

### **Board of Commissioners Meeting**

August 25, 2022 Summit Pacific Medical Center

Gravs HarborCounty Public Hospital District No.1

### Agenda

- 1. 6:00 Call to Order
  - a. Introductions as needed
  - b. Business from audience
- 2. 6:05 Consent Agenda See separate Consent Agenda Action (vote)
- 3. 6:o8- Approval of Minutes Action (vote)
- 4. 6:10 Patient Story Tori Bernier Info
- 5. 6:15 Financial Audit DZA Info
- 6. 6:45 Transport- Dr. Ken Dietrich– Info
- 7. Executive Reports
  - a. 7:00 Quality Report and Dashboard, Tori Bernier Info
  - b. 7:15 Finance Report, James Hansen Info
  - c. 7:30 Advocacy Committee, Josh Martin (as needed)
  - d. 7:40 Executive Report, Josh Martin Info

#### 8. Commissioner Business

- a. **7:55** Medical Staff Privileges Action (vote)
  - i. Sophia Liu, MD- Emergency Medicine Initial Appointment
  - ii. Timothy Jan, DO Radiology Initial Appointment
  - iii. Robert Rookstool, MD Emergency Medicine Initial Appointment
  - iv. Diane Brett, OT Occupational Therapy Initial Appointment
  - v. Jennifer Martin, PA Emergency Medicine Initial Appointment
  - vi. James Wallace, MD Emergency Medicine Initial Appointment
  - vii. Lindsey Brightman, DNP Family Medicine -Initial Appointment
  - viii. Udayan Srivastava, MD Radiology Initial Appointment
  - ix. Jonathan Lee, MD Radiology Initial Appointment
  - x. Alexander Castiello, MD Pathology Initial Appointment
  - xi. Olivia Nicholls, DPT Physical Therapy Initial Appointment
  - xii. William Feldmann, MD Radiology Initial Appointment
  - xiii. Terra Grandmason, ARNP Emergency Medicine- Secondary Privileges
  - xiv. Sean Cherry, PA Emergency Medicine Secondary Privileges
  - *xv.* Janelle Wortman, PharmD Pharmacy Reappointment
  - xvi. Kishan Patel, MD Neurology Reappointment
  - xvii. Stephen Burton, MD Neurology Reappointment
  - xviii. Lilith Judd, MD Neurology Reappointment
  - xix. George Lopez, MD Neurology Reappointment
  - xx. Sheila Smith, MD Neurology Reappointment
  - xxi. Kyle Ogami, MD Neurology Reappointment
  - xxii. Joseph Freeburg, MD Neurology Reappointment
  - xxiii. David Alexader, MD Radiology Reappointment
  - *xxiv.* James Bell, MD Radiology Reappointment
  - *xxv.* Mark Mayhle, MD Radiology Reappointment

Josh Martin, Chief Executive Officer

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Owned and Operated by Grays Harbor County Public Hospital District No. 1



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- xxvi. David Johnson, MD Radiology Reappointment
- xxvii. Scott Vanderheiden, MD Radiology Reappointment
- xxviii. Carter Yeatman, MD Radiology Reappointment
- xxix. Daniel Susanto, MD Radiology Reappointment
- b. 8:00 Resolution 2022-06 Surplus Property
- c. 8:05 Hot Topic Discussion "Why American Teens are so Sad" Info
- d. 8:15 Upcoming Events, Andrew Hooper
- e. 8:20 Meeting Evaluation, Andrew Hooper

#### 9. 8:25 - Executive Session (g) review performance of public employee

**10.** 8:35– Adjourn – Action (vote)

#### <u>Upcoming events</u>: - **BOLD events indicate desired Commissioner attendance.**

- Annual Employee Drive In Movie Night | Shelton, WA | August 26, 2022
- > Donor Appreciation Celebration | Wellness Center | August 31, 2022
- 5k Fun Run & Walk | Wellness Center |September 17, 2022
- > Peak Health and Wellness Fair | Wellness Center | September 17, 2022
- Rural Advocacy Days | Washington DC | September 18-21, 2022
- Ladies Night Out | Wellness Center | October 6, 2022
- > WSHA Annual Member Meeting | Renton, WA | October 16-18, 2022

#### **Consent Agenda**

A very useful technique involves the use of a consent agenda. The board agenda planners (usually the executive or governance committee, but occasionally the board chair with the CEO) divide agenda issues into two groups of items. The first are those items that must be acted on because of legal, regulatory, or other requirements, but are not significant enough to warrant discussion by the full board. Such issues are combined into a single section of the board agenda book; members review these materials prior to the meeting, and if no one has any questions or concerns, the entire block of issues is approved with one board vote and no discussion. This frees up a tremendous amount of time that would otherwise be squandered on minor issues. Any member can request that an item be removed from the consent agenda and discussed by the full board. The success of the consent agenda is predicated upon all board members reading the material in the consent agenda section of the board agenda book. If they do not, then the board becomes a veritable rubber stamp. The second group of agenda items are those important issues that require discussion, deliberation, and action by the board. These are addressed one by one.

