

### SONOMA VALLEY HEALTH CARE DISTRICT FINANCE COMMITTEE

**REGULAR MEETING AGENDA** 

Tuesday, November 17, 2015, 5:00 p.m.

Location: Schantz Conference Room Sonoma Valley Hospital – 347 Andrieux Street, Sonoma CA 95476

	TOLL FREE CALL-IN NUMBER: 866 228-9900 GUEST CODE: 294221					
	AGENDA ITEM	RECOMMENDATION				
M	ISSION STATEMENT  The mission of the SVHCD is to maintain, improve, and restore the health of everyone in our community.					
1.	CALL TO ORDER/ANNOUNCEMENTS	Fogg				
2.	PUBLIC COMMENT SECTION  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.	Fogg				
3.	<ul><li>CONSENT CALENDAR</li><li>FC Meeting Minutes, 10.27.15</li></ul>	Fogg	Action			
4.	ADMINISTRATIVE REPORT NOVEMBER 2015	Nevins	Inform			
5.	FINANCIAL REPORT MONTH ENDING OCT. 31, 2015	Jensen	Inform			
6.	YEAR TO DATE OPERATING PROJECTION	Jensen	Inform			
7.	ADJOURN Next meeting TBD	Fogg				

### 3.

## CONSENT CALENDAR



# SONOMA VALLEY HEALTH CARE DISTRICT FINANCE COMMITTEE MEETING MINUTES

TUESDAY, SEPTEMBER 22, 2015

**Schantz Conference Room** 

Present	Excused/Absent	Staff	Public
Dick Fogg	Peter Hohorst	Ken Jensen	Sam McCandless
Stephen Berezin	Mary Smith	Jeannette Tarver	Gerry Brinton
Sharon Nevins		Michelle Donaldson	Susan Porth
Steve Barclay (by phone)		Gigi Betta	
S. Mishra, M.D. (by phone)		Sarah Dungan	
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AGENDA ITEM	DISCUSSION	ACTIONS	FOLLOW- UP
MISSION AND VISION STATEMENTS	The mission of SVHCD is to maintain, improve and restore the health of everyone in our community. The vision of SVHCD is that SVH will be a nationally recognized, compassionate place of healing known for excellence in clinical quality. We serve as the guide and indispensable link in our community's health care journey.		
1. CALL TO ORDER	Fogg		
	Meeting called to order at 5:06pm Gerry Brinton and Susan Porth were in attendance and introduced themselves as Community Members.		
2. PUBLIC COMMENT SECTION	Fogg		
	No public comment.		
3. CONSENT CALENDAR	Fogg	Action	
Revised FC Meeting Minutes, 8.25.15 FC Meeting Minutes, 9.22.15		<b>MOTION</b> by Nevins to approve Consent and 2 <sup>nd</sup>	

AGENDA ITEM	DISCUSSION	ACTIONS	FOLLOW- UP
		by Berezin. All in favor.	
1. ADMINISTRATIVE REPORT FOR OCTOBER 2015	Nevins	Inform	
	This past month the major focus for the Hospital has been the conversion to ICD-10. Another major focus is on days of cash on hand and over the next few months, cash flow will be monitored closely with an eye toward any slowdown in receivables. The patient satisfaction goals have increased and while a bit inconsistent, the July inpatient goal was achieved. Community Outreach goals were exceeded in September and October.  Mr. Barclay asked whether the surgeries increase goal (as reported on the August Dashboard) should be greater than the stated 2%. Ms. Mather confirmed it should be and will make the change.  Of the \$350K raised by the Foundation toward the new 3D mammography unit, \$50K remains pledged.  There may be the need for some minor financing to purchase the unit.		
5. FINANCIAL REPORT FOR MONTH ENDING SEPTEMBER 30, 2015	Jensen	Inform	
	The financial performance for SVH continues to be on target with expectations. Actual loss of (\$178,713) from September operations was \$270,793 better than the budgeted loss of (\$449,506). Year-to date actual loss from operations is (\$583,672) compared to the budgeted loss of (\$981,185). After accounting for all other activity, the September net income was a positive \$169,805 vs. the budgeted expected loss of (\$33,007). Year-to-date, total net income was \$282,564 better than budget with a year to date EBIDA of 7.7% being better than the		

AGENDA ITEM	DISCUSSION	ACTIONS	FOLLOW- UP
	budgeted 5.0%.		
6. FINANCIAL IMPACTS THROUGH FY2016	Jensen	Inform/Action	
	Mr. Jensen presented a financial impacts report which included non-operational revenue (excluding GO Bonds), Medicare, MediCal, commercial insurance and expenses.		
7. SCAN UPDATE	Jensen	Inform/Action	
	Mr. Jensen shared the summary of SCAN charges and payments from January 1, 2015 through August 31, 2015.		
8. REPORT OF FINAL AUDIT 2016	Jensen	Inform/Action	
	Auditors issued an unmodified opinion on the SVHCD consolidated financial statements and it was approved by the Audit Committee.		
9. CAPITAL SPENDING FY 2016	Tarver	Inform/Action	
	Ms. Tarver presented FY2015 carry-overs and FY2016 budget requests from the Capital Spending report as of 9.30.15		
10. ADJOURN	Fogg		
	Meeting adjourned at 6:00pm.		

4.

## ADMINISTRATIVE REPORT NOVEMBER 2015



Healing Here at Home

To: Sonoma Valley Health Care District Board of Directors

From: Kelly Mather Date: 10/29/15

**Subject:** Administrative Report

#### **Summary**

The first quarter of the fiscal year is complete and we are ahead of budget. The major focus for many of the team members this past month has been the conversion to ICD-10. While the impact has not been as concerning as expected, we are still watching the payments carefully. A Board retreat was held this month and the community perception survey, a three-year financial projection, and a review of our strengths, weaknesses, opportunities and threats was discussed. In addition, the annual audit for fiscal year 2015 was completed and reviewed by the Audit Committee. I'm pleased to say we had a clean audit and the most notable change from last year is that accounts payable is now under \$3 million versus \$5 million at the end of fiscal year 2014.

#### **Dashboard and Trended Results**

We met the inpatient goal in August. Emergency satisfaction is still not as high as usual. Great progress has been made on the VBP score and it is now at goal of 52 and we are 0.25 away from the 90<sup>th</sup> percentile again. The physician satisfaction survey is underway and we have over 40 responses, which is up from last year. I have attended the majority of the department staff meetings and rounded on these teams. We continue to improve transparency and trust. Leaders are doing an excellent job in making this a great place to work. Many community outreach activities were done in October. We have done 42 sponsored mammograms for Project Pink thus far.

