

Chief Executive Officer
Chris Bjornberg



Mayers Memorial Hospital District

Board of Directors
Jeanne Utterback, President
Tami Vestal-Humphry, Vice President
Beatriz Vasquez, Ph.D., Secretary
Abe Hathaway, Treasurer
Tom Guyn, M.D., Director

Finance Committee

Meeting Agenda

March 30, 2022 at 10:30 AM

Fall River Boardroom

43563 HWY 299 E, Fall River Mills

MICROSOFT TEAMS MEETING

Meeting Information

[Click Here to Join](#)

Call In Number: 1-279-895-6380

Phone Conference ID: 105 390 779

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

Attendees

Abe Hathaway, Chair, Board Member

Tami Vestal-Humphry, Board Member

Chris Bjornberg, CEO

Travis Lakey, CFO

				Approx. Time Allotted
1	CALL MEETING TO ORDER			
2	CALL FOR REQUEST FROM THE AUDIENCE - PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS			
3	APPROVAL OF MINUTES			
3.2	Regular Meeting – February 23, 2022	Attachment A	Action Item	2 min.
4	PRESENTATION			
4.1	Wipfli Audit Q&A	Attachment B	Information	10 min.
5	FINANCIAL REVIEWS/BUSINESS			
5.1	February 2022 Financials	Attachment C	Action Item	5 min.
5.2	Accounts Payable (AP)/Accounts Receivable (AR)		Action Item	5 min.
5.3	Board Quarterly Finance Review		Action Item	2 min.
5.4	Electronic Health Records (EHR) Selection	Attachment D	Action Item	5 min.
5.5	Retail Pharmacy Sign Proposals	Attachment E	Discussion/ Action Item	5 min.
5.6	HVAC Project	Attachment F	Action Item	5 min.
5.7	Daycare Update: provided budget and financials	Attachment G	Discussion/ Action Item	5 min.
5.8	Mindray Quote for Cardiac monitors	Attachment H	Action Item	5 min.
6	ADMINISTRATIVE REPORT		Report	5 min.

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

8 **ADJOURNMENT:** Next Regular Meeting – April 27, 2022

Posted 3/25/2022

Chief Executive Officer
Chris Bjornberg



Mayers Memorial Hospital District

Board of Directors
Jeanne Utterback, President
Tami Vestal-Humphry, Vice President
Beatriz Vasquez, PhD, MD, Secretary
Abe Hathaway, Treasurer
Tom Guyn, Director

Board of Directors
Finance Committee
Minutes

February 23, 2022
FR Boardroom & Zoom

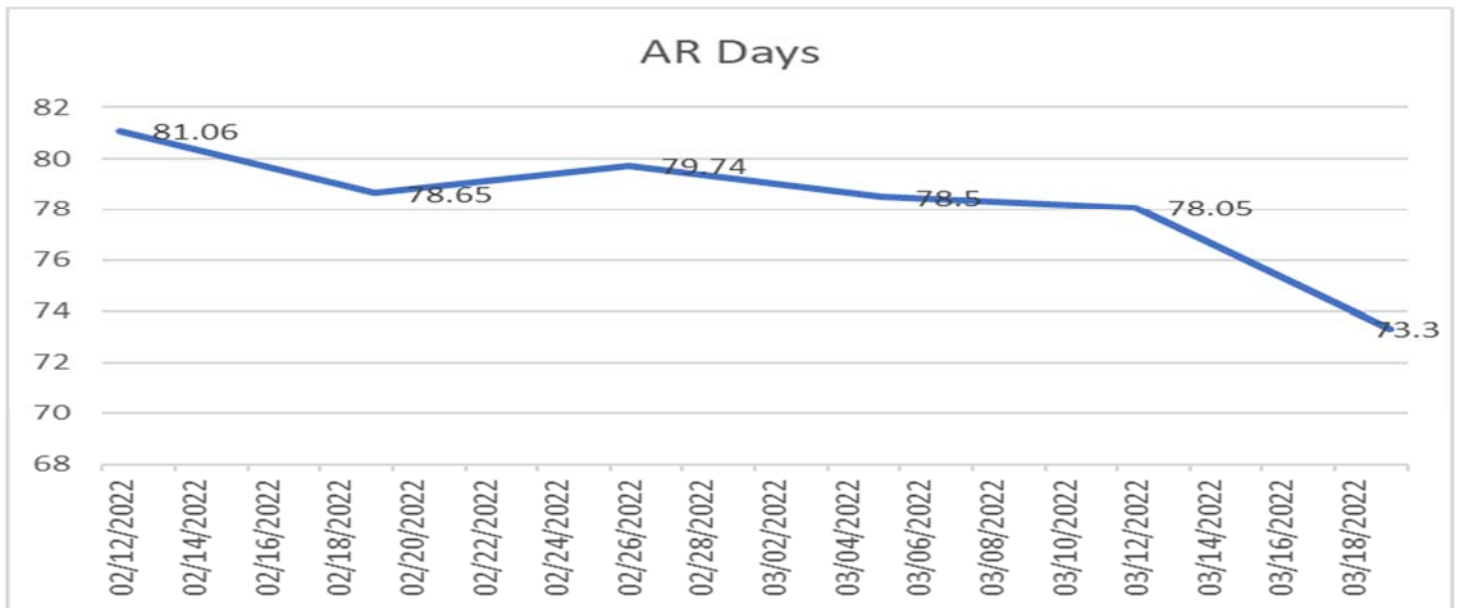
These minutes are not intended to be a verbatim transcription of the proceedings and discussions associated with the business of the board's agenda; rather, what follows is a summary of the order of business and general nature of testimony, deliberations and action taken.

1	CALL MEETING TO ORDER: Abe Hathaway called the meeting to order at 10:39 am on the above date.		
	BOARD MEMBERS PRESENT: Abe Hathaway, Committee Chair Tami Vestal-Humphry, Director ABSENT:	STAFF PRESENT: Chris Bjornberg, CEO Travis Lakey, CFO Ryan Harris, COO Jessica DeCoito, Board Clerk	
2	CALL FOR REQUEST FROM THE AUDIENCE – PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS - None		
3	APPROVAL OF MINUTES: January 26, 2022 – minutes attached. Motion moved, seconded, and carried.	<i>Humphry, Hathaway</i>	Approved by All
4	DEPARTMENT REPORTS:		
4.1	Pharmacy: written report submitted. Outpatient Medical numbers are back up and reflect the pharmaceuticals used for patients. COVID meds are available at both Retail and Hospital pharmacies.		
4.2	Physical Therapy: written report submitted. Compared to last year we are up around 7%.		
5	FINANCIAL REVIEWS		
5.1	January 2022 Financials: California hospitals continue to experience issues with CDPH on the traveler/registry invoices and lack of an invoice to account for the hours, wages, and use of travelers. Domino effect for budgets, cost reports, audits, closing the year, etc.	<i>Humphry, Hathaway</i>	Approved by All
5.2	Accounts Payable (AP) & Accounts Receivable (AR): AR Days 80 – up from last year. Cash on hand is 208 which is up from last year. AP is up due to late invoices.		
5.3	Electronic Health Records Update: OCHIN has yet to return with some items for seeing a full price. CERNER has been very responsive with negotiating prices and packages. Onsite visit to Plumas Healthcare to see CERNER in action and to get the opinions/thoughts from staff. Demos are being conducted with our different departments. The hope is to have an action on the EHR by the end of March.	No Action Taken	
5.4	Daycare Project Update: 1 out of 4 contractors interested in bidding the project. ADA requirements are in place for the estimate. Budget has had to double. Unique project with not being the owner or operator of the daycare. No action was taken. Staff to go back and research.	No Action Taken	
5.5	Demolition Project Update: provided an update of the budget. Still within the budget with more work to be done. Special Inspections and Testing has been a large portion of the budget. Conversations about a local Inspector of Record to help cut down costs.		
6	ADMINISTRATIVE REPORT: nothing more to report on topics. Continue to work through and truly understand the finances. Thankful for Travis and the Finance team that are helping CEO. Focus on the Clinic finances and getting our AR days down.		
7	OTHER INFORMATION/ANNOUNCEMENTS: None		
8	ADJOURNMENT – 12:07 pm		
	Next Finance Committee Meeting: March 30, 2022		

Finance Notes February FY 22

Summary of Financial Ratios			
Ratios	Period	YTD or Average where Applicable	
Cash on Hand	273	240	Average PY
Net Income	70,524	505,772	Average Monthly FY 20
Current Ratio	31.68		N/A
AR Days	81	61	Average PY
AP	1,131,837	501,619	Average PY
Daily Gross Revenue YE	150,198	114,713	Average PY
% of Gross Revenue Collected	60%	62%	PY Year End

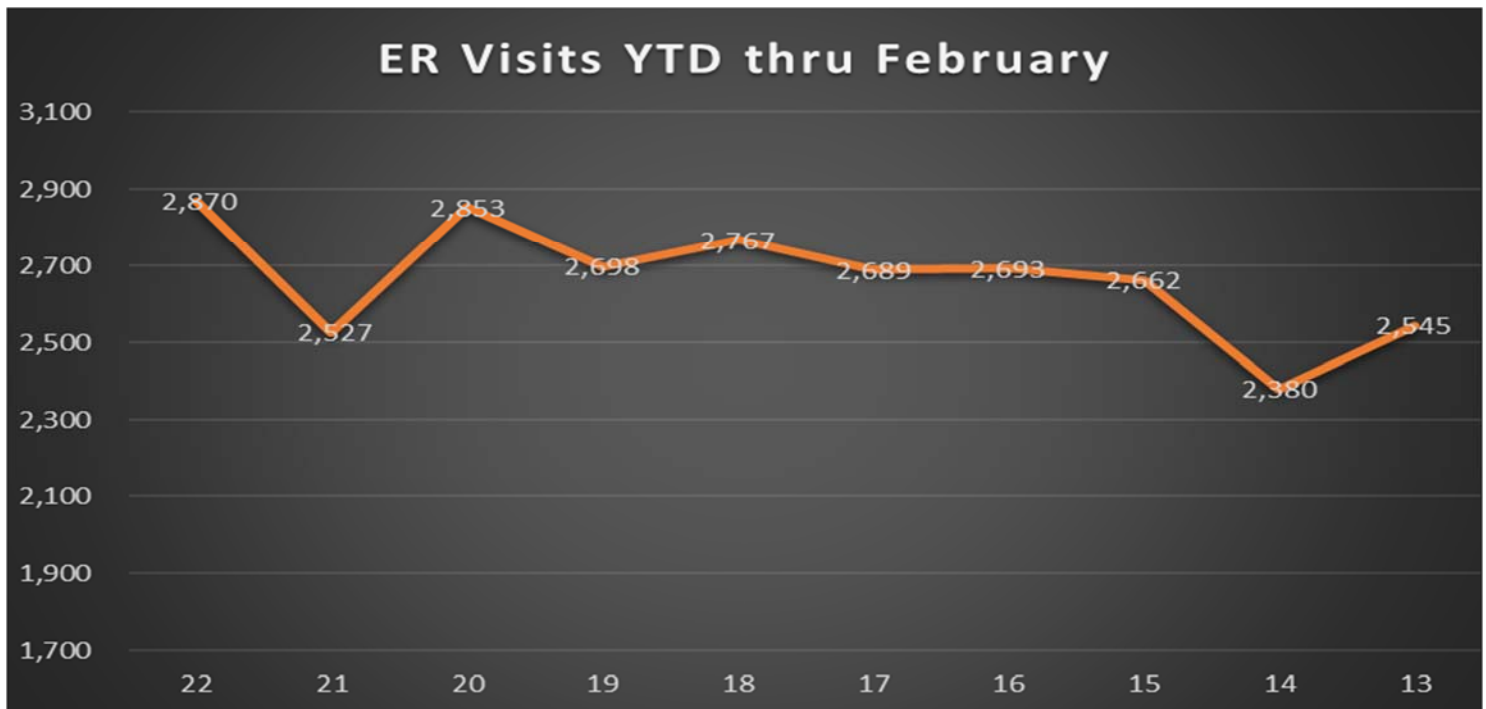
1. The Average Daily Revenue was the second highest it's been this year. Part of this was our new SNF Rate that went into effect on February 1st.
2. I was pleasantly surprised that our HQAF payment showed up on time given the delay with our Rate Range payment. This puts us in a strong cash position as we've received all our larger supplemental payments for the year.
3. We also received our Phase Four Provider Relief Payments in February of almost 1.1 million. This will sit on the Balance Sheet until it's attested.
4. Phase 2 of Provider Relief Funding is due on March 31st so I've been spending a lot of time preparing for that report.
5. The EMR proposal is completed, and we will be presenting that for approval at the meeting. I have a separate document going over the process and rationale for our choice. I've enjoyed being the chair of the EMR selection committee but am glad it's concluding given the time commitment.
6. AR Days are starting to trend in a positive direction.



7. I'm starting to work on our insurance renewals as our policies are in line with our fiscal year of July 1st. Our property insurance is expected to increase by 15 to 25% due to our claims and the market in general is expected to have a 10 to 15% increase. Workers Comp will increase due to the fact is a percentage of overall payroll expense.
8. Property inspections for Clearwater Lodge are scheduled for April 5th and Alex will be present to see where all the water shutoffs/vital infrastructure items are located.
9. I've been working with a consultant to renew our HPSA(Health Provider Shortage Area) score. It's looking like our score should be increased to 16 from the 14 it currently is. The higher the score the more likely a physician can get loan forgiveness through the National Health Service Corps. The next step is to reach out to OSHPD/HCAI to get us signed up with NHSC so we are an eligible site.
10. We have a consultant from Wipfli coming to review our Clinic procedures and billing. Given this is a new business line we want to ensure we are doing everything correctly.
11. Retail Pharmacy had a low revenue month at 177K when the YTD revenue averaged 168K. Also supply expenses that were low in January were higher than normal in February coupled with a registry pharmacist that increased purchased services well over the 1,673 average for the prior months.
12. The RHC had a down month revenue and its total expenses were almost exactly the average of the prior seven months. Revenue typically will be lower in February due to less business days. Also if Providers have visits open the revenue won't count until they finish their documentation so that revenue can leak into the next month.
13. Eric Volk a senior partner at Wipfli will be here to present our FY 21 audit. The audit took longer than normal due the Provider Relief Reporting and delayed guidance from HRSA. This is a good opportunity to ask any healthcare finance or reimbursement questions you may have. The audit will be attached to the board packet.

Statistics

1. Acute and Swing patient days are up significantly YTD primarily due to Covid.
2. The Average Daily Census on the Acute floor is averaging 7 this vs prior to Covid we would average 5.
3. The SNF Average Census is down to 73 YTD due to the difficulty admitting patients due to Covid restrictions when we historically average 76.
4. Surgeries are well ahead of last year at 110 YTD but behind Pre Covid numbers at 122 in 19 and 168 in 18.
5. ER visits are the highest they have been for the last ten years YTD.



6. Outpatient Services has rebounded to pre pandemic numbers.
7. Lab Visits are slightly down but that's mostly due us changing our method of employee testing at the department level vs lab visits.

8. Radiology Procedures are up which makes sense as ER visits are increased as well.
9. Hospice visits are up 60% over the prior year. Hospice historically varies greatly from year to year.
10. Telemedicine visits continue to grow from year to year. Amanda has done an amazing job in transforming this service from nothing to a real community benefit.

Income Statement

1. Acute revenue is up due to increased days.
2. SNF revenue is up due to the new daily rates that were increased due to rising labor, contract labor and supply costs.
3. Outpatient revenue is up as the majority of services have seen increased visits/procedures as patients are no longer delaying care as they were last year during Covid.
4. Contractuals are higher this year as our supplemental payments are lower than prior years. Contractuals will be higher on a monthly basis going forward as we've received all the larger payments. This will probably result in some negative months net income wise. Overall we will end the year in a strong positive position. There's also 1.1 million in Provider Relief Funds I should be able to recognize once I prove the usage on Covid related expenses in this fiscal year.
5. Productive Salaries are up due to the pay increases we enacted early in the year.
6. Employee Benefits have increased due to rising health insurance costs.
7. Supplies are up due to increased prices and increased usage with more patient encounters.
8. Pro Fees are down as Emcare is still behind on their billing.
9. Acute/Swing Travelers are up but this is understated as there are SNAP invoices through CDPH that we've never received. I have been in contact with SNAP and CDPH and am told these invoices will come in over the next few weeks. Apparently, they are just finishing up their invoicing system, so no invoices have been going out to anyone if they've been through CDPH. I have requested that they give me a balance, so we know before the invoices show up. All SNAP nurses that we've retained we've moved to Medfis contracts, so we get billed on a regular basis.
10. SNF Travelers are down 13% compared to the prior year which is quite the accomplishment as traveler costs are up in most other clinical departments.
11. Ancillary is up and is also tied into our invoicing issue with the state.
12. Other Purchased Services are up due to software increases and RHC expenses that didn't exist at this point last year.
13. Depreciation is up due to the clinic project.
14. Interest is up due to the CHFFA and USDA loan being fully drawn.
15. Rental Lease is down YTD due to less bed rentals.
16. Non-Operating Revenue is down due to no Prime/QIP program this year.

Balance Sheet

1. Cash is up due to the Supplemental payments, Cost Report, and PRF payments.
2. Accounts Receivable other has decreased as it was the HQAF payment we were accounting for.
3. Medicare/Medi-Cal Settlement has decreased as we've received most of the settlements we were anticipating for the year.
4. Accounts Payable is fairly large due to the delay in receiving invoices. There's no delay in paying appropriate invoices once received.
5. Provider Relief Deferred Revenue is down as our auditors are allowing us to show it in last years income statement. The only balance now is the recent Provider Relief Payments.
6. Fund Equity which is a good indicator of financial health is sitting over 40 million.

Miscellaneous

1. The Chart Tab is pretty interesting to look over to see how Covid created peaks and valleys in our services the last couple of years.
2. On the Deposit Tab we had 8.7 million in total deposits due to Provider Relief Funds, HQAF funds, Cost Report funds and Patient Payments.
3. On the Collections vs Obligations sheet we are 3.3 million more in Collections vs Obligations.

