

Chief Executive Officer
Ryan Harris



Board of Directors
Jeanne Utterback, President
Abe Hathaway, Vice President
Tami Humphry, Treasurer
Lester Cufaude, Director
James Ferguson, Director

Finance Committee

Meeting Agenda

January 29 2025 at 11:00 AM
Mayers Memorial Healthcare District
Mayers Memorial Healthcare
Burney Annex Boardroom
20647 Commerce Way
Burney, CA 96013

In observance of the Americans with Disabilities Act, please notify us at 530-336-5511, ext 1264 at least 48 hours in advance of the meeting so that we may provide the agenda in alternative formats or make disability-related modifications and accommodations. The District will make every attempt to accommodate your request.

Attendees

Tami Vestal-Humphry, Chair, Board Member
Abe Hathaway, Board Member
Ryan Harris, CEO
Travis Lakey, CFO

				Approx. Time Allotted
1	CALL MEETING TO ORDER			
2	CALL FOR REQUEST FROM THE AUDIENCE - PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS			
3	APPROVAL OF MINUTES			
3.1	Regular Meeting – December 4, 2024	Attachment A	Action Item	2 min.
4	FINANCIAL REVIEWS/BUSINESS			
4.1	November 2024 Financials	Attachment B	Discussion	15 min.
4.2	Accounts Payable (AP)/Accounts Receivable (AR)	Attachment C	Action Item	15 min.
4.3	AR Report	Attachment D	Action Item	2 min.
4.4	December 2024 Financials	Attachment E	Discussion	15 min.
4.5	Accounts Payable(AP)/Accounts Receivable (AR)	Attachment F	Action Item	15 mins.
4.6	AR Report	Attachment G	Action Item	2 min.
4.7	Monthly Obligations	Attachment H	Discussion/ Action Item	5 min.
4.8	IT licenses quote	Attachment I	Discussion/ Action Item	5 min.
4.9	Nurse Call System quote	Attachment J	Discussion/ Action Item	5 min.
5	ADMINISTRATIVE REPORT		Information	5 min.

Public records which relate to any of the matters on this agenda (except Closed Session items), and which have been distributed to the members of the Board, are available for public inspection at the office of the Clerk to the Board of Directors, 43563 Highway 299 East, Fall River Mills CA 96028. This document and other Board of Directors documents are available online at www.mayersmemorial.com.

6 **OTHER INFORMATION/ANNOUNCEMENTS**

7 **ADJOURNMENT:** Next Regular Meeting – February 19, 2025

Posted: 01/24/25



Board of Directors
Finance Committee
Minutes

December 4, 2024 at 11:00 AM
Mayers Memorial Healthcare District
Fall River Boardroom
43563 HWY 299 E
Fall River Mills, CA 9602

These minutes are not intended to be a verbatim transcription of the proceedings and discussions associated with the business of the board's agenda; rather, what follows is a summary of the order of business and general nature of testimony, deliberations and action taken.

1	CALL MEETING TO ORDER: Tami Humphry called the meeting to order at 11:01 am on the above date.		
	BOARD MEMBERS PRESENT: Tami Vestal-Humphry, Committee Chair Abe Hathaway, Board President ABSENT:	STAFF PRESENT: Ryan Harris, CEO Travis Lakey, CFO Libby Mee, CHRO Theresa Overton, CNO Jessica DeCoito, Director of Operations Ashley Nelson, Board Clerk	
2	CALL FOR REQUEST FROM THE AUDIENCE – PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS - None		
3	APPROVAL OF MINUTES: October 29, 2024 – minutes attached. Motion moved, seconded and carried.	<i>Hathway, Humphry</i>	Approved by All
4	FINANCIAL REVIEWS		
4.1	October 2024 Financials: Cost Reports are turned in and Cost Receivable is about \$2,000. Medicare and Hospice are both turned in. Travis has had meetings each with two different firms for Cerner assistance- proposals to come. Ambulance calls out are up for the year.	<i>Hathway, Humphry</i>	Approved by All
4.2	Accounts Payable (AP) & Accounts Receivable (AR): Motion to approved October financials/AP and AR/ AR Report/ Monthly Collection Obligations was made, seconded and approved.		
4.3	AR Report: Travis submitted his report.		
4.4	Monthly Collection Obligations: Travis submitted his report.	<i>Hathway, Humphry</i>	Approved by All
4.5	Defibrillator Proposal: Theresa submitted her proposal. The current defibrillators have reached their end of life and replacement parts are no longer available. Zoll is the company recommended by Theresa, for a total cost of \$298,696 but can trade in the old ones for \$1,000 per unit (total trade in \$6,000) 6 units are needed for all Acute services. It was moved to take the proposal to the full board.	<i>Humphry, Hathaway</i>	Approved by All
4.6	Ignite the Patient Experience Proposal: Ryan explained that because our facility star ratings are not very high, he feels this program would be a good road map to get things moving, to improve our quality and HCAP ratings. Theresa explained that employee engagement during the ITPE event was high and well received. Plumas Hospital has gone through the same program and their rating level has improved by 2 points.		

	Total investment would be roughly \$133,000 per year for a 3-year program. It was moved to take the proposal to the full board.		
5	ADMINISTRATIVE REPORT: None.		
6	OTHER INFORMATION/ANNOUNCEMENTS: None.		
7	ADJOURNMENT: 11:48 am		
	Next Finance Committee Meeting: January 29, 2025 in Burney		

DRAFT

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MAYERS MEMORIAL HOSPITAL							
Statistical Data							
Fiscal Year Ending JUNE 30, 2025							
COMPARISION TO ACTUAL							
2025		2025		FY 2025		FYE 2024	
November	October			YTD	YTD		
Actual	Actual	Variance	VOLUME:	Actual	Actual	Variance	% Increase or Decrease
DISCHARGES							
13	7	6	Acute	65	82	(17)	-20.71%
13	8	5	Swing Bed	42	39	3	7.72%
5	4	1	Skilled Nursing Care (DISCHG)	20	16	4	25.02%
9	4	5	Observations	34	24	10	41.72%
PATIENT DAYS							
55	32	23	Acute	255	379	(124)	-32.71%
46	117	(71)	Swing Bed	362	432	(70)	-16.21%
2,348	2,283	65	Skilled Nursing Care	11,716	12,094	(378)	-3.11%
LENGTH OF STAY							
4.23	4.57	(0)	Acute	3.92	4.62	(1)	-15.11%
3.54	14.63	(11)	Swing Bed	8.62	11.08	(2)	-22.21%
Skilled Nursing Care							
AVERAGE DAILY CENSUS							
1.83	1.07	1	Acute	2.07	2.48	(0)	-16.31%
1.53	3.90	(2)	Swing Bed	2.94	2.82	0	4.22%
78.27	76.10	2	Skilled Nursing Care	95.25	79.05	16	20.52%
ANCILLARY SERVICES							
0	0	0	Surgery Inpatient Visits	0	0	0	#DIV/0!
16	16	0	Surgery OP/ procedure visits	61	0	61	#DIV/0!
354	408	(54)	Emergency Room Visits	2053	1750	303	17.32%
112	136	(24)	Outpatient Services Procedures	601		601	#DIV/0!
718	743	(25)	Laboratory Visits	3204	3110	94	3.02%
536	521	15	Radiology Procedures	2604	2294	310	13.52%
576	718	(142)	Physcial Therapy Procedures	2990		2990	#DIV/0!
138	170	(32)	Cardiac Rehab	901	714	187	26.22%
55	72	(17)	Telemedicine visits	332	287	45	15.72%
15	6	9	Admissions from ER	70	83	(13)	-15.71%
25	25	0	Transfers from ER	115	108	7	6.52%
518	717	(199)	Clinic Visits	6029	3347	2682	80.12%
60	51	9	Ambulance	348	257	91	35.42%
PRODUCTIVITY:							
Productive FTE's							
9.31	10.05		Nursing - Acute	8.22	8.67		
33.27	33.99		Long Term Care	31.88	36.40		
55.64	56.69		Ancillary	52.32	53.31		
68.54	70.57		Service	65.72	66.98		
166.76	171.30		Total Productive	158.15	165.36		
99.47	94.60		Non-Productive FTE's	90.28	83.40		
266.23	265.90		Paid FTE's	554.68	248.76		
PRODUCTIVE FTE PER ADJUSTED OCCUPIED BED							
2.32	#VALUE!			1.88	3.53		

MAYERS MEMORIAL HOSPITAL

Statement of Revenue and Expenses

Fiscal Year Ending JUNE 30, 2025

COMPARISON TO ACTUAL

2025		2024		Variance		2025		2,024	
NOVEMBER	NOVEMBER	NOVEMBER	NOVEMBER			NOVEMBER	NOVEMBER	NOVEMBER	NOVEMBER
Month Actual	Month Actual					YTD Actual	YTD Actual	YTD Actual	YTD Actual
					Patient Revenue				
860,223	1,183,668	(323,445)			Acute Revenue	4,365,687.26		5,351,018.26	
1,310,387	1,355,525	(45,139)			Revenue - SNF Inpatient	7,933,294.34		8,139,643.42	
3,303,051	2,639,997	663,054			Outpatient Revenue	15,837,837.41		13,297,552.04	
5,479,105	5,197,543	281,562			Patient Revenue	28,137,634.01		26,788,213.72	
150,668	(1,053,872)	1,204,540			Contractuals- Care/cal	(751,575.35)		502,398.40	
(396,127)	254,455	(650,581)			Contractuals- PPO	(1,901,722.53)		(963,938.90)	
(68,538)	0	(68,538)			Charity and Write-Offs	(137,189.03)		(10,176.37)	
(2,402)	(33,954)	31,552			Admin Adjustments and Employee Discounts	(74,393.84)		(598,887.74)	
(11,887)	(12,107)	220			Provision for Bad Debt	(375,750.05)		(338,739.13)	
(328,286)	(845,478)	517,192			Total Deductions	(3,240,630.80)		(1,409,343.74)	
193,057	(5,271)	198,329			Other Operating Revenues	626,659.92		233,155.57	
5,343,876	4,346,793	997,083			Net Revenue	25,523,663.13		25,521,791.86	
2,184,141	1,994,116	190,025			Salaries & Wages	10,381,316.91		9,109,761.87	
284,183	382,008	(97,825)			Employee Benefits	1,617,264.59		1,856,874.59	
376,746	397,090	(20,344)			Supplies	1,867,225.98		1,780,707.39	
101,141	92,655	8,486			Professional Fees	679,310.93		606,053.54	
25,186	67,495	(42,309)			Other Purchased Service Nurse Travel Acute	74,543.20		290,168.73	
304,156	319,434	(15,277)			Other Purchased Service Nurse Travel SNF	1,490,424.93		1,808,081.85	
93,860	146,488	(52,628)			Other Purchased Service Travel Ancillary	547,663.47		762,938.70	
423,202	533,417	(110,215)			Travelers	2,112,631.60		2,861,189.28	
181,000	139,891	41,109			Other Purchased Service	1,002,470.05		835,176.17	
45,433	43,642	1,791			Repairs & Maintenance	204,834.87		221,635.11	
79,287	71,769	7,518			Utilities	577,428.87		456,656.46	
37,521	51,595	(14,073)			Insurance Other	214,432.18		313,340.32	
194,365	242,820	(48,455)			Other Expenses	695,987.32		883,177.09	
0	0	0			USDA Interest Expense	325,991.25		332,426.25	
2,374	6,037	(3,664)			Interest Expense	41,487.78		29,833.56	
161,592	152,778	(8,814)			Depreciation Expense	792,677.00		783,269.93	
13,645	14,103	(458)			Rental/Lease	40,201.60		47,702.39	
4,084,629	4,121,920	(46,105)			Total Operating Expenses	20,553,260.93		20,117,803.95	
1,359,247	224,873	1,034,374			Income From Operations	4,970,402.20		5,403,987.91	
442,332	384,066	58,267			Non-Operating Revenue	2,595,082.28		2,261,294.71	
82,834	55,514	27,320			Interest Income	533,518.68		440,087.14	
218,711	263,749	(45,038)			Non-Operating Expenses	1,202,494.15		1,432,139.48	

