

Joint Powers Commission



Regular Meeting- October 27, 2022

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Sierra Vista Hospital
 Joint Powers Commission Agenda
 October 27, 2022 @ 2:00

Purpose: Regular Meeting

Location: Sierra Vista Hospital Boardroom

Time: 2:00

- | | |
|-------------------------|---------------------------------------|
| 1. Call to Order | Travis Day, Chairperson |
| 2. Pledge of Allegiance | Travis Day, Chairperson |
| 3. Roll Call | Melissa Forsythe, Recording Secretary |

Joint Powers Commission

Attendees: City of Elephant Butte

Edna Trager, Member
 Kim Skinner, Member
 Phillip Mortensen, Mayor
 John Mascaro, City Manager, Ex-O

City of T or C

Rolf Hechler, Member
 Destiny Mitchell, Member
 Shelly Harrelson, Member
 Bruce Swingle, City Manager, Ex-O

Sierra County

Travis Day, **Chairperson**
 Jim Paxon, Member
 Hank Hopkins, Member
 Amber Vaughn, County Manager, Ex-O

Village of Williamsburg

Vacant, Member
 Magorie Powey, Member
 Deb Stubblefield, **Vice Chair**
 Amanda Cardona, VCW, Ex-O

Sierra Vista Hospital

Frank Corcoran, CEO
 Ming Huang, CFO
 Sheila Adams, CNO
 Bruce Swingle, Governing Board Chair

AGENDA ITEMS	PRESENTER	ACTION REQUIRED
4. Approval of Agenda	Travis Day, Chairperson	Action
5. Approval of Minutes A. August 4, 2022, Regular Meeting Minutes	Travis Day, Chairperson	Action
6. Public Comment – Limit 3 minutes		
7. Old Business	Travis Day, Chairperson	
8. New Business	Travis Day, Chairperson	
A. Financial Report	Ming Huang, CFO	Report/Action
B. CEO Report	Frank Corcoran, CEO	Report/Action
C. Governing Board Report	Bruce Swingle, Chair	Report/Action
D. Special Hospital District	Travis Day, Chairperson	Report/Action
1. A resolution supporting the creation of a special hospital district		
E. Mill Levy	Travis Day, Chairperson	Report/Action

Sierra Vista Hospital
 Regular/ Annual Joint Powers Commission Minutes
 August 4, 2022 @ 2:00pm

1. The Joint Powers Commission of Sierra Vista Hospital met August 4, 2022 at 2:00pm in the boardroom at Sierra Vista Hospital for a regular/ annual meeting. Travis Day, Chairperson, called the meeting to order at 2:12pm.

2. **Pledge of Allegiance** Travis Day, Chairperson

3. **Roll Call** Jennifer Burns, (Temporary) Recorder

Joint Powers Commission

Attendees: City of Elephant Butte

Edna Trager, Present by phone
 Kim Skinner, Present by phone
 Phillip Mortensen, Mayor, Absent
 Stephen Archuleta, City Manager, Absent

City of T or C

Rolf Hechler, Present
 Destiny Mitchell, Present
 Shelly Harrelson, Member, Absent
 Bruce Swingle, Ex-O, Present

Sierra County

Travis Day, **Chair**, Present
 Jim Paxon, Present
 Hank Hopkins, Present
 Charlene Webb, Ex-O, Present

Village of Williamsburg

Vacant, Member
 Magorie Powey, Present by phone
 Deb Stubblefield, **Vice Chair**, Present
 Amanda Cardona, Ex-O, Absent

Sierra Vista Hospital

Frank Corcoran, CEO, Present
 Ming Huang, CFO, Present
 Sheila Adams, CNO, Present
 Bruce Swingle, **Governing Board Chair**, Present

AGENDA ITEMS

PRESENTER

ACTION REQUIRED

4. Approval of Agenda

Travis Day, Chairperson

Deb Stubblefield motioned to approve the agenda. Rolf Hechler seconded. Motion carried unanimously.

5. Approval of Minutes

A. April 21, 2022 Regular Meeting Minutes

Jim Paxon motioned to approve the April 21, 2022 minutes. Hank Hopkins seconded. Motion carried unanimously.

6. Public Comment- 3-minute limit

None

Sierra Vista Hospital
Regular/ Annual Joint Powers Commission Minutes
August 4, 2022 @ 2:00pm

7. Old Business

Travis Day, Chairperson

None

8. New Business

A. Election of Officers

Travis Day, Chairperson

1. Chairperson

Jim Paxon motioned to retain Travis Day as Chairperson. Hank Hopkins seconded.

Motion carried unanimously.

