# AGENDA ITEM or FINAL CONTRACT REVIEW SUBMITTAL FORM

**Agenda Item:** Visitors; Gunnison Valley Health Board of Trustees

**Action Requested:** Discussion

**Parties to the Agreement:**

**Term Begins:** **Term Ends:** **Grant Contract #:**

**Summary:**

The attached materials were provided by GVH.

**Fiscal Impact:**

**Submitted by:** Katherine Haase for GVH **Submitter's Email Address:** khaase@gunnisoncounty.org

**Finance Review:** (●) Required ( ) Not Required

Comments:
No concerns. ln

Reviewed by: GUNCOUNTY1\lNienhueser Discharge Date: 9/21/2016

**County Attorney Review:** ( ) Required (●) Not Required

Comments:

Reveiwed by: Discharge Date: Certificate of Insurance Required Yes ( ) No ( )

**County Manager Review:**

Comments:

Reveiwed by: GUNCOUNTY1\mbirnie Discharge Date: 9/23/2016

( ) Consent Agenda ( ) Regular Agenda ( ) Worksession Time Allotted: 60

Agenda Date: 9/27/2016

*Revised April 2015*

GUNNISON VALLEY HEALTH

GVH and BOCC Work Session
Tuesday, September 27, 2016
2:30 p.m. – 5:00 p.m. / BOCC Boardroom – New Courthouse

---

**AGENDA**

For Gunnison Valley Health:

- Ronda Connaway, GVH Board of Trustees, Chair
- Rob Santilli, GVH CEO
- Thomas Harvey, GVH CFO

**Conversation Outline**

**I. Opening Comments & Introductions** — Ronda Connaway

**II. Operational Items** — Rob Santilli

- Behavioral health – Psych line
- Financial Services
- New patient beds
- Hospital medical director
- GVH STAR certified

**III. Finance** — Thomas Harvey

- July Financials

**IV. Strategic** — Rob Santilli

- Senior Care Center Development
- Community needs assessment
- Obstetrics renovation
- TETWP strategic plan
- GVH / St. Mary's swing bed program
- Wolkov building
- Community Care Coordinators
- Balance program
- Plastic surgeon
- Colorado Cares Act, Amendment 69

**V. Commissioner Questions and Observations**

GUNNISON VALLEY HEALTH

# Operation review

**Period Ending July 31, 2016**

## ***COMBINED OVERVIEW:***

The combined financials for the month of July show a decrease in Net Income of $532,224 below budget or 42.8% and $568,283 below prior year or 44.4%. The combined net income for July is $712,425 compared to a budget of $1,244,649 and $1,280,708 in the prior year.

| | MONTH TO DATE | | | | | | |
|---|---|---|---|---|---|---|---|
| | Net Income | Budget | Var | % Var | P/Y | Var | % Var |
| GVH | $ 695,490 | $ 1,155,129 | $ (459,639) | 39.8% | $ 1,147,080 | $ (451,590) | -39.4% |
| SCC | $ 21,159 | $ 99,836 | $ (78,677) | -78.8% | $ 100,608 | $ (79,449) | -79.0% |
| Hospice | $ (9,690) | $ (5,181) | $ (4,509) | -87.0% | $ (10,145) | $ 455 | 4.5% |
| Home Health | $ (16,563) | $ (14,897) | $ (1,666) | -11.2% | $ (24,668) | $ 8,105 | 32.9% |
| Assisting Living | $ (7,929) | $ 9,762 | $ (17,691) | -181.2% | $ (169) | $ (7,760) | -4591.7% |
| Foundation | $ 29,958 | $ - | $ 29,958 | 100.0% | $ 68,002 | $ (38,044) | 55.9% |
| Grand Total | $ 712,425 | $ 1,244,649 | $ (532,224) | -42.8% | $ 1,280,708 | $ (568,283) | -44.4% |

| | YEAR TO DATE | | | | | | |
|---|---|---|---|---|---|---|---|
| | Net Income | Budget | Var | % Var | P/Y | Var | % Var |
| GVH | $ 4,463,617 | $ 2,192,376 | $ 2,271,241 | 103.6% | $ 3,168,056 | $ 1,295,561 | 40.9% |
| SCC | $ 697,892 | $ 531,299 | $ 166,593 | 31.4% | $ 352,213 | $ 345,679 | 98.1% |
| Hospice | $ (52,519) | $ (47,273) | $ (5,246) | -11.1% | $ (44,113) | $ (8,406) | -19.1% |
| Home Health | $ (126,518) | $ (122,642) | $ (3,876) | -3.2% | $ (125,727) | $ (791) | -0.6% |
| Assisting Living | $ 38,454 | $ 56,191 | $ (17,737) | -31.6% | $ 29,395 | $ 9,059 | 30.8% |
| Foundation | $ 83,461 | $ - | $ 83,461 | 100.0% | $ 157,007 | $ (73,546) | -46.8% |
| Grand Total | $ 5,104,387 | $ 2,609,951 | $ 2,494,436 | 95.6% | $ 3,536,831 | $ 1,567,556 | 44.3% |

**DEBT SERVICE COVERAGE RATIO** - The Debt Service Coverage Ratio at the end of July is 4.87. The bond covenant requires GVH to keep a debt service ratio of 2.00 starting in April 2015.

**DAYS CASH ON HAND** - The days cash on hand is now 339 compared to the bond covenant requirement of 150 days. The days cash on hand does not include the Foundation.

**INPATIENT VOLUMES** – Admissions in July were 15 below budget or 22.4% and 1 below prior year or 1.9%.

**OUTPATIENT VOLUMES** – Outpatient visits for July were 330 visits above budget or 8.0% and 186 below prior year or 4.0%. Emergency room visits were 2.5% above budget and 4.4% below prior year. (Please refer to the graph labeled ER visits)

| 7/31/2016 | CY | Bgt | Var. | % Var. | PY | Var. | % Var. |
|---|---|---|---|---|---|---|---|
| Outpatient Visits | 4,437 | 4,107 | 330 | 8.0% | 4,623 | (186) | -4.0% |
| Radiology | 1,520 | 1,286 | 234 | 18.2% | 1,341 | 179 | 13.3% |
| Laboratory | 1,314 | 1,289 | 25 | 1.9% | 1,333 | (19) | -1.4% |
| YTD | CY | Bgt | Var. | % Var. | PY | Var. | % Var. |
| Outpatient Visits | 27,273 | 24,068 | 3,205 | 13.3% | 24,990 | 2,283 | 9.1% |
| Radiology | 8,637 | 7,705 | 932 | 12.1% | 7,855 | 782 | 10.0% |
| Laboratory | 8,122 | 7,524 | 598 | 7.9% | 7,568 | 554 | 7.3% |

Outpatient revenues were $471,497 above budget or 10.4% and $400,515 above prior year or 8.7%.

The orthopedic surgeries performed during the month of July showed 60 compared to 72 for the prior year. The variance in orthopedic surgeries showed a decrease of 8 or 11.8% compared to budget and a decrease of 12 or 16.7% compared to prior year.

| 2016 | Griggs | Elfenbien | Schutt | Chamberland | Biem | Moore | Oster | Clifton | Total |
|---|---|---|---|---|---|---|---|---|---|
| Surgeries as % | 37% | 23% | 2% | 8% | 18% | 0% | 0% | 12% | 100% |
| Surgeries | 22 | 14 | 1 | 5 | 11 | 0 | 0 | 7 | 60 |

| 2015 | Griggs | Elfenbien | Schutt | Chamberland | Biem | Moore | Oster | Clifton | Total |
|---|---|---|---|---|---|---|---|---|---|
| Surgeries as % | 58% | 0% | 4% | 13% | 21% | 3% | 1% | 0% | 100% |
| Surgeries | 42 | 0 | 3 | 9 | 15 | 2 | 1 | 0 | 72 |

| 7/31/2016 | CY | Bgt | Var. | % Var. | PY | Var. | % Var. |
|---|---|---|---|---|---|---|---|
| Volumes | 60 | 68 | -8 | -11.8% | 72 | -12 | -16.7% |
| Ortho Revenues | $ 305,243 | $ 276,703 | $ 28,540 | 10.3% | $ 238,384 | $ 66,859 | 28.0% |
| Ortho Supplies | $ 129,068 | $ 165,405 | $ (36,337) | -22.0% | $ 49,679 | $ 79,389 | 159.8% |

| YTD | CY | Bgt | Var. | % Var. | PY | Var. | % Var. |
|---|---|---|---|---|---|---|---|
| Volumes | 453 | 350 | 103 | 29.4% | 354 | 99 | 28.0% |
| Ortho Revenues | $ 3,039,564 | $ 1,377,791 | $ 1,661,773 | 120.6% | $ 1,460,258 | $ 1,579,306 | 108.2% |
| Ortho Supplies | $ 825,981 | $ 851,469 | $ (25,488) | -3.0% | $ 599,261 | $ 226,720 | 37.8% |

## ***REVENUE/DEDUCTIONS:***

Total patient revenue shows an increase of $226,293 or 4.0% compared to budget for the month of July and an increase of $380,381 or 6.9% compared to prior year. Net Operating Revenue shows a decrease of $222,431 or 5.7% compared to budget and an increase of $303,003 or 9.1% compared to prior year.

## ***EXPENSES:***

**Contract labor:**

Ultrasound = $2.5K
Lab = $17.7K (June and July)
PT = $(10.1)K (Oncology Rehab Partners – Starr Program, see below)

Admin = $1.9K Behavioral Health
Mammo = $2.5K
CT = $31.2K (May – July, reclassed from Contract Services)
X-Ray = $13.8K (June and July)

**Purchased services:**

Wynonna, Inc = $20K Foundation 2016 Concert Series – Reimbursed by Foundation in August
Avatar = $5K Patient Satisfaction Survey
Athena Healthcare = $6.6K GVHFM Billing Software
Rocky Mountain Imaging = $5.5K AP Scanning
Healthcare Management = $6.6K Collection Fees
Oncology Rehab Partners = $10.1 Starr Program
Colorado Associates in Medical = $5.3K Mammography Annual Inspection

**Depreciation:**

At time of budget the precise time of purchase was not determined; therefore the budget number is based on straight line across twelve months.

**Other:**

Recruitment Costs – CFO, Revenue Cycle Director, Controller

## ***NET INCOME:***

Gunnison Valley Hospital's net income shows a decrease of $459,639 under budget and a decrease of $451,590 compared to prior year.

## ***OTHER OPERATING REPORTS:***

**SENIOR CARE CENTER**

| | MONTH TO DATE | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | Unit | C/M | Bgt | Var | % Var | PY | Var | % Var |
| SCC | Days | 1,332 | 1,178 | 154 | 13.1% | 1,045 | 287 | 27.5% |
| H/H | Visits | 258 | 314 | (56) | -17.8% | 421 | (163) | -38.7% |
| A. Living | Days | 463 | 434 | 29 | 6.7% | 465 | (2) | -0.4% |
| Hospice | Days | 35 | 62 | (27) | -43.5% | 16 | 19 | 118.8% |
| Palliative | Days | 172 | 155 | 17 | 11.0% | 124 | 48 | 38.7% |

| | YEAR TO DATE | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | Unit | C/M | Bgt | Var | % Var | PY | Var | % Var |
| SCC | Days | 8,715 | 8,094 | 621 | 7.7% | 7,605 | 1,110 | 14.6% |
| H/H | Visits | 1,951 | 2,198 | (247) | -11.2% | 2,264 | (313) | -13.8% |
| A. Living | Days | 3,012 | 2,982 | 30 | 1.0% | 3,141 | (129) | -4.1% |
| Hospice | Days | 412 | 426 | (14) | -3.3% | 570 | (158) | -27.7% |
| Palliative | Days | 764 | 1,065 | (301) | -28.3% | 952 | (188) | -19.7% |

Patient days in Senior Care were 154 days above budget or 13.1% and 287 days above prior year or 27.5%. Net operating revenues show an increase above budget of approximately $38K or 12% and an

increase of approximately $83K or 30.6% above prior year. Expenses show an increase above budget of $136K or 39.6% compared to budget and an increase of 35.8% compared to prior year.

**Contract Labor:**

Nursing – June and July invoices

**Benefits:**

Several large claims related to one employee $108K

**Purchased services:**

| | |
|---|---|
| Therapy | = $7.7K June and July invoices |
| Relias Learning | = $4.1K Budgeted in December |
| Legal Fees | = $3.3K |
| Recruitment | = $1.3K |
| Repairs/Maintenance | = $1.5K |

**HOME MEDICAL SERVICES**

Visits in home health were 56 below budget or 17.8% and 163 below prior year or 38.7%.

The net operating revenue for Home Medical Services shows a decrease of 5.0% compared to budget and a 53.2% increase compared to prior year. Total operating expenses are 6.5% above budget and 15.6% above prior year. The net income for home health showed a decrease of $1.6K or 11.2% over budget and an increase of $8.1K or 32.9% over prior year.

The Gunnison Consolidated Living Community's net income for July shows a decrease of $102,542 compared to budget and a $78,648 decrease compared to prior year for July.

**GUNNISON VALLEY HEALTH**
**CONSOLIDATED FINANCIAL STATEMENTS**
**July 2016**

| INCOME STATEMENT | GVH | GVH Bgt | Var | GVH P/Y | Var | SCC | SCC Bgt | Var | SCC P/Y | Var | Hosp/PC | Hosp/PC Bgt | Var | Hosp/PC P/Y | Var | H.H | H. H. Bgt | Var | H. H. P/Y | Var |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **PATIENT REVENUE** | | | | | | | | | | | | | | | | | | | | |
| Inpatient Services | 728,335 | 981,011 | -25.8% | 818,897 | -11.1% | | | | | | | | | | | | | | | |
| Outpatient Services | 2,393,050 | 2,373,007 | 0.8% | 2,173,283 | 10.1% | | | | | | | | | | | | | | | |
| Emergency Room | 1,237,402 | 939,080 | 31.8% | 1,105,041 | 12.0% | | | | | | | | | | | | | | | |
| Observation | 340,760 | 262,621 | 29.8% | 314,549 | 8.3% | | | | | | | | | | | | | | | |
| Swing Bed | 129,930 | 122,458 | 6.1% | 59,052 | 120.0% | | | | | | | | | | | | | | | |
| Professional Fees | 774,279 | 630,930 | 22.7% | 801,336 | -3.4% | | | | | | | | | | | | | | | |
| CB Mtn Clinic | 136,852 | 112,073 | 0.0% | 87,042 | 57.2% | | | | | | | | | | | | | | | |
| GVHFM | 134,762 | 227,897 | -40.9% | 135,339 | -0.4% | | | | | | | | | | | | | | | |
| Gunnison Valley Hospital | 5,875,370 | 5,649,077 | 4.0% | 5,494,539 | 6.9% | | | | | | | | | | | | | | | |
| Senior Care Center | | | | | | 351,077 | 292,442 | 20.1% | 260,576 | 34.7% | 6,809 | 31,298 | -78.2% | 572 | 1090.4% | 46,086 | 43,204 | 6.7% | 36,430 | 26.5% |
| Foundation | | | | | | | | | | | | | | | | | | | | |
| **TOTAL REVENUES** | **5,875,370** | **5,649,077** | **4.0%** | **5,494,539** | **6.9%** | **351,077** | **292,442** | **20.1%** | **260,576** | **34.7%** | **6,809** | **31,298** | **-78.2%** | **572** | **1090.4%** | **46,086** | **43,204** | **6.7%** | **36,430** | **26.5%** |
| **REVENUE DEDUCTIONS** | | | | | | | | | | | | | | | | | | | | |
| Bad Debt | 118,066 | 90,565 | 30.4% | 268,958 | 56.1% | - | 55 | -100.0% | - | 0.0% | | | | | | | | | | |
| Medicare/Medicaid | 1,613,851 | 1,153,896 | 39.9% | 1,165,056 | 38.5% | | | | | | | | | | | | | | | |
| Contactual Adjustments | 695,830 | 468,282 | 48.6% | 596,539 | 16.6% | (17,719) | (16,392) | 8.1% | (8,952) | 97.9% | 55 | 5,082 | -98.9% | (3,447) | -100.0% | (2,643) | (3,211) | 17.7% | 4,628 | -157.1% |
| Charity Care | (1,713) | 65,203 | -102.6% | 126,783 | -101.4% | | | | | | | | | | | | | | | |
| Other | 15,884 | 15,646 | 1.5% | 5,919 | 168.4% | | | | | | | | | | | | | | | |
| **TOTAL REVENUE DEDUCTIONS** | **2,441,918** | **1,793,592** | **36.1%** | **2,163,255** | **12.9%** | **(17,719)** | **(16,337)** | **-8.5%** | **(8,952)** | **97.9%** | **55** | **5,082** | **-98.9%** | **(3,447)** | **-100.0%** | **(2,643)** | **(3,211)** | **17.7%** | **4,628** | **-157.1%** |
| OTHER OPERATING REVENUE | 217,423 | 17,821 | 1120.0% | 16,588 | 1210.7% | (16,742) | 5,657 | -396.0% | - | #DIV/0! | - | - | | - | | - | - | | | |
| **NET OPERATING REVENUE** | **3,650,875** | **3,873,306** | **-5.7%** | **3,347,872** | **9.1%** | **352,054** | **314,436** | **12.0%** | **269,528** | **30.6%** | **6,754** | **26,216** | **-74.2%** | **4,019** | **68.1%** | **48,729** | **46,415** | **5.0%** | **31,802** | **53.2%** |
| **OPERATING EXPENSE** | | | | | | | | | | | | | | | | | | | | |
| Salaries | 1,208,705 | 1,108,447 | 9.0% | 971,513 | 24.4% | 183,715 | 187,430 | -2.0% | 179,648 | 2.3% | 6,149 | 19,765 | -68.9% | 7,284 | -15.6% | 54,732 | 50,526 | 8.3% | 45,679 | 19.8% |
| Contract Labor | 59,510 | 2,987 | 1892.3% | 9,151 | 550.3% | 22,558 | - | 100.0% | - | 100.0% | | | | | | | | | | |
| Total Salaries | 1,268,215 | 1,111,434 | 14.1% | 980,664 | 29.3% | 206,273 | 187,430 | 10.1% | 179,648 | 14.8% | 6,149 | 19,765 | -68.9% | 7,284 | -15.6% | 54,732 | 50,526 | 8.3% | 45,679 | 19.8% |
| Benefits | 299,144 | 223,484 | 33.9% | 249,225 | -20.0% | 174,425 | 66,706 | 161.5% | 101,938 | 71.1% | | | | | | | | | | |
| Prof Fees * | 273,068 | 326,238 | -16.3% | 234,360 | 16.5% | | | | | | | | | | | | | | | |
| Travel and Education | 13,399 | 19,494 | -31.3% | 6,859 | 95.3% | 1,325 | 2,459 | -46.1% | 1,708 | -22.4% | 181 | 1,123 | -83.9% | 628 | -71.2% | 1,484 | 3,197 | -53.6% | 2,485 | -40.3% |
| Purchased Services | 323,672 | 261,998 | 23.5% | 243,502 | 32.9% | 47,415 | 30,180 | 57.1% | 25,073 | 89.1% | 8,900 | 7,085 | 25.6% | 5,221 | 70.5% | 8,430 | 6,352 | 32.7% | 7,689 | 9.6% |
| Supplies | 459,517 | 431,924 | 6.4% | 268,811 | 70.9% | 25,366 | 31,874 | -20.4% | 20,708 | 22.5% | 1,214 | 3,424 | -64.5% | 1,031 | 17.7% | 646 | 1,237 | -47.8% | 617 | 4.7% |
| Insurance | 22,078 | 23,781 | -7.2% | 36,276 | -39.1% | 2,144 | 2,285 | -6.2% | 1,994 | 7.5% | | | | | | | | | | |
| Depreciation/Amortization | 129,229 | 147,636 | -12.5% | 137,869 | -6.3% | 13,132 | 15,993 | -17.9% | 12,251 | 7.2% | | | | | | | | | | |
| Interest Expense | 27,049 | 30,153 | -10.3% | 31,554 | -14.3% | 1,645 | 1,646 | -0.1% | 1,855 | -11.3% | | | | | | | | | | |
| Other | 213,644 | 183,729 | 16.3% | 95,043 | 124.8% | 7,436 | 4,686 | 58.7% | 7,659 | -2.9% | | | | | | | | | | |
| **TOTAL OPERATING EXPENSE** | **3,029,015** | **2,759,871** | **9.8%** | **2,284,163** | **32.6%** | **479,161** | **343,259** | **39.6%** | **352,834** | **35.8%** | **16,444** | **31,397** | **-47.6%** | **14,164** | **16.1%** | **65,292** | **61,312** | **6.5%** | **56,470** | **15.6%** |
| **NET INCOME (LOSS) FROM OPERATIONS** | **621,860** | **1,113,435** | **-44.1%** | **1,063,709** | **-41.5%** | **(127,107)** | **(28,823)** | **-341.0%** | **(83,306)** | **-52.6%** | **(9,690)** | **(5,181)** | **-87%** | **(10,145)** | **4.5%** | **(16,563)** | **(14,897)** | **-11.2%** | **(24,668)** | **32.9%** |
| NON-OPERATING | | | | | | | | | | | | | | | | | | | | |
| Income - Tax Levy | | | | | | 121,689 | 119,125 | 2.2% | 166,703 | -27.0% | | | | | | | | | | |
| Income - Interest | (20,314) | 6,018 | -437.6% | 17,226 | 217.9% | (50) | 342 | -114.6% | 500 | -110.0% | | | | | | | | | | |
| Income - Other | - | 35,676 | -100.0% | - | 0.0% | | | | | | | | | | | | | | | |
| Restricted Donations/Grants | 100,292 | - | - | 53,370 | -87.9% | - | 30 | - | - | - | | | | | | | | | | |
| Grant Revenue | - | - | - | - | 0.0% | | | | | | | | | | | | | | | |
| Other Non Operating Expense/Revenue | (6,349) | - | 100.0% | 12,775 | 100.0% | | | | | | | | | | | | | | | |
| Loss on Disposal of Assets | - | - | - | | | | | | | | | | | | | | | | | |
| Allocation of Admin Costs | - | - | | | | 26,627 | 9,162 | 190.6% | 16,711 | 59.3% | | | | | | | | | | |
| TOTAL NON-OPERATING | 73,629 | 41,694 | 76.6% | 83,371 | 11.7% | 148,266 | 128,659 | 15.2% | 183,914 | -19.4% | - | - | | | | - | - | | | |
| **INCREASE/(DECREASE) IN UNRESTRICTED FUND BALANCE** | **695,489** | **1,155,129** | **-39.8%** | **1,147,080** | **-39.4%** | **21,159** | **99,836** | **-78.8%** | **100,608** | **-79.0%** | **(9,690)** | **(5,181)** | **-87%** | **(10,145)** | **4.5%** | **(16,563)** | **(14,897)** | **-11.2%** | **(24,668)** | **32.9%** |
| **EBIDA** | **851,767** | **1,332,918** | **-36.1%** | **1,316,503** | **35.3%** | **35,936** | **117,475** | **-69.4%** | **114,714** | **-68.7%** | | | | | | | | | | |
| TOTAL MARGIN | 19.0% | 29.8% | | 34.3% | | 6.0% | 31.8% | | 37.3% | | -143.5% | -19.8% | | -252.4% | | -34.0% | -32.1% | | -77.6% | |
| OPERATING MARGIN | 17.0% | 28.7% | | 31.8% | | -36.1% | -9.2% | | -30.9% | | -143.5% | -19.8% | | -252.4% | | -34.0% | -32.1% | | -77.6% | |
| EBIDA | 23.3% | 34.4% | | 39.3% | | 10.2% | 37.4% | | 42.6% | | | | | | | | | | | |

