



FINANCE COMMITTEE REGULAR SESSION

AGENDA

Tuesday, March 28, 2017

5:00 p.m.

Location: Schantz Conference Room

**Sonoma Valley Hospital, 347 Andrieux Street
Sonoma CA 95476**

AGENDA ITEM	RECOMMENDATION	
MISSION STATEMENT The mission of the SVHCD is to maintain, improve, and restore the health of everyone in our community.		
1. CALL TO ORDER/ANNOUNCEMENTS	<i>Nevins</i>	
2. PUBLIC COMMENT SECTION	<i>Nevins</i>	
3. CONSENT CALENDAR • FC Minutes 02.28.17	<i>Nevins</i>	Action
4. FINANCIAL REPORT FOR MONTH ENDING FEBRUARY 28, 2017	<i>Jensen</i>	Inform/Action
5. CAPITAL CASH REQUIREMENTS	<i>Jensen</i>	Inform
6. REVIEW OF CURRENT DEBT	<i>Jensen</i>	Inform
7. ADJOURN	<i>Nevins</i>	

3.

CONSENT CALENDAR



SVHCD
FINANCE COMMITTEE MEETING
MINUTES
TUESDAY, FEBRUARY 28, 2017
Schantz Conference Room

Present	Excused	Staff	Public
Sharon Nevins Peter Hohorst Stephen Berezin Subhash Mishra, MD Susan Porth Keith Chamberlin, MD		Ken Jensen Jeannette Tarver	

AGENDA ITEM	DISCUSSION	ACTIONS	FOLLOW-UP
MISSION & VISION STATEMENT <i>The mission of SVHCD is to maintain, improve and restore the health of everyone in our community.</i>			
1. CALL TO ORDER/ANNOUNCEMENTS	<i>Nevins</i>		
	Meeting called to order at 5:03 pm.		
2. PUBLIC COMMENT SECTION	<i>Nevins</i>		
	No public comment.		
3. CONSENT CALENDAR FC Minutes 01.24.17	<i>Nevins</i>	Action	
		MOTION by Hohorst to approve and 2 nd by Porth. All in favor	
4. FINANCIAL REPORT FOR MONTH ENDING JANUARY 31, 2017	<i>Jensen</i>	Inform/Action	
	Mr. Jensen presented the financial report and discussed the payer mix for January. Although cash collected for January was under goal by \$175,000,		

AGENDA ITEM	DISCUSSION	ACTIONS	FOLLOW-UP
	<p>cash collections for February are over \$1 million ahead of goal. Accounts receivable is at 49.7 days and Accounts Payable is at 43.1 days. Days cash stands at 20.2. The AB915 funds of over \$900,000 were received.</p> <p>Inpatient revenue was up with increased ICU days. This resulted from longer lengths of stay which negatively impacted contractual allowances. Total operating revenue was \$82,490 under budget. The hospital received approval for the 340(b) program allowing it to buy drugs at discount rates; this resulted in a savings of \$48,000 in supplies for the month of January. Net loss for January was (\$107,802) vs. a budget of (\$196,231).</p>		
5. BUDGET ASSUMPTIONS FY2018	<i>Jensen</i>	Inform	
	<p>FY2018 budget assumptions were discussed, based on actual for 2017 and on contracts. The budget assumes the parcel tax measure will pass; the Hospital also anticipates a 6% price increase. Expenses will include the 3% salary increase in January and an additional increase for nurses in April.</p>		
6. REVIEW OF CURRENT DEBT	<i>Jensen</i>	Inform	
	<p>Mr. Jensen discussed current debt. The Committee requested a total of all yearly payments. Celtic leases were for New Wing equipment. The CEC loans were State loans for energy equipment. The \$2 million South Lot loan is due in August 2018. The hospital plans to pay down the line of credit in the event it is needed.</p>		

AGENDA ITEM	DISCUSSION	ACTIONS	FOLLOW-UP
	Ms. Nevins asked for the following items to be together at the March meeting for clarity: cash; days in A/R; days in A/P; capital needs; payment of line of credit. It would also be useful to see benchmarks for hospitals our size. In addition she requested the GO bond portion be removed from the debt report. (The debt report is prepared for Finance Committee members only.)		
6. ADMINISTRATIVE REPORT FEBRUARY 2017	<i>Mather</i>	Inform	
	Ms. Mather was not present, but Ms. Nevins asked if there were any questions. Regarding service excellence scores, the thresholds were changed so goals have been harder to attain.		
7. ADJOURN	<i>Nevins</i>		
	Meeting adjourned at 6:06 p.m.		

4.

FINANCIAL REPORT
FOR MONTH ENDING
2.28.17



Healing Here at Home

To: SVH Finance Committee
From: Ken Jensen, CFO
Date: March 28, 2017
Subject: Financial Report for the Month Ending February 28, 2017

The actual loss of (\$514,286) from operations for February was (\$156,039) unfavorable to the budgeted loss of (\$358,247). The year-to date actual loss from operations is (\$3,520,214) compared to the expected loss of (\$3,247,325). After accounting for all other activity, the February net income was \$307,753 vs. the budgeted net loss of (\$8,761) with a monthly EBIDA of 0.5% vs. a budgeted 3.5%. Year-to-date the total net income is \$456,879 favorable to budget with a year to date EBIDA of 2.0% vs. the budgeted 2.6%.

Gross patient revenue for February was \$20,320,692, (\$344,757) less than expected. Inpatient gross revenue was under budget by (\$106,114). Inpatient days were over budgeted expectations by 36 days but inpatient surgeries were under budget by (15) cases. Outpatient revenue was under budget by (\$969,339). Outpatient visits were under budgeted expectations by (539) visits and outpatient surgeries were under budget by (16) cases. The Emergency Room gross revenue is over budget by \$663,778; ER visits are under budget by (13) visits but had higher charges per patient due to higher acuity patients. SNF gross charges were over budgeted expectations by \$98,671 and SNF patient days were at budget at 607 days. Home Health was under budget by (\$31,753) with visits under budget by (114) visits.

