



Hazel Hawkins
MEMORIAL HOSPITAL

FINANCE COMMITTEE
Thursday, January 20, 2022, 5:00 p.m
Online Zoom Meeting
Agenda

Call to Order

I. Financial Reports:

- A. Financial Statements – December 2021

II. Financial Updates

- A. Finance Dashboard
- B. Conduent – Midas High Level Project Timeline

III. Capital

- A. Meditech Expense for Home Health Care (**Action item**)

IV. Contracts

V. Physician Agreements

- A. Jullian Nguyen, M.D. – Primary Care, Professional Services and Recruitment Agreements (**Action items**)
- B. Jiwu Sun, M.D. – Respiratory & Special Care Medical Director Professional Services Agreement (**Action item**)

Adjournment



Hazel Hawkins
MEMORIAL HOSPITAL

January 20, 2022

CFO Financial Summary for the Finance Committee:

For the month ending December 31, 2021, the District's Net Surplus (Loss) is \$985,418 compared to a budgeted Surplus (Loss) of \$99,346. The District exceeded its budget for the month by \$886,072.

For the YTD ending December 31, 2021, the District's Net Surplus (Loss) is \$2.7 million compared to a budgeted Surplus (Loss) of \$556,166. The District exceeded its budget YTD by \$2.1.

Acute discharges were 197 for the month, exceeding budget by 60 discharges or 44%. The ADC was 22.00 compared to a budget of 13.52. The ALOS was 3.46. The acute I/P gross revenue was over budget by **\$3.5 million** while O/P services gross revenue was **\$2. million** or 11% over budget. ER I/P visits were 153 and ER O/P visits were at the budget of 1,818 visits. The RHCs & Specialty Clinics treated 4,412 (includes 751 visits at the Diabetes Clinic) and 2,915 visits respectively.

Other Operating revenue exceeded budget by **\$51,782** due mainly physician collections exceeding budget.

Operating Expenses were over budget by **\$692,301** due mainly to variances in: Registry by \$279,255 and Supplies by \$368,484 due to the increase in COVID-19 patients. This offset the savings of \$135,534 in Employee Benefits due to less health insurance expense.

Non-operating Revenue exceeded budget by **\$20,124** due to larger than budgeted donations.

The SNFs ADC was **76.39** for the month. The Net Surplus (Loss) is **(\$156,551)** compared to a budget of \$62,422. The ADC is budgeted to be 82 residents for the month. YTD, the SNFs Net Surplus (Loss) is **(\$337,415)**.

The debt service ratio for the fiscal year ending June 30, 2021 is budgeted to exceed **1.25**, the days-cash-on-hand is projected to exceed **30.00** and the current ratio is projected to be less than **1.5**. The Cal- Mortgage 2021 bond covenant targets are a **1.25** DSR, **30** days-cash-on-hand and a **1.5** current ratio.

