

**MAYERS MEMORIAL HOSPITAL
OPERATING BUDGET**

	<u>ACTUAL</u> <u>FYE 2012</u>	<u>PROJECTED</u> <u>FYE 2013</u>	<u>BUDGET</u> <u>FYE 2014</u>	<u>INCREASE</u>	<u>INCREASE</u> <u>%</u>
REVENUE:					
Nursing Service					
Medical/Surgical	\$ 2,314,963	4,084,588	4,245,665	161,077	3.94%
Skilled Nursing	7,463,160	7,206,789	7,623,364	416,575	5.78%
Ancillary Services					
Inpatient	2,812,947	3,657,649	3,969,691	312,042	8.53%
Outpatient	16,125,906	16,395,762	18,109,681	1,713,919	10.45%
Total Patient Revenue	28,716,975	31,344,789	33,948,400	2,603,612	8.31%
DEDUCTIONS FROM REVENUE:					
Contractual - Medicare/Medi-Cal	7,297,509	10,124,632	11,137,472	1,012,840	10.00%
Contractual - PPO	1,055,075	906,800	992,946	86,146	9.50%
Charity and Other Allowances	483,879	374,970	410,592	35,622	9.50%
Total Deductions	8,836,462	11,406,402	12,541,010	1,134,608	9.95%
Net Patient Revenues	19,880,512	19,938,387	21,407,390	1,469,003	7.37%
OTHER OPERATING REVENUE:	306,086	563,155	593,069	29,914	5.31%
Net Revenue	20,186,599	20,501,542	22,000,459	1,498,917	7.31%
OPERATING EXPENSES:					
Productive Salaries	7,276,615	7,753,482	8,130,678	377,196	4.86%
Non-Productive Salaries	748,390	908,393	933,205	24,812	2.73%
Employee Benefits	2,337,867	2,511,976	2,396,116	(115,860)	-4.61%
Supplies	2,191,179	2,000,781	2,179,514	178,733	8.93%
Professional Fees	1,988,242	2,433,243	2,676,936	243,693	10.02%
Acute/Swing/OB Purch Serv	58,053	277,944	150,000	(127,944)	-46.03%
SNF Purch Serv	407,425	511,255	410,000	(101,255)	-19.81%
Other Purch Serv	1,473,699	1,687,792	1,411,414	(276,378)	-16.38%
Repairs	243,513	175,771	178,877	3,106	1.77%
Utilities	464,608	472,339	476,903	4,564	0.97%
Insurance	167,808	164,277	164,519	242	0.15%
Other	829,821	375,943	384,778	8,835	2.35%
Provision For Bad Debts	1,059,616	1,309,193	1,190,143	(119,050)	-9.09%
Depreciation	588,880	755,837	1,253,400	497,563	65.83%
Bond Repayment Insurance	0	0	0	0	
Bond Repayment Interest	717,070	668,012	738,166	70,154	10.50%
Interest	83,119	121,330	45,537	(75,793)	-62.47%
Rental & Leases	269,844	142,071	141,015	(1,056)	-0.74%
Total Operating Expenses	20,905,747	22,269,639	22,861,201	591,562	2.66%
Net Operating Revenue (Loss)	(719,148)	(1,768,097)	(860,742)	907,355	-51.32%
NONOPERATING REVENUES AND EXPENSE:					
District and County taxes	1,114,891	628,620	628,620	0	0.00%
Interest and donations	109,585	45,844	45,624	(220)	-0.48%
Net grant activity	4,261	130,167	0	(130,167)	-100.00%
Rental Income, net of expense	77,714	53,307	53,307	0	0.00%
Other Non-operating expense/rev	478,862	1,902,793	610,159	(1,292,634)	-67.93%
Total Nonoperating Revenue	1,785,313	2,760,731	1,337,710	(1,423,021)	-51.55%
NET EXCESS OF REVENUE	1,066,165	992,634	476,968 **	(515,666)	-51.95%