#### **Executive Session Justification**

Executive Session is convened to discuss the following topics, as permitted by the cited sections of the Revised Code of Washington (RCW):

- Executive session (RCW 42.30.110)
  - a. (a) national security

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Gravs HarborCounty Public Hospital District No.1

- b. (b) (c)real estate
- c. (d) negotiations of publicly bid contracts
- d. (e) export trading
- e. (f) complaints against public officers/employees
- f. (g) qualifications of applicant or review performance of public employee/elective office
- g. (h) evaluate qualifications of candidate for appointment to elective office
- h. (i) discuss claims with legal counsel
  - i. existing or reasonably expected litigation
  - ii. litigation or legal risks expected to result in adverse legal or financial consequences
  - iii. presence of legal counsel alone does not justify executive session
- i. QI/peer review committee documents and discussions
- Final action must be in open meeting



**Bad Debt** 

**Total** 

**Property Tax Credit** 

42,208

6,146,214

448

For the Period:		
July 20	22	
Description		Amount
Payroll	\$	2,010,457
A/P Operations	\$	4,010,801
A/P Construction	\$	-
Community Care	\$	82,328

\$

\$

\$



AGENDA	DISCUSSION/CONCLUSIONS	ACTIONS/FOLLOW-UP
CALL TO ORDER	<b>CALL TO ORDER</b> The meeting of the Board of Commissioners of the Grays Harbor County Public Hospital District No. 1 was called to order by Andrew Hooper at 6:00 pm	
	<b>Commissioners present:</b> Andrew Hooper, Gary Thumser, Carolyn Wescott, Georgette Hiles, Kevin Bossard	Commissioner Wescott made a motion to approve the Consent
	<b>Present:</b> Josh Martin, James Hansen, Tori Bernier, Dr. Ken Dietrich, Jori Stott, Dr. Kevin Caserta, Brad Thomas, Blake Rose (virtual), Cecelia Tapp (virtual), Rachel Brown (virtual), Anna Taylor (virtual), Karla De La Cruz (virtual), David Salisbury (virtual), Lourdes Schoch (virtual), Skip Houser (virtual)	Agenda. Commissioner Thumser seconded the motion. All voted in favor.
BUSINESS FROM AUDIENCE	<ul> <li>Business from Audience         <ul> <li>CNO Bernier shared patient letter regarding dissatisfaction regarding ultrasound not being available. The Director and Manager followed up with the patient in-person and came to a resolution.</li> </ul> </li> </ul>	
APPROVAL OF MINUTES		Commissioner Thumser made a motion to approve the minutes. Commissioner Hiles seconded the motion. All voted in favor.
PATIENT STORY	CNO Bernier shared patient story regarding care received by Sarah Bradford (see patient story for more details).	
Welcome New EMPLOYEE	CMO Dietrich introduced Dr. Kevin Caserta, Senior Medical Director of Population Health. Welcome Dr. Caserta!	
PRESENTATION	<ul> <li>CEO Martin shared the Strategic Plan Mid-Year Review (see presentation for more details).</li> <li>CNO Bernier provided an update on the nurse residency program.</li> <li>CFO Hansen shared updates on financial targets. The Finance team is confident that the organization will be able to meet the 2022 financial goals.</li> <li>CFO Hansen provided an update on the EPIC implementation process. August 2<sup>nd</sup> Summit Pacific will be having a kick-off event.</li> <li>Summit Pacific is on track to select our ERP by the end of the year.</li> <li>CNO Bernier shared Summit Pacific selected Mahlum as the architect for the MFP project.</li> </ul>	



	July 28, 2022	
	CFO Hansen shared Summit Pacific is partnering with DZA to do the financial	
	feasibility for the USDA application for the MFP project.	
	In May Summit Pacific completed its annual survey with DNV. There were a lot less	
	findings this year and Summit Pacific was praised for improving previous findings.	
	CMO Dietrich shared updates on our clinical strategic plan	
	CMO Dietrich shared current progress on collecting learnings from the pandemic.	
	<ul> <li>Discussion regarding concerns of out of our control circumstances and impacts to</li> </ul>	
	achieving our strategic plan including staffing shortages and industry challenges due	
	to the pandemic impacting healthcare state and nationwide.	
QUALITY	<ul> <li>CNO Bernier shared that Quality Report and Dashboard (see report and dashboard</li> </ul>	
	for more details).	
	<ul> <li>There is a higher COVID transmission rate in in the county currently, but it is not the</li> </ul>	
	highest number of COVID cases statewide.	
	<ul> <li>There is an increase in volumes and high acuity in the hospital and there are no</li> </ul>	
	beds to transfer patients.	
	<ul> <li>Summit Pacific went into incident command this month due to crisis with capacity.</li> </ul>	
	• DOH visited July 7 <sup>th</sup> about a potential EMTALA violation.	
	<ul> <li>Congrats Food and Nutrition Services for their highest volumes since opening.</li> </ul>	
	<ul> <li>Andre Burton, Pharmacist is doing a good job of tracking 340b changes.</li> </ul>	
	• ED length of stay was three (30 hours and 45 minutes.	
	• There were zero (0) 30 day readmissions in June.	
	<ul> <li>Blood culture contamination has significantly decreased during the month of June</li> </ul>	
	due to the hard work of Tsu West, Lab Manager and team.	
	Discussion regarding decrease in staff injuries.	
FINANCE	CFO Hansen presented the Finance Report (see report for more details).	
	Gross operating revenue is up due to high volumes.	
	Operating expenses is over budget due to traveling staff and six-month financial	
	review that needed to be recorded for this month.	
	• Year to date we are almost on year to budget.	
	<ul> <li>CFO Hansen shared update on 340b program lost revenues due to change of</li> </ul>	
	vendors. The pharmacy team is working to change vendors to capture lost revenue.	
	<ul> <li>The increase in observation stays is largely due to trying to get patients transferred</li> </ul>	
	appropriately.	
	<ul> <li>ED visits are exceedingly over budgeted volumes for the year.</li> </ul>	



