

ESTES PARK HEALTH BOARD OF DIRECTORS'

Finance Committee Meeting Minutes – September 24, 2020

Board Members in Attendance

Dr. David Batey

Ms. Diane Muno

Mr. William Pinkham

Dr. Steve Alper

Ms. Sandy Begley (via online)

Board Members Absent

None

Other Attendees

Mr. Vern Carda, CEO (via online)

Mr. Tim Cashman, CFO

Community Attendees

Dr. Larry Learning (via phone)

1. Call to Order

The Finance Committee meeting was called to order at 3:02 p.m. by Dr. Alper, Chair; there was a quorum present. Notice of the Finance Committee meeting was posted in accordance with the SUNSHINE Law Regulation.

2. Public Comments

No comments were submitted.

3. Approval of the Agenda

Ms. Muno motioned to approve the agenda as submitted. Ms. Begley seconded the motion, which carried unanimously.

4. Approval of the Meeting Minutes – August 26, 2020

Ms. Begley motioned to approve the minutes from the August 26 meeting as presented. Ms. Muno seconded the motion, which carried unanimously.

5. Month End Financials – August 2020

The month of August continues to show a slight return to busy months. For the month, Operating Revenues YTD are down 16% from Budget and 7% down from last year. Due to the Covid-19 pandemic the hospital had anticipated a recovery to a 20% drop in Revenues. Year to date, expectations indicate a potential recovery of slightly higher than 80%.

Expenses for the year are 3% under budget. The 10% rollback of wages for the highest earners was initiated June 1, resulting in a drop in Salary expense. This is expected to continue. For the YTD, Expenses are 3% under budget.

Operating Income YTD is a loss of \$6.1M compared to a budgeted loss of \$1.2M, due to the impact of COVID-19.

Days in Accounts Receivable continue to rebound from the Epic conversion in November; from a high of 64 to a remarkable 44.3. And, Days Cash on Hand are up significantly to 242, due specifically to the Stimulus and Loan funds. The last few months have shown significant progress with Accounts Receivable management. The YTD Net Income (Change in Net Assets) is reporting (\$3.4M) loss before a projected recognition of Stimulus of \$10.1M in Cash, to cover this shortfall, for 2020.

Revenues

Year to Date Revenues are slowly rebounding. Gross billed charges are below budget by 18% or \$11.9M. Outpatient visits are also reporting significant losses, for the year-to-date. Initial expectations for the 3rd Quarter were 20% less. There is reason for slight optimism for better results than initial Forecast. Looking forward, the prevailing thought suggests a potential continued recovery through the remaining summer and the rest of the year.

Statistics

	YTD	Budget	2019
Inpatient Days	434	636	657
Swing Bed	231	317	175
Births	36	56	52
ER Visits	2,992	3,781	4,175
Urgent Care Visits	835	2,000	0
Ambulance Trips	1,251	1,495	1,495
Clinic Visits	12,350	16,059	17,727
Surgeries (not incl GI)	241	261	260
GI Procedures	262	294	264
Pain Procedures	163	331	243
Lab Tests	46,376	52,602	52,602
Radiology Exams	6,163	7,887	7,887
Rehab Visits	4,837	7,266	7,280
Home Health/Hospice	6,662	6,126	6,501
Living Center Days	7,149	9,234	8,379

Balance Sheet

The Balance Sheet has looked better than it does now. Unfortunately, there remain numerous challenges for the hospital. However, the Stimulus funds are helping. Days Cash on Hand are artificially high at 242. It is expected, however, that we will continue to slowly burn through these funds until the hospital can settle either increasing revenues or reduce expenses.

As a note, the Accrued Liabilities, the Est Third-Party Settlement and Short-Term Notes Payable does reflect the recording of Stimulus Funds, the Advanced Payment from Medicare and the Payroll Protection Program, totaling \$14.5M. When there is confirmation that any of these advances are forgivable, those will be recognized as Other Non-Operating Income.

Forecast for 2020

The forecast numbers are indeed staggering. We have tried to develop a realistic look at the remainder of the year. Some assumptions were made regarding recovery of Revenues and some Expense reductions. However, given the dramatic and sudden loss of patient visits earlier in the year, and the current recovery period, it is anticipated that Revenues will recover to 80% of Budget. The challenge will be managing expenses with less Revenues going forward.

Summary

Obviously, the remainder of the year does not look overly optimistic for a full recovery. The good news is that we do have some funding completed to help navigate the next few difficult months. We do believe sufficient funds exist, for the short-term, given a modest economic growth and good cash management. It is highly unlikely the District will accomplish the budgetary goals for the year, due specifically to the COVID-19 pandemic. However, the Stimulus funds will aid the recovery period. The goal for the remainder of the year is to maintain enough cash flow in order to stay compliant with our covenants.

