



SVHCD FINANCE COMMITTEE

AGENDA

TUESDAY, November 27, 2018

5:00 p.m. Regular Session

Location: Schantz Conference Room

Sonoma Valley Hospital, 347 Andrieux Street

Sonoma CA 95476

Call In Number 866-228-9900, guest code 294221

<p>In compliance with the Americans Disabilities Act, if you require special accommodations to participate in a Finance Committee meeting, please contact District Clerk Stacey Finn at sfinn@svh.com or (707) 935.5004 at least 48 hours prior to the meeting.</p>	RECOMMENDATION	
AGENDA ITEM		
<p>MISSION STATEMENT The mission of the SVHCD is to maintain, improve, and restore the health of everyone in our community.</p>		
<p>1. CALL TO ORDER/ANNOUNCEMENTS</p>	<i>Nevins</i>	
<p>2. PUBLIC COMMENT SECTION <i>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 Board 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 Board consideration. At all times please use the microphone</i></p>	<i>Nevins</i>	
<p>3. CONSENT CALENDAR Finance Committee minutes 10.23.18</p>	<i>Nevins</i>	Inform/Action
<p>4. THIRD FLOOR UPGRADE FOR INPATIENT SERVICES</p>	<i>Mather</i>	Inform
<p>5. 1ST QUARTER CAPITAL SPENDING REVIEW</p>	<i>Jensen</i>	Inform
<p>6. OUTPATIENT DIAGNOSTIC CENTER UPDATE</p>	<i>Mather</i>	Inform
<p>7. ADMINISTRATIVE REPORT NOVEMBER 2018</p>	<i>Mather</i>	Inform
<p>8. FINANCIAL REPORT MONTH END OCTOBER 31, 2018</p>	<i>Jensen</i>	Inform
<p>9. ADJOURN</p>	<i>Nevins</i>	



SVHCD
FINANCE COMMITTEE MEETING
MINUTES
TUESDAY, OCTOBER 23, 2018
Schantz Conference Room

Present	Excused	Staff	Public
Sharon Nevins *Dr. Subhash Mishra via telephone *Susan Porth *John Perez	Joshua Rymer *Keith Hughes	Kelly Mather Ken Jensen Cynthia Denton	Kathleen Carroll, Vertran & Associates. Peter Hohorst

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>		
	Called to order 6:05pm		
2. PUBLIC COMMENT SECTION	<i>Nevins</i>		
	None		
3. CONSENT CALENDAR	<i>Nevins</i>		
		MOTION: by Hohorst 2 nd by Porth. All in favor	
4. OUTPATIENT DIAGNOSTIC CENTER REVIEW	<i>Mather</i>		
	Ms. Mather gave a presentation on the current Outpatient Diagnostic Center plan. She reported that the vision has changed to include SVH being the North Bay outpatient diagnostic center for UCSF. She will request to have the Board to approve Project 1 and Project 3 through permitting at the Nov. 1 st meeting.		

5. 2019 BUDGET	<i>Jensen</i>		
	Mr. Jensen reviewed the 2019 budget. The assumptions are based on the same assumptions as the six month budget with the modifications of the OB closure, Home Health Transfer and SNF restructuring.	The committee recommends approval of the FY19 budget by the Board.	
6. SNF FIRST QUARTER REPORT	<i>Jensen</i>		
	Defer		
7. ADMINISTRATIVE REPORT OCTOBER 2018	<i>Mather</i>		
	Ms. Mather gave a brief overview of the quality dashboard and took questions from the committee.		
8. FINANCIAL REPORT MONTH END SEPTEMBER 30, 2018	<i>Jensen</i>		
	Mr. Jensen reviewed the September financials. After accounting for all income and expenses, but not including restricted contributions and GO bond activity, the net loss for September was (\$231,021) vs. a budgeted net loss of (\$213,138). The total net income was \$208,930 vs. a budgeted net income of \$16,482.		
8. ADJOURN	<i>Nevins</i>		
	Meeting adjourned at 6:02 pm		



To: Sonoma Valley Health Care District Board of Directors
Meeting Date: December 6, 2018
Prepared by: Administration
Agenda Item: Proposal to Invest in Third Floor Upgrade for Inpatient Services

RECOMMENDATION:

Administration is recommending that the Board approve an expenditure of \$229,000.00 in order to improve the infrastructure and patient care delivery services in order to place all inpatient care on the third floor by the end of January 2019.

BACKGROUND AND REASONING:

The decision to develop the third floor as a complete inpatient unit, providing care for Intensive Care, Medical Surgical and Observation patients, evolved as a result of three drivers.

First, the closure of OB provides the hospital with an opportunity to create an inpatient floor that reduces the transitional challenges of moving patients from the ICU on the third floor to Med/Surg on the second floor. There is some evidence that error mitigation and the quality of care is improved when units are contiguous; handoffs are recognized in the literature as being fraught with the potential for error. Rooms can be allocated to fulfill the Woman's Place vision as well as to provide for destination services as they are developed.

Second, the trend in the hospital's core business continues to move towards greater outpatient volumes over inpatient volumes. The move to the third floor, frees up the entire second floor for outpatient volume that can't be offered on a floor with mixed inpatient and outpatient volumes per state regulation. It also allows us to address overutilization concerns for certain outpatient procedures that impact surgery flow and access for other procedures. This allows the hospital to grow core surgical services business and develop an outpatient access floor that will enhance the outpatient experience and opens up possibilities within our UCSF partnership to grow additional services. This also supports strategic and master facility planning efforts for the future.

Third, the Centers for Medicare and Medicaid Services has continued to stress the importance of the patient experience as a key driver in value-based incentive programs. There is increased emphasis on providing patients with what can be called a "Five Star" experience. The hospital has been recognized as a "Four Star" hospital due to its excellent quality, reduced hospital

associated infections and complication and for its readmission rates. By focusing on enhancing the patient experience through standardization of a culture that supports the “always” experience, Administration believes that “Five Star” rating will follow this change.

SUMMARY OF COSTS:

The project team, composed of Mark Kobe, CNO, Kimberly Drummond, Facilities Director, Fe Sendaydiego, CIO, Danielle Jones, Dir, Quality & Risk Management, and Leslie Lovejoy, Dir. Case Management/Medical Staff Services and Project Manager, developed a map of the proposed changes and a budget proposal. The proposal identified what they considered to be the “critical” costs to make the initial move. Significant additional costs will be brought forward as they are needed over time to reach the final vision. The table, Attachment A, summarizes the “critical” costs: that need to be funded in order to meet the January 30, 2019 deadline.

BENEFITS:

Completion of the critical items that represent basic infrastructure will allow Administration to move all inpatients to the third floor by the end of January. Benefits of this move include:

- Improved patient safety and care quality and enhancement of the patient experience through the development of a “Five Star” culture.
- Improved standardization of the above care by housing all units, the Director of Patient Care Services, Respiratory Therapy and Hospitalist Services on one floor.
- Improved transitions of care and the development on one cohesive team across functional departments.
- The opportunity to create an outpatient services area on the second floor to further expand our growing surgery, wound care and infusion therapy volumes.
- Opens up additional outpatient service possibilities with our UCSF partnership.