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	<u>ACTUAL FYE 2011</u>	<u>PROJECTED FYE 2012</u>	<u>BUDGET FYE 2013</u>	<u>INCREASE</u>	<u>INCREASE % from Projected</u>	<u>Increase % from FYE 11</u>
REVENUE:						
Nursing Service						
Medical/Surgical	\$ 2,518,005	2,398,619	3,473,203	1,074,584	44.80%	43%
Skilled Nursing	7,351,891	7,496,051	7,213,550	(282,501)	-3.77%	-4%
Ancillary Services						
Inpatient	3,123,740	2,914,355	3,291,640	377,285	12.95%	12%
Outpatient	14,739,212	15,687,723	17,399,669	1,711,946	10.91%	12%
Total Patient Revenue	27,732,848	28,496,749	31,378,062	2,881,313	10.11%	10%
DEDUCTIONS FROM REVENUE:						
Contractual - Medicare/Medi-Cal	7,588,951	8,546,434	8,641,949	95,515	1.12%	1%
Contractual - PPO	781,017	1,152,701	1,167,264	14,563	1.26%	2%
Charity and Other Allowances	502,592	450,378	527,151	76,773	17.05%	15%
Total Deductions	8,872,561	10,149,512	10,336,364	186,852	1.84%	2%
Net Patient Revenues	18,860,287	18,347,237	21,041,698	2,694,461	14.69%	14%
OTHER OPERATING REVENUE:	573,069	157,632	453,977	296,345	188.00%	52%
Net Revenue	19,433,356	18,504,869	21,495,675	2,990,806	16.16%	15%
OPERATING EXPENSES:						
Productive Salaries	6,913,145	7,240,882	8,329,255	1,088,373	15.03%	16%
Non-Productive Salaries	703,266	799,888	835,263	35,375	4.42%	5%
Employee Benefits	2,249,923	2,406,782	2,658,893	252,111	10.48%	11%
Supplies	1,996,862	2,143,048	2,558,137	415,089	19.37%	21%
Professional Fees	1,797,844	1,900,966	2,269,581	368,615	19.39%	21%
Acute/Swing/OB Purch Serv	72,393	56,962	56,941	(21)	-0.04%	0%
SNF Purch Serv	283,563	352,965	367,617	14,652	4.15%	5%
Other Purch Serv	1,297,576	1,437,811	1,359,135	(78,676)	-5.47%	-6%
Repairs	156,980	305,035	324,668	19,633	6.44%	13%
Utilities	459,796	498,315	501,321	3,006	0.60%	1%
Insurance	430,477	168,070	178,593	10,523	6.26%	2%
Other	251,802	349,804	546,090	196,286	56.11%	78%
Provision For Bad Debts	1,434,179	(150,455)	498,911	649,366	-431.60%	45%
Depreciation	478,500	547,228	559,240	12,012	2.20%	3%
Bond Repayment Insurance	0	0	0	0		
Bond Repayment Interest	223,654	641,838	655,000	13,162	2.05%	6%
Interest	126,228	142,812	145,669	2,857	2.00%	2%
Rental & Leases	238,425	238,673	245,083	6,410	2.69%	3%
Total Operating Expenses	19,114,613	19,080,624	22,089,397	3,008,773	15.77%	16%
Net Operating Revenue (Loss)	318,743	(575,755)	(593,722)	(17,967)	3.12%	-6%
NONOPERATING REVENUES AND EXPENSE:						
District and County taxes	655,283	586,764	627,837	41,073	7.00%	6%
Interest and donations	60,971	70,382	2,130,018	2,059,636	2926.36%	3378%
Net grant activity	10,400	1,147,902	0	(1,147,902)	-100.00%	-11038%
Rental Income, net of expense	92,549	33,306	67,000	33,694	101.16%	36%
Other Non-operating expense/rev	(34,530)	(98,774)	(5,495)	93,279	-94.44%	-270%
Total Nonoperating Revenue	784,672	1,739,581	2,819,360	1,079,779	62.07%	138%
