



SVHCD FINANCE COMMITTEE

AGENDA

TUESDAY, June 25, 2019

5:00 p.m. Regular Session

Location: Schantz Conference Room

Sonoma Valley Hospital, 347 Andrieux Street

Sonoma CA 95476

Alternative location:

1774 Stockton St, San Francisco

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 05.23.19</p>	<i>Nevins</i>	Inform/Action
<p>4. IGT SUMMARY</p>	<i>Dungan</i>	Inform
<p>5. REVIEW OF CAPITAL SPENDING PLAN FOR FY2020</p>	<i>Jensen/Dungan</i>	Inform
<p>6. FINANCIAL REPORT MONTH END MAY 31, 2019</p>	<i>Jensen</i>	Inform
<p>7. ADJOURN</p>	<i>Nevins</i>	



**SVHCD
FINANCE COMMITTEE MEETING
MINUTES
TUESDAY, MAY 28, 2019
Schantz Conference Room**

Present	Excused	Staff	Public
Sharon Nevins *Susan Porth *Peter Hohorst *Dr. Subhash Mishra via telephone *Art Grandy	Joshua Rymer	Ken Jensen, CFO Sarah Dungan Kelly Mather, CEO	

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 at 5:02 pm		
2. PUBLIC COMMENT SECTION	<i>Nevins</i>		
	None		
3. CONSENT CALENDAR	<i>Nevins</i>		
	Minutes from the 04.23.19 meeting were reviewed.	MOTION: by Hohorst to approve 2 nd by Grandy. All in favor	
4. OUTPATIENT DIAGNOSTIC CENTER UPDATE	<i>Mather</i>		
	Ms. Mather reviewed the cash through 2019. The goal is to break ground in December.		
5. FISCAL YEAR 2020 BUDGET	<i>Jensen</i>		
	The fiscal year 2020 budget assumed the following assumptions, a rolling 12 month average of volume, gross revenue, contractual discounts/bad debt were based upon current	MOTION: to recommend the approval by the Board of the fiscal year 2020	

	experiences and adjusted for the price increase, government supplemental payments were conservatively budgeted, SNF transfer as of July 1, 2019 and reduction of overhead and operating costs. Mr. Jensen also reviewed the comparison between fiscal year 2019 vs. fiscal year 2020.	budget Porth 2 nd by Hohorst. All in favor	
6. ENSIGN SNF MANAGEMENT AGREEMENT	<i>Jensen/Mather</i>		
	Mr. Jensen reviewed the management agreement recommending that the operation and financial risk of the Skilled Nursing Unit be transferred to Ensign. He then reviewed the specifics of three agreements within the management agreement, which were: operations transfer agreement, management agreement, and shared services agreement. No substantial changes suggested by the committee.	MOTION: to recommend the management agreement be moved to the Board for approval by Porth 2 nd by Grandy. All in favor. The shared service and operation will be put on hold for further legal review	
7. THREE YEAR FINANCIAL GOALS	<i>Nevins</i>		
	Ms. Nevins reviewed the three year financial goals	MOTION: to recommend the three year financial goals be approved by the Board by Porth, 2 nd by Hohorst. All in favor.	
8. ADMINISTRATIVE REPORT MAY 2019	<i>Mather</i>		
	Ms. Mather gave a brief overview of the May administrative report.		
9. FINANCIAL REPORT MONTH END APRIL 30, 2019	<i>Jensen</i>		
	Mr. Jensen reported that after accounting for all activity the net gain for April was \$1,686,794 vs. the budgeted net gain of \$17,321 with a monthly EBDA of 28.2% vs. a budgeted 1.8%. Accounts receivable decreased from March from 43.7 days to 37.9 days in April. Accounts Payable increased by \$1,101,989		

	from March and Accounts Payable days were at 74.4. Mr. Jensen also reviewed the cash forecast through June.		
10. ADJOURN	<i>Nevins</i>		
	Meeting adjourned at 6:22 pm		



To: SVH Finance Committee
From: Ken Jensen, CFO
Date: June 25, 2019
Subject: Financial Report for the Month Ending May 31, 2019

May's actual loss of (\$229,123) from operations was \$197,612 favorable to the budgeted loss of (\$426,735). For the month of May the hospital accrued the FY 18/19 NDPH Intergovernmental Transfer (IGT) program revenue of \$385,310 with a matching fee of \$211,709. After accounting for all other activity; the net gain for May was \$248,845 vs. the budgeted net gain of \$54,554 with a monthly EBDA of 6.6% vs. a budgeted 2.5%.

Gross patient revenue for May was \$24,326,666; (\$133,008) under budget. Inpatient gross revenue was under budget by (\$327,212). Inpatient days were over budget by 1 day and inpatient surgeries were under budgeted expectations by (7) cases. Outpatient revenue was over budget by \$956,508. Outpatient visits were over budgeted expectations by 222 visits, and outpatient surgeries were over budgeted expectations by 8 cases and special procedures were over budgeted expectations by 30 cases. The Emergency Room gross revenue was under budget by (\$386,080) with ER visits under budgeted expectations by (33) visits. SNF gross revenue was under budgeted expectations by (\$376,224) with SNF patient days under budget by (82) days and an average daily census of 12.4 patients.

Deductions from revenue were favorable to budgeted expectations by \$366,621. Of the variance, \$95,255 is from the prior period adjustments or IGT payments. Without the prior period adjustments and IGT variance, the deductions from revenue variance is favorable by \$271,366 which is due from gross revenue being under budgeted expectations and a higher than average acuity level in May.

After accounting for all other operating revenue, the **total operating revenue** was favorable to budgeted expectations by \$158,005.