MAYERS MEMORIAL HOSPITAL**Balance Sheet**

	November 2024
CURRENT ASSET	
Cash - General, Payroll, & Petty Cash	21,988,275.46
Reserve Cash (Unrestricted)	1,868,482.59
Restricted Cash	2,458,104.99
Cash	<u>32,224,793.04</u>
Patient Accounts Receivable	14,676,396.92
Patient Allowances	(5,243,139.22)
Net Patient Accounts Receivable	<u>9,433,257.70</u>
Accounts Receivable	9,433,257.70
Shasta County Tax Receivables	26,982.42
Inventories	710,617.42
Other Accounts Receivable	3,595.00
Prepaid Expenses	760,786.90
Medicare/Medi-Cal Settlements	<u>13,326,368.77</u>
Total Current Assets	<u>56,486,401.25</u>
PROPERTY, PLANT, & EQUIPMENT	
Land and Building Improvements	3,969,851.83
Building and Fixed Equipment	39,457,490.19
Equipment	16,113,899.41
Subscription Based Assets	221,718.96
Construction in Progress	2,912,589.65
Accumulated Depreciation	(29,143,244.00)
Accumulated Amortization	(18,364.53)
Property, Plant & Equipment	<u>33,513,938.00</u>
Total Assets	90,161,931.25
Accounts Payable	595,536.23
Payroll and Related Liabilities	1,855,640.54
Audit Fees Payable	0.00
Grant Liabilities	0.00
Lease - Current Liability	0.00
Current Subscription Liability	35,092.13
Accrued Interest	196,964.85
HQAF Payable	1,540,221.86
HQAF 8 Payable	0.00
Rate Range Payable	0.00
Notes & Loans Payable	(22,097.49)
Current Portion of Medicare/Medi-Cal Settlement	(7,082.15)
Current Liabilities	<u>10,104,206.36</u>
LONG TERM DEBT	
GO Bond	1,716,053.64
PPP Loan	0.00
Notes & Loans Payable/CHFFA	1,258,157.83
GO Bond Series B & Refunding	19,651,000.00
Capital Leases & Settlement Payments	20,888,116.21
Long Term Subscription Liability	55,553.66
Total Long-Term Debt	<u>22,659,723.51</u>
FUND BALANCE	
Restricted Fund Balance	17,436.94
Fund Balance - Hospital	57,433,474.49
Fund Balance - Adjustments	0.00
Total Fund Balance	<u>57,450,911.43</u>
Liabilities and Fund Balance	<u>90,214,841.30</u>
Net Income	20,138,667.04
Current Ratio	5.59

**MAYERS MEMORIAL HOSPITAL
NON-OPERATING REVENUE AND EXPENSE
RETAIL PHARMACY**

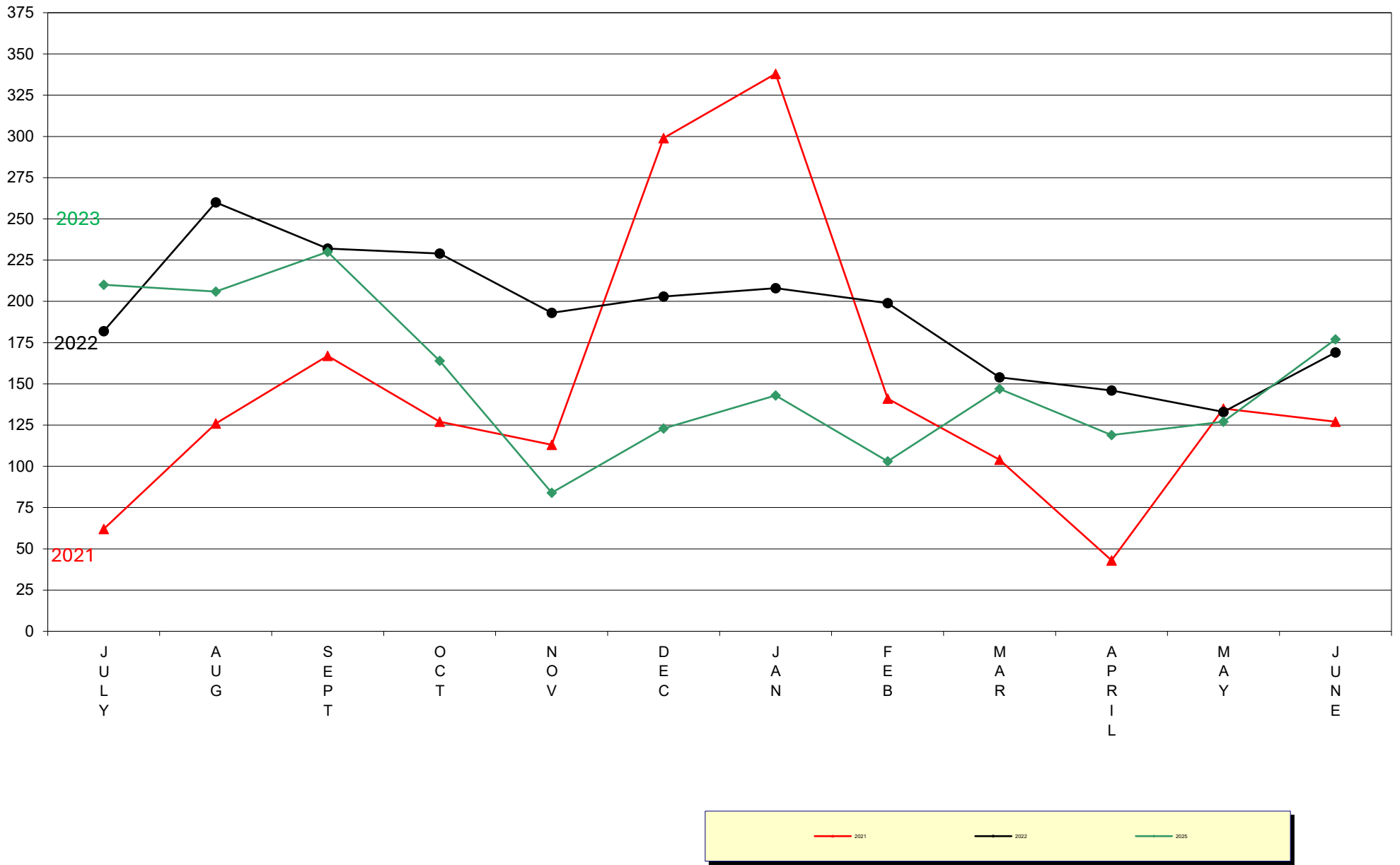
2025 NOVEMBER Month Actual	2024 NOVEMBER Month Actual	Variance		2025 NOVEMBER YTD Actual	2024 NOVEMBER YTD Actual	Variance	Increase Decrease %
Retail Pharmacy Revenue							
0	1,772	(1,772)	Other	0	8,347	(8,347)	-100%
49,383	37,725	11,658	Private	341,420	183,347	158,073	86%
182,311	231,594	(49,283)	Third Party	858,965	1,343,426	(484,460)	-36%
0	0	0	Retail Pharmacy Revenue	0	0	0	#DIV/0!
182,311	231,594	(49,283)	Third Party	858,965	1,343,426	(484,460)	-36%
(19)	1,702	(1,721)	Other	(220)	8,047	(8,267)	-103%
329,288	271,022	58,267	Non-Operating Revenue	1,741,436	1,668,922	72,514	4%

MAYERS MEMORIAL HOSPITAL
SUMMARY OF SERVICES - DEPOSITS - REFUNDS
- Fiscal Year 2025

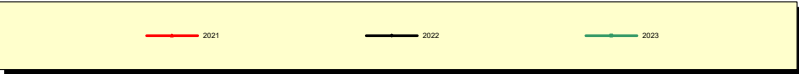
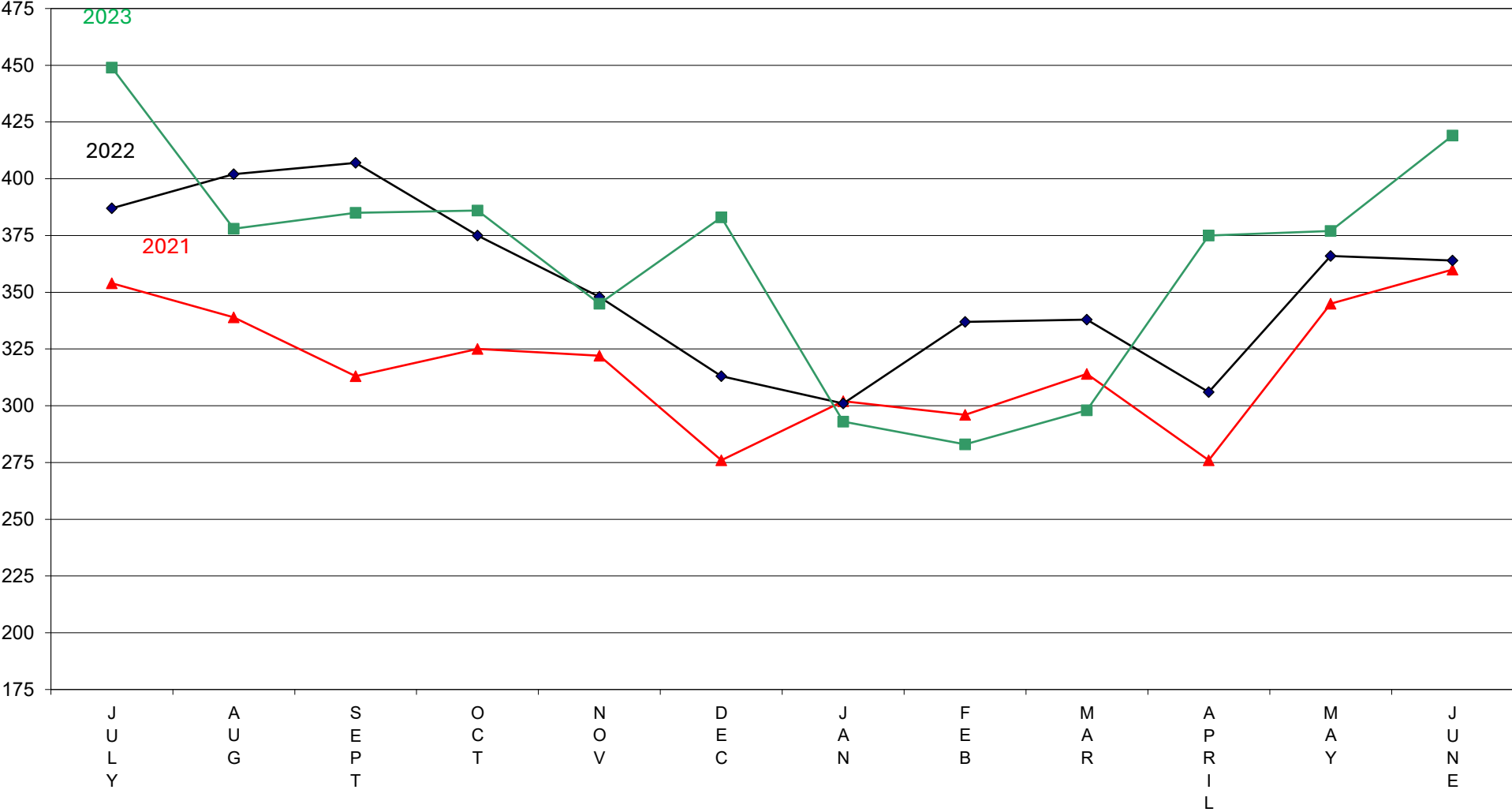
DATE:	REVENUE / SERVICES	AVERAGE DAILY REVENUE	TOTAL DEPOSITS	MISC. PAYMENTS	MISC. PMTS PT RELATED	PATIENT PAYMENTS	ADJUSTMENT S & WRITE-OFFS	REFUNDS
July 31, 2024	5,437,078.00	175,389.61	4,830,617.70	559,104.34	920,314.24	3,351,199.12	2,064,832.77	6,824.28
August 31, 2024	5,125,173.24	165,328.17	3,963,266.11	227,680.40	-	3,735,585.71	2,442,815.13	36,290.55
September 30, 2024	5,109,328.43	170,310.95	3,164,823.55	121,674.17	135,359.00	2,907,790.38	2,446,633.02	3,185.04
October 31, 2024	5,595,084.02	180,486.58	3,665,341.82	119,484.21		3,545,857.61	2,318,913.18	37,127.52
November 30, 2024	5,469,446.42	182,314.88	2,610,880.00	239,954.42		2,370,925.58	2,035,653.07	8,380.00
December 31, 2024						-		
January 30, 2025						-		
February 28, 2025						-		
March 31, 2025						-		
April 30, 2025						-		
May 31, 2025						-		
June 30, 2025						-		
YTD TOTAL	26,736,110.11	174,766.04	18,234,929.18	1,267,897.54	1,055,673.24	15,911,358.40	11,308,847.17	91,807.39

ACCOUNTS RECEIVABLE AGING			PAYOR MIX - YTD % OF REVENUE				
	November \$ OUTSTANDING	November DAYS OUT		November	October	September	3 MONTH AVERAGE
MEDICARE	7,211,903.25	40.58	MEDICARE	42.63%	44.15%	43.70%	43.49%
MEDI - CAL	4,579,357.14	25.77	MEDI - CAL	40.30%	38.88%	39.78%	39.66%
THIRD PARTY	2,848,072.98	16.03	THIRD PARTY	1.97%	1.27%	0.20%	1.15%
PRIVATE	1,075,460.40	6.05	PRIVATE	15.10%	15.70%	16.32%	15.70%
OVERALL	15,714,793.77	88.43					