#### **Strategic Update**

<u>Physician Outreach:</u> The nephrology group has signed a lease to be in the time share offices. In addition, an OB/GYN from Petaluma is helping Dr. Amara and is considering joining the time share offices.

<u>Optimization of each Service Area</u>: Home Care will be finished by December. The MAJOR project will be inpatient, which will start in January.

<u>Time Share:</u> Marketing of our many specialist options in Sonoma begins this winter.

<u>Outpatient Services</u>: Satellite Healthcare will likely begin construction in December and will be in the old Emergency Department.

<u>Employer Direct Program:</u> We will see our first patient from Oregon in November. This program will likely lead to 5 – 10 new inpatient surgeries per month.

<u>Parcel Tax Renewal Vote in 2017:</u> The committee has been formed and we have met with a great consultant who will help us decide the best strategy, length of time and amount to be on the ballot in March 2017.

<u>Population Health:</u> We begin the pilot on septicemia for the Community Care Network. Three Wellness University courses were offered this year with excellent results. There are over 100 Wellness Ambassadors now.

<u>Community Opinion Survey:</u> The summary results of the survey have been presented to the Board and leadership. They will be shared with our staff at the forums in November.

<u>Philanthropy:</u> The Foundation has raised \$350k toward the new 3D mammography unit. The project will cost \$550k. There are two requests from foundations going out for \$100k each in November.



### **SEPTEMBER DASHBOARD**

неинпу	Here at Home			
PILLAR	PERFORMANCE GOAL	METRIC	ACTUAL RESULT	GOAL LEVEL
Service Excellence	Highly satisfied Inpatients	Maintain at least 5 out of 9 HCAHPS domain results above the 70 <sup>th</sup> percentile	5 out of 9 in August	>7 = 5 (stretch) 6 = 4 5 = 3 (Goal) 4 = 2 <4=1
Service Excellence	Highly satisfied Emergency Patients	Maintain at least 5 out of 7 ERCAPS domain results above the 70 <sup>th</sup> percentile	3 out of 7 in August	7 = 5 (stretch) 6 = 4 5 = 3 (Goal) 4 = 2 3 = 1
Quality	Excellent Clinical Outcomes	Value Based Purchasing Clinical Score at 50 or higher	52.25 (80 <sup>TH</sup> percentile)	>55 = 5 (stretch) >52 =4 >50 =3 (Goal) >47=2 <40 =1
People	Highly Engaged and Satisfied Staff	Press Ganey percentile ranking of 75 <sup>th</sup> percentile or higher	79.6% mean score at 91st percentile	>80 <sup>th</sup> = 5 (stretch) >77th=4 >75th=3 (Goal) >72nd=2 <70 <sup>th</sup> =1
Finance	Financial Viability	YTD EBIDA	7.6%	>5% (stretch) >4.5%=4 >4.0% (Goal) >3/5%=2 <3.5%=1
	Efficiency and Financial Management	Meet FY 2016 Budgeted Expenses	\$14,512,443 (actual) \$14,624,349 (budget)	<1% = 5 (stretch) <1% = 4 <budget=3 (goal)<br="">&gt;1% =2 &gt;2% = 1</budget=3>
Growth	Surgical Cases	Increase surgeries by 2% over prior year	369 YTD FY2014 374 YTD FY2015	>4% = 5 >3% = 4 >2% = 3 (Goal)
	Outpatient & Emergency Volumes	2% increase (gross outpatient revenue over prior year)	\$38.2 mm YTD \$35.9 mm prior year	>5% = 5 (stretch) >3% = 4 >2% = 3 (Goal) <2% = 2
Community	Community Benefit Hours	Hours of time spent on community benefit activities per year	547.5 hours for 2 months	>1500 = 5 >1200 = 4 >1000 = 3 >750 = 2 >500 = 1



### **FY 2016 TRENDED RESULTS**

MEASUREMENT	Goal FY 2016	Jul 2015	Aug 2015	Sep 2015	Oct 2014	Nov 2014	Dec 2014	Jan 2015	Feb 2015	Mar 2015	Apr 2015	May 2015	Jun 2015
Inpatient Satisfaction	6/9	5	5	5	6	4	5	3	6	7	4	7	
Emergency Satisfaction	5/7	2	3										
Value Based Purchasing	>50	52	52.2								47	48	48
Staff Satisfaction	>75th	91	91	91	76	76	76	76	91	91	91	91	91
FY YTD Turnover	<10%	1.2	1.2	1.8	3.6	4.6	4.9	5.5	6.5	7.4	7.6	8	8.3
YTD EBIDA	>4%	8.2	7.6	7.7	7.3	6.5	6.7	6.9	6.2	5.4	4.7	4.2	3.8
Net Operating Revenue	>4.5m	4.48	4.6	4.7	4.7	4.0	4.1	4.4	4.6	4.1	4.1	4.1	4.5
Expense Management	<4.8m	4.7	4.8	4.9	4.6	4.4	4.3	4.6	5.0	4.7	4.8	4.6	5.1
Net Income	>50k	202	174	27.8	304	67	-1	29	-211	-382	-278	74	139
Days Cash on Hand	>20	22	16	18	11	10	13	17	12	15	20	17	16
A/R Days	<50	46	45	49	51	51	49	53	48	47	47	43	47
Total FTE's	<315	313	310	312	304	303	300	299	303	310	304	307	309
FTEs/AOB	<4.0	3.6	3.77	3.65	4.01	4.1	4.12	4.12	3.46	3.79	4.05	3.91	3.36
Inpatient Discharges	>100	110	74	92	107	96	111	104	98	113	95	97	97
Outpatient Revenue	>\$11m	12.6	12.9	12.7	11.7	10.9	10.1	11.8	10.5	11.8	11.2	10.7	12.0
Surgeries	>130	125	122	127	155	118	117	129	136	137	144	118	122
Home Health	>1000	981	917	948	1319	1090	1103	1097	1109	1232	1154	963	1014
Births	>15	16	15	11	13	16	18	11	11	16	7	11	24
SNF days	>660	619	634	607	527	580	596	654	607	669	487	626	669
MRI	>120	143	131	119	221	116	100	108	116	157	138	125	144
Cardiology (Echos)	>65	66	62	63	67	66	67	62	56	67	61	63	66
Laboratory	>12.5	12.1	12.2	11.5	13.0	11.5	11.4	12.5	11.5	12.1	12.3	11.9	12.3
Radiology	>850	1036	1011	997	1047	856	890	1111	1053	1156	1030	1014	965
Rehab	>2587	3014	2384	2773	3028	2634	3010	2478	2751	3113	3063	3008	2873
СТ	>300	384	552	343	368	295	316	392	309	347	302	357	335
ER	>800	878	888	871	863	761	824	988	845	769	876	943	846
Mammography	>475	462	439	367	605	462	339	487	444	466	497	476	453
Ultrasound	>325	395	314	320	372	238	299	309	317	357	391	354	345
Occupational Health	>650	733	728	646	739	602	648	653	588	679	687	573	660