Operating Expenses of \$5,073,330 were favorable to budget by \$39,607. Salaries and wages and agency fees were under budget by \$89,595 with the salaries and wages being under budget by \$19,208 and agency fees under by \$70,387. Purchased Services are over budget by (\$60,357) due to accruing one-half the cost of repaving the visitor parking lots (\$78,250), the repaving will be completed in June 2019. There was a matching fee of \$211,709 for the 18/19 NDPH-IGT.

After accounting for all income and expenses, but not including Restricted Contributions and GO bond activity, the net gain for May is \$51,867 vs. a budgeted net loss of (\$175,066). The hospital received donations from the

Sonoma Valley Hospital Foundation for the Outpatient Diagnostic Center (\$32,059) and for the Acute Care 3rd floor move (\$11,251). After all activity the total net gain for May was \$248,845 vs. a budgeted net gain of \$54,554.

EBDA for the month of May was 6.6% vs. the budgeted 2.5%.

Patient Volumes – May

	ACTUAL	BUDGET	VARIANCE	PRIOR YEAR
Acute Discharges	86	95	-9	108
Newborn Discharges	0	0	0	9
Acute Patient Days	340	339	1	374
SNF Patient Days	383	465	-82	423
Home Care Visits	0	0	0	747
OP Gross Revenue	\$16,224	\$15,653	\$571	\$15,188
Surgical Cases	166	165	1	175

Gross Revenue Overall Payer Mix – May

	ACTUAL	BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE
Medicare	46.6%	42.8%	3.8%	43.0%	42.9%	0.1%
Medicare Mgd Care	13.2%	12.9%	0.3%	14.0%	12.8%	1.2%
Medi-Cal	18.1%	17.9%	0.2%	18.0%	17.9%	0.1%
Self-Pay	1.7%	1.4%	0.3%	1.3%	1.4%	-0.1%
Commercial	16.8%	20.5%	-3.7%	20.1%	20.6%	-0.5%
Workers Comp	2.2%	2.5%	-0.3%	2.1%	2.4%	-0.3%
Capitated	1.4%	2.0%	-0.6%	1.5%	2.0%	-0.5%
Total	100.0%	100.0%		100.0%	100.0%	

Cash Activity for May:

For the month of May the cash collection goal was \$3,532,109 and the Hospital collected \$3,859,684 or over the goal by \$327,575. The year-to-date cash collection goal was \$40,058,377 and the Hospital has collected \$40,849,071 or over goal by \$790,694. The hospital received its outstanding IGT revenue and was able to pay down Accounts Payable vendors. Days of cash on hand are 39.1 days at May 31, 2019. Accounts Receivable decreased from April, from 37.9 days to 37.2 days in May. Accounts Payable decreased by \$2,349,111 from April and Accounts Payable days are at 45.3.

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 May 31, 2019

ATTACHMENT A

YTD

Gross Revenue:	Actual	Budget	Variance	% Variance	Actual	Budget	Variance	% Variance
Medicare	11,325,272	10,436,986	888,286	8.5%	108,037,396	106,355,117	1,682,279	1.6%
Medicare Managed Care	3,229,448	3,163,431	66,017	2.1%	35,173,343	31,784,936	3,388,407	10.7%
Medi-Cal	4,414,109	4,380,285	33,824	0.8%	45,251,334	44,331,866	919,468	2.1%
Self Pay	406,552	337,945	68,607	20.3%	3,185,736	3,371,708	-185,972	-5.5%
Commercial & Other Government	4,077,732	5,030,562	-952,830	-18.9%	50,635,332	51,091,409	-456,077	-0.9%
Worker's Comp.	543,361	616,352	-72,991	-11.8%	5,320,734	6,063,208	-742,474	-12.2%
Capitated	330,192	494,113	-163,921	-33.2%	3,843,286	4,981,730	-1,138,444	-22.9%
Total	24,326,666	24,459,674	(133,008)		251,447,161	247,979,974	3,467,187	

Net Revenue:	Actual	Budget	Variance	% Variance	Actual	Budget	Variance	% Variance
Medicare	1,669,514	1,385,490	284,024	20.5%	15,038,746	14,794,102	244,644	1.7%
Medicare Managed Care	358,793	356,137	2,656	0.7%	4,586,892	4,124,533	462,359	11.2%
Medi-Cal	547,348	521,362	25,986	5.0%	5,988,769	5,823,676	165,093	2.8%
Self Pay	209,090	152,318	56,772	37.3%	1,649,582	1,560,959	88,623	5.7%
Commercial & Other Government	1,462,145	1,658,049	-195,904	-11.8%	16,038,802	16,881,871	-843,069	-5.0%
Worker's Comp.	112,639	134,302	-21,663	-16.1%	944,202	1,472,243	-528,041	-35.9%
Capitated	2,509	16,022	-13,513	-84.3%	94,686	159,431	-64,745	-40.6%
Prior Period Adj/IGT	447,810	352,555	95,255	27.0%	9,142,978	3,878,105	5,264,873	135.8%
Total	4,809,848	4,576,235	233,613	5.1%	53,484,657	48,694,920	4,789,737	9.8%