	July 28, 2022	
	<ul> <li>Josh and Jim spoke with FEMA representatives this week regarding opening up</li> </ul>	
	different projects to get additional reimbursement due to staffing shortages.	
ADVOCACY	<ul> <li>Advocacy Committee will meet in August.</li> </ul>	
	<ul> <li>Last month the team worked on Identifying community delegates for finance and</li> </ul>	
	quality.	
	<ul> <li>CEO Martin met with both potential delegates, and both are entertaining</li> </ul>	
	participation.	
	<ul> <li>There will be focus on legislative relationships with representatives over the next</li> </ul>	
	coming months.	
	• Discussion regarding September Rural Advocacy Days the week fo September 18 <sup>th</sup> .	
	Commissioner Hiles committed to attending the Advocacy days.	
	Traditionally the Board will postpone the regular Board meeting due to conflicts	
	with the meeting and rural advocacy days. Jori Stott will add a vote to the August	
	Board meeting to move the September meeting.	
EXECUTIVE SUMMARY	CEO Martin reviewed the Executive Report (see report for more details).	
	<ul> <li>Thank you to Georgette for attending this year's Employee Awards event.</li> </ul>	
	• Dr. Shawn Andrews celebrated 25 years on the District's Medical Staff this year.	
	<ul> <li>Robin Johnson, DI Manager received AHRA Excellence in Leadership Award.</li> </ul>	
	• The Shoalwater tribe visited Summit Pacific this month and toured the facility.	
	CEO Martin and CMO Dietrich were featured in a pandemic relief fund article that	
	was sent out across the state.	
COMMISSIONER	Medical Staff Privileges	Commissioner Hiles made
BUSINESS	<ul> <li>Robert Rookstool, MD – Emergency Medicine – Initial Appointment</li> </ul>	motion to approve the Medical
	<ul> <li>Diane Brett, OT – Occupational Therapy – Initial Appointment</li> </ul>	Staff privileges as presented.
	<ul> <li>Rahkee Goel, MD – Radiology – Initial Appointment</li> </ul>	Commissioner Wescott
	<ul> <li>Mark Winkler, MD – Radiology – Initial Appointment</li> </ul>	seconded the motion. All voted
	<ul> <li>David Gorrell, MD – Radiology – Initial Appointment</li> </ul>	in favor.
	<ul> <li>Kaylyn Wayman, ARNP – Family Medicine – Reappointment</li> </ul>	
	<ul> <li>Jennifer McEvoy, MD – Radiology – Reappointment</li> </ul>	
	<ul> <li>Jennifer McEvoy, MD – Radiology – Reappointment</li> <li>Jigish Patel, MD – Radiology – Reappointment</li> </ul>	
	<ul> <li>Jigish Patel, MD – Radiology – Reappointment</li> </ul>	



	July 28, 2022	
	<ul> <li>Ben Harmon, MD – Radiology – Reappointment</li> </ul>	
	<ul> <li>Hot topic discussion</li> <li>Discussion regarding article "WA hospitals are far over capacity"</li> <li>backlogs and staff shortages have created a lot of tension for hospital capacity.</li> <li>Over 700 patients are currently in hospitals now that do not need to be there. A large problem with the healthcare system is difficult discharges. Statistically, 20 patients could be seen people per one of those 700 patients.</li> </ul>	
	<ul> <li>Board Retreat Prep</li> <li>Chairman Hooper distributed questions for the Board retreat.</li> <li>CEO Martin reviewed the strategic planning agenda (see agenda for more details).</li> </ul>	
	<ul> <li>Upcoming Events, Andrew Hooper</li> <li>Chairman Hooper reviewed upcoming events</li> <li>CEO Martin distributed invitations for the Donor Appreciation Luau Event.</li> </ul>	
	<ul> <li>Meeting Evaluation, Andrew Hooper</li> <li>Chairman Hooper facilitated meeting evaluation.</li> <li>Commissioner Wescott shared she would like to discuss more topics regarding non- conventioanl services provided in healthcare setting.</li> </ul>	
EXECUTIVE SESSION	<ul> <li>Board Chair Hooper announced the Board will be going to executive session (RCW 42.30.110) (i) real estate and (o) potential litigation</li> <li>Board Chair Hooper announced the session was anticipated to last 15 minutes with no anticipated action.</li> <li>The board recessed the session at 8:10 pm.</li> <li>The executive session convened at 8:15 pm.</li> <li>The executive session ended at 8:30 pm.</li> <li>The regular session reconvened at 8:30 pm.</li> </ul>	
ADJOURNMENT	The regular session of the Board of Commissioner's meeting adjourned at 8:31 pm.	Commissioner Bossard made a motion to adjourn the meeting. Commissioner Wescott



#### July 28, 2022

	seconded the motion. All voted in favor.

