



## FINANCE COMMITTEE REGULAR SESSION

### AGENDA

**Tuesday, November 15, 2016**  
**5:00 p.m.**

**Location: Schantz Conference Room**

**Sonoma Valley Hospital, 347 Andrieux St., Sonoma CA 95476**

AGENDA ITEM	RECOMMENDATION	
<b>MISSION STATEMENT</b> The mission of the SVHCD is to maintain, improve, and restore the health of everyone in our community.		
<b>1. CALL TO ORDER/ANNOUNCEMENTS</b> Reschedule December 2016 meeting	<i>Nevins</i>	
<b>2. PUBLIC COMMENT SECTION</b> At this time, members of the public may comment on any item not appearing on the agenda. It is recommended that you keep your comments to three minutes or less. Under State Law, matters presented under this item cannot be discussed or acted upon by the Committee at this time. For items appearing on the agenda, the public will be invited to make comments at the time the item comes up for Committee consideration.	<i>Nevins</i>	
<b>3. CONSENT CALENDAR 10.25.16</b>	<i>Nevins</i>	Action
<b>4. FINANCE REPORT FOR MONTH ENDING 10.31.16</b>	<i>Jensen</i>	Inform/Action
<b>5. FY16 COST REPORTS: MEDICARE, MEDI-CAL, OSHPD, AB915 AND IGT</b>	<i>Jensen</i>	Inform
<b>6. ADJOURN</b>	<i>Nevins</i>	

3.

## CONSENT CALENDAR



**SVHCD**  
**FINANCE COMMITTEE MEETING**  
**MINUTES**  
**TUESDAY, October 25, 2016**  
**Schantz Conference Room**

<b>Present</b>	<b>Excused</b>	<b>Staff</b>	<b>Public</b>
Sharon Nevins Peter Hohorst Stephen Berezin Susan Porth (by phone) S. Mishra, MD (by phone)	Steve Barclay Keith Chamberlin	Ken Jensen Gigi Betta Jeannette Tarver Kelly Mather Sarah Dungan	Sam McCandless

<b>AGENDA ITEM</b>	<b>DISCUSSION</b>	<b>ACTIONS</b>	<b>FOLLOW-UP</b>
<b>MISSION &amp; VISION STATEMENT</b> <i>The mission of SVHCD is to maintain, improve and restore the health of everyone in our community.</i>			
<b>1. CALL TO ORDER/ANNOUNCEMENTS</b>	<i>Nevins</i>		
	Meeting called to order at 5:00pm		
<b>2. PUBLIC COMMENT SECTION</b>	<i>Hohorst</i>		
	No public comment.		
<b>3. CONSENT CALENDAR</b> FC Minutes 9.27.16	<i>Nevins</i>	Action	
		<b>MOTION</b> by Hohorst to approve and 2 <sup>nd</sup> by Berezin. All in favor	
<b>4. FINANCE REPORT FOR MONTH ENDING 9.30.16</b>	<i>Jensen</i>	Inform/Action	

AGENDA ITEM	DISCUSSION	ACTIONS	FOLLOW-UP
	<p>Ms. Mather gave an update for the month of October 2016. Many staff has been on furlough since July 2016. Furlough will discontinue at the end of October 2016. There are two staff members on disability and there have been two terminations. Some of the nursing staff is requesting increases in salary.</p> <p>After accounting for all income and expenses but not including Restricted Contributions and GO bond activity, the net loss for September was (\$80,958) vs. a budgeted net loss of (\$94,121). The total net income for September after all activity was \$94,074 vs. a budgeted net income of \$59,230.</p> <p>Ms. Nevins requested that in next month's financial package the <i>percentage of total cash collections vs. overall payor mix</i> be included.</p>		
5. 1 <sup>st</sup> QUARTER CAPITAL SPENDING FY 2017	<i>Tarver</i>	Inform/Action	
	Ms. Tarver presented an update of the Capital Plan for 2017. It falls into three categories: requests supported by the Hospital's Foundation, requests covered by operating expenses and construction in progress.		
6. 1 <sup>st</sup> QUARTER FINANCE REVIEW-9 MONTH PROJECTION	<i>Jensen</i>	Inform/Action	
	Mr. Jensen presented the annualized financial projection for 2017. Appears on target.		
7. ANNOUNCEMENTS/ADJOURNMENT	<i>Nevins</i>	Inform	

AGENDA ITEM	DISCUSSION	ACTIONS	FOLLOW-UP
	Meeting adjourned 5:50pm		

4.

FINANCIAL REPORT  
MONTH ENDING  
OCTOBER 31, 2016



**To:** SVH Finance Committee  
**From:** Ken Jensen, CFO  
**Date:** November 15, 2016  
**Subject:** Financial Report for the Month Ending October 31, 2016

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The actual loss of (\$159,837) from operations for October was \$192,667 favorable to the budgeted loss of (\$352,504). The year-to date actual loss from operations is (\$1,071,054) compared to the expected loss of (\$1,285,951). After accounting for all other activity, the October net income was \$336,844 vs. the budgeted net loss of (\$4,273) with a monthly EBIDA of 8.3% vs. a budgeted 3.6%. Year-to-date the total net income was \$354,599 favorable to budget with a year to date EBIDA of 5.2% vs. the budgeted 4.4%.

**Gross patient revenue** for October was \$21,720,158, \$324,633 more than expected. Inpatient gross revenue was over budget by \$852,894. Inpatient days were over budgeted expectations by 77 days and inpatient surgeries were under budget by 3 cases. Outpatient revenue was under budget by (\$785,220). Outpatient visits were under budgeted expectations by (517) visits and outpatient surgeries were under budget by (24) cases. The Emergency Room gross revenue is over budget by \$926,331 due to the continued volume increase. SNF was under budgeted expectations by (\$675,241) due to SNF patient days being under budgeted expectations by (154) days. Home Health was close to budgeted expectations with a positive variance of \$5,869.