Deductions from revenue were favorable to budgeted expectations by \$100,892. The favorable variance is due to February's accrual of the Prime Grant of \$125,000. Without the accrual of the Prime grant and cost report adjustment the revenue deductions would be unfavorable to budget by (\$31,649). This is primarily due to the unfavorable variance in IP and OP surgeries and the length of stay in the ICU was 12.6 days on a budgeted expectation of 5.9 days contributing to the increase in revenue deductions.

After accounting for all other operating revenue, the **total operating revenue** was unfavorable to budget by (\$272,455).

Operating Expenses of \$4,802,557 were favorable to budget by \$116,416. Salaries and wages were under budget by \$29,115 and employee benefits are over budget by (\$21,264) due to PTO being over budget by (\$8,025) and employee benefits (FICA) being over budgeted expectations by (\$13,239). Supplies are under budget in February due to the cost of surgical implants being under budgeted expectations by \$28,219 and the pharmacy's participation of the 340b drug pricing program; the pharmacy's drug costs were better than budget by \$38,046. Purchase services were under budget by



\$33,258 due to budgeted services not used in the month of February. Interest expense is over budget in February due to the unbudgeted interest expense related to the south lot loan and the fluoroscopy project.

After accounting for all income and expenses, but not including Restricted Contributions and GO bond activity, the net loss for February was (\$310,398) vs. a budgeted net loss of (\$166,102). The total net income for February after all activity was \$307,753 vs. a budgeted net loss of (\$8,761).

EBIDA for the month of February was 0.5% vs. the budgeted 3.5%.

Patient Volumes – February

	ACTUAL	BUDGET	VARIANCE	PRIOR YEAR
Acute Discharges	97	98	-1	101
Newborn Discharges	12	11	1	9
Acute Patient Days	415	379	36	417
SNF Patient Days	607	607	0	671
Home Care Visits	922	1,036	-114	889
OP/ER/HHA Gross Rev.	\$12,189	\$12,524	(\$335)	\$12,049
Surgical Cases	127	158	-31	127

Gross Revenue Overall Payer Mix – February

	ACTUAL	BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Medicare	45.2%	47.2%	-2.0%	45.8%	47.2%	-1.4%
Medicare Mgd Care	13.4%	7.1%	6.3%	10.5%	7.1%	3.4%
Medi-Cal	16.1%	18.8%	-2.7%	17.2%	19.0%	-1.8%
Self Pay	0.5%	1.1%	-0.6%	1.4%	1.2%	0.2%
Commercial	19.7%	20.0%	-0.3%	20.5%	20.0%	0.5%
Workers Comp	2.8%	3.1%	-0.3%	2.6%	2.8%	-0.2%
Capitated	2.3%	2.7%	-0.4%	2.0%	2.7%	-0.7%
Total	100.0%	100.0%		100.0%	100.0%	

Cash Activity for February:

For the month of February the cash collection goal was \$2,990,696 and the Hospital collected \$4,023,651 or over the goal by \$1,032,955. The year-to-date cash collection goal was \$27,900,333 and the hospital has collected \$29,972,477, or over goal by \$2,072,144. Days of cash on hand are 27.0 days at February 28, 2017. Accounts Receivable decreased from January, from 49.7 days to 45.7 days in February. Accounts Payable decreased by \$288,789 from January and Accounts Payable days are at 38.9.

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 (2 pages) is the Cash Forecast



Sonoma Valley Hospital
Payer Mix for the month of February, 2017

ATTACHMENT A

February-17

YTD

Gross Revenue:	Actual	Budget	Variance	% Variance
Medicare	9,192,976	9,714,750	-521,774	-5.4%
Medicare Managed Care	2,730,527	1,460,497	1,270,030	87.0%
Medi-Cal	3,272,736	3,876,391	-603,655	-15.6%
Self Pay	95,338	231,531	-136,193	-58.8%
Commercial & Other Government	4,006,519	4,188,665	-182,146	-4.3%
Worker's Comp.	561,365	634,243	-72,878	-11.5%
Capitated	461,231	559,372	-98,141	-17.5%
Total	20,320,692	20,665,449	(344,757)	

Actual	Budget	Variance	% Variance
78,544,090	78,347,267	196,823	0.3%
18,095,297	12,010,252	6,085,045	50.7%
29,336,818	31,597,247	-2,260,429	-7.2%
2,559,510	1,949,590	609,920	31.3%
35,339,533	33,505,941	1,833,592	5.5%
4,494,518	4,597,641	-103,123	-2.2%
3,484,081	4,411,309	-927,228	-21.0%
171,853,847	166,419,247	5,434,600	

Net Revenue:	Actual	Budget	Variance	% Variance
Medicare	1,554,130	1,687,744	-133,614	-7.9%
Medicare Managed Care	385,806	237,528	148,278	62.4%
Medi-Cal	424,801	527,964	-103,163	-19.5%
Self Pay	42,387	92,612	-50,225	-54.2%
Commercial & Other Government	1,451,640	1,656,221	-204,581	-12.4%
Worker's Comp.	139,230	160,411	-21,181	-13.2%
Capitated	13,745	18,124	-4,379	-24.2%
Prior Period Adj/IGT	125,000	-	125,000	*
Total	4,136,739	4,380,604	(243,865)	-5.6%

Actual	Budget	Variance	% Variance
12,512,244	13,418,888	-906,644	-6.8%
2,471,904	1,836,265	635,639	34.6%
3,983,982	4,728,412	-744,430	-15.7%
956,755	767,189	189,566	24.7%
12,102,761	13,316,680	-1,213,919	-9.1%
1,022,941	1,042,224	-19,283	-1.9%
107,060	153,425	-46,365	-30.2%
2,094,626	-	2,094,626	*
35,252,273	35,263,083	(10,810)	0.0%