Percent of Net Revenue:	Actual	Budget	Variance	% Variance	Actual	Budget	Variance	% Variance
Medicare	34.7%	30.3%	4.4%	14.5%	28.1%	30.4%	-2.4%	-7.9%
Medicare Managed Care	7.5%	7.8%	-0.3%	-3.8%	8.5%	8.4%	0.1%	1.2%
Medi-Cal	11.4%	11.4%	0.0%	0.0%	11.2%	12.0%	-0.8%	-6.7%
Self Pay	4.3%	3.3%	1.0%	30.3%	3.1%	3.2%	-0.1%	-3.1%
Commercial & Other Government	30.4%	36.2%	-5.8%	-16.0%	30.0%	34.7%	-4.7%	-13.5%
Worker's Comp.	2.3%	2.9%	-0.6%	-20.7%	1.8%	3.0%	-1.2%	-40.0%
Capitated	0.1%	0.4%	-0.3%	-75.0%	0.2%	0.3%	-0.1%	-33.3%
Prior Period Adj/IGT	9.3%	7.7%	1.6%	20.8%	17.1%	8.0%	9.1%	113.8%
Total	100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	-9.2%	-9.2%

Projected Collection Percentage:	Actual	Budget	Variance	% Variance	Actual	Budget	Variance	% Variance
Medicare	14.7%	13.3%	1.4%	10.5%	13.9%	13.9%	0.0%	0.0%
Medicare Managed Care	11.1%	11.3%	-0.2%	-1.8%	13.0%	13.0%	0.0%	0.0%
Medi-Cal	12.4%	11.9%	0.5%	4.2%	13.2%	13.1%	0.1%	0.8%
Self Pay	51.4%	45.1%	6.3%	14.0%	51.8%	46.3%	5.5%	11.9%
Commercial & Other Government	35.9%	33.0%	2.9%	8.8%	31.7%	33.0%	-1.3%	-3.9%
Worker's Comp.	20.7%	21.8%	-1.1%	-5.0%	17.7%	24.3%	-6.6%	-27.2%

**SONOMA VALLEY HOSPITAL
OPERATING INDICATORS
For the Period Ended May 31, 2019**

ATTACHMENT B

	<u>CURRENT MONTH</u>				<u>YEAR-TO-DATE</u>			<u>YTD</u>
	<u>Actual 05/31/19</u>	<u>Budget 05/31/19</u>	<u>Favorable (Unfavorable) Variance</u>		<u>Actual 05/31/19</u>	<u>Budget 05/31/19</u>	<u>Favorable (Unfavorable) Variance</u>	<u>Prior Year 05/31/18</u>
				Inpatient Utilization				
				Discharges				
1	74	82	(8)	Acute	825	871	(46)	897
2	12	13	(1)	ICU	132	133	(1)	152
3	86	95	(9)	Total Discharges	957	1,004	(47)	1,049
4	-	-	-	Newborn	46	24	22	97
5	86	95	(9)	Total Discharges inc. Newborns	1,003	1,028	(25)	1,146
				Patient Days:				
6	254	247	7	Acute	2,731	2,626	105	2,716
7	86	92	(6)	ICU	890	941	(51)	929
8	340	339	1	Total Patient Days	3,621	3,567	54	3,645
9	-	-	-	Newborn	102	45	57	168
10	340	339	1	Total Patient Days inc. Newborns	3,723	3,612	111	3,813
				Average Length of Stay:				
11	3.4	3.0	0.4	Acute	3.3	3.0	0.3	3.0
12	7.2	7.1	0.1	ICU	6.7	7.1	(0.3)	6.1
13	4.0	3.6	0.4	Avg. Length of Stay	3.8	3.6	0.2	3.5
14	0.0	0.0	-	Newborn ALOS	2.2	1.9	(0.3)	1.7
				Average Daily Census:				
15	8.2	8.0	0.2	Acute	8.2	7.8	0.3	8.1
16	2.8	3.0	(0.2)	ICU	2.7	2.8	(0.2)	2.8
17	11.0	10.9	0.0	Avg. Daily Census	10.8	10.6	0.2	10.9
18	0.0	0.0	-	Newborn	0.30	0.13	0.2	0.50
				Long Term Care:				
19	383	465	(82)	SNF Patient Days	4,504	5,415	(911)	5,816
20	20	26	(6)	SNF Discharges	240	297	(57)	328
21	12.4	15.0	(2.6)	Average Daily Census	13.4	16.2	(2.7)	17.4
				Other Utilization Statistics				
				Emergency Room Statistics				
22	891	924	(33)	Total ER Visits	9,240	9,915	(675)	9,773
				Outpatient Statistics:				
23	5,018	4,796	222	Total Outpatients Visits	50,160	49,705	455	48,807
24	32	39	(7)	IP Surgeries	302	311	(9)	306
25	134	126	8	OP Surgeries	1,488	1,475	13	1,392
26	99	69	30	Special Procedures	901	698	203	762
27	-	-	-	Home Health Visits	2,027	3,837	(1,810)	8,479
28	318	336	(18)	Adjusted Discharges	3,448	3,659	(210)	3,721
29	2,170	2,232	(62)	Adjusted Patient Days (Inc. SNF)	23,401	25,279	(1,878)	25,578
30	70.0	72.0	(2.0)	Adj. Avg. Daily Census (Inc. SNF)	69.9	75.5	(5.6)	76.4
31	1.6112	1.4000	0.211	Case Mix Index -Medicare	1.5212	1.4000	0.121	1.5099
32	1.5703	1.4000	0.170	Case Mix Index - All payers	1.5453	1.4000	0.145	1.4756
				Labor Statistics				
33	245	253	8.3	FTE's - Worked	259	261	2.7	277
34	266	286	20.2	FTE's - Paid	288	296	8.4	311
35	43.21	41.94	(1.28)	Average Hourly Rate	42.93	41.06	(1.88)	42.87
36	21.7	22.7	1.0	Manhours / Adj. Pat Day	23.5	22.3	(1.1)	23.2
37	147.7	150.6	2.8	Manhours / Adj. Discharge	159.2	154.4	(4.8)	159.5
38	23.7%	23.3%	-0.5%	Benefits % of Salaries	22.8%	23.7%	0.9%	22.5%
				Non-Labor Statistics				
39	13.4%	13.6%	0.2%	Supply Expense % Net Revenue	13.2%	12.4%	-0.8%	11.8%
40	1,875	1,887	12	Supply Exp. / Adj. Discharge	1,849	1,694	(155)	1,610
41	16,301	15,690	(611)	Total Expense / Adj. Discharge	16,979	15,613	(1,366)	15,934
				Other Indicators				
42	39.1			Days Cash - Operating Funds				
43	37.2	50.0	(12.8)	Days in Net AR	42.6	50.0	(7.4)	46.2
44	109%			Collections % of Net Revenue	102%			104.3%
45	45.3	55.0	(9.7)	Days in Accounts Payable	45.3	55.0	(9.7)	45.4
46	18.3%	19.1%	-0.8%	% Net revenue to Gross revenue	19.2%	20.1%	-0.9%	21.0%
47	17.7%			% Net AR to Gross AR	17.7%			22.0%