MAYERS MEMORIAL HOSPITAL

Statistical Data

Fiscal Year Ending JUNE 30, 2022

COMPARISON TO ACTUAL

2022		2022		FY 2022		FYE 2021		% Increase or Decrease
February	January			YTD	YTD			
Actual	Actual	Variance		Actual	Actual	Variance		
VOLUME:								
DISCHARGES								
13	16	(3)	Acute	138	119	19		16.02%
9	8	1	Swing Bed	84	86	(2)		-2.31%
2	4	(2)	Skilled Nursing Care (DISCHG)	38	30	8		26.72%
11	5	6	Observations	82	82	0		.02%
PATIENT DAYS								
64	65	(1)	Acute	606	367	239		65.12%
135	143	(8)	Swing Bed	1,100	1,006	94		9.32%
2,003	2,191	(188)	Skilled Nursing Care	17,710	18,551	(841)		-4.51%
LENGTH OF STAY								
4.92	4.06	1	Acute	4.39	3.08	1		42.62%
15.00	17.88	(3)	Swing Bed	13.10	11.70	1		11.92%
AVERAGE DAILY CENSUS								
2.29	2.10	0	Acute	2.49	1.51	1		65.22%
4.82	4.61	0	Swing Bed	4.53	4.14	0		9.32%
71.54	70.68	1	Skilled Nursing Care	72.88	76.34	(3)		-4.51%
ANCILLARY SERVICES								
0	1	(1)	Surgery Inpatient Visits	1	1	0		.02%
17	14	3	Surgery OP/ procedure visits	109	86	23		26.72%
337	301	36	Emergency Room Visits	2870	2,527	343		13.62%
147	142	5	Outpatient Services Procedures	1173	1,032	141		13.72%
1042	1782	(740)	Laboratory Visits	10721	10,804	(83)		-0.81%
360	398	(38)	Radiology Procedures	3371	3,207	164		5.12%
96	227	(131)	Hospice Patient Days	1342	836	506		60.52%
186	196	(10)	Physical Therapy visits	1650	1,614	36		2.22%
148	160	(12)	Cardiac Rehab	1255	1,513	(258)		-17.11%
41	37	4	Telemedicine visits	316	295	21		7.12%
22	16	6	Admissions from ER	195	181	14		7.72%
9	16	(7)	Transfers from ER	119	142	(23)		-16.21%
PRODUCTIVITY:								
Productive FTE's								
22.17	18.45		Nursing - Acute	19.33	18.95			
55.13	55.24		Long Term Care	55.04	50.31			
49.08	49.63		Ancillary	50.61	37.68			
82.61	77.19		Service	78.16	78.75			
208.99	200.51		Total Productive	203.14	185.79			
41.02	42.14		Non-Productive FTE's	39.98	289.84			
250.01	242.65		Paid FTE's	243.12	229.06			
PRODUCTIVE FTE PER ADJUSTED OCCUPIED BED								
3.01	3.02			3.06	3.03			

MAYERS MEMORIAL HOSPITAL

Statement of Revenue and Expenses

Fiscal Year Ending JUNE 30, 2022

COMPARISON TO ACTUAL

2022 FEB ACTUAL	2021 FEB ACTUAL	Variance		FY 2022 YTD ACTUAL	FY 2021 YTD ACTUAL	Variance	Increase Decrease %
PATIENT REVENUE							
726,316	505,454	220,862	Acute	6,308,587.24	4,928,019.00	1,380,568	28.02%
977,509	814,355	163,154	Skilled Nursing	8,045,518	7,901,379	144,139	1.82%
217,678	105,514	112,163	Inpatient Ancillary				
157	1,451	(1,294)	Acute	2,219,153	1,502,288	716,865	47.72%
			Skilled Nursing	2,785	2,746	39	
1,921,659	1,426,774	494,885	Total Inpatient Revenue	16,576,043	14,334,432	2,241,611	15.62%
2,392,064	1,549,778	842,287	Total Outpatient Revenue	18,577,388	13,920,153	4,657,235	33.52%
4,313,724	2,976,552	1,337,172	Total Patient Revenue	35,153,432	28,254,586	6,898,846	24.42%
DEDUCTIONS FROM REVENUE							
878,086	(2,299,922)	(3,178,008)	Contractuals - Care/Cal	5,167,412	2,856,179	(2,311,233)	
408,317	981,362	573,045	Contractuals - PPO	2,183,550	1,679,616	(503,934)	
10,034	2,721	(7,313)	Charity and Write Offs	24,116	77,223	53,107	
135,856	383,808	247,952	Admin Adjmts/Emp Discounts	1,079,448	672,650	(406,798)	
100,472	(513,219)	(613,691)	Provision for Bad Debts	492,331	143,660	(348,671)	
1,532,765	(1,445,249)	(2,978,015)	Total Deductions	8,946,857	5,429,329	(3,517,529)	
86,867	14,997	71,870	Other Operating Revenues	849,917	300,301	549,616	
2,867,826	4,436,798	(1,568,972)	Net Revenue	27,056,491	23,125,558	3,930,934	
OPERATING EXPENSES							
1,060,820	1,135,038	74,218	Productive Salaries	9,059,713	8,628,154	(431,559)	-5.01%
166,663	123,457	(43,207)	Non-Productive Salaries	1,346,339	1,099,680	(246,659)	-22.41%
330,289	112,421	(217,868)	Employee Benefits	2,624,823	2,415,435	(209,388)	-8.71%
308,547	425,421	116,874	Supplies	2,865,918	2,307,438	(558,480)	-24.21%
188,203	129,327	(58,877)	Professional Fees	1,016,776	1,058,182	41,406	3.92%
42,531	39,970	(2,561)	Acute/Swing Travelers	440,186	249,010	(191,176)	-76.81%
114,694	162,524	47,830	SNF Travelers	1,183,579	1,367,017	183,437	13.42%
67,652	55,805	(11,847)	Ancillary Travelers	960,505	592,328	(368,177)	-62.21%
221,090	224,906	3,817	Other Purchased Services	1,753,891	1,341,532	(412,359)	-30.71%
33,294	30,110	(3,183)	Repairs & Maintenance	237,388	199,706	(37,682)	-18.91%
49,870	54,511	4,642	Utilities	392,078	390,489	(1,589)	-.41%
33,580	25,419	(8,161)	Insurance	285,566	219,480	(66,086)	-30.11%
67,126	61,849	(5,277)	Other	495,592	412,146	(83,446)	-20.21%
113,893	100,067	(13,826)	Depreciation	957,820	634,192	(323,628)	-51.01%
0	0	0	Bond Repayment Insurance	-	0	0	
0	17,911	17,911	Bond Repayment Interest	89,900	143,287	53,387	37.32%
5,397	7,129	1,732	Interest	44,171	35,144	(9,027)	-25.71%
18,793	12,006	(6,787)	Rental - Lease	73,766	99,188	25,422	25.62%
2,822,441	2,717,872	(104,569)	Total Operating Expense	23,828,011	21,192,407	(2,635,604)	-12.41%
45,385	1,718,926	(1,673,542)	Income From Operations	3,228,480	1,933,151	1,295,329	
NON-OPERATING REVENUE AND EXPENSE							
222,918	223,256	(338)	Non-Operating Revenue	2,113,148	2,736,914	(623,766)	
587	541	46	Interest Income	43,397	119,307	(75,910)	
198,365	154,556	(43,808)	Non-Operating Expense	1,406,598	1,170,768	(235,830)	
25,140	69,240	(44,100)	Total Non-Operating	749,947	1,685,452	(935,506)	
70,524	1,788,167	(1,717,642)	NET INCOME	3,978,427	3,618,603	359,823	

MAYERS MEMORIAL HOSPITAL**Balance Sheet**

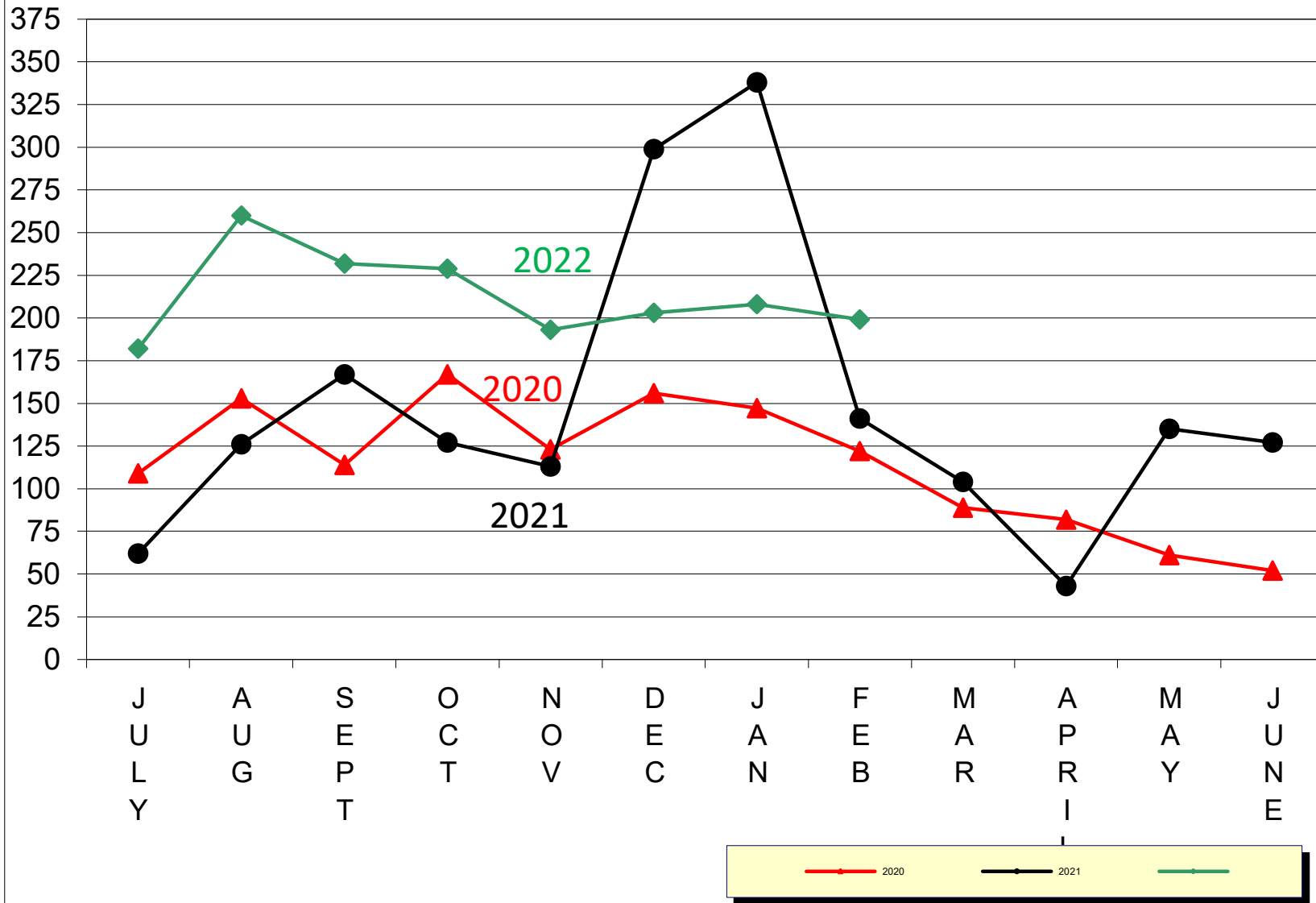
	FEBRUARY 2022	JANUARY 2022
CURRENT ASSETS		
Cash (General/Payroll/Petty Cash)	2,164,116	4,525,679
Reserve Cash (unrestricted)	24,307,738	16,557,738
Reserve Cash (restricted) - USDA Debt Serv / Construction	2,341,130	2,225,527
Accounts Receivable	11,863,046	11,870,246
County Treasury receivable	(107,326)	(88,345)
Less: Reserve for Uncollectibles	(1,055,427)	(1,053,431)
Reserve for Medicare/Medi-Cal/Commercial	(5,871,600)	(4,157,937)
Inventories	644,151	661,972
Accounts Receivable - Other	54,391	2,790,533
Prepaid Expenses	715,161	655,286
Medicare/Medi-Cal Settlement	30,357	790,592
TOTAL CURRENT ASSETS	35,085,736	34,777,860
PROPERTY, PLANT AND EQUIPMENT		
Land	935,622	935,622
Building and Fixed Equipment	32,452,509	32,452,509
Equipment	14,348,251	14,255,356
Construction in Progress (other)	6,922,804	6,805,239
Hospital expansion	1,631,500	1,631,500
LESS: Reserve for Depreciation	(24,654,228)	(24,537,529)
TOTAL PROPERTY, PLANT AND EQUIPMENT	31,636,458	31,542,696
OTHER ASSETS (includes 2007 Bond / AP Bond / G.O. BOND)		
Bond Reserve Funds held by trustee	-	-
Unamortized Bond Discount	0	0
Unamortized Cost of Bond Defeasance	-	-
G.O. Bond - issue / discount / cost	-	-
TOTAL OTHER ASSETS	0	0
TOTAL ASSETS	66,722,194.01	66,320,556.09
CURRENT LIABILITIES		
Accounts Payable	1,131,837	1,047,679
Accrued Payroll	489,964	491,730
Accrued Payroll Taxes	(190,015)	(155,472)
Accrued Vacation & Holiday	840,080	833,938
Accrued Health Insurance	49,027	50,978
Accrued Interest	(1,246,106)	(1,246,106)
RETAINAGE PAYABLE	0	0
PRIME PLAN	0	0
HQAF	0	0
Rate Range	0	0
NOTES & LOANS PAYABLE	32,849	38,111
Current Portion of Medicare/Medi-Cal Settlement	(0)	(0)
TOTAL CURRENT LIABILITIES	1,107,635	1,060,858
LONG-TERM DEBT		
G.O. Bond	1,404,098	1,404,098
Capital Leases / Settlement pymt		
Leases	(31,591)	(29,126)
Provider Relief Fund- Deffered revenue	1,099,394	2,495,328
Notes & Loans Payable/ CHFFA	1,456,371	1,456,371
GO BOND SERIES B & REFUNDING	21,575,000	21,575,000
TOTAL LONG-TERM DEBT	25,503,271	26,901,671
FUND EQUITY	40,111,287	38,358,027
TOTAL LIABILITIES AND FUND BALANCE	66,722,194.01	66,320,556.09
CURRENT RATIO:	31.68	32.73

MAYERS MEMORIAL HOSPITAL
SUMMARY OF SERVICES - DEPOSITS - REFUNDS
- Fiscal Year 2022

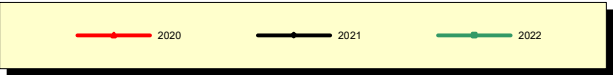
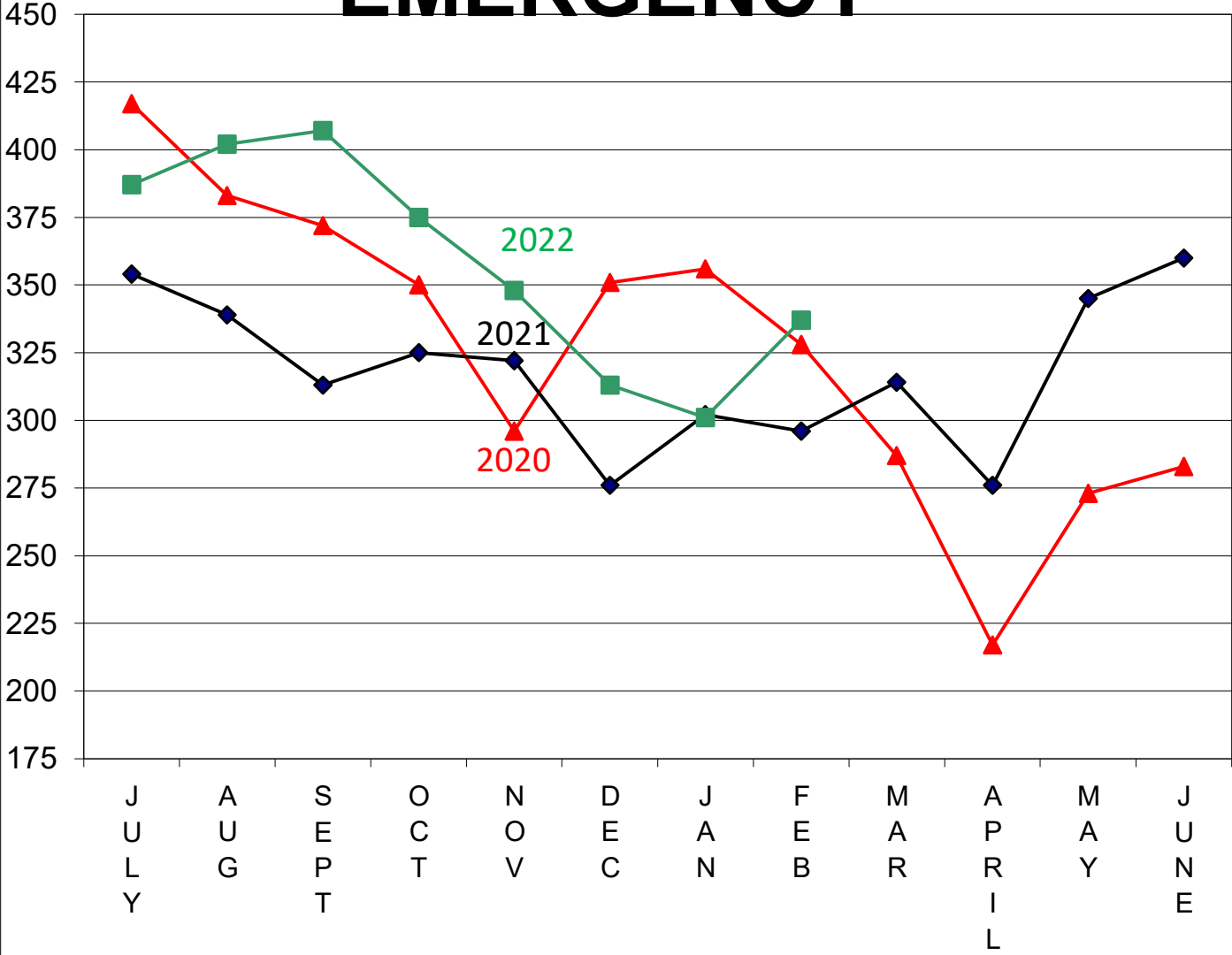
DATE:	REVENUE / SERVICES	AVERAGE DAILY REVENUE	TOTAL DEPOSITS	MISC. PAYMENTS	MISC. PMTS PT RELATED	PATIENT PAYMENTS	ADJUSTMENT S & WRITE-OFFS	REFUNDS
July 31, 2021	4,105,658.44	132,440.59	2,449,314.84	45,615.44	55,832.53	2,347,866.87	1,013,025.11	3,598.62
August 31, 2021	4,706,227.04	151,813.78	2,742,075.03	59,636.58	103,687.50	2,578,750.95	1,411,499.84	3,346.17
September 30, 2021	4,448,562.34	148,285.41	2,844,417.38	93,286.96	195,784.29	2,555,346.13	1,540,012.85	517.48
October 31, 2021	4,370,932.79	140,997.83	2,619,559.05	131,773.91	17,303.00	2,470,482.14	1,536,779.08	1,791.07
November 30, 2021	3,968,259.86	132,275.33	2,578,141.82	274,634.50	-	2,303,507.32	1,347,115.58	5,573.47
December 31, 2021	4,112,921.24	132,674.88	2,610,465.78	66,935.22	103,687.50	2,439,843.06	1,438,662.58	3,184.60
January 30, 2022	4,194,144.94	135,295.00	6,844,384.15	643,222.01	3,738,410.11	2,462,752.03	1,519,788.12	6,898.67
February 28, 2022	4,205,542.49	150,197.95	8,725,310.09	1,229,980.04	4,961,830.42	2,533,499.63	1,843,525.62	6,839.25
March 31, 2022	-	-	-	-	-	-	-	-
April 30, 2022	-	-	-	-	-	-	-	-
May 31, 2022	-	-	-	-	-	-	-	-
June 30, 2022	-	-	-	-	-	-	-	-
YTD TOTAL	34,112,249.14	140,497.60	31,413,668.14	2,545,084.66	9,176,535.35	19,692,048.13	11,650,408.78	31,749.33