	Third Floor Infrastructure: Critical items	Attachment A					
Item#	Description	3 South	3 Central	ALL	Nov-18	Dec-18	Jan-19
1	Telemetry - Equipment		500.00	500.00			500.00
2	Nursing - Desktops - Qty 8 Nurse (4/4 each station) + 2 desktops, 1 WOW; 10 to 11 monitors	16,410.00		16,410.00	16,410.00		
3	Dual Monitor Arms	150.00	150.00	300.00		300.00	
4	Patient Care WiFi	45,000.00		45,000.00		45,000.00	
5	Data Cabling	21,800.00		21,800.00	21,800.00		
6	Recess fiber into wall - waiting area	1,000.00		1,000.00	1,000.00		
7	Move Planning/Project Management/Movers	10,120.00		10,120.00	3,373.33	3,373.33	3,373.33
8	Flooring: Corridor & Nurse Station	41,405.00	29,583.00	70,988.00		35,494.00	35,494.00
9	Nurse Station, Charting	10,299.19	13,791.62	24,090.81	12,045.41		12,045.41
10	DPS Office		4,249.00	4,249.00	2,124.50		2,124.50
11	Clean Utility carts	2,500.00		2,500.00			2,500.00
12	Med Room Counter repair		500.00	500.00		500.00	
13	Pyxis Install - OSHPD/AOR/IOR		6,170.00	6,170.00	3,085.00	3,085.00	
14	Pyxis Anchors		4,660.00	4,660.00	4,660.00		
15	Nurse call - light/bell programming	480.00		480.00			480.00
16	Signage		3,000.00	3,000.00		3,000.00	
17	Patient Room: TV & Bracket - Smart TV		4,800.00	4,800.00	4,800.00		
18	Patient Room: Acrovyn wall covering	2,040.00	2,720.00	4,760.00	4,760.00		
19	Patiet Room: Communication Board	4,100.00	3,280.00	7,380.00		7,380.00	
	CRITICAL TOTAL	155,304.19	73,403.62	228,707.81	74,058.24	98,132.33	56,517.24

Sonoma Valley Hospital
Q1 - FY 2019

FY 2019 Capital Spending:

Foundation Support:							
Dept #	Department	DESCRIPTION	Cost	Jul-18	Aug-18	Sep-18	Qtr 1 Total
							All in CIPs

Equipment:							
Dept #	Department	DESCRIPTION	Cost	Jul-18	Aug-18	Sep-18	Qtr 1 Total

Infrastructure:							
Dept #	Department	DESCRIPTION	Cost	Jul-18	Aug-18	Sep-18	Qtr 1 Total
7073	Perkins Clinic	Conklin Bros Flooring	16,859				16,859.00
							<u>16,859.00</u>

Capital Financing/Leasing:							
Dept #	Department	DESCRIPTION	Cost	Monthly Cost	Term		
8480	Information Systems	Citrix Netscaler Platinum Upgrade	255,639	7,344	48 Months	Financing - Annual payments of \$88,122	
			255,639	7,344			

Construction in Progress

YTD CUMULATIVE CIP'S

AS OF September 30, 2018

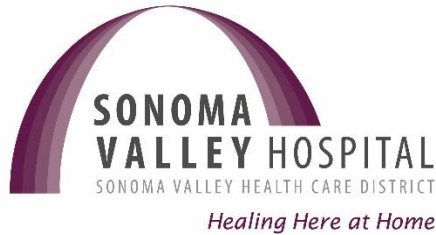
DESCRIPTION	APPROVED BUDGET	SPEND PRIOR TO DATE	BALANCE 06/30/2018	Jul-18	Aug-18	Sep-18	Qtr 1 Total	
ODC - Project 1 & 3	19,365,951	668,126	668,126			301,694	301,694	Foundation
Conversion of Rooms 215-217	66,110	20,576	20,576	7,093		543	7,636	Operating
EHR Implementation	6,315,356	5,110,075	58,703				-	Operating
Automatic Door Cardio Pulm	32,414	9,815	9,815				-	Operating
A Women's Place	61,400	52,232	52,232		3,334		3,334	Foundation
Medivator Scopes Move	13,513	1,613	1,613				-	Operating
	25,854,744	5,862,437	811,065	7,093	3,334	302,237	<u>312,665</u>	

SONOMA VALLEY HOSPITAL
 COST PROJECTIONS and FUNDING SUMMARY
 BEGINNING AUGUST 2018 THROUGH JUNE 2019
 DESIGN & PRECONSTRUCTION THROUGH PERMITTING ONLY
 11/19/2018

As of 10/25/18
 Total Funds Received: \$ 2,443,062
 Total Spent: \$ 1,586,305
 Total Approved Funding: \$ 3,337,596

Beginning Cash Balance \$ 856,757 \$ 588,976 \$ 439,212 \$ 2,740,440 \$ 2,562,731 \$ 2,349,886 \$ 2,477,233 \$ 3,263,537 \$ 3,163,541 \$ 3,047,950 \$ 3,018,003

Work Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Totals
Design & Construction Services												
Conceptual Design for ODC	\$ 11,341											\$ 11,341
Project 1: Imaging/CT/Hospitality	41,618	\$ 77,321	\$ 96,066	\$ 96,744	\$ 14,963	\$ 11,389	\$ 11,389	\$ 11,389	\$ 11,389	\$ 10,191	\$ 440,576	823,032
Project 2: Cardiology/Parking/Entrance	16,781	\$ 6,666	\$ 14,202	\$ (11,611)								26,039
Project 3: MRI/Central Scheduling/Infrastructure	-	\$ 46,717	\$ 69,497	\$ 70,030	\$ 86,047	\$ 63,937	\$ 137,154	\$ 86,015	\$ 92,715	\$ 9,375	\$ 10,468	671,956
Project 4: UCSF Physician Clinic/Outpatient Procedures on 2nd Floor	-	\$ 4,806	\$ 14,417	\$ 14,417	\$ 14,417							48,056
Decommissioning Study of Central and East Wings	34											34
Master Planning Study	12,955	\$ 11,254	\$ 3,006	\$ 3,006								30,221
Insurance & Fee	2,475	5,915	7,947	6,955	4,652	3,036	5,986	3,925	4,195	788	18,177	64,052
SUBTOTAL DBT PROJECTED COSTS:	\$ 85,205	\$152,678	\$205,135	\$179,541	\$120,078	\$78,361	\$154,529	\$101,329	\$108,299	\$20,354	\$469,221	\$ 1,674,730
Project Management	\$ 11,240	\$ 12,000	\$ 8,500	\$ 7,000	\$ 7,000	\$ 7,000	\$ 7,000	\$ 10,000	\$ 12,000	\$ 14,000	\$ 14,000	\$ 109,740
Permit Fees					98,100		\$ 120,000					218,100
Furniture (Projects 1 & 2) (Projects 3 & 4 TBD)	-	-	-	-	-	-	-	-	-	-	-	-
Equipment (Projects 1 & 2) (Projects 3 & 4 TBD)	-	-	-	-	-	-	-	-	-	-	-	-
IT (Projects 1 & 2)	-	-	12,000	9,000	-	-	-	2,000	2,000	2,300	2,300	25,000
Operational costs (temporary staff moves during construction)					5,000	5,000	5,000	5,000	7,500	7,501	7,502	42,503
Owner Contingency (Projects 1 & 2) (Projects 3 & 4 TBD)												251,210
SUBTOTAL OWNER PROJECTED COSTS:	\$ 204,240	\$ 18,000	\$ 20,500	\$ 16,000	\$ 110,100	\$ 12,000	\$ 132,000	\$ 21,000	\$ 25,500	\$ 27,801	\$ 27,802	\$ 646,553
TOTAL PROJECTED MONTHLY COSTS	\$ 289,445	\$ 170,678	\$ 225,635	\$ 195,541	\$ 230,178	\$ 90,361	\$ 286,529	\$ 122,329	\$ 133,799	\$ 48,155	\$ 497,023	\$ 2,321,283
TOTAL CAMPAIGN PLEDGES DUE	\$ 750	\$ -	\$ 2,272,597	\$ 500	\$ -	\$ 200,375	\$ 1,055,500	\$ 5,000	\$ 875	\$ 875	\$ 875	\$ 3,535,597
TOTAL CAMPAIGN EXPENSES	\$ (20,914)	\$ (20,914)	\$ (254,266)	\$ (17,333)	\$ (17,333)	\$ (17,333)	\$ (17,333)	\$ (17,333)	\$ (17,333)	\$ (17,333)	\$ (17,333)	\$ (400,092)
Ending Cash Balance	\$ 588,976	\$ 439,212	\$ 2,740,440	\$ 2,562,731	\$ 2,349,886	\$ 2,477,233	\$ 3,263,537	\$ 3,163,541	\$ 3,047,950	\$ 3,018,003	\$ 2,539,189	



