Month End Financial Narrative For month ending January 31, 2025

Overall, Bay Area Hospital reported a loss of \$1.4M in January, against budgeted loss of \$403K. Gross Revenue for January was \$67.2M and Net Revenue ended the month at \$21.0M, with a Net to Gross Revenue Margin of 32.2%.

| January 2025 | | N | lonth To Date | e | | Year to Date | | | | | | | |
|-----------------------------|-------------|------------|---------------|------------|-------------|--------------|-------------|--------------|-------------|--------------|--|--|--|
| | Actual | Budget | Variance | Prior Year | Variance | Actual | Budget | Variance | Prior Year | Variance | | | |
| Total Gross Patient Revenue | 67,248,378 | 64,923,002 | 2,325,377 | 61,068,863 | 6,179,516 | 435,582,468 | 447,660,525 | (12,078,056) | 406,773,657 | 28,808,812 | | | |
| Total Deductions | 46,258,929 | 42,504,323 | 3,754,605 | 39,098,529 | 7,160,400 | 295,626,667 | 293,114,413 | 2,512,254 | 268,041,550 | 27,585,118 | | | |
| Other Revenue | 651,119 | 272,730 | 378,389 | 321,481 | 329,638 | 2,685,033 | 1,909,111 | 775,922 | 1,784,481 | 900,552 | | | |
| Total Net Revenue | 21,640,569 | 22,691,408 | (1,050,840) | 22,291,815 | (651,246) | 142,640,834 | 156,455,222 | (13,814,388) | 140,516,588 | 2,124,246 | | | |
| | | | | | | | | | | | | | |
| Wages, Benefits, Contract L | 13,220,669 | 12,685,431 | (535,238) | 12,183,365 | (1,037,303) | 85,372,377 | 82,630,537 | (2,741,840) | 78,371,082 | (7,001,294) | | | |
| Supplies | 3,457,835 | 4,015,747 | 557,911 | 4,010,119 | 552,283 | 26,046,681 | 27,904,910 | 1,858,230 | 25,224,992 | (821,689) | | | |
| Other Supplies | 6,331,748 | 6,393,060 | 61,312 | 5,799,189 | (532,559) | 43,115,171 | 44,444,081 | 1,328,910 | 39,080,706 | (4,034,465) | | | |
| Total Operating Expenses | 23,010,252 | 23,094,237 | 83,985 | 21,992,673 | (1,017,579) | 154,534,228 | 154,979,528 | 445,300 | 142,676,780 | (11,857,448) | | | |
| | | | | | | | | | | | | | |
| Net Operating Income | (1,369,684) | (402,828) | (966,855) | 299,142 | (1,668,825) | (11,893,394) | 1,475,694 | (13,369,088) | (2,160,193) | (9,733,202) | | | |
| Non-Operating Income/Exper | 230,475 | (95,851) | 326,326 | (177,904) | 408,379 | 1,522,643 | (658,235) | 2,180,878 | 924,303 | 598,340 | | | |
| Net Income | (1,139,208) | (498,680) | (640,529) | 121,238 | (1,260,446) | (10,370,751) | 817,459 | (11,188,211) | (1,235,889) | (9,134,862) | | | |

VOLUMES

Inpatient Discharges & Days

- For January, Inpatient discharges were below budget by 28; however, they were 5 higher than last year (585 vs 613 vs 580). Patient days are 189 lower than budget and 321 lower than last year (2,372 vs 2,561 vs 2,693). The average length of stay (ALOS) is 4.05 which is lower than budget of 4.18 and last year's 4.64.
- Year to date (YTD) discharges came in under budget by 336 and over last year by 84 (3,3913 vs 4,249
- vs 3,828). YTD Patient Days are lower than budget by 892 but higher than last year by 647 (16,868 vs 17,760 vs 16,221). ALOS YTD is 4.31 vs 4.18 budget vs 4.24 last year.

Admits continue to be behind budget due to the loss of some community providers that are included in the budget. Compared to last year, Ortho admits were 18 less this month compared to last year and Urology was down by 20. Infection Disease and Septicemia were both higher than last year (16 and 14 respectively), as was General Medical at 14 and pulmonology at 11 higher than last year.

ED Visits

- ED visits are 383 above budget for the month and 357 above last year (2,661 vs 2,278 vs 2,304). 17.9% of all ED Visits were admitted in January, compared to 19.9% in January a year ago. Chief complaints include Abdominal Pain, Shortness of Breath, Chest Pain, and Coughs.
- Patients leaving without being seen (LWBS) was .50% in January (0.29% in November vs. .62% in December). Last January we are at 0.97%. We are on a 13-month trend of being below 1.1%. Anything under 2% is considered best practice.
- YTD visits are 17,748 vs. 15,798 budgeted vs 15,626 last year-to-date.