Sonoma Valley Health Care District
Balance Sheet
As of May 31, 2019

ATTACHMENT C

	<u>Current Month</u>	<u>Prior Month</u>	<u>Prior Year</u>
Assets			
Current Assets:			
1 Cash	\$ 4,082,531	\$ 1,553,622	\$ 798,439
2 Trustee Funds	4,999,410	3,574,837	4,427,002
3 Net Patient Receivables	6,258,285	6,023,427	8,024,134
4 Allow Uncollect Accts	(1,255,011)	(1,123,964)	(1,140,279)
5 Net A/R	5,003,274	4,899,463	6,883,855
6 Other Accts/Notes Rec	(73,409)	1,324,976	(119,068)
7 3rd Party Receivables, Net	1,279,593	8,166,578	2,462,520
8 Inventory	877,125	843,684	825,295
9 Prepaid Expenses	797,542	858,237	728,235
10 Total Current Assets	<u>\$ 16,966,066</u>	<u>\$ 21,221,397</u>	<u>\$ 16,006,278</u>
12 Property, Plant & Equip, Net	\$ 51,098,617	\$ 51,206,524	\$ 51,903,277
13 Specific Funds/ Money Market	2,201,431	1,259	203,535
14 Other Assets	-	-	-
15 Total Assets	<u><u>\$ 70,266,114</u></u>	<u><u>\$ 72,429,180</u></u>	<u><u>\$ 68,113,090</u></u>
Liabilities & Fund Balances			
Current Liabilities:			
16 Accounts Payable	\$ 3,621,402	\$ 5,970,513	\$ 3,159,819
17 Accrued Compensation	3,802,899	3,525,701	4,288,600
18 Interest Payable	403,057	302,289	423,097
19 Accrued Expenses	1,386,452	1,156,637	1,343,607
20 Advances From 3rd Parties	105,388	105,388	144,347
21 Deferred Tax Revenue	571,102	1,142,205	567,350
22 Current Maturities-LTD	611,934	679,654	1,186,364
23 Line of Credit - Union Bank	6,723,734	6,723,734	6,973,734
24 Other Liabilities	201,386	201,386	2,001,386
25 Total Current Liabilities	<u>\$ 17,427,354</u>	<u>\$ 19,807,507</u>	<u>\$ 20,088,304</u>
26 Long Term Debt, net current portion	\$ 32,778,482	\$ 32,810,239	\$ 32,875,471
Fund Balances:			
28 Unrestricted	\$ 13,191,576	\$ 12,986,042	\$ 10,100,898
29 Restricted	6,868,702	6,825,392	5,048,416
30 Total Fund Balances	<u>\$ 20,060,278</u>	<u>\$ 19,811,434</u>	<u>\$ 15,149,315</u>
31 Total Liabilities & Fund Balances	<u><u>\$ 70,266,114</u></u>	<u><u>\$ 72,429,180</u></u>	<u><u>\$ 68,113,090</u></u>

**Sonoma Valley Health Care District
Statement of Revenue and Expenses
Comparative Results
For the Period Ended May 31, 2019**

