

FINANCE COMMITTEE MEETING

March 21, 2019



Finance Committee Meeting March 21, 2019

Meeting called to order by: Tim Augustine

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	IV.	Capital Equipment Request	
	V.	Other	
	VI.	Adjournment	
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FINANCE COMMITTEE MEETING February 21, 2019

ATTENDANCE: Roger Jones, Steve Ruzek, Dave Lashier, Tim Augustine, Dennis Grebert, Dave Lashier, Matt Sells, CEO;

Sue Witthoft, Elm Heights Administrator

ABSENT: Kaley Neal, CFO; Tyler Haug, Controller; Jennifer Staebell, Revenue Cycle Director

RECORDED BY: Betsy Stephens

TOPIC AND PRESENTER	DISCUSSION	ACTION / FOLLOW UP
I. Call to order	The Finance Committee of Shenandoah Medical Center met on Thursday, February 21, 2019 in the SMC BoardRoom. The meeting was called to order at 12:00 p.m.	
II. Approval of Minutes	The minutes to the January 24, 2019, meeting were reviewed.	Motion and 2nd to motion to accept the January minutes. Motion was unanimously approved.
III. Financial Statements Matt Sells, CEO	 SMC: Statistics: Inpatients: January census increased from previous month to 290 days. Acute days of 112 were behind January 2018. Overall, the census is now ahead of last year's inpatient census by 54%. Outpatients: Surgical procedures increased from the previous month at 144 procedures and were behind 2018 results. Total outpatient visits of 17,098 were increased from the previous month, were behind January 2018 and are 11% behind last year's results. Clinic: Overall, Family Practice provider visits increased from the previous month, recording 1,984 visits, which was behind previous year's results. Specialty clinics were consistent from the previous month and are currently 17% behind 2018. Balance Sheet: Total cash increased from the previous month to \$462K. Accounts receivable decreased \$221K, resulting in a decrease in accounts receivable days to 54.6 days. Income Statement: SMC showed operating gain from normal operations for the month of \$96K. Additionally, a non-operating revenue of \$124K and an unrealized gain on the investment portfolio of 	Motion and 2nd to motion to accept the January Financials. Motion was unanimously approved.

TODIC AND ODECENTED	DISCOURSE IN THE PROPERTY OF T	1
TOPIC AND PRESENTER	DISCUSSION	ACTION / FOLLOW UP
	\$165K provided a total net gain of \$385K during the month of January. SMC currently possesses an operating margin of 2.96% and a total margin of 10.92%. 2018 EBITDA is \$490K.	
	 Elm Heights Statistics: Long-Term Care: Occupancy rate was 74.6% in January, with the average daily census at 37.3 as compared to 44.5 in January 2018. Skilled days in January were 131 and are ahead of the previous year. Balance Sheet: Total cash and cash equivalents increased by \$12K from the previous month to \$44K. Income Statement: There was an operating and net loss of \$21K for the month of January. The current operating margin is -9.06%, while the total margin is -9.05%. YTD EBITDA is -\$14K. 	
IV. Capital Equipment: Matt Sells, CEO	Matt presented the following Capital Equipment Requests: • Labor & Delivery Updates: \$7,325/room (Total: \$14,650 from Uttvits Trust)	Motion and 2nd to motion to recommend Capital Equipment Request to the Board of Directors. Motion was unanimously approved.
V. Other		
VI. Adjournment	The next meeting will be Thursday, March 21, 2019 at noon in the Board Room. There was no further business to discuss and the meeting was adjourned at 12:45 PM.	

Respectfully submitted,

Kaley Neal, CFO



Monthly Financial Statement

February 28, 2019



Finance Committee Financial Report Month Ending February 28, 2019

STATISTICS

Inpatients: The inpatient census decreased from 218 days the previous month to 146 days in February. Acute days of 80 were 5 days behind February 2018. Newborn days of 13 were 3 days ahead of February 2018. Skilled days of 49 were 15 days ahead of February 2018. ICU days of 4 were 4 days ahead of February 2018. Overall, the inpatient census is ahead of last year's results by 15%.

Outpatients: Surgical procedures decreased from the previous month to 104 procedures and were 49 cases behind February 2018. Surgical procedures are 17% behind 2018. Total outpatient visits of 15,965 decreased from the previous month and were 1,479 behind February 2018. Overall, outpatient visits are 10% behind last year's results. Emergency room visits of 308 decreased from the previous month and are 16% behind last year's results. Clinic: Family Practice provider visits decreased from the previous month by 140 visits recording 1,844 visits, which was 40 visits behind February 2018 results. Family Practice provider visits are currently 8% behind last year's results. The Internal Specialty physicians had 750 visits for the month. This was 74 less visits than the previous month and 21 visits ahead of February 2018 results. Current year results were consistent with last year's results. The Mental Health providers' results decreased from the previous month to 108 visits. They are currently 8% behind last year's results. Specialty clinic visits were behind the previous month at 444 visits and are currently 21% behind 2018 results.

BALANCE SHEET

Assets: Total cash decreased to \$428K in February. Accounts receivable decreased by \$189K. Days in accounts receivable decreased by 1 day to 53.6 days.

Liabilities: Accounts payable increased from the previous month by \$395K. Due to Medicare, we currently have a \$854K receivable booked. Due to Medicaid wrap around payments, we currently have a \$612K receivable booked. Long-term debt decreased by \$83K from the prior month and has decreased \$1.7M year over year.

INCOME STATEMENT

Revenues: Gross patient revenues for the hospital were \$945K behind budget for the month due to a decrease in surgery and outpatient volumes. YTD gross patient revenue is \$771K behind 2018.

Contractual Adjustments: Overall, deductions from revenue were \$756K under budget for February. Bad debt expense has decreased by \$565K and denials are \$75K less than 2018. Net patient service revenue is \$189K behind budget.

Expenses: Operating expenses were \$51K under budget for the month. Wages and benefits were \$52K over budget due to contract labor in February. Supplies were under budget by \$113K due to decreased surgery volumes. Other admin expenses were over budget by \$28K due to general insurance premiums.

Net Income: SMC had an operating loss from normal operations for the month of \$85K. Non-operating revenues of \$27K and an unrealized gain on investments of \$103K provided a total net gain of \$46K during the month of February. SMC currently possesses a YTD operating margin of 0.06% and a total margin of 6.13% YTD. YTD EBITDA is \$693K.

