

Chief Executive Officer
Chris Bjornberg



Board of Directors
Jeanne Utterback, President
Tami Vestal-Humphry, Vice President
Beatriz Vasquez, Ph.D., Secretary
Abe Hathaway, Treasurer
Tom Guyn, M.D., Director

Finance Committee
Meeting Agenda
July 27, 2022 at 11:00 AM
Mayers Employee Housing (formerly Clearwater Lodge)
24500 Pit 1 Power House Rd, Fall River Mills

In observance of the Americans with Disabilities Act, please notify us at 530-336-5511, ext 1264 at least 48 hours in advance of the meeting so that we may provide the agenda in alternative formats or make disability-related modifications and accommodations. The District will make every attempt to accommodate your request.

Attendees

Abe Hathaway, Chair, Board Member
Tami Vestal-Humphry, Board Member
Chris Bjornberg, CEO
Travis Lakey, CFO

				Approx. Time Allotted
1	CALL MEETING TO ORDER			
2	CALL FOR REQUEST FROM THE AUDIENCE - PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS			
3	APPROVAL OF MINUTES			
3.2	Regular Meeting –June 29, 2022	<i>Attachment A</i>	Action Item	2 min.
4	FINANCIAL REVIEWS/BUSINESS			
4.1	June 2022 Financials	<i>Attachment B</i>	Action Item	5 min.
4.2	Accounts Payable (AP)/Accounts Receivable (AR)		Action Item	5 min.
5	NEW BUSINESS			
5.1	Patient Trust Account and Employee Relief Accounts changing over to Money Market Accounts		Report	2 min.
6	OLD BUSINESS			
6.1	Mobile Rural Health Clinic	<i>Attachment C</i>	Action Item	5 min.
7	ADMINISTRATIVE REPORT		Report	5 min.
8	OTHER INFORMATION/ANNOUNCEMENTS		Information	
9	ADJOURNMENT: Next Regular Meeting – August 31, 2022 Posted 7/22/2022			

Public records which relate to any of the matters on this agenda (except Closed Session items), and which have been distributed to the members of the Board, are available for public inspection at the office of the Clerk to the Board of Directors, 43563 Highway 299 East, Fall River Mills CA 96028. This document and other Board of Directors documents are available online at www.mayersmemorial.com.

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Mayers Memorial Hospital District

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Board of Directors
Finance Committee
Minutes

June 29, 2022
Burney Boardroom & Microsoft Teams

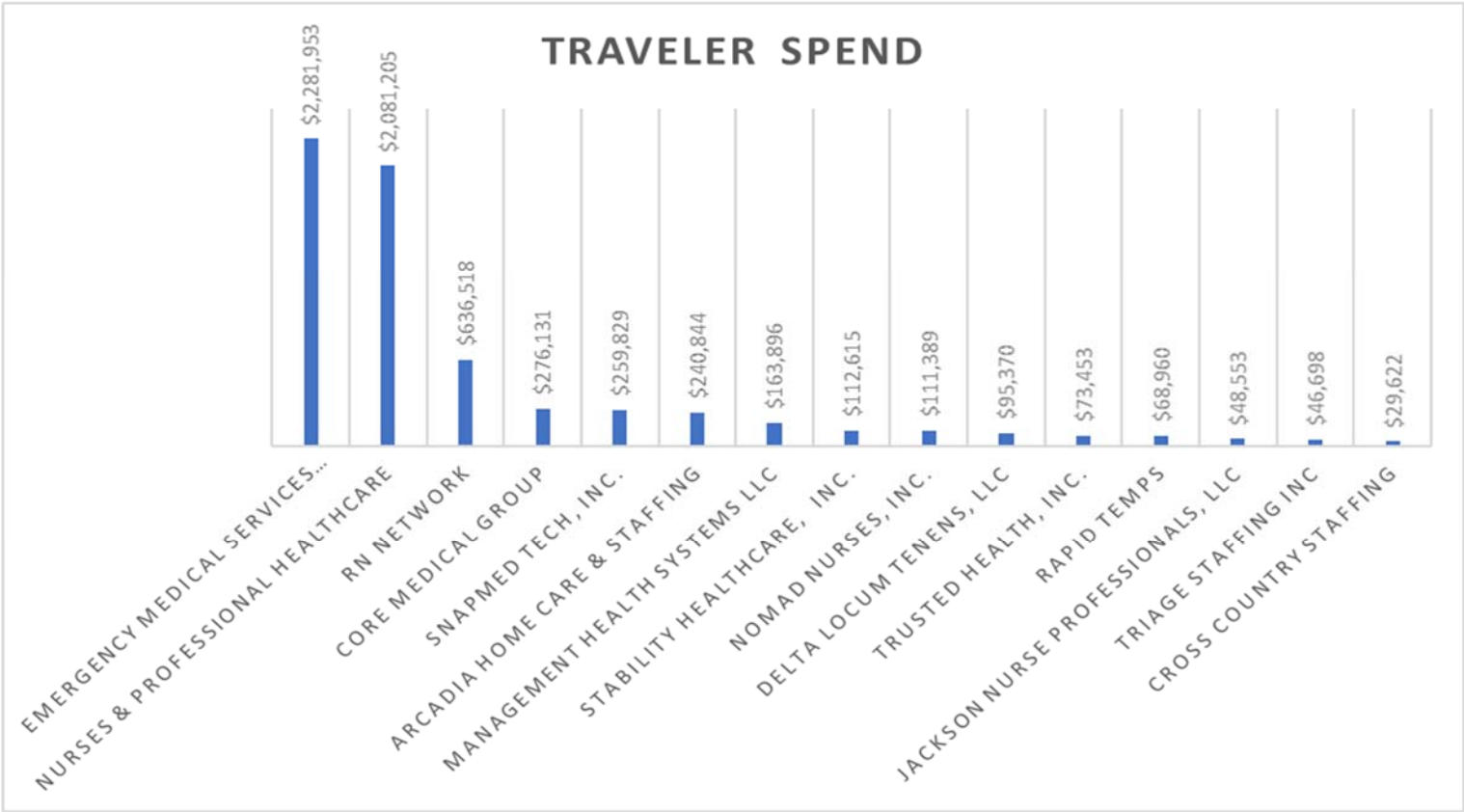
These minutes are not intended to be a verbatim transcription of the proceedings and discussions associated with the business of the board's agenda; rather, what follows is a summary of the order of business and general nature of testimony, deliberations and action taken.

1	CALL MEETING TO ORDER: Abe Hathaway called the meeting to order at 10:34 am on the above date.		
	BOARD MEMBERS PRESENT: Abe Hathaway, Committee Chair Tami Vestal-Humphry, Director ABSENT: Ryan Harris, COO (excused – at FLEX Conference)	STAFF PRESENT: Chris Bjornberg, CEO Travis Lakey, CFO Jessica DeCoito, Board Clerk Lori Gibbons, HIM Danielle Olson, Business Office Amy Parker, Patient Access	
2	CALL FOR REQUEST FROM THE AUDIENCE – PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS - None		
3	APPROVAL OF MINUTES: May 25, 2022 – minutes attached. Motion moved, seconded, and carried.	<i>Humphry, Hathaway</i>	Approved by All
4	DEPARTMENT REPORTS		
	4.1	Patient Access: submitted written report. Still using a paper process for a lot of admitting processes. Due to COVID, we have to continue to use this process to keep our patients protected. We could look into using our tablets with a screen protector and disinfecting after each use.	
	4.2	Business Office: submitted written report. Working through issues with OCHIN/Epic. Had to fix the rate starting on ay 15 th because they didn't have the right rate set – we had to remind them that we were grandfathered in.	
	4.3	HIM: submitted written report. Blood Typing doesn't happen without our OB department. And even if a baby is delivered in the ER, the blood typing is done 8-12 hrs later and the new baby has been transferred to another facility. We are hoping to get a part time position opened and filled to help us with coverage.	
5	FINANCIAL REVIEWS		
	5.1	May 2022 Financials: Lab is up due to COVID tests. PT visits have gone up and Hospice days have jumped tremendously. We have received a pile of invoices that we are reviewing with the timecards (which we keep requesting). This will hit our bottom line, but it will still be in the positive at the end of it all. Retail Pharmacy consultant was onsite Monday. He took a lot of information and will summarize into a report for us. 340B paperwork is done for the hospital pharmacy but some uploading is still being done. Motion moved, seconded and carried to send to full Board for approval.	<i>Humphry, Hathaway</i>
	5.2	Accounts Payable (AP) & Accounts Receivable (AR): AR Days 65, days of cash on hand is 228. Looking better and better each month.	
	5.3	Board Quarterly Finance Review: motion moved, seconded and carried to send to full Board for approval.	<i>Hathaway , Humphry</i>
	5.4	FY 2023 Budget Adoption: hoping for our normal average census for SNF, contractuals will go down in this fiscal year. Motion moved, seconded and carried to send to full Board for approval.	<i>Hathaway , Humphry</i>
6	ADMINISTRATIVE REPORT: a new bereavement policy will be instated in the next fiscal year. Discussions have started taking place to research, plan and revise (possibly) the PTO package. Discussions in departments are taking place with departments providing feedback. A cheat sheet of what's currently provided and what's being proposed is being created. Discussion about the new meeting format took place.		
7	OTHER INFORMATION/ANNOUNCEMENTS: None		
8	ADJOURNMENT – 11:42 am		
	Next Finance Committee Meeting: July 27, 2022		

Finance Notes June FY 22

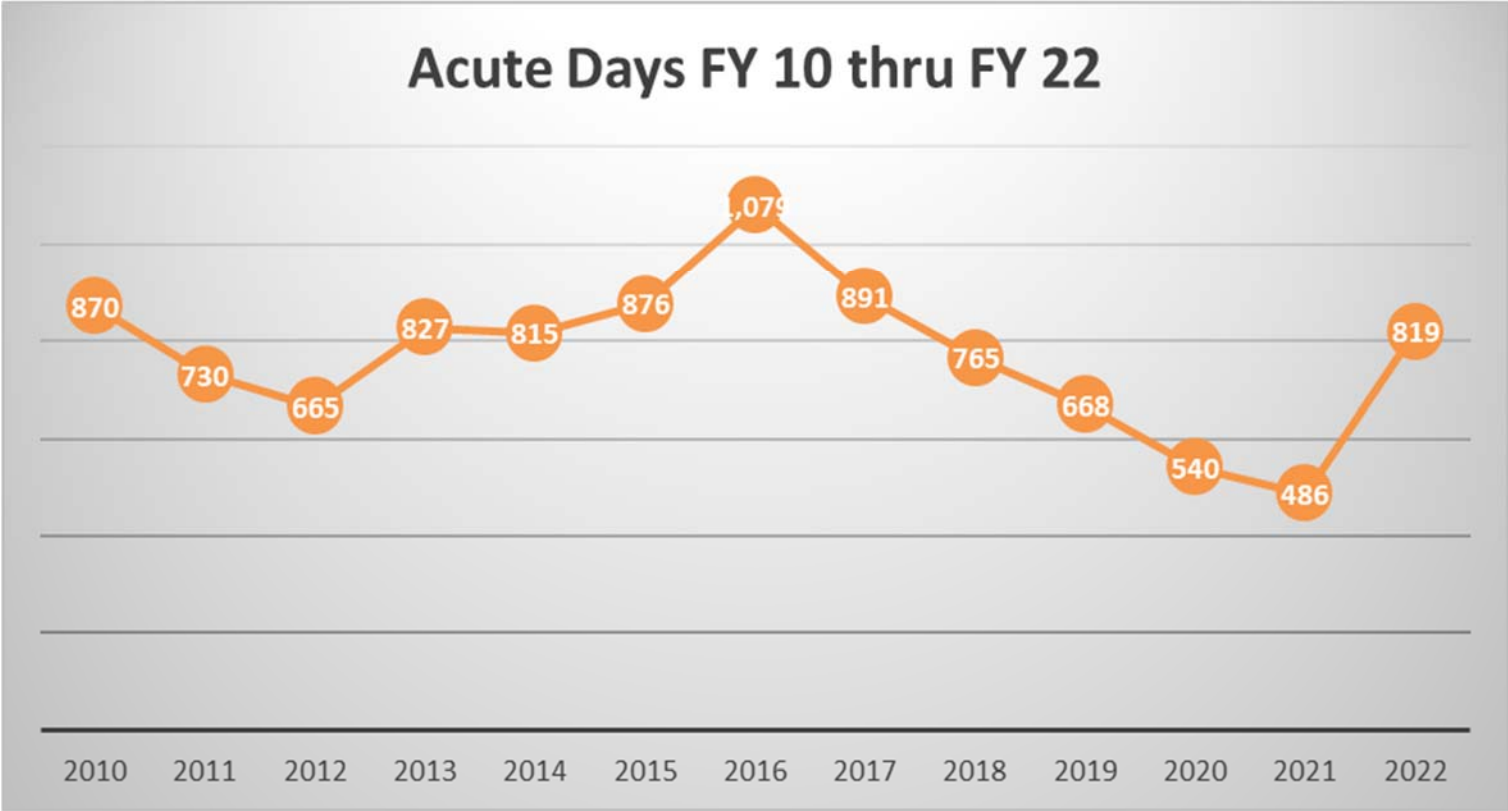
Summary of Financial Ratios			
Ratios	Year End	YTD or Average where Applicable	
Cash on Hand	241	240	Average PY
Net Income	1,185,156	505,772	Average Monthly FY 20
Current Ratio	13.6		N/A
AR Days	66	61	Average PY
AP	1,099,948	501,619	Average PY
Daily Gross Revenue YE	147,039	114,713	Average PY
% of Gross Revenue Collected	64%	62%	PY Year End

1. The Finance Packet is the interim financials until the audit. There are period specific invoices that we have include in FY 22 up until the end of August. I have tried to include as many EMSA (state travelers) as possible but there are some invoices we still haven't received time cards for or are disputing due to mistakes. June looks rough as all the EMSA invoices and a Medicare repayment of 867K were put into that period. Honestly with the huge increase in traveler costs and only getting half of what we normally do in Rate Range it's amazing we have a positive bottom line. I had budgeted a 261K bottom line for FY 22 given cost increases and the drop in supplemental payments.
2. The lodge closed and we are paying the EMSA invoices so in next months financials you will see a dip in cash.
3. Our Auditors from Wipfli are scheduled to be onsite the week of September 12th. If any board members want to pop in and ask questions I would be glad to set that up. We are starting to run reports in preparation of their visit.
4. Our Cost Report and Reimbursement consultant will be here on August 24th and 25th so we can discuss the upcoming Cost Report and info we must provide for our Rate Range payments.
5. We are in talks with the Community Hospital Corporation to do a spend comparison with our current Group Purchasing Organization Premier. They claim it's a 10-15% savings but I would be happy if it's 5% considering our supply spend increases over the last six years. Some of my counterparts in my NRHA executive classes use CHC and have been very happy with their savings.
6. Still waiting on the Retail Pharmacy consultant report from his visit last month. Keith and I reviewed and responded to the 340B Self Audit and are now waiting to see if DHCS has any questions.
7. I'm very happy to have my Controller back as it's been a lot of work for my accountant and myself for the last four to five months.
8. The RHC had a strong month to finish in a positive position YTD.
9. The Retail Pharmacy had a great collections month in June and improved it's position by 119K compared to the prior year. I'm hoping the 340B arrangement that Keith and I have worked on will reduce our drug spend monthly so we can keep moving towards a positive bottom line for this great community service.
10. Below is a chart of our over 6.5 million in traveler spend last year by company. This should help with anyone who questions our need to buy the lodge for employee housing. Pre-Pandemic we spent 3.9 million in travelers.



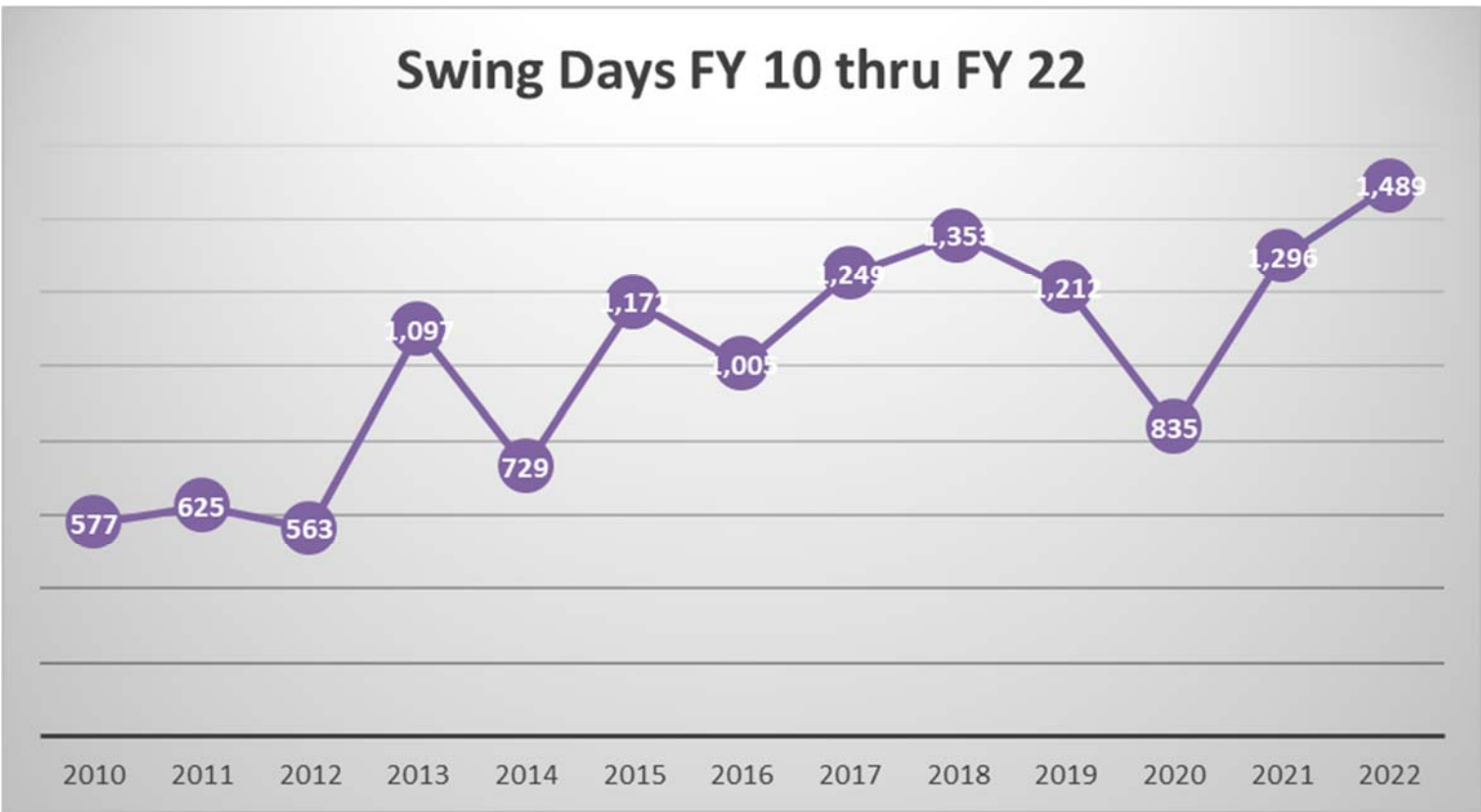
Statistics

1. For historical reference I went back to FY 10 or 11 depending on how far back my spreadsheet was filled out.



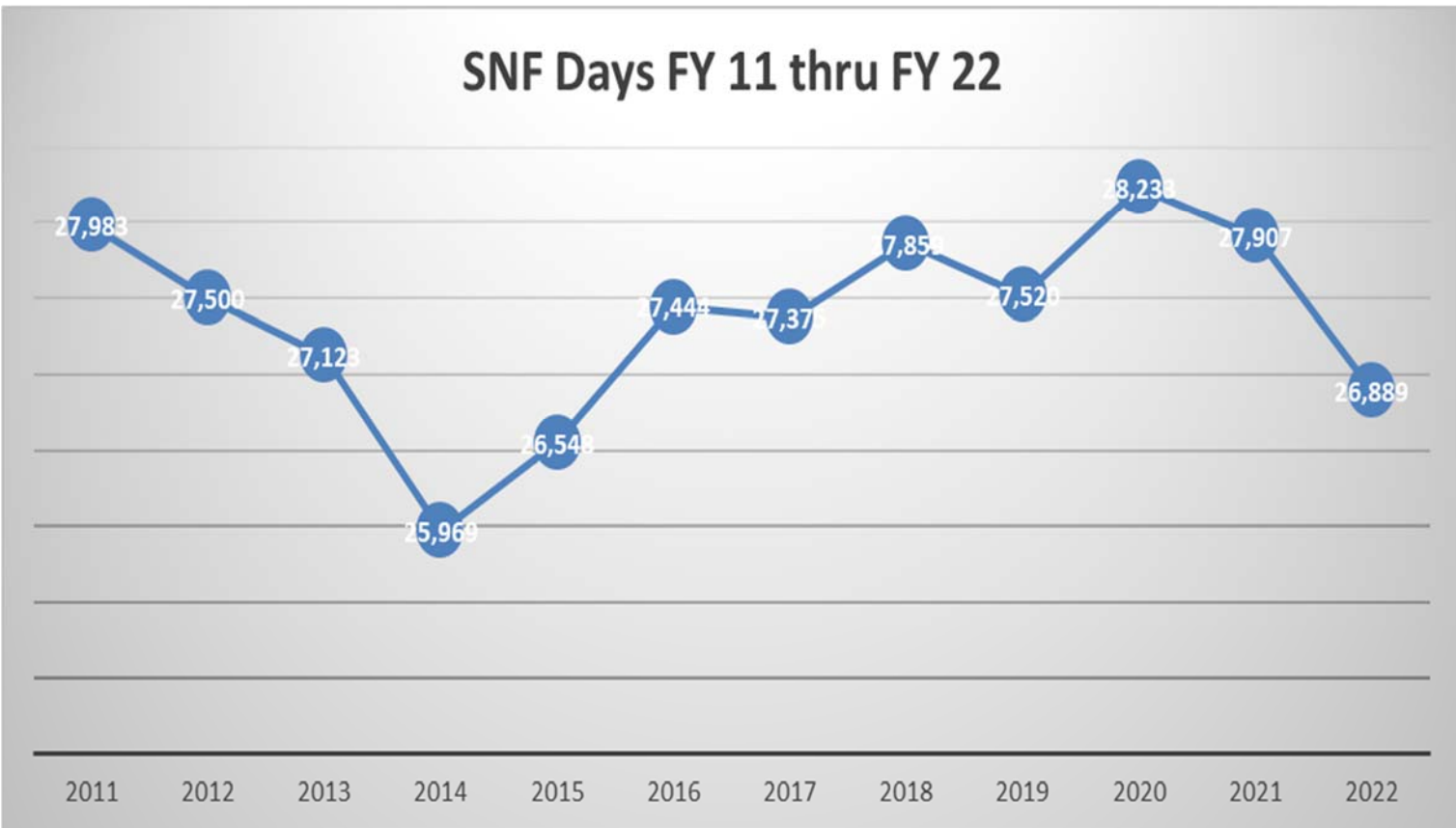
Up this year but historically average as FY 10 to 19 is exactly 819.

