15				
206.18	203.59		Paid FTE's	202.71	210.30				
<b>PRODUCTIVE FTE PER ADJUSTED OCCUPIED BED</b>									
2.60	2.61			2.58	2.80				

## MAYERS MEMORIAL HOSPITAL

Statement of Revenue and Expenses

Fiscal Year Ending JUNE 30, 2018

COMPARISON TO ACTUAL

2018 APRIL ACTUAL	2017 APRIL ACTUAL	Variance		FYE 2018 YTD ACTUAL	FYE 2017 YTD ACTUAL	Variance	Increase Decrease %
412,903	506,844	(93,942)	<b>PATIENT REVENUE</b>	4,589,536	4,444,738	144,797	3.32%
801,295	658,101	143,194	Acute	7,254,733	7,023,043	231,690	3.32%
			Skilled Nursing				
			Inpatient Ancillary				
207,466	276,104	(68,638)	Acute	1,917,988	2,717,359	(799,372)	-29.41%
1,609	5,786	(4,177)	Skilled Nursing	14,536	65,090	(50,554)	
1,423,272	1,446,836	(23,563)	Total Inpatient Revenue	13,776,792	14,250,231	(473,439)	-3.31%
1,742,297	1,673,029	69,268	Total Outpatient Revenue	17,242,693	16,445,180	797,513	4.82%
3,165,569	3,119,865	45,705	<b>Total Patient Revenue</b>	31,019,485	30,695,411	324,074	1.12%
			<b>DEDUCTIONS FROM REVENUE</b>				
845,762	1,047,323	201,561	Contractuals - Care/Cal	7,011,764	7,882,611	870,848	
118,109	111,281	(6,828)	Contractuals - PPO	1,209,656	1,080,508	(129,148)	
0	1,984	1,984	Charity and Write Offs	101,033	44,437	(56,596)	
13,659	134,601	120,941	Admin Adjmts/Emp Discounts	508,245	592,443	84,198	
11,183	20,893	9,711	Provision for Bad Debts	551,861	787,934	236,073	
988,713	1,316,083	327,370	<b>Total Deductions</b>	9,382,559	10,387,933	1,005,375	
62,313	41,437	20,876	Other Operating Revenues	409,160	297,940	111,220	
2,239,169	1,845,219	393,950	<b>Net Revenue</b>	22,046,087	20,605,418	1,440,669	
			<b>OPERATING EXPENSES</b>				
719,455	800,984	81,530	Productive Salaries	7,466,537	7,675,626	209,089	2.72%
78,658	106,967	28,309	Non-Productive Salaries	968,906	1,003,955	35,050	3.52%
244,420	261,458	17,039	Employee Benefits	2,477,712	2,229,236	(248,476)	-11.11%
285,535	232,080	(53,456)	Supplies	2,020,459	1,947,226	(73,232)	-3.81%
151,961	125,002	(26,959)	Professional Fees	1,524,747	1,446,342	(78,406)	-5.41%
38,460	5,067	(33,393)	Acute/Swing Purchased Serv	217,749	59,632	(158,117)	-265.21%
124,336	62,772	(61,564)	SNF Purchased Serv	1,131,615	643,696	(487,919)	-75.81%
178,708	128,384	(50,324)	Other Purchased Services	1,434,306	1,309,331	(124,975)	-9.51%
36,770	26,246	(10,524)	Repairs	402,300	314,860	(87,440)	-27.81%
38,993	36,153	(2,840)	Utilities	413,112	418,647	5,534	1.32%
17,297	18,246	949	Insurance	187,295	177,457	(9,838)	-5.51%
56,429	45,222	(11,206)	Other	563,862	417,207	(146,655)	-35.21%
108,058	114,743	6,685	Depreciation	1,059,469	1,130,597	71,128	6.32%
0	0	0	Bond Repayment Insurance	0	0	0	
19,510	28,980	9,471	Bond Repayment Interest	278,303	305,202	26,900	8.82%
837	5,038	4,202	Interest	18,227	40,419	22,192	54.92%
6,358	6,813	455	Rental - Lease	83,084	113,197	30,113	26.62%
2,105,782	2,004,155	(101,627)	<b>Total Operating Expense</b>	20,247,680	19,232,629	(1,015,052)	-5.31%
133,387	(158,936)	292,323	<b>Income From Operations</b>	1,798,407	1,372,789	425,617	
			<b>NON-OPERATING REVENUE AND EXPENSE</b>				
160,153	189,614	(29,461)	Non-Operating Revenue	1,824,390	1,799,220	25,170	
0	0	0	Interest Income	0	74	(74)	
7,418	7,418	0	Non-Operating Expense	74,176	74,176	0	
152,735	182,196	(29,461)	<b>Total Non-Operating</b>	1,750,214	1,725,118	25,096	
286,122	23,260	262,862	<b>NET INCOME</b>	3,548,621	3,097,908	450,713	

