



**SIERRA VISTA HOSPITAL
GOVERNING BOARD MEETING**

**Elephant Butte Lake RV
Resort Center
6-27-23**

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*Closed session items will be handed out in closed session.
 Generator Repair / Lease Replace Option will be sent as soon as available.*

**AGENDA
SIERRA VISTA HOSPITAL
GOVERNING BOARD REGULAR MEETING**

June 27, 2023

12:00pm

**Elephant Butte Lake RV
Event Center**

MISSION STATEMENT: Sierra Vista Hospital is a community owned resource that strives to meet the Healthcare needs of Sierra County through the provision of health services, leadership, and collaboration.

VISION STATEMENT: Our vision is to be a trusted partner providing a modern, sustainable Healthcare system that is a beacon of hope on the hill for all. Sierra Vista Hospital is committed to provide the highest quality care in the most cost-efficient manner, respecting the dignity of the individual, providing for the well-being of the community, and serving the needs of all people.

TIME OF MEETING: 12:00pm

PURPOSE: Regular Meeting

ATTENDEES:

GOVERNING BOARD

COUNTY

Kathi Pape, Vice Chair
Serina Bartoo, Member
Shawnee R. Williams, Member

ELEPHANT BUTTE

Katharine Elverum, Member
John Mascaro, Member

CITY

Bruce Swingle, Chairperson
Art Burger, Member
Greg D'Amour, Member

EX-OFFICIO

Frank Corcoran, CEO
Amanda Cardona, VCW
John Mascaro, City Manager, EB
Amber Vaughn, County Manager
Travis Day, JPC Chair
Angie Gonzales, City Manager, TorC

VILLAGE of WILLIAMSBURG

Denise Addie, Secretary

SUPPORT STAFF:

Ming Huang, CFO
Lawrence Baker, HR Director
Sheila Adams, CNO
Heather Johnson, HIM
Mgr.,HIPAA, Excused
Zachary Heard, Operations
Mgr./Compliance Officer

Ovation:

Erika Sundrud
David Perry

AGENDA ITEMS	PRESENTER	ACTION REQUIRED
1. Call to Order	Bruce Swingle, Chairperson	
2. Pledge of Allegiance	Bruce Swingle, Chairperson	
3. Roll Call	Jennifer Burns	Quorum Determination
4. Approval of Agenda	Bruce Swingle, Chairperson	Amend/Action
“Are there any items on this agenda that could cause a potential conflict of interest by any Governing Board Member?”		
5. Approval of minutes A. May 23, 2023 Regular Meeting	Bruce Swingle, Chairperson	Amend/Action
6. Public Input – 3-minute limit		Information
7. Old Business- None		
8. New Business- None		
9. Finance Committee- Kathi Pape, Chairperson		
A. May Financial Report	Ming Huang, CFO	Report/Action
B. Phillips Bedside Monitoring / Cerner	Frank Corcoran, CEO	Report/Action
C. Generator Repair / Lease Replace Opt.	Frank Corcoran, CEO	Report/Action
10. Board Quality- Denise Addie, Chairperson		
A. Executive Dashboard, Quality	Sheila Adams, CNO	Report/Action
11. Joint Conference Committee Report, Kathi Pape		No Meeting/No Report
12. Administrative Reports		
A. Human Resources	LJ Baker, HR Director	Report
B. CNO Report	Sheila Adams, CNO	Report
C. CEO Report	Frank Corcoran, CEO	Report
D. Governing Board	Bruce Swingle, Chairperson	Report
1. Special Hospital District Signature count and update- 292 signatures		
2. Budget Revision Resolution		
3. Bylaws Update	Greg D’Amour	Report
4. Mission / Vision / Values Update		Report

Motion to Close Meeting:

13. Executive Session – In accordance with Open Meetings Act, NMSA 1978, Chapter 10, Article 15, Section 10-15-1 (H) 2,7,9 including credentialing under NM Review Organization Immunity Act, NMSA Section 41-2E (8) and 41-9-5 the Governing Board will vote to close the meeting to discuss the following items:

10-15-1(H) 2 – Limited Personnel Matters

- A. Provider Contract Frank Corcoran, CEO
 - 1. Jaime Maxham-Robillard, NP
- B. Privileges Frank Corcoran, CEO
See attached.

10-15-1 (H) 7 – Attorney Client Privilege/ Pending Litigation

- A. Risk Report Frank Corcoran, CEO

10-15-1 (H) 9 – Public Hospital Board Meetings- Strategic and long-range business plans

- A. Ovation report to the Board Erika Sundrud, Ovation

Roll Call to Close Meeting – Jennifer Burns

14. Re-Open Meeting – As required by Section 10-15-1(J), NMSA 1978 matters discussed in executive session were limited only to those specified in the stipulation to close the meeting.

10-15-1(H) 2 – Limited Personnel Matters

- A. Provider Contract Action
 - 1. Jaime Maxham-Robillard, NP
- B. Privileges Action
See attached.

10-15-1 (H) 7 – Attorney Client Privilege/ Pending Litigation

- A. Risk Report Report

10-15-1 (H) 9 – Public Hospital Board Meetings- Strategic and long-range business plans

- A. Ovation report to the Board Report

15. Other

Next Regular/ Annual Meeting- July 25, 2023

Discussion

16. Adjournment

Action

Privileges – Governing Board 6/27/23

TEMP TO PROVISIONAL:

Shannon Baublitz-Smith, LCSW

TWO YEAR RE-APPOINTMENT:

Jeremy Parsons, MD (Lab)

RadPartners Delegated Schedule 1 – June:

Kwasi Addae-Mensah, MD

Amy Benson, MD

Michael Hovsepian, MD

Michael LaPointe, MD

Judyta Loomis, MD

Juan Mena, MD

Michael Pavio, MD

Jeffery Walker, MD

Elaina Zabak, MD

RadPartners Delegated Reappointment:

Carl Valentin, MD

Additional Privileges request:

Arturo Sidransky, MD (ESS, Hospitalist)

TERMINATIONS:**OnRad**

Tahir Alkhairy, MD

Lee Beville, MD

Jeffrey Caverly, MD

Charles Davis, MD

Supriya Gupta, MD

Christian Ingui, MD

David Ishimitsu, MD

Aaron Jun, MD

Nicolaus Kuehn, MD

Paul Lampert, MD

Pierre Lanthiez, MD

Daniel Lucas, MD

Kamiar Massrour, MD

Patrick McCarthy, MD

Jonathan Meyer, MD

Bharat Mocherla, MD

Jose Ospina, MD

Atul Patel, MD

Ari Plosker, MD

Huma Qureshi, MD

Peilin Reed, MD

Nancy Sagona, MD

Faranak Sadri Tafazoli, MD

Alix Vincent, MD

David Wells, MD

Steven White, MD

Patrick McCarthy, MD

Jonathan Meyer, MD

Bharat Mocherla, MD

Jose Ospina, MD

Atul Patel, MD

Ari Plosker, MD

Huma Qureshi, MD

Peilin Reed, MD

Nancy Sagona, MD

Faranak Sadri Tafazoli, MD

Alix Vincent, MD

David Wells, MD

Steven White, MD

**SIERRA VISTA HOSPITAL
GOVERNING BOARD MEETING MINUTES**

May 23, 2023

12:00pm

**Elephant Butte Lake RV Resort
Event Center**

1. The Governing Board of Sierra Vista Hospital met May 23, 2023, at 12:00 pm at Elephant Butte Lake RV Resort Event Center for a regular meeting. Bruce Swingle, Chairperson, called the meeting to order at 12:04.

2. Pledge of Allegiance

3. Roll Call

GOVERNING BOARD -----

SIERRA COUNTY

Kathi Pape, **Vice-Chair** – Present
Serina Bartoo, Member – Present
Shawnee R. Williams, Member – Present

CITY OF T O R C

Bruce Swingle, **Chairperson** – Present
Art Burger, Member- Present
Greg D'Amour, Member- Present

VILLAGE OF WILLIAMSBURG

Denise Addie, **Secretary** – Present

GUEST:

Erika Sundrud, Ovation, by WebEx
David Perry, Ovation, by WebEx
Dr. McClain, RSSG, by WebEx

ELEPHANT BUTTE

Katharine Elverum, Member – Present
John Mascaro, Member- Present

EX-OFFICIO

Amanda Cardona, Clerk VofW- Absent
John Mascaro, City Manager EB- Present
Amber Vaughn, County Manager- Absent
Travis Day, JPC Chairperson- Present

STAFF

Frank Corcoran, CEO- Present
Ming Huang, CFO- Present
Sheila Adams, CNO- Excused
LJ Baker, HR Director- Excused
Heather Johnson, HIM Mgr.- Excused
Zach Heard, Operations Manager, Present
Ari Casal, Quality - Excused

There is a quorum.

**SIERRA VISTA HOSPITAL
GOVERNING BOARD MEETING MINUTES**

4. **Approval of Agenda** - Bruce Swingle, Chairperson, noted a change to the order of business on the agenda. Item 8A will be moved to immediately after Public Input.

Kathi Pape motioned to approve the agenda as amended. Serina Bartoo seconded. Motion carried unanimously.

“Are there any items on this agenda that could cause a potential conflict of interest by any Governing Board Member?”

None

5. Approval of minutes

A. April 25, 2023 Regular Meeting

John Mascaro motioned to approve the April 25, 2023 minutes. Kathi Pape seconded. Art Burger asked that wording on page GB8, second sentence, be changed from “now wants” to suggested. John Mascaro motioned approval of the minutes with changes. Kathi Pape seconded. Motion carried unanimously.

6. Public Input

Pat Kearney inquired of the Governing Board members what set of problems, what set of issues is driving the campaign to establish the statutory facility such as a special hospital district? What does it really mean to simplify the governance of the hospital? Bruce Swingle invited Mr. Kearney to the public meeting on Wednesday, May 24th regarding the creation of a special hospital district.

Change to order of business-

8. New Business-

A. RSSG- Surgical Services Update – Dr. McClain, RSSG, provided the board with numbers and parameters since the launch of the surgical program six months ago. Surgery program productivity including clinic patient contacts, inpatient/ED patient contact, endoscopy cases and surgical procedures were discussed. The program is surpassing original expectations overall.

Dr. Frank Walker and Mia Austin, cRNA, addressed the board and shared their experiences and observations of the program at SVH.

Preauthorization’s, clarification of patient responsibilities and emergency surgical procedures were discussed. The next surgical services update will be in July.

7. Old Business-

A. 501(c)(3) - Frank Corcoran, CEO, stated that the auditor told us that our retirement plan does not match our not-for-profit status and recommended that we go to a 501(c)(3) or change our retirement plan which means going from a 403B to a 457. We are awaiting legal opinion on what becoming a 501(c)(3) would mean for us.

B. Mission / Vision Revision - Bruce Swingle, Chairperson, reported that several drafts were sent out by members since the strategic planning meeting. Both Frank and Kathy Elverum sent guidelines for what a Mission and Vision statement should be.

After discussion, it was decided that the Bylaws Committee would work on the Mission, Vision and Values statement revision and bring it back to the board in June.

SIERRA VISTA HOSPITAL GOVERNING BOARD MEETING MINUTES

9. Finance Committee- Kathi Pape, Chairperson, stated that the Finance Committee met this morning and reviewed the April finance report in depth.

A. April Financial Report - Ming Huang, CFO, directed the board to page FCS of the packet. Days cash on hand at the end of April are 125 days. Accounts receivable net days are 25 and accounts payable days are 20. We have a net loss of (\$833,394) versus a budgeted income of (\$202,611).

Hospital gross revenue in April was \$5,376,911 or \$564,960 more than budget. Patient days were 103, 27 more than March. Outpatient visits were 1,196, 197 more than March and ER visits were 720, 4 more than March. Revenue deductions for April were \$3,036,350, \$541,311 more than budget. Revenue deductions are higher than average. We will work with Amplify and Ovation to investigate the cause of the higher deductions. Other operating revenue was \$24,907 due to the reduction of TAP revenue in the amount of \$143,000. Non-operating revenue was \$57,418 due to the reduction of the mil levy funds in the amount of \$70,000.

Total operating expenses were \$2,833,397. Compared to budget, contract services expenses were over budget due to the payment for the surgery program of \$160,249. Major one-time payments include \$16,132 for the concrete pad for the water tanks and \$6,510 for split units in the PT area. Other operating expenses included a legal settlement of \$100,000.

EBITDA for April was (\$410,357) versus a budget of \$201,020. Year to date, EBITDA is \$1,549,495 versus a budget of \$2,037,005 which is a 6% margin.

At the end of April, we had \$10,377,832 in the bank.

Discussion was held regarding billing, coding, contractual allowances, and surgical services revenue. Bruce Swingle explained the HAP funds (once known as the Safety Net Care Pool Funds) loss and the original intentions for those funds. Those funds are now going to larger hospitals in non-rural areas. Frank Corcoran added that he will be going to the Governors office on June 1, 2023 along with other members of the Rural Hospital Association to discuss this and other topics. There are currently two rural hospitals in New Mexico facing closure with five days cash on hand. There are only 11 rural hospitals left in New Mexico.

Discussion was held regarding trends in visits and gross to net billing. As we transition into Cerner, we expect to see our revenue drop until the new system catches up. We are projecting our accounts receivable to go to 120 days. Amplify will be coming in early to get ahead of the conversion. Erika Sundrud explained that Amplify will come in and look at the "aging" accounts receivable dollars still owed to us to get cash flow coming in. This will help us get through the next several months of transition. The aging balance is about \$600,000.

Kathi Pape motioned based on the recommendation of the Finance Committee acceptance of the April Financial report. John Mascaro seconded. Motion carried unanimously.

