

Chief Executive Officer
Chris Bjornberg



Board of Directors
Abe Hathaway, President
Jeanne Utterback, Vice President
Tom Guyn, M.D., Secretary
Tami Humphry, Treasurer
Lester Cufaude, Director

Finance Committee

Meeting Agenda

July 26, 2023 at 11:00 AM

Mayers Memorial Healthcare District

Fall River Boardroom

43563 HWY 299 E, Fall River Mills, CA

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

Tami Vestal-Humphry, Chair, Board Member

Abe Hathaway, 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			
3.1	Regular Meeting –June 28, 2023	<i>Attachment A</i>	Action Item	2 min.
4	FINANCIAL REVIEWS/BUSINESS			
4.1	June 2023 Financials	<i>Attachment B</i>	Action Item	15 min.
4.2	Accounts Payable (AP)/Accounts Receivable (AR)		Action Item	15 min.
4.3	Veregy Solar Project	<i>Attachment C</i>	Discussion/ Action Item	15 min.
5	ADMINISTRATIVE REPORT		Information	5 min.
6	OTHER INFORMATION/ANNOUNCEMENTS			
7	ADJOURNMENT: Next Regular Meeting – August 30, 2023			

Posted 07/21/2023

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.



Board of Directors
Finance Committee
Minutes
June 28, 2023
Burney Boardroom

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.

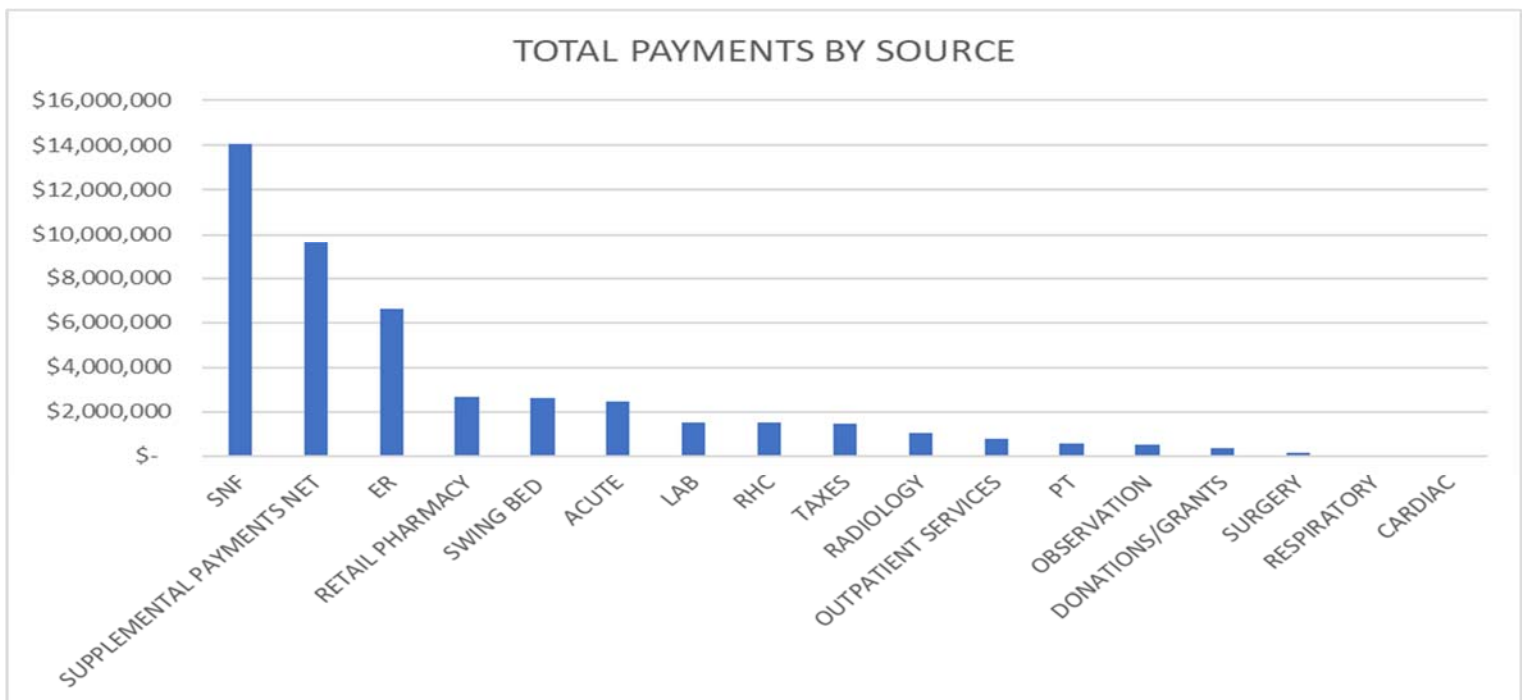
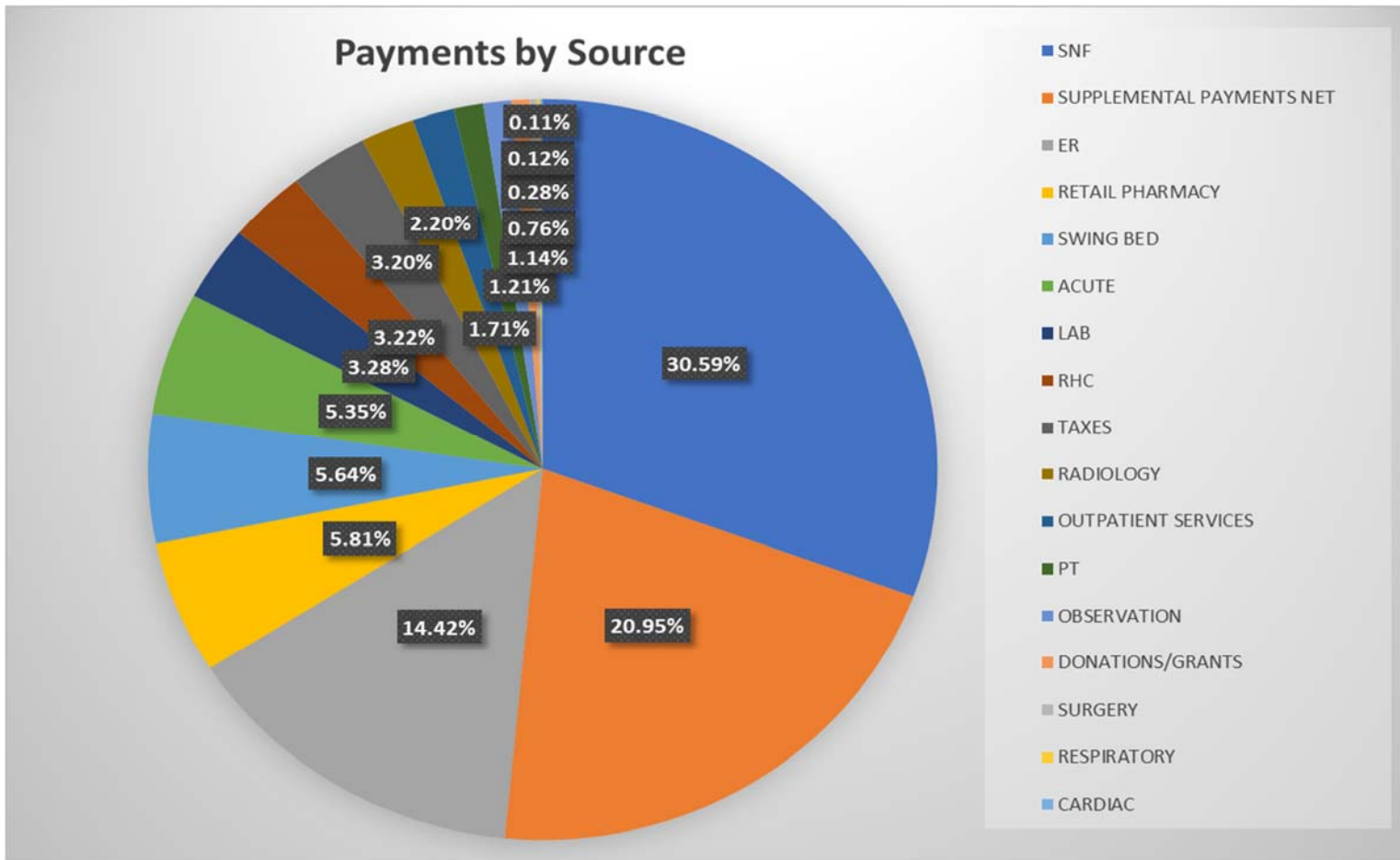
1	CALL MEETING TO ORDER: Tami Humphry called the meeting to order at 10:10 am on the above date.		
	BOARD MEMBERS PRESENT:	STAFF PRESENT:	
	Tami Vestal-Humphry, Committee Chair Abe Hathaway, Director	Chris Bjornberg, CEO Travis Lakey, CFO Ryan Harris, COO Jessica DeCoito, Board Clerk	
	ABSENT:		
2	CALL FOR REQUEST FROM THE AUDIENCE – PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS - None		
3	APPROVAL OF MINUTES: May 31, 2023 – minutes attached. Motion moved, seconded and carried.	<i>Hathaway , Humphry</i>	Approved by All
4	FINANCIAL REVIEWS		
4.1	May 2023 Financials: review of financials and notes provided. DHCS is continuing to work on the issues of reports not matching for supplemental payments. Received our second big payment from County this month. You will see it in next month's financials. Motion moved, seconded and carried to approve financials.	<i>Hathaway , Humphry</i>	Approved by All
4.2	Accounts Payable (AP) & Accounts Receivable (AR): A/R Days 53, Cash on Hand 224. AP year end financials typically stays open later to help capture all of FY23 payables.		
5	NEW BUSINESS		
5.1	FY2024 Budget Adoption: review of budget was conducted. Conservative figures on each line item and notes on each line item are offered in the budget provided. Request to see FY23 Budget vs Actual numbers at the next meeting. Motion moved, seconded and carried to recommend to the full Board for approval.	<i>Hathaway , Humphry</i>	Approved by All
5.2	Master Planning Criteria Documents: Will include design of construction for site work, acute building, remodel of surgery, dietary, NPC deadline work, deferred maintenance, remodel of arts and trophies building, carve out building for additional services, etc. This was approved in the resolution 2022-12.		
5.3	Nutanix Quote: Our Citrix endeavor began in 2019 and in our 4 th year of operating, we have maxed out the capacity and need to expand. This was projected in our initial approval back in 2020, and as predicted, we have outgrown the capacity and need to upgrade for required programming needs. Motion moved, seconded and carried to send to full Board for approval.	<i>Hathaway , Humphry</i>	Approved by All
6	ADMINISTRATIVE REPORT: will report at regular Board meeting.		
7	OTHER INFORMATION/ANNOUNCEMENTS: None		
8	ADJOURNMENT – 11:14 pm		
	Next Finance Committee Meeting: July 26, 2023		