	<b>APRIL 2018</b>	<b>MARCH 2018</b>
<b>CURRENT ASSETS</b>		
Cash (General/Payroll/Petty Cash)	70,898	1,067,447
Reserve Cash (unrestricted)	4,485,172	4,010,172
Reserve Cash (restricted) - USDA Debt Serv / Construction	720,955	720,955
Accounts Receivable	6,077,403	6,005,458
County Treasury receivable	162,654	98,658
Less: Reserve for Uncollectibles	(665,978)	(652,069)
Reserve for Medicare/Medi-Cal	(1,493,184)	(1,564,202)
Inventories	368,522	368,355
Accounts Receivable - Other	3,910,585	3,393,210
Accts Recvble - Construction Donations - Current	1,353,296	1,353,296
Prepaid Expenses	359,042	293,705
Medicare/Medi-Cal Settlement	2,298,333	2,184,033
<b>TOTAL CURRENT ASSETS</b>	<b>17,647,698</b>	<b>17,279,015</b>
<b>PROPERTY, PLANT AND EQUIPMENT</b>		
Land	753,510	753,510
Building and Fixed Equipment	11,467,558	11,467,558
Equipment	11,594,703	11,501,713
Construction in Progress (other)	630,621	622,274
Hospital expansion	5,444,146	5,429,907
Less: Reserve for Depreciation	(20,291,893)	(20,183,834)
<b>TOTAL PROPERTY, PLANT AND EQUIPMENT</b>	<b>9,598,646</b>	<b>9,591,128</b>
<b>OTHER ASSETS (includes 2007 Bond / AP Bond / G.O. BOND)</b>		
Bond Indenture agreement - held by trustee	432,337	391,755
Bond Reserve Funds held by trustee	492,419	491,825
Other Receivable-Fund Raising Long Term	1,318,060	1,318,060
Unamortized Bond Issue Cost	(27,187)	(24,468)
Unamortized Bond Discount	(4,793)	(5,113)
Unamortized Cost of Bond Defeasance	10,356	15,375
AP Bond - issue / discount / cost	(0)	(0)
G.O. Bond - issue / discount / cost	(324,363)	(324,363)
<b>TOTAL OTHER ASSETS</b>	<b>1,896,829</b>	<b>1,863,071</b>
<b>TOTAL ASSETS</b>	<b>29,143,173</b>	<b>28,733,214</b>
<b>CURRENT LIABILITIES</b>		
Accounts Payable	433,772	509,254
Accrued Payroll	291,558	284,854
Accrued Payroll Taxes	(234)	10,114
Accrued Vacation & Holiday	493,848	488,636
Accrued Health Insurance	34,522	34,511
Accrued Interest	(61,390)	(81,958)
E.H.R. contingency/deferred revenue	140,020	171,206
CHAFFA	0	12,284
PRIME PLAN	627,800	465,000
HQAF	632,927	632,927
IGT (TRAD/PHP)	698,331	698,331
Current Portion of Long Term Debt (2007 Bond)	455,000	455,000
Current Portion of Medicare/Medi-Cal Settlement	0	0
<b>TOTAL CURRENT LIABILITIES</b>	<b>3,746,153</b>	<b>3,680,159</b>
<b>LONG-TERM DEBT</b>		
Revenue Bonds (2007 Bond / AP Bond / G.O. Bond)		
2007 Revenue Bond	390,000	390,000
G.O. Bond	1,270,743	1,270,743
Construction Donations - deferred revenue	2,671,356	2,671,356
Capital Leases / Settlement pymt		
Leases	65,557	65,557
GO BOND SERIES B & REFUNDING	6,969,541	6,950,070
<b>TOTAL LONG-TERM DEBT</b>	<b>11,367,197</b>	<b>11,347,726</b>
<b>FUND EQUITY</b>	<b>14,029,822</b>	<b>13,705,329</b>
<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b>29,143,173</b>	<b>28,733,214</b>
<b>CURRENT RATIO:</b>	<b>4.89</b>	<b>4.92</b>



**MAYERS MEMORIAL HOSPITAL**  
**SUMMARY OF SERVICES - DEPOSITS - REFUNDS**  
 - Fiscal Year 2018

DATE:	REVENUE / SERVICES	AVERAGE			RESERVE DEPOSITS	MISC. PAYMENTS	MISC. PYMTS PT RELATED	PATIENT PAYMENTS	ADJUSTMENTS & WRITE-OFFS	REFUNDS
		DAILY REVENUE	TOTAL DEPOSITS	TOTAL DEPOSITS						
July 31, 2017	2,836,868.36	91,511.88	1,546,588.48	0.00	51,004.54	25,055.00	1,470,528.94	909,011.11	7,568.24	
August 31, 2017	3,171,196.46	102,296.66	1,838,495.44	0.00	45,865.64	0.00	1,792,629.80	1,520,008.53	5,467.39	
September 30, 2017	3,137,672.03	104,589.07	1,628,967.48	0.00	24,861.80	0.00	1,604,105.68	1,253,719.92	5,586.50	
October 31, 2017	3,319,405.12	107,077.58	5,315,451.34	0.00	4,126.26	3,395,779.60	1,915,545.48	1,671,977.96	10,337.12	
November 30, 2017	3,193,431.01	106,447.70	1,979,360.32	0.00	44,618.76	0.00	1,934,741.56	1,126,454.45	27,076.87	
December 31, 2017	2,769,585.44	89,341.47	2,689,483.52	0.00	109,523.39	750,000.00	1,829,960.13	1,358,873.74	11,018.43	
January 30, 2018	3,319,941.97	107,094.90	2,561,209.47	0.00	413,324.05	132,398.00	2,015,487.42	1,399,286.22	7,163.37	
February 28, 2018	2,894,042.87	103,358.67	1,809,184.12	0.00	434,698.31	0.00	1,374,485.81	1,207,220.96	21,938.88	
March 31, 2018	3,047,825.03	98,316.94	2,563,741.29	0.00	31,447.39	787,154.46	1,745,139.44	1,349,387.64	4,977.11	
April 30, 2018	3,141,580.30	104,719.34	1,830,987.79	0.00	150.30	15,726.00	1,815,111.49	1,347,404.43	4,040.48	
May 31, 2018	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
June 30, 2018	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
<b>YTD TOTAL</b>	<b>30,831,548.59</b>	<b>101,475.42</b>	<b>23,763,469.25</b>	<b>0.00</b>	<b>1,159,620.44</b>	<b>5,106,113.06</b>	<b>17,497,735.75</b>	<b>13,143,344.96</b>	<b>105,174.39</b>	

	ACCOUNTS RECEIVABLE AGING					
	APRIL \$ OUTSTANDING	APRIL DAYS OUT	MAR DAYS OUT	FEB DAYS OUT		
MEDICARE	1,811,093.34	42.15	43.18	50.92		
MEDI - CAL	2,220,771.47	56.40	54.71	54.62		
THIRD PARTY	1,194,491.77	66.98	67.22	58.19		
PRIVATE	878,128.18	467.77	307.57	369.57		
<b>LTC ONLY (INCLUDE)</b>	<b>1,904,558.03</b>	<b>80.02</b>	<b>78.43</b>	<b>71.47</b>		
<b>OVERALL</b>	<b>6,104,484.76</b>	<b>59.81</b>	<b>58.62</b>	<b>60.31</b>		

	PAYOR MIX - YTD % OF REVENUE				3 MONTH AVERAGE
	APRIL	MAR	FEB		
MEDICARE	41.36%	38.65%	46.55%		42.19%
MEDI - CAL	39.85%	41.00%	34.66%		38.50%
THIRD PARTY	18.76%	16.25%	17.37%		17.46%
PRIVATE	0.03%	4.10%	1.42%		1.85%