SHENANDOAH MEDICAL CENTER

SHENANDOAH MEDICAL (CENTER		
For the Two Months Ending Thursday,	February 28, 2019		
	This Year	Last Year	Last Month
	February	February	January
ASSETS	2019	2018	2019
CURRENT ASSETS	A 400 044 TO	4545 307 05	4.60.00==0
CASH AND CASH EQUIVALENTS	\$428,041.79	\$616,337.36	\$462,025.72
TOTAL CASH	428,041.79	616,337.36	462,025.72
PATIENT RECEIVABLES	11,693,154.26	15,340,299.56	11,882,405.80
CONTRACTUAL ADJUSTMENTS	(3,624,000.00)	(4,504,000.00)	(3,830,000.00)
BAD DEBT ALLOWANCE	(937,000.00)	(2,388,000.00)	(1,254,000.00)
TOTAL NET RECEIVABLES	7,132,154.26	8,448,299.56	6,798,405.80
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DUE FROM ELM HEIGHTS	44,725.06	22,236.21	32,489.79
DUE FROM SHENANDOAH AMBULANCE		-	-
	118,351.99	32,235.90	114,981.89
OTHER REC	265,188.40	237,910.45	252,778.02
INVENTORY	1,060,461.09	1,131,590.72	1,064,163.69
PREPAID EXPENSES	241,626.18	241,372.53	289,868.40
TOTAL OTHER CURRENT ASSETS	1,730,352.72	1,665,345.81	1,754,281.79
TOTAL CURRENT ASSETS	9,290,548.77	10,729,982.73	9,014,713.31
OTHER ASSETS			
BOARD DESIGNATED FUND	4,614,082.68	4,447,837.19	4,593,888.11
ENDOWMENT FUND			
	281,480.00	281,479.10	281,480.00
SPECIFIC PURPOSE FUND	914,850.55	897,672.75	939,671.48
UNREALIZED GAIN/LOSS ON INVESTMENTS	197,887.54	336,128.33	72,114.83
BENEFICIAL INTEREST IN PERPETUAL TRUST	3,722,314.16	3,722,314.16	3,722,314.16
EQUITY IN SHENANDOAH AMBULANCE SERVICE	235,883.55	235,620.00	235,883.55
OTHER LONG-TERM ASSET	0.00	1,741.65	0.00
BOND PROJECT FUND	0.00	525.25	0.00
CAPITALIZED INTEREST FUND	0.00	227,039.82	0.00
TOTAL OTHER ASSETS	9,966,498.48	10,150,358.25	9,845,352.13
TOTAL OTHER ASSETS	3,300,430.40	10,130,336.23	3,043,332.13
DRODERTY DI ANIT FOLIDAAFNIT			
PROPERTY PLANT EQUIPMENT			
PROPERTY PLANT EQUIPMENT	61,810,616.42	62,646,308.65	61,742,564.57
LESS ACCUM DEPRECIATION	(32,202,836.40)	(29,103,296.53)	(31,999,535.67)
NET PROPERTY PLANT EQUIPMENT	29,607,780.02	33,543,012.12	29,743,028.90
TOTAL ASSETS	48,864,827.27	54,423,353.10	48,603,094.34
LIABILITIES			
CURRENT LIABILITIES			
ACCOUNTS PAYABLE	3,643,577.94	2,789,693.36	3,248,812.19
OTHER PAYABLES			
	1,519,912.93	3,268,618.81	1,559,730.72
ACCRUED SALARIES, VACATION AND BENEFITS PAYABLE	1,478,115.36	1,517,456.91	1,324,108.04
EMR DEFERRED REVENUE	19,955.98	276,227.50	21,896.98
EST AMT DUE MCARE	(753,164.65)	(94,978.26)	
EST AMT DUE MCAID	(612,100.00)	(720,000.00)	(503,000.00)
BONDS PAYABLE - CURRENT			
CAPITAL LEASE - CURRENT			
NOTES PAYABLE - CURRENT			
OTHER CURRENT LIABILITIES	735,750.99	411,475.55	700,919.49
TOTAL CURRENT LIABILITIES	6,032,048.55	7,448,493.87	5,655,019.77
TOTAL CORRENT CIABLETTICS	0,032,046.33	7,440,433.07	3,033,013.77
1010			
LONG TERM DEBT			
BONDS PAYABLE - LT	0.00	25,317,026.83	0.00
CAPITAL LEASE - LT	725,703.07	2,125,476.90	777,834.67
NOTES PAYABLE - LT	25,460,220.88	396,481.42	25,491,482.42
TOTAL LONG TERM DEBT	26,185,923.95	27,838,985.15	26,269,317.09
NET ASSETS			
NET ASSETS WOUT DONOR RESTRICTIONS			
BEGINNING NET ASSETS W/O DONOR RESTRICTIONS	11,525,093.73	14,448,953.87	11,525,093.73
INCREASE (DECREASE) IN NET ASSETS WOUT DONOR RESTRICTIONS	321,306.75	(105,342.00)	376,665.75
ENDING NET ASSETS W/O DONOR RESTRICTIONS	11,846,400.48	14,343,611.86	11,901,759.48
NET ASSETS WITH DONOR RESTRICTIONS			
NET ASSETS WITH DONOR RESTRICTIONS	4,800,454.29	4,792,262.22	4,776,998.00
TOTAL NET ASSETS WITH DONOR RESTRICTIONS	4,800,454.29	4,792,262.22	4,776,998.00
TOTAL LIABILITIES AND NET ASSETS	48,864,827.27	54,423,353.10	48,603,094.34
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SHENANDOAH MEDICAL CENTER