**Recording Secretary** 

**Board Secretary** 



### "BUILDING OUR CULTURE OF SAFETY AND HIGH RELIABILITY"

### Board of Commissioners 2022 Strategic Planning Retreat

Alderbrook Resort, Union WA Aug 1-3, 2021

### Day 1: Monday August 1<sup>st</sup>

Attendees: Drew Hooper, Carolyn Wescott, Gary Thumser, Georgette Hiles, Jori Stott, Josh Martin, Kevin Bossard

Guests: Medrice Coluccio, Matt Elsworth, Dr. Ken Dietrich, Tori Bernier

8:00	All	Group Breakfast
8:30	Drew	<ul> <li>Welcome and Introductions</li> <li>Josh welcomed the group and introduced the agenda.</li> </ul>
8:35	Drew and Josh	<ul> <li>Board Norm Review</li> <li>Josh reviewed the Board Norms (see norms for more details).</li> <li>Commissioner Hooper shared the importance of board norms and the impacts it has in supporting a positive board culture even past the current commissioner's tenure.</li> </ul>
8:45	Josh/ Medrice	<ul> <li>360 CEO Report Out</li> <li>CEO Martin shared the 360 report (see presentation for more details).</li> <li>CEO Martin shared WHSA's women in leadership initiative.</li> <li>CEO Martin shared learnings from 360 review and six-month progress.</li> </ul>
9:15	Medrice	Education / Working Session Driving a Culture of Safety and High Reliability • Discussion regarding safety stories:



	1	
		$\circ$ Manufacturing plant – awareness, risk management, proactive
		<ul> <li>Hunting with child – training and education, real life scenario</li> </ul>
		based, critical thinking, and pause
		<ul> <li>Spinning teacup- vocalize, assess and respond</li> </ul>
		Discussion regarding personal definitions of HRO:
		<ul> <li>Patient experience/ meet and exceed</li> </ul>
		<ul> <li>Patient outcomes and meeting needs</li> </ul>
		<ul> <li>Administrative policies</li> </ul>
		<ul> <li>Following through on meeting policies</li> </ul>
		<ul> <li>Organization focused on consistent safe outcomes that prepares</li> </ul>
		and designs predictable outcomes.
		<ul> <li>Adaptability and fine tuning</li> </ul>
		Medrice facilitated discussion around developing a culture around high
		reliability.
		<ul> <li>STAR- Stop, think, act, review</li> </ul>
		<ul> <li>CUS- concern, uncomfortable, stop</li> </ul>
		<ul> <li>SBAR- Situation, background, assessment, recommendation</li> </ul>
		• Discussion regarding how organizations still innovate in a culture for
		safety.
		• Discussion regarding how HRO (High Reliable Organization) can be a
		catalyst for innovation.
		CEO Martin facilitated dialogue around the question" What is our
		collective definition of HRO?"
		<ul> <li>Need to exceed patient's expectations every time</li> </ul>
		<ul> <li>Necessity to exceed patient and employee expectations</li> </ul>
		$\circ$ Need to move ahead, but it will be a long journey to ingrain into
		the entire facility
		<ul> <li>Summit Pacific is missing a lot of revenue</li> </ul>
		$\circ$ An entity that meets the needs of patients and employees
		<ul> <li>HRO makes sense but needs to be timed correctly for staff. There</li> </ul>
		are a lot of other initiatives that may distract from this work I.e.,
		EPIC implementation and DNV.
		State of the State
11:00	Matt	Matt Ellsworth, Executive Director of AWPHD (Association of WA
		Public Hospital Districts) provided a presentation on" PHD Outlook"



		and focused specifically on themes: trends, policy, elections and AWPHD.
12:00	All	LUNCH
1:00	Ken and Tori	<ul> <li>Clinical Strategic Plan</li> <li>CEO Martin introduced CNO Bernier and CMO Dietrich to present on the clinical strategic plan (see clinical strategic plan for more details).</li> <li>Clinical leaders have had several meetings to develop a clinical strategic plan.</li> <li>CEO Martin suggested combining objectives 1 and 5.</li> <li>Discussion regarding a just culture program. A just culture categorizes errors as mistakes, choices with no intended harm and making a known choice that has associated risk. A just culture helps members of an organization speak transparently about errors without fear of retribution.</li> <li>Discussion regarding wrbiage for "shared vision" versus "shared purpose". Discussion regarding intent of building a shared vision.</li> <li>Discussion to create our own" Summit Aim."</li> <li>The goal of this plan is to share with the board what the clinical staff is thinking about for goals for the 2023 strategic plan.</li> <li>The Medical Director for ED, ACU, Urgent Care, Lab Manager, DI Manager, PT Manager, Pharmacy Manager, Marketing, and Pop Health took part in the planning.</li> </ul>
2:00	Josh	<ul> <li>Review Articles- Board Education Topic</li> <li>CEO Martin and Commissioner Hooper facilitated dialogue about board education articles (See articles for more details).</li> <li>Discussion about which CEO got it "right". Focus on being agile and anticipating change instead of reacting.</li> <li>Discussion about how you anticipate disruption.</li> <li>Strategic planning is a regular practice we do to anticipate disruption.</li> <li>Discussion about the effects of remote work.</li> <li>Discussion about emergency preparedness and telemedicine.</li> <li>Discussion about the future of artificial intelligence for healthcare.</li> </ul>