**MAYERS MEMORIAL HOSPITAL  
2017-2018 OPERATING ACTUAL**

YEAR TO DATE  
04/30/2018  
ACTUAL ACTUAL

	July-17	AUG	SEPT	OCT	NOV	DEC	Jan-18	FEB	MAR	APR	MAY	JUN	04/30/2017 ACTUAL
<b>Operating Revenue:</b>													
Routine	294,963	457,955	454,120	494,251	559,625	444,468	553,778	526,757	390,718	412,903	0	0	4,589,536
Acute	736,026	717,965	750,455	733,366	717,729	723,771	694,221	606,982	772,924	801,295	0	0	7,254,733
SNF													0
Ancillary	119,931	245,848	200,888	208,207	217,627	162,164	189,742	174,714	191,401	207,466	0	0	1,917,988
Acute	1,690	4,681	4,077	0	0	0	486	0	0	1,609	0	0	14,536
SNF	1,700,914	1,759,559	1,746,239	1,903,024	1,720,625	1,453,378	1,903,671	1,602,038	1,710,949	1,742,297	0	0	17,242,693
Outpatient	2,853,523	3,186,008	3,155,779	3,338,847	3,215,605	2,783,781	3,341,897	2,910,491	3,067,985	3,165,569	0	0	31,019,485
													30,695,411
													0
													0
													0
<b>Less Deductions:</b>													
Contractuals - Care/Cal	693,704	831,328	1,014,479	(54,668)	873,431	695,895	920,833	822,336	368,663	845,762	0	0	7,011,764
Contractuals - PPO	99,427	146,799	77,030	154,269	107,440	106,134	187,314	96,686	116,449	118,109	0	0	1,209,656
Charity Care & Write off	40	0	0	(117)	25,649	0	19,503	20,836	35,122	0	0	0	101,033
Other Contractual write offs	9,121	16,095	74,531	120,101	123,660	59,174	29,908	34,524	27,473	13,659	0	0	508,245
Provision For Bad Debts	63,371	59,801	7,520	(36,167)	(3,578)	60,023	(36,728)	37,762	386,674	11,183	0	0	551,861
Total Deductions	865,662	1,054,022	1,173,561	183,417	1,126,602	921,226	1,120,830	1,012,143	936,382	988,713	0	0	9,382,559
													0
<b>Other Revenue</b>	27,952	27,863	34,158	51,934	42,194	36,885	38,559	65,665	21,636	62,313	0	0	409,160
<b>Net Revenue</b>	2,015,812	2,159,850	2,016,376	3,207,364	2,131,198	1,899,440	2,259,626	1,964,013	2,153,239	2,239,169	0	0	22,046,087
													20,605,418
													0
													0
<b>Operating Expenses:</b>													
Salaries - Productive	749,823	779,700	728,147	787,974	685,157	782,979	726,007	729,453	777,843	719,455	0	0	7,466,537
Salaries - Non-productive	95,062	78,043	130,366	88,427	97,619	75,982	110,104	83,014	131,631	78,658	0	0	968,906
Employee Benefits	251,828	229,017	249,583	231,600	229,467	246,107	284,987	241,435	269,267	244,420	0	0	2,477,712
Supplies	157,107	253,835	189,340	191,069	213,498	224,093	57,306	201,881	246,795	285,535	0	0	2,020,459
Professional Fees	199,261	140,839	121,683	137,279	199,812	136,032	140,424	149,235	148,220	151,961	0	0	1,524,747
Acute/Swing/OB Purchased Serv	5,625	6,512	4,500	4,426	28,154	13,990	22,181	56,696	37,205	38,460	0	0	217,749
SNF Purchased Services	96,618	136,637	117,212	114,748	115,893	105,672	116,949	86,888	116,661	124,336	0	0	1,131,615
Other Purchased Services	111,029	179,190	146,781	115,843	137,518	124,103	187,297	113,322	136,515	178,708	0	0	1,434,306
Repairs & Maintenance	61,832	61,202	70,909	38,510	39,014	(9,511)	62,325	22,247	19,002	36,770	0	0	402,300
Utilities	46,704	51,622	45,406	38,223	34,346	38,499	43,746	34,797	40,777	38,983	0	0	413,112
Insurance	14,838	22,630	17,169	17,297	17,297	17,297	17,297	17,297	29,006	17,297	0	0	187,295
Other Expense	33,642	34,509	45,929	39,598	40,498	43,533	141,213	50,063	76,449	56,429	0	0	563,862
Depreciation	103,249	105,387	106,100	106,244	106,244	106,313	105,958	105,958	105,958	108,058	0	0	1,059,469
Bond Repayment Insurance	0	0	0	0	0	0	0	0	0	0	0	0	0
Bond Repayment Interest	27,690	26,947	85,470	19,661	19,609	19,999	19,865	19,761	19,792	19,510	0	0	278,303
Interest	1,680	2,786	1,418	1,587	2,304	957	2,236	2,444	1,978	837	0	0	18,227
Rent/Lease Equipment	5,199	10,647	2,935	11,399	11,399	1,929	10,466	17,104	12,123	6,358	0	0	83,084
Total Operating Expense	1,961,186	2,119,502	2,064,948	1,937,282	1,977,829	1,927,974	2,048,361	1,931,593	2,173,222	2,105,782	0	0	20,247,680
													19,232,629
<b>Net Operating Rev over Expense</b>	54,626	40,348	(48,572)	1,270,082	153,369	(28,534)	211,265	32,420	(19,983)	133,387	0	0	1,798,407
													1,372,789
													0
													0
<b>Non-Operating Revenue:</b>													
Non-operating Revenue	160,064	197,463	160,064	162,564	206,975	244,597	210,180	165,064	157,264	160,153	0	0	1,824,390
Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0
Other non-operating Expense	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	0	0	74,176
Total Non-Operating Revenue	152,647	190,045	152,647	155,147	199,558	237,179	202,762	157,647	149,847	152,735	0	0	1,750,214
													1,725,118
<b>Net Revenue over Expense</b>	207,273	230,393	104,075	1,425,229	352,926	208,645	414,027	190,067	129,864	286,122	0	0	3,548,621
													3,097,908
<b>DAYS CASH ON HAND (MTD)</b>	74.93	53.39	42.80	106.52	102.60	110.76	97.42	85.07	76.14	68.42	#DIV/0!	#DIV/0!	YTD
<b>AVERAGE YTD</b>	74.93	64.16	57.04	69.41	76.05	81.83	84.06	90.86	83.29	81.81	#DIV/0!	#DIV/0!	0.00