10. Board Quality- Denise Addie, Chairperson

A. Policies

*Stat Strip Glucose Meters Policy #030-01-078 Lab

*Sepsis Policy – IP

Denise Addie stated that the Board Quality Committee met on Monday, May 22, 2023 and reviewed both listed policies. Based on their review, Denise Addie motioned approval of both policies as presented. John Mascaro seconded. Kathi Pape asked if both policies went through Medical Staff. They did. Motion carried unanimously.

11. Joint Conference Committee Report, Kathi Pape

No Meeting/No Report

**SIERRA VISTA HOSPITAL
GOVERNING BOARD MEETING MINUTES**

12. Administrative Reports

A. Human Resources LJ Baker, HR Manager

LJ Baker had an appointment and could not be at the meeting. It was noted at the meeting that LJ is no longer "Interim" HR Manager as indicated on the agenda.

B. CEO Report - Frank Corcoran, CEO, reported that the generator is still down, and we are waiting for a quote to fix it. We have a backup generator in the meantime. The rental MRI was down due to a cooling issue and has been repaired. A sewer line broke under the building and has also been fixed.

COVID-19 is at a 7% positivity rate. We are no longer screening patients as the pandemic is over.

We have interviewed a Nurse Practitioner who has agreed to our terms, and we will bring her contract to the board next month. She will work our walk-in, extended hours clinic and we hope to start this in August. The initial hours will be from 11 to 7 Wednesday through Friday and 8 to 12 on Saturday. We have partnered with Cardinal after hours pharmacy coverage to meet CMS regulations. We had only an on-call pharmacist after hours. By bringing in Cardinal we have reduced costs and are CMS compliant. The cost for Cardinal is \$1,100 per month.

Tara Jaramillo and Crystal Diamond toured our new and old facility and have offered support. Senator Lujan and Senator Heinrich are trying to get Federal funds to help us replace the old hospital. At last check the request has gone to the appropriations committee in the amount of \$15 million.

C. Governing Board - Bruce Swingle, Chairperson, thanked the Governing Board for their participation in the strategic planning meeting. Thank you to Ovation for organizing it and the staff who attended. Looking forward to the results.

1. Special Hospital District Signature count and update- 141 signatures

Bruce Swingle provided 51 additional signatures from various source at the strategic planning meeting bringing the total to 192. Travis Day delivered 105 signatures at the meeting today. There are many opportunities to get the required number in time. Discussion was held regarding the talking points of and the need for the creation of a Special Hospital District and the history of the two boards.

Motion to Close Meeting:

John Mascaro motioned to close the meeting and move into Executive Session. Serina Bartoo seconded. Bruce Swingle read the following:

13. Executive Session – In accordance with Open Meetings Act, NMSA 1978, Chapter 10, Article 15, Section 10-15-1 (H) 2,7,9 including credentialing under NM Review Organization Immunity Act, NMSA Section 41-2E (8) and 41-9-5 the Governing Board will vote to close the meeting to discuss the following items:

10-15-1(H) 2 – Limited Personnel Matters

- A. CEO Evaluation Bruce Swingle, Chair
- B. Privileges Frank Corcoran, CEO

RadPartners - Delegated per Schedule 1:

- Jason Akrami, MD Tony Maung, MD
- Snehal Mehta, MD
- Jose Arjona, MD Jason Murri, DO

**SIERRA VISTA HOSPITAL
GOVERNING BOARD MEETING MINUTES**

- | | |
|---------------------------|-------------------------|
| Ginu Aykkareth Thomas, MD | Steve Nelson, MD |
| Chadwick Barrs, MD | Sarah Orrin, MD |
| Justin Boe, MD | Alan Osumi, MD |
| Renee Bonetti, MD | Stephen Parven, MD |
| Jayanta Chaudhuri, MD | Linda Petrovich, MD |
| Joseph Couvillon, MD | Sarvenaz Pourjabbar, MD |
| James Cunningham, DO | Luis Ramos-Duran, MD |
| Phoebe Dann, MD | Erik Richter, MD |
| Jack Drew, MD | Omar Samarah, MD |
| Danny Eisenberg, MD | John Sandoz, MD |
| Pejman Firouztale, MD | Russ Savit, MD |
| Ryan Geracimos, MD | Joel Shockley, MD |
| Stacy Greenspan, DO | Samuel Song, MD |
| Stephanie Heinlen, MD | Robert Stears, MD |
| Christopher Hendrix, DO | Jana Sulzer, MD |
| Steven Hole, MD | Danit Talmi, MD |
| Peter Holt, MD | Jay Tank, MD |
| Charles Huang, MD | Carl Valentin, MD |
| Henry Jones, MD | Amy Warpinski, DO |
| Jeremie Karsenti, DO | Adina Weis, MD |
| Sunthosh Madireddi, MD | |

10-15-1 (H) 7 – Attorney Client Privilege/ Pending Litigation

- | | |
|----------------|---------------------|
| A. Risk Report | Frank Corcoran, CEO |
|----------------|---------------------|

10-15-1 (H) 9 – Public Hospital Board Meetings- Strategic and long-range business plans

- | | |
|--------------------------------|------------------------|
| A. Ovation report to the Board | Erika Sundrud, Ovation |
|--------------------------------|------------------------|

Roll Call to Close Meeting – Jennifer Burns

- | | | |
|-------------------|-----------------------|----------------------|
| Kathi Pape – Y | Katharine Elverum – Y | Serina Bartoo – Y |
| Art Burger – Y | Greg D’Amour – Y | Shawnee Williams - Y |
| Bruce Swingle – Y | John Mascaro – Y | Denise Addie - Y |

Note: John Mascaro received an emergency call and left the meeting after roll call. He did not return to the meeting.

14. Re-Open Meeting – As required by Section 10-15-1(J), NMSA 1978 matters discussed in executive session were limited only to those specified in the stipulation to close the meeting.

10-15-1(H) 2 – Limited Personnel Matters

- A. CEO Evaluation

Denise Addie motioned to direct Ming Haung to give Frank Corcoran the purported increase in his salary. Kathi Pape seconded. Bruce Swingle added that we conducted Frank’s performance

**SIERRA VISTA HOSPITAL
GOVERNING BOARD MEETING MINUTES**

evaluation, and we are unified that the CEO is doing fantastic work and we are very fortunate to have him in our community, not only as our CEO but as a community member. Motion carried unanimously.

B. Privileges

RadPartners - Delegated per Schedule 1:

Jason Akrami, MD	Tony Maung, MD
	Snehal Mehta, MD
Jose Arjona, MD	Jason Murri, DO
Ginu Aykkareth Thomas, MD	Steve Nelson, MD
Chadwick Barrs, MD	Sarah Orrin, MD
Justin Boe, MD	Alan Osumi, MD
Renee Bonetti, MD	Stephen Parven, MD
Jayanta Chaudhuri, MD	Linda Petrovich, MD
Joseph Couvillon, MD	Sarvenaz Pourjabbar, MD
James Cunningham, DO	Luis Ramos-Duran, MD
Phoebe Dann, MD	Erik Richter, MD
Jack Drew, MD	Omar Samarah, MD
Danny Eisenberg, MD	John Sandoz, MD
Pejman Firouztale, MD	Russ Savit, MD
Ryan Geracimos, MD	Joel Shockley, MD
Stacy Greenspan, DO	Samuel Song, MD
Stephanie Heinlen, MD	Robert Stears, MD
Christopher Hendrix, DO	Jana Sulzer, MD
Steven Hole, MD	Danit Talmi, MD
Peter Holt, MD	Jay Tank, MD
Charles Huang, MD	Carl Valentin, MD
Henry Jones, MD	Amy Warpinski, DO
Jeremie Karsenti, DO	Adina Weis, MD
Sunthosh Madireddi, MD	

Denise Addie motioned to approve all listed delegated RadPartner Providers above. Kathi Pape seconded. Motion carried unanimously.

10-15-1 (H) 7 – Attorney Client Privilege/ Pending Litigation

- A. Risk Report
No Report

10-15-1 (H) 9 – Public Hospital Board Meetings- Strategic and long-range business plans

- A. Ovation report to the Board
No Action

15. Other

Next Regular Meeting will be held on Tuesday, June 27, 2023 at 12:00. Finance Committee will be held Tuesday, June 27, 2023 at 10:30. Board Quality will be held on Monday, June 26, 2023 at 12:00.

**SIERRA VISTA HOSPITAL
GOVERNING BOARD MEETING MINUTES**

16. Adjournment

Kathi Pape motioned to adjourn. Serina Bartoo seconded. Motion carried unanimously.

Jennifer Burns, Recording Secretary

Date

Bruce Swingle, Chairperson

Date



Financial Analysis

May 31st, 2023

Days Cash on Hand for May 2023 are 129

Accounts Receivable Net days are 25

Accounts Payable days are 28

Hospital Excess Revenue over Expense

The **Net Income** for the month of May was (\$324,195) vs. a Budget Income of (\$209,365).

Hospital Gross Revenue for May was \$6,288,038 or \$1,315,688 more than budget. Patient Days were 78 – 25 less than April, Outpatient Visits were 1,111 – 85 less than April, RHC visits were 899 – 152 more than April and ER visits were 755 – 35 more than April.

Revenue Deductions for May were \$3,400,094 or \$821,887 more than budget.

Other Operating Revenue was \$48,929.

Non-Operating Revenue was \$116,886, including trauma grant of \$31,328.

Hospital Operating Expenses for May were \$2,971,006. Compared to Budget, Contract Services expenses were over budget due to the payment for surgery program of \$159,875, placement fee of \$21,250 for clinic coordinator (one-time payment), \$20,000 for coaching quality director (one-time payment), and three new agency staffing for clinic, including two RNs and one LPN. Leases/Rentals expenses includes \$15,615 for generator.

EBITDA for May was \$101,577 vs. a Budget of \$207,721. YTD EBITDA is \$1,651,072 vs. a Budget of \$2,244,726.

The **Bond Coverage Ratio** in May was 104% vs. an expected ratio of 130%.

Sierra Vista Hospital
KEY STATISTICS
May 31, 2023

MONTH				BENCHMARK RANGE				YEAR TO DATE					
Actual	Budget	Variance to		Actual	Budget	Variance to		Actual	Budget	Variance to		Prior Year	Variance to
5/31/23	5/31/23	Budget	5/31/22	5/31/23	5/31/23	Budget	05/31/22	5/31/23	5/31/23	Budget	05/31/22	05/31/22	Prior Year
DESCRIPTION													
Growth													
Net Patient Revenue Growth Rate													
		6%				5%							
Admissions													
		825	477	239	297	(58)	303	239	297	(58)	303	303	(64)
		94	67	63	55	8	48	63	55	8	48	48	15
		919	544	302	352	(50)	351	302	352	(50)	351	351	(49)
		3.3	4.0	4.1	4.8	(1)	5.1	4.1	4.8	(1)	5.1	5.1	(0.99)
		49,938	28,793	1,228	1,694	(466)	1,774	1,228	1,694	(466)	1,774	1,774	(546)
		21,200	17,254	10,996	12,254	(1,258)	12,522	10,996	12,254	(1,258)	12,522	12,522	(1,526)
		9,514	7,358	7,899	6,677	1,222	6,761	7,899	6,677	1,222	6,761	6,761	1,138
		10%	6%	3%	4%	-1%	4%	3%	4%	-1%	4%	7,259	542
													-1%
Surgery Cases													
		238	114	-	-	-	0	-	-	-	0	0	-
		1,396	708	74	-	74	0	74	-	74	0	0	74
		1,634	821	74	-	74	-	74	-	74	-	-	74
Profitability													
		7%	4%	6%	15%	-9%	20%	6%	15%	-9%	20%	20%	-14%
		2%	2%	-10%	15%	-25%	5%	-10%	15%	-25%	5%	5%	-15%
		47%	50%	53%	46%	7%	46%	53%	46%	7%	46%	46%	6%
		2%	6%	8%	2%	6%	5%	8%	2%	6%	5%	5%	3%
		83%	78%	95%	92%	3%	92%	95%	92%	3%	92%	92%	3%
				\$11,645			\$	\$11,645			\$	\$	(\$134)
				\$5,383			\$	\$5,383			\$	\$	(\$560)
		35%	40%	40%	40%	0%	39%	40%	40%	0%	39%	39%	2%
		11%	12%	8%	7%	1%	7%	8%	7%	1%	7%	7%	1%
		10%	13%	6%	8%	-2%	7%	6%	8%	-2%	7%	7%	0%
Cash and Liquidity													
		236	106	129			162	129			162	162	(33)
		47	57	43			41	43			41	41	2
		41	53	25			26	25			26	26	(2)
		30	35	28			45	28			45	45	(18)
		4.3	2.6	4.5			4.2	4.5			4.2	4.2	0.3

Sierra Vista Hospital
 STATISTICS by Month
 May 31, 2023
 (SUBJECT TO AUDIT)