**Deductions from revenue** were unfavorable to budgeted expectations by (\$267,109). The revenue deductions were offset by the CMS Prime Grant with a net amount of \$187,425 for October. Without the CMS Prime Grant, the deductions from revenue would be unfavorable to budget by (\$454,534).

After accounting for all other operating revenue, the **total operating revenue** was favorable to budget by \$37,135.

**Operating Expenses** of \$4,912,295 were favorable to budget by \$155,532. Salaries and wages were under budget by \$75,004 and agency fees over budgeted expectations by (\$8,420) which is an improvement over previous months. Supplies are over budget in October by (\$35,559) primarily due to the cost of implants being (\$56,910) over budgeted expectations. There has been an increase in total joint replacement procedures compared to last fiscal year. The costs of surgical implants are normally recovered with the insurance reimbursements. Utilities are over budget by (\$9,973) due to PG&E increasing third party gas delivery charges.



After accounting for all income and expenses, but not including Restricted Contributions and GO bond activity, the net income for October was \$81,464 vs. a budgeted net loss of (\$161,614). The total net income for October after all activity was \$336,844 vs. a budgeted net loss of (\$4,273).

EBIDA for the month of October was 8.3% vs. the budgeted 3.6%.

#### Patient Volumes – October

	ACTUAL	BUDGET	VARIANCE	PRIOR YEAR
Acute Discharges	99	97	2	97
Newborn Discharges	9	13	-4	11
Acute Patient Days	402	325	77	325
SNF Patient Days	512	666	-154	666
Home Care Visits	880	886	-6	948
OP/ER/HHA Gross Rev.	\$13,347	\$13,249	\$98	\$13,103
Surgical Cases	126	153	-27	131

#### Gross Revenue Overall Payer Mix – October

	ACTUAL	BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Medicare	46.1%	47.2%	-1.1%	47.1%	47.0%	0.1%
Medicare Mgd Care	8.6%	7.3%	1.3%	8.8%	7.3%	1.5%
Medi-Cal	16.6%	18.9%	-2.3%	16.9%	19.0%	-2.1%
Self Pay	2.3%	1.2%	1.1%	2.2%	1.2%	1.0%
Commercial	21.7%	20.0%	1.7%	20.1%	20.0%	0.1%
Workers Comp	2.8%	2.7%	0.1%	2.7%	2.8%	-0.1%
Capitated	1.9%	2.7%	-0.8%	2.2%	2.7%	-0.5%
Total	100.0%	100.0%		100.0%	100.0%	

#### Cash Activity for October:

For the month of October the cash collection goal was \$3,677,447 and the Hospital collected \$3,749,539, or over the goal by \$72,092. The year-to-date cash collection goal was \$13,978,254 and the hospital has collected \$15,181,021, or over goal by \$1,202,767. Days of cash on hand are 11.0 days at October 31, 2016. Accounts Receivable decreased from September, from 50.4 days to 49.7 days in October. Accounts Payable decreased by \$654,564 from September and Accounts Payable days are at 46.5.

#### ATTACHMENTS:



- Attachment A is the Payer Mix Analysis which includes the projected collection percentage by payer.
- Attachment B is the Operating Indicators Report
- Attachment C is the Balance Sheet
- Attachment D (two pages) is the Statement of Revenue and Expense. The first page breaks out the hospital operations and page two includes all other activity.
- Attachment E is the Variance Analysis. The line number tie to the Statement of Revenue and Expense line numbers and explains any significant variances.
- Attachment F are the graphs for Revenue and Accounts Payable.
- Attachment G is the Statistical Analysis
- Attachment H is the Cash Forecast



**Sonoma Valley Hospital**  
**Net Revenue by Payer for the month of October 31, 2016**

ATTACHMENT A

**October-16**

<b>Gross Revenue:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
Medicare	9,983,653	10,063,904	-80,251	-0.8%
Medicare Managed Care	1,866,395	1,559,525	306,870	19.7%
Medi-Cal	3,591,981	4,033,353	-441,372	-10.9%
Self Pay	501,574	258,823	242,751	93.8%
Commercial & Other Government	4,755,053	4,335,870	419,183	9.7%
Worker's Comp.	605,848	572,144	33,704	5.9%
Capitated	415,654	571,906	-156,252	-27.3%
<b>Total</b>	<b>21,720,158</b>	<b>21,395,525</b>	<b>324,633</b>	

**YTD**

	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
	41,103,988	39,869,243	1,234,745	3.1%
	7,698,095	6,150,102	1,547,993	25.2%
	14,729,699	16,127,768	-1,398,069	-8.7%
	1,939,367	1,008,130	931,237	92.4%
	17,641,305	17,100,028	541,277	3.2%
	2,314,817	2,376,978	-62,161	-2.6%
	1,955,303	2,275,100	-319,797	-14.1%
	<b>87,382,574</b>	<b>84,907,349</b>	<b>2,475,225</b>	

<b>Net Revenue:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
Medicare	1,697,058	1,863,877	-166,819	-9.0%
Medicare Managed Care	318,034	247,029	71,005	28.7%
Medi-Cal	633,266	630,010	3,256	0.5%
Self Pay	178,948	103,529	75,419	72.8%
Commercial & Other Government	1,426,444	1,550,073	-123,629	-8.0%
Worker's Comp.	136,255	122,153	14,102	11.5%
Capitated	15,295	18,530	-3,235	-17.5%
Prior Period Adj/IGT	187,425	-	187,425	*
<b>Total</b>	<b>4,592,725</b>	<b>4,535,201</b>	<b>57,524</b>	<b>1.3%</b>

