

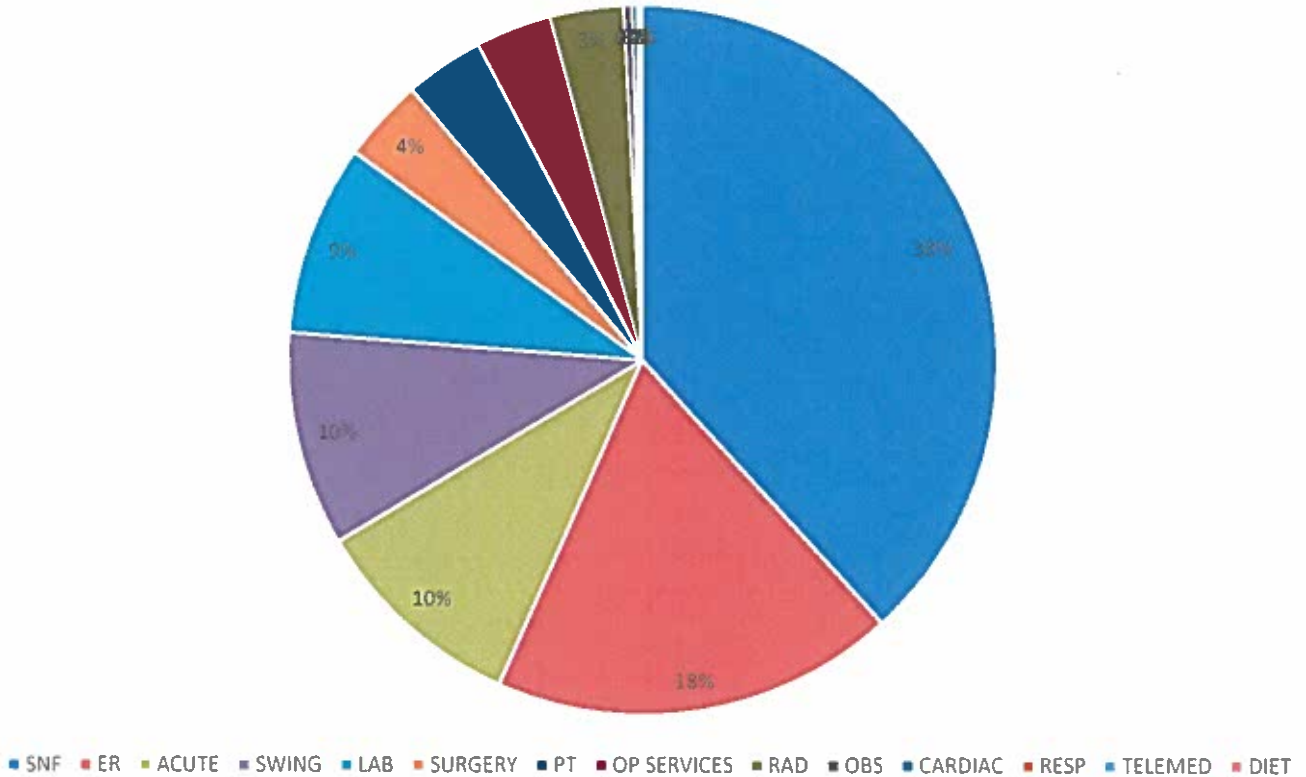
Finance Notes March FY 18

Summary

Summary of Financial Ratio			
Ratio	Period	YTD or Average where Applicable	
Cash on Hand	76	59	Average PY
Net Income	129,864	3,262,498	YTD
Current Ratio	4.92		N/A
AR Days	58.6	58.6	Average PY
AP	509,254	594,408	Average PY
Daily Gross Revenue	98,316	99,653	Average PY
% of Gross Revenue Collected	58%	60%	PY Year End

1. In March we paid out 1.09 million in IGTs that will hopefully come back matched by May. We also received 762K in QAF and IGT payments.
2. There are some supplemental funds from 13-14 and 14-15 for the expanded Medi-Cal population that should be paid by June 30th. We don't have any estimates on what those amounts might be as of yet.
3. Patient Payments were above average at 1.77 million.
4. Our last payment to Cal Mortgage was in April and the Bond Reserve funds will pay off the existing obligation on June 1st. Cal Mortgage loans have been around in one form or another since 1983 for different projects primarily the Burney LTC in 1994 and various refinancing's that increased the term.
5. CHFFA is also now completely paid off so between the two loans we have freed up over 52K a month.
6. We received 762K between OP Supplemental and HQAF payments in March.

Payments by Service Type YTD



Statistics

1. Acute Discharges and Days are down significantly from the prior year.
2. Swing Days are up by 18.82% due to an increased length of stay.
3. Surgery Services are down but are staffed in a much more efficient manner than in the past.
4. OP Services have increased by 14%.
5. Lab had not reported it's stats in time for the packet.
6. Hospice Days are up over last year which was a very slow year.
7. Cardiac Rehab visits are down which is disappointing given the demographics of the community.
8. Telemedicine is really picking up with 31 visits last month.