Estes Park Health

Financial Overview Month Ended August 31, 2020

FINANCIAL RATIOS

Days in Accounts Receivable	
Days Cash on Hand	
Debt Service Coverage Ratio	
Operating Margin (12 Mo. Rolling)	
Total Margin (12 Mo. Rolling)	

July	Aug	RED	YELLOW	GREEN
46.3	44.3	> 60	50 - 60	< 50
234	242	< 125	125 - 224	> 225
-1.40	-0.91	<1.25	1.25 - 2.0	> 2.0
-18.9%	-18.4%	< 2.0%	2% - 4.99%	> 5%
-11.3%	-9.9%	< 5.0%	5% - 9.99%	> 10.0%

OTHER INDICATORS

Total Deductions from Revenue %	
Operating Margin Operating Margin %	
Operating Margin %	
Increase (decrease) in Net Assets	
Total Margin %	Ī

July	Aug	Budget	YTD	YTD Budget
47.8%	40.8%	46.0%	44.5%	46.0%
\$34,869	\$642,499	\$976,175	(\$6,126,188)	(\$1,241,060)
0.8%	12.0%	16.9%	-19.7%	-3.4%
\$544,483	\$1,310,568	\$1,394,372	(\$3,378,524)	\$1,280,991
12.6%	24.4%	24.1%	-10.8%	3.5%

SUMMARY

Statistics: IP Days are at 127 compared to 100 in July and 124 in August 2019.

Physicians Clinic Visits are at 1774 compared to 2096 in July and 2147 in August 2019.

Surgeries are at 34 compared to 48 in July and 42 in August 2019.

Revenue: August's Gross Patient Revenue is \$9,059,425 compared to a budget level

of\$10,589,251.

Other Operating Revenue: YTD Other Revenues are \$217,788 below budget.

Expenses: Total Operating Expenses in August are \$93,036 under budget. Salaries and

benefits are under budget by \$68,478.

Excess Revenues (Expenses): August's increase in Net Assets is \$1,310,568 compared to a budget of

of \$1,394,372. August's Total Margin is 24.4% compared to a budgeted

level of 24.1%.

Ratio Analysis: Day's in A/R is at 44.3 which is lower than the industry average of fifty.

Day's Cash on Hand is at 242 compared to July's level of 234 and August 2019 of 161.

Debt Coverage Ratio: August's rolling 12 month ratio is -0.91%. The loan end of year minimum required ratio is 1.25.

ESTES PARK HEALTH Statement of Revenues and Expenses (Unaudited) August 31, 2020

	MONTH Aug-20					R TO DATE FY 2020	PRIOR YEAR TO DATE FY 2019			
REVENUE	Actual	Budget	Var	1	Actual	Budget	Var	11-	Actual	Var
Patient Revenue				1			7.0.	11	, total	Yui
In-Patient	S 1,507,980	\$ 1,956,408	-23%	Ш	S 8,555,755 S	14,008,633	-39%	$ _{S}$	12,658,651	-32%
Out-Patient	7,551,445	8,632,843	-13%	Ш	46,970,816	53,484,223	-12%	"	49,773,562	-6%
TOTAL PATIENT REVENUE	9,059,425	10,589,251	-14%		55,526,571	67,492,856	-18%		62,432,213	-11%
Less Contractual Adjustments	(3,580,154)	(4,765,163)	25%		(23,714,666)	(30,371,787)	22%		(28,113,815)	16%
Logo Red Dobt Adjustments	(115.030)		007	П	, , , ,		4570 /	11		
Less Bad Debt Adjustments TOTAL REVENUE DEDUCTIONS	(115,939)	(105,893)	-9%	╂	(993,506)	(674,931)	47%	 	(1,264,189)	21%
TOTAL REVENUE DEDUCTIONS	(3,696,093)	(4,871,056)	24%	H	(24,708,172)	(31,046,718)	20%	H -	(29,378,004)	16%
NET DATIENT DESENTE	40,8%	46.0%	(0)	Н	44.5%	46.0%		Ш	47.1%	
NET PATIENT REVENUE	5,363,332	5,718,195	-6%	Н	30,818,399	36,446,138	-15%	H	33,054,209	-7%
Other Operating Revenue	794	63,921	-99%		322,644	540,422	-40%		518,593	-38%
TOTAL OPERATING REVENUE	5,364,126	5,782,116	-7%	Ħ	31,141,043	36,986,560	-16%	╁	33,572,803	-7%
EXPENSES				H				H		
Wages	1,973,958	2,130,444	7%	Ħ	16,065,662	16,720,130	4%	11	14,895,869	-8%
Benefits	684,491	596,483	-15%	П	4,372,825	4,463,047	2%	11	4,328,319	-1%
Contract Labor	429,601	537,018	20%	11	4,178,199	4,242,644	2%	11	4,284,740	2%
Medical Supplies	434,054	377,993	-15%	Ħ	3,071,796	3,003,838	-2%	11 -	2,925,431	-5%
Non-Medical Supplies	51,426	88,086	42%	11	714,190	675,727	-6%	11	891,831	20%
Purchased Services	475,972	454,744	-5%	П	3,910,367	4,116,554	5%	11	3,527,097	-11%
Other Operating Expenses	365,285	323,055	-13%	П	2,623,093	2,660,732	1%	11	2,287,680	-15%
Depreciation & Amortization	273,252	263,852	4%	lt	2,052,909	2,070,820	1%	11	1,347,193	-52%
Interest	33,588	34,266	2%	Ш	278,190	274,128	-1%	11	265,710	-5%
TOTAL OPERATING EXPENSE	4,721,627	4,805,941	2%	l	37,267,231	38,227,620	3%	11	34,753,870	-7%
OPERATING INCOME (LOSS)	642,499	976,175	-34%	H	(6,126,188)	(1,241,060)	-394%	₩	(1,181,067)	-419%
Operating Margin	12.0%	16.9%	3170		-19.7%	-3.4%	37170		-3.5%	717/0
N 0 B	202.004	400 505	222	П				П		
Non-Operating Revenue	283,084	422,597	-33%	Н	2,262,241	2,457,301	-8%	H	2,096,724	8%
Non-Operating Expense	(5,880)	(4,400)	-34%	łŀ	(38,345)	(35,250)	-9%	╂	(33,564)	-14%
EXCESS REVENUES (EXPENSES)	919,703	1,394,372	-34%		(3,902,292)	1,180,991	430%		882,093	542%
Gift to Purchase Capital Assets	390,865	0			523,769	100,000			102,095	
INCREASE (DECREASE) IN NET ASSETS	1,310,568	1,394,372	-6%	+	(3,378,524)	1,280,991	364%	+	984,188	443%
Total Margin	24.4%	24.1%			-10.8%	3.5%		1	2.9%	
				ΙL				JL		
EBDITA	\$ 1,617,408	\$ 1,692,490	-4%	119	§ (1,047,425) §	3,625,939	-129%	T s	2,597,091	