	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
	6,718,355	6,933,583	-215,228	-3.1%
	1,094,680	980,979	113,701	11.6%
	2,104,188	2,463,853	-359,665	-14.6%
	718,374	401,205	317,169	79.1%
	5,790,364	6,603,303	-812,939	-12.3%
	513,143	527,499	-14,356	-2.7%
	61,990	73,742	-11,752	-15.9%
	1,810,022	-	1,810,022	*
	<b>18,811,116</b>	<b>17,984,164</b>	<b>826,952</b>	<b>4.6%</b>

<b>Percent of Net Revenue:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
Medicare	36.9%	41.1%	-4.2%	-10.2%
Medicare Managed Care	6.9%	5.4%	1.5%	27.8%
Medi-Cal	13.8%	13.9%	-0.1%	-0.7%
Self Pay	3.9%	2.3%	1.6%	69.6%
Commercial & Other Government	31.1%	34.2%	-3.1%	-9.1%
Worker's Comp.	3.0%	2.7%	0.3%	11.1%
Capitated	0.3%	0.4%	-0.1%	-25.0%
Prior Period Adj/IGT	4.1%	0.0%	4.1%	*
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>0.0%</b>	<b>0.0%</b>

	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
	35.8%	38.6%	-2.9%	-7.5%
	5.8%	5.5%	0.3%	5.5%
	11.2%	13.7%	-2.5%	-18.2%
	3.8%	2.2%	1.6%	72.7%
	30.8%	36.7%	-5.9%	-16.1%
	2.7%	2.9%	-0.2%	-6.9%
	0.3%	0.4%	-0.1%	-25.0%
	9.6%	0.0%	9.7%	*
	<b>100.0%</b>	<b>100.0%</b>	<b>0.0%</b>	<b>0.0%</b>

<b>Projected Collection Percentage:</b>	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
Medicare	16.9%	18.5%	-1.6%	-8.6%
Medicare Managed Care	17.0%	15.8%	1.2%	7.6%
Medi-Cal	17.6%	15.6%	2.0%	12.8%
Self Pay	35.7%	40.0%	-4.3%	-10.8%
Commercial & Other Government	30.0%	35.7%	-5.7%	-16.0%
Worker's Comp.	22.5%	21.4%	1.1%	5.1%
Capitated	3.7%	3.2%	0.5%	15.6%
Prior Period Adj/IGT	0.9%	0.0%	0.9%	*

	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
	16.3%	17.4%	-1.1%	-6.3%
	14.2%	16.0%	-1.8%	-11.3%
	14.3%	15.3%	-1.0%	-6.5%
	37.0%	39.8%	-2.8%	-7.0%
	32.8%	38.7%	-5.9%	-15.2%
	22.2%	22.2%	0.0%	0.0%
	3.2%	3.2%	0.0%	0.0%
	2.1%	0.0%	2.1%	*

**SONOMA VALLEY HOSPITAL**  
**OPERATING INDICATORS**  
For the Period Ended October 31, 2016

**ATTACHMENT B**

CURRENT MONTH					YEAR-TO-DATE			YTD
	Actual 10/31/16	Budget 10/31/16	Favorable (Unfavorable) Variance		Actual 10/31/16	Budget 10/31/16	Favorable (Unfavorable) Variance	Prior Year 10/31/15
Inpatient Utilization								
Discharges								
1	90	80	10	Acute	352	310	42	310
2	9	17	(8)	ICU	50	63	(13)	63
3	99	97	2	Total Discharges	402	373	29	373
4	9	13	(4)	Newborn	53	52	1	52
5	108	110	(2)	Total Discharges inc. Newborns	455	425	30	425
Patient Days:								
6	299	236	63	Acute	1,236	966	270	957
7	103	89	14	ICU	396	393	3	393
8	402	325	77	Total Patient Days	1,632	1,359	273	1,350
9	14	29	(15)	Newborn	94	108	(14)	108
10	416	354	62	Total Patient Days inc. Newborns	1,726	1,467	259	1,458
Average Length of Stay:								
11	3.3	3.0	0.4	Acute	3.5	3.1	0.4	3.1
12	11.4	5.2	6.2	ICU	7.9	6.2	1.7	6.2
13	4.1	3.4	0.7	Avg. Length of Stay	4.1	3.6	0.4	3.6
14	1.6	2.2	(0.7)	Newborn ALOS	1.8	2.1	0.3	2.1
Average Daily Census:								
15	9.6	7.6	2.0	Acute	10.0	7.9	2.2	7.8
16	3.3	2.9	0.5	ICU	3.2	3.2	0.0	3.2
17	13.0	10.5	2.5	Avg. Daily Census	13.3	11.0	2.2	11.0
18	0.5	0.9	(0.5)	Newborn	0.76	0.88	(0.1)	0.88
Long Term Care:								
19	512	666	(154)	SNF Patient Days	2,307	2,526	(219)	2,526
20	30	35	(5)	SNF Discharges	115	113	2	113
21	16.5	21.5	(5.0)	Average Daily Census	18.8	20.5	(1.8)	20.5
Other Utilization Statistics								
Emergency Room Statistics								
22	852	820	32	Total ER Visits	3,607	3,457	150	3,457
Outpatient Statistics:								
23	4,586	5,103	(517)	Total Outpatients Visits	18,522	19,586	(1,064)	19,586
24	42	45	(3)	IP Surgeries	161	158	3	127
25	84	108	(24)	OP Surgeries	323	429	(106)	378
26	29	31	(2)	Special Procedures	198	131	67	131
27	880	886	(6)	Home Health Visits	3,772	3,544	228	3,794
28	336	347	(11)	Adjusted Discharges	1,310	1,291	19	1,326
29	2,380	2,603	(223)	Adjusted Patient Days (Inc. SNF)	9,989	10,331	(342)	10,586
30	76.8	84.0	(7.2)	Adj. Avg. Daily Census (Inc. SNF)	81.2	84.0	(2.8)	86.1
31	1.5890	1.4000	0.189	Case Mix Index -Medicare	1.7452	1.4000	0.345	1.5449
32	1.6497	1.4000	0.250	Case Mix Index - All payers	1.5863	1.4000	0.186	1.4616
Labor Statistics								
33	280	287	6.5	FTE's - Worked	282	285	3.0	282
34	316	320	4.1	FTE's - Paid	319	318	(1.5)	315
35	39.83	40.49	0.66	Average Hourly Rate	39.76	40.59	0.83	39.65
36	23.4	21.7	(1.7)	Manhours / Adj. Pat Day	22.4	21.6	(0.8)	20.9
37	166.1	163.0	(3.1)	Manhours / Adj. Discharge	170.8	172.4	1.7	166.8
38	23.0%	22.5%	-0.5%	Benefits % of Salaries	23.2%	22.6%	-0.6%	22.4%
Non-Labor Statistics								
39	12.6%	12.0%	-0.7%	Supply Expense % Net Revenue	11.9%	11.5%	-0.4%	10.9%
40	1,778	1,620	(158)	Supply Exp. / Adj. Discharge	1,761	1,662	(99)	1,526
41	15,066	15,044	(23)	Total Expense / Adj. Discharge	16,111	15,950	(160)	15,129
Other Indicators								
42	11.0			Days Cash - Operating Funds				
43	49.7	50.0	(0.3)	Days in Net AR	51.3	50.0	1.3	49.1
44	102%			Collections % of Net Revenue	109%			103.2%
45	46.5	55.0	(8.5)	Days in Accounts Payable	46.5	55.0	(8.5)	12.9
46	21.8%	21.9%	-0.1%	% Net revenue to Gross revenue	22.2%	21.9%	0.2%	22.8%
47	26.0%			% Net AR to Gross AR	26.0%			22.9%