ACCOUNTS RECEIVABLE AGING					PAYOR MIX - YTD % OF REVENUE				
	JANUARY	FEB	JAN	DEC					3 MONTH
	<u>\$ OUTSTANDING</u>	<u>DAYS OUT</u>	<u>DAYS OUT</u>	<u>DAYS OUT</u>		FEB	JAN	DEC	AVERAGE
MEDICARE	3,627,048.64	62.79	67.33	59.41	MEDICARE	39.88%	45.05%	39.69%	41.54%
MEDI - CAL	2,522,011.05	49.54	47.47	46.94	MEDI - CAL	35.94%	36.03%	37.91%	36.63%
THIRD PARTY	3,951,105.20	145.17	157.70	146.72	THIRD PARTY	22.39%	16.65%	19.68%	19.57%
PRIVATE	1,158,994.69				PRIVATE	1.79%	2.26%	2.73%	2.26%
LTC ONLY (INCLUDE)	1,069,044.34	35	35.96	37.30					
OVERALL	11,259,159.58	80.98	80.13	80.13					

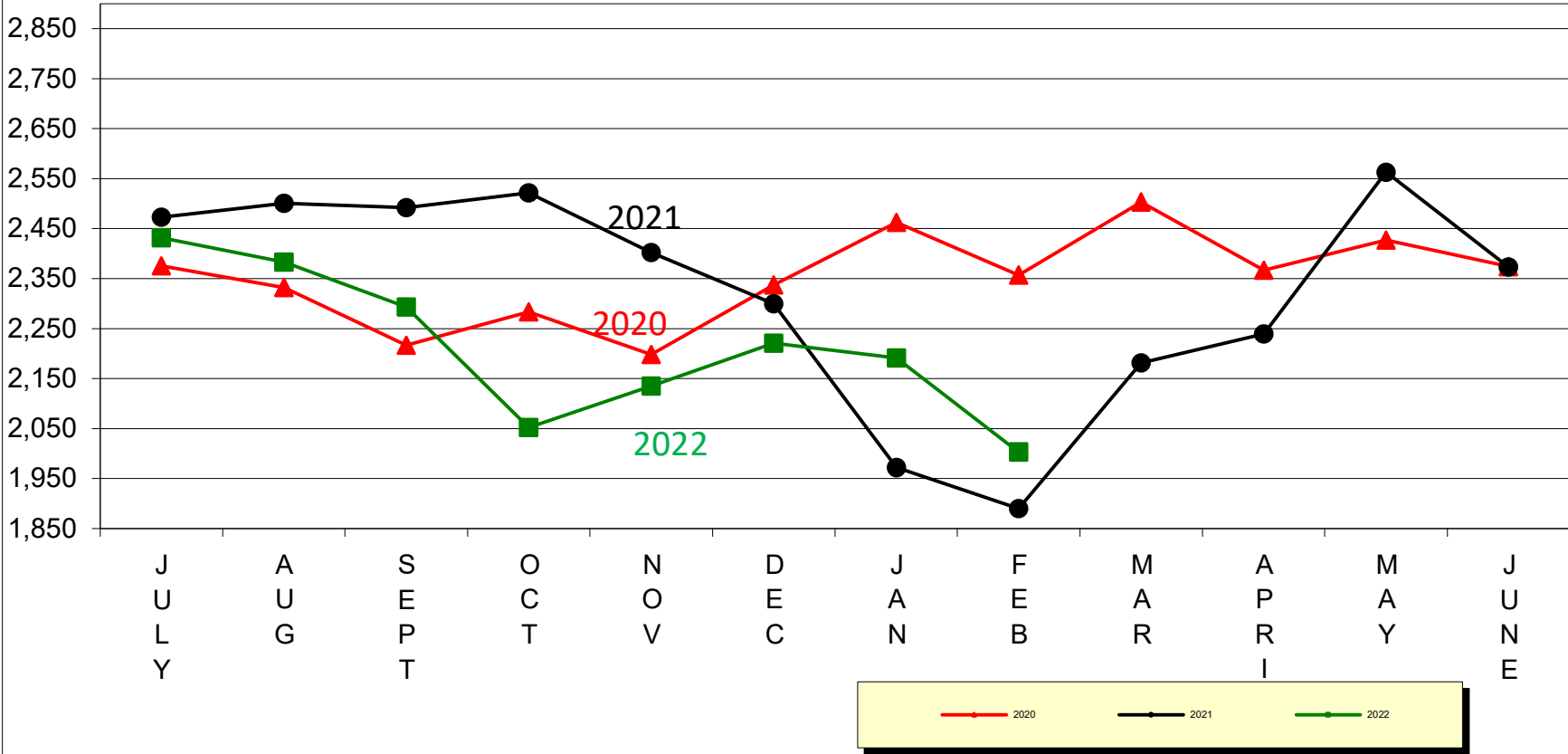
ACUTE / SWING PATIENT DAYS



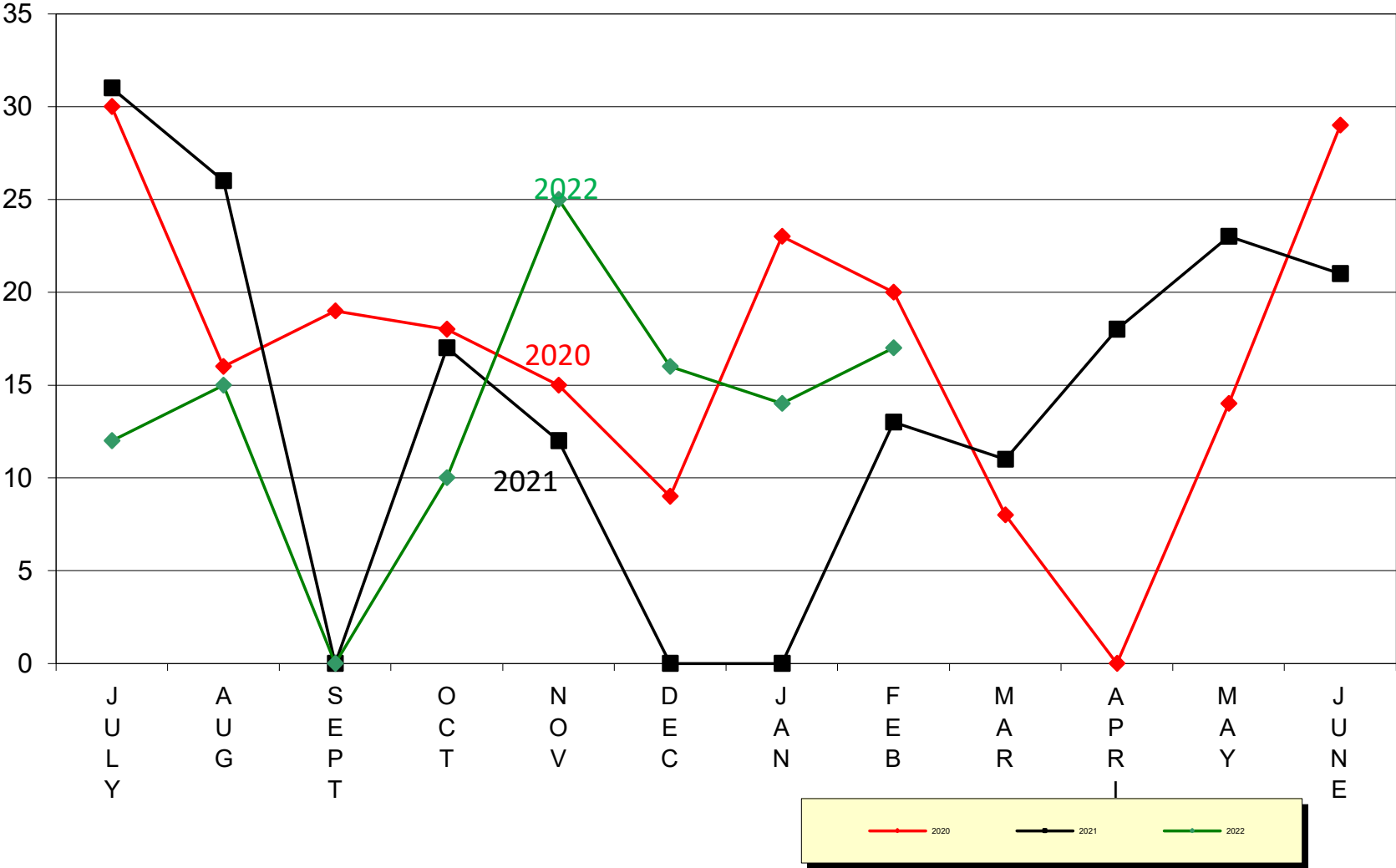
EMERGENCY



SNF PATIENT DAYS



SURGERY / OUTPATIENT PROCEDURES



**MAYERS MEMORIAL HOSPITAL
2021-2022 OPERATING ACTUAL**

	JULY	AUG	SEPT	OCT	NOV	DEC	Jan-22	FEB	MAR	APR	MAY	JUN	YTD FY 2022 ACTUAL	YTD PRIOR YR Current Mth ACTUAL
Operating Revenue:														
Routine														
Acute	697,951.10	962,644.14	871,219.00	851,470.00	695,997.00	741,332.00	761,658.00	726,316.00	-	-	-	-	6,308,587.24	4,928,019
SNF	1,103,358.39	1,096,690.86	1,049,685.58	934,360.58	958,296.63	969,512.60	956,104.32	977,508.87	-	-	-	-	8,045,517.83	7,901,379
Acute Ancillary	258,125.20	289,583.15	343,220.65	399,569.15	229,958.80	214,501.65	266,517.20	217,677.60	-	-	-	-	2,219,153.40	1,502,288
SNF Ancillary	1,716.00	-	-	-	837.00	75.00	-	157.00	-	-	-	-	2,785.00	2,746
Outpatient	2,145,869.61	2,551,558.46	2,288,153.95	2,269,854.93	2,250,238.03	2,308,977.59	2,370,671.38	2,392,064.29	-	-	-	-	18,577,388.24	13,920,153
	4,207,020.30	4,900,476.61	4,552,279.18	4,455,254.66	4,135,327.46	4,234,398.84	4,354,950.90	4,313,723.76	-	-	-	-	35,153,431.71	28,254,586
Less Deductions:														
Contractuals - Care/Cal	867,547.28	1,063,453.65	529,404.55	763,824.26	141,513.99	246,064.99	677,517.41	878,085.70	-	-	-	-	5,167,411.83	2,856,179
Contractuals - PPO	267,522.45	277,392.72	243,431.19	315,464.08	297,419.03	208,877.56	165,125.79	408,317.42	-	-	-	-	2,183,550.24	1,679,616
Charity Care & Write off	3,209.00	530.00	-	5,925.00	-	4,418.00	-	10,034.00	-	-	-	-	24,116.00	77,223
Other Contractual write off:	81,329.18	137,389.22	181,283.45	79,104.35	133,497.75	94,900.14	236,087.47	135,856.42	-	-	-	-	1,079,447.98	672,650
Medicare													-	0
Medi-Cal													-	0
PPO's													-	0
Administrative & Other													-	0
Provision For Bad Debts	141,033.50	32,906.66	78,582.25	45,431.75	22,264.91	72,817.41	(1,176.86)	100,471.77	-	-	-	-	492,331.39	143,660
Total Deductions	1,360,641.41	1,511,672.25	1,032,701.44	1,209,749.44	594,695.68	627,078.10	1,077,553.81	1,532,765.31	-	-	-	-	8,946,857.44	5,429,329
Other Revenue	57,398.27	30,763.16	54,581.89	111,616.63	271,542.65	65,052.89	172,094.23	86,867.23	-	-	-	-	849,916.95	300,301
Net Revenue	2,903,777.16	3,419,567.52	3,574,159.63	3,357,121.85	3,812,174.43	3,672,373.63	3,449,491.32	2,867,825.68	-	-	-	-	27,056,491.22	23,125,558
Operating Expenses:														
Salaries - Productive	1,306,672.52	1,207,632.91	1,044,096.23	1,128,295.53	1,137,514.09	1,093,663.84	1,081,017.63	1,060,820.24	-	-	-	-	9,059,712.99	8,628,154
Salaries - Non-productive	184,173.02	137,790.65	162,421.16	157,532.78	123,310.94	130,216.64	284,230.90	166,663.36	-	-	-	-	1,346,339.45	1,099,680
Employee Benefits	347,828.84	336,767.99	312,602.13	314,417.66	318,913.33	300,869.10	363,135.37	330,289.03	-	-	-	-	2,624,823.45	2,415,435
Supplies	301,479.92	283,070.40	365,891.52	465,446.70	324,358.99	395,628.93	421,494.42	308,547.05	-	-	-	-	2,865,917.93	2,307,438
Professional Fees	26,851.65	20,348.67	179,654.11	148,194.97	143,206.55	167,835.73	142,481.41	188,203.14	-	-	-	-	1,016,776.23	1,058,182
Acute/Swing travelers	34,876.25	61,596.56	56,411.57	58,129.30	57,456.25	89,120.95	40,063.88	42,531.18	-	-	-	-	440,185.94	249,010
SNF travelers	141,190.66	107,883.18	172,884.16	111,733.63	149,101.85	245,144.00	140,948.27	114,693.57	-	-	-	-	1,183,579.32	1,367,017
Ancillary travelers	15,665.00	27,611.00	42,039.81	109,647.78	225,316.15	258,589.89	213,983.60	67,651.50	-	-	-	-	960,504.73	592,328
Other Purchased Services	143,896.84	189,748.18	266,758.48	195,223.73	206,070.10	266,194.25	264,909.71	221,089.61	-	-	-	-	1,753,890.90	1,341,532
Repairs & Maintenance	29,521.36	17,717.75	22,736.38	65,196.61	22,639.04	27,850.36	18,432.70	33,293.63	-	-	-	-	237,387.83	199,706
Utilities	33,895.40	47,436.28	50,265.62	40,914.81	58,508.38	63,585.74	47,602.38	49,869.60	-	-	-	-	392,078.21	390,489
Insurance	33,502.67	51,091.75	33,452.67	33,452.66	33,452.67	33,452.67	33,580.48	33,580.48	-	-	-	-	285,566.05	219,480
Other Expense	44,590.21	50,902.35	56,484.21	51,468.59	64,327.29	80,924.92	79,768.39	67,125.85	-	-	-	-	495,591.81	412,146
Depreciation	126,926.47	123,977.88	123,125.60	118,437.78	118,437.78	118,586.53	114,435.30	113,893.07	-	-	-	-	957,820.41	634,192
Bond Repayment Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	0
Bond Repayment Interest	17,910.82	17,910.82	18,256.38	17,910.82	17,910.82	-	-	-	-	-	-	-	89,899.66	143,287
Interest	5,319.38	5,203.38	6,744.87	5,167.45	5,384.95	5,728.15	5,225.52	5,396.95	-	-	-	-	44,170.65	35,144
Rent/Lease Equipment	10,881.39	10,048.64	10,390.08	9,136.40	(3,409.30)	14,520.67	3,405.00	18,792.85	-	-	-	-	73,765.73	99,188
Total Operating Exp	2,805,182.40	2,696,738.39	2,924,214.98	3,030,307.20	3,002,499.88	3,291,912.37	3,254,714.96	2,822,441.11	-	-	-	-	23,828,011.29	21,192,407
Net Operating Rev over Expense	98,594.76	722,829.13	649,944.65	326,814.65	809,674.55	380,461.26	194,776.36	45,384.57	-	-	-	-	3,228,479.93	1,933,151
Non-Operating Revenue:														
Non-operating Revenue	248,634.29	258,154.79	271,661.38	261,513.41	291,756.08	296,277.68	262,232.19	222,917.71	-	-	-	-	2,113,147.53	2,736,914
Interest Income	16,413.22	675.30	458.33	13,904.74	468.31	484.06	10,406.53	586.59	-	-	-	-	43,397.08	119,307
Other non-operating Expense	208,981.60	167,242.89	190,305.02	72,125.79	174,712.05	307,741.20	87,124.98	198,364.51	-	-	-	-	1,406,598.04	1,170,768
Total Non-Operating Rever	56,065.91	91,587.20	81,814.69	203,292.36	117,512.34	(10,979.46)	185,513.74	25,139.79	-	-	-	-	749,946.57	1,685,452
Net Revenue over Expense	154,660.67	814,416.33	731,759.34	530,107.01	927,186.89	369,481.80	380,290.10	70,524.36	-	-	-	-	3,978,426.50	3,618,603
DIFF s/b 0	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Expenses per day	86,395.35	82,992.27	93,369.65	93,931.27	96,135.40	102,365.35	101,299.34	96,733.86	-	-	-	-	-	-
DAYS CASH ON HAND	281.94	291.79	240.13	207.20	194.92	168.30	208.13	273.66	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-	-
AVERAGE YTD	281.94	286.76	270.19	253.60	241.15	227.71	224.69	230.98	230.98	230.98	230.98	230.98	230.98	230.98

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

2022		2021		Variance	RETAIL PHARM REVENUE	FY 2022		FY 2021		Variance	Increase Decrease %
FEB ACTUAL	FEB ACTUAL	FEB ACTUAL	FEB ACTUAL			YTD ACTUAL	YTD ACTUAL	YTD ACTUAL	YTD ACTUAL		
					NON-OPERATING REVENUE						
					MEDICARE	0	615	(615)	-100.01%		
					MEDI-CAL	31,906	17,363	14,543	83.82%		
					THIRD PARTY	1,011,308	774,947	236,361	30.52%		
					PRIVATE	242,757	189,310	53,447	28.22%		
					OTHER	11,946	5,191	6,755	130.12%		
					Total Revenue	1,297,917	987,426	310,491	31.42%		
					Net Non Operating Revenue	1,297,917	987,426	310,491			
					NON - OPERATING EXPENSES						
					Productive Salaries	173,934	174,074	140	.12%		
					Non-Productive Salaries	20,255	9,147	(11,108)	-121.41%		
					Employee Benefits	20,453	17,561	(2,892)	-16.51%		
					Supplies	1,136,350	935,321	(201,029)	-21.51%		
					Ancillary Travelers	0	0	0	#DIV/0!		
					Other Purchased Services	28,234	7,145	(21,090)	-295.21%		
					Repairs	0	41	41	100.02%		
					Utilities	2,179	3,597	1,418	39.42%		
					Other	2,667	1,354	(1,312)	-96.91%		
					Depreciation	22,453	22,453	0	.02%		
					Rental - Lease	73	75	2	3.22%		
					Total Non-Operating Expense	1,406,598	1,170,768	(235,830)	-20.11%		
					NET INCOME	(108,681)	(183,343)	74,661			
					(LOSS) GAIN						