For the Two Months Ending Thursday, February 28, 2019

	SINGLE MONTH	BUDGET		YEAR TO DATE		
REVENUES	CURRENT	BUDGET	PRIOR YEAR	CURRENT YTD	BUDGET YTD	PRIOR YTD
PATIENT SERVICE REVENUE						
INPATIENT REVENUE	\$1,024,002.60	\$1,121,669.64	\$868,309.83	\$1,956,335.76	\$2,243,339.28	\$2,435,965.06
OUTPATIENT REVENUE	3,882,809.69	4,623,031.28	4,189,820.23	8,569,533.24	9,246,062.56	8,912,140.44
CLINIC REVENUE	1,181,936.47	1,289,087.96	1,155,561.41	2,500,205.99	2,578,175.92	2,448,765.78
GROSS PATIENT REVENUE	6,088,748.76	7,033,788.88	6,213,691.47	13,026,074.99	14,067,577.76	13,796,871.28
LESS						
CONTRACTUAL ADJUSTMENTS		(3,777,323.43)		(6,769,368.25)	(7,554,646.86)	
CHARITY CARE BAD DEBT EXPENSE	(40,536.74)	(22,916.67)	150.85	(105,964.36)	(45,833.34)	150.85
TOTAL DEDUCTIONS FROM PATIENT SERVICE REVENUE	(282,984.38)	(134,666.66)	(440,088.65)	(323,437.26) (7,198,769.87)	(269,333.32) (7,869,813.52)	(888,587.77)
TO THE DEDOCTIONS THOM TATLET SERVICE REVERSE	(3,170,720.12)	(3,334,300.70)	(3,402,024.43)	(7,130,703.07)	(7,009,015.52)	(7,023,040.32)
NET PATIENT SERVICE REVENUE	2,910,022.64	3,098,882.12	2,750,867.02	5,827,305.12	6,197,764.24	5,973,022.76
340B REVENUE	190,740.60	168,180.42	156,467.51	388,948.82	336,360.84	349,874.50
OTHER OPERATING REVENUE	132,953.06	125,320.00	97,048.40	252,587.93	250,640.00	274,338.43
TOTAL OPERATING REVENUE	3,233,716.30	3,392,382.54	3,004,382.93	6,468,841.87	6,784,765.08	6,597,235.69
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OPERATING EXPENSES						
WAGES AND BENEFITS						
NURSING SERVICE	(460,794.01)	(504,001.78)	(401,767.25)	(951,789.90)	(1,008,003.56)	(890,366.46)
PROFESSIONAL SERVICE GENERAL SERVICE	(694,548.03) (69,820.27)	(646,543.99)	(594,082.31)	(1,300,063.62)	(1,293,087.98)	
MANAGEMENT AND ADMINISTRATIVE	(390,448.29)	(72,582.02) (402,310.93)	(60,854.49) (353,176.16)	(142,452.92) (756,519.06)	(145,164.04) (804,621.86)	(135,643.68) (761,783.40)
CONTRACT LABOR	(101,643.98)	(22,050.00)	(58,496.72)	(135,685.86)	(44,100.00)	(113,876.86)
EMPLOYER TAXES/BENEFITS	(329,473.41)	(347,231.69)	(343,914.69)	(637,025.44)	(694,463.38)	(711,376.75)
TOTAL WAGES/BENEFITS	(2,046,727.99)	(1,994,720.41)	(1,812,291.62)	(3,923,536.80)	(3,989,440.82)	(3,856,825.42)
REPAIRS AND MAINTENANCE	(9,896.33)	(13,537.52)	(20,296.37)	(25,663.14)	(27,075.04)	(32,694.61)
SUPPLIES	(500,827.21)	(613,742.15)	(607,040.21)		(1,227,484.30)	
PURCHASED SERVICES	(323,142.51)	(333,376.61)	(314,975.85)	(632,853.69)	(666,753.22)	(682,500.49)
UTILITIES	(34,029.31)	(39,333.34)	(37,565.01)	(62,417.44)	(78,666.68)	(68,956.93)
INTEREST DEPRECIATION	(65,635.27) (203,300.73)	(65,475.00) (203,383.33)	(13,647.76) (372,277.37)	(132,963.21) (406,482.52)	(130,950.00)	(29,251.66)
OTHER ADMIN EXPENSES	(135,137.28)	(106,511.66)	(70,497.36)	(230,024.73)	(406,766.66) (213,023.32)	(720,699.80) (156,271.00)
TOTAL OPERATING EXPENSES	(3,318,696.63)		(3,248,591.55)	(6,465,151.72)	(6,740,160.04)	(6,761,986.55)
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OPERATING MARGIN	(84,980.33)	22,302.52	(244,208.62)	3,690.15	44,605.04	(164,750.86)
NON-OPERATING REVENUE						
DONATIONS		3,333.33		150,000.00	6,666.66	42,313.46
INTEREST/INVESTMENT INCOME	20,470.33	6,375.00	4,675.04	(12,745.94)	12,750.00	9,250.38
INVESTMENT INCOME FROM INTEREST IN TRUST	20,170.00	7,833.33	1,070101	(1,289.22)	15,666.66	3,230.30
OTHER NON-OPERATING	6,796.99	7,862.50	5,739.34	13,846.63	15,725.00	11,636.64
TOTAL NON-OPERATING REVENUE	27,267.32	25,404.16	10,414.38	149,811.47	50,808.32	63,200.48
EXCESS OF REV OVER/UNDER EXP	(57,713.01)	47,706.68	(233,794.24)	153,501.62	95,413.36	(101,550.38)
CHANGE IN UNREALIZED GAIN (LOSS) ON INVESTMENTS	103,354.01	5,500.00	(142,602.01)	268,805.13	11,000.00	(3,791.62)
			·	-		
INCR/DECR NET ASSETS	45,641.00	53,206.68	(376,396.25)	422,306.75	106,413.36	(105,342.00)
OPERATING MARGIN	(2.63%)	0.66%	(8.13%)	0.06%	0.66%	(2.50%)
TOTAL MARGIN	1.36%	1.55%	(13.10%)	6.13%	1.55%	(1.58%)
EBITDA	211,222.99	316,565.01	152,130.89	692,947.35	633,130.02	648,401.08