***Radiologist dollars shifted from pro-fees to payroll.**

**GUNNISON VALLEY HEALTH**
**CONSOLIDATED FINANCIAL STATEMENTS**
**July 2016**

| INCOME STATEMENT | A / L | A / L Bgt | Var | A / L P/Y | Var | GVHF | GVHF P/Y | Var | System 2016 | System Bgt | Var | System P/Y | Var | System YTD 2016 | Syst Bgt YTD 2016 | Var | System YTD 2015 | Var |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **PATIENT REVENUE** | | | | | | | | | | | | | | | | | | |
| Inpatient Services | | | | | | | | | 728,335 | 981,011 | -25.8% | 818,897 | -11.1% | 6,592,679 | 5,235,723 | 25.9% | 4,883,314 | 35.0% |
| Outpatient Services | | | | | | | | | 2,393,050 | 2,373,007 | 0.8% | 2,173,283 | 10.1% | 17,070,366 | 13,701,265 | 24.6% | 13,529,845 | 26.2% |
| Emergency Room | | | | | | | | | 1,237,402 | 939,080 | 31.8% | 1,105,041 | 12.0% | 5,607,834 | 4,683,320 | 19.7% | 4,529,159 | 23.8% |
| Observation | | | | | | | | | 340,760 | 262,621 | 29.8% | 314,549 | 8.3% | 1,813,063 | 1,351,220 | 34.2% | 1,188,940 | 52.5% |
| Swing Bed | | | | | | | | | 129,930 | 122,458 | 6.1% | 59,052 | 120.0% | 857,976 | 951,671 | -9.8% | 879,709 | -2.5% |
| Professional Fees | | | | | | | | | 774,279 | 630,930 | 22.7% | 801,336 | -3.4% | 4,780,560 | 3,571,840 | 33.8% | 3,888,902 | 22.9% |
| CB Mtn Clinic | | | | | | | | | 136,852 | 112,073 | 0.0% | 87,042 | 57.2% | 891,589 | 858,485 | 3.9% | 546,725 | 63.1% |
| GVHFM | | | | | | | | | 134,762 | 227,897 | -40.9% | 135,339 | -0.4% | 1,073,672 | 1,422,558 | -24.5% | 784,067 | 36.9% |
| Gunnison Valley Hospital | | | | | | | | | 5,875,370 | 5,649,077 | 4.0% | 5,494,539 | 6.9% | 38,687,739 | 31,776,082 | 21.8% | 30,230,661 | 28.0% |
| Senior Care Center | 47,361 | 47,179 | 0.4% | 43,887 | 7.9% | | | | 451,333 | 414,123 | 9.0% | 341,465 | 32.2% | 2,952,044 | 2,734,480 | 8.0% | 2,523,349 | 17.0% |
| Foundation | | | | | | 27,267 | 66,643 | -59.1% | 27,267 | - | 0.0% | 66,643 | 100.0% | 97,659 | - | 100.0% | 172,392 | -43.4% |
| **TOTAL REVENUES** | **47,361** | **47,179** | **0.4%** | **43,887** | **7.9%** | **27,267** | **66,643** | **-59.1%** | **6,353,970** | **6,063,200** | **4.8%** | **5,902,647** | **7.6%** | **41,737,442** | **34,510,562** | **20.9%** | **32,926,402** | **26.8%** |
| **REVENUE DEDUCTIONS** | | | | | | | | | | | | | | | | | | |
| Bad Debt | | | | | | | | | 118,066 | 90,620 | 30.3% | 268,958 | -56.1% | 1,304,430 | 634,340 | 105.6% | 806,210 | 61.8% |
| Medicare/Medicaid | | | | | | | | | 1,613,851 | 1,153,896 | 39.9% | 1,165,056 | 38.5% | 10,238,772 | 8,077,272 | 26.8% | 7,824,054 | 30.9% |
| Contactual Adjustments | | | | | | | | | 675,523 | 453,761 | 48.9% | 588,768 | 14.7% | 4,103,220 | 3,021,151 | 35.8% | 3,078,963 | 33.3% |
| Charity Care | | | | | | | | | (1,713) | 65,203 | -102.6% | 126,783 | -101.4% | 569,880 | 456,421 | 24.9% | 520,526 | 9.5% |
| Other | | | | | | | | | 15,884 | 15,646 | 1.5% | 5,919 | 168.4% | 127,290 | 109,522 | 16.2% | 73,421 | 73.4% |
| **TOTAL REVENUE DEDUCTIONS** | - | - | | - | | - | - | - | **2,421,611** | **1,779,126** | **36.1%** | **2,155,484** | **12.3%** | **16,343,592** | **12,298,706** | **32.9%** | **12,303,174** | **32.8%** |
| OTHER OPERATING REVENUE | | | | | | | | | 200,681 | 23,478 | 754.8% | 16,588 | 1109.8% | 328,664 | 107,678 | 205.2% | 138,093 | 138.0% |
| **NET OPERATING REVENUE** | **47,361** | **47,179** | **0.4%** | **43,887** | **7.9%** | **27,267** | **66,643** | -59.1% | **4,133,040** | **4,307,552** | **-4.1%** | **3,763,751** | **9.8%** | **25,722,514** | **22,319,534** | **15.2%** | **20,761,321** | **23.9%** |
| **OPERATING EXPENSE** | | | | | | | | | | | | | | | | | | |
| Salaries | 19,304 | 20,580 | -6.2% | 19,967 | -3.3% | - | - | - | 1,472,605 | 1,386,748 | 6.2% | 1,224,091 | 20.3% | 9,515,197 | 8,835,388 | 7.7% | 7,940,683 | 19.8% |
| Contract Labor | | | | | | | | | 82,068 | 2,987 | 2647.5% | 9,151 | 796.8% | 133,205 | 20,909 | 537.1% | 305,709 | -56.4% |
| Total Salaries | 19,304 | 20,580 | -6.2% | 19,967 | -3.3% | | | | 1,554,673 | 1,389,735 | 11.9% | 1,233,242 | 26.1% | 9,648,402 | 8,856,297 | 8.9% | 8,246,392 | 17.0% |
| Benefits | - | - | | - | | | | | 473,569 | 290,190 | 63.2% | 351,163 | 34.9% | 2,705,622 | 2,034,440 | 33.0% | 1,677,131 | 61.3% |
| Prof Fees * | - | - | | - | | | | | 273,068 | 326,238 | -16.3% | 234,360 | 16.5% | 1,240,541 | 1,879,266 | -34.0% | 1,577,883 | -21.4% |
| Travel and Education | - | - | #DIV/0! | - | #DIV/0! | - | - | 0.0% | 16,389 | 26,273 | -37.6% | 11,680 | 40.3% | 120,996 | 198,816 | -39.1% | 105,950 | 14.2% |
| Purchased Services | 8,205 | 6,913 | 18.7% | 7,064 | 16.2% | 14,345 | 1,551 | 824.9% | 410,967 | 312,528 | 31.5% | 290,100 | 41.7% | 2,426,444 | 2,089,669 | 16.1% | 1,875,842 | 29.4% |
| Supplies | 1,154 | 762 | 51.4% | 314 | 267.5% | - | - | 0.0% | 487,897 | 469,221 | 4.0% | 291,481 | 67.4% | 3,024,786 | 2,607,732 | 16.0% | 2,231,081 | 35.6% |
| Insurance | | | | | | - | - | 0.0% | 24,222 | 26,066 | -7.1% | 38,270 | -36.7% | 221,950 | 182,462 | 21.6% | 163,133 | 36.1% |
| Depreciation/Amortization | | | | | | - | - | 0.0% | 142,361 | 163,629 | -13.0% | 150,120 | -5.2% | 1,000,804 | 1,145,403 | -12.6% | 1,025,728 | -2.4% |
| Interest Expense | | | | | | - | - | 0.0% | 28,694 | 31,799 | -9.8% | 33,409 | -14.1% | 207,501 | 229,222 | -9.5% | 232,169 | -10.6% |
| Other | | | | | | 392 | 1,280 | -69.4% | 221,472 | 188,415 | 17.5% | 103,982 | 113.0% | 1,003,293 | 1,199,504 | -16.4% | 859,886 | 16.7% |
| **TOTAL OPERATING EXPENSE** | **28,663** | **28,255** | **1.4%** | **27,345** | **4.8%** | **14,737** | **2,831** | **420.6%** | **3,633,312** | **3,224,094** | **12.7%** | **2,737,807** | **32.7%** | **21,600,339** | **20,422,811** | **5.8%** | **17,995,195** | **20.0%** |
| **NET INCOME (LOSS) FROM OPERATIONS** | **18,698** | **18,924** | **-1.2%** | **16,542** | **13.0%** | **12,530** | **63,812** | **80.4%** | **499,728** | **1,083,458** | **53.9%** | **1,025,944** | **51.3%** | **4,122,175** | **1,896,723** | **117.3%** | **2,766,126** | **-49.0%** |
| NON-OPERATING | | | | | | | | | | | | | | | | | | |
| Income - Tax Levy | | | | | | | | | 121,689 | 119,125 | 2.2% | 166,703 | -27.0% | 631,455 | 620,387 | 1.8% | 594,539 | 6.2% |
| Income - Interest | | | | | | 18,228 | 4,190 | 335.0% | (2,136) | 6,360 | -133.6% | 21,916 | -109.7% | 228,453 | 44,520 | 413.1% | 98,873 | 131.1% |
| Income - Other | | | | | | | | | - | 35,676 | -100.0% | - | 0.0% | 554 | - | 0.0% | - | 0.0% |
| Restricted Donations/Grants | | | | | | | | | 100,292 | 30 | 0.0% | 53,370 | 87.9% | 100,292 | 48,321 | 107.6% | 57,953 | 73.1% |
| Grant Revenue | | | | | | | | | - | | | | | | | | | |
| Other Non Operating Expense/Revenue | | | | | | (800) | - | #DIV/0! | (7,149) | - | 0.0% | 12,775 | 100.0% | (14) | - | 100% | 19,343 | -100.1% |
| Loss on Disposal of Assets | | | | | | - | - | 0.0% | - | - | | | | - | | | | |
| Allocation of Admin Costs | (26,627) | (9,162) | -190.6% | (16,711) | -59.3% | - | - | | | | | | | | | | | |
| TOTAL NON-OPERATING | **(26,627)** | **(9,162)** | **-190.6%** | **(16,711)** | **-59.3%** | **17,428** | **4,190** | **-315.9%** | **212,696** | **161,191** | **32.0%** | **254,764** | **-16.5%** | **960,740** | **713,228** | **34.7%** | **770,708** | **24.7%** |
| **INCREASE/(DECREASE) IN UNRESTRICTED FUND BALANCE** | **(7,929)** | **9,762** | **-181.2%** | **(169)** | **-4591.7%** | **29,958** | **68,002** | **55.9%** | **712,424** | **1,244,649** | **-42.8%** | **1,280,708** | **-44.4%** | **5,082,915** | **2,609,951** | **94.8%** | **3,536,834** | **43.7%** |
| **EBIDA** | | | | | | | | | **883,479** | **1,440,077** | **-38.7%** | **1,464,237** | **-39.7%** | **6,291,220** | **3,984,576** | **57.9%** | **4,794,731** | **31.2%** |
| TOTAL MARGIN | -16.7% | 20.7% | | -0.4% | | 109.9% | 102.0% | -94.7% | 17.2% | 28.9% | | 34.0% | | 19.8% | 11.7% | | 17.0% | |
| OPERATING MARGIN | 39.5% | 40.1% | | 37.7% | | 46.0% | 95.8% | -136.0% | 12.1% | 25.2% | | 27.3% | | 16.0% | 8.5% | | 13.3% | |
| EBIDA | | | | | | | | | 21.4% | 33.4% | | 38.9% | | 24.5% | 17.9% | | 23.1% | |