Income Statement

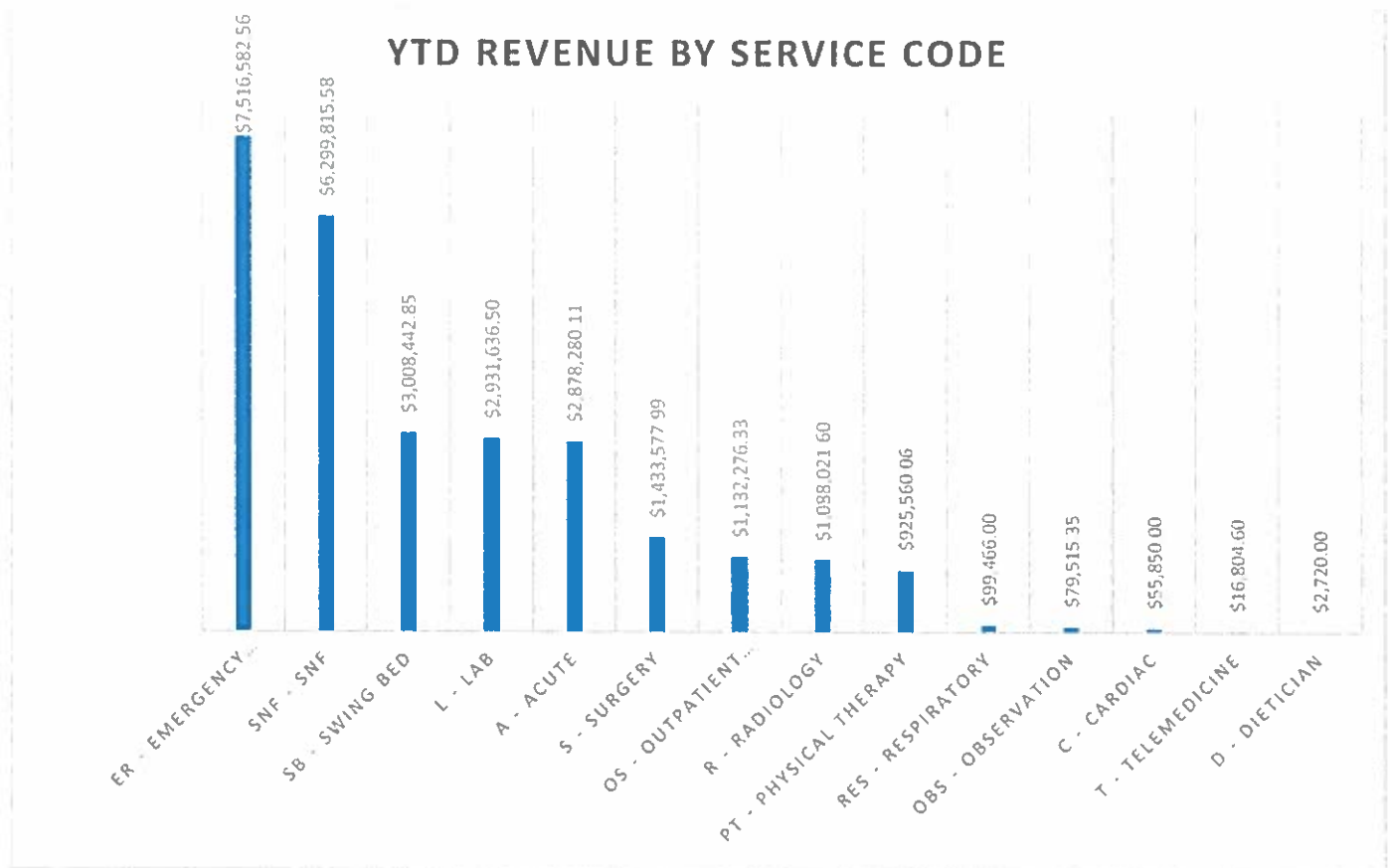
1. Total Revenue is down for the year which is mostly due to the decrease in Acute and SNF days.
2. Contractuals are lower than last year due to receivables (IGT, QUAF) which can be difficult to accurately quantify and require some adjustments at the end of the year. For example there are 2 payments we are going to receive before June 30th that I don't even have estimates to work with yet. Using historical data and the estimates we do have I try to skew on the conservative side. Also for patient payments we do a full review quarterly of contractuals and make adjustments as needed.
3. Employee Benefits are up due to the health insurance rate increases in January.
4. Acute and SNF Purchased Services are up by 551K compared to the prior year.
5. Repairs are up as we addressing a lot of deferred maintenance.
6. Total Operating Expenses are up by 5.31% mostly due to travelers and health insurance.
7. Net Income is up by 187K over the prior year.

Balance Sheet

1. Accounts Receivable other is up due to the Prime, HQAF receivables and an auditors adjusting journal entry. I typically drag my feet on some of the AR other and payable entries on the QAFs and IGTs as the funding fluctuates so much from year to year.
2. The Hospital Expansion CIP increases monthly as the project proceeds. This will really start to increase quickly as construction starts.
3. Current Liabilities are up due to the booking of Prime, HQAF and IGT payables.
4. On the year end financials the current and long term portion of the 2007 revenue bond will be zero.
5. Construction Donations are up as the foundation has banked and pledged.

Miscellaneous

1. Average Revenue per day dipped down to 98k per day.
2. On the chart tab you will a dip in Acute/Swing Days over the last few years in March.
3. Currently we are switching from DSG to Experian to bill so I expect AR to increase and collections to drop in May as the billers adjust to the new system.



MAYERS MEMORIAL HOSPITAL

Statistical Data

Fiscal Year Ending JUNE 30, 2018

COMPARISON TO ACTUAL

2018		2018			FYE 2018	FYE 2017		
MARCH	FEBRUARY			VOLUME:	YTD	YTD		% Increase
Actual	Actual	Variance			Actual	Actual	Variance	or Decrease
				DISCHARGES				
28	15	13		Acute	168	218	(50)	-22.91%
7	15	(8)		Swing Bed	81	80	1	1.32%
3	2	1		Skilled Nursing Care (DISCHG)	48	54	(6)	-11.11%
0	0	0		Observations	8	3	5	166.72%
				PATIENT DAYS				
88	58	30		Acute	556	681	(125)	-18.41%
82	168	(86)		Swing Bed	1131	952	179	18.82%
2395	1938	457		Skilled Nursing Care	20513	20,746	(233)	-1.11%
				LENGTH OF STAY				
3.14	3.87	(1)		Acute	3.31	3.12	0	6.12%
11.71	11.20	1		Swing Bed	13.96	11.90	2	17.32%
				Skilled Nursing Care				
				AVERAGE DAILY CENSUS				
2.84	2.07	1		Acute	2.03	2.49	(0)	-18.51%
2.65	6.00	(3)		Swing Bed	4.13	3.47	1	19.02%
77.26	69.21	8		Skilled Nursing Care	74.86	75.72	(1)	-1.11%
				ANCILLARY SERVICES				
3	0	3		Surgery Inpatient Visits	12	20	(8)	-40.01%
15	23	(8)		Surgery OP/ procedure visits	172	195	(23)	-11.81%
374	325	49		Emergency Room Visits	3141	3,038	103	3.42%
118	124	(6)		Outpatient Services Procedures	1204	1,054	150	14.22%
N/A	753	#VALUE!		Laboratory Visits	N/A	7,290	#VALUE!	#VALUE!
445	380	65		Radiology Procedures	3709	3,618	91	2.52%
110	98	12		Hospice Patient Days	971	671	300	44.72%
232	217	15		Physical Therapy visits	2539	2,419	120	5.02%
276	213	63		Cardiac Rehab	1980	2,181	(201)	-9.21%
31	17	14		Telemedicine visits	113	0	113	#DIV/0!
23	18	5		Admissions from ER	169	176	(7)	-4.01%
6	6	0		Transfers from ER	93	78	15	19.22%
				PRODUCTIVITY:				
				Productive FTE's				
16.03	16.92			Nursing - Acute	17.03	16.03		
54.40	56.76			Long Term Care	53.23	55.39		
33.10	35.00			Ancillary	34.81	41.69		
80.66	81.75			Service	75.75	74.95		
184.19	190.43			Total Productive	180.82	188.06		
19.40	16.83			Non-Productive FTE's	21.54	22.77		
203.59	207.26			Paid FTE's	202.36	210.83		
				PRODUCTIVE FTE PER				
2.61	2.75			ADJUSTED OCCUPIED BED	2.58	2.80		