**Sonoma Valley Health Care District**  
**Balance Sheet**  
**As of October 31, 2016**

**ATTACHMENT C**

		<u>Current Month</u>	<u>Prior Month</u>	<u>Prior Year</u>
<b>Assets</b>				
Current Assets:				
1	Cash	\$ 1,785,152	\$ 947,230	\$ 1,966,866
2	Trustee Funds	1,690,566	1,690,214	1,302,578
3	Net Patient Receivables	8,643,574	8,599,231	8,029,749
4	Allow Uncollect Accts	(1,060,164)	(1,054,458)	(701,798)
5	Net A/R	7,583,410	7,544,773	7,327,952
6	Other Accts/Notes Rec	6,967,761	6,978,947	7,478,317
7	3rd Party Receivables, Net	2,451,242	2,498,653	338,629
8	Inventory	820,192	797,076	760,898
9	Prepaid Expenses	808,704	906,026	737,546
10	Total Current Assets	\$ 22,107,027	\$ 21,362,919	\$ 19,912,785
12	Property, Plant & Equip, Net	\$ 53,442,292	\$ 53,566,209	\$ 53,940,240
13	Specific Funds	186,368	486,088	282,799
14	Other Assets	144,911	144,537	143,691
15	Total Assets	\$ 75,880,598	\$ 75,559,753	\$ 74,279,516
<b>Liabilities &amp; Fund Balances</b>				
Current Liabilities:				
16	Accounts Payable	\$ 3,398,692	\$ 4,053,256	\$ 3,209,382
17	Accrued Compensation	3,883,737	3,656,295	3,943,153
18	Interest Payable	330,797	220,532	342,768
19	Accrued Expenses	1,369,681	1,290,486	1,371,814
20	Advances From 3rd Parties	117,071	171,054	1,406,493
21	Deferred Tax Revenue	3,975,269	4,472,178	3,942,219
22	Current Maturities-LTD	1,697,025	1,693,049	1,697,025
23	Line of Credit - Union Bank	7,536,234	6,723,734	5,923,734
24	Other Liabilities	546,297	545,923	225,495
25	Total Current Liabilities	\$ 22,854,803	\$ 22,826,507	\$ 22,062,083
26	Long Term Debt, net current portion	\$ 36,881,059	\$ 36,925,354	\$ 37,284,077
27	Fund Balances:			
28	Unrestricted	\$ 12,953,705	\$ 12,735,598	\$ 12,761,165
29	Restricted	3,191,032	3,072,295	2,172,191
30	Total Fund Balances	\$ 16,144,736	\$ 15,807,892	\$ 14,933,356
31	Total Liabilities & Fund Balances	\$ 75,880,598	\$ 75,559,753	\$ 74,279,516

**Sonoma Valley Health Care District  
Statement of Revenue and Expenses  
Comparative Results  
For the Period Ended October 31, 2016**