SMC - Dashboard Report February-19

					February-19			
December	2018	2017	2017	Desired	-			
2018	Budget	IA-Acute	IA-CAH	Trend				
				Liquidi	ty Ratios	Feb-19	Jan-19	Dec-18
1.54	N/A	3.03	3.51	Up	Current Ratios	1.54	1.61	1.54
55	55	51	51	Down	Days Revenue in Acct Rec	54	55	55
1.7	N/A	54	89	Up	Days Cash on Hand - Current	4	5	2
95.9	N/A	193	188	Up	Days Cash on Hand - All Sources	101	109	96
55.2	N/A	44	46	Down	Average Payment Period	59	59	55
			Profitab	ility Rat	ios - YTD			
-8.17%	2.34%	1.28%	-4.14%	Up	Operating Margin - YTD	0.06%	2.96%	-8.17%
-7.71%	3.42%	-2.14%	-2.05%	Up	Total Margin - YTD	6.13%	10.92%	-7.71%
-5.30%	N/A	3.39%	1.88%	Up	Return on Equity (Total Assets)	3.86%	8.22%	-5.30%
			Activit	y Ratio	s - YTD			
2.08	N/A	1.18	1.54	Up	Total Net Assets Turnover Ratio	2.13	2.06	2.08
1.13	N/A	1.86	1.68	Up	Fixed Assets Turnover Ratio	1.20	1.16	1.13
5.78	N/A	12.07	11.01	Down	Average Age of Plant Ratio	7.60	7.93	5.78
		(Capital Str	ucture F	Ratios - YTD			
1.97	1.97	0.31	0.66	Down	LT Debt to Net Assets Ratio	1.57	1.57	1.97
-1.09	2.62	3.86	1.90	Up	Times Interest Earned Ratio	3.29	6.04	-1.09
0.53	4.10	2.62	3.32	Up	Debt Service Coverage Ratio	2.76	4.01	0.53
			Wall Str	eet Rati	ios - YTD			
2.52%	11.13%	9.34%	8.87%	Up	Cash Flow to Net Patient Revenue	12.43%	18.59%	2.52%
15.04%	0.12%	78.43%	67.76%	Up	Cash Flow to Total Liabilities	72.98%	114.05%	15.04%
-6.77%	3.22%	2.87%	1.22%	Up	Return to Net Operating Revenue	4.61%	10.11%	-6.77%
-7.55%	3.51%	3.06%	1.32%	Up	Return to Patient Revenue	5.33%	11.63%	-7.55%
			Revenue	Indicat	ors - YTD			
84.98%	69.0%	61.51%	84.04%	Up	Total OP Rev/Gross Patient Rev	85.0%	86.6%	85.0%
55.39%	52.21%	41.45%	26.91%	Down	Contractual/Gross Patient Rev	52.74%	56.42%	55.39%
0.32%	0.06%	1.01%	0.41%	Down	Charity Care/Gross Patient Rev	0.81%	0.94%	0.32%
3.10%	3.47%	0.98%	1.57%	Down	Bad Debt/Gross Patient Rev	2.48%	0.58%	3.10%
			Cost Ir	ndicator	rs - YTD			
57.56%	56.99%	36.58%	40.20%	Down	Total Salary & Benefits/Total Exp	60.7%	59.6%	57.6%
16.57%	18.35%	20.15%	12.73%	Down	Supply Exp/Total Exp	16.3%	17.5%	16.6%

Green	>10% of Benchmark's Desired Trend
Yellow	±10% of Benchmark's Desired Trend
Red	<10% of Benchmark's Desired Trend

Note: Dashboard colors based on lowa Critical Access Hospital data from IHA

Total Salary & Benefits includes contract labor

SMC - Sources and Uses of Funds February-19

CENTURY BANK: Guarantee -	Repurchase Agreement + FD	IC \$250.	.000	CENTURY BANK:	
General Operating Account	Beginning Balance		430,201.07	Operating Fund #1 Money Market Beginning Balance \$ 2,585.3	38
Receipts: Deposits	3 3	\$	2,646,009.40	Receipts: Interest Income \$ 0.7	
Interest Income		\$	503.88	,	
		•		Total Receipts \$ 0.7	
	Total Receipts	\$	2,646,513.28	Disbursements:	
Disbursements:	·	·		Total CB \$ 400,696.73 Ending Balance \$ 2,586.1	17
Accounts Payable		\$	1,243,661.50	FIRST HERITAGE BANK: Guarantee-FDIC \$250,000 + Pledged Bonds \$1,000	
Payroll		\$	1,434,942.29	Capital Fund #1 Beginning Balance \$ 19,641.1	19
				Receipts: Interest Income \$ 11.3	30
				Depreciation Funded	
				Donations	
				Total Receipts \$ 11.3	30
	Total Disbursements		2,678,603.79	Disbursements:	
	Ending Balance	\$	398,110.56	\$ 170	
				Total Disbursements \$ -	
CENTURY BANK:				Ending Balance \$ 19,652.4	19
Payroll Account	Beginning Balance	\$	-	BANK IOWA: 907462	
Receipts: Transfer from Genera				Capital Fund #2 Money Mkt Beginning Balance \$ 1,005.4	
Transfer from Genera				Receipts: Depreciation/Donations/Transfers \$ 0.1	19
Transfer from Genera				Interest Income	
Transfer from Genera				Total Receipts \$ 0.1	19
Transfer from Genera	Total Receipts	Ġ		Disbursements:	
Disbursements:	rotur neceipts	J	-		
Payroll EFT				Total Disbursements \$ -	
Payroll EFT				Ending Balance \$ 1,005.6	65
Payroll EFT		\$	2	CDARS Capital Fund Balance \$ -	
Payroll EFT		\$	_	BANK IOWA: 921809	
Payroll EFT		\$	-	Operating Fund #2 Money Mkt Beginning Balance \$ 1,629.2	25
Bank charges		·		Receipts: \$ 0.3	
· ·	Total Disbursements	\$	-	Total Receipts \$ 0.3	
	Ending Balance	\$	THE STATE OF THE S	Disbursements: \$	_
Total CN	B Operating Accounts		398,110.56	Ending Balance \$ 1,629.5	56
	Petty Cash Funds	\$	1,283.25	CDARS Operating Balance \$	
	Auxiliary Fund	\$	3,774.11	Total Bank Iowa \$ 2,635.21	
Total Balanc	e Sheet Cash Accounts	\$	403,167.92	Total Balance Sheet Savings Accounts \$ 24,873.8	37
				Total Cash \$ 428,041.7	
				The second secon	



Monthly Financial Statement

February 28, 2019



Finance Committee Financial Report Month Ending February 28, 2019

STATISTICS

Long-Term Care: Elm Heights' occupancy rate was 83.6% in February, with the average daily census at 37.6 as compared to 45.3 in February of 2018. LTC days are 568 days behind 2018.

Skilled: Skilled days of 170 increased 39 days from the prior month. Total skilled days are currently 129 days ahead of 2018.

BALANCE SHEET

Assets: Cash and cash equivalents decreased by \$6K from the previous month to \$38K. Gross receivables decreased \$35K from last month to \$194K. Contractual adjustments were aligned with the month of January. The bad debt allowance increased from the previous month to \$42K.

Liabilities: Accounts payable increased \$39K to \$180K due to the amount owed to Shenandoah Medical Center for therapies on skilled patients.

INCOME STATEMENT

Revenues: Gross patient revenues were \$50K behind budget in February. Contractual adjustments were over budget \$39K and bad debt expense was over budget by \$4K for the month due to process implementation of flat rate charges for residents based on payor type. Net revenues of \$184K were behind budget by \$93K.

Expenses: Overall, expenses were \$8K over budget. Wages and Benefits were over budget by \$5K. Supplies were over budget by \$4K due to drug costs.

Net Income: Elm Heights had an operating and net loss of \$87K for the month of February. Currently the YTD operating margin is (26.07%) while the total margin is (26.00%). YTD EBITDA is (\$95K).