MAYERS MEMORIAL HOSPITAL

Statement of Revenue and Expenses

Fiscal Year Ending JUNE 30, 2018

COMPARISON TO ACTUAL

2018 MARCH ACTUAL	2017 MARCH ACTUAL	Variance		FYE 2018 YTD ACTUAL	FYE 2017 YTD ACTUAL	Variance	Increase Decrease %
390,718	313,343	77,375	Acute	4,176,633	3,937,894	238,739	6.12%
772,924	662,969	109,955	Skilled Nursing	6,453,438	6,364,942	88,496	1.42%
			Inpatient Ancillary				
191,401	179,615	11,786	Acute	1,710,522	2,441,255	(730,733)	-29.91%
1,993	12,712	(10,719)	Skilled Nursing	12,927	59,304	(46,377)	
1,357,035	1,168,638	188,397	Total Inpatient Revenue	12,353,520	12,803,395	(449,876)	-3.51%
1,710,949	1,911,586	(200,636)	Total Outpatient Revenue	15,500,396	14,772,151	728,245	4.92%
3,067,985	3,080,224	(12,239)	Total Patient Revenue	27,853,916	27,575,547	278,370	1.02%
			DEDUCTIONS FROM REVENUE				
368,663	851,876	483,213	Contractuals - Care/Cal	6,166,001	6,835,288	669,287	
116,449	107,586	(8,863)	Contractuals - PPO	1,091,548	969,227	(122,321)	
35,122	0	(35,122)	Charity and Write Offs	101,033	42,452	(58,580)	
27,473	33,286	5,813	Admin Adjmts/Emp Discounts	494,586	457,842	(36,744)	
388,674	79,284	(309,390)	Provision for Bad Debts	540,678	767,041	226,363	
936,382	1,072,032	135,650	Total Deductions	8,393,845	9,071,851	678,005	
21,636	31,630	(9,993)	Other Operating Revenues	346,847	256,503	90,344	
2,153,239	2,039,822	113,417	Net Revenue	19,806,918	18,760,199	1,046,719	
			OPERATING EXPENSES				
777,843	773,715	(4,128)	Productive Salaries	6,747,083	6,874,642	127,559	1.92%
131,631	148,323	16,692	Non-Productive Salaries	890,248	896,989	6,741	.82%
269,267	179,761	(89,506)	Employee Benefits	2,233,292	1,967,778	(265,514)	-13.51%
246,795	236,441	(10,354)	Supplies	1,734,923	1,715,147	(19,776)	-1.21%
148,220	126,459	(21,761)	Professional Fees	1,372,787	1,321,340	(51,447)	-3.91%
37,205	3,437	(33,768)	Acute/Swing Purchased Serv	179,289	54,565	(124,724)	-228.61%
116,661	42,363	(74,298)	SNF Purchased Serv	1,007,279	580,924	(426,355)	-73.41%
138,515	131,072	(7,444)	Other Purchased Services	1,255,598	1,180,946	(74,652)	-6.31%
19,002	16,499	(2,504)	Repairs	365,529	288,614	(76,916)	-26.71%
40,777	35,857	(4,920)	Utilities	374,120	382,494	8,375	2.22%
29,006	13,243	(15,763)	Insurance	169,998	159,211	(10,787)	-6.81%
78,449	26,046	(52,403)	Other	507,433	371,985	(135,449)	-36.41%
105,958	126,251	20,293	Depreciation	951,410	1,015,853	64,443	6.32%
0	0	0	Bond Repayment Insurance	0	0	0	
19,792	29,076	9,284	Bond Repayment Interest	258,793	276,222	17,429	6.32%
1,978	5,007	3,029	Interest	17,391	35,381	17,990	50.82%
12,123	39,002	26,880	Rental - Lease	76,726	106,384	29,658	27.92%
2,173,222	1,932,552	(240,671)	Total Operating Expense	18,141,898	17,228,473	(913,425)	-5.31%
(19,983)	107,270	(127,253)	Income From Operations	1,665,020	1,531,725	133,294	
			NON-OPERATING REVENUE AND EXPENSE				
157,264	173,842	(16,577)	Non-Operating Revenue	1,664,237	1,609,606	54,631	
0	0	0	Interest Income	0	74	(74)	
7,418	7,418	0	Non-Operating Expense	66,758	66,758	0	
149,847	166,424	(16,577)	Total Non-Operating	1,597,479	1,542,922	54,556	
129,864	273,694	(143,830)	NET INCOME	3,262,498	3,074,648	187,851	

Balance Sheet

	MARCH 2018	FEBRUARY 2018
CURRENT ASSETS		
Cash (General/Payroll/Petty Cash)	1,067,447	196,571
Reserve Cash (unrestricted)	4,010,172	5,350,172
Reserve Cash (restricted) - USDA Debt Serv / Construction	720,955	814,658
Accounts Receivable	6,005,458	5,992,451
County Treasury receivable	98,658	34,511
Less: Reserve for Uncollectibles	(652,069)	(520,274)
Reserve for Medicare/Medi-Cal	(1,564,202)	(1,657,282)
Inventories	368,355	367,143
Accounts Receivable - Other	3,393,210	1,993,508
Accts Recvble - Construction Donations - Current	1,353,296	817,323
Prepaid Expenses	293,705	324,717
Medicare/Medi-Cal Settlement	2,184,033	1,676,789
TOTAL CURRENT ASSETS	17,279,015	15,390,286
PROPERTY, PLANT AND EQUIPMENT		
Land	753,510	753,510
Building and Fixed Equipment	11,467,558	11,467,558
Equipment	11,501,713	11,501,713
Construction in Progress (other)	622,274	614,106
Hospital expansion	5,429,907	5,403,336
Less: Reserve for Depreciation	(20,183,834)	(20,077,876)
TOTAL PROPERTY, PLANT AND EQUIPMENT	9,591,128	9,662,347
OTHER ASSETS (includes 2007 Bond / AP Bond / G.O. BOND)		
Bond Indenture agreement - held by trustee	391,755	351,322
Bond Reserve Funds held by trustee	491,825	491,365
Other Receivable-Fund Raising Long Term	1,318,060	1,228,800
Unamortized Bond Issue Cost	(24,468)	(54,373)
Unamortized Bond Discount	(5,113)	(5,432)
Unamortized Cost of Bond Defeasance	15,375	20,393
AP Bond - issue / discount / cost	(0)	(0)
G.O. Bond - issue / discount / cost	(324,363)	(356,461)
TOTAL OTHER ASSETS	1,863,071	1,675,614
TOTAL ASSETS	28,733,214	26,728,247
CURRENT LIABILITIES		
Accounts Payable	509,254	492,932
Accrued Payroll	284,854	276,506
Accrued Payroll Taxes	10,114	(73,793)
Accrued Vacation & Holiday	488,636	467,510
Accrued Health Insurance	34,511	34,677
Accrued Interest	(81,958)	347,915
E.H.R. contingency/deferred revenue	171,206	280,040
CHAFFA	12,284	24,536
PRIME PLAN	465,000	(2,800)
HQAF	632,927	0
IGT (TRAD/PHP)	698,331	0
Current Portion of Long Term Debt (2007 Bond)	455,000	455,000
Current Portion of Medicare/Medi-Cal Settlement	0	0
TOTAL CURRENT LIABILITIES	3,680,159	2,302,523
LONG-TERM DEBT		
Revenue Bonds (2007 Bond / AP Bond / G.O. Bond)		
2007 Revenue Bond	390,000	390,000
G.O. Bond	1,270,743	1,180,822
Construction Donations - deferred revenue	2,671,356	2,046,123
Capital Leases / Settlement pymt		
Leases	65,557	82,686
GO BOND SERIES B & REFUNDING	6,950,070	6,922,149
TOTAL LONG-TERM DEBT	11,347,726	10,621,781
FUND EQUITY	13,705,329	13,803,943
TOTAL LIABILITIES AND FUND BALANCE	28,733,214	26,728,247
CURRENT RATIO:	4.92	7.61