### 5.

## FINANCIAL REPORT MONTH ENDING OCTOBER 31, 2015



To: SVH Finance Committee

From: Ken Jensen, CFO
Date: November 17, 2015

**Subject:** Financial Report for the Month Ending October 31, 2015

The actual loss of (\$257,616) from operations for October was (\$47,382) higher than the budgeted loss of (\$210,234). The year-to date actual loss from operations is (\$841,288) compared to the expected loss of (\$1,191,419). After accounting for all other activity, the October net income was a positive \$104,125 vs. the budgeted net income of \$206,265 with a monthly EBIDA of 6.1% vs. a budgeted 7.5%. Year-to-date the total net income was \$180,424 better than budget with a year to date EBIDA of 7.3% being better than the budgeted 5.7%.

For October, **gross patient revenue** was \$20,794,872, better than budget by \$1,200,022. Inpatient revenue was over budget by \$213,142, acute patient days were under budget by 37 and inpatient surgeries were on budget but had a higher case mix than expected. Outpatient revenue was under budget by (\$333,115) due to lower than budgeted volumes and ER gross revenue was over budget by \$1,166,046. SNF was over budget by \$288,455 due to higher volume and Home Health was under budget by (\$134,506) due to lower than expected physical therapy volume. Home Health has had difficulty in recruiting a physical therapist. The payer mix was relatively consistent with the budget. Medi-Cal was at 19.0% of gross revenue vs. a budget of 17.2% and Commercial was at 18.7% of gross revenue vs. a budget of 21.1%.

**Deductions from revenue** were unfavorable to budgeted expectations by (\$1,124,612) due to the gross revenue being higher than budget primarily in the ER. The payer mix in the ER is primarily Medicare and Medi-Cal with reimbursement rates of 8.25% and 3.25% respectively. The deduction would have been higher but the hospital recorded the following; an additional amount received from the IGT payment of \$42,000, accrual of the FY 2015 cost report receivable of \$59,000, and the hospital received \$101,657 from the FY 2014 cost report.

After accounting for all other operating revenue, the **total operating revenue** was \$58,005 better than budget.

Operating Expenses of \$4,930,738 were over budget by (\$105,387). The significant negative variances were: Salaries and Agency fees (\$137,202) and Supplies (\$86,197). Salaries were over budget in SNF (\$45,489), ER (\$10,964) due to higher than expected volumes and in surgery (\$9,317) due to higher acuity of cases. Agency fees were over budget in the following departments; Home Health (\$12,129), ICU (\$11,301), CT (\$12,656) and ER (\$5,573). Supplies were over budget in surgery (\$38,163) due to higher than average joint replacement cases in October and in Pharmacy (\$47,842) due to higher use of Remicade which is excluded from the Pharmacy capitation and has been prescribed in higher use by a physician over the last couple of months. Other Expenses are over budget due to annual costs which are evenly spread on the budget. Most other costs were under or close to budgeted expectations.

After accounting for all income and expenses, but not including Restricted Contributions and GO bond activity, the net loss for October was (\$43,163) vs. a budgeted net income of \$21,728. The total net income for October after all activity was \$104,125 vs. a budgeted net income of \$206,265.

EBIDA for the month of October was 6.1% vs. the budgeted 7.5%.

#### Patient Volumes - October

	ACTUAL	BUDGET	VARIANCE	PRIOR YEAR
Acute Discharges	97	99	-2	107
Newborn Discharges	11	12	-1	15
Acute Patient Days	325	362	-37	364
SNF Patient Days	666	527	139	527
Home Care Visits	948	1,448	-500	1,319
OP Gross Revenue	13,103	12,365	738	11,748
Surgical Cases	131	155	-24	155

#### Overall Payer Mix - October

	ACTUAL	BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Medicare	48.1%	48.7%	-0.6%	47.6%	48.7%	-1.1%
Medi-Cal	19.0%	17.2%	1.8%	19.1%	17.5%	1.6%
Self Pay	1.2%	1.8%	-0.6%	1.2%	1.8%	-0.6%
Commercial	18.7%	21.1%	-2.4%	20.2%	20.8%	-0.6%
Managed MC	7.3%	4.9%	2.4%	6.3%	4.8%	1.5%
Workers Comp	3.2%	3.3%	-0.1%	2.9%	3.4%	-0.5%
Capitated	2.5%	3.0%	-0.5%	2.7%	3.0%	-0.3%
Total	100.0%	100.0%		100.0%	100.0%	

#### **Cash Activity for October:**

For the month of October the cash collection goal was \$3,547,316 and the Hospital collected \$3,774,054, or over the goal by \$226,738. The year-to-date cash goal is \$13,606,974 and the Hospital has collected \$14,048,849, or over the goal by \$441,875. The cash collection goal is based upon net hospital revenue from 90 days ago. Days of cash on hand are 13 days at October 31, 2015. The drop in cash days is due to the month having three payrolls. Accounts Receivable decreased from September, from 49.4 days to 46.7 days in October. Accounts Payable is down by \$251,516 from September and Accounts Payable days are at 45.0.

#### **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 actual 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, 2015