ELM HEIGHTS

For the Two Months Ending Thursday, February 28, 2019 This Year Last Year Last Month

	This Year	Last Year	Last Month
	February	February	January
ASSETS	2019	2018	2019
CURRENT ASSETS			
CASH AND CASH EQUIVALENTS	\$37,789.54	\$280,212.97	\$43,922.76
TOTAL CASH	37,789.54	280,212.97	43,922.76
TO TAL CAST!	37,763.54	200,212.37	43,322.70
PATIENT RECEIVABLES	194,123.60	195,840.70	228,778.33
CONTRACTUAL ADJUSTMENTS	(4,000.00)	(1,000.00)	(4,000.00)
BAD DEBT ALLOWANCE	(42,000.00)	(32,000.00)	(33,000.00)
TOTAL NET RECEIVABLES	148,123.60	162,840.70	191,778.33
	3.13,223.33		101,110.00
OTHER REC	1,574,617.55	1,339,344.51	1,559,730.24
INVENTORY	11,300.67	13,477.54	11,300.67
PREPAID EXPENSES	9,123.73	5,633.75	10,930.72
TOTAL OTHER CURRENT ASSETS	1,595,041.95	1,358,455.80	1,581,961.63
TOTAL CURRENT ASSETS	1,780,955.09	1,801,509.47	1,817,662.72
			,
OTHER ASSETS			
BENEFICIAL INTEREST IN PERPETUAL TRUST	1,545,614.68	1,545,614.68	1,545,614.68
TOTAL OTHER ASSETS	1,545,614.68	1,545,614.68	1,545,614.68
PROPERTY PLANT EQUIPMENT			
PROPERTY PLANT EQUIPMENT	2,815,563.98	2,790,992.40	2,790,992.41
LESS ACCUM DEPRECIATION	(2,456,505.74)	(2,376,762.56)	(2,449,915.06)
NET PROPERTY PLANT EQUIPMENT	359,058.24	414,229.84	341,077.35
TOTAL ASSETS	3,685,628.01	3,761,353.99	3,704,354.75
LIABILITIES			
CURRENT LIABILITIES			
ACCOUNTS PAYABLE	180,150.57	33,162.48	141,508.25
OTHER PAYABLES	17,301.37	17,301.37	(31.96)
ACCRUED SALARIES, VACATION AND BENEFITS PAYABLE	205,225.84	142,701.55	192,710.07
BONDS PAYABLE - CURRENT			
DUE TO SMC	20,490.14	22,236.21	20,493.83
OTHER CURRENT LIABILITIES	29,810.20	34,674.54	29,810.20
TOTAL CURRENT LIABILITIES	452,978.12	250,076.15	384,490.39
LONG TERM BERT			
LONG TERM DEBT			
NET ASSETS			
UNRESTRICTED NET ASSETS			
BEGINNING UNRESTRICTED NET ASSETS	1,795,120.10	2,012,117.98	1,795,120.10
INCREASE (DECREASE) IN UNRESTRICTED NET ASSETS	(108,084.89)	(46,454.82)	(20,870.42)
ENDING UNRESTRICTED NET ASSETS	1,687,035.21	1,965,663.16	1,774,249.68
FIADING GIVESTIMETED HET WOSETS	1,007,000.21	1,505,005.10	1,774,243.00
RESTRICTED NET ASSETS			
PERMANENTLY RESTRICTED NET ASSETS	1,545,614.68	1,545,614.68	1,545,614.68
TOTAL RESTRICTED NET ASSETS	1,545,614.68	1,545,614.68	1,545,614.68
TOTAL LIABILITIES AND NET ASSETS	3,685,628.01	3,761,353.99	3,704,354.75
		=,- ==,	-,,3

ELM HEIGHTS For the Two Months Ending Thursday, February 28, 2019

			• •			
	SINGLE MONTH	DUDGET	DD100 VEAD	YEAR TO DATE		
REVENUES	CURRENT	BUDGET	PRIOR YEAR	CURRENT YTD	BUDGET YTD	PRIOR YTD
PATIENT SERVICE REVENUE						
NURSING HOME REVENUE	\$234,201.67	\$284,146.67	\$277,971.51	\$493,071.49	¢550 202 24	ĆE24 700 47
GROSS PATIENT REVENUE	234,201.67	284,146.67	277,971.51	493,071.49	\$568,293.34	\$524,798.47
CHOSS FATIENT NEVEROE	234,201.07	204,140.07	2//,3/1.31	455,071.45	568,293.34	524,798.47
LESS						
CONTRACTUAL ADJUSTMENTS	(40,954.95)	(2,216.66)	(8,109.52)	(78,234.86)	(4,433.32)	(10 7EC 9C)
BAD DEBT EXPENSE	(9,000.00)	(4,541.67)	(2,320.96)	(1,000.00)	(9,083.34)	(10,756.86)
TOTAL DEDUCTIONS FROM PATIENT SERVICE REVENUE	(49,954.95)	(6,758.33)	(10,430.48)	(79,234.86)		(27,825.71)
TO THE DEDUCTIONS THOM I ATTEM SERVICE REVENUE	(45,554.55)	(0,730.33)	(10,430.40)	(73,234.80)	(13,516.66)	(38,582.57)
NET PATIENT SERVICE REVENUE	184,246.72	277,388.34	267,541.03	412 026 62	FF 4 77C CO	486 245 00
NET PATIENT SERVICE REVENUE	104,240.72	277,300.34	207,341.03	413,836.63	554,776.68	486,215.90
OTHER OPERATING REVENUE	755.93	1,300.00	718.19	1 650 06	2 600 00	1 407 74
TOTAL OPERATING REVENUE	185,002.65	278,688.34	268,259.22	1,659.96 415,496.59	2,600.00	1,487.74
TOTAL OF ENATING NEVENOL	185,002.05	270,000.34	200,239.22	415,490.59	557,376.68	487,703.64
OPERATING EXPENSES						
WAGES AND BENEFITS						
NURSING SERVICE	(102,810.32)	(101,089.50)	(74,900.17)	(203,950.03)	/202 170 00\	/400 000 07\
PROFESSIONAL SERVICE	(2,730.59)	(2,066.67)	(10,230.09)	(4,856.72)	(202,179.00) (4,133.34)	(188,800.97)
GENERAL SERVICE	(25,134.62)	(23,428.93)		(4,836.72)		(18,832.81)
MANAGEMENT AND ADMINISTRATIVE	(25,430.48)	(24,806.56)	(16,861.60)	*	(46,857.86)	(53,631.87)
EMPLOYER TAXES/BENEFITS	(42,058.17)	(41,899.99)	(46,071.98)	(47,396.43)	(49,613.12)	(42,501.73)
TOTAL WAGES/BENEFITS	(198,164.18)	(193,291.65)		(83,996.29)	(83,799.98)	(79,251.93)
TOTAL WAGES/BENEFITS	(130,104.10)	(195,291.05)	(171,479.50)	(386,597.95)	(386,583.30)	(383,019.31)
REPAIRS AND MAINTENANCE	(2,329.13)	(2,958.34)	(2,321.11)	(6,821.39)	(5,916.68)	(8,730.11)
SUPPLIES	(20,121.40)	(15,529.17)	(15,786.17)	(26,593.30)	(31,058.34)	(29,836.38)
PURCHASED SERVICES	(28,434.75)	(27,679.17)		(57,287.23)	(55,358.34)	(66,422.60)
UTILITIES	(4,505.92)	(5,250.00)	(6,845.28)	(11,555.97)	(10,500.00)	(10,275.36)
DEPRECIATION	(6,590.68)	(6,091.67)	(6,754.20)	(13,181.36)	(12,183.34)	(13,508.40)
OTHER ADMIN EXPENSES	(12,310.06)	(13,466.27)	(7,677.60)	(21,792.55)	(26,932.54)	(22,653.99)
TOTAL OPERATING EXPENSES	(272,456.12)	(264,266.27)		(523,829.75)	(528,532.54)	(534,446.15)
	(=,=,:00:==,	(201,200.27)	(200)304140)	(023,023.73)	(320,332.34)	(334,440.13)
OPERATING MARGIN	(87,453.47)	14,422.07	31,274.76	(108,333.16)	28,844.14	(46,742.51)
	(01)1001117	,,	01,27 117 0	(100,000.10)	20,044.14	(40,742.31)
NON-OPERATING REVENUE						
DONATIONS	215.00			215.00		
INTEREST/INVESTMENT INCOME	24.00		100.69	33.27		287.69
INVESTMENT INCOME FROM INTEREST IN TRUST		3,583.33			7,166.66	
TOTAL NON-OPERATING REVENUE	239.00	3,583.33	100.69	248.27	7,166.66	287.69
		•			,	
EXCESS OF REV OVER/UNDER EXP	(87,214.47)	18,005.40	31,375.45	(108,084.89)	36,010.80	(46,454.82)
					,	
INCR/DECR NET ASSETS	(87,214.47)	18,005.40	31,375.45	(108,084.89)	36,010.80	(46,454.82)
		······································				
OPERATING MARGIN	(47.27%)	5.17%	11.66%	(26.07%)	5.17%	(9.58%)
TOTAL MARGIN	(47.08%)	6.38%	11.69%	(26.00%)	6.38%	(9.52%)
	4					
EBITDA	(80,623.79)	24,097.07	38,129.65	(94,903.53)	48,194.14	(32,946.42)