2. Vice Chairperson

Kim Skinner motioned to nominate Deb Stubblefield as Vice Chairperson. Majie Powey seconded. Motion carried unanimously.

B. Appointment of Recording Secretary

Frank Corcoran, CEO

1. Introduction of Melissa Forsythe

Frank Corcoran introduced Assistant to the CNO and CFO, Melissa Forsythe to the JPC and recommended she be appointed as Recording Secretary.

Deb Stubblefield motioned to appoint Melissa Forsythe as Recording Secretary. Hank Hopkins seconded. Motion carried unanimously.

C. Nondiscrimination Resolution 22-102

English and Spanish

Hank Hopkins motioned to approve Resolution 22-102 English and Spanish. Deb Stubblefield seconded. Motion carried unanimously.

D. Open Meetings Act Resolution 22-103

Jennifer Burns noted a change to number 2 and number 4. The notice location within the hospital is no longer at the west elevators as that is not a high traffic public area in the old facility. Meeting notices are now posted near the receptionist desk at the front entrance of the hospital.

Jim Paxon motioned to approve Resolution 22-103 with changes. Rolf Hechler seconded. Motion carried unanimously.

E. Public Records Request Resolution 22-104

Hank Hopkins motioned to approve Resolution 22-104. Deb Stubblefield seconded. Motion carried unanimously.

F. Meeting Schedule FY22/23

Jennifer Burns stated that meetings have been held at 2:00pm on the third Thursday of April, July, October, and January.

Rolf Hechler motioned to continue with the above meeting schedule. Jim Paxon seconded. Motion carried unanimously.

G. Review of JPC Policies

Hank Hopkins motioned to approve the JPC Policies. Jim Paxon seconded. Motion carried unanimously.

Sierra Vista Hospital
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H. June Financial Report- Ming Huang, CFO, on page 22, income statement, gross patient revenue in June was \$4,213,781. Net operating revenue was \$2,532,599. Total operating expenses in June were \$2,341,368. EBITDA is positive at \$191,231 and an EBITDA margin of 8%. Due to higher depreciation expenses, we have a net loss of (\$247,096) in June.

Year to date, EBITDA is \$6,280,034 which equals a 19% margin. Our net income for FY22 is \$1,338,373.

On page 25, balance sheet, total cash in the bank at the end of June was \$12,393,003. We have paid \$954,129 to the tunnel project and will have a remaining balance of \$288,000 when the project is finished.

I. Fourth Quarter financial report

1. Resolution 22-110

Deb Stubblefield motioned to approve Resolution 22-110. Hank Hopkins seconded. Motion carried unanimously.

J. Budget Revision/ Variance FY22- Ming Huang, CFO, on page 28 of the packet. The following changes will be made to FY22. Revenue will be increased by \$4 million; expenses will also be increased by \$4 million which includes salary expenses, contract services and cost of supplies.

1. Resolution 22-103

Jim Paxon motioned to approve Resolution 22-103. Rolf Hechler seconded. Motion carried unanimously.

K. Final Budget FY23- Ming Huang, CFO, on page 30 is the proposed budget for FY23. Patient revenue is increased considering the new services that will be starting this year. New services include surgery, telehealth, and cardiology. We will also increase expenses. The EBITDA projection is \$4,385,747 which equals a 13% margin. Because depreciation expenses will still be high, we project a net loss of (\$525,104).

1. Resolution 22-104

Deb Stubblefield motioned to approve Resolution 22-104. Hank Hopkins seconded. Motion carried unanimously.

L. Capital Equipment Disposal- Ming Huang, CFO, on page 32 is a list of the equipment that has reached end of life, doesn't work anymore, or is outdated. We will send this list to the State for approval and then dispose of the equipment. Some of the equipment can be sold, some can be donated to schools. No action required.

M. Moreton Capital Investment- Ming Huang, CFO, three months ago the Governing Board approved investing \$6 million with Moreton Capital Markets in treasury bills. At the end of June, we had a \$4,774 gain. As of today (maturity date) we have a gain of \$11,434. We will continue to invest in the treasury bills. No action required.

N. Approval of Bylaws Revisions- Frank Corcoran, CEO/ Bruce Swingle, GB Chair- On page JPC 48, Bruce explained that the Compliance Officer will meet with board members only at the annual

Sierra Vista Hospital
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August 4, 2022 @ 2:00pm

meeting in July to let them know about any issues that may be of concern in addition to meeting with the board in full quarterly. On page 49, item 7.2 Governing Board responsibilities to the CEO, the evaluation of the CEO will be done annually in May so that, if the evaluation includes a salary increase, the increase can be considered in the budget for the following year.