	October-15				YTD			
Gross Revenue:	Actual	Budget	Variance	% Variance	Actual	Budget	Variance	% Variance
Medicare	9,979,452	9,488,537	490,915	2.5%	38,557,841	37,547,042	1,010,799	1.3%
Medi-Cal	3,936,952	3,356,392	580,560	3.0%	15,456,716	13,474,870	1,981,846	2.6%
Self Pay	256,771	346,182	-89,411	-0.5%	951,582	1,377,645	(426,063)	-0.5%
Commercial	3,929,040	4,212,250	-283,210	-1.4%	16,520,569	16,389,090	131,479	0.2%
Medicare Managed Care	1,513,388	946,627	566,761	2.9%	5,096,541	3,727,211	1,369,330	1.8%
Worker's Comp.	661,173	636,221	24,952	0.1%	2,369,491	2,593,825	(224,334)	-0.3%
Capitated	518,096	608,641	-90,545	-0.5%	2,272,216	2,360,380	(88,164)	-0.1%
Total	20,794,872	19,594,850	1,200,022		81,224,957	77,470,063	3,754,894	
Net Revenue:	Actual	Budget	Variance	% Variance	Actual	Budget	Variance	% Variance
Medicare	1,753,801	1,699,305	54,495	3.2%	7,242,390	7,319,588	(77,199)	-1.1%
Medi-Cal	593,890	516,540	77,350	15.0%	2,266,930	2,028,229	238,701	11.8%
Self Pay	126,882	141,362	(14,480)	-10.2%	277,896	480,046	(202,150)	-42.1%
Commercial	1,442,734	1,612,091	(169,357)	-10.5%	5,725,365	5,880,671	(155,306)	-2.6%
Medicare Managed Care	214,307	152,228	62,079	40.8%	769,300	585,941	183,359	31.3%
Worker's Comp.	152,549	165,278	(12,729)	-7.7%	537,250	635,255	(98,005)	-15.4%
Capitated	17,822	17,421	401	2.3%	82,411	84,984	(2,573)	-3.0%
Prior Period Adj/IGT	202,900	125,250	77,650	62.0%	969,694	501,000	468,694	93.6%
Total	4,504,885	4,429,475	75,410	1.7%	17,871,235	17,515,713	355,522	2.0%
Percent of Net Revenue:	Actual	Budget	Variance	% Variance	Actual	Budget	Variance	% Variance
Medicare	38.9%	38.4%	0.6%	1.5%	40.5%	41.8%	-1.3%	-3.0%
Medi-Cal	13.2%	11.7%	1.5%	13.1%	12.7%	11.6%	1.1%	9.5%
Self Pay	2.8%	3.2%	-0.4%	-11.7%	1.6%	2.7%	-1.2%	-43.3%
Commercial	32.0%	36.4%	-4.4%	-12.0%	32.0%	33.6%	-1.5%	-4.6%
Medicare Managed Care	4.8%	3.4%	1.3%	38.4%	4.3%	3.3%	1.0%	28.7%
Worker's Comp.	3.4%	3.7%	-0.3%	-9.2%	3.0%	3.6%	-0.6%	-17.1%
Capitated	0.4%	0.4%	0.0%	0.6%	0.5%	0.5%	0.0%	-5.0%
Prior Period Adj/IGT	4.5%	2.8%	1.7%	59.3%	5.4%	2.9%	2.6%	89.7%
Total	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%
Projected Collection Percentage:	Actual	Budget		% Variance	Actual	Budget		% Variance
Medicare	17.6%	17.9%	-0.3%	-1.9%	18.8%	19.5%	-0.7%	-3.6%
Medi-Cal	15.1%	15.4%	-0.3%	-2.0%	14.7%	15.1%	-0.4%	-2.6%
Self Pay	49.4%	40.8%	8.6%	21.0%	29.2%	34.8%	-5.6%	-16.2%
Commercial	36.7%	38.3%	-1.6%	-4.1%	34.7%	35.9%	-1.2%	-3.4%
Medicare Managed Care	14.2%	16.1%	-1.9%	-11.9%	15.1%	15.7%	-0.6%	-4.0%
Worker's Comp.	23.1%	26.0%	-2.9%	-11.2%	22.7%	24.5%	-1.8%	-7.4%
Capitated	3.4%	2.9%	0.6%	20.2%	3.6%	3.6%	0.0%	0.7%
Prior Period Adj/IGT	1.0%	0.6%	0.3%	52.6%	1.2%	0.6%	0.5%	84.6%

#### SONOMA VALLEY HOSPITAL OPERATING INDICATORS For the Period Ended October 31, 2015

	CUI	RRENT MON	NTH		YEAR-TO-DATE		YTD	
•	Actual	Budget	Favorable (Unfavorable)	•	Actual	Budget	Favorable (Unfavorable)	Prior Year
	<u>10/31/15</u>	10/31/15	<u>Variance</u>	Inpatient Utilization	<u>10/31/15</u>	10/31/15	<u>Variance</u>	<u>10/31/14</u>
				Discharges				
1	80	84	(4)	Acute	310	322	(12)	339
2	17 97	15 99	2	ICU	63	59	4	403
3	97	99	(2)	Total Discharges	373	381	(8)	403
4	13	12	1	Newborn	52	56	(4)	60
5	110	111	(1)	Total Discharges inc. Newborns	425	436	(11)	463
				Patient Davis				
6	236	261	(25)	Patient Days: Acute	957	998	(41)	964
7	89	101	(12)	ICU	393	393	-	400
8	325	362	(37)	Total Patient Days	1,350	1,391	(41)	1,364
	20	26	2	X . 1	100	106	2	
9 10	29 354	26 388	(34)	Newborn Total Patient Days inc. Newborns	108 1,458	106 1,497	(39)	111
10	334	300	(34)	Total I attent Days inc. Newborns	1,436	1,497	(37)	1,473
				Average Length of Stay:				
11	3.0	3.1	(0.2)	Acute	3.1	3.1	(0.0)	2.8
12 13	5.2	6.7 3.6	(1.5)	ICU	6.2	6.7	(0.5)	6.3
13	3.4 2.2	2.2	(0.3)	Avg. Length of Stay Newborn ALOS	3.6 2.1	3.7 1.9	(0.0) (0.2)	3.4 1.9
	2.2	2.2	0.1	110110111111111111111111111111111111111	2.1	1.,	(0.2)	,
				Average Daily Census:				
15	7.6	8.4	(0.8)	Acute	7.8	8.1	(0.3)	7.8
16 17	2.9 10.5	3.3 11.7	(0.4) (1.2)	ICU Avg. Daily Census	3.2 11.0	3.2 11.3	(0.3)	3.3 11.1
18	0.9	0.8	0.1	Newborn	0.88	0.86	0.0	0.90
				Long Term Care:				
19 20	666 35	527 24	139 11	SNF Patient Days SNF Discharges	2,526 113	2,462 112	64 1	2,462 112
21	21.5	17.0	4.5	Average Daily Census	20.5	20.0	0.5	20.0
				11.11.00				
				Other Utilization Statistics				
22	020	771	40	Emergency Room Statistics	2.457	2.145	212	2 471
22	820	771	49	Total ER Visits	3,457	3,145	312	3,471
				Outpatient Statistics:				
23	5,103	5,425	(322)	Total Outpatients Visits	19,586	20,297	(711)	18,860
24	36	35	1	IP Surgeries	127	132	(5)	132
25 26	95 31	120 34	(25)	OP Surgeries Special Procedures	378 131	412 127	(34)	413 127
27	948	1,448	(500)	Home Health Visits	3,794	5,117	(1,323)	4,685
		,	-	Home Health Patients	0	0	-	ŕ
28	358	337	22	Adjusted Discharges	1,326	1,319	7	1,334
29	2,691	2,429	262	Adjusted Patient Days (Inc. SNF)	10,586	10,309	278	9,904
30 31	86.8 1.5321	78.4 1.4000	8.4 0.132	Adj. Avg. Daily Census (Inc. SNF)  Case Mix Index -Medicare	86.1 1.5449	83.8 1.4000	2.3 0.145	80.5 1.5619
32	1.5361	1.4000	0.136	Case Mix Index - All payers	1.4616	1.4000	0.062	1.5590
22	200	202	/17.7\	Labor Statistics	202	202	0.5	270
33 34	299 327	282 315	(17.7) (11.9)	FTE's - Worked FTE's - Paid	282 315	283 316	0.5 1.0	270 305
35	40.25	39.31	(0.95)	Average Hourly Rate	39.65	39.32	(0.33)	37.82
36	21.5	22.9	1.5	Manhours / Adj. Pat Day	20.9	21.5	0.6	21.6
37	161.3	165.5	4.2	Manhours / Adj. Discharge	166.8	168.2	1.4	160.4
38	21.4%	22.7%	1.3%	Benefits % of Salaries	22.4%	22.7%	0.3%	23.5%
				Non-Labor Statistics				
39	12.1%	10.3%	-1.7%	Supply Expense % Net Revenue	10.9%	11.2%	0.2%	12.3%
40	1,568	1,413	(155)	Supply Exp. / Adj. Discharge	1,526	1,540	14	1,576
41	14,180	14,782	602	Total Expense / Adj. Discharge	15,129	15,214	85	14,384
				Other Indicators				
42	12.8			Days Cash - Operating Funds				
43	46.7	50.0	(3.3)	Days in Net AR	46.8	50.0	(3.2)	51.7
44 45	106%	60.0	/15 1\	Collections % of Net Revenue	103%	60.0	(15.1)	98.2% 55.6
45	44.9	60.0	(15.1)	Days in Accounts Payable	44.9	60.0	(15.1)	55.6
46	22.4%	23.6%	-1.1%	% Net revenue to Gross revenue	22.8%	23.6%	-0.8%	v Page <sub>0</sub> <sup>23.5</sup> %5
47	22.9%			% Net AR to Gross AR	22.9%		ivev	v rage <sub>0</sub> 35