Operating Room Cases

MTS as 46 below budget and 10 below last year (295 vs 341 vs 305). Verses last year the largest decline was GYN and Urology cases at 10 each, followed by Orthopedics at 9. We saw more General Cases (23) vs same month last year. Our only Plastics surgeon resigned from medical staff (~4 cases/month). Budget included physicians that are no longer in the area.



• YTD surgeries are 326 below budget and 190 below last year (2,040 vs 2,366 vs 2,230). The largest decreases YTD are Urological (136) and GYN (101). We have seen more Ortho cases (55) and Plastics (29) YTD vs Last year YTD.

Cardiac Cath Cases

- In January there are 108 Cath Lab cases vs. budget of 115. January of last year had 115. Cath lab was on divert for about a week in January.
- 716 YTD cases brings us 15 below our YTD budget of 731 with prior year YTD actual of 740 cases. This is primarily due to the lab being down for about a week in each September, December & January.

Outpatient Visits

- OP Visits are down 150 from budget and 395 compared to a year ago (11,768 vs 11,918 vs 12,163). The most substantial decrease this month is seen in Lab, Med Oncology, and Cardiology Clinic. We are seeing more patients in Emergency Room, Mammography, Wound Care and Outpatient Infusion vs same month last year.
- Our YTD is below budget by 2,877and YTD last year 2,100 (79,777 vs 82,654 vs 81,877). Substantially, the same departments for the month are ahead/below for YTD.

REVENUES

Gross Revenues

- January's Gross Revenues came in at \$67.2M, which is \$2.3M (3.6%) above the budget of \$64.9M. Cardiac Cath Lab and Prefontaine revenues are the drivers of the positive budget variance as a physician caught up on their documentation and charges were able to drop. Departments with large deficits to budget include Operating Room and Pharmacy-Infusion. Compared to last year, gross revenue is \$6.1M (10.1%) higher (\$67.2M vs. \$61.1M).
- Variance in Gross Revenues vs budget is \$8.9M favorable due to Rate and \$6.6M unfavorable due to Volume.

Deductions from Revenue

- As a %, Deductions from Revenue are higher than budget at 67.8% vs. 65.05% (32.2% vs 35.0% revenue realization rates). As has been the trend, we have been seeing a decline in Commercial payor mix. January, however, we saw an extremely low Commercial Mix of 12.53%.
- In FY22 Commercial payor mix was 16.40%, FY23 was 15.91%, FY24 as 14.36% and thus far in FY25 it is 13.91%.
- Net Revenues are impacted this month by \$544K unfavorable due to payor mix difference from Budget and \$1.3M negative impact from Budgeted Net Realization Rate.





Other Revenues

- Current month actuals are \$651K vs \$273K budget vs \$321K last year. Higher 340B rebates is the driver of the increase.
- YTD \$2.7M actual vs \$1.9M budget vs \$1.8M last year. Again, the increase is due to 340B Pharmacy rebates.

Net Revenues

- Net Revenue for the month is below budget by \$1.1M and below last year by \$651K (\$21.6M vs. \$22.6M vs. \$22.2M).
- YTD is below budget by \$13.8M and above last year by \$2.2M (\$142.6M vs. \$156.4M vs. \$140.5M).

EXPENSES

Salaries

- Salaries are \$289K over budget and \$1.0M over last year (\$8.3M vs. \$8.1M vs. \$7.3M). The average hourly rate of \$51.05 for employed staff is below the budgeted rate of \$52.02 and \$4.85 above last year's rate of \$46.21. Less contract labor, PTO usage and pay rate increases, including a shift of Pediatric Hospitals from purchase services to employed, are the drivers of the increase.
- Year to date salaries are \$2.8M over budget and \$7.3M over last year (\$57.8M vs \$55.0M vs \$50.0M).

Contract labor

- MTD is over budget by \$204K and under last year by \$571K (\$1.7M vs \$1.5M vs \$2.2M). Physician contract labor was over budget by \$271K and \$348k over last year.
- Year to date contract labor is over budget by \$1.0M and under prior year by \$1.2K (\$12.4M vs \$11.3M vs \$13.6M).

Benefits

- Overall Benefits expense for the month of January over budget by \$92K, and over last year by \$573K (\$3.3M actual vs \$3.2M budget vs \$2.7M last year). Overage vs budget is due to higher PTO accruals. All benefit categories are higher than last year. As a % of wages benefits were 39.2% this month vis 39.2% budget and 36.9% last year.
- Year to date benefits are under budget by \$1.2M and over the prior year by \$910K (\$15.2M vs \$16.3M vs \$14.3M). As a % of wages benefits were 26.7% this year vs 29.7% budget and 28.3% last year.

Overall, Salary/Wages/Benefits/Contract labor per Adjusted Patient Day for the month is \$2,442 which is above the budget of \$2,140 and below last year of \$2,020. YTD actual of \$2,951 is above budget of \$1,971 and above prior year of \$2,072.