Swing Days FY 10 thru FY 22



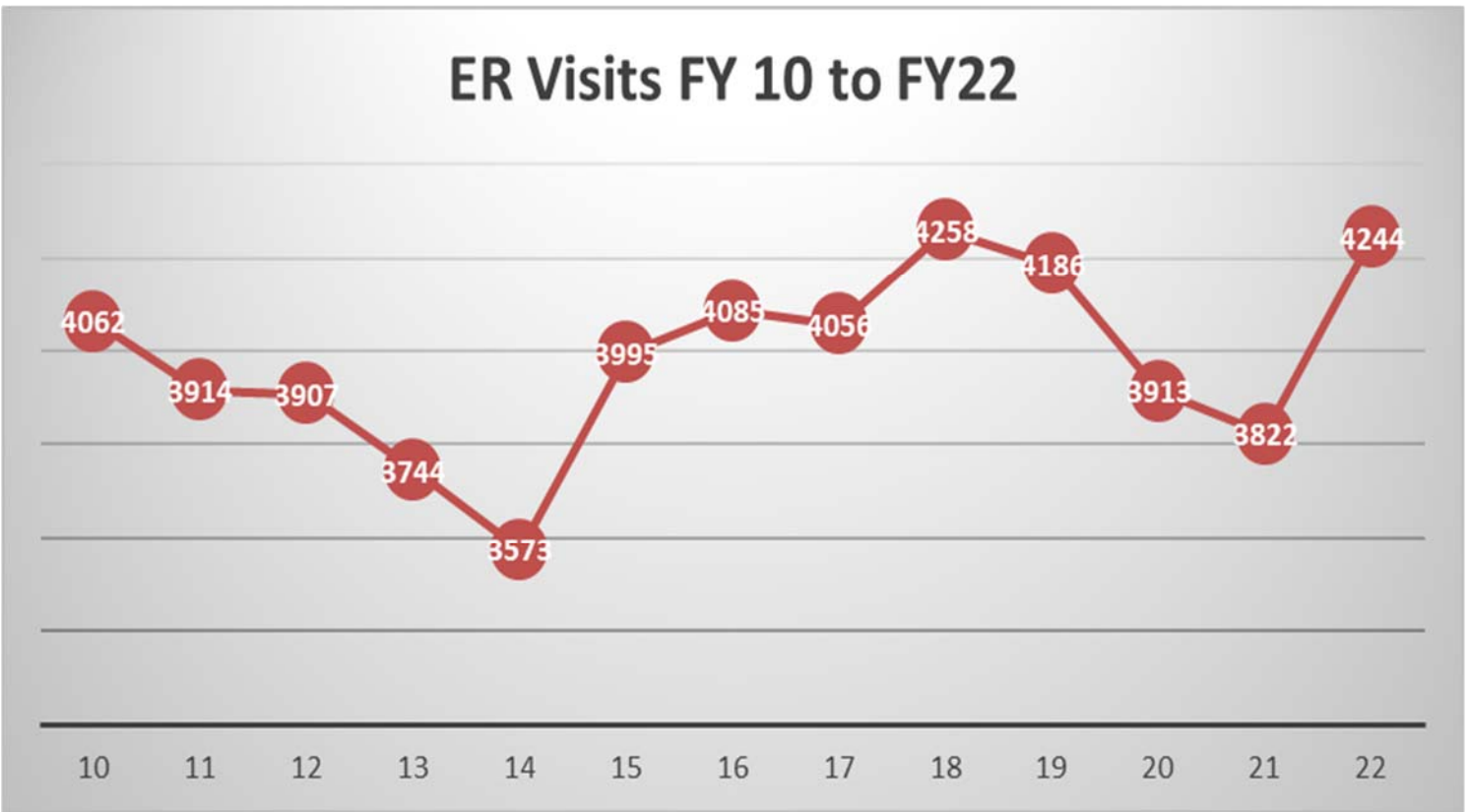
In 2021 and 2022 you can see the Covid bumps.

SNF Days FY 11 thru FY 22



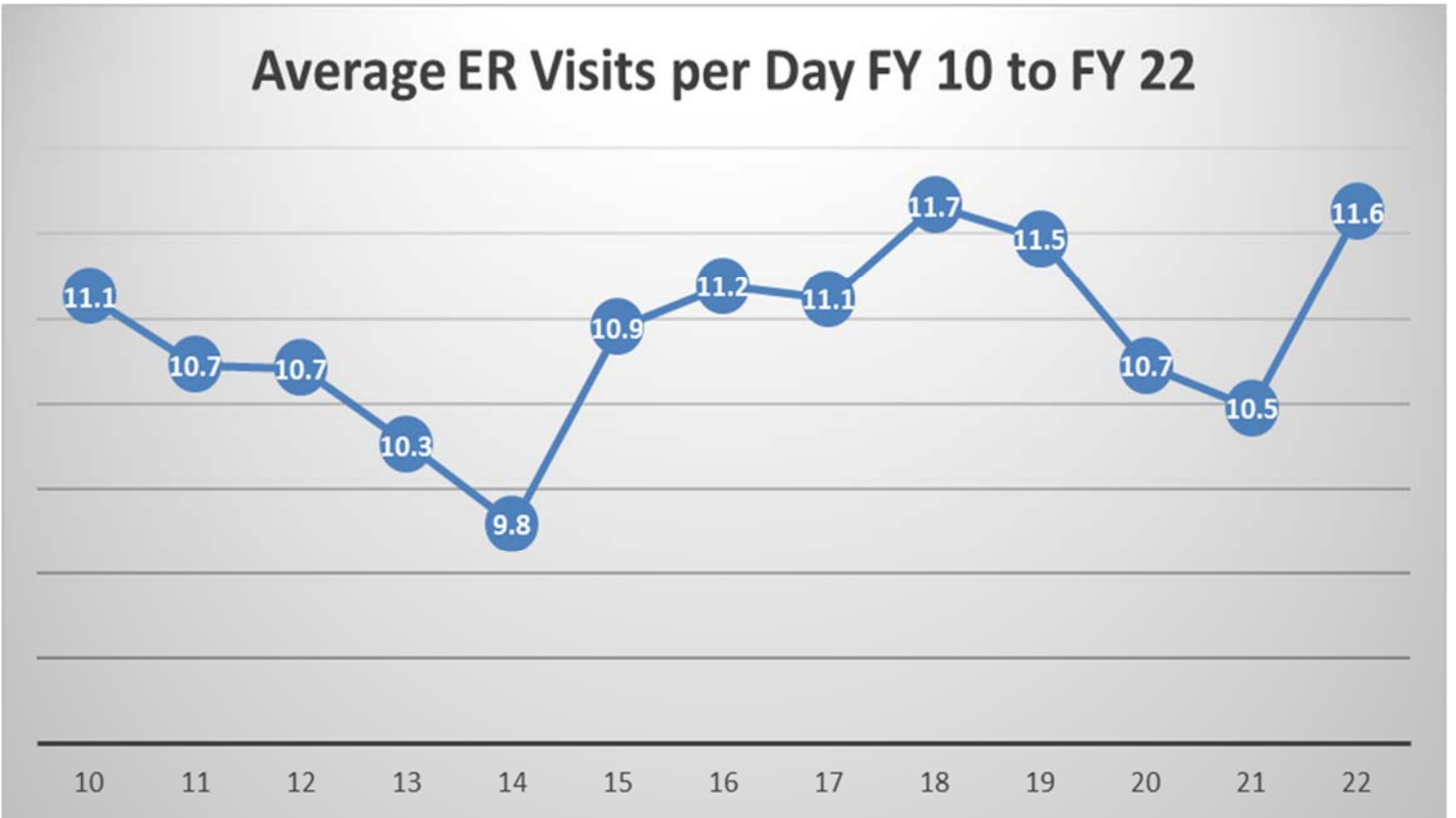
In 2021 and especially 2022 we can see the result from not being able to admit due to Covid. 2014 we had some survey issues where we couldn't admit patients.

ER Visits FY 10 to FY22

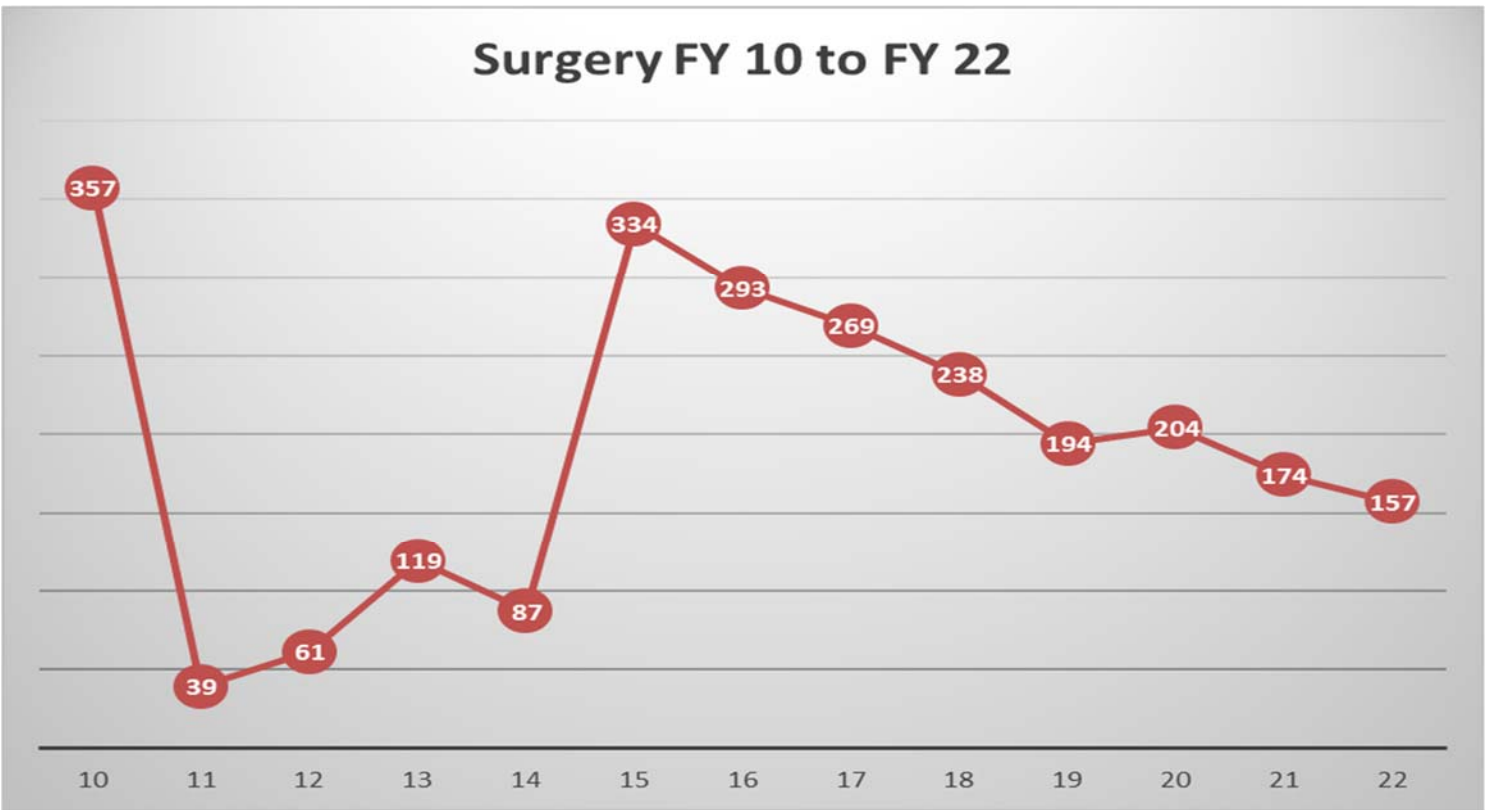


In 2022 we are back on track as folks are no longer avoiding visiting the hospital after a couple of down years due to Covid.

Average ER Visits per Day FY 10 to FY 22

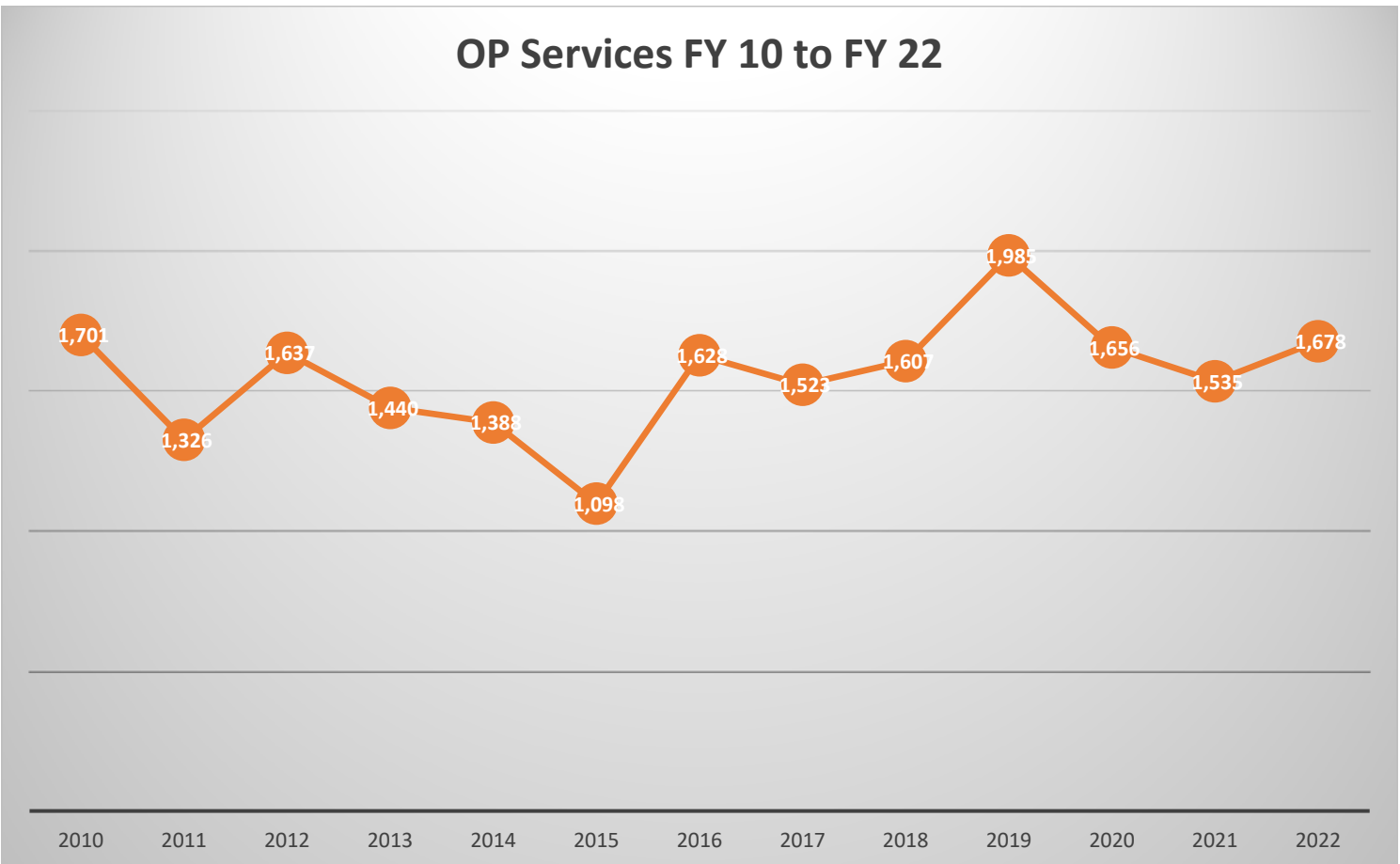


Surgery FY 10 to FY 22



2010 was the end of our highly unprofitable partnership with Shasta Orthopedics due to a poor contractual arrangement.