EH - Sources and Uses of Funds February-19

				repro	iary-19			
CENTURY BANK:					FIRST HERITAGE BANK:			
General Operati	ing Account	Beginning Balance	\$	43,554.23	Certificate of Deposit	Beginning Balance	Ś	-
					#6126		•	
	Accounts Receivable			217,432.35	Receipts: Interes	st Income		
	Interest Income		\$	8.68		T-1-10		
		Total Receipts	Ş	217,441.03		Total Receipts	\$	-
Disburseme	ents:	rotar necerpts	7	217,441.03	Disbursements:			
							\$	_
	Payroll		\$	139,413.27		Total Disbursements	\$	-
	Accounts Payable		\$	84,160.98				
			\$	N =		Ending Balance	\$	
	,	Total Disbursements	\$	223,574.25				
		- 4 - 4			GREAT WESTERN BANK			
		Ending Balance	\$	37,421.01	Certificate of Deposit	Beginning Balance	\$	-
CENTURY RANK					#03-00164234			
CENTURY BANK: Payroll Account		Beginning Balance	c	_	Receipts: Interes	rt Incomo		
r ayron Account		Deginning Dalance	7	_	Neceipts. Interes	st income		
Receipts:	Transfer from Gener	al Acct	\$	_		Total Receipts	5	
	Transfer from Gener		\$	(30)		,	•	
•	Transfer from Gener	al Acct	\$	-	Disbursements:		\$	=
	Interest Income		\$	-				
					Property of the Control of the Contr	Ending Balance	\$	
		Total Receipts	\$	-				
					GREAT WESTERN BANK	#2		
Disburseme	ents:				Certificate of Deposit	Beginning Balance	\$	-
	Payroll EFT		\$	-	#03-00164352			
	Payroll EFT		\$	-				
	Payroll EFT Transfer		Ş	: = :	Receipts: Interes	st Income	\$	
		Total Disbursements	5	_		Total Receipts		
		000000000000000000000000000000000000000	~			Total Necelpts	ڔ	-
		Ending Balance	\$	THE STATE OF	Disbursements:			
		,	*****					
					1	Ending Balance	\$	TATAL STREET, THE
						-		
				The state of the s				
	Total	Cash Accounts-CNB	\$	37,421.01	Certifica	te of Deposit-First Nat'l Bank		-
		Petty Cash Funds	_	368.52		Certificate of Deposit-GWB		-
	Total Balance S	heet Cash Accounts	\$	37,789.53	Total Balanc	e Sheet Savings Accounts/CD	\$	
						Total Cash	\$	37,789.53