***Radiologist dollars shifted from pro-fees to payroll.**

## *KEY STATISTICS*

| | Month-to-Date | | | | | | | Year-to-Date | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Jul-16 | Bgt | Var | % Var | Jul-15 | Var | % Var | July-16 | Bgt | Var | % Var | Jul-15 | Var | % Var |
| **Inpatient Days** | 116 | 159 | (43) | -27.0% | 130 | (14) | -10.8% | 863 | 826 | 37 | 4.5% | 798 | 65 | 8.1% |
| **Average Daily Census** | 3.7 | 5.1 | (1.4) | -27.0% | 4.2 | (0.5) | -10.8% | 4.7 | 3.9 | 0.9 | 22.3% | 6.7 | (1.9) | -28.7% |
| **Admissions** | 52 | 67 | (15) | -22.4% | 53 | (1) | -1.9% | 339 | 330 | 9 | 2.7% | 316 | 23 | 7.3% |
| **Avg. Length of Stay** | 2.23 | 2.37 | -0.14 | -6.0% | 2.45 | (0.22) | -9.1% | 2.55 | 2.50 | 0.04 | 1.7% | 2.53 | 0.02 | 0.8% |
| **Percent Occupancy** | 15.6% | 21.4% | -5.8% | -27.0% | 17.5% | -1.9% | -10.8% | 19.8% | 16.2% | 0 | 22.3% | 27.7% | -8.0% | -28.7% |
| **Births** | 15 | 14 | 1 | 7.1% | 9 | 6 | 66.7% | 78 | 76 | 2 | 2.6% | 71 | 7 | 9.9% |
| **Swing Bed Days** | 61 | 32 | 29 | 90.6% | 19 | 42 | 221.1% | 304 | 290 | 14 | 4.8% | 277 | 27 | 9.7% |
| **Observation Patients** | 61 | 60 | 1 | 1.7% | 56 | 5 | 8.9% | 317 | 275 | 42 | 15.3% | 257 | 60 | 23.3% |
| **Lab Exams** | 7,452 | 6,921 | 531 | 7.7% | 7,078 | 374 | 5.3% | 45,758 | 39,403 | 6,355 | 16.1% | 39,201 | 6,557 | 16.7% |
| **EMS Patients** | 97 | 73 | 24 | 32.9% | 72 | 25 | 34.7% | 486 | 329 | 157 | 47.7% | 336 | 150 | 44.6% |
| **ER Visits** | 810 | 790 | 20 | 2.5% | 847 | (37) | -4.4% | 3,970 | 3,744 | 226 | 6.0% | 3,737 | 233 | 6.2% |
| **Cardiopulmonary Exams** | 438 | 493 | (55) | -11.2% | 513 | (75) | -14.6% | 3,217 | 2,649 | 568 | 21.4% | 2,594 | 623 | 24.0% |
| **X-Ray Exams** | 767 | 603 | 164 | 27.2% | 677 | 90 | 13.3% | 3,990 | 3,338 | 652 | 19.5% | 3,267 | 723 | 22.1% |
| **Ultrasound Exams** | 118 | 109 | 9 | 8.3% | 142 | (24) | -16.9% | 879 | 929 | (50) | -5.4% | 944 | (65) | -6.9% |
| **Mammo Exams** | 140 | 172 | (32) | -18.6% | 132 | 8 | 6.1% | 1,154 | 1,249 | (95) | -7.6% | 1,209 | (55) | -4.5% |
| **CT Scan Exams** | 288 | 263 | 25 | 9.5% | 271 | 17 | 6.3% | 1,489 | 1,258 | 231 | 18.4% | 1,191 | 298 | 25.0% |
| **MRI Exams** | 124 | 139 | (15) | -10.8% | 119 | 5 | 4.2% | 862 | 777 | 85 | 10.9% | 725 | 137 | 18.9% |
| **Physical Therapy Patients** | 449 | 511 | (62) | -12.1% | 583 | (134) | -23.0% | 3,534 | 3,642 | (108) | -3.0% | 3,686 | (152) | -4.1% |
| **Physical Therapy Modalities** | 1,285 | 1,477 | (192) | -13.0% | 1,670 | (385) | -23.1% | 10,614 | 10,522 | 92 | 0.9% | 10,617 | (3) | 0.0% |
| **CB Clinic Patients** | 159 | 160 | (1) | -0.6% | 207 | (48) | -23.2% | 1,320 | 1,078 | 242 | 22.4% | 1,059 | 261 | 24.6% |
| **CB Clinic Modalities** | 584 | 550 | 34 | 6.2% | 770 | (186) | -24.2% | 4,939 | 3,874 | 1,065 | 27.5% | 3,803 | 1,136 | 29.9% |
| **Occup Therapy Patients** | 99 | 96 | 3 | 3.1% | 127 | (28) | -22.0% | 839 | 726 | 113 | 15.6% | 756 | 83 | 11.0% |
| **Occup Therapy Modalities** | 210 | 219 | (9) | -4.1% | 329 | (119) | -36.2% | 1,994 | 1,817 | 177 | 9.7% | 1,906 | 88 | 4.6% |
| **Anesthesia Stats** | 129 | 128 | 1 | 0.8% | 137 | (8) | -5.8% | 898 | 726 | 172 | 23.7% | 735 | 163 | 22.2% |
| **Surgery - Inpatient** | 13 | 21 | (8) | -38.1% | 13 | - | 0.0% | 119 | 92 | 27 | 29.3% | 84 | 35 | 41.7% |
| **Surgery - Outpatient** | 78 | 84 | (6) | -7.1% | 84 | (6) | -7.1% | 549 | 432 | 117 | 27.1% | 432 | 117 | 27.1% |
| **Scopes** | 38 | 23 | 15 | 65.2% | 40 | (2) | -5.0% | 297 | 228 | 69 | 30.3% | 239 | 58 | 24.3% |
| **Surgeries - Total** | 129 | 128 | 1 | 0.8% | 137 | (8) | -5.8% | 965 | 752 | 213 | 28.3% | 755 | 210 | 27.8% |
| **Outpatient visits** | 4,437 | 4,107 | 330 | 8.0% | 4,623 | (186) | -4.0% | 27,273 | 24,068 | 3,205 | 13.3% | 24,990 | 2,283 | 9.1% |
| **Imaging Visits** | 1,520 | 1,286 | 234 | 18.2% | 1,341 | 179 | 13.3% | 8,637 | 7,705 | 932 | 12.1% | 7,855 | 782 | 10.0% |
| **Laboratory Visits** | 1,314 | 1,289 | 25 | 1.9% | 1,333 | (19) | -1.4% | 8,122 | 7,524 | 598 | 7.9% | 7,568 | 554 | 7.3% |

7/31/2016

**PATIENT REVENUE**

| MTD | Jul-16 | Jul-Bgt | Var | % Var | Jul-16 | Jul-15 | Var | % Var |
|---|---|---|---|---|---|---|---|---|
| Inpatient Services | $ 728,335 | $ 981,011 | $ (252,676) | -25.8% | $ 728,335 | 818,897 | $ (90,562) | -11.1% |
| Outpatient Services | $ 2,393,050 | $ 2,373,007 | $ 20,043 | 0.8% | $ 2,393,050 | 2,173,283 | $ 219,767 | 10.1% |
| Emergency Room | $ 1,237,402 | $ 939,080 | $ 298,322 | 31.8% | $ 1,237,402 | 1,105,041 | $ 132,361 | 12.0% |
| Observation | $ 340,760 | $ 262,621 | $ 78,139 | 29.8% | $ 340,760 | 314,549 | $ 26,211 | 8.3% |
| Swing Bed | $ 129,930 | $ 122,458 | $ 7,472 | 6.1% | $ 129,930 | 59,052 | $ 70,878 | 120.0% |
| Professional Fees | $ 774,279 | $ 630,930 | $ 143,349 | 22.7% | $ 774,279 | 801,336 | $ (27,057) | -3.4% |
| CB Mtn. Clinic | $ 136,852 | $ 112,073 | $ 24,779 | 22.1% | $ 136,852 | 87,042 | $ 49,810 | 0.0% |
| GVHFM | $ 134,762 | $ 227,897 | $ (93,135) | -40.9% | $ 134,762 | $ 135,339 | | |
| **Total Patient Revenue** | $ 5,875,370 | $ 5,649,077 | $ 226,293 | 4.0% | $ 5,875,370 | $ 5,494,539 | $ 380,831 | 6.9% |

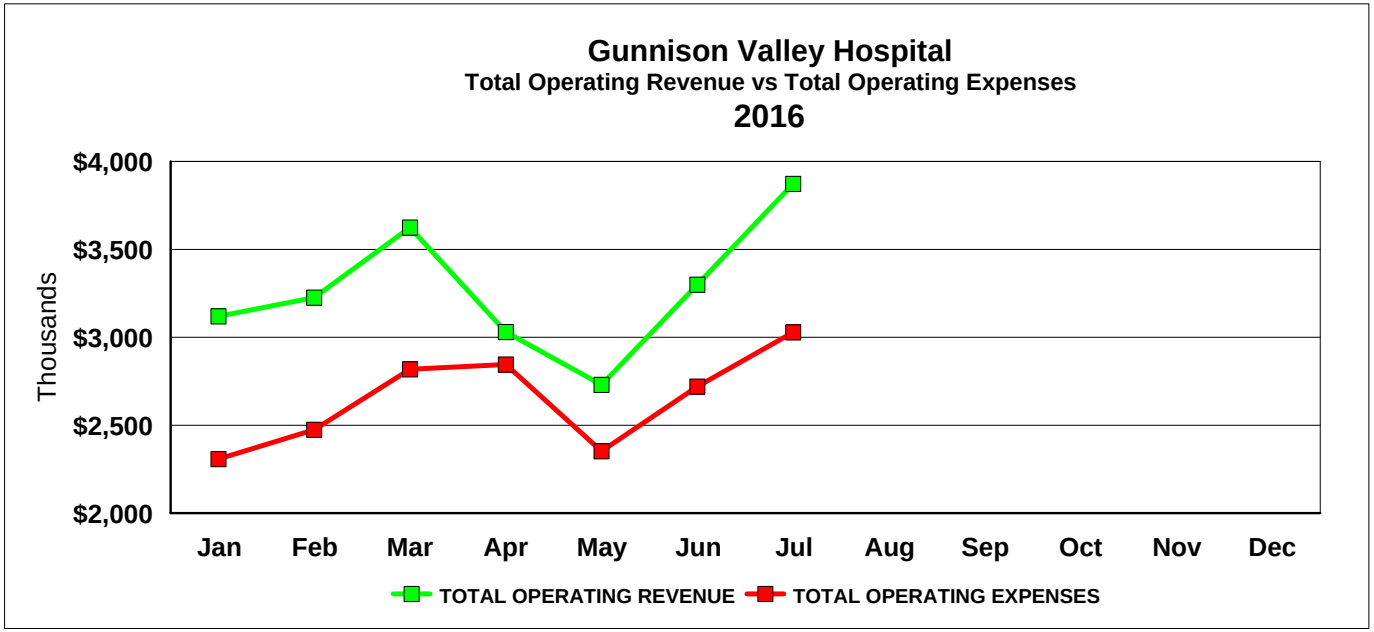
| YTD | Jul-16 | Jul-Bgt | Var | % Var | Jul-16 | Jul-15 | Var | % Var |
|---|---|---|---|---|---|---|---|---|
| Inpatient Services | $ 6,592,679 | $ 5,235,723 | $ 1,356,956 | 25.9% | $ 6,592,679 | $ 4,883,314 | $ 1,709,365 | 35.0% |
| Outpatient Services | $ 17,070,366 | $ 13,701,265 | $ 3,369,101 | 24.6% | $ 17,070,366 | $ 13,264,278 | $ 3,806,088 | 28.7% |
| Emergency Room | $ 5,607,834 | $ 4,683,320 | $ 924,514 | 19.7% | $ 5,607,834 | $ 4,529,159 | $ 1,078,675 | 23.8% |
| Observation | $ 1,813,063 | $ 1,351,220 | $ 461,843 | 34.2% | $ 1,813,063 | $ 1,188,940 | $ 624,123 | 52.5% |
| Swing Bed | $ 857,976 | $ 951,671 | $ (93,695) | -9.8% | $ 857,976 | $ 879,709 | $ (21,733) | -2.5% |
| Professional Fees | $ 4,780,560 | $ 3,571,840 | $ 1,208,720 | 33.8% | $ 4,780,560 | $ 3,888,902 | $ 891,658 | 22.9% |
| CB Mtn. Clinic | $ 891,589 | $ 858,485 | $ 33,104 | 3.9% | $ 891,589 | $ 546,725 | $ 344,864 | 0.0% |
| GVHFM | $ 1,073,672 | $ 1,422,558 | $ (348,886) | -24.5% | $ 1,073,672 | $ 1,049,634 | $ 24,038 | 100.0% |
| **Total Patient Revenue** | $ 38,687,739 | $ 31,776,082 | $ 6,911,657 | 21.8% | $ 38,687,739 | $ 30,230,661 | $ 8,457,078 | 28.0% |

| MTD | Jul-16 | Jul-Bgt | Var | % Var | Jul-16 | Jul-15 | Var | % Var |
|---|---|---|---|---|---|---|---|---|
| Inpatient Revenue | $ 858,265 | $ 1,103,469 | $ (245,204) | -22.2% | $ 858,265 | $ 877,949 | $ (19,684) | -2.2% |
| Outpatient Revenue | $ 5,017,105 | $ 4,545,608 | $ 471,497 | 10.4% | $ 5,017,105 | $ 4,616,590 | $ 400,515 | 8.7% |
| **Total Patient Revenue** | $ 5,875,370 | $ 5,649,077 | $ 226,293 | 4.0% | $ 5,875,370 | $ 5,494,539 | $ 380,831 | 6.9% |

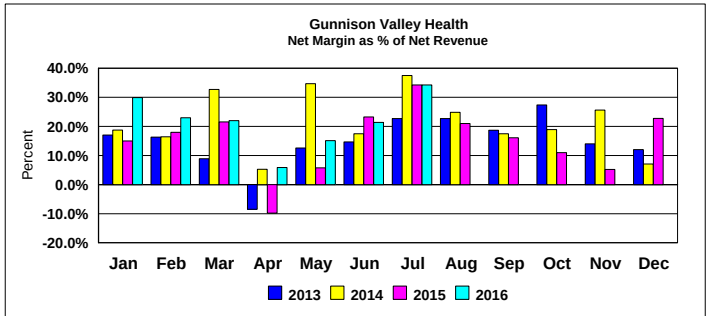
| YTD | Jul-16 | Jul-Bgt | Var | % Var | Jul-16 | Jul-15 | Var | % Var |
|---|---|---|---|---|---|---|---|---|
| Inpatient Revenue | $ 7,450,655 | $ 6,187,394 | $ 1,263,261 | 20.4% | $ 7,450,655 | $ 5,763,023 | $ 1,687,632 | 29.3% |
| Outpatient Revenue | $ 31,237,084 | $ 25,588,688 | $ 5,648,396 | 22.1% | $ 31,237,084 | $ 24,467,638 | $ 6,769,446 | 27.7% |
| **Total Patient Revenue** | $ 38,687,739 | $ 31,776,082 | $ 6,911,657 | 21.8% | $ 38,687,739 | $ 30,230,661 | $ 8,457,078 | 28.0% |

**GUNNISON VALLEY HEALTH**
**CONSOLIDATED BALANCE SHEET**
**YTD July 2016**

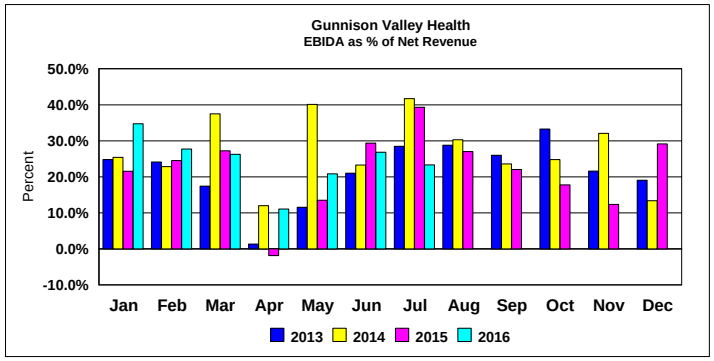
| | GVH Hosp | GVH Hosp Dec '15 | SCC | SCC Dec '15 | Foundation | Foundation Dec '15 | GVH 2016 | GVH 2015 |
|---|---|---|---|---|---|---|---|---|
| CURRENT ASSETS | | | | | | | | |
| Operating Fund Cash | 3,341,040 | 8,085,643 | 586,788 | 3,566,436 | 582,567 | 537,416 | 4,510,395 | 12,189,495 |
| Unrestricted Fund Cash & Invest | 23,194,883 | 14,882,311 | 4,101,158 | 531,849 | - | - | 27,296,041 | 15,414,160 |
| Restricted Fund Cash & Invest | 1,502,881 | 1,496,489 | 59,482 | 59,401 | 1,540,143 | 1,501,533 | 3,102,506 | 3,057,423 |
| Accounts Receivable - Gross | 14,514,014 | 11,717,062 | 372,075 | 373,404 | | | 14,886,089 | 12,090,466 |
| Medicare Allowance | (3,214,755) | (1,493,958) | - | - | | | (3,214,755) | (1,493,958) |
| Medicaid Allowance | (1,387,030) | (998,361) | - | - | | | (1,387,030) | (998,361) |
| Other Contractual Allowances | (5,477,058) | (5,160,827) | (178,363) | (178,363) | | | (5,655,421) | (5,339,190) |
| Net Receivables | 4,435,170 | 4,063,915 | 193,712 | 195,040 | | | 4,628,883 | 4,258,956 |
| Inventories | 1,140,632 | 1,040,584 | 30,917 | 30,917 | | | 1,171,549 | 1,071,501 |
| Prepaid Expenses | 241,662 | 287,643 | 18,092 | 49,384 | | | 259,753 | 337,027 |
| TOTAL CURRENT ASSETS | 33,856,268 | 29,856,585 | 4,990,149 | 4,433,027 | 2,122,710 | 2,038,949 | 40,969,126 | 36,328,561 |
| FIXED ASSETS | | | | | | | | |
| Land & Improvements | 445,966 | 445,967 | 170,468 | 170,468 | 3,000 | 3,000 | 619,434 | 619,435 |
| Buildings & Improvements | 19,746,814 | 19,548,991 | 3,841,998 | 3,841,998 | - | - | 23,588,812 | 23,390,989 |
| Equipment & Furniture | 12,998,535 | 12,627,176 | 1,060,173 | 1,026,335 | 16,654 | 16,654 | 14,075,362 | 13,670,165 |
| Intangible Assets | 672,107 | 792,738 | - | - | - | - | 672,107 | 792,738 |
| Accumulated Depreciation | (17,302,320) | (16,911,543) | (3,191,485) | (3,099,328) | (16,654) | (16,654) | (20,510,459) | (20,027,525) |
| TOTAL FIXED ASSETS | 16,561,102 | 16,503,329 | 1,881,154 | 1,939,472 | 3,000 | 3,000 | 18,445,256 | 18,445,801 |
| **TOTAL ASSETS** | **50,417,370** | **46,359,914** | **6,871,303** | **6,372,500** | **2,125,710** | **2,041,949** | **59,414,382** | **54,774,363** |
| SHORT TERM LIABILITY | | | | | | | | |
| Accounts Payable | 926,350 | 616,874 | - | - | - | - | 926,350 | 616,874 |
| Accrued Expenses | 182,958 | 195,157 | 158,980 | 136,152 | | | 341,938 | 331,309 |
| Accrued Payroll | 1,385,146 | 1,153,041 | 287,610 | 275,828 | | | 1,672,756 | 1,428,869 |
| Estimated Amount Due Medicare | 2,055,922 | 2,200,317 | - | - | | | 2,055,922 | 2,200,317 |
| Current Maturities of long term debt | 922,953 | 910,803 | 95,950 | 93,100 | | | 1,018,903 | 1,003,903 |
| TOTAL SHORT TERM LIABILITY | 5,473,329 | 5,076,192 | 542,540 | 505,080 | - | - | 6,015,869 | 5,581,272 |
| LONG TERM LIABILITY | 8,034,134 | 8,837,311 | 621,792 | 717,742 | | | 8,655,926 | 9,555,053 |
| EQUITY | | | | | | | | |
| Current year earnings | 4,463,496 | 6,106,993 | 557,292 | 158,510 | 83,461 | 77,269 | 5,104,249 | 6,342,772 |
| Fund Balance | 32,446,411 | 26,339,418 | 5,149,679 | 4,991,168 | 2,042,249 | 1,964,680 | 39,638,339 | 33,295,266 |
| | | | | | | | - | - |
| TOTAL EQUITY | 36,909,907 | 32,446,411 | 5,706,971 | 5,149,678 | 2,125,710 | 2,041,949 | 44,742,588 | 39,638,038 |
| **TOTAL LIABILITY & EQUITY** | **50,417,370** | **46,359,915** | **6,871,303** | **6,372,500** | **2,125,710** | **2,041,949** | **59,414,383** | **54,774,363** |