Description	6/30/2023	5/31/2023	4/30/2023	3/31/2023	2/28/2023	1/31/2023	12/31/2022	11/30/2022	10/31/2022	9/30/2022	8/31/2022	Month Ending 7/31/2022
Admissions												
Acute	22	23	18	28	28	22	26	27	20	18	17	18
Swing	5	5	5	5	5	9	5	9	3	7	6	4
Total Admissions	27	28	23	33	33	31	31	36	23	25	23	22
ALOS (acute and swing)	2.9	3.7	3.3	3.0	3.0	5.2	4.0	4.5	4.0	5.0	4.3	4.9
Patient Days (acute and swing)	78	103	76	98	98	160	124	126	100	126	100	108
Outpatient Visits	1,111	1,196	999	930	930	960	1,103	825	1,056	750	904	1,162
Rural Health Clinic Visits	899	747	934	697	697	831	716	744	601	542	649	539
ER Visits	755	720	716	573	573	673	755	757	661	699	735	757
ER Visits Conversion to Acute Admissions	#DIV/0!	3%	3%	5%	5%	3%	3%	4%	3%	3%	2%	2%
Surgery Cases												
Inpatient Surgery Cases	-	-	-	-	-	-	-	-	-	-	-	-
Outpatient Surgery Cases	18	17	18	13	13	8	-	-	-	-	-	-
Total Surgeries	18	17	18	13	13	8	-	-	-	-	-	-
Profitability												
EBITDA % Net Rev	#DIV/0!	3%	3%	4%	4%	17%	4%	15%	8%	-2%	12%	10%
Operating Margin %	#DIV/0!	-11%	-11%	-12%	-12%	4%	-12%	0%	-8%	-19%	-4%	-6%
Rev Ded % Net Rev	#DIV/0!	54%	56%	49%	46%	47%	52%	52%	57%	52%	58%	54%
Bad Debt % Net Pt Rev	#DIV/0!	3%	9%	7%	7%	8%	4%	10%	11%	9%	9%	8%
Outpatient Revenue %		95%	94%	94%	93%	91%	91%	92%	93%	92%	94%	94%
Gross Patient Revenue/Adjusted Admission	#DIV/0!	\$ 11,645	\$ 11,522	\$ 13,845	\$ 9,650	\$ 14,997	\$ 13,551	\$ 11,810	\$ 15,501	\$ 13,675	\$ 12,775	\$ 12,854
Net Patient Revenue/Adjusted Admission	#DIV/0!	\$ 5,383	\$ 5,016	\$ 7,064	\$ 5,197	\$ 7,987	\$ 6,473	\$ 5,622	\$ 6,719	\$ 6,557	\$ 5,420	\$ 5,966
Salaries % Net Pt Rev	#DIV/0!	36%	42%	37%	41%	39%	43%	35%	43%	45%	43%	43%
Benefits % Net Pt Rev	#DIV/0!	6%	10%	8%	8%	8%	8%	7%	9%	11%	9%	7%
Supplies % Net Pt Rev	#DIV/0!	5%	7%	7%	6%	6%	10%	7%	7%	6%	7%	6%
Cash and Liquidity												
Days Cash on Hand	129.19	125.16	135	138	138	134	138	147	147	147	149	148
A/R Days (Gross)	43.40	38.89	37	41	41	43	36	39	41	37	38	38
A/R Days (Net)	24.58	24.69	23	27	27	28	21	22	22	22	24	27
Days in AP	27.67	20.00	25	29	29	28	24	26	39	35	32	43
Current Ratio	4.5	5.2	5.4	5.8	5.8	7.1	7.4	6.7	5.7	6.5	7.5	6.7

Sierra Vista Hospital
TWELVE MONTH STATISTICS
May 31, 2023
(SUBJECT TO AUDIT)

Description	5/31/2023		4/30/2023		3/31/2023		2/28/2023		1/31/2023		11/30/2022		10/31/2022		9/30/2022		8/31/2022		7/31/2022		Month Ending 6/30/2022					
	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending	Month	Month Ending			
Admissions																										
Acute	22	23	18	18	28	28	22	22	26	26	27	27	20	20	18	18	17	17	18	18	18	18	23	23		
Swing	5	5	5	5	5	5	9	9	5	5	9	9	3	3	7	7	6	6	4	4	4	4	4	4	3	3
Total Admissions	27	28	23	23	33	33	31	31	31	31	36	36	23	23	25	25	23	23	22	22	22	22	26	26	26	26
ALOS (acute and swing)	2.9	3.7	3.3	3.3	3.0	3.0	5.2	5.2	4.0	4.0	4.5	4.5	4.0	4.0	5.0	5.0	4.3	4.3	4.9	4.9	4.9	4.9	3.0	3.0	3.0	3.0
Patient Days (acute and swing)	78	103	76	76	98	98	160	160	124	124	162	162	93	93	126	126	100	100	108	108	108	108	79	79	79	79
Outpatient Visits	1,111	1,196	999	999	930	930	960	960	1,103	1,103	825	825	1,056	1,056	750	750	904	904	1,162	1,162	1,162	1,162	844	844	844	844
Rural Health Clinic Visits	899	747	934	934	697	697	831	831	716	716	744	744	601	601	542	542	649	649	539	539	539	539	528	528	528	528
ER Visits	755	720	716	716	573	573	673	673	755	755	757	757	661	661	699	699	735	735	757	757	757	757	748	748	748	748
ER Visits Conversion to Acute Admissions	3%	3%	3%	3%	5%	5%	3%	3%	3%	3%	4%	4%	3%	3%	3%	3%	2%	2%	2%	2%	2%	2%	3%	3%	3%	3%
Surgery Cases																										
Inpatient Surgery Cases	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Outpatient Surgery Cases	18	17	18	18	13	13	8	8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Surgeries	18	17	18	18	13	13	8	8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profitability																										
EBITDA % Net Rev	3%	-17%	3%	3%	4%	4%	17%	17%	4%	4%	15%	15%	8%	8%	-2%	-2%	12%	12%	10%	10%	10%	10%	8%	8%	8%	8%
Operating Margin %	-10.6%	-34.4%	-11.0%	-11.0%	-12%	-12%	4%	4%	-12%	-12%	0%	0%	-8%	-8%	-19%	-19%	-4%	-4%	-6%	-6%	-6%	-6%	-9.8%	-9.8%	-9.8%	-9.8%
Rev Ded % Net Rev	54%	56%	49%	49%	46%	46%	47%	47%	52%	52%	52%	52%	57%	57%	52%	52%	58%	58%	54%	54%	54%	54%	53%	53%	53%	53%
Bad Debt % Net Pt Rev	2.7%	9.5%	6.8%	6.8%	7%	7%	8%	8%	4%	4%	10%	10%	11%	11%	9%	9%	9%	9%	8%	8%	8%	8%	8.4%	8.4%	8.4%	8.4%
Outpatient Revenue %	95%	94%	94%	94%	93%	93%	91%	91%	91%	91%	92%	92%	93%	93%	92%	92%	94%	94%	94%	94%	94%	94%	93%	93%	93%	93%
Gross Patient Revenue/Adjusted Admission	\$ 11,645	\$ 11,522	\$ 13,845	\$ 13,845	\$ 9,650	\$ 9,650	\$ 14,997	\$ 14,997	\$ 13,551	\$ 13,551	\$ 11,810	\$ 11,810	\$ 15,501	\$ 15,501	\$ 13,675	\$ 13,675	\$ 12,775	\$ 12,775	\$ 12,854	\$ 12,854	\$ 12,854	\$ 12,854	\$ 11,345	\$ 11,345	\$ 11,345	\$ 11,345
Net Patient Revenue/Adjusted Admission	\$ 5,383	\$ 5,016	\$ 7,064	\$ 7,064	\$ 5,197	\$ 5,197	\$ 7,987	\$ 7,987	\$ 6,473	\$ 6,473	\$ 5,622	\$ 5,622	\$ 6,719	\$ 6,719	\$ 6,557	\$ 6,557	\$ 5,420	\$ 5,420	\$ 5,966	\$ 5,966	\$ 5,966	\$ 5,966	\$ 5,295	\$ 5,295	\$ 5,295	\$ 5,295
Salaries % Net Pt Rev	36%	42%	37%	37%	41%	41%	39%	39%	43%	43%	35%	35%	43%	43%	45%	45%	43%	43%	43%	43%	43%	43%	42%	42%	42%	42%
Benefits % Net Pt Rev	6%	10%	9%	9%	8%	8%	8%	8%	8%	8%	7%	7%	9%	9%	11%	11%	9%	9%	7%	7%	7%	7%	8%	8%	8%	8%
Supplies % Net Pt Rev	5%	7%	7%	7%	6%	6%	6%	6%	10%	10%	7%	7%	7%	7%	6%	6%	7%	7%	6%	6%	6%	6%	10%	10%	10%	10%
Cash and Liquidity																										
Days Cash on Hand	129	125	135	135	138	138	134	134	138	138	147	147	147	147	147	147	149	149	148	148	148	148	167	167	167	167
A/R Days (Gross)	43	39	37	37	41	41	43	43	36	36	39	39	41	41	37	37	38	38	38	38	38	38	38	38	38	38
A/R Days (Net)	25	25	23	23	27	27	28	28	21	21	22	22	26	26	22	22	24	24	27	27	27	27	22	22	22	22
Days in AP	28	20	25	25	29	29	28	28	24	24	26	26	39	39	35	35	32	32	43	43	43	43	32	32	32	32
Current Ratio	4.5	5.2	5.4	5.4	5.8	5.8	7.1	7.1	7.4	7.4	6.7	6.7	5.7	5.7	6.5	6.5	7.5	7.5	6.7	6.7	6.7	6.7	4.8	4.8	4.8	4.8

Sierra Vista Hospital
Detailed Stats by Month
5/31/2023

(SUBJECT TO AUDIT)