ATTACHMENT D

Month					Year-To- Date					YTD
This Year		Variance			This Year		Variance			Prior Year
Actual	Budget	\$	%	Actual	Budget	\$	%			
					Volume Information					
1	99	97	2	2%	Acute Discharges	402	373	29	8%	373
2	512	666	(154)	-23%	SNF Days	2,307	2,526	(219)	-9%	2,526
3	880	886	(6)	-1%	Home Care Visits	3,772	3,544	228	6%	3,794
4	13,347	13,249	98	1%	Gross O/P Revenue (000's)	\$ 52,801	\$ 52,911	(110)	0%	\$ 51,328
					Financial Results					
					Gross Patient Revenue					
5	\$ 6,694,534	\$ 5,841,640	852,894	15%	Inpatient	\$ 26,537,197	\$ 23,072,313	3,464,884	15%	\$ 21,024,033
6	6,858,647	7,643,867	(785,220)	-10%	Outpatient	26,815,131	30,794,842	(3,979,711)	-13%	29,686,321
7	6,230,254	5,303,923	926,331	17%	Emergency	24,834,815	20,909,335	3,925,480	19%	20,600,774
8	1,629,163	2,304,404	(675,241)	-29%	SNF	7,885,507	8,924,095	(1,038,588)	-12%	8,674,563
9	307,560	301,691	5,869	2%	Home Care	1,309,924	1,206,764	103,160	9%	1,239,266
10	\$ 21,720,158	\$ 21,395,525	324,633	2%	Total Gross Patient Revenue	\$ 87,382,574	\$ 84,907,349	2,475,225	3%	\$ 81,224,957
					Deductions from Revenue					
11	\$ (17,159,058)	\$ (16,758,105)	(400,953)	-2%	Contractual Discounts	\$ (69,772,250)	\$ (66,514,309)	(3,257,941)	-5%	\$ (63,949,459)
12	(150,000)	(66,250)	(83,750)	-126%	Bad Debt	(500,000)	(265,000)	(235,000)	-89%	(240,000)
13	(5,800)	(35,969)	30,169	84%	Charity Care Provision	(109,230)	(143,876)	34,646	24%	(133,957)
14	187,425	-	187,425	*	Prior Period Adj/Government Program Revenue	1,810,022	-	1,810,022	*	969,694
15	\$ (17,127,433)	\$ (16,860,324)	(267,109)	2%	Total Deductions from Revenue	\$ (68,571,458)	\$ (66,923,185)	(1,648,273)	2%	\$ (63,353,722)
					Net Patient Service Revenue					
16	\$ 4,592,725	\$ 4,535,201	57,524	1%		\$ 18,811,116	\$ 17,984,164	826,952	5%	\$ 17,871,235
					Risk contract revenue					
17	\$ 133,982	\$ 155,771	(21,789)	-14%		\$ 512,301	\$ 623,084	(110,783)	-18%	\$ 618,199
18	\$ 4,726,707	\$ 4,690,972	35,735	1%	Net Hospital Revenue	\$ 19,323,417	\$ 18,607,248	716,169	4%	\$ 18,489,434
					Other Op Rev & Electronic Health Records					
19	\$ 25,751	\$ 24,351	1,400	6%		\$ 106,159	\$ 97,404	8,755	9%	\$ 112,459
20	\$ 4,752,458	\$ 4,715,323	37,135	1%	Total Operating Revenue	\$ 19,429,576	\$ 18,704,652	724,924	4%	\$ 18,601,893
					Operating Expenses					
21	\$ 2,221,223	\$ 2,287,807	66,584	3%	Salary and Wages and Agency Fees	\$ 8,893,684	\$ 9,035,964	142,280	2%	\$ 8,767,435
22	850,443	840,719	(9,724)	-1%	Employee Benefits	3,466,471	3,369,463	(97,008)	-3%	3,295,444
23	\$ 3,071,666	\$ 3,128,526	56,860	2%	Total People Cost	\$ 12,360,155	\$ 12,405,427	45,272	0%	\$ 12,062,879
24	\$ 402,635	\$ 397,207	(5,428)	-1%	Med and Prof Fees (excld Agency)	\$ 1,551,923	\$ 1,550,935	(988)	0%	\$ 1,345,368
25	597,250	561,691	(35,559)	-6%	Supplies	2,307,529	2,146,231	(161,298)	-8%	2,022,957
26	267,953	355,658	87,705	25%	Purchased Services	1,195,023	1,379,134	184,111	13%	1,088,758
27	277,933	293,214	15,281	5%	Depreciation	1,111,216	1,172,856	61,640	5%	1,164,199
28	110,657	100,684	(9,973)	-10%	Utilities	440,055	395,755	(44,300)	-11%	409,880
29	29,292	33,417	4,125	12%	Insurance	117,168	133,416	16,248	12%	100,899
30	33,438	35,863	2,425	7%	Interest	133,089	135,000	1,911	1%	169,742
31	121,471	161,567	40,096	25%	Other	537,111	671,849	134,738	20%	710,473
32	-	-	-	*	Matching Fees (Government Programs)	747,361	-	(747,361)	*	368,026
33	\$ 4,912,295	\$ 5,067,827	155,532	3%	Operating expenses	\$ 20,500,630	\$ 19,990,603	(510,027)	-3%	\$ 19,443,181
					Operating Margin					
34	\$ (159,837)	\$ (352,504)	192,667	55%		\$ (1,071,054)	\$ (1,285,951)	214,897	17%	\$ (841,288)

## ATTACHMENT D

**Sonoma Valley Health Care District  
Statement of Revenue and Expenses  
Comparative Results  
For the Period Ended October 31, 2016**

	Month			
	This Year		Variance	
	Actual	Budget	\$	%
35	\$ (11,194)	\$ (21,610)	10,416	-48%
36	39,995	-	39,995	0%
37	(37,500)	(37,500)	-	0%
38	250,000	250,000	-	0%
39	<b>\$ 241,301</b>	<b>\$ 190,890</b>	<b>50,411</b>	<b>26%</b>
40	<b>\$ 81,464</b>	<b>\$ (161,614)</b>	<b>243,078</b>	<b>-150%</b>
41	\$ 50,224	\$ 20,698	29,526	143%
42	\$ 68,513	\$ -	68,513	0%
43	<b>\$ 200,201</b>	<b>\$ (140,916)</b>	<b>341,117</b>	<b>-242%</b>
44	246,909	246,909	-	0%
45	(110,266)	(110,266)	-	0%
46	<b>\$ 336,844</b>	<b>\$ (4,273)</b>	<b>341,117</b>	<b>-7983%</b>
	\$ 392,835	\$ 167,463		
	8.3%	3.6%		
	\$ 359,397	\$ 131,600		
	7.6%	2.8%		