ESTES PARK HEALTH Balance Sheet (Unaudited) August 31, 2020

ASSETS		2020 Aug		2020 July	2019 Aug
CASH & CASH EQUIVALENTS	\$	22,718,781	8	22.028,163	\$ 16.172.602
PATIENT ACCOUNTS RECEIVABLE	"	12,922,671	"	11.581.546	16.601,424
LESS: ALLOWANCES		(6.405,112)		(5.457,673)	
NET ACCOUNTS RECEIVABLE		6.517.559	-	6,123.873	
RECEIVA BLES FROM OTHER PAYORS		2.263.798		2.079,061	1.893.934
INVENTORY		1,095,184	l	1.080.086	1.116.672
PREPAID EXPENSES		676,188	l	394,954	483,994
TOTAL CURRENT ASSETS		33,271,510		31,706,137	28,220,770
NET PROPERTY, EQUIPMENT & INTANGIBLE ASSETS		33,451,970		33,199,865	30,776,120
RESTRICTED ASSETS		3,915,280		3,915,039	1,410,083
OTHER ASSETS	-	0		0	0
LONG TERM INVESTMENTS	ı	8.253.706	l	8,253,706	4.782,650
TOTAL OTHER ASSETS		8,253,706		8,253,706	4,782,650
TOTAL ASSETS	\$	78,892,466	\$	77,074,747	\$ 65,189,623
LIABILITIES					
ACCOUNTS PAYABLE		867,290		565.920	668.832
ACCRUED EXPENSES		10.588,282		10.324.812	4,250,675
ACCRUED COMP PAYABLE	= =	940.067		1.028,279	1.105.293
ACCRUED INTEREST PAYABLE		61.048		30,524	64.425
EST THIRD-PARTY SETTLEMENT		5.811,882		5.811.882	950,261
SHORT TERM NOTES PAYABLE		5.116,581		5,116,581	300.201
OTHER CURRENT LIABILITIES				0	
CURRENT MATURITIES OF OTHER LONG TERM DEBT	ı	1.085,000		1.085.000	1,060,000
TOTAL CURRENT LIABILITIES		24,470,150		23,962,998	8,099,486
DEPOSITS AND DEFERRED INCOME					
LOANS PAYABLE	-	15,426,208		15.426.208	13,485,000
LEASES PAYABLE	l	0		0	0
TOTAL LONG-TERM LIABILITIES		15,426,208		15,426,208	13,485,000
TOTAL LIABILITIES		39,896,358		39,389,207	21,584,486
INVESTED IN CAPITAL ASSETS, NET OF RELATED DEBT				42,374,632	42,620,949
UNRESTRICTED TOTAL NET ASSETS		42,374,632		42,374,632	42,620,949
EXCESS REVENUES YTD		(3,378,524)		(4,689,092)	984,188
TOTAL LIABILITIES & NET ASSETS	6	78,892,466	\$	77,074,747	\$ 65,189,623

ESTES PARK HEALTH

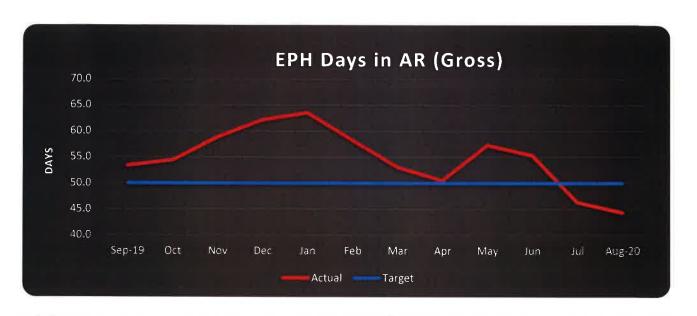
Statistical and Consolidated Financial Summary Month Ended August 31, 2020