**MAYERS MEMORIAL HOSPITAL  
2016-2017 OPERATING ACTUAL**

	<u>July-16</u>	<u>AUG</u>	<u>SEPT</u>	<u>OCT</u>	<u>NOV</u>	<u>DEC</u>	<u>Jan-17</u>	<u>FEB</u>	<u>MAR</u>	<u>APR</u>	<u>MAY</u>	<u>JUN</u>	<u>TOTAL</u>	<u>06/30/2017</u>
<b>Operating Revenue:</b>														
Routine														
Acute	405,133	517,477	316,395	404,141	470,275	477,924	604,838	428,369	313,343	506,844	404,362	301,535	5,150,636	4,444,738
SNF	763,719	756,179	718,360	740,180	728,052	708,408	632,388	653,687	662,969	658,101	709,946	699,774	8,432,763	7,023,043
Ancillary														
Acute	219,129	346,598	373,670	259,379	261,639	225,164	347,641	228,421	179,615	276,104	254,851	175,959	3,148,069	2,717,359
Acute	5,425	6,298	6,979	2,891	5,451	10,187	2,535	6,827	12,712	5,786	5,288	4,188	74,566	65,090
SNF	1,287,615	2,060,994	1,597,685	1,493,017	1,469,375	1,701,634	1,557,413	1,693,832	1,911,586	1,673,029	1,686,344	1,610,910	19,742,434	16,445,180
Outpatient	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	2,792,266	36,548,468	30,695,411
Less Deductions:														
Contractuals - Care/Cal	745,681	989,200	1,012,799	536,850	782,630	954,695	333,629	627,928	851,876	1,047,323	721,166	1,216,140	9,819,938	7,882,611
Contractuals - PPO	81,962	68,102	144,118	108,885	114,790	83,638	93,296	166,850	107,586	111,281	127,254	91,514	1,299,276	1,080,508
Charity Care & Write off	0	75	7,994	6,173	0	14,460	11,104	2,646	0	1,984	4,982	21,027	70,445	44,437
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	137,690	857,955	592,443
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	7,190	846,941	787,934
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	1,473,561	12,894,555	10,387,933
Other Revenue	38,805	13,989	8,610	21,912	31,250	52,231	4,297	53,780	31,630	41,437	118,781	27,441	444,161	297,940
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	1,346,146	24,098,075	20,605,418
<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	738,595	9,209,031	7,675,626
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	93,108	1,173,820	1,093,955
Employee Benefits	225,346	187,209	251,213	242,180	212,094	215,877	214,263	239,835	179,761	261,458	227,817	222,861	2,679,914	2,229,236
Supplies	170,995	206,551	200,185	194,479	206,212	185,644	200,374	114,264	236,441	232,080	142,495	260,889	2,350,610	1,947,226
Professional Fees	186,592	140,521	155,728	154,797	140,201	138,705	137,012	141,323	126,459	125,002	135,760	103,202	1,685,303	1,446,342
Acute/Swing/DB Purchased Serv	15,117	4,264	4,999	4,855	3,942	3,665	5,220	9,066	3,437	5,067	43,457	10,059	113,147	59,632
SNF Purchased Services	56,787	31,251	109,687	82,417	80,546	86,536	50,222	41,104	42,363	62,772	76,197	89,147	809,039	643,696
Other Purchased Services	200,331	116,882	110,615	137,333	104,482	76,108	139,137	164,986	131,072	128,384	124,767	151,481	1,585,578	1,309,331
Repairs & Maintenance	25,838	33,555	31,083	31,196	63,116	18,495	29,682	39,150	16,499	26,246	34,803	37,894	314,860	314,860
Utilities	50,703	45,853	43,708	41,078	36,244	44,859	46,052	38,140	35,857	36,153	38,562	38,041	495,249	418,647
Insurance	30,934	5,559	18,246	18,188	18,304	18,246	18,246	18,246	13,243	18,246	18,246	18,246	213,949	177,457
Other Expense	45,280	28,532	48,901	34,801	46,167	42,785	43,266	55,205	26,046	45,222	45,448	78,584	541,239	417,207
Depreciation	108,490	108,096	108,802	109,349	109,349	109,220	109,796	126,500	126,251	114,743	103,622	103,723	1,337,941	1,130,597
Bond Repayment Insurance	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bond Repayment Interest	29,626	28,615	40,776	29,584	29,569	29,486	29,423	29,068	29,076	28,980	3,443	52,621	361,266	305,202
Interest	9,075	9,104	(8,929)	5,596	5,091	5,037	4,809	571	5,007	5,038	4,614	4,515	49,549	40,419
Rent/Lease Equipment	4,302	23,333	15,104	12,826	4,596	10,160	7,629	(10,568)	39,002	6,813	1,604	12,872	127,673	113,197
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	2,015,837	23,120,666	19,232,629
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	(669,691)	977,409	1,372,789
<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	436,985	2,364,633	1,799,220
Interest Income	37	37	0	0	0	0	0	0	0	0	0	0	74	74
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	89,011	74,176
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	429,567	2,275,696	1,725,118
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	(240,124)	3,253,105	3,097,908
YTD	(72,701)	703,323	649,317	1,082,628	1,373,452	1,554,307	2,374,589	2,800,953	3,074,648	3,097,908	3,483,229	3,253,105	3,253,105	3,097,908