		• Discussion about the learnings from COVID for rural healthcare and
		takeaways from Rural Alabama article.
		<ul> <li>Adding services instead of shutting down</li> </ul>
		<ul> <li>Discussion about challenges with GI and starting a new service line.</li> </ul>
		<ul> <li>Board Dialogue- Building a Legacy</li> <li>In what ways can you continue to grow and develop as a leader?</li> </ul>
		<ul> <li>GH- WHSA and AWPHD in person and online training resources</li> </ul>
		and certification. Attend outside meetings to see how other
		boards operate. Learn from other similar organizations/ Field
		trips.
		<ul> <li>CW- Desired feedback from executive team. More opportunities for participation and involvement in the</li> </ul>
		organization. Recertification through WSHA (Washington State
		Hospital Association). More training and involvement above
		regular meetings. Discussion about certain types of topics i.e.,
		hospital finances. Confidence in advocacy and finding voice.
		<ul> <li>KB- Finance understanding. Insurance payor education.</li> <li>Following at a depth Looping into advecagy and how it affects</li> </ul>
2.45		Following at a depth. Leaning into advocacy and how it affects
2:45	Drew	<ul> <li>policy. WSHA classes. Desires feedback.</li> <li>GT- A senior resource to other members of the board. Enforce</li> </ul>
		the idea that it is ok to say no and disagree.
		<ul> <li>AH- Better understanding of other board members and CEO.</li> <li>Continue to push outside of the box thinking. Better support</li> </ul>
		Continue to push outside of the box thinking. Better support
		board members to get uncomfortable.
		<ul> <li>What barrier are getting in the way of your success? Where are you stuck?</li> </ul>
		• Work life balance.
		<ul> <li>Continue the processes working on now.</li> </ul>
		<ul> <li>Challenges due to external constraints that inhibit</li> </ul>
		conversation and relationship building.
		<ul> <li>Time frames can be a barrier to scheduling.</li> </ul>
		<ul> <li>Time restraints for meetings.</li> </ul>
		<ul> <li>Concerns about what is acceptable and unacceptable for</li> </ul>
		meeting topics.



	Maintaining board culture.
	Forgetting in the moment questions for future topics.
• Wha	t information/ training/ or development opportunities would help
you	grow as a board member? In the next 6 months? In the next year?
	Building confidence and public speaking, note taking.
	> Finance
	Community/staff forecasting where we need to grow to meet
	future needs.
	Autonomy to learn together more frequently- simple meetings
	Directed support for education.
	More involvement with the district i.e., Blue Zones
	Board advocacy and succession planning strategies
	Leadership development/ how to develop leaders
• Wha	t would you like to accomplish or see happen within the board/
	nization before the end of your elected term? What do you want
	pur legacy?
	better equip other problems in the future/ mini retreats
	Be an effective member that advanced mission and vision
	while staying fiduciary to the community and not just
	surviving. Serving in the Quality committee to round
	understanding of hospital operations.
	other.
	changes in community health.
	community.
	Succession planning.
	culture. Process and procedures that do not prohibit but does



	r	
		not let disruption of the vision of building the healthiest
		community in the nation.
		$\circ$ Integrating wellness processes into our everyday within the
		organization.
		<ul> <li>If you were given a safe and" free speaking" space, what would you</li> </ul>
		like to discuss with the board and/or leadership team?
		$\circ$ How the group would define our board culture
		$\circ$ Learn more about each other more deeply and strengths each
		other possesses.
		<ul> <li>Learn more about employee satisfaction, recruitment, and</li> </ul>
		retention. Discussion with the challenges with employee
		survey data. Discussion on how to access good data for
		employee satisfaction. All staff summits board attend- listening
		sessions.
		<ul> <li>Retention and how we are supporting staff</li> </ul>
		<ul> <li>Ask nurses/ staff to what their most pressing need is</li> </ul>
		<ul> <li>How are we promoting health</li> </ul>
		<ul> <li>Strategies to advance our vision among challenges with local</li> </ul>
		leadership
		Feedback on the day -next steps
		<ul> <li>Josh facilitated plus/ delta exercise:</li> </ul>
		Plus:
		<ul> <li>Medrice HRO questions</li> </ul>
		<ul> <li>Dialogue on 360</li> </ul>
3:30	TBD	<ul> <li>Easy to talk with Medrice</li> </ul>
3:30	TBD	<ul> <li>Matt's political presentation</li> </ul>
		<ul> <li>EVS Story</li> </ul>
		○ Food
		• Delta:
		<ul> <li>Too many carbs</li> </ul>
6:00	All	Team Building Dinner
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### Day 2: Tuesday August 2<sup>nd</sup>

Attendees: Andrew Hooper, Carolyn Wescott, Gary Thumser, Georgette Hiles, Josh Martin, Jori Stott, Kevin Bossard

Facilitator: Tricia Roscoe

8:00	All	Group Breakfast						
8:30	Josh	Welcome, Meeting Kickoff and Agenda Review						
		CEO Martin reviewed the agenda.						
9:10	Josh	Learning From Day One						
		<ul> <li>CEO Martin facilitated discussion about insights from the education day.</li> </ul>						
		<ul> <li>Appreciation of open dialogue about board questions</li> </ul>						
		<ul> <li>Organizational readiness for HRO</li> </ul>						
		<ul> <li>Better understanding of culture of safety and high reliability</li> </ul>						
		<ul> <li>Excitement for the organization moving into HRO</li> </ul>						
		<ul> <li>Mid-year 360 review, suggestion to add a component in the future.</li> </ul>						
		<ul> <li>Suggestion to add mid-year 360 review to the racetrack.</li> </ul>						
		<ul> <li>Matt's political presentation</li> </ul>						
		<ul> <li>Utilizing this education to review the performance of the board</li> </ul>						
		and CEO.						
9:30	Tricia	Hopes for our Retreat						
		Tricia facilitated exercise about what the Board hopes to achieve over the						
		next 2 days						
		Deeper understanding						
		<ul> <li>Clarity of goals</li> <li>Inspiration and focus on next development steps</li> </ul>						
		<ul> <li>Inspiration and focus on next development steps</li> <li>Better understanding – perspectives</li> </ul>						
		<ul> <li>Generate the path for the future – momentum and nexus for what is</li> </ul>						
		next?						
		<ul> <li>Uncover the "next great thing" for our community</li> </ul>						
9:45	Josh	Year in Review						
		CEO Martin reviewed mission review from last year's planning session.						
		<ul> <li>CEO Martin gave presentation "CEO Update" (see presentation for more details).</li> </ul>						