	Thank I	Moi	nth	- 944	Year To Date				
*****				Variance				Variance To	
Utilization	Ac	tual	Budget	To Budget	Ac	Actual		Budget	
Hospital	4								
In-Patient Days	1.	27	138	-8.0° o	8	05	1171	-31.3° ₀	
Out Patient Visits	95	34	10616	-10.2°o	59	266	68681	-13.7°o	
Living Center					1				
Resident Days	8.	51	1178	-27.8° o	7	149	9234	-22.6° o	
Clinic									
Physicians Clinic Visits	17	74	2319	-23.5%	12	350	16059	-23.1° ₀	
		Moi	nth .		A Triple on	Year T	o Date	- pr - 8 1	
Income Statement									
Hospital	Actual	Budget	To Budget	% Variance	Actual	Budget	To Budget	% Variance	
Operating Revenue (Net)	\$ 4.162.558	\$ 4,350,554	(187.996)	-4.3° o	\$23.211.109	\$26.234.614	(3.023.505)	-11.5%	
Operating Expenses	3.577.696	3.499.804	(77.892)	-2.200	27.252.865	27.935.238	682.373	2.4%	
Net Operating Income (Loss)	584,862	850,750	(265.888)	-31.3° o	(4.041.756)	(1.700.624)	(2,341,132)	-137.7%	
Living Center					1				
Operating Revenue (Net)	269,604	388.798	(119,194)	-30.7° o	2.243.798	3.049.796	(805.998)	-26.4%	
Operating Expenses	353.320	417,100	63.780	15.3°°	3,001,824	3.286.301	284.477	8.7%	
Net Operating Income (Loss)	(83.716)	(28,302)	(55.414)	-195.8°o	(758.026)	(236.505)	(521.521)	-220.5%	
Clinic			"						
Operating Revenue (Net)	931.964	1.042.764	(110.800)	-10.6° o	5.686.136	7.702.150	(2.016.014)	-26.2%	
Operating Expenses	790,611	889.037	98.426	11.1%	7.012.542	7.006.081	(6.461)	-0.1°	
Net Operating Income (Loss)	141,353	153,727	(12.374)	-8.0° o	(1.326.406)	696,069	(2.022.475)		
Total						•			
Operating Revenue (Net)	5,364.126	5,782,116	(417.990)	-7.2%	31.141.043	36.986.560	(5.845.517)	-15.8%	
Operating Expenses	4.721,627	4.805.941	84,314	1.8%	37.267.231	38.227.620	960.389	2.5%	
Net Operating Income (Loss)	642,499	976.175	(333.676)	-34.2%	(6.126.188)	(1.241.060)	(4.885.128)	-393.6%	
Total					,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				
Non Operating Revenue (Net)	283,084	422,597	(139.513)	-33.0° o	2.262,240	2.457.301	(195.061)	-7.9%	
Non Operating Expenses (Net)	(5,880)	(4,400)	(1,480)	-33.6%	(38.345)	(35,250)	(3.095)	-8.8%	
Excess of Rev over Exp Before Cap gifts	\$ 919,703	\$ 1,394,372	\$ (474.669)	-34.0%	\$ (3.902.293)	\$ 1.180,991	\$(5.083.284)	-430.4%	
Gifts to Purchase Capital Assets	390,865	*	390.865	#DIV'0!	523,769	100,000	423,769	423.8%	
Increase (Decrease) in Net Assets	\$ 1,310,568	\$ 1,394.372	\$ (83.804)	-6.0%	\$ (3.378,524)	\$ 1,280,991	\$(4,659,515)	-363.7%	