Physician and Pro-fees

- Near budget and last year for the month (\$1.6M vs. \$1.6M vs \$1.6M)
- YTD is below budget by \$714K and below the prior year by \$171K (\$10.9M vs \$11.6M vs \$11.1M).



Supplies

- For the current month, supply costs are \$558K favorable to budget and \$552K lower compared to the prior year (\$3.5M vs \$4.0M vs \$4.0M). Drug spend and Cardiac Implants are the drivers of the variances. Supply Expense as a % of Net Revenues are 16.5% actual, 17.9% budget and 18.3% last year.
- Year to date, supply costs are \$1.9M below budget and below the prior year's costs by \$822K (\$26.0M vs \$27.9M vs \$25.2M). YTD Variance reason are similar. YTD Supply Expense as a % of Net Revenues are 18.6% actual, 18.1% budget and 18.2% last year.

Purchased Services

- For the current month, Purchased Services costs are \$113K higher than budget and \$699K above the prior year (\$2.4M vs \$2.2M vs \$1.7M). Workday expense is now recognized in this category vs Depreciation since the contract was only signed for one year. Compared to last year the variance is due to outsourced revenue cycle.
- Year to date, Purchased Services costs are \$219K over budget and \$4.4M higher than the prior year (\$14.8M vs \$14.7M vs \$10.5M). The largest variance is due to the outsourcing of Revenue Cycle.

Lease/Rentals

- For the current month, Leases/Rentals costs are \$10K unfavorable to budget and \$13K over the prior year (\$26K vs \$16K vs \$14K)
- Year to date, Leases/Rentals costs are close to budget and \$24K above the prior year (\$118K vs \$108K vs \$94K).

Depreciation

- For the current month, Depreciation costs are \$144 favorable to budget and \$941 favorable compared to the prior year (\$774K vs \$918K vs \$941K) due to lower subscription amortization since the Workday contract was only renewed for one year.
- Year to date, Depreciation costs are \$382K below budget and \$435K below the prior year (\$6.4M vs \$6.7M vs \$6.8M).

Other Operating expense

- For the current month, Other Operating Expenses are near budget and prior year (\$1.6M vs \$1.6M vs \$1.6M).
- Year to date, Other Operating Expenses are \$461K below budget and \$227K above last year (\$10.8M vs \$11.3M vs \$10.6M). Compared to last year we have higher utilities, insurance premiums and lower provider tax.

Non-Operating Income and Expense

- \$326K above Budget and \$408K above prior year (income of \$230K vs budget loss of \$96K vs last year loss of \$178K). Variance is due to slightly favorable market conditions.
- Year to date, we are higher than budget by \$2.2M and last year by \$598K (\$1.5M vs budget loss of \$658K and last year income of \$924K).



Balance Sheet

Cash and Cash Equivalents are \$8.1M at the end of January and Assets limited to use are \$36M for an overall cash balance of \$44.2M. Overall cash and investments decreased about \$8.9M over last month.

Days Cash on Hand is 64 days.

Account Receivable (net) increased slightly from the prior month to end at \$30.2M.

Prepaids increased by \$2.1M due to payment of Insurance, Workday and other contracts.

Current liabilities decreased by \$5.8M compared to last month, primarily in the area of Accounts Payable (\$4.3M) and Accrued Payroll (\$2.8M). PTO Payable increased by \$871K

The Current Ratio is 2.92 and Debt to Capitalization is 39.8%.