OP Services FY 10 to FY 22

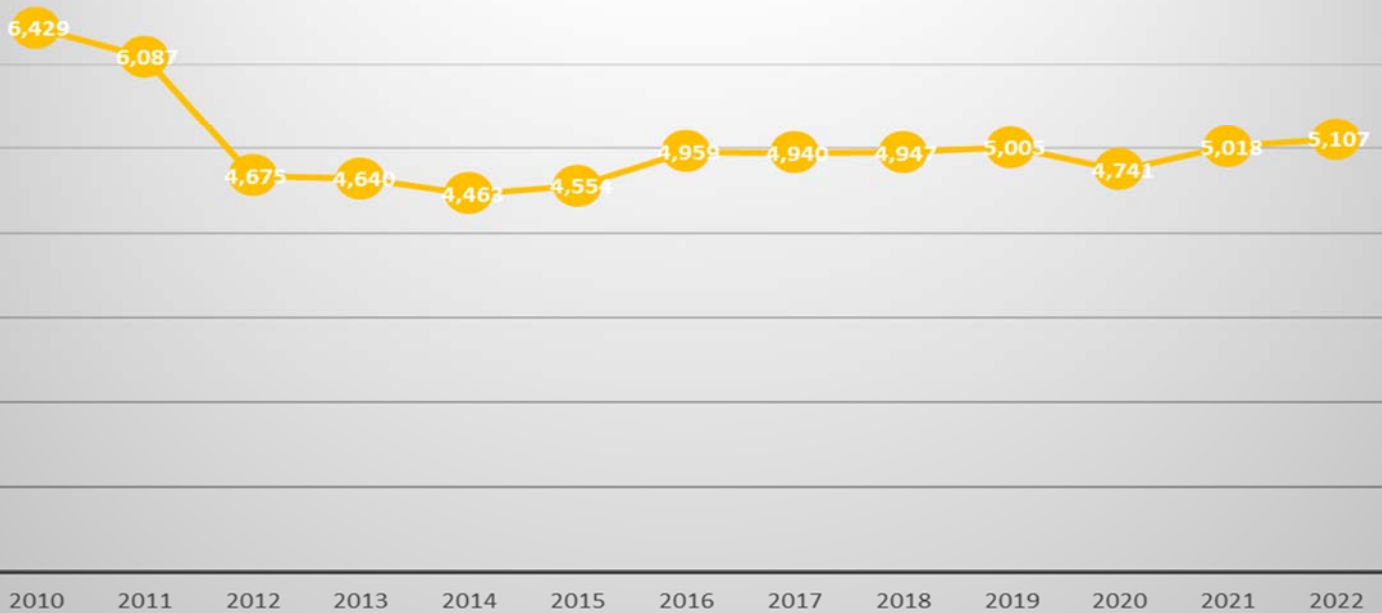


Lab Visits FY 10 to FY 22



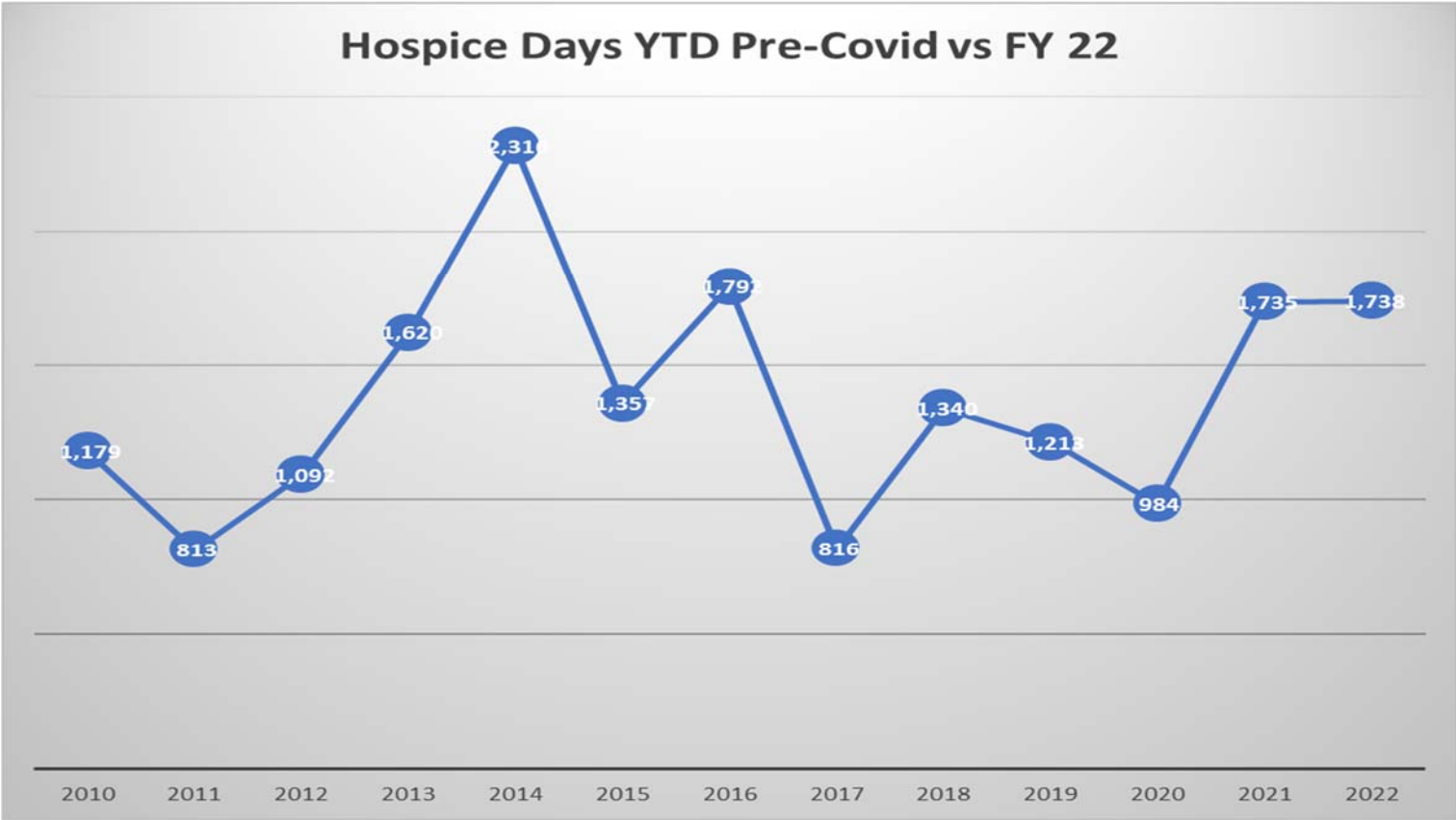
Lab visits are way up in 2021 and 2022 due to Covid testing. You can see the decline from 2016 to 2019 due to dwindling referrals from the local clinics.

Radiology Procedures YTD Pre-Covid vs FY 22



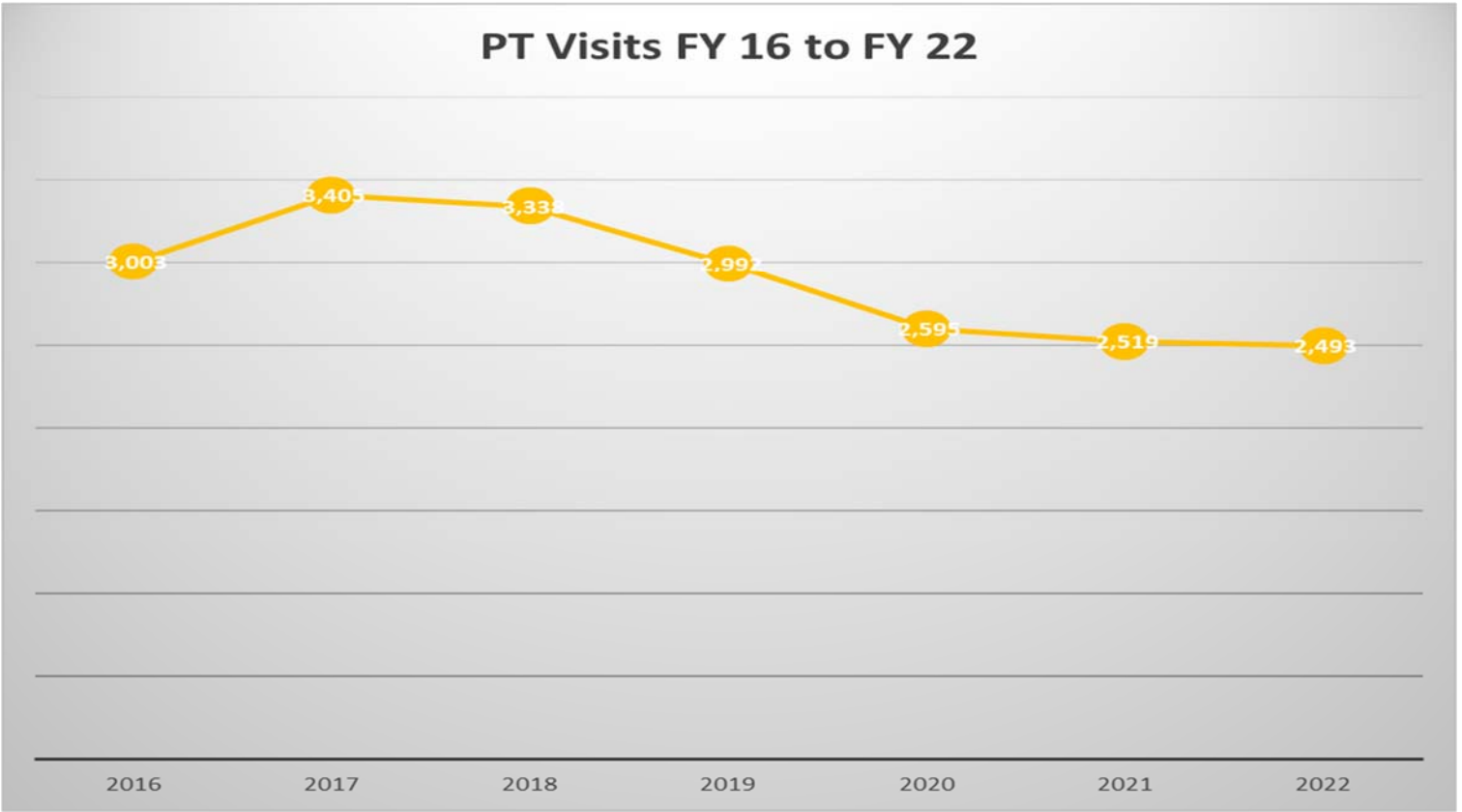
I question the stats from 2010 and 2011 since that was prior to Paragon and Radiology turned in counts versus EMR generated reports.

Hospice Days YTD Pre-Covid vs FY 22



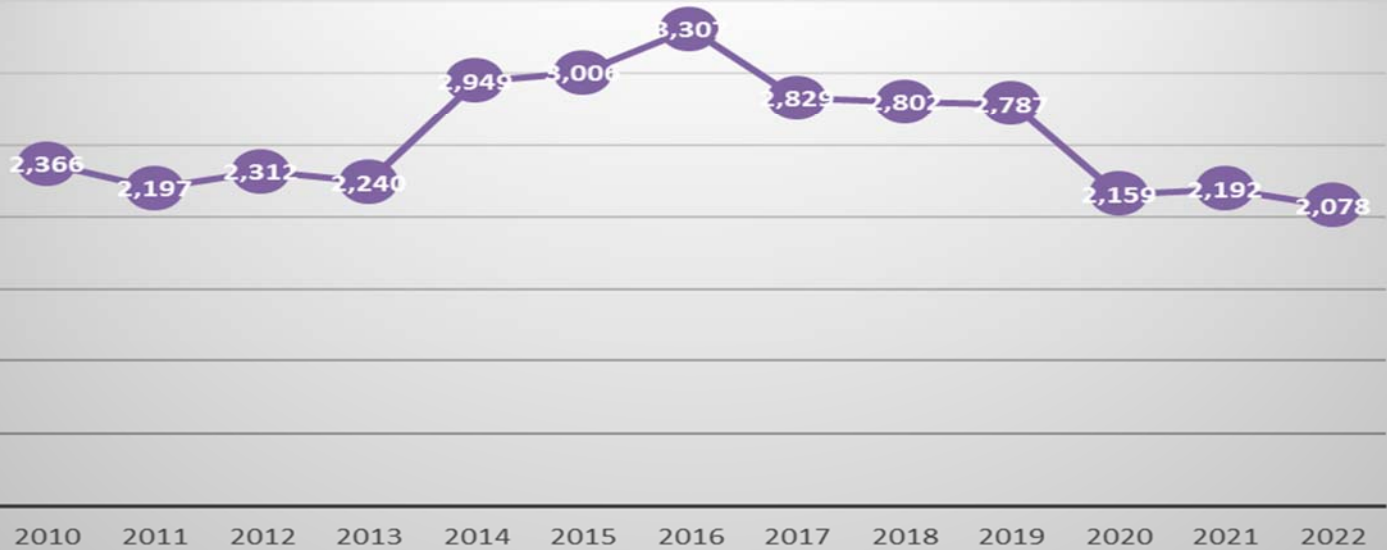
The past two years have been surprisingly consistent compared to the prior ten years.

PT Visits FY 16 to FY 22



In 2016 we started tracking visits vs strictly tracking procedures.

Cardiac Rehab FY 10 to FY 22



Income Statement

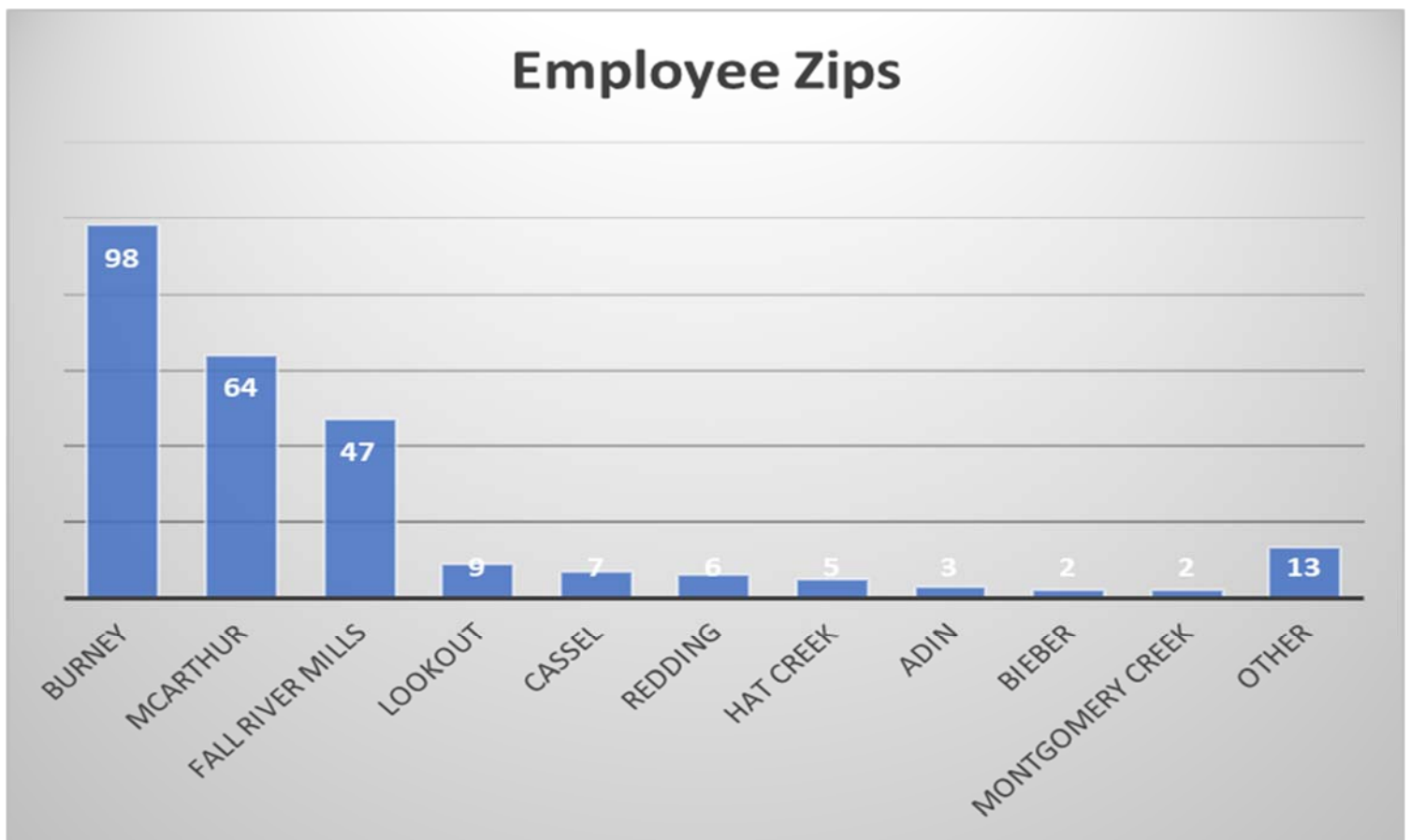
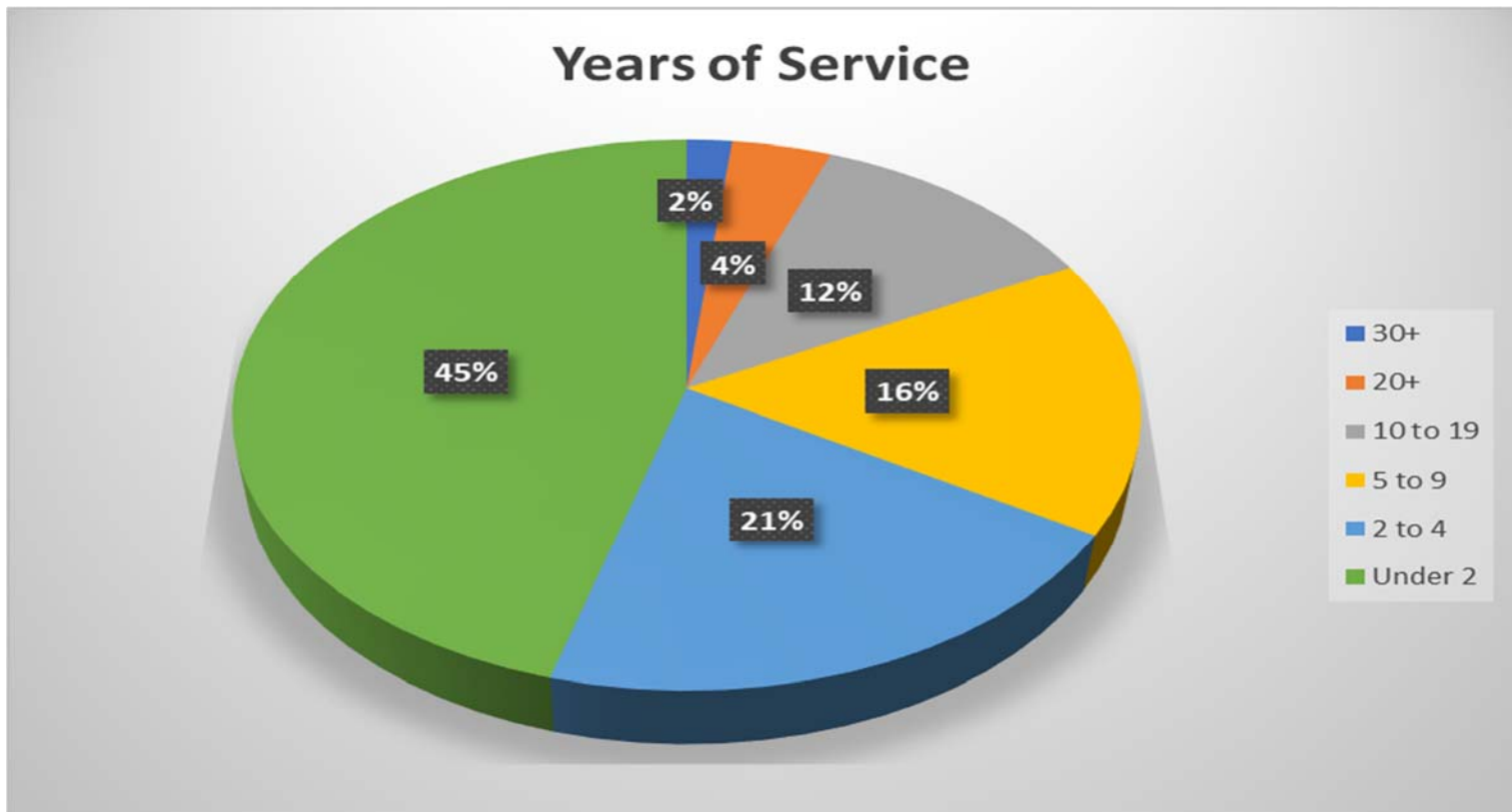
1. June was our second strongest revenue month of the year.
2. Care/Cal contractals are up due to the 867K Medicare repayment.
3. PPO(commercial) contractals are up due to having to write off some large inpatient accounts due to Utilization Review issues. Candy and I changed the workflow a few months ago and who handles that so it's going much better.
4. Non-Productive Salaries are up due to Covid Sick time and some large PTO cash outs.
5. Supplies have been consistently up all year. I'm hoping with the new Group Purchasing Organization we may be able to switch and realize some savings.
6. Pro Fees were up due to Envision price increases. This will look different come July's financials as two of the ER docs are employees and the others are independent contractors that work directly for us.
7. Acute/Swing Travelers are up due to staffing the Covid unit.
8. Other Purchased Services are up significantly as that's where most of the EMSA invoices are being captured for ease of reporting Covid expenses to HRSA.
9. Depreciation is up as we have had a lot of projects that were completed last year and I wanted to make sure we got all the costs into the year as it is beneficial on the cost report side. At some point with all the projects we are doing we might consider reporting EBITDA (earnings before interest, taxes, depreciation, and amortization) as it gives a better representation of where we are cash flow wise.
10. Bond Repayment Interest is up as we have fully booked the interest vs past years where we waited until the end of the year to work with the auditors as there are a lot of moving pieces with four loan accounts that didn't match the existing loan schedules as the loan wasn't fully drawn.
11. Rental-Lease is down as we purchased beds vs expensive rentals the prior year.