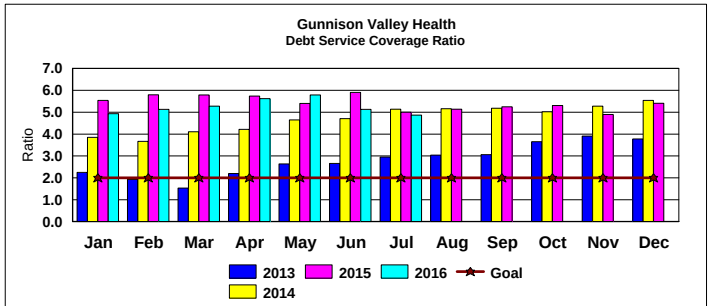

Gunnison Valley Hospital
Total Operating Revenue vs Total Operating Expenses
2016
$4,000
$3,500
$3,000
$2,500
$2,000
Thousands
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
TOTAL OPERATING REVENUE
TOTAL OPERATING EXPENSES

# RATIOs

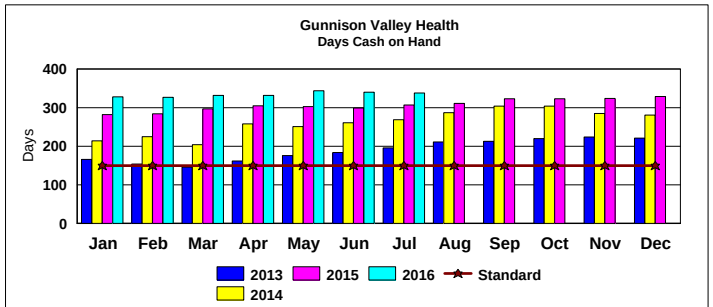



Net margin is down in November 2014 due to the posting of the $1,034K in purchased services.
The dollars were for the purchase of the Mountain clinic in Crested Butte

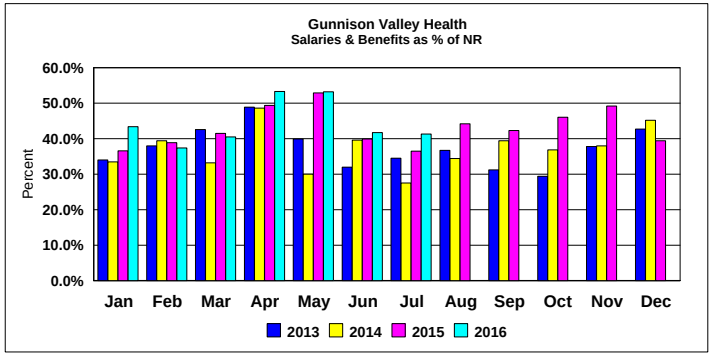


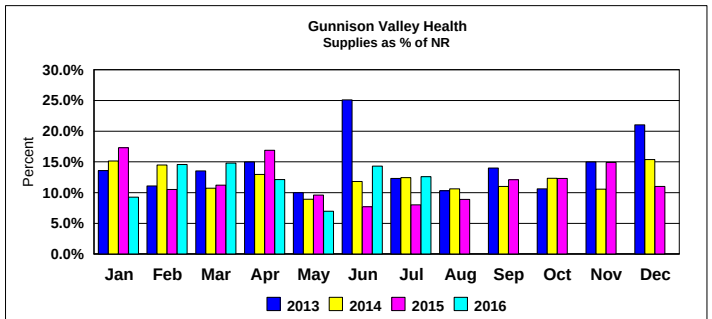




Debt Service Ratio must be maintained above 1.25 per Wells Fargo covenant
Starting January 2014 Debt Service Ratio increased to 1.50 per CoBiz

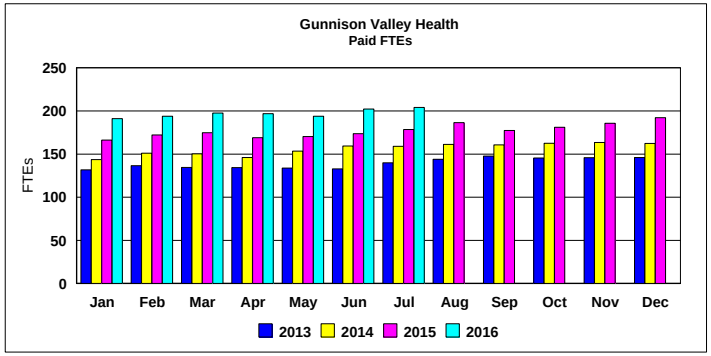


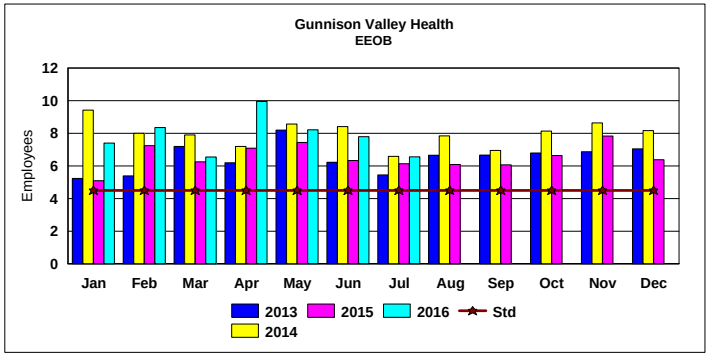

Days Cash on hand must be maintained above 90 days
Starting January 2014, Days Cash on Hand increased to 150 per CoBiz



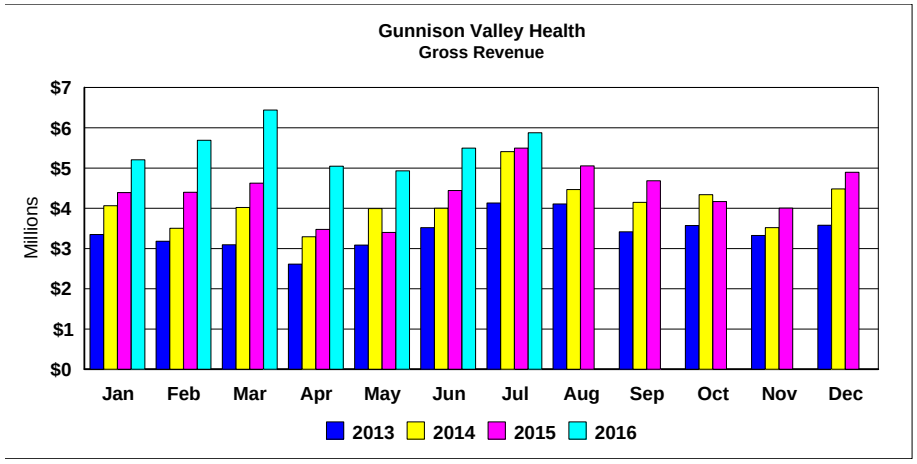



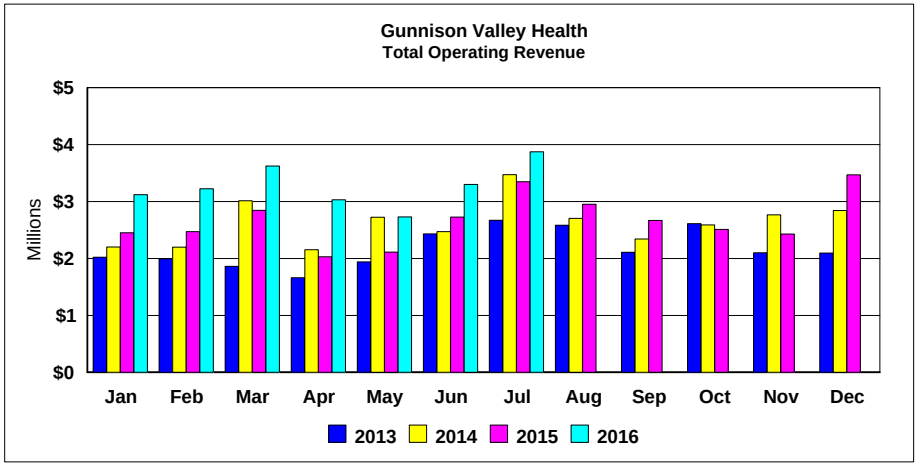

June 2013 - $327,238.28 inventory adjustment in OR

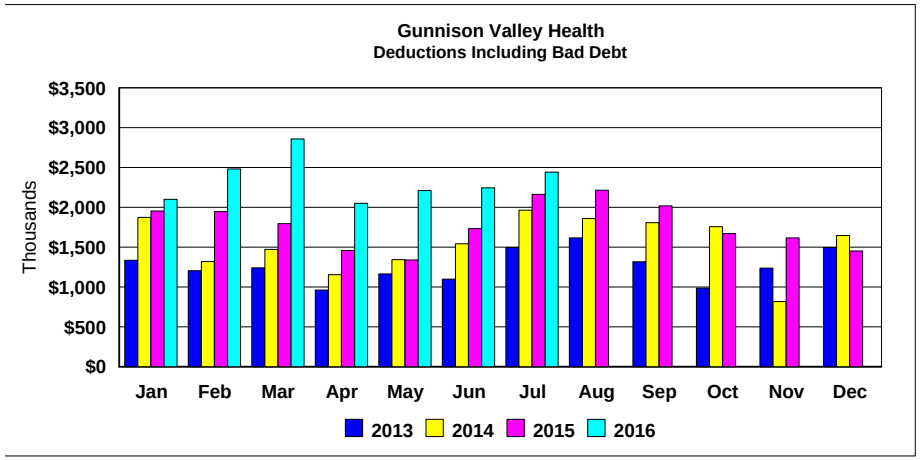


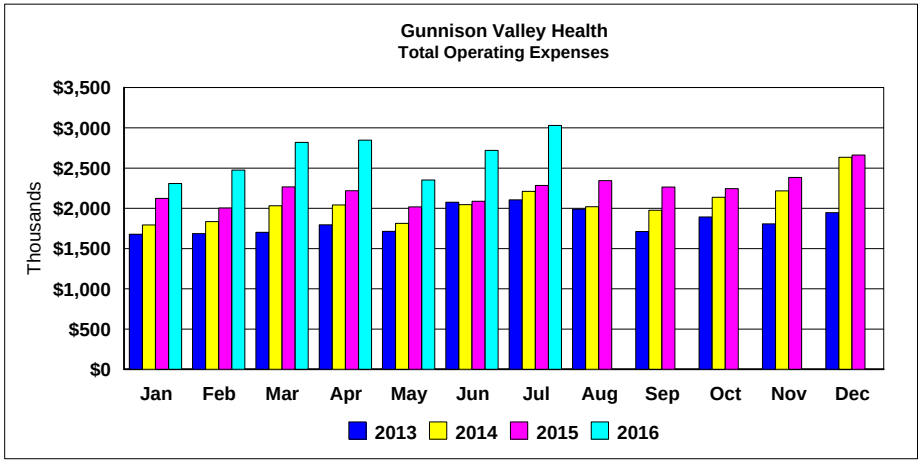



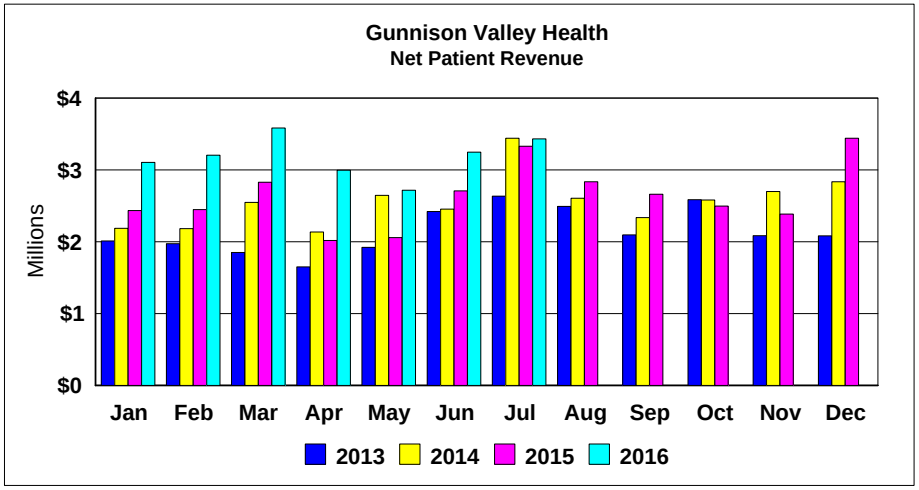
## REVENUES & EXPENSES

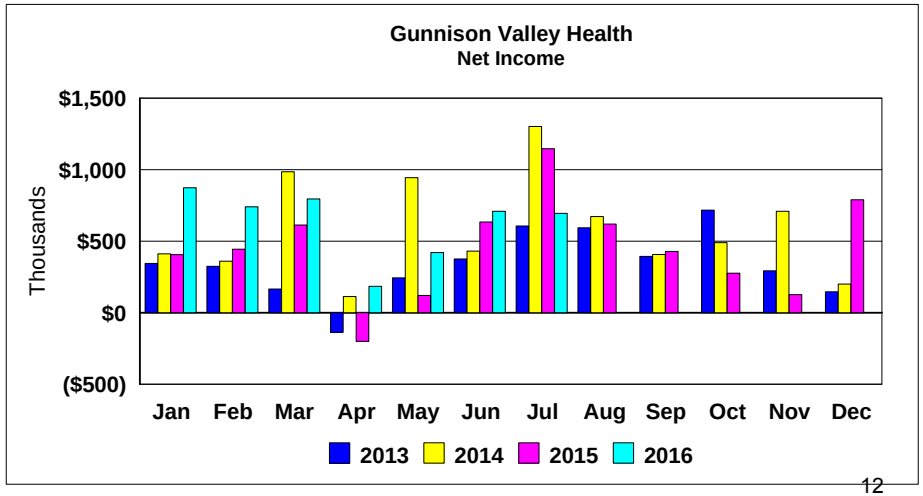


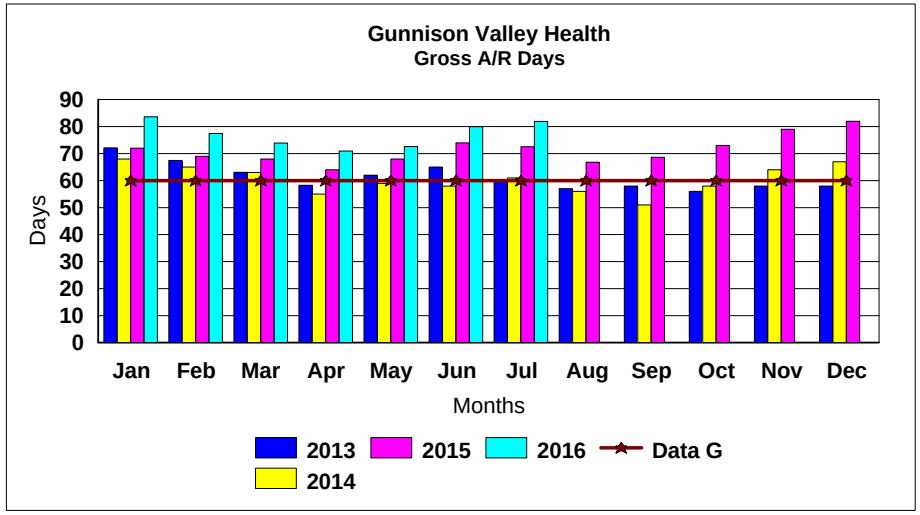



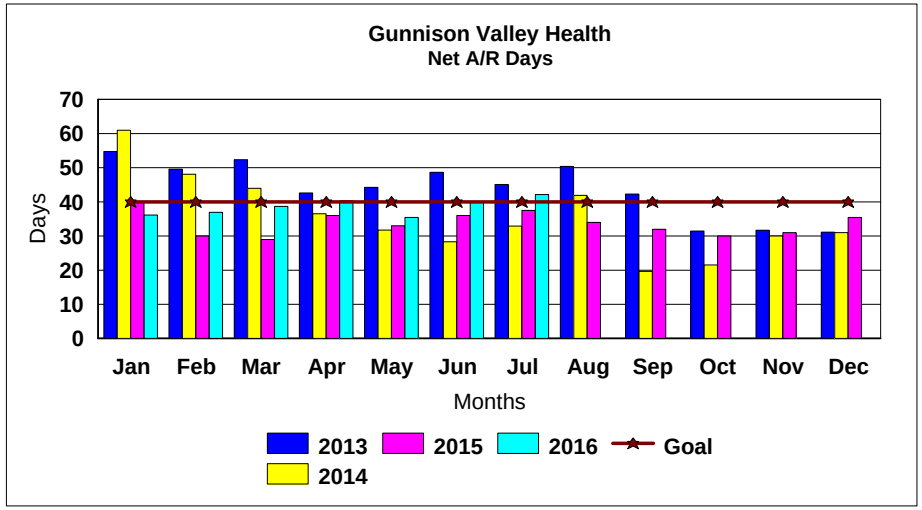



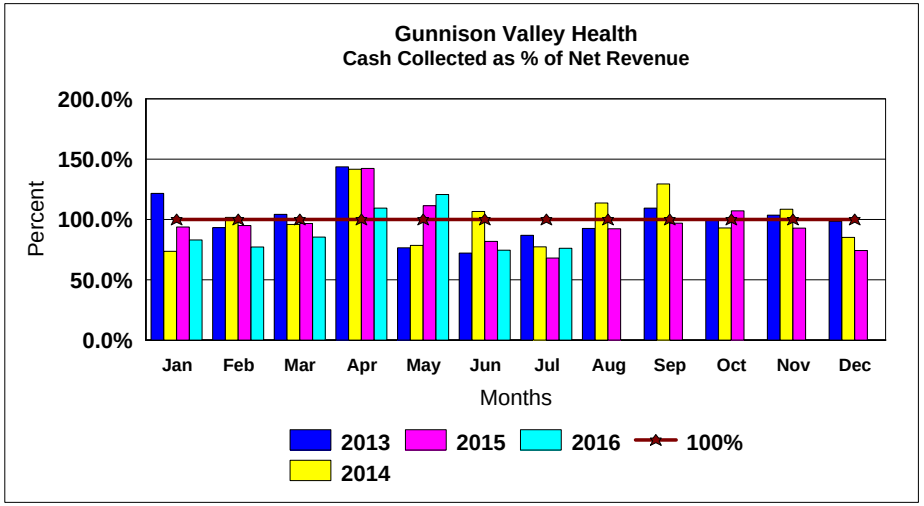



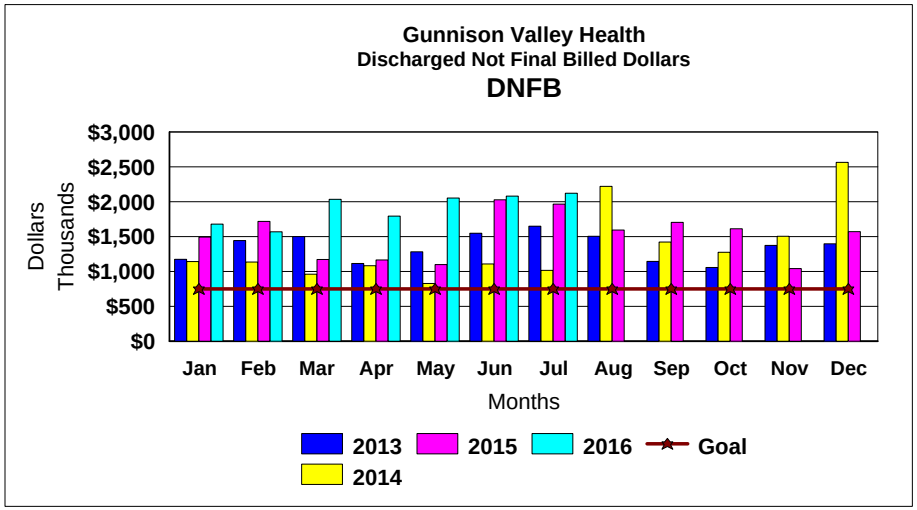



## BUSINESS OFFICE RATIOS



**PROFIT and LOSS**

*GUNNISON VALLEY HOSPITAL FAMILY PRACTICE*

*AND*

*GUNNISON VALLEY HOPITAL MOUNTAIN CLINIC*

GUNNISON VALLEY HOSPITAL
COST CENTER SCHEDULE 08/17/16 01:00 PM
FOR THE 7 MONTHS ENDING 07/31/16
DEPARTMENT 100 - GVH FAMILY MEDICINE