Percent of Net Revenue:	Actual	Budget	Variance	% Variance
Medicare	37.6%	38.5%	-0.9%	-2.3%
Medicare Managed Care	9.3%	5.4%	3.9%	72.2%
Medi-Cal	10.3%	12.1%	-1.8%	-14.9%
Self Pay	1.0%	2.1%	-1.1%	-52.4%
Commercial & Other Government	35.1%	37.8%	-2.7%	-7.1%
Worker's Comp.	3.4%	3.7%	-0.3%	-8.1%
Capitated	0.3%	0.4%	-0.1%	-25.0%
Prior Period Adj/IGT	3.0%	0.0%	3.0%	*
Total	100.0%	100.0%	0.0%	0.0%

Actual	Budget	Variance	% Variance
35.6%	38.0%	-2.5%	-6.6%
7.0%	5.2%	1.8%	34.6%
11.3%	13.4%	-2.1%	-15.7%
2.7%	2.2%	0.5%	22.7%
34.3%	37.8%	-3.5%	-9.3%
2.9%	3.0%	-0.1%	-3.3%
0.3%	0.4%	-0.1%	-25.0%
5.9%	0.0%	6.0%	*
100.0%	100.0%	0.0%	0.0%

Projected Collection Percentage:	Actual	Budget	Variance	% Variance
Medicare	16.9%	17.4%	-0.5%	-2.9%
Medicare Managed Care	14.1%	16.3%	-2.2%	-13.5%
Medi-Cal	13.0%	13.6%	-0.6%	-4.4%
Self Pay	44.5%	40.0%	4.5%	11.3%
Commercial & Other Government	36.2%	39.5%	-3.3%	-8.4%
Worker's Comp.	24.8%	25.3%	-0.5%	-2.0%
Capitated	3.0%	3.2%	-0.2%	-6.3%
Prior Period Adj/IGT	0.6%	0.0%	0.6%	*

Actual	Budget	Variance	% Variance
15.9%	17.1%	-1.2%	-7.0%
13.6%	15.3%	-1.7%	-11.1%
13.6%	15.0%	-1.4%	-9.3%
37.4%	39.4%	-2.0%	-5.1%
34.2%	39.7%	-5.5%	-13.9%
22.8%	22.7%	0.1%	0.4%
3.1%	3.5%	-0.4%	-11.4%
1.2%	0.0%	1.2%	*

SONOMA VALLEY HOSPITAL
OPERATING INDICATORS
For the Period Ended February 28, 2017

ATTACHMENT B

CURRENT MONTH				YEAR-TO-DATE			YTD
	Actual 02/28/17	Budget 02/28/17	Favorable (Unfavorable) Variance		Actual 02/28/17	Budget 02/28/17	Favorable (Unfavorable) Variance
							Prior Year 02/28/16
				Inpatient Utilization			
				Discharges			
1	89	82	7	Acute	722	662	60
2	8	16	(8)	ICU	91	127	(36)
3	97	98	(1)	Total Discharges	813	789	24
4	12	11	1	Newborn	93	114	(21)
5	109	109	-	Total Discharges inc. Newborns	906	903	3
				Patient Days:			
6	314	284	30	Acute	2,469	2,063	406
7	101	95	6	ICU	794	745	49
8	415	379	36	Total Patient Days	3,263	2,808	455
9	28	19	9	Newborn	171	227	(56)
10	443	398	45	Total Patient Days inc. Newborns	3,434	3,035	399
				Average Length of Stay:			
11	3.5	3.5	0.1	Acute	3.4	3.1	0.3
12	12.6	5.9	6.7	ICU	8.7	5.9	2.9
13	4.3	3.9	0.4	Avg. Length of Stay	4.0	3.6	0.5
14	2.3	1.7	0.6	Newborn ALOS	1.8	2.0	0.2
				Average Daily Census:			
15	11.2	10.1	1.1	Acute	10.2	8.5	1.7
16	3.6	3.4	0.2	ICU	3.3	3.1	0.2
17	14.8	13.5	1.3	Avg. Daily Census	13.4	11.6	1.9
18	1.0	0.7	0.3	Newborn	0.70	0.93	(0.2)
				Long Term Care:			
19	607	607	-	SNF Patient Days	4,452	5,035	(583)
20	24	32	(8)	SNF Discharges	241	219	22
21	21.7	21.7	-	Average Daily Census	18.3	20.7	(2.4)
				Other Utilization Statistics			
				Emergency Room Statistics			
22	851	864	(13)	Total ER Visits	7,250	6,889	361
				Outpatient Statistics:			
23	4,077	4,616	(539)	Total Outpatients Visits	36,177	37,831	(1,654)
24	26	41	(15)	IP Surgeries	291	301	(10)
25	101	117	(16)	OP Surgeries	755	877	(122)
26	41	33	8	Special Procedures	339	247	92
27	922	1,036	(114)	Home Health Visits	7,428	7,324	104
28	302	330	(28)	Adjusted Discharges	2,702	2,622	80
29	2,553	2,503	51	Adjusted Patient Days (Inc. SNF)	19,745	20,426	(681)
30	91.2	89.4	1.8	Adj. Avg. Daily Census (Inc. SNF)	81.3	84.1	(2.8)
31	1.5169	1.4000	0.117	Case Mix Index - Medicare	1.6689	1.4000	0.269
32	1.3895	1.4000	(0.011)	Case Mix Index - All payers	1.5432	1.4000	0.143
				Labor Statistics			
33	294	294	0.3	FTE's - Worked	280	287	6.3
34	322	327	4.7	FTE's - Paid	318	320	1.7
35	42.49	42.43	(0.06)	Average Hourly Rate	40.14	40.79	0.65
36	20.1	20.9	0.7	Manhours / Adj. Pat Day	22.3	21.7	(0.6)
37	170.2	158.2	(12.0)	Manhours / Adj. Discharge	162.9	168.8	5.9
38	23.2%	22.3%	-0.9%	Benefits % of Salaries	23.1%	22.5%	-0.7%
				Non-Labor Statistics			
39	11.3%	11.8%	0.5%	Supply Expense % Net Revenue	12.1%	11.5%	-0.6%
40	1,589	1,616	26	Supply Exp. / Adj. Discharge	1,631	1,601	(30)
41	16,375	15,355	(1,019)	Total Expense / Adj. Discharge	15,280	15,695	415
				Other Indicators			
42	27.0			Days Cash - Operating Funds			
43	45.7	50.0	(4.3)	Days in Net AR	50.6	50.0	0.5
44	135%			Collections % of Net Revenue	108%		100.5%
45	38.9	55.0	(16.1)	Days in Accounts Payable	38.9	55.0	(16.1)
46	21.0%	22.0%	-1.0%	% Net revenue to Gross revenue	21.1%	21.9%	-0.8%
47	21.2%			% Net AR to Gross AR	21.2%		25.3%