ATTACHMENT D

	Month				Volume Information	Year-To-Date				YTD	
	This Year		Variance			This Year		Variance			Prior Year
	Actual		\$	%		Actual	Budget	\$	%		
1	86	95	(9)	-9%	Acute Discharges	957	1,004	(47)	-5%	1,049	
2	383	465	(82)	-18%	SNF Days	4,504	5,415	(911)	-17%	5,816	
3	-	-	-	0%	Home Care Visits	2,027	3,837	(1,810)	-47%	8,479	
4	16,224	15,653	569	4%	Gross O/P Revenue (000's)	\$ 164,135	\$ 159,646	4,488	3%	\$ 152,612	
Financial Results											
Gross Patient Revenue											
5	\$ 6,714,624	\$ 7,041,836	(327,212)	-5%	Inpatient	\$ 69,272,377	\$ 68,032,611	1,239,766	2%	\$ 67,760,250	
6	9,366,575	8,410,067	956,508	11%	Outpatient	94,221,305	87,100,024	7,121,281	8%	83,902,662	
7	6,857,167	7,243,247	(386,080)	-5%	Emergency	69,208,307	71,571,156	(2,362,849)	-3%	65,764,933	
8	1,388,300	1,764,524	(376,224)	-21%	SNF	17,982,725	20,170,030	(2,187,305)	-11%	21,973,271	
9	-	-	-	0%	Home Care	762,447	1,106,153	(343,706)	-31%	3,102,649	
10	\$ 24,326,666	\$ 24,459,674	(133,008)	-1%	Total Gross Patient Revenue	\$ 251,447,161	\$ 247,979,974	3,467,187	1%	\$ 242,503,765	
Deductions from Revenue											
11	\$ (19,705,828)	\$ (20,111,264)	405,436	2%	Contractual Discounts	\$ (205,058,056)	\$ (201,791,129)	(3,266,927)	-2%	\$ (195,527,910)	
12	(250,000)	(100,000)	(150,000)	-150%	Bad Debt	(1,785,000)	(1,100,000)	(685,000)	-62%	(1,603,000)	
13	(8,800)	(24,730)	15,930	64%	Charity Care Provision	(262,426)	(272,030)	9,604	4%	(190,729)	
14	447,810	352,555	95,255	27%	Prior Period Adj/Government Program Revenue	9,142,978	3,878,105	5,264,873	*	4,346,863	
15	\$ (19,516,818)	\$ (19,883,439)	366,621	-2%	Total Deductions from Revenue	\$ (197,962,504)	\$ (199,285,054)	1,322,550	-1%	\$ (192,974,776)	
16	\$ 4,809,848	\$ 4,576,235	233,613	5%	Net Patient Service Revenue	\$ 53,484,657	\$ 48,694,920	4,789,737	10%	\$ 49,528,989	
17	\$ 24,930	\$ 95,999	(71,069)	-74%	Risk contract revenue	\$ 731,717	\$ 1,145,386	(413,669)	-36%	\$ 1,263,243	
18	\$ 4,834,778	\$ 4,672,234	162,544	3%	Net Hospital Revenue	\$ 54,216,374	\$ 49,840,306	4,376,068	9%	\$ 50,792,232	
19	\$ 9,429	\$ 13,968	(4,539)	-32%	Other Op Rev & Electronic Health Records	\$ 427,981	\$ 153,648	274,333	179%	\$ 169,920	
20	\$ 4,844,207	\$ 4,686,202	158,005	3%	Total Operating Revenue	\$ 54,644,355	\$ 49,993,954	4,650,401	9%	\$ 50,962,152	
Operating Expenses											
21	\$ 2,031,427	\$ 2,121,022	89,595	4%	Salary and Wages and Agency Fees	\$ 23,563,943	\$ 23,195,598	(368,345)	-2%	\$ 25,437,939	
22	766,344	791,344	25,000	3%	Employee Benefits	8,344,194	8,888,402	544,208	6%	9,534,075	
23	\$ 2,797,771	\$ 2,912,366	114,595	4%	Total People Cost	\$ 31,908,137	\$ 32,084,000	175,863	1%	\$ 34,972,014	
24	\$ 464,460	\$ 498,249	33,789	7%	Med and Prof Fees (excl Agency)	\$ 5,187,743	\$ 5,508,264	320,521	6%	\$ 4,638,226	
25	596,586	633,947	37,361	6%	Supplies	6,376,335	6,197,653	(178,682)	-3%	5,988,809	
26	438,914	378,557	(60,357)	-16%	Purchased Services	4,365,998	4,102,356	(263,642)	-6%	4,008,986	
27	265,710	290,874	25,164	9%	Depreciation	3,136,052	3,182,316	46,264	1%	3,132,436	
28	84,438	111,431	26,993	24%	Utilities	1,071,072	1,131,741	60,669	5%	1,099,454	
29	35,320	35,320	-	0%	Insurance	401,298	382,847	(18,451)	-5%	350,009	
30	68,115	56,966	(11,149)	-20%	Interest	592,765	583,204	(9,561)	-2%	519,351	
31	110,307	106,824	(3,483)	-3%	Other	1,164,245	1,241,847	77,602	6%	1,295,347	
32	211,709	88,403	(123,306)	*	Matching Fees (Government Programs)	2,796,223	972,432	(1,823,791)	*	1,491,827	
33	\$ 5,073,330	\$ 5,112,937	39,607	1%	Operating expenses	\$ 56,999,868	\$ 55,386,660	(1,613,208)	-3%	\$ 57,496,459	
34	\$ (229,123)	\$ (426,735)	197,612	46%	Operating Margin	\$ (2,355,513)	\$ (5,392,706)	3,037,193	56%	\$ (6,534,307)	

**Sonoma Valley Health Care District
Statement of Revenue and Expenses
Comparative Results
For the Period Ended May 31, 2019**

ATTACHMENT D

	Month				Year-To- Date				YTD	
	This Year		Variance		This Year		Variance		Prior Year	
	Actual		\$	%	Actual	Budget	\$	%		
35	\$ (22,677)	\$ (10,904)	(11,773)	108%	Non Operating Rev and Expense					
36	-	2,672	(2,672)	-100%	Miscellaneous Revenue/(Expenses)					\$ (75,397)
37	(13,000)	(56,766)	43,766	-77%	Donations					27,546
38	316,667	316,667	-	0%	Physician Practice Support-Prima					(624,426)
39	0	0	-	0%	Parcel Tax Assessment Rev					3,483,337
40	\$ 280,990	\$ 251,669	29,321	12%	Extraordinary Items					(26,875)
					Total Non-Operating Rev/Exp					\$ 2,784,185
41	\$ 51,867	\$ (175,066)	226,933	-130%	Net Income / (Loss) prior to Restricted Contributions					\$ (3,750,122)
42	\$ -	\$ 20,949	(20,949)	-100%	Capital Campaign Contribution					\$ 140,831
43	\$ 43,310	\$ 55,003	(11,693)	0%	Restricted Foundation Contributions					\$ 1,028,451
44	\$ 95,177	\$ (99,114)	194,291	-196%	Net Income / (Loss) w/ Restricted Contributions					\$ (2,580,840)
45	254,436	254,436	-	0%	GO Bond Tax Assessment Rev					2,757,513
46	(100,768)	(100,768)	-	0%	GO Bond Interest					(1,168,026)
47	\$ 248,845	\$ 54,554	194,291	356%	Net Income/(Loss) w GO Bond Activity					\$ (991,353)
	\$ 317,577	\$ 115,808	201,769		EBDA - Not including Restricted Contributions					\$ (617,686)
	6.6%	2.5%								-1.2%