Bay Area Hospital

Consolidated Income Statement - January 2025

| | | | Mo | nth to Date | | | | | | Vear | to Date | | | |
|---|-------------------------|------------------------|-----------------------|--------------------|------------------------|------------------------|----------------------------|------------------------------|--------------------------|--------------------------|---------------------|----------------------------|------------------------|--------------------|
| | Actual | Budget | Variance | Var % | Prior Year | Variance | Var % | Actual | Budget | Variance | Var % | Prior Year | Variance | Var % |
| Gross Patient Revenue | | | | | | | | | | | | | | |
| Inpatient Revenue | 29,469,328 | 27,580,890 | 1,888,438 | 6.8% | 27,261,325 | 2,208,003 | 8.1% | 180,842,616 | 189,661,003 | (8,818,387) | -4.6% | 174,470,768 | 6,371,848 | 3.7% |
| Outpatient Revenue | 37,779,051 | 37,342,112 | 436,939 | 1.2% | 33,807,538 | 3,971,513 | 11.7% | 254,739,853 | 257,999,522 | (3,259,669) | -1.3% | 232,302,889 | 22,436,964 | 9.7% |
| Total Gross Patient Revenue | 67,248,378 | 64,923,002 | 2,325,377 | 3.6% | 61,068,863 | 6,179,516 | 10.1% | 435,582,468 | 447,660,525 | (12,078,056) | -2.7% | 406,773,657 | 28,808,812 | 7.1% |
| Deductions | 45,425,365 | 41,725,247 | (3,700,118) | -8.9% | 38,532,815 | (6,892,550) | -17.9% | 288,951,662 | 287,742,499 | (1,209,163) | -0.4% | 265,694,331 | (23,257,331) | -8.8% |
| Bad Debt | 406,037 | 259,692 | (146,345) | -56.4% | 255,645 | (150,391) | -58.8% | 3,076,251 | 1,790,638 | (1,285,613) | -71.8% | 980,339 | (2,095,912) | -213.8% |
| Charity | 427,527 | 519,384 | 91,857 | 17.7% | 310,069 | (117,459) | -37.9% | 3,598,754 | 3,581,276 | (17,478) | -0.5% | 1,366,880 | (2,231,874) | -163.3% |
| Total Deductions | 46,258,929 | 42,504,323 | (3,754,605) | -8.8% | 39,098,529 | (7,160,400) | -18.3% | 295,626,667 | 293,114,413 | (2,512,254) | -0.9% | 268,041,550 | (27,585,118) | -10.3% |
| Net Healthcare Revenue | 20,989,450 | 22,418,678 | (1,429,229) | -6.4% | 21,970,334 | (980,884) | -4.5% | 139,955,801 | 154,546,111 | (14,590,310) | -9.4% | 138,732,107 | 1,223,694 | 0.9% |
| Other Oper Revenue | 651,119 | 272,730 | 378,389 | 138.7% | 321,481 | 329,638 | 102.5% | 2,685,033 | 1,909,111 | 775,922 | 40.6% | 1,784,481 | 900,552 | 50.5% |
| Total Net Revenue | 21,640,569 | 22,691,408 | (1,050,840) | -4.6% | 22,291,815 | (651,246) | -2.9% | 142,640,834 | 156,455,222 | (13,814,388) | -8.8% | 140,516,588 | 2,124,246 | 1.5% |
| Net to Gross | | 35.0% | (000.070) | 0.00/ | 36.5% | (4 005 075) | 11.00 | 32.7% | 34.9% | (0.004.400) | 5.00/ | 34.5% | (7.000.004) | |
| Salaries | 8,290,688 | 8,051,816 | (238,872) | -3.0% | 7,254,813 | (1,035,875) | -14.3% | 57,826,185 | 54,962,057 | (2,864,128) | -5.2% | 50,497,824 | (7,328,361) | -14.5% |
| Contract Labor Benefits | 1,679,801 3,250,180 | 1,475,215 3,158,400 | (204,586) (91,780) | -13.9% -2.9% | 2,251,031 2,677,522 | 571,230 (572,658) | 25.4% -21.4% | 12,360,362 15,185,830 | 11,328,783 16,339,698 | (1,031,580) 1,153,868 | -9.1% 7.1% | 13,597,252 14,276,006 | 1,236,890 (909,823) | 9.1% -6.4% |
| Physician & Prof Fee | 1,584,947 | 1,637,235 | 52,288 | -2.9% | 1,599,320 | (372,038) 14,373 | -21.4% | 10,934,839 | 11,649,241 | 714,402 | 6.1% | 11,105,912 | (909,823) | -0.4% |