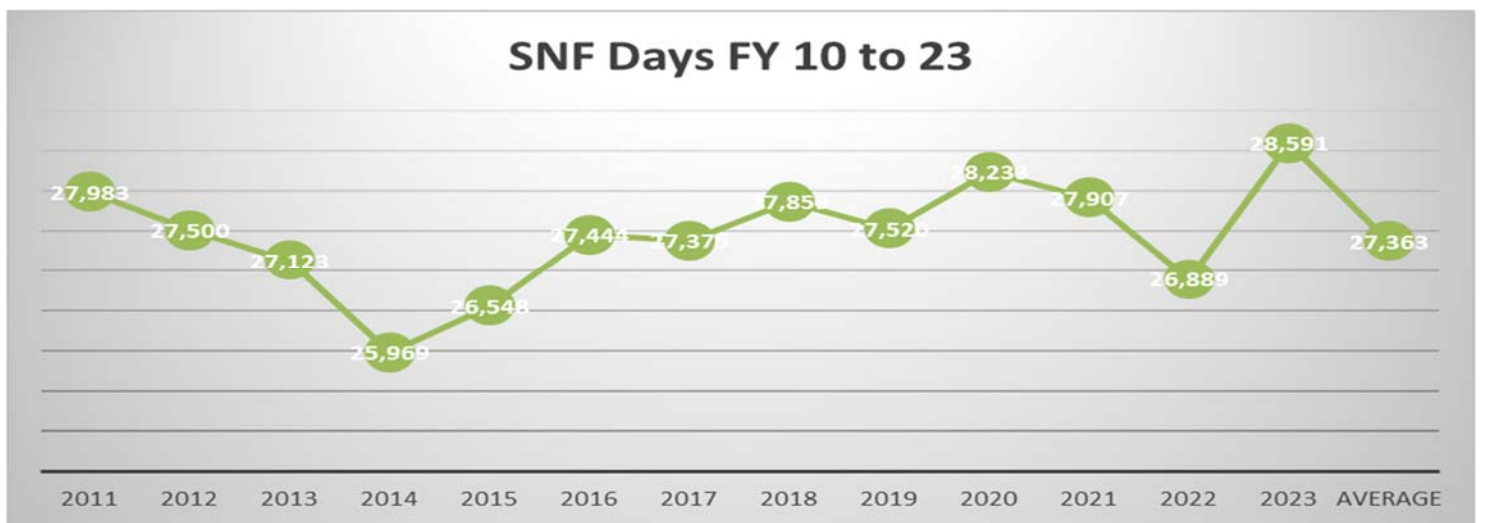
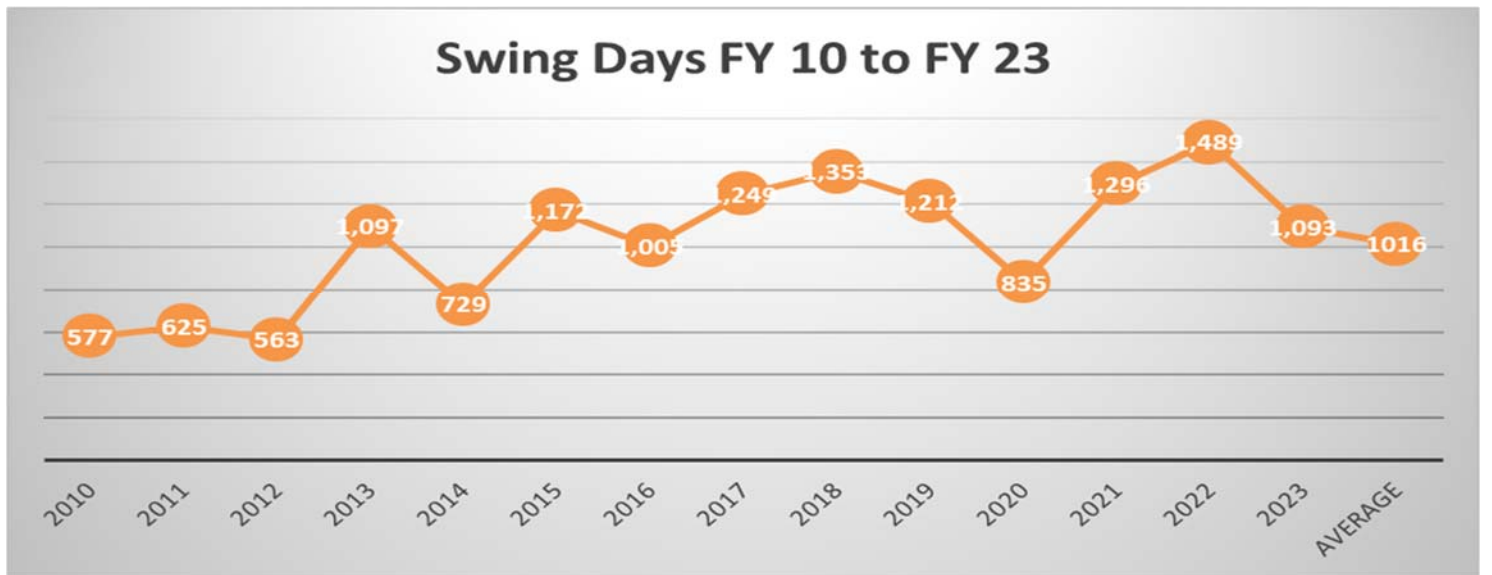
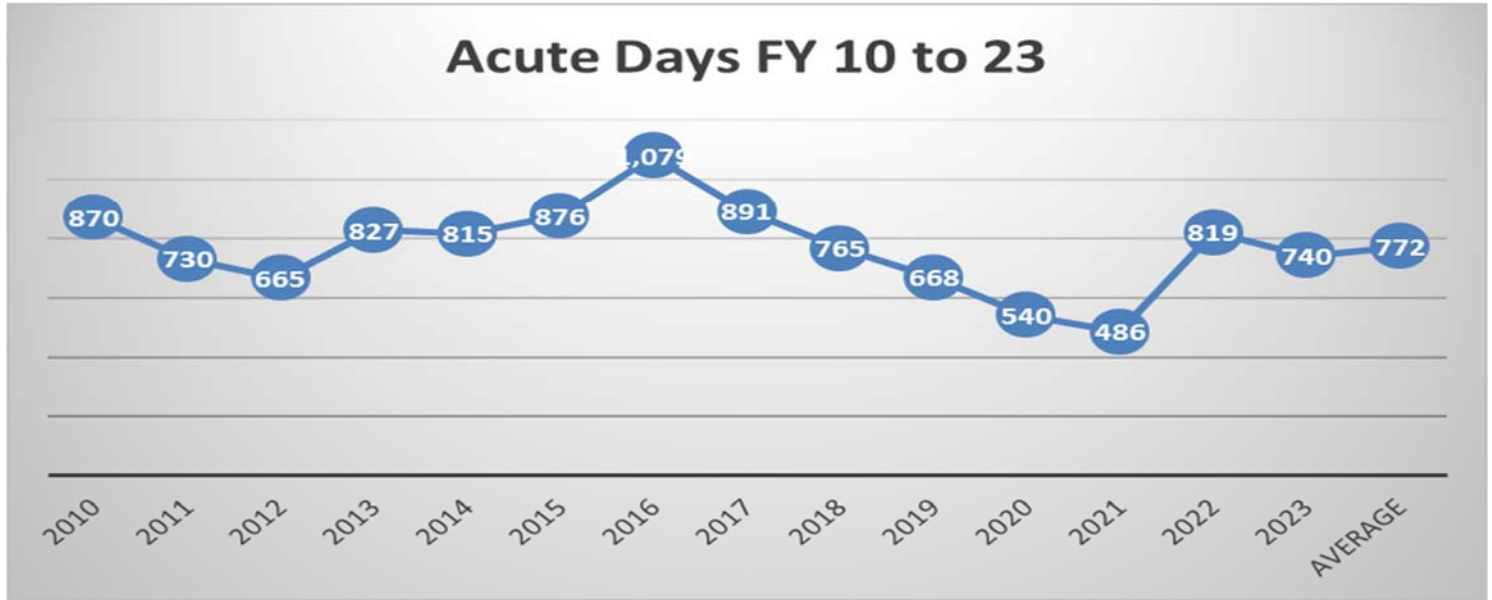
Finance Notes for Interim Year End Financials FY 23

Ratios	FY 23 YE	FY 22 YE	
Cash on Hand	235	264	Year End
Net Income	3,941,722	1,776,783	Year End
Current Ratio	15.81	13.6	Year End
AR Days	53	66	Year End
Accounts Payable	743,372	1,099,948	Year End
Daily Gross Revenue	149,036	138,798	Year End
% of Gross Revenue Collected	68%	64%	Year End

- 1) Overall, as an organization we had a great year financially ending with a very strong bottom line. As always there are areas of concern we will continue to work on as we move forward. A lot of much larger hospitals in California would love to end with our bottom line.
- 2) I changed the metrics in the table to reflect this year and last year's ending numbers.
- 3) Billing ended the year at 53 days in AR and a 68% collection rate which is the best % since I've been here. We had over 5 million in patient payments given we were paid for 3 months of SNF once the Partnership issues were fixed and a strong overall collection month.
- 4) Auditors from Wipfli are scheduled to be here the week of August 14th. Any board members who would like to set an appointment to ask them any questions just let me know and I'll be glad to set that up. I am concerned that with them being here for a week and operating out of two systems we might not be able to get a finance packet and notes done for the August meeting.
- 5) We are starting our RCAT(Revenue Cycle Action Team) meetings weekly where Admitting, Billing, and Coding meet with the clinical department heads to ensure charges are dropping appropriately and documentation is at a level we can bill for all the services provided. An example of this is if we have IV start time without a stop time we can't bill for the IV at all.
- 6) After the auditors leave a top priority is the Phase 5 HRSA reporting for the last round of funds we received back in FY 22. This is due by the end of September.
- 7) With the audit we also start to work on the Medicare, Medi-Cal and Hospice Cost Reports.
- 8) Given that we have outstanding invoices and the time it takes to close out the fiscal year plus making sure our all our software is classified correctly with the new GASB reporting requirements these financials are an interim until the audit is completed. Working with IT for a complete list of software used.
- 9) We are live on the new accounting system and the old one until we are active with Cerner. This creates quite a bit of work until October.
- 10) Good news the Retail Pharmacy closed the year with a small gain. I'm hoping with the new GPO and some tighter staffing we could have a larger positive bottom line next year.
- 11) The RHC ended at a negative 75K in FY 23 but showed increased visits over the last quarter that I'm hoping continues into FY 24.
- 12) I have a bond rating call with Fitch as they are having an extra call this year to check on their hospital bond issuances given the current financial climate in California.

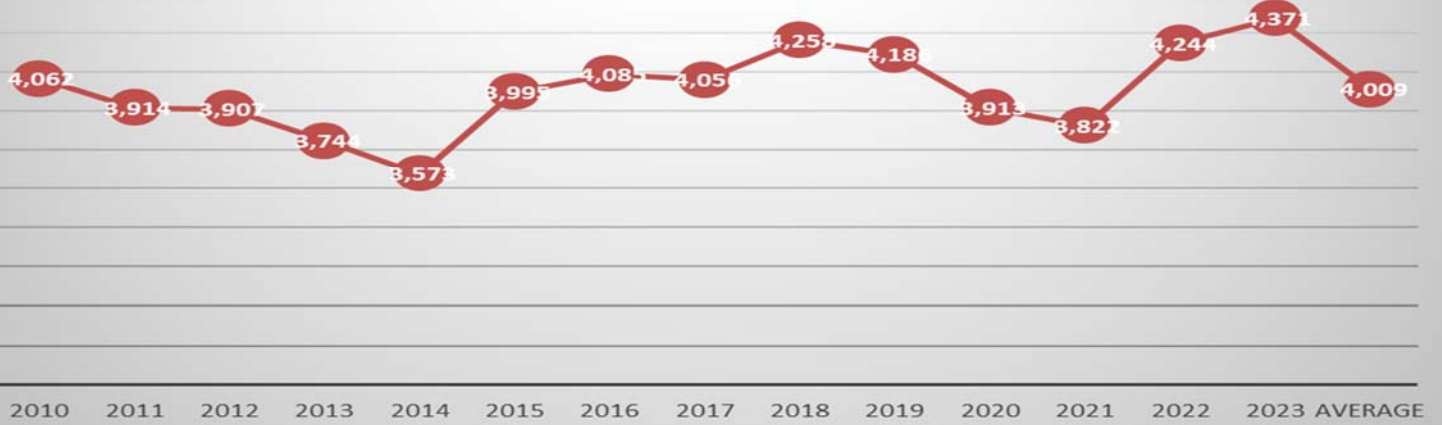
- 13) Chris, Ryan and I met with a group of rural hospitals and a home health agency who formed a system over their respective organizations. I could see some benefit in physician recruitment, combined GPO spend to get a higher discount, common pay scale, universal polices and negotiations for purchased services we all use.
- 14) Below are a couple charts that I put together showing payments by all the different services and sources at the end of FY 23. I thought it was important to put in context how much the Supplemental Payments effect the contractuals and Net Revenue.





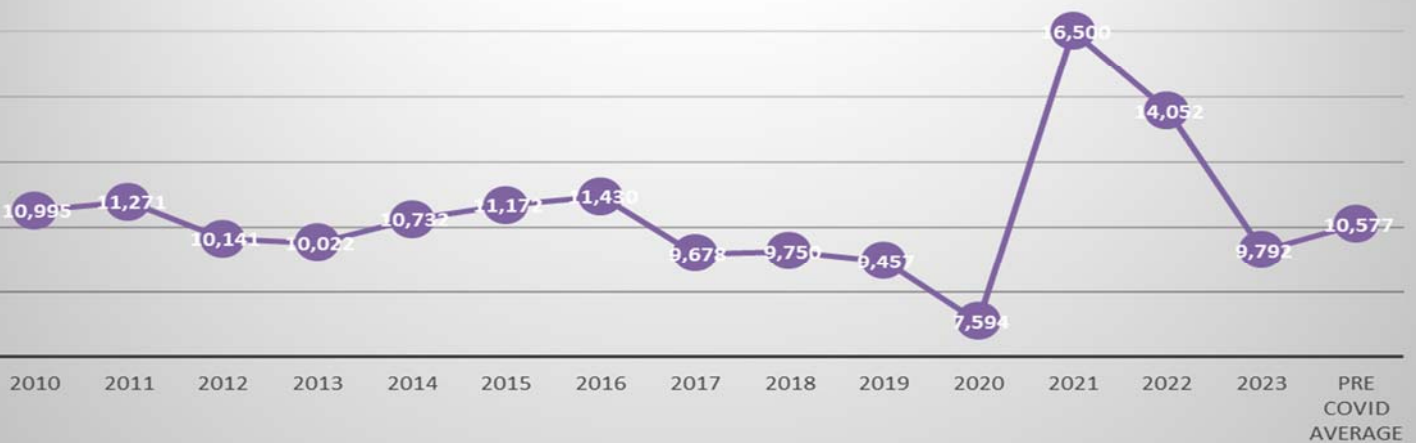
Great job to SNF as they had the highest amount of days over the last 13 years in FY 23.

ER Visits FY 10 to FY 23



ER visits also topped a new high in that time period. Historically we have 11 visits a day and in FY 23 we had 12.

Labs FY 10 to 23

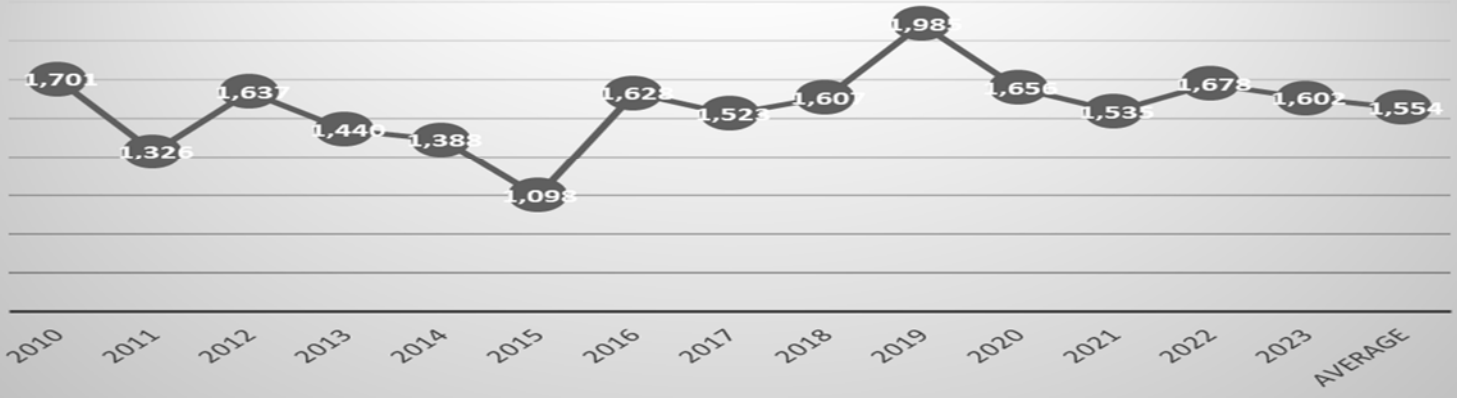


Rad Procedures FY 10 to 23

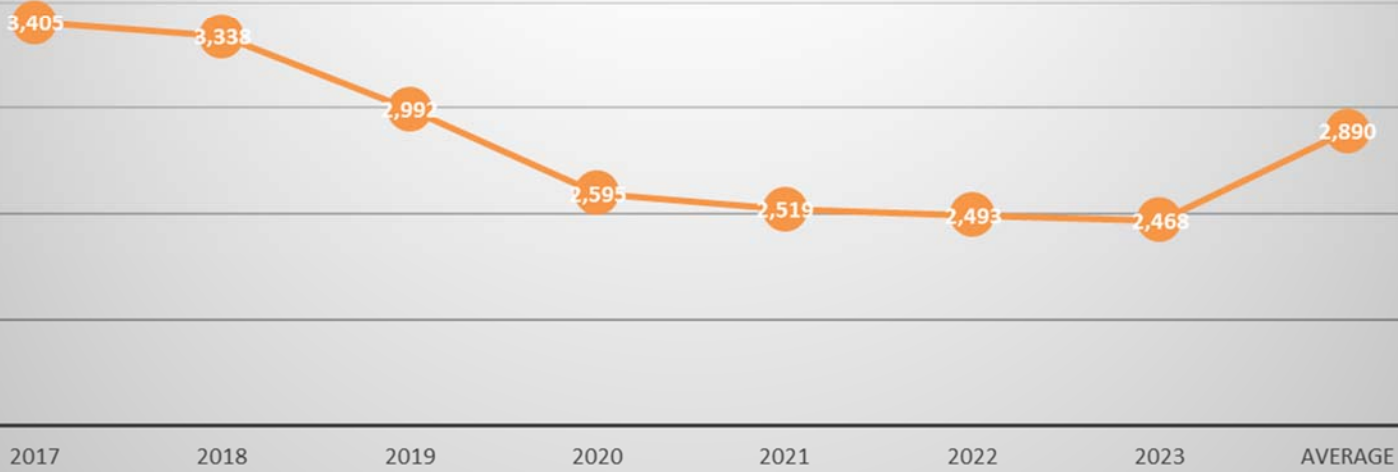


Rad Procedures ended up over average. 2010 was an outlier as we were doing a lot of imaging related to our surgical agreement with Shasta Ortho.