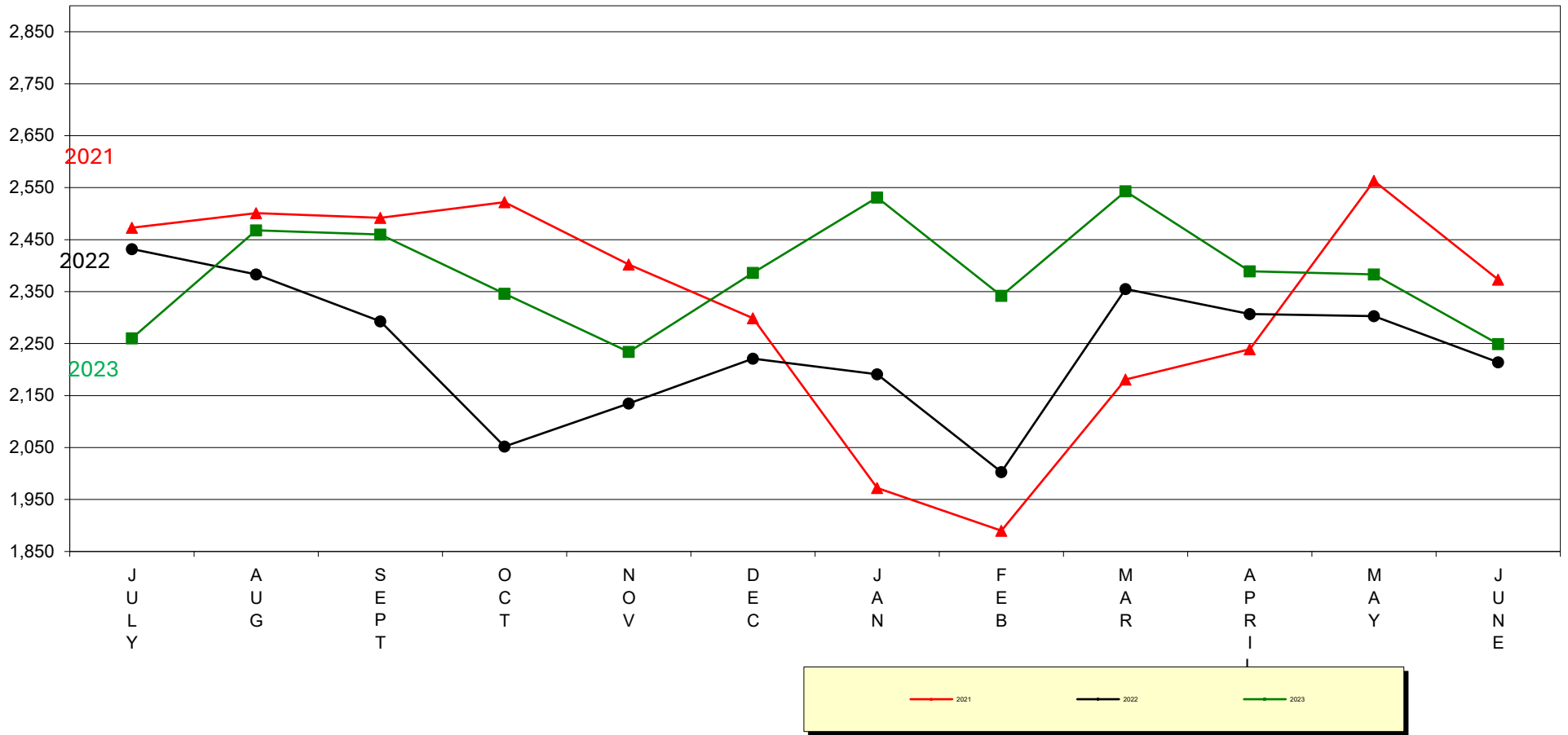
ACUTE / SWING PATIENT DAYS



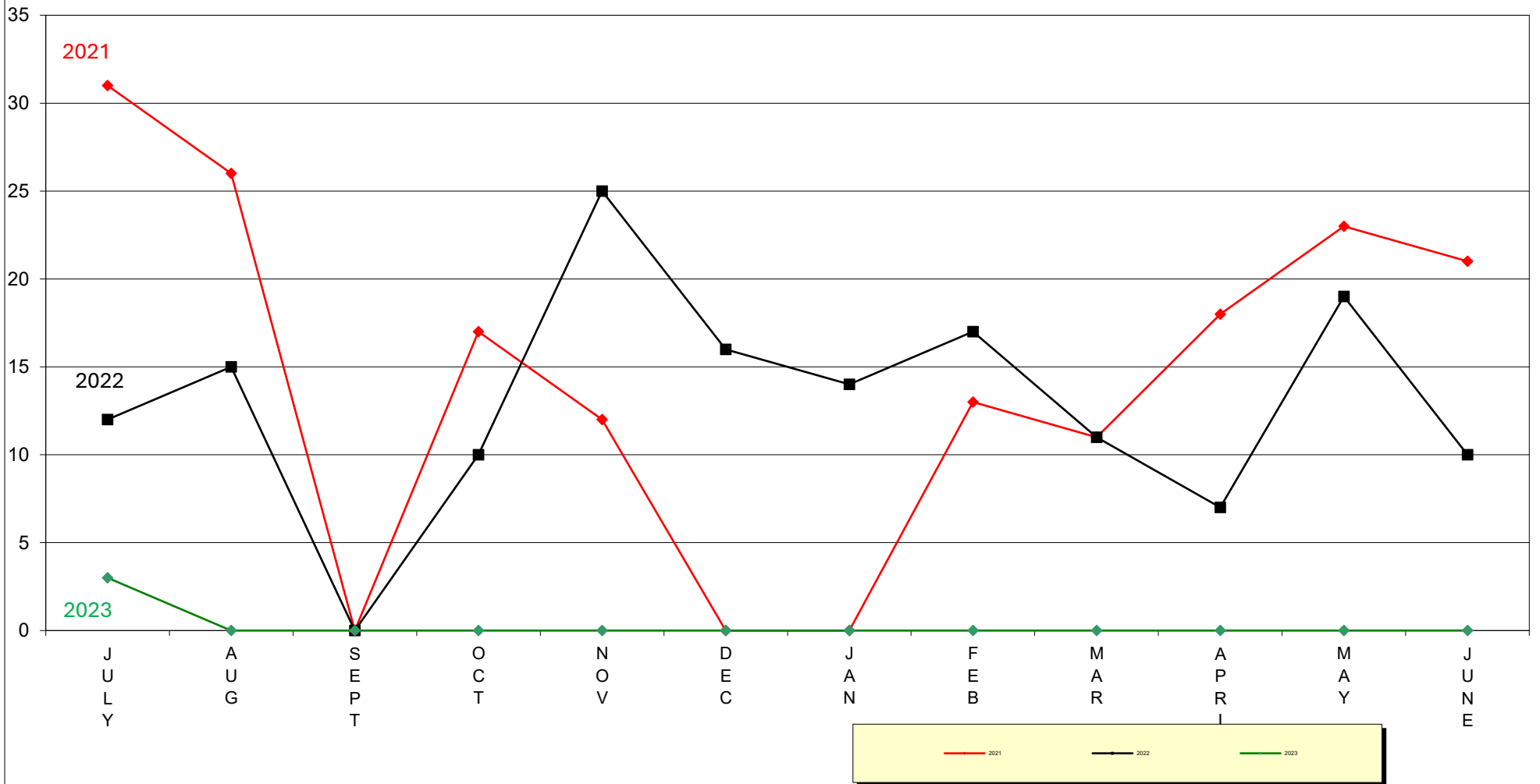
EMERGENCY



SNF PATIENT DAYS



SURGERY / OUTPATIENT PROCEDURES



ACCOUNTS RECEIVABLE BY SYSTEM

SYSTEM	CURRENT	31-60	61-90	91-120	121-150	151-180	180-365+	TOTAL
PARAGON	2,387,675.31	5,253.50	943.00	23,258.50	64,280.00	40,225.00	263,663.03	2,785,298.34
CERNER	4,413,144.34	1,941,064.39	1,043,949.90	873,930.68	742,157.04	548,009.56	3,258,498.47	12,820,754.38
EPIC	-	-	-	-	-	-	-	-
MATRIXCARE	92,069.24	49,237.20	54,559.43	659.09	334.65	-	2,763.86	199,623.47
TOTAL	6,892,888.89	1,995,555.09	1,099,452.33	897,848.27	806,771.69	588,234.56	3,524,925.36	15,805,676.19

Finance Notes December FY 25

Ratios	FY 25	FY 24 Average	
Cash on Hand	205	192	Average PY
Net Income	2,696,022	709,973	Average PY
Current Ratio	4.93		N/A
AR Days	86	61	Average PY
Accounts Payable	917,652	651,656	Average PY
Daily Gross Revenue	170,132	169,348	Average PY
YE % of Gross Revenue Collected	59%	59%	Average PY

- 1) There are two months of financials but I'm basing my notes off December as it's a better barometer of the year being the midpoint. Glad to answer
- 2) We have chosen Wipfli to do our Revenue Cycle Analysis to go over our Cerner build and all our current workflows. They are in the system running reports and working with our Rev Cycle Manager to review our current state. Hoping to have some feedback from them for our next meeting.
- 3) I pulled our patient payments and collection percentage from prior years financials through December to compare to this year.

Fiscal Year thru December	Patient Payments	Collection %
2020	12,370,849.23	59.80%
2021	11,883,116.83	56.40%
2022	14,695,796.47	57.15%
2023	17,715,413.59	66.19%
2024	17,415,678.37	60.38%
2025	18,914,782.84	59.09%

- 4) My controller has been out for two months, so I've been shorthanded, we'll have our audit presentation next month as there have been a lot of things to work through with the new accounting system and new staff.
- 5) We've moved the SNF billing over to Point Click Care as we couldn't leave it indefinitely in Paragon given that we have no support if Paragon ever crashes. Clinically we have been using Point Click Care for years in the SNF as it's a great product.
- 6) I've turned in our Pre-Application to USDA after multiple meetings with them. They are currently reviewing to see if they need any additional information.
- 7) Rachel (Purchasing Manager) and I have had some emails and calls with Sonoma Hospital as they are evaluating the GPO we switched to last year.

- 8) There was an exciting rule change for Rural Health Clinics where they are removing the productivity standards for physicians which reduces your cost reimbursement if you aren't meeting the standards. This is good news for us as we staff providers heavy for the volume of patients that we see.
- 9) Retail Pharmacy is having a strong year as Kristi has done an amazing job with the inventory management and 340B program.
- 10) The RHC is a positive YTD even with the reduction in visits due to the lower wages.
- 11) I had my second OHCA advisory committee and they are creating hospital sectors in their data to be able to create more aggressive cost targets below the 3.5% that is the target for all hospitals. Given where they are with the data that doesn't include outpatient information and the wide variety of results they got when they pulled their reports, I feel they rushing to meet political pressures to show results and target specific hospitals. An example of the data issues is them reporting on average payment per discharge. You will notice that four of the fifteen hospitals below are Critical Access Hospitals (CAH) including us at number fifteen with an average payment of 46K per discharge. I had to explain to the committee that this data is misleading as CAHs have Swing Beds and DPNF stays that tend to have patients here for a really long stay which increases our average payment per our lower number of discharges. My suggestion that I hope that they use is that utilize the average payment per day so it's a better comparison to other hospitals that have a much lower average length of stay.

Inpatient Net Patient Revenue (NPR) Per Case Mix Adjusted Discharge (CMAD): the amount of money a hospital generates for inpatient services, excluding charity care, bad debt, and contractual allowances adjusted by the number of hospitalizations to account for inpatient volume and inpatient intensity of services.

Top 15 Average Inpatient NPR Per CMAD Without Specified Exclusions (2018-2022)

	Hospital	County	Critical Access	Small	Child	Teach	Spec	Psych	State	Public	Long Stay	Average Inpatient NPR per CMAD
1	Children's Healthcare Organization of Northern CA - Pediatric Hospital	Santa Clara	N	Y	N	N	N	N	N	N	Y	\$402,481
2	Laguna Honda Hospital and Rehabilitation Center	San Francisco	N	N	N	N	N	N	N	N	Y	\$136,200
3	Totally Kids Rehabilitation Hospital	San Bernardino	N	Y	Y	N	Y	N	N	N	Y	\$136,086
4	Joyce Eisenberg Keefer Medical Center	Los Angeles	N	N	N	N	N	Y	N	N	Y	\$134,932
5	Motion Picture and Television Hospital	Los Angeles	N	N	N	N	N	N	N	N	Y	\$99,305
6	Surprise Valley Community Hospital	Modoc	Y	Y	N	N	N	N	N	N	Y	\$89,990
7	Catalina Island Medical Center	Los Angeles	Y	Y	N	N	N	N	N	N	Y	\$83,903
8	Healthbridge Children's Hospital - Orange	Orange	N	Y	N	N	N	N	N	N	Y	\$81,517
9	Star View Adolescent (PHF)	Los Angeles	N	Y	N	N	N	Y	N	N	Y	\$67,188
10	Lucile Salter Packard Children's Hospital at Stanford	Santa Clara	N	N	Y	Y	N	N	N	N	N	\$60,867
11	La Casa Psychiatric Health Facility	Los Angeles	N	Y	N	N	N	Y	N	N	Y	\$59,470
12	Eastern Plumas Health Care	Plumas	Y	Y	N	N	N	N	N	N	Y	\$55,954
13	LAC/Rancho Los Amigos National Rehabilitation Center	Los Angeles	N	N	N	N	N	N	N	Y	N	\$54,042
14	Jewish Home	San Francisco	N	N	N	N	N	Y	N	N	Y	\$52,726
15	Mayers Memorial Hospital	Shasta	Y	N	N	N	N	N	N	N	Y	\$46,623

12) Below are the latest updates on our Supplemental Payments. HQAF has been delayed so it's now an April IGT payment with the funds hopefully being received by the end of the fiscal year. Rate Range's payment is due at any time.