| Supplies | 3,457,835 | 4.015.747 | 557,911 | 13.9% | 4,010,119 | 552,283 | 13.8% | 26,046,681 | 27.904.910 | 1.858.230 | 6.7% | 25.224.992 | (821,689) | -3.3% |
| Purchased Services | 2,363,672 | 2,250,124 | (113,548) | -5.0% | 1,664,442 | (699,230) | -42.0% | 14,902,075 | 14,683,444 | (218,631) | -1.5% | 10,513,444 | (4,388,631) | -41.7% |
| Leases/Rentals | 26,319 | 16,487 | (9,832) | -59.6% | 13,683 | (12,635) | -92.3% | 118,355 | 108,647 | (9,708) | -8.9% | 94,370 | (23,985) | -25.4% |
| Depreciation | 773,830 | 918,182 | 144,352 | 15.7% | 941,053 | 167,223 | 17.8% | 6,360,257 | 6,742,089 | 381,832 | 5.7% | 6,794,778 | 434,520 | 6.4% |
| Other Oper Expense | 1,582,981 | 1,571,032 | (11,949) | -0.8% | 1,580,690 | (2,291) | -0.1% | 10,799,646 | 11,260,661 | 461,015 | 4.1% | 10,572,202 | (227,444) | -2.2% |
| Total Operating Expenses | 23,010,252 | 23,094,237 | 83,985 | 0.4% | 21,992,673 | (1,017,579) | -4.6% | 154,534,228 | 154,979,528 | 445,300 | 0.3% | 142,676,780 | (11,857,448) | -8.3% |
| Net Operating Income | (1,369,684) | (402,828) | (966,855) | 240.0% | 299,142 | (1,668,825) | -557.9% | (11,893,394) | 1,475,694 | (13,369,088) | -906.0% | (2,160,193) | (9,733,202) | 450.6% |
| Investment Income | 211,196 | · · · · - | 211,196 | 0.0% | (64,707) | 275,904 | -426.4% | 1,340,404 | - | 1,340,404 | 0.0% | 1,596,403 | (255,999) | -16.0% |
| Other Nonop Inc(Exp) | 39,529 | 101,319 | (61,790) | -61.0% | 105,405 | (65,876) | -62.5% | 1,252,891 | 709,235 | 543,656 | 76.7% | 784,237 | 468,654 | 59.8% |
| Interest Expense Net Income | (20,250) (1,139,208) | (197,170) (498,680) | 176,920 | -89.7% 128.4% | (218,601) 121,238 | 198,351 (1,260,446) | -90.7% - 1039.6% | (1,070,653) (10,370,751) | (1,367,470) 817,459 | 296,817 (11,188,211) | -21.7% -1368.7% | (1,456,337) (1,235,889) | 385,684 | -26.5% 739.1% |
| | -68.8% | | (640,529) | 128.4% | -64.0% | (1,260,446) | -1039.6% | | -65.5% | -2.4% | -1366.7% | | (9,134,862) | 739.1% |
| Contractual % Operating Margin | -6.3% | -65.5% -1.8% | -3.3% | 256.5% | -04.0% | -7.7% | | -67.9% -8.3% | -05.5% | -2.4% | -984.0% | -65.9% -1.5% | -6.80% | 442.4% |
| Operating Margin | (595,854) | -1.6% 515,354 | -4.0% | -215.6% | 1,240,195 | (1,836,049) | -148.0% | (5,533,137) | 8,217,783 | -9.3% | -964.0% -167.3% | 4,634,585 | -0.80% | -219.4% |
| | (, , | | | | | | -146.0% | | | | -167.3% | | -7.18% | |
| Operating EBIDTA % EBIDTA | -2.8% | 2.3% | -5.0% | -221.2% -156.0% | 5.6% | -8.3% | -126.9% | -3.9% | 5.3% 8,927,018 | -9.1% | -173.9% -132.9% | 3.3% | | -217.6% -141.9% |
| EBIDTA EBIDTA % | (345,129) -1.6% | 616,673 2.7% | (961,801) -4.3% | -156.0% | 1,280,892 5.7% | (1,626,021) -7.3% | -120.9% | (2,939,842) -2.1% | 8,927,018 5.7% | (11,866,859) -7.8% | -132.9% | 7,015,225 5.0% | (9,955,067) -7.05% | -141.9% -141.3% |
| Key Stats | -1.070 | 2.170 | -4.3% | -130.770 | J.770 | -1.3% | | -2.170 | 3.170 | -7.070 | -130.1% | 5.0% | -7.03% | -141.3% |
| Discharges | 585 | 613 | (28) | -4.5% | 580 | 5 | 0.9% | 2,788 | 4,249 | (1,461) | -34.4% | 3,828 | (1,040) | -27.2% |
| Patient Days | 2,372 | 2,561 | (189) | -7.4% | 2,693 | (321) | -11.9% | 12,009 | 17,760 | (5,751) | -32.4% | 16,221 | (4,212) | -26.0% |