To: SVHCD Board of Directors
From: Kelly Mather
Date: 10/25/18
Subject: Administrative Report

Summary

We are on track with the budget for FY 2019. The FY 2018 Audited financial statements are complete noting that both salaries and benefits were the same as FY 2017 due to the reductions we made in management. Supplies were also lower than the previous year, therefore SVH continues to manage expenses extremely well. The only area of concern is that the physician costs increased by \$800,000 due to market increases. The OB closure is effective 10/31/18 and the team is prepared for this change. We want to acknowledge and thank all of the staff and physicians for providing such an excellent service to our community for over 70 years.

Strategic Update from FY 2019 Strategic Plan:

Strategic Priorities	Update
Highest levels of health care safety, quality and value	<ul style="list-style-type: none"> ➤ With the planned consolidation of Inpatient Services, we implementing a plan to become one of the only 5 Star hospitals in the Bay Area. ➤ Our mid-cycle accreditation survey is still due any day now with CIHQ. ➤ We hope to be “Stroke Ready” in early 2019. UCSF is overseeing this program. ➤ SVH was named as one of the top 14 hospitals in Safety in our region and our team presented our best practices for medications and hospital acquired infections ➤ The annual SNF accreditation survey is happening this week
Be the preferred hospital for patients, physicians, employers and health plans	<ul style="list-style-type: none"> ➤ Canopy Health has been doing some marketing in Sonoma during open enrollment as an option outside of Kaiser ➤ Dr. Kaplan, Urologist, started this month ➤ Great progress is being made with bringing Dr. Carroll from UCSF to Sonoma ➤ We are starting a Patient Access Center which will include smoother pre-registration, texting and email reminders for outpatient appointments
Implement new and enhanced revenue strategies as measured by increased direct margins in each service unit	<ul style="list-style-type: none"> ➤ The Outpatient Diagnostic Center is projected to increase revenue by over \$1 million per year and should begin next Summer ➤ The Pain Management physicians are starting to work together on a referral network ➤ Cardiology volumes are going up and revenues are increasing
Continue to improve financial stability as measured by margin	<ul style="list-style-type: none"> ➤ The OB closure and the Home Care transfer will improve the bottom line by over \$1 million per year ➤ We are doing a Master Facility Plan for the campus which addresses the future of the Central and West Wing. The East Wing will be more compliant for 2030. ➤ The first quarter SNF financials were reviewed at Finance committee and it was better than projected but most of the changes had not been made yet
Lead progress toward becoming a Healthier community	<ul style="list-style-type: none"> ➤ The Active Aging series at Vintage House was very well received and had great feedback from the community ➤ We did several health fairs this fall

SEPTEMBER 2018

			National
Patient Experience	Current Performance	FY 2019 Goal	Benchmark
Would Recommend Hospital	77 th	> 60th percentile	50th percentile
Inpatient Overall Rating	66 th	>60th percentile	50th percentile
Outpatient Services	4.8	Rate My Hospital	4.5
Emergency	4.5	Rate My Hospital	4.5
Quality & Safety	YTD Performance	FY 2019 Goal	Benchmark
CLABSI	0	<1	<.51
CAUTI	0	<1	<1.04
SSI – Colon Surgery	0	<1	N/A
SSI – Total Joint	0	<1.5%	N/A
MRSA Bacteremia	0	<.13	<.13
C. Diff	9.9	3.5	7.4/10,000 pt days
PSI – 90 Composite	.046	<1	<1
Heart Failure Mortality Rate	12.5%	TBD	17.3%
Pneumonia Mortality Rate	18.1%	TBD	23.6%
Stroke Mortality Rate	14.7%	TBD	19.7%
Sepsis Mortality Rate	10.2%	<18%	25%
30 Day All- Cause Readmissions	9.30%	< 10 %	< 18.5%
Serious Safety Events	0	0	0
Falls	2	< 2.3	2.3
Pressure Ulcers	0	<3.7	3.7
Injuries to Staff	1	< 10	17
Adverse Drug Events with Harm	0	0	0
Reportable HIPAA Privacy Events	0	0	0
SNF Star Rating	4	4	3
Hospital Star Rating	4	4	3
Our People	YTD Performance	FY 2019 Goal	Benchmark
Press Ganey Engagement Survey	61 st percentile	75th percentile	50th percentile
Turnover	14.4%	< 10%	< 15%
Financial Stability	YTD Performance	FY 2019 Goal	Benchmark
EBDA	1.6%	1%	3%
FTE's/AOB	4.38	4.3	5.3
Days Cash on Hand	13.2	20	30
Days in Accounts Receivable	48	49	50
Length of Stay	3.9	3.85	4.03
Funds raised by SVHF	>\$14 million	\$20 million	\$1 million
Strategic Growth	YTD Performance	FY 2019 Goal	Benchmark
Inpatient Discharges	256/1024	1000	1000
Outpatient Visits	12,901/51,603	53,000	51,924
Emergency Visits	2525/10,099	10,000	11,040
Surgeries + Special Procedures	798/3192	2500	2,568
Community Benefit Hours	412/1647	1200	1200

Note: Colors demonstrate comparison to National Benchmark



To: SVH Finance Committee
From: Ken Jensen, CFO
Date: November 27, 2018
Subject: Financial Report for the Month Ending October 31, 2018

October's actual loss of (\$909,937) from operations was (\$196,864) unfavorable to the budgeted loss of (\$713,073). After accounting for all other activity; the October net loss was (\$119,795) vs. the budgeted net loss of (\$226,538) with a monthly EBIDA of -7.7% vs. a budgeted -2.5%.

Gross patient revenue for October was \$24,798,572; \$2,975,343 over budget. Inpatient gross revenue was over budget by \$1,498,767. Inpatient days were over budget by 84 days and inpatient surgeries were over budgeted expectations by 14 cases. Outpatient revenue was under budget by \$2,161,230. Outpatient visits were over budgeted expectations by 604 visits, and outpatient surgeries were over budgeted expectations by 14 cases and special procedures were over budgeted expectations by 31 cases. The Emergency Room gross revenue was under budget by (\$35,527) with ER visits under budgeted expectations by (51). SNF gross charges were under budgeted expectations by (\$366,397) and SNF patient days were under budget by (147) days. Home Health was transferred to Hospice by the Bay at 9/30/2018.