District Supplementals – FY25 Cash Flow Timing

Version: January 15, 2025

Program (Year)	IGT Date	Payment to Hospital Date	Notes
HQAF VIII (CY23) Direct Grant #4	n/a	Sept-24	
DP-NF (Managed Care CY23)	n/a	Jan-25	Only in counties that LTC transitioned to MCO in 2023
HQAF VIII (CY24) Direct Grant #1	n/a	Nov-24	
Rate Range (CY 2023)	Nov 22, 2024	Jan/Feb-25	
HQAF VIII (CY24) Direct Grant #2	n/a	Dec-24	
HQAF VIII (CY24) Direct Grant #3	n/a	Jan-25	
CHFFA Loan Repayment Year 2	Winter-24	n/a	For those who received a loan
QIP PY 6 (CY 23)	March 7, 2025	Apr/May-25	
District Hospital Directed Payment – Phase 1 (1/1/23-6/30/23)	March 7, 2025	Apr/May-25	This is for six months, thus ½ estimated annual amount
HQAF VIII (CY24) Managed Care	April 7, 2025	May/June-25	Delayed from 12/20 IGT date
AB 113 (FY24/25)	Apr-25	May/June-25	Interim Payment
AB 113 (FY23/24)	Apr-25	May/June-25	Final Reconciliation – \$ will be minimal
AB 915 (FY23/24)	n/a	By Jun-25	
HQAF VIII (CY24) Direct Grant #4	n/a	Jun-25	

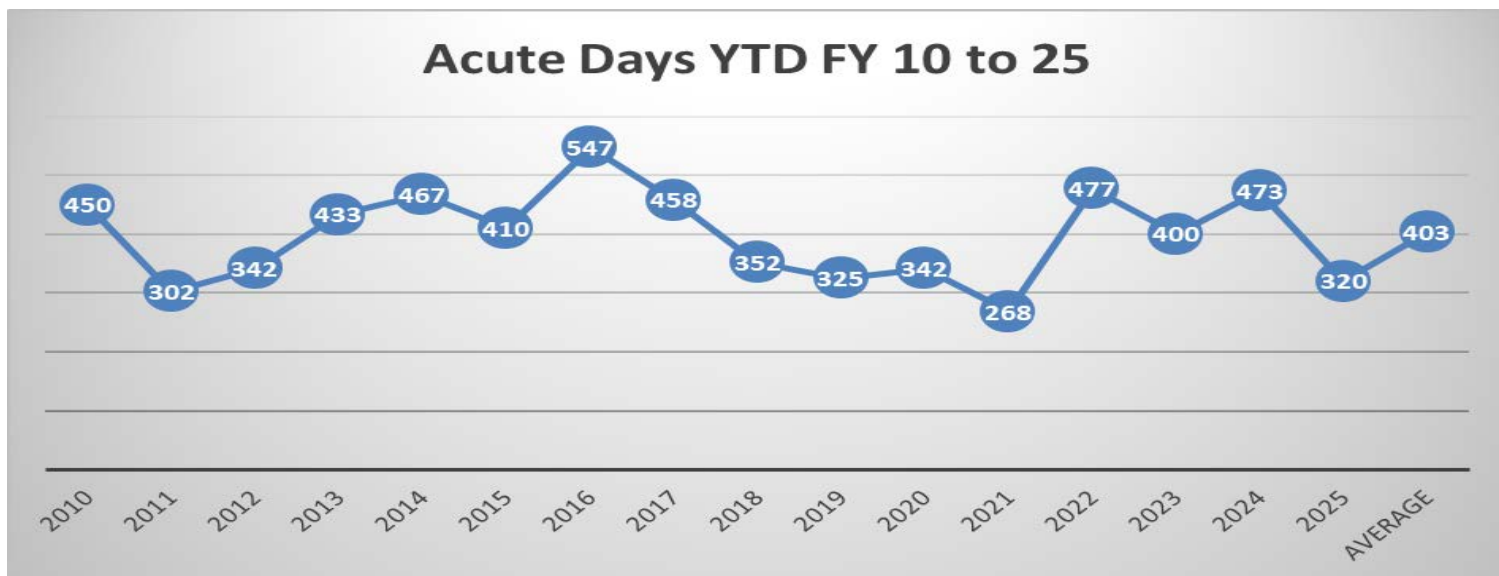
Notes

- Items in red font have changed since the last iteration of this documents
- Programs listed are only those that have an IGT or payment between 7/1/24 – 6/30/25
- Dates are based on latest estimates from DHCS and are subject to change



13) Cerner Tickets are trending in the right direction with 87% of them closed. It still takes 38 days on average to close a ticket and we have some tickets that have been frustrating as they are common hospital procedures like high dose flu shots and wrap billing for Medi-Cal which happens in every rural health clinic.