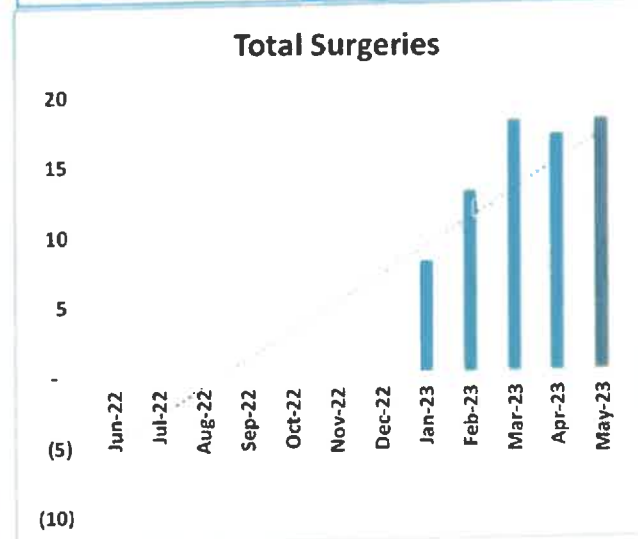
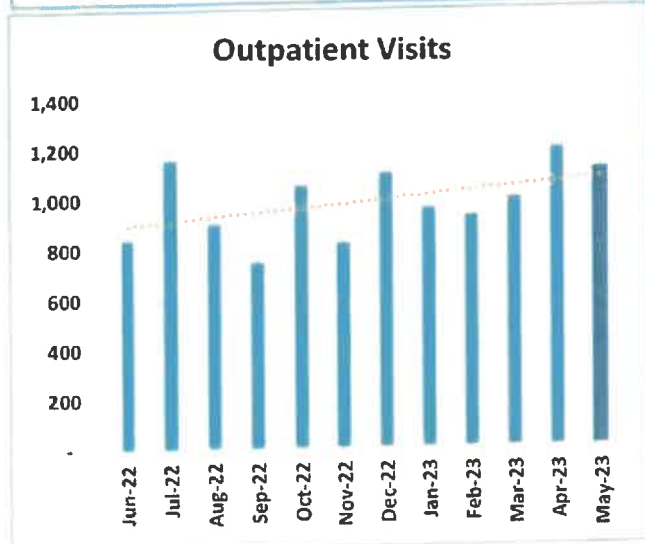
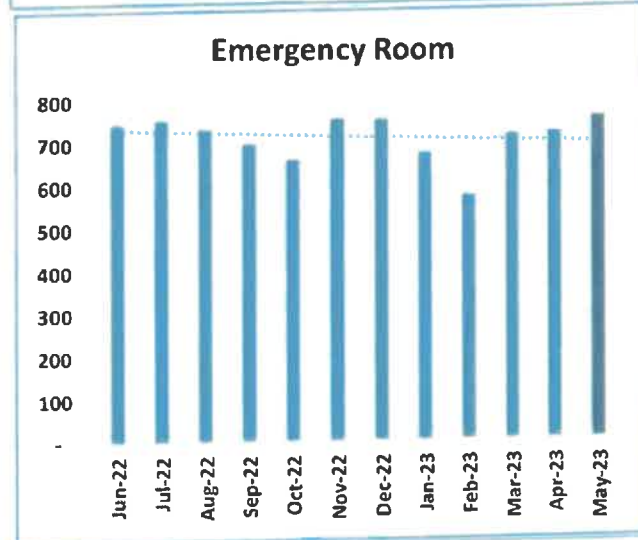
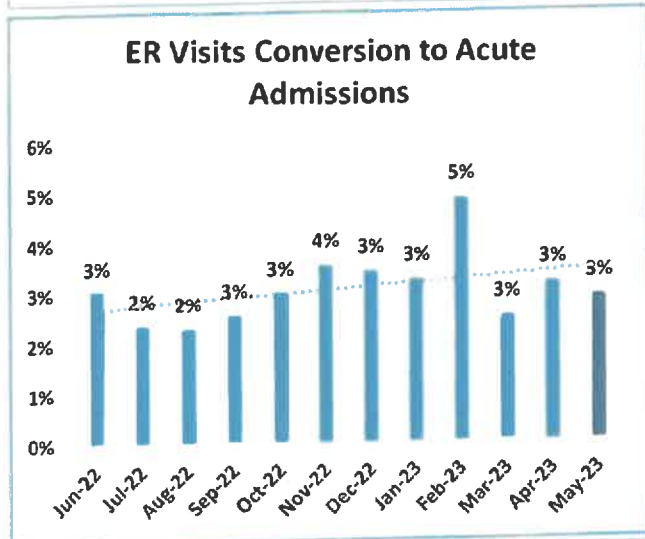
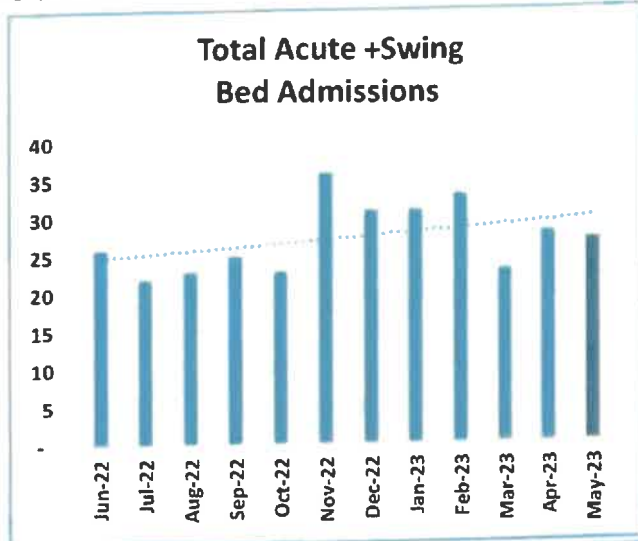
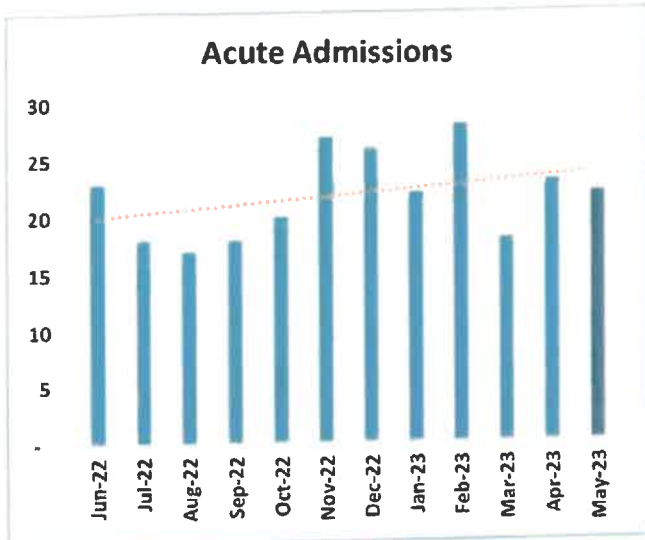
Description	FY2023	Avg FY2023	6/30/2023		5/31/2023		4/30/2023		3/31/2023		2/28/2023		1/31/2023		12/31/2022		11/30/2022		10/31/2022		9/30/2022		8/31/2022		7/31/2022			
			Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending
Total Acute Patient Days	737	67	46	59	46	59	46	59	46	59	46	75	88	82	82	79	74	74	74	74	74	74	74	74	74	74	74	64
Total Swingbed Patient Days	491	45	32	44	30	23	23	23	23	23	23	23	22	42	80	14	52	58	58	58	58	58	58	58	58	58	58	44
Total Acute Hours (based on Disch Hrs)	18,376	1,671	1,374	1,584	1,408	2,060	1,408	1,584	1,408	1,584	1,408	2,060	1,816	1,968	1,943	1,900	1,777	1,777	1,777	1,777	1,777	1,777	1,777	1,777	1,777	1,777	1,545	
TOTAL ACUTE																												
Patient Days	737	67	46	59	46	59	46	59	46	59	46	75	88	82	82	79	74	74	74	74	74	74	74	74	74	74	64	
Admits	243	22	22	23	18	28	22	22	18	22	22	22	22	26	27	24	18	17	17	17	17	17	17	17	17	17	18	
Discharges	239	22	22	21	21	27	21	21	21	22	22	27	22	26	27	20	19	19	19	19	19	19	19	19	19	19	17	
Discharge Hours	18,376	1,671	1,374	1,584	1,408	2,060	1,408	1,584	1,408	1,584	1,408	2,060	1,816	1,968	1,943	1,900	1,777	1,777	1,777	1,777	1,777	1,777	1,777	1,777	1,777	1,777	1,545	
Avg LOS	3.1	3.1	2.1	2.8	2.2	2.8	2.2	2.8	2.2	2.8	2.2	2.8	4.0	3.2	3.0	4.0	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.9	3.8	
Medicare Acute																												
Patient Days	509	46	31	31	31	31	31	31	31	31	31	46	50	63	69	77	57	57	57	57	57	57	57	57	57	57	24	
Admits	154	14	12	12	11	17	11	11	11	11	11	17	13	18	22	20	9	9	9	9	9	9	9	9	9	9	8	
Discharges	155	14	13	11	13	16	13	13	13	13	13	16	13	18	22	20	9	9	9	9	9	9	9	9	9	9	8	
Discharge Hours	12,557	1,142	898	796	990	1,258	990	796	990	990	1,258	990	958	1,517	1,648	1,846	1,359	1,359	1,359	1,359	1,359	1,359	1,359	1,359	1,359	1,359	568	
Avg LOS	3.3	3.3	2.4	2.8	2.4	2.9	2.4	2.8	2.4	2.8	2.4	2.9	3.8	3.5	3.1	3.9	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3	3.0	
SWING - ALL (Medicare/Other)																												
Patient Days	491	45	32	44	30	30	30	30	30	30	30	23	23	42	80	14	52	52	52	52	52	52	52	52	52	52	44	
Admits	63	6	5	5	5	5	5	5	5	5	5	5	5	5	9	3	7	7	7	7	7	7	7	7	7	7	4	
Discharges	60	5	5	5	4	4	4	4	4	4	4	4	4	5	10	3	5	5	5	5	5	5	5	5	5	5	4	
Discharge Hours	10,675	970	952	566	638	525	638	566	638	638	525	525	1,702	1,010	1,887	335	616	616	616	616	616	616	616	616	616	616	1,046	
Avg LOS	8.2	8.2	6.4	8.8	7.5	5.8	7.5	8.8	7.5	8.8	7.5	5.8	8.0	8.4	8.0	4.7	10.4	10.4	10.4	10.4	10.4	10.4	10.4	10.4	10.4	10.4	11.0	
Observations																												
Patient Days	407	37	45	35	41	41	41	41	41	41	41	56	54	29	37	33	20	20	20	20	20	20	20	20	20	20	35	
Admits	286	26	38	24	32	41	32	32	32	32	41	41	32	24	23	19	17	17	17	17	17	17	17	17	17	17	19	
Discharge Hours	10,409	946	1154	1534	1090	1655	1090	1534	1090	1090	1655	1655	762	686	886	784	491	491	491	491	491	491	491	491	491	491	831	
Emergency Room																												
Total ER Patients	7,801	709	755	720	716	573	573	716	716	716	573	573	673	755	757	661	699	699	699	699	699	699	699	699	699	699	757	
Admitted	156	14	12	11	9	13	9	11	11	11	13	13	11	15	22	16	19	19	19	19	19	19	19	19	19	19	16	
Transferred	782	71	74	68	52	45	52	58	58	58	45	45	58	59	56	79	59	59	59	59	59	59	59	59	59	59	71	
Ambulance																												
Total ALS/911 runs	3,429	312	349	327	300	267	267	300	300	300	267	267	286	300	328	332	275	275	275	275	275	275	275	275	275	275	329	
911 Calls	2,487	226	258	230	217	199	199	217	217	217	199	199	211	217	247	232	196	196	196	196	196	196	196	196	196	196	239	
Transfers	942	86	91	97	83	68	68	83	83	83	68	68	75	83	81	100	79	79	79	79	79	79	79	79	79	79	90	
OP Registrations	10,996	1,000	1,111	1,196	999	930	930	999	999	999	930	930	960	1,103	825	1,056	750	750	750	750	750	750	750	750	750	750	1,162	
Vaccine Clinic	852	77	80	85	67	67	67	85	85	85	67	67	65	119	97	181	8	8	8	8	8	8	8	8	8	8	44	
Rural Health Clinic																												
Total RHC Visits	7,899	718	899	747	934	697	697	934	934	934	697	697	831	716	744	601	542	542	542	542	542	542	542	542	542	542	539	
Avg Visits per day	379	34	45	34	41	35	35	41	41	41	35	35	42	35	39	26	27	27	27	27	27	27	27	27	27	27	25	
Behavioral Health																												
Patients Seen	2,222	202	302	213	194	231	231	194	194	194	231	231	252	174	126	222	176	176	176	176	176	176	176	176	176	176	190	

Sierra Vista Hospital
Detailed Stats by Month
5/31/2023

(SUBJECT TO AUDIT)

FY2023	Avg FY2023	6/30/2023		5/31/2023		4/30/2023		3/31/2023		2/28/2023		1/31/2023		12/31/2022		11/30/2022		10/31/2022		9/30/2022		8/31/2022		7/31/2022			
		Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending	Month Ending
Dietary	8,501	773	755	723	553	981	769	728	878	798	750	828															
Inpatient Meals	942	86	58	30	55	89	132	128	128	132	128																
Outpatient Meals	4,165	4,165	5,245	4,513	4,865	4,160	3,767	2,867	2,938	2,938	2,729																
Cafeteria Meals	3,017	274	179	307	216	278	365	324	363	184	227																
Functions																											
Laboratory	205,155	18,650	18,719	19,892	17,892	20,423	17,390	19,562	18,468	15,177	17,956	18,229															
In-house Testing	7,744	704	710	875	623	771	754	678	685	630	654	488															
Sent Out Testing	265	24	21	17	23	14	20	15	21	39	43	20															
Drugscreens																											
Physical Therapy	2,738	249	224	255	242	279	221	178	279	262	251	283															
PT Visits	10,820	984	856	1,004	925	1,073	819	1,042	1,057	1,005	933	1,071															
Tx Units	478	43	41	47	43	45	40	48	41	44	39	44															
Outpatient	379	34	35	27	29	38	35	36	45	31	29	43															
Inpatient																											
Radiology	4,815	438	447	496	362	446	454	440	383	411	447	442															
X-Ray Patients	3,601	327	356	310	255	328	293	359	366	289	339	288															
CT Patients	1,594	145	157	204	123	152	130	124	114	104	143	125															
Ultrasound Patients	528	48	50	51	39	52	41	51	54	45	51	44															
Mammogram Patients	626	57	48	69	35	61	82	48	56	64	63	54															
MRI Patients	38	3	2	5	5	6	2	3	1	4	3	6															
Nuclear Medicine Patients	201	18	16	21	17	28	9	17	15	19	28	9															
DEXA																											
Surgery	86	8	17	20	15	10	-	-	-	-	-	-															
Surgical Procedures - OR	52	5	15	13	10	7	-	-	-	-	-	-															
GI Lab Scopes	3	0	-	3	-	-	-	-	-	-	-	-															
Major Surgery	19	2	5	4	5	3	-	-	-	-	-	-															
Minor Surgery Under TIVA/Sedation	-	-	-	-	-	-	-	-	-	-	-	-															
Inpatient Procedures	74	7	17	18	13	8	-	-	-	-	-	-															
Outpatient Procedures																											
Sleep Study	4	0	1	3	-	-	-	-	-	-	-	-															
Home Testing	16	1	10	5	1	-	-	-	-	-	-	-															
Inhouse																											