Outpatient Medical FY 10 to 23

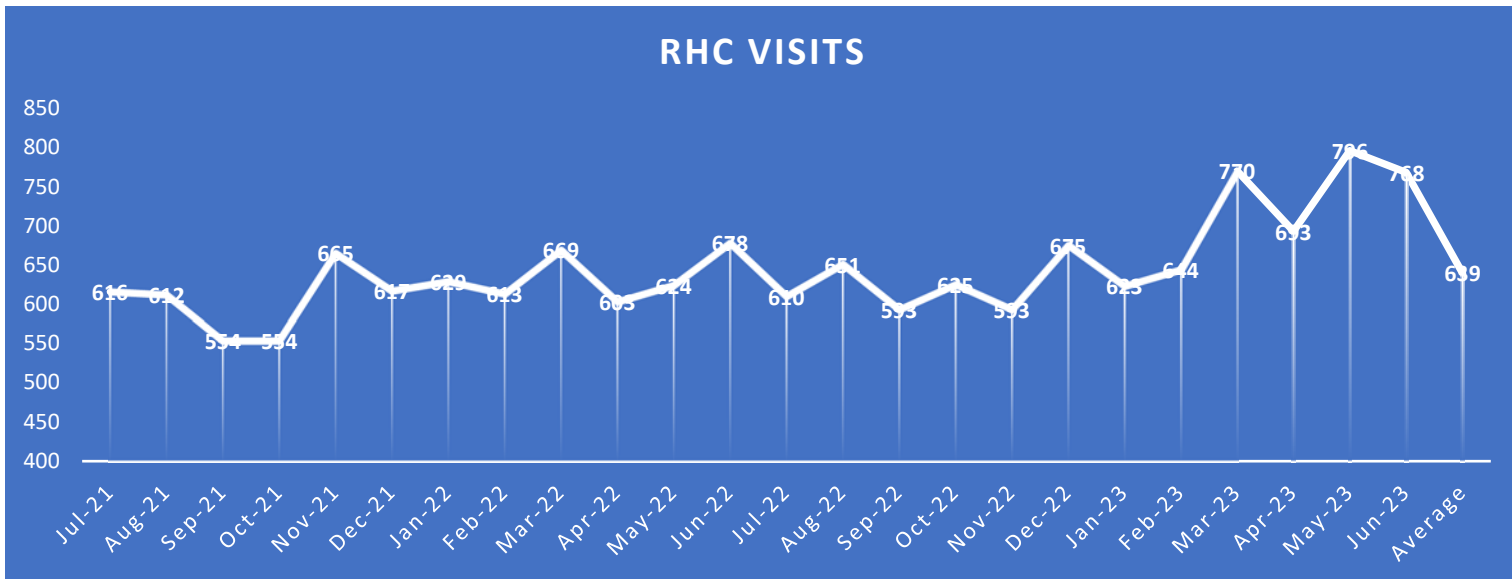


PT visits FY 17 to FY 23



Cardiac Rehab FY 10 to 23





The RHC finished off the year strong with 3 of it's 4 months topping the 700 visit mark.

Income Statement

- 1) Acute Revenue is up for the month due to Swing Days but down YTD due to reduced patient days in Swing and Acute.
- 2) SNF Revenue has increased due to more days and a higher negotiated rate starting in May.
- 3) OP Revenue is up despite having very little Surgery and Lab volumes falling below Pre-Covid averages.
- 4) The Care/Cal contractals show a negative as we corrected the auto posting from the month prior plus we have interim cost report payment that also reduces the overall amount by over 400K. YTD the contractals look really low but you need to factor in that there's about 10 million in supplemental and lump sum payments that reduce that amount.
- 5) Contractals PPO which is Commercial Insurance is mostly up due to our UR issues this last year.
- 6) The Provision for Bad Debts is down due to the reduction in Accounts Receivable.
- 7) Productive Salaries ended at 15.8 million when I'd budgeted 15.3 last year but I didn't know at the time to factor in the 354K for the state workforce retention payment.
- 8) Non-Productive Salaries are up for the month due to some larger PTO cash outs.
- 9) Employee Benefits only increased 5.5% when I'd budgeted 7. We just got our quote for our renewal and it's a 13.25% increase. I'm going to look at some alternatives including going self funded as we could possibly use the retail pharmacy to our benefit selling drugs at cost to employees as drugs costs are one of the main reasons insurance costs are increasing.
- 10) I'm meeting with my CAH counterparts to discuss a productivity worksheet that can be shared amongst the group.
- 11) Supplies are down YTD and should decrease more this next year with the new GPO. Supplies in the period are up due to the purchase of clot buster TNK and replacing our rattlesnake antivenin.
- 12) Pro Fees are down as two of our providers are employees so that cost shifted up into salaries.
- 13) Purchased Services compared to the prior year is down 5%. This may change if there are any outstanding invoices that haven't come in yet.

Traveler Comparison FY 19 to 23					
Department	23	22	21	20	19
Acute	\$ 1,256,810.00	\$ 2,164,082.24	\$ 495,803.40	\$ 541,738.91	\$ 807,844.26
SNF	\$ 2,983,194.09	\$ 2,982,716.41	\$ 2,045,910.42	\$ 2,124,191.37	\$ 2,065,555.03
Radiology	\$ 693,131.86	\$ 405,778.26	\$ 254,165.00	\$ 274,097.25	\$ 407,213.07
Lab	\$ 229,854.17	\$ 116,791.66	\$ 318,782.96	\$ 281,601.55	\$ 257,297.20
ER	\$ 1,012,397.25	\$ 1,002,991.95	\$ 346,462.94	\$ 477,742.35	\$ 72,643.25
Respiratory	\$ 241,332.70	\$ 149,218.35	\$ -	\$ 136,318.13	\$ 100,699.50
PT	\$ 99,560.00	\$ 29,640.00	\$ -	\$ -	\$ 173,296.00
OP Services	\$ -	\$ -	\$ -	\$ -	\$ 51,975.75
Surgery	\$ 21,600.00	\$ 25,473.13	\$ -	\$ -	\$ -
Total	\$ 6,537,880	\$ 6,876,692	\$ 3,461,125	\$ 3,835,690	\$ 3,936,524
	Decrease Compared to FY 22		5%		



- 14) Insurance is up due to price increases primarily on the property side due to the market and our claims history.
- 15) Other is up mostly due to increases in licensing fees. Also travel and education
- 16) Depreciation has increased due to the Lodge and Seismic Wall project.
- 17) Rental-Lease is up from bed rentals.
- 18) Non-Operating Revenue is up due to our QIP payment this year and higher revenue in our Retail Pharmacy.
- 19) Interest Income is up due to higher rates.
- 20) Non-Operating Expense is up as Retail Pharmacy expenses are up. OSHPD dictates that Retail Pharmacy is a Non-Operating Department as it's not a traditional hospital department.
- 21) Net Income was great this year but we had a lot of supplemental payments which can vary quite a bit from year to year so we need to be focused on expenses especially on the registry side.

Balance Sheet

- 1) Cash is up as we had an amazing month of collections.
- 2) The Medicare/Medi-Cal Settlement is up due to our lump sum payment from Medicare that didn't come in until July.

- 3) Building and Fixed Equipment is up as we moved a lot of items from Construction in Progress as they were completed.
- 4) Accounts Payable is 743K but will change if we get any late invoices.
- 5) QIP, QAF and Rate Range Payables will start over again in FY 24 as I model the programs based off the last five years then adjust as the official models come out.
- 6) Our Current Ratio ended at a robust 15 which means we could pay our current obligations 15 times over.

Miscellaneous

- 1) Our average monthly Patient Payments increased to 2.9 million monthly compared to 2.7 million last year.
- 2) Gross AR Days ended at 52.61 which is well ahead of the April 2023 CA CAH average that has ballooned to 60. The CAH Flex Data is put together annually by a consortium of researchers from University of Minnesota, North Carolina at Chapel Hill and Southern Maine. statedmediansreport_2023_natl.pdf (flexmonitoring.org)

Table 3. Liquidity Indicators

State	Current Ratio (Times)	Days Cash on Hand (Days)	Days in Net Accounts Receivable (Days)	Days in Gross Account Receivable (Days)
US	2.26	164.81	48.91	48.14
AK	1.76	182.46	54.08	43.91
AL	0.77	74.52	30.50	39.30
AR	2.74	64.90	43.78	38.19
AZ	4.05	196.82	53.60	34.50
CA	2.81	203.67	45.30	60.04

- 3) Using this same CAH Flex Data you can see we are well ahead of the Current Ratio and about 23 days ahead on Cash on Hand.

MAYERS MEMORIAL HOSPITAL

Statistical Data

Fiscal Year Ending JUNE 30, 2023

COMPARISON TO ACTUAL

2023		2023		FY 2023		FYE 2022		% Increase or Decrease
June	May	Actual	Actual	YTD	YTD	Actual	Actual	
Actual	Actual	Variance		Actual	Actual	Variance		
VOLUME:								
DISCHARGES								
16	23	(7)	Acute	199	183	16		8.72%
13	5	8	Swing Bed	104	107	(3)		-2.81%
1	7	(6)	Skilled Nursing Care (DISCHG)	42	47	(5)		-10.61%
10	9	1	Observations	95	111	(16)		-14.41%
PATIENT DAYS								
47	70	(23)	Acute	740	758	(18)		-2.41%
130	57	73	Swing Bed	1,093	1,381	(288)		-20.91%
2,249	2,383	(134)	Skilled Nursing Care	28,591	24,675	3916		15.92%
LENGTH OF STAY								
2.94	3.04	(0)	Acute	3.72	4.14	(0)		-10.21%
10.00	11.40	(1)	Swing Bed	10.51	12.91	(2)		-18.61%
			Skilled Nursing Care					
AVERAGE DAILY CENSUS								
1.57	2.26	(1)	Acute	2.03	2.26	(0)		-10.31%
4.33	1.84	2	Swing Bed	2.99	4.12	(1)		-27.31%
74.97	76.87	(2)	Skilled Nursing Care	78.33	73.66	5		6.32%
ANCILLARY SERVICES								
0	0	0	Surgery Inpatient Visits	0	1	(1)		-100.01%
0	0	0	Surgery OP/ procedure visits	3	146	(143)		-97.91%
419	377	42	Emergency Room Visits	4371	3,880	491		12.72%
222	129	93	Outpatient Services Procedures	1602	1,567	35		2.22%
682	689	(7)	Laboratory Visits	9792	13,293	(3501)		-26.31%
471	529	(58)	Radiology Procedures	5272	4,611	661		14.32%
117	75	42	Hospice Patient Days	1303	1,619	(316)		-19.51%
233	218	15	Physcial Therapy visits	2468	2,493	(25)		-1.01%
190	188	2	Cardiac Rehab	2335	1,867	468		25.12%
67	63	4	Telemedicine visits	560	440	120		27.32%
20	34	(14)	Admissions from ER	265	259	6		2.32%
20	17	3	Transfers from ER	187	158	29		18.42%
768	796	(28)	Clinic Visits	8041	6,756	1285		19.02%
PRODUCTIVITY:								
Productive FTE's								
9.46	9.25		Nursing - Acute	12.47	19.28			
38.60	41.50		Long Term Care	45.95	55.79			
45.84	46.28		Ancillary	44.74	50.35			
68.24	66.67		Service	71.62	80.34			
162.14	163.70		Total Productive	174.78	205.76			
70.10	64.46		Non-Productive FTE's	69.96	39.06			
232.24	228.16		Paid FTE's	244.74	244.82			
PRODUCTIVE FTE PER ADJUSTED OCCUPIED BED								
2.49	2.50			2.60	3.08			

MAYERS MEMORIAL HOSPITAL

Statement of Revenue and Expenses

Fiscal Year Ending JUNE 30, 2023

COMPARISON TO ACTUAL

2023	2022	Variance		FY 2023	FY 2022	Variance	Increase Decrease %
JUNE ACTUAL	JUNE ACTUAL		PATIENT REVENUE	YTD ACTUAL	YTD ACTUAL		
803,372	662,225	141,147	Acute	7,293,317.00	8,569,757.30	(1,276,440)	-14.91%
1,277,288	1,096,317	180,971	Skilled Nursing	14,536,560	12,633,021	1,903,539	15.12%
226,296	347,472	(121,176)	Inpatient Ancillary				
(157)	334	(491)	Acute	3,349,923	3,153,814	196,109	6.22%
			Skilled Nursing	(249)	3,249	(3,498)	
2,306,799	2,106,348	200,451	Total Inpatient Revenue	25,179,551	24,359,842	819,710	3.42%
2,547,896	2,538,013	9,883	Total Outpatient Revenue	29,218,679	28,302,509	916,170	3.22%
4,854,695	4,644,361	210,334	Total Patient Revenue	54,398,231	52,662,351	1,735,880	3.32%
DEDUCTIONS FROM REVENUE							
(1,870,675)	1,712,901	3,583,576	Contractuals - Care/Cal	6,640,360	10,374,178	3,733,818	
457,931	738,693	280,762	Contractuals - PPO	3,862,634	3,355,299	(507,335)	
1,713	(303)	(2,015)	Charity and Write Offs	68,275	42,200	(26,075)	
237,607	244,258	6,651	Admin Adjmts/Emp Discounts	1,292,562	2,022,029	729,467	
34,234	35,279	1,045	Provision for Bad Debts	789,652	863,460	73,808	
(1,139,189)	2,730,829	3,870,018	Total Deductions	12,653,483	16,657,166	4,003,683	
43,132	30,612	12,520	Other Operating Revenues	644,934	945,601	(300,667)	
6,037,017	1,944,144	4,092,873	Net Revenue	42,389,682	36,950,785	5,438,896	
OPERATING EXPENSES							
1,392,145	1,093,971	(298,174)	Productive Salaries	15,846,377	13,687,997	(2,158,380)	-15.81%
259,899	155,399	(104,500)	Non-Productive Salaries	1,834,312	1,838,584	4,273	.22%
354,247	335,069	(19,177)	Employee Benefits	4,178,453	3,961,677	(216,776)	-5.51%
384,326	404,454	20,128	Supplies	4,036,475	4,185,535	149,060	3.62%
135,844	177,450	41,606	Professional Fees	1,555,598	1,746,731	191,133	10.92%
141,981	114,172	(27,809)	Acute/Swing Travelers	1,256,811	733,992	(522,819)	-71.21%
202,501	227,721	25,220	SNF Travelers	2,973,194	1,901,679	(1,071,515)	-56.31%
142,235	198,510	56,276	Ancillary Travelers	2,297,876	1,604,033	(693,843)	-43.31%
147,517	973,800	826,284	Other Purchased Services	1,943,446	4,119,918	2,176,471	52.82%
60,987	60,457	(530)	Repairs & Maintenance	450,134	500,890	50,756	10.12%
73,666	44,608	(29,058)	Utilities	1,045,135	583,749	(461,386)	-79.01%
41,769	16,242	(25,527)	Insurance	506,003	402,549	(103,454)	-25.71%
152,207	82,355	(69,852)	Other	1,251,963	783,382	(468,581)	-59.81%
158,367	352,255	193,887	Depreciation	1,799,831	1,646,762	(153,069)	-9.31%
0	0	0	Bond Repayment Insurance	-	0	0	
0	243,940	243,940	Bond Repayment Interest	671,109	664,366	(6,743)	-1.01%
6,476	8,335	1,859	Interest	73,708	69,274	(4,434)	-6.41%
13,416	6,012	(7,404)	Rental - Lease	118,752	94,032	(24,720)	-26.31%
3,667,583	4,494,750	827,167	Total Operating Expense	41,839,177	38,525,150	(3,314,027)	-8.61%
2,369,434	(2,550,606)	4,920,040	Income From Operations	550,505	(1,574,364)	2,124,869	
NON-OPERATING REVENUE AND EXPENSE							
356,365	175,905	180,460	Non-Operating Revenue	5,702,381	4,792,578	909,803	
39,097	641	38,455	Interest Income	334,446	61,476	272,970	
217,853	179,439	(38,414)	Non-Operating Expense	2,645,610	2,094,535	(551,075)	
177,609	(2,893)	180,502	Total Non-Operating	3,391,217	2,759,520	631,697	
2,547,043	(2,553,499)	5,100,542	NET INCOME	3,941,722	1,185,156	2,756,567	