Rural Health Clinic - Burney

Gross Revenue	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	YTD
TOTAL OUTPT REVENUE	73,698.39	158,328.71	63,420.26	55,337.69	128,725.57	91,534.00	137,856.64	84,282.40	-	-	-	-	793,183.66
Operating Expenses													
PRODUCTIVE SALARIES	126,044.69	64,918.86	61,043.21	80,452.22	93,658.40	79,232.41	102,320.24	75,396.66	-	-	-	-	683,066.69
NON-PRODUCTIVE SALARIES	13,731.96	12,679.88	8,577.74	6,646.15	5,100.77	6,730.76	15,308.82	9,529.60	-	-	-	-	78,305.68
EMPLOYEE BENEFITS	11,200.24	6,296.62	5,739.50	6,466.39	6,390.47	5,037.78	10,004.75	6,989.99	-	-	-	-	58,125.74
SUPPLIES	8,236.32	9,061.88	7,927.22	18,216.80	2,178.83	4,050.15	11,624.30	5,845.76	-	-	-	-	67,141.26
PROFESSIONAL FEES	39.49	42.35	48.90	39.57	37.75	240.56	36.52	51.50	-	-	-	-	536.64
TRAVELERS	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHER PURCHASED SERVICES	4,673.02	7,657.90	6,212.17	5,148.80	4,396.97	6,656.49	7,625.62	5,872.81	-	-	-	-	48,243.78
REPAIRS	-	-	-	-	-	-	-	-	-	-	-	-	-
INSURANCE	1,310.74	2,621.48	1,310.74	1,310.74	1,310.74	1,310.74	1,310.74	1,310.74	-	-	-	-	11,796.66
OTHER	819.75	(1,678.35)	3,567.59	1,009.64	269.05	2,213.78	180.13	16,508.18	-	-	-	-	22,889.77
DEPRECIATION	350.41	350.41	350.41	350.41	350.41	350.41	350.41	350.41	-	-	-	-	2,803.28
RENTAL/LEASE	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Expenses	166,406.62	101,951.03	94,777.48	119,640.72	113,693.39	105,823.08	148,761.53	121,855.65	-	-	-	-	972,909.50
Net Profit or (Loss)	(92,708.23)	56,377.68	(31,357.22)	(64,303.03)	15,032.18	(14,289.08)	(10,904.89)	(37,573.25)	0.00	0.00	0.00	0.00	(179,725.84)

**MAYERS MEMORIAL HOSPITAL
2021-2022 OPERATING ACTUAL**

	2020	2020	2020	2020	2020	2020	2021	2021	2021	2021	2021	2021	YEAR TO DATE		
	JULY	AUG	SEPT	OCT	NOV	DEC	Jan-21	FEB	MAR	APR	MAY	JUN	FY 2021	FY YTD	
													ACTUAL	ACTUAL	
Operating Revenue:															
Routine															
Acute	228,843.00	445,025.00	600,158.00	460,704.00	401,258.00	1,093,907.00	1,192,670.00	505,454.00	380,702.00	167,420.00	522,810.00	488,263.00	6,487,214.00	4,928,019	
SNF	1,020,182.94	1,046,029.31	1,072,699.83	1,056,767.29	1,021,981.83	1,027,052.78	842,309.97	814,354.90	1,016,531.71	983,466.58	1,000,927.24	1,053,504.26	11,955,808.64	7,901,379	
Acute SNF	163,379.70	179,967.20	265,292.55	202,312.50	153,719.30	204,837.20	227,265.70	105,514.30	162,614.05	83,704.20	167,583.80	167,152.90	2,083,343.40	1,502,288	
Outpatient	298.00	924.00	8.00	(51.00)	453.00	(337.00)	-	1,451.00	-	-	58.00	783.00	3,587.00	2,746	
	2,096,621.01	1,919,883.07	1,596,769.88	1,835,959.38	1,863,508.12	1,566,152.95	1,491,481.13	1,549,777.69	2,077,114.65	1,694,860.68	2,172,662.79	2,341,489.49	22,206,280.84	13,920,153	
	3,509,324.65	3,591,828.58	3,534,928.26	3,555,692.17	3,440,920.25	3,891,612.93	3,753,726.80	2,976,551.89	3,636,962.41	2,929,451.46	3,864,041.83	4,051,192.65	42,736,233.88	28,254,586	
Less Deductions:															
Contractuals - Care/Cal	917,579.99	731,408.51	737,551.82	758,017.08	1,099,261.67	619,101.60	293,180.29	(2,299,921.90)	(26,585.45)	206,151.82	321,899.83	792,363.96	4,150,009.22	2,856,179	
Contractuals - PPO	76,752.99	137,171.96	77,299.96	83,361.57	93,371.84	135,132.57	95,162.61	981,362.26	268,862.44	240,683.82	254,674.15	306,165.67	2,750,001.84	1,679,616	
Charity Care & Write off	26,616.86	-	97.40	-	18,036.40	29,751.54	-	2,721.00	-	20,133.27	-	6,398.00	103,754.47	77,223	
Other Contractual write offs	32,573.28	80,169.43	22,261.64	24,025.15	87,696.26	32,279.98	9,836.31	383,808.37	78,683.53	169,087.29	115,743.91	76,875.28	1,113,040.43	672,650	
Provision For Bad Debts	85,310.41	109,094.37	70,260.59	89,419.78	110,867.20	203,204.31	(11,277.39)	(513,219.09)	24,358.56	53,284.21	104,794.39	349,050.08	675,147.42	143,660	
Total Deductions	1,138,833.53	1,057,844.27	907,471.41	954,823.58	1,409,233.37	1,019,470.00	386,901.82	(1,445,249.36)	345,319.08	689,340.41	797,112.28	1,530,852.99	8,791,953.38	5,429,329	
Other Revenue	19,553.17	79,775.55	14,739.04	30,588.18	27,171.10	40,992.06	72,484.72	14,996.92	15,443.69	34,981.37	59,905.41	44,442.89	455,074.10	300,301	
Net Revenue	2,390,044.29	2,613,759.86	2,642,195.89	2,631,456.77	2,058,857.98	2,913,134.99	3,439,309.70	4,436,798.17	3,307,087.02	2,275,092.42	3,126,834.96	2,564,782.55	34,399,354.60	23,125,558	
Operating Expenses:															
Salaries - Productive	1,015,951.27	1,071,446.64	966,440.01	1,002,914.78	1,330,764.32	1,049,500.67	1,056,098.21	1,135,038.15	1,037,630.44	1,101,242.13	1,105,225.28	1,329,344.31	13,201,596.21	8,628,154	
Salaries - Non-productive	109,851.27	147,048.45	127,845.82	113,812.84	119,837.86	133,554.80	224,272.38	123,456.68	101,503.72	119,736.64	110,216.42	125,372.00	1,556,508.88	1,099,680	
Employee Benefits	282,086.36	323,694.05	316,709.61	341,699.89	354,717.72	296,036.46	388,070.29	112,420.80	318,818.40	315,947.35	302,344.16	366,391.85	3,718,936.94	2,415,435	
Supplies	225,466.78	264,039.27	243,318.37	292,477.67	160,367.38	420,136.32	276,211.09	425,420.70	361,388.24	106,503.37	252,680.46	408,801.49	3,436,811.14	2,307,438	
Professional Fees	148,051.68	158,562.18	132,917.12	148,437.83	162,578.12	156,841.13	21,467.32	129,326.58	161,591.12	146,384.61	131,714.49	136,877.87	1,634,750.05	1,058,182	
Acute/Swing travelers	16,933.75	2,192.00	4,091.75	19,370.44	30,694.94	64,312.25	71,444.20	39,970.38	38,943.69	32,961.82	105,160.06	69,728.12	495,803.40	249,010	
SNF travelers	149,795.45	150,904.14	178,571.19	179,984.22	197,121.69	189,129.00	158,987.24	162,523.78	160,990.42	155,709.73	161,650.77	155,102.79	2,000,470.42	1,367,017	
Ancillary travelers	52,799.75	129,307.03	97,285.20	63,226.25	56,225.83	68,512.00	69,167.36	55,804.50	95,294.95	116,914.03	83,427.55	53,855.45	941,819.90	592,328	
Other Purchased Services	143,867.26	119,920.06	162,176.33	161,654.04	181,382.97	208,238.70	139,386.36	224,906.38	242,867.36	249,589.89	242,061.12	282,468.99	2,358,519.46	1,341,532	
Repairs & Maintenance	24,809.56	22,359.64	20,914.00	32,488.90	18,644.78	23,371.33	27,007.12	30,110.19	20,806.13	21,045.45	20,595.06	46,127.21	308,279.37	199,706	
Utilities	52,239.15	53,857.95	33,130.78	55,329.14	38,657.13	45,087.22	57,676.66	54,511.43	50,680.49	42,051.25	33,233.64	48,912.94	565,367.78	390,489	
Insurance	25,559.13	39,766.54	25,419.38	25,419.49	25,419.39	25,419.39	27,057.24	25,419.39	25,419.39	25,419.39	25,419.47	11,122.19	306,860.39	219,480	
Other Expense	39,675.05	67,946.31	53,567.84	37,693.34	42,422.83	41,322.92	67,668.42	61,849.15	64,719.42	52,530.32	54,222.96	79,940.62	663,559.18	412,146	
Depreciation	62,993.54	62,954.27	62,315.52	63,319.69	63,319.69	63,319.69	155,902.58	100,067.32	377,473.19	126,480.83	134,376.79	126,988.82	1,399,511.93	634,192	
Bond Repayment Insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	0	
Bond Repayment Interest	17,910.82	17,910.82	17,910.82	17,910.82	17,910.82	17,910.82	17,910.82	17,910.82	17,910.82	17,910.82	17,910.82	17,910.82	214,929.84	143,287	
Interest	2,044.95	2,124.89	3,427.40	3,961.30	3,848.62	5,885.72	6,721.64	7,129.33	5,727.42	7,188.21	4,935.61	5,096.61	58,091.70	35,144	
Rent/Lease Equipment	4,907.29	7,058.68	12,839.32	17,014.55	13,978.04	16,036.90	15,347.02	12,006.34	12,247.40	10,375.81	11,827.21	9,648.68	143,287.24	99,188	
Total Operating Expense	2,374,943.06	2,641,092.92	2,458,880.46	2,576,715.19	2,817,892.13	2,824,615.32	2,780,395.95	2,717,871.92	3,094,012.60	2,647,991.65	2,797,001.87	3,273,690.76	33,005,103.83	21,192,407	
Net Operating Rev over Expense	15,101.23	(27,333.06)	183,315.43	54,741.58	(759,034.15)	88,519.67	658,913.75	1,718,926.25	213,074.42	(372,899.23)	329,833.09	(708,908.21)	1,394,250.77	1,933,151	
Non-Operating Revenue:															
Non-operating Revenue	267,332.95	381,667.46	270,604.35	251,949.56	475,663.84	937,059.29	(70,619.77)	223,255.84	277,474.23	241,481.77	205,861.44	2,843,702.90	6,305,433.86	2,736,914	
Interest Income	52,947.31	605.35	425.27	36,928.32	482.10	450.89	26,926.97	540.86	469.99	18,276.46	575.05	612.04	139,240.61	119,307	
Other non-operating Expense	83,624.59	141,824.80	149,668.10	160,457.16	151,767.61	173,371.66	155,497.77	154,556.43	143,382.92	79,461.52	244,855.88	131,191.22	1,769,659.66	1,170,768	
Total Non-Operating Revenue	236,655.67	240,448.01	121,361.52	128,420.72	324,378.33	764,138.52	(199,190.57)	69,240.27	134,561.30	180,296.71	(38,419.39)	2,713,123.72	4,675,014.81	1,685,452	
Net Revenue over Expense	251,756.90	213,114.95	304,676.95	183,162.30	(434,655.82)	852,658.19	459,723.18	1,788,166.52	347,635.72	(192,602.52)	291,413.70	2,004,215.51	6,069,265.58	3,618,603	

MAYERS MEMORIAL HOSPITAL DISTRICT
FINANCIAL SNAPSHOT

month ended

FEBRUARY 2022

FISCAL 2022

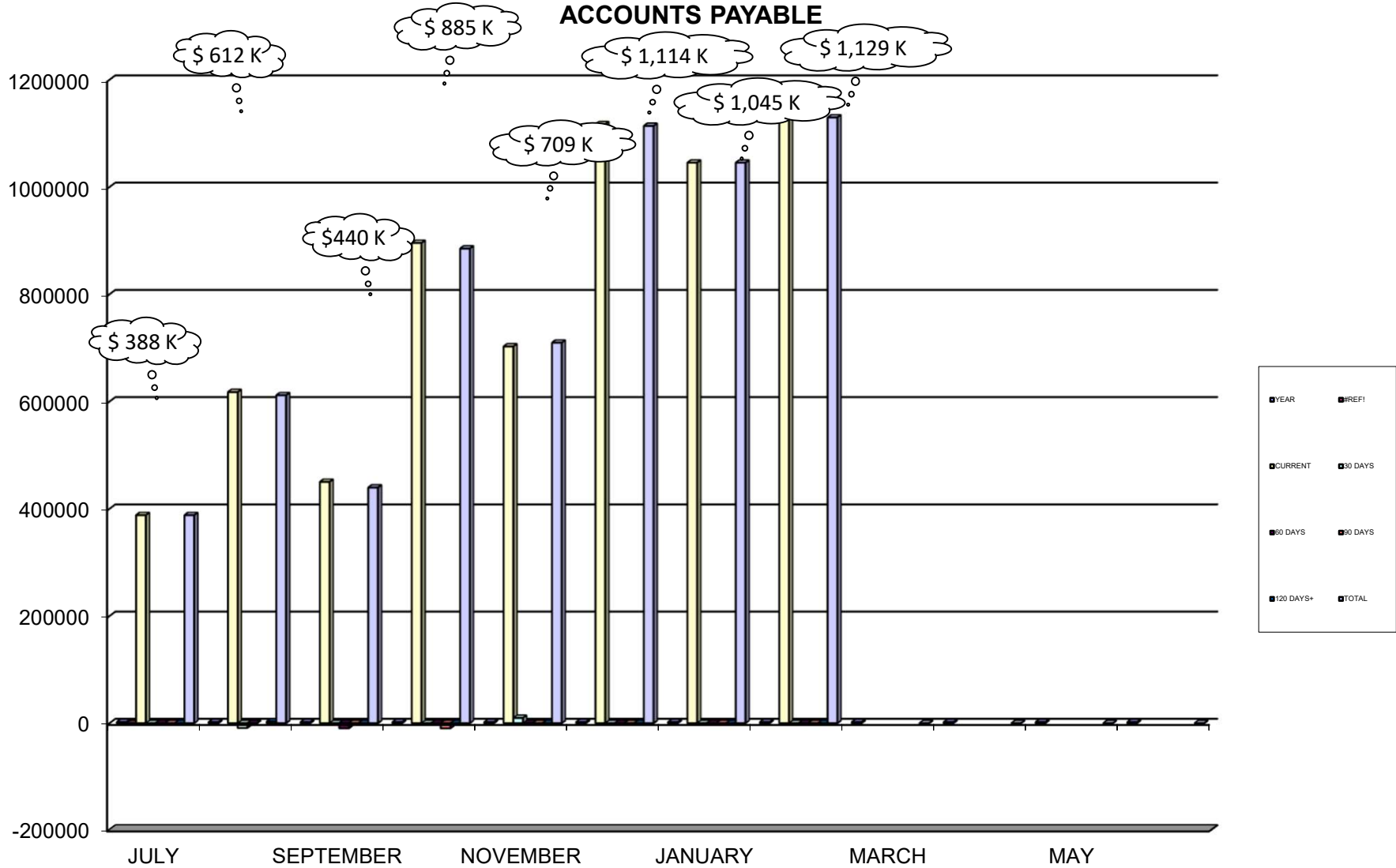
FINANCIAL DATA ACROSS ENTIRE ENTERPRISE
ACTUAL YTD ACTUAL YTD

	FEBRUARY 2022	FEBRUARY 2021	Variance\$\$	Variance %
Inpatient Revenue				
Acute/OB/Swing	\$ 6,308,587	\$ 4,928,019	1,380,568.24	28%
SNF	\$ 8,045,518	\$ 7,901,379	144,138.98	2%
Inpatient Ancillary Revenue				
Acute/OB/Swing	2,219,153	1,502,288	716,864.95	48%
SNF	2,785	2,746	39.00	1%
Outpatient Revenue	18,577,388	13,920,153	4,657,235.01	33%
Total Gross Revenue	\$ 35,153,432	\$ 28,254,586	6,898,846.18	24%