Jim Paxon motioned to approve the revisions to the Bylaws. Deb Stubblefield seconded.

Motion carried unanimously.

O. CEO Report- Frank Corcoran, CEO, we have two new physicians coming in to work in the clinic, Dr. Palin, and Dr. Seufer. Both will start in August and are Family Practice physicians. Dr. Adkins is still out on leave. We have signed a contract with a surgical group that will provide services four days per week. We have signed an agreement with Memorial Medical Center to bring Cardiologist here one day per week. They will see patients in our clinic, we will do all of the diagnostics, but procedures will be done at Memorial. Follow-ups will be done here. We are working with a group to provide sleep studies. Sleep studies could generate \$300,000 annually for the hospital. Telehealth including tele-neurology, tele-psychiatry and tele-internal medicine services have or will be starting after credentialing. Dr. V has been helping us in the clinic through telehealth. Telehealth services will allow us to keep some of the patients that we currently have to transfer out.

Quality is our focus throughout the hospital in every department. QHR conducted a mock survey to determine where we are at and where we need to be to achieve Joint Commission accreditation. There are two things that we will not pass on: the old building and the EHR (electronic health record). We are currently in the process of choosing a new EHR and have narrowed it down to two vendors. We have brought in a temporary Quality Director through QHR to set up a quality program. Hospitals that perform better get reimbursed better.

COVID at the end of July was at 18% positivity rate. This does not indicate what the county rate is. Symptoms are more like a cold with this round of COVID and it last for four to five days. We haven't had as many hospitalizations with the new variant. Staff are tested every week and we have 10 out with COVID right now. Since May 15th we have had 29 employees positive with COVID.

There are only three companies in New Mexico providing malpractice insurance to health care facilities due to the increased requirement up to \$7 million. This doesn't apply to us, but we did have to find a new carrier through our broker, HUB. The coverage will cost us about \$100,000 more per year.

We have two new board members and two recently new members. QHR will do some board education for us in August and then in September education will focus on critical access hospitals.

Regarding the old building, Frank would like to call a special meeting of the Governing Board and JPC within the next two weeks to discuss the options.

P. Governing Board Report- Bruce Swingle, Chairperson Governing Board, explained the changes made to the employees retirement plan, the recent evaluation of the CEO and QHR's management of the hospital. Discussion was held regarding the Special Hospital District from the Governing Board's side and continuing education for all board members.

Q. Creation of Special Hospital District- Travis Day, Chair, gave a brief history of the efforts in the past to create a special hospital district in Sierra County. Moving forward, community education will be very important to getting the SHD accomplished. Jim Paxon feels that misinformation was the

Sierra Vista Hospital
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August 4, 2022 @ 2:00pm

Travis Day, JPC Chairperson

DRAFT



Financial Analysis

July 31st, 2022

Days Cash on Hand for July 2022 are 148 (146 available)

Accounts Receivable Net days are 27

Accounts Payable days are 43

Hospital Excess Revenue over Expense

The **Net Income** for the month of July was (\$156,978) vs. a Budget Income of (\$44,598).

Hospital Gross Revenue for July was \$4,713,301 or \$72,184 more than budget. Patient Days were 108 – 29 more than June. RHC visits were 539 – 11 more than June, Outpatient Visits were 1162 – 318 more than June, and ER visits were 757 – 9 more than June.

Revenue Deductions for July were \$2,525,973.

Other Operating Revenue was \$170,035 or \$38,179 less than budget.

Non-Operating Revenue was \$148,126 or \$27,185 less than budget.

Hospital Operating Expenses for July were \$2,262,496. Compared to June, Contract Services decreased by \$85,265, but salary expenses increased by \$107,250.

EBITDA for July was \$243,051 vs. a Budget of \$372,488.

The Bond Coverage Ratio in July was 177% vs. an expected ratio of 130%.



Financial Analysis

August 31st, 2022

Days Cash on Hand for August 2022 are 149 (144 available)

Accounts Receivable Net days are 24

Accounts Payable days are 32

Hospital Excess Revenue over Expense

The **Net Income** for the month of August was (\$95,027) vs. a Budget Income of (\$44,598).

Hospital Gross Revenue for August was \$4,897,013 or \$255,896 more than budget. Patient Days were 100 – 8 less than July. RHC visits were 649 – 110 more than July, Outpatient Visits were 904 – 258 less than July, and ER visits were 735 – 22 less than July.

Revenue Deductions for August were \$2,822,244.

Other Operating Revenue was \$183,822 or \$24,393 less than budget.