Sonoma Valley Health Care District
Statement of Revenue and Expenses Variance Analysis
For the Period Ended May 31, 2019

	YTD	MONTH	
Description	Variance	Variance	
Volume Information			
1 Acute Discharges	(47)	(9)	
2 SNF Days	(911)	(82)	
3 Home Care Visits	(1,810)	-	
4 Gross O/P Revenue (000's)	4,488	569	
Financial Results			
Gross Patient Revenue			
5 Inpatient	1,239,766	(327,212)	Inpatient days are 340 days vs. budgeted expectations of 339 days and inpatient surgeries are 32 vs. budgeted expectations 39.
6 Outpatient	7,121,281	956,508	Outpatient visits are 5,018 vs. budgeted expectations of 4,796 visits and outpatient surgeries are 134 vs. budgeted expectations 126.
7 Emergency	(2,362,849)	(386,080)	ER visits are 891 vs. budgeted visits of 924.
8 SNF	(2,187,305)	(376,224)	SNF patient days are 383 vs. budgeted expected days of 465.
9 Home Care	(343,706)	-	
10 Total Gross Patient Revenue	3,467,187	(133,008)	
Deductions from Revenue			
11 Contractual Discounts	(3,266,927)	405,436	
12 Bad Debt	(685,000)	(150,000)	
13 Charity Care Provision	9,604	15,930	
14 Prior Period Adj/Government Program Revenue	5,264,873	95,255	Accrual of 18/19 NDPH-IGT (\$385,310) and accrual of Prime Grant (\$62,500).
15 Total Deductions from Revenue	1,322,550	366,621	
16 Net Patient Service Revenue	4,789,737	233,613	
17 Risk contract revenue	(413,669)	(71,069)	
18 Net Hospital Revenue	4,376,068	162,544	
19 Other Op Rev & Electronic Health Records	274,333	(4,539)	
20 Total Operating Revenue	4,650,401	158,005	
Operating Expenses			
21 Salary and Wages and Agency Fees	(368,345)	89,595	Salaries and Wages are under budget by \$19,208 and Agency fees are under budget by \$70,387
22 Employee Benefits	544,208	25,000	
23 Total People Cost	175,863	114,595	
24 Med and Prof Fees (excl Agency)	320,521	33,789	
25 Supplies	(178,682)	37,361	
26 Purchased Services	(263,642)	(60,357)	Purchased services over budget due to accruing 1/2 of cost to repair visitor parking lots.
27 Depreciation	46,264	25,164	
28 Utilities	60,669	26,993	
29 Insurance	(18,451)	-	
30 Interest	(9,561)	(11,149)	
31 Other	77,602	(3,483)	
32 Matching Fees (Government Programs)	(1,823,791)	(123,306)	18/19 NDPH-IGT matching fee - \$211,709
33 Operating expenses	(1,613,208)	39,607	
34 Operating Margin	3,037,193	197,612	
Non Operating Rev and Expense			
35 Miscellaneous Revenue	(64,149)	(11,773)	
36 Donations	(12,779)	(2,672)	
37 Physician Practice Support-Prima	187,562	43,766	
38 Parcel Tax Assessment Rev	(750)	-	
39 Extraordinary Items	-	-	
40 Total Non-Operating Rev/Exp	109,884	29,321	
41 Net Income / (Loss) prior to Restricted Contributions	3,147,077	226,933	

Sonoma Valley Health Care District
Statement of Revenue and Expenses Variance Analysis
For the Period Ended May 31, 2019

	YTD	MONTH	
Description	Variance	Variance	
		-	
42 Capital Campaign Contribution	(199,992)	(20,949)	
43 Restricted Foundation Contributions	1,341,966	(11,693)	The hospital received Foundation donations for the ODC (\$32,059) and for the Acute care 3rd floor move (\$11,251).
44 Net Income / (Loss) w/ Restricted Contributions	4,289,051	194,291	
45 GO Bond Tax Assessment Rev	-	-	
46 GO Bond Interest	-	-	
47 Net Income/(Loss) w GO Bond Activity	4,289,051	194,291	