Gross revenue from surgical implants in October is \$610,537 with \$475,302 from inpatient surgeries and \$135,235 from outpatient surgeries, and total implant costs were (\$137,605). The net, before any revenue deductions, is \$472,932.

Deductions from revenue were unfavorable to budgeted expectations by (\$3,178,547). Of the variance, (\$90,055) is from the prior period adjustments or IGT payments. Without the IGT variance, the deductions from revenue variance is unfavorable by (\$3,088,492) which is due to gross revenue being over budgeted expectations and adjustments to prior period patient accounts.

After accounting for all other operating revenue, the **total operating revenue** was unfavorable to budgeted expectations by (\$184,099).

Operating Expenses of \$5,320,574 were unfavorable to budget by (\$12,765). Salaries and wages and agency fees were over budget by (\$135,265) with the salaries and wages being under budget by \$22,641 and agency fees over by (\$157,906). The overage in agency fees were in Med-Surg (\$22,676), OB (\$25,162), ER (\$47,209), CT Scan (\$17,700), and Physical and Occupational Therapy (\$73,080). Professional fees were over budget due to the consultants contracted with to review the SNF operations (\$19,429). Supplies were over budget by (\$74,859) due

to higher volume of surgical cases. Purchased Services were over budget by (\$31,959) due to annual expenses in Plant Operations repairs and maintenance that are budgeted evenly over 12-months (\$18,397) and project management services (\$7,495) and Nursing Admin due to a higher volume of Picc patients. There was no matching fee in the October.

After accounting for all income and expenses, but not including Restricted Contributions and GO bond activity, the net loss for October is (\$682,551) vs. a budgeted net loss of (\$456,158). The hospital received SVHF donations of \$408,671 for the outpatient diagnostic center and other capital items. The total net loss for October after all activity was (\$119,795) vs. a budgeted net loss of (\$226,538).

EBIDA for the month of October was -7.7% vs. the budgeted -2.5%.

Patient Volumes – October

	ACTUAL	BUDGET	VARIANCE	PRIOR YEAR
Acute Discharges	92	87	5	87
Newborn Discharges	11	4	7	12
Acute Patient Days	394	310	84	315
SNF Patient Days	405	552	-147	624
Home Care Visits	0	800	-800	827
OP Gross Revenue	\$15,824	\$13,981	\$1,843	\$11,864
Surgical Cases	175	147	28	120

Gross Revenue Overall Payer Mix – October

	ACTUAL	BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Medicare	39.6%	43.5%	-3.9%	39.9%	43.2%	-3.3%
Medicare Mgd Care	15.6%	12.8%	2.8%	15.9%	12.7%	3.2%
Medi-Cal	16.1%	17.8%	-1.7%	18.1%	17.8%	0.3%
Self-Pay	1.3%	1.4%	-0.1%	1.2%	1.3%	-0.1%
Commercial	23.4%	20.2%	3.2%	20.8%	20.6%	0.2%
Workers Comp	2.6%	2.3%	0.3%	2.1%	2.4%	-0.3%
Capitated	1.4%	2.0%	-0.6%	2.0%	2.0%	0.0%
Total	100.0%	100.0%		100.0%	100.0%	

Cash Activity for October:

For the month of October the cash collection goal was \$4,157,324 and the Hospital collected \$3,766,580 or under the goal by (\$390,744). The year-to-date cash collection goal was \$15,343,050 and the Hospital has collected \$14,885,490 or under goal by (\$457,560). Days of cash on hand are 12.8 days at October 31, 2018, this calculation includes the cash in the Money Market account. Accounts Receivable decreased from September, from 47.9 days to 44.0 days in October. Accounts Payable increased by \$180,882 from September and Accounts Payable days are at 43.5.



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
Payer Mix for the month of October 31, 2018

ATTACHMENT A

October-18

YTD

Gross Revenue:	Actual	Budget	Variance	% Variance
Medicare	9,805,920	9,492,432	313,488	3.3%
Medicare Managed Care	3,874,466	2,792,541	1,081,925	38.7%
Medi-Cal	3,999,646	3,890,167	109,479	2.8%
Self Pay	317,612	302,764	14,848	4.9%
Commercial & Other Government	5,815,803	4,411,534	1,404,269	31.8%
Worker's Comp.	648,067	504,223	143,844	28.5%
Capitated	337,058	429,568	-92,510	-21.5%
Total	24,798,572	21,823,229	2,975,343	

	Actual	Budget	Variance	% Variance
	37,917,243	38,098,228	-180,985	-0.5%
	15,191,413	11,199,014	3,992,399	35.6%
	17,244,225	15,735,840	1,508,385	9.6%
	1,175,218	1,184,361	-9,143	-0.8%
	19,882,535	18,207,060	1,675,475	9.2%
	1,979,690	2,119,315	-139,625	-6.6%
	1,904,576	1,771,616	132,960	7.5%
Total	95,294,900	88,315,434	6,979,466	

Net Revenue:	Actual	Budget	Variance	% Variance
Medicare	1,219,877	1,328,940	-109,063	-8.2%
Medicare Managed Care	382,390	358,521	23,869	6.7%
Medi-Cal	494,154	529,634	-35,480	-6.7%
Self Pay	117,445	136,461	-19,016	-13.9%
Commercial & Other Government	1,684,312	1,634,408	49,904	3.1%
Worker's Comp.	113,236	130,321	-17,085	-13.1%
Capitated	7,651	13,929	-6,278	-45.1%
Prior Period Adj/IGT	262,500	352,555	-90,055	-25.5%
Total	4,281,565	4,484,769	(203,204)	-4.5%

	Actual	Budget	Variance	% Variance
	5,310,137	5,481,382	-171,245	-3.1%
	2,083,202	1,521,609	561,593	36.9%
	2,521,050	2,070,414	450,636	21.8%
	546,223	575,082	-28,859	-5.0%
	6,511,945	6,673,629	-161,684	-2.4%
	371,657	522,909	-151,252	-28.9%
	44,136	55,341	-11,205	-20.2%
	638,772	1,410,220	-771,448	-54.7%
Total	18,027,122	18,310,586	(283,464)	-1.5%

Percent of Net Revenue:	Actual	Budget	Variance	% Variance
Medicare	28.6%	29.7%	-1.1%	-3.7%
Medicare Managed Care	8.9%	8.0%	0.9%	11.3%
Medi-Cal	17.7%	19.7%	-2.0%	-10.2%
Self Pay	2.7%	3.0%	-0.3%	-10.0%
Commercial & Other Government	39.3%	36.4%	2.9%	8.0%
Worker's Comp.	2.6%	2.9%	-0.3%	-10.3%
Capitated	0.2%	0.3%	-0.1%	-33.3%
Total	100.0%	100.0%	0.0%	0.0%

	Actual	Budget	Variance	% Variance
	29.5%	29.9%	-0.5%	-1.7%
	11.6%	8.4%	3.2%	38.1%
	17.5%	19.0%	-1.5%	-7.9%
	3.0%	3.1%	-0.1%	-3.2%
	36.1%	36.4%	-0.3%	-0.8%
	2.1%	2.9%	-0.8%	-27.6%
	0.2%	0.3%	-0.1%	-33.3%
Total	100.0%	100.0%	-0.1%	-0.1%