**Non Operating Rev and Expense**  
 Miscellaneous Revenue/(Expenses)  
 Donations  
 Physician Practice Support-Prima  
 Parcel Tax Assessment Rev  
**Total Non-Operating Rev/Exp**

**Net Income / (Loss) prior to Restricted Contributions**

Capital Campaign Contribution  
 Restricted Foundation Contributions  
**Net Income / (Loss) w/ Restricted Contributions**

GO Bond Tax Assessment Rev  
 GO Bond Interest

**Net Income/(Loss) w GO Bond Activity**

**EBIDA - Not including Restricted Contributions**

**EBDA - Not including Restricted Contributions**

	Year-To- Date				YTD
	This Year		Variance		Prior Year
	Actual	Budget	\$	%	
	\$ (73,102)	\$ (65,936)	(7,166)	*	\$ 8,434
	53,088	-	53,088	0%	0
	(150,000)	(150,000)	-	0%	(150,000)
	1,000,378	1,000,000	378	0%	1,001,954
	<b>\$ 830,364</b>	<b>\$ 784,064</b>	<b>46,300</b>	<b>6%</b>	<b>\$ 860,388</b>
	<b>\$ (240,690)</b>	<b>\$ (501,887)</b>	<b>261,197</b>	<b>-52%</b>	<b>\$ 19,100</b>
	\$ 60,809	\$ 82,792	(21,983)	-27%	\$ 121,816
	\$ 115,384	\$ -	115,384	100%	\$ -
	<b>\$ (64,497)</b>	<b>\$ (419,095)</b>	<b>354,598</b>	<b>-85%</b>	<b>\$ 140,916</b>
	987,636	987,636	-	0%	971,108
	(456,707)	(456,708)	1	0%	(460,697)
	<b>\$ 466,432</b>	<b>\$ 111,833</b>	<b>354,599</b>	<b>317%</b>	<b>\$ 651,327</b>
	\$ 1,003,615	\$ 805,969			\$ 1,353,041
	5.2%	4.4%			7.3%
	\$ 870,526	\$ 670,969			
	4.5%	3.6%			

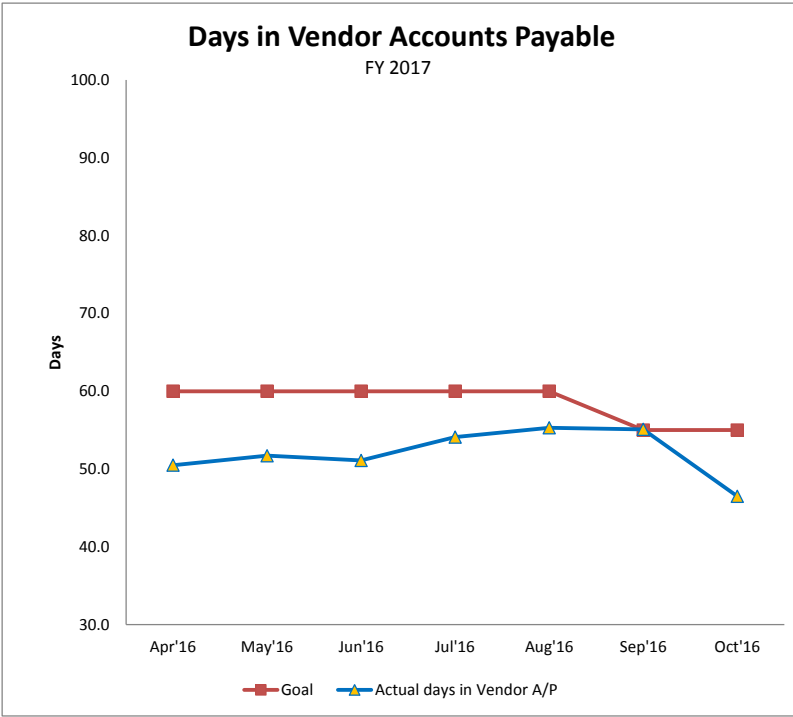
**Sonoma Valley Health Care District**  
**Statement of Revenue and Expenses Variance Analysis**  
**For the Period Ended October 31, 2016**