Balance Sheet

1. Cash is down due to the Medicare repayment and increased expenses.
2. Land and Building Improvements is up as a lot of items were taken out of CIP hence the higher depreciation.
3. Hospital Expansion is zeroed out as it's moved up into Building and Fixed Equipment.
4. Accounts Payable is high due to all the late invoices and documentation from EMSA.
5. The Current Ratio is 13.60. Anything over a 2.5 is a strong ratio.

Miscellaneous

1. Obligations vs Collections ended up strong with 2.78 million more in collections than expenses.
2. I like to look at our demographics of our work force occasionally the charts below are just a snapshot of that.



MAYERS MEMORIAL HOSPITAL

Statistical Data

Fiscal Year Ending JUNE 30, 2022

COMPARISON TO ACTUAL

2022		2022		FY 2022		FYE 2021		% Increase or Decrease
June	May	Actual	Actual	YTD	YTD	Actual	Actual	
Actual	Actual	Variance						
VOLUME:								
DISCHARGES								
15	17	(2)	Acute	198	153	45	29.42%	
9	7	2	Swing Bed	116	104	12	11.52%	
9	2	7	Skilled Nursing Care (DISCHG)	56	37	19	51.42%	
6	9	(3)	Observations	117	100	17	17.02%	
PATIENT DAYS								
61	36	25	Acute	819	467	352	75.42%	
108	97	11	Swing Bed	1,489	1,188	301	25.32%	
2,214	2,303	(89)	Skilled Nursing Care	26,889	25,534	1355	5.32%	
LENGTH OF STAY								
4.07	2.12	2	Acute	4.14	3.05	1	35.62%	
12.00	13.86	(2)	Swing Bed	12.84	11.42	1	12.42%	
Skilled Nursing Care								
AVERAGE DAILY CENSUS								
2.03	1.16	1	Acute	2.24	1.39	1	61.42%	
3.60	3.13	0	Swing Bed	4.08	3.55	1	14.92%	
73.80	74.29	(0)	Skilled Nursing Care	73.67	76.22	(3)	-3.31%	
ANCILLARY SERVICES								
0	0	0	Surgery Inpatient Visits	1	2	(1)	-50.01%	
10	19	(9)	Surgery OP/ procedure visits	156	151	5	3.32%	
364	366	(2)	Emergency Room Visits	4244	3,462	782	22.62%	
111	118	(7)	Outpatient Services Procedures	1678	1,267	411	32.42%	
759	832	(73)	Laboratory Visits	14052	15,140	(1088)	-7.21%	
496	453	43	Radiology Procedures	5107	4,510	597	13.22%	
113	125	(12)	Hospice Patient Days	1738	1,623	115	7.12%	
193	222	(29)	Physcial Therapy visits	2493	2,327	166	7.12%	
211	210	1	Cardiac Rehab	2078	2,011	67	3.32%	
46	48	(2)	Telemedicine visits	486	424	62	14.62%	
23	22	1	Admissions from ER	282	223	59	26.52%	
16	21	(5)	Transfers from ER	174	196	(22)	-11.21%	
PRODUCTIVITY:								
Productive FTE's								
17.10	17.91		Nursing - Acute	19.10	18.51			
63.73	60.06		Long Term Care	56.39	54.99			
46.04	47.31		Ancillary	50.03	42.16			
84.54	86.36		Service	80.67	85.49			
211.41	211.64		Total Productive	206.19	201.15			
40.37	36.87		Non-Productive FTE's	39.12	227.15			
251.78	248.51		Paid FTE's	245.31	181.73			
PRODUCTIVE FTE PER ADJUSTED OCCUPIED BED								
3.17	3.10			3.09	3.22			

MAYERS MEMORIAL HOSPITAL

Statement of Revenue and Expenses

Fiscal Year Ending JUNE 30, 2022

COMPARISON TO ACTUAL

2022	2021			FY 2022	FY 2021		Increase Decrease %
JUNE ACTUAL	JUNE ACTUAL	Variance	PATIENT REVENUE	YTD ACTUAL	YTD ACTUAL	Variance	
662,225	488,263	173,962	Acute	8,569,757.30	6,487,214.00	2,082,543	32.12%
1,096,317	1,053,504	42,813	Skilled Nursing	12,633,021	11,955,809	677,213	5.72%
347,472	167,153	180,319	Inpatient Ancillary				
334	783	(449)	Acute	3,153,814	2,083,343	1,070,470	51.42%
			Skilled Nursing	3,249	3,587	(338)	
2,106,348	1,709,703	396,645	Total Inpatient Revenue	24,359,842	20,529,953	3,829,889	18.72%
2,538,013	2,341,489	196,523	Total Outpatient Revenue	28,302,509	22,206,281	6,096,228	27.52%
4,644,361	4,051,193	593,168	Total Patient Revenue	52,662,351	42,736,234	9,926,117	23.22%
DEDUCTIONS FROM REVENUE							
1,712,901	792,364	(920,537)	Contractuals - Care/Cal	10,374,178	4,150,009	(6,224,169)	
738,693	306,166	(432,528)	Contractuals - PPO	3,355,299	2,750,002	(605,297)	
(303)	6,398	6,701	Charity and Write Offs	42,200	103,754	61,554	
244,258	76,875	(167,383)	Admin Adjmts/Emp Discounts	2,022,029	1,113,040	(908,989)	
35,279	349,050	313,771	Provision for Bad Debts	863,460	675,147	(188,313)	
2,730,829	1,530,853	(1,199,976)	Total Deductions	16,657,166	8,791,953	(7,865,213)	
30,612	44,443	(13,831)	Other Operating Revenues	945,601	455,074	490,527	
1,944,144	2,564,783	(620,638)	Net Revenue	36,950,785	34,399,355	2,551,431	
OPERATING EXPENSES							
1,093,971	1,329,344	235,373	Productive Salaries	13,687,997	13,201,596	(486,401)	-3.71%
155,399	125,372	(30,027)	Non-Productive Salaries	1,838,584	1,556,509	(282,075)	-18.11%
335,069	366,392	31,322	Employee Benefits	3,961,677	3,718,937	(242,740)	-6.51%
404,454	408,801	4,347	Supplies	4,185,535	3,436,811	(748,724)	-21.81%
177,450	136,878	(40,573)	Professional Fees	1,746,731	1,634,750	(111,981)	-6.91%
114,172	69,728	(44,443)	Acute/Swing Travelers	733,992	495,803	(238,188)	-48.01%
227,721	155,103	(72,618)	SNF Travelers	1,901,679	2,000,470	98,791	4.92%
198,510	53,855	(144,655)	Ancillary Travelers	1,604,033	941,820	(662,213)	-70.31%
973,800	282,469	(691,331)	Other Purchased Services	4,119,918	2,358,519	(1,761,398)	-74.71%
60,457	46,127	(14,330)	Repairs & Maintenance	500,890	308,279	(192,611)	-62.51%
44,608	48,913	4,305	Utilities	583,749	565,368	(18,381)	-3.31%
16,242	11,122	(5,120)	Insurance	402,549	306,860	(95,689)	-31.21%
82,355	79,941	(2,414)	Other	783,382	663,559	(119,823)	-18.11%
352,255	126,989	(225,266)	Depreciation	1,646,762	1,399,512	(247,250)	-17.71%
0	0	0	Bond Repayment Insurance	-	0	0	
243,940	17,911	(226,029)	Bond Repayment Interest	664,366	214,930	(449,436)	-209.11%
8,335	5,097	(3,238)	Interest	69,274	58,092	(11,182)	-19.21%
6,012	9,649	3,637	Rental - Lease	94,032	143,287	49,255	34.42%
4,494,750	3,273,691	(1,221,059)	Total Operating Expense	38,525,150	33,005,104	(5,520,046)	-16.71%
(2,550,606)	(708,908)	(1,841,697)	Income From Operations	(1,574,364)	1,394,251	(2,968,615)	
NON-OPERATING REVENUE AND EXPENSE							
175,905	2,843,703	(2,667,798)	Non-Operating Revenue	4,792,578	6,305,434	(1,512,856)	
641	612	29	Interest Income	61,476	139,241	(77,764)	
179,439	131,191	(48,248)	Non-Operating Expense	2,094,535	1,769,660	(324,875)	
(2,893)	2,713,124	(2,716,017)	Total Non-Operating	2,759,520	4,675,015	(1,915,495)	
(2,553,499)	2,004,216	(4,557,714)	NET INCOME	1,185,156	6,069,266	(4,884,110)	

**MAYERS MEMORIAL HOSPITAL
NON-OPERATING REVENUE AND EXPENSE
RETAIL PHARMACY**

2022		2021		Variance		FY 2022		FY 2021		Variance	Increase Decrease %
JUNE ACTUAL	JUNE ACTUAL	JUNE ACTUAL	JUNE ACTUAL			YTD ACTUAL	YTD ACTUAL	YTD ACTUAL	YTD ACTUAL		
					RETAIL PHARM REVENUE						
					NON-OPERATING REVENUE						
					MEDICARE	0	615	(615)	-100.01%		
					MEDI-CAL	186,732	34,711	152,022	438.02%		
					THIRD PARTY	1,489,057	1,262,139	226,918	18.02%		
					PRIVATE	364,274	307,687	56,588	18.42%		
					OTHER	12,381	3,280	9,101	277.52%		
					Total Revenue	2,052,445	1,608,431	444,014	27.62%		
					Net Non Operating Revenue	2,052,445	1,608,431	444,014			
					NON - OPERATING EXPENSES						
					Productive Salaries	256,289	257,587	1,298	.52%		
					Non-Productive Salaries	30,931	15,230	(15,701)	-103.11%		
					Employee Benefits	30,187	25,955	(4,232)	-16.31%		
					Supplies	1,661,886	1,415,589	(246,297)	-17.41%		
					Ancillary Travelers	0	0	0	#DIV/0!		
					Other Purchased Services	73,169	13,527	(59,643)	-440.91%		
					Repairs	0	816	816	100.02%		
					Utilities	3,558	5,105	1,547	30.32%		
					Other	4,430	2,081	(2,349)	-112.91%		
					Depreciation	33,680	33,680	0	.02%		
					Rental - Lease	405	91	(314)	-344.61%		
					Total Non-Operating Expense	2,094,535	1,769,660	(324,875)	-18.41%		
					NET INCOME	(42,090)	(161,229)	119,139			
					(LOSS) GAIN						

MAYERS MEMORIAL HOSPITAL**Balance Sheet**

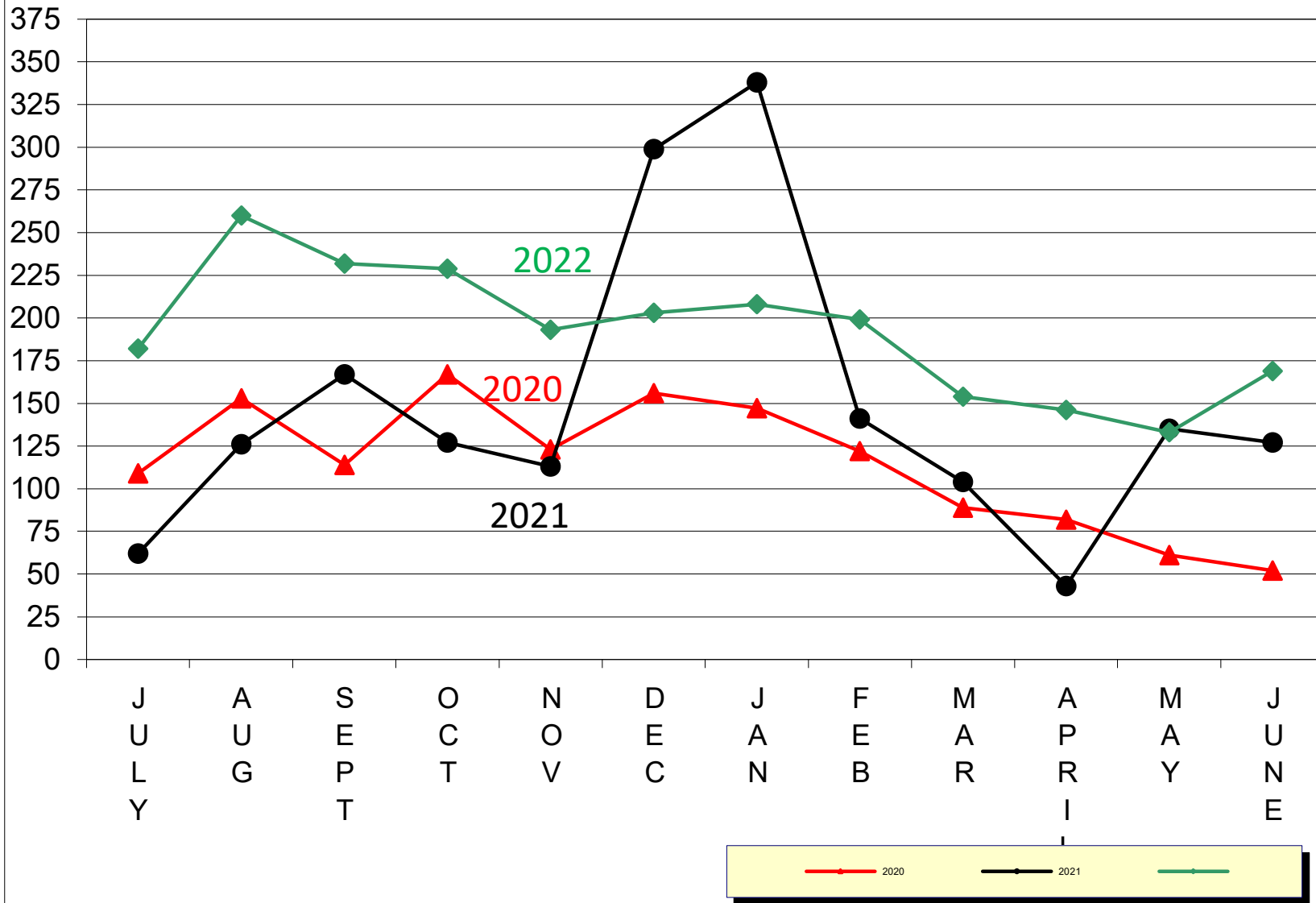
	JUNE 2022	MAY 2022
CURRENT ASSETS		
Cash (General/Payroll/Petty Cash)	2,073,453	3,458,232
Reserve Cash (unrestricted)	22,323,461	22,323,461
Reserve Cash (restricted) - USDA Debt Serv / Construction	2,399,887	2,012,319
Accounts Receivable	9,422,731	9,262,505
County Treasury receivable	(118,394)	(205,968)
Less: Reserve for Uncollectibles	(947,031)	(838,940)
Reserve for Medicare/Medi-Cal/Commercial	(3,316,045)	(2,818,366)
Inventories	668,215	688,108
Accounts Receivable - Other	49,391	50,641
Prepaid Expenses	718,863	554,067
Medicare/Medi-Cal Settlement	30,357	30,357
TOTAL CURRENT ASSETS	33,304,887	34,516,416
PROPERTY, PLANT AND EQUIPMENT		
Land and Building Improvements	3,969,852	948,076
Building and Fixed Equipment	34,135,301	32,452,509
Equipment	14,415,372	14,334,267
Construction in Progress (other)	4,106,513	7,422,584
Hospital expansion	0	1,624,646
LESS: Reserve for Depreciation	(25,308,047)	(24,999,335)
TOTAL PROPERTY, PLANT AND EQUIPMENT	31,318,991	31,782,746
OTHER ASSETS (includes 2007 Bond / AP Bond / G.O. BOND)		
Bond Reserve Funds held by trustee	-	-
Unamortized Bond Discount	0	0
Unamortized Cost of Bond Defeasance	-	-
G.O. Bond - issue / discount / cost	-	-
TOTAL OTHER ASSETS	0	0
TOTAL ASSETS	64,623,878.09	66,299,162.96
CURRENT LIABILITIES		
Accounts Payable	1,099,948	526,815
Accrued Payroll	442,615	375,424
Accrued Payroll Taxes	(409,617)	(411,671)
Accrued Vacation & Holiday	841,754	861,362
Accrued Health Insurance	50,589	50,038
Accrued Interest	196,965	(418,975)
RETAINAGE PAYABLE	94,399	94,399
PRIME PLAN	0	0
HQAF	0	0
Rate Range	0	0
NOTES & LOANS PAYABLE	138,958	17,010
Current Portion of Medicare/Medi-Cal Settlement	(7,082)	(0)
TOTAL CURRENT LIABILITIES	2,448,529	1,094,402
LONG-TERM DEBT		
G.O. Bond	1,501,848	1,501,848
Capital Leases / Settlement pymt		
Leases	(38,989)	(36,523)
Provider Relief Fund- Deffered revenue	0	0
Notes & Loans Payable/ CHFFA	1,329,126	1,456,371
GO BOND SERIES B & REFUNDING	20,842,000	21,214,000
TOTAL LONG-TERM DEBT	23,633,985	24,135,696
FUND EQUITY	38,541,364	41,069,065
TOTAL LIABILITIES AND FUND BALANCE	64,623,878.09	66,299,162.96
CURRENT RATIO:	13.60	31.54