Projected Collection Percentage:	Actual	Budget	Variance	% Variance
Medicare	12.4%	14.0%	-1.6%	-11.4%
Medicare Managed Care	9.9%	12.8%	-2.9%	-22.7%
Medi-Cal	18.9%	22.7%	-3.8%	-16.7%
Self Pay	37.0%	45.1%	-8.1%	-18.0%
Commercial & Other Government	29.0%	37.0%	-8.0%	-21.6%
Worker's Comp.	17.5%	25.8%	-8.3%	-32.2%
Capitated	2.3%	3.2%	-0.9%	-28.1%

	Actual	Budget	Variance	% Variance
	14.0%	14.4%	-0.4%	-2.8%
	13.7%	13.6%	0.1%	0.7%
	18.3%	22.1%	-3.8%	-17.2%
	46.5%	48.6%	-2.1%	-4.3%
	32.8%	36.7%	-3.9%	-10.6%
	18.8%	24.7%	-5.9%	-23.9%
	2.3%	3.1%	-0.8%	-25.8%

**SONOMA VALLEY HOSPITAL
OPERATING INDICATORS
For the Period Ended October 31, 2018**

ATTACHMENT B

<u>CURRENT MONTH</u>				<u>YEAR-TO-DATE</u>			<u>YTD</u>	
<u>Actual</u> <u>10/31/18</u>	<u>Budget</u> <u>10/31/18</u>	<u>Favorable</u> <u>(Unfavorable)</u> <u>Variance</u>		<u>Actual</u> <u>10/31/18</u>	<u>Budget</u> <u>10/31/18</u>	<u>Favorable</u> <u>(Unfavorable)</u> <u>Variance</u>	<u>Prior</u> <u>Year</u> <u>10/31/17</u>	
Inpatient Utilization								
Discharges								
1	82	75	7	Acute	312	314	(2)	285
2	10	12	(2)	ICU	36	48	(12)	59
3	92	87	5	Total Discharges	348	362	(14)	344
4	11	4	7	Newborn	46	24	22	33
5	103	91	12	Total Discharges inc. Newborns	394	386	8	377
Patient Days:								
6	331	226	105	Acute	1,094	953	141	863
7	63	84	(21)	ICU	289	342	(53)	342
8	394	310	84	Total Patient Days	1,383	1,295	88	1,205
9	19	8	11	Newborn	102	45	57	54
10	413	318	95	Total Patient Days inc. Newborns	1,485	1,340	145	1,259
Average Length of Stay:								
11	4.0	3.0	1.0	Acute	3.5	3.0	0.5	3.0
12	6.3	7.0	(0.7)	ICU	8.0	7.1	0.9	5.8
13	4.3	3.6	0.7	Avg. Length of Stay	4.0	3.6	0.4	3.5
14	1.7	2.0	(0.3)	Newborn ALOS	2.2	1.9	(0.3)	1.6
Average Daily Census:								
15	10.7	7.3	3.4	Acute	8.9	7.7	1.1	7.0
16	2.0	2.7	(0.7)	ICU	2.3	2.8	(0.4)	2.8
17	12.7	10.0	2.7	Avg. Daily Census	11.2	10.5	0.7	9.8
18	0.6	0.3	0.4	Newborn	0.83	0.37	0.5	0.44
Long Term Care:								
19	405	552	(147)	SNF Patient Days	2,154	2,059	95	2,131
20	21	28	(7)	SNF Discharges	104	113	(9)	113
21	13.1	17.8	(4.7)	Average Daily Census	17.5	16.7	0.8	17.3
Other Utilization Statistics								
Emergency Room Statistics								
22	842	893	(51)	Total ER Visits	3,367	3,628	(261)	3,562
Outpatient Statistics:								
23	4,919	4,315	604	Total Outpatients Visits	17,820	17,830	(10)	17,334
24	34	20	14	IP Surgeries	114	100	14	107
25	141	127	14	OP Surgeries	562	556	6	526
26	92	61	31	Special Procedures	393	265	128	256
27	-	800	(800)	Home Health Visits	2,027	3,128	(1,101)	3,243
28	312	320	(8)	Adjusted Discharges	1,269	1,351	(81)	1,308
29	2,207	2,397	(190)	Adjusted Patient Days (Inc. SNF)	9,947	9,533	414	9,523
30	71.2	77.3	(6.1)	Adj. Avg. Daily Census (Inc. SNF)	80.9	77.5	3.4	77.4
31	1.4385	1.4000	0.039	Case Mix Index -Medicare	1.4531	1.4000	0.053	1.5619
32	1.5521	1.4000	0.152	Case Mix Index - All payers	1.4757	1.4000	0.076	1.4856
Labor Statistics								
33	278	272	(5.8)	FTE's - Worked	276	272	(4.2)	272
34	298	310	12.2	FTE's - Paid	307	308	0.9	313
35	46.78	42.47	(4.32)	Average Hourly Rate	43.67	41.81	(1.86)	41.70
36	23.8	22.8	(1.0)	Manhours / Adj. Pat Day	21.7	22.7	1.0	23.0
37	168.4	171.1	2.7	Manhours / Adj. Discharge	169.7	160.0	(9.8)	167.7
38	21.6%	22.5%	0.9%	Benefits % of Salaries	22.3%	23.2%	0.9%	23.1%
Non-Labor Statistics								
39	14.6%	11.6%	-2.9%	Supply Expense % Net Revenue	13.0%	11.7%	-1.3%	11.4%
40	1,948	1,667	(281)	Supply Exp. / Adj. Discharge	1,861	1,622	(239)	1,633
41	17,544	17,087	(456)	Total Expense / Adj. Discharge	16,880	16,006	(874)	16,590
Other Indicators								
42	12.8			Days Cash - Operating Funds				
43	44.0	50.0	(6.0)	Days in Net AR	43.9	50.0	(6.1)	44.8
44	91%			Collections % of Net Revenue	97%			103.2%
45	43.5	55.0	(11.5)	Days in Accounts Payable	43.5	55.0	(11.5)	46.1
46	16.8%	21.0%	-4.2%	% Net revenue to Gross revenue	19.1%	21.3%	-2.2%	21.9%
47	20.1%			% Net AR to Gross AR	20.1%			23.0%