Sonoma Valley Health Care District
Balance Sheet
As of February 28, 2017

ATTACHMENT C

		<u>Current Month</u>	<u>Prior Month</u>	<u>Prior Year</u>
Assets				
Current Assets:				
1	Cash	\$ 4,331,056	\$ 3,224,109	\$ 1,842,966
2	Trustee Funds	2,699,211	1,691,454	2,970,872
3	Net Patient Receivables	7,543,693	8,118,058	8,556,938
4	Allow Uncollect Accts	(1,179,316)	(1,202,373)	(632,008)
5	Net A/R	6,364,377	6,915,685	7,924,930
6	Other Accts/Notes Rec	2,515,774	4,687,699	4,509,697
7	3rd Party Receivables, Net	961,331	1,750,015	727,100
8	Inventory	834,899	821,117	908,797
9	Prepaid Expenses	793,790	839,826	732,717
10	Total Current Assets	\$ 18,500,438	\$ 19,929,905	\$ 19,617,079
12	Property, Plant & Equip, Net	\$ 53,830,783	\$ 53,542,041	\$ 52,897,846
13	Specific Funds	259,348	326,047	439,163
14	Other Assets	-	-	143,691
15	Total Assets	\$ 72,590,569	\$ 73,797,993	\$ 73,097,779
Liabilities & Fund Balances				
Current Liabilities:				
16	Accounts Payable	\$ 2,841,397	\$ 3,130,186	\$ 3,346,012
17	Accrued Compensation	4,572,173	4,559,155	4,565,618
18	Interest Payable	110,266	661,595	799,793
19	Accrued Expenses	1,428,041	1,404,470	1,334,648
20	Advances From 3rd Parties	100,376	142,811	867,474
21	Deferred Tax Revenue	1,987,635	2,484,543	1,971,110
22	Current Maturities-LTD	1,709,727	1,708,979	1,709,727
23	Line of Credit - Union Bank	6,973,734	6,973,734	5,923,734
24	Other Liabilities	1,386	1,386	145,077
25	Total Current Liabilities	\$ 19,724,735	\$ 21,066,859	\$ 20,663,193
26	Long Term Debt, net current portion	\$ 37,185,596	\$ 37,358,649	\$ 36,623,727
27	Fund Balances:			
28	Unrestricted	\$ 11,904,381	\$ 12,078,136	\$ 12,698,717
29	Restricted	3,775,858	3,294,350	3,112,142
30	Total Fund Balances	\$ 15,680,238	\$ 15,372,485	\$ 15,810,859
31	Total Liabilities & Fund Balances	\$ 72,590,569	\$ 73,797,993	\$ 73,097,779

Sonoma Valley Health Care District
Statement of Revenue and Expenses
Comparative Results
For the Period Ended February 28, 2017