### ATTACHMENT C

## Sonoma Valley Health Care District Balance Sheet As of October 31, 2015

		<u>Cı</u>	arrent Month		Prior Month		Prior Year
	Assets						
	Current Assets:						
1	Cash	\$	1,966,866	\$	2,684,836	\$	1,605,853
2	Trustee Funds		1,302,578		1,302,578		953,138
3	Net Patient Receivables		8,029,749		8,192,931		7,906,593
4	Allow Uncollect Accts		(701,798)		(765,241)		(885,845)
5	Net A/R		7,327,952		7,427,690		7,020,748
6	Other Accts/Notes Rec		7,478,317		7,369,070		7,280,432
7	3rd Party Receivables, Net		338,629		617,448		1,207,079
8	Inventory		760,898		840,056		761,842
9	Prepaid Expenses		737,546		757,259		1,022,150
10	Total Current Assets	\$	19,912,785	\$	20,998,937	\$	19,851,240
12	Property, Plant & Equip, Net	\$	53,940,240	\$	54,275,240	\$	56,008,018
13	Specific Funds		282,799		282,776		209,988
14	Other Assets		143,691		143,494		143,007
15	Total Assets	\$	74,279,516	\$	75,700,447	\$	76,212,254
		-					
	Liabilities & Fund Balances						
	Current Liabilities:						
16	Accounts Payable	\$	3,209,382	\$	3,460,898	\$	4,714,684
17	Accrued Compensation		3,943,153		4,624,324		3,286,249
18	Interest Payable		342,768		228,512		353,787
19	Accrued Expenses		1,371,814		1,363,575		1,601,376
20	Advances From 3rd Parties		1,406,493		1,504,676		680,461
21	Deferred Tax Revenue		3,942,219		4,434,997		4,240,683
22	Current Maturities-LTD		1,697,025		1,693,049		1,697,025
23	Line of Credit - Union Bank		5,923,734		5,923,734		5,698,734
24	Other Liabilities		225,495		379,887		144,243
25	Total Current Liabilities	\$	22,062,083	\$	23,613,652	\$	22,417,242
26	Long Term Debt, net current portion	\$	37,284,077	\$	37,257,564	\$	40,027,998
	6	·	, , ,	•	, , , , , , ,	•	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
27	Fund Balances:						
28	Unrestricted	\$	12,761,165	\$	12,675,807	\$	12,418,583
29	Restricted		2,172,191		2,153,424		1,348,431
30	Total Fund Balances	\$	14,933,356	\$	14,829,231	\$	13,767,014
31	Total Liabilities & Fund Balances	\$	74,279,516	\$	75,700,447	\$	76,212,254

#### ATTACHMENT D

#### Sonoma Valley Health Care District Statement of Revenue and Expenses **Comparative Results** For the Period Ended October 31, 2015