MAYERS MEMORIAL HOSPITAL
SUMMARY OF SERVICES - DEPOSITS - REFUNDS
 - Fiscal Year 2018

DATE:	REVENUE / SERVICES	AVERAGE			RESERVE DEPOSITS	MISC. PAYMENTS	MISC. PYMTS PT RELATED	PATIENT PAYMENTS	ADJUSTMENTS & WRITE-OFFS	REFUNDS
		DAILY REVENUE	TOTAL DEPOSITS	TOTAL DEPOSITS						
July 31, 2017	2,836,868.36	91,511.88	1,546,588.48	0.00	51,004.54	25,055.00	1,470,528.94	909,011.11	7,568.24	
August 31, 2017	3,171,196.46	102,296.66	1,838,495.44	0.00	45,865.64	0.00	1,792,629.80	1,520,008.53	5,467.39	
September 30, 2017	3,137,672.03	104,589.07	1,628,967.48	0.00	24,861.80	0.00	1,604,105.68	1,253,719.92	5,586.50	
October 31, 2017	3,319,405.12	107,077.58	5,315,451.34	0.00	4,126.26	3,395,779.60	1,915,545.48	1,671,977.96	10,337.12	
November 30, 2017	3,193,431.01	106,447.70	1,979,360.32	0.00	44,618.76	0.00	1,934,741.56	1,126,454.45	27,076.87	
December 31, 2017	2,769,585.44	89,341.47	2,689,483.52	0.00	109,523.39	750,000.00	1,829,960.13	1,358,873.74	11,018.43	
January 30, 2018	3,319,941.97	107,094.90	2,561,209.47	0.00	413,324.05	132,398.00	2,015,487.42	1,399,286.22	7,163.37	
February 28, 2018	2,894,042.87	103,358.67	1,809,184.12	0.00	434,698.31	0.00	1,374,485.81	1,207,220.96	21,938.88	
March 31, 2018	3,047,825.03	98,316.94	2,563,741.29	0.00	0.00	787,154.46	1,776,586.83	1,349,387.64	4,977.11	
April 30, 2018	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
May 31, 2018	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
June 30, 2018	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
YTD TOTAL	27,689,968.29	101,114.99	21,932,481.46	0.00	1,128,022.75	5,090,387.06	15,714,071.65	11,795,940.53	101,133.91	

	ACCOUNTS RECEIVABLE AGING			JAN DAYS OUT
	MAR \$ OUTSTANDING	FEB DAYS OUT	MAR DAYS OUT	
MEDICARE	1,936,695.03	50.92	43.18	40.01
MEDI - CAL	2,077,924.94	54.62	54.71	54.36
THIRD PARTY	1,162,167.77	58.19	67.22	53.87
PRIVATE	855,268.32	369.57	307.57	684.32
LTC ONLY (INCLUDE)	1,751,571.26	71.47	78.43	67.57
OVERALL	6,032,056.06	60.31	58.62	55.46

	PAYOR MIX - YTD % OF REVENUE			3 MONTH AVERAGE
	MAR	FEB	JAN	
MEDICARE	38.65%	46.55%	45.54%	43.58%
MEDI - CAL	41.00%	34.66%	35.12%	36.93%
THIRD PARTY	16.25%	17.37%	16.81%	16.81%
PRIVATE	4.10%	1.42%	2.53%	2.68%