ATTACHMENT D

Month					Year-To- Date					YTD
This Year		Variance			This Year		Variance			Prior Year
Actual	Budget	\$	%	Actual	Budget	\$	%			
					Volume Information					
1	97	98	(1)	-1%	Acute Discharges	813	789	24	3%	792
2	607	607	-	0%	SNF Days	4,452	5,035	(583)	-12%	5,099
3	922	1,036	(114)	-11%	Home Care Visits	7,428	7,324	104	1%	7,619
4	12,189	12,524	(335)	-3%	Gross O/P Revenue (000's)	\$ 104,572	\$ 102,491	2,081	2%	\$ 99,735
					Financial Results					
					Gross Patient Revenue					
5	\$ 6,030,469	\$ 6,136,583	(106,114)	-2%	Inpatient	\$ 51,648,447	\$ 46,408,324	5,240,123	11%	\$ 43,298,551
6	6,540,610	7,509,949	(969,339)	-13%	Outpatient	54,160,326	59,423,278	(5,262,952)	-9%	56,862,903
7	5,326,194	4,662,416	663,778	14%	Emergency	48,010,544	40,575,854	7,434,690	18%	40,618,325
8	2,103,699	2,005,028	98,671	5%	SNF	15,429,940	17,519,938	(2,089,998)	-12%	17,410,196
9	319,720	351,473	(31,753)	-9%	Home Care	2,604,590	2,491,853	112,737	5%	2,504,126
10	\$ 20,320,692	\$ 20,665,449	(344,757)	-2%	Total Gross Patient Revenue	\$ 171,853,847	\$ 166,419,247	5,434,600	3%	\$ 160,694,101
					Deductions from Revenue					
11	\$ (16,163,294)	\$ (16,182,626)	19,332	0%	Contractual Discounts	\$ (137,530,448)	\$ (130,338,412)	(7,192,036)	-6%	\$ (126,487,975)
12	(100,000)	(66,250)	(33,750)	-51%	Bad Debt	(940,000)	(530,000)	(410,000)	-77%	(590,000)
13	(53,200)	(35,969)	(17,231)	-48%	Charity Care Provision	(233,293)	(287,752)	54,459	19%	(215,366)
14	132,541	-	132,541	*	Prior Period Adj/Government Program Revenue	2,102,167	-	2,102,167	*	1,802,827
15	\$ (16,183,953)	\$ (16,284,845)	100,892	-1%	Total Deductions from Revenue	\$ (136,601,574)	\$ (131,156,164)	(5,445,410)	4%	\$ (125,490,514)
					Net Patient Service Revenue					
16	\$ 4,136,739	\$ 4,380,604	(243,865)	-6%		\$ 35,252,273	\$ 35,263,083	(10,810)	0%	\$ 35,203,587
					Risk contract revenue					
17	\$ 128,777	\$ 155,771	(26,994)	-17%		\$ 1,039,566	\$ 1,246,168	(206,602)	-17%	\$ 1,179,794
18	\$ 4,265,516	\$ 4,536,375	(270,859)	-6%	Net Hospital Revenue	\$ 36,291,839	\$ 36,509,251	(217,412)	-1%	\$ 36,383,381
					Other Op Rev & Electronic Health Records					
19	\$ 22,755	\$ 24,351	(1,596)	-7%		\$ 277,359	\$ 194,808	82,551	42%	\$ 193,779
20	\$ 4,288,271	\$ 4,560,726	(272,455)	-6%	Total Operating Revenue	\$ 36,569,198	\$ 36,704,059	(134,861)	0%	\$ 36,577,160
					Operating Expenses					
21	\$ 2,185,721	\$ 2,214,836	29,115	1%	Salary and Wages and Agency Fees	\$ 17,667,629	\$ 18,048,022	380,393	2%	\$ 17,548,453
22	851,589	830,325	(21,264)	-3%	Employee Benefits	7,020,662	6,808,485	(212,177)	-3%	6,725,983
23	\$ 3,037,310	\$ 3,045,161	7,851	0%	Total People Cost	\$ 24,688,291	\$ 24,856,507	168,216	1%	\$ 24,274,436
24	\$ 390,982	\$ 396,757	5,775	1%	Med and Prof Fees (excld Agency)	\$ 3,095,864	\$ 3,137,063	41,199	1%	\$ 2,813,124
25	480,535	533,105	52,570	10%	Supplies	4,407,770	4,197,911	(209,859)	-5%	4,124,523
26	288,077	321,335	33,258	10%	Purchased Services	2,455,920	2,754,568	298,648	11%	2,252,268
27	285,005	293,214	8,209	3%	Depreciation	2,244,109	2,345,712	101,603	4%	2,321,158
28	91,935	100,684	8,749	9%	Utilities	798,342	798,491	149	0%	758,547
29	32,235	33,417	1,182	4%	Insurance	237,279	267,083	29,804	11%	202,006
30	47,144	34,560	(12,584)	-36%	Interest	326,854	279,349	(47,505)	-17%	426,990
31	149,334	160,740	11,406	7%	Other	1,087,622	1,314,700	227,078	17%	1,314,490
32	-	-	-	*	Matching Fees (Government Programs)	747,361	-	(747,361)	*	368,026
33	\$ 4,802,557	\$ 4,918,973	116,416	2%	Operating expenses	\$ 40,089,412	\$ 39,951,384	(138,028)	0%	\$ 38,855,568
					Operating Margin					
34	\$ (514,286)	\$ (358,247)	(156,039)	-44%		\$ (3,520,214)	\$ (3,247,325)	(272,889)	-8%	\$ (2,278,408)

ATTACHMENT D

Sonoma Valley Health Care District
Statement of Revenue and Expenses
Comparative Results
For the Period Ended February 28, 2017

	Month			
	This Year		Variance	
	Actual	Budget	\$	%
35	\$ (13,924)	\$ (20,355)	6,431	-32%
36	5,312	-	5,312	0%
37	(37,500)	(37,500)	-	0%
38	250,000	250,000	-	0%
39	\$ 203,888	\$ 192,145	11,743	6%
40	\$ (310,398)	\$ (166,102)	(144,296)	87%
41	\$ 78,417	\$ 20,698	57,719	279%
42	\$ 403,091	\$ -	403,091	0%
43	\$ 171,110	\$ (145,404)	316,514	-218%
44	246,909	246,909	-	0%
45	(110,266)	(110,266)	-	0%
46	\$ 307,753	\$ (8,761)	316,514	-3613%
	\$ 21,751	\$ 161,672		
	0.5%	3.5%		
	\$ (25,393)	\$ 127,112		
	-0.6%	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	\$	%	
	\$ (92,917)	\$ (150,704)	57,787	*	\$ 18,946
	76,167	-	76,167	0%	0
	(300,000)	(300,000)	-	0%	(300,000)
	2,000,378	2,000,000	378	0%	2,001,954
	\$ 1,683,628	\$ 1,549,296	134,332	9%	\$ 1,720,900
	\$ (1,836,586)	\$ (1,698,029)	(138,557)	8%	\$ (557,508)
	\$ 178,095	\$ 165,584	12,511	8%	\$ 611,767
	\$ 582,924	\$ -	582,924	100%	\$ -
	\$ (1,075,567)	\$ (1,532,445)	456,878	-30%	\$ 54,259
	1,975,272	1,975,272	-	0%	1,942,216
	(897,771)	(897,772)	1	0%	(917,721)
	\$ 1,934	\$ (454,945)	456,879	-100%	\$ 1,078,754
	\$ 734,377	\$ 927,032			\$ 2,190,640
	2.0%	2.6%			6.0%
	\$ 407,523	\$ 647,683			
	1.1%	1.8%			