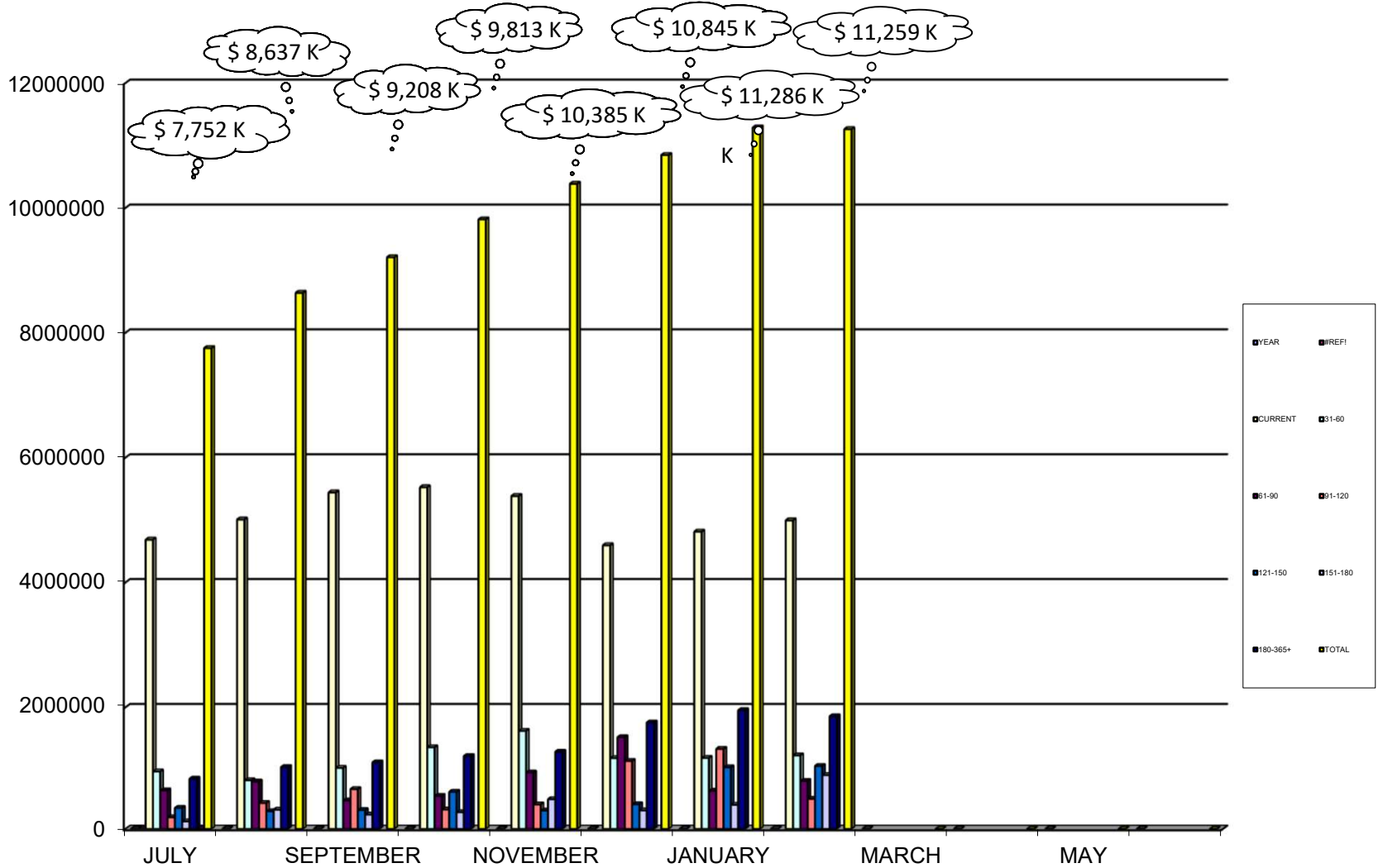
ACTUAL YTD ACTUAL YTD

<u>Statistics</u>	FEBRUARY 2022	FEBRUARY 2021	<u>Variance</u>	<u>Variance %</u>
Patient Days	19,416	19,924	(508)	-2.5%
Outpatient Services	1,173	1,032	141	14%
Labs	10,721	10,804	(83)	-1%
Imaging	3,371	3,207	164	5%
Hospice	1,342	836	506	61%
PT	1,650	1,614	36	2%

ACCOUNTS PAYABLE



ACCOUNTS RECEIVABLE



ACCOUNTS RECEIVABLE

<u>MONTH</u>	<u>YEAR</u>	<u>CURRENT</u>	<u>31-60</u>	<u>61-90</u>	<u>91-120</u>	<u>121-150</u>	<u>151-180</u>	<u>180-365+</u>	<u>TOTAL</u>
JULY	2021	4,683,665.66	946,192.78	634,913.71	192,030.37	345,530.33	124,395.99	825,972.44	7,752,701.28
AUGUST	2021	5,007,140.45	799,771.05	778,987.53	427,448.37	289,396.40	317,742.26	1,016,777.02	8,637,263.08
SEPTEMBER	2021	5,440,458.17	1,003,722.61	467,258.67	654,855.31	309,814.27	237,612.27	1,094,382.32	9,208,103.62
OCTOBER	2021	5,523,501.96	1,344,155.94	542,574.35	320,892.16	609,432.71	274,679.84	1,198,657.98	9,813,894.94
NOVEMBER	2021	5,382,777.57	1,612,723.10	926,651.54	403,554.41	300,571.82	489,205.19	1,269,570.74	10,385,054.37
DECEMBER	2021	4,593,883.57	1,166,139.45	1,507,536.68	1,116,995.95	406,015.26	303,991.94	1,750,574.76	10,845,137.61
JANUARY	2022	4,811,970.66	1,166,555.17	628,989.16	1,317,296.78	1,013,375.90	397,272.43	1,951,252.51	11,286,712.61
FEBRUARY	2022	4,993,405.07	1,208,986.89	789,443.09	494,297.63	1,035,119.96	885,203.57	1,852,703.37	11,259,159.58
MARCH	2022								0.00
APRIL	2022								0.00
MAY	2022								0.00
JUNE	2022								0.00

ACCOUNTS PAYABLE (includes accrued payables)

<u>MONTH</u>	<u>YEAR</u>	<u>CURRENT</u>	<u>30 DAYS</u>	<u>60 DAYS</u>	<u>90 DAYS</u>	<u>120 DAYS+</u>	<u>TOTAL</u>
JULY	2021	388,123.96	0.00	0.00	0.00	0.00	388,123.96
AUGUST	2021	617,612.17	(8,869.35)	(87.91)		2,995.00	611,649.91
SEPTEMBER	2021	450,083.88	(728.94)	(9,575.50)	(193.86)	0.00	439,585.58
OCTOBER	2021	895,693.43	0.00	(728.94)	(9,575.50)	(193.86)	885,195.13
NOVEMBER	2021	702,686.08	9,911.70	37.53	(728.94)	(2,178.61)	709,727.76
DECEMBER	2021	1,116,848.05	0.00	0.00	0.00	(2,907.55)	1,113,940.50
JANUARY	2022	1,045,308.56	0.00	0.00	0.00	0.00	1,045,308.56
FEBRUARY	2022	1,129,580.66	0.00	0.00	0.00	0.00	1,129,580.66
MARCH	2022						0.00
APRIL	2022						0.00
MAY	2022						0.00
JUNE	2022						0.00

MONTHLY COLLECTIONS - OBLIGATIONS FISCAL YEAR 2022

	2022											average	
2021	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	beg balance
BEGINNING AP BALANCE	1,045,681.72	388,123.96	611,649.91	439,585.58	885,195.13	709,727.76	1,113,940.50	1,045,308.56	1,129,580.66	0.00	0.00	0.00	818,754.86
BEGINNING CREDIT LINE BALANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<u>CASH COLLECTIONS</u>													<u>YTD total</u>
PATIENT PAYMENTS	2,357,814.33	2,337,744.53	2,657,888.05	2,500,558.98	2,335,639.45	2,498,466.32	2,526,850.76	2,654,404.84	0.00	0.00	0.00	0.00	<u>cash collections</u>
COST REPORT SETTLEMENTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,679,960.00	0.00	0.00	0.00	0.00	19,869,367.26
DSH (Disproportionate Share)	17,304.00	0.00	0.00	17,303.00	0.00	0.00	17,303.56	0.00	0.00	0.00	0.00	0.00	1,679,960.00
OUTPATIENT SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	51,910.56
DPNF SUPPLEMENTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
E.H.R. MCAL/MCARE INCENTIVES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
USDA FUNDING	0.00	0.00	0.00	0.00	0.00	0.00	691,306.37	0.00	0.00	0.00	0.00	0.00	691,306.37
CHFFA FUNDING	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
PRIME	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
IGT RATE RANGE	0.00	0.00	0.00	0.00	0.00	0.00	3,721,106.55	0.00	0.00	0.00	0.00	0.00	3,721,106.55
QIP LTC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
HQAF	0.00	103,687.50	0.00	0.00	0.00	103,687.50	0.00	3,281,870.42	0.00	0.00	0.00	0.00	3,489,245.42
2017 G.O. BOND	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
SPECIAL - WINDMILL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
TAXES	29,455.73	289,827.00	745.04	33,087.06	26.68	7,094.86	430,126.33	44.28	0.00	0.00	0.00	0.00	790,406.98
RENTS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
VENDING / CAFETERIA	3,212.25	165.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,377.25
Telemed Grant (HRSA)	3,000.00	10,000.00	0.00	13,910.01	0.00	0.00	23,908.25	9,000.00	0.00	0.00	0.00	0.00	59,818.26
Mayers Healthcare Foundation	0.00	0.00	0.00	0.00	0.00	0.00	24,588.70	0.00	0.00	0.00	0.00	0.00	24,588.70
MISC (REBATES/REIMB, CARES ACT ETC)	38,528.53	651.00	185,784.29	54,700.00	242,475.69	1,217.10	100,500.00	1,100,030.55	0.00	0.00	0.00	0.00	1,723,887.16
<u>TOTAL COLLECTIONS</u>	2,449,314.84	2,742,075.03	2,844,417.38	2,619,559.05	2,578,141.82	2,610,465.78	7,535,690.52	8,725,310.09	0.00	0.00	0.00	0.00	32,104,974.51
<u>EXPENSES</u>													<u>YTD total</u>
INCOME STATEMENT EXPENSES	2,672,936.55	2,567,557.13	2,794,344.51	2,906,701.97	2,878,677.15	3,167,597.69	3,135,054.14	2,703,151.09	0.00	0.00	0.00	0.00	<u>expenses</u>
ASSET EXPENSES	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	22,826,020.23
CIP EXPENSES	37,399.33	339,390.43	1,433,176.06	520,376.61	8,208.57	48,064.17	253,189.80	117,565.50	0.00	0.00	0.00	0.00	2,757,370.47
IGT EXPENSES / PRIME REPYMT/ HQAF	0.00	21,755.43	0.00	1,246,904.00	0.00	1,003,781.08	0.00	160,086.61	0.00	0.00	0.00	0.00	2,432,527.12
USDA PRIN-INT PYMTS	0.00	0.00	705,493.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	705,493.77
MEDICARE/MCAL REPAYMENT PLANS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
CAPITAL LEASES	0.00	0.00	16,797.20	4,931.42	2,465.71	2,465.71	2,465.71	0.00	0.00	0.00	0.00	0.00	29,125.75
<u>TOTAL EXPENSES</u>	2,710,335.88	2,928,702.99	4,949,811.54	4,678,914.00	2,889,351.43	4,221,908.65	3,390,709.65	2,980,803.20	0.00	0.00	0.00	0.00	28,750,537.34
<u>collections less expenses</u>	(261,021.04)	(186,627.96)	(2,105,394.16)	(2,059,354.95)	(311,209.61)	(1,611,442.87)	4,144,980.87	5,744,506.89	0.00	0.00	0.00	0.00	3,354,437.17
													<u>average</u>
ENDING AP BALANCE	388,123.96	611,649.91	439,585.58	885,195.13	709,727.76	1,113,940.50	1,045,308.56	1,129,580.66	0.00	0.00	0.00	0.00	<u>ending balance</u>
ENDING CREDIT LINE BALANCE	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	790,389.01
													0.00



Mayers Pharmacy
 43471 Hwy 299E
 Fall River Mills, CA 96028

Consultant:
 Chris Fleeman, x2250
 cfleeman@stewartsigns.com
 Direct Fax:
 Customer ID: 3178095
 Quote #: 989912 / 2
 Quoted: 3/15/2022

Attn: John Morris
 925-519-5041

DESCRIPTION

6'x 10' Double Sided 16mm TekStar, 60x 140 Full Color LED Display with 3' Deep, Hinged Extruded Aluminum Cabinet and Thermoformed Makrolon SL Faces Decorated on Inside Surface with 3M Vinyl Graphics

Face / Cabinet Details

Internal Modular TekStar Cabinet with Complete LED Display Assembly, 16mm 60x140 Color Header Area Decorated with Internal Photo-Real Graphics

Electrical Information

Vertical LED Illumination Package for a 6' x10' Cabinet
 LED Communication Method: Short-range Wireless; connectivity requires line-of-sight between sign antenna and wireless device antenna mounted on building by customer. Maximum distance of 1,500 feet* between antennas.
 One 20 Amp Circuit, 240 Volts;
 SignCommand.com Cloud-Based Software Included FREE for Lifetime of Product. Please visit www.signcommand.com for more information**.

Structural Details

Mount Style: Single Pole
 Leg Height: 10 Ft 0 In
 Overall Sign Height: 16 Ft 0 In
 Customized Mount Size:
 Leg Width: 0 Ft 6 In
 Minimum Wind Load Rating: 120mph, Exposure B

Miscellaneous Items

Art

***** Review Custom Artwork for Text, Graphic and Layout Details *****

I.D. Cabinet: Black
 Mount: Black
 Draft: White

Special Instructions:
 Freight **Included** in Quote Price
 SHOULD YOU CHOOSE STEWART SIGNS TO INSTALL, Estimated Installation Cost (**Not Included** in Quote Price): **\$8,000.00 - \$10,000.00**
 BASIC INSTALLATION COST WOULD BE CHARGED AT TIME OF PURCHASE. (Customer to provide Proper Electric within 3' of sign.)
 Permit fees at cost, and Acquisition fees are charged at time of Installation
 Check with your City Planner for proper Permitting procedures in your area
 ***Sales Tax **NOT** Included

Investment:	\$40,597.00
Special Price:	\$36,999.00
Unless otherwise noted in Special Instructions, these prices are valid for 30 days. Freight, storage, other freight services and applicable sales tax will be added to your invoice. Organizations exempt from sales tax must include exempt certificate with order.	
Shipping Terms: F.O.B. Origin Payment Terms: 50% deposit, 50% prior to shipment	

* Compliance: FCC Part 15 / UL Listed

** By purchasing the SignCommand.com product, you are agreeing with the Website Terms of Use (<https://www.signcommand.com/terms>) and Software End User License Agreement (<https://www.signcommand.com/eula>).

Your Consultant: Chris Fleeman
(800) 237-3928, x2250

Customer ID: 3178095

Quote Number: 989912 / 2

Date Quoted: 3/15/2022

Customer's Authorized Signature

3/15/2022

Print Name

Date

Chris Fleeman, Regional Sales Manager
(800) 237-3928, x2250
cfleeman@stewartsigns.com

Date



OVERALL HEIGHT
16'

10'

6'

10'

6"

TekStar 16mm 60x140 6"x10'

The provided graphics will be insufficient quality for the manufacturing process. Please see our web site, <http://www.stewartsigns.com/support-artwork.php> or your consultant for a list of acceptable formats.

Cabinet: 6' x 10'
Mount: Pedestal Custom (10' x 6")

Cabinet Color: Black
Face Color: White

Logos: blank, artimage, mmhlogo, text, 2ndlogo



stewart signs

America's Premier Sign Company

1-800-237-3928 WWW.STEWARTSIGNS.COM

ORIGINAL DESIGN DO NOT DUPLICATE

DUE TO THE PHYSICAL LIMITATIONS OF THE PAPER AND INK-BASED PRINTING PROCESS, THIS CUSTOM ARTWORK IS NOT INTENDED TO PROVIDE AN EXACT MATCH BETWEEN INK, VINYL, PAINT, OR LED COLOR. ARTIST'S REPRODUCTION OF BRICKWORK, MASONRY AND LANDSCAPING IS NOT INCLUDED IN THE PROPOSAL. ANY MEASUREMENTS SHOWN ARE APPROXIMATIONS; DIMENSIONS OF FINAL PRODUCT MAY VARY. LED IMAGES SHOWN ARE SIMULATED TO REPLICATE RESOLUTION FROM OPTIMUM VIEWING DISTANCE. A STEWART SIGN IS DESIGNED TO BE ILLUMINATED AT ALL TIMES, AS IT INCREASES THE LIFE OF THE SIGN'S LIGHTING COMPONENTS. SKETCHES ARE BASED OFF OF THIS PREMISE.

APPROVED AS SHOWN.

X _____ DATE _____ 1. _____

APPROVED WITH LISTED CHANGES.

X _____ DATE _____ 2. _____

X _____ DATE _____ 3. _____



WESTERN SIGN COMPANY

SINCE 1959

6221 ENTERPRISE DRIVE DIAMOND SPRINGS, CA 95619
PROPOSAL & CONTRACT

1-800-974-4676

(530) 622-1420

PLACERVILLE

(916) 933-3765

SACRAMENTO

FAX (530) 622-9367

DATE January 20, 2022

SALESPERSON Todd Johnston toddj@westernsign.com

TO John Morris
Mayers Memorial Hospital Pharmacy
43471 Highway 299 East
Fall River Mills, CA
925-519-5041

JOB NAME Pole sign

SHIPPING METHOD		SHIPPING TERMS	DELIVERY DATE	PAYMENT TERMS	DUE DATE
N/A				Due on receipt	
ITEM #	DESCRIPTION	UNIT PRICE	QTY	LINE TOTAL	
1	Manufacture one double sided free standing pole sign. 8' wide x 7' tall x 15" deep. 15' overall height. Steel and aluminum construction. Top sign cabinet to be 4' tall x 8' wide and to have Lexan faces with printed graphics. LED internally illuminated.	\$17,650.00	1	\$ 17,650.00	
2	Furnish two Watchfire electronic message centers. 16 mm RGB full color. 3' tall x 8' wide.	\$16,417.00	2	\$ 32,834.00	
3	Standard installation.	\$9,925.00	1	\$ 9,925.00	
4	Site survey, mark for USA and construction drawings.	\$1,500.00	1	\$ 1,500.00	
5	Engineering.	\$1,250.00	1	\$ 1,250.00	
				\$	-
	* Sales tax not included.			\$	-
	* Permits to be billed at cost plus \$100.00 per hour staff time. Special inspections if needed extra.			\$	-
	* Electrical circuits for sign to be provided by others within 5' of sign location.			\$	-
	* Any underground obstructions will result in additional costs.			\$	-
				\$	-
				\$	-
PAYMENT TO BE MADE AS FOLLOWS: 1/2 down, balance upon completion				SUBTOTAL	\$ 63,159.00
* EXCAVATION THROUGH ANY UNDERGROUND HAZARD OR OBSTACLE				SALES TAX	
* PERMITS TO BE BILLED AT COST PLUS STAFF TIME *				TOTAL	\$ 63,159.00

One year parts and labor warranty. All signs and components to be listed with and will bare the mark of Underwriters Laboratories (if applicable). Service wires of suitable capacity shall be brought within five (5) unobstructed feet of display (if applicable). Any alteration deviation from the above specifications involving extra cost or material or labor will only be executed upon written order for same, and will become an extra charge over the sum mentioned in this contract. All agreements must be made in writing. All signage to remain the property of Western Sign Co. until final payment. Payment is due upon receipt of invoice. Finance charges of 2% will be attached after 30 days, on a monthly basis, on all unpaid balances.

NOTICE TO PROPERTY OWNER If bills are not paid in full for the labor, services, equipment, or materials furnished or to be furnished, a mechanic's lien leading to the loss, through court foreclosure proceedings, of all or part of your property being so improved may be placed against the property even though you have paid your contractor in full. You may wish to protect yourself against this consequence by (1) requiring your contractor to furnish a signed release by the person or firm giving you this notice before making payment to your contractor, or (2) any other method or device that is appropriate under the circumstances. Other than residential homeowners of dwellings containing fewer than five units, private project owners must notify the original contractor and any lien claimant who has provided the owner with a preliminary 20-day lien notice in accordance with Section 3097 of the Civil Code that a notice of completion or notice of cessation has been recorded within 10 days of its recordation. Notice shall be by registered mail, certified mail, or first-class mail, evidenced by a certificate of mailing. Failure to notify will extend the deadlines to record a lien.

This contract is accepted at Western Sign Company principle place of business namely Diamond Springs, CA., within the venue of El Dorado County.

Acceptance of proposal - The above prices, specifications and conditions are satisfactory and hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

NOTE: This proposal may be withdrawn if not accepted within 10 days of date posted above.