ESTES PARK HEALTH

Statement of Cash Flows (Unaudited) 1/1/20 through 8/31/20

Cash Flows From Operating Activities \$ (3,378,524) (Deficiency) Excess of Revenues over Expenses \$ (3,378,524) Interest expense (considered financing activity) 278,190 County tax subsidy, net (considered financing activity) (79,710) Net income (considered investing activities (5,233,728) Assets released from restrictions (536,470) Depreciation & amortization 2,052,909 Changes in working capital: 1,655,531 Decrease (Increase) in Accounts receivable, net 1,655,531 Decrease (Increase) in Prepaid expenses 4,307 Decrease (Increase) in Prepaid expenses 4,307 Decrease (Increase) in Other Assets - Decrease (Increase) in Accounts payable (2,005,700) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Other current liabilities 165,995 Increase (Decrease) in Deposits and Deferred Income 5,292,593 Increase (Decrease) in Payable to 3rd party payors 4,407,877 Net (gain) loss on sale of equipment - Net cash provided by (used in) operating activities (278,190) Cash Flows From Financing Activiti	Coch Flows From Operating Activities	
Interest expense (considered financing activity)		e (2.279.524)
County tax subsidy, net (considered financing activity)	•	
Interest income (considered investing activities (5,233,728) Net income (loss) from operating activities (5,233,728) Assets released from restrictions (2,052,909) Changes in working capital: Decrease (Increase) in Accounts receivable, net 1,655,531 Decrease (Increase) in Inventory 1,222 Decrease (Increase) in Prepaid expenses 4,307 Decrease (Increase) in Other Assets - Decrease (Increase) in Long Term Investment (7,499,726) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Other current liabilities 165,995 Increase (Decrease) in Deposits and Deferred Income 5,292,593 Increase (Decrease) in Payable to 3rd party payors 4,407,877 Net (gain) loss on sale of equipment - Net cash provided by (used in) operating activities (1,398,667) Cash Flows From Financing Activities (2,781,90) Sale of equipment - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Cash Flows From Investing Activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 8/31/20 \$2,6534,061 Restricted Cash and Cash Equivalents, 8/31/20 \$2,6534,061		
Net income (loss) from operating activities (5,233,728) Assets released from restrictions (536,470) Depreciation & amortization 2,052,909 Changes in working capital: 1,655,531 Decrease (Increase) in Accounts receivable, net 1,655,531 Decrease (Increase) in Inventory 1,222 Decrease (Increase) in Prepaid expenses 4,307 Decrease (Increase) in Long Term Investment (7,499,726) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Accrued wages & related liabilities 165,995 Increase (Decrease) in Payable to 3rd party payors 4,407,877 Net (gain) loss on sale of equipiment 5,292,593 Increase (Decrease) in Payable to 3rd party payors 4,407,877 Net cash provided by (used in) operating activities (1,398,667) Cash Flows From Financing Activities 536,470 County tax subsidy, net 2,053,684 Interest expense (278,190) Sale of equipment - Purchase of property, equipment & intangible assets (3,473,238)		* ' '
Assets released from restrictions		-
Depreciation & amortization 2,052,909	· · · · · · · · · · · · · · · · · · ·	*
Changes in working capital: Decrease (Increase) in Accounts receivable, net Decrease (Increase) in Inventory 1,222 Decrease (Increase) in Inventory 1,222 Decrease (Increase) in Other Assets Decrease (Increase) in Other Assets Decrease (Increase) in Long Term Investment Increase (Decrease) in Accounts payable Increase (Decrease) in Other current liabilities Increase (Decrease) in Deposits and Deferred Income Increase (Decrease) in Payable to 3rd party payors Increase (Decrease) in Payable to 3rd party payors Net (gain) loss on sale of equipment Net cash provided by (used in) operating activities Restricted contributions Sak of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities Cash and Cash Equivalents, 01/01/2020 Sak of Equipments Schedulary		, , ,
Decrease (Increase) in Accounts receivable, net 1,655,531 Decrease (Increase) in Inventory 1,222 Decrease (Increase) in Prepaid expenses 4,307 Decrease (Increase) in Other Assets - Decrease (Increase) in Long Term Investment (7,499,726 Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Accrued wages & related liabilities 296,523 Increase (Decrease) in Other current liabilities 165,995 Increase (Decrease) in Deposits and Deferred Income 5,292,593 Increase (Decrease) in Payable to 3rd party payors 4,407,877 Net (gain) loss on sale of equipment - Net cash provided by (used in) operating activities (1,398,667) Cash Flows From Financing Activities 236,470 County tax subsidy, net 2,053,684 Interest expense (278,190) Sale of equipment - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Loan Activity 8,142,789 Net cash provided by (used in) financing activities 6,981,515 Cash Flows From Investing Activities 79,710 Net cash provided by (used in) investing activities 79,710 Net cash provided by (used in) investing activities 5,662,558 Cash and Cash Equivalents, 8/31/20 \$26,634,061 Restricted Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$2,718,781	·	2,052,909