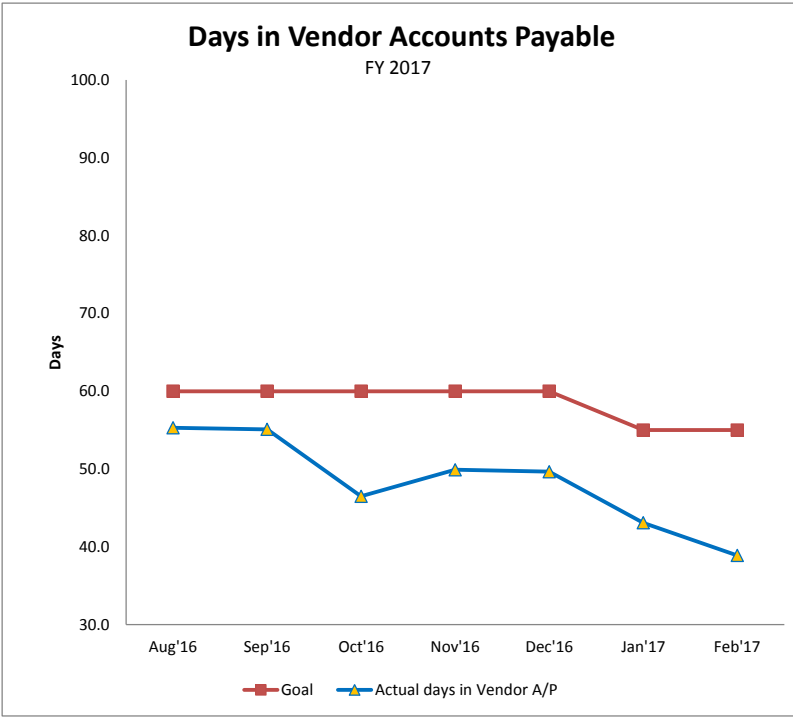
Sonoma Valley Health Care District
Statement of Revenue and Expenses Variance Analysis
For the Period Ended February 28, 2017

	YTD	MONTH	
Description	Variance	Variance	
Volume Information			
1 Acute Discharges	24	(1)	
2 SNF Days	(583)	-	
3 Home Care Visits	104	(114)	
4 Gross O/P Revenue (000's)	2,081	(335)	
Financial Results			
Gross Patient Revenue			
5 Inpatient	5,240,123	(106,114)	Inpatient surgeries are 26 vs. budgeted expectations of 41.
6 Outpatient	(5,262,952)	(969,339)	Outpatient visits are 4,077 vs. budgeted expectations of 4,616 visits and outpatient surgeries are 101 vs. budgeted expectations 117.
7 Emergency	7,434,690	663,778	ER visits are 851 vs. budgeted visits of 864. The ER visits in February had a higher acuity than previous months.
8 SNF	(2,089,998)	98,671	SNF patient days are 607 vs. budgeted expected days of 607.
9 Home Care	112,737	(31,753)	HHA visits are 922 vs. budgeted expectations of 1,036.
10 Total Gross Patient Revenue	5,434,600	(344,757)	
Deductions from Revenue			
11 Contractual Discounts	(7,192,036)	19,332	
12 Bad Debt	(410,000)	(33,750)	
13 Charity Care Provision	54,459	(17,231)	
14 Prior Period Adj/Government Program Revenue	2,102,167	132,541	Prime grant accrual for February and an adjustment to the Medicare 2016 filed cost report.
15 Total Deductions from Revenue	(5,445,410)	100,892	
16 Net Patient Service Revenue	(10,810)	(243,865)	
17 Risk contract revenue	(206,602)	(26,994)	Blue Shield capitation received was under budget.
18 Net Hospital Revenue	(217,412)	(270,859)	
19 Other Op Rev & Electronic Health Records	82,551	(1,596)	
20 Total Operating Revenue	(134,861)	(272,455)	
Operating Expenses			
21 Salary and Wages and Agency Fees	380,393	29,115	
22 Employee Benefits	(212,177)	(21,264)	Employee benefits are over budgeted expectations due to PTO (\$8,025) and employee benefit costs (\$13,239) .
23 Total People Cost	168,216	7,851	
24 Med and Prof Fees (excl'd Agency)	41,199	5,775	
25 Supplies	(209,859)	52,570	Supplies are under budget primarily due to surgical implants being under budgeted expectations by \$28,219 and the pharmacy's participation in the 340b drug pricing program, \$38,046 better than budget.
26 Purchased Services	298,648	33,258	Budgeted purchased services not used in February.
27 Depreciation	101,603	8,209	
28 Utilities	149	8,749	
29 Insurance	29,804	1,182	
30 Interest	(47,505)	(12,584)	Interest on the South lot loan (\$11,872) and the flourosocopy project (\$4,031) were unbudgeted for FY 2017.
31 Other	227,078	11,406	Budgeted other costs not used in February.
32 Matching Fees (Government Programs)	(747,361)	-	
33 Operating expenses	(138,028)	116,416	
34 Operating Margin	(272,889)	(156,039)	
Non Operating Rev and Expense			
35 Miscellaneous Revenue	57,787	6,431	
36 Donations	76,167	5,312	Foundation grants received for employee education and training and for OP diagnostic center architect fees.
37 Physician Practice Support-Prima	-	-	
38 Parcel Tax Assessment Rev	378	-	
39 Total Non-Operating Rev/Exp	134,332	11,743	
40 Net Income / (Loss) prior to Restricted Contributions	(138,557)	(144,296)	

Sonoma Valley Health Care District
Statement of Revenue and Expenses Variance Analysis
For the Period Ended February 28, 2017

	YTD	MONTH	
Description	Variance	Variance	
		-	
41 Capital Campaign Contribution	12,511	57,719	Capital campaign donations received from the Foundation are over budgeted expectations for February.
42 Restricted Foundation Contributions	582,924	403,091	Foundation grants received for fetal monitors (\$24,518) and the surgical tower (\$378,573).
43 Net Income / (Loss) w/ Restricted Contributions	456,878	316,514	
44 GO Bond Tax Assessment Rev	-	-	
45 GO Bond Interest	1	-	
46 Net Income/(Loss) w GO Bond Activity	456,879	316,514	

Days in A/R	Aug'16	Sep'16	Oct'16	Nov'16	Dec'16	Jan'17	Feb'17
Actual days in A/R	50.3	50.4	49.7	53.0	50.8	49.7	45.7
Goal	50.0	50.0	50.0	50.0	50.0	50.0	50.0