MAYERS MEMORIAL HOSPITAL**Balance Sheet**

	JUNE 2023	MAY 2023
CURRENT ASSETS		
Cash (General/Payroll/Petty Cash)	2,221,407	1,273,888
Reserve Cash (unrestricted)	23,642,213	23,602,751
Reserve Cash (restricted) - USDA Debt Serv / Construction	2,951,364	2,562,604
Accounts Receivable	8,268,669	8,018,676
County Treasury receivable	(245,911)	(300,379)
Less: Reserve for Uncollectibles	(791,370)	(757,681)
Reserve for Medicare/Medi-Cal/Commercial	(3,090,713)	(3,375,758)
Inventories	785,552	759,132
Accounts Receivable - Other	33,240	103,341
Prepaid Expenses	1,207,245	933,230
Medicare/Medi-Cal Settlement	447,324	30,357
TOTAL CURRENT ASSETS	35,429,021	32,850,162
PROPERTY, PLANT AND EQUIPMENT		
Land and Building Improvements	3,969,852	3,969,852
Building and Fixed Equipment	39,551,887	36,702,223
Equipment	15,969,722	15,431,077
Construction in Progress (other)	670,766	3,855,971
Hospital expansion	0	0
LESS: Reserve for Depreciation	(27,051,261)	(26,890,087)
TOTAL PROPERTY, PLANT AND EQUIPMENT	33,110,967	33,069,036
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	68,539,988.29	65,919,198.36
CURRENT LIABILITIES		
Accounts Payable	743,372	860,416
Accrued Payroll	538,717	421,454
Accrued Payroll Taxes	(400,332)	(407,589)
Accrued Vacation & Holiday	956,340	852,446
Accrued Health Insurance	53,191	54,256
Accrued Interest	196,965	196,965
RETAINAGE PAYABLE	94,399	94,399
QIP	0	0
HQAF	0	0
Rate Range	0	0
NOTES & LOANS PAYABLE	65,555	5,404
Current Portion of Medicare/Medi-Cal Settlement	(7,082)	(7,082)
TOTAL CURRENT LIABILITIES	2,241,125	2,070,670
LONG-TERM DEBT		
G.O. Bond	1,687,478	1,687,478
Capital Leases / Settlement pymt		
Leases	(71,285)	(68,819)
Provider Relief Fund- Deffered revenue	0	0
Notes & Loans Payable/ CHFFA	1,263,571	1,329,126
GO BOND SERIES B & REFUNDING	20,457,000	20,457,000
TOTAL LONG-TERM DEBT	23,336,764	23,404,785
FUND EQUITY	42,962,099	40,443,743
TOTAL LIABILITIES AND FUND BALANCE	68,539,988.29	65,919,198.36
CURRENT RATIO:	15.81	15.86

MAYERS MEMORIAL HOSPITAL
SUMMARY OF SERVICES - DEPOSITS - REFUNDS
- Fiscal Year 2023

DATE:	REVENUE / SERVICES	AVERAGE DAILY REVENUE	TOTAL DEPOSITS	MISC. PAYMENTS	MISC. PMTS PT RELATED	PATIENT PAYMENTS	ADJUSTMENT S & WRITE-OFFS	REFUNDS
July 31, 2022	4,665,515.38	150,500.50	3,318,978.74	263,239.28	16,825.00	3,038,914.46	1,506,553.80	7,898.24
August 31, 2022	5,143,194.31	165,909.49	3,416,118.51	335,527.56	-	3,080,590.95	1,954,193.05	13,566.53
September 30, 2022	4,956,524.74	165,217.49	2,988,469.36	63,716.15	-	2,924,753.21	1,673,077.03	946.90
October 31, 2022	4,245,367.42	136,947.34	3,491,414.58	93,557.78	16,824.00	3,381,032.80	2,242,104.29	2,744.92
November 30, 2022	3,816,571.82	127,219.06	2,815,604.03	113,701.62	-	2,701,902.41	2,259,542.97	2,253.97
December 31, 2022	3,937,352.34	127,011.37	2,772,009.87	85,415.63	98,374.48	2,588,219.76	1,538,030.24	20,042.39
January 30, 2023	4,115,044.12	132,743.36	3,155,768.18	592,477.70	115,199.54	2,448,090.94	1,577,690.36	8,034.68
February 28, 2023	3,781,813.98	135,064.79	4,766,036.34	85,719.37	1,769,308.00	2,911,008.97	2,096,286.93	7,837.54
March 31, 2023	4,126,643.77	133,117.54	3,185,974.71	102,100.88	184,127.88	2,899,745.95	2,357,334.84	14,445.82
April 30, 2023	4,140,127.94	138,004.26	17,213,214.33	2,279,394.65	13,025,293.68	1,908,526.00	2,355,977.89	2,112.90
May 31, 2023	4,586,941.62	147,965.86	2,811,849.70	425,172.07	69,671.55	2,317,006.08	3,508,561.92	2,796.15
June 30, 2023	4,643,365.98	154,778.87	5,495,846.79	141,201.76	256,390.95	5,098,254.08	(383,699.13)	2,140.91
YTD TOTAL	52,158,463.42	142,873.33	55,431,285.14	4,581,224.45	15,552,015.08	35,298,045.61	22,685,654.19	84,820.95

ACCOUNTS RECEIVABLE AGING					PAYOR MIX - YTD % OF REVENUE				
	JUNE \$ OUTSTANDING	JUNE DAYS OUT	MAY DAYS OUT	APR DAYS OUT		JUNE	MAY	APRIL	3 MONTH AVERAGE
MEDICARE	2,230,003.44	40.19	42.71	41.27	MEDICARE	42.27%	34.28%	36.58%	37.71%
MEDI - CAL	2,667,139.42	40.34	29.1	40.77	MEDI - CAL	44.53%	45.50%	44.98%	45.00%
THIRD PARTY	1,777,110.19	74.14	102.02	110.44	THIRD PARTY	13.97%	18.38%	16.65%	16.33%
PRIVATE	1,056,012.79				PRIVATE	-0.77%	1.84%	1.78%	0.95%
LTC ONLY (INCLUDE)	1,781,280.52	45.6	20.97	41.82					
OVERALL	7,730,265.84	52.61	52.85	57.68					

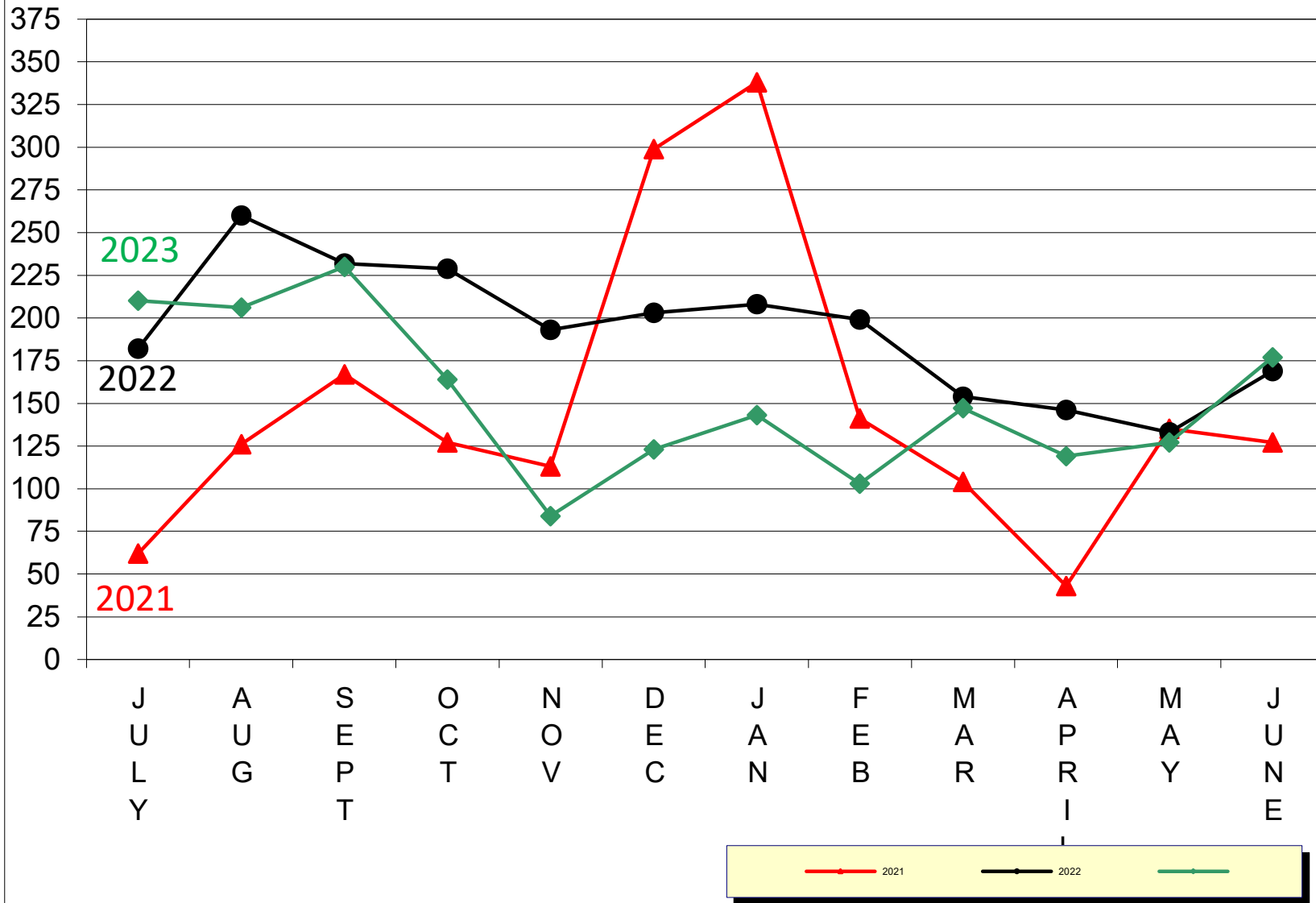
**MAYERS MEMORIAL HOSPITAL
NON-OPERATING REVENUE AND EXPENSE
RETAIL PHARMACY**

2023		2022		Variance		FY 2023		FY 2022		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						
0	0	0	0			0	0	0			#DIV/0!
0	0	0	0			18,762	186,732	(167,970)			-90.01%
202,918	183,668	19,250				2,234,006	1,489,057	744,948			50.02%
40,762	30,559	10,203				392,165	364,274	27,891			7.72%
39	(1,334)	1,372				(128)	0	(128)			#DIV/0!
243,719	212,893	30,826				2,644,805	2,040,064	604,741			29.62%
					Total Revenue						
243,719	212,893	30,826				2,644,805	2,040,064	604,741			
					Net Non Operating Revenue						
					NON - OPERATING EXPENSES						
30,657	21,096	(9,562)				317,252	256,289	(60,963)			-23.81%
982	937	(46)				26,910	30,931	4,021			13.02%
2,793	2,383	(410)				34,186	30,187	(3,999)			-13.21%
179,870	143,446	(36,424)				2,166,035	1,661,886	(504,149)			-30.31%
0	0	0				4,983	0	(4,983)			#DIV/0!
35	8,045	8,010				42,933	73,169	30,236			41.32%
0	0	0				0	0	0			#DIV/0!
444	327	(117)				7,699	3,558	(4,141)			-116.41%
141	91	(50)				7,193	4,430	(2,764)			-62.41%
2,807	2,807	0				33,680	33,680	0			.02%
16	308	292				388	405	17			4.12%
217,745	179,439	(38,306)				2,641,259	2,094,535	(546,724)			-26.11%
					Total Non-Operating Expense						
25,974	33,454	(7,480)				3,546	(54,471)	58,017			
					NET INCOME						
					(LOSS) GAIN						