HAZEL HAWKINS MEMORIAL HOSPITAL - COMBINED
HOLLISTER, CA 95023
FOR PERIOD 12/31/21

	CURRENT MONTH				YEAR-TO-DATE					
	ACTUAL 12/31/21	BUDGET 12/31/21	POS/NEG VARIANCE	PERCENT VARIANCE	PRIOR YR 12/31/20	ACTUAL 12/31/21	BUDGET 12/31/21	POS/NEG VARIANCE	PERCENT VARIANCE	PRIOR YR 12/31/20
GROSS PATIENT REVENUE:										
ACUTE ROUTINE REVENUE	4,715,772	2,856,357	1,859,415	65	5,056,086	24,383,229	17,158,593	7,224,636	42	17,746,194
SNF ROUTINE REVENUE	1,544,900	1,656,900	(112,000)	(7)	1,428,810	9,679,460	9,714,802	(35,342)	0	8,331,550
AMCILLARY INPATIENT REVENUE	5,484,541	4,072,025	1,412,516	35	7,027,951	30,815,404	24,414,244	6,401,160	26	25,285,344
HOSPITALIST\PEDS I/P REVENUE	222,315	160,715	61,600	38	392,023	1,236,326	971,096	265,230	27	931,682
TOTAL GROSS INPATIENT REVENUE	11,967,527	8,745,997	3,221,530	37	13,904,870	66,114,419	52,258,735	13,855,684	27	52,294,770
AMCILLARY OUTPATIENT REVENUE	20,630,126	18,701,484	1,928,642	10	18,058,424	122,699,859	116,339,020	6,360,839	6	108,983,094
HOSPITALIST\PEDS O/P REVENUE	62,460	13,883	48,577	350	35,969	344,950	83,398	261,552	314	116,757
TOTAL GROSS OUTPATIENT REVENUE	20,692,587	18,715,367	1,977,220	11	18,094,393	123,044,809	116,422,418	6,622,391	6	109,099,851
TOTAL GROSS PATIENT REVENUE	32,660,113	27,461,364	5,198,749	19	31,999,263	189,159,228	168,681,153	20,478,075	12	161,394,621
DEDUCTIONS FROM REVENUE:										
MEDICARE CONTRACTUAL ALLOWANCES	7,574,857	7,059,358	515,499	7	9,621,015	45,878,254	44,038,459	1,839,795	4	41,006,030
MEDI-CML CONTRACTUAL ALLOWANCES	8,222,088	5,637,311	2,584,777	46	6,566,637	47,208,415	34,745,396	12,463,019	36	35,202,140
BAD DEBT EXPENSE	311,132	250,205	60,927	24	321,985	1,542,682	392,145	1,150,537	25	1,642,027
CHARITY CARE	47,881	66,038	(18,157)	(28)	64,788	419,247	407,133	12,114	3	451,969
OTHER CONTRACTUALS AND ADJUSTMENTS	4,209,291	3,691,917	517,374	14	4,638,170	23,688,475	22,743,466	945,009	4	24,149,158
HOSPITALIST\PEDS CONTRACTUAL ALLOW	(7,660)	5,238	(12,898)	(246)	15,341	46,600	31,634	14,966	47	13,664
TOTAL DEDUCTIONS FROM REVENUE	20,357,589	16,710,067	3,647,522	22	21,227,935	119,175,674	103,508,625	15,667,049	15	102,464,987
NET PATIENT REVENUE	12,302,525	10,751,297	1,551,228	14	10,771,328	69,983,554	65,172,528	4,811,026	7	58,929,634
OTHER OPERATING REVENUE	629,660	577,878	51,782	9	1,254,306	3,335,420	3,261,984	73,436	2	6,338,123
NET OPERATING REVENUE	12,932,184	11,329,175	1,603,009	14	12,025,634	73,318,974	68,434,512	4,884,462	7	65,267,758
OPERATING EXPENSES:										
SALARIES & WAGES	4,842,074	4,688,081	153,993	3	4,639,265	28,561,159	27,916,452	644,707	2	25,509,019
REGISTRY	452,479	172,802	279,677	162	335,760	2,350,195	1,036,874	1,313,321	127	1,985,876
EMPLOYEE BENEFITS	2,456,197	2,593,949	(137,752)	(5)	2,091,125	14,938,709	15,441,877	(503,168)	(3)	13,206,989
PROFESSIONAL FEES	1,424,124	1,437,106	(12,982)	(1)	1,405,735	8,531,174	8,568,976	(37,802)	0	8,161,373
SUPPLIES	1,377,611	986,630	390,981	40	1,531,292	7,032,456	6,037,261	995,195	17	6,262,316
PURCHASED SERVICES	943,894	958,857	(14,963)	(2)	1,037,883	5,929,200	5,802,676	126,524	2	6,021,094
RENTAL	143,015	139,631	3,384	2	198,968	901,441	837,797	63,644	8	964,826
DEPRECIATION & AMORT	302,395	323,395	(21,000)	(7)	346,151	1,869,283	1,940,370	(71,087)	(4)	2,041,204
INTEREST	1,845	5,777	(3,932)	(68)	8,699	34,830	26,131	8,700	(75)	19,162
OTHER	368,818	269,163	99,655	37	239,709	2,094,693	1,803,748	290,945	16	1,721,250
TOTAL EXPENSES	12,312,452	11,575,391	737,061	6	11,831,256	72,217,010	69,420,861	2,796,149	4	65,893,107
NET OPERATING INCOME (LOSS)	619,733	(246,216)	865,949	(352)	194,377	1,101,964	(986,349)	2,088,313	(212)	(625,350)