Sonoma Valley Health Care District
Balance Sheet
As of October 31, 2018

ATTACHMENT C

	<u>Current Month</u>	<u>Prior Month</u>	<u>Prior Year</u>
Assets			
Current Assets:			
1 Cash	\$ 1,084,636	\$ 1,130,954	\$ 2,020,693
2 Trustee Funds	2,486,350	2,482,503	2,106,493
3 Net Patient Receivables	8,011,008	8,588,498	8,306,715
4 Allow Uncollect Accts	(1,440,864)	(1,272,002)	(1,566,400)
5 Net A/R	6,570,144	7,316,496	6,740,315
6 Other Accts/Notes Rec	6,697,879	6,632,224	7,228,328
7 3rd Party Receivables, Net	1,310,452	981,576	2,217,756
8 Inventory	854,994	852,258	840,026
9 Prepaid Expenses	843,358	855,096	792,791
10 Total Current Assets	<u>\$ 19,847,813</u>	<u>\$ 20,251,107</u>	<u>\$ 21,946,402</u>
12 Property, Plant & Equip, Net	\$ 51,843,894	\$ 51,673,320	\$ 52,477,887
13 Specific Funds/ Money Market	957,582	957,496	1,243,963
14 Other Assets	-	-	-
15 Total Assets	<u><u>\$ 72,649,289</u></u>	<u><u>\$ 72,881,923</u></u>	<u><u>\$ 75,668,252</u></u>
Liabilities & Fund Balances			
Current Liabilities:			
16 Accounts Payable	\$ 3,595,954	\$ 3,415,072	\$ 3,703,111
17 Accrued Compensation	3,705,025	3,538,598	4,046,606
18 Interest Payable	302,291	201,523	317,328
19 Accrued Expenses	1,358,402	1,303,922	1,871,566
20 Advances From 3rd Parties	105,388	99,490	544,088
21 Deferred Tax Revenue	4,568,823	5,139,926	4,538,800
22 Current Maturities-LTD	1,009,180	1,092,672	1,298,638
23 Line of Credit - Union Bank	6,973,734	6,973,734	6,973,734
24 Other Liabilities	1,701,386	1,701,386	1,501,386
25 Total Current Liabilities	<u>\$ 23,320,183</u>	<u>\$ 23,466,323</u>	<u>\$ 24,795,257</u>
26 Long Term Debt, net current portion	\$ 33,157,321	\$ 33,119,851	\$ 35,263,105
Fund Balances:			
28 Unrestricted	\$ 10,219,016	\$ 10,752,074	\$ 11,705,739
29 Restricted	5,952,769	5,543,675	3,904,151
30 Total Fund Balances	<u>\$ 16,171,785</u>	<u>\$ 16,295,749</u>	<u>\$ 15,609,890</u>
31 Total Liabilities & Fund Balances	<u><u>\$ 72,649,289</u></u>	<u><u>\$ 72,881,923</u></u>	<u><u>\$ 75,668,252</u></u>

**Sonoma Valley Health Care District
Statement of Revenue and Expenses
Comparative Results
For the Period Ended October 31, 2018**

ATTACHMENT D

	Month				Volume Information	Year-To-Date				YTD					
	This Year		Variance			This Year		Variance			Prior Year				
	Actual		\$	%		Actual	Budget	\$	%						
1	92	87	5	6%	Acute Discharges	348	362	(14)	-4%	344					
2	405	552	(147)	-27%	SNF Days	2,154	2,059	95	5%	2,131					
3	-	800	(800)	-100%	Home Care Visits	2,027	3,128	(1,101)	-35%	3,243					
4	15,824	13,981	1,843	13%	Gross O/P Revenue (000's)	\$ 61,325	\$ 57,209	4,114	7%	\$ 55,927					
Financial Results															
Gross Patient Revenue															
5	\$ 7,225,003	\$ 5,726,236	1,498,767	26%	Inpatient	\$ 25,322,595	\$ 23,294,013	2,028,582	9%	\$ 21,995,392					
6	9,493,645	7,332,415	2,161,230	29%	Outpatient	35,106,646	31,295,464	3,811,182	12%	30,646,368					
7	6,330,494	6,366,021	(35,527)	-1%	Emergency	25,489,830	24,855,436	634,394	3%	24,171,046					
8	1,749,430	2,115,827	(366,397)	-17%	SNF	8,613,382	7,764,368	849,014	11%	8,104,449					
9	-	282,730	(282,730)	-100%	Home Care	762,447	1,106,153	(343,706)	-31%	1,169,521					
10	\$ 24,798,572	\$ 21,823,229	2,975,343	14%	Total Gross Patient Revenue	\$ 95,294,900	\$ 88,315,434	6,979,466	8%	\$ 86,086,776					
Deductions from Revenue															
11	\$ (20,539,907)	\$ (17,566,285)	(2,973,622)	-17%	Contractual Discounts	\$ (77,238,625)	\$ (70,916,148)	(6,322,477)	-9%	\$ (69,320,494)					
12	(200,000)	(100,000)	(100,000)	-100%	Bad Debt	(560,000)	(400,000)	(160,000)	-40%	(553,000)					
13	(39,600)	(24,730)	(14,870)	-60%	Charity Care Provision	(107,925)	(98,920)	(9,005)	-9%	(38,969)					
14	262,500	352,555	(90,055)	-26%	Prior Period Adj/Government Program Revenue	638,772	1,410,220	(771,448)	*	2,127,696					
15	\$ (20,517,007)	\$ (17,338,460)	(3,178,547)	18%	Total Deductions from Revenue	\$ (77,267,778)	\$ (70,004,848)	(7,262,930)	10%	\$ (67,784,767)					
Net Patient Service Revenue															
16	\$ 4,281,565	\$ 4,484,769	(203,204)	-5%	Risk contract revenue	\$ 375,085	\$ 473,393	(98,308)	-21%	\$ 521,364					
17	\$ 92,135	\$ 95,999	(3,864)	-4%	Net Hospital Revenue	\$ 18,402,207	\$ 18,783,979	(381,772)	-2%	\$ 18,823,373					
18	\$ 4,373,700	\$ 4,580,768	(207,068)	-5%	Other Op Rev & Electronic Health Records	\$ 72,449	\$ 55,872	16,577	30%	\$ 75,743					
19	\$ 36,937	\$ 13,968	22,969	*	Total Operating Revenue	\$ 18,474,656	\$ 18,839,851	(365,195)	-2%	\$ 18,899,116					
20	\$ 4,410,637	\$ 4,594,736	(184,099)	-4%	Operating Expenses										
Salary and Wages and Agency Fees															
21	\$ 2,459,537	\$ 2,324,272	(135,265)	-6%	Salary and Wages and Agency Fees	\$ 9,408,325	\$ 9,034,054	(374,271)	-4%	\$ 9,147,617					
22	734,859	883,046	148,187	17%	Employee Benefits	3,208,094	3,454,438	246,344	7%	3,512,952					
23	\$ 3,194,396	\$ 3,207,318	12,922	0%	Total People Cost	\$ 12,616,419	\$ 12,488,492	(127,927)	-1%	\$ 12,660,569					
24	\$ 516,594	\$ 503,741	(12,853)	-3%	Med and Prof Fees (excl Agency)	\$ 1,948,061	\$ 2,014,557	66,496	3%	\$ 1,601,438					
25	608,068	533,209	(74,859)	-14%	Supplies	2,362,274	2,190,488	(171,786)	-8%	2,136,807					
26	401,167	369,208	(31,959)	-9%	Purchased Services	1,510,898	1,482,896	(28,002)	-2%	1,478,100					
27	292,189	290,727	(1,462)	-1%	Depreciation	1,169,298	1,146,492	(22,806)	-2%	1,140,523					
28	105,098	115,231	10,133	9%	Utilities	441,975	476,724	34,749	7%	472,517					
29	35,320	35,320	-	0%	Insurance	141,280	135,607	(5,673)	-4%	127,276					
30	50,005	49,769	(236)	0%	Interest	197,481	199,112	1,631	1%	186,141					
31	117,737	114,883	(2,854)	-2%	Other	406,116	494,063	87,947	18%	470,294					
32	-	88,403	88,403	*	Matching Fees (Government Programs)	0	353,611	353,611	100%	775,755					
33	\$ 5,320,574	\$ 5,307,809	(12,765)	0%	Operating expenses	\$ 20,793,802	\$ 20,982,042	188,240	1%	\$ 21,049,420					
34	\$ (909,937)	\$ (713,073)	(196,864)	-28%	Operating Margin	\$ (2,319,146)	\$ (2,142,191)	(176,955)	-8%	\$ (2,150,304)					