Non-Operating Revenue was \$285,973 or \$110,062 more than budget due to one-time COVID supplement payment from the State of \$146,303.

Hospital Operating Expenses for August were \$2,238,971. Compared to July, Contract Services decreased by \$52,361.

EBITDA for August was \$308,636 vs. a Budget of \$372,488.

The Bond Coverage Ratio in August was 148% vs. an expected ratio of 130%.



Financial Analysis

September 30th, 2022

Days Cash on Hand for September 2022 are 147 (140 available)

Accounts Receivable Net days are 22

Accounts Payable days are 35

Hospital Excess Revenue over Expense

The **Net Income** for the month of September was (\$453,991) vs. a Budget Income of (\$43,159).

Hospital Gross Revenue for September was \$4,273,541 or \$217,863 less than budget. Patient Days were 111 – 11 more than August. RHC visits were 542 – 107 less than August, Outpatient Visits were 750 – 154 less than August, and ER visits were 699 – 36 less than August.

Revenue Deductions for September were \$2,228,864.

Other Operating Revenue was \$322,559 including a reclassification from non-operating revenue to other operating revenue of \$146,303.

Non-Operating Revenue was \$31,923.

Hospital Operating Expenses for September were \$2,450,824. Compared to August, Contract Services increased by \$152,024 due to late invoices of \$84,575 from agency staffing company, a payment for financial audit and cost report preparation of \$27,720 and the additions of agency staff.

EBITDA for September was (\$47,299) vs. a Budget of \$360,472.

The **Bond Coverage Ratio** in September was 122% vs. an expected ratio of 130%.