HAZEL HAWKINS MEMORIAL HOSPITAL - COMBINED
 HOLLIISTER, CA 95023
 FOR PERIOD 12/31/21

	CURRENT MONTH			PRIOR YR			YEAR-TO-DATE						
	ACTUAL 12/31/21	BUDGET 12/31/21	POS/NEG VARIANCE	PERCENT VARIANCE	ACTUAL 12/31/20	BUDGET 12/31/20	POS/NEG VARIANCE	PERCENT VARIANCE	ACTUAL 12/31/21	BUDGET 12/31/21	POS/NEG VARIANCE	PERCENT VARIANCE	PRIOR YR 12/31/20
NON-OPERATING REVENUE\EXPENSE:													
DONATIONS	125,244	110,000	15,244	14	103,877	144,387	4,387	3	144,387	140,000	4,387	3	122,405
PROPERTY TAX REVENUE	185,249	185,248	1	0	171,868	1,111,494	4	0	1,111,494	1,111,490	4	0	1,031,210
GO BOND PROF TAXES	160,091	160,090	1	0	155,365	960,543	0	0	960,543	960,543	0	0	932,190
GO BOND INT REVENUE\EXPENSE	(75,091)	(75,090)	(1)	0	(77,865)	(450,543)	0	0	(450,543)	(450,543)	0	0	(467,190)
OTHER NON-OPER REVENUE	12,828	7,866	4,962	63	24	52,204	5,006	11	52,204	47,198	5,006	11	487
OTHER NON-OPER EXPENSE	(42,634)	(42,627)	(7)	0	(63,785)	(265,063)	1,540	(1)	(265,063)	(266,623)	1,540	(1)	(383,856)
INVESTMENT INCOME	0	75	(75)	(100)	344	263	(187)	(42)	263	450	(187)	(42)	1,724
COLLABORATION CONTRIBUTIONS	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL NON-OPERATING REVENUE / (EXPENSE)	365,686	345,562	20,124	6	289,828	1,553,265	10,750	1	1,553,265	1,542,515	10,750	1	1,236,970
NET SURPLUS (LOSS)	985,418	99,346	886,072	892	484,206	2,655,229	2,099,063	377	2,655,229	556,166	2,099,063	377	611,621
EBIDA	\$ 1,245,447	\$ 380,368	\$ 865,079	227.43%	\$ 816,642	\$ 4,279,594	\$ 2,026,435	89.93%	\$ 4,279,594	\$ 2,253,159	\$ 2,026,435	89.93%	\$ 2,571,680
EBIDA MARGIN	9.63%	3.36%	6.27%	186.84%	6.79%	5.84%	2.54%	77.28%	5.84%	3.29%	2.54%	77.28%	3.94%
OPERATING MARGIN	4.79%	(2.17)%	6.97%	(320.49)%	1.62%	1.50%	(1.44)%	(204.27)%	1.50%	(1.44)%	2.94%	(204.27)%	(0.96)%
NET SURPLUS (LOSS) MARGIN	7.62%	0.88%	6.74%	768.94%	4.03%	3.62%	2.81%	345.60%	3.62%	0.61%	2.81%	345.60%	0.94%

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HAZEL HAWKINS MEMORIAL HOSPITAL - ACUTE FACILITY
 HOLLISTER, CA 95023
 FOR PERIOD 12/31/21