MAYERS MEMORIAL HOSPITAL DISTRICT  
 FINANCIAL SNAPSHOT  
 MONTH ENDED APRIL 30, 2018

FISCAL 2018

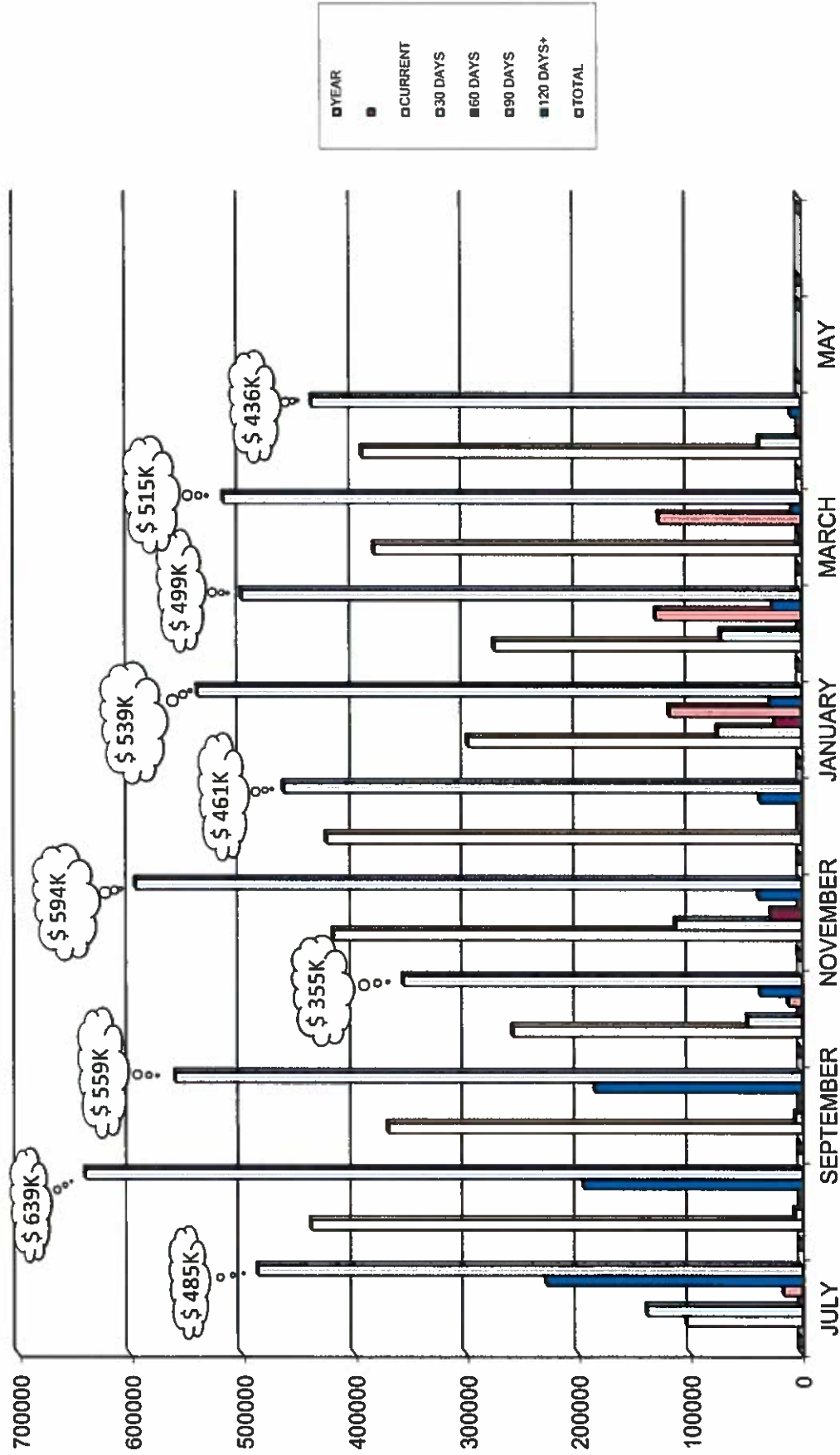
FINANCIAL DATA ACROSS ENTIRE ENTERPRISE  
 ACTUAL YTD      ACTUAL YTD

	APRIL 18	APRIL 17	Variance\$\$	Variance %
Inpatient Revenue				
Acute/OB/Swing	\$ 4,589,536	\$ 4,444,738	144,797.33	3%
SNF	\$ 7,254,733	\$ 7,023,043	231,689.74	3%
Inpatient Ancillary Revenue				
Acute/OB/Swing	1,917,988	2,717,359	(799,371.66)	-29%
SNF	14,536	65,090	(50,554.34)	-78%
Outpatient Revenue	17,242,693	16,445,180	797,513.12	5%
Total Gross Revenue	\$ 31,019,485	\$ 30,695,411	324,074.19	1%