Volume Trends



Sierra Vista Hospital
INCOME STATEMENT by Month
May 31, 2023

Description	6/30/2023	Month Ending 6/30/2023	Month Ending 7/26/2023	Month Ending 1/31/2023	Month Ending 12/31/2022	Month Ending 11/30/2022	Month Ending 10/31/2022	Month Ending 9/30/2022	Month Ending 8/31/2022	Month Ending 7/31/2022
Revenues										
Gross Patient Revenue	\$ 6,288,038	\$ 5,376,911	\$ 4,549,211	\$ 5,165,758	\$ 4,667,505	\$ 5,314,315	\$ 4,273,541	\$ 4,273,541	\$ 4,897,013	\$ 4,713,301
Contractual Revenues	3,151,993	2,895,301	1,814,723	2,120,473	2,120,886	2,412,093	1,975,761	1,975,761	2,464,567	2,240,286
Contractual Allowances	80,846	744,607	188,500	227,839	90,154	283,657	203,078	203,078	216,838	197,240
Bad Debt	167,255	96,442	97,226	69,802	142,331	88,865	51,025	51,025	140,839	88,447
Other Deductions	3,400,094	3,036,350	2,100,450	2,418,114	2,443,341	2,784,615	2,228,864	2,228,864	2,822,244	2,525,973
Total Revenue Deductions	18,824	154	1,472	3,356	5,352	2,202	4,366	4,366	3,043	58
Other Patient Revenue	\$ 2,906,768	\$ 2,340,716	\$ 2,450,232	\$ 2,751,000	\$ 2,229,516	\$ 2,529,727	\$ 2,049,043	\$ 2,049,043	\$ 2,077,812	\$ 2,187,386
Net Patient Revenue	48,329	24,907	143,649	122,435	161,644	168,134	142,078	322,559	183,822	170,035
Gross to Net %	116,886	57,418	114,504	162,867	213,425	156,372	195,314	31,923	285,973	148,126
Total Operating Revenue	\$ 3,072,583	\$ 2,423,040	\$ 2,708,386	\$ 3,036,303	\$ 2,604,604	\$ 2,854,233	\$ 2,403,525	\$ 2,403,525	\$ 2,547,607	\$ 2,505,546
Expenses										
Salaries & Benefits	\$0	\$1,244,453	\$1,208,507	\$1,316,706	\$1,165,013	\$1,107,334	\$1,164,042	\$1,180,350	\$1,099,943	\$1,120,320
Salaries	1,034,473	989,714	1,007,694	1,085,374	963,610	897,576	959,534	938,471	891,515	934,466
Benefits	186,135	229,716	185,073	209,913	183,709	186,701	220,894	220,894	185,721	159,461
Other Salary & Benefit Expense	33,431	25,023	17,692	21,418	17,694	23,057	14,004	30,985	22,707	26,393
Supplies	144,630	153,123	145,574	159,611	216,154	170,929	143,508	127,032	150,029	130,212
Contract Services	1,138,421	908,444	824,458	644,493	680,378	759,436	631,234	735,150	583,126	635,487
Professional Fees	181,847	181,668	177,452	183,930	178,636	184,377	177,798	177,798	180,366	180,368
Leases/Rentals	24,485	10,500	10,606	9,203	9,334	5,400	7,514	9,050	9,411	10,421
Utilities	40,994	36,232	32,531	32,041	29,350	34,695	46,475	38,432	42,610	50,859
Repairs / Maintenance	77,231	85,760	86,468	67,748	54,759	73,937	57,920	57,920	48,769	30,142
Insurance	76,907	77,715	79,176	77,715	76,549	76,743	45,873	78,159	79,477	77,783
Other Operating Expenses	32,453	135,503	41,476	30,987	82,661	27,562	46,932	46,932	45,241	26,905
Total Operating Expenses	\$0	\$2,971,006	\$2,833,397	\$2,922,115	\$2,492,833	\$2,838,413	\$2,273,853	\$2,450,804	\$2,238,971	\$2,262,496
EBITDA	\$0	\$103,577	\$102,138	\$513,869	\$111,771	\$415,820	\$211,151	(\$47,299)	\$308,636	\$243,051
EBITDA Margin		3%	4%	17%	4%	15%	-2%	6%	12%	10%
Non - Operating Expenses	\$294,248	\$286,746	\$286,443	\$286,009	\$285,517	\$285,517	\$285,258	\$285,258	\$284,522	\$284,500
Depreciation and Amortization	74,926	77,117	75,095	73,349	73,359	71,474	73,387	73,387	75,427	73,405
Interest	56,598	55,636	53,165	34,842	56,135	56,785	45,182	48,047	43,713	42,123
Tax/Other	\$425,722	\$423,037	\$414,702	\$394,200	\$435,011	\$413,777	\$406,692	\$406,692	\$403,662	\$400,029
Total Non Operating Expenses	(\$324,195)	(\$313,394)	(\$312,564)	(\$119,670)	(\$303,240)	\$2,043	(\$453,991)	(\$453,991)	(\$395,027)	(\$386,978)
NET INCOME (LOSS)		(11%)	(12%)	4%	(8%)	0%	(19%)	(6%)	(14%)	(16%)
Net Income Margin										

Sierra Vista Hospital
TWELVE MONTH INCOME STATEMENT
 May 31, 2023

Description	5/31/2023	4/30/2023	3/31/2023	2/28/2023	1/31/2023	12/31/2022	11/30/2022	9/30/2022	8/31/2022	7/31/2022	Month Ending 6/30/2022
Revenues											
Gross Patient Revenue	\$ 6,288,038	\$ 5,376,911	\$ 5,307,092	\$ 4,549,211	\$ 5,165,758	\$ 4,667,505	\$ 5,314,315	\$ 4,273,541	\$ 4,897,013	\$ 4,713,301	\$ 4,213,781
Revenue Deductions	3,151,993	2,695,301	2,289,972	1,814,723	2,120,473	2,210,856	2,412,093	1,975,761	2,464,567	2,240,286	1,934,982
Contractual Allowances	80,846	244,607	196,488	188,500	227,839	90,154	283,657	202,078	216,838	197,240	180,600
Bad Debt	167,255	96,442	112,703	97,226	69,802	142,331	88,865	51,025	140,839	88,447	132,022
Other Deductions	\$ 3,400,094	\$ 3,036,350	\$ 2,599,163	\$ 2,100,450	\$ 2,418,114	\$ 2,443,341	\$ 2,784,615	\$ 2,228,864	\$ 2,822,244	\$ 2,525,973	\$ 2,247,604
Total Revenue Deductions	18,824	154	6	1,472	3,356	5,352	27	4,366	3,043	58	471
Other Patient Revenue	\$ 2,906,768	\$ 2,340,716	\$ 2,707,935	\$ 2,450,232	\$ 2,751,000	\$ 2,229,516	\$ 2,529,727	\$ 2,207,611	\$ 2,049,043	\$ 2,077,812	\$ 1,966,649
Net Patient Revenue	46%	44%	51%	54%	53%	48%	48%	43%	48%	42%	46%
Gross to Net %											
Other Operating Revenue	48,929	24,907	191,665	143,649	122,435	161,664	168,134	322,559	183,822	170,035	244,617
Non-Operating Revenue	116,886	57,418	123,230	114,504	162,867	213,425	156,372	31,923	285,973	148,126	321,334
Total Operating Revenue	\$ 3,072,583	\$ 2,423,040	\$ 3,022,830	\$ 2,708,386	\$ 3,036,303	\$ 2,604,604	\$ 2,854,233	\$ 2,485,004	\$ 2,547,607	\$ 2,505,546	\$ 2,532,599
Expenses											
Salaries & Benefits	1,254,038	1,244,453	1,267,204	1,208,507	1,316,706	1,165,013	1,107,334	1,180,350	1,099,943	1,120,320	1,016,942
Salaries	1,034,473	989,714	1,007,694	1,005,741	1,085,374	963,610	897,576	928,471	891,515	934,466	827,216
Benefits	186,135	229,716	231,654	185,073	209,913	183,709	186,701	220,894	185,721	159,461	165,628
Other Salary & Benefit Expense	33,431	25,023	27,856	17,692	21,418	17,694	23,057	14,004	22,707	26,393	24,098
Supplies	144,630	153,123	176,654	145,574	159,611	216,154	170,929	143,508	150,029	130,212	191,130
Contract Services	1,138,421	908,444	1,079,524	824,458	644,493	680,378	759,436	631,234	583,126	635,487	720,752
Professional Fees	181,847	181,668	183,621	177,452	183,930	178,636	184,377	180,160	177,798	180,366	178,417
Leases/Rentals	24,485	10,500	8,286	10,606	9,203	9,334	5,400	7,514	9,050	10,421	9,125
Utilities	40,994	36,232	33,977	32,531	32,041	29,350	32,695	46,475	38,432	50,859	49,790
Repairs / Maintenance	77,231	85,760	65,840	86,468	67,748	54,759	73,937	34,975	57,920	30,142	63,485
Insurance	76,907	77,715	76,878	79,176	77,715	76,549	76,743	45,873	79,477	77,783	67,825
Other Operating Expenses	32,453	135,503	30,130	41,476	30,987	82,661	27,562	20,073	45,241	26,905	43,903
Total Operating Expenses	\$2,971,006	\$2,833,397	\$2,922,115	\$2,606,248	\$2,522,434	\$2,492,833	\$2,438,413	\$2,450,824	\$2,238,971	\$2,262,496	\$2,341,368
EBITDA	\$101,577	(\$410,357)	\$100,715	\$102,138	\$513,869	\$111,771	\$415,820	(\$47,299)	\$308,636	\$243,051	\$191,231
EBITDA Margin	3%	-17%	3%	4%	17%	4%	15%	-2%	12%	10%	7.6%
Non - Operating Expenses											
Depreciation and Amortization	294,248	294,081	286,746	286,443	286,009	285,517	285,517	285,258	284,522	284,500	309,965
Interest	74,926	73,320	77,117	75,095	73,349	73,359	71,474	73,377	75,427	73,406	73,415
Tax/Other	56,598	55,636	69,921	53,165	34,842	56,135	56,785	45,182	48,047	42,123	54,948
Total Non Operating Expenses	\$425,772	\$423,037	\$433,785	\$414,702	\$394,200	\$415,011	\$413,777	\$403,844	\$403,662	\$400,029	\$438,327
NET INCOME (LOSS)	(\$324,195)	(\$833,394)	(\$333,070)	(\$312,564)	\$119,670	(\$303,240)	\$2,043	(\$192,693)	(\$453,991)	(\$156,978)	(\$247,096)
Net Income Margin	(11%)	(34%)	(11%)	(12%)	4%	(12%)	0%	(8%)	(4%)	(6%)	(9.8%)

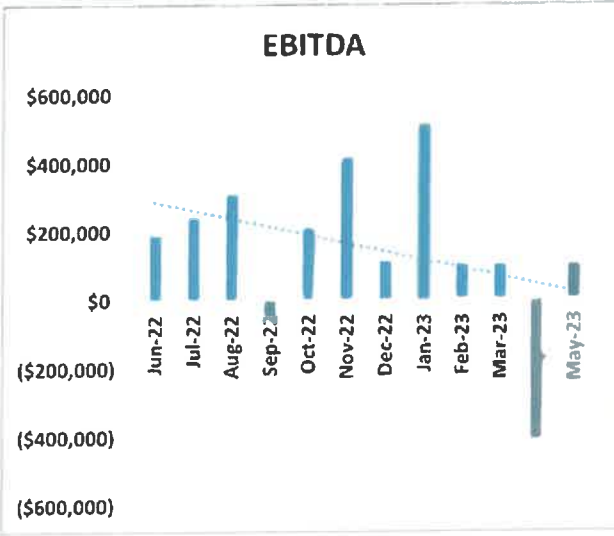
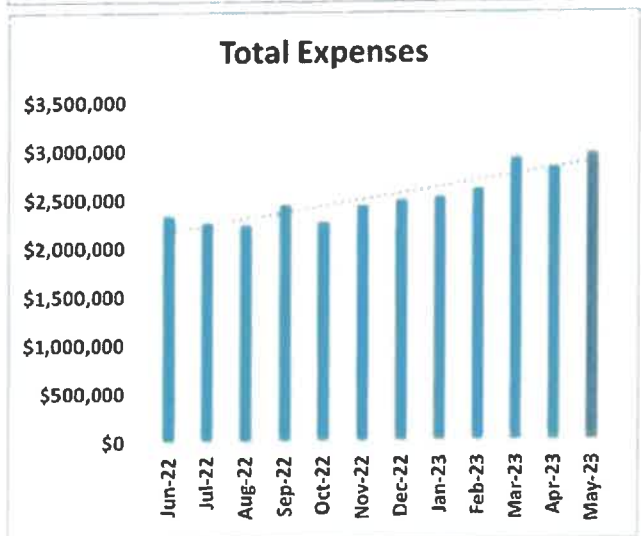
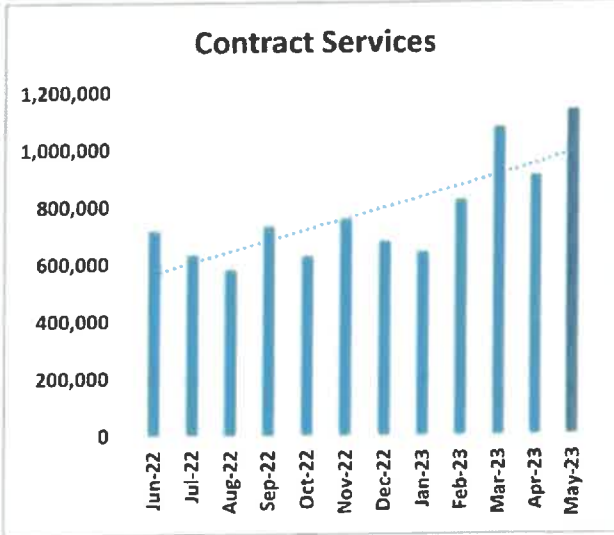
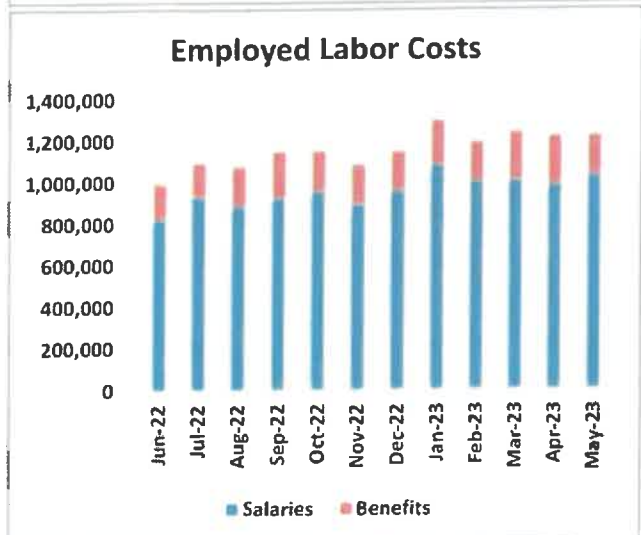
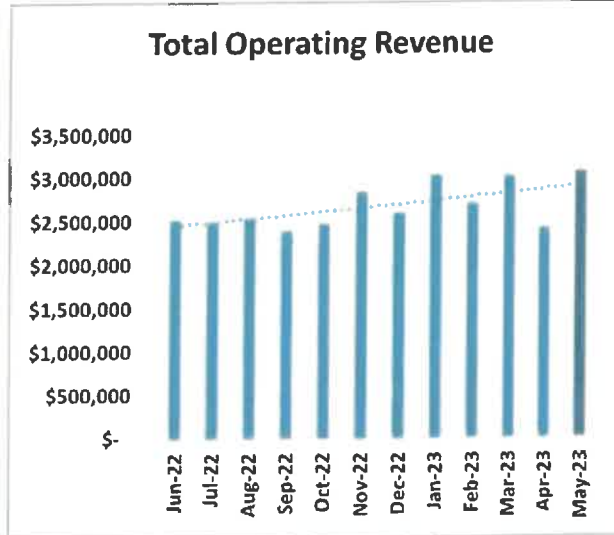
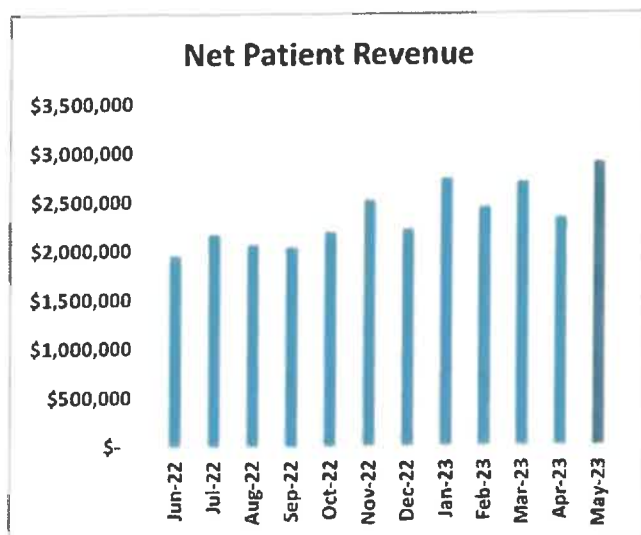
Sierra Vista Hospital
BALANCE SHEET
May 31, 2023