| | SINGLE MONTH | | | | YEAR TO DATE | | | |
|---|---|---|---|---|---|---|---|---|
| | ACTUAL | BUDGET | $ VARIANCE | % VAR | ACTUAL | BUDGET | $ VARIANCE | % VAR |
| REVENUE | | | | | | | | |
| GVHFM -31200100 | 134,762 | 227,897 | (93,134) | (40) | 1,073,673 | 1,422,558 | (348,884) | (24) |
| TOTAL OPERATIN | 134,762 | 227,897 | (93,134) | (40) | 1,073,673 | 1,422,558 | (348,884) | (24) |
| REVENUE DEDUCTIO | 62,269 | 110,674 | 48,404 | 43 | 494,168 | 690,838 | 196,669 | 28 |
| NET REVENUE | 72,492 | 117,223 | (44,730) | (38) | 579,504 | 731,720 | (152,215) | (20) |
| SALARIES | | | | | | | | |
| MANAGE -41001100 | 4,853 | 6,330 | 1,476 | 23 | 12,799 | 44,310 | 31,510 | 71 |
| TECHNI -41004100 | 12,895 | 19,715 | 6,819 | 34 | 115,860 | 123,062 | 7,201 | 5 |
| LICENS -41005100 | 38,952 | 40,273 | 1,320 | 3 | 230,324 | 251,386 | 21,061 | 8 |
| LICENS -41006100 | 0 | 3,611 | 3,611 | 100 | 0 | 22,542 | 22,542 | 100 |
| CLERIC -41007100 | 28,865 | 28,771 | (94) | (0) | 185,455 | 179,591 | (5,864) | (3) |
| TOTAL SALARIES | 85,567 | 98,700 | 13,132 | 13 | 544,440 | 620,891 | 76,450 | 12 |
| EXPENSES | | | | | | | | |
| PRO FE -41110100 | 0 | 0 | 0 | 0 | 0 | 150,000 | 150,000 | 100 |
| MED BI -41200100 | 3,723 | 3,400 | (323) | (9) | 17,096 | 21,224 | 4,127 | 19 |
| MED NO -41205100 | 1,407 | 1,851 | 443 | 23 | 10,196 | 11,555 | 1,358 | 11 |
| FREIGH -41220100 | 15 | 74 | 58 | 78 | 399 | 464 | 64 | 13 |
| GENERA -41225100 | 235 | 1,061 | 825 | 77 | 5,612 | 6,624 | 1,011 | 15 |
| PHARMA -41230100 | 0 | 109 | 109 | 100 | 0 | 678 | 678 | 100 |
| MINOR -41235100 | 271 | 677 | 405 | 59 | 11,880 | 4,739 | (7,141) | (150) |
| POSTAG -41240100 | 3 | 450 | 446 | 99 | 442 | 2,810 | 2,367 | 84 |
| UTILIT -41307100 | 814 | 745 | (69) | (9) | 6,681 | 5,209 | (1,472) | (28) |
| EDUCAT -41400100 | 521 | 747 | 225 | 30 | 2,854 | 5,229 | 2,374 | 45 |
| TRAVEL -41401100 | 0 | 65 | 65 | 100 | 100 | 455 | 355 | 78 |
| MEALS/ -41402100 | 0 | 37 | 37 | 100 | 30 | 259 | 229 | 88 |
| HOTEL -41403100 | 0 | 56 | 56 | 100 | 690 | 392 | (298) | (76) |
| MAINTE -41500100 | 675 | 1,400 | 724 | 51 | 2,209 | 9,800 | 7,590 | 77 |
| CONTRA -41600100 | 0 | 19 | 19 | 100 | 37 | 133 | 95 | 71 |
| OUTSID -41610100 | 16,718 | 10,097 | (6,621) | (65) | 112,085 | 63,027 | (49,058) | (77) |
| RENT/L -41700100 | 4,240 | 2,711 | (1,529) | (56) | 29,053 | 18,977 | (10,076) | (53) |
| COMMUN -41760100 | 0 | 0 | 0 | 0 | 54 | 0 | (54) | (0) |
| DUES/S -41800100 | 731 | 187 | (544) | (290) | 731 | 1,309 | 578 | 44 |
| TOTAL OPERATIN | 114,925 | 122,386 | 7,460 | 6 | 744,597 | 923,775 | 179,177 | 19 |
| OTHER REVENUE | | | | | | | | |
| TOTAL OTHER RE | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| OTHER EXPENSES | | | | | | | | |
| NET PROFIT (LO | (42,432) | (5,163) | (37,269) | (721) | (165,093) | (192,055) | 26,961 | 14 |

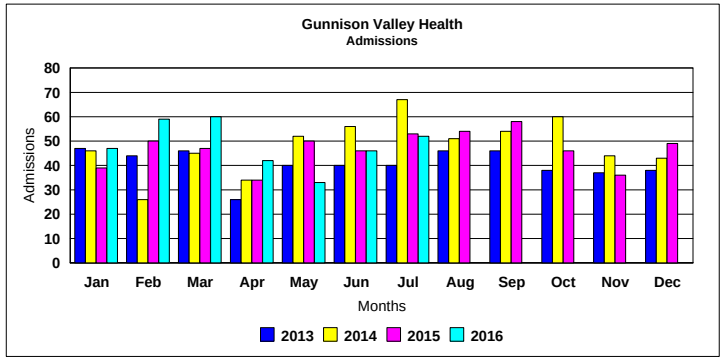
GUNNISON VALLEY HOSPITAL
COST CENTER SCHEDULE 08/17/16 01:00 PM
FOR THE 7 MONTHS ENDING 07/31/16
DEPARTMENT 102 - CB MOUNTAIN CLINIC

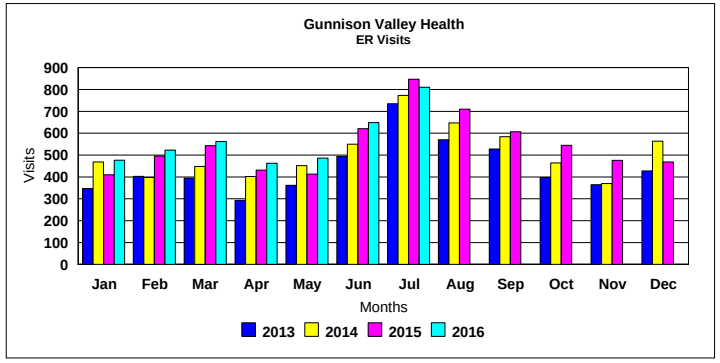
| | SINGLE MONTH | | | | YEAR TO DATE | | | |
|---|---|---|---|---|---|---|---|---|
| | ACTUAL | BUDGET | $ VARIANCE | % VAR | ACTUAL | BUDGET | $ VARIANCE | % VAR |
| REVENUE | | | | | | | | |
| CB MTN CLINIC | 70,632 | 115,513 | (44,880) | (38) | 449,703 | 634,845 | (185,141) | (29) |
| CB MC IMAGING | 21,834 | 17 | 21,817 | 28340 | 201,033 | 152,174 | 48,859 | 32 |
| CB MC PRO FEES | 33,265 | 0 | 33,265 | 0 | 211,241 | 171,347 | 39,894 | 23 |
| TOTAL OPERATIN | 125,733 | 115,530 | 10,203 | 8 | 861,978 | 958,366 | (96,387) | (10) |
| REVENUE DEDUCTIO | 36,462 | 41,953 | 5,490 | 13 | 242,442 | 230,568 | (11,874) | (5) |
| NET REVENUE | 89,271 | 73,577 | 15,694 | 21 | 619,536 | 727,798 | (108,261) | (14) |
| SALARIES | | | | | | | | |
| MANAGE -41001102 | 6,132 | 0 | (6,132) | (0) | 31,248 | 0 | (31,248) | (0) |
| RN -41002102 | 5,018 | 8,471 | 3,452 | 40 | 31,620 | 46,554 | 14,933 | 32 |
| TECHNI -41004102 | 8,013 | 25,942 | 17,928 | 69 | 44,004 | 142,573 | 98,568 | 69 |
| LICENS -41005102 | 10,766 | 0 | (10,766) | (0) | 58,365 | 0 | (58,365) | (0) |
| LICENS -41006102 | 2,651 | 0 | (2,651) | (0) | 18,115 | 0 | (18,115) | (0) |
| CLERIC -41007102 | 4,738 | 3,789 | (949) | (25) | 20,440 | 20,823 | 382 | 1 |
| TOTAL SALARIES | 37,320 | 38,202 | 881 | 2 | 203,795 | 209,950 | 6,154 | 2 |
| EXPENSES | | | | | | | | |
| TECHNI -41004062 | 0 | 0 | 0 | 0 | 16,458 | 0 | (16,458) | (0) |
| PRO FE -41110091 | 3,333 | 0 | (3,333) | (0) | 39,153 | 58,177 | 19,023 | 32 |
| MED BI -41200102 | 1,395 | 420 | (975) | (232) | 8,459 | 2,308 | (6,151) | (266) |
| MED NO -41205102 | 2,739 | 1,902 | (837) | (44) | 10,849 | 10,455 | (394) | (3) |
| FREIGH -41220102 | 325 | 309 | (16) | (5) | 1,568 | 1,697 | 128 | 7 |
| GENERA -41225062 | 0 | 0 | 0 | 0 | 26 | 0 | (26) | (0) |
| GENERA -41225102 | 225 | 1,029 | 803 | 78 | 2,521 | 5,654 | 3,132 | 55 |
| PHARMA -41230102 | 0 | 1,743 | 1,743 | 100 | 131 | 9,580 | 9,448 | 98 |
| MINOR -41235102 | 0 | 0 | 0 | 0 | 73 | 0 | (73) | (0) |
| POSTAG -41240102 | 0 | 82 | 82 | 100 | 0 | 448 | 448 | 100 |
| UTILIT -41307102 | 1,051 | 1,233 | 181 | 14 | 7,708 | 8,631 | 922 | 10 |
| EDUCAT -41400102 | 0 | 667 | 667 | 100 | 822 | 4,669 | 3,847 | 82 |
| TRAVEL -41401102 | 0 | 16 | 16 | 100 | 0 | 112 | 112 | 100 |
| MEALS/ -41402062 | 0 | 0 | 0 | 0 | 27 | 0 | (27) | (0) |
| MEALS/ -41402102 | 0 | 15 | 15 | 100 | 88 | 105 | 16 | 15 |
| HOTEL -41403102 | 0 | 14 | 14 | 100 | 0 | 98 | 98 | 100 |
| MAINTE -41500102 | 90 | 1,763 | 1,673 | 94 | 3,869 | 12,341 | 8,471 | 68 |
| CONTRA -41600102 | 404 | 0 | (404) | (0) | 2,429 | 0 | (2,429) | (0) |
| OUTSID -41610102 | 949 | 1,944 | 995 | 51 | 28,327 | 10,683 | (17,644) | (165) |
| RENT/L -41700102 | 8,871 | 8,667 | (204) | (2) | 61,334 | 60,669 | (665) | (1) |
| DUES/S -41800102 | 1,526 | 1,533 | 7 | 0 | 10,832 | 10,731 | (101) | (0) |
| TOTAL OPERATIN | 58,233 | 59,539 | 1,305 | 2 | 398,476 | 406,308 | 7,831 | 1 |
| NET PROFIT (LO | 31,038 | 14,038 | 17,000 | 121 | 221,059 | 321,490 | (100,430) | (31) |