Sonoma Valley Hospital
 Statistical Analysis
 FY 2019

ATTACHMENT G

Statistics	ACTUAL	BUDGET	ACTUAL												
	May-19	May-19	Apr-19	Mar-19	Feb-19	Jan-19	Dec-18	Nov-18	Oct-18	Sep-18	Aug-18	Jul-18	Jun-18	May-18	Apr-18
Acute															
Acute Patient Days	340	339	341	317	265	290	370	315	394	337	361	291	354	374	341
Acute Discharges (w/o Newborns)	86	95	87	87	76	83	97	93	92	90	85	81	99	108	103
SNF Days	383	465	362	357	286	345	291	326	405	457	628	664	545	423	525
HHA Visits	0	0	0	0	0	0	0	0	0	682	585	760	871	747	755
Emergency Room Visits	891	924	890	858	833	789	840	772	842	814	810	901	856	934	864
Gross Outpatient Revenue (000's)	\$16,224	\$15,653	\$15,396	\$15,281	\$13,994	\$14,826	\$13,583	\$13,530	\$15,824	\$13,946	\$16,762	\$14,801	\$13,677	\$15,188	\$14,170
Equivalent Patient Days	2,170	2,232	2,086	2,052	1,638	1,958	1,768	1,782	2,207	2,175	2,911	2,654	2,343	2,178	2,265
Births	0	0	0	0	0	0	0	0	9	13	14	8	16	9	6
Surgical Cases - Inpatient	32	39	30	29	18	20	26	33	34	31	26	23	28	29	30
Surgical Cases - Outpatient	134	126	133	134	137	137	123	128	141	151	139	127	123	146	114
Total Surgical Cases	166	165	163	163	155	157	149	161	175	182	165	150	151	175	144
Total Special Procedures	99	69	80	91	74	51	58	55	92	99	124	78	97	72	87
Medicare Case Mix Index	1.61	1.40	1.66	1.61	1.45	1.58	1.57	1.45	1.44	1.73	1.33	1.32	1.45	1.46	1.48
Income Statement															
Net Revenue (000's)	\$4,835	\$4,672	\$5,634	\$7,807	\$3,697	\$5,505	\$4,097	\$4,249	\$4,282	\$4,548	\$4,924	\$4,557	\$5,265	\$4,817	\$4,389
Operating Expenses (000's)	\$5,073	\$5,113	\$4,853	\$6,663	\$4,521	\$5,509	\$4,726	\$4,860	\$5,321	\$5,045	\$5,314	\$5,114	\$4,968	\$5,134	\$5,053
Net Income (000's)	\$249	\$55	\$1,687	\$1,722	(\$278)	\$807	(\$208)	(\$95)	(\$120)	\$209	\$32	\$214	\$859	\$369	\$221
Productivity															
Total Operating Expense Per Equivalent Patient Day	\$2,338	\$2,291	\$2,327	\$3,247	\$2,760	\$2,814	\$2,673	\$2,727	\$2,411	\$2,319	\$1,826	\$1,927	\$2,120	\$2,357	\$2,231
Productive FTEs	245	253	244	255	248	249	234	266	278	278	278	270	259	279	281
Non-Productive FTE's	21	33	23	20	29	31	47	22	20	36	31	40	39	27	26
Total FTEs	266	286	267	275	277	280	281	288	298	314	309	310	298	306	307
FTEs per Adjusted Occupied Bed	3.80	3.98	3.84	4.15	4.73	4.44	4.92	4.84	4.18	4.38	3.29	3.62	3.82	4.35	4.06
Balance Sheet															
Days of Expense In General Operating Cash	39.1		10	5	5	13	15	10	13	13	10	19	11	6	7
Net Days of Revenue in AR	37	50	38	44	43	43	44	45	44	48	43	41	42	47	43

Sonoma Valley Hospital
Cash Forecast
FY 2019

ATTACHMENT H

	Actual July	Actual Aug	Actual Sept	Actual Oct	Actual Nov	Actual Dec	Actual Jan	Actual Feb	Actual Mar	Actual Apr	Actual May	Forecast Jun	TOTAL
Hospital Operating Sources													
1 Patient Payments Collected	4,372,057	4,288,459	3,963,236	4,597,184	4,281,345	4,244,883	4,197,482	3,957,008	3,711,986	5,022,741	4,362,374	4,080,522	51,079,277
2 Capitation Revenue	94,582	92,314	96,054	92,135	97,789	98,199	62,561	28,474	23,610	24,319	24,930	24,930	759,897
3 Napa State	12,295	4,713	-	24,798	8,185	-	-	5,135	6,174	8,306	3,794	11,961	85,361
4 Other Operating Revenue	40,299	47,536	18,852	63,629	24,975	48,665	35,012	10,595	22,415	47,814	35,484	13,973	409,248
5 Other Non-Operating Revenue	45,944	12,250	51,133	42,712	14,067	91,000	51,984	66,482	104,954	59,194	32,445	26,673	598,838
6 Unrestricted Contributions	403		415	4,175	2,381	1,159		509	2,136	6,594		2,672	20,444
7 Line of Credit													-
Sub-Total Hospital Sources	4,565,580	4,445,271	4,129,690	4,824,633	4,428,742	4,483,906	4,347,039	4,068,202	3,871,275	5,168,968	4,459,027	4,160,731	52,953,065
Hospital Uses of Cash													
8 Operating Expenses	4,897,828	5,636,984	5,473,847	4,825,598	4,505,452	4,768,421	5,387,017	4,586,118	4,035,545	4,737,356	5,035,469	5,111,692	59,001,328
9 Add Capital Lease Payments	44,847	193,141	46,104	46,021	195,820	34,330	21,314	193,464	21,780	144,621			941,442
10 Additional Liabilities/LOC											1,215,818	368,915	1,584,733
11 Capital Expenditures	331,168		286,200	408,421	110,420	11,238	407,402	110,181	99,762	196,603	99,477	75,952	2,136,824
Total Hospital Uses	5,273,843	5,830,125	5,806,151	5,280,040	4,811,692	4,813,989	5,815,733	4,889,763	4,157,087	5,078,580	6,350,764	5,556,559	63,664,327
Net Hospital Sources/Uses of Cash	(708,263)	(1,384,854)	(1,676,461)	(455,407)	(382,950)	(330,083)	(1,468,694)	(821,561)	(285,812)	90,388	(1,891,737)	(1,395,828)	(10,711,261)
Non-Hospital Sources													
12 Restricted Cash/Money Market	(809,886)	524,043			612,500	(200,000)		544,000	650,000		(2,850,000)		(1,529,343)
13 Restricted Capital Donations	357,448	8,688	286,283	409,088	116,736	5,800	407,402	110,181	99,762	129,887	43,311	75,952	2,050,538
14 Parcel Tax Revenue	207,015		1,500,000			512,117			1,500,000	155,961			3,875,093
15 Other Payments - South Lot/LOC/Fire Claim							(250,000)			196,603			(53,397)
16 Other:													-
17 IGT											7,169,044	385,310	7,554,354
18 IGT - AB915	20,681		384,837		40,615		1,049,088	25,181		381,379			1,901,781
19 PRIME	750,000					600,000					270,000		1,620,000
Sub-Total Non-Hospital Sources	525,258	532,731	2,171,120	409,088	769,851	917,917	1,206,490	679,362	2,249,762	863,830	4,632,355	461,262	15,419,026
Non-Hospital Uses of Cash													
20 Matching Fees					300,000			641,048	1,943,466	135,000	211,709		3,231,223
Sub-Total Non-Hospital Uses of Cash	-	-	-	-	300,000	-	-	641,048	1,943,466	135,000	211,709	-	3,231,223
Net Non-Hospital Sources/Uses of Cash	525,258	532,731	2,171,120	409,088	469,851	917,917	1,206,490	38,314	306,296	728,830	4,420,646	461,262	12,187,803
Net Sources/Uses	(183,005)	(852,123)	494,659	(46,319)	86,901	587,834	(262,204)	(783,247)	20,484	819,218	2,528,909	(934,566)	
Cash and Equivalents at beginning of period	<u>1,671,423</u>	1,488,418	636,295	1,130,954	1,084,636	1,171,537	1,759,371	1,497,167	713,920	734,404	1,553,622	4,082,531	
Cash and Equivalents at end of period	1,488,418	636,295	1,130,954	1,084,636	1,171,537	1,759,371	1,497,167	713,920	734,404	1,553,622	4,082,531	3,147,965	