| LOS | 4.05 | 4.18 | (0.13) | -3.0% | 4.64 | (0.59) | -12.7% | 4.31 | 4.18 | 0.13 | 3.0% | 4.24 | 0.07 | 1.7% |
| Adjusted Days | 5,413 | 6,028 | (615) | -10.2% | 6,033 | (620) | -10.3% | 28,925 | 41,920 | (12,995) | -31.0% | 37,819 | (8,894) | -23.5% |
| Adjusted Discharges | 1,335 | 1,442 | (107) | -7.4% | 1,299 | 36 | 2.7% | 6,715 | 10,028 | (3,313) | -33.0% | 8,925 | (2,210) | -24.8% |
| Per Adjusted Day | | | | | | | 0.70/ | | | | | | | |
| Net Revenue/APD | 3,878 | 3,719 | 159 | 4.3% | 3,642 | 236 | 6.5% | 4,839 | 3,687 | 1,152 | 31.2% | 3,668 | 1,170 | 31.9% |
| SWB+CL/APD Salary+CL/APD | 2,442 1,842 | 2,104 1,580 | (338) (262) | -16.1% -16.5% | 2,020 1,576 | 423 266 | 20.9% 16.9% | 2,951 2,426 | 1,971 1,581 | (980) (845) | -49.7% -53.4% | 2,072 1,695 | 879 732 | 42.4% 43.2% |
| Supply Cost/APD | 639 | 666 | (202) 27 | 4.1% | 665 | (26) | -3.9% | 2,420 | 666 | (235) | -35.3% | 667 | 233 | 43.2% |
| Other Expense/APD | 585 | 532 | (53) | -10.0% | 527 | 58 | 11.0% | 751 | 547 | (205) | -37.5% | 573 | 178 | 31.1% |
| Per Adjusted Discharge | | | () | | | | | | | () | | | | |
| Net Revenue/Adj DC | 15,723 | 15,547 | 176 | 1.1% | 16,910 | (1,187) | -7.0% | 20,841 | 15,411 | 5,431 | 35.2% | 15,544 | 5,297 | 34.1% |
| SWB+CL/Adj DC | 9,903 | 8,797 | (1,107) | -12.6% | 9,377 | 526 | 5.6% | 12,713 | 8,240 | (4,474) | -54.3% | 8,781 | 3,932 | 44.8% |
| Salary+CL/Adj DC | 7,469 | 6,607 | (862) | -13.0% | 7,316 | 152 | 2.1% | 10,452 | 6,610 | (3,842) | -58.1% | 7,182 | 3,270 | 45.5% |
| Supply Cost/Adj DC | 2,590 | 2,785 | 195 | 7.0% | 3,086 | (496) | -16.1% | 3,879 | 2,783 | (1,096) | -39.4% | 2,826 | 1,052 | 37.2% |
| Other Expense/Adj DC | 2,373 | 2,225 | (148) | -6.7% | 2,448 | (74) | -3.0% | 3,237 | 2,284 | (952) | -41.7% | 2,429 | 808 | 33.3% |
| Pct of Net Revenue SWB+CL | 63.0% | 56.6% | -6.4% | | 55.5% | -7.5% | | 61.0% | 53.5% | -7.5% | | 56.5% | -4.5% | |
| Supplies | 16.5% | 17.9% | -0.4 % | | 18.3% | 1.8% | | 18.6% | 18.1% | -0.6% | | 18.2% | -4.5% | |
| Other Expense | 15.1% | 14.3% | -0.8% | | 14.5% | -0.6% | | 15.5% | 14.8% | -0.7% | | 15.6% | 0.1% | |
| Bad Debt & Charity | 4.0% | 3.5% | 0.5% | | 2.6% | -1.4% | | 4.8% | 3.5% | 1.3% | | 1.7% | -3.1% | |
| FTE's | | | | | | | | | | | | | | |
| Total Salary FTE's | 919.22 | 876.11 | (43.12) | -4.9% | 886.37 | (32.86) | -3.7% | 386.70 | 876.11 | 489.40 | 55.9% | 864.99 | 478.28 | 55.3% |
| Total Contract FTE's | 51.94 | 67.31 | 15.37 | 22.8% | 147.72 | 95.78 | 64.8% | 40.04 | 67.31 | 27.27 | 40.5% | 100.89 | 60.85 | 60.3% |
| Total Facility Paid FTEs | 971.16 | 943.42 | (27.75) | -2.9% | 1,034.09 | 62.93 | 6.1% | 426.74 | 943.42 | 516.67 | 54.8% | 965.88 | 539.14 | 55.8% |
| Paid FTE per Adj Day Average Hourly Rate | 5.56 \$58.12 | 4.85 \$ 57.16 | (0.71) (0.95) | -14.6% -1.7% | 5.31 \$51.89 | (0.25) (6.22) | -4.7% -12.0% | 3.20 \$ 133.00 \$ | 4.84 57.35 | 1.64 (75.65) | 33.8% -131.9% \$ | 5.49 54.01 | 2.29 (78.99) | 41.7% -146.2% |
| Employed Avg Hourly Rate | | \$ 57.16 \$ 52.02 | (0.95) 0.97 | -1.7% 1.9% | | (6.22) (4.85) | -12.0% | \$ 133.00 \$ \$ 120.92 \$ | 57.35 | (75.65) (69.72) | -136.2% \$ | | (78.99) (73.41) | -146.2% -154.5% |
| Employed Avg Houry Nate | ÷ 31.05 | ÷ 02.02 | 0.37 | 1.070 | ÷ +0.21 | (4.00) | 10.070 | φ 120.02 φ | 51.20 | (03.72) | 100.270 Ø | 71.52 | (10.41) | 104.070 |