**MAYERS MEMORIAL HOSPITAL
2017-2018 OPERATING ACTUAL**

YEAR TO DATE
03/31/2018 03/23/2017
ACTUAL ACTUAL

	Jul-17	AUG	SEPT	OCT	NOV	DEC	Jan-18	FEB	MAR	APR	MAY	JUN	ACTUAL	ACTUAL
Operating Revenue:														
Routine														
Acute	294,963	457,955	454,120	494,251	559,625	444,468	553,778	526,757	390,718	0	0	0	4,176,633	3,937,894
SNF	736,026	717,965	750,455	733,366	717,729	723,771	694,221	606,982	772,924	0	0	0	6,453,438	6,364,942
Ancillary														
Acute	119,931	245,848	200,888	208,207	217,627	162,164	189,742	174,714	191,401	0	0	0	1,710,522	2,441,255
Acute	1,690	4,681	4,077	0	0	0	486	0	1,993	0	0	0	12,927	59,304
SNF	1,700,914	1,759,559	1,746,239	1,903,024	1,720,625	1,453,378	1,903,671	1,602,038	1,710,949	0	0	0	15,500,396	14,772,151
Outpatient	2,853,523	3,186,008	3,155,779	3,338,847	3,215,605	2,783,781	3,341,897	2,910,491	3,067,985	0	0	0	27,853,916	27,575,547
Less Deductions:														
Contractuals - Care/Cal	693,704	831,328	1,014,479	(54,668)	873,431	695,895	920,833	822,336	368,663	0	0	0	6,166,001	6,835,288
Contractuals - PPO	99,427	146,799	77,030	154,269	107,440	106,134	187,314	96,686	116,449	0	0	0	1,091,548	969,227
Charity Care & Write off	40	0	0	(117)	25,649	0	19,503	20,836	35,122	0	0	0	101,033	42,452
Other Contractual write offs	9,121	16,095	74,531	120,101	123,660	59,174	29,908	34,524	27,473	0	0	0	494,566	457,842
Provision For Bad Debts	63,371	59,801	7,520	(36,167)	(3,578)	60,023	(36,728)	37,762	388,674	0	0	0	540,678	767,041
Total Deductions	865,662	1,054,022	1,173,561	183,417	1,126,602	921,226	1,120,830	1,012,143	936,382	0	0	0	8,393,845	9,071,851
Other Revenue	27,952	27,863	34,158	51,934	42,194	36,885	38,559	65,665	21,636	0	0	0	346,847	256,503
Net Revenue	2,015,812	2,159,850	2,016,376	3,207,364	2,131,198	1,899,440	2,259,626	1,964,013	2,153,239	0	0	0	19,806,918	18,760,199
Operating Expenses:														
Salaries - Productive	749,823	779,700	728,147	787,974	685,157	782,979	726,007	729,453	777,843	0	0	0	6,747,083	6,874,642
Salaries - Non-productive	95,062	78,043	130,366	88,427	97,619	75,982	110,104	83,014	131,631	0	0	0	890,248	896,989
Employee Benefits	251,828	229,017	249,583	231,600	229,467	246,107	284,987	241,435	269,267	0	0	0	2,233,292	1,967,778
Supplies	157,107	253,835	189,340	191,089	213,498	224,093	57,306	201,881	246,795	0	0	0	1,734,923	1,715,147
Professional Fees	199,261	140,839	121,683	137,279	199,812	136,032	140,424	149,235	149,220	0	0	0	1,372,787	1,321,340
Acute/Swing/OB Purchased Serv	5,625	6,512	4,500	4,426	28,154	13,990	22,181	56,696	37,205	0	0	0	179,289	54,565
SNF Purchased Services	96,618	136,637	117,212	114,748	115,893	105,672	116,949	86,888	116,661	0	0	0	1,007,279	580,924
Other Purchased Services	111,029	179,190	148,781	115,843	137,518	124,103	187,297	113,322	138,515	0	0	0	1,255,598	1,180,946
Repairs & Maintenance	61,832	61,202	70,909	38,510	39,014	(9,511)	62,325	22,247	19,002	0	0	0	365,529	288,614
Utilities	46,704	51,622	45,406	38,223	34,346	38,499	43,746	34,797	40,777	0	0	0	374,120	382,494
Insurance	14,838	22,630	17,169	17,297	17,297	17,297	17,297	17,297	29,006	0	0	0	169,998	159,211
Other Expense	33,642	34,509	45,929	39,598	40,498	43,533	141,213	50,063	78,449	0	0	0	507,433	371,985
Depreciation	103,249	105,387	106,100	106,244	106,244	106,313	105,958	105,958	105,958	0	0	0	951,410	1,015,853
Bond Repayment Insurance	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bond Repayment Interest	27,690	26,947	85,470	19,661	19,609	19,999	19,865	19,761	19,792	0	0	0	258,793	276,222
Interest	1,680	2,786	1,418	1,587	2,304	957	2,236	2,444	1,978	0	0	0	17,391	35,381
Rent/Lease Equipment	5,199	10,647	2,935	11,399	1,929	1,929	10,466	17,104	12,123	0	0	0	76,726	106,384
Total Operating Expense	1,961,186	2,119,502	2,064,948	1,937,282	1,977,829	1,927,974	2,048,361	1,931,593	2,173,222	0	0	0	18,141,898	17,228,473
Net Operating Rev over Expense	54,626	40,348	(48,572)	1,270,082	153,369	(28,534)	211,265	32,420	(19,983)	0	0	0	1,665,020	1,531,725
Non-Operating Revenue:														
Non-operating Revenue	160,064	197,463	160,064	162,564	206,975	244,597	210,180	165,064	157,264	0	0	0	1,664,237	1,609,606
Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0	74
Other non-operating Expense	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	0	0	0	66,758	66,758
Total Non-Operating Revenue	152,647	190,045	152,647	155,147	199,558	237,179	202,762	157,647	149,847	0	0	0	1,597,479	1,542,922
Net Revenue over Expense	207,273	230,393	104,075	1,425,229	352,926	208,645	414,027	190,067	129,864	0	0	0	3,262,498	3,074,648

	YTD	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	ACTUAL
DAYS CASH ON HAND (MTD)	74.93	53.39	42.80	106.52	102.60	110.76	97.42	85.07	76.14	0	0	0	0.00
AVERAGE YTD	74.93	64.16	57.04	69.41	76.05	81.83	84.06	90.86	83.29	0	0	0	0.00

**MAYERS MEMORIAL HOSPITAL
2016-2017 OPERATING ACTUAL**

	JUN-16	AUG	SEPT	OCT	NOV	DEC	Jan-17	FEB	MAR	APR	MAY	JUN	TOTAL	03/31/2017
<u>Operating Revenue:</u>														
Routine														