Sonoma Valley Hospital
Cash Forecast
FY 2019

ATTACHMENT H

	Actual July - Dec	Actual Jan	Actual Feb	Actual Mar	Actual Apr	Actual May	Forecast Jun	TOTAL
Hospital Operating Sources								
1 Patient Payments Collected	25,747,164	4,197,482	3,957,008	3,711,986	5,022,741	4,362,374	4,080,522	51,079,277
2 Capitation Revenue	571,073	62,561	28,474	23,610	24,319	24,930	24,930	759,897
3 Napa State	49,991		5,135	6,174	8,306	3,794	11,961	85,361
4 Other Operating Revenue	243,956	35,012	10,595	22,415	47,814	35,484	13,973	409,248
5 Other Non-Operating Revenue	257,106	51,984	66,482	104,954	59,194	32,445	26,673	598,838
6 Unrestricted Contributions	8,533		509	2,136	6,594	-	2,672	20,444
7 Line of Credit								-
Sub-Total Hospital Sources	26,877,823	4,347,039	4,068,202	3,871,275	5,168,968	4,459,027	4,160,731	52,953,065
Hospital Uses of Cash								
8 Operating Expenses	30,108,130	5,387,017	4,586,118	4,035,545	4,737,356	5,035,469	5,111,692	59,001,328
9 Add Capital Lease Payments	560,263	21,314	193,464	21,780	144,621	-	-	941,442
10 Additional Liabilities/LOC			-	-	-	1,215,818	368,915	1,584,733
11 Capital Expenditures	1,147,447	407,402	110,181	99,762	196,603	99,477	75,952	2,136,824
Total Hospital Uses	31,815,840	5,815,733	4,889,763	4,157,087	5,078,580	6,350,764	5,556,559	63,664,327
Net Hospital Sources/Uses of Cash	(4,938,017)	(1,468,694)	(821,561)	(285,812)	90,388	(1,891,737)	(1,395,828)	(10,711,261)
Non-Hospital Sources								
12 Restricted Cash/Money Market	126,657		544,000	650,000	-	(2,850,000)	-	(1,529,343)
13 Restricted Capital Donations	1,184,043	407,402	110,181	99,762	129,887	43,311	75,952	2,050,538
14 Parcel Tax Revenue	2,219,132		-	1,500,000	155,961	-	-	3,875,093
15 Other Payments - South Lot/LOC/Fire Claim		(250,000)	-	-	196,603	-	-	(53,397)
16 Other:			-	-	-	-	-	-
17 IGT			-	-	-	7,169,044	385,310	7,554,354
18 IGT - AB915	446,133	1,049,088	25,181	-	381,379	-	-	1,901,781
19 PRIME	1,350,000		-	-	-	270,000	-	1,620,000
Sub-Total Non-Hospital Sources	5,325,965	1,206,490	679,362	2,249,762	863,830	4,632,355	461,262	15,419,026
Non-Hospital Uses of Cash								
20 Matching Fees	300,000	-	641,048	1,943,466	135,000	211,709	-	3,231,223
Sub-Total Non-Hospital Uses of Cash	300,000	-	641,048	1,943,466	135,000	211,709	-	3,231,223
Net Non-Hospital Sources/Uses of Cash	5,025,965	1,206,490	38,314	306,296	728,830	4,420,646	461,262	12,187,803
Net Sources/Uses	87,948	(262,204)	(783,247)	20,484	819,218	2,528,909	(934,566)	
Cash and Equivalents at beginning of period	1,671,423	1,759,371	1,497,167	713,920	734,404	1,553,622	4,082,531	
Cash and Equivalents at end of period	1,759,371	1,497,167	713,920	734,404	1,553,622	4,082,531	3,147,965	