<b>SUMMIT PACIFIC</b>
• MEDICAL CENTER •

		Discussion about challenges with mental health access and barriers to
		providing care.
		Discussion about Public Health's CHA results.
10:45	All	BREAK
11:00	Tricia /	Community Asset Mapping Work
	Josh /	• Tricia shared an update with the board on the progress and learnings of the
	Drew /	CAM project.
	Georgette	Discussion about the listening tour learnings.
	/ Jori	<ul> <li>Conversations were good learning</li> </ul>
		<ul> <li>Youth sports not tied to school or rec e.g., pro athlete camps, etc.</li> </ul>
		$\circ$ Better connections with schools (FFA (Future Farmers of America))
		<ul> <li>ID Diff lens/ perspective; constructive feedback</li> </ul>
		<ul> <li>Opportunity to understand what is important to stakeholder (e.g.,</li> </ul>
		chief of police> shared need; mental health) created focus of what
		we can do> crisis intervention. Now sees hospital as a partner –
		shared purpose
		<ul> <li>Manage data</li> </ul>
		Tricia facilitated discussion around the following questions:
		<ul> <li>Where did we make progress and where did we stall out?</li> </ul>
		<ul> <li>Better documenting consistently&gt; report</li> </ul>
		<ul> <li>Consistency in use of CRM</li> </ul>
		<ul> <li>COVID impact</li> </ul>
		<ul> <li>Leadership transition</li> </ul>
		<ul> <li>Communication around stall out – why; "waiting"</li> </ul>
		<ul> <li>Fell down as priority given circumstance of COVID</li> </ul>
		<ul> <li>What else do we need to do to keep this moving forward?</li> </ul>
		<ul> <li>Focus; target "why"</li> </ul>
		<ul> <li>Resources</li> </ul>
		<ul> <li>Expand team</li> </ul>
		<ul> <li>Leverage each conversation for the next relaunch</li> </ul>
		• CAM Focus:
		Youth impact: Big Goal
		<ul> <li>BZ success or failure</li> </ul>
		<ul> <li>Comp capital campaign. Case:</li> </ul>
		<ul> <li>Break down and establish goals</li> </ul>
		<ul> <li>Relaunch</li> </ul>
		<ul> <li>Org focus</li> </ul>
		<ul> <li>Shared goal with board</li> </ul>



11:30	Josh /	Unpacking Our Journey
	Tricia	Toward Enhanced Culture of Safety and High Reliability
		Tricia facilitated individual reflection time on the following questions:
		• How can the board lean in around safety and high reliability?
		<ul> <li>What does this mean to me? Sound like? Look like? Feel like?</li> </ul>
		What might I do differently?
12:00	All	BREAK for Lunch
12:45	Tricia	Unpacking Our Journey
		Toward Enhanced Culture of Safety and High Reliability
		Discussion regarding
		<ul> <li>What does the board need to do to help shape and support?</li> </ul>
		<ul> <li>Training for organization</li> </ul>
		<ul> <li>Developing peer support</li> </ul>
		• The board needs to be more visible to the doctors and the nurses
		Future state
		<ul> <li>Board norms, integrate</li> </ul>
		<ul> <li>Make time on agendas to create awareness (view through the</li> </ul>
		lens of HRO/ Culture of safety) questions to ask, etc.
		<ul> <li>Board prep</li> </ul>
		<ul> <li>Packet</li> </ul>
		<ul> <li>agenda</li> </ul>
		<ul> <li>What does the board need to do more of / less of?</li> </ul>
		<ul> <li>More interest between Quality committee and the rest of the</li> </ul>
		board
		<ul> <li>More communication and support</li> </ul>
		<ul> <li>More questions asked and communication back</li> </ul>
		<ul> <li>Less reporting and more engagement</li> </ul>
		<ul> <li>More self-education of board and ask for info</li> </ul>
		<ul> <li>More ask for context and speak up and ask (even when not comfortable)</li> </ul>
		<ul> <li>More accountability systems</li> </ul>
		<ul> <li>More bring questions back</li> </ul>
		<ul> <li>More encourage transparency and support, not intimidate or</li> </ul>
		solve
		<ul> <li>More creative around questions that drive deeper dialogue</li> </ul>
		<ul> <li>Revisit decision making tools and process</li> </ul>
		<ul> <li>Trust, but validate; ask questions</li> </ul>
		As an HRO, Summit Pacific is
		<ul> <li>We are focused on continually giving excellent care with integrity</li> </ul>
		and innovation continually
		<ul> <li>Consistent efficient predictable, effective and sustainable</li> </ul>
		organization