	CURRENT MONTH			PRIOR YR			YEAR-TO-DATE			
	ACTUAL 12/31/21	BUDGET 12/31/21	POS/NEG VARIANCE	PERCENT VARIANCE	PRIOR YR 12/31/20	ACTUAL 12/31/21	BUDGET 12/31/21	POS/NEG VARIANCE	PERCENT VARIANCE	PRIOR YR 12/31/20
GROSS PATIENT REVENUE:										
ROUTINE REVENUE	4,715,772	2,856,357	1,859,415	65	5,056,086	24,383,229	17,158,593	7,224,636	42	17,746,194
ANCILLARY INPATIENT REVENUE	5,346,417	3,745,357	1,601,060	43	6,826,353	29,508,085	22,498,958	7,009,127	31	24,242,845
HOSPITALIST I/P REVENUE	222,315	160,715	61,600	38	392,023	1,236,326	971,096	265,230	27	931,682
TOTAL GROSS INPATIENT REVENUE	10,284,503	6,762,429	3,522,074	52	12,274,462	55,127,640	40,628,647	14,498,993	36	42,920,721
ANCILLARY OUTPATIENT REVENUE	20,630,126	18,701,484	1,928,642	10	18,058,424	122,699,859	116,339,020	6,360,839	6	108,983,094
HOSPITALIST O/P REVENUE	62,460	13,883	48,577	350	35,969	344,950	83,398	261,552	314	116,757
TOTAL GROSS OUTPATIENT REVENUE	20,692,587	18,715,367	1,977,220	11	18,094,393	123,044,809	116,422,418	6,622,391	6	109,099,851
TOTAL GROSS ACUTE PATIENT REVENUE	30,977,089	25,477,796	5,499,293	22	30,368,855	178,172,449	157,051,065	21,121,384	13	152,020,572
DEDUCTIONS FROM REVENUE ACUTE:										
MEDICARE CONTRACTUAL ALLOWANCES	7,532,281	6,832,894	699,387	10	9,558,550	45,166,043	42,718,179	2,447,864	6	40,610,651
MEDI-CAL CONTRACTUAL ALLOWANCES	8,147,785	5,584,764	2,563,021	46	6,540,046	47,031,641	34,437,118	12,594,523	37	35,450,496
BAD DEBT EXPENSE	303,170	250,205	52,965	21	346,795	1,852,752	1,542,537	310,215	20	1,617,753
CHARITY CARE	47,881	66,038	(18,157)	(28)	64,788	417,206	407,133	10,073	3	451,969
OTHER CONTRACTUALS AND ADJUSTMENTS	4,155,967	3,658,791	497,176	14	4,607,245	23,483,554	22,549,242	934,312	4	23,977,002
HOSPITALIST\PEPS CONTRACTUAL ALLOW	(7,660)	5,238	(12,898)	(246)	15,341	46,600	31,634	14,966	47	13,664
TOTAL ACUTE DEDUCTIONS FROM REVENUE	20,179,424	16,397,930	3,781,494	23	21,132,765	117,997,796	101,685,843	16,311,953	16	102,121,534
NET ACUTE PATIENT REVENUE	10,797,666	9,079,866	1,717,800	19	9,236,089	60,174,654	55,365,222	4,809,432	9	49,899,038
OTHER OPERATING REVENUE	629,660	577,878	51,782	9	1,254,306	3,335,420	3,261,984	73,436	2	6,338,123
NET ACUTE OPERATING REVENUE	11,427,325	9,657,744	1,769,581	18	10,490,395	63,510,074	58,627,206	4,882,868	8	56,237,161
OPERATING EXPENSES:										
SALARIES & WAGES	3,941,248	3,821,490	119,758	3	3,810,547	23,219,307	22,807,708	411,599	2	20,537,602
REGISTRY	447,072	167,817	279,255	166	322,896	2,284,198	1,007,282	1,276,916	127	1,952,948
EMPLOYEE BENEFITS	1,918,589	2,054,123	(135,534)	(7)	1,627,478	11,787,171	12,258,103	(470,932)	(4)	10,299,204
PROFESSIONAL FEES	1,422,084	1,427,280	(5,196)	0	1,403,695	8,518,934	8,510,812	8,122	0	8,148,104
SUPPLIES	1,280,791	912,307	368,484	40	1,448,929	6,487,160	5,582,817	904,343	16	5,816,784
PURCHASED SERVICES	889,771	899,416	(9,645)	(1)	957,654	5,567,916	5,444,830	123,086	2	5,470,266
RENTAL	142,032	138,635	3,397	3	198,017	892,970	831,819	61,151	7	954,827
DEPRECIATION & AMORT	262,877	282,498	(19,621)	(7)	305,155	1,630,233	1,694,990	(64,757)	(4)	1,795,061
INTEREST	1,845	5,777	(3,932)	(68)	8,699	6,699	34,830	(26,131)	(75)	19,162
OTHER	328,003	232,667	95,336	41	189,275	1,831,697	1,552,588	279,109	18	1,480,211
TOTAL EXPENSES	10,634,311	9,942,010	692,301	7	10,269,015	62,228,285	59,725,779	2,502,506	4	56,474,168
NET OPERATING INCOME (LOSS)	793,014	(284,266)	1,077,280	(379)	221,380	1,281,788	(1,098,573)	2,380,361	(217)	(237,007)

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HAZEL HAWKINS MEMORIAL HOSPITAL - ACUTE FACILITY
 HOLLISTER, CA 95023
 FOR PERIOD 12/31/21