Decrease (Increase) in Inventory 1,222 Decrease (Increase) in Prepaid expenses 4,307 Decrease (Increase) in Other Assets - Decrease (Increase) in Long Term Investment (7,499,726) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Other current liabilities 165,995 Increase (Decrease) in Deposits and Deferred Income 5,292,593 Increase (Decrease) in Payable to 3rd party payors 4,407,877 Net (gain) loss on sale of equipment - Net cash provided by (used in) operating activities (1,398,667) Cash Flows From Financing Activities (278,190) Sale of equipment - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Loan Activity 8,142,789 Net cash provided by (used in) financing activities (3,981,515) Cash Flows From Investing Activities 79,710 Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 8/31/20 \$26,634,061 Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$2,718,781		1 655 531
Decrease (Increase) in Prepaid expenses 4,307		
Decrease (Increase) in Other Assets Decrease (Increase) in Long Term Investment Increase (Decrease) in Accounts payable Increase (Decrease) in Accrued wages & related liabilities Increase (Decrease) in Other current liabilities Increase (Decrease) in Other current liabilities Increase (Decrease) in Other current liabilities Increase (Decrease) in Deposits and Deferred Income Increase (Decrease) in Payable to 3rd party payors Net (gain) loss on sale of equipment Net cash provided by (used in) operating activities Cash Flows From Financing Activities Restricted contributions County tax subsidy, net Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities Cash and Cash Equivalents, 01/01/2020 Cash and Cash Equivalents, 8/31/20 Sagnatical Cash and Cash Equivalents, 8/31/20	•	
Decrease (Increase) in Long Term Investment (7,499,726) Increase (Decrease) in Accounts payable (2,005,700) Increase (Decrease) in Accrued wages & related liabilities 296,523 Increase (Decrease) in Other current liabilities 165,995 Increase (Decrease) in Deposits and Deferred Income 5,292,593 Increase (Decrease) in Payable to 3rd party payors 4,407,877 Net (gain) loss on sale of equipment - Net cash provided by (used in) operating activities (1,398,667) Cash Flows From Financing Activities 536,470 County tax subsidy, net 2,053,684 Interest expense (278,190) Sale of equipment - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Loan Activity 8,142,789 Net cash provided by (used in) financing activities 6,981,515 Cash Flows From Investing Activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 8/31/20 20,971,503 Cash and Cash Equivalents, 8/31/20 3,915,280 </td <td>· · · · · · · · · · · · · · · · · · ·</td> <td>4,307</td>	· · · · · · · · · · · · · · · · · · ·	4,307
Increase (Decrease) in Accounts payable Increase (Decrease) in Accrued wages & related liabilities Increase (Decrease) in Other current liabilities Increase (Decrease) in Deposits and Deferred Income Increase (Decrease) in Payable to 3rd party payors Increase (Decrease) in Cash Increase (Decrease) Interest expense Interest expense Increase (Decrease) in capital kase commitments, net Interest income Inter	· · · · · · · · · · · · · · · · · · ·	_
Increase (Decrease) in Accrued wages & related liabilities Increase (Decrease) in Other current liabilities Increase (Decrease) in Deposits and Deferred Income Increase (Decrease) in Payable to 3rd party payors Increase (Decrease) in Cash and Cash Equivalents, 8/31/20 Increase (Decrease) in Cash and Cash Equivalents, 8/31/20 Increase (Decrease) in capital lease commitments Interest income Interes		, , , , , , , , , , , , , , , , , , , ,
Increase (Decrease) in Other current liabilities Increase (Decrease) in Deposits and Deferred Income Increase (Decrease) in Payable to 3rd party payors Increase (Decrease) in Payable to 3rd party payors Net (gain) loss on sale of equipment Net cash provided by (used in) operating activities Cash Flows From Financing Activities Restricted contributions Sale of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities Cash And Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$2,718,781		
Increase (Decrease) in Deposits and Deferred Income Increase (Decrease) in Payable to 3rd party payors Net (gain) loss on sale of equipment Net cash provided by (used in) operating activities Cash Flows From Financing Activities Restricted contributions Sale of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Cash Flows From Investing Activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities Cash and Cash Equivalents, 01/01/2020 Cash and Cash Equivalents, 8/31/20 Sale of equipment Purchase of property, equipment & intangible assets (3,473,238) (3,473,238		
Increase (Decrease) in Payable to 3rd party payors Net (gain) loss on sale of equipment Net cash provided by (used in) operating activities Cash Flows From Financing Activities Restricted contributions County tax subsidy, net Interest expense Sale of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities Cash and Cash Equivalents, 01/01/2020 Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$2,718,781		
Net (gain) loss on sale of equipment Net cash provided by (used in) operating activities Cash Flows From Financing Activities Restricted contributions County tax subsidy, net Interest expense Sale of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities Cash and Cash Equivalents, 01/01/2020 Cash and Cash Equivalents, 8/31/20 Restricted Cash and Cash Equivalents, 8/31/20 \$ 3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$ 22,718,781	·	