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Sonoma Valley Hospital
Statistical Analysis
FY 2017

ATTACHMENT G

	ACTUAL	BUDGET	ACTUAL														
	Feb-17	Feb-17	Jan-17	Dec-16	Nov-16	Oct-16	Sep-16	Aug-16	Jul-16	Jun-16	May-16	Apr-16	Mar-16	Feb-16	Jan-16		
Statistics																	
Acute																	
Acute Patient Days			415	379	465	355	396	402	407	437	386	334	386	409	426	417	404
Acute Discharges (w/o Newborns)			97	98	119	100	95	99	95	105	103	95	85	97	99	101	124
SNF Days	607	607	592	500	446	512	624	608	563	526	529	578	580	671	710		
HHA Visits	922	1,036	877	919	938	880	1,042	890	960	942	844	999	879	889	933		
Emergency Room Visits	851	864	1,000	942	850	852	897	918	940	907	940	912	945	919	864		
Gross Outpatient Revenue (000's)	\$12,189	\$12,524	\$13,500	\$12,935	\$13,147	\$13,347	\$13,512	\$13,336	\$12,605	\$13,465	\$13,827	\$12,542	\$14,266	\$12,049	\$12,184		
Equivalent Patient Days	2,553	2,503	2,618	2,382	2,202	2,380	2,707	2,581	2,322	2,381	2,545	2,636	2,886	2,628	2,771		
Births	12	11	11	9	8	9	14	17	14	14	13	17	17	9	17		
Surgical Cases - Inpatient	26	41	38	28	38	42	37	39	43	31	36	26	31	34	26		
Surgical Cases - Outpatient	101	117	110	98	123	84	81	85	73	93	87	92	110	93	98		
Total Surgical Cases	127	158	148	126	161	126	118	124	116	124	123	118	141	127	124		
Medicare Case Mix Index	1.52	1.40	1.47	1.59	1.79	1.59	1.97	1.58	1.84	1.64	1.73	1.47	1.48	1.50	1.41		
Income Statement																	
Net Revenue (000's)			4,266	4,536	4,528	3,588	4,452	4,727	4,406	4,919	5,172	4,980	4,610	4,481	4,484	4,614	4,522
Operating Expenses (000's)			\$4,803	\$4,919	\$5,026	\$4,713	\$5,047	\$4,912	\$4,807	\$5,310	\$5,472	\$5,450	\$5,267	\$5,143	\$4,968	\$4,987	\$4,932
Net Income (000's)			308	(9)	(108)	(600)	(65)	337	(6)	(23)	59	(133)	(403)	(99)	(132)	39	19
Productivity																	
Total Operating Expense Per Equivalent Patient Day	\$1,881	\$1,875	\$1,920	\$1,979	\$2,292	\$2,064	\$1,776	\$2,057	\$2,356	\$2,289	\$2,069	\$1,951	\$1,721	\$1,898	\$1,780		
Productive FTEs	294	294	280	253	289	280	283	286	278	287	300	292	293	296	271		
Non-Productive FTE's	28	33	36	56	30	36	36	35	42	37	32	32	33	28	48		
Total FTEs	322	327	316	309	319	316	319	321	320	324	332	324	326	324	319		
FTEs per Adjusted Occupied Bed	3.54	3.66	3.74	4.03	4.35	4.11	3.54	3.86	4.28	4.08	4.16	3.70	3.50	3.58	3.57		
Balance Sheet																	
Days of Expense In General Operating Cash			27		20	25	10	11	6	15	11	9	9	13	10	12	14
Net Days of Revenue in AR	46	50	50	51	53	50	50	50	55	57	55	50	50	52	53		