ACTUAL YTD      ACTUAL YTD

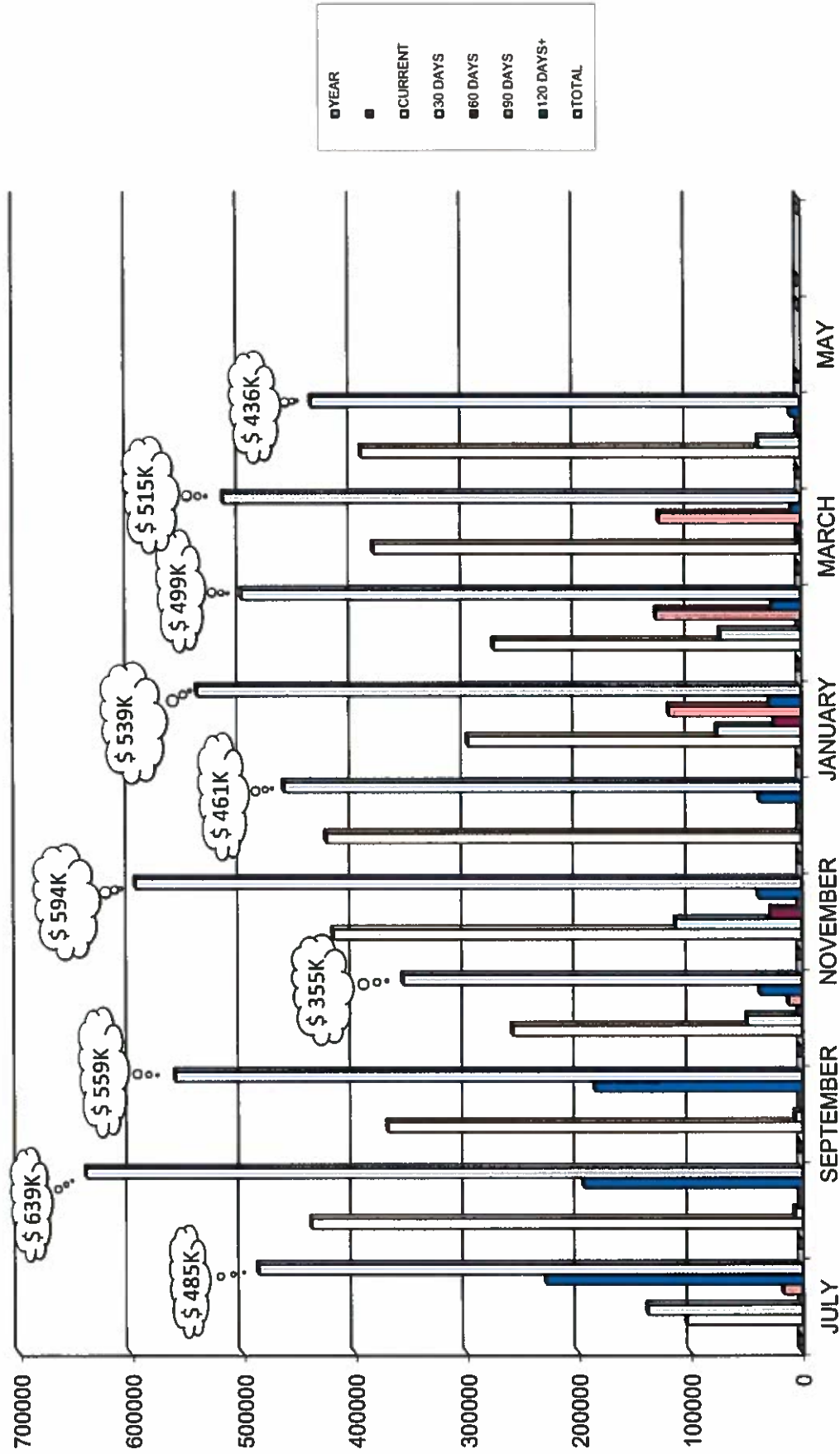
	APRIL 18	APRIL 17	Variance	Variance %
Statistics				
Patient Days	24830	24717	113	0.5%
Outpatient Services	1,325	1245	80	6%
Labs	7,997	8077	(80)	-1%
Imaging	4,101	4086	15	0%
Hospice	1,040	716	324	45%
PT	2756	2694	62	2%