		<ul> <li>Has a systems approach to healthcare, fiscally responsibility, strives for excellence, thrives on improvement and anticipates and is prepared for disruptions</li> <li>Committed to creating consistent and predictably safe outcomes as a result of our culture of excellence where everyone's voice matters</li> <li>Is a medical institution dedicated to providing the best care we</li> </ul>
		can to meet or exceed the patient or parent's expectations every time
		<ul> <li>Repeatable and consistent care – everyone knows what to expect and risk of error is low</li> </ul>
		<ul> <li>Safe and excellent care</li> </ul>
		• As a board, our role in supporting Summit Pacific to be a HRO is
		<ul> <li>As a board, we model a culture of safety and high reliability by promoting continuous training and education to increase awareness in potential future risk, ask thoughtful questions to improve communication and transparency and devote time to pause, think, act, and review</li> </ul>
		<ul> <li>More thoughtful questions</li> <li>Botton communications to a down and bottom up</li> </ul>
		<ul> <li>Better communication, top down and bottom up</li> <li>Transparency and accountability</li> </ul>
		<ul> <li>Iransparency and accountability</li> <li>Humble inquiry</li> </ul>
		<ul> <li>Predictability – support development and sustained systems</li> </ul>
		<ul> <li>Impact patient experience</li> </ul>
		<ul> <li>Model standards around high reliability</li> </ul>
		<ul> <li>Support and momentum</li> </ul>
		<ul> <li>Process – how we do our work to achieve our mission and vision</li> </ul>
1:45	All	BREAK
2:00	Tricia	Review of Summit Pacific Strategic Priorities and Goals
		and Establish Priorities for the Next Year
		Current priorities & goals
		$\circ$ Where have we made progress and how do we continue to
		accelerate that?
		<ul> <li>Where have we hit barriers and how do we remove or get around them?</li> </ul>
		• What are the most important things we need to get done <u>next</u>
		<u>year</u> in order to position for success and move toward our Big Goal and vision?
		$\circ$ How do we align focus on words we've incorporated in prior
		yearshow do we shape the emphasis for e-team
4:00	Josh	Meeting Wrap Up and Final Day Agenda Review
	Martin	<ul> <li>CEO Martin shared expectations for the final day.</li> </ul>
		<ul> <li>Presenter: will be selected tomorrow.</li> </ul>
	1	

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		Tricia facilitated plus delta exercise:
		• Plus
		<ul> <li>Reflect</li> </ul>
		<ul> <li>Process</li> </ul>
		<ul> <li>More board engagement</li> </ul>
		<ul> <li>Relationships</li> </ul>
		<ul> <li>Safe space</li> </ul>
		<ul> <li>Good build up</li> </ul>
		<ul> <li>State of SPMC (Summit Pacific Medical Center)</li> </ul>
		• Delta
		<ul> <li>Defining HRO connector</li> </ul>
		<ul> <li>Clarity of instructions</li> </ul>
4:15	Tricia	Meeting Evaluation and Action Items
4:30	All	BREAK
6:00	All	Team Building Dinner

### Day 3: Wednesday, Aug 3<sup>rd</sup>

Attendees: Andrew Hooper, Carolyn Wescott, Gary Thumser, Georgette Hiles, Kevin Bossard, Jim Hansen, Jori Stott, Josh Martin, Ken Dietrich, Tori Bernier Facilitator: Tricia Roscoe

7:30	All	Group Breakfast
8:00	Tricia / Josh	<ul> <li>Opening Remarks and Prep for E-Team Hand Off</li> <li>Discussion about reflections from the previous day         <ul> <li>Board to receive HRO training</li> </ul> </li> <li>Missing most proud of:             <ul> <li>Verbiage around operating in scarcity</li> </ul> </li> <li>Discussion regarding presentation to the Board.</li> <li>Tricia facilitated review of day two summary to share with E-team</li> <li>Discussion about priorities and goals for E-team hand off.</li> </ul>
9:45	All	BREAK
10:00	Board	<ul> <li>Board Report Out to E-Team</li> <li>Commissioners presented summary on planning session (see slides for more information).</li> <li>Discussion about the Board's commitment to HRO.</li> </ul>



		Discussion about decreasing preventable and repeatable UORs     (Upwavel Occurrence Departs) and not just all UOPs
		(Unusual Occurrence Reports) and not just all UORs.
11:00	E-Team	<ul> <li>E-Team Response <ul> <li>E-Team will be developing the objectives from feedback in a few short weeks.</li> <li>Discussion about staff interviews about loving their colleagues. During interviews people want to feel like they are not just cogs.</li> <li>Suggestion to gather what makes summit a great place to work: our mission and vision, our staff feel a since of belonging</li> <li>Finance is in a season of executing big initiatives.</li> <li>Discussion about utilizing AI (Artificial Intelligence).</li> <li>Discussion about the timing of new initiatives and balancing what is right for our community and organizational readiness.</li> <li>CEO Martin shared questions that developed from board dialogue.</li> <li>Discussion about communication challenges with the community and how open dialogue might be able to help improve challenges.</li> <li>Billion-dollar loss across the industry. There is something wrong with the system volume is high, but there is loss. Summit has benefitted from cost based, payment dynamics and grant dollars. Payment systems need to change.</li> <li>The E-Team encouraged the Board to ask questions.</li> <li>Discussion about the various payment regulations.</li> <li>Discussion about challenges with Gl and how this may be improved in an HRO.</li> <li>Finance to provide updates on Gl program progress at the board meeting.</li> </ul> </li> </ul>
11.20		Roard/E Toam Lunch
11:30 12:30	All Board	Board/ E-Team Lunch BREAK- Commissioners Done for the Day
12.50	buaru	DREAK- COMMISSIONELS DOME FOR THE Day