Sierra Vista Hospital
INCOME STATEMENT
September 30, 2022

MONTH					YEAR TO DATE					
Actual 9/30/22	Budget 9/30/22	Variance to Budget	Prior Year 9/30/21	Variance to Prior Year	DESCRIPTION	Actual 9/30/22	Budget 9/30/22	Variance to Budget	Prior Year 9/30/21	Variance to Prior Year
\$ 4,273,541	\$ 4,491,404	\$ (217,863)	\$ 4,179,687	\$ 93,854	Gross Patient Revenue	\$ 13,883,855	\$ 13,773,638	\$ 110,217	\$ 13,172,958	\$ 710,897
\$ 1,975,761	1,887,121	88,639	1,782,484	\$193,276	Revenue Deductions					
\$ 202,078	130,363	71,716	151,690	\$50,388	Contractual Allowances	6,680,613	5,787,172	893,441	5,548,430	\$1,132,184
\$ 51,025	58,377	(7,352)	44,813	\$6,212	Bad Debt	616,156	399,779	216,377	620,925	(\$4,769)
\$ 2,228,864	\$ 2,075,861	\$ 153,003	\$ 1,978,988	\$ 249,876	Other Deductions	280,311	179,023	101,288	169,048	111,262
\$ 4,366	17,576	(13,210)	519	\$3,847	Total Revenue Deductions	\$ 7,577,080	\$ 6,365,974	\$ 1,211,106	\$ 6,338,403	\$ 1,238,677
\$ 2,049,043	\$ 2,433,119	\$ (384,076)	\$ 2,201,219	(\$152,176)	Other Patient Revenue	7,467	53,899	(46,432)	2,979	4,488
48%	54%	(6%)	53%	(5%)	Net Patient Revenue	\$ 6,314,241	\$ 7,461,563	\$ (1,147,322)	\$ 6,837,533	\$ (523,292)
\$ 322,559	201,498	121,061	245,827	\$76,732	Gross to Net %	45%	54%	(9%)	52%	(6%)
\$ 31,923	170,236	(138,313)	156,687	(\$124,764)	Other Operating Revenue	676,415	617,927	58,489	712,704	(36,289)
\$ 2,403,525	\$ 2,804,853	\$ (401,328)	\$ 2,603,732	\$ (200,208)	Non-Operating Revenue	466,021	522,058	(56,036)	423,783	42,238
					Total Operating Revenue	\$ 7,456,678	\$ 8,601,547	\$ (1,144,869)	\$ 7,974,021	(517,343)
\$ 1,180,350	\$1,160,296	\$20,055	\$1,083,081	\$97,269	Expenses					
\$ 928,471	972,546	(44,074)	904,957	23,514	Salaries & Benefits	\$3,400,613	\$3,558,240	(157,626)	\$3,053,156	\$347,457
\$ 220,894	169,131	51,763	164,910	55,983	Salaries	2,754,453	2,982,473	(228,021)	2,565,549	188,904
\$ 30,985	18,619	12,367	13,214	17,771	Benefits	566,076	518,669	47,407	428,311	137,765
\$ 127,032	185,889	(58,857)	158,083	(31,050)	Other Salary & Benefit Expense	80,085	57,098	22,987	59,296	20,789
\$ 735,150	683,988	51,162	546,796	188,355	Supplies	407,273	570,061	(162,787)	454,921	(\$47,648)
\$ 177,798	207,664	(29,866)	176,796	1,002	Contract Services	1,953,763	2,097,564	(143,801)	1,490,104	\$463,659
\$ 9,050	7,476	1,574	4,667	4,383	Professional Fees	538,531	636,836	(98,305)	523,329	\$15,202
\$ 38,432	35,529	2,903	30,910	7,522	Leases/Rentals	28,882	22,927	5,955	17,159	\$11,722
\$ 57,920	52,500	5,420	58,542	(623)	Utilities	131,901	108,955	22,946	118,055	\$13,846
\$ 78,159	74,188	3,970	68,546	9,613	Repairs / Maintenance	136,830	160,999	(24,169)	168,725	(\$31,895)
\$ 46,932	36,850	10,082	29,879	\$17,053	Insurance	235,418	227,511	7,908	207,002	\$28,417
\$2,450,824	\$2,444,380	\$6,444	2,157,300	\$293,524	Other Operating Expenses	119,079	113,007	6,071	123,713	(\$4,634)
(\$47,299)	\$360,472	(\$407,772)	\$446,432	(\$493,731.74)	Total Operating Expenses	\$6,952,291	\$7,496,099	(\$543,808)	\$6,156,163	\$796,128
(2%)	13%	(15%)	17%	(19%)	EBITDA	\$504,387	\$1,105,448	(\$601,061)	\$1,817,858	(\$1,313,471)
					EBITDA Margin	7%	13%	(6%)	23%	(16%)
\$ 285,258	\$284,757	\$501	\$312,727	(\$27,469)	Non - Operating Expenses					
\$ 73,387	73,188	\$199	73,496	(\$109)	Depreciation and Amortization	854,280	\$873,256	(18,976)	\$863,532	(\$9,253)
\$ 48,047	45,687	\$2,360	44,271	\$3,776	Interest	222,220	224,443	(2,223)	\$223,083	(\$863)
\$406,692	\$403,632	\$3,060	\$430,493	(\$23,802)	Tax/Other	133,884	140,105	(6,222)	\$134,007	(\$124)
(\$453,991)	(\$43,159)	(\$410,832)	\$15,939	(\$469,930)	Total Non Operating Expense	\$1,210,383	\$1,237,804	(\$27,421)	\$1,220,622	(\$10,239)
(19%)	(2%)	(17%)	1%	(20%)	NET INCOME (LOSS)	(\$705,996)	(\$132,356)	(\$573,640)	\$597,235	(\$1,303,231)
					Net Income Margin	(9%)	(2%)	(8%)	7%	(17%)

Sierra Vista Hospital
INCOME STATEMENT by Month
September 30, 2022

Description	Month Ending 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 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										\$ 4,273,541	\$ 4,897,013	\$ 4,713,301
Revenue Deductions												
Contractual Allowances										1,975,761	2,464,567	2,240,286
Bad Debt										202,078	216,838	197,240
Other Deductions										51,025	140,839	88,447
Total Revenue Deductions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,228,864	\$ 2,822,244	\$ 2,525,973
Other Patient Revenue										4,366	3,043	58
Net Patient Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,049,043	\$ 2,077,812	\$ 2,187,386
Gross to Net %	#DIV/0!	#DIV/0!	#DIV/0!	48%	42%	46%						
Other Operating Revenue										322,559	183,822	170,035
Non-Operating Revenue										31,923	285,973	148,126
Total Operating Revenue	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,403,525	\$ 2,547,607	\$ 2,505,546
Expenses												
Salaries & Benefits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,180,350	\$1,099,943	\$1,120,320
Salaries										928,471	891,515	934,466
Benefits										220,894	185,721	159,461
Other Salary & Benefit Expense										30,985	22,707	26,393
Supplies										127,032	150,029	130,212
Contract Services										735,150	583,126	635,487
Professional Fees										177,798	180,366	180,368
Leases/Rentals										9,050	9,411	10,421
Utilities										38,432	42,610	50,859
Repairs / Maintenance										57,920	48,769	30,142
Insurance										78,159	79,477	77,783
Other Operating Expenses										46,932	45,241	26,905
Total Operating Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,450,824	\$2,238,971	\$2,262,496
EBITDA	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$47,299)	\$308,636	\$243,051
EBITDA Margin	#DIV/0!	#DIV/0!	#DIV/0!	-2%	12%	10%						
Non - Operating Expenses												
Depreciation and Amortization										\$285,258	\$284,522	\$284,500
Interest										73,387	75,427	73,406
Tax/Other										48,047	43,713	42,123
Total Non Operating Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$406,692	\$403,662	\$400,029
NET INCOME (LOSS)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$453,991)	(\$95,027)	(\$156,978)
Net Income Margin	#DIV/0!	#DIV/0!	#DIV/0!	(19%)	(4%)	(6%)						