Statistics



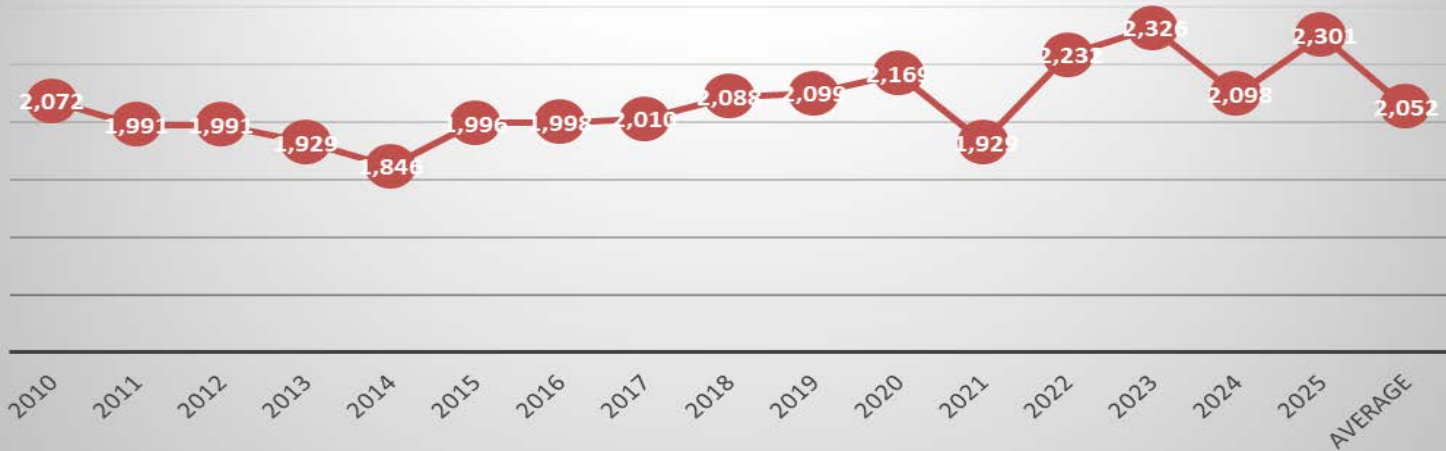
Swing Days YTD FY 10 to 25



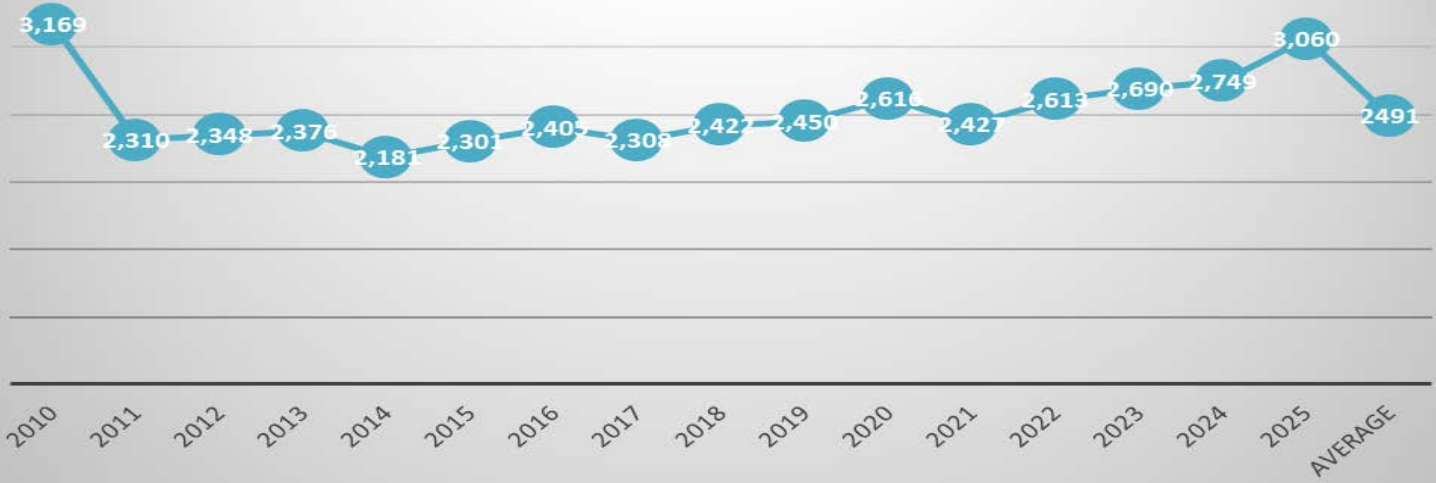
SNF Days YTD FY 11 to 25



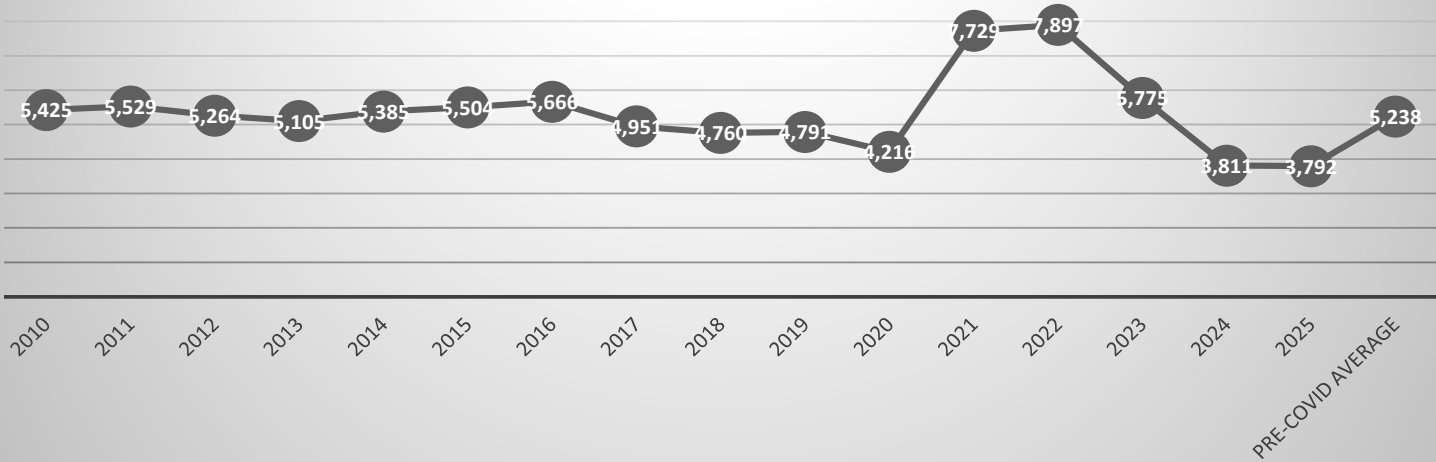
ED Visits YTD FY 10 to 25



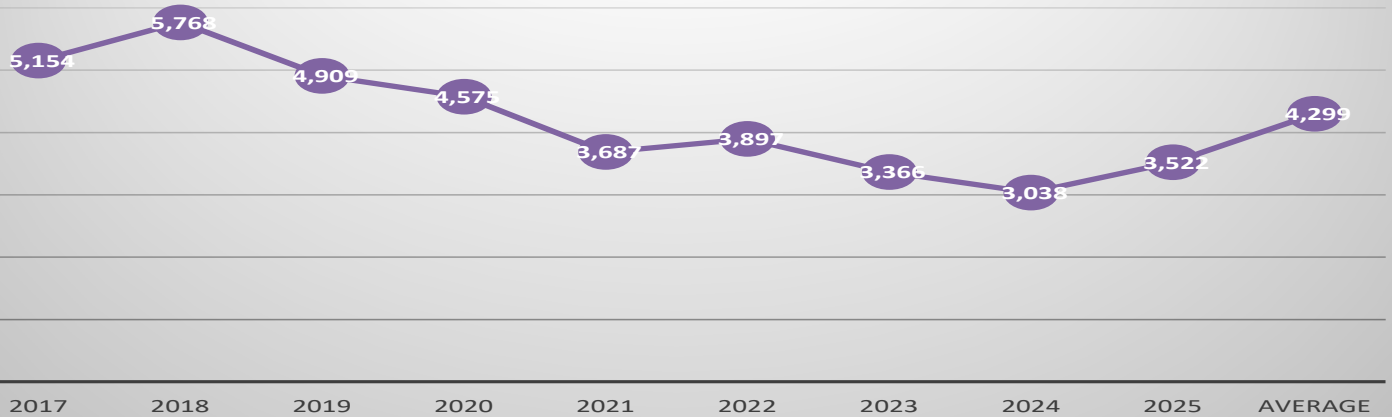
Rad Procedures YTD FY 10 to FY 25

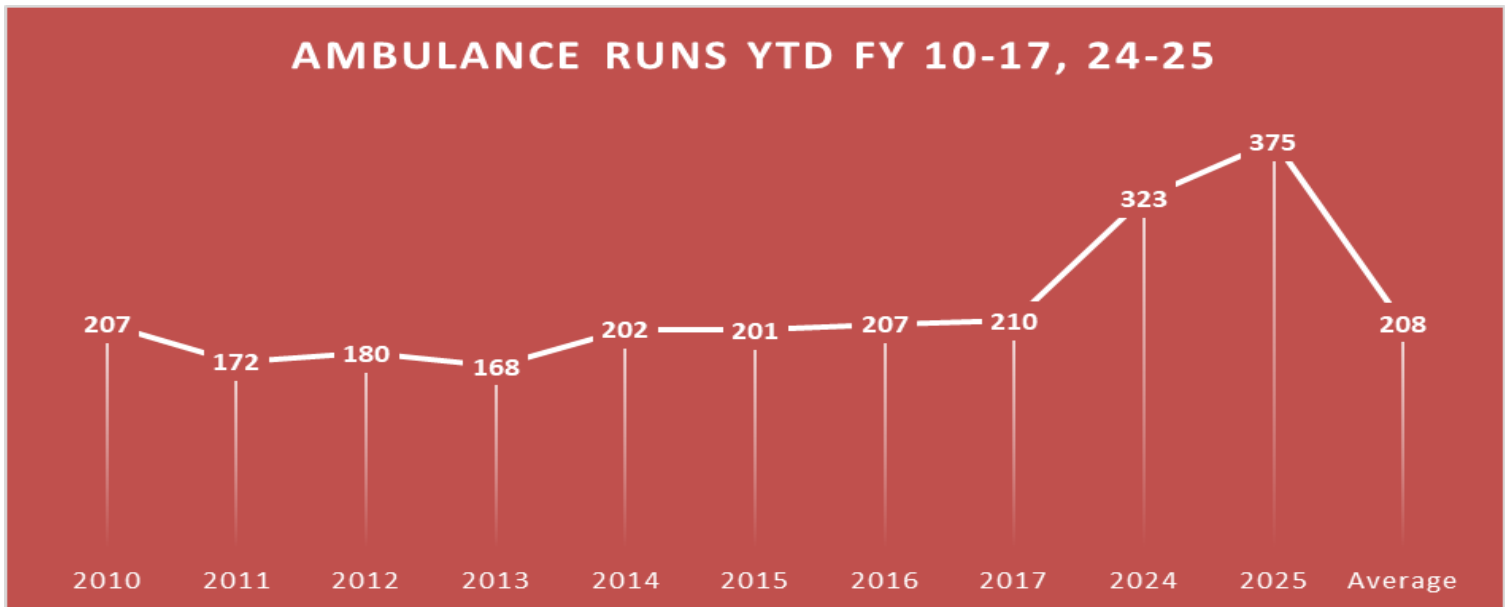
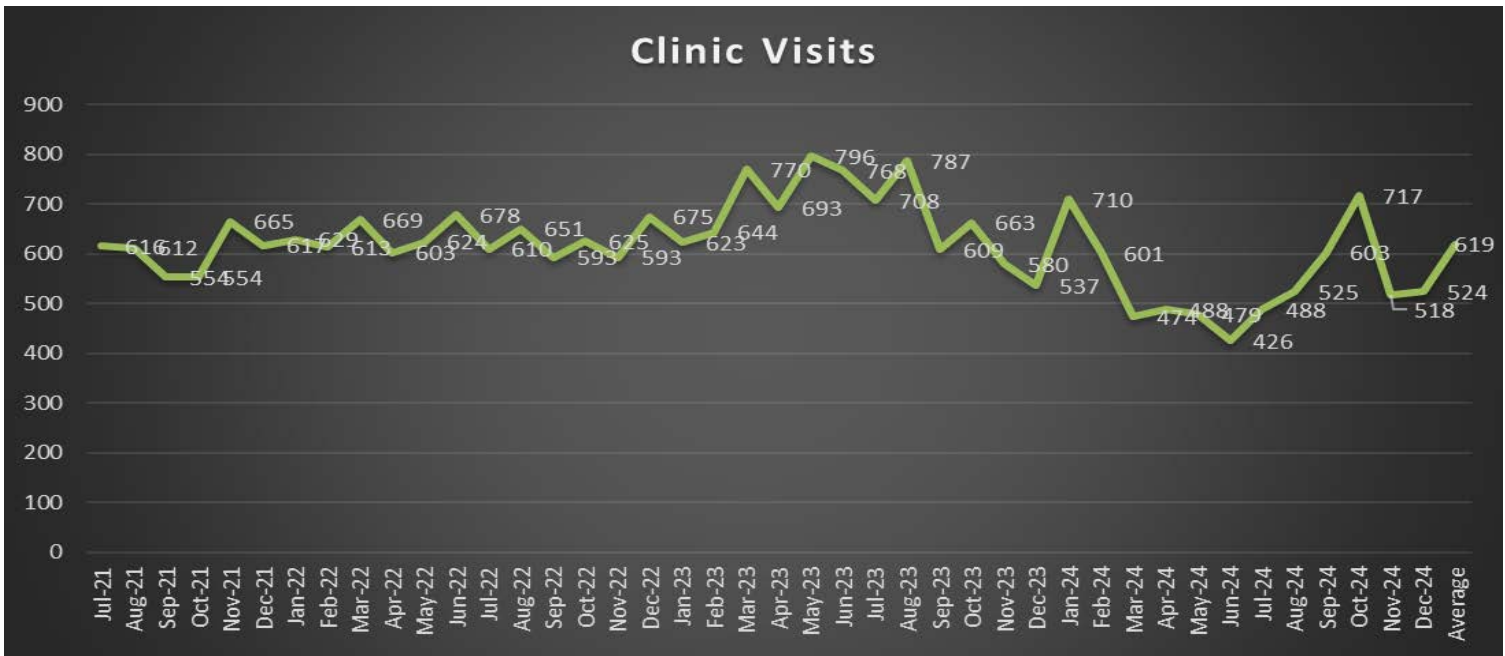


Labs YTD FY 10 to 25



PT Procedures YTD FY 17 to 25





Income Statement

- 1) Acute Revenue is down as Acute and Swing Days are down this year.
- 2) SNF Revenue is down slightly as our Census is down this year.
- 3) Outpatient Revenue is up due to increased ER visits, Surgery, Radiology and PT Procedures.
- 4) Contractuals are a positive due to our Rate Range Receivable which is typically partially offset by an IGT Payable until that 60 to 90 days where we've paid the IGT and are still booking and awaiting the receivable/payment. This causes a higher net revenue and net income in those months.
- 5) Salaries and wages are up due to the state mandated wage increases plus a reduction in travelers.
- 6) Employee Benefits are down even with increased employees due to our changes in health insurance.
- 7) Supplies are up which ties to the increase in surgeries and ER visits.
- 8) Professional Fees have increased due to the wage hikes for the ER providers which is more noticeable given that there's always a provider 24/7 365.

- 9) Travelers are down 806K from the prior year.
- 10) Other Purchased Services are up due to the outsourced clean up billing and other resources to try to fix our Cerner issues.
- 11) Utilities are up 26% due to rate increases and the addition of the TCCN building.
- 12) Expenses are up 1.1% which is great considering the wage increases.

Balance Sheet

- 1) Cash is down from the October financials as we contributed 5.9 million to our Rate Range IGT. Even with the contribution we (205) are ahead of the state CAH average of 146 days and the national average of 126.
- 2) Total AR is down as we had a strong month of patient payments in December.
- 3) The Medicare/Medi-Cal Settlement will decrease by our Rate Range payment on the January financials.
- 4) Accounts Payable was up as we had some late invoices.
- 5) The Rate Range Payable is zeroed out as that was paid in November.
- 6) The HQAF Payable will remain on the balance sheet until April.
- 7) There will be a new DHDP Payable and Receivable being booked as soon as I have all the program information. The first payments will be small as they don't count the DPNF days in the first year of the model and it pays out in six-month increments. This program is much more work than the others as you must review all the claims data for six-month periods and communicate with your Medi-Cal Managed Care program about any discrepancies and mark all the contracted visits to submit.
- 8) Our Current Ratio is a robust 4.93 which is well ahead of the CA CAH average of 3.45.
- 9) If you ever wanted to compare any financial metrics to other CAHs in the state or nationally the 2024 CAH Financial Indicators report is available.
https://www.flexmonitoring.org/sites/flexmonitoring.umn.edu/files/media/state-medians-2022data_report-final_2024.pdf

MAYERS MEMORIAL HOSPITAL							
Statistical Data							
Fiscal Year Ending JUNE 30, 2025							
COMPARISION TO ACTUAL							
2025		2025		FY 2025		FYE 2024	
December	November			YTD	YTD		% Increase or Decrease
Actual	Actual	Variance	VOLUME:	Actual	Actual	Variance	
DISCHARGES							
16	13	3	Acute	81	109	(28)	-25.71%
5	13	(8)	Swing Bed	47	48	(1)	-2.11%
2	5	(3)	Skilled Nursing Care (DISCHG)	22	19	3	15.82%
8	9	(1)	Observations	42	32	10	31.32%
PATIENT DAYS							
65	55	10	Acute	320	473	(153)	-32.31%
42	46	(4)	Swing Bed	404	520	(116)	-22.31%
2,483	2,348	135	Skilled Nursing Care	14,199	14,610	(411)	-2.81%
LENGTH OF STAY							
4.06	4.23	(0)	Acute	3.95	4.34	(0)	-9.01%
8.40	3.54	5	Swing Bed	8.60	10.83	(2)	-20.71%
AVERAGE DAILY CENSUS							
2.17	1.83	0	Acute	2.60	3.09	(0)	-15.81%
1.40	1.53	(0)	Swing Bed	3.28	3.40	(0)	-3.41%
82.77	78.27	5	Skilled Nursing Care	115.44	95.49	20	20.92%
ANCILLARY SERVICES							
0	0	0	Surgery Inpatient Visits	0	0	0	#DIV/0!
12	16	(4)	Surgery OP/ procedure visits	73	0	73	#DIV/0!
380	354	26	Emergency Room Visits	2237	2098	139	6.62%
149	112	37	Outpatient Services Procedures	750	585	165	28.22%
588	718	(130)	Laboratory Visits	3792	3811	(19)	-.51%
456	536	(80)	Radiology Procedures	3060	2749	311	11.32%
532	576	(44)	Physcial Therapy Procedures	3522	3038	484	15.92%
189	138	51	Cardiac Rehab	1090	887	203	22.92%
63	55	8	Telemedicine visits	395	327	68	20.82%
19	15	4	Admissions from ER	89	113	(24)	-21.21%
18	25	(7)	Transfers from ER	133	135	(2)	-1.51%
524	518	6	Clinic Visits	6553	8178	(1625)	-19.91%
53	60	(7)	Ambulance	375	323	52	16.12%
PRODUCTIVITY:							
Productive FTE's							
8.29	9.31		Nursing - Acute	8.22	6.67		
31.91	33.27		Long Term Care	31.88	33.56		
52.2	55.64		Ancillary	52.32	51.65		
64.08	68.54		Service	65.72	66.19		
156.48	166.76		Total Productive	158.15	158.07		
82.14	99.47		Non-Productive FTE's	90.28	110.23		
238.62	266.23		Paid FTE's	554.68	268.3		
PRODUCTIVE FTE PER ADJUSTED OCCUPIED BED							
2.28	#VALUE!			1.48	3.53		