		Mon	ith				Year-To-	Date		YTD
	This	Year	Variar	ice		This Year		Varianc	e	
	Actual	Budget	\$	%		Actual B	udget	\$	%	Prior Year
					Volume Information					
1	97	99	(2)	-2%	Acute Discharges	373	380	(7)	-2%	403
2	666	527	139	26%	SNF Days	2,526	2,462	64	3%	2,462
3	948	1,448	(500)	-35%	Home Care Visits	3,794	5,117	(1,323)	-26%	4,685
4	13,103	12,365	738	6%	Gross O/P Revenue (000's)	\$ 51,328 \$	48,216	3,113	6%	\$ 44,521
					Financial Results					
					Gross Patient Revenue					
5	\$ 5,424,905	\$ 5,211,763	213,142	4%	Inpatient	\$ 21,024,033 \$ 19		1,074,363	5%	\$ 19,490,320
6	7,466,022	7,799,137	(333,115)	-4%	Outpatient	29,686,321 30	,001,516	(315,195)	-1%	26,842,929
7	5,383,068	4,217,022	1,166,046	28%	Emergency	20,600,774 17	,023,312	3,577,462	21%	16,242,973
8	2,213,611	1,925,156	288,455	15%	SNF	8,674,563 8	,930,976	(256,413)	-3%	8,624,049
9	307,266	441,772	(134,506)	-30%	Home Care	1,239,266 1	,564,589	(325,323)	-21%	1,435,581
10	\$ 20,794,872	\$ 19,594,850	1,200,022	6%	Total Gross Patient Revenue	\$ 81,224,957 \$ 77	,470,063	3,754,894	5%	\$ 72,635,853
					Deductions from Revenue					
11	\$ (16,447,587)	\$ (15,180,047)	(1,267,540)	-8%	Contractual Discounts	\$ (63,949,459) \$ (60	,013,038)	(3,936,421)	-7%	\$ (55,917,113)
12	(20,000)	(89,314)	69,314	78%	Bad Debt	(240,000)	(357,256)	117,256	33%	(590,000)
13	(25,300)	(21,264)	(4,036)	-19%	Charity Care Provision	(133,957)	(85,056)	(48,901)	-57%	(74,000)
14	202,900	125,250	77,650	0%	Prior Period Adj/Government Program Revenue	969,694	501,000	468,694	0%	30,581
15	\$ (16,289,987)	\$ (15,165,375)	(1,124,612)	7%	<b>Total Deductions from Revenue</b>	\$ (63,353,722) \$ (59	,954,350)	(3,399,372)	6%	\$ (56,550,532)
16	\$ 4,504,885	\$ 4,429,475	75,410	2%	Net Patient Service Revenue	\$ 17,871,235 \$ 17	,515,713	355,522	2%	\$ 16,085,321
17	\$ 150,301	\$ 171,184	(20,883)	-12%	Risk contract revenue	\$ 618,199 \$	684,736	(66,537)	-10%	\$ 966,019
18	\$ 4,655,186	\$ 4,600,659	54,527	1%	Net Hospital Revenue	\$ 18,489,434 \$ 18	,200,449	288,985	2%	\$ 17,051,340
19	\$ 17,936	\$ 14,458	3,478	-24%	Other Op Rev & Electronic Health Records	\$ 112,459 \$	57,832	54,627	94%	\$ 398,458
20	\$ 4,673,122	\$ 4,615,117	58,005	1%	Total Operating Revenue	\$ 18,601,893 \$ 18	,258,281	343,612	2%	\$ 17,449,798
					Operating Expenses					
21	\$ 2,327,345	\$ 2,190,143	(137,202)	-6%	Salary and Wages and Agency Fees	\$ 8,767,435 \$ 8	,720,354	(47,081)	-1%	\$ 8,091,462
22	810,814		(12,779)	-2%	Employee Benefits		,211,157	(84,287)	-3%	3,033,539
23	\$ 3,138,159		(149,981)	-5%	Total People Cost	\$ 12,062,879 \$ 11		(131,368)	-1%	\$ 11,125,001
24	\$ 340,303		6,303	2%	Med and Prof Fees (excld Agency)		,410,339	64,971	5%	\$ 1,427,636
25	562,034	475,837	(86,197)	-18%	Supplies		,030,447	7,490	0%	2,101,577
26	262,522	352,170	89,648	25%	Purchased Services		,408,680	319,922	23%	1,403,357
27	289,634	283,132	(6,502)	-2%	Depreciation		,132,526	(31,673)	-3%	1,179,596
28	107,180	98,958	(8,222)	-8%	Utilities	409,880	395,832	(14,048)	-4%	439,895
29	25,309	20,834	(4,475)	-21%	Insurance	100,899	83,336	(17,563)	-21%	77,063
30	38,476	39,934	1,458	4%	Interest	169,742	163,663	(6,079)	-4%	197,695
31	167,121	157,202	(9,919)	-6%	Other	710,473	643,366	(67,107)	-10%	(98,099)
32	0	62,500	62,500	100%	Matching Fees (Government Programs)	368,026	250,000	(118,026)	-47%	645,940
33	\$ 4,930,738	\$ 4,825,351	(105,387)	-2%	Operating expenses	\$ 19,443,181 \$ 19	,449,700	6,519	0%	\$ 18,499,661
34	\$ (257,616)	\$ (210,234)	(47,382)	-23%	Operating Margin	\$ (841,288) \$ (1	,191,419)	350,131	29%	\$ (1,049,863)

#### ATTACHMENT D

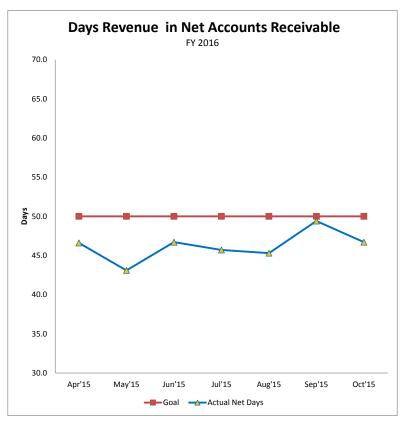
#### Sonoma Valley Health Care District Statement of Revenue and Expenses **Comparative Results** For the Period Ended October 31, 2015

		Mon	th					YTD			
	This Ye	ar	Variar	ice	<del>-</del> 	This Ye	ar	Variano	е		
	 Actual	Budget	\$	%		 Actual	Budget	\$	%	P	rior Year
					Non Operating Rev and Expense						
35	\$ 1,953 \$	13,657	(11,704)	-86%	Miscellaneous Revenue	\$ 8,434 \$	54,628	(46,194)	-85%	\$	70,847
36	-	5,805	(5,805)	-100%	Donations	-	23,220	(23,220)	100%		27,063
37	(37,500)	(37,500)	-	0%	Physician Practice Support-Prima	(150,000)	(150,000)	-	0%		(150,000)
38	250,000	250,000	-	0%	Parcel Tax Assessment Rev	 1,001,954	1,000,000	1,954	0%		1,000,000
39	\$ 214,453 \$	231,962	(17,509)	-8%	Total Non-Operating Rev/Exp	\$ 860,388 \$	927,848	(67,460)	-7%	\$	947,911
40	\$ (43,163) \$	21,728	(64,891)	-299%	Net Income / (Loss) prior to Restricted Contributions	\$ 19,100 \$	(263,571)	282,671	-107%	\$	(101,952)
41	\$ 18,767 \$	35,183	(16,416)	-47%	Capital Campaign Contribution	\$ 121,816 \$	140,732	(18,916)	-13%	\$	172,644
42	\$ - \$	20,833	(20,833)	0%	Restricted Foundation Contributions	\$ - \$	83,332	(83,332)	100%	\$	-
43	\$ (24,396) \$	77,744	(102,140)	-131%	Net Income / (Loss) w/ Restricted Contributions	\$ 140,916 \$	(39,507)	180,423	-457%	\$	70,691
44	242,777	242,777	-	0%	GO Bond Tax Assessment Rev	971,108	971,108	-	0%		610,992
45	(114,256)	(114,256)	-	0%	GO Bond Interest	(460,697)	(460,698)	1	0%		(535,299)
46	\$ 104,125 \$	206,265	(102,140)	-50%	Net Income/(Loss) w GO Bond Activity	\$ 651,327 \$	470,903	180,424	38%	\$	146,385
	\$ 284,947 \$ 6.1%	344,793 7.5%			EBIDA	\$ 1,353,041 \$ 7.3%	1,032,618 5.7%			\$	1,275,339 7.3%