Date of acceptance _____

Signature _____

**Rough Order of Magnitude
OR1 & Dietary HVAC Project Budget**

1	Legal Counsel/Bid Docs	\$ 25,000.00
2	Design/Engineering	\$ 50,000.00
3	Permitting	\$ 15,000.00
4	HVAC Demo OR1	\$ 22,500.00
5	HVAC Demo Dietary	\$ 13,500.00
6	Soft Demo OR1	\$ 27,000.00
7	Soft Demo Dietary	\$ 18,000.00
8	Outsourced food prep	\$ 18,000.00
9	Structural HVAC Support OR1	\$ 36,000.00
10	Structural HVAC Support Dietary	\$ 22,500.00
11	Rough Electrical OR1	\$ 13,500.00
12	Rough Electrical Dietary	\$ 7,200.00
13	HVAC Rough-In OR1	\$ 67,500.00
14	HVAC Rough-In Dietary	\$ 45,000.00
15	Plumbing & Gas OR1	\$ 27,000.00
16	Plumbing & Gas Dietary	\$ 18,000.00
17	New HVAC Unit Install OR1	\$ 36,000.00
18	New HVAC Unit Install Dietary	\$ 27,000.00
19	Controls, Start-Up & Commissioning OR1	\$ 27,000.00
20	Controls, Start-Up & Commissioning Dietary	\$ 18,000.00
21	Drywall & Finishes OR1	\$ 54,000.00
22	Drywall & Finishes Dietary	\$ 36,000.00
23	Electrical Finishes OR1	\$ 27,000.00
24	Electrical Finishes Dietary	\$ 18,000.00
25	Structural Code Requirements OR1	\$ 72,000.00
26	Fire & Life Safety Code Requirements OR1	\$ 72,000.00
27	Structural Code Requirements Dietary	\$ 54,000.00
28	Fire & Life Safety Code Requirements Dietary	\$ 54,000.00
29	Closeout	\$ 13,500.00
30	Contingency - 20%	\$ 186,840.00
	Total	\$ 1,121,040.00

Daycare Budget				
	Budget	To Date Actual	Over/Under	Final
Playground Equipment	\$ 22,500.00		\$ 22,500.00	
Playground Bark	\$ 4,000.00		\$ 4,000.00	
Fence	\$ 13,000.00		\$ 13,000.00	
Playground Border	\$ 1,500.00		\$ 1,500.00	
Grass and Irrigation	\$ 3,000.00		\$ 3,000.00	
Interior Renovation	\$ 48,588.00	\$ 5,000.00	\$ 43,588.00	
Refrigeration	\$ 2,250.00		\$ 2,250.00	
Parking Lot Striping	\$ 8,625.00		\$ 8,625.00	
Initial Toys Books & Supplies	\$ 3,000.00		\$ 3,000.00	
Furniture	\$ 1,000.00		\$ 1,000.00	
Engineering	\$ 10,000.00	\$ 10,000.00	\$ -	
Contingency	\$ 15,000.00	\$ 825.00	\$ 14,175.00	

Total	\$ 132,463.00	\$ 15,825.00	\$ 116,638.00	
--------------	----------------------	---------------------	----------------------	--

Daycare Budget				
	Budget	To Date Actual	Over/Under	Final
Contracted Work	\$ 70,213.00		\$ 70,213.00	
Self Performed work	\$ 31,000.00	\$ 5,000.00	\$ 26,000.00	
Fixtures, Furniture, Equipment and Supplies	\$ 6,250.00		\$ 6,250.00	
Engineering	\$ 10,000.00	\$ 10,000.00	\$ -	
Contingency	\$ 15,000.00	\$ 825.00	\$ 14,175.00	
Total	\$ 132,463.00	\$ 15,825.00	\$ 116,638.00	

Jessica DeCoito

From: Candy Detchon
Sent: Thursday, March 24, 2022 10:11 AM
To: Jessica DeCoito
Subject: Fw: Mindray Revised Quotes

This is part of what needs to be included in the board finance and board meeting for approval. Call me and we can discuss

Candy

From: Moriah Padilla <mpadilla@mayersmemorial.com>
Sent: Thursday, March 24, 2022 10:07 AM
To: Bryan Gilder <B.Gilder@mindray.com>
Cc: Candy Detchon <cdetchon@mayersmemorial.com>
Subject: RE: Mindray Revised Quotes

Bryan,
I need a revised quote with these changes.
Moriah

From: Bryan Gilder <B.Gilder@mindray.com>
Sent: Thursday, March 17, 2022 5:41 PM
To: Moriah Padilla <mpadilla@mayersmemorial.com>
Cc: Rachel Morris <rmorris@mayersmemorial.com>; Theresa Overton <toverton@mayersmemorial.com>
Subject: Re: Mindray Revised Quotes

This Message Is From an External Sender

This message came from outside your organization.

Do not click any links without first verifying the sender.

If you are concerned with the legitimacy of this email please contact IT immediately.

I apologize for the delay Moriah.

I was informed earlier today that \$5,000 would be the most Mindray can offer for the modules. That is \$5,000 total, not per module. Unfortunately, the demand for these items is not very high.

Please let me know how you would like me to proceed.

Thanks Maria and have a good evening,

Kindest Regards,
Bryan

Sent from a mobile device, please excuse my brevity and any spelling errors.

ACUTE CARE CARDIAC MONITOR SYSTEM - FEBRUARY 2022

The Acute Care unit is exhibiting a critical need for upgrades of our cardiac monitor system.

- August 2019 – Acute Mindray Quote \$84,127.02
 - Included software upgrade for 4 DPM7 units – not new units
 - *Attachment A*

- September 25th, 2019 – Board approved \$84,217.02
 - *Attachment B*

- October 2019
 - Paid \$81,734
 - Included Wifi/System Design
 - Bed and server licensure
 - eGateway for 32 beds
 - Host Monitor at nursing station
 - Tele Boxes and System Upgrade Software (willing to provide credit an on new invoice)
 - *Attachment C*

- August 2020 – New Hospital Wing
 - Partial plan completion
 - ED phased in and Acute final stage placed on hold due to need for construction on Acute to be completed (covid created delays and timeline issues)

- December 2021 – Site visit from Mindray to discuss issues, needs and concerns
 - Sept 2019 software upgrade noted to be not current recommendation
 - Equipment at end of life
 - Room 106 monitor system is irreparable

- December 2021 – New Quote \$62,068
 - *Attachment D*
 - Will credit \$19,084 of 2019 purchase (software upgrade and tele boxes)
 - Highlighted portion in *Attachment C*
 - *Attachment E - email confirmation of credit, page 2*

- Need approval for difference of \$42, 984

This has become an urgent matter effecting patient safety, workflows, and quality of care. We would like to move forward as quickly as possible due to the current issues we have been facing and concerns expressed.

Respectfully Submitted,

Moriah Padilla, Acute Care Assistant Manager



A GLOBAL LEADER IN PATIENT MONITORING, ANESTHESIA AND ULTRASOUND SYSTEMS

PROPOSAL FOR:
MAYERS MEMORIAL HOSPITAL

PREPARED BY:

Zachary Perez

Aug 12, 2019

Acute BID \$84,217.02
I Board Approval
9.25.19





Proposal Summary

Proposal Date: Aug 12, 2019
Proposal Number: Q-07511
Proposal Exp. Date: Sep 30, 2019
Sales Rep: Zachary Perez
Proposal For: MAYERS MEMORIAL HOSPITAL

Mindray DS USA, Inc.
800 MacArthur Blvd.
Mahwah, NJ 07430
Tel: 201-995-8000
Fax: 800.266.9624

Contact:
Title:
Phone:
Email:



Total Price By Department

Acute Care

Department Name	List Price	Departmental Discount	Net Price
Acute Care	USD 122,010.02	USD -37,793.00	USD 84,217.02
		Acute Care TOTAL:	USD 84,217.02

IT

Department Name	List Price	Departmental Discount	Net Price
IT	USD 15,500.00	USD 0.00	USD 15,500.00
		IT TOTAL:	USD 15,500.00

ED

Department Name	List Price	Departmental Discount	Net Price
ED	USD 22,721.50	USD -9,478.43	USD 13,243.07
		ED TOTAL:	USD 13,243.07

TOTAL: USD 112,960.09



To:
 MAYERS MEMORIAL
 HOSPITAL
 43563 HIGHWAY 299 EAST
 FALL RIVER MILLS, CA 96028

Sales Representative: Zachary Perez
Quote Number: Q-07511

Proposal Date: Aug 12, 2019

Phone: (925) 698-9847
E-mail: z.perez@mindray.com

Affiliation: PRE2

Acute Care

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
1	DPMCS-CREDIT		USD 0.00	USD 0.00	1	USD 0.00
2	115-050935-00	BeneVision DMS Workstation, Mini PC	USD 3,000.00	USD 1,680.00	1	USD 1,680.00
3	121-001375-00	BeneVision WorkStation Server License	USD 3,400.00	USD 1,972.00	1	USD 1,972.00
4	803-040044-00	WorkStation/Vertical Server Installation, cable and setup. Includes, installation and setup for one WorkStation and up to three display screens. (Includes cable pulling)	USD 2,850.00	USD 2,565.00	1	USD 2,565.00
5	121-001453-00	BeneVision DMS Widescreen Touch Display	USD 2,975.00	USD 1,725.50	1	USD 1,725.50
6	110-004115-00	BeneVision WorkStation Bed Licenses. Supports 4-32 beds	USD 300.00	USD 168.00	9	USD 1,512.00
7	803-040040-00	Device certification and install, without cable pulling	USD 731.00	USD 657.90	9	USD 5,921.10
8	803-040046-00	2.4/5GHz Install per 100 SQFT	USD 200.00	USD 143.10	45	USD 6,439.50
9	115-051209-00	BeneVision DMS host package (2U Rack)	USD 6,000.00	USD 3,360.00	1	USD 3,360.00
10	121-001373-00	BeneVision CS Bed License (FD, Bed, Adv) - Per Channel	USD 400.00	USD 232.00	15	USD 3,480.00
11	121-001372-00	BeneVision CS Server License	USD 9,700.00	USD 6,206.00	1	USD 6,206.00
12	803-040043-00	2.4/5GHz Rack/Core Charge	USD 18,000.00	USD 16,200.00	1	USD 16,200.00
13	045-003660-00	BeneVision DMS Software Media kit	USD 0.01	USD 0.01	1	USD 0.01
14	803-070282-00	BeneVision DMS PDF Printing capability	USD 0.01	USD 0.01	1	USD 0.01
15	115-034055-00	CMS Viewer Application for remote review. Includes 16 licenses for historical review	USD 11,900.00	USD 8,925.00	1	USD 8,925.00
16	121-001269-00	BeneVision Central Station - TelePack license Key Package. Includes: One Arrhythmia detection, St Segment analysis and QT Monitoring license per TelePack channel.	USD 875.00	USD 490.00	5	USD 2,450.00
17	5000-00-1000	Labor Charges for Upgrades.	USD 260.00	USD 260.00	1	USD 260.00
18	M51AF-PA00027	Masimo MPM w/MindrayST/Arr,3/5/12-L	USD 6,500.00	USD 3,770.00	4	USD 15,080.00
19	803-011989-00	Multi Parameter Module 1 Year Extended Warranty (Included GPO Warranty)	Included	Included	4	USD 0.00
20	115-034809-00	DPM 7+ System Upgrade Kit	USD 1,075.00	USD 806.25	4	USD 3,225.00
21	023-001566-00	HP LaserJet Enterprise M608n Printer	USD 3,700.00	USD 2,072.00	1	USD 2,072.00
22	803-040039-00	Device Certify & Install W/CABL	USD 1,271.00	USD 1,143.90	1	USD 1,143.90
Acute Care TOTAL:						USD 84,217.02

IT						
Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
23	803-070244-00	Spot Check Mapping fees, includes: ADT and Results mapping.	USD 5,500.00	USD 5,500.00	1	USD 5,500.00
24	121-001473-00	eGateway SW Spot Check/Surgery 32 bed	USD 10,000.00	USD 10,000.00	1	USD 10,000.00
IT TOTAL:						USD 15,500.00

ED						
Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
25	045-001302-00	Passport 17m VHM wall mount with standard bracket	USD 1,500.00	USD 1,125.00	1	USD 1,125.00
26	6803F-PA00001	Passport 17m, modular touch screen monitor with the iView subsystem integrated to display PC application, integrated recorder. Includes: Includes CD operators manual, line cord, one roll of paper, quick reference guide. Requires two lithium ion batteries (115-018012-00), sold separately.	USD 10,500.00	USD 5,880.00	1	USD 5,880.00
27	M51AF-PA00027	Masimo MPM w/MindrayST/Arr,3/5/12-L	USD 6,500.00	USD 3,770.00	1	USD 3,770.00
28	803-011989-00	Multi Parameter Module 1 Year Extended Warranty (Included GPO Warranty)	Included	Included	1	USD 0.00
29	115-018012-00	Lithium Ion battery	USD 255.00	USD 191.25	2	USD 382.50
30	115-040811-00	Passport 12m/17m Combo Ops Manual CD	Included	Included	1	USD 0.00
31	0436-00-0206	Cable Hooks GCX Cable Hook (mounts under Arm) Compatible with DPM 6, DPM 7, Passport 12m and Passport 17m, when mounted to A-Series anesthesia machines	USD 37.50	USD 28.13	1	USD 28.13
32	803-011968-00	One Year Extended Warranty for Passport 12m and Passport 17m (GPO Included Warranty)	Included	Included	1	USD 0.00
33	115-046938-00	Single CO2 Module(accessory kit)	USD 3,674.00	USD 2,057.44	1	USD 2,057.44
ED TOTAL:						USD 13,243.07



To:
MAYERS MEMORIAL
HOSPITAL
43563 HIGHWAY 299 EAST
FALL RIVER MILLS, CA 96028

Sales Representative: Zachary Perez
Quote Number: Q-07511

Proposal Date: Aug 12, 2019

Phone: (925) 698-9847

E-mail: z.perez@mindray.com

Affiliation: PRE2

Affiliation Notes: Premier – Patient Monitoring Contract # PP-MM-620 – Tier 2 – (PRE2): Standard One Year-On Site Warranty plus an extended one year warranty for a total of two years for parts & labor on Patient Monitors, Gas Module, Central Stations and transmitters. Standard Three Year Mail-In Warranty on Accutorr Monitors.
Premier Anesthesia Contract #PP-MM-431 Anesthesia Machines - Standard three year warranty.
Premier Ultrasound Contract #PP-IM-309: M7, M9, TE5, TE7 Ultrasound Machines & Transducers (Excluding 4D & TEE Transducers - Standard one year) have a standard five year warranty.
DC8 Ultrasound Machine & DC8 Transducers - Standard 1 Year Warranty. DC8 Expert Ultrasound Machine & Transducers - Standard five year warranty. Resona7 Ultrasound Machine & Transducers - Standard 5 Year Warranty. EXCEPTION: DEMO EQUIPMENT & ACCESSORIES (6 MONTHS ONLY)

Payment Terms: NET 45 DAYS

Shipping Terms: F.O.B. SUPPLIERS Dock (Freight & Insurance Prepaid on Contracted Products Only)
"To ensure on-time delivery of your orders, Mindray may drop ship products directly from our overseas factories or distribution warehouses"

Proposal Notes:

Product Notes:

Please complete at time of purchase:

Uncrating Needed: YES / NO

Receiving Dock Hours: _____

Debris Removal: YES / NO

Lift Gate Required: YES / NO

Prior Notification: YES / NO

Inside Delivery Required: YES / NO

Contact Name: _____

Department: _____

Contact Phone #(s) _____

E-mail Address(s) _____

Purchase order acceptance and delivery of Mindray Certified Refurbished products is subject to inventory availability.

This quotation contains no provisions for Biomedical training tuition or credits.

If your terms are Cash-in-advance, please remit check directly to:

Mindray DS USA, Inc. 24312 Network Place, Chicago, IL 60673-1243

Total Price By Department

Acute Care

Department Name	List Price	Departmental Discount	Net Price
Acute Care	USD 122,010.02	USD -37,793.00	USD 84,217.02
		Acute Care TOTAL:	USD 84,217.02

IT

Department Name	List Price	Departmental Discount	Net Price
IT	USD 15,500.00	USD 0.00	USD 15,500.00
		IT TOTAL:	USD 15,500.00

ED

Department Name	List Price	Departmental Discount	Net Price
ED	USD 22,721.50	USD -9,478.43	USD 13,243.07
		ED TOTAL:	USD 13,243.07

TOTAL: USD 112,960.09

Quotation

Total List Amount	USD 160,231.52
Total GPO Discount	USD 47,271.43
Total Additional Discount/TradeIn	USD 0.00
Total Net Amount	USD 112,960.09



Total Net Price For Purchase:

USD 112,960.09

To:

MAYERS MEMORIAL
HOSPITAL
43563 HIGHWAY 299 EAST
FALL RIVER MILLS, CA 96028

Sales Representative: Zachary Perez
Quote Number: Q-07511

Proposal Date: Aug 12, 2019

Phone: (925) 698-9847
E-mail: z.perez@mindray.com

Affiliation: PRE2

Title of Buyer	Printed Name of the Buyer

Purchase Order Number	Date	Signature of the Buyer

Ship to Address:

Bill to Address:

We have selected a non-Masimo SpO2 technology and have requested a proposal using an alternate SpO2 technology.

Although we have been educated on the Masmio SpO2 option by Mindray, we have independently chosen the alternate SpO2 option based upon our business needs.