	YTD	MONTH	
Description	Variance	Variance	
<b>Volume Information</b>			
1 Acute Discharges	29	2	
2 SNF Days	(219)	(154)	
3 Home Care Visits	228	(6)	
4 Gross O/P Revenue (000's)	(110)	98	
<b>Financial Results</b>			
<b>Gross Patient Revenue</b>			
5 Inpatient	3,464,884	852,894	Patient Days are 402 vs. budgeted expectations of 325 and inpatient surgeries are 42 vs. budgeted expectations of 45.
6 Outpatient	(3,979,711)	(785,220)	Outpatient surgeries are 84 vs. budgeted expectations 108.
7 Emergency	3,925,480	926,331	ER visits are 852 vs. budgeted visits of 820
8 SNF	(1,038,588)	(675,241)	SNF patient days are 512 vs. budgeted expected days of 666.
9 Home Care	103,160	5,869	HHA visits are 880 vs. budgeted expectations of 886.
10 <b>Total Gross Patient Revenue</b>	<b>2,475,225</b>	<b>324,633</b>	
<b>Deductions from Revenue</b>			
11 Contractual Discounts	(3,257,941)	(400,953)	
12 Bad Debt	(235,000)	(83,750)	
13 Charity Care Provision	34,646	30,169	
14 Prior Period Adj/Government Program Revenue	1,810,022	187,425	Prime Grant
15 <b>Total Deductions from Revenue</b>	<b>(1,648,273)</b>	<b>(267,109)</b>	
<b>Net Patient Service Revenue</b>	<b>826,952</b>	<b>57,524</b>	
17 Risk contract revenue	(110,783)	(21,789)	Blue Shield capitation received was under budget.
18 <b>Net Hospital Revenue</b>	<b>716,169</b>	<b>35,735</b>	
19 Other Op Rev & Electronic Health Records	8,755	1,400	
20 <b>Total Operating Revenue</b>	<b>724,924</b>	<b>37,135</b>	
<b>Operating Expenses</b>			
21 Salary and Wages and Agency Fees	142,280	66,584	Salaries and Wages were under budget by \$75,004 and agency fees were over budget by (\$8,420).
22 Employee Benefits	(97,008)	(9,724)	PTO was over budget by (\$10,770) and Employee benefits were under by \$1,046.
23 <b>Total People Cost</b>	<b>45,272</b>	<b>56,860</b>	
24 Med and Prof Fees (excl Agency)	(988)	(5,428)	
25 Supplies	(161,298)	(35,559)	Supplies are over budget due to implant costs being over budget by (\$56,910), this is due to an increase of total joint replacement procedures compared to last fiscal year. These costs are normally recovered with insurance reimbursements.
26 Purchased Services	184,111	87,705	Budgeted services not used in October.
27 Depreciation	61,640	15,281	
28 Utilities	(44,300)	(9,973)	PG&E uses a 3rd party for gas and the cost has increased for the hospital.
29 Insurance	16,248	4,125	
30 Interest	1,911	2,425	
31 Other	134,738	40,096	Budgeted other costs not used in October.
32 Matching Fees (Government Programs)	(747,361)	-	
33 <b>Operating expenses</b>	<b>(510,027)</b>	<b>155,532</b>	
<b>Operating Margin</b>	<b>214,897</b>	<b>192,667</b>	
<b>Non Operating Rev and Expense</b>			
35 Miscellaneous Revenue	(7,166)	10,416	The medical offices timshare cost centers were under budget with expenses incurred and the hospital collected current and previous months rents.
36 Donations	53,088	39,995	Foundation grants received for purchased services and employee education and training.
37 Physician Practice Support-Prima	-	-	
38 Parcel Tax Assessment Rev	378	-	

**Sonoma Valley Health Care District**  
**Statement of Revenue and Expenses Variance Analysis**  
**For the Period Ended October 31, 2016**

	YTD	MONTH	
	Variance	Variance	
39			
40			
41			
42			
43			
44			
45			
46			



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**Sonoma Valley Hospital**  
Statistical Analysis  
FY 2017

ATTACHMENT G

Statistics	ACTUAL	BUDGET
	Oct-16	Oct-16
<b>Acute</b>		
Acute Patient Days	402	325
Acute Discharges (w/o Newborns)	99	97
<b>SNF Days</b>	512	666
<b>HHA Visits</b>	880	886
<b>Emergency Room Visits</b>	852	820
<b>Gross Outpatient Revenue (000's)</b>	\$13,347	\$13,249
<b>Equivalent Patient Days</b>	2,380	2,603
<b>Births</b>	9	12
<b>Surgical Cases - Inpatient</b>	42	45
<b>Surgical Cases - Outpatient</b>	84	108
<b>Total Surgical Cases</b>	126	153
<b>Medicare Case Mix Index</b>	1.59	1.40
<b>Income Statement</b>		
Net Revenue (000's)	4,727	4,691
Operating Expenses (000's)	\$4,912	\$5,068
Net Income (000's)	337	(4)
<b>Productivity</b>		
Total Operating Expense Per Equivalent Patient Day	\$2,064	\$1,947
Productive FTEs	280	287
Non-Productive FTE's	36	33
Total FTEs	316	320
FTEs per Adjusted Occupied Bed	4.11	3.81
<b>Balance Sheet</b>		
Days of Expense In General Operating Cash	11	
Net Days of Revenue in AR	50	50

ACTUAL												
Sep-16	Aug-16	Jul-16	Jun-16	May-16	Apr-16	Mar-16	Feb-16	Jan-16	Dec-15	Nov-15	Oct-15	Sep-15
407	437	386	334	386	409	426	417	404	351	316	325	376
95	105	103	95	85	97	99	101	124	109	85	97	92
624	608	563	526	529	578	580	671	710	648	544	666	607
1,042	890	960	942	844	999	879	889	933	915	1,088	948	948
897	918	940	907	940	912	945	919	864	863	841	820	871
\$13,512	\$13,336	\$12,605	\$13,465	\$13,827	\$12,542	\$14,266	\$12,049	\$12,184	\$12,274	\$11,900	\$13,103	\$12,774
2,707	2,581	2,322	2,381	2,545	2,636	2,886	2,628	2,771	2,614	2,384	2,691	2,565
14	17	14	14	13	17	17	9	17	21	14	11	11
37	39	43	31	36	26	31	34	26	32	24	36	36
81	85	73	93	87	92	110	93	98	104	90	95	91
118	124	116	124	123	118	141	127	124	136	114	131	127
1.97	1.58	1.84	1.64	1.73	1.47	1.48	1.50	1.41	1.35	1.69	1.53	1.69
4,406	4,919	5,172	4,980	4,610	4,481	4,484	4,614	4,522	4,729	4,029	4,655	4,739
\$4,807	\$5,310	\$5,472	\$5,450	\$5,267	\$5,143	\$4,968	\$4,987	\$4,932	4,829	4,665	4,931	4,931
(6)	(23)	59	(133)	(403)	(99)	(132)	39	19	575	245	104	170
\$1,776	\$2,057	\$2,356	\$2,289	\$2,069	\$1,951	\$1,721	\$1,898	\$1,780	\$1,847	\$2,022	\$1,832	\$1,922
283	286	278	287	300	292	293	296	271	277	292	299	280
36	35	42	37	32	32	33	28	48	41	30	28	32
319	321	320	324	332	324	326	324	319	317	322	327	312
3.54	3.86	4.28	4.08	4.16	3.70	3.50	3.58	3.57	3.77	4.05	3.77	3.65
6	15	11	9	9	13	10	12	14	21	9	13	18
50	50	55	57	55	50	50	52	53	51	53	47	49