May 31, 2023		June 30, 2022	
(Unaudited)			
DESCRIPTION			
Assets			
Current Assets			
\$	10,626,067	\$	11,860,878
\$	241,846	\$	535,046
\$	10,867,913	\$	12,395,924
\$	7,252,283	\$	5,393,178
\$	5,300,468	\$	3,689,594
\$	1,951,815	\$	1,703,584
\$	1,328,825	\$	843,919
\$	469,700	\$	389,634
\$	154,273	\$	183,210
\$	14,772,525	\$	15,516,271
Long Term Assets			
\$	54,904,636	\$	53,822,297
\$	17,647,742	\$	15,063,598
\$	-	\$	954,129
\$	37,256,894	\$	39,712,828
\$	37,256,894	\$	39,712,828
\$	3,432,988	\$	2,104,724
\$	55,462,408	\$	57,333,823
Liabilities & Equity			
Current Liabilities			
\$	1,236,851	\$	1,373,828
\$	986,336	\$	140,460
\$	50,207	\$	48,661
\$	1,033,494	\$	842,615
\$	(50,000)	\$	(220,000)
\$	3,256,889	\$	2,185,564
Long term Liabilities			
\$	25,366,131	\$	25,409,748
\$	25,366,131	\$	25,409,748
\$	450,854	\$	381,324
\$	241,077	\$	326,293
\$	29,314,952	\$	28,302,929
\$	26,471,651	\$	29,175,814
\$	(324,195)	\$	(144,920)
\$	55,462,408	\$	57,333,823

Sierra Vista Hospital
BALANCE SHEET by Month
May 31, 2023

	6/30/2023	Month Ending 5/31/2023	Month Ending 4/30/2023	Month Ending 3/31/2023	Month Ending 2/28/2023	Month Ending 1/31/2023	Month Ending 11/30/2022	Month Ending 10/31/2022	Month Ending 9/30/2022	Month Ending 8/31/2022	Month Ending 7/31/2022
Assets											
Current Assets											
Cash and Liquid Capital		10,626,067	10,273,538	10,965,199	10,960,321	10,455,636	11,058,338	11,005,147	11,072,851	10,914,121	11,428,972
US Bank Clearing		241,846	104,294	90,599	101,326	65,743	282,639	208,513	284,908	264,173	127,111
Total Cash	\$0	\$10,867,913	\$10,377,832	\$11,055,798	\$11,061,647	\$10,521,378	\$11,340,977	\$11,213,660	\$11,357,759	\$11,178,294	\$11,556,083
Accounts Receivable - Gross		7,252,283	6,356,485	6,019,360	6,649,322	6,942,858	6,212,324	6,430,226	5,705,367	6,125,679	6,106,512
Contractual Allowance		5,300,468	4,432,495	4,210,213	4,605,885	4,819,527	4,636,886	4,586,176	4,134,549	4,411,696	4,053,349
Total Accounts Receivable, Net of Allowance	\$	\$1,951,815	\$1,923,990	\$1,809,147	\$2,043,437	\$2,123,331	\$1,575,438	\$1,844,050	\$1,570,818	\$1,713,983	\$2,053,163
Other Receivables		1,328,825	1,447,613	1,523,334	1,656,763	1,517,342	1,187,681	1,245,509	1,139,931	1,227,596	954,046
Inventory		469,700	460,260	450,553	430,178	443,787	424,413	409,330	404,454	394,317	413,617
Prepaid Expense		154,273	238,263	310,221	404,390	498,559	588,715	665,926	747,826	803,417	714,451
Total Current Assets	\$0	\$14,772,525	\$14,447,957	\$15,149,052	\$15,596,415	\$15,104,397	\$15,117,224	\$15,378,476	\$15,220,788	\$15,317,608	\$15,691,360
Long Term Assets											
Fixed Assets		54,904,636	54,896,235	54,886,101	53,601,807	53,314,660	53,966,312	53,964,425	53,934,715	53,975,687	53,827,497
Accumulated Depreciation		17,647,742	17,353,494	17,059,413	16,772,667	16,486,224	16,488,680	16,203,163	15,917,877	15,632,619	15,348,098
Construction in Progress		0	0	0	1,123,717	1,123,717	1,123,717	1,123,717	954,129	954,129	954,129
Total Fixed Assets, Net of Depreciation	\$	\$37,256,894	\$37,542,741	\$37,826,688	\$37,952,857	\$38,152,154	\$38,599,349	\$38,884,980	\$38,970,966	\$39,247,196	\$39,433,528
Total Long Term Assets	\$	\$	\$37,542,741	\$37,826,688	\$37,952,857	\$38,152,154	\$38,599,349	\$38,884,980	\$38,970,966	\$39,247,196	\$39,433,528
New Hospital Loan		\$3,432,988	\$3,316,654	\$3,194,429	\$3,074,402	\$2,955,225	\$2,711,708	\$2,591,947	\$2,470,692	\$2,349,111	\$2,226,887
Total Assets	\$	\$55,462,408	\$55,307,352	\$56,170,169	\$56,623,674	\$56,211,776	\$56,431,282	\$56,855,403	\$56,662,446	\$56,913,915	\$57,351,775
Liabilities & Equity											
Current Liabilities											
Account Payable		1,236,851	872,111	1,053,879	1,182,745	1,136,410	1,041,377	1,483,953	1,395,318	1,201,861	1,676,257
Interest Payable		986,336	909,439	832,541	755,643	678,745	574,949	448,052	371,154	294,256	217,358
Accrued Taxes		50,207	46,826	60,306	48,951	34,842	52,675	42,682	47,197	43,713	41,187
Accrued Payroll and Related		1,033,494	918,255	850,231	748,962	719,600	848,733	937,805	739,021	723,262	641,244
Cost Report Settlement		(50,000)	(8,000)	(8,910)	(59,910)	(428,910)	(220,000)	(220,000)	(220,000)	(220,000)	(220,000)
Total Current Liabilities	\$0	\$3,256,889	\$2,787,720	\$2,788,047	\$2,677,391	\$2,240,687	\$2,250,862	\$2,692,492	\$2,332,690	\$2,043,092	\$2,356,046
Long Term Liabilities											
Long Term Notes Payable		25,366,131	25,370,096	25,374,061	25,378,027	25,381,992	25,389,922	25,393,887	25,397,852	25,401,818	25,405,783
Total Long Term Liabilities	\$0	\$25,366,131	\$25,370,096	\$25,374,061	\$25,378,027	\$25,381,992	\$25,389,922	\$25,393,887	\$25,397,852	\$25,401,818	\$25,405,783
Unapplied Liabilities		450,854	418,349	441,671	634,276	424,264	338,540	333,705	302,139	383,505	391,462
Capital Equipment Lease		241,077	259,535	261,346	295,866	314,155	317,710	303,113	304,867	306,611	324,567
Total Liabilities	\$0	\$29,314,952	\$28,835,701	\$28,865,125	\$28,985,560	\$28,261,098	\$28,297,034	\$28,723,198	\$28,337,548	\$28,135,026	\$28,477,859
Retained Earnings		\$26,471,651	\$27,305,045	\$27,638,114	\$27,950,678	\$27,831,009	\$28,134,248	\$28,132,205	\$28,324,898	\$28,873,916	\$29,030,894
Net Income		(\$324,195)	(\$833,394)	(\$333,070)	(\$311,564)	\$119,670	\$2,043	(\$192,693)	(\$453,991)	(\$95,027)	(\$156,978)
Total Liabilities and Equity	\$0	\$55,462,408	\$55,307,352	\$56,170,169	\$56,623,674	\$56,211,776	\$56,431,282	\$56,855,403	\$56,662,446	\$56,913,915	\$57,351,775

Financial Trends



Sierra Vista Hospital

4/30/2023

Reserves

Medicare Liability ("Cost Report Settlement" on Balance Sheet)

Cost Report Bad Debt Write-Off Reserve/General Reserve

FY23 Cost Report Receivable

	5/31/2023	Notation
	(150,000)	
	200,000	
Total Liability	50,000	



PHILIPS HEALTHCARE, A DIVISION OF PHILIPS ELECTRONICS NORTH AMERICA CORPORATION

Sierra Vista Hospital

E 9th Ave 800
Truth Or Consequences, New Mexico 87901-1961
Customer Number: 94068646

Attention: ,
E-mail:

Budgetary Quotation

Number: NAM0057851
Version: 1
Date of issue: 4/27/2023

Our contact details

Connected Care Account Manager
Susan Marovic
222 Jacobs Street
Cambridge, MA 02141

E-mail: Susan.Marovic@philips.com

Sierra Vista Connect to Cerner 2

**** BUDGETARY PURPOSES ONLY**

06/14/ 2023

Note: Please do not use these prices as the basis to generate a purchase order.

This budgetary quotation reflects customer pricing at the time of creation. Customer discount is subject to change based on customer contracts including but not limited to GPO's, group buys, and other contract statuses. For an executable quotation with firm pricing and expiration date, please contact your Philips Account Manager.

PHILIPS

PHILIPS HEALTHCARE, A DIVISION OF PHILIPS ELECTRONICS NORTH AMERICA CORPORATION

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B.2	Installation.....	3
C	DISCLAIMER	5

06/14/ 2023

Note: Please do not use these prices as the basis to generate a purchase order.

This budgetary quotation reflects customer pricing at the time of creation. Customer discount is subject to change based on customer contracts including but not limited to GPO's, group buys, and other contract statuses. For an executable quotation with firm pricing and expiration date, please contact your Philips Account Manager.

PHILIPS

PHILIPS HEALTHCARE, A DIVISION OF PHILIPS ELECTRONICS NORTH AMERICA CORPORATION

A FINANCIAL OVERVIEW

Description	Extended List (USD)	Offer Price (USD)
IBE		
866183 IntelliBridge Enterprise	29,631.00	16,593.36
Subtotal	29,631.00	16,593.36
Installation		
MXU0130 IBE System Integration Services	23,424.00	23,424.00
Multiple Items	39,213.00	39,213.00
Subtotal	62,637.00	62,637.00
Total Offer excl. Sales Tax	92,268.00	79,230.36

PHILIPS

PHILIPS HEALTHCARE, A DIVISION OF PHILIPS ELECTRONICS NORTH AMERICA CORPORATION

B SUMMARY

B.1 IBE

Qty	Article No.	Description	Unit List Price (USD)	Extended List (USD)
866183 INTELLIBRIDGE ENTERPRISE				
1	866183	INTELLIBRIDGE ENTERPRISE	1.00	1.00
1	NEW	NEW New System	0.00	0.00
1	A01	A01 ADT SYSTEM LICENSE	3,210.00	3,210.00
1	A04	A04 EMR SYSTEM LICENSE	3,210.00	3,210.00
1	P02	P02 PIIC IX 128 BEDS LICENSE	3,210.00	3,210.00
1	P07	P07 PIIC DOCUMENT EXPORT	20,000.00	20,000.00
Agreement		(GT)	Healthcare Tier 1	
Subtotal :				16,593.36

IBE Subtotal excl. Sales Tax:

16,593.36

B.2 Installation

Qty	Article No.	Description	Unit List Price (USD)	Extended List (USD)
MXU0130 IBE SYSTEM INTEGRATION SERVICES				
1	MXU0130	IBE SYSTEM INTEGRATION SERVICES	0.00	0.00
1	A02	A02 ADT LICENSE/CONFIGURATION	4,673.00	4,673.00
1	A20	A20 CONFIG FOR EMR CHANGES	3,518.00	3,518.00
1	A21	A21 FSE ONSITE LABOR & TRAVEL	1,950.00	1,950.00
1	P05	P05 PIICIX WVEFRM EXPRT CONFIG	5,513.00	5,513.00
1	P08	P08 PIICIX BED LBL CONFIG	3,885.00	3,885.00
1	P12	P12 PIIC/PIIC IX 128 BED CONFIG	3,885.00	3,885.00
Discount 0.00%				- 0.00
Subtotal :				23,424.00

Multiple Items

1	989803208311	PSN: DIRECT CONNECT SERVICES	10,238.00	10,238.00
37	989803208701	PROJECT MANAGEMENT: INTEGRATED	300.00	11,100.00
2	989805710145	LABOR: TRAVEL	275.00	550.00
1	989803208111	IBE: NEW IMPLEMENTATION PACKAGE	17,325.00	17,325.00
Subtotal :				39,213.00

Installation Subtotal excl. Sales Tax:

62,637.00

Total Offer Extended List excl. Sales Tax:

92,268.00

Total Discount

- 13,037.64

Total Offer excl. Sales Tax:

79,230.36

06/14/ 2023

Note: Please do not use these prices as the basis to generate a purchase order.