NET EXCESS OF REVENUE	1,103,415	1,163,826	2,225,638 **	1,061,812	91.23%	96%

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	<u>ACTUAL FYE 2010</u>	<u>PROJECTED FYE 2011</u>	<u>BUDGET FYE 2012</u>	<u>INCREASE</u>	<u>INCREASE %</u>
REVENUE:					
Nursing Service					
Medical/Surgical	\$ 2,401,460	1,940,871	2,763,930	823,059	42.41%
Skilled Nursing	6,940,904	7,278,110	5,845,632	(1,432,478)	-19.68%
Ancillary Services					
Inpatient	3,672,834	2,682,311	3,288,149	605,838	22.59%
Outpatient	18,610,455	15,176,285	18,266,793	3,090,508	20.36%
Total Patient Revenue	31,625,653	27,077,576	30,164,504	3,086,928	11.40%
DEDUCTIONS FROM REVENUE:					
Contractual - Medicare/Medi-Cal	11,408,392	8,191,934	8,855,115	463,181	5.65%
Contractual - PPO	1,811,826	807,472	893,428	85,956	10.65%
Charity and Other Allowances	1,091,878	413,299	403,179	(10,120)	-2.45%
Total Deductions	14,312,096	9,412,705	9,951,722	539,017	5.73%
Net Patient Revenues	17,313,557	17,664,872	20,212,782	2,547,910	14.42%
OTHER OPERATING REVENUE:	180,895	128,338	491,753	363,415	283.17%
Net Revenue	17,494,452	17,793,209	20,704,535	2,911,326	16.36%
OPERATING EXPENSES:					
Productive Salaries	7,584,147	6,761,602	7,705,461	943,859	13.96%
Non-Productive Salaries	876,813	724,495	747,568	23,073	3.18%
Employee Benefits	1,910,579	2,083,289	2,355,770	272,481	13.08%
Supplies	2,156,261	1,898,911	2,101,358	202,447	10.66%
Professional Fees	2,100,343	1,620,447	2,206,045	585,598	36.14%
Acute/Swing/OB Purch Serv	60,783	57,714	403,945	346,231	599.91%
SNF Purch Serv	235,053	373,562	267,081	(106,481)	-28.50%
Other Purch Serv	742,982	1,181,326	1,251,373	70,047	5.93%
Repairs	183,368	183,058	196,400	13,342	7.29%
Utilities	443,329	490,583	500,661	10,078	2.05%
Insurance	209,464	436,146	470,781	34,635	7.94%
Other	348,580	244,948	450,901	205,953	84.08%
Provision For Bad Debts	1,198,866	1,354,749	1,407,881	53,132	3.92%
Depreciation	536,732	522,295	533,072	10,777	2.06%
Bond Repayment Insurance	0	0	0	0	
Bond Repayment Interest	175,526	159,150	163,925	4,775	3.00%
Interest	172,003	138,318	142,468	4,150	3.00%
Rental & Leases	305,617	223,391	237,588	14,197	6.36%
Total Operating Expenses	19,240,447	18,453,984	21,142,278	2,688,294	14.57%
Net Operating Revenue (Loss)	(1,745,995)	(660,775)	(437,743)	223,032	-33.75%
NONOPERATING REVENUES AND EXPENSE:					
District and County taxes	569,713	569,641	431,704	(137,937)	-24.21%
Interest and donations	51,086	117,357	45,353	(72,004)	-61.35%
Net grant activity	35,493	20,783	0	(20,783)	-100.00%
Rental Income, net of expense	100,185	88,858	93,301	4,443	5.00%
Other Non-operating expense/rev	(95,072)	(95,072)	(4,754)	90,318	-95.00%
Total Nonoperating Revenue	661,405	701,566	565,604	(135,962)	-19.38%
NET EXCESS OF REVENUE	(1,084,590)	40,791	127,861 **	87,070	213.45%