	CURRENT MONTH			YEAR-TO-DATE			
	ACTUAL 12/31/21	BUDGET 12/31/21	PERCENT VARIANCE	ACTUAL 12/31/21	BUDGET 12/31/21	PERCENT VARIANCE	PRIOR YR 12/31/20
NON-OPERATING REVENUE\EXPENSE:							
DONATIONS	125,244	110,000	15,244	144,387	140,000	4,387	122,405
PROPERTY TAX REVENUE	159,183	159,182	1	955,098	955,095	3	886,111
GO BOND PROF TAXES	160,091	160,090	1	960,543	960,543	0	932,190
GO BOND INT REVENUE\EXPENSE	(75,091)	(75,090)	(1)	(450,543)	(450,543)	0	(467,190)
OTHER NON-OPER REVENUE	12,828	7,866	4,962	52,204	47,198	5,006	487
OTHER NON-OPER EXPENSE	(33,296)	(33,289)	(7)	(206,979)	(208,519)	1,540	(299,792)
INVESTMENT INCOME	0	75	(75)	263	450	(187)	1,724
COLLABORATION CONTRIBUTIONS	0	0	0	0	0	0	0
TOTAL NON-OPERATING REVENUE/(EXPENSE)	348,958	328,834	20,124	1,454,973	1,444,224	10,749	1,175,935
NET SURPLUS (LOSS)	1,141,972	44,568	1,097,404	2,736,761	345,651	2,391,110	938,929

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HAZEL HAWKINS SKILLED NURSING FACILITIES
HOLLISTER, CA
FOR PERIOD 12/31/21

	CURRENT MONTH			PRIOR YR			YEAR-TO-DATE		
	ACTUAL 12/31/21	BUDGET 12/31/21	POS/NEG VARIANCE	PERCENT VARIANCE	ACTUAL 12/31/20	BUDGET 12/31/20	POS/NEG VARIANCE	PERCENT VARIANCE	PRIOR YR 12/31/20
GROSS SNF PATIENT REVENUE:									
ROUTINE SNF REVENUE	1,544,900	1,656,900	(112,000)	(7)	1,428,810	9,714,802	(35,342)	0	8,331,550
ANCILLARY SNF REVENUE	138,124	326,668	(188,544)	(58)	201,599	1,945,286	(607,967)	(32)	1,042,499
TOTAL GROSS SNF PATIENT REVENUE	1,683,024	1,983,568	(300,544)	(15)	1,630,409	11,630,088	(643,309)	(6)	9,374,049
DEDUCTIONS FROM REVENUE SNF:									
MEDICARE CONTRACTUAL ALLOWANCES	42,577	226,464	(183,888)	(81)	62,465	1,320,280	(608,068)	(46)	395,379
MEDI-CAL CONTRACTUAL ALLOWANCES	74,303	52,547	21,756	41	176,774	308,278	(131,504)	(43)	(248,356)
BAD DEBT EXPENSE	7,962	0	7,962	0	(24,810)	81,930	81,930	0	24,274
CHARITY CARE	0	0	0	0	2,041	0	2,041	0	0
OTHER CONTRACTUALS AND ADJUSTMENTS	53,324	33,126	20,198	61	30,925	194,224	10,697	6	172,156
TOTAL SNF DEDUCTIONS FROM REVENUE	178,165	312,137	(133,972)	(43)	95,170	1,177,878	(644,904)	(35)	343,453
NET SNF PATIENT REVENUE	1,504,859	1,671,431	(166,572)	(10)	1,535,239	9,807,306	1,595	0	9,030,596
OTHER OPERATING REVENUE	0	0	0	0	0	0	0	0	0
NET SNF OPERATING REVENUE	1,504,859	1,671,431	(166,572)	(10)	1,535,239	9,807,306	1,595	0	9,030,596
OPERATING EXPENSES:									
SALARIES & WAGES	900,827	866,591	34,236	4	828,718	5,341,852	233,108	5	4,971,417
REGISTRY	5,408	4,985	423	9	12,864	65,997	36,405	123	32,928
EMPLOYEE BENEFITS	537,608	539,826	(2,218)	0	463,648	3,183,774	(32,236)	(1)	2,907,785
PROFESSIONAL FEES	2,040	2,182	(142)	(7)	2,040	12,794	(554)	(4)	13,269
SUPPLIES	96,820	74,323	22,497	30	82,363	454,444	90,852	20	445,532
PURCHASED SERVICES	54,121	59,441	(5,320)	(9)	80,229	361,282	3,436	1	550,828
RENTAL	983	996	(13)	(1)	950	5,978	2,493	42	9,999
DEPRECIATION	39,518	40,897	(1,379)	(3)	40,996	239,050	(6,330)	(3)	246,143
INTEREST	0	0	0	0	0	0	0	0	0
OTHER	40,815	36,496	4,319	12	50,434	262,996	11,836	5	241,039
TOTAL EXPENSES	1,678,139	1,625,737	52,402	3	1,562,242	9,988,722	339,010	4	9,418,940
NET OPERATING INCOME (LOSS)	(173,279)	45,694	(218,973)	(479)	(27,003)	(179,822)	(337,416)	(214)	(388,343)
NON-OPERATING REVENUE/EXPENSE:									
DONATIONS	0	0	0	0	0	0	0	0	0
PROPERTY TAX REVENUE	26,066	26,066	0	0	24,183	156,396	1	0	145,099
OTHER NON-OPER EXPENSE	(9,338)	(9,338)	0	0	(14,011)	(58,104)	0	0	(84,064)
TOTAL NON-OPERATING REVENUE/(EXPENSE)	16,728	16,728	0	0	10,173	98,292	1	0	61,035
NET SURPLUS (LOSS)	(156,551)	62,422	(218,973)	(351)	(16,831)	(81,530)	(337,415)	(132)	(327,308)