Acute	405,133	517,477	316,395	404,141	470,275	477,924	604,838	428,369	313,343	506,844	404,362	301,535	5,150,636	3,937,894
SNF	763,719	756,179	718,360	740,180	728,052	709,408	632,388	653,687	662,969	659,101	709,946	699,774	8,432,763	6,364,942
Ancillary														
Acute	219,129	346,598	373,670	259,379	261,639	225,164	347,641	228,421	179,615	276,104	254,851	175,859	3,148,069	2,441,255
SNF	5,425	6,298	6,979	2,891	5,451	10,187	2,535	6,827	12,712	5,786	5,288	4,188	74,566	59,304
Outpatient	1,287,615	2,060,994	1,597,685	1,493,017	1,466,375	1,701,634	1,557,413	1,693,832	1,911,586	1,673,029	1,686,344	1,610,910	19,742,434	14,772,151
	2,681,020	3,687,546	3,013,089	2,899,608	2,933,793	3,124,316	3,144,815	3,011,136	3,080,224	3,119,865	3,060,791	2,792,266	36,548,468	27,575,547
Less Deductions:														
Contractuals - Care/Cal	745,681	989,200	1,012,789	536,850	782,630	954,695	333,629	627,928	851,876	1,047,323	721,186	1,216,140	9,819,938	6,835,288
Contractuals - PPO	81,962	68,102	144,118	108,885	114,780	83,638	93,296	166,850	107,566	111,281	127,254	91,514	1,299,276	989,227
Charity Care & Write off	0	75	7,994	6,173	0	14,460	11,104	2,646	0	1,984	4,982	21,027	70,445	42,452
Other Contractual write offs	12,528	7,064	108,507	62,754	16,184	132,307	35,239	49,973	33,286	134,601	127,822	137,690	857,955	457,842
Provision For Bad Debts	86,953	146,392	(15,009)	81,761	47,322	123,496	5,966	210,876	79,284	20,893	51,817	7,190	846,941	767,041
Total Deductions	927,124	1,210,833	1,258,410	796,422	960,926	1,308,597	479,234	1,058,272	1,072,032	1,316,083	1,033,061	1,473,561	12,894,555	9,071,851
Other Revenue	38,805	13,989	6,610	21,912	31,250	52,231	4,297	53,780	31,630	41,437	118,781	27,441	444,161	256,503
Net Revenue	1,792,701	2,490,702	1,763,289	2,125,097	2,004,116	1,867,950	2,669,878	2,006,643	2,039,822	1,845,219	2,146,511	1,346,146	24,098,075	18,760,199
<u>Operating Expenses:</u>														
Salaries - Productive	769,962	819,448	738,270	768,445	710,588	776,331	785,116	732,767	773,715	800,984	794,809	738,595	9,209,031	6,874,642
Salaries - Non-productive	92,359	77,138	109,946	109,368	94,837	78,703	181,042	5,272	148,323	106,967	76,557	93,108	1,173,620	896,969
Employee Benefits	225,346	187,209	251,213	242,180	212,094	215,877	239,835	239,835	179,761	261,458	227,817	222,861	2,679,914	1,967,778
Supplies	170,985	206,551	200,185	194,479	206,212	185,644	200,374	114,264	236,441	232,080	142,495	260,889	2,350,610	1,715,147
Professional Fees	186,592	140,521	155,728	154,797	140,201	138,705	137,012	141,323	126,459	125,000	135,750	103,202	1,685,303	1,321,340
Acute/Swing/OB Purchased Serv	15,117	4,264	4,989	4,855	3,942	3,665	5,220	9,066	3,437	5,067	4,367	10,059	113,147	54,565
SNF Purchased Services	56,797	31,251	109,687	82,417	80,546	86,536	50,222	41,104	42,363	62,772	76,197	89,147	809,039	580,924
Other Purchased Services	200,331	116,882	110,615	137,333	104,482	76,108	139,137	164,986	131,072	128,384	124,767	151,481	1,585,578	1,180,946
Repairs & Maintenance	25,838	33,555	31,083	31,196	63,116	18,495	29,682	39,150	16,499	26,246	34,803	37,894	387,557	288,614
Utilities	50,703	45,853	43,708	41,078	36,244	44,859	46,052	38,140	35,857	36,153	38,562	36,041	495,249	382,494
Insurance	30,934	5,559	18,246	18,188	18,304	18,246	18,246	18,246	13,243	18,246	18,246	18,246	213,949	159,211
Other Expense	45,280	28,532	49,901	34,801	46,167	42,785	43,266	55,205	26,046	45,222	45,448	76,584	541,239	371,985
Depreciation	108,490	108,096	108,802	109,349	109,349	109,220	109,796	126,500	126,251	114,743	103,622	103,723	1,337,941	1,015,853
Bond Repayment Insurance	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Bond Repayment Interest	29,626	29,615	40,776	29,584	29,569	29,486	29,423	29,068	29,076	28,980	3,443	52,621	361,266	276,222
Interest	9,075	9,104	(6,929)	5,596	5,091	5,057	4,809	571	5,007	5,038	4,614	4,515	49,549	35,381
Rent/Lease Equipment	4,302	23,333	15,104	12,826	4,596	10,160	7,629	(10,568)	39,002	6,813	1,604	12,872	127,673	106,384
Total Operating Expense	2,021,746	1,866,912	1,979,335	1,976,493	1,865,338	1,839,879	2,001,291	1,744,930	1,932,552	2,004,155	1,872,200	2,015,837	23,120,666	17,228,473
Net Operating Rev over Expense	(229,044)	623,790	(216,046)	148,604	138,778	28,072	668,587	261,714	107,270	(158,936)	274,311	(669,691)	977,409	1,531,725
<u>Non-Operating Revenue:</u>														
Non-operating Revenue	163,724	159,614	169,458	292,124	159,464	160,202	159,112	172,068	173,842	189,614	128,428	436,985	2,364,633	1,609,606
Interest Income	37	37	0	0	0	0	0	0	0	0	0	0	74	0
Other non-operating Expense	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	7,418	89,011	66,758
Total Non-Operating Revenue	156,344	152,233	162,040	284,706	152,046	152,784	151,694	164,651	166,424	182,196	121,010	428,567	2,275,696	1,542,922
Net Revenue over Expense	(72,701)	776,024	(54,006)	433,311	290,824	180,855	820,281	426,365	273,694	23,260	395,321	(240,124)	3,253,105	3,074,648
YTD	0	(72,701)	649,317	1,082,628	1,373,452	1,554,307	2,374,589	2,800,953	3,074,648	3,097,908	3,493,229	3,253,105	3,253,105	3,074,648