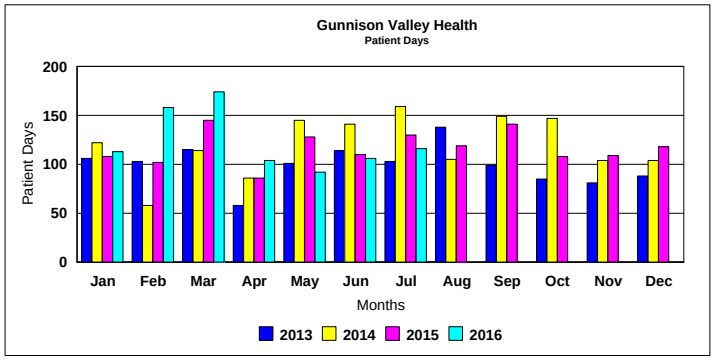
# MISCELLANEOUS GRAPHS

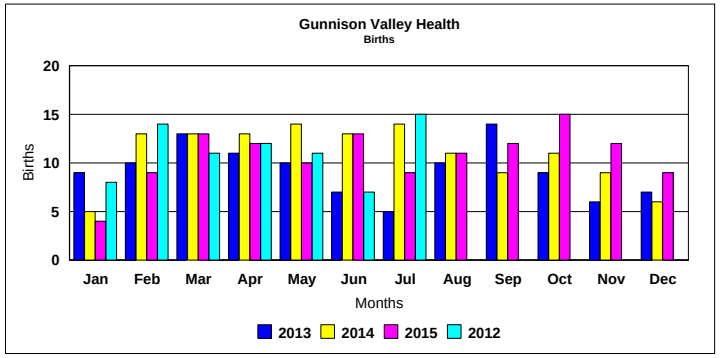
*GUNNISON VALLEY HOSPITAL*

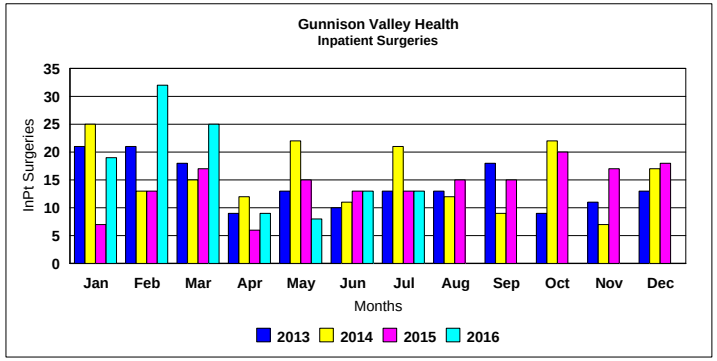
## GUNNISON VALLEY HEALTH VOLUMES

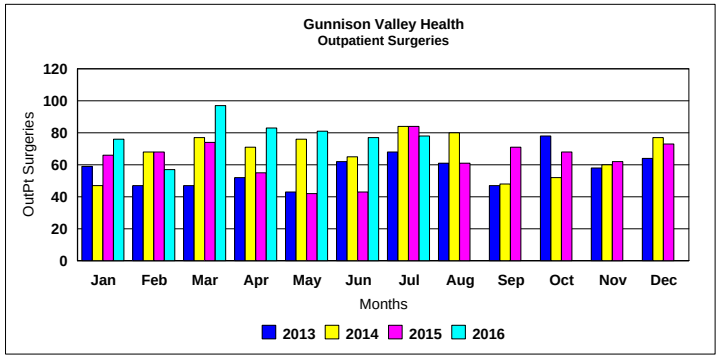


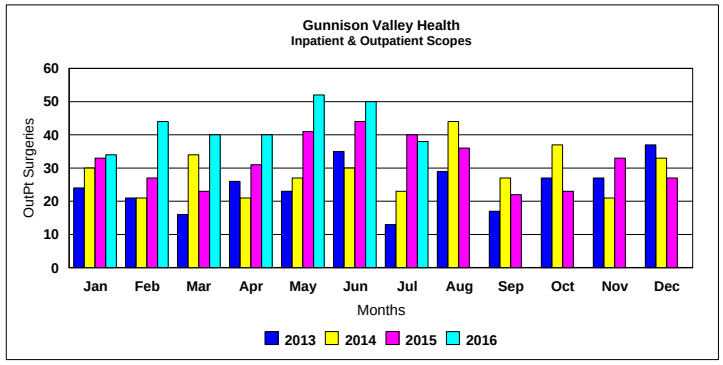



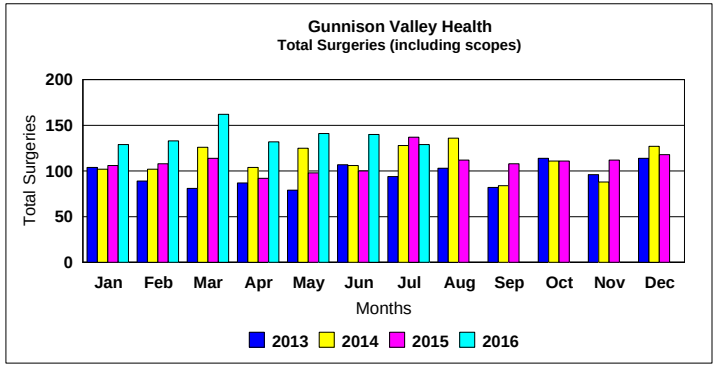



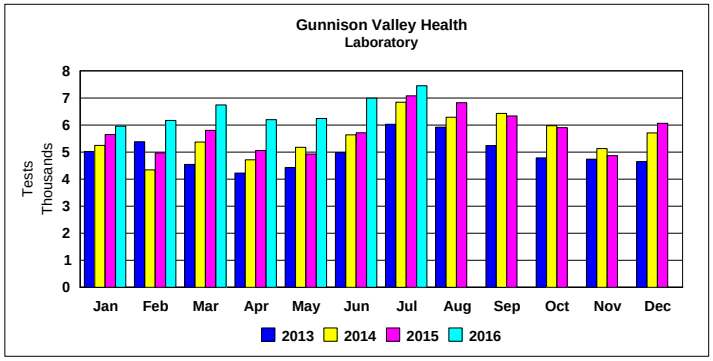



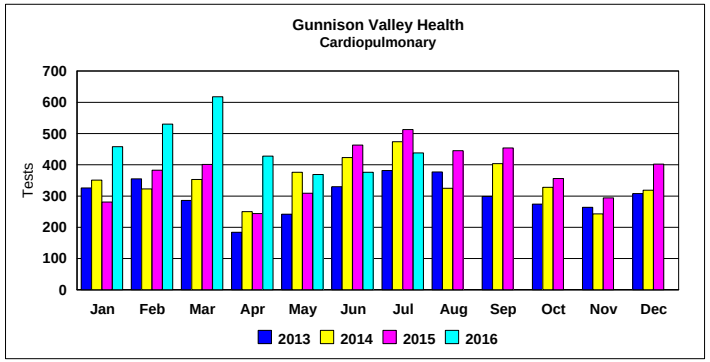



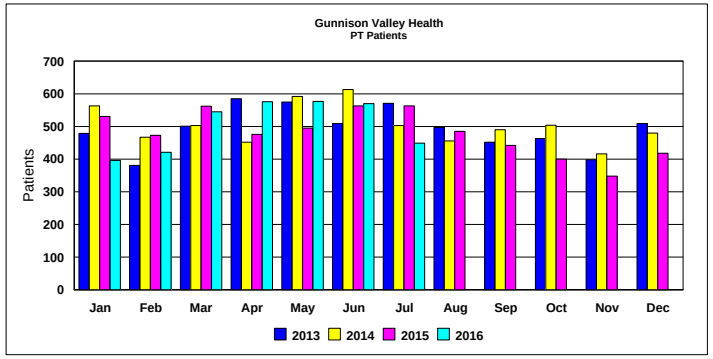



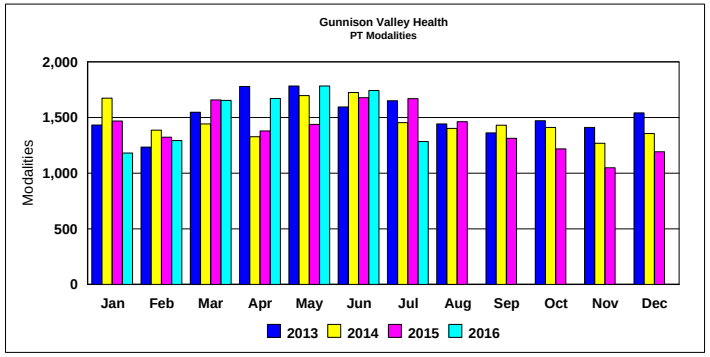



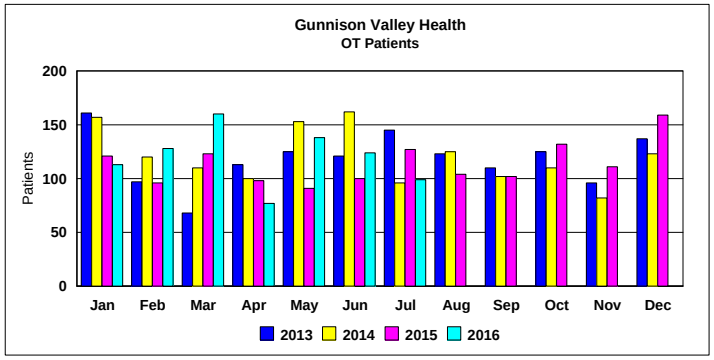
# MISCELLANEOUS STATS

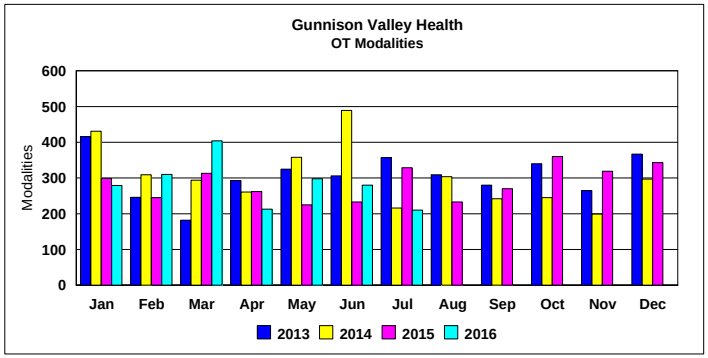


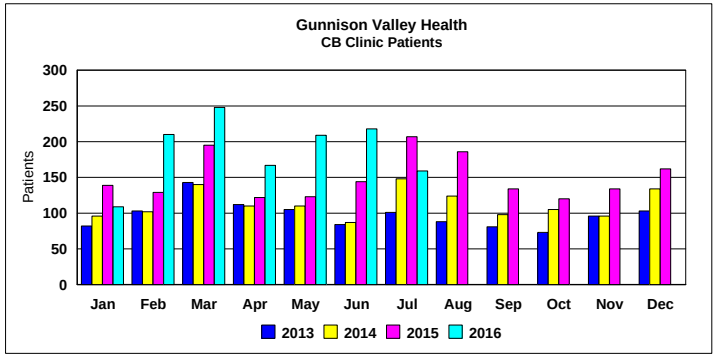



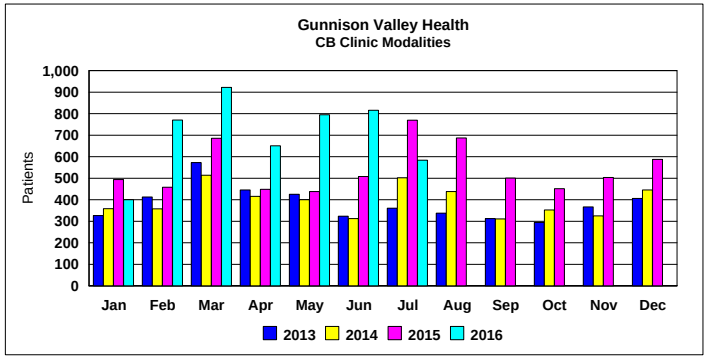



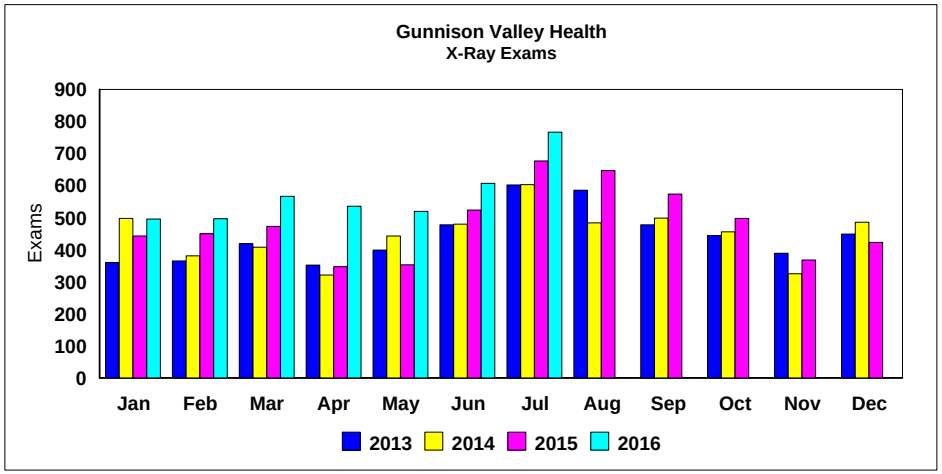



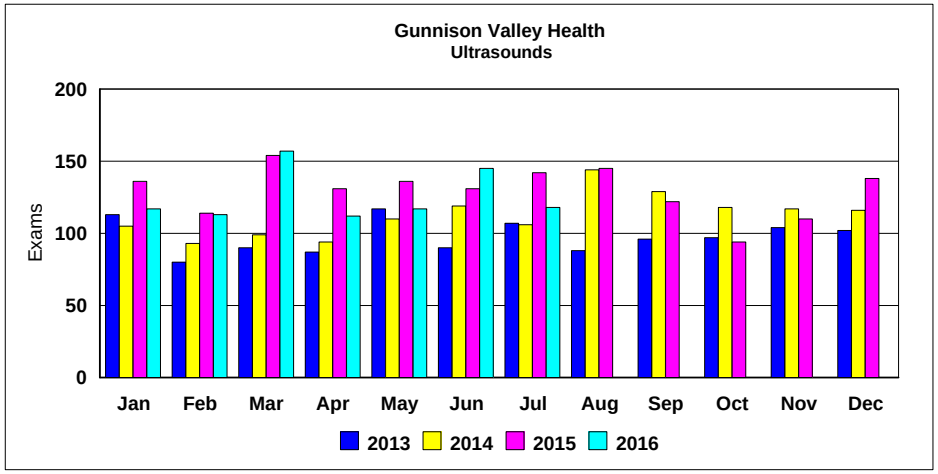



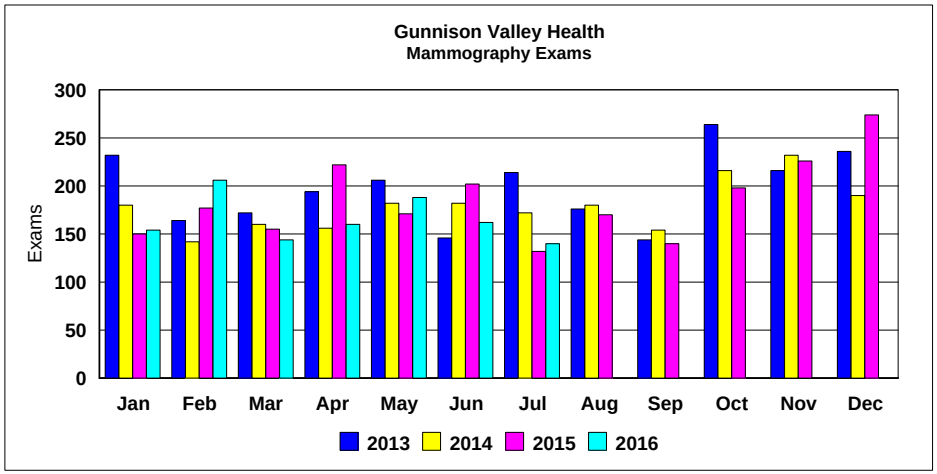