Description	Target	MTD Actual	YTD Actual	YTD Target
Average Daily Census - Acute	13.52	22.00	20.41	13.68
Average Daily Census - SNF	82.00	76.39	80.61	81.00
Acute Length of Stay	3.06	3.46	3.29	3.04
ER Visits:				
Inpatient	98	153	883	590
Outpatient	1,700	1,818	11,105	10,249
Total	1,798	1,971	11,988	10,839
Days in Accounts Receivable	45.0	42.1	42.1	45.0
Productive Full-Time Equivalents	495.86	489.13	489.13	495.86
Net Patient Revenue	10,751,297	12,302,525	69,983,554	65,172,528
Medicare Traditional Payor Mix	26.58%	26.64%	30.15%	27.26%
Commercial Payor Mix	32.18%	24.88%	24.62%	31.71%
Bad Debt % of Gross Revenue	0.91%	0.96%	1.03%	0.91%
EBIDA	380,368	1,245,447	4,279,594	2,253,159
EBIDA %	3.36%	9.63%	5.84%	3.29%
Operating Margin	-2.17%	4.79%	1.50%	-1.44%
Salaries, Wages, Registry & Benefits %: by Net Operating Revenue	65.80%	59.93%	62.54%	64.87%
by Total Operating Expense	64.40%	62.95%	63.49%	63.95%
Bond Covenants:				
Debt Service Ratio	1.25	4.57	4.57	1.25
Current Ratio	1.50	1.55	1.55	1.50
Days Cash on hand	30.00	46.4	46.4	30.00
Met or Exceeded Target				
Within 10% of Target				
Not Within 10%				

Statement of Cash Flows
Hazel Hawkins Memorial Hospital
Hollister, CA
Six months ending December 31, 2021

	CASH FLOW		COMMENTS
	Current Month 12/31/2021	Current Year-To-Date 12/31/2021	
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net Income (Loss)	\$985,418	\$2,655,229	
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:			
Depreciation	317,360	1,959,076	
(Increase)/Decrease in Net Patient Accounts Receivable	309,984	(246,828)	
(Increase)/Decrease in Other Receivables	1,766,769	6,512,772	
(Increase)/Decrease in Inventories	62,000	(3,775)	
(Increase)/Decrease in Pre-Paid Expenses	134,449	(351,917)	
(Increase)/Decrease in Due From Third Parties	202,659	782,667	
Increase/(Decrease) in Accounts Payable	179,473	(691,261)	
Increase/(Decrease) in Notes and Loans Payable	0	0	
Increase/(Decrease) in Accrued Payroll and Benefits	886,174	(316,148)	
Increase/(Decrease) in Accrued Expenses	6,833	(24,084)	
Increase/(Decrease) in Patient Refunds Payable	(2,980)	568	
Increase/(Decrease) in Third Party Advances/Liabilities	(1,385,773)	(8,034,805)	
Increase/(Decrease) in Other Current Liabilities	(341,580)	9,450	Semi-Annual Interest - 2021 Insured Revenue Bonds
Net Cash Provided by Operating Activities:	2,135,368	(404,285)	
CASH FLOWS FROM INVESTING ACTIVITIES:			
Purchase of Property, Plant and Equipment	(529,701)	(1,092,248)	
(Increase)/Decrease in Limited Use Cash and Investments	0	0	
(Increase)/Decrease in Other Limited Use Assets	(910,544)	(1,939,298)	Bond Principal & Int Payment - 2014 & 2021 Bonds
(Increase)/Decrease in Other Assets	6,416	38,496	Amortization
Net Cash Used by Investing Activities	(1,433,829)	(2,993,050)	
CASH FLOWS FROM FINANCING ACTIVITIES:			
Increase/(Decrease) in Bond/Mortgage Debt	(28,520)	(171,120)	Refinancing of 2013 Bonds with 2021 Bonds
Increase/(Decrease) in Capital Lease Debt	(191)	(191)	
Increase/(Decrease) in Other Long Term Liabilities	0	56,145	
Net Cash Used for Financing Activities	(28,711)	(115,166)	
(INCREASE)/DECREASE IN RESTRICTED ASSETS	0	0	
Net Increase/(Decrease) in Cash	1,658,246	(857,272)	
Cash, Beginning of Period	16,260,538	18,776,056	
Cash, End of Period	\$17,918,784	\$17,918,784	