MAYERS MEMORIAL HOSPITAL

Statement of Revenue and Expenses

Fiscal Year Ending JUNE 30, 2025

COMPARISON TO ACTUAL

2025		2024		Variance		2025		2024	
DECEMBER	DECEMBER	DECEMBER	DECEMBER			DECEMBER	DECEMBER		
Month Actual	Month Actual	Month Actual	Month Actual			YTD Actual	YTD Actual		
893,932	1,243,497	(349,565)			Patient Revenue				
1,441,466	1,411,412	30,054			Acute Revenue	5,259,619	6,594,515		
2,973,917	2,032,958	940,959			Revenue - SNF Inpatient	8,096,955	9,551,055		
					Outpatient Revenue	18,811,755	15,330,510		
5,074,884	4,915,729	159,155			Patient Revenue	31,956,406	31,476,081		
898,524	(941,187)	1,839,711			Contractuals- Care/cal	146,948	(438,789)		
(482,008)	(122,635)	(359,372)			Contractuals- PPO	(2,383,730)	(1,086,574)		
(34,709)	(4,703)	(30,005)			Charity and Write-Offs	(171,898)	(14,880)		
(23,287)	(50,352)	27,065			Admin Adjustments and Employee Discounts	(97,681)	(649,239)		
(22,075)	(8,410)	(13,664)			Provision for Bad Debt	(397,825)	(347,149)		
1,901,471	(1,127,288)	3,028,759			Total Deductions	(2,454,656)	(2,536,632)		
					Other Operating Revenues	876,442	284,332		
249,782	51,177	198,605			Net Revenue	30,378,192	29,223,781		
6,323,525	3,839,617	2,483,908			Salaries & Wages	12,145,925	11,159,751		
1,764,608	2,049,989	(285,382)			Employee Benefits	2,021,814	2,198,261		
404,550	341,386	63,164			Supplies	2,246,406	2,104,344		
379,046	323,636	55,410			Professional Fees	854,145	721,993		
174,834	115,939	58,895			Other Purchased Service Nurse Travel Acute	108,710	372,283		
34,167	82,114	(47,947)			Other Purchased Service Nurse Travel SNF	1,757,297	2,103,473		
266,872	295,391	(28,519)			Other Purchased Service Travel Ancillary	661,742	858,194		
114,079	95,256	18,823			Travelers	2,527,749	3,333,950		
415,117	472,761	(57,643)			Other Purchased Service	1,186,395	1,007,642		
183,925	172,466	11,459			Repairs & Maintenance	226,357	241,428		
21,522	19,793	1,729			Utilities	691,935	549,189		
114,506	92,533	21,973			Insurance Other	251,954	364,935		
37,521	51,595	(14,073)			Other Expenses	807,551	1,012,126		
111,563	128,949	(17,386)			USDA Interest Expense	325,991	332,426		
0	0	0			Interest Expense	43,862	36,964		
2,374	7,130	(4,756)			Depreciation Expense	926,058	940,195		
159,346	156,925	2,421			Rental/Lease	68,497	57,457		
28,296	9,755	18,541			Total Operating Expenses	24,324,637	24,060,660		
3,797,207	3,942,856	(145,649)			Income From Operations	6,053,555	5,300,749		
2,526,318	(103,239)	2,629,557			Non-Operating Revenue	3,036,442	2,672,341		
441,360	411,047	30,314			Interest Income	606,552	498,897		
73,034	58,810	14,223			Non-Operating Expenses	1,547,184	1,726,047		
344,689	293,907	50,782							

MAYERS MEMORIAL HOSPITAL**Balance Sheet**

	December 2024
CURRENT ASSET	
Cash - General, Payroll, & Petty Cash	21,743,919
Reserve Cash (Unrestricted)	1,868,483
Restricted Cash	2,461,506
Cash	<u>26,073,907</u>
Patient Accounts Receivable	14,196,846
Patient Allowances	(5,678,738)
Net Patient Accounts Receivable	<u>8,518,107</u>
Accounts Receivable	8,518,107
Shasta County Tax Receivables	132,202
Inventories	719,673
Other Accounts Receivable	3,595
Prepaid Expenses	771,473
Medicare/Medi-Cal Settlements	15,663,633
Total Current Assets	<u>51,882,590</u>
Property, Plant & Equipment	
Land and Building Improvements	3,969,852
Building and Fixed Equipment	39,457,490
Equipment	16,113,899
Subscription Based Assets	221,719
Construction in Progress	3,149,818
Accumulated Depreciation	(29,461,936)
Accumulated Amortization	(18,365)
Property, Plant & Equipment	33,753,412
Total Assets	85,636,002
Accounts Payable	917,652
Payroll and Related Liabilities	1,836,514
Audit Fees Payable	0
Grant Liabilities	0
Lease - Current Liability	0
Current Subscription Liability	35,092
Accrued Interest	196,965
HQAF Payable	1,671,299
HQAF 8 Payable	0
Rate Range Payable	0
Notes & Loans Payable	(27,601)
Current Portion of Medicare/Medi-Cal Settlement	(7,082)
Current Liabilities	<u>10,532,768</u>
LONG TERM DEBT	
GO Bond	1,716,054
Leases	(23,508)
PPP Loan	0
Notes & Loans Payable/CHFFA	1,258,158
GO Bond Series B & Refunding	19,651,000
Long Term Subscription Liability	55,554
Total Long-Term Debt	<u>22,657,258</u>
FUND BALANCE	
Restricted Fund Balance	18,059
Fund Balance - Hospital	60,129,787
Total Fund Balance	<u>60,147,846</u>
Liabilities and Fund Balance	93,340,872
Net Income	22,993,902
Current Ratio	4.93

**MAYERS MEMORIAL HOSPITAL
NON-OPERATING REVENUE AND EXPENSE
RETAIL PHARMACY**

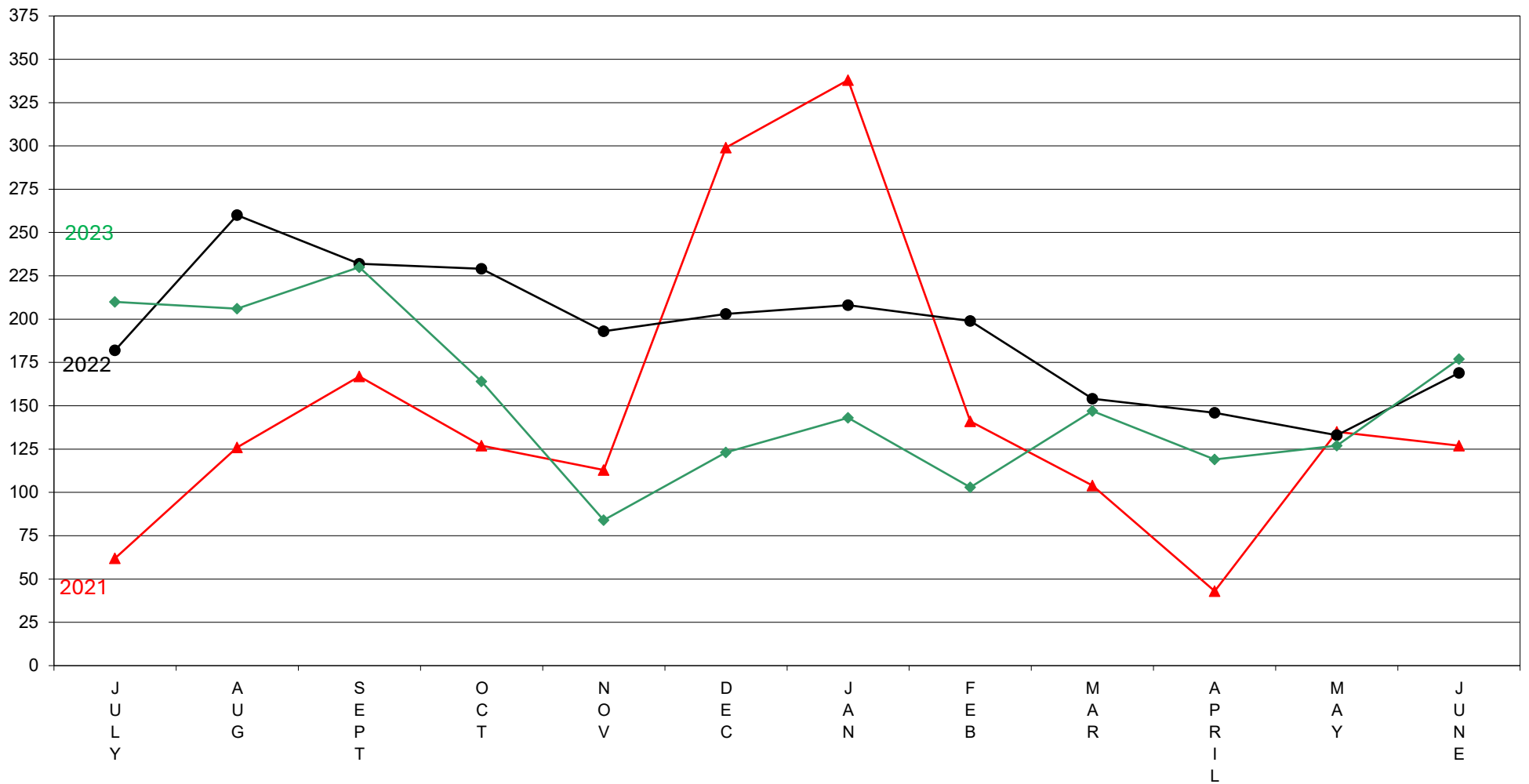
2025 DECEMBER Month Actual	2024 DECEMBER Month Actual	Variance		2025 DECEMBER YTD Actual	2024 DECEMBER YTD Actual	Variance	percentages ne Increase Decrease %
Retail Pharmacy Revenue							
0	4,226	(4,226)	Other	0	12,573	12,573	100.00%
45,615	32,025	13,590	Private	387,035	215,372	(171,663)	-79.71%
202,159	261,919	(59,760)	Third Party	1,061,124	1,605,345	544,221	33.90%
0	0	0	Retail Pharmacy Revenue	0	0	0	0.00%
202,159	261,919	(59,760)	Third Party	1,061,124	1,605,345	544,221	33.90%
(31)	4,059	(4,090)	Other	(251)	12,106	12,357	146.22%
328,316	298,003	30,314	Non-Operating Revenue	2,069,752	1,966,924	(102,827)	-5.23%

MAYERS MEMORIAL HOSPITAL
SUMMARY OF SERVICES - DEPOSITS - REFUNDS
- Fiscal Year 2025

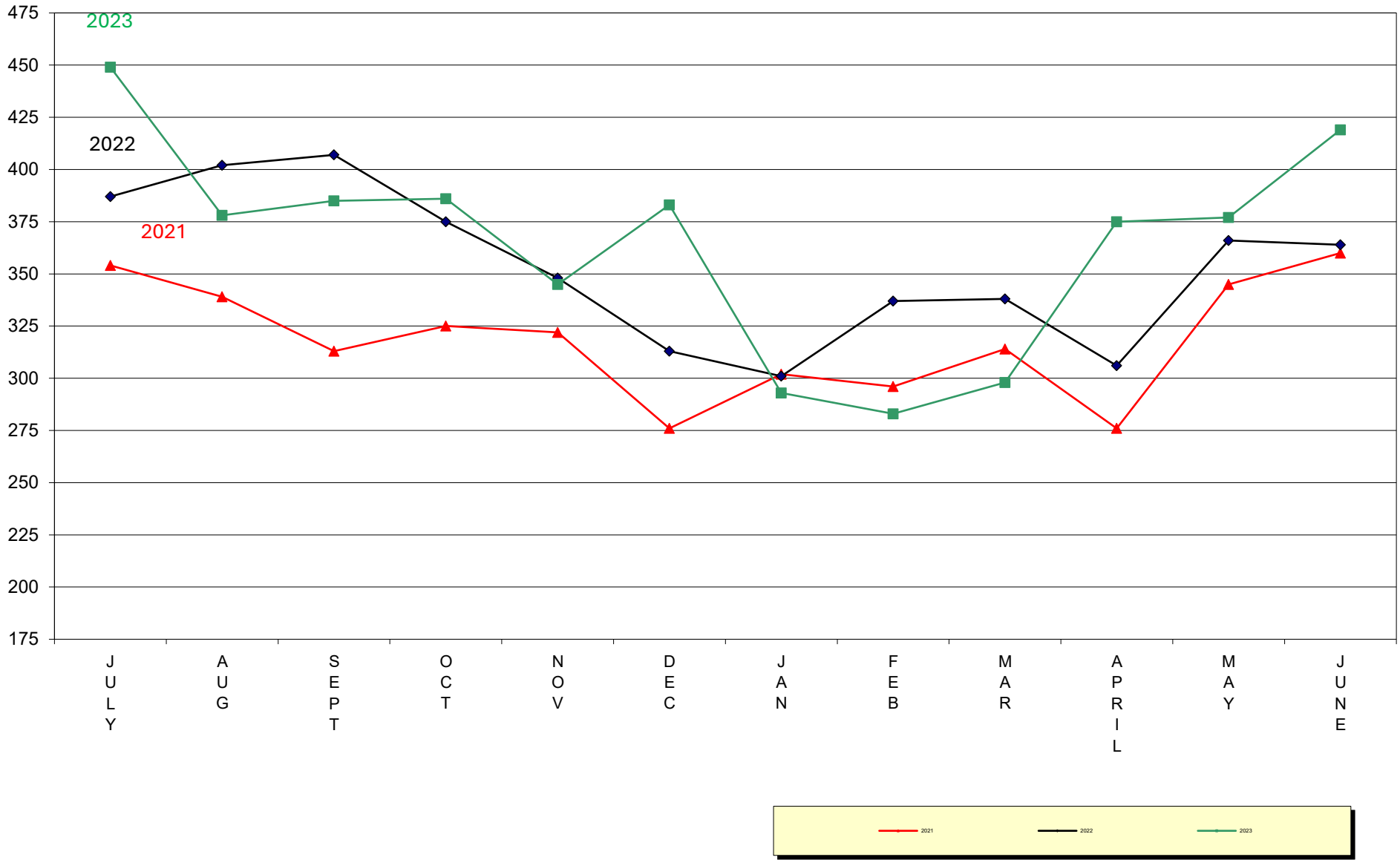
DATE:	REVENUE / SERVICES	AVERAGE DAILY REVENUE	TOTAL DEPOSITS	MISC. PAYMENTS	MISC. PMTS PT RELATED	PATIENT PAYMENTS	ADJUSTMENT S & WRITE-OFFS	REFUNDS
July 31, 2024	5,437,078.00	175,389.61	4,830,617.70	559,104.34	920,314.24	3,351,199.12	2,064,832.77	6,824.28
August 31, 2024	5,125,173.24	165,328.17	3,963,266.11	227,680.40	-	3,735,585.71	2,442,815.13	36,290.55
September 30, 2024	5,109,328.43	170,310.95	3,164,823.55	121,674.17	135,359.00	2,907,790.38	2,446,633.02	3,185.04
October 31, 2024	5,595,084.02	180,486.58	3,665,341.82	119,484.21		3,545,857.61	2,318,913.18	37,127.52
November 30, 2024	5,469,446.42	182,314.88	2,610,880.00	239,954.42		2,370,925.58	2,035,653.07	8,380.00
December 31, 2024	5,274,115.61	170,132.76	3,467,130.65	318,347.21		3,148,783.44	2,742,777.74	
January 30, 2025						-		
February 28, 2025						-		
March 31, 2025						-		
April 30, 2025						-		
May 31, 2025						-		
June 30, 2025						-		
YTD TOTAL	32,010,225.72	173,993.82	21,702,059.83	1,586,244.75	1,055,673.24	19,060,141.84	14,051,624.91	91,807.39