Sierra Vista Hospital
TWELVE MONTH INCOME STATEMENT
September 30, 2022

Description	Month Ending 9/30/2022	Month Ending 8/31/2022	Month Ending 7/31/2022	Month Ending 6/30/2022	Month Ending 5/31/2022	Month Ending 4/30/2022	Month Ending 3/31/2022	Month Ending 2/28/2022	Month Ending 1/31/2022	Month Ending 12/31/2021	Month Ending 11/30/2021	Month Ending 10/31/2021
Revenues												
Gross Patient Revenue	\$ 4,273,541	\$ 4,897,013	\$ 4,713,301	\$ 4,213,781	\$ 4,711,436	\$ 4,225,491	\$ 4,116,284	\$ 3,575,083	\$ 4,257,015	\$ 4,185,011	\$ 4,427,493	\$ 4,346,694
Revenue Deductions												
Contractual Allowances	1,975,761	2,464,567	2,240,286	1,934,982	2,148,729	2,054,060	1,733,039	1,831,356	1,473,918	1,529,498	1,782,904	1,566,157
Bad Debt	202,078	216,838	197,240	180,600	77,177	107,657	52,445	124,185	30,998	147,779	88,057	74,595
Other Deductions	51,025	140,839	88,447	132,022	108,432	58,653	101,839	34,833	69,482	36,850	65,154	78,507
Total Revenue Deductions	\$ 2,228,864	\$ 2,822,244	\$ 2,525,973	\$ 2,247,604	\$ 2,334,337	\$ 2,220,370	\$ 1,887,323	\$ 1,990,374	\$ 1,574,398	\$ 1,714,126	\$ 1,936,115	\$ 1,719,259
Other Patient Revenue	4,366	3,043	58	471	12	202,366	761	2,439	2,411	(2,256)	4,236	223
Net Patient Revenue	\$ 2,049,043	\$ 2,077,812	\$ 2,187,386	\$ 1,966,649	\$ 2,377,111	\$ 2,207,487	\$ 2,229,722	\$ 1,587,148	\$ 2,685,027	\$ 2,468,629	\$ 2,495,613	\$ 2,627,658
Gross to Net %	48%	42%	46%	46.7%	50%	52%	54%	44%	63%	59%	56%	60%
Other Operating Revenue	322,559	183,822	170,035	244,617	(764,593)	253,020	229,154	407,705	236,475	245,623	257,456	234,590
Non-Operating Revenue	31,923	285,973	148,126	321,334	538,200	207,887	210,151	126,373	136,923	524,485	1,111,105	136,001
Total Operating Revenue	\$ 2,403,525	\$ 2,547,607	\$ 2,505,546	\$ 2,532,599	\$ 2,150,719	\$ 2,668,394	\$ 2,669,027	\$ 2,121,225	\$ 3,058,426	\$ 3,238,738	\$ 3,864,174	\$ 2,998,249
Expenses												
Salaries & Benefits	1,180,350	1,099,943	1,120,320	1,016,942	1,075,424	1,130,204	1,071,947	1,090,915	1,187,631	1,115,403	1,062,747	1,190,167
Salaries	928,471	891,515	934,466	827,216	883,393	841,508	884,152	935,149	994,277	933,787	897,931	994,453
Benefits	220,894	185,721	159,461	165,628	172,534	251,025	174,881	150,964	184,486	168,877	148,603	185,508
Other Salary & Benefit Expense	30,985	22,707	26,393	24,098	19,497	37,671	12,915	4,802	8,868	12,739	16,213	10,207
Supplies	127,032	150,029	130,212	191,130	123,361	137,324	186,932	145,782	135,106	180,104	192,722	203,136
Contract Services	735,150	583,126	635,487	720,752	820,249	797,908	713,877	581,223	533,176	590,882	579,918	489,167
Professional Fees	177,798	180,366	180,368	178,417	180,370	178,417	180,370	174,511	180,370	180,370	178,580	180,370
Leases/Rentals	9,050	9,411	10,421	9,125	4,921	9,571	11,210	3,103	6,377	12,959	7,323	8,575
Utilities	38,432	42,610	50,859	49,790	48,261	36,822	30,623	32,989	32,182	33,143	32,255	44,155
Repairs / Maintenance	57,920	48,769	30,142	63,485	60,516	41,785	56,795	94,507	48,475	47,157	96,695	44,792
Insurance	78,159	79,477	77,783	67,825	68,149	68,351	67,827	68,149	70,297	69,939	39,655	68,910
Other Operating Expenses	46,932	45,241	26,905	43,903	46,048	40,398	36,002	33,489	43,145	92,642	34,089	37,067
Total Operating Expenses	\$2,450,824	\$2,238,971	\$2,262,496	\$2,341,368	\$2,427,299	\$2,440,778	\$2,355,583	\$2,224,667	\$2,236,758	\$2,322,599	\$2,223,984	\$2,266,338
EBITDA	(\$47,299)	\$308,636	\$243,051	\$191,231	(\$276,579)	\$227,616	\$313,444	(\$103,442)	\$821,667	\$916,139	\$1,640,190	\$731,911
EBITDA Margin	-2%	12%	10%	7.6%	-13%	9%	12%	-5%	27%	28%	42%	24%
Non - Operating Expenses												
Depreciation and Amortization	285,258	284,522	284,500	309,965	290,430	290,430	289,899	288,723	288,751	289,084	288,362	288,341
Interest	73,387	75,427	73,406	73,415	75,591	75,735	73,442	73,451	73,460	73,469	75,914	73,487
Tax/Other	48,047	43,713	42,123	54,948	44,937	42,004	47,582	44,305	47,309	51,431	41,521	55,051
Total Non Operating Expenses	\$406,692	\$403,662	\$400,029	\$438,327	\$410,958	\$408,169	\$410,923	\$406,479	\$409,521	\$413,984	\$405,798	\$416,879
NET INCOME (LOSS)	(\$453,991)	(\$95,027)	(\$156,978)	(\$247,096)	(\$687,537)	(\$180,554)	(\$97,479)	(\$509,921)	\$412,147	\$502,154	\$1,234,392	\$315,032
Net Income Margin	(19%)	(4%)	(6%)	(9.8%)	(32%)	(7%)	(4%)	(24%)	13%	16%	32%	11%