# ACCOUNTS PAYABLE

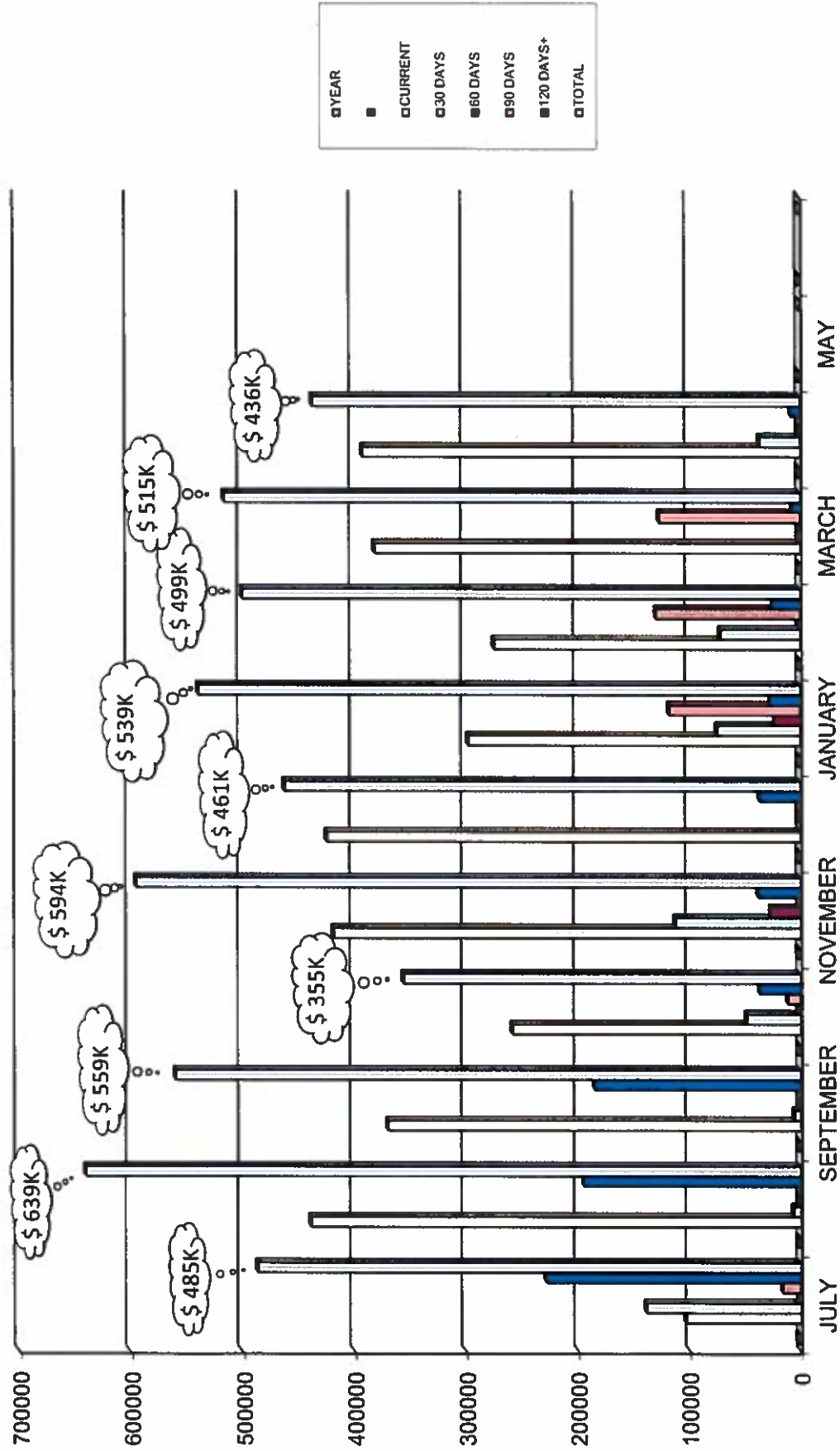




# ACCOUNTS PAYABLE

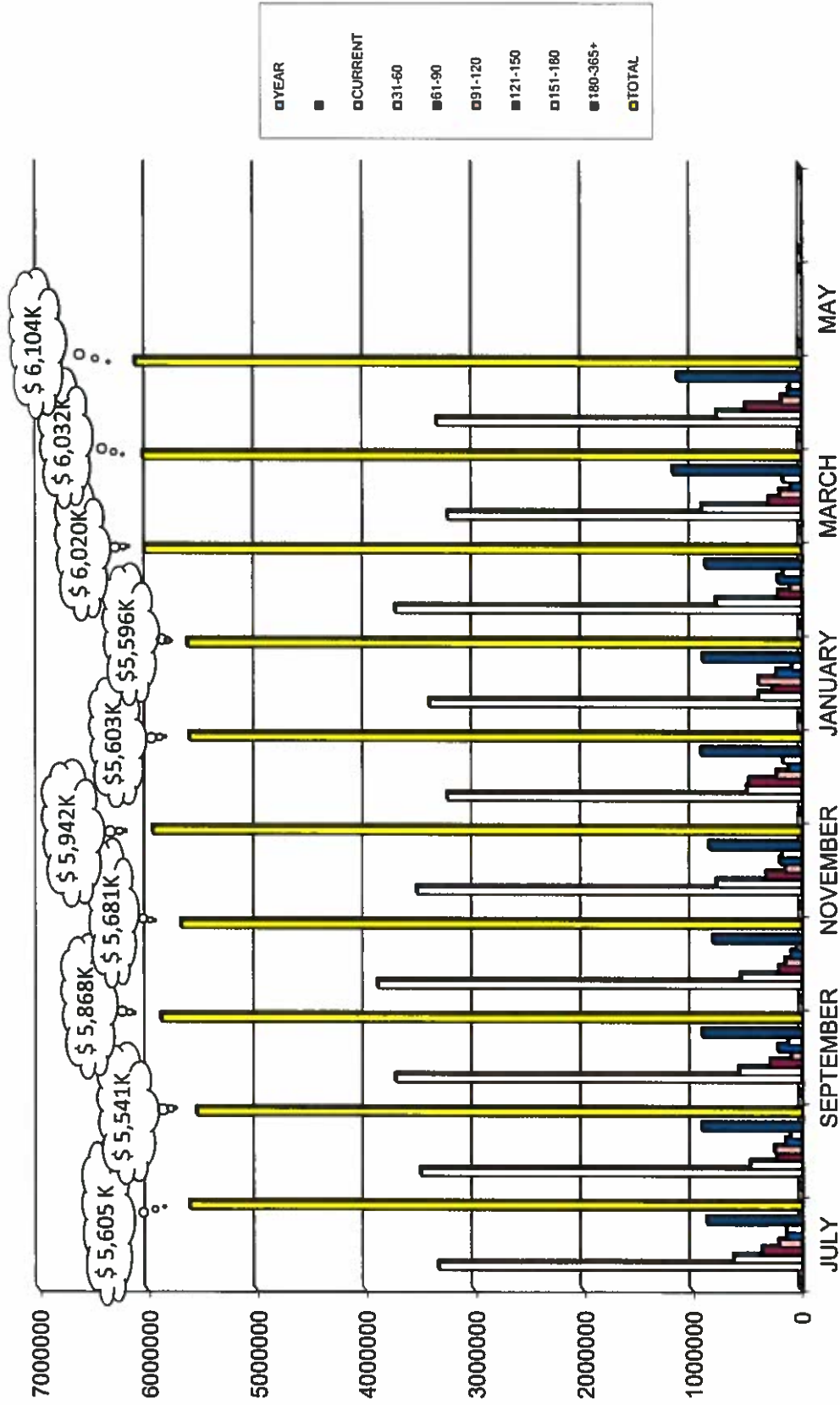


# ACCOUNTS PAYABLE





# ACCOUNTS RECEIVABLE



**ACCOUNTS RECEIVABLE**

<u>MONTH</u>	<u>YEAR</u>	<u>CURRENT</u>	<u>31-60</u>	<u>61-90</u>	<u>91-120</u>	<u>121-150</u>	<u>151-180</u>	<u>180-365+</u>	<u>TOTAL</u>
JULY	2017	3,321,560.72	616,495.49	352,261.32	198,260.98	126,718.65	129,986.30	859,622.31	5,604,905.77
AUGUST	2017	3,486,290.52	462,742.97	217,713.12	238,242.09	134,538.03	93,559.85	908,189.48	5,541,276.06
SEPTEMBER	2017	3,716,851.80	565,468.07	276,424.07	85,904.90	206,053.51	115,235.10	902,467.72	5,868,405.17
OCTOBER	2017	3,878,268.98	550,399.54	195,477.77	139,291.21	80,924.84	33,499.41	803,608.22	5,681,469.97
NOVEMBER	2017	3,518,916.39	769,343.28	316,276.66	140,353.74	186,633.17	170,819.77	839,415.05	5,941,758.06
DECEMBER	2017	3,243,622.20	491,547.71	469,975.10	219,750.34	104,887.94	161,691.51	912,227.53	5,603,702.33
JANUARY	2018	3,402,996.47	385,392.95	253,295.16	385,640.47	218,687.99	79,615.31	897,710.52	5,623,338.87
FEBRUARY	2018	3,715,116.87	772,921.84	202,819.00	94,892.13	207,117.75	158,174.02	869,167.26	6,020,208.87
MARCH	2018	3,239,105.68	905,622.30	287,808.80	189,041.71	81,693.92	159,313.58	1,169,470.07	6,032,056.06
APRIL	2018	3,334,206.33	763,993.97	501,326.76	173,576.75	109,146.02	94,370.39	1,127,864.54	6,104,484.76
MAY	2018								0.00
JUNE	2018								0.00