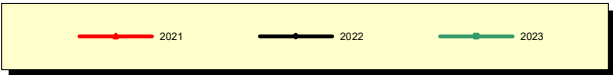
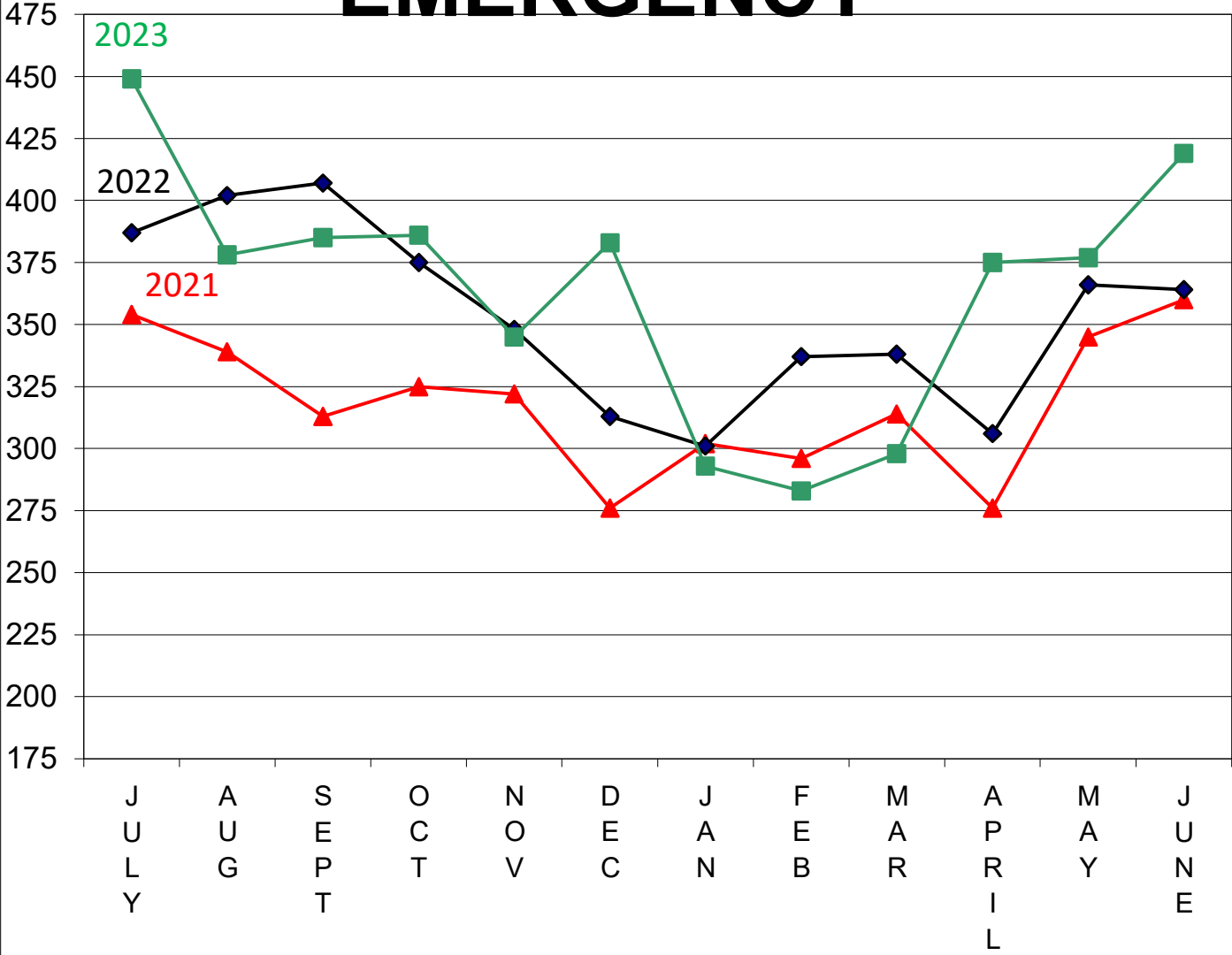
Rural Health Clinic - Burney

Gross Revenue	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	YTD
TOTAL OUTPT REVENUE	108,130.38	171,033.56	170,106.44	101,131.60	153,571.59	161,847.81	125,573.34	133,087.17	166,057.51	111,339.64	175,984.95	148,364.01	1,726,228.00
Operating Expenses													
PRODUCTIVE SALARIES	124,945.78	97,617.19	101,189.90	106,221.81	109,123.34	113,742.39	112,683.94	110,822.00	117,701.05	136,829.21	116,490.42	128,158.72	1,375,525.75
NON-PRODUCTIVE SALARIES	9,889.28	936.16	4,910.98	3,644.93	3,549.13	13,292.59	4,297.50	3,870.73	2,585.15	1,229.28	5,005.17	15,030.89	68,241.79
EMPLOYEE BENEFITS	11,187.87	7,132.26	8,226.53	8,061.39	8,458.73	12,328.27	10,979.07	11,431.91	11,173.45	12,634.99	10,180.41	9,199.03	120,993.91
SUPPLIES	2,808.01	8,267.90	5,087.64	5,791.60	19,057.55	8,456.79	9,667.31	1,891.86	15,021.53	2,525.36	12,217.09	21,445.28	112,237.92
PROFESSIONAL FEES	92.57	101.62	116.72	69.20	66.48	274.12	95.45	76.44	91.94	80.49	63.98	94.99	1,224.00
TRAVELERS	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHER PURCHASED SERVICES	7,976.51	7,490.63	7,634.78	7,003.98	5,868.18	7,215.34	7,636.19	9,281.66	6,823.98	7,797.72	9,554.04	3,056.25	87,339.26
REPAIRS	-	-	-	-	-	-	-	500.00	-	-	-	-	500.00
INSURANCE	-	-	-	-	-	-	-	11,507.92	1,438.49	1,438.49	1,438.49	1,438.49	17,261.88
OTHER	218.57	1,307.54	200.52	326.68	752.43	1,614.29	495.05	509.76	516.35	1,943.18	576.08	1,441.08	9,901.53
DEPRECIATION	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	4,398.80	8,253.31
RENTAL/LEASE	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses	157,469.00	123,203.71	127,717.48	131,470.00	147,226.25	157,274.20	146,204.92	150,242.69	155,702.35	164,829.13	155,876.09	184,263.53	1,801,479.35
Net Profit or (Loss)	(49,338.62)	47,829.85	42,388.96	(30,338.40)	6,345.34	4,573.61	(20,631.58)	(17,155.52)	10,355.16	(53,489.49)	20,108.86	(35,899.52)	(75,251.35)