ACCOUNTS RECEIVABLE AGING				PAYOR MIX - YTD % OF REVENUE				
	December \$ OUTSTANDING	December DAYS OUT	November DAYS OUT		December	November	October	3 MONTH AVERAGE
MEDICARE	7,322,385.78	41.22	40.58	MEDICARE	43.85%	42.63%	44.15%	43.54%
MEDI - CAL	4,447,449.49	25.04	25.77	MEDI - CAL	38.69%	40.30%	38.88%	39.29%
THIRD PARTY	2,588,552.96	14.57	16.03	THIRD PARTY	15.87%	1.97%	1.27%	6.37%
PRIVATE	886,677.71	4.99	6.05	PRIVATE	1.59%	15.10%	15.70%	10.80%
OVERALL	15,245,065.94	85.82	88.43					

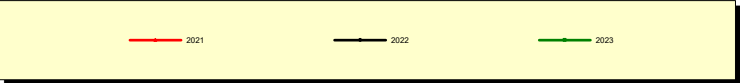
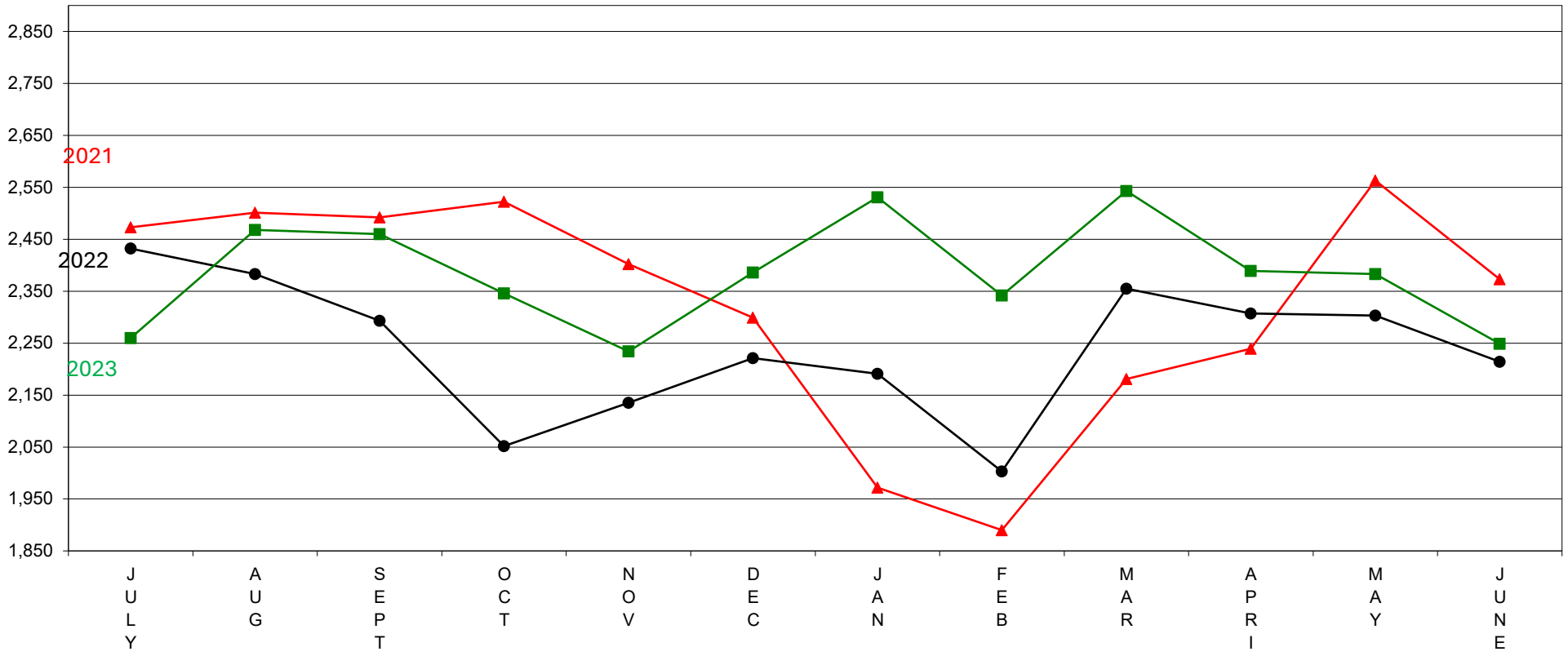
ACUTE / SWING PATIENT DAYS



EMERGENCY



SNF PATIENT DAYS



**MAYERS MEMORIAL HOSPITAL
2024-2025 OPERATING ACTUAL**

	2024 JULY	2024 August	2024 September	2024 October	2024 November	2024 December	2025 January	2025 February	2025 March	2025 April	2025 May	2025 June	2025 YTD
Operating Revenue													
Acute Revenue	751,814	823,156	997,423	933,070	860,223	893,932	0	0	0	0	0	0	5,259,619
Revenue - SNF Inpatient	1,417,720	1,339,094	1,295,344	1,292,945	1,310,387	1,441,466	0	0	0	0	0	0	8,096,955
Revenue - Hospice Inpatient	0	2,690	0	(1,875)	0	0	0	0	0	0	0	0	815
Outpatient Revenue	3,460,197	2,862,200	2,855,223	3,357,167	3,303,051	2,973,917	0	0	0	0	0	0	18,811,755
Total Patient Revenue	5,633,622	5,026,424	5,149,852	5,592,519	5,479,105	5,074,884	0	0	0	0	0	0	31,956,406
Orphans	385,471	(2,964)	(2,672)	(8,174)	(7,741)	(4,088)	0	0	0	0	0	0	359,832
Medicare/Medi-Cal Contractuals	(491,841)	(1,008,829)	407,829	190,598	150,668	1,560,937	0	0	0	0	0	0	809,361
Less Deductions													
PPO Contractuals	(401,471)	(343,907)	(423,608)	(336,610)	(396,127)	(482,008)	0	0	0	0	0	0	(2,383,730)
Provision for Bad Debt	(6,137)	(341,622)	(9,307)	(6,797)	(11,887)	(22,075)	0	0	0	0	0	0	(397,825)
Other Operating Revenues	131,319	110,649	104,113	87,521	193,057	249,782	0	0	0	0	0	0	876,442
Net Revenue	4,848,278	3,394,212	5,184,701	5,496,484	5,343,876	6,323,525	0	0	0	0	0	0	30,591,076
Operating Expenses													
Salaries & Wages	2,018,081	2,216,181	1,845,517	2,117,398	2,184,141	1,764,608	0	0	0	0	0	0	12,145,925
Employee Benefits	253,492	236,625	272,155	570,809	284,183	404,550	0	0	0	0	0	0	2,021,814
Supplies	299,743	378,379	382,898	429,460	376,880	379,046	0	0	0	0	0	0	2,246,406
Professional Fees	115,828	166,250	160,054	136,038	101,141	174,834	0	0	0	0	0	0	854,145
Other Purchased Service Nurse Travel Acute	18,918	12,253	6,089	12,097	25,186	34,167	0	0	0	0	0	0	108,710
Other Purchased Service Nurse Travel SNF	283,832	296,737	259,318	346,381	304,156	266,872	0	0	0	0	0	0	1,757,297
Other Purchased Service Travel Ancillary	123,829	112,896	121,383	95,695	93,860	114,079	0	0	0	0	0	0	661,742
Other Purchased Service Hospice Travel	0	0	0	0	0	0	0	0	0	0	0	0	0
Travelers	426,579	421,887	386,790	454,173	423,202	415,117	0	0	0	0	0	0	2,527,749
Other Purchased Service	188,189	177,753	205,740	249,789	181,000	183,925	0	0	0	0	0	0	1,186,395
Repairs & Maintenance	25,033	33,723	58,123	42,524	45,433	21,522	0	0	0	0	0	0	226,357
Utilities	138,378	132,866	107,750	119,148	79,287	114,506	0	0	0	0	0	0	691,935
Other Expenses	120,404	110,466	142,359	128,394	194,365	111,563	0	0	0	0	0	0	807,551
USDA Interest Expense	0	0	325,991	0	0	0	0	0	0	0	0	0	325,991
Interest Expense	9,161	11,239	9,140	9,574	2,374	2,374	0	0	0	0	0	0	43,862
Depreciation Expense	155,489	155,682	159,346	160,568	161,592	159,346	0	0	0	0	0	0	0
Rental/Lease	1,878	8,587	6,539	9,553	13,645	28,296	0	0	0	0	0	0	68,497
Operating Expenses	3,794,180	4,105,719	4,103,784	4,464,949	4,084,763	3,797,207	0	0	0	0	0	0	23,398,579
Total Operating Expenses	3,794,180	4,105,719	4,103,784	4,464,949	4,084,763	3,797,207	0	0	0	0	0	0	23,398,579
Net Operating Revenue over Expense	1,054,098	(711,507)	1,080,917	1,031,535	1,259,113	2,526,318	0	0	0	0	0	0	7,192,497
Non-Operating Revenue													
Non-Operating Revenue	557,051	469,120	653,963	472,616	442,332	441,360	0	0	0	0	0	0	3,036,442
Interest Income	113,155	111,492	105,436	120,602	82,834	73,034	0	0	0	0	0	0	606,552
Non-Operating Expenses	214,519	291,936	223,740	253,589	218,711	344,689	0	0	0	0	0	0	1,547,184
Total Non-Operating	455,687	288,676	535,659	339,629	306,455	169,704	0	0	0	0	0	0	2,095,811
Net Revenue over Expense	1,509,785	(422,831)	1,616,576	1,371,164	1,565,569	2,696,022	0	0	0	0	0	0	9,288,308
Days in Month	31	31	30	31	30	31	31	28	31	30	31	30	365
Expenses per Day	117,377	127,421	131,481	138,851	130,772	117,350	0	0	0	0	0	0	763,253
Days Cash on Hand	303	277	267	241	201	222	0	0	0	0	0	0	(2,275)
AVERAGE YTD	303	277	267	241	201	222	0	0	0	0	0	0	251

ACCOUNTS RECEIVABLE BY SYSTEM

<u>SYSTEM</u>	<u>CURRENT</u>	<u>31-60</u>	<u>61-90</u>	<u>91-120</u>	<u>121-150</u>	<u>151-180</u>	<u>180-365+</u>	<u>TOTAL</u>
PARAGON	2,442,806.79	98,648.03	60,096.60	943.00	23,258.50	64,280.00	255,193.81	2,945,226.73
CERNER	3,780,757.19	2,190,407.82	939,188.59	635,260.32	774,981.55	700,030.63	3,170,472.06	12,191,098.16
EPIC	-	-	-	-	-	-	-	-
MATRIXCARE	61,609.61	49,719.66	49,037.96	53,625.71	(13,991.91)		2,763.86	202,764.89
TOTAL	6,285,173.59	2,338,775.51	1,048,323.15	689,829.03	784,248.14	764,310.63	3,428,429.73	15,339,089.78