Signature of buyer _____

**Mindray North America now has a \$150 minimum order policy.
Unless otherwise stated, the total net price of this quotation does not include, freight or sales tax.**

A GLOBAL LEADER IN PATIENT MONITORING, ANESTHESIA AND ULTRASOUND SYSTEMS

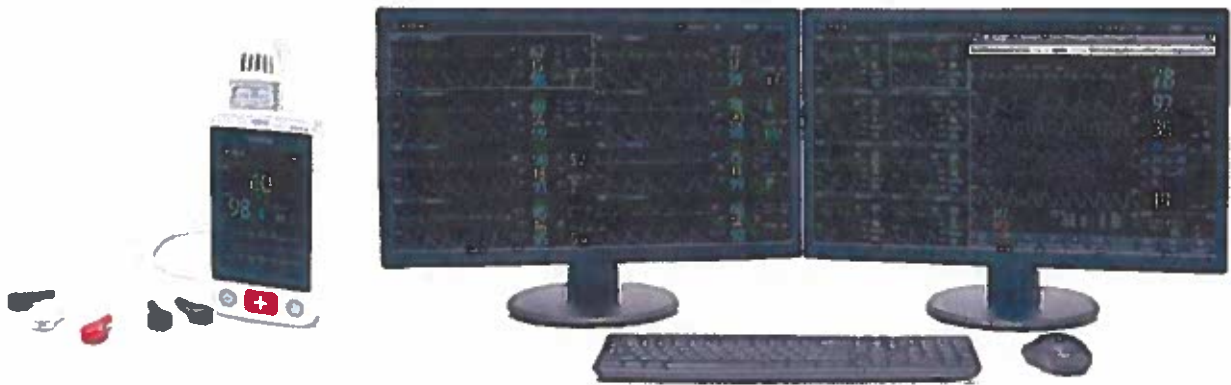
PROJECT REVIEW FOR:

MAYERS MEMORIAL HOSPITAL DISTRICT

ED & Acute Care patient monitoring system upgrade per quote Q-07511

PREPARED BY

Zachary Perez August 26th, 2019



mindray™
NORTH AMERICA

PURCHASED EQUIPMENT IN BLACK – MISSING EQUIPMENT IN RED – QUOTE Q-07511

SERVER/IT

- 1 qty. – 15 Bed Central Station, License, 2U server
- 1 qty. – 2.4/5Ghz Rack Core Charge
- 5 qty. – TelePack license keys

EMERGENCY

- 50 qty. – 2.5/5 Ghz coverage (5,000)
- 1 qty. – BeneVision DMS Workstation w/ 15 bed license (supports up to 32)
- 1 qty. – BeneVision DMS 22" Widescreen Touch Display
- 5 qty. – Passport 17M
- 1 qty. – Passport 17M
- 1 qty. – GCX VHM Wall Mount
- 1 qty. – Masimo MPM
- 1 qty. – Cable Hook
- 1 qty. – C02 Module
- 5 qty. – Masimo MPM
- 5 qty. – GCX VHM Wall Mount
- 6 qty. – C02 Module
- 5 qty. – Cable hook
- 5 qty. – Device certify and install w/o cable pull
- 5 qty. – Extended warranty on module
- 5 qty. – 5 lead snap
- 1 qty. – T1 w/12 Lead
- 2 qty. – Batteries for T1
- 1 qty. – UPS

ACUTE CARE

- 5 qty. – 5 lead snap
- 5 qty. – TM80 telepack with install & set up
- 10 qty. – Lithium ion batter for TM80 telepack
- 5 qty. – Masimo SP02 module for telemetry pack
- 10 qty. – Lithium Ion Battery
- 5 qty. – Disposable pouch for telemetry pack
- 1 qty. – Charger pack (charges Telemetry pack batteries)
- 4 qty. – DPM 7+ upgrade kit (Mindray ST/Arr, T1 Compatibility, 12L ECG)
- 4 qty. – Masimo MPM with Mindray St/Arr
- 1 qty. – BeneVision DMS Workstation w/ 9 bed license
- 1 qty. – BeneVision DMS 22" Widescreen Touch Display
- 1 qty. – Benevision DMS 2U Rack Server w/ 26 Channels
- 1 qty. – HP Laser/Jet Printer with installation and cable pull
- 4,520 sq. ft. 2.4/5ghz wireless coverage for Acute Care and Hallway to new ED (See floor plans)

IT

- 1 qty. – Software Only eGateway (up to 32 beds)
- 1 qty. – ADT and Results Mapping

Purchased Equipment Snapshot of Salesforce

MAYERS MEMORIAL HOSPITAL 12/2018

country: MAYERS MEMORIAL HOSPITAL 12/2018

Product	Product Code	Major Product Type	Quantity	Requested Delivery Date	Shipment Date	Shipman
Del 9159 USB upgrade cable	009-005409-00		5.00	12/17/2018	12/26/2018	Partially
Del 2.4/5GHz Install per 100 SQFT	803-040046-00		50.00	12/17/2018		Not Yet C
Del 5-Lead, New Telemetry, AMA, Snag, 24"	009-004782-00		5.00	12/17/2018	12/26/2018	Fully Del
Del Benq Vision Widescreen Display	121-001463-00		1.00	12/17/2018	12/26/2018	Fully Del
Del Benq Vision WS Server License	121-001375-00		1.00	12/17/2018	12/26/2018	Fully Del
Del Cable Hook (mounts under arm)	0436-00-0206		5.00	12/17/2018	12/26/2018	Fully Del
Del Charger Package(US cord)	115-030108-00		1.00	12/17/2018	12/26/2018	Fully Del
Del Device Cert/yr and Install W/O CABL	803-040046-00		5.00	12/17/2018		Not Yet C
Del Disposable couch(25/box)	115-032667-00		5.00	12/17/2018	12/26/2018	Fully Del
Del Docking Station with Pole Mount	115-028371-00		1.00	12/17/2018	12/26/2018	Fully Del
Del L-ion Bat Pack / 11.1V4800mAh(L2350026)	115-018012-00		10.00	12/17/2018	12/26/2018	Fully Del
Del Maxima MPM w/Modem/ST/Arr 3.5-L	M91AF-PA00030	MPM-Mas	5.00	12/17/2018	12/27/2018	Fully Del
Del Maxima Sec02 module	009-004936-00		5.00	12/17/2018	12/26/2018	Fully Del
Del Mod Monitor-M-1YR-XWAR	803-011968-00		5.00	12/17/2018		Not Yet C
Del NET1 Install & Setup	803-040046-00		1.00	12/17/2018		Not Yet C
Del QEM UPS APC68800	0692-00-0002-04		1.00	12/17/2018	12/26/2018	Fully Del
Del Parameter Module WECO-M-1YR-XWAR	803-011971-00		6.00	12/17/2018		Not Yet C
Del Passport 12in.17in Combo Des Manual CD	115-040811-00		5.00	12/17/2018	12/26/2018	Fully Del
Del Passport 17in / E	8800E-PA00061	P17M	5.00	12/17/2018	12/26/2018	Fully Del
Del PP-17M wall mount bracket (V-M)	045-001302-00		5.00	12/17/2018	12/27/2018	Fully Del
Del Single COG Module (accessory kit)	115-046939-00		6.00	12/17/2018	12/26/2018	Fully Del
Del T1 batteries (2) Sales BOM	121-001220-00		1.00	12/17/2018	12/26/2018	Fully Del
Del T1 Combo Des Manual CD	115-040812-00		1.00	12/17/2018	12/26/2018	Fully Del
Del T1 TRANSPORT MONITOR-M-1YR XWAR GPO	803-010889-00		1.00	12/17/2018		Not Yet C
Del T1 Mes_5G Mind Am/ST_12L/E	0263F-PA00042	T1	1.00	12/17/2018	12/26/2018	Fully Del
Del TDS0 TM80 BP10 Operator's Manual	115-034334-01		1.00	12/17/2018	12/26/2018	Fully Del
Del Telecock Install & Setup	803-040046-00		5.00	12/17/2018		Not Yet C
Del TM80 Main Unit(FDA)	115-047565-00	TM80	5.00	12/17/2018	12/26/2018	Fully Del
Del TP L-ion battery Package	115-030107-00		10.00	12/17/2018	12/26/2018	Fully Del
Del Wall Mounting Bracket Package	115-030109-00		1.00	12/17/2018	12/26/2018	Fully Del
Del WS CABL Install & Setup	803-040044-00		1.00	12/17/2018		Not Yet C
Del WS host enclosure (mini PC)	115-050935-00	BVR3-WS	1.00	12/17/2018	12/26/2018	Fully Del
Del WS one bed	110-004118-00		15.00	12/17/2018	12/26/2018	Fully Del

Thank you in advance for your support. We look forward to working with you in the future.

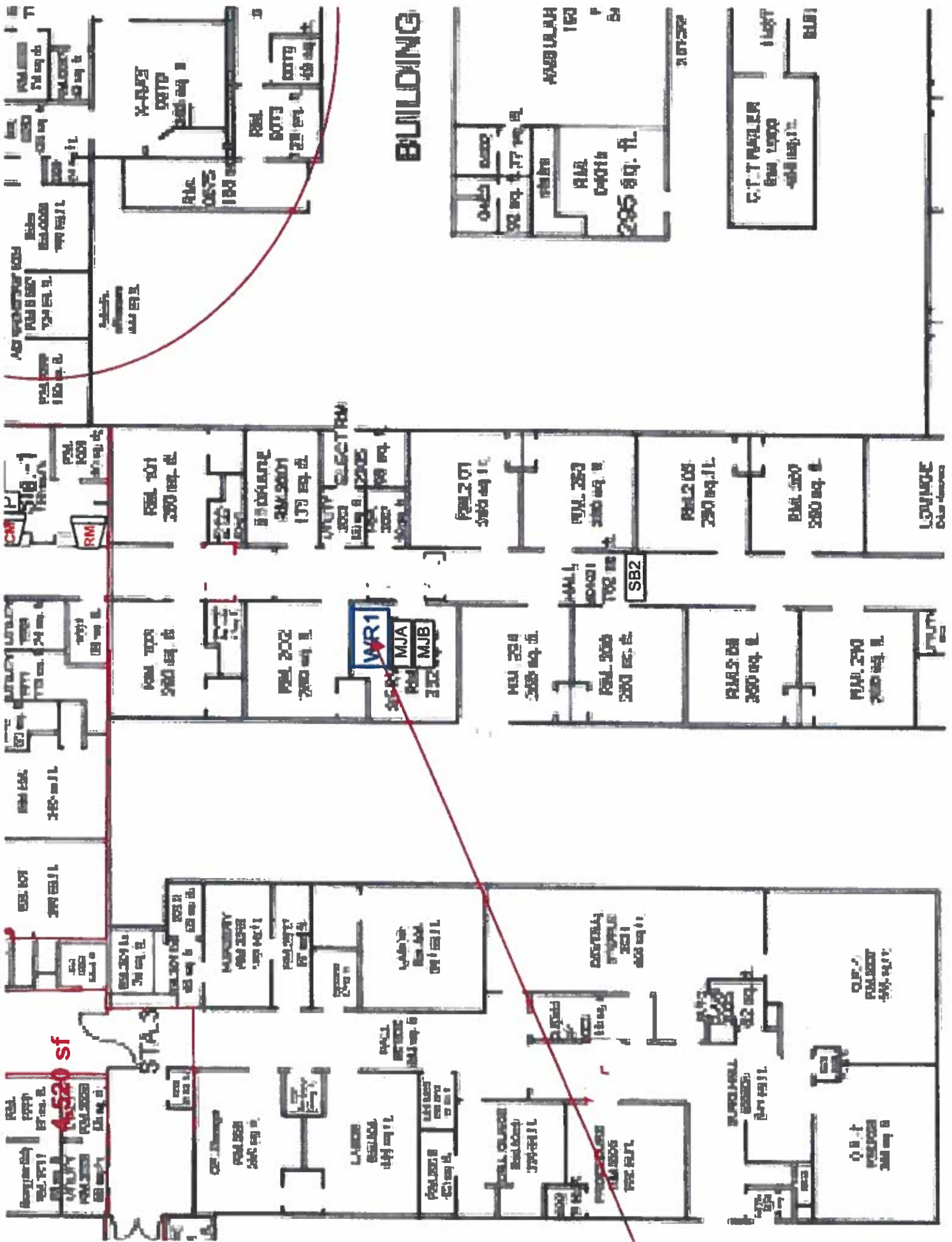
Zachary Perez
Sales Representative

Datascope Patient Monitoring is now Mindray North America

Mindray North America
800 MacArthur Blvd.
Mahwah, NJ 07430

Mobile: 925.698.9847
Support: 800.288.2121
E-mail: z.perez@mindray.com
Web: www.mindray.com

mindray[™]
NORTH AMERICA



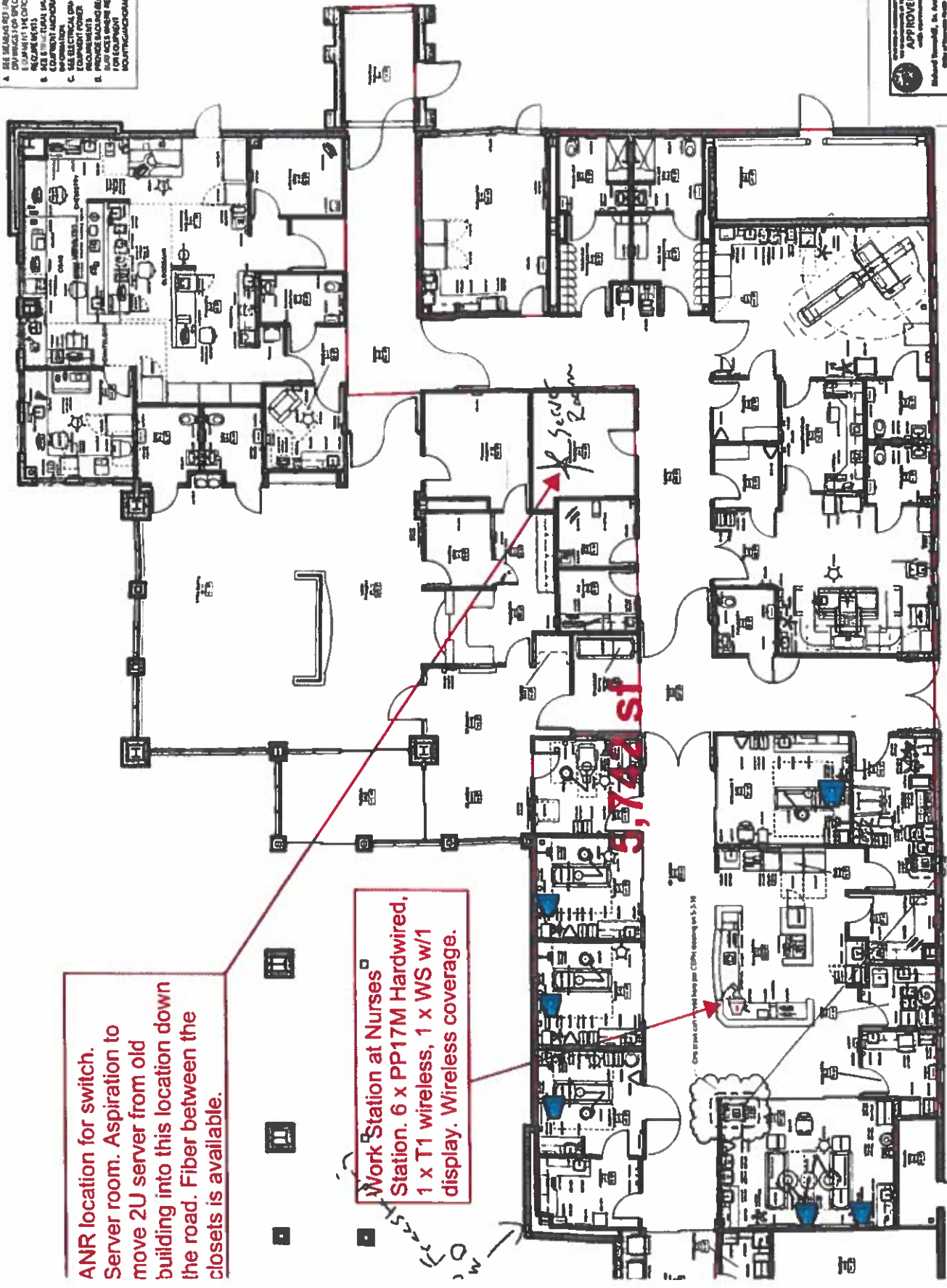
BUILDING

ANR location for switch. Server room. Aspiration to move 2U server from old building into this location down the road. Fiber between the closets is available.

Work Station at Nurses Station. 6 x PP17M Hardwired, 1 x T1 wireless, 1 x WS w/1 display. Wireless coverage.

GENERAL NOTE - EQUIPMENT PLAN

- A. SEE MANUFACTURER'S DRAWINGS FOR SPECIFIC REQUIREMENTS
- B. SEE TOTAL IMAGE FOR EQUIPMENT ANCHORAGE INFORMATION
- C. PROVIDE BACKING BEHIND WALL MOUNTING BRACKET REQUIRED FOR MOUNTING



OSHPD Backcheck 3

Mayers Memorial Hospital

No.	1	2	3
Drawn By	Checked By	Issue Date	Project Purpose

Equipment
 Equipment Name
 Equipment Description



AS

Chief Executive Officer
Louis Ward, MHA



Mayers Memorial Hospital District

Board of Directors
Beatriz Vasquez, PhD, President
Abe Hathaway, Vice President
Laura Beyer, Secretary
Allen Albaugh, Treasurer
Jeanne Utterback, Director

Board of Directors
Regular Meeting Agenda

September 25, 2019 11:00 am
Fall River Board Room

Mission Statement

Mayers Memorial Hospital District serves the Intermountain area, providing outstanding patient-centered healthcare to improve quality of life through dedicated, compassionate staff, and innovative technology.

				Approx. Time Allotted
1	CALL MEETING TO ORDER			
2	CALL FOR REQUEST FROM THE AUDIENCE - PUBLIC COMMENTS OR TO SPEAK TO AGENDA ITEMS			
	Persons wishing to address the Board are requested to fill out a "Request Form" prior to the beginning of the meeting (forms are available from the Clerk of the Board, 43563 Highway 299 East, Fall River Mills, or in the Boardroom). If you have documents to present for the members of the Board of Directors to review, please provide a minimum of nine copies. When the President announces the public comment period, requestors will be called upon one-at-a time, please stand and give your name and comments. Each speaker is allocated five minutes to speak. Comments should be limited to matters within the jurisdiction of the Board. Pursuant to the Brown Act (Govt. Code section 54950 et seq.) action or Board discussion cannot be taken on open time matters other than to receive the comments and, if deemed necessary, to refer the subject matter to the appropriate department for follow-up and/or to schedule the matter on a subsequent Board Agenda.			
3	APPROVAL OF MINUTES			
	3.1 Regular Meeting – August 28, 2019	<i>Attachment A</i>	Action Item	2 min.
4	DEPARTMENT/QUARTERLY REPORTS/RECOGNITIONS			
	4.1 Resolution 2019-12 – August Employee of the Month	<i>Attachment B</i>	Action Item	5 min.
	4.2 401K Annual Report		Report	15 min.
	4.3 Director of Nursing - Acute – Theresa Overton	<i>Attachment C</i>	Report	10 min.
	4.4 Director of Quality – Jack Hathaway		Report	10 min.
5	BOARD COMMITTEES			
	5.1 Finance Committee			
	5.1.1 Committee Meeting Report		Report	10 min.
	5.1.2 August 2019 Financial Review, AP, AR, and Acceptance of Financials		Action Item	5 min.
	5.1.3 Mindray Project	<i>Attachment D</i>	Action Item	5 min.
	5.2 Strategic Planning Committee			
	5.2.1 Committee Meeting Report – No Meeting			
	5.3 Quality Committee			
	5.3.1 Committee Meeting Report – Minutes Attached	<i>Attachment E</i>	Report	10 min.
6	NEW BUSINESS			
	6.1 Board By-Law Review	<i>Attachment F</i>	Discussion	10 min.
	6.2 Board Assessment Process (samples attached)	<i>Attachment G</i>		

6.3 POLICY & PROCEDURE APPROVAL

ATTACHMENT H

1. Alternate Sources of Energy
2. Chemical Spill
3. Chemical Spill - Operating Room
4. Compressed Gas & Oxygen Use
5. Discount Payment Policy
6. Emergency Sewage & Waste Disposal Policy
7. Equipment Cleaning - CR
8. HHS POVERTY GUIDELINES MMH389
9. Internal Reporting Of Overpayments, Self-Disclosure, And Repayments For Federal Health Programs
10. Resident Transfer-Discharge Summary-Plan MMH609

7 ADMINISTRATIVE REPORTS

7.1 Chief's Reports – *Written reports provided. Questions pertaining to written report and verbal report of any new items* *Attachment I*

7.1.1	CEO – Louis Ward	Report	10 min.
7.1.2	CCO – Keith Earnest	Report	5 min.
7.1.3	CFO – Travis Lakey	Report	5 min.
7.1.4	CNO – Candy Vculek	Report	5 min.
7.1.5	COO – Ryan Harris	Report	5 min.