**Sierra Vista Hospital
BALANCE SHEET
September 30, 2022**

September 30, 2022 (Unaudited)	DESCRIPTION	June 30, 2022 (Unaudited)
	Assets	
	Current Assets	
\$ 11,072,851	Cash and Liquid Capital	\$ 11,856,113
\$ 284,908	US Bank Clearing	\$ 536,890
\$ 11,357,759	Total Cash	\$ 12,393,003
\$ 5,705,367	Accounts Receivable - Gross	\$ 5,391,266
\$ 4,134,549	Contractual Allowance	\$ 3,689,594
\$ 1,570,818	Total Accounts Receivable, Net of Allowance	\$ 1,701,672
\$ 1,139,931	Other Receivables	\$ 836,550
\$ 404,454	Inventory	\$ 596,544
\$ 747,826	Prepaid Expense	\$ 183,210
\$ 15,220,788	Total Current Assets	\$ 15,710,979
	Long Term Assets	
\$ 53,934,715	Fixed Assets	\$ 53,822,297
\$ 15,917,877	Accumulated Depreciation	\$ 15,063,598
\$ 954,129	Construction in Progress	\$ 954,129
\$ 38,970,966	Total Fixed Assets, Net of Depreciation	\$ 39,712,828
\$ 38,970,966	Total Long Term Assets	\$ 39,712,828
\$ 2,470,692	New Hospital Loan	\$ 3,547,883
\$ 56,662,446	Total Assets	\$ 58,971,690
	Liabilities & Equity	
	Current Liabilities	
\$ 1,395,318	Account Payable	\$ 1,242,814
\$ 371,154	Interest Payable	\$ 1,221,498
\$ 47,197	Accrued Taxes	\$ 48,661
\$ 739,021	Accrued Payroll and Related	\$ 842,615
\$ (220,000)	Cost Report Settlement	\$ (50,000)
\$ 2,332,690	Total Current Liabilities	\$ 3,305,589
	Long term Liabilities	
\$ 25,397,852	Long Term Notes Payable	\$ 25,984,657
\$ 25,397,852	Total Long Term Liabilities	\$ 25,984,657
\$ 302,139	Unapplied Liabilities	\$ 426,432
\$ 304,867	Capital Equipment Lease	\$ 326,293
\$ 28,337,548	Total Liabilities	\$ 30,042,970
\$ 28,778,889	Retained Earnings	\$ 29,175,816
\$ (453,991)	Net Income	\$ (247,096)
\$ 56,662,446	Total Liabilities and Equity	\$ 58,971,690