Net cash provided by (used in) operating activities Cash Flows From Financing Activities Restricted contributions 536,470 County tax subsidy, net 2,053,684 Interest expense (278,190) Sale of equipment - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Loan Activity 8,142,789 Net cash provided by (used in) financing activities 6,981,515 Cash Flows From Investing Activities Interest income 79,710 Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781		4,407,877
Cash Flows From Financing Activities Restricted contributions County tax subsidy, net Interest expense Sale of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$2,718,781		
Restricted contributions 536,470 County tax subsidy, net 2,053,684 Interest expense (278,190) Sale of equipment - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Loan Activity 8,142,789 Net cash provided by (used in) financing activities 6,981,515 Cash Flows From Investing Activities Interest income 79,710 Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$26,634,061	Net cash provided by (used in) operating activities	(1,398,667)
Restricted contributions 536,470 County tax subsidy, net 2,053,684 Interest expense (278,190) Sale of equipment - Purchase of property, equipment & intangible assets (3,473,238) Increase (Decrease) in capital lease commitments, net - Loan Activity 8,142,789 Net cash provided by (used in) financing activities 6,981,515 Cash Flows From Investing Activities Interest income 79,710 Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$26,634,061	Cash Flows From Financing Activities	
County tax subsidy, net Interest expense Sale of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$26,634,061 Restricted Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$2,718,781		536,470
Interest expense (278,190) Sale of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity 8,142,789 Net cash provided by (used in) financing activities 6,981,515 Cash Flows From Investing Activities Interest income 79,710 Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$26,634,061	County tax subsidy, net	
Sale of equipment Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents Cash and Cash Equivalents, 01/01/2020 Cash and Cash Equivalents, 8/31/20 Restricted Cash and Cash Equivalents, 8/31/20 Unrestricted Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$22,718,781		
Purchase of property, equipment & intangible assets Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities Net lncrease (Decrease) in Cash and Cash Equivalents Cash and Cash Equivalents, 01/01/2020 Cash and Cash Equivalents, 8/31/20 Restricted Cash and Cash Equivalents, 8/31/20 Unrestricted Cash and Cash Equivalents, 8/31/20 \$ 3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$ 22,718,781		=
Increase (Decrease) in capital lease commitments, net Loan Activity Net cash provided by (used in) financing activities Cash Flows From Investing Activities Interest income Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 Restricted Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 \$2,718,781	• •	(3,473,238)
Net cash provided by (used in) financing activities 6,981,515 Cash Flows From Investing Activities Interest income 79,710 Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$26,634,061		(=, . , = , = = = ,
Net cash provided by (used in) financing activities 6,981,515 Cash Flows From Investing Activities Interest income 79,710 Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$26,634,061 Restricted Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781		8.142.789
Cash Flows From Investing ActivitiesInterest income79,710Net cash provided by (used in) investing activities79,710Net Increase (Decrease) in Cash and Cash Equivalents5,662,558Cash and Cash Equivalents, 01/01/202020,971,503Cash and Cash Equivalents, 8/31/20\$ 26,634,061Restricted Cash and Cash Equivalents, 8/31/20\$ 3,915,280Unrestricted Cash and Cash Equivalents, 8/31/2022,718,781	·	
Interest income 79,710 Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$26,634,061 Restricted Cash and Cash Equivalents, 8/31/20 \$3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781		3,701,012
Net cash provided by (used in) investing activities 79,710 Net Increase (Decrease) in Cash and Cash Equivalents 5,662,558 Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$ 26,634,061 Restricted Cash and Cash Equivalents, 8/31/20 \$ 3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781		
Net Increase (Decrease) in Cash and Cash Equivalents Cash and Cash Equivalents, 01/01/2020 Cash and Cash Equivalents, 8/31/20 Restricted Cash and Cash Equivalents, 8/31/20 Unrestricted Cash and Cash Equivalents, 8/31/20 Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781		
Cash and Cash Equivalents, 01/01/2020 20,971,503 Cash and Cash Equivalents, 8/31/20 \$ 26,634,061 Restricted Cash and Cash Equivalents, 8/31/20 \$ 3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781	Net cash provided by (used in) investing activities	79,710
Cash and Cash Equivalents, 8/31/20 \$ 26,634,061 Restricted Cash and Cash Equivalents, 8/31/20 \$ 3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781	Net Increase (Decrease) in Cash and Cash Equivalents	5,662,558
Restricted Cash and Cash Equivalents, 8/31/20 \$ 3,915,280 Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781	Cash and Cash Equivalents, 01/01/2020	20,971,503
Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781	Cash and Cash Equivalents, 8/31/20	\$ 26,634,061
Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781	₩	
Unrestricted Cash and Cash Equivalents, 8/31/20 22,718,781	Restricted Cash and Cash Equivalents, 8/31/20	\$ 3,915,280
	Unrestricted Cash and Cash Equivalents, 8/31/20	
		