MAYERS MEMORIAL HOSPITAL DISTRICT
 FINANCIAL SNAPSHOT
 MONTH ENDED MARCH 31, 2018

FISCAL 2018

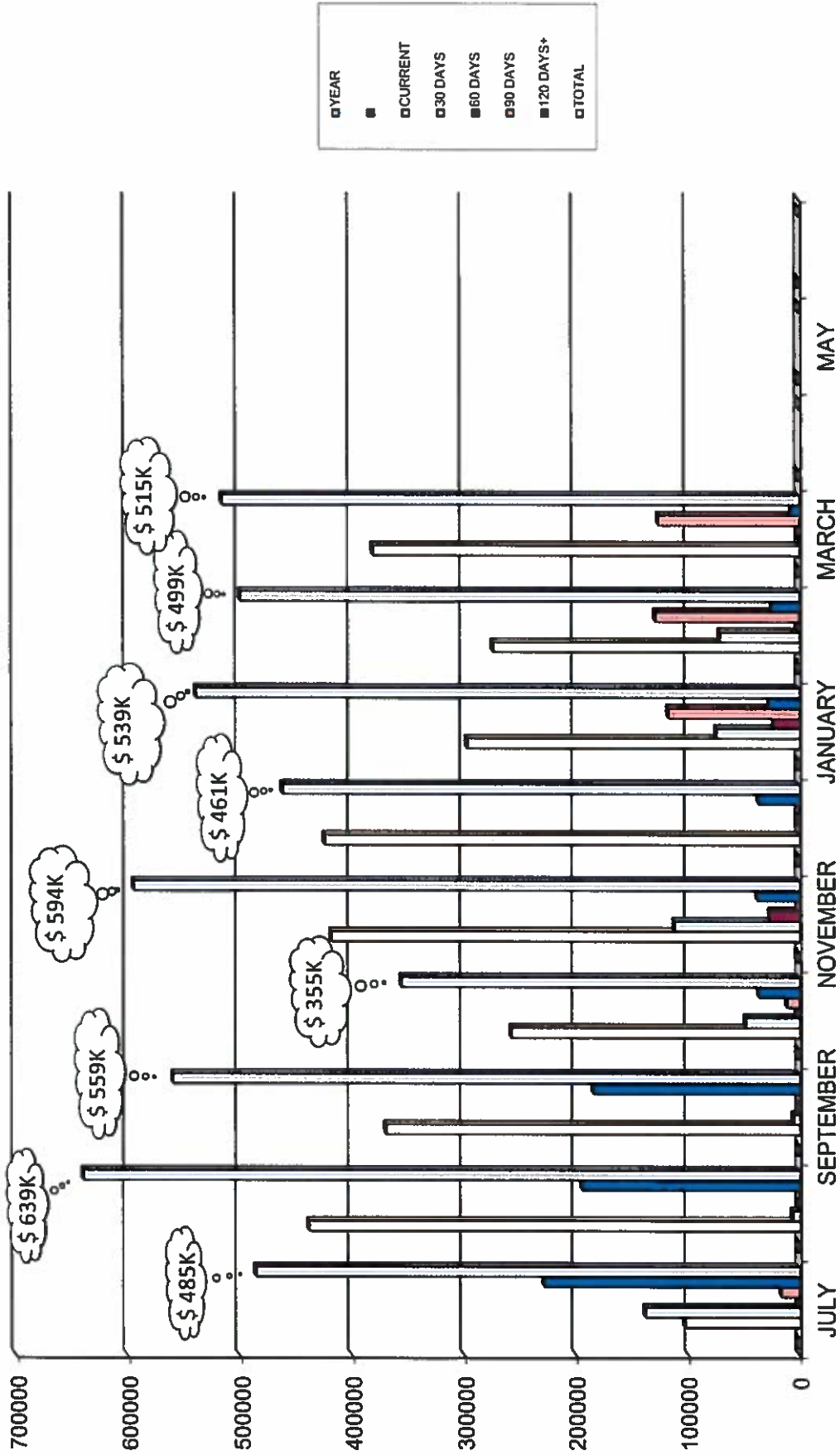
FINANCIAL DATA ACROSS ENTIRE ENTERPRISE
 ACTUAL YTD ACTUAL YTD

	MARCH 18	MARCH 17	Variance\$\$	Variance %
Inpatient Revenue				
Acute/OB/Swing	\$ 4,176,633	\$ 3,937,894	238,739.10	6%
SNF	\$ 6,453,438	\$ 6,364,942	88,495.79	1%
Inpatient Ancillary Revenue				
Acute/OB/Swing	1,710,522	2,441,255	(730,733.49)	-30%
SNF	12,927	59,304	(46,376.94)	-78%
Outpatient Revenue	15,500,396	14,772,151	728,245.19	5%
Total Gross Revenue	\$ 27,853,916	\$ 27,575,547	278,369.65	1%

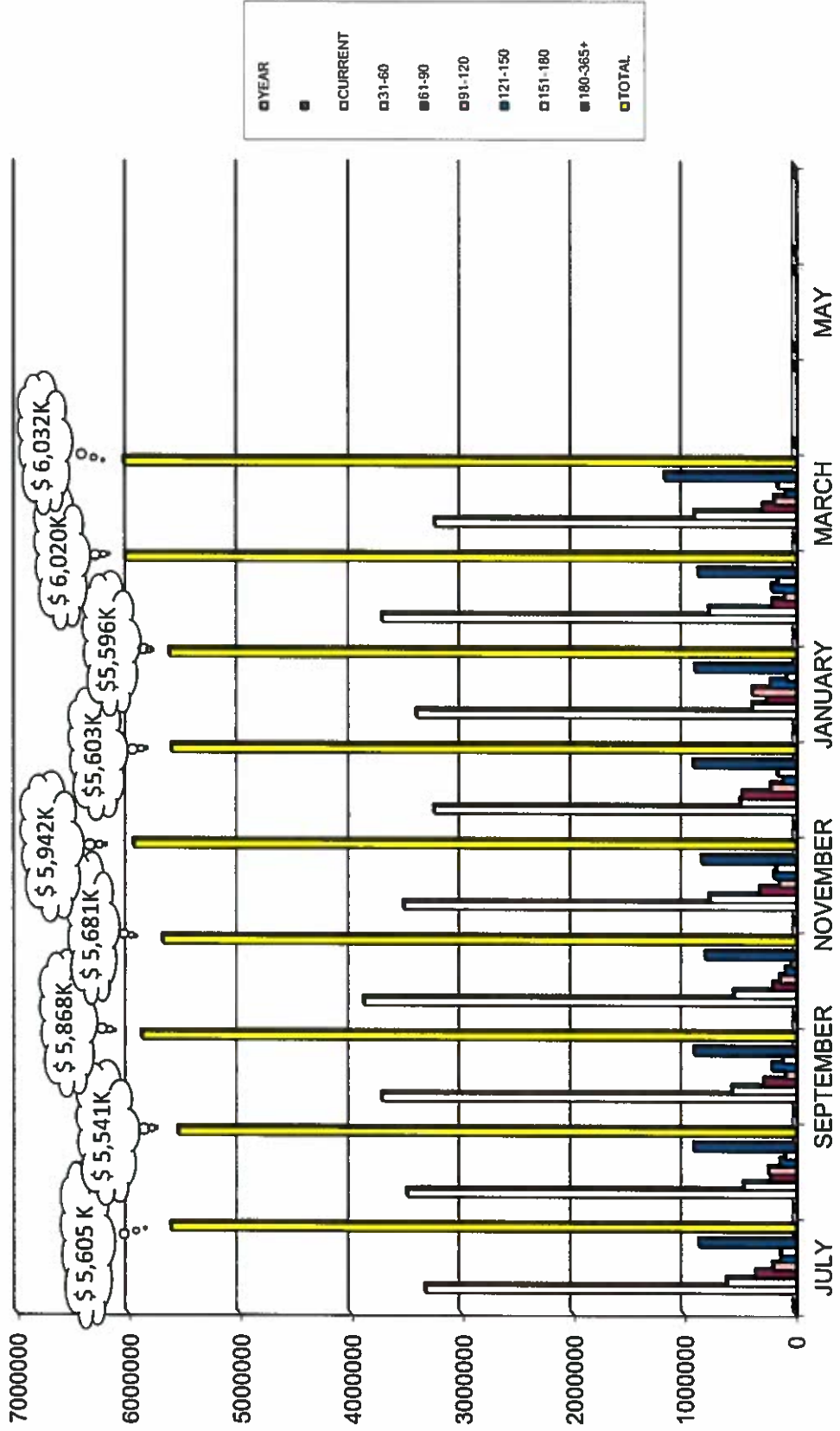
ACTUAL YTD ACTUAL YTD

	MARCH 18	MARCH 17	Variance	Variance %
Statistics				
Patient Days	22200	22379	(179)	-0.8%
Outpatient Services	1,204	1054	150	14%
Labs - MARCH STATS N/A	6,392	7290	(898)	-12%
Imaging	3,709	3618	91	3%
Hospice	971	671	300	45%
PT	2539	2419	120	5%

ACCOUNTS PAYABLE



ACCOUNTS RECEIVABLE



ACCOUNTS RECEIVABLE

MONTH	YEAR	CURRENT	31-60	61-90	91-120	121-150	151-180	180-365+	TOTAL
JULY	2017	3,321,560.72	616,495.49	352,261.32	198,260.98	126,718.65	129,986.30	859,622.31	5,604,905.77
AUGUST	2017	3,486,290.52	462,742.97	217,713.12	238,242.09	134,538.03	93,559.85	908,189.48	5,541,276.06
SEPTEMBER	2017	3,716,851.80	565,468.07	276,424.07	85,904.90	206,053.51	115,235.10	902,467.72	5,868,405.17
OCTOBER	2017	3,878,268.98	550,399.54	195,477.77	139,291.21	80,924.84	33,499.41	803,608.22	5,681,469.97
NOVEMBER	2017	3,518,916.39	769,343.28	316,276.66	140,353.74	186,633.17	170,819.77	839,415.05	5,941,758.06
DECEMBER	2017	3,243,622.20	491,547.71	469,975.10	219,750.34	104,887.94	161,691.51	912,227.53	5,603,702.33
JANUARY	2018	3,402,996.47	385,392.95	253,295.16	385,640.47	218,687.99	79,615.31	897,710.52	5,623,338.87
FEBRUARY	2018	3,715,116.87	772,921.84	202,819.00	94,892.13	207,117.75	158,174.02	869,167.26	6,020,208.87
MARCH	2018	3,239,105.68	905,622.30	287,808.80	189,041.71	81,693.92	159,313.58	1,169,470.07	6,032,056.06
APRIL	2018								0.00
MAY	2018								0.00
JUNE	2018								0.00