\$386,191
46.40

Cost per day to run the District
Operational Days Cash on Hand

Hazel Hawkins Memorial Hospital
 Bad Debt Expense
 For the Year Ending June 30, 2022

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Budgeted Gross Revenue	28,077,628	28,267,165	27,507,614	30,000,374	27,367,008	27,461,364	29,584,020	27,738,115	28,163,207	28,701,313	27,450,017	26,750,954	337,068,779
Budgeted Bad Debt Expense	256,791	258,639	251,859	275,200	249,843	250,205	272,444	256,135	258,393	263,901	250,864	244,615	3,088,889
BD Exp as a percent of Gross Revenue	0.91%	0.91%	0.92%	0.92%	0.91%	0.91%	0.92%	0.92%	0.92%	0.92%	0.91%	0.91%	0.92%
Actual Gross Revenue	30,573,916	32,794,947	31,149,360	30,941,189	29,743,202	32,375,338	-	-	-	-	-	-	187,577,952
Actual Bad Debt Expense	253,140	298,645	409,735	369,191	292,840	311,132	-	-	-	-	-	-	1,934,683
BD Exp as a percent of Gross Revenue	0.83%	0.91%	1.32%	1.19%	0.98%	0.96%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	1.03%
Budgeted YTD BD Exp	1,542,537	0.91%											407,133
Actual YTD BD Exp	1,934,683	1.03%											419,247
Amount under (over) budget	(392,146)	-0.12%											(12,114)
Prior Year percent of Gross Revenue	0.95%												0.22%
Percent of Decrease (Inc) from Prior Year	-8.6%												

YTD Charity Exp Budget 407,133
 YTD Charity Exp Actual 419,247
 Amt under (over) budget (12,114)
 Charity Exp % of Gross Rev 0.22%

High Level Project Timeline

	M1	M2	M3	M4	M5	M6	M7	M8	M9	M10	M11	M12	M13
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan 23
Solution													
Care Management													
CPMS/DV													
Staff													

Discovery | Solution Sell (1) and (2) | Program | Post-Live Support | Go-Live

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Hazel Hawkins Memorial Hospital

Capital Request Form

Department: San Benito Home Health Care
 Item Requested: MediTech Home Health EMR & Billing Software
 Requested by: Anita Frederick

New	Replacement
<input type="checkbox"/>	X
Purchase	Lease
X	<input type="checkbox"/>

Purchase Price:

- Perpetual License	\$96,390
- Implementation Cost	\$74,375
- Surface Pro Laptops (8) from outside vendor	\$12,000
- Sales Tax @ 9.25% of taxable portion	\$0
- Shipping	\$0

Total Cost

\$182,765

Lease Terms:

- Number of Years
- Cost per month

One-Time Fee
Not Applicable

Service Agreement Required:

Yes	No
X	<input type="checkbox"/>

If Yes, Perpetual Annual Cost:

\$964

Combined Total Cost - Software & Service Agreement

\$183,729

Annual combined Service cost and depreciation for 5 years then, expense will only be the maintenance agreement.

\$	37,517
\$	964

Revenue Producing

Yes	No
<input type="checkbox"/>	X

Reason(s) for Request:

1) The District currently uses the Kinnser\WellSky software. After the original company changed ownership, service has been unsatisfactory. The Meditech Expanse system for Home Health offers unique functionality that will merge seamlessly with our Hospital Mainframe software.

Justification:

- * The MediTech Expanse Software for Home Health was reviewed by the Directors of Home Health and key personnel.
- * The staff were unanimous that MediTech's Expanse Software for Home Health is a much better system than the previous system.
- * Billing and General Ledger information will interface with this module.
- * Automated functions will save labor costs.

Contract Review Worksheet – Jullian P. Nguyen, M.D.