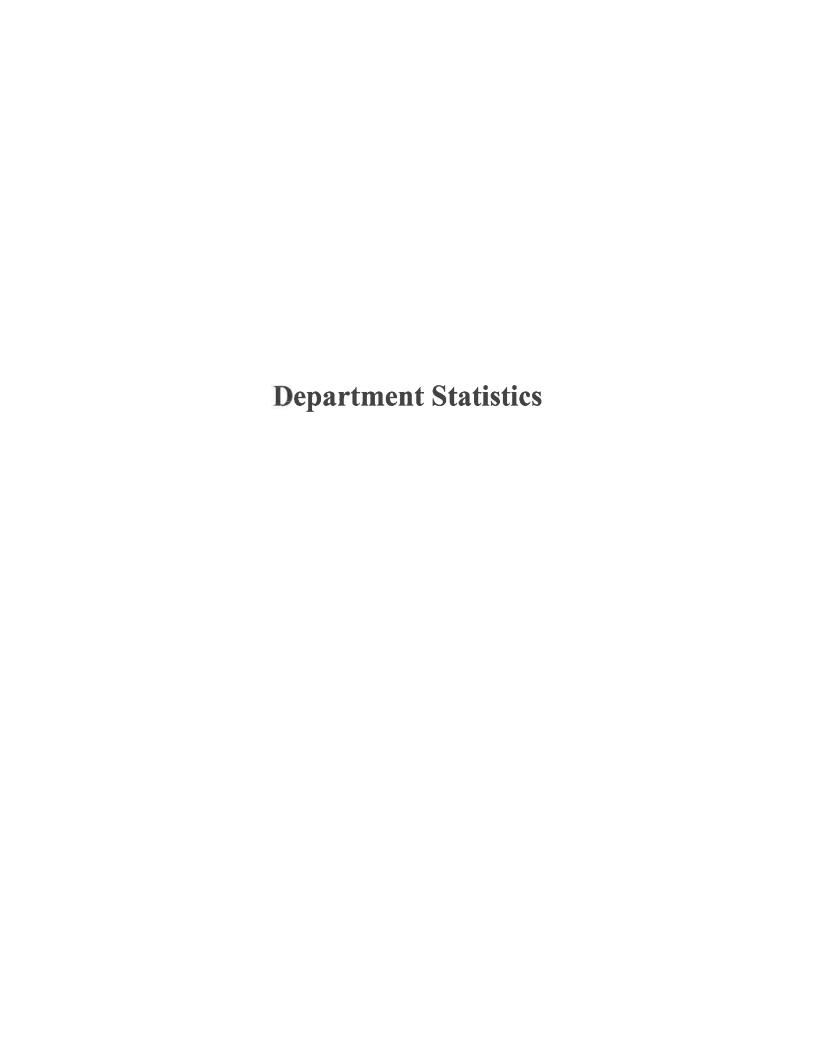


SHENANDOAH MEMORIAL HOSPITAL ANALYSIS OF DAYS IN ACCOUNTS RECEIVABLE

	GROSS <u>REVENUE</u>	NET <u>REVENUE</u>		3 MO ADJ GROSS REVENUE	3 MO ADJ NET REVENUE	GROSS <u>A/R</u>	NET <u>A/R</u>	DAYS IN GROSS A/R
Feb-18	6,213,691	2,750,867	28	20,031,349	7,003,154	15,580,492	13,734,492	70.0
Mar-18	7,616,350	3,045,442	31	21,413,221	9,018,465	15,467,124	13,495,124	65.0
Apr-18	7,080,585	3,184,304	30	20,910,626	8,980,614	15,355,761	12,959,761	65.4
May-18	7,143,164	2,753,763	31	21,840,099	8,983,509	14,171,781	12,292,781	59.7
Jun-18	6,269,880	2,760,889	30	20,493,629	8,698,956	12,576,089	11,717,089	55.8
Jul-18	6,635,284	2,730,761	31	20,048,328	8,245,413	13,250,576	12,265,576	60.8
Aug-18	7,069,659	2,885,019	31	19,974,823	8,376,669	12,531,193	11,607,693	57.7
Sep-18	6,306,342	2,598,044	30	20,011,285	8,213,824	12,285,788	11,234,788	56.5
Oct-18	7,176,765	3,182,617	31	20,552,767	8,665,680	11,987,655	11,108,655	53.7
Nov-18	6,477,117	2,511,245	30	19,960,224	8,291,906	12,120,025	11,113,530	55.3
Dec-18	6,604,379	2,233,197	31	20,258,261	7,927,059	12,103,576	10,790,576	55.0
Jan-19	6,937,326	2,872,516	31	20,018,822	7,616,958	11,882,406	10,628,406	54.6
Feb-19	6,088,749	2,910,023	28	19,630,454	8,015,736	11,693,154	10,756,154	53.6

ELM HEIGHTS
ANALYSIS OF DAYS IN ACCOUNTS RECEIVABLE

	GROSS REVENUE	NET <u>REVENUE</u>		3 MO ADJ GROSS REVENUE	3 MO ADJ NET REVENUE	GROSS <u>A/R</u>	NET A/R	DAYS IN GROSS A/R
Feb-18	277,972	267,541	28	756,275	646,516	193,854	161,854	23.1
Mar-18	227,647	200,176	31	752,445	686,392	233,890	196,890	28.0
Apr-18	250,352	167,793	30	755,970	635,509	170,642	130,642	20.1
May-18	224,256	303,720	31	702,254	671,688	206,107	166,107	27.0
Jun-18	225,687	258,170	30	700,294	729,682	186,943	158,943	24.3
Jul-18	255,216	232,646	31	705,159	794,536	247,341	212,341	32.3
Aug-18	215,142	223,069	31	696,045	713,884	225,837	190,837	29.9
Sep-18	201,724	202,195	30	672,082	657,910	140,084	108,084	19.2
Oct-18	251,359	274,746	31	668,224	700,010	202,626	164,626	27.9
Nov-18	220,110	201,988	30	673,193	678,930	173,016	136,016	23.4
Dec-18	201,896	191,842	31	673,365	668,577	147,749	106,749	20.2
Jan-19	258,870	229,590	31	680,876	623,421	233,470	200,470	31.5
Feb-19	234,202	184,247	28	694,967	605,679	194,124	152,124	25.1