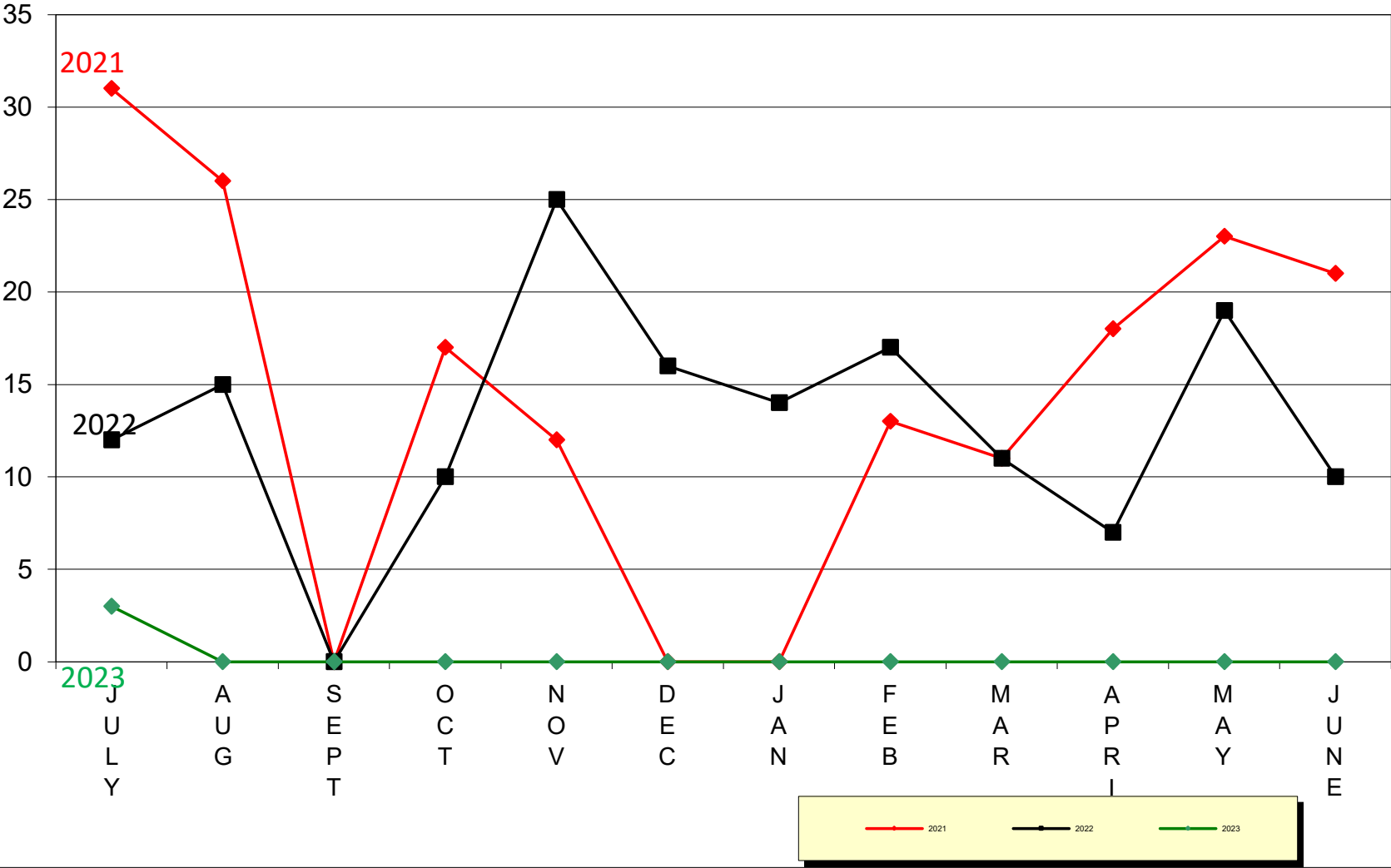
ACUTE / SWING PATIENT DAYS



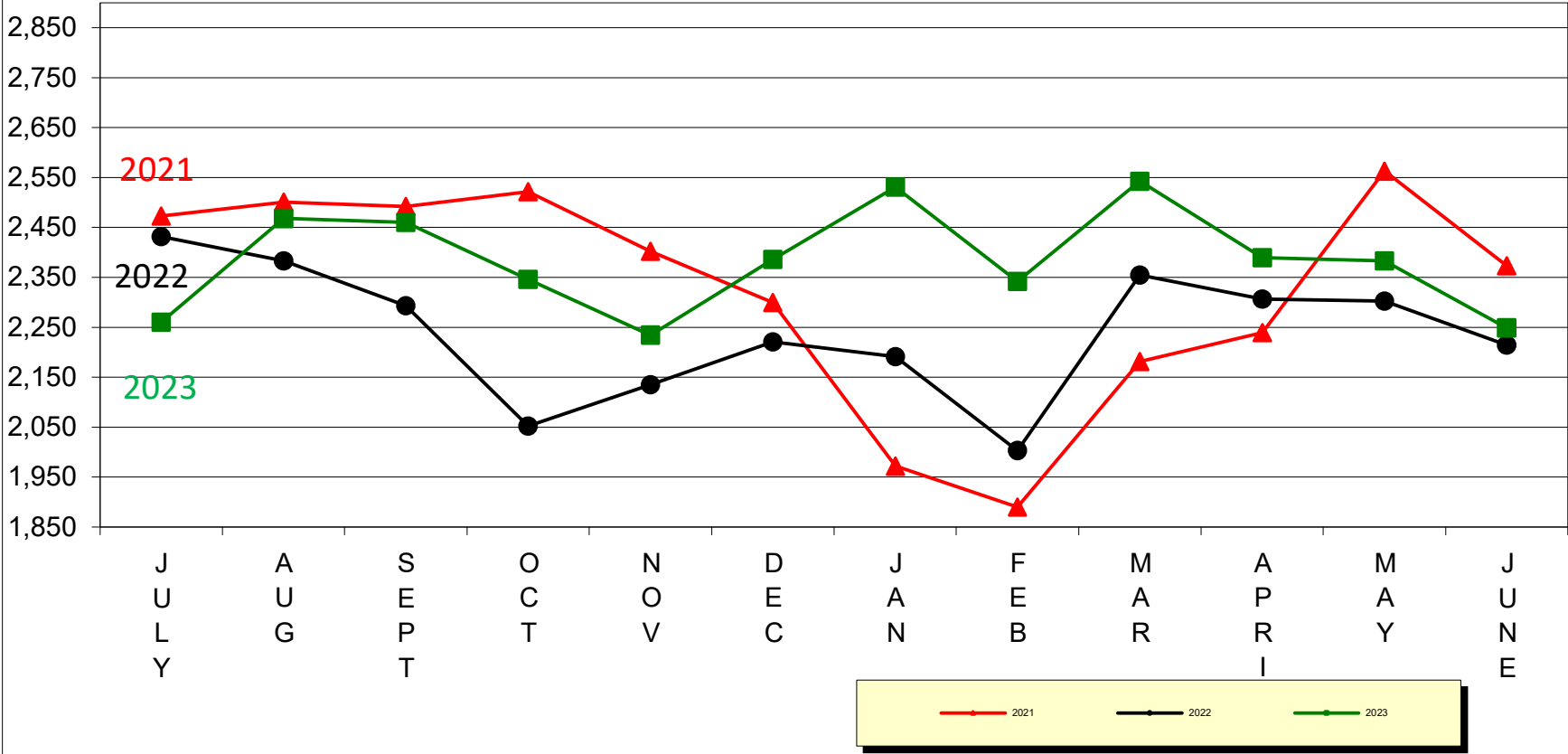
EMERGENCY



SURGERY / OUTPATIENT PROCEDURES



SNF PATIENT DAYS



**MAYERS MEMORIAL HOSPITAL
2022-2023 OPERATING ACTUAL**

	JULY	AUG	SEPT	OCT	NOV	DEC	Jan-22	FEB	MAR	APR	MAY	JUN	YTD FY 2023 ACTUAL	YTD PRIOR YR Current Mth ACTUAL
Operating Revenue:														
Routine														
Acute	797,204.00	751,559.00	868,817.00	602,634.00	343,652.00	488,214.00	548,040.00	444,328.00	585,721.00	485,115.00	574,661.00	803,372.00	7,293,317.00	8,569,757
SNF	1,111,826.19	1,236,607.79	1,219,709.97	1,166,794.54	1,128,133.44	1,181,039.18	1,257,370.44	1,158,558.46	1,269,948.59	1,179,601.96	1,349,681.48	1,277,268.43	14,536,560.47	12,633,021
Acute Ancillary	402,916.15	402,486.90	451,809.40	242,860.05	270,675.40	228,108.55	109,417.95	209,684.55	254,949.45	280,410.90	270,307.90	226,295.80	3,349,923.00	3,153,814
SNF Ancillary	(621.00)	-	-	-	-	-	-	-	-	-	529.00	(157.00)	(249.00)	3,249
Outpatient	2,489,335.61	2,970,516.97	2,624,969.78	2,371,905.05	2,281,762.72	2,234,827.60	2,365,836.38	2,133,714.60	2,228,607.83	2,336,705.68	2,632,600.67	2,547,896.21	29,218,679.10	28,302,509
	4,800,660.95	5,361,170.66	5,165,306.15	4,384,193.64	4,024,223.56	4,132,189.33	4,280,664.77	3,946,285.61	4,339,226.87	4,281,833.54	4,827,780.05	4,854,695.44	54,398,230.57	52,662,351
														0
Less Deductions:														
Contractuals - Care/Cal	359,000.82	1,035,179.70	865,516.47	701,777.62	930,815.21	1,047,515.49	1,050,667.66	1,044,042.27	(1,317,975.61)	15,810.92	2,778,684.68	(1,870,675.03)	6,640,360.20	10,374,178
Contractuals - PPO	562,191.62	180,639.78	376,061.31	346,036.18	130,262.92	227,747.82	197,242.49	221,029.65	553,196.34	121,489.89	488,804.64	457,931.42	3,862,634.06	3,355,299
Charity Care & Write off	-	8,098.67	-	28,244.50	20,703.35	3,532.78	(23.80)	-	3,725.00	1,040.64	1,241.00	1,712.68	68,274.82	42,200
Other Contractual write off:	122,141.89	138,719.85	80,524.61	22,504.47	166,826.92	65,954.06	191,660.08	32,045.28	81.28	90,960.06	143,535.57	237,607.46	1,292,561.53	2,022,029
Medicare													-	0
Medi-Cal													-	0
PPO's													-	0
Administrative & Other													-	0
Provision For Bad Debts	70,780.26	118,769.10	149,742.17	(37,360.85)	6,499.96	75,941.70	111,730.34	(2,228.98)	115,595.18	86,502.63	59,446.76	34,234.03	789,652.30	863,460
Total Deductions	1,114,114.59	1,481,407.10	1,471,844.56	1,061,201.92	1,255,108.36	1,420,691.85	1,551,276.77	1,294,888.22	(645,377.81)	315,804.14	3,471,712.65	(1,139,189.44)	12,653,482.91	16,657,166
														0
Other Revenue	33,672.28	296,957.52	20,478.03	81,009.72	25,809.91	(233,545.67)	19,781.09	41,870.68	61,745.44	152,310.32	101,712.61	43,132.19	644,934.12	945,601
Net Revenue	3,720,218.64	4,176,721.08	3,713,939.62	3,404,001.44	2,794,925.11	2,477,951.81	2,749,169.09	2,693,268.07	5,046,350.12	4,118,339.72	1,457,780.01	6,037,017.07	42,389,681.78	36,950,785
														0
Operating Expenses:														
Salaries - Productive	1,232,974.57	1,237,494.11	1,173,090.06	1,232,108.37	1,154,179.78	1,289,785.64	1,269,694.51	1,313,811.55	1,427,982.54	1,638,288.17	1,484,822.31	1,392,145.46	15,846,377.07	13,687,997
Salaries - Non-productive	266,128.69	124,745.26	154,721.12	91,203.92	145,780.60	293,987.01	144,853.01	149,263.52	98,784.55	20,161.66	84,783.07	259,899.10	1,834,311.51	1,838,584
Employee Benefits	376,492.16	331,348.32	318,811.26	322,852.88	316,449.63	338,083.40	349,110.45	359,242.49	360,324.00	376,825.08	374,666.38	354,246.61	4,178,452.66	3,961,677
Supplies	263,383.02	294,409.18	340,664.40	415,512.57	317,012.37	313,464.93	280,294.77	260,332.71	491,996.12	309,547.33	365,531.64	384,326.26	4,036,475.30	4,185,535
Professional Fees	102,089.09	127,277.94	111,251.04	197,351.65	144,445.50	58,742.94	171,721.12	118,093.76	132,512.88	147,363.41	108,904.75	135,844.08	1,555,598.16	1,746,731
Acute/Swing travelers	160,437.84	141,009.20	141,171.78	75,113.80	51,357.48	22,623.12	138,610.87	123,277.73	101,242.29	74,674.41	85,311.50	141,980.64	1,256,810.66	733,992
SNF travelers	227,327.76	246,770.52	231,398.85	138,067.36	312,373.24	219,576.31	245,538.42	264,237.69	280,219.04	291,268.02	313,916.05	202,500.83	2,973,194.09	1,901,679
Ancillary travelers	226,664.40	223,868.05	208,106.38	173,652.67	239,653.05	160,537.76	210,967.74	124,066.21	228,789.77	160,780.14	198,555.24	142,234.57	2,297,875.98	1,604,033
Other Purchased Services	119,773.12	205,371.77	151,297.85	106,842.32	163,839.27	239,822.93	190,392.63	183,404.87	143,043.55	150,313.35	141,828.10	147,516.51	1,943,446.27	4,119,918
Repairs & Maintenance	24,073.00	52,548.47	52,297.71	31,960.74	24,610.33	30,818.63	58,618.82	23,933.86	34,223.79	28,017.64	28,044.06	60,987.37	450,134.42	500,890
Utilities	23,100.21	61,760.42	108,807.49	136,367.60	77,675.75	96,562.17	110,166.49	110,721.98	97,318.19	86,052.52	62,935.99	73,666.13	1,045,134.94	583,749
Insurance	16,776.20	19,729.01	31,712.01	20,629.72	20,629.72	20,629.72	20,629.72	187,343.00	42,716.96	41,718.89	41,718.89	41,769.13	506,002.97	402,549
Other Expense	77,555.43	67,015.07	83,843.48	75,550.05	81,264.90	88,976.61	92,766.90	93,026.05	95,831.21	219,539.86	124,386.05	152,207.12	1,251,962.73	783,382
Depreciation	124,559.07	132,880.42	134,168.75	132,999.57	163,451.04	133,971.02	231,525.33	147,964.73	148,293.84	145,189.33	146,460.77	158,367.34	1,799,831.21	1,646,762
Bond Repayment Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	0
Bond Repayment Interest	-	-	338,682.50	-	-	-	-	-	332,426.25	-	-	-	671,108.75	664,366
Interest	6,432.20	5,281.71	6,007.59	5,456.27	5,452.57	6,097.33	6,366.39	6,745.79	5,680.68	7,291.05	6,420.66	6,475.77	73,708.01	69,274
Rent/Lease Equipment	4,288.62	6,857.58	2,747.77	10,024.09	11,511.78	11,126.58	24,118.94	8,604.63	8,728.05	6,100.10	11,227.66	13,415.99	118,751.79	94,032
Total Operating Exp	3,252,055.38	3,278,367.03	3,588,780.04	3,165,693.58	3,229,687.01	3,324,806.10	3,545,376.11	3,474,070.57	4,030,113.71	3,703,130.96	3,579,513.12	3,667,582.91	41,839,176.52	38,525,150
														0
Net Operating Rev over Expense	468,163.26	898,354.05	125,159.58	238,307.86	(434,761.90)	(846,854.29)	(796,207.02)	(780,802.50)	1,016,236.41	415,208.76	(2,121,733.11)	2,369,434.16	550,505.26	(1,574,364)
														0
Non-Operating Revenue:														
Non-operating Revenue	277,983.20	312,650.83	313,971.11	315,578.59	266,392.33	544,902.48	472,860.86	374,174.71	864,054.29	1,238,534.52	364,912.84	356,365.34	5,702,381.10	4,792,578
Interest Income	43,738.28	763.08	609.10	64,800.92	1,683.41	1,820.20	90,230.72	1,693.11	2,139.57	85,725.67	2,145.43	39,096.55	334,446.04	61,476
Other non-operating Expense	196,173.00	193,566.29	163,464.07	226,046.78	254,155.12	229,545.99	237,228.67	172,610.79	266,641.22	147,511.82	340,813.08	217,853.21	2,645,610.04	2,094,535
Total Non-Operating Rever	125,548.48	119,847.62	151,116.14	154,332.73	13,920.62	317,176.69	325,862.91	203,257.03	599,552.64	1,176,748.37	26,245.19	177,608.68	3,391,217.10	2,759,520
														0
Net Revenue over Expense	593,711.74	1,018,201.67	276,275.72	392,640.59	(420,841.28)	(529,677.60)	(470,344.11)	(577,545.47)	1,615,789.05	1,591,957.13	(2,095,487.92)	2,547,042.84	3,941,722.36	1,185,156
DIFF s/b 0	-	-	-	-	-	-	-	-	-	-	-	-	-	-
														0
Expenses per day	100,886.98	101,467.31	115,153.71	97,828.84	102,207.87	102,930.16	106,898.41	118,789.49	125,220.00	118,598.05	110,743.62	116,973.85		
DAYS CASH ON HAND	214.16	197.91	168.93	199.49	189.60	175.99	170.04	115.12	96.74	214.92	224.63	221.07	109,808.19	
AVERAGE YTD	214.16	206.01	192.56	194.20	193.29	190.42	187.42	177.27	166.89	172.12	176.96	180.88		
													235.49	

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

	2021 JULY	2021 AUG	2021 SEPT	2021 OCT	2021 NOV	2021 DEC	2022 Jan-21	2022 FEB	2022 MAR	2022 APR	2022 MAY	2022 JUN	YEAR TO DATE FY 2022 ACTUAL	FY YTD 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	8,569,757
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	12,633,021
Acute SNF	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	3,153,814
Outpatient	1,716.00	-	-	-	837.00	75.00	-	157.00	-	130.00	-	334.00	3,249.00	3,249
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	28,302,509
	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	52,662,351
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	10,374,178
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	3,355,299
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	42,200
Other Contractual write offs	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	2,022,029
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	863,460
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	16,657,166
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	945,601
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	36,950,785
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	13,687,997
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	1,838,584
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	3,961,677
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	4,185,535
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	1,746,731
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	733,992
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	1,901,679
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	1,604,033
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	4,119,918
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	500,890
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	583,749
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	402,549
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	783,382
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	1,646,762
Bond Repayment Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
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	664,366
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	69,274
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	94,032
Total Operating Expense	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	38,525,150
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)	(1,574,364)
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	4,792,578
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	61,476
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	2,094,535
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	2,759,520
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	1,185,156
	-	-	-	-	-	-	-	-	0.00	-	-	-	-	-

MAYERS MEMORIAL HOSPITAL DISTRICT
FINANCIAL SNAPSHOT

month ended

JUNE 2023

FISCAL 2023

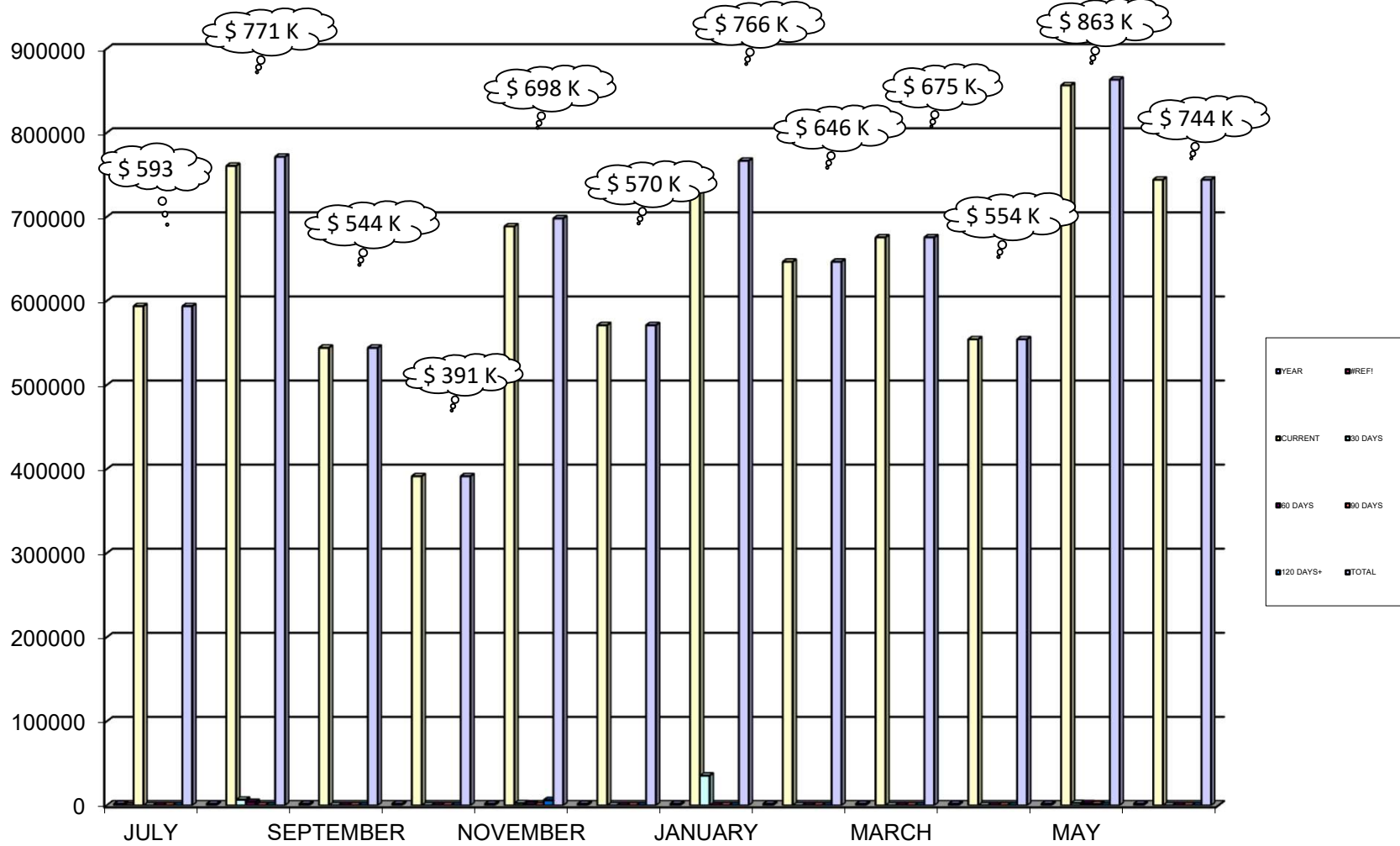
FINANCIAL DATA ACROSS ENTIRE ENTERPRISE
ACTUAL YTD ACTUAL YTD

	JUNE 2023	JUNE 2022	Variance\$\$	Variance %
Inpatient Revenue				
Acute/OB/Swing	\$ 7,293,317	\$ 8,569,757	(1,276,440.30)	-15%
SNF	\$ 14,536,560	\$ 12,633,021	1,903,539.04	15%
Inpatient Ancillary Revenue				
Acute/OB/Swing	3,349,923	3,153,814	196,109.15	6%
SNF	(249)	3,249	(3,498.00)	-108%
Outpatient Revenue	29,218,679	28,302,509	916,169.77	3%
Total Gross Revenue	\$ 54,398,231	\$ 52,662,351	1,735,879.66	3%