ACCOUNTS PAYABLE (includes accrued payables)

MONTH	YEAR	CURRENT	30 DAYS	60 DAYS	90 DAYS	120 DAYS+	TOTAL
JULY	2017	103,160.11	138,310.99	27.87	15,750.00	228,263.69	485,512.66
AUGUST	2017	437,957.64	5,833.74	530.00	514.50	194,559.18	639,395.06
SEPTEMBER	2017	369,351.58	5,167.09	0.00	0.00	184,406.75	558,925.42
OCTOBER	2017	257,922.22	48,175.37	2,175.46	10,847.34	36,407.52	355,527.91
NOVEMBER	2017	417,741.16	112,315.79	26,262.80	0.00	37,580.32	593,900.07
DECEMBER	2017	423,599.83	195.55	1,022.44	475.80	36,340.32	461,633.94
JANUARY	2018	297,149.27	74,491.88	22,534.31	117,567.94	26,848.21	538,591.61
FEBRUARY	2018	273,860.44	71,391.75	310.93	129,227.94	24,169.10	498,960.16
MARCH	2018	380,749.46	1,496.26	0.00	126,316.89	6,340.32	514,902.93
APRIL	2018						0.00
MAY	2018						0.00
JUNE	2018						0.00

MONTHLY COLLECTIONS - OBLIGATIONS FISCAL YEAR 2018

	2018												average	
	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	average	
	491,563.75	485,512.66	639,395.06	558,925.42	355,527.91	593,900.07	461,633.94	538,591.60	498,960.16	0.00	0.00	0.00	beg balance	
BEGINNING AP BALANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	513,778.95	
BEGINNING CREDIT LINE BALANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
CASH COLLECTIONS														
PATIENT PAYMENTS	1,441,915.58	1,798,338.39	1,557,840.85	1,863,353.57	1,871,150.20	1,795,777.37	1,977,003.96	1,289,972.24	1,725,768.46	0.00	0.00	0.00	0.00	cash collections
COST REPORT SETTLEMENTS	0.00	0.00	0.00	0.00	0.00	0.00	116,497.00	0.00	0.00	0.00	0.00	0.00	0.00	15,321,120.62
DSH (Disproportionate Share)	15,878.00	0.00	0.00	16,259.00	0.00	0.00	15,900.00	0.00	25,055.00	0.00	0.00	0.00	0.00	116,497.00
OUTPATIENT SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	619,960.00	0.00	0.00	0.00	0.00	73,092.00
DPMF SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	619,960.00
E.H.R. MCAL/MCARE INCENTIVES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
USDA FUNDING	0.00	0.00	6,577,725.68	0.00	17,467.19	11,278.51	0.00	18,655.50	27,920.25	0.00	0.00	0.00	0.00	6,653,047.13
PRIME	0.00	0.00	0.00	0.00	0.00	750,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750,000.00
IGT	0.00	0.00	0.00	1,178,883.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,178,883.84
QIP LTC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
HQARF	9,177.00	0.00	0.00	2,200,636.76	0.00	0.00	0.00	366,071.95	142,139.46	0.00	0.00	0.00	0.00	2,351,953.22
2017 G.O. BOND	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	366,071.95
TAXES	51,004.54	10,215.64	24,861.80	4,126.29	1,233.12	11,391.39	363,208.46	63,626.36	0.00	0.00	0.00	0.00	0.00	529,667.60
RENTS	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	2,232.00	0.00	0.00	0.00	0.00	20,088.00
VENDING / CAFETERIA	3,562.05	4,502.52	3,006.44	4,351.11	4,049.86	3,971.67	4,475.59	3,256.05	5,016.43	0.00	0.00	0.00	0.00	36,191.72
MISC (REBATES/REIMB ETC)	22,819.31	23,206.89	41,026.39	45,608.77	83,227.95	114,832.58	81,892.46	65,370.02	15,649.69	0.00	0.00	0.00	0.00	493,634.06
TOTAL COLLECTIONS	1,546,588.48	1,838,495.44	8,206,693.16	5,315,451.34	1,979,360.32	2,689,483.52	2,561,209.47	1,809,184.12	2,563,741.29	0.00	0.00	0.00	0.00	YTD total
EXPENSES														
INCOME STATEMENT EXPENSES	1,856,257.47	2,011,328.71	1,957,430.54	1,829,451.00	1,869,280.65	1,820,704.38	1,940,167.00	1,823,190.95	2,065,286.00	0.00	0.00	0.00	0.00	17,173,096.70
ASSET EXPENSES	5,857.00	172,821.38	31,902.00	22,882.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	233,462.38
CIP EXPENSES	24,460.24	226,686.34	133,591.91	104,236.86	6,730.76	10,775.36	45,881.66	34,139.55	34,738.65	0.00	0.00	0.00	0.00	621,241.33
IGT EXPENSES / PRIME REPYMT/ HQAF	0.00	574,768.00	0.00	0.00	0.00	375,000.00	375,000.00	0.00	1,093,035.00	0.00	0.00	0.00	0.00	2,417,803.00
USDA EXP (PAYOFF AP & GO BOND, ETC)	0.00	0.00	6,384,249.83	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,384,249.83
EMR LOAN	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
E.H.R STAGE 1 REPAYMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2007 REVENUE BOND	40,146.22	40,146.22	40,146.22	40,146.22	40,146.22	40,117.65	40,117.65	40,117.65	40,117.65	0.00	0.00	0.00	0.00	361,201.70
MEDICARE/MCAL REPAYMENT PLANS	268,003.05	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	0.00	0.00	0.00	0.00	363,613.05
CHFFA	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	12,314.72	0.00	0.00	0.00	0.00	110,832.48
CAPITAL LEASES	2,082.58	2,082.41	2,082.58	2,082.58	2,082.58	2,082.58	2,082.58	2,082.58	2,082.58	0.00	0.00	0.00	0.00	18,743.05
PG & E RETROFIT PAYMENT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
LINE OF CREDIT Prin/Int Payments	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL EXPENSES	2,209,121.28	3,040,147.78	8,561,717.80	2,011,113.38	1,930,554.93	2,260,994.69	2,511,173.61	1,911,845.45	3,247,574.60	0.00	0.00	0.00	0.00	27,684,243.52
collections less expenses	(662,532.80)	(1,201,652.34)	(355,024.64)	(3,304,337.96)	48,805.39	428,488.83	50,035.86	(102,661.33)	(683,833.31)	0.00	0.00	0.00	0.00	825,963.62
ENDING AP BALANCE	485,512.66	639,395.06	558,925.42	355,527.91	593,900.07	461,633.94	538,591.60	498,960.16	514,902.93	0.00	0.00	0.00	0.00	516,372.19
ENDING CREDIT LINE BALANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00