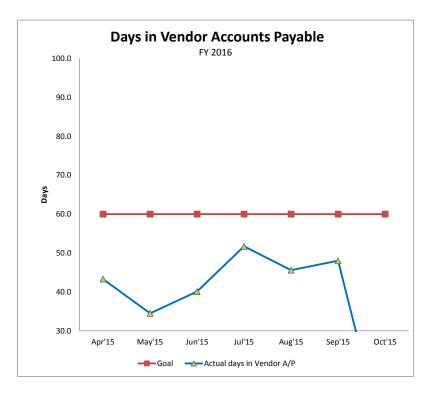
Sonoma Valley Health Care District Statement of Revenue and Expenses Variance Analysis For the Period Ended October 31, 2015

ATTACHMENT E

	Description	YTD Variance	MONTH Variance	
	Volume Information	variance	variance	
	Acute Discharges	(7)	(2)	
		64	139	
	SNF Days			
	Home Care Visits	(1,323)	(500)	
	Gross O/P Revenue (000's)	3,113	738	
	Financial Results			
Ī	Gross Patient Revenue			
	Inpatient	1,074,363	212 142	Acute patient days were under budget by 37, IP surgeries were over budget by 1 case and October had a higher case mix than budget.
	Outpatient	(315,195)		Outpatient visits were under budget by 322 visits.
	Emergency	3,577,462		ER visits were over budget by 49 visits.
	SNF	(256,413)		SNF patient days were over budget by 139 days
	Home Care	(325,323)		Home Care visits were under budget by 500 visits. 120 additional visits were budgeted to reflect the hiring of a Physical Therapist.
	Total Gross Patient Revenue	3,754,894	1,200,022	
	Deductions from Revenue			
	Contractual Discounts	(3,936,421)	(1,267,540)	The ER payer mix consisted of primarily Medicare and Medi-Cal with reimbursement rates of 8.25% and 3.25% respectively.
	Bad Debt	117,256	69,314	
	Charity Care Provision	(48,901)	(4,036)	
	Prior Period Adj/Government Program Revenue	468,694		The hospital received an additional \$42K from the IGT than expected, this revenue is offset by the expense from line 32.
	Total Deductions from Revenue	(3,399,372)	(1,124,612)	
	Net Patient Service Revenue	355,522	75,410	
	Risk contract revenue	(66,537)	(20,883)	Blue Shield capitation received was under budget.
	Net Hospital Revenue	288,985	54,527	
		,	,	
	Other Op Rev & Electronic Health Records	54,627	3,478	
	Total Operating Revenue	343,612	58,005	
	Total Operating Revenue	343,012	56,005	
	Operating Expenses			
	Salary and Wages and Agency Fees			Salaries are over budgeted expectations due to volume in the following departments; SNF, ER, Surgery, and pharmacy. Agency fees are over budgeted
		(47,081)	(137,202)	expectations in Home Health and CT.
				PTO costs are over budgeted expectations (\$19,511) due to a higher number of employees out on disability and was offset by employee benefit costs be
	Employee Benefits	(84,287)	( , -,	
	Total People Cost	(131,368)	(149,981)	
	Med and Prof Fees (excld Agency)	64,971	6,303	
	Supplies	7,490	(86,197)	Supplies are over budget due to volume, primarily from implants in surgery.
	Purchased Services	319,922	89,648	Budgeted Services not used during October.
	Depreciation	(31,673)	(6,502)	
	Utilities	(14,048)	(8,222)	
	Insurance	(17,563)		Insurance premiums increased over budgeted expectations.
	Interest	(6,079)	1,458	
	Other	(67,107)		Education/travel was over budgeted expectations due to higher use and the budget is spread over 12 months.
	Matching Fees (Government Programs)	(118,026)		
	Operating expenses	6,519	(105,387)	
		l		
	Operating Margin	350,131	(47,382)	
		]		
	Non Operating Rev and Expense			
	Miscellaneous Revenue	(46,194)	(11,704)	
	Donations	(23,220)	(5,805)	
	Physician Practice Support-Prima	-	-	
	Parcel Tax Assessment Rev	1,954	-	
	Total Non-Operating Rev/Exp	(67,460)	(17,509)	
		(21,700)	(17,505)	
	Net Income / (Loss) prior to Restricted Contributions	282,671	(64,891)	
		202,071	(04,031)	
	Capital Campaign Contribution	(40.045)	140 400	Cosite Learnering departies associated upon under hydrot
	Capital Campaign Contribution Restricted Foundation Contributions	(18,916)		Capital campaign donations received were under budget.
		(83,332)		SVH did not receive any restricted donations for capital in the month of September.
	Net Income / (Loss) w/ Restricted Contributions	180,423	(102,140)	
	GO Bond Tax Assessment Rev	-	-	
	GO Bond Interest	1 1		
	GO Bona interest			
	GO Bond Interest			_



Days in A/R	Apr'15	May'15	Jun'15	Jul'15	Aug'15	Sep'15	Oct'15
Actual days in A/R	46.6	43.1	46.7	45.7	45.3	49.4	46.7
Goal	50.0	50.0	50.0	50.0	50.0	50.0	50.0



Days in A/P	Apr'15	May'15	Jun'15	Jul'15	Aug'15	Sept'15	Oct'15
Actual days in Vendor A/P	43.3	34.5	40.1	51.7	45.6	48.0	0.0
Goal	60.0	60.0	60.0	60.0	60.0	60.0	60.0

	ACTUAL	BUDGET
	Oct-15	Oct-15
Statistics		
Acute		
Acute Patient Days	325	362
Acute Discharges (w/o Newborns)	97	99
SNF Days	666	527
HHA Visits	948	1,448
Emergency Room Visits	820	771
Gross Outpatient Revenue (000's)	\$13,103	\$12,365
Equivalent Patient Days	2,691	2,429
Births	11	12
Surgical Cases - Inpatient	36	35
Surgical Cases - Outpatient	95	120
Total Surgical Cases	131	155
Medicare Case Mix Index	1.53	1.40
Income Statement		
Net Revenue (000's)	4,655	4,601
Operating Expenses (000's)	4,931	4,825
Net Income (000's)	104	206
Productivity		
Total Operating Expense Per Equivalent Patient Day	\$1,832	\$1,987
Productive FTEs	299	282
Non-Productive FTE's	28	33
Total FTEs	327	315
FTEs per Adjusted Occupied Bed	3.77	4.02
Balance Sheet		
Days of Expense In General Operating Cash	13	
Net Days of Revenue in AR	47	50