			h Medical Ce				
			cal Summary				
	1	Februa	ary 28, 2019			1	
	_						
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	Change
Inpatient Days							
Acute	104	112	80	85	192	242	-21%
Specialized	0	0	0	0	0	0	0%
ICU	0	0	4	0	4	0	0%
Hospice	0	0	0	0	0	2	100%
Newborns	5	8	13	10	21	21	0%
Skilled(swing bed)	24	98	49	34	147	52	183%
Total	133	218	146	129	364	317	15%
							1070
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	Change
Surgical Procedures	2010	2010	2013	2010	2013	2010	Unange
Endoscopy	30	41	23	29	64	50	10%
	- Fill Mark 2					58	
Surgeries	80	103	81	124	184	241	-24%
Total	110	144	104	153	248	299	-17%
			SE 74		-		
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	Change
Ancillary Procedures							
Observation (Visits)	43	30	33	30	63	55	15%
Emergency Room (Visits)	382	349	308	365	657	778	-16%
Infusion Therapy (Visits)	171	227	153	162	380	388	-2%
X-Ray	624	706	545	686	1,251	1,463	-14%
CT Scan	333	333	272	291	605	622	-3%
Dexa Scan	26	17	13	8	30	17	76%
Mammography	186	77	59	63	136	156	-13%
MRI	67	57	58	57	115	118	-3%
Ultrasound	158	153	125	147	278	300	-7%
Echo	35	52	27	31	79	79	0%
PET	6	8	4	5	12	9	33%
Interventional Radiology	16	28	13	26	41	52	-21%
Vascular	10	9	12	6	21	21	0%
Lab	8,686	9,489	9,088	9,897	18,577	21,007	-12%
Blood	21	22	18	14	40	45	-11%
Physical Therapy (Units)	1,584	1,630	1,568	1,798	3,198	3,656	-13%
Occupational Therapy (Units)	260	468	401	239	869	555	
	46						57%
Speech Therapy (Units)		33	37	25	70	77	-9%
Wellness (Visits)	1,578	2,000	1,831	1,936	3,831	3,836	0%
Wound Care (Visits)	18	15	45	11	60	25	140%
Respiratory Therapy	329	550	656	779	1,206	1,694	-29%
Oxygen	123	150	91	73	241	214	13%
EKG	255	252	233	270	485	524	-7%
Stress Testing	4	11	9	2	20	9	122%
Holter Monitors	5	7	11	13	18	19	-5%
Sleep Studies	12	10	4	7	14	12	17%
Hospice (Visits)	0	0	0	61	0	70	-100%
Home Health (Visits)	17	1	0	154	1	233	-100%
Cardiac Rehab (Visits)	104	89	69	60	158	171	-8%
Pulmonary Rehab (Visits)	14	7	11	25	18	47	-62%
Nutrition (Visits)	39	86	49	45	135	103	31%
Anticoagulation Clinic	197	232	222	158	454	370	23%
Total	15,349	17,098	15,965	17,444	33,063	36,725	-10%

		Shenandoa	h Medical Ce	enter			
			cal Summary	1			
		Febru	ary 28, 2019				T
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	Change
Family Practice	2010	2015	2010	2010	2010	2010	Onange
Dr. Babe	162	242	200	209	442	495	-11%
Dr. D. Bumgarner	155	163	172	163	335	348	-4%
Connie Holmes, APRN	113	102	135	137	237	304	-22%
Dr. Isaacson	236	220	219	253	439	510	-14%
Melissa Marshall, APRN	80	89	79	74	168	189	-11%
Mary Nissen, APRN	41	28	40	33	68	33	0%
Jessica Heitkamp, APRN	142	149	178	0	327	0	100%
Kristen Thatcher, APRN	174	200	205	209	405	442	-8%
Kacie Kopf, APRN	86	96	0	98	96	215	-55%
Kristi Ross, APRN	200	155	0	274	155	442	-65%
Locum Walk In Clinic Providers	0	0	72	59	72	331	100%
Dr. Rozeboom	94	161	143	160	304	325	-6%
Dr. Salwitz	0	0	0	162	0	399	-100%
Dr. Smith	143	186	176	0	362	0	100%
Stephanie Robinette, APRN	184	193	225	0	418	0	100%
Dr. Wilkinson	0	0	0	53	. 0	117	-100%
Total	1,810	1,984	1,844	1,884	3,828	4,150	-8%
	witch and						
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	Change
Specialists							
Dr. King	125	151	127	145	278	286	-3%
Dr. Rose	53	106	63	80	169	176	-4%
Dr. Prusa Flores	_ 0	0	0	139	0	257	-100%
Dr. MacLeod-Kozal	66	70	75	0	145	0	100%
Jona Hutson, CNM	115	89	91	42	180	84	100%
Renee Johnson, APRN	57	51	48	52	99	116	-15%
Stephanie Lee, APRN	41	36	31	14	67	47	100%
Dr. Rowan	145	147	151	147	298	327	-9%
Dr. Woods	176	174	164	110	338	276	22%
Total	778	824	750	729	1,574	1,569	0%
		100					
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	Change
Mental Health	440	440		407	0.10		
Rose Walter, APRN	118	146	96	107	242	265	-9%
Melissa Hobbie	25	23	12	17 124	35	37	-5%
Total	143	169	108	124	277	302	-8%
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	
Emergency Room	2010	2015	2019	2010	2019	2010	Change
Dr. Kumar	128	90	69	126	159	186	-15%
Dr. Bean	0	20	23	0	43	90	-52%
Dr. Bowery	143	120	131	99	251	224	12%
Dr. Ferguson	112	129	85	140	214	276	-22%
Total	383	359	308	365	667	776	-14%
Total	_ 303	333	300	303		770	-14/0
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	Change
Hospitalist							Onlange
Connie Spencer, APRN	40	41	21	35	62	59	100%
Jenifer Deziel, APRN	25	25	24	13	49	38	100%
Total	65	66	45	48	111	97	100%
				- 10			10070
	December	January	February	February	YTD	YTD	%
Department	2018	2019	2019	2018	2019	2018	Change
Specialty							
Allergist	13	13	11	15	24	15	0%
Cardiology	169	169	129	174	298	384	-22%
Children's Behavioral Health	0	0	0	3	0	7	100%
Ear, Nose, Throat	18	18	30	41	48	79	-39%
Gastrology	11	11	6	8	17	17	0%
Maternal Fetal Monitoring	0	0	0	0	0	0	100%
	29	29	50	35	79	78	1%
Nephrology	29		4.5	26	39	47	-17%
	29	24	15	20	00	77	
Nephrology		24 65	15 47	80	112	155	
Nephrology Neurology	24						-28% 100%
Nephrology Neurology Oncology	24 65	65	47	80	112	155	-28%
Nephrology Neurology Oncology Podiatry	24 65 105	65 105	47 104	80 158	112 209	155 307	-28% 100% -21%
Nephrology Neurology Oncology Podiatry Pulmonology	24 65 105 10	65 105 10	47 104 16	80 158 18	112 209 26	155 307 33	-28% 100%

		Ε	lm Height	S							
		Statis	tical Sum	mary							
February 28, 2019											
	Dec	Jan	Feb	Feb	YTD	YTD	%				
	2018	2019	2019	2018	2019	2018	Change				
Patient Days											
Elm Heights	1,094	1,025	883	1,162	1,908	2,476	-23%				
Skilled	75	131	170	105	301	172	75%				
Total	1,169	1,156	1,053	1,267	2,209	2,648	-17%				
	Dec	Jan	Feb	Feb							
	2018	2019	2019	2018							
Average Daily Census											
Elm Heights	37.7	37.3	37.6	45.3							
Total	37.7	37.3	37.6	45.3							
	Dec	Jan	Feb	Feb	YTD	YTD	%				
	2018	2019	2019	2018	2019	2018	Change				
Occupancy Rate											
Elm Heights (45 beds)	75.4%	74.6%	83.6%	90.5%	83.2%	89.8%	-7%				