Page 3 of 5

This budgetary quotation reflects customer pricing at the time of creation. Customer discount is subject to change based on customer contracts including but not limited to GPO's, group buys, and other contract statuses. For an executable quotation with firm pricing and expiration date, please contact your Philips Account Manager.

FC 22

PHILIPS

PHILIPS HEALTHCARE, A DIVISION OF PHILIPS ELECTRONICS NORTH AMERICA CORPORATION

06/14/ 2023

Note: Please do not use these prices as the basis to generate a purchase order.

Page 4 of 5

This budgetary quotation reflects customer pricing at the time of creation. Customer discount is subject to change based on customer contracts including but not limited to GPO's, group buys, and other contract statuses. For an executable quotation with firm prices and expiration date, please contact your Philips Account Manager.

PHILIPS

PHILIPS HEALTHCARE, A DIVISION OF PHILIPS ELECTRONICS NORTH AMERICA CORPORATION

C DISCLAIMER

The information set forth herein is for budgetary purposes only. This document does not constitute an offer to sell on the part of Philips Healthcare. Philips Healthcare makes no representations or guarantees of any kind with respect to price, availability, delivery, or other information contained herein, and all such information is subject to change without notice. Philips Healthcare will be happy to provide a formal quotation on request.

Not binding until accepted in writing by Philips in Cambridge or invoiced by Philips. Any purchase order or resulting agreement shall be subject to the Philips Terms and Conditions and the following terms which customer accepts.

For certain agreements, Philips may conduct a qualification inspection to verify that customer is suitably trained, the equipment is in serviceable condition, and all like equipment is covered by a valid Philips warranty or service agreement. Any resulting agreement is subject to cancellation by Philips if customer fails to satisfy these conditions during the term.

Note: Please do not use these prices as the basis to generate a purchase order.

SPECIAL COMMENTS

Please be aware that this quotation may be one part of a series of quotations, which constitutes a larger overall project and purchase. To understand and analyze this proposal in its entirety, other quotations must be considered.

PHILIPS

Formal Quotation

Document number: 2301339366

Date of issue: 05/25/2023

Sold to (94068646):
Sierra Vista Hospital
800 E 9th Ave
TRUTH OR CONSEQUENCES NEW MEXICO
UNITED STATES 87901-1961

Last updated: 05/25/2023 18:08:29

Expiration date: 08/24/2023

Our contact details

Account Manager: Derrick Adams

Incoterms: CIP TRUTH OR CONSEQUENCES

Payment terms: Within 30 Days Due Net

Item	Product and Description	Quantity UoM	Price/Unit	Amount Currency: USD
US82245853				
USO2246211				
USO2246210				
US82245854				
10	860426 IntelliSpace ECG Management System	1 PCE		
	A02 Basic Edition License	1 PCE	28,381.50/1 PCE	28,381.50
	B02 IB Ent I/F Basic	1 PCE	1,135.24/1 PCE	1,135.24
	B10 Provide Orders Worklist Ap	1 PCE	3.41/1 PCE	3.41
	B11 Provide ADT Application	1 PCE	3.41/1 PCE	3.41
	T01 Test Server License	1 PCE	3.41/1 PCE	3.41
			Gross amount	29,526.97
			Dollar Commit Disc. (40%)	-11,810.78
			Net amount	17,716.19
	UPC code: 884838093478			
	Commodity code (HS/HTS): 8523492020			
20	860331 DECG IBE Interop solutions	1 PCE		
	E01 IBE-IECG Interoperability	1 PCE	28,759.91/1 PCE	28,759.91
	E06 HL7 ADT Interface	1 PCE	21,407.75/1 PCE	21,407.75
	E08 HL7 Orders Interface	1 PCE	26,220.18/1 PCE	26,220.18
			Gross amount	76,387.84
			Dollar Commit Disc. (40%)	-30,555.13
			Net amount	45,832.71
	UPC code: 884838032378			
	Commodity code (HS/HTS): 8523492020			

PMSNA-Customer Service SPS Americas
 222 Jacobs St
 Cambridge, MA 02141-2296
 US

Via ACH/EFT:
 Payee: Philips Healthcare
 Bank: Bank of America
 Account#: 3750202223
 ABA#: 1110-0001-2

Via Check:
 Philips Healthcare
 P.O. Box 100355
 Atlanta, GA 30384-0355





Formal Quotation

Document number: 2301339366

Date of issue: 05/25/2023

Item	Product and Description	Quantity UoM	Price/Unit	Amount Currency: USD
30	860311 PageWriter TC50 Upgrades	1 PCE		
	D01 All Orders	1 PCE	802.47/1 PCE	802.47
	D02 ADT Support	1 PCE	802.47/1 PCE	802.47
	D12 Last ECG & InterAct Query	1 PCE	235.95/1 PCE	235.95
	D25 Wireless 802.11(a,b,g,n)	1 PCE	0.00/1 PCE	0.00
	H24 Wireless 802.11(a,b,g,n)	1 PCE	1,346.73/1 PCE	1,346.73
			Gross amount	3,187.62/1 PCE
			Dollar Commit Disc. (40%)	-1,275.05
			Net amount	1,912.57/1 PCE
	Commodity code (HS/HTS): 9018113000			
40	MXU0227 IntelliSpace ECG Implementation Services	1 PCE		
	B03 Onsite SU Training	1 PCE	3,672.00/1 PCE	3,672.00
			Net amount	3,672.00/1 PCE
50	866183 IntelliBridge Enterprise	1 PCE		
	R10 ECG Mgmt Conn License	1 PCE	7,320.00/1 PCE	7,320.00
			Gross amount	7,320.00/1 PCE
			Agreement disc. (44%)	-3,220.80
			Net amount	4,099.20/1 PCE
	UPC code: 884838034198			
	Agreement number: GTLHT00030			
	Commodity code (HS/HTS): 4907000000			
60	890512 Tracemaster Implementation Services	1 PCE		
	B18 System Admin Training Remote	1 PCE	1,836.00/1 PCE	1,836.00
	B27 Cardiograph Orders Config Serv	1 PCE	3,060.00/1 PCE	3,060.00
	B40 Intellivue Interface Management	1 PCE	1,224.00/1 PCE	1,224.00
	B27 Cardiograph Orders Config Serv	PCE	3,060.00/1 PCE	3,060.00
			Net amount	9,180.00/1 PCE
	Commodity code (HS/HTS): 9018191000			
70	860311 PageWriter TC50 Upgrades	1 PCE		
	D01 All Orders	1 PCE	802.47/1 PCE	802.47
	D02 ADT Support	1 PCE	802.47/1 PCE	802.47
	D12 Last ECG & InterAct Query	1 PCE	235.95/1 PCE	235.95
	D25 Wireless 802.11(a,b,g,n)	1 PCE	0.00/1 PCE	0.00
	H24 Wireless 802.11(a,b,g,n)	1 PCE	1,346.73/1 PCE	1,346.73
			Gross amount	3,187.62/1 PCE

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Document number: 2301339366

Date of issue: 05/25/2023

Item	Product and Description	Quantity UoM	Price/Unit	Amount Currency: USD
	Commodity code (HS/HTS): 9018113000		Dollar Commit Disc. (40%)	-1,275.05
			Net amount	1,912.57
80	860311 PageWriter TC50 Upgrades	1 PCE		
	D01 All Orders	1 PCE	802.47/1 PCE	802.47
	D02 ADT Support	1 PCE	802.47/1 PCE	802.47
	D12 Last ECG & InterAct Query	1 PCE	235.95/1 PCE	235.95
	D25 Wireless 802.11(a,b,g,n)	1 PCE	0.00/1 PCE	0.00
	H24 Wireless 802.11(a,b,g,n)	1 PCE	1,346.73/1 PCE	1,346.73
			Gross amount	3,187.62
			Dollar Commit Disc. (40%)	-1,275.05
	Commodity code (HS/HTS): 9018113000		Net amount	1,912.57
90	860311 PageWriter TC50 Upgrades	1 PCE		
	D01 All Orders	1 PCE	802.47/1 PCE	802.47
	D02 ADT Support	1 PCE	802.47/1 PCE	802.47
	D12 Last ECG & InterAct Query	1 PCE	235.95/1 PCE	235.95
	D25 Wireless 802.11(a,b,g,n)	1 PCE	0.00/1 PCE	0.00
	H24 Wireless 802.11(a,b,g,n)	1 PCE	1,346.73/1 PCE	1,346.73
			Gross amount	3,187.62
			Dollar Commit Disc. (40%)	-1,275.05
	Commodity code (HS/HTS): 9018113000		Net amount	1,912.57
Total net amount				88,150.38

Philips Healthcare is pleased to inform you that financing of its products and services is available to qualified applicants. To obtain more information contact Philips Medical Capital @ 866-513-4PMC.

If no contract is identified in the previous sentence or the products and/or services are not covered by this contract, this quotation is issued pursuant to, and any PO for the items herein will be accepted subject to the Philips Terms and Conditions of Sale posted at : <https://www.usa.philips.com/healthcare/about/terms-conditions> and the terms herein.

The discount quoted herein is a combination of the Purchase Agreement Discount and a Special Negotiated Discount.

MD Buyline -- Please be aware that MD Buyline utilizes Philips current list prices as the basis of calculation for discount comparisons. If you are a customer utilizing a GPO contract with fixed pricing, it is likely that the list price on this quotation is based on an older published price list, and may be considerably less than the current list pricing that MD Buyline uses in its analysis. As such, the MD Buyline discount recommendation may be higher than the Philips offering for your particular purchase. If you have a question, please ask your Sales Representative for clarification. Should you have concerns or want additional information relative to how discount comparisons are calculated at MD Buyline, please call your analyst at MD Buyline.

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Atlanta, GA 30384-0355





Formal Quotation

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Date of issue: 05/25/2023

All work is scheduled within normal working hours;
Monday through Friday, 8 a.m. to 5 p.m. excluding Philips
holidays.

All pricing is based on travel zones 1-3. For travel zones beyond 1-3, consult your Philips sales rep for alternate pricing.

It is the customers responsibility to provide Philips with
the access necessary to complete the quoted work in a
continuous start to finish manner.

Excessive delays and multiple visits will result in additional charges.

All prices are based upon 'adequate access' to work areas that are free from obstruction.

If it is determined, during the implementation that asbestos removal is required; Philips will suspend performance until the Customer remediates
the asbestos.

Philips will work with the customers staff to reduce the downtime during the system transition.

Products are for USA end-use only. Taxes, if applicable, are not included unless noted but will be added to the invoice. The Purchase Order must
reference the Quote Number and your Purchase Agreement. Please indicate your requested delivery date and your preference, if any, to accept and
pay for partial shipments. If this quote includes Value-Added Services, they may be invoiced separately. Additional sold training must be completed
within twelve months of delivery/installation. System cabling, if included, is specified at the standard grade unless noted otherwise.

This quote specifically excludes Licensing & Permit Fees, Prevailing Wage Compensation and Union Labor.

IMPORTANT NOTICE: Health care providers are reminded that if the transactions herein include or involve a loan or a discount (including a rebate or
other price reduction), they must fully and accurately report such loan or discount on cost reports or other applicable reports or claims for payment
submitted under any federal or state health care program, including but not limited to Medicare and Medicaid, such as may be required by state or
federal law, including but not limited to 42 CFR 1001.952(h)

If a Premier or Vizient group purchasing organization Contract # is listed above, this Formal Quotation (Quotation) and any related accepted purchase
order (PO) are subject to the terms and conditions of such Premier or Vizient Contract #, as well as Philips Terms and Conditions of Sale posted
at <http://www.usa.philips.com/healthcare/about/terms-conditions> ("Philips Terms"). If a Contract # is listed above with no reference to Premier or
Vizient, this Quotation and any related accepted PO are subject to the terms and conditions of such Contract #. If no specific Contract # is listed above,
this Quotation and any related accepted PO are subject to Philips Terms.

This Quotation contains confidential and proprietary information of Philips Healthcare and is intended for use only by the customer whose name
appears on this Quotation. It may not be disclosed to third parties without prior written consent of Philips Healthcare.

Save time and effort on your next order.

Try online ordering!

The Philips Healthcare Store has many of the consumables and supplies you order as a healthcare professional. Check out the
store today; it's easy to register!