						ACTUAL						
Sep-15	Aug-15	Jul-15	Jun-15	May-15	Apr-15	Mar-15	Feb-15	Jan-15	Dec-14	Nov-14	Oct-14	Sep-14
376	297	352	357	373	378	401	372	390	406	364	363	291
92	74	110	97	97	95	113	98	104	111	96	107	87
607	634	619	669	626	487	669	607	654	596	580	527	597
948	917	981	1,014	963	1,154	1,232	1,109	1,097	1,103	1,090	1,319	1,111
871	888	878	846	943	876	954	845	988	824	761	863	851
\$12,774	\$12,910	\$12,639	\$12,065	\$10,719	\$11,237	\$11,839	\$10,541	\$11,804	\$10,084	\$10,956	\$11,748	\$11,149
2,565	2,679	2,651	2,757	2,432	2,255	2,579	2,455	2,667	2,227	2,457	2,347	2,603
11	15	15	24	11	7	16	11	11	18	15	13	21
36	26	29	35	33	33	34	33	22	31	30	35	30
91	96	96	87	85	111	103	103	107	86	88	120	92
127	122	125	122	118	144	137	136	129	117	118	155	122
1.69	1.52	1.44	1.76	1.69	1.71	1.42	1.46	1.46	1.42	1.41	1.52	1.51
4,739	4,612	4,483	4,564	4,137	4,100	4,175	4,618	4,448	4,080	3,861	4,641	3,727
4,931	4,863	4,718	5,103	4,698	4,875	4,783	5,046	4,634	4,472	4,457	4,629	4,461
170	149	203	139	74	96	(59)	(104)	202	87	102	338	(289)
\$1,922	\$1,815	\$1,780	\$1,851	\$1,932	\$2,162	\$1,854	\$2,055	\$1,738	\$2,008	\$1,814	\$1,972	\$1,714
280	273	277	273	278	276	284	278	246	258	278	272	267
32	37	36	36	29	28	26	25	53	42	25	32	36
312	310	313	309	307	304	310	303	299	300	303	304	303
3.65	3.58	3.66	3.36	3.91	4.05	3.79	3.46	3.48	4.12	3.93	4.01	3.49
18	16	22	16	17	20	15	12	17	13	9	11	14
49	45	46	47	43	47	47	48	51	49	51	51	48

Sonoma Valley Hospital ATTACHMENT H

•	
Cash Forecast	
FY 2016	

Actual July	Actual	Actual	Actual	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
		C4	0-4	Mari	Dan		Fall	Man	A	Mari	I	TOTAL
July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun	IOTAL
4 210 487	3 902 069	3 870 795	4 346 900	3 826 862	4 087 498	3 655 056	3 802 208	4 150 064	3 647 515	4 378 154	3 820 488	47,698,186
												1,987,671
10-1,000	107,070	100,010	100,001			,		,	,			1,347,440
62 250	15 411	11 738	17 936			,		,	,			222,999
												213,607
0,0.0	20,010	2.,000	,002			,		,	,			40,000
				0,000	0,000	0,000	0,000	0,000	0,000	0,000	0,000	-
4,436,027	4,098,369	4,066,271	4,559,469	4,724,591	4,385,227	3,952,785	4,100,027	4,447,793	3,945,244	4,675,883	4,118,217	51,509,904
4,337,928	4,754,620	3,823,383	5,636,271	4,460,472	4,619,528	4,243,025	4,438,019	4,973,795	4,588,664	4,764,065	4,352,593	54,992,363
, ,	, . , .	-,,	-,,	(283,132)					(283,132)			(2,265,056)
213,809	92,154	169,806	93,230	126,571	150,653	214,722	89,935	97,192	90,250	216,289	92,045	1,646,656
,	•	·	,	·	1,000,000	,	,	,	1,250,000	,	·	2,250,000
	66,282	7,858										74,140
				655,940								655,940
4,551,737	4,913,056	4,001,047	5,729,501	4,959,851	5,487,049	4,174,615	4,244,822	4,787,855	5,645,782	4,697,222	4,161,506	57,354,043
(115,710)	(814,687)	65,224	(1,170,032)	(235,259)	(1,101,822)	(221,830)	(144,795)	(340,062)	(1,700,538)	(21,339)	(43,289)	(5,844,139)
		406.149										406,149
85,361		,										85,361
					1,500,000				1,250,000			2,873,335
,					, ,				, ,			· · · · ·
623,866												623,866
		244,244	452,061						450,000			1,146,305
							600,000			300,000		900,000
832,562	-	650,393	452,061	-	1,500,000	-	600,000	-	1,700,000	300,000	-	6,035,016
		368,026										368,026
-	-	368,026	-	-	-	-	-	-	-	-	-	368,026
832,562	-	282,367	452,061	-	1,500,000	-	600,000	-	1,700,000	300,000	-	5,666,990
716,852	(814,687)	347,591	(717,971)	(235,259)	398,178	(221,830)	455,205	(340,062)	(538)	278,661	(43,289)	
2,435,080	3,151,932	2,337,245	2,684,836	1,966,866	1,731,606	2,129,784	1,907,954	2,363,158	2,023,096	2,022,559	2,301,220	
3,151,932	2,337,245	2.684.836	1,966,866	1,731,606	2,129,784	1,907,954	2,363,158	2,023,096	2.022.559	2,301,220	2,257,931 \$	YTD Cash Goal Available C 1,457,931 \$ 800,
	4,337,928 213,809  4,551,737 (115,710)  85,361 123,335 623,866  832,562  832,562	154,950 157,070 62,250 15,411 8,340 23,819  4,436,027 4,098,369  4,337,928 4,754,620 213,809 92,154 66,282  4,551,737 4,913,056 (115,710) (814,687)  85,361 123,335 623,866  832,562 -  716,852 (814,687)	154,950	154,950	154,950	154,950         157,070         155,878         150,301         171,184         171,184           62,250         15,411         11,738         17,936         14,458         14,458           8,340         23,819         27,860         44,332         13,657         13,657           5,000         5,000         5,000         5,000         5,000           4,436,027         4,098,369         4,066,271         4,559,469         4,724,591         4,385,227           4,337,928         4,754,620         3,823,383         5,636,271         4,460,472         4,619,528           (283,132)         (283,132)         (283,132)         (283,132)         (283,132)         (283,132)           213,809         92,154         169,806         93,230         126,571         150,653           1,000,000         66,282         7,858         655,940           4,551,737         4,913,056         4,001,047         5,729,501         4,959,851         5,487,049           115,710)         (814,687)         65,224         (1,170,032)         (235,259)         (1,101,822)           85,361         123,335         1,500,000         1,500,000           623,866         244,244         452,061         -	154,950	154,950	154,950	154,950	154,950	154,950 157,070 155,878 150,301 171,184 171,18

Note #1 - \$800,000 reserved for board approved capital during FY 2016.