Calculation:

Days in AR

53.1

Gross Accounts Receivable

Average Daily Revenue

Definition: Considered a key "liquidity ratio" that calculates how quickly accounts are paid.

Desired Position: Downward trend below the median, and below average.

How ratio is used: Used to determine timing required to collect accounts. Usually, organizations below the average Days in AR are likely to have higher levels of Days Cash on Hand.

	Sep-19	Uct	Nov	Dec	Jan	Feb
A/R (Gross)	15,378,349	14,173,824	13,806,401	14,575,357	14,237,980	13,759,900
Days in Month	30	31	30	31	31	29
Monthly Revenue	7,200,698	7,808,340	6,340,531	7,414,874	6,857,233	7,238,504
Daily Revenue	288,141	260,440	234,611	234,389	224,050	236,380
Days in AR	53.4	54.4	58.8	62.2	63.5	58.2
	Mar	Apr	May	Jun	Jul	Aug-20
A/R (Gross)	Mar 11,257,627	Apr 9,310,952	May 9,099,346	Jun 10,711,059	Jul 11,581,546	Aug-20 12,922,671
A/R (Gross) Days in Month						
` ′	11,257,627	9,310,952	9,099,346	10,711,059	11,581,546	12,922,671

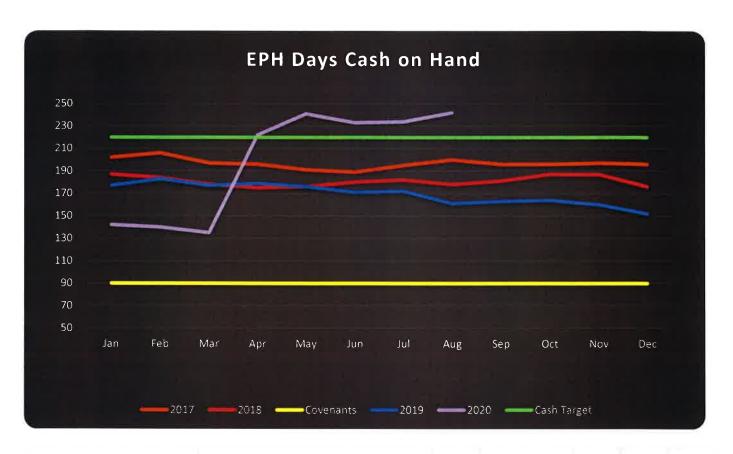
57.3

55.3

46.3

44.3

50.5



Calculation: Total Unrestricted Cash on Hand												
			Daily Ope	rating Ca	ish Needs	3						
Definition:			This ratio	o quantif	ies the ar	nount of	eash on I	hand in te	erms			
		of how n	nany "da	ys" an or	ganizatio	n can su	rvive witl	1				
			existing of	eash rese	erves.							
Desired Position:			Upward	trend, ab	ove the n	nedianA	.ND abo	ve Bond	Covenan	t Minimu	ms	
How ratio is used:			This ratio	o is frequ	ently use	ed by ban	kers, boi	ndholder	s and			
			analysts	to gauge	e an orgai	nization's	liquidity	and abi	lity to			
			meet sho	rt term o	bligation	s as they	mature.					
Note:			At EPH,	the Bond	l Refundi	ng/Loan	documer	nts requir	e a minim	um level	of 90 day	/S
			cash be i	maintaine	ed. It chai	nged to 9	0 effectiv	e March	1, 2016.			
	Jan	Feb	<u>Mar</u>	Арг	May	<u>Jun</u>	<u>Jul</u>	Aug	Sep	Oct	Nov	Dec
2020	142	140	135	222	241	233	234	242				
2019	177	183	177	179	176	171	172	161	163	164	160	152
2018	187	184	178	175	176	180	182	178	181	187	187	176
2017	202	206	197	196	191	189	195	200	196	196	197	196
Bond Covenant MIN	90	90	90	90	90	90	90	90	90	90	90	90
Cash Target	220	220	220	220	220	220	220	220	220	220	220	220

ESTES PARK HEALTH Statement of Revenues and Expenses (Unaudited) Forecast 2020

		FORECAST	
		FY 2020	
	FY 2020 Forecast	Budget 2020	Variance
Patient Revenue			
In-Patient	13,398,570	19,985,112	(6,586,542)
Out-Patient	67,354,287	77,722,701	(10,368,414)
TOTAL PATIENT REVENUE	80,752,857	97,707,813	(16,954,956)
Less Contractual Allowances	(34,730,431)	(43,968,516)	9,238,085
Less Bad Debt Adjustments	(741,634)	(977,078)	235,444
Total Revenue Deductions	(35,472,065)	(44,945,594)	9,473,529
	43.9%	46:0%	
NET PATIENT REVENUE	45,280,792	52,762,219	(7,481,427)
Other Operating Revenue	616,693	988,559	(371,866)
TOTAL OPERATING REVENUE	45,897,485	53,750,778	(7,853,293)
EXPENSES			
Wages	22,984,667	24,027,256	(1,042,590)
Benefits	7,169,215	8,759,908	(1,590,694)
Contract Labor	6,201,896	6,398,715	(196,819)
Medical Supplies	4,773,200	4,257,478	515,721
Non-Medical Supplies	1,085,601	1,064,370	21,232
Purchased Services	5,236,965	3,405,478	1,831,487
Other Operating Expenses	4,375,185	5,584,814	(1,209,630)
Depreciation & Amortization	3,110,203	3,170,229	(60,026)
Interest/Bank Fees	414,483	411,187	3,296
TOTAL OPERATING EXPENSE	55,351,414	57,079,435	(1,728,021)
OPERATING INCOME (LOSS)	(9,453,929)	(3,328,657)	(6,125,272)
Operating Margin	-20.6%		
Non-Operating Revenue	3,688,066	3,484,512	203,554
Non-Operating Expense	(61,505)	(72,840)	11,335
NON-OPERATING	3,626,561	3,411,672	214,889
EXCESS REVENUES (EXPENSES)	(5,827,368)	83,015	(5,910,383)
Gift to Purchase Capital Assets	523,771	300,000	223,771
Stimulus Funds	0 (5.202.507)	202.01#	(E (0 (/ 12)
NET ASSETS Total Margin	(5,303,597) -11.6%	383,015	(5,686,612)

3,964,431

(1,778,911)

EBIDA

Discussion included:

- The community may inquire if EPH is on track for 80% or better. It is hard to delineate when YTD projections are provided.
- It is the Board's responsibility to help the community understand the financial forecast.
- The EPH forecast is guarded with a lot of uncertainty, which is based on information being received from local, state and national experts.
- Is it feasible for the Board to delay the decision on all expense reductions until Q1 2021?
 - o Currently numerous expense reductions are in process, except for the LC. These adjustments need to occur in order to right size the organization.
- When was the last time EPH invested in the LC?
 - o The Foundation recently bought new beds and refurbished the dining room area. EPH contracted with Good Samaritan to provide a full-time Executive Director in an effort to improve the facility and care. Unfortunately, the Executive Director only worked on a part-time basis, so due to this and several other issues that were not being addressed, the contract was terminated and EPH hired its own Executive Director.
- What is the senior leadership's concern with delaying the decision on the LC?
 - o Staffing and quality are serious issues within the LC.
 - o If EPH was to keep the living center open, the investment would be very significant in order to move it from where it currently is to where it should be. Overall, it is not a good investment for the financial health of EPH.
 - o If the LC does close, there will still be a great deal of expenses in 2021 as part of the closure process.
- CMS has released the instructions on how report the requirements to make the application for the CARES Act money.
- The \$14M Paycheck Protection Program (PPP) money was applied to the June and July payroll.
- The stimulus funds and grants EPH received were to offset virus-related expenses and losses that EPH incurred.
- Concerns were discussed regarding the salary reduction and PTO accrual freeze that the staff has been undergoing and when those items will be restored.

6. Adjournment

Ms. Muno motioned to adjourn the Finance Committee meeting at 4:21 p.m. Mr. Pinkham seconded the motion, which carried unanimously.

Steve Alper

Estes Park Health Roard Finance Committee Chair