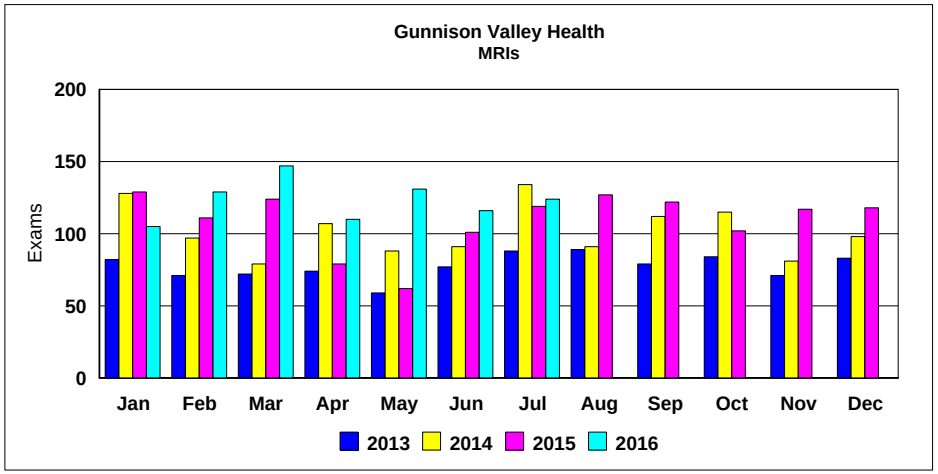



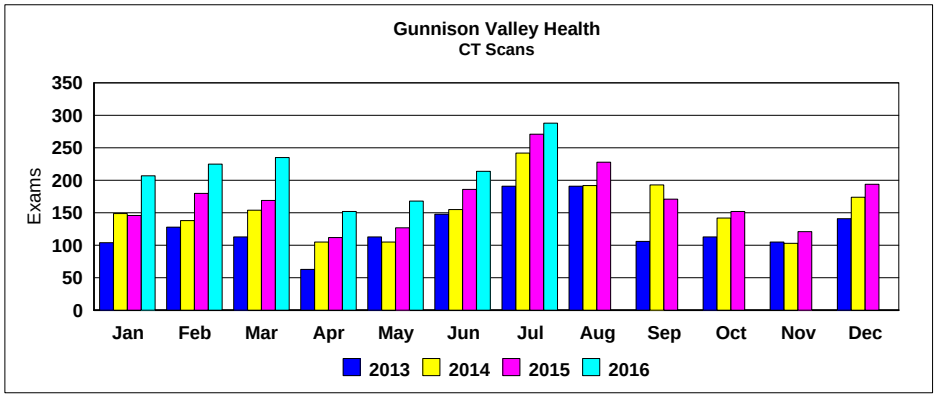
# RADIOLOGY STATS

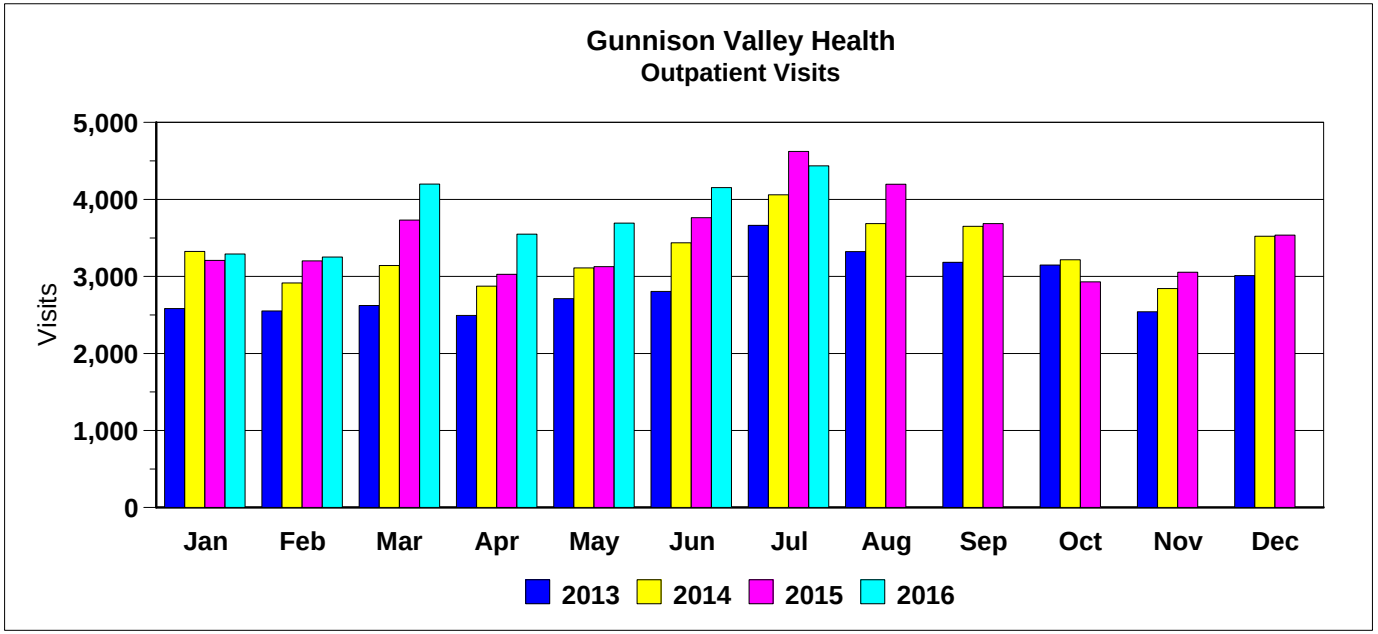


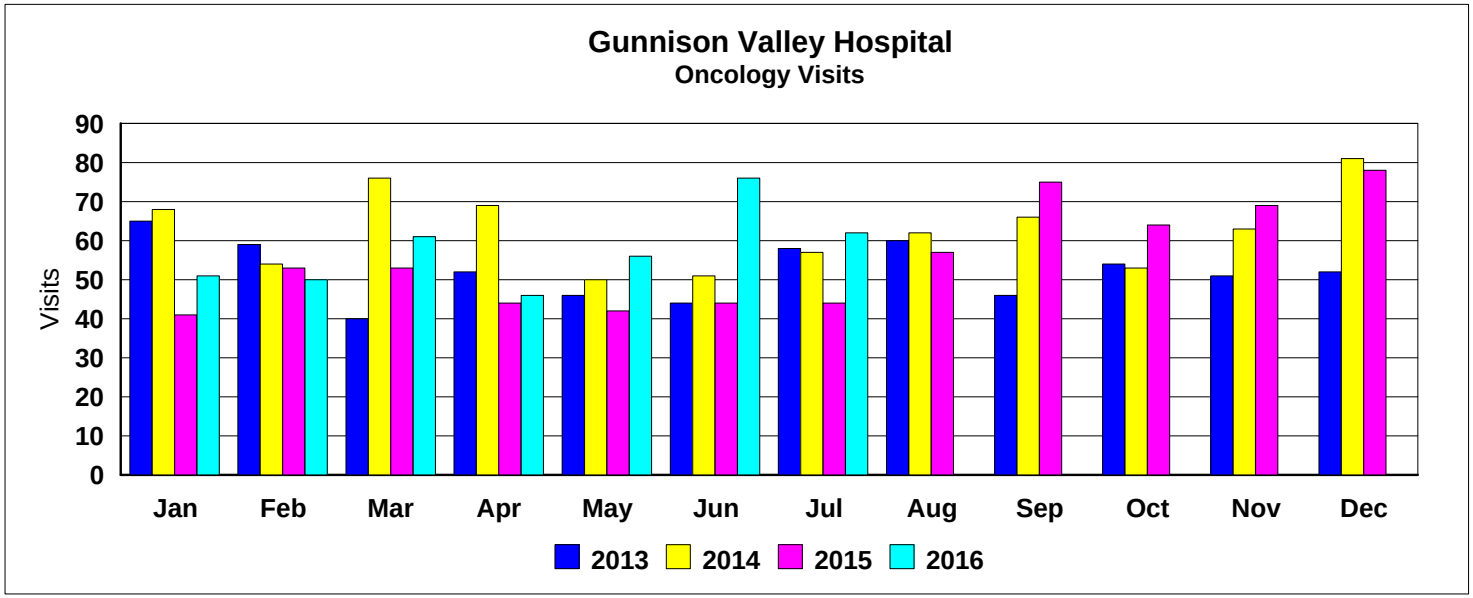



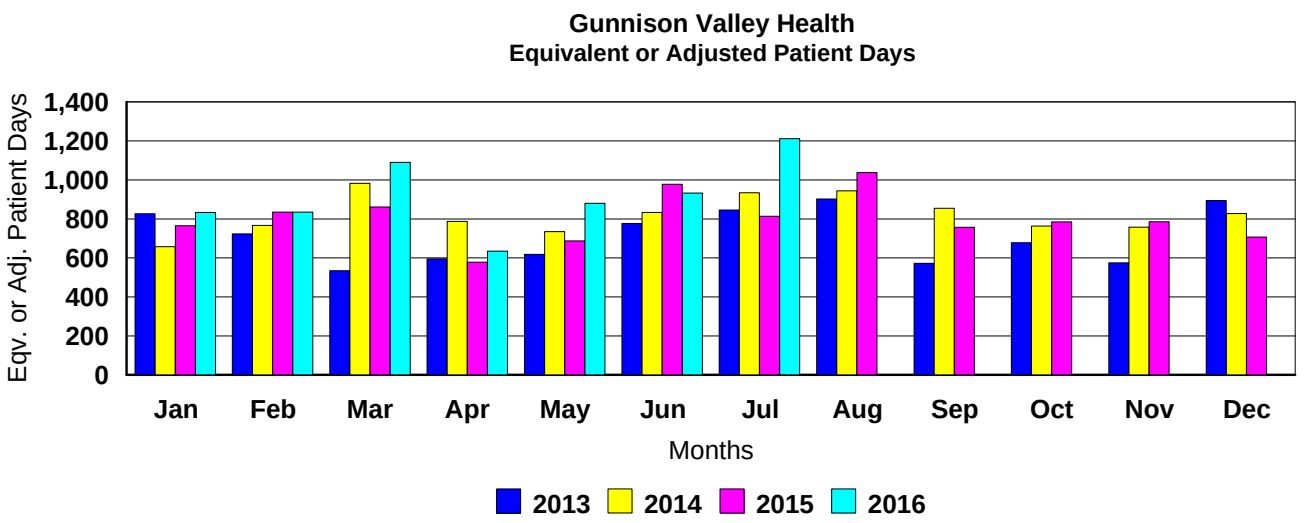



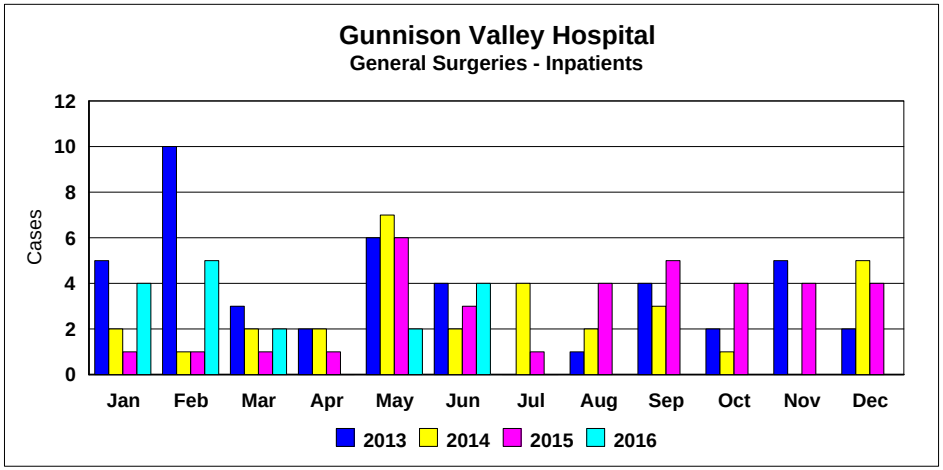

Gunnison Valley Health
Outpatient Visits
Visits
5,000
4,000
3,000
2,000
1,000
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2013
2014
2015
2016

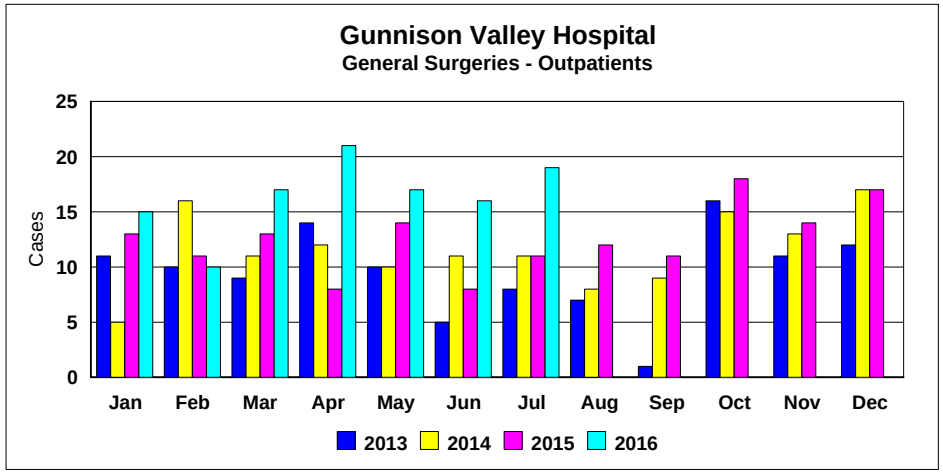

Gunnison Valley Hospital
Oncology Visits
Visits
90
80
70
60
50
40
30
20
10
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2013
2014
2015
2016

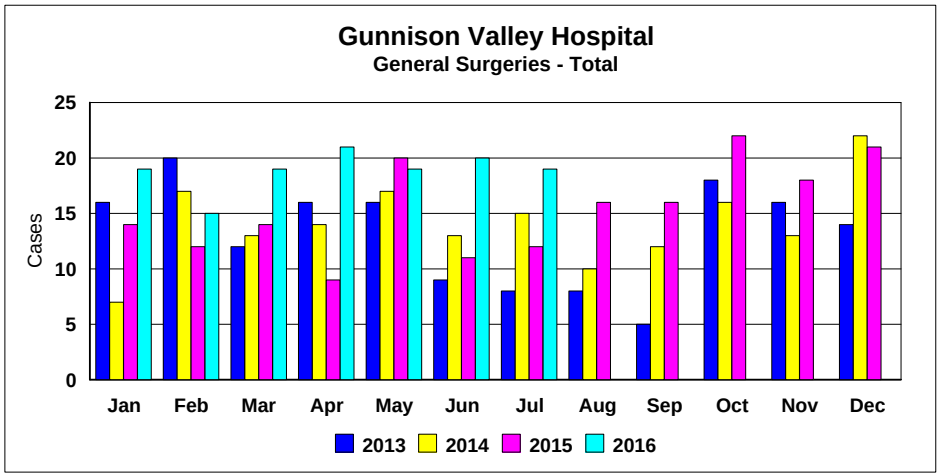



**Equivalent or adjusted patient days translates the outpatient volumes into a inpatient equivalent.**
**Calculation of equivalent patient days is based on total gross revenue & inpatient revenue.**