Sierra Vista Hospital
BALANCE SHEET by Month
September 30, 2022

	Month Ending 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 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
Assets												
Current Assets												
Cash and Liquid Capital										11,072,851	10,914,121	11,428,972
US Bank Clearing										284,908	264,173	127,111
Total Cash	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,357,759	\$11,178,294	\$11,556,083
Accounts Receivable - Gross										5,705,367	6,125,679	6,106,512
Contractual Allowance										4,134,549	4,411,696	4,053,349
Total Accounts Receivable, Net of Allowance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$1,570,818	\$1,713,983	\$2,053,163
Other Receivables										1,139,931	1,227,596	954,046
Inventory										404,454	394,317	413,617
Prepaid Expense										747,826	803,417	714,451
Total Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$15,220,788	\$15,317,608	\$15,691,360
Long Term Assets												
Fixed Assets										53,934,715	53,925,687	53,827,497
Accumulated Depreciation										15,917,877	15,632,619	15,348,098
Construction in Progress										954,129	954,129	954,129
Total Fixed Assets, Net of Depreciation										\$38,970,966	\$39,247,196	\$39,433,528
Total Long Term Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$38,970,966	\$39,247,196	\$39,433,528
New Hospital Loan										\$2,470,692	\$2,349,111	\$2,226,887
Total Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$56,662,446	\$56,913,915	\$57,351,775
Liabilities & Equity												
Current Liabilities												
Account Payable										1,395,318	1,201,861	1,676,257
Interest Payable										371,154	294,256	217,358
Accrued Taxes										47,197	43,713	41,187
Accrued Payroll and Related										739,021	723,262	641,244
Cost Report Settlement										(220,000)	(220,000)	(220,000)
Total Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,332,690	\$2,043,092	\$2,356,046
Long term Liabilities												
Long Term Notes Payable										25,397,852	25,401,818	25,405,783
Total Long Term Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25,397,852	\$25,401,818	\$25,405,783
Unapplied Liabilities										302,139	383,505	391,462
Capital Equipment Lease										304,867	306,611	324,567
Total Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$28,337,548	\$28,135,026	\$28,477,859
Retained Earnings										\$28,778,889	\$28,873,916	\$29,030,894
Net Income										(\$453,991)	(\$95,027)	(\$156,978)
Total Liabilities and Equity	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$56,662,446	\$56,913,915	\$57,351,775

CEO Report 10/27/2022

- RHC Update / Provider Recruitment
- EOC Update
- Tunnel Project
- Surgical Services Update
- County Fair / Vaccinations
- 5K Run / Walk Event
- Economic Impact Study
- Coffee Shop / Nighttime café
- 340B Federal ruling

Some Things You Need To Know for Nov 8th:

- **Hospital Mill Levy Is Not A New Tax**
- **Reapproving Mill Levy Will Not Increase Your Taxes**
- **A Vote Against Will Not Decrease Your Taxes**

**COUNTY
CONDADO**

HOSPITAL MILL LEVY QUESTION
Shall the Board of Commissioners of Sierra County, New Mexico, impose a tax of two (2) mills (\$2.00 per \$1,000.00) of net taxable value of property allocated to the County for a period of eight (8) years commencing 2023 to support the operation and maintenance of Sierra Vista Hospital?

HOSPITAL MILL LEVY PREGUNTA
¿La Junta de Comisionados del Condado de Sierra, Nuevo México, impondrá un impuesto de dos (2) molinos (\$2.00 por cada \$1,000.00) del valor neto imponible de la propiedad asignada al Condado por un periodo de ocho (8) años a partir del 2023 para apoyar la operación y el mantenimiento de Sierra Vista Hospital?

Financial & Economic Impact to the Community

- Sierra Vista Hospital employs close to 225 staff members
- Wages & Benefits from SVH are \$57,645,000 annually
- Total Economic impact to our region is \$74,935,000 annually
- Sales Tax from SVH services are collected in Sierra County

Healthcare Impacts to the Community

- Emergency Department treated over 8,000 patients in the last fiscal year
- SVH Clinics saw 7,290 patients last fiscal year
- SVH EMS provides local, regional & state wide support including Nursing & Veteran Homes
- SVH provides healthcare for low income & underinsured patients.
- Return of Services: Cardiology, Surgery and Sleep Studies.