MAYERS MEMORIAL HOSPITAL
SUMMARY OF SERVICES - DEPOSITS - REFUNDS
- Fiscal Year 2022

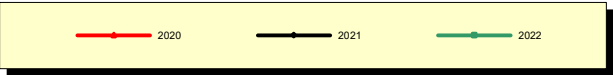
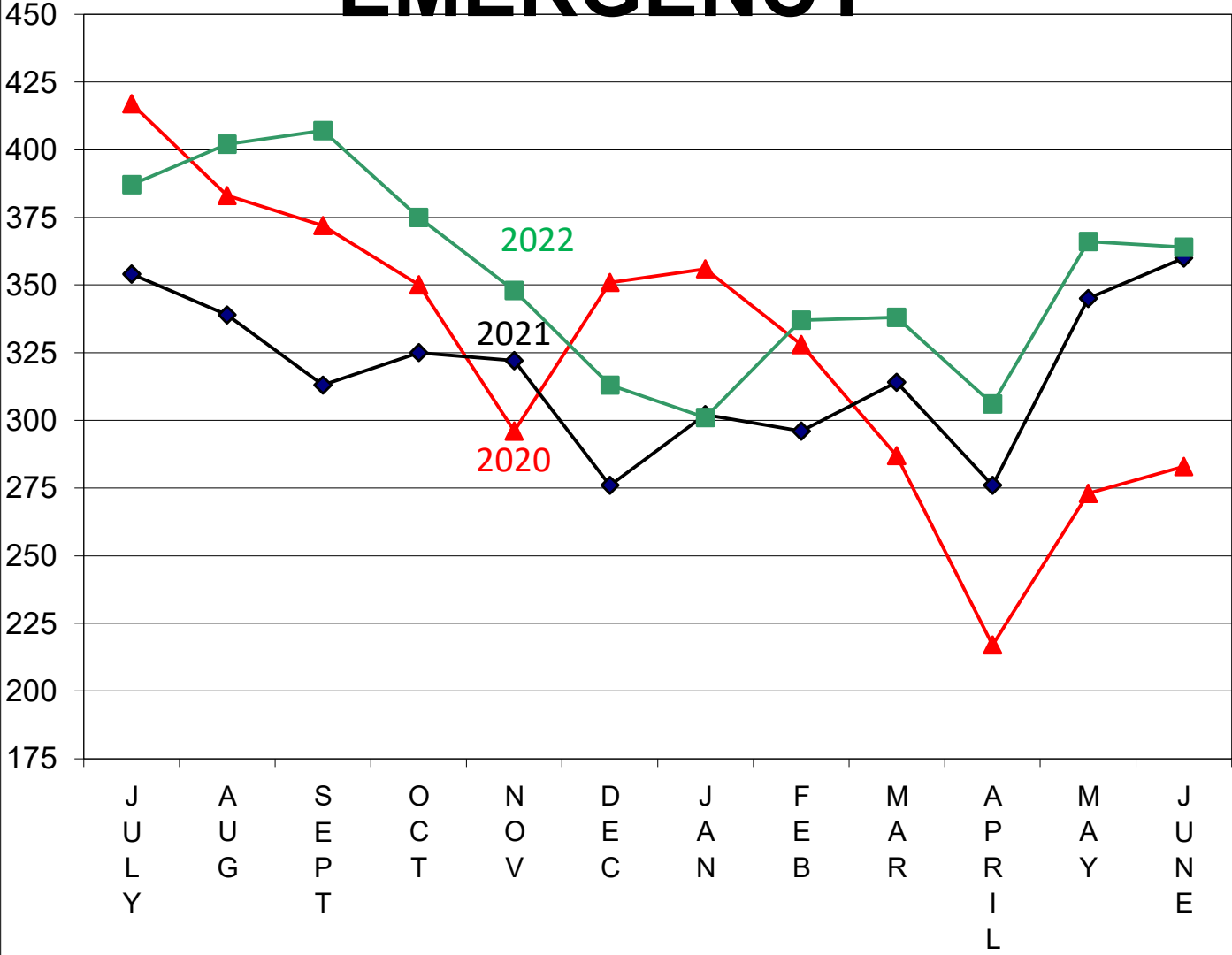
DATE:	REVENUE / SERVICES	AVERAGE DAILY REVENUE	TOTAL DEPOSITS	MISC. PAYMENTS	MISC. PMTS PT RELATED	PATIENT PAYMENTS	ADJUSTMENT S & WRITE-OFFS	REFUNDS
July 31, 2021	4,105,658.44	132,440.59	2,449,314.84	45,615.44	55,832.53	2,347,866.87	1,013,025.11	3,598.62
August 31, 2021	4,706,227.04	151,813.78	2,742,075.03	59,636.58	103,687.50	2,578,750.95	1,411,499.84	3,346.17
September 30, 2021	4,448,562.34	148,285.41	2,844,417.38	93,286.96	195,784.29	2,555,346.13	1,540,012.85	517.48
October 31, 2021	4,370,932.79	140,997.83	2,619,559.05	131,773.91	17,303.00	2,470,482.14	1,536,779.08	1,791.07
November 30, 2021	3,968,259.86	132,275.33	2,578,141.82	274,634.50	-	2,303,507.32	1,347,115.58	5,573.47
December 31, 2021	4,112,921.24	132,674.88	2,610,465.78	66,935.22	103,687.50	2,439,843.06	1,438,662.58	3,184.60
January 30, 2022	4,194,144.94	135,295.00	6,844,384.15	643,222.01	3,738,410.11	2,462,752.03	1,519,788.12	6,898.67
February 28, 2022	4,205,542.49	150,197.95	8,725,310.09	1,229,980.04	4,961,830.42	2,533,499.63	1,843,525.62	6,839.25
March 31, 2022	4,270,766.42	137,766.66	4,226,028.37	38,242.76	103,687.50	4,084,098.11	1,894,876.07	20,980.31
April 30, 2022	3,863,975.26	128,799.18	2,983,701.41	730,749.39	146,280.47	2,106,671.55	2,554,620.78	1,611.31
May 31, 2022	3,967,559.03	127,985.78	4,260,735.16	395,069.44	-	3,865,665.72	1,909,302.80	13,286.37
June 30, 2022	4,411,180.69	147,039.36	3,452,191.49	76,166.11	586,462.96	2,789,562.42	1,645,848.59	2,656.01
YTD TOTAL	50,625,730.54	138,797.64	46,336,324.57	3,785,312.36	10,012,966.28	32,538,045.93	19,655,057.02	70,283.33

ACCOUNTS RECEIVABLE AGING					PAYOR MIX - YTD % OF REVENUE				
	JUNE \$ OUTSTANDING	JUNE DAYS OUT	MAY DAYS OUT	APRIL DAYS OUT		JUNE	MAY	APRIL	3 MONTH AVERAGE
MEDICARE	2,992,050.76	58.49	55.89	49.95	MEDICARE	40.71%	38.25%	34.71%	37.89%
MEDI - CAL	2,006,867.19	37.55	34.21	61.70	MEDI - CAL	35.20%	39.66%	44.97%	39.94%
THIRD PARTY	2,625,834.94	105.46	126.10	112.18	THIRD PARTY	20.07%	18.05%	17.20%	18.44%
PRIVATE	1,220,670.26				PRIVATE	4.02%	4.04%	3.12%	3.73%
LTC ONLY (INCLUDE)	1,340,048.85	38.34	36.24	59.72					
OVERALL	8,845,423.15	65.75	65.19	71.90					

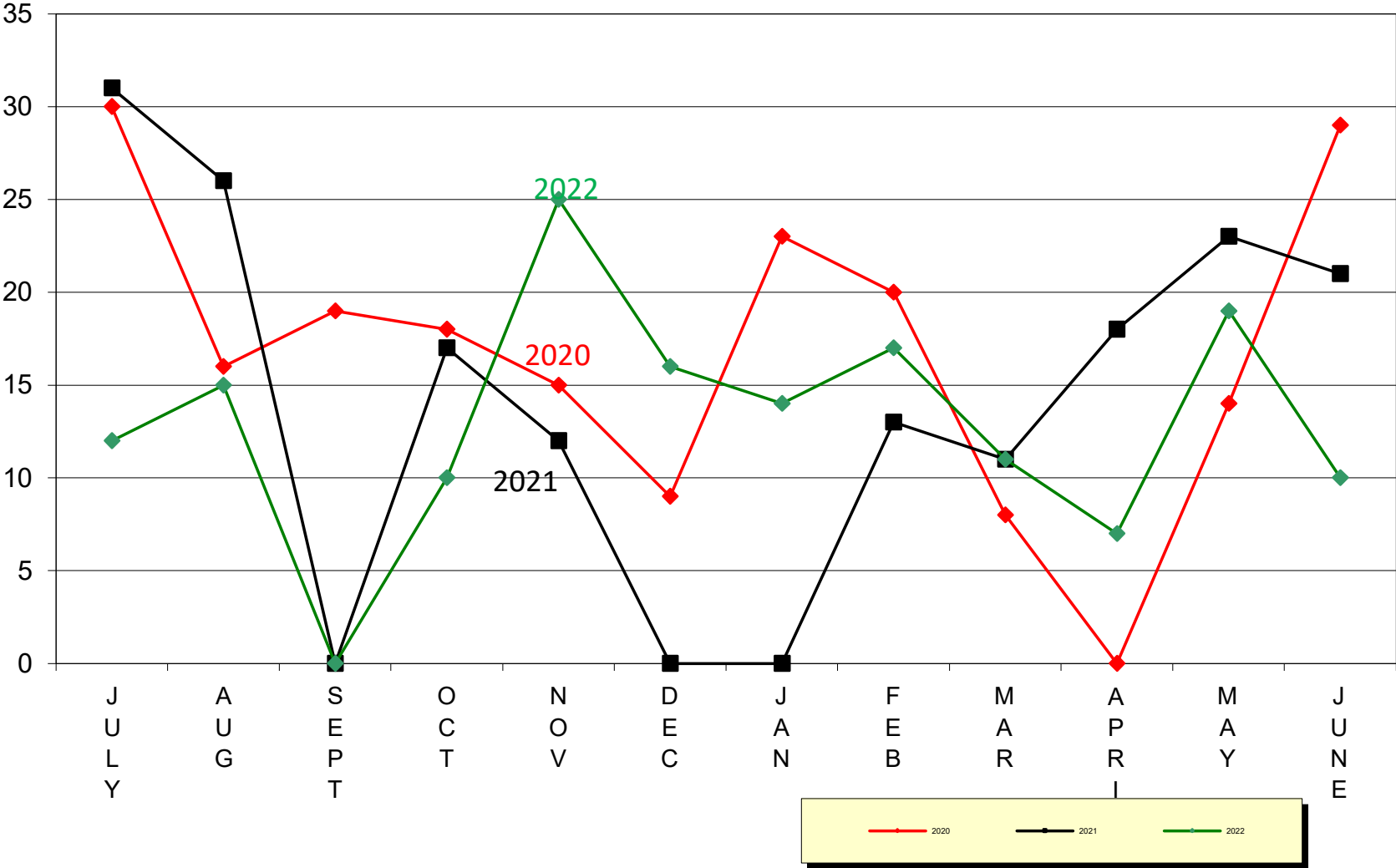
ACUTE / SWING PATIENT DAYS



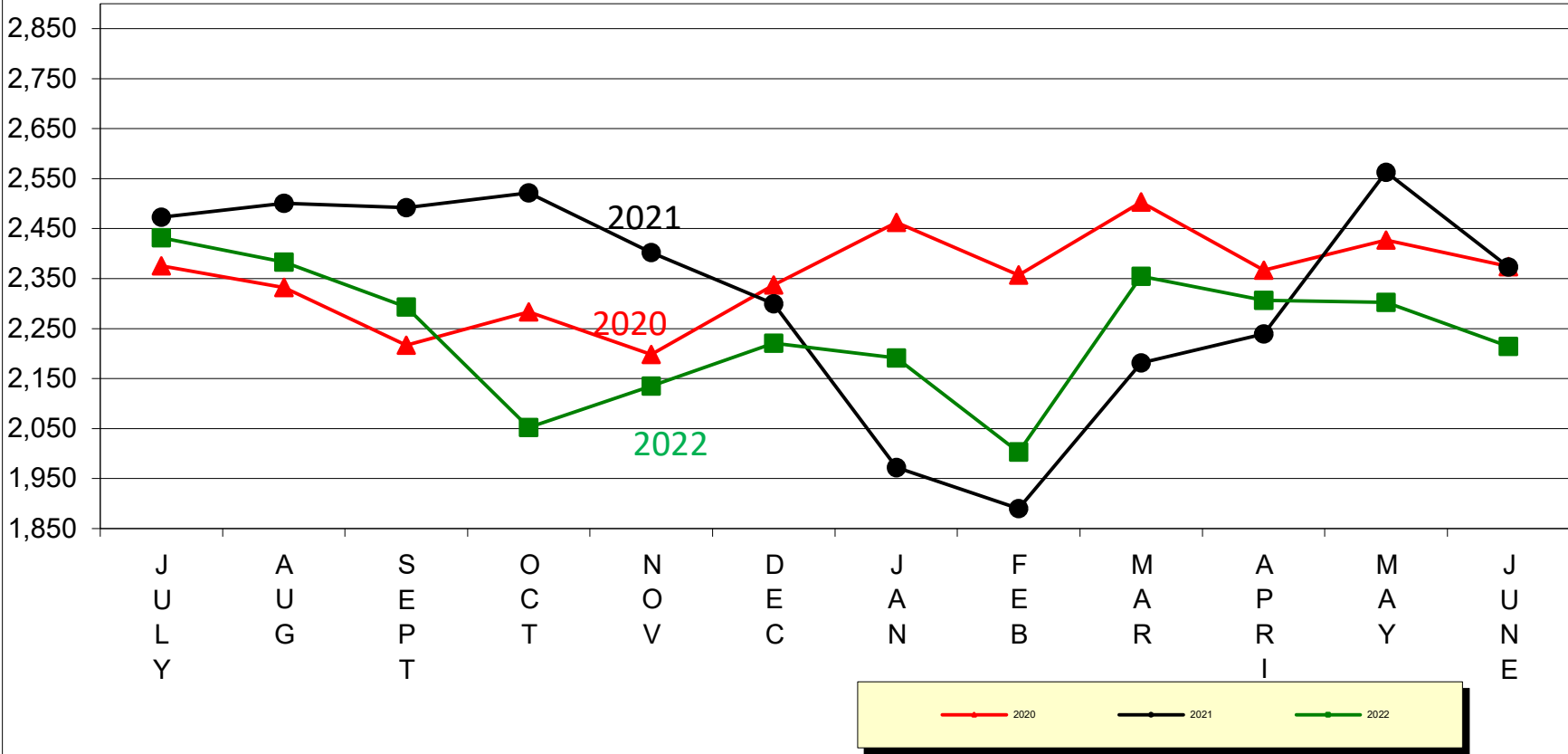
EMERGENCY



SURGERY / OUTPATIENT PROCEDURES



SNF PATIENT DAYS



**MAYERS MEMORIAL HOSPITAL
2021-2022 OPERATING ACTUAL**

	JULY	AUG	SEPT	OCT	NOV	DEC	Jan-22	FEB	MAR	APR	MAY	JUN	YTD FY 2022 ACTUAL	YTD PRIOR YR Current Mth ACTUAL
Operating Revenue:														
Routine														
Acute	697,951.10	962,644.14	871,219.00	851,470.00	695,997.00	741,332.00	761,658.00	726,316.00	567,331.00	542,943.00	488,671.00	662,225.06	8,569,757.30	6,487,214
SNF	1,103,358.39	1,096,690.86	1,049,685.58	934,360.58	958,296.63	969,512.60	956,104.32	977,508.87	1,199,507.00	1,135,854.84	1,155,824.47	1,096,317.29	12,633,021.43	11,955,809
Acute Ancillary	258,125.20	289,583.15	343,220.65	399,569.15	229,958.80	214,501.65	266,517.20	217,677.60	248,551.90	207,414.80	131,221.95	347,471.80	3,153,813.85	2,083,343
SNF Ancillary	1,716.00	-	-	-	837.00	75.00	-	157.00	-	130.00	-	334.00	3,249.00	3,587
Outpatient	2,145,869.61	2,551,558.46	2,288,153.95	2,269,854.93	2,250,238.03	2,308,977.59	2,370,671.38	2,392,064.29	2,434,713.60	2,355,657.24	2,396,737.44	2,538,012.81	28,302,509.33	22,206,281
	4,207,020.30	4,900,476.61	4,552,279.18	4,455,254.66	4,135,327.46	4,234,398.84	4,354,950.90	4,313,723.76	4,450,103.50	4,241,999.88	4,172,454.86	4,644,360.96	52,662,350.91	42,736,234
														0
Less Deductions:														
Contractuals - Care/Cal	867,547.28	1,063,453.65	529,404.55	763,824.26	141,513.99	246,064.99	677,517.41	878,085.70	1,424,846.48	923,609.71	1,145,409.26	1,712,901.09	10,374,178.37	4,150,009
Contractuals - PPO	267,522.45	277,392.72	243,431.19	315,464.08	297,419.03	208,877.56	165,125.79	408,317.42	266,293.55	(272.19)	167,033.66	738,693.40	3,355,298.66	2,750,002
Charity Care & Write off	3,209.00	530.00	-	5,925.00	-	4,418.00	-	10,034.00	12,176.79	6,210.00	-	(302.66)	42,200.13	103,754
Other Contractual write off:	81,329.18	137,389.22	181,283.45	79,104.35	133,497.75	94,900.14	236,087.47	135,856.42	132,040.60	340,808.01	225,474.22	244,258.17	2,022,028.98	1,113,040
Medicare													-	0
Medi-Cal													-	0
PPO's													-	0
Administrative & Other													-	0
Provision For Bad Debts	141,033.50	32,906.66	78,582.25	45,431.75	22,264.91	72,817.41	(1,176.86)	100,471.77	(1,860.45)	231,466.17	106,244.09	35,278.77	863,459.97	675,147
Total Deductions	1,360,641.41	1,511,672.25	1,032,701.44	1,209,749.44	594,695.68	627,078.10	1,077,553.81	1,532,765.31	1,833,496.97	1,501,821.70	1,644,161.23	2,730,828.77	16,657,166.11	8,791,953
														0
Other Revenue	57,398.27	30,763.16	54,581.89	111,616.63	271,542.65	65,052.89	172,094.23	86,867.23	(73,711.76)	100,717.30	38,066.22	30,611.97	945,600.68	455,074
Net Revenue	2,903,777.16	3,419,567.52	3,574,159.63	3,357,121.85	3,812,174.43	3,672,373.63	3,449,491.32	2,867,825.68	2,542,894.77	2,840,895.48	2,566,359.85	1,944,144.16	36,950,785.48	34,399,355
														0
Operating Expenses:														
Salaries - Productive	1,306,672.52	1,207,632.91	1,044,096.23	1,128,295.53	1,137,514.09	1,093,663.84	1,081,017.63	1,060,820.24	1,171,571.68	1,169,495.01	1,193,246.18	1,093,971.20	13,687,997.06	13,201,596
Salaries - Non-productive	184,173.02	137,790.65	162,421.16	157,532.78	123,310.94	130,216.64	284,230.90	166,663.36	122,105.84	106,298.43	108,441.40	155,399.15	1,838,584.27	1,556,509
Employee Benefits	347,828.84	336,767.99	312,602.13	314,417.66	318,913.33	300,869.10	363,135.37	330,289.03	327,886.52	338,161.01	335,736.59	335,069.43	3,961,677.00	3,718,937
Supplies	301,479.92	283,070.40	365,891.52	465,446.70	324,358.99	395,628.93	421,494.42	308,547.05	433,177.25	293,159.22	188,826.31	404,454.42	4,185,535.13	3,436,811
Professional Fees	26,851.65	20,348.67	179,654.11	148,194.97	143,206.55	167,835.73	142,481.41	188,203.14	152,075.90	161,672.25	238,756.06	177,450.42	1,746,730.86	1,634,570
Acute/Swing travelers	34,876.25	61,596.56	56,411.57	58,129.30	57,456.25	89,120.95	40,063.88	42,531.18	38,918.63	56,522.25	84,193.19	114,171.50	733,991.51	495,803
SNF travelers	141,190.66	107,883.18	172,884.16	111,733.63	149,101.85	245,144.00	140,948.27	114,693.57	173,405.67	194,840.61	122,132.50	227,720.91	1,901,679.01	2,000,470
Ancillary travelers	15,665.00	27,611.00	42,039.81	109,647.78	225,316.15	258,589.89	213,983.60	67,651.50	215,104.75	128,503.35	101,410.17	198,510.10	1,604,033.10	941,820
Other Purchased Services	143,896.84	189,748.18	266,758.48	195,223.73	206,070.10	266,194.25	264,909.71	221,089.61	294,623.33	232,623.88	864,979.51	973,800.14	4,119,917.76	2,358,519
Repairs & Maintenance	29,521.36	17,717.75	22,736.38	65,196.61	22,639.04	27,850.36	18,432.70	33,293.63	40,117.10	27,697.88	135,229.86	60,457.36	500,890.03	308,279
Utilities	33,895.40	47,436.28	50,265.62	40,914.81	58,508.38	63,585.74	47,602.38	49,869.60	49,260.97	87,803.68	9,998.15	44,607.64	583,748.65	565,368
Insurance	33,502.67	51,091.75	33,452.67	33,452.66	33,452.67	33,452.67	33,580.48	33,580.48	33,580.48	33,580.48	33,580.48	16,241.70	402,549.19	306,860
Other Expense	44,590.21	50,902.35	56,484.21	51,468.59	64,327.29	80,924.92	79,768.39	67,125.85	71,540.23	60,008.06	73,887.22	82,354.76	783,382.08	663,559
Depreciation	126,926.47	123,977.88	123,125.60	118,437.78	118,437.78	118,586.53	114,435.30	113,893.07	113,610.06	111,538.29	111,538.29	352,254.72	1,646,761.77	1,399,512
Bond Repayment Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	0
Bond Repayment Interest	17,910.82	17,910.82	18,256.38	17,910.82	17,910.82	-	-	-	330,526.50	-	-	243,939.67	664,365.83	214,930
Interest	5,319.38	5,203.38	6,744.87	5,167.45	5,384.95	5,728.15	5,225.52	5,396.95	5,441.51	5,508.90	5,818.27	8,334.80	69,274.13	58,092
Rent/Lease Equipment	10,881.39	10,048.64	10,390.08	9,136.40	(3,409.30)	14,520.67	3,405.00	18,792.85	3,479.77	2,955.00	7,819.75	6,011.90	94,032.15	143,287
Total Operating Exp	2,805,182.40	2,696,738.39	2,924,214.98	3,030,307.20	3,002,499.88	3,291,912.37	3,254,714.96	2,822,441.11	3,576,426.19	3,010,368.30	3,615,593.93	4,494,749.82	38,525,149.53	33,005,104
														0
Net Operating Rev over Expense	98,594.76	722,829.13	649,944.65	326,814.65	809,674.55	380,461.26	194,776.36	45,384.57	(1,033,531.42)	(169,472.82)	(1,049,234.08)	(2,550,605.66)	(1,574,364.05)	1,394,251
														0
Non-Operating Revenue:														
Non-operating Revenue	248,634.29	258,154.79	271,661.38	261,513.41	291,756.08	296,277.68	262,232.19	222,917.71	305,394.08	828,975.01	1,369,156.29	175,905.04	4,792,577.95	6,305,434
Interest Income	16,413.22	675.30	458.33	13,904.74	468.31	484.06	10,406.53	586.59	577.80	16,281.98	578.13	641.27	61,476.26	139,241
Other non-operating Expense	208,981.60	167,242.89	190,305.02	72,125.79	174,712.05	307,741.20	87,124.98	198,364.51	237,984.88	163,175.98	107,336.30	179,439.36	2,094,534.56	1,769,660
Total Non-Operating Revenue	56,065.91	91,587.20	81,814.69	203,292.36	117,512.34	(10,979.46)	185,513.74	25,139.79	67,987.00	682,081.01	1,262,398.12	(2,893.05)	2,759,519.65	4,675,015
														0
Net Revenue over Expense	154,660.67	814,416.33	731,759.34	530,107.01	927,186.89	369,481.80	380,290.10	70,524.36	(965,544.42)	512,608.19	213,164.04	(2,553,498.71)	1,185,155.60	6,069,266
DIFF s/b 0	-	-	-	-	-	-	-	-	0.00	-	-	-	-	-
														241.42
Expenses per day	86,395.35	82,992.27	93,369.65	93,931.27	96,135.40	102,365.35	101,299.34	96,733.86	111,703.75	96,627.67	113,034.05	138,083.17		
DAYS CASH ON HAND	281.94	291.79	240.13	207.20	194.92	168.30	208.13	273.66	244.65	271.62	228.06	176.68	101,055.93	
AVERAGE YTD	281.94	286.76	270.19	253.60	241.15	227.71	224.69	230.98	232.75	236.65	235.75	229.02		