**Sonoma Valley Health Care District
Statement of Revenue and Expenses
Comparative Results
For the Period Ended October 31, 2018**

ATTACHMENT D

	Month					Year-To- Date				YTD	
	This Year		Variance			This Year		Variance			Prior Year
	Actual		\$	%		Actual	Budget	\$	%		
35	\$ (38,773)	\$ (5,658)	(33,115)	585%						\$ 28,275	
36	4,175	2,672	1,503	56%						8,478	
37	(54,683)	(56,766)	2,083	-4%						(227,064)	
38	316,667	316,667	-	0%						1,266,668	
39	0	0	-	0%							
40	\$ 227,386	\$ 256,915	(29,529)	-11%						\$ 1,076,357	
41	\$ (682,551)	\$ (456,158)	(226,393)	50%	Net Income / (Loss) prior to Restricted Contributions	\$ (1,336,048)	\$ (1,114,234)	(221,814)	20%	\$ (1,073,947)	
42	\$ 417	\$ 20,949	(20,532)	-98%	Capital Campaign Contribution	\$ 29,947	\$ 83,796	(53,849)	-64%	\$ 12,750	
43	\$ 408,671	\$ 55,003	353,668	0%	Restricted Foundation Contributions	\$ 1,031,560	\$ 220,012	811,548	100%	\$ -	
44	\$ (273,463)	\$ (380,206)	106,743	-28%	Net Income / (Loss) w/ Restricted Contributions	\$ (274,541)	\$ (810,426)	535,885	-66%	\$ (1,061,197)	
45	254,436	254,436	-	0%	GO Bond Tax Assessment Rev	1,017,744	1,017,744	-	0%	1,002,732	
46	(100,768)	(100,768)	-	0%	GO Bond Interest	(408,080)	(408,080)	-	0%	(427,594)	
47	\$ (119,795)	\$ (226,538)	106,743	-47%	Net Income/(Loss) w GO Bond Activity	\$ 335,123	\$ (200,762)	535,885	-267%	\$ (486,059)	
	\$ (340,357)	\$ (115,662)			EBIDA - Not including Restricted Contributions	\$ 30,731	\$ 231,370			\$ 252,717	
	-7.7%	-2.5%				0.2%	1.2%			1.3%	
	\$ (390,362)	\$ (165,431)			EBDA - Not including Restricted Contributions	\$ (166,750)	\$ 32,258				
	-8.9%	-3.6%				-0.9%	0.2%				

Sonoma Valley Health Care District
Statement of Revenue and Expenses Variance Analysis
For the Period Ended October 31, 2018

	YTD	MONTH	
Description	Variance	Variance	
Volume Information			
1 Acute Discharges	(14)	5	
2 SNF Days	95	(147)	
3 Home Care Visits	(1,101)	(800)	
4 Gross O/P Revenue (000's)	4,114	1,843	
Financial Results			
Gross Patient Revenue			
5 Inpatient	2,028,582	1,498,767	Inpatient days are 394 days vs. budgeted expectations of 310 days and inpatient surgeries are 34 vs. budgeted expectations 20.
6 Outpatient	3,811,182	2,161,230	Outpatient visits are 4,919 vs. budgeted expectations of 4,315 visits and outpatient surgeries are 141 vs. budgeted expectations 127.
7 Emergency	634,394	(35,527)	ER visits are 842 vs. budgeted visits of 893.
8 SNF	849,014	(366,397)	SNF patient days are 405 vs. budgeted expected days of 552.
9 Home Care	(343,706)	(282,730)	Home Care transferred at 9/30/18
10 Total Gross Patient Revenue	6,979,466	2,975,343	
Deductions from Revenue			
11 Contractual Discounts	(6,322,477)	(2,973,622)	
12 Bad Debt	(160,000)	(100,000)	
13 Charity Care Provision	(9,005)	(14,870)	
14 Prior Period Adj/Government Program Revenue	(771,448)	(90,055)	Accrual of \$62,500 for the prime grant and \$200,000 for IGT.
15 Total Deductions from Revenue	(7,262,930)	(3,178,547)	
16 Net Patient Service Revenue	(283,464)	(203,204)	
17 Risk contract revenue	(98,308)	(3,864)	
18 Net Hospital Revenue	(381,772)	(207,068)	
19 Other Op Rev & Electronic Health Records	16,577	22,969	
20 Total Operating Revenue	(365,195)	(184,099)	
Operating Expenses			
21 Salary and Wages and Agency Fees	(374,271)	(135,265)	Salaries and Wages are under budget by \$22,641 and the Agency fees are over budget by (\$157,906).
22 Employee Benefits	246,344	148,187	
23 Total People Cost	(127,927)	12,922	
24 Med and Prof Fees (excl Agency)	66,496	(12,853)	Consulting fees - SNF Review \$19,430
25 Supplies	(171,786)	(74,859)	Supplies are over budget in surgery, special procedures, and blood bank due to higher volume than budgeted (\$52,030) and in the Sonoma Family Practice Clinic (\$8,336).
26 Purchased Services	(28,002)	(31,959)	Purchased Services are over budget in Plant Operations (\$25,892) due to additional R&M and services and in Nursing Admin (\$5,370) due to a higher volume of Picc sevices.
27 Depreciation	(22,806)	(1,462)	
28 Utilities	34,749	10,133	
29 Insurance	(5,673)	-	
30 Interest	1,631	(236)	
31 Other	87,947	(2,854)	
32 Matching Fees (Government Programs)	353,611	88,403	No matching fee in October.
33 Operating expenses	188,240	(12,765)	
34 Operating Margin	(176,955)	(196,864)	
Non Operating Rev and Expense			
35 Miscellaneous Revenue	(45,413)	(33,115)	
36 Donations	(5,695)	1,503	Foundation donations for various employees continuing education
37 Physician Practice Support-Prima	6,249	2,083	
38 Parcel Tax Assessment Rev	-	-	
39 Extraordinary Items	-	-	
40 Total Non-Operating Rev/Exp	(44,859)	(29,529)	

Sonoma Valley Health Care District
Statement of Revenue and Expenses Variance Analysis
For the Period Ended October 31, 2018

	YTD	MONTH	
Description	Variance	Variance	
		-	
41 Net Income / (Loss) prior to Restricted Contributions	(221,814)	(226,393)	
		-	
42 Capital Campaign Contribution	(53,849)	(20,532)	
43 Restricted Foundation Contributions	811,548	353,668	Foundation donations for the ODC and dietary walk-in freezer repair.
44 Net Income / (Loss) w/ Restricted Contributions	535,885	106,743	
45 GO Bond Tax Assessment Rev	-	-	
46 GO Bond Interest	-	-	
47 Net Income/(Loss) w GO Bond Activity	535,885	106,743	