7.2 Construction Change Orders **Action Item** 5 min.

8 OTHER INFORMATION/ANNOUNCEMENTS

Information

LEGISLATIVE UPDATE – Val Lakey

9 ANNOUNCEMENT OF CLOSED SESSION

- 9.1 Government Code Section 54962:
- 9.2 Real Property Government Code 54956.8
- 9.3 Pending Litigation Government Code 54956.9
- 9.4 Personnel Government Code 54957

10 RECONVENE OPEN SESSION – Report Closed Session Action Information

11 ADJOURNMENT: Next Regular Meeting – October 23, 2019 – Burney

Posted 09/19/2019

Attachment C

Products (Standard Price Book) | X +

mindrayna.lightning.force.com/lightning/r/Opportunity/0060c0001WK97yAAD/related/OpportunityLineItems/view

Apps Mindray Store m Ops Manuals m Accessories Catalog... Online Shop X Company Vehicle 55 Plant-Based Rec... Cisco Webex m Virtual Hospital Mail - Bryan Gilder...

mindray

Mindray Sales Light... Home Accounts v Opportunities v Products v Quotes v Leads v Reports v Dashboards v Fixed Assets v Salesforce & CPQ Change Req... v More v

Search

Opportunities > MAYERS MEMORIAL HOSPITAL 10/2019

Products (Standard Price Book)

22 items • Sorted by Sort Order • Updated 4 minutes ago

Product	Product Code	Major Pr...	Quant...	Request...	Shipment...	Shipment St...	Sales Price	Total Price	SAP Product Status
6 CS host package (2U Rack)	115-051209-00	BVR3-CS	1.00	10/3/2019	1/21/2020	Fully Delivered	USD 3,360.00	USD 3,360.00	Active
7 BeneVision CS Bed License (FD, Bed, Adv)	121-001373-00		15.00	10/3/2019	1/21/2020	Fully Delivered	USD 232.00	USD 3,480.00	Active
8 BeneVision CS Server License	121-001372-00		1.00	10/3/2019	1/21/2020	Fully Delivered	USD 6,206.00	USD 6,206.00	Active
9 WiFi/HW System Design & Implementation	803-040043-00		1.00	10/3/2019	8/6/2020	Fully Delivered	USD 16,200.00	USD 16,200.00	Active
10 BeneVision DWS Software Media Kit	045-003660-01		1.00	10/3/2019	1/21/2020	Fully Delivered	USD 0.00	USD 0.00	Cleaning Inventory (No Booking)
11 BeneVision (ARR-ST-Q7)License(per Tele)	121-001269-00		5.00	10/3/2019	1/21/2020	Fully Delivered	USD 490.00	USD 2,450.00	Active
12 LABOR UPGRADE SERVICE PER HOUR	5000-00-1000		1.00	10/3/2019	6/16/2020	Fully Delivered	USD 260.00	USD 260.00	Active
13 Masimo MPM w/Mindray ST/Arr. 3/5/12-L	M5TAF-PA00027	MPM-Mas	4.00	10/3/2019	1/21/2020	Fully Delivered	USD 3,770.00	USD 15,080.00	Active
14 Parameter Module w/O Gas-NI-1YR-XWAR	803-011988-00		4.00	10/3/2019	8/6/2020	Fully Delivered	USD 0.00	USD 0.00	Active
15 DP47-- Upgrade System Package	115-034809-00		4.00	10/3/2019	1/21/2020	Fully Delivered	USD 806.25	USD 3,225.00	Cleaning Inventory (No Booking)
16 HP LaserJet Enterprise M608n Printer	023-001566-00		1.00	10/3/2019	1/21/2020	Fully Delivered	USD 2,072.00	USD 2,072.00	Active
17 Spot Check Mapping	803-070244-00		1.00	10/3/2019	10/21/2020	Fully Delivered	USD 5,500.00	USD 5,500.00	Active
18 eGateway SW Spot Check/Surgery 32bd BOM	121-001473-00	EGWY-SC	1.00	10/3/2019	1/21/2020	Fully Delivered	USD 10,000.00	USD 10,000.00	Active
19 BeneVision R4 CMS Viewer bed license Sal	121-001405-01		1.00	10/3/2019	1/21/2020	Fully Delivered	USD 8,925.00	USD 8,925.00	Active
20 BeneVision Widescreen Display	121-001453-00		1.00	10/3/2019	1/25/2020	Fully Delivered	USD 1,725.50	USD 1,725.50	Active
21 WorkStation/Tower Install&Setup w/o CABL	803-040052-00		1.00	10/3/2019	8/6/2020	Fully Delivered	USD 2,520.00	USD 2,520.00	Active
22 Device Install & Setup w/o CABL	803-040040-00		1.00	10/3/2019	8/6/2020	Fully Delivered	USD 731.00	USD 731.00	Active

43°F Clear 10:50 PM

A GLOBAL LEADER IN PATIENT MONITORING, ANESTHESIA AND ULTRASOUND SYSTEMS

PROPOSAL FOR:
MAYERS MEMORIAL HOSPITAL

PREPARED BY:

Bryan Gilder

Dec 22, 2021

Acute
\$62,068.00





Proposal Summary

Proposal Date: Dec 22, 2021
Proposal Number: Q-80323
Proposal Exp. Date: Jan 21, 2022
Sales Rep: Bryan Gilder
Proposal For: MAYERS MEMORIAL HOSPITAL

Mindray DS USA, Inc.
800 MacArthur Blvd.
Mahwah, NJ 07430
Tel: 201-995-8000
Fax: 800.266.9624

Contact: Ryan Nicholls
Title: IT Manager
Phone: (530) 336-7508
Email: rnicholls@mayersmemorial.com

Total Price By Department

Acute Care

Department Name	List Price	Departmental Discount	Net Price
Acute Care	USD 107,844.00	USD -45,776.00	USD 62,068.00
		Acute Care TOTAL:	USD 62,068.00

TOTAL: USD 62,068.00



To: Ryan Nicholls
 MAYERS MEMORIAL
 HOSPITAL
 43563 HIGHWAY 299 EAST
 FALL RIVER MILLS, CA 96028

Sales Representative: Bryan Gilder
Quote Number: Q-80323

Proposal Date: Dec 22, 2021

Phone: (541) 743-1586
E-mail: b.gilder@mindray.com

Affiliation: PRE2

Acute Care

Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
1	121-001546-00	N15 Monitor with Early Warning Score N15 Monitor-includes 5 year warranty, battery, 6 module slots, quick reference guide, line cord and 1 roll of paper (N-Series Monitors connected to BeneVision DMS must be at R4.01 or greater. eGateway compatibility is eGateway 6.7 or greater.)	USD 9,905.00	USD 5,546.80	4	USD 22,187.20
2	121-001586-00	Sidestream CO2 module 1X (115-049134-00) with adult/pediatric accessory kit Sales BOM	USD 3,700.00	USD 2,072.00	4	USD 8,288.00
3	115-062361-00	N Series Combo Ops Manual	Included	Included	1	USD 0.00
4	045-003425-00	Transition mounting plate. (N12, N15 and N17)	USD 120.00	USD 90.00	4	USD 360.00
5	121-001570-00	N1 Monitor with Masimo SET® SpO2, ST/ Arrhythmia analysis, 3/5/12-lead NIBP, two invasives, dual temperature, integrated battery, 2.4/5GHz wireless enabled (12-lead ECG accessories must be ordered separately). Multiparameter Modules-include Masimo or Nellcor SpO2 adult reusable sensor, Masimo or Nellcor SpO2 cable, reusable adult NIBP cuff and hose , ECG 5 lead adult defib proof cable and ECG 5 lead snap 24" wire set , and MR420B adapter cable for YSI probe . All other accessories must be ordered separately. (N-Series Monitors connected to BeneVision DMS must be at R4.01 or greater. eGateway compatibility is eGateway 6.7 or greater.)	USD 12,295.00	USD 6,885.20	4	USD 27,540.80
6	803-070877-00	N1 Install & Setup includes programming, configuration and verification	USD 180.00	USD 162.00	4	USD 648.00
7	803-040040-00	Device Install & Setup w/o CABL for one of the following - patient monitor, printer or display. Includes programming, configuration and verification	USD 761.00	USD 761.00	4	USD 3,044.00
Acute Care TOTAL:						USD 62,068.00

To: Ryan Nicholls
MAYERS MEMORIAL
HOSPITAL
43563 HIGHWAY 299 EAST
FALL RIVER MILLS, CA 96028

Sales Representative: Bryan Gilder
Quote Number: Q-80323
Proposal Date: Dec 22, 2021
Phone: (541) 743-1586
E-mail: b.gilder@mindray.com

Affiliation: PRE2

Affiliation Notes: Premier – Patient Monitoring Contract # PP-MM-620 (New #PP-NS-1478) – Tier 2 – (PRE2): Standard One Year-On Site Warranty plus an extended one year warranty for a total of two years for parts & labor on Patient Monitors, Gas Module, Central Stations and transmitters. Standard Three Year Mail-In Warranty on Accutorr Monitors. N Series Monitors - Standard 5 year warranty. EPM Monitors – Standard 3 Year Warranty
Premier Anesthesia Contract #PP-MM-729 Anesthesia Machines - Standard three year warranty. Premier Ultrasound Contract #PP-IM-309: M7, M9, TE5, TE7 & ME8 Ultrasound Machines & Transducers (Excluding 4D & TEE Transducers - Standard one year) have a standard five year warranty. DC8 Expert Ultrasound Machine & Transducers - Standard five year warranty. Resona7 Ultrasound Machine & Transducers - Standard 5 Year Warranty. EXCEPTION: DEMO EQUIPMENT (12 MONTHS ONLY)

Payment Terms: NET 45 DAYS

Shipping Terms: F.O.B. SUPPLIERS Dock (Freight & Insurance Prepaid on Contracted Products Only)
"To ensure on-time delivery of your orders, Mindray may drop ship products directly from our overseas factories or distribution warehouses"

Proposal Notes:

Product Notes: Biomedical training credits issued to customers at the time of sale, are for the sole use of employees of the facility purchasing the equipment, and are non transferable.

Central Station - Hospitals, or buying groups, that require special containment procedures while opening plenum spaces including the use of a negative chamber tent system will be billed separately for the containment costs. These cost will include, but not be limited to, rental of a containment system, plus the additional cost incurred by the cable installer and the Mindray Representative who are required to use the system. This will also apply to any containment costs incurred after the installation for Mindray Representatives when performing maintenance on the system.

Trash Removal responsibility

Mindray is not responsible for the disposal of packing material associated with newly installed Mindray products. Mindray will work with the customer to collect and centralize the packing material for ease of disposal by the customers' personnel. The customer will be responsible for sorting and disposal of packing material.

De-Installation of existing cabling

Mindray is not responsible for the de-installation of existing cabling associated with an existing patient monitoring system. Mindray will provide this service on a time and material basis in the event that the customer would like to have this work done by Mindray at the time of the installation. Customer will be responsible for pulling of cable and certification, if these items are not charged on the body of this quote.

Fiber Optics Requirements

In the event that fiber optics network runs are necessary due to the location of the central rack, then it will be the customer's responsibility to add the necessary fiber optic run(s). Mindray



Technology service will provide this service on a T+M basis in the event that the customer would like to have this work done by Mindray.

Pricing for cable pull and certification is based on nonunion labor. If Union labor is required customer will be invoiced for any additional cost. Pricing for cablepull includes installation of cables above ceilings or any horizontal/vertical pathways and shall be supported per B1SCI standards utilizing communications rated J-hooks. Pricing does not include major structural changes to go between walls or floors, e.g., penetration of interior or exterior cement walls or the installation of conduit/Raceway.

Core Drilling requirements

In the event that core drilling (i.e drilling between floors to accommodate network runs) is required to complete an installation, the customer will be responsible for customary costs associated with this work. Mindray Technology Services will provide this service on a T+M basis if requested by the customer.

(Customary charges are approximately \$450 each)

Purchase order acceptance and delivery of Mindray Certified Refurbished products is subject to inventory availability.

Product Notes:

Please complete at time of purchase:

Uncrating Needed: YES / NO

Receiving Dock Hours: _____

Debris Removal: YES / NO

Lift Gate Required: YES / NO

Prior Notification: YES / NO

Inside Delivery Required: YES / NO

Contact Name: _____

Department: _____

Contact Phone #(s) _____

E-mail Address(s) _____

Purchase order acceptance and delivery of Mindray Certified Refurbished products is subject to inventory availability.

This quotation contains no provisions for Biomedical training tuition or credits.

If your terms are Cash-in-advance, please remit check directly to:

Mindray DS USA, Inc. 24312 Network Place, Chicago, IL 60673-1243



Total Price By Department

Acute Care

Department Name	List Price	Departmental Discount	Net Price
Acute Care	USD 107,844.00	USD -45,776.00	USD 62,068.00
		Acute Care TOTAL:	USD 62,068.00

TOTAL: USD 62,068.00

Quotation

Total List Amount	USD 107,844.00
Total GPO Discount	USD 45,776.00
Total Additional Discount/TradeIn	USD 0.00
Total Net Amount	USD 62,068.00

Mindray Capital Leasing Options

Monthly Lease Payment Amount:

36 months USD 1,839.39
48 months USD 1,408.38
60 months USD 1,150.12

Leasing Notes:

This quote is non-binding and is subject to credit approval and acceptance by Mindray Capital. Monthly payments do not include applicable freight and taxes.



Total Net Price For Purchase:

USD 62,068.00

To: Ryan Nicholls
MAYERS MEMORIAL
HOSPITAL
43563 HIGHWAY 299 EAST
FALL RIVER MILLS, CA 96028

Sales Representative: Bryan Gilder
Quote Number: Q-80323

Proposal Date: Dec 22, 2021

Phone: (541) 743-1586
E-mail: b.gilder@mindray.com

Affiliation: PRE2

Title of Buyer	Printed Name of the Buyer

Purchase Order Number	Date	Signature of the Buyer

Ship to Address:

Bill to Address:

We have selected a non-Masimo SpO2 technology and have requested a proposal using an alternate SpO2 technology.

Although we have been educated on the Masimo SpO2 option by Mindray, we have independently chosen the alternate SpO2 option based upon our business needs.

Signature of buyer _____

**Mindray North America now has a \$150 minimum order policy.
Unless otherwise stated, the total net price of this quotation does not include, freight or sales tax.**

Moriah Padilla

From: Bryan Gilder <B.Gilder@mindray.com>
Sent: Friday, December 31, 2021 1:51 PM
To: Moriah Padilla; Ryan Nicholls; Theresa Overton; Travis Lakey
Cc: Doug Hopkins; Bryan Gilder
Subject: Mindray Revised Quotes
Attachments: Mayers Memorial Hospital - OR Monitors - 2xN15(5GHz), 2xN1, 2xGasMod, 12-31-21.pdf; Mayers Memorial Hospital - A5 Anesthesia Machine, 12-22-21.pdf; Mayers Floor Plan 12-30-21.pdf; Mayers Memorial Hospital - ED Monitors - 5xN15,5xN1,5xCo2, 12-31-21.pdf; Mayers Memorial Hospital - Acute Monitors - 4xN15, 4xN1, 4xCo2 12-22-21.pdf; Mayers Memorial Hospital - COVID, 6xN15(5GHz), 6xN1, 2xCo2, WiFi Expansion, 12-31-21.pdf

Importance: High

This Message Is From an External Sender

This message came from outside your organization.
 Do not click any links without first verifying the sender.
 If you are concerned with the legitimacy of this email please contact IT immediately.

Hello and Happy New Year,

Thank you all for your patience during this process.

Please see attached/revise quotes and disregard those previously sent.

COVID/PrePost Monitors, 5GHz Expansion, Server&Workstation Required Upgrades.....	\$113,861.26.....	Monitors will be able to be viewed on the Acute Care Workstation once installed
OR Monitor Quote.....	\$43,630.00.....	5GHZ,N15
Monitors will either be seen on the Acute Care Workstation or go direct to the EMR		
Anesthesia Machine Quote.....	\$35,518.25	
Acute Care Monitor Quote.....	\$62,068.00.....	N15 Monitors are quoted to utilize existing hardwire ports (N1 module/monitors are wireless)
ED Monitors.....	\$77,585.00.....	N15 Monitors are quoted to utilize existing hardwire ports (N1 module/monitors are wireless)
Grand Total		\$332,662.51

- Quotes are turnkey and include installation, training, standard accessories and cable pulls where requested. (Please note that there will likely be a 3% increase on some/all service related line items beginning Jan 1, 2022)
- New 5GHz wireless coverage is outlined in RED on the attached floorplan.
- All N1 module/monitors are wireless when removed from their host monitor and can be viewed on any WorkStation that has an available tile. A patient can be issued an N1 upon arrival which remains with them

during their entire stay. This means no de-cabling, a higher level of infection control and a seamless flow of patient data. Should the wireless connection ever be lost, the N1 will continue collecting data, and once docked in its host monitor, backload the data to the monitor and central server for review.

- The hospital's Passport 17m monitors in ED are not yet end-of-life, but they are NOT compatible with the new N1 module/monitors. An end-of-life date has not been established for the Passport 17m, although I'm told parts and service should be available through 2027.
- If you would like to sell your existing DPM and Passport monitors, I would be happy to work with Integris Equipment to provide you with estimates to purchase these items.
- If new monitors are purchased for Acute Care, MMH will be credited for the DPM7+ System Upgrade Kits and Masimo MPM's previously purchased, in the amount of \$19,085. Any installation labor associated with these upgrades that was previously quoted has not been billed as the installation was never performed.

Please feel free to reach out any time with question and I wish you all the best in the coming year!

Kindest Regards
Bryan

Bryan Gilder
Sales Consultant - OR, WA

mindray

Mindray North America

Mobile: (541) 743-1586
b.gilder@mindray.com
Follow us on LinkedIn
Subscribe to us on YouTube

LEVERAGING TECHNOLOGIES | EXPANDING POSSIBILITIES

STRICTLY PRIVATE & CONFIDENTIAL. This email may contain confidential and proprietary material for the sole use of the intended recipient. Any review or distribution by others is strictly prohibited. If you are not the intended recipient please contact the sender and delete all copies.