Rural Health Clinic - Burney

Gross Revenue	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	YTD
TOTAL OUTPT REVENUE	73,698.39	158,328.71	63,420.26	55,337.69	128,725.57	91,534.00	137,856.64	84,282.40	101,487.08	350,387.78	157,466.23	197,344.57	1,599,869.32
Operating Expenses													
PRODUCTIVE SALARIES	126,044.69	64,918.86	61,043.21	80,452.22	93,658.40	79,232.41	102,320.24	75,396.66	76,565.55	81,574.71	79,379.14	78,202.89	998,788.98
NON-PRODUCTIVE SALARIES	13,731.96	12,679.88	8,577.74	6,646.15	5,100.77	6,730.76	15,308.82	9,529.60	5,393.67	3,519.74	8,768.06	5,637.28	101,624.43
EMPLOYEE BENEFITS	11,200.24	6,296.62	5,739.50	6,466.39	6,390.47	5,037.78	10,004.75	6,989.99	6,617.27	6,904.89	7,092.66	6,812.16	85,552.72
SUPPLIES	8,236.32	9,061.88	7,927.22	18,216.80	2,178.83	4,050.15	11,624.30	5,845.76	6,480.18	1,596.84	3,993.18	6,876.01	86,087.47
PROFESSIONAL FEES	39.49	42.35	48.90	39.57	37.75	240.56	36.52	51.50	40.71	42.12	58.74	51.60	729.81
TRAVELERS	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHER PURCHASED SERVICES	4,673.02	7,657.90	6,212.17	5,148.80	4,396.97	6,656.49	7,625.62	5,872.81	5,223.21	5,759.62	12,344.08	9,994.89	81,565.58
REPAIRS	-	-	-	-	-	-	-	-	658.96	-	90,878.52	-	91,537.48
INSURANCE	1,310.74	2,621.48	1,310.74	1,310.74	1,310.74	1,310.74	1,310.74	1,310.74	1,310.74	1,310.74	1,310.74	1,310.74	15,728.88
OTHER	819.75	(1,678.35)	3,567.59	1,009.64	269.05	2,213.78	180.13	16,508.18	155.83	1,030.43	76.99	1,589.35	25,742.37
DEPRECIATION	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	4,204.92
RENTAL/LEASE	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses	166,406.62	101,951.03	94,777.48	119,640.72	113,693.39	105,823.08	148,761.53	121,855.65	102,796.53	102,089.50	204,252.52	109,514.59	1,491,562.64
Net Profit or (Loss)	(92,708.23)	56,377.68	(31,357.22)	(64,303.03)	15,032.18	(14,289.08)	(10,904.89)	(37,573.25)	(1,309.45)	248,298.28	(46,786.29)	87,829.98	108,306.68

MAYERS MEMORIAL HOSPITAL DISTRICT
FINANCIAL SNAPSHOT

month ended

JUNE 2022

FISCAL 2022

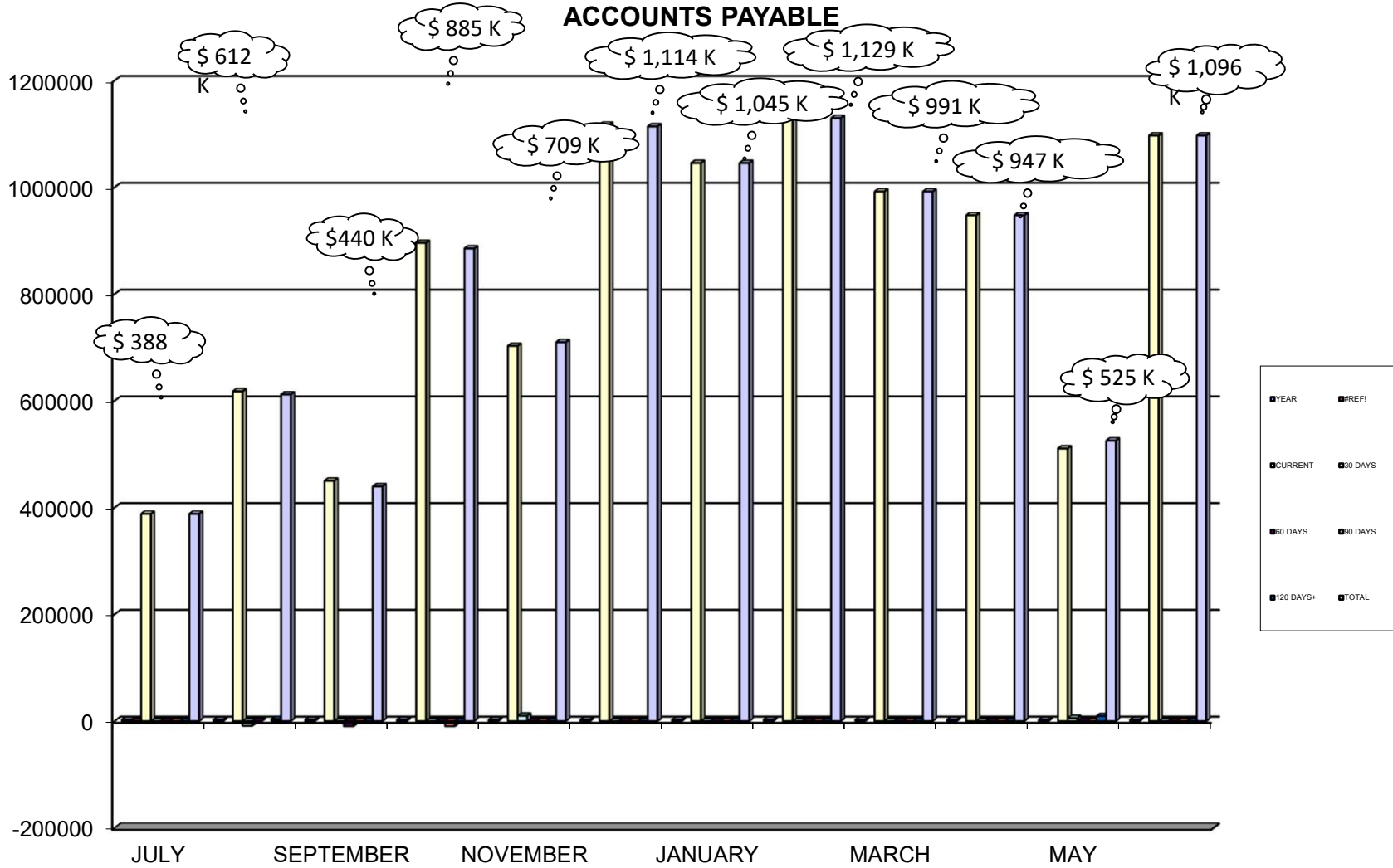
FINANCIAL DATA ACROSS ENTIRE ENTERPRISE
ACTUAL YTD ACTUAL YTD

	JUNE 2022	JUNE 2021	Variance\$\$	Variance %
Inpatient Revenue				
Acute/OB/Swing	\$ 8,569,757	\$ 6,487,214	2,082,543.30	32%
SNF	\$ 12,633,021	\$ 11,955,809	677,212.79	6%
Inpatient Ancillary Revenue				
Acute/OB/Swing	3,153,814	2,083,343	1,070,470.45	51%
SNF	3,249	3,587	(338.00)	-9%
Outpatient Revenue	28,302,509	22,206,281	6,096,228.49	27%
Total Gross Revenue	\$ 52,662,351	\$ 42,736,234	9,926,117.03	23%

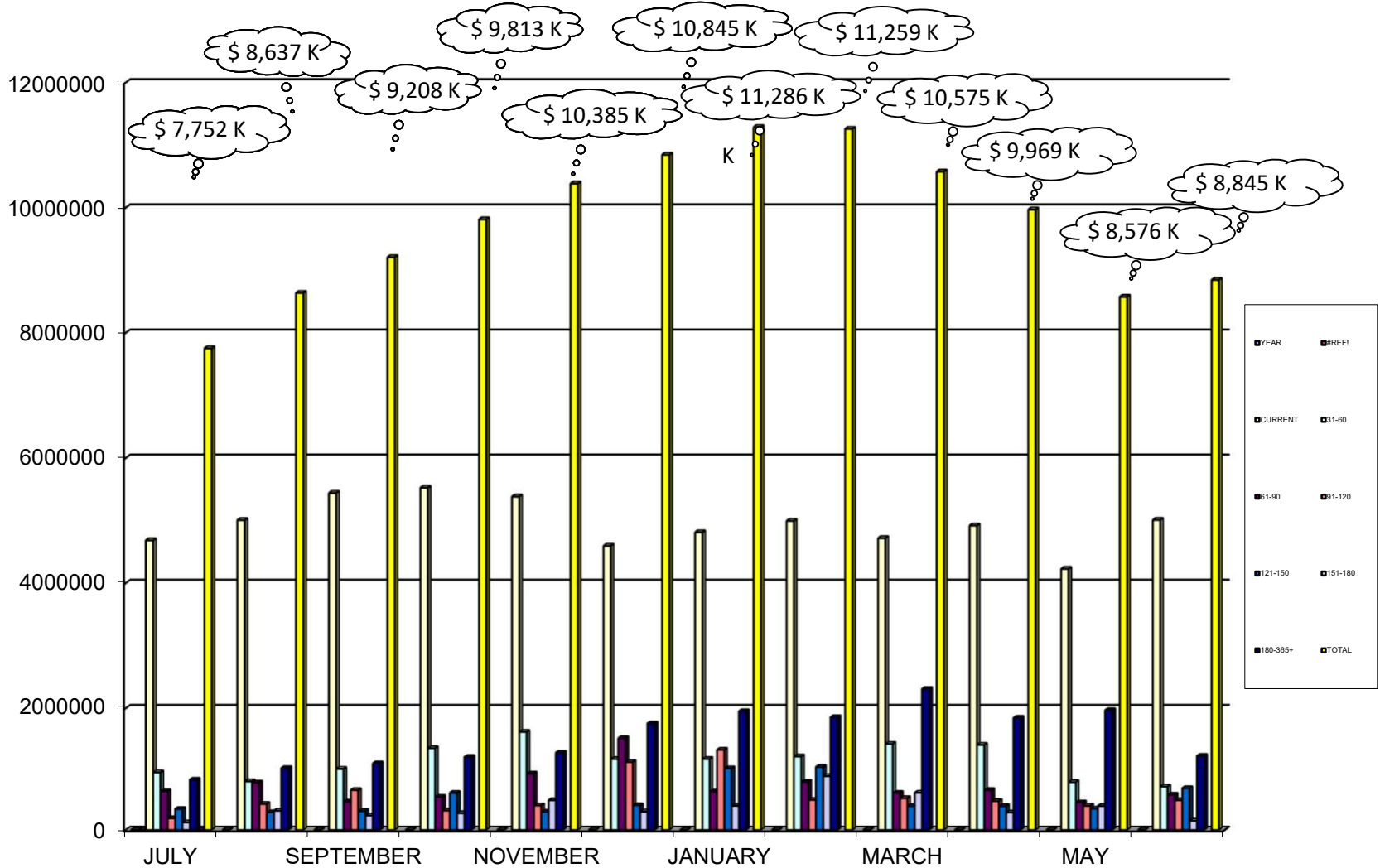
ACTUAL YTD ACTUAL YTD

Statistics	JUNE 2022	JUNE 2021	Variance	Variance %
Patient Days	29,197	27,189	2,008	7.4%
Outpatient Services	1,678	1,267	411	32%
Labs	14,052	15,140	(1,088)	-7%
Imaging	5,107	4,510	597	13%
Hospice	1,738	1,623	115	7%
PT	2,493	2,327	166	7%

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	2021	4,683,665.66	946,192.78	634,913.71	192,030.37	345,530.33	124,395.99	825,972.44	7,752,701.28
AUGUST	2021	5,007,140.45	799,771.05	778,987.53	427,448.37	289,396.40	317,742.26	1,016,777.02	8,637,263.08
SEPTEMBER	2021	5,440,458.17	1,003,722.61	467,258.67	654,855.31	309,814.27	237,612.27	1,094,382.32	9,208,103.62
OCTOBER	2021	5,523,501.96	1,344,155.94	542,574.35	320,892.16	609,432.71	274,679.84	1,198,657.98	9,813,894.94
NOVEMBER	2021	5,382,777.57	1,612,723.10	926,651.54	403,554.41	300,571.82	489,205.19	1,269,570.74	10,385,054.37
DECEMBER	2021	4,593,883.57	1,166,139.45	1,507,536.68	1,116,995.95	406,015.26	303,991.94	1,750,574.76	10,845,137.61
JANUARY	2022	4,811,970.66	1,166,555.17	628,989.16	1,317,296.78	1,013,375.90	397,272.43	1,951,252.51	11,286,712.61
FEBRUARY	2022	4,993,405.07	1,208,986.89	789,443.09	494,297.63	1,035,119.96	885,203.57	1,852,703.37	11,259,159.58
MARCH	2022	4,717,736.94	1,415,284.53	607,928.82	522,614.85	393,885.57	611,865.62	2,306,572.16	10,575,888.49
APRIL	2022	4,919,023.12	1,399,235.82	655,121.35	474,311.89	391,803.32	286,585.29	1,843,186.07	9,969,266.86
MAY	2022	4,226,673.40	785,747.26	452,634.33	398,713.45	351,360.32	394,301.38	1,966,612.56	8,576,042.70
JUNE	2022	5,009,463.69	712,465.19	578,147.41	490,429.52	686,407.18	152,180.34	1,216,329.82	8,845,423.15

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	2021	388,123.96	0.00	0.00	0.00	0.00	388,123.96
AUGUST	2021	617,612.17	(8,869.35)	(87.91)		2,995.00	611,649.91
SEPTEMBER	2021	450,083.88	(728.94)	(9,575.50)	(193.86)	0.00	439,585.58
OCTOBER	2021	895,693.43	0.00	(728.94)	(9,575.50)	(193.86)	885,195.13
NOVEMBER	2021	702,686.08	9,911.70	37.53	(728.94)	(2,178.61)	709,727.76
DECEMBER	2021	1,116,848.05	0.00	0.00	0.00	(2,907.55)	1,113,940.50
JANUARY	2022	1,045,308.56	0.00	0.00	0.00	0.00	1,045,308.56
FEBRUARY	2022	1,129,580.66	0.00	0.00	0.00	0.00	1,129,580.66
MARCH	2022	991,828.47	0.00	0.00	0.00	0.00	991,828.47
APRIL	2022	947,331.94	0.00	0.00	0.00	0.00	947,331.94
MAY	2022	510,547.77	5,414.04	220.81	0.00	9,100.16	525,282.78
JUNE	2022	1,096,807.50	0.00	0.00	0.00	0.00	1,096,807.50

MONTHLY COLLECTIONS - OBLIGATIONS FISCAL YEAR 2022

	2022												average
	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	beg balance
BEGINNING AP BALANCE	1,045,681.72	388,123.96	611,649.91	439,585.58	885,195.13	709,727.76	1,113,940.50	1,045,308.56	1,129,580.66	991,828.47	947,331.94	525,282.78	819,436.41
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>													<u>YTD total</u>
PATIENT PAYMENTS	2,357,814.33	2,337,744.53	2,657,888.05	2,500,558.98	2,335,639.45	2,498,466.32	2,526,850.76	2,654,404.84	4,111,785.05	2,132,581.43	3,920,095.86	2,857,221.41	32,891,051.01
COST REPORT SETTLEMENTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,679,960.00	0.00	0.00	0.00	94,860.00	1,774,820.00
DSH (Disproportionate Share)	17,304.00	0.00	0.00	17,303.00	0.00	0.00	17,303.56	0.00	0.00	16,825.00	0.00	0.00	68,735.56
OUTPATIENT SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	129,455.47	0.00	0.00	129,455.47
DPNF SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23,214.52	23,214.52
E.H.R. MCAL/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	0.00	0.00	0.00	0.00	691,306.37	0.00	0.00	0.00	0.00	0.00	691,306.37
CHFFA FUNDING	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
PRIME	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	574,255.74	0.00	0.00	574,255.74
IGT RATE RANGE	0.00	0.00	0.00	0.00	0.00	0.00	3,721,106.55	0.00	0.00	0.00	0.00	0.00	3,721,106.55
QIP 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
HQAF	0.00	103,687.50	0.00	0.00	0.00	103,687.50	0.00	3,281,870.42	103,687.50	0.00	0.00	103,687.50	3,696,620.42
2017 G.O. BOND	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
SPECIAL - WINDMILL	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
TAXES	29,455.73	289,827.00	745.04	33,087.06	26.68	7,094.86	430,126.33	44.28	8,969.18	51,005.24	326,908.30	8,507.12	1,185,796.82
RENTS	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
VENDING / CAFETERIA	3,212.25	165.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,377.25
Telemed Grant (HRSA)	3,000.00	10,000.00	0.00	13,910.01	0.00	0.00	23,908.25	9,000.00	0.00	26,920.53	13,000.00	0.00	99,738.79
Mayers Healthcare Foundation	0.00	0.00	0.00	0.00	0.00	0.00	24,588.70	0.00	0.00	0.00	0.00	0.00	24,588.70
MISC (REBATES/REIMB, CARES ACT ETC)	38,528.53	651.00	185,784.29	54,700.00	242,475.69	1,217.10	100,500.00	1,100,030.55	1,586.64	52,658.00	731.00	364,700.94	2,143,563.74
<u>TOTAL COLLECTIONS</u>	2,449,314.84	2,742,075.03	2,844,417.38	2,619,559.05	2,578,141.82	2,610,465.78	7,535,690.52	8,725,310.09	4,226,028.37	2,983,701.41	4,260,735.16	3,452,191.49	47,027,630.94
<u>EXPENSES</u>													<u>YTD total</u>
INCOME STATEMENT EXPENSES	2,672,936.55	2,567,557.13	2,794,344.51	2,906,701.97	2,878,677.15	3,167,597.69	3,135,054.14	2,703,151.09	3,457,374.62	2,893,321.11	3,498,237.37	3,900,486.61	36,575,439.94
ASSET EXPENSES	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
CIP EXPENSES	37,399.33	339,390.43	1,433,176.06	520,376.61	8,208.57	48,064.17	253,189.80	117,565.50	42,194.66	348,543.11	7,788.76	24,374.39	3,180,271.39
IGT EXPENSES / PRIME REPYMT/ HQAF	0.00	21,755.43	0.00	1,246,904.00	0.00	1,003,781.08	0.00	160,086.61	0.00	119,419.90	0.00	0.00	2,551,947.02
USDA PRIN-INT PYMTS	0.00	0.00	705,493.77	0.00	0.00	0.00	0.00	0.00	330,526.50	0.00	0.00	0.00	1,036,020.27
MEDICARE/MCAL REPAYMENT PLANS/C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	867,000.00	867,000.00
CAPITAL LEASES	0.00	0.00	16,797.20	4,931.42	2,465.71	2,465.71	2,465.71	2,465.71	4,931.42	0.00	0.00	0.00	36,522.88
<u>TOTAL EXPENSES</u>	2,710,335.88	2,928,702.99	4,949,811.54	4,678,914.00	2,889,351.43	4,221,908.65	3,390,709.65	2,983,268.91	3,835,027.20	3,361,284.12	3,506,026.13	4,791,861.00	44,247,201.50
<u>collections less expenses</u>	(261,021.04)	(186,627.96)	(2,105,394.16)	(2,059,354.95)	(311,209.61)	(1,611,442.87)	4,144,980.87	5,742,041.18	391,001.17	(377,582.71)	754,709.03	(1,339,669.51)	2,780,429.44
													<u>average</u>
ENDING AP BALANCE	388,123.96	611,649.91	439,585.58	885,195.13	709,727.76	1,113,940.50	1,045,308.56	1,129,580.66	991,828.47	947,331.94	525,282.78	1,096,807.50	823,696.90
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



Mayers Memorial - 38 Dual Exam

Mayers Memorial Hospital District

43563 California 299
Fall River Mills, CA 96028
United States

Ryan Harris

Chief Operations Officer
rharris@mayersmemorial.com
(530)336-7556

Reference: 20220718-160231846

Quote created: July 18, 2022
Quote expires: August 17, 2022
Quote created by: Rett Haigler
Director, Strategic Partnerships
rhaigler@missionmobile.com

Comments from Rett Haigler

Current build time is 120-150 days from receipt of deposit, depending on production queue and supply chain volatility at time of contract execution. Pricing is for a turnkey build including all requested equipment.

Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
38' Base Vehicle 38' Pre-Owned Class A RV Platform Base Vehicle	BV-38	1	\$176,471.00	\$176,471.00
Dual Exam Build All costs for building out a new and custom Dual Exam Mobile Medical Unit build on a pre-owned 38' Class A RV base vehicle platform. Includes all costs for new floor, wall, and Ceiling Coverings. Custom Cabinetry/Storage. Standard Furniture/Equipment. One Exam in Rear and One Exam in Front with waiting/reception/work area on entry.	MM-DEB	1	\$127,667.00	\$127,667.00

One Bathroom.

Includes all costs for full vehicle wrap with Graphics.

Delivery/Training Delivery to client location. Includes 1 day of Operator Training for Client Team on location & 1 Paid Client Seat to Mission Mobile Headquarters Operator Certification Course.	MM-DV	1	\$5,294.00	\$5,294.00
Mission Mobile Service & Maintenance Program 2 Years - Mission Mobile Medical Preventative Service & Maintenance Program. Mission Mobile handles all costs and scheduling for all routine, preventative maintenance, for the first 2 years after vehicle purchase.	MM-SMP	1	\$20,000.00	\$20,000.00
Mission Mobile Medical Warranty Industry-Leading 10-Year Warranty	MM-W	1	\$35,294.12	\$35,294.12
Wheelchair-Lift Interior mounted Wheelchair-Lift and Custom Fabricated Door	MM-WHLCHLFT	1	\$15,000.00	\$15,000.00
Base Network Package This system is intended for the user that needs basic cellular internet connectivity and Wi-Fi networking. The system is more powerful than smartphone tethering and provides better signal strength. Hardware <ul style="list-style-type: none"> • Winegard Connect 2.0 4G2: Single LTE modem with a single SIM slot. Includes Wi-Fi booster to connect to Wi-Fi networks further away. • Antenna: Roof mounted to allow a better connection with LTE and Wi-Fi networks. • OFE (Owner Furnished Equipment) SIM Card: Client to supply one SIM cards. Professional Services	MM-BMNP	1	\$892.00	\$892.00

- System design and documentation.
- Installation of hardware.
- Basic Configuration.

Subtotals

One-time subtotal \$380,618.12

Total \$380,618.12

Purchase Terms

50% Due at Signing
25% Due at 45 Days
Final Payment Due Before Delivery

Questions? Contact me

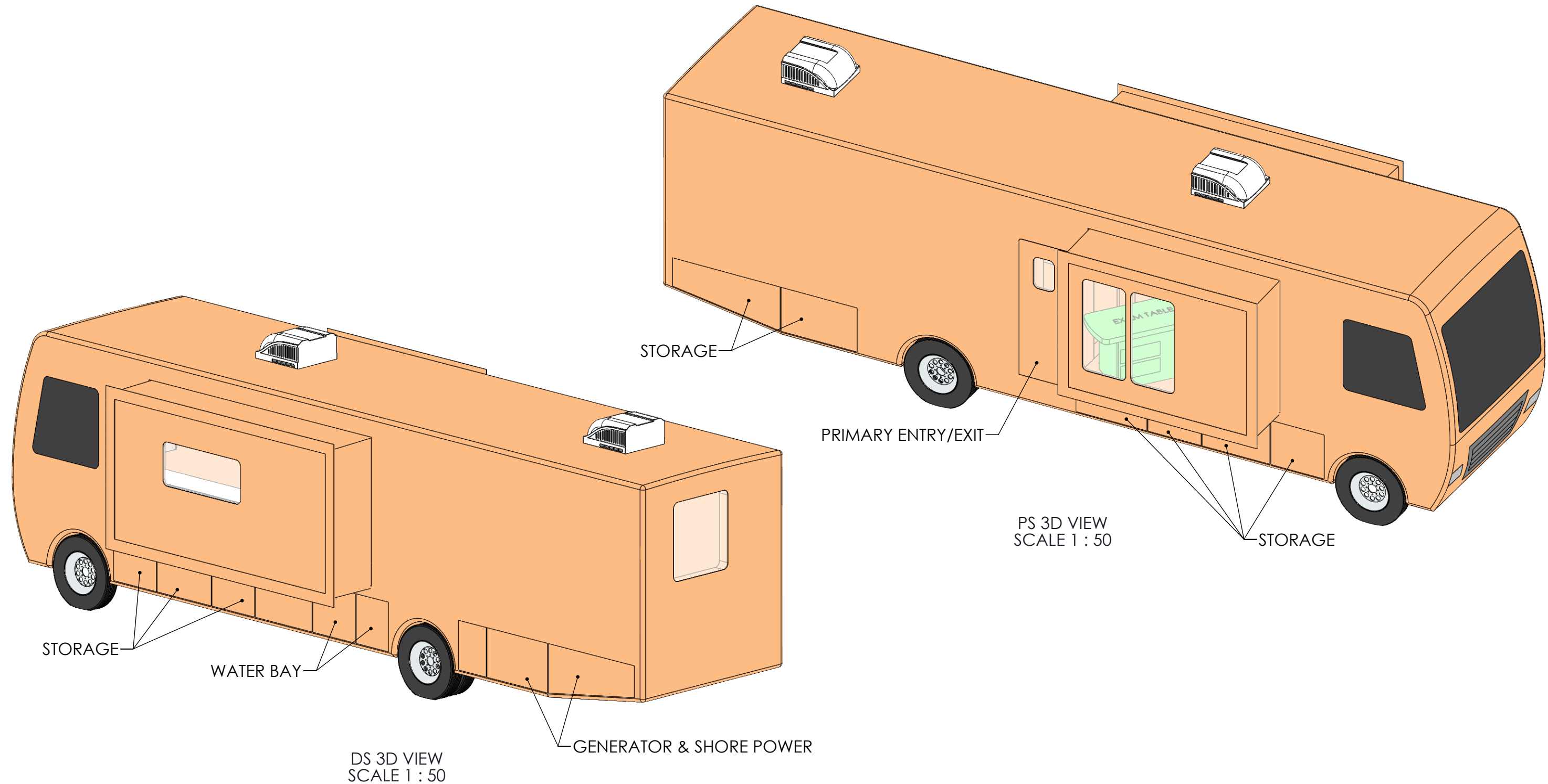


Rett Haigler
Director, Strategic Partnerships
rhaigler@missionmobile.com

Mission Mobile Medical Group, Inc.
7700 Boeing Drive
Greensboro, North Carolina 27409
United States

[Download quote](#) [Print quote](#)

REVISIONS			
ZONE	REV.	DESCRIPTION	DATE



NOTE: PS SHADE AWNING NOT SHOWN.

PRELIMINARY DRAWING
DRAWING SUBJECT TO CHANGE

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DIMENSIONS ARE IN INCHES TOLERANCES:
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FRACTIONAL >20ft: ±1/8"
ANGULAR: ±1°
TWO PLACE DECIMAL: ±.01
THREE PLACE DECIMAL: ±.005
INTERPRET GEOMETRIC TOLERANCING PER: ASME Y14.5M-1994

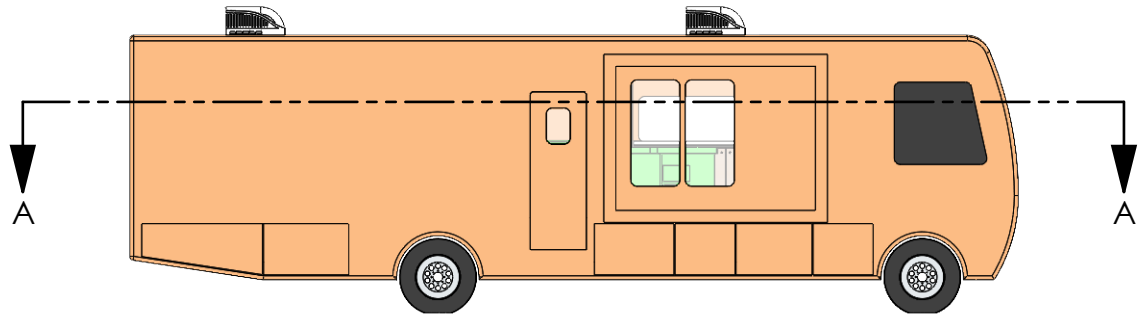
	NAME	DATE
DRAWN	Justin S	7/19/2022
CHECKED		
ENG APPR.		
MFG APPR.		
Q.A.		

TITLE: M3SM01-001 F&E		REV
SIZE: B	CLIENT: STANDARD BUILD	
SCALE: 1:96	WEIGHT: lbs	SHEET 1 OF 5

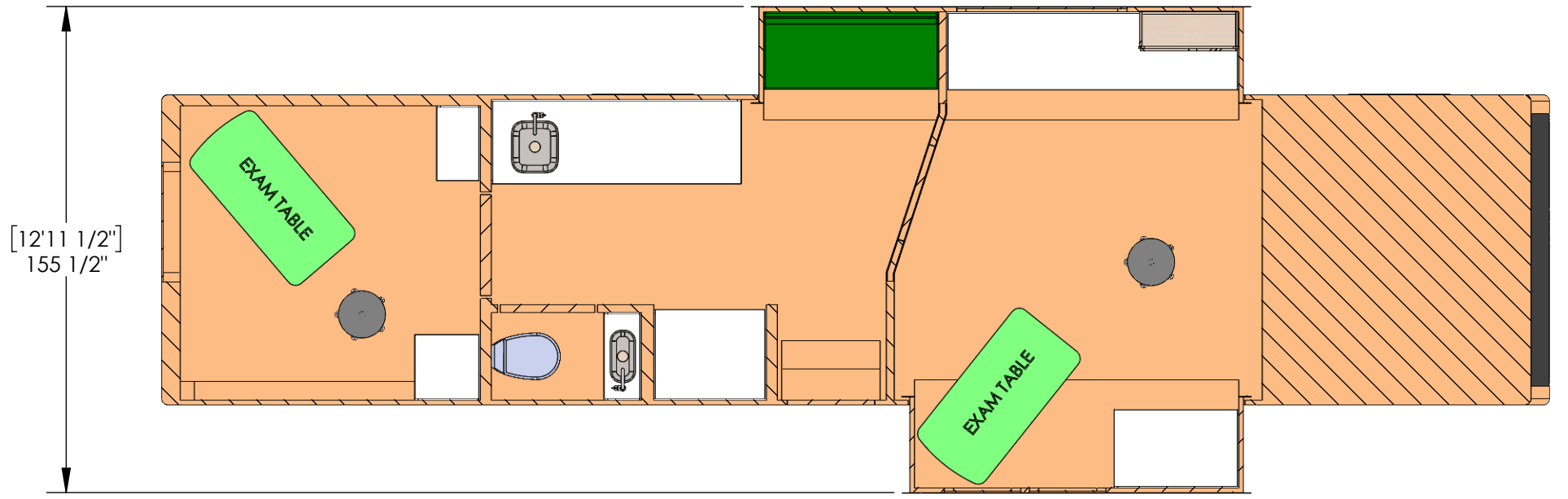


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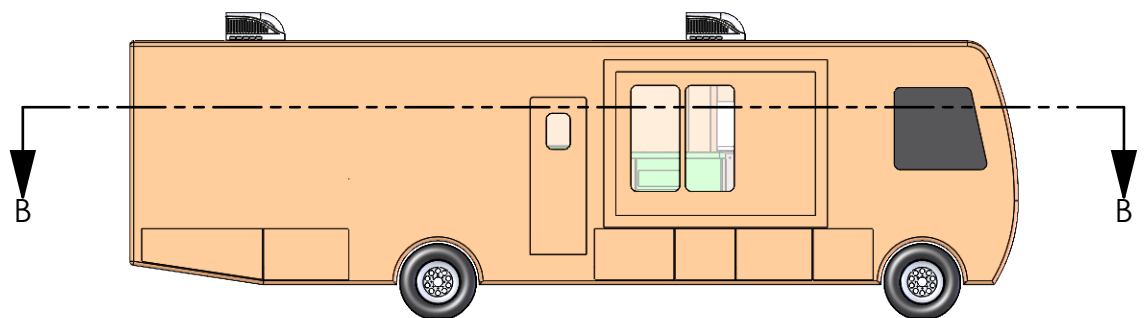
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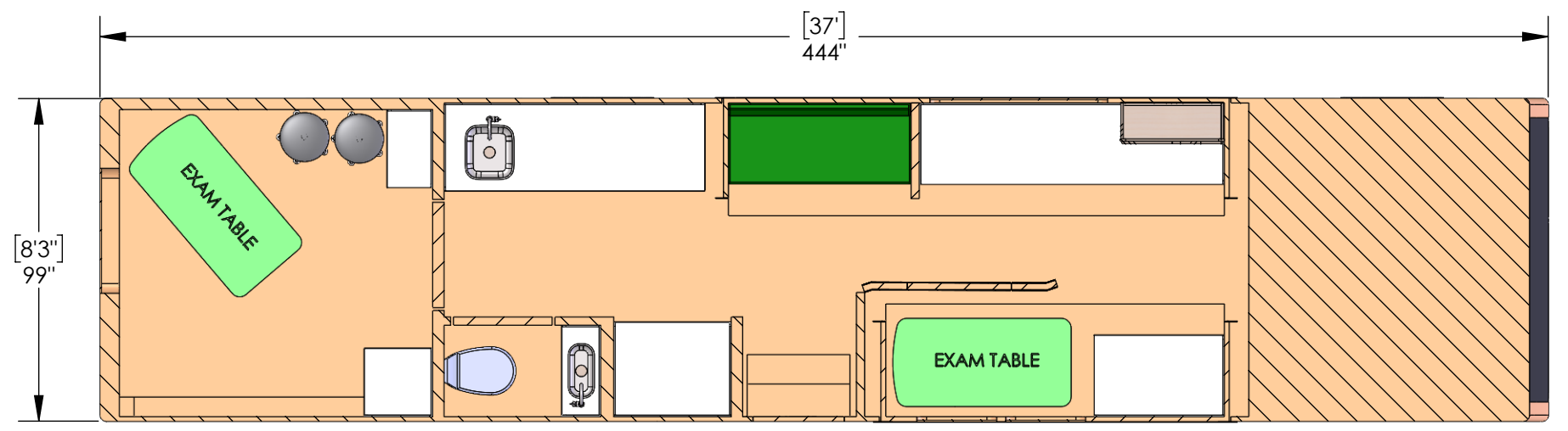
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SCALE 1 : 50

C

B



PS VIEW CLOSED



SECTION B-B
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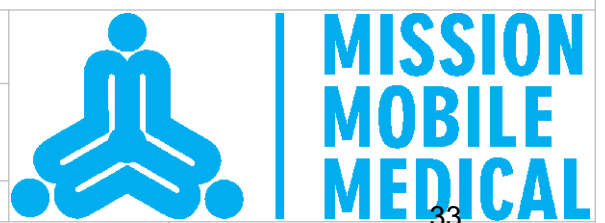
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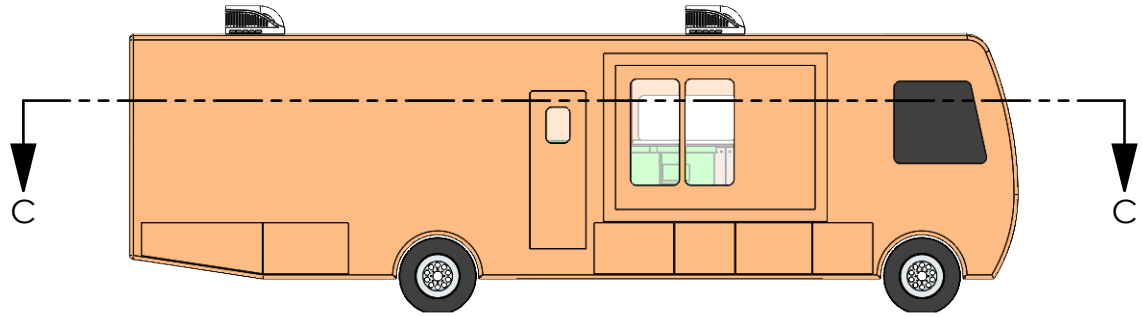
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TWO PLACE DECIMAL: ±.01
THREE PLACE DECIMAL: ±.005
INTERPRET GEOMETRIC TOLERANCING PER: ASME Y14.5M-1994

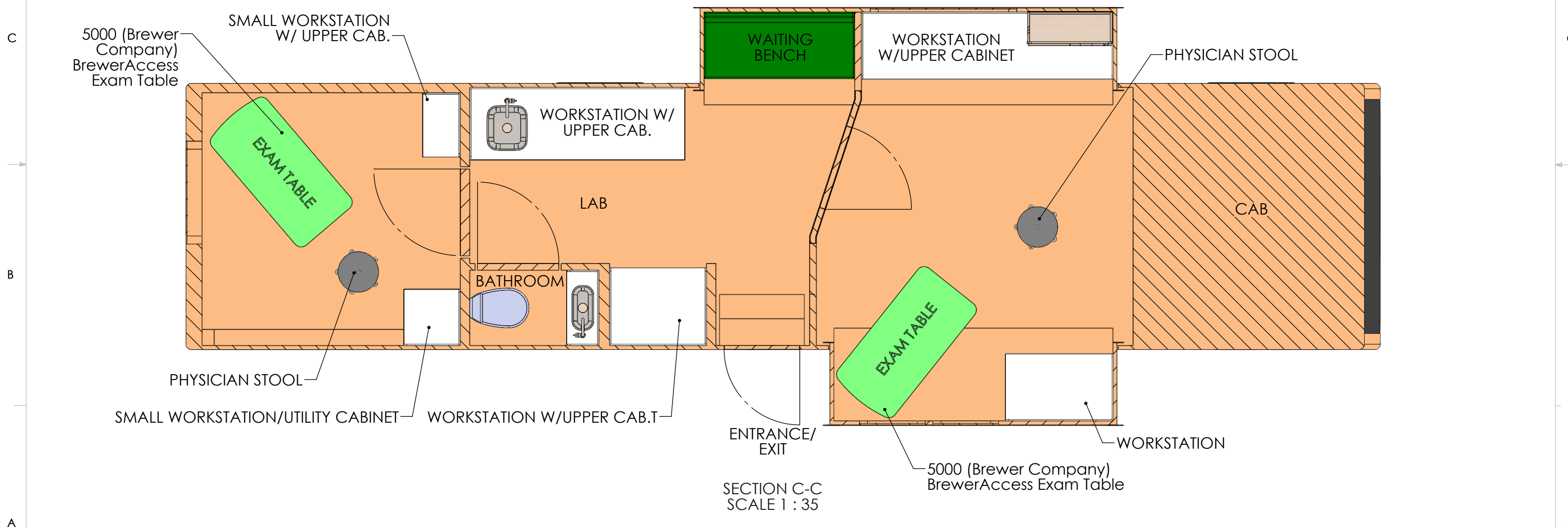
	NAME	DATE
DRAWN	Justin S	7/19/2022
CHECKED		
ENG APPR.		
MFG APPR.		
Q.A.		