Attachment H

MONTHLY COLLECTIONS - OBLIGATIONS FISCAL YEAR 2025

	2024						2025						average
	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	beg balance
BEGINNING AP BALANCE	515,647.15	515,500.00	194,797.18	129,244.00	(63,622.00)	595,536.00	917,652.00	0.00	0.00	0.00	0.00	0.00	478,062.72
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
<u>CASH COLLECTIONS</u>													<u>YTD total</u>
PATIENT PAYMENTS	3,892,811.13	3,579,380.86	2,923,360.87	3,576,825.03	2,459,059.91	3,318,786.79	0.00	0.00	0.00	0.00	0.00	0.00	19,750,224.59
COST REPORT SETTLEMENTS	399,133.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	399,133.62
DSH (Disproportionate Share)	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
OUTPATIENT 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
DPNF SUPPLEMENTAL	385,821.62	0.00	58,903.07	0.00	0.00	887.33	0.00	0.00	0.00	0.00	0.00	0.00	445,612.02
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
USDA FUNDING	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
CHFFA FUNDING	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
PRIME	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
IGT RATE RANGE	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
QIP LTC	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
HQAF	133,359.00	0.00	135,359.00	0.00	131,238.82	131,238.82	0.00	0.00	0.00	0.00	0.00	0.00	531,195.64
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
SPECIAL - WINDMILL	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
TAXES	13,312.00	369,307.76	0.00	38,455.11	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	421,074.87
RENTS	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
VENDING / CAFETERIA	3,745.30	4,796.25	3,581.75	3,271.50	4,116.25	3,154.00	0.00	0.00	0.00	0.00	0.00	0.00	22,665.05
Telemed Grant (HRSA)	0.00	0.00	9,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
Mayers Healthcare Foundation	0.00	3,371.61	2,400.00	9,697.20	14,533.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	30,001.83
MISC (REBATES/REIMB, CARES ACT ETC)	2,435.03	6,409.60	32,218.86	37,092.98	1,932.00	3,063.71	0.00	0.00	0.00	0.00	0.00	0.00	83,152.18
<u>TOTAL COLLECTIONS</u>	4,830,617.70	3,963,266.08	3,164,823.55	3,665,341.82	2,610,880.00	3,467,130.65	0.00	0.00	0.00	0.00	0.00	0.00	21,702,059.80
<u>EXPENSES</u>													<u>YTD total</u>
INCOME STATEMENT EXPENSES	3,309,097.00	3,618,323.00	3,602,742.00	3,892,795.00	3,920,663.00	3,609,565.00	0.00	0.00	0.00	0.00	0.00	0.00	21,953,185.00
ASSET EXPENSES	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
CIP EXPENSES	113,917.98	86,685.19	122,637.22	782,416.45	120,966.14	237,228.46	0.00	0.00	0.00	0.00	0.00	0.00	1,463,851.44
IGT EXPENSES / PRIME REPYMT/ HQAF	0.00	0.00	0.00	0.00	5,909,930.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,909,930.00
USDA PRIN-INT PYMTS	0.00	0.00	735,991.25	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	735,991.25
MEDICARE/MCAL REPAYMENT PLANS/COST REPORT	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
CAPITAL LEASES	2,477.04	2,477.46	2,478.34	2,466.00	2,466.09	2,466.00	0.00	0.00	0.00	0.00	0.00	0.00	14,830.93
<u>TOTAL EXPENSES</u>	3,425,492.02	3,707,485.65	4,463,848.81	4,677,677.45	9,954,025.23	3,849,259.46	0.00	0.00	0.00	0.00	0.00	0.00	30,077,788.62
<u>collections less expenses</u>	1,405,125.68	255,780.43	(1,299,025.26)	(1,012,335.63)	(7,343,145.23)	(382,128.81)	0.00	0.00	0.00	0.00	0.00	0.00	(8,375,728.82)
													<u>average</u>
ENDING AP BALANCE	515,500.00	194,787.18	129,244.00	(63,622.00)	595,536.00	917,652.00	0.00	0.00	0.00	0.00	0.00	0.00	470,543.84
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

Nutanix upgrade

Summary:

Nutanix is the hardware platform that supports our Citrix environment. We are currently hosting 234 Virtual computers on this hardware. This supports approximately 132 workstations and 102 Servers. 4 of our 7 nodes will end support in May and need to be replaced. The other 3 nodes are good until May 2027(1 node) and July 2029(2 nodes). We had the vendor spec these systems out to replace the current environment, accommodate the new Fuji Pacs system, and replace the two end-of-support VMWare clusters we are currently using.

Proposal:

CDW proposes replacing the 4 existing nodes with 4 new nodes with increased capacity. They are still using the 5-year model for support on the new hardware, so we should get 5 years out of it.

Here is a photo of the current Nodes that need to be replaced.





Thank you for choosing CDW. We have received your quote.

Hardware Software Services IT Solutions Brands Research Hub

QUOTE CONFIRMATION

JEFF MILES,

Thank you for considering CDW•G for your technology needs. The details of your quote are below. **If you are an eProcurement or single sign on customer, please log into your system to access the CDW site.** You can search for your quote to retrieve and transfer back into your system for processing.

For all other customers, click below to convert your quote to an order.

This quote is subject to CDW's Third Party Cloud Services Order Form Terms and Conditions set forth at <https://www.cdwg.com/content/cdwg/en/terms-conditions/third-party-cloud-services-order-form-terms-and-conditions-.html>

Convert Quote to Order

QUOTE #	QUOTE DATE	QUOTE REFERENCE	CUSTOMER #	GRAND TOTAL
PGPM003	1/16/2025	NUTANIX	0673037	\$158,702.38

QUOTE DETAILS				
ITEM	QTY	CDW#	UNIT PRICE	EXT. PRICE
NUTANIX CLD INFRA NCI PRO LIC+SUP Mfg. Part#: SW-NCI-PRO-PR Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Software (HPG-2500)	48	6880250	\$1,003.00	\$48,144.00
Nutanix AOS Pro - Term License - 1 license Mfg. Part#: TERM-MONTHS Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Software (HPG-2500)	36	6501791	\$0.00	\$0.00
NUTANIX 24X7 PROD HW SUP HCI APP Mfg. Part#: S-HW-PRD Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Catalog (HPG-2500)	4	5642018	\$2,041.00	\$8,164.00
NUTANIX SUPPORT TERM Mfg. Part#: SUPPORT-TERM Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Catalog (HPG-2500)	36	5642025	\$0.00	\$0.00
NUTANIX UNIFIED STOR PRO LIC+SUP Mfg. Part#: SW-NUS-PRO-PR Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Software (HPG-2500)	3	6937606	\$1,081.00	\$3,243.00
Nutanix AOS Pro - Term License - 1 license Mfg. Part#: TERM-MONTHS Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Software (HPG-2500)	36	6501791	\$0.00	\$0.00

QUOTE DETAILS (CONT.)

<u>NUTANIX CLD MGMT NCM STARTER LIC+SUP</u>	48	6880251	\$169.00	\$8,112.00
Mfg. Part#: SW-NCM-STR-PR Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Software (HPG-2500)				
<u>Nutanix AOS Pro - Term License - 1 license</u>	36	6501791	\$0.00	\$0.00
Mfg. Part#: TERM-MONTHS Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Software (HPG-2500)				
<u>NUTANIX PLATFORM INTEGRATION</u>	1	7724228	\$0.00	\$0.00
Mfg. Part#: PLATFORM INTEGRATION Electronic distribution - NO MEDIA Contract: HealthTrust Pricing-Software (HPG-2500)				
<u>NUTANIX NX-3235-G9-6542Y-CM</u>	2	8177446	\$24,660.00	\$49,320.00
Mfg. Part#: NX-3235-G9-6542Y-CM Contract: HealthTrust Pricing-Catalog (HPG-2500)				
<u>NUTANIX 64GB MEMORY MODULE</u>	64	8112861	\$341.00	\$21,824.00
Mfg. Part#: C-MEM-64GB-5600-CM Contract: HealthTrust Pricing-Catalog (HPG-2500)				
<u>NUTANIX 8TB 3.5IN HDD</u>	16	7591198	\$269.00	\$4,304.00
Mfg. Part#: C-HDD-8TB-AB-CM Contract: HealthTrust Pricing-Catalog (HPG-2500)				
<u>Nutanix 3.84TB Solid State Drive</u>	8	7600951	\$723.00	\$5,784.00
Mfg. Part#: C-SSD-3.84TB-B-CM Contract: HealthTrust Pricing-Catalog (HPG-2500)				
<u>Nutanix 2-Port SMC 10GbE LOM Module</u>	4	7451132	\$457.00	\$1,828.00
Mfg. Part#: C-LOM-10G2B1BT-CM Contract: HealthTrust Pricing-Catalog (HPG-2500)				
<u>Nutanix 2-Port SMC 25 10GbE NIC Transceiver</u>	4	7399642	\$375.00	\$1,500.00
Mfg. Part#: C-NIC-25G2E1-CM Contract: HealthTrust Pricing-Catalog (HPG-2500)				
<u>Nutanix 4' 15A C13 C14 Power Cord</u>	4	6673749	\$9.30	\$37.20
Mfg. Part#: C-PWR-4FC13C14B-CM Contract: HealthTrust Pricing-Catalog (HPG-2500)				
<u>NUTANIX TPM 2.0 MODULE UNPROVISIONED</u>	4	5242107	\$72.00	\$288.00
Mfg. Part#: C-TPM-2.0-U-CM Contract: HealthTrust Pricing-Catalog (HPG-2500)				

These services are considered Third Party Services, and this purchase is subject to CDW's [Third Party Cloud Services Terms and Conditions](#), unless you have a written agreement with CDW covering your purchase of products and services, in which case this purchase is subject to such other written agreement.

QUOTE

WEST-COM NOVUS® NURSE CALL SYSTEM

MAYERS MEMORIAL HOSPITAL DISTRICT – BURNEY SNF
20641 Commerce Way | Burney, CA 96013



CHARLES LOPWENKOPF | ACCOUNT EXECUTIVE
WEST-COM & T.V., INC. | (707) 330-2511
CLOWENKOPF@WESTCOMTV.COM

NOVEMBER 19, 2024

QUOTE

WEST-COM NOVUS® NURSE CALL SYSTEM

Burney Skilled Nursing Facility

Alexander Johnson
Mayers Memorial Hospital District
20641 Commerce Way
Burney, CA 96013

Quote Issued: 11/19/24

Quote Expires: 12/31/24

Quote #: 241119B

GPO: --

Submitted By:

Charles Lowenkopf
Account Executive
West-Com & T.V., Inc.
Cell: (707) 330-2511
clowenkopf@westcomtv.com
www.westcomtv.com


780 Chadbourne Rd, Suite D
Fairfield, CA 94534
Office: (707) 428-5902
Fax: (707) 428-5938

COST PROPOSAL:

DESCRIPTION	COST
Equipment	\$ 72,098.00
Software	N/A
Professional Fees	\$ 15,000.00
Cable	\$ 13,481.00
Sales Tax	\$ 6,204.00
Shipping	\$ 2,022.00
Shop / As-Builts	\$ 6,065.00
Labor	\$ 124,924.00
TOTAL:	\$ 239,794.00

ACCEPTED and AGREED AS FOLLOWS:

- Services Contracted:** Customer hereby contracts West-Com & T.V., Inc. to sell the equipment and provide services described herein.
- Agreement Price:** Customer agrees to pay to West-Com & T.V., Inc. the sum(s) noted on the Cost Proposal(s) including all applicable taxes.
- Acknowledgement:** Customer acknowledges that Agreement has been read and that Customer understands and agrees to all Terms and Conditions, Warranties, Exclusions, and Responsibilities. No changes or additions shall be part of this Agreement unless agreed and approved in writing by both parties. West-Com & T.V., Inc. may withdraw this Agreement at any time should the Agreement be modified by Customer without West-Com & T.V., Inc.'s written approval.
- Orders over \$10,000 require a 25% downpayment.
- Payment Terms: NET30 / date of invoice.

	West-Com & T.V., Inc.	Customer
Signature:		_____
Printed Name:	George Ghassan	_____
Title:	VP, Sales	_____
Date:	11/19/2024	_____

SUBMIT PURCHASE ORDERS TO:
Orders@WestComTV.com

QUOTE

WEST-COM NOVUS® NURSE CALL SYSTEM

MAYERS MEMORIAL HOSPITAL DISTRICT – FRM SNF
43563 Highway 299 East | Fall River Mills, CA 96028



CHARLES LOPWENKOPF | ACCOUNT EXECUTIVE
WEST-COM & T.V., INC. | (707) 330-2511
CLOWENKOPF@WESTCOMTV.COM

NOVEMBER 19, 2024

QUOTE

**WEST-COM NOVUS®
NURSE CALL SYSTEM**

**Fall River Mills Skilled
Nursing Facility**

Alexander Johnson
Mayers Memorial Hospital District
43563 Highway 299 East
Fall River Mills, CA 9602

Quote Issued: 11/19/24

Quote Expires: 12/31/24

Quote #: 241119F

GPO: --

Submitted By:

Charles Lowenkopf
Account Executive
West-Com & T.V., Inc.
Cell: (707) 330-2511
clowenkopf@westcomtv.com
www.westcomtv.com


780 Chadbourne Rd, Suite D
Fairfield, CA 94534
Office: (707) 428-5902
Fax: (707) 428-5938

COST PROPOSAL:

DESCRIPTION	COST
Equipment	\$ 44,140.00
Software	N/A
Professional Fees	\$ 15,000.00
Cable	\$ 16,208.00
Sales Tax	\$ 4,375.00
Shipping	\$ 1,431.00
Shop / As-Builts	\$ 4,293.00
Labor	\$ 95,253.00
SUBTOTAL:	\$ 180,700.00

ACCEPTED and AGREED AS FOLLOWS:

- Services Contracted:** Customer hereby contracts West-Com & T.V., Inc. to sell the equipment and provide services described herein.
- Agreement Price:** Customer agrees to pay to West-Com & T.V., Inc. the sum(s) noted on the Cost Proposal(s) including all applicable taxes.
- Acknowledgement:** Customer acknowledges that Agreement has been read and that Customer understands and agrees to all Terms and Conditions, Warranties, Exclusions, and Responsibilities. No changes or additions shall be part of this Agreement unless agreed and approved in writing by both parties. West-Com & T.V., Inc. may withdraw this Agreement at any time should the Agreement be modified by Customer without West-Com & T.V., Inc.'s written approval.
- Orders over \$10,000 require a 25% downpayment.
- Payment Terms: NET30 / date of invoice.

	West-Com & T.V., Inc.	Customer
Signature:		Signature: _____
Printed Name:	George Ghassan	Printed Name: _____
Title:	VP, Sales	Title: _____
Date:	11/19/2024	Date: _____