<http://www.patientcare.shop.philips.com/>

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Formal Quotation

Document number: 2301339366

Date of issue: 05/25/2023

Please send purchase orders via email, fax or mail to:

Email: Healthcare.Orders@philips.com

Fax: 1-800-947-3299

Philips Healthcare

A division of Philips North America LLC

414 Union St, 2nd Floor

Nashville, TN 37219

PMSNA-Customer Service SPS Americas
222 Jacobs St
Cambridge, MA 02141-2296
US

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Via Check:
Philips Healthcare
P.O. Box 100355
Atlanta, GA 30384-0355



Executive Dashboard



**SIERRA VISTA HOSPITAL
AND CLINICS**

Sierra Vista Hospital	
CMS Five Star Hospital Quality Rating:	*at this time we do not have the data submitted to qualify for Quality Rating.
Accreditation/Regulatory Status:	CMS 11/1/2018
Any Actual/Anticipated Adverse Accreditation/Regulatory	

Data will be 1 quarter behind:
Q1 2023 will be Quarter 4 2022
Data

Category/Metric	Q1 FY 2023	Q2 FY 2023	Q3 FY 2023	Q4 FY 2023	Trend	Benchmark/ Target	Comments/Analysis
Finance							
Days Cash on Hand	147	138	135				
Average LOS: Inpatient Care	3.50	3.40	2.70				
Average LOS: Swing Bed	8.10	7.00	6.70				
EBITDA %	7%	8%	8%				
Gross Days AR	37	36	37				
Readmission Rate All Cause within 30 days	0%	2%	2%				
Return to ED within 72 hours	4%	5%	4%				

People									
Employee Turnover Rate	2.02	2.59	2.80						
Direct Patient Care Turnover Rate	0.00	0.00	0.00						
Flu Vaccine Rate (staff Reported in 3rd quarter of FY)			0.80						
Quality & Patient Safety									
Quality									
Mortality Rate	4%	7%							Q3-Q4 pending data entry
AMA- Emergency Department	40	28							Pending Q3-Q4 data entry
LWBS- Emergency Department	32	9							Pending Q3-Q4 data entry
Sepsis Bundle Compliance (pending)	67%	78%							Pending Q3-Q4 data entry
Patient Safety									
Incident Reporting Volume: Overall	172	125							Pending Q3-Q4 data entry
Near Miss Reporting: Overall	0	0							Pending Q3-Q4 data entry
# of Sentinel Events	0	0							Pending Q3-Q4 data entry
Falls with injury: Inpatient	4	2							Pending Q3-Q4 data entry
Falls with injury: Swing Bed	0	0							Pending Q3-Q4 data entry
Falls with Injury: Clinic	0	0							Pending Q3-Q4 data entry
Medication Errors (total including documentation errors)	54	32							Pending Q3-Q4 data entry
CAUTI Rate	0.04%	0.00%	0.05%						Pending Q3-Q4 data entry

Regulatory																				
# of "for cause" CMS/State Surveys WITH findings	0	0	0	0	0															
# of "for Cause" CMS/State surveys WITHOUT findings	0	0	0	0	0															
Patient Experience																				
Inpatient Survey Volume (rolling 18 months average)	36	32	30																	
ED Survey Volume (rolling 6 months average)	109	108	98																	
Surgery Survey Volume (Pending)	0	0	0																	
Recommend Hospital (Overall Top Box)	60.09%	60.76%	59.71%																	
Hospital Rating 0-10 (Overall Top Box)	61.87%	65.86%	64.57%																	
Communication with RN Domain Roll-up (Top Box)	77.50%	81.49%	77.27%																	
Communication with MD Domain Roll-up (Top Box)	75.10%	76.15%	69.59%																	
Cleanliness of Hospital Environment (Top Box)	74.32%	79.89%	77.70%																	

SIERRA VISTA HOSPITAL
HUMAN RESOURCES BOARD REPORT
 June 2023

- CRITICAL RECRUITMENT:**
- Psychiatrist – FT
 - Physical Therapist – FT
 - Speech Therapist – FT
 - Director of IT – FT

- PEOPLE:**
- May New Hires – 4**
- FY22 Total - 100
- FT Housekeeper – EVS (Temp)
 - FT Housekeeper – EVS
 - FT Medical Technologist – Lab
 - FT Registration Clerk – Business Office

- **PEOPLE:**
- **May Terminations – 6**
- **FY22 Total - 109**
- **Involuntary – 3**
- FT – Medical Assistant – Policy Violations
- FT – Housekeeper – Lack of Productivity
- FT – Cook Aide - Dietary
- **FY22 Total – 72**
- **Voluntary – 3**
- FT – CNO/CFO Admin Assistant– Relocation
- PRN – Speech Therapist – Didn't want to Commute
- FT – Medical Assistant – Left for Higher Pay

- KEY VACANCIES:**
- Registered Nurse – FT (Multiple)
 - Certified Nurse Assistant (CNA) – FT
 - Pharmacist – PRN
 - Certified SP/ENDO Tech – FT

- KEY INITIATIVES:**
- Engage with Government Reps (State and Federal)
 - Community Engagement – Special District Hospital
 - Behavioral Health Service Expansion
 - S.O.A.R. (Students in Healthcare)
 - G.O.O.S.E. (Scholarship)

- Contract Staff – 9**
- PT – 1 (PT)
 - Med/Surg – 5 (Nurses)
 - OR – 1 (Nurse)
 - HR – 1 (Director)
 - EMS – 1 (Director)
- Travel Staff – 15**
- Nursing – 11
 - LCSW – 1
 - Resp Therapy – 1
 - Medical Assistant – 1
 - Sterile Processing Tech – 1

- PRIORITY OF EFFORT:**
- Our priority of effort is recruitment, retention in support of expanding service lines.
- Human Resource Trends Snapshot:**
- 100 new or rehires to date
 - 109 terminations to date
 - 198 staff at end of May 2022
 - 214 current staff
- Turnover Rate Q3**
2.8%

- FINANCIAL IMPACTS:**
- We are in budget season and considering a cost-of-living adjustment for employees.
 - Key additions to professional staff have resulted in increased payroll impacts until billing catches up to services provided.

Respectfully Submitted,
Lawrence “LJ” Baker Jr.
Director of Human Resources &
External Relations



SIERRA VISTA HOSPITAL

EMPLOYMENT OPPORTUNITIES

June 13, 2023

Internal and External posting of all positions are open to both qualified employees and outside applicants. If you would like additional information about any of the positions listed here, please contact Human Resources on ext. 230. Sierra Vista Hospital offers competitive wages, a generous Paid Time Off package and health benefits with the State of NM. E.O.E. M/F/D

05001 – Physical Therapist – 1 Full-time position (open date 6/13/2023) Responsible for evaluation, planning, directing, and administering physical therapy treatment plan of care prescribed by a licensed physician. Administers prescription and plan of care as prescribed by a referring physician to restore function and prevent disability following injury, disease, or physical disability. Assists patients to reach their maximum performance and level of functioning, while learning to live within the limits of their capabilities. The staff therapist coordinates, delegates, and supervises responsibilities assigned to supportive staff (RCNA, PTS, PTLA, etc.)

05002 – Speech Language Pathologist – 1 Part-time position (open date 6/13/2023) Responsible for administration and direct application of speech/language pathology treatment modalities as prescribed by a referring physician. Evaluates, plans, directs, and treats all patients referred to speech/language. Pathology treatments to restore function and prevent disability following disease or injury. Assists patients to obtain maximum performance and function in society while learning to live a routine "normal" life within the constraints of their disability.

51301 – Pharmacist – 1 PRN Position (open date 6/4/2023) Interprets physician prescriptions and medication orders. Acts as a drug information resource to patients, medical staff, nursing staff and ancillary department personnel. Compounds and dispenses prescribed medications and other pharmaceuticals for patient care by performing the related duties.

95301 – Medical Assistant - 1 Full Time Position (open date 6/10/2023) Provides patient care in the office setting. Provides care that meets the psychosocial, physical, and general aspects of care; meets the communication needs of patient and family; provides care that reflects initiative and responsibility indicative of professional expectations, under the supervision of a Registered Nurse and/or physician. Maintains regulatory requirements, nursing and office policies, procedures, and standards.

07002 – Cook-Aide – 2 Full-time positions (open date 6/2/2023) Under the supervision of the Nutritional Services Manager/Supervisor, the Cook-Aide performs a variety of food services, including serving food to employees and visitors. Also, is responsible for the clean-up and stocking of the cafeteria and food preparation areas.

64301- HIM Correspondence Clerk – 1 full-time position (open date 5/11/2023) : Performs release of information functions according to established confidentiality procedures, such as interpretation of request letters, document retrieval, and medical records scanning in a hospital facility. Receives request for release of a defined set of medical information. Reviews requests for patient information to determine validity, access the specific patient information in the health record, and prints copies of the requested information. Responds to inquiries from various internal departments and external clients in a timely and accurate professional manner.

83001- Inventory Clerk – 1 Full-time position (open date 5/2/2023) Responsible for the receipt, storage and distribution of all materials delivered to the Materials Management Department by the various vendors. Responsible for the PAR level systems in the warehouse and throughout the facility, including the adjustment of stock levels.

10202 – Med/Surg LPN – 1 Full-time position (open date 5/1/2023) Provides direct and indirect patient care services that meet the psychosocial, physical, and general aspects of care; meets the

communication needs of patient and family; provides care that reflects initiative and responsibility indicative of professional expectations, under the supervision of a registered nurse. Maintains regulatory agency requirements, nursing and hospital policies, procedures, and standards. Communicates with physicians and team members about changes in patient's clinical condition, including results of diagnostic studies and symptomatology. Can respond quickly and accurately to changes in condition or response to treatment. Additionally, can perform general nursing duties in all departments with adequate supervision.

74101 – Housekeeper – 1 Full-time position (open date 5/24/2023) Cleans all areas of the hospital according to policies and procedures. Participates in organizational performance improvement (OPI) activities. Reports to the Housekeeping Supervisor.

65502 – Security Guard – 1 Part-time Position (open date 4/25/2023) Protects life and property of all persons on hospital premises and patrols hospital buildings and grounds to prevent fire, theft, and vandalism. Secures, unlocks, and protects hospital buildings. Responds to security needs of hospital personnel, patients, and visitors. Participates in performance improvement activities.

07001 – Entry Level Dietary Aide – 1 Part-time position (open date 3/10/2023) Under the supervision of the Nutritional Services Manager/Supervisor, the Cook-Aide performs a variety of food services, including serving food to employees and visitors. Also, is responsible for the clean-up and stocking of the cafeteria and food preparation areas.

18602- Community EMT – 1 Part-time positions (open date 1/26/2023) Responsible for the assessment and basic management of medical, trauma and environmental emergencies under the supervision of on or off-line medical control. Assists with patient care based on individual patient needs within the scope of practice under the direct supervision of appropriate licensed personnel.

81801 – Information Systems Manager – 1 Full Time Position (open date 1/20/2023) Responsible for the planning, organizing, and directing of functions of the Communication and Information Management Services Department of the facility. Resolves complex organizational and technological problems. Oversees the department and the annual budget. Follows the facility's policies and procedures, local, state, and federal regulations.

18601 – EMT- 1 Full Time Position (open date 12/28/2022) Responsible for the assessment and basic management of medical, trauma and environmental emergencies under the supervision of on or off-line medical control. Assists with patient care based on individual patient needs within the scope of practice under the direct supervision of appropriate licensed personnel.

17503 – Certified SPD/ ENDO Tech – 1 Full Time Position (open date 12/2/2022) Responsible for the processing and sterilization of supplies, equipment and instruments used by the operating room, following established infection control practices. Delivers equipment/instruments/supplies to the operating room as needed. Participates in the department's performance improvement activities. Cleans GI scopes and stores appropriately.

10201 – Unit Clerk/C.N.A. - 1 Full Time Position Provides indirect patient care in the medical surgical setting. Meets the communication needs of the patient/family, departmental staff, and medical staff. Prepares and compiles records in the Medical Surgical Unit. Initiates directions from physician and nursing staff. Participates in performance improvement activities. Maintains regulatory agency requirements, nursing and hospital policies, procedures, and standards.

C.N.A. - Functions as a member of the health care team in providing delegated basic nursing care and unique skills to pediatric, adolescent, adult, and geriatric patients, depending on unit assigned, under the direct supervision of a Registered Nurse or LPN Team Leader.

18510201 - Registered Nurses (RN's) – Full time and PRN Day and night positions Med/Surg and ED. Provides direct and indirect patient care in the ambulatory care setting. Provides care that reflects initiative, flexibility, and responsibility indicative of professional expectation with a minimum of supervision. Determines priorities of care based on physical and psychosocial needs, as well as factors influencing patient flow through the system. Communicates with physicians about changes in patient's status, symptomatology, and results of diagnostic studies. Can respond quickly and accurately to changes in condition or response to treatment.

CNO Report June 2023

Medical/Surgical

- Preparing for transition to Cerner.
- Progressing well with armband/medication scanning
- Nursing Leadership Council validating bedside shift report and hourly rounding

Emergency Department

- Preparing for transition to Cerner.
- Evaluation of any actions that can further reduce 72 hour returns to the ED.

EMS/Community Health

- Mid-month community assistant visits and transport exceeding May's total.

Surgery

- Processes continue to be refined.
- Press Ganey is set to begin sending patient satisfaction questionnaires for July discharges.

Cardiopulmonary

- Sleep study scheduling continues.
- 24/7 coverage available.

Trauma

- Trauma Survey Pending. Anticipated date changed.
- Over 270 life jackets were given out at EB Lake over Memorial Day Weekend.

CEO Report
Frank Corcoran
6-14-23

EOC Update- The Generator Update: The cost to repair the generator is approximately 60K. We are looking at lease vs purchase of a new one.

RHC Update- NP Contract for walk in Clinic, Cardiology 2x a month, looking to go to 3-4 days a month.

IT Replacement Update – Planning to start Train the Trainer at the end of June.

Funding – We have applied for funding to support the RHC.

SB 7- We have completed a Letter of Intent to expand services in BH, Community EMS, Surgery and add new services of Wound Care.

Billing / Collections- Amplify started June 1st, working on old claims and advancing to complete billing and collections.

EMS – Starting a new program with Western Sky and Olive tree for on scene crisis intervention with EMS.

Materials Management – Reached 85% compliance with HPG Contract

Executive Dashboard – See Attached on page BQ 10 of this packet