Sonoma Valley Hospital
Cash Forecast
FY 2017

ATTACHMENT H

FY 2017		Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budgeted Sources	Forecast	Forecast	Forecast	Forecast	Forecast
		July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	TOTAL	
Hospital Operating Sources															
1	Patient Payments Collected	4,375,192	4,731,348	3,928,129	4,155,005	3,905,768	4,342,807	4,110,672	4,603,390	4,727,089	4,198,395	4,331,158	4,290,879	51,699,832	
2	Capitation Revenue	127,594	124,410	126,315	133,982	132,267	134,940	131,281	128,777	125,000	125,000	125,000	125,000	1,539,566	
3	Napa State	2,326	49,264	12,455	-	78,395	11,460	84						153,984	
4	Other Operating Revenue	39,800	21,422	28,846	30,148	24,397	20,356	77,478	46,006	24,351	24,351	24,351	24,351	385,858	
5	Other Non-Operating Revenue	20,788	46,700	32,026	71,410	72,181	77,749	55,550	48,045	19,609	19,609	19,609	19,617	502,894	
6	Unrestricted Contributions	1,549	11,560	13,093	39,995	799		16,968	5,312					89,276	
7	Line of Credit	190,000	(190,000)		812,500	287,300		(851,142)						248,658	
Sub-Total Hospital Sources		4,757,249	4,794,704	4,140,864	5,243,040	4,501,108	4,587,312	3,540,891	4,831,530	4,896,049	4,367,355	4,500,118	4,459,847	54,620,068	
Hospital Uses of Cash															
8	Operating Expenses	4,578,560	4,139,921	5,611,993	4,675,722	4,283,113	4,524,239	4,696,532	4,846,020	5,017,010	4,749,098	4,835,696	4,978,964	56,936,868	
9	Less Depreciation									(293,214)	(293,214)	(293,214)	(293,217)	(1,172,859)	
10	Add Capital Lease Payments	49,245	173,774	36,968	40,319	172,462	34,339	38,355	173,920					719,382	
11	Additional Liabilities		400,000				350,000	700,000		600,000	600,000	800,000	800,000	4,250,000	
12	Capital - Board Approved Spending	60,776	43,811	62,997	155,782	7,836	25,626	151,646	89,244					597,718	
13	Napa State													-	
Total Hospital Uses		4,688,581	4,757,506	5,711,958	4,871,823	4,463,411	4,934,204	5,586,533	5,109,184	5,323,796	5,055,884	5,342,482	5,485,747	61,331,109	
Net Hospital Sources/Uses of Cash		68,668	37,198	(1,571,094)	371,217	37,697	(346,892)	(2,045,642)	(277,654)	(427,747)	(688,529)	(842,364)	(1,025,900)	(6,711,041)	
Non-Hospital Sources															
14	Restricted Cash/Capital Donations	3,167	141,475	42,379	118,737	69,984	167	1,029,121	481,238					1,886,268	
15	Electronic Health Records						43,689							43,689	
16	Parcel Tax Revenue	179,365					1,626,181			1,200,000				3,005,546	
17	Advancement - Foundation		400,000				(400,000)							-	
18	Advancement - South Lot		263,453											263,453	
19	Other:													-	
20	IGT				343,950		1,506,344	205,630		225,912				2,281,836	
21	IGT - AB915 (Net)								903,363					903,363	
22	PRIME	375,000			1,125,000							375,000		1,875,000	
Sub-Total Non-Hospital Sources		557,532	804,928	42,379	1,587,687	69,984	2,776,381	1,234,751	1,384,601	225,912	1,200,000	375,000	-	10,259,155	
Non-Hospital Uses of Cash															
23	Matching Fees	187,575	188,984		1,120,982	287,323					187,500			1,972,364	
Sub-Total Non-Hospital Uses of Cash		187,575	188,984	-	1,120,982	287,323	-	-	-	-	187,500	-	-	1,972,364	
Net Non-Hospital Sources/Uses of Cash		369,957	615,944	42,379	466,705	(217,339)	2,776,381	1,234,751	1,384,601	225,912	1,012,500	375,000	-	8,286,791	
Net Sources/Uses		438,625	653,142	(1,528,715)	837,922	(179,642)	2,429,489	(810,891)	1,106,947	(201,835)	323,971	(467,364)	(1,025,900)		
Cash and Equivalents at beginning of period		1,384,178	1,822,803	2,475,945	947,230	1,785,152	1,605,510	4,034,999	3,224,109	4,331,056	4,129,221	4,453,192	3,985,828		
Cash and Equivalents at end of period		1,822,803	2,475,945	947,230	1,785,152	1,605,510	4,034,999	3,224,109	4,331,056	4,129,221	4,453,192	3,985,828	2,959,928		

(a) Net IGT is \$431,347

**Sonoma Valley Hospital
Cash Forecast
FY 2017**

ATTACHMENT H

		Actual	Actual	Actual	Budgeted Sources Forecast	Forecast	Forecast	Forecast	Forecast
		July - Dec	Jan	Feb	Mar	Apr	May	Jun	TOTAL
Hospital Operating Sources									
1	Patient Payments Collected	25,438,249	4,110,672	4,603,390	4,727,089	4,198,395	4,331,158	4,290,879	51,699,832
2	Capitation Revenue	779,508	131,281	128,777	125,000	125,000	125,000	125,000	1,539,566
3	Napa State	153,900	84						153,984
4	Other Operating Revenue	164,969	77,478	46,006	24,351	24,351	24,351	24,351	385,858
5	Other Non-Operating Revenue	320,855	55,550	48,045	19,609	19,609	19,609	19,617	502,894
6	Unrestricted Contributions	66,996	16,968	5,312					89,276
7	Line of Credit	1,099,800	(851,142)						248,658
Sub-Total Hospital Sources		28,024,277	3,540,891	4,831,530	4,896,049	4,367,355	4,500,118	4,459,847	54,620,068
Hospital Uses of Cash									
8	Operating Expenses	27,813,548	4,696,532	4,846,020	5,017,010	4,749,098	4,835,696	4,978,964	56,936,868
9	Less Depreciation	-			(293,214)	(293,214)	(293,214)	(293,217)	(1,172,859)
10	Add Capital Lease Payments	507,107	38,355	173,920					719,382
11	Additional Liabilities	750,000	700,000		600,000	600,000	800,000	800,000	4,250,000
12	Capital - Board Approved Spending	356,828	151,646	89,244					597,718
13	Napa State	-							-
Total Hospital Uses		29,427,483	5,586,533	5,109,184	5,323,796	5,055,884	5,342,482	5,485,747	61,331,109
Net Hospital Sources/Uses of Cash		(1,403,206)	(2,045,642)	(277,654)	(427,747)	(688,529)	(842,364)	(1,025,900)	(6,711,041)
Non-Hospital Sources									
14	Restricted Cash/Capital Donations	375,909	1,029,121	481,238					1,886,268
15	Electronic Health Records	43,689							43,689
16	Parcel Tax Revenue	1,805,546				1,200,000			3,005,546
17	Advancement - Foundation	-							-
18	Advancement - South Lot	263,453							263,453
19	Other:	-							-
20	IGT	1,850,294	205,630		225,912				2,281,836
21	IGT - AB915 (Net)	-		903,363					903,363
22	PRIME	1,500,000					375,000		1,875,000
Sub-Total Non-Hospital Sources		5,838,891	1,234,751	1,384,601	225,912	1,200,000	375,000	-	10,259,155
Non-Hospital Uses of Cash									
23	Matching Fees	1,784,864				187,500			1,972,364
Sub-Total Non-Hospital Uses of Cash		1,784,864	-	-	-	187,500	-	-	1,972,364
Net Non-Hospital Sources/Uses of Cash		4,054,027	1,234,751	1,384,601	225,912	1,012,500	375,000	-	8,286,791
Net Sources/Uses		2,650,821	(810,891)	1,106,947	(201,835)	323,971	(467,364)	(1,025,900)	
Cash and Equivalents at beginning of period		1,384,178	4,034,999	3,224,109	4,331,056	4,129,221	4,453,192	3,985,828	
Cash and Equivalents at end of period		4,034,999	3,224,109	4,331,056	4,129,221	4,453,192	3,985,828	2,959,928	