Bay Area Hospital

Balance Sheet (Including Foundation) 01/31/2025

| | <u>Jan-25</u> |
|--|---------------|
| Assets And Defered Outflows Of Resources | |

| Total Assets And Deferred Outflows | 175,379,300 | 181,588,256 | 190,024,764 |
|------------------------------------|-------------|-------------|-------------|
| Deferred Outflows Of Resources | 9,489,130 | 9,489,130 | 9,489,130 |
| Total Assets | 165,890,170 | 172,099,126 | 180,535,634 |
| Other Non Current Assets | 794,609 | 784,999 | 684,051 |
| Leases and Subscriptions (Net) | 7,937,509 | 8,048,935 | 9,455,681 |
| | | 07,120,011 | , 0,010,022 |
| Total Capital Assets (Net) | 66,670,726 | 67,123,911 | 70,649,022 |
| Nondepreciable Capital Assets | 1,967,552 | 1,912,108 | 1,410,340 |
| Depreciable Capital Assets (Net) | 64,703,175 | 65,211,803 | 69,238,682 |
| Capital Assets | | | , |
| Assets Limited As to Use | 36,051,968 | 42,849,887 | 47,940,908 |
| Total Current Assets | 54,435,358 | 53,291,393 | 51,805,974 |
| Other Current Assets | 11,033,700 | 7,745,518 | 7,400,592 |
| Inventory | 5,021,104 | 5,062,100 | 5,131,308 |
| Accounts Receivable (Net) | 30,246,799 | 30,185,212 | 28,459,041 |
| Cash & Cash Equivalents | 8,133,754 | 10,298,563 | 10,815,033 |
| Current Assets | | | |

Audited

<u>Jun-24</u>

Dec-24

Liabilities, Deferred Inflows of Resources, And Net Position

| Current Liabilities | | | |
|---|---------------|---------------|---------------|
| Accounts Payable | (6,140,569) | (10,457,670) | (9,869,356) |
| Accrued Liabilities | | | |
| Payroll, payroll taxes, witholdings | (1,992,257) | (4,810,323) | (4,234,648) |
| Paid Time Off | (5,961,391) | (5,090,280) | (5,770,522) |
| Other | (8,021,973) | (7,614,651) | (6,483,501) |
| 3rd Party Settlments Payable (net) | (5,331,639) | (5,256,639) | (3,750,353) |
| Long-Term Obligations - Current Portion | (3,551,281) | (3,551,281) | (3,551,281) |
| Deferred Revenue | 0 | 0 | 0 |
| Total Current Liabilities | (30,999,110) | (36,780,844) | (33,659,662) |
| | | | |
| Long Term Obligations (Net of Current Portion) | (48,266,974) | (47,603,399) | (49,503,478) |
| Other Noncurrent Liabilities | (3,121,502) | (3,111,892) | (3,010,944) |
| Net Pension Liability | (3,165,879) | (3,138,219) | (3,652,580) |
| Total Liabilities | (85,553,465) | (90,634,355) | (89,826,663) |
| | | | |
| Deferred Inflows Of Resources | (11,397,373) | (11,397,373) | (11,397,373) |
| Inter Fund Payables/Receivables | 1,514 | 12,656 | |
| Total Liabilities & Deferred Cash Inlows | (96,949,324) | (102,019,072) | (101,224,036) |
| | | | |
| Net Position | (88,800,728) | (88,800,728) | (93,761,140) |
| Net Income/Loss | 10,370,751 | 9,231,543 | 4,960,412 |
| | | | |
| Total Liabilities, Deferred Inflows, Net Position | (175,379,300) | (181,588,256) | (190,024,764) |