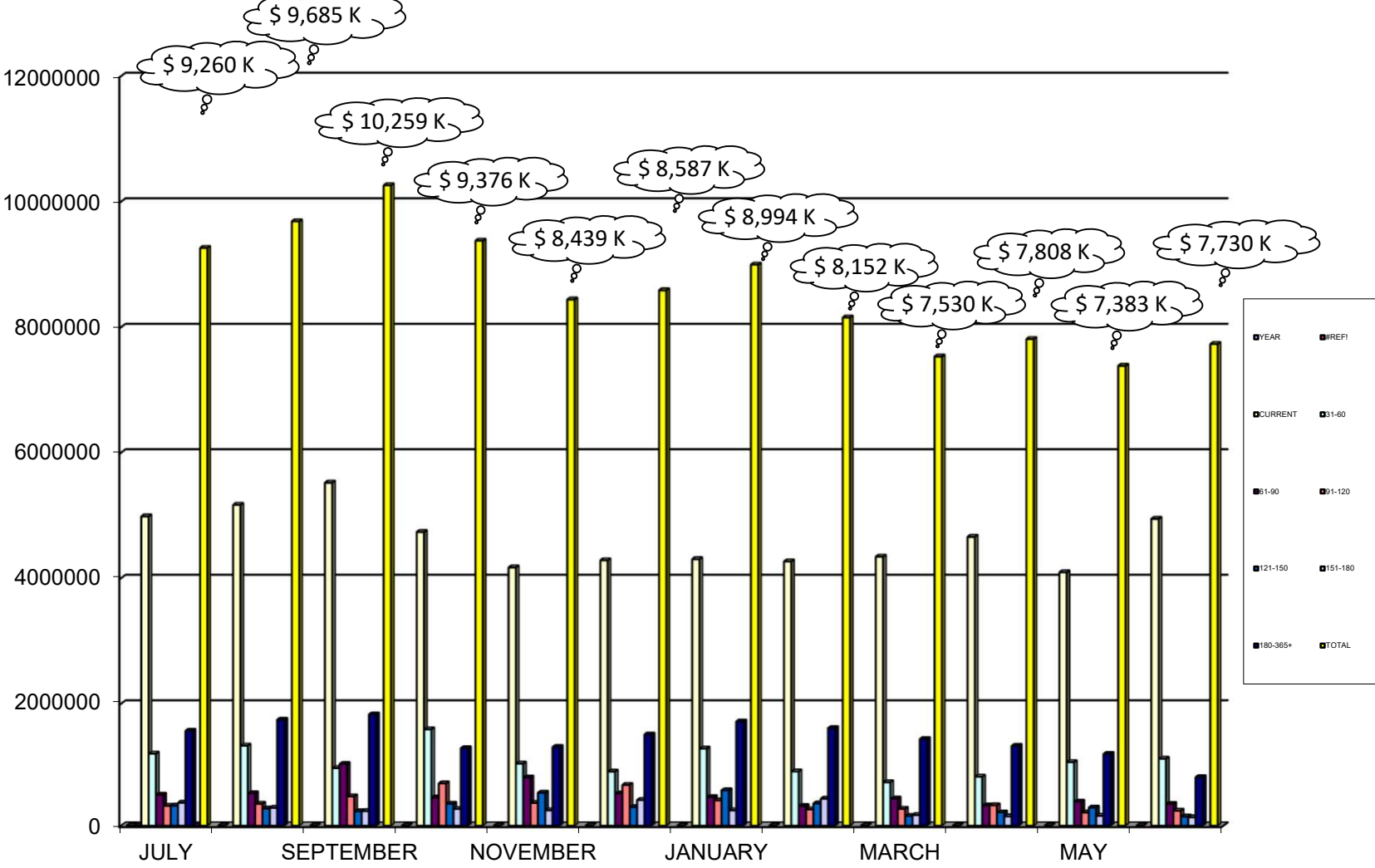
ACTUAL YTD ACTUAL YTD

Statistics	JUNE 2023	JUNE 2022	Variance	Variance %
Patient Days	30,424	26,814	3,610	13.5%
Outpatient Services	1,602	1,567	35	2%
Labs	9,792	13,293	(3,501)	-26%
Imaging	5,272	4,611	661	14%
Hospice	1,303	1,619	(316)	-20%
PT	2,468	2,493	(25)	-1%

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	2022	4,984,030.31	1,182,557.72	507,384.73	325,688.38	328,406.20	376,411.20	1,556,292.20	9,260,770.74
AUGUST	2022	5,167,319.16	1,313,357.69	532,729.03	358,813.88	282,863.62	292,657.11	1,737,998.31	9,685,738.80
SEPTEMBER	2022	5,520,575.07	944,806.86	1,011,785.45	479,949.66	238,481.51	239,114.31	1,824,572.71	10,259,285.57
OCTOBER	2022	4,735,114.16	1,580,945.74	461,969.04	694,039.94	359,559.11	274,316.68	1,270,447.90	9,376,392.57
NOVEMBER	2022	4,169,852.59	1,019,153.51	790,767.16	374,014.13	540,600.08	253,375.27	1,291,723.70	8,439,486.44
DECEMBER	2022	4,283,880.23	887,359.44	528,176.56	668,506.68	304,183.83	420,738.93	1,494,700.34	8,587,546.01
JANUARY	2023	4,303,071.48	1,263,789.01	469,851.12	415,844.38	580,624.44	252,414.71	1,709,217.70	8,994,812.84
FEBRUARY	2023	4,265,965.40	890,175.70	322,849.06	268,273.72	364,291.67	441,651.21	1,599,687.16	8,152,893.92
MARCH	2023	4,341,028.31	712,895.78	444,029.90	276,657.03	158,722.64	176,098.76	1,421,111.08	7,530,543.50
APRIL	2023	4,658,120.34	804,701.75	331,847.19	334,164.72	217,944.64	153,288.78	1,308,628.85	7,808,696.27
MAY	2023	4,092,863.78	1,041,275.88	394,825.89	216,339.94	297,547.17	163,832.90	1,176,814.97	7,383,500.53
JUNE	2023	4,944,174.49	1,097,722.62	356,624.26	245,448.09	151,249.31	140,358.97	794,688.10	7,730,265.84

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	2022	593,668.11	0.00	0.00	0.00	0.00	593,668.11
AUGUST	2022	760,530.83	6,717.10	4,102.89	0.00	0.00	771,350.82
SEPTEMBER	2022	544,200.99	0.00	0.00	0.00	0.00	544,200.99
OCTOBER	2022	391,445.10	0.00	0.00	0.00	0.00	391,445.10
NOVEMBER	2022	688,606.19	2,579.20	742.32	0.00	6,178.70	698,106.41
DECEMBER	2022	570,999.61	0.00	0.00	0.00	0.00	570,999.61
JANUARY	2023	731,180.32	35,406.40	0.00	0.00	0.00	766,586.72
FEBRUARY	2023	646,533.06	0.00	0.00	0.00	0.00	646,533.06
MARCH	2023	675,530.60	0.00	0.00	0.00	0.00	675,530.60
APRIL	2023	554,276.00	0.00	0.00	0.00	0.00	554,276.00
MAY	2023	856,320.85	2,795.34	2,475.00	1,530.00	0.00	863,121.19
JUNE	2023	744,055.46	0.00	0.00	0.00	0.00	744,055.46

MONTHLY COLLECTIONS - OBLIGATIONS FISCAL YEAR 2023

	2022						2023						average
	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	beg balance
BEGINNING AP BALANCE	1,096,807.50	593,668.11	771,350.82	544,200.99	391,445.10	698,106.41	570,999.61	766,586.72	646,533.06	675,530.60	554,276.00	863,121.19	681,052.18
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
CASH COLLECTIONS													YTD total
													cash collections
PATIENT PAYMENTS	3,104,799.44	2,861,939.36	2,974,838.83	3,376,378.25	2,793,457.97	2,629,976.72	2,510,601.14	2,877,667.60	2,949,641.84	2,009,613.68	2,463,337.83	5,182,935.44	35,735,188.10
COST REPORT SETTLEMENTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,769,308.00	0.00	0.00	0.00	0.00	1,769,308.00
DSH (Disproportionate Share)	16,825.00	0.00	0.00	16,824.00	0.00	0.00	16,825.06	0.00	0.00	0.00	0.00	0.00	50,474.06
OUTPATIENT SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85,753.40	0.00	0.00	0.00	85,753.40
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. 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	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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	0.00	0.00	0.00	0.00
IGT RATE RANGE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13,025,293.68	0.00	0.00	13,025,293.68
QIP LTC	0.00	0.00	0.00	0.00	9,000.00	0.00	0.00	0.00	0.00	1,494,969.45	0.00	0.00	1,503,969.45
HQAF	0.00	0.00	0.00	0.00	0.00	98,374.48	98,374.48	0.00	98,374.48	0.00	0.00	98,374.48	393,497.92
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	186,105.84	293,037.40	614.27	35,455.58	651.62	3,545.42	451,738.62	111,010.05	0.00	0.00	347,661.87	41,483.31	1,471,303.98
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	2,330.16	2,765.75	1,707.25	1,982.25	2,193.43	3,113.25	0.00	0.00	0.00	0.00	0.00	0.00	14,092.09
Telemed Grant (HRSA)	4,718.30	0.00	9,000.00	0.00	0.00	0.00	0.00	8,000.00	0.00	0.00	0.00	0.00	21,718.30
Mayers Healthcare Foundation	0.00	0.00	0.00	0.00	0.00	0.00	69,412.00	0.00	6,293.31	0.00	0.00	0.00	75,705.31
MISC (REBATES/REIMB, CARES ACT ETC)	4,200.00	258,376.00	2,309.01	60,774.50	10,301.01	37,000.00	8,816.88	50.69	45,911.68	683,337.52	850.00	173,053.56	1,284,980.85
TOTAL COLLECTIONS	3,318,978.74	3,416,118.51	2,988,469.36	3,491,414.58	2,815,604.03	2,772,009.87	3,155,768.18	4,766,036.34	3,185,974.71	17,213,214.33	2,811,849.70	5,495,846.79	55,431,285.14
EXPENSES													YTD total
													expenses
INCOME STATEMENT EXPENSES	3,121,064.11	3,063,685.81	3,448,603.70	3,027,237.74	3,060,783.40	3,184,737.75	3,390,566.39	3,152,646.77	3,876,139.19	3,550,650.58	3,426,631.69	3,502,739.80	39,805,486.93
ASSET EXPENSES	0.00	0.00	0.00	0.00	48,159.68	0.00	6,885.35	836,179.95	33,007.42	0.00	375,504.27	150,000.00	1,449,736.67
CIP EXPENSES	2,263,867.72	268,574.04	52,536.72	201,120.55	16,324.83	40,203.00	449,164.68	0.00	7,515.00	46,464.84	38,462.63	53,104.76	3,437,338.77
IGT EXPENSES / PRIME REPYMT/ HQAF	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,802,439.00	0.00	444,859.39	0.00	0.00	5,247,298.39
USDA PRIN-INT PYMTS	0.00	0.00	723,682.50	0.00	0.00	0.00	0.00	0.00	332,426.25	0.00	0.00	0.00	1,056,108.75
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	0.00	0.00
CAPITAL LEASES	2,465.71	2,465.71	2,465.71	2,465.71	2,465.71	2,465.71	2,465.71	2,465.71	2,466.00	2,466.00	2,466.00	2,466.00	29,589.68
TOTAL EXPENSES	5,387,397.54	3,334,725.56	4,227,288.63	3,230,824.00	3,127,733.62	3,227,406.46	3,849,082.13	8,793,731.43	4,251,553.86	4,044,440.81	3,843,064.59	3,708,310.56	51,025,559.19
collections less expenses	(2,068,418.80)	81,392.95	(1,238,819.27)	260,590.58	(312,129.59)	(455,396.59)	(693,313.95)	(4,027,695.09)	(1,065,579.15)	13,168,773.52	(1,031,214.89)	1,787,536.23	4,405,725.95
													average
													ending balance
ENDING AP BALANCE	593,668.11	771,350.82	544,200.99	391,445.10	698,106.41	570,999.61	766,586.72	646,533.06	675,530.60	554,276.00	863,121.19	744,055.46	651,656.17
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

Solar Photovoltaic System Proposal

Submitted to:

Ryan Harris

Chief Operating Officer



Submitted by

Veregy Pacific LLC

(Formerly Known as Empowered Solutions, LLC)



CA Contractor's License: # 1023083
CA Dept Industrial Relations: # 1000053722

June 30th, 2023

Ryan Harris, Chief Operating Officer
Mayers Memorial Hospital District
PO Box 459, 43563 Highway 299E
Fall River Mills, CA 96028

Mr. Harris,

Veregy looks forward to providing Mayers Memorial Hospital District (Mayers) with a complete and cost-effective solar power system for Mayer’s General Acute Care Hospital located at 43563 State Highway 299 E, Fall River Mills CA.

Veregy, and our professional registrants and contractors who will work on the project, possess all required qualifications to carry out the project’s site due diligence, engineering, authority having jurisdiction review and approvals, procurement, and construction of work as detailed within this proposal.

Proposal details are found in the following sections:

A. PROJECT AND SYSTEM SUMMARY	3
B. SYSTEM LAYOUT	5
C. SYSTEM MAJOR COMPONENTS	6
D. PROVISIONAL SINGLE LINE DIAGRAM	8
E. PROJECT SCOPE	9
F. PRELIMINARY PROJECT TIMEFRAME	10
G. TOTAL PROJECT PRICE AND PAYMENT SCHEDULE	10
H. TERMS AND CONDITIONS	11

We are hoping that you will find our proposal to be complete, our qualifications compelling and our enthusiasm for this project at the highest level. As you consider trusting this important project to Veregy, I want to assure you that it will have our highest attention and we will complete this project with the highest degree of professionalism.

We look forward to bringing decades of reliable solar power to the Hospital. Thank you again for the opportunity to work with Mayers and provide a proposal for this project.

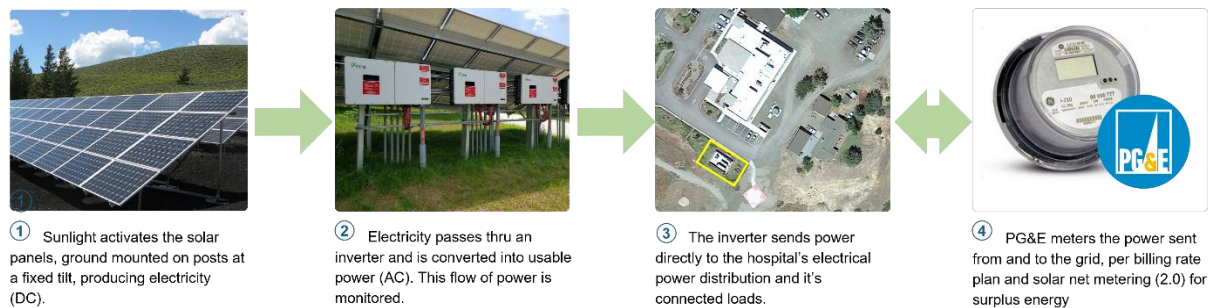


Shiva Subramanya
Director, Enterprise Sales, Veregy

A. Project and System Summary

This project entails the turnkey engineering, AHJ permitting and approvals, procurement, construction, and commissioning of a 668 kW-DC fixed-tilt ground mounted solar system to be installed and grid-connected to the Hospital's service entrance section (pad mounted, external to hospital), partly offsetting the PG&E supplied energy for the metered connection.

Electricity generation from the system will flow directly into the facility's electrical distribution, with monitoring of real-time and historic system performance provided through an online interface and allow for remote system management, alert functions, and reporting. As depicted in the below graphic is a summary of the system's method of operation.