TITLE: M3SM01-001 F&E		REV
SIZE: B	CLIENT: STANDARD BUILD	
SCALE: 1:96	WEIGHT: lbs	SHEET 2 OF 5





PS VIEW OPEN

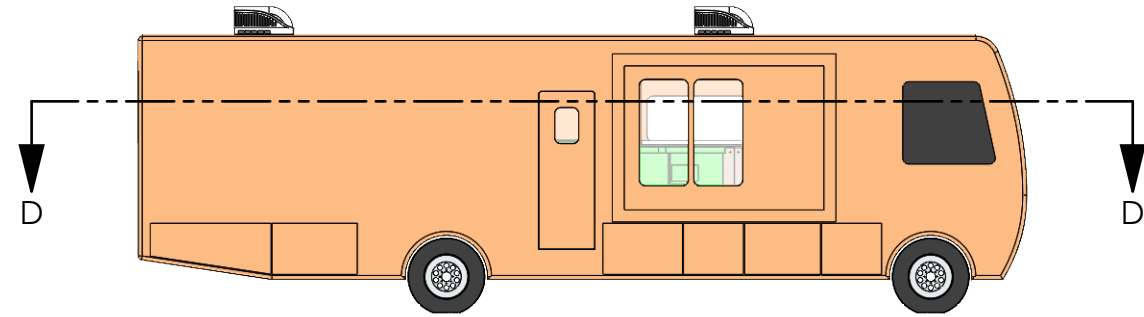


SECTION C-C
SCALE 1 : 35

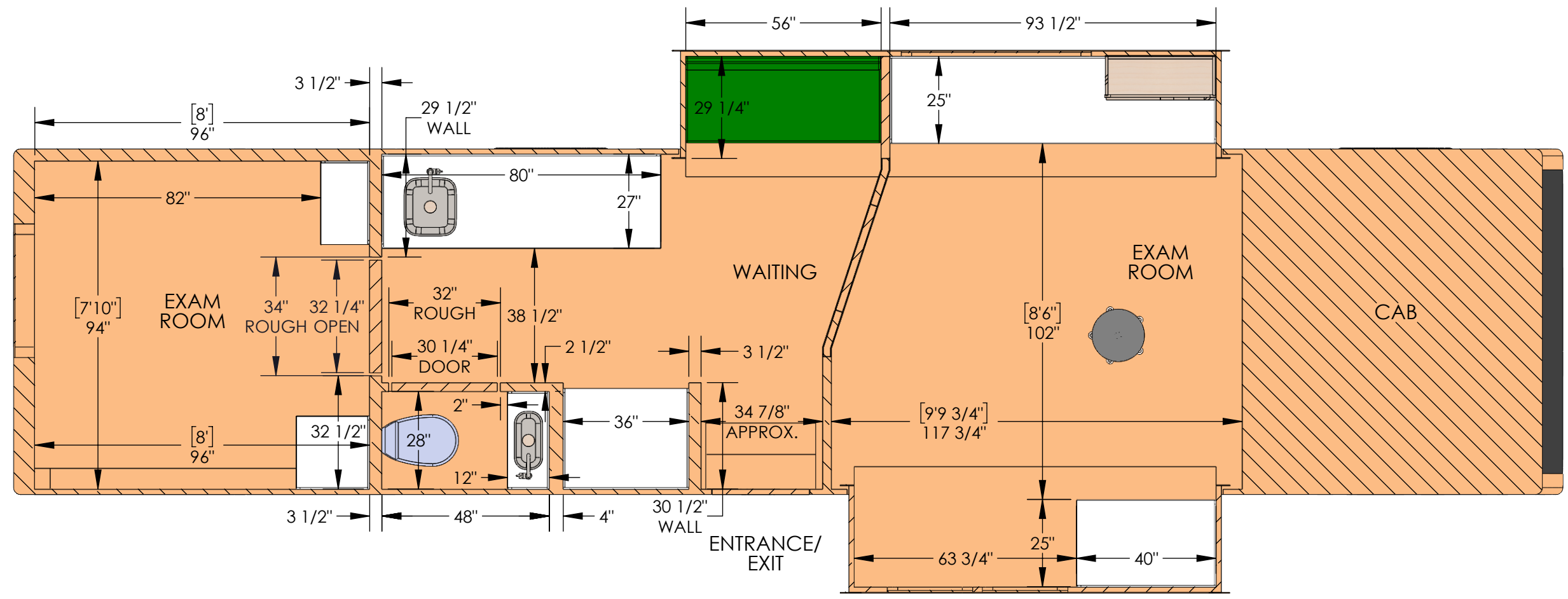
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	<p>FRACTIONAL <20ft: ±1/16" FRACTIONAL >20ft: ±1/8" ANGULAR: ±1° TWO PLACE DECIMAL: ±.01 THREE PLACE DECIMAL: ±.005</p>	<p>DRAWN</p>		<p>SIZE B</p>		<p>CLIENT: STANDARD BUILD</p>
	<p>INTERPRET GEOMETRIC TOLERANCING PER: ASME Y14.5M-1994</p>	<p>CHECKED</p>		<p>REV</p>		
		<p>ENG APPR.</p>		<p>SCALE: 1:96</p>		<p>WEIGHT: lbs</p>
		<p>MFG APPR.</p>		<p>SHEET 3 OF 5</p>		
	<p>Q.A.</p>					

8 7 6 5 4 3 2 1

D
C
B
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PS VIEW OPEN



SECTION D-D
SCALE 1 : 35

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INTERPRET GEOMETRIC TOLERANCING PER: ASME Y14.5M-1994

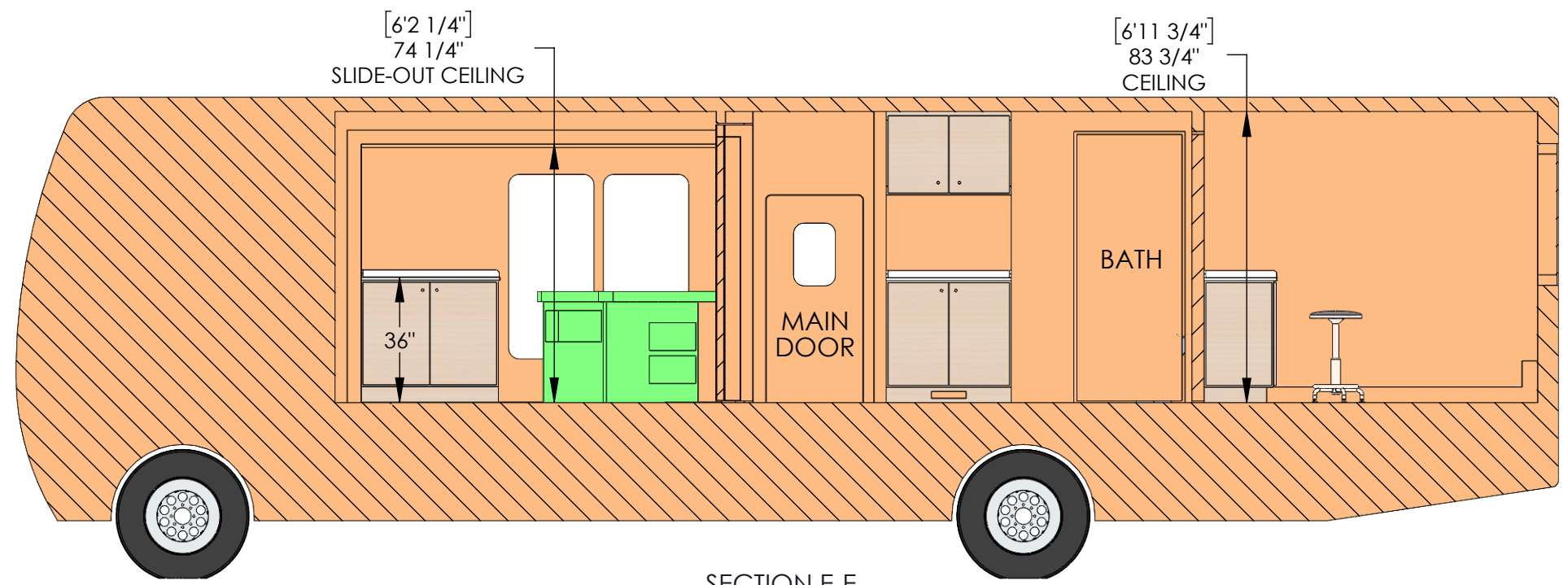
	NAME	DATE
DRAWN	Justin S	7/19/2022
CHECKED		
ENG APPR.		
MFG APPR.		
Q.A.		

TITLE: M3SM01-001 F&E		REV
SIZE: B	CLIENT: STANDARD BUILD	
SCALE: 1:96	WEIGHT: lbs	SHEET 4 OF 5



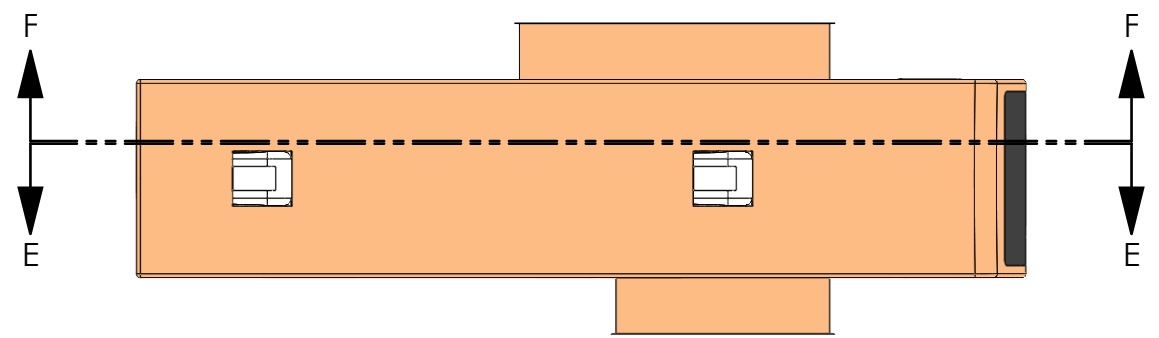
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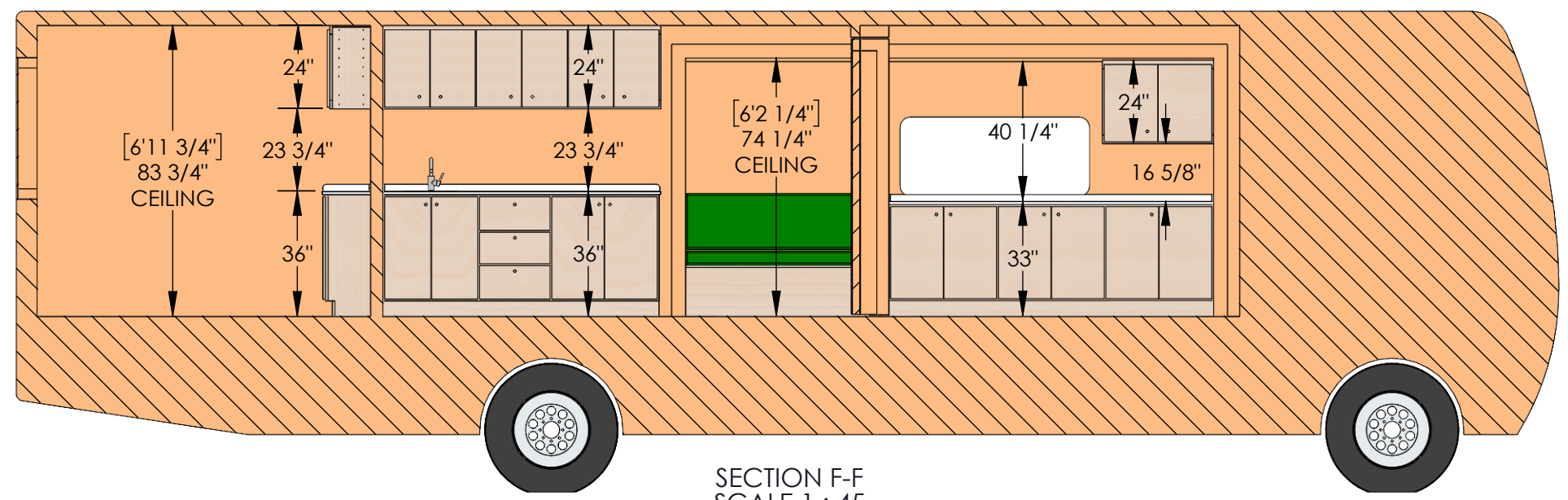
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SCALE 1 : 45

C




TOP VIEW OPEN

B



SECTION F-F
SCALE 1 : 45

A

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	<p>FRACTIONAL <20ft: ±1/16" FRACTIONAL >20ft: ±1/8" ANGULAR: ±1° TWO PLACE DECIMAL: ±.01 THREE PLACE DECIMAL: ±.005</p>	<p>DRAWN</p>	<p>CHECKED</p>	<p>SIZE B</p>		<p>CLIENT: STANDARD BUILD</p>		
	<p>INTERPRET GEOMETRIC TOLERANCING PER: ASME Y14.5M-1994</p>	<p>ENG APPR.</p>	<p>MFG APPR.</p>	<p>SCALE: 1:96</p>		<p>WEIGHT: lbs</p>		
	<p>Q.A.</p>	<p>REV</p>	<p>SHEET 5 OF 5</p>	<p>36</p>				
	<p>JOB #: N/A</p>	<p>8</p>	<p>7</p>	<p>6</p>		<p>5</p>	<p>4</p>	<p>3</p>

8 7 6 5 4 3 2 1

MISSION MOBILE MAINTENANCE

KEEPING YOUR TEAM ON THE ROAD

HOW OUR MISSION MOBILE MAINTENANCE PLAN ADDS VALUE TO YOUR PROGRAM



By taking the risk out of maintaining specialty vehicles, we increase access to care for the people you serve.

Your mobile unit is a critical asset to your program and maintaining it should be a top priority for your team. If you are looking for daily support or are purchasing your first vehicle, our maintenance plan is the perfect way to maintain peace of mind on the road.

HOW A MISSION MOBILE MAINTENANCE PLAN ADDS VALUE TO YOUR CRITICAL MISSION.

MINIMIZED RISK

Maintaining a complex, expensive piece of equipment that is vital to your program's success and keeping it in service can be a challenge. Neglecting your vehicle service needs can lead to costly equipment replacement and catastrophic failures on the road. At Mission Mobile, we design a pre-paid maintenance plan specific to your mobile unit to help you stay on top of your vehicle's needs and let you focus on your clients.



MAINTENANCE PARTNERS

We know that maintenance needs on a specialized mobile unit are unique and require a particular level of care. In addition to our very own Mission Mobile Roadshow technician and our experienced on-staff technicians, we carefully select qualified third-party providers to supplement our service. Our network includes over 1,800 vetted, third-party providers located throughout the continental United States, ready to provide a wide scope of services, including towing and roadside service.



REDUCE DOWNTIME

Equipment failures on your vehicle can be devastating to your program. By designing a custom service plan based on your usage and specific vehicle, we can prevent many of the frustrating events that will derail your program. At Mission Mobile, we focus on preventive maintenance, and by being proactive, we can limit wear, malfunctions and breakdowns.

PREDICTABILITY

Our pre-paid Mission Mobile Maintenance Plan locks in the cost of your scheduled services for 3 years from the date of purchase, providing predictability for the terms of the contract. Oil changes, tire rotations, inspections and other routine maintenance will be covered under our service plan.



COST SAVINGS

You have made a significant investment in your program and neglecting your service needs can lead to a shorter lifespan for your vehicle. Our maintenance plan will increase your vehicle life expectancy, so you'll spend fewer dollars in the long run.





MISSION MOBILE ACADEMY

HELPING YOU SAVE THE DAY

HOW OUR MISSION MOBILE ACADEMY ADDS VALUE TO YOUR PROGRAM



We dedicate time with every client to make sure their team has the knowledge and skills needed to thrive. We also offer a two-day on-site extensive training course to ensure safe and efficient missions.



CONFIDENCE IS ON THE ITINERARY AT MISSION MOBILE ACADEMY

Our certification program is a valuable mixture of classroom and field training to ensure your team is equipped to properly operate and maintain your mobile unit. Attendees will discover what it takes to operate a mobile unit and how they perform on the road.



SELF-ASSURANCE

In order to feel comfortable and confident driving your specialized vehicle, you need to know how it operates. The size and characteristics of a mobile unit built on an RV platform present challenges on the road since it handles very differently from a regular sized vehicle. Once your vehicle becomes familiar, you'll start to feel more and more comfortable in the day-to-day operation.



EXPERIENCE

At Mission Mobile we strongly believe that experience is the best form of training. Through our program, your operators will leave with the experience needed to make your program a success. Our instructors provide valuable knowledge in a variety of ways about how to operate specialized motor vehicles through classroom-based learning, proven curricula and hands on experience including on-the-road driving



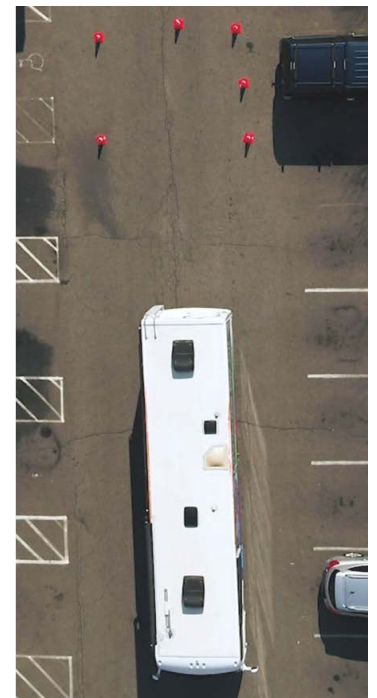
EXPERTISE

Our team at Mission Mobile has 175+ years of experience in the specialized vehicle and RV industry and we are excited to share that knowledge with your team. We want to provide your team with the crucial information they need to be a successful operator for your team.



LEADERSHIP

We arm your operator with the skills and resources needed to lead others in your organization through the training process to successfully operate your mobile unit, enabling your team to confidently deploy your vehicle for years to come.





ESSENTIAL TO YOUR MISSION

At Mission Mobile, we are here to serve our customers, providing world class specialty vehicles and service programs to our customers so that they can be ready to serve their communities.

We started in my driveway, but we're not there anymore. We are big, we impact the world, and we are far from perfect. We must be humble and thoughtful about even the secondary effects of our actions. Our local communities, planet, and future generations need us to be better every day. We must begin each day with a determination to make better, do better, and be better for our customers, our teammates, our partners, and the world at large. And we must end every day knowing we can do even more tomorrow.

Travis A. LeFever, CEO
Mission Mobile Group



The Warranty

How the Mission Mobile Medical Warranty Adds Value to Your Model

The Mission Mobile Medical Warranty is an integral part of our offering. By taking the risk out of purchasing preowned specialty vehicles designed for medical missions for the life of the program, we increase access to lower-cost vehicles for small healthcare providers, and expand care for vulnerable populations.

All warranty periods begin on the date of original purchase and coverage durations, in years:

Component	Year 1	Year 2	Year 3	Year 4	Years 5-10
Chassis/Structure	100%	100%	100%	100%	100%
Power Train	100%	90%	80%	70%	50%
Opening / Closing Mechanisms	100%	90%	80%	70%	50%
Wear Components	50%	NA	NA	NA	NA
Interior / Exterior Finishes	100%	90%	80%	70%	50%