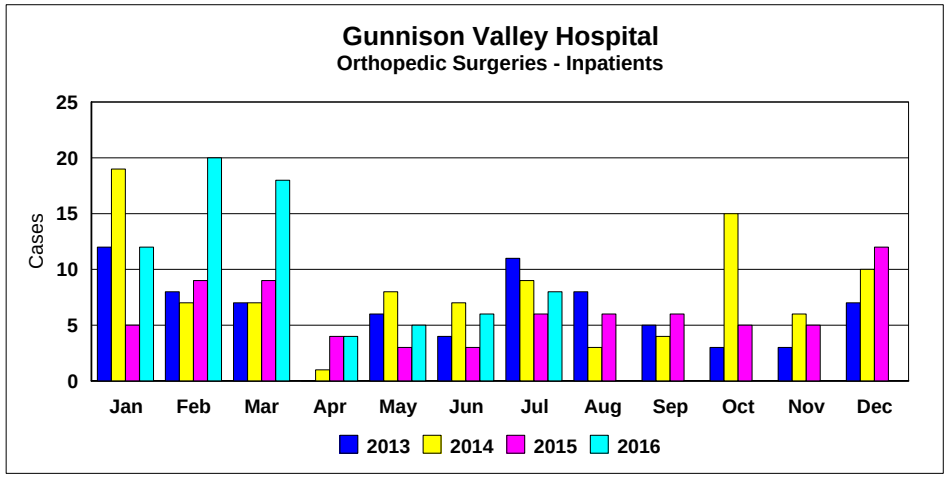
## GENERAL SURGERIES

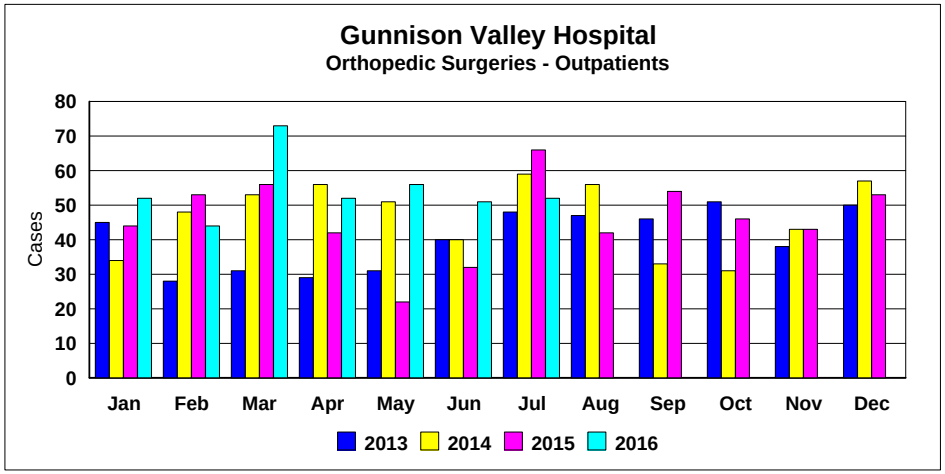


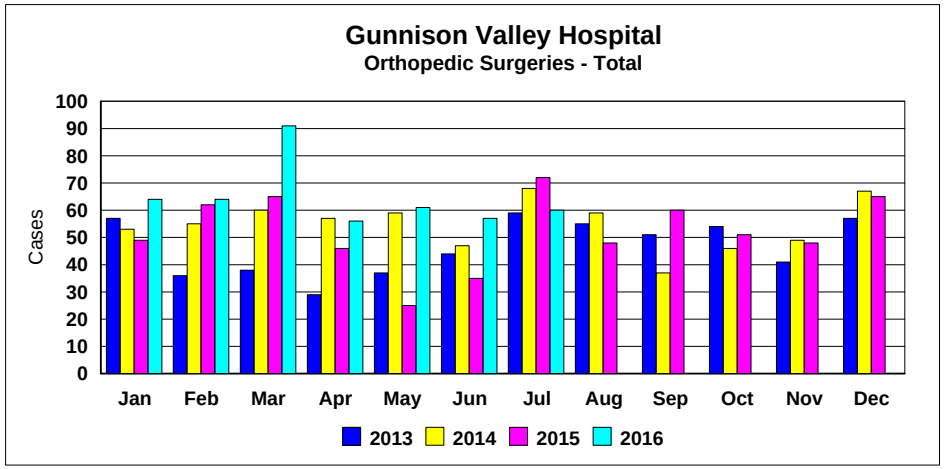



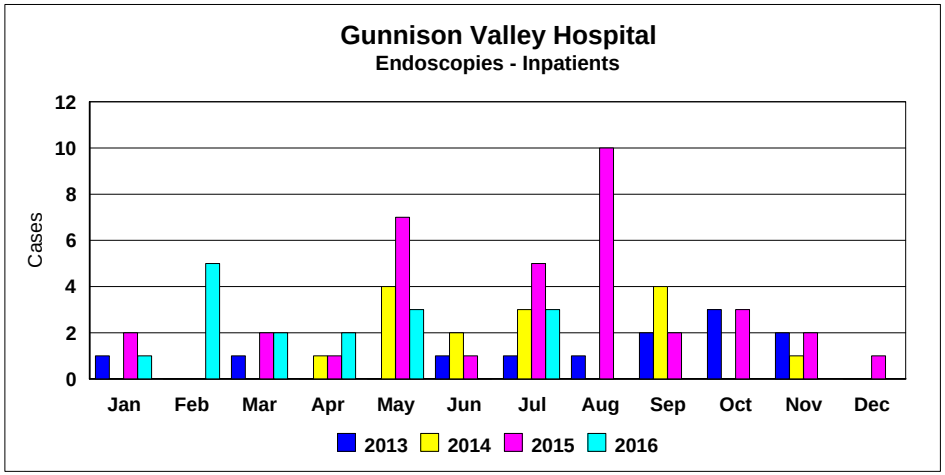
## ORTHOPEDIC SURGERIES

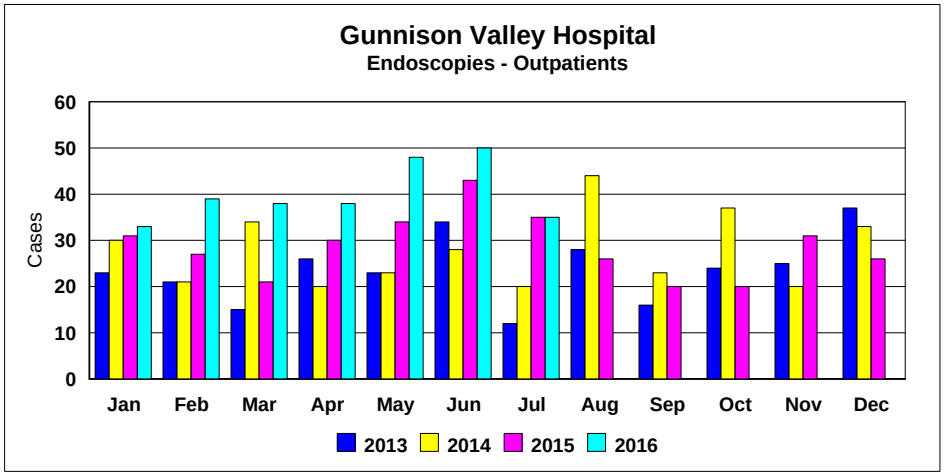


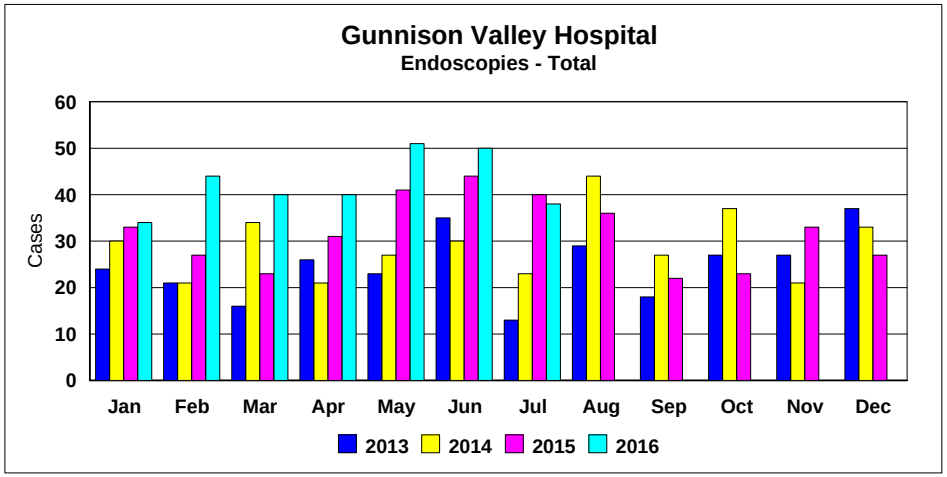



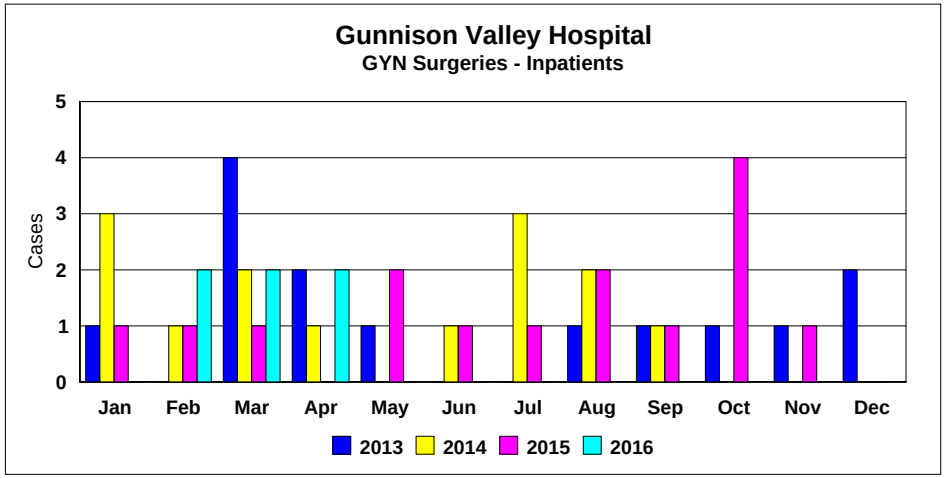
## ENDOSCOPIES

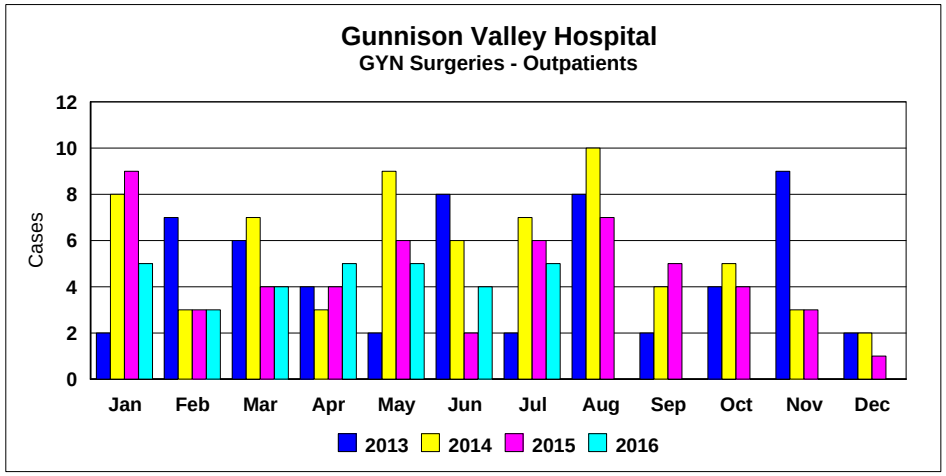


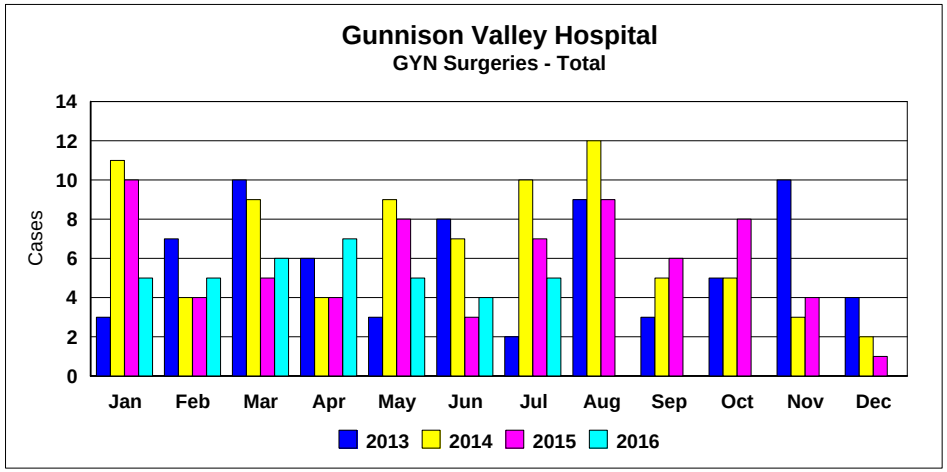



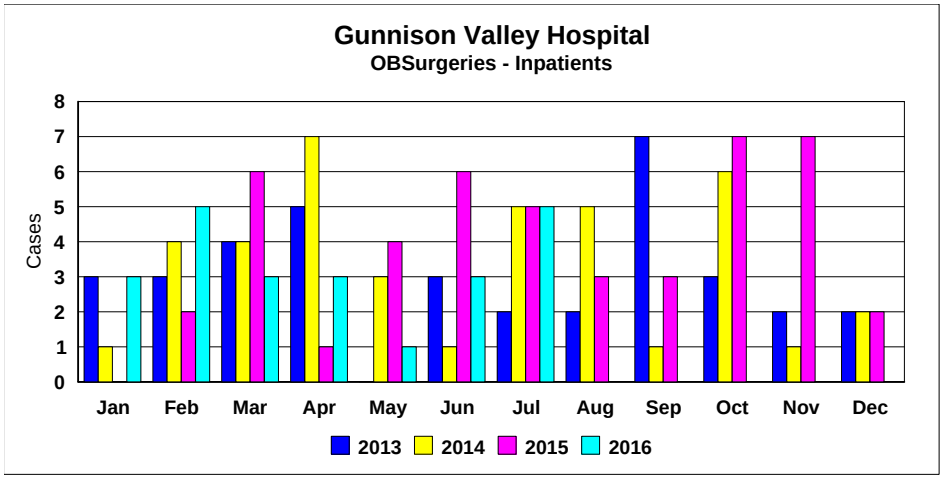
## GYN SURGERIES

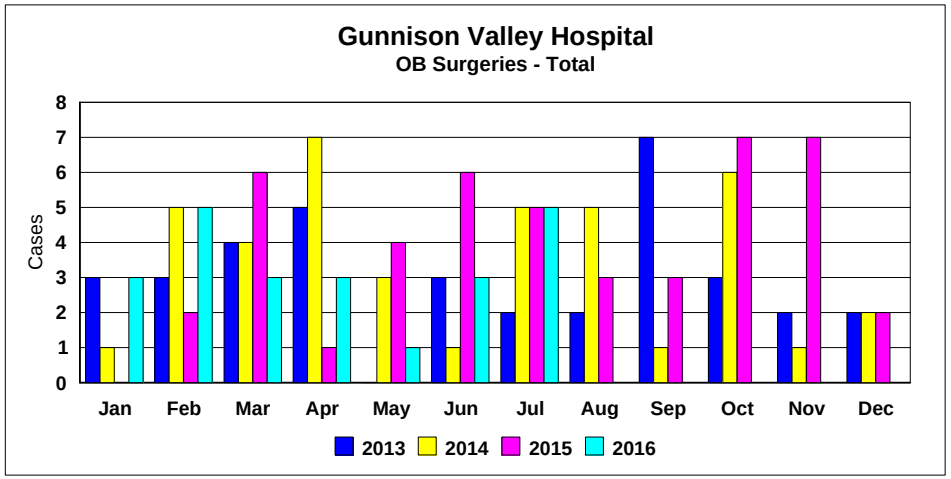


**OB SURGERIES**

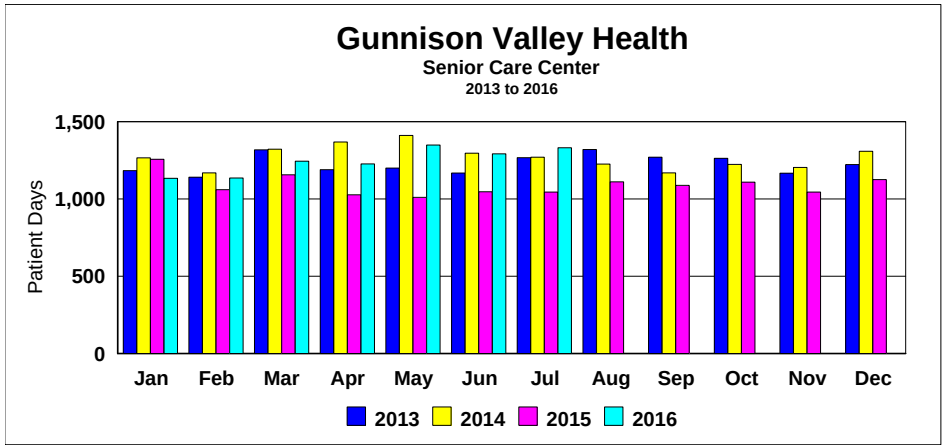


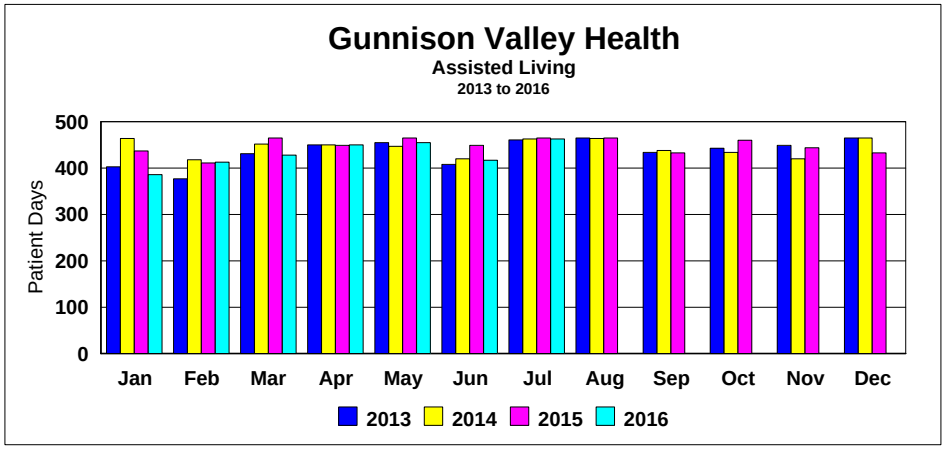



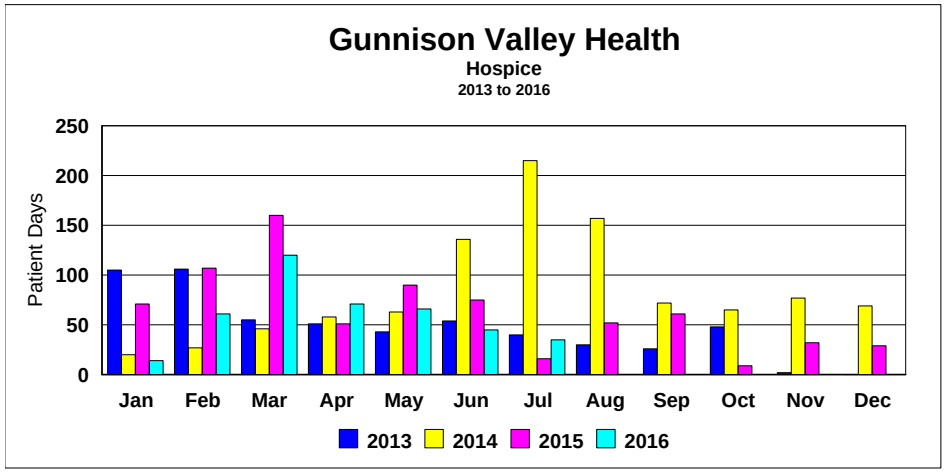
# MISCELLANEOUS GRAPHS

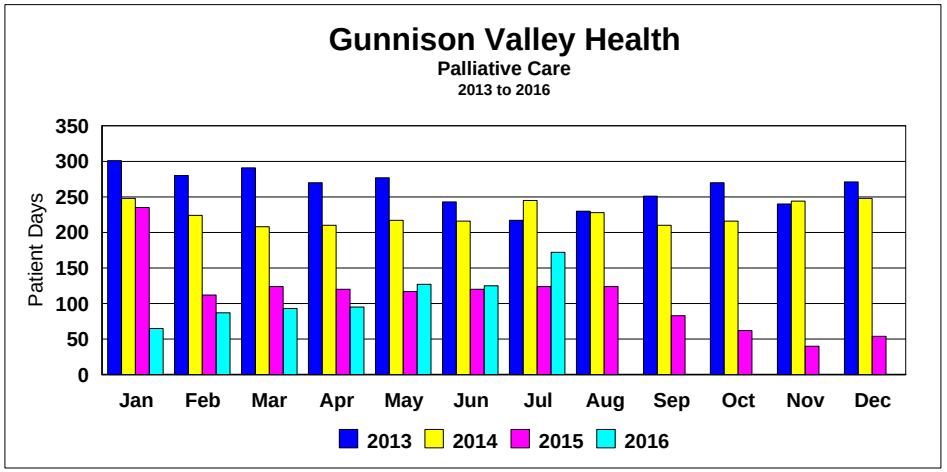
## *GUNNISON LIVING COMMUNITY*

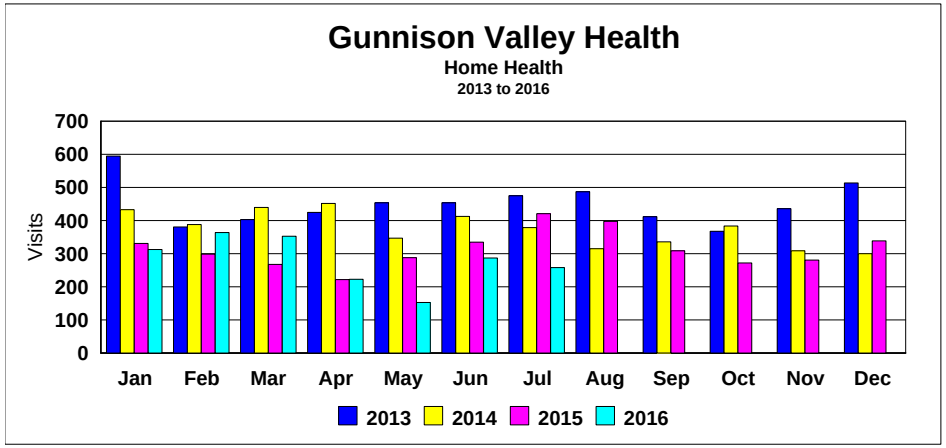
GUNNISON VALLEY LIVING COMMUNITY
VOLUMES by ENTITY

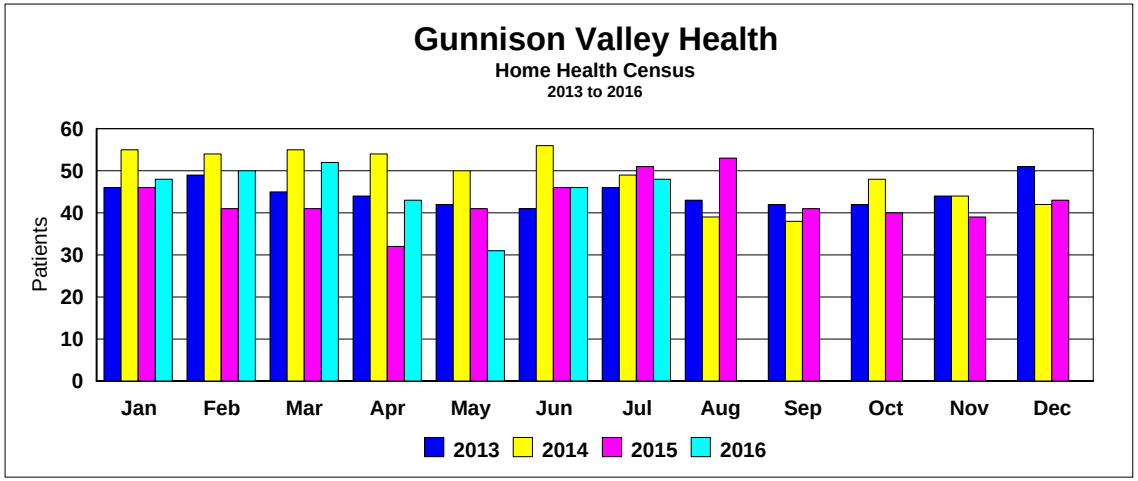


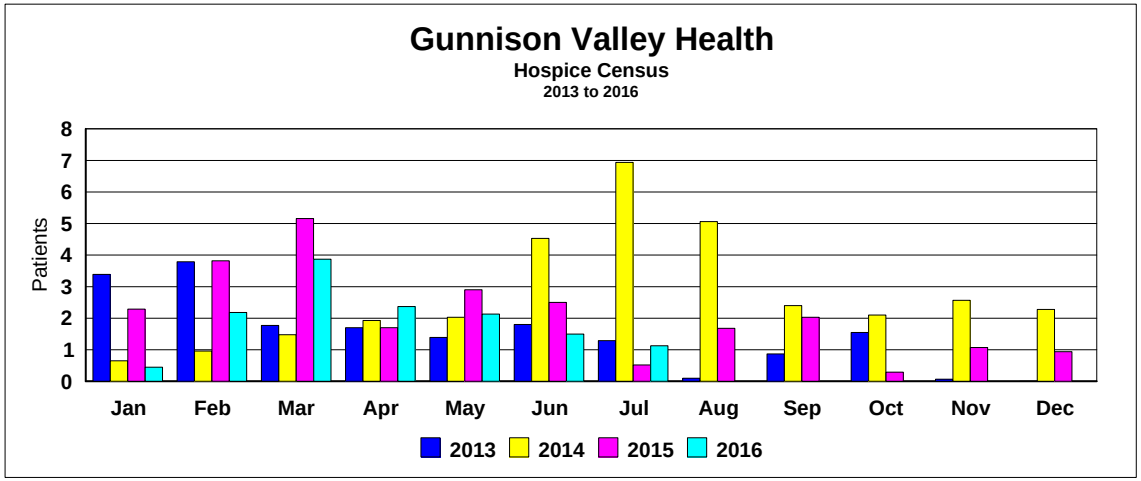



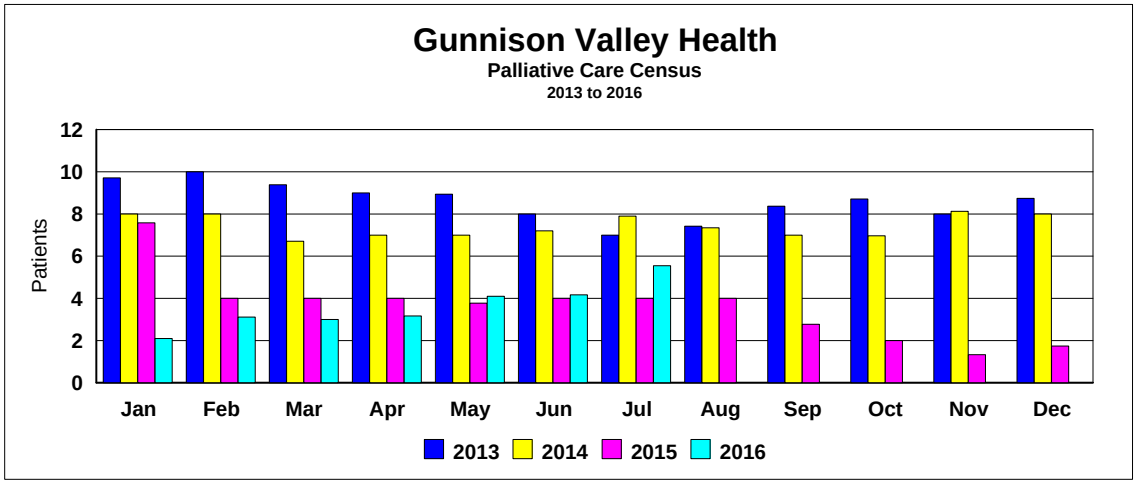




Gunnison Valley Health
Home Health Census
2013 to 2016
Patients
60
50
40
30
20
10
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2013
2014
2015
2016


Gunnison Valley Health
Hospice Census
2013 to 2016
Patients
8
7
6
5
4
3
2
1
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2013
2014
2015
2016


Gunnison Valley Health
Palliative Care Census
2013 to 2016
Patients
12
10
8
6
4
2
0
Jan
Feb
Mar
Apr
May
Jun
Jul
Aug
Sep
Oct
Nov
Dec
2013
2014
2015
2016