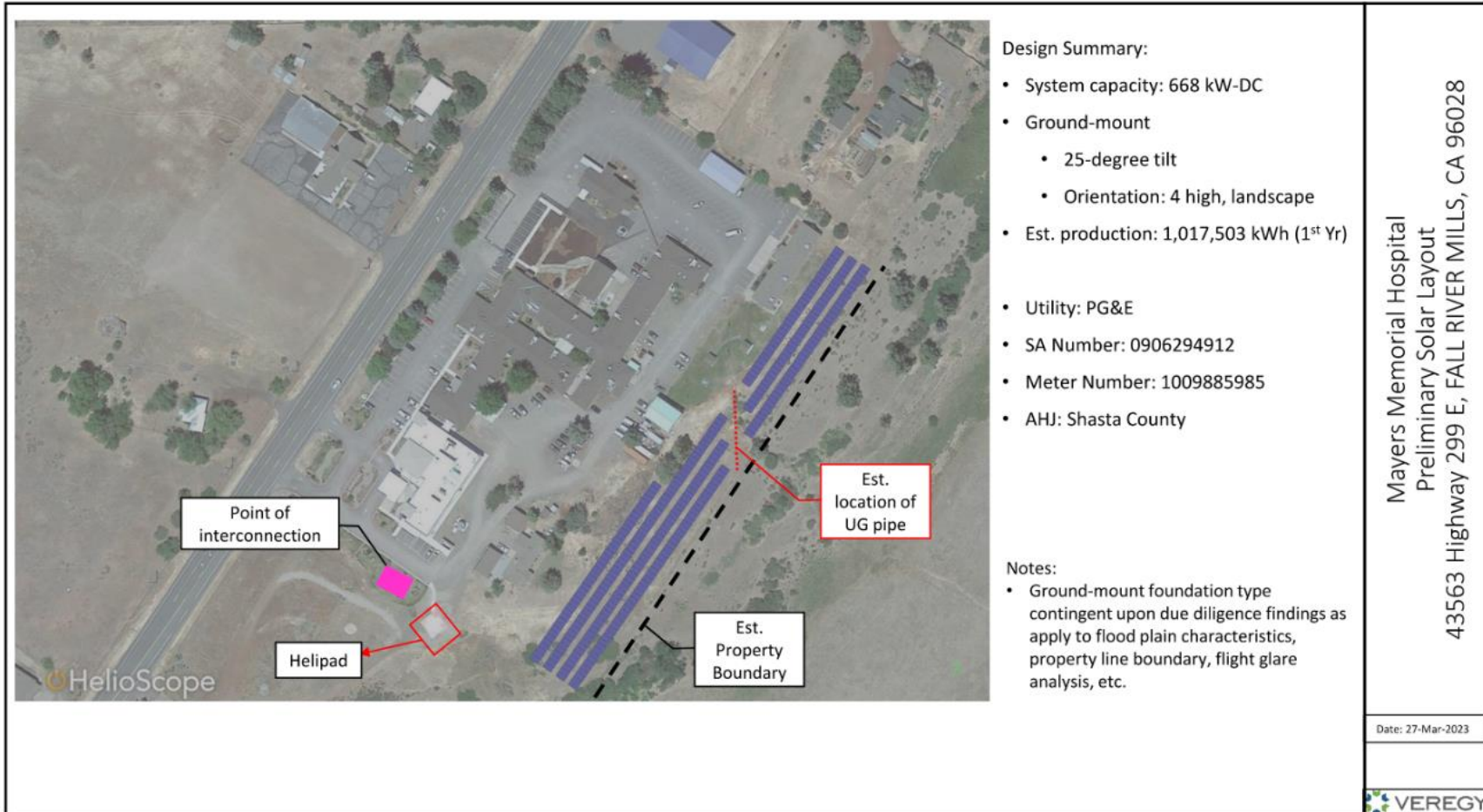
Design Summary:

- System Capacity: 668 kW-DC (667,800 W-DC)
 - Final system capacity subject to final PG&E interconnection approval.
 - PG&E Service Account 09062994912, Meter 1009885985
 - PG&E Project # 000125800287, application currently in the Initial Review (IR) activity/task Engineering Review phase.
- System Type: Fixed tilt, Ground Mounted Solar Arrays
 - Provisionally, the solar array racking shall be a fixed-tilt hardware specification ASCE 7-10, fully grounded, galvanized; G90 racking coating with a helical or screw foundation type.
 - Pending Geotechnical reporting of subsurface conditions, alternative solar array racking foundation type may be required.
 - Potential, alternative solar array racking cost impact to be reviewed with Mayers upon confirmation.
- Major system components provisionally specified.
 - See *Section C. Major System Components (Solar PV Modules, String Inverters, Racking)*
 - Upon procurement, Veregy shall procure same manufacturer components as specified, or equivalent components (manufacturer bankability, same or better workmanship and performance warranties)
- Method of Interconnection.

- See Section D. *Preliminary Single Line Electrical Diagram*
 - Provisionally and pending PG&E interconnection application approval, a line-side connection of the PV system shall be made at the existing 1200A busbars in the customers section of the switchgear.

The system will not electrically interface with the Hospital's existing backup power assets (generator) in the event of a PG&E outage, as it is grid-tied only. A PG&E interconnection application is currently in process for the project (project # 000125800287) and is currently in the Initial Review (IR) activity/task Engineering Review phase.

B. System Layout



C. System Major Components

The major system component selection for solar PV modules (solar panels), inverters and racking for the system are provisionally specified and could be replaced with any other equivalent components:

I. Solar PV Modules (Solar Panels):

High-Efficiency large format solar PV modules have been selected to consolidate the ground area needed and for a better balance of system component economics.

- Jinko Solar, JKM525-7TL4-TV-A1-US solar panels, 525 W-DC, have been provisionally utilized for system sizing, Manufacturer-provided 25-year linear power output warranty at 0.50% degradation per year.
- A total of 1,272 solar panels are specified in the current system design.
 - During the first year, the manufacturer shall warrant the actual power output of the modules will be no less than 97.5% of the labeled power output. From year 2 to year 25, the actual annual power decline will be no more than 0.6%; by the end of year 25, the actual power output will be no less than 83.1% of the labeled power output. A 10 to 12-year material warranty will apply.

II. Inverters:

String inverters mounted on racking to consolidate the conduit runs and thus minimize the amount of conduit run penetrations needed to interconnect the system.

- CPS SCA50KTL-DO/US-480 (50 kW-AC) and CPS SCA60KTL-DO/480 string inverters are specified and feature a manufacturer-provided 10-year product warranty.
- A total of 10 inverters (7-total at 50 kW-AC and 3-total at 60 kW-AC) comprise the current system design.
 - Manufacturer-provided 10-year product warranty

III. Racking and Foundations:

Fixed-tilt ground mounting racking with below grade foundation, modelled at 25° tilt angle, 125° azimuth. Foundation type, helical screw, or driven pile, to be finalized during detailed subsurface site investigation as occurs during the system's formal engineering phase.

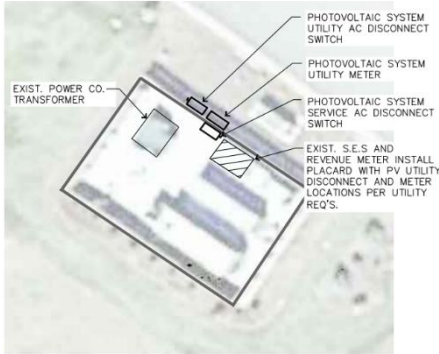
- Ground racking offerings from APA Solar Racking, or equivalent, engineered system of standardized and lightweight ground mount steel structural components (25-year product warranty).

All major equipment warranties e.g., solar panel, inverter and monitoring system warranties are manufacturer-direct warranties. **At time of procurement, Veregy reserves the procurement option, with notification to Mayers Memorial Hospital District, the option to source alternate tier-one manufacturer components, as supported by documented specifications indicating equivalent power rating, performance, and warranty, as compared to the components listed.** While Veregy's intent is to source the exact tier-one manufacturer

components as specified in the above table, fluctuations in the global supply of these components and other supply bottlenecks may necessitate substitution with equivalent offering.



D. Provisional Single Line Diagram



Supply side connection of the PV system shall be made at the existing 1200-amp bus bars in the customers section of the switchgear (right hand section) (section 2 of 2).

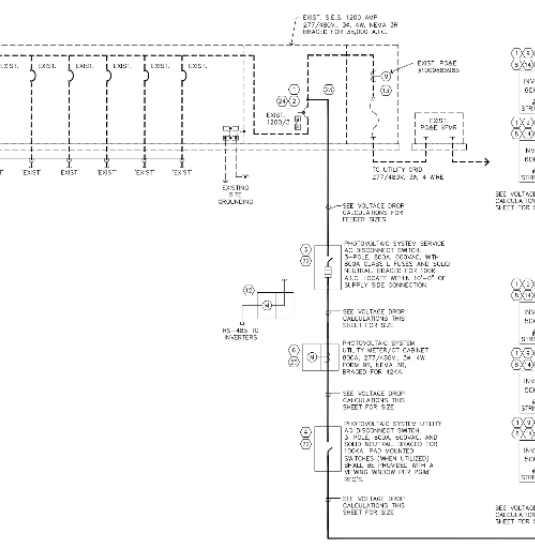
Conductors shall be fully sized for the tap at (2) sets of 600 MCM copper type THWN-2. Cable limiters, Bussman type KDU-B (2) per phase shall be installed with new bolts at the existing bus holes.

Conductors shall be routed up through the customer section exiting the top of the switchgear with Myer's hubs and transition to RMC conduit. Conductors shall immediately terminate at the fused PV Service AC Disconnect Switch with fuses sized for 800 amps.

SHORT CIRCUIT CALCULATIONS											
FEED	PHASE	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS
NO.		120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS
FEED	PHASE	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS
FEED	PHASE	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS	120V RMS

GENERAL NOTES:

1. ALL EQUIPMENT SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL APPLICABLE REQUIREMENTS OF THE SERVING ELECTRIC UTILITY COMPANY AND THE APPLICABLE LOCAL JURISDICTIONS.
2. THE "WARNING" TAGS SHALL BE INSTALLED ON ALL DISCONNECT DEVICES.
3. THE "WARNING" TAGS SHALL BE INSTALLED ON ALL DISCONNECT DEVICES.
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11. THE "WARNING" TAGS SHALL BE INSTALLED ON ALL DISCONNECT DEVICES.
12. THE "WARNING" TAGS SHALL BE INSTALLED ON ALL DISCONNECT DEVICES.



KEYED NOTES:

1. ALL EQUIPMENT SHALL BE INSTALLED IN ACCORDANCE WITH THE NATIONAL ELECTRICAL CODE (NEC) AND ALL APPLICABLE REQUIREMENTS OF THE SERVING ELECTRIC UTILITY COMPANY AND THE APPLICABLE LOCAL JURISDICTIONS.
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PV SYSTEM POWER CALCULATIONS

Module Source Short Circuit Capacity
1076 X 100 = 107,600 AMPERE

1076 X 100 = 107,600 AMPERE

VEREGY logo

MAYERS MEMORIAL HOSPITAL SOLAR
500 KW AC
43983 CA-299
FALL RIVER MILLS, CA

Electrical One-Line Diagram
E-4.0

E. Project Scope

Inclusions:

- Ground-mount installation of 668 kW-DC solar PV with point of interconnection to the grid at the existing service.
- Performing due diligence activities to comply with requirements of applicable AHJs, including but not limited to:
 - Geotechnical study
 - Title reports
 - Transactional survey
 - Private utility locating
- Creating engineering documents (architectural, electrical, and structural), and obtaining permits from the county, utility, and other applicable AHJs (HCAI/OSHPD).
- Procurement of system components such as panels, inverters, racking, data monitoring, and balance of system (wire, conduits, combiner boxes etc.) as specified above.
- Deploying and managing subcontractors for structural and electrical installation of the PV system.
- Testing, commissioning, and start-up of the system.
- Performance and Payment Bond
- Prevailing Wages
- Warranty Terms
 - Equipment
 - Tier-1 Solar Module – During the first year, the manufacturer warrants the actual power output of the modules will be no less than 97.5% of the labeled power output. From year 2 to year 25, the actual annual power decline will be no more than 0.6%; by the end of year 25, the actual power output will be no less than 83.1% of the labeled power output. A 10 to 12-year material warranty will apply.
 - Inverter – Manufacturer-provided 10-year product warranty
 - All major equipment warranties e.g., solar panel, inverter and monitoring system warranties are manufacturer-direct warranties.
 - Workmanship
 - One (1) year workmanship warranty from Mayers acceptance of the project.
 - Collateral one (1) year workmanship warranties to be provided by all applicable subcontractors.
 - Two (2) on-site check-ups to evaluate system performance; one within 6 months of completion, and one performance evaluation one year after completion included.

Exclusions:

- A security perimeter fence around the PV array.
- Grid impact study if requested by the utility (PG&E).
- Upgrades to existing site service entrance section (SES), if required (subject to a thorough engineering site assessment).
- Generator tie-in into existing electrical service entrance section using onboard synchronizing and paralleling unit. No dedicated generator ATS.

- On-site or off-site improvements not related to the above-mentioned ground-mount arrays.
- Ground soil conditions must be conducive to allow for standard foundation to be installed (no spread footings or concrete casing), and for underground directional boring for conduit placement (no open trenching), unless otherwise specified.
- Hard Rock Drilling, Underground Obstructions, Caving Soils, Casing, and Water Mitigation.
- Interconnections assumed to fall within the "standard" or "fast-track" process for utility interconnection and will not require transfer-trip, cool-cell or other high-resolution communication equipment required by the utility.
- Pricing excludes ongoing O&M costs post commissioning and first year onsite evaluation services.
- No production guarantees are to be provided.
- Repairs of any electrical code violations at the existing facility.
- Redesigns after the 100% drawing submittal to the AHJ.
- Removal and/or disposal of hazardous materials.
- Arc Flash and/or breaker coordination study.
- Any landscaping beyond vegetation removal under the solar system

F. Preliminary Project Timeframe

Veregy *estimates* the current timetable for the overall project at 9 months, from notice to proceed to system commissioning. A detailed project schedule shall be issued by Veregy with completion of project due diligence and AHJ engagement and final determination of required permit and approvals processes and any required studies.

Until which time an accurate duration can be made for the AHJ application, review and approval phase (estimated at 1.5 months from time of initial submittals and application initiation), the timetable of the project as presented is subject to revision:

G. Total Project Price and Payment Schedule

Veregy proposes to complete this project on a lump-sum basis. Our price for this project is Two Million Three Hundred and Fifty Eight Thousand And Seven Hundred and Thirty Dollars Only (\$2,358,730).

Additionally, and by request of Mayers as a separately estimated project improvement / security measure, Veregy estimates the cost of standard chain link fence (2 m/6.5 ft high fence foundations and installation) surrounding the perimeter of the solar arrays at:

One hundred and Forty Two Thousand and One Hundred and Twenty Five (\$142,125)

Pending confirmation from Mayers and/or authorities having jurisdiction as to a security fence being required for final project approvals, the cost of the fence is considered an adder to the project as priced.

H. Terms and Conditions

Veregy proposes to perform the above scope of work under a mutually acceptable construction contract.