Bay Area Hospital Compliance Certification as of January 2025

| Compliance Certification | | | | | | | | | | |
|--|---------|-------------------|---------|-------------------|---------|-------------------|----|-------------------|----|------------------|
| as of January 2025 | | | | Audited | | | | | | |
| | | TTM | | TTM | | TTM | | TTM | | TTM |
| A&D. Income Available for Debt Service (Quarterly) | | <u>Mar-24</u> | | <u>Jun-24</u> | | <u>Sep-24</u> | | Dec-24 | | <u>Jan-25</u> |
| Excess Revenue over Expenses | \$ | (7,443,119) | \$ | (4,960,412) | \$ | (5,495,412) | \$ | (12,852,178) | \$ | (14,112,625) |
| Add: | | | | | | | | | | |
| Interest Expense | \$ | 2,479,855 | \$ | 2,412,568 | \$ | 2,339,585 | \$ | 2,225,235 | \$ | 2,026,884 |
| Depreciation | \$ | 11,775,739 | \$ | 11,683,412 | \$ | 11,556,031 | \$ | 11,416,116 | \$ | 11,248,893 |
| Amortization | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| (Gain) or Loss on extinguishment of debt | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| (Gain) or Loss on disposition of assets | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| (Gain) or Loss on discontinued operations | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Adj. to value of assets or liabilities (accounting adjustments) | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Unrealized (Gains) or Loss on marketable securities | \$ | (1,597,199) | \$ | (2,447,475) | \$ | (5,442,645) | • | (2,260,096) | \$ | (2,799,801) |
| (Gains) or Losses - M2M derivatives | \$ | (1)007,1007 | \$ | (_)) | \$ | (3):12)0:3) | \$ | (2)200)0007 | \$ | (2)/00)002/ |
| Non-recurring - Consultant, Severance, and Legal Fees | \$ | 4,754,999 | \$ | 3,933,734 | \$ | 2,516,888 | \$ | 1,916,405 | \$ | 1,888,755 |
| (D.1) Income Available for Debt Service | Ś | 9,970,275 | \$ | 10,621,827 | \$ | 5,474,448 | \$ | 445,482 | \$ | |
| (D.1) Income Available for Debt Service | Ş | 9,970,275 | Ş | 10,021,827 | Ş | 5,474,448 | Ş | 445,482 | Ş | (1,747,894) |
| (A.2) Debt Service Requirements (MADS) | \$ | 3,904,267 | \$ | 3,904,267 | \$ | 3,904,267 | \$ | 3,904,267 | \$ | 3,904,267 |
| (A.3) Ratio of Line D.1 to Line A.2 | | 2.55 | | 2.72 | | 1.40 | | 0.11 | | (0.45) |
| (D.2) Line D.1 must not be less than | \$ | 2,000,000 | \$ | 5,000,000 | \$ | 5,000,000 | \$ | 5,000,000 | \$ | 5,000,000 |
| (D.3) Borrower is in Compliance (Yes/No) | | Yes | | Yes | | Yes | | No | | No |
| | | | | | | | | | | |
| B.1 Days Cash on Hand (Monthly) | | | | | | | | | | |
| Cash & Equivalents | \$ | 5,514,827 | \$ | 10,815,033 | \$ | 9,603,221 | \$ | 10,298,563 | \$ | 8,133,754 |
| Add: Marketable Securities/Board designated Funds | \$ | 50,606,776 | \$ | 47,940,908 | \$ | 43,596,706 | \$ | 42,849,887 | \$ | 36,051,968 |
| Less: Trustee Held funds | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Less: Outstanding Principal on short term debt | \$ | - | \$ | - | Ś | - | \$ | - | Ś | - |
| Less: Proceeds from A/R factoring | \$ | - | Ś | - | Ś | - | \$ | - | Ś | - |
| Less: Collateral Posting for Interest Rate Agreements | \$ | - | \$ | - | Ś | - | \$ | - | Ś | - |
| Less: Outstanding Principal on Put Indebtedness | \$ | - | \$ | - | Ś | - | Ś | - | Ś | - |
| Cash & Equivalents | \$ | 56,121,603 | \$ | 58,755,941 | \$ | 53,199,926 | \$ | 53,148,450 | \$ | 44,185,722 |
| B.2 Cash Operating Expenses | | | | | | | | | | |
| | \$ | 247 065 021 | ć | | ć | 256 074 242 | ć | | ć | 262 602 221 |
| Total Operating Expenses | | 247,865,831 | | 250,727,532 | | 256,974,342 | | 261,584,751 | | 262,602,331 |
| Add: Interest Expenses | \$ | 2,479,855 | | 2,412,568 | | 2,339,585 | | 2,225,235 | | 2,026,884 |
| Less: Depreciation & Amortization | \$ | 11,775,739 | \$ | 11,683,412 | | 11,556,031 | | 11,416,116 | | 11,248,893 |
| Less: Non-cash expenses | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Less: Losses on refinancing debt | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Less: Provision for uncollectable accounts | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Total Cash Operating Expenses | \$ | 238,569,947 | \$ | 241,456,689 | \$ | 247,757,896 | \$ | 252,393,870 | \$ | 253,380,322 |
| B.3 Line B2 divided by 365 | \$ | 653,616 | \$ | 661,525 | \$ | 678,789 | \$ | 691,490 | \$ | 694,193 |
| B.4 Ratio of Line B.1 to Line B3 | | 86 | | 89 | | 78 | | 77 | | 64 |
| B.5 Line B.4 must not be less than | | 70 | | 70 | | 70 | | 70 | | 70 |
| B.6 Borrower is in Compliance (Yes/No) | | Yes | | Yes | | Yes | | Yes | | No |
| C.1 Unrestricted Liquid Funds (Monthly) | | | | | | | | | | |
| Cash & Equivalents | \$ | 5,514,827 | ¢ | 10,815,033 | ¢ | 9,603,221 | ¢ | 10,298,563 | ¢ | 8,133,754 |
| Add: Marketable Securities/Board designated Funds | \$ | 50,606,776 | ې \$ | | ې \$ | 43,596,706 | | 42,849,887 | | 36,051,968 |
| Unrestricted Liquid Funds | ې \$ | 56,121,603 | ې \$ | 58,755,941 | - | 53,199,926 | | 53,148,450 | | 44,185,722 |
| | | | | | | | | | | |
| C.2 Line C.1 must not be less than | \$ | 45,000,000 | \$ | 45,000,000 | \$ | 45,000,000 | \$ | 45,000,000 | \$ | 45,000,000 |
| C.2 Line C.1 must not be less than C.3 Borrower is in Compliance (Yes/No) | \$ | 45,000,000 Yes | \$ | 45,000,000 Yes | \$ | 45,000,000 Yes | \$ | 45,000,000 Yes | \$ | 45,000,000 No |

Signature of Bay Area Hospital:

Name: Mary Var lata

Title: Chief Financial Officer

Date: 02/18/2025