Sonoma Valley Hospital
Statistical Analysis
FY 2019

ATTACHMENT G

	ACTUAL	BUDGET	ACTUAL												
	Oct-18	Oct-18	Sep-18	Aug-18	Jul-18	Jun-18	May-18	Apr-18	Mar-18	Feb-18	Jan-18	Dec-17	Nov-17	Oct-17	Sep-17
Statistics															
Acute															
Acute Patient Days	394	310	337	361	291	354	374	341	335	289	394	386	321	315	325
Acute Discharges (w/o Newborns)	92	87	90	85	81	99	108	103	106	82	111	96	99	87	87
SNF Days	405	552	457	628	664	545	423	525	566	494	646	563	468	624	479
HHA Visits	0	800	682	585	760	871	747	755	684	821	801	798	630	871	789
Emergency Room Visits	842	893	814	810	901	856	934	864	871	811	996	919	816	827	921
Gross Outpatient Revenue (000's)	\$15,824	\$13,981	\$13,946	\$16,762	\$14,801	\$13,677	\$15,188	\$14,170	\$13,064	\$12,519	\$14,741	\$14,051	\$12,952	\$11,864	\$14,364
Equivalent Patient Days	2,207	2,397	2,175	2,911	2,654	2,343	2,178	2,265	2,272	2,212	2,629	2,471	2,030	2,334	2,266
Births	9	4	13	14	8	16	9	6	8	11	7	10	11	12	5
Surgical Cases - Inpatient	34	20	31	26	23	28	29	30	34	16	32	24	34	23	33
Surgical Cases - Outpatient	141	127	151	139	127	123	146	114	117	123	109	136	121	97	154
Total Surgical Cases	175	147	182	165	150	151	175	144	151	139	141	160	155	120	187
Total Special Procedures	92	61	99	124	78	97	72	87	75	75	65	59	73	52	75
Medicare Case Mix Index	1.44	1.40	1.73	1.33	1.32	1.45	1.46	1.48	1.45	1.34	1.50	1.57	1.55	1.49	1.54
Income Statement															
Net Revenue (000's)	\$4,282	\$4,485	\$4,548	\$4,924	\$4,557	\$5,265	\$4,817	\$4,389	\$4,218	\$4,590	\$4,909	\$4,466	\$4,474	\$4,543	\$4,518
Operating Expenses (000's)	\$5,321	\$5,308	\$5,045	\$5,314	\$5,114	\$4,968	\$5,134	\$5,053	\$5,179	\$5,270	\$5,357	\$5,122	\$5,332	\$4,872	\$5,206
Net Income (000's)	(\$120)	(\$227)	\$209	\$32	\$214	\$859	\$369	\$221	(\$395)	(\$175)	\$125	(\$226)	(\$380)	\$62	(\$230)
Productivity															
Total Operating Expense Per Equivalent Patient Day	\$2,411	\$2,214	\$2,319	\$1,826	\$1,927	\$2,120	\$2,357	\$2,231	\$2,280	\$2,382	\$2,038	\$2,073	\$2,627	\$2,087	\$2,297
Productive FTEs	278	272	278	278	270	259	279	281	279	274	276	255	316	246	289
Non-Productive FTEs	20	38	36	31	40	39	27	26	23	31	36	52	13	58	27
Total FTEs	298	310	314	309	310	298	306	307	302	305	312	307	329	304	316
FTEs per Adjusted Occupied Bed	4.18	4.01	4.38	3.29	3.62	3.82	4.35	4.06	4.17	3.87	3.68	3.85	4.86	4.04	4.19
Balance Sheet															
Days of Expense In General Operating Cash	12.8		13	10	19	11	6	7	7	14	24	18	14	12	9
Net Days of Revenue in AR	44	50	48	43	41	42	47	43	43	47	51	51	48	45	47

Sonoma Valley Hospital
Cash Forecast
FY 2019

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	TOTAL
Hospital Operating Sources													
1 Patient Payments Collected	4,372,057	4,288,459	3,963,236	4,597,184	4,172,901	4,206,895	3,974,938	3,617,124	4,087,658	3,846,851	4,136,718	3,880,522	49,144,543
2 Capitation Revenue	94,582	92,314	96,054	92,135	95,999	95,999	95,999	95,999	95,999	95,999	95,999	95,999	1,143,077
3 Napa State	12,295	4,713	-	24,798	11,962	11,962	11,962	11,962	11,962	11,962	11,962	11,961	137,501
4 Other Operating Revenue	40,299	47,536	18,852	63,629	13,968	13,968	13,968	13,968	13,968	13,968	13,968	13,968	282,065
5 Other Non-Operating Revenue	45,944	12,250	51,133	42,712	26,673	26,673	26,673	26,673	26,673	26,673	26,673	26,673	365,423
6 Unrestricted Contributions	403		415	4,175	2,672	2,672	2,672	2,672	2,672	2,672	2,672	2,672	26,369
7 Line of Credit													-
Sub-Total Hospital Sources	4,565,580	4,445,271	4,129,690	4,824,633	4,324,175	4,358,169	4,126,212	3,768,398	4,238,932	3,998,125	4,287,992	4,031,800	51,098,978
Hospital Uses of Cash													
8 Operating Expenses	4,897,828	5,636,984	5,473,847	4,825,598	4,639,141	4,718,310	4,764,651	4,521,804	4,867,866	4,663,772	4,916,406	4,811,692	58,737,899
9 Add Capital Lease Payments	44,847	193,141	46,104	46,021									330,113
10 Additional Liabilities													-
11 Capital Expenditures	331,168		286,200	408,421	75,952	75,952	75,952	75,952	75,952	75,952	75,952	75,952	1,633,405
Total Hospital Uses	5,273,843	5,830,125	5,806,151	5,280,040	4,715,093	4,794,262	4,840,603	4,597,756	4,943,818	4,739,724	4,992,358	4,887,644	60,701,417
Net Hospital Sources/Uses of Cash	(708,263)	(1,384,854)	(1,676,461)	(455,407)	(390,918)	(436,093)	(714,391)	(829,358)	(704,886)	(741,599)	(704,366)	(855,844)	(9,602,439)
Non-Hospital Sources													
12 Restricted Cash/Money Market	(809,886)	524,043			612,500	(400,000)		530,418	(530,418)	530,418	(530,418)		(73,343)
13 Restricted Capital Donations	357,448	8,688	286,283	409,088	75,952	75,952	75,952	75,952	75,952	75,952	75,952	75,952	1,669,123
14 Parcel Tax Revenue	207,015		1,500,000			400,000				1,900,000			4,007,015
15 Payment - South Lot													-
16 Other:													-
17 IGT (Net)									1,060,836		1,060,836		2,121,672
18 IGT - AB915	20,681		384,837					900,000					1,305,518
19 PRIME	750,000					600,000						375,000	1,725,000
Sub-Total Non-Hospital Sources	525,258	532,731	2,171,120	409,088	688,452	675,952	75,952	1,506,370	606,370	2,506,370	606,370	450,952	10,754,985
Non-Hospital Uses of Cash													
20 Matching Fees					300,000			530,418		530,418			1,360,836
Sub-Total Non-Hospital Uses of Cash	-	-	-	-	300,000	-	-	530,418	-	530,418	-	-	1,360,836
Net Non-Hospital Sources/Uses of Cash	525,258	532,731	2,171,120	409,088	388,452	675,952	75,952	975,952	606,370	1,975,952	606,370	450,952	9,394,149
Net Sources/Uses	(183,005)	(852,123)	494,659	(46,319)	(2,466)	239,859	(638,439)	146,594	(98,516)	1,234,353	(97,996)	(404,892)	
Cash and Equivalents at beginning of period	<u>1,671,423</u>	1,488,418	636,295	1,130,954	1,084,636	1,082,170	1,322,029	683,590	830,184	731,668	1,966,021	1,868,025	
Cash and Equivalents at end of period	1,488,418	636,295	1,130,954	1,084,636	1,082,170	1,322,029	683,590	830,184	731,668	1,966,021	1,868,025	1,463,133	