Agreement Type: New Amendment _____ Addendum _____

Medical Director Professional Services ED On-Call
 Recruitment Hospital Coverage Leadership/Committee
 Other (specify):

Contracting Entity Name: Jullian Nguyen, M.D.

Executive Summary: In a challenging physician recruitment environment, the District’s provider needs assessment projects a shortage of 12+ family/primary care medicine physicians over the next 4 years. Primary care physicians are major drivers in community hospital growth models and for keeping quality healthcare local and accessible.

Services Provided: Jullian P. Nguyen M.D. grew up in the Bay Area and is a new graduate board-certified family medicine physician who is fellowship trained in primary care sports medicine. Dr. Nguyen will provide full-time primary care and sports medicine services in our multi-specialty and rural health clinics beginning in August 2022.

Department	Cost Center	Person Responsible for Oversight
RHC & MSC	01.7180, 01.7077	1: CEO 2: Dir, Provider Svcs & Clinic Operations

Agreement Terms:

Proposed Effective Date: 8/1/22 Contract Term: 24 months Expiration Date 7/31/2024 Auto-renew: Yes

Financial Terms:

Select One: Funds to be Paid to Hospital Funds to be Paid by Hospital

Contract Rate: Annual base compensation will be set below the 75th %ile MGMA at \$310,000. A recruitment agreement will provide for relocation reimbursement up to \$12,500 and a signing incentive of \$25,000 is forgivable over 2 years. It is anticipated that a productivity-based agreement will be put in place for year 3 onward.

Contract Term	FMV %ile	FTE	Base Monthly Cost	Expected Annual Base Cost	Expected Total Base Term Cost
2 years	<75th %ile	1.0	\$27, 916 (Year 1) \$25,833 (Year 2)	\$322,500	\$657,500

Other Compensation Agreements with Contracting Entity (List All)

Specify: N/A

Required Assessment/Attachments (required prior to approval):

- | | |
|--|--|
| <input checked="" type="checkbox"/> Drafted or template | <input type="checkbox"/> Other Associated Contracts |
| <input checked="" type="checkbox"/> Contract FMV | <input type="checkbox"/> Supplemental doc if FMV >75 th %ile |
| <input checked="" type="checkbox"/> Overall FMV | <input checked="" type="checkbox"/> Commercial Reasonableness Documented |
| <input type="checkbox"/> Certificate of Liability Insurance | <input type="checkbox"/> Business Associate Agreement |
| <input type="checkbox"/> Supplemental checklist (if w/in 1 yr of orig & \$ change) | |

	Name/Activity	Date/Note
Requested by/Responsible:	Steven Hannah, CEO	12/21/2021

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Contract Review Worksheet – Jiwu Sun, M.D.

Agreement Type: New Amendment Addendum

- Medical Director Professional Services ED On-Call
 Recruitment Hospital Coverage Leadership/Committee
 Other (specify):

Contracting Entity Name: Jiwu Sun, M.D.

Executive Summary: Jiwu Sun, M.D. is a board-certified internist who has provided hospitalist and clinic-based services since 2012.

Services Provided: Dr. Sun will serve as the Medical Director of the Respiratory & Special Care Departments providing clinical leadership and direction for the development of appropriate patient care clinical standards, workflows and guidance consistent with evidence-based medicine.

Department	Cost Center(s)	Person Responsible for Oversight
ICU/Med Surg	01.6010 / 01.6170	1: CEO 2: Dir, Provider Svcs & Clinic Operations

Agreement Terms:

Proposed Effective Date: 2/1/22 Contract Term: 12 months Expiration Date 2/1/23 Auto-renew: Yes

Financial Terms:

Select One: Funds to be Paid to Hospital X Funds to be Paid by Hospital

Contract Rate: A contract rate of \$150 for up to a maximum of 12 hours per month.

Contract Term	FMV %ile	FTE	Base Monthly Cost	Expected Annual Base Cost	Expected Total Base Term Cost
1 year	75th %ile	0.07	\$1,800	\$21,600	\$21,600

Other Compensation Agreements with Contracting Entity (List All)

Specify: Professional Services Agreement for clinic services

Required Assessment/Attachments (required prior to approval):

- Drafted or template Other Associated Contracts
 Contract FMV Supplemental doc if FMV >75th %ile
 Overall FMV Commercial Reasonableness Documented
 Certificate of Liability Insurance Business Associate Agreement
 Sanctions Screening/Clearance Supplemental checklist (if w/in 1 yr of orig & \$ change)

	Name/Activity	Date/Note
Requested by/Responsible:	Steven Hannah, CEO	1/3/22