Sonoma Valley Hospital  
Cash Forecast  
FY 2017

ATTACHMENT H

	Actual July	Actual Aug	Actual Sept	Actual Oct	Forecast Nov	Forecast Dec	Forecast Jan	Forecast Feb	Forecast Mar	Forecast Apr	Forecast May	Forecast Jun	Forecast TOTAL
<b>Hospital Operating Sources</b>													
1 Patient Payments Collected	4,375,192	4,731,348	3,928,129	4,155,005	4,069,834	4,354,329	4,423,155	4,363,605	4,946,805	4,418,111	4,550,874	4,510,595	52,826,982
2 Capitation Revenue	127,594	124,410	126,315	133,982	155,771	155,771	155,771	155,771	155,771	155,771	155,771	155,766	1,758,464
3 Napa State	2,326	49,264	12,455	-									64,045
4 Other Operating Revenue	39,800	21,422	28,846	30,148	24,351	24,351	24,351	24,351	24,351	24,351	24,351	24,351	315,024
5 Other Non-Operating Revenue	20,788	46,700	32,026	71,410	19,609	19,609	19,609	19,609	19,609	19,609	19,609	19,617	327,804
6 Unrestricted Contributions	1,549	11,560	13,093	39,995									66,197
7 Line of Credit	190,000	(190,000)		812,500	(562,500)								250,000
Sub-Total Hospital Sources	4,757,249	4,794,704	4,140,864	5,243,040	3,707,065	4,554,060	4,622,886	4,563,336	5,146,536	4,617,842	4,750,605	4,710,329	55,608,516
<b>Hospital Uses of Cash</b>													
8 Operating Expenses	4,578,560	4,139,921	5,611,993	4,675,722	4,615,678	4,789,159	4,889,975	4,671,846	5,017,010	4,749,098	4,835,696	4,850,152	57,424,810
9 Less Depreciation					(293,214)	(293,214)	(293,214)	(293,214)	(293,214)	(293,214)	(293,214)	(293,217)	(2,345,715)
10 Add Capital Lease Payments	49,245	173,774	36,968	40,319									300,306
11 Additional AP		400,000			2,000,000	1,000,000	500,000	500,000	500,000	1,500,000		500,000	6,900,000
12 Capital - Board Approved Spending	60,776	43,811	62,997	155,782									323,366
13 Napa State													-
Total Hospital Uses	4,688,581	4,757,506	5,711,958	4,871,823	6,322,464	5,495,945	5,096,761	4,878,632	5,223,796	5,955,884	4,542,482	5,056,935	62,602,767
Net Hospital Sources/Uses of Cash	68,668	37,198	(1,571,094)	371,217	(2,615,399)	(941,885)	(473,875)	(315,296)	(77,260)	(1,338,042)	208,123	(346,606)	(6,994,251)
<b>Non-Hospital Sources</b>													
14 Restricted Cash/Capital Donations Donations	3,167	141,475	42,379	118,737	1,000,000								1,305,758
15 Electronic Health Records													-
16 Parcel Tax Revenue	179,365					1,600,000				1,400,000			3,179,365
17 Advancement - Foundation		400,000			(400,000)								-
18 Advancement - South Lot		263,453											263,453
19 Other:													-
20 IGT				343,950	1,283,647			300,000					1,927,597
21 IGT - AB915 (Net)								900,000					900,000
22 PRIME	375,000			1,125,000									1,500,000
Sub-Total Non-Hospital Sources	557,532	804,928	42,379	1,587,687	1,883,647	1,600,000	-	1,200,000	-	1,400,000	-	-	9,076,173
<b>Non-Hospital Uses of Cash</b>													
23 Matching Fees	187,575	188,984		1,120,982									1,497,541
Sub-Total Non-Hospital Uses of Cash	187,575	188,984	-	1,120,982	-	-	-	-	-	-	-	-	1,497,541
Net Non-Hospital Sources/Uses of Cash	369,957	615,944	42,379	466,705	1,883,647	1,600,000	-	1,200,000	-	1,400,000	-	-	7,578,632
<b>Net Sources/Uses</b>													
	438,625	653,142	(1,528,715)	837,922	(731,752)	658,115	(473,875)	884,704	(77,260)	61,958	208,123	(346,606)	
Cash and Equivalents at beginning of period	1,384,178	1,822,803	2,475,945	947,230	1,785,152	1,053,400	1,711,515	1,237,640	2,122,344	2,045,084	2,107,042	2,315,165	
Cash and Equivalents at end of period	1,822,803	2,475,945	947,230	1,785,152	1,053,400	1,711,515	1,237,640	2,122,344	2,045,084	2,107,042	2,315,165	1,968,559	