**ACCOUNTS PAYABLE (includes accrued payables)**

<u>MONTH</u>	<u>YEAR</u>	<u>CURRENT</u>	<u>30 DAYS</u>	<u>60 DAYS</u>	<u>90 DAYS</u>	<u>120 DAYS+</u>	<u>TOTAL</u>
JULY	2017	103,160.11	138,310.99	27.87	15,750.00	228,263.69	485,512.66
AUGUST	2017	437,957.64	5,833.74	530.00	514.50	194,559.18	639,395.06
SEPTEMBER	2017	369,351.58	5,167.09	0.00	0.00	184,406.75	558,925.42
OCTOBER	2017	257,922.22	48,175.37	2,175.46	10,847.34	36,407.52	355,527.91
NOVEMBER	2017	417,741.16	112,315.79	26,262.80	0.00	37,580.32	593,900.07
DECEMBER	2017	423,599.83	195.55	1,022.44	475.80	36,340.32	461,633.94
JANUARY	2018	297,149.27	74,491.88	22,534.31	117,567.94	26,848.21	538,591.61
FEBRUARY	2018	273,860.44	71,391.75	310.93	129,227.94	24,169.10	498,960.16
MARCH	2018	380,749.46	1,496.26	0.00	126,316.89	6,340.32	514,902.93
APRIL	2018	391,524.41	36,449.68	509.08	0.00	7,785.19	436,268.36
MAY	2018						0.00
JUNE	2018						0.00

MONTHLY COLLECTIONS - OBLIGATIONS FISCAL YEAR 2018

	2018												average
	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	average
BEGINNING AP BALANCE	491,563.75	485,512.66	639,395.06	558,925.42	355,527.91	593,900.07	461,633.94	538,591.60	498,960.16	514,902.93	0.00	0.00	513,891.35
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
<u>CASH COLLECTIONS</u>													
PATIENT PAYMENTS	1,441,915.58	1,798,338.39	1,557,840.85	1,863,353.57	1,871,150.20	1,795,777.37	1,977,003.96	1,289,972.24	1,725,768.46	1,732,701.22	0.00	0.00	17,053,821.84
COST REPORT SETTLEMENTS	0.00	0.00	0.00	0.00	0.00	0.00	116,497.00	0.00	0.00	0.00	0.00	0.00	116,497.00
DSH (Disproportionate Share)	15,878.00	0.00	0.00	16,259.00	0.00	0.00	15,900.00	0.00	25,055.00	15,726.00	0.00	0.00	88,818.00
OUTPATIENT SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	619,960.00	0.00	0.00	0.00	619,960.00
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
E.H.R. MICAL/MCARE INCENTIVES	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
USDA FUNDING	0.00	0.00	6,577,725.68	0.00	17,467.19	11,278.51	0.00	18,655.50	27,920.25	19,471.87	0.00	0.00	6,672,519.00
PRIME	0.00	0.00	0.00	0.00	0.00	750,000.00	0.00	0.00	0.00	0.00	0.00	0.00	750,000.00
IGT	0.00	0.00	0.00	1,178,883.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,178,883.84
CJP LTC	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
HOARF	9,177.00	0.00	0.00	2,200,636.76	0.00	0.00	0.00	0.00	142,139.46	0.00	0.00	0.00	2,351,953.22
2017 G.O. BOND	0.00	0.00	0.00	0.00	0.00	0.00	0.00	366,071.95	0.00	0.00	0.00	0.00	366,071.95
TAXES	51,004.54	10,215.64	24,861.80	4,126.29	1,233.12	11,391.39	363,208.46	63,626.36	0.00	150.30	0.00	0.00	529,817.90
RENTS	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	0.00	22,320.00
VENDING / CAFETERIA	3,562.05	4,502.52	3,006.44	4,351.11	4,049.86	3,971.67	4,475.59	3,256.05	5,016.43	4,107.83	0.00	0.00	40,299.55
MISC (REBATES/REIMB ETC)	22,819.31	23,206.89	41,026.39	45,608.77	83,227.95	114,832.58	81,892.46	65,370.02	15,649.69	56,598.57	0.00	0.00	550,232.63
TOTAL COLLECTIONS	1,546,588.48	1,838,495.44	8,206,693.16	5,315,451.34	1,979,360.32	2,689,483.52	2,561,209.47	1,809,184.12	2,563,741.29	1,830,987.79	0.00	0.00	30,341,194.93
<u>EXPENSES</u>													
INCOME STATEMENT EXPENSES	1,856,257.47	2,011,328.71	1,957,430.54	1,829,451.00	1,869,280.65	1,820,704.38	1,940,167.00	1,823,190.95	2,065,286.00	1,978,214.00	0.00	0.00	19,151,310.70
ASSET EXPENSES	5,857.00	172,821.38	31,902.00	22,882.00	0.00	0.00	0.00	0.00	0.00	219,993.06	0.00	0.00	453,455.44
CIP EXPENSES	24,460.24	226,686.34	133,591.91	104,236.86	6,730.76	10,775.36	45,881.66	34,139.55	34,738.65	22,586.40	0.00	0.00	643,827.73
IGT EXPENSES / PRIME REPYMT/ HOAF	0.00	0.00	0.00	0.00	0.00	0.00	375,000.00	0.00	1,093,035.00	125,000.00	0.00	0.00	2,542,803.00
USDA EXP (PAYOFF AP & GO BOND,ETC)	0.00	0.00	6,384,249.83	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,384,249.83
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
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
2007 REVENUE BOND	40,146.22	40,146.22	40,146.22	40,146.22	40,146.22	40,117.65	40,117.65	40,117.65	40,117.65	40,117.65	0.00	0.00	401,319.35
MEDICARE/MICAL REPAYMENT PLANS	268,003.05	0.00	0.00	0.00	0.00	0.00	95,610.00	0.00	0.00	0.00	0.00	0.00	363,613.05
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	0.00	0.00	123,147.20
CAPITAL LEASES	2,082.58	2,082.41	2,082.58	2,082.58	2,082.58	2,082.58	2,082.58	2,082.58	2,082.58	0.00	0.00	0.00	18,743.05
PG & E RETROFIT PAYMENT	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
LINE OF CREDIT Prin/Int PaymIs	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
TOTAL EXPENSES	2,209,121.28	3,040,147.78	8,561,717.80	2,011,113.38	1,930,554.93	2,260,994.69	2,511,173.61	1,911,845.45	3,247,574.60	2,398,225.83	0.00	0.00	30,082,469.35
collections less expenses	(662,532.80)	(1,201,652.34)	(355,024.64)	(3,304,337.96)	(48,805.39)	(428,488.83)	(50,035.86)	(102,661.33)	(683,833.31)	(567,238.04)	0.00	0.00	(258,725.58)
ENDING AP BALANCE	485,512.66	639,395.06	558,925.42	355,527.91	593,900.07	461,633.94	538,591.60	498,960.16	514,902.93	436,268.36	0.00	0.00	508,361.81
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