# Financial Highlights – Monthly Dashboard

### Summit Pacific Medical Center Finance Dashboard July 31, 2022 Key Financial Results used in review of Operational and Financial Performance

### Favorable Variance = +

Unfavorable Variance = ( )

		July				Year-to-Date						
	Actual	Budget	Variance	Var%	Month	Actual	Budget	Variance	Var%	YTD		
Gross Operating Revenue	\$ 13,042,758	\$11,495,957	\$ 1,546,801	13.5%		\$ 88,843,130	\$ 81,424,324	\$7,418,806	9.1%			
Total Operating Expenses	\$ 5,505,330	\$ 4,941,873	\$ (563,457)	<b>(11.4%)</b>		\$ 33,781,148	\$ 33,380,704	\$ (400,444)	(1.2%)	•		
Payment %	44.6%	45.6%	-1.0%	-1.0%		45.2%	45.0%		0.2%			
EBITDA Margin	19.1%	10.3%		8.8%		21.7%	13.2%		8.5%			
Operating Margin	12.9%	2.0%		10. <b>9</b> %		14.7%	4.8%		<b>9.9</b> %			
Net Income Margin	13.1%	3.4%		9.7%		16.8%	7.2%		9.6%			
Days in AR						53	47	(6)	(13.6%)			
рсон						277	260	17	6.5%			

# SUMMIT PACIFIC

# 2022 Income Statement

OLINANALE DA OLELO														
SUMMIT PACIFIC				July	У						Year-to-[			
• MEDICAL CENTER •		Actual		Budget		Variance	Var%		Actual		Budget		Variance	Var%
Gross Operating Revenue														
Medicare Revenue	\$	5,567,071	\$	4,081,456	\$	1,485,615			35,645,704	\$	30,849,869	\$	4,795,836	15.5%
Medicaid Revenue	\$	3,647,516	\$	3,601,536	\$	45,980			25,280,074	\$	24,455,354	\$	824,720	3.4%
Other Revenue	\$	3,828,171	\$	3,812,966	\$	15,205			27,917,351	\$	26,119,101	\$	1,798,251	6.9%
Total Gross Operating Revenue	\$	13,042,758	\$	11,495,957	\$	1,546,801	13.5%	\$	88,843,130	\$	81,424,324	\$	7,418,806	9.1%
Revenue Deductions														
Medicare Contractual	\$	3,284,381	\$	2,616,564	\$	(667,817)	(25.5%)	\$	21,156,296	\$	19,857,427	\$	(1,298,869)	(6.5%)
Medicaid Contractual	\$	2,130,341	\$	2,053,749	\$	(76,592)		\$	14,167,715	\$	13,962,615	\$	(205,100)	(1.5%)
Other Contractual	\$	1,345,689	\$	1,050,473	\$	(295,216)	(28.1%)		8,985,759	\$	7,205,277	\$	(1,780,483)	(24.7%)
Bad Debt Expense	\$	324,780	\$	306,946	\$	(17,835)	(5.8%)		2,897,895	\$	2,179,106	\$	(718,789)	(33.0%)
Community Care	\$	82,328	\$	166,770	\$	84,443	50.6%		1,053,132	\$	1,183,957	\$	130,825	11.0%
Administrative Adjustments	\$	59,605	\$	60,512	\$	907	1.5%		459,078	\$	429,593	\$	(29,486)	(6.9%)
Total Revenue Deductions	\$		\$	6,255,013	\$	(972,110)	(15.5%)	\$	48,719,876	\$	44,817,975	\$	(3,901,901)	(8.7%)
Net Patient Revenue	\$	5,815,635	\$	5,240,945	\$	574,690	11.0%	\$	40,123,254	\$	36,606,349	\$	3,516,905	9.6%
Other Revenue														
COVID Relief Income	\$	-	\$	-	\$	-	0.0%	\$	-	\$	-	\$	-	0.0%
Other Operating Income	\$	988,129	\$	266,299	\$	721,830			3,028,677	\$	1,864,096	\$	1,164,581	62.5%
Total Other Revenue	\$		\$	266,299	\$	721,830	271.1%		3,028,677	\$	1,864,096	\$	1,164,581	62.5%
Net Operating Revenue	\$		\$	5,507,244	\$	1,296,520			43,151,932	\$	· ·	\$	4,681,486	12.2%
	Ŷ	0,000,704	Ŷ	5,507,244	Ļ	1,270,320	20.0/0	Ŷ	-10,101,702	Ŷ	30, <del>4</del> 70, <del>44</del> 3	Ŷ	-,	12.2/0
Operating Expenses	¢	0 247 500	¢	00/0005	đ	E00 ( 42	10.007	¢	15 707 010	¢	10 077 /00	¢	2 100 / 71	1/007
Salaries & Wages Benefits	\$	2,347,582 630,774	\$ ¢	2,868,225 739,627	\$ ¢	520,643 108,852	18.2% 14.7%	\$ ¢	15,787,018 4,136,257	\$ ¢	18,977,689 4,890,008	\$ ¢	3,190,671 753,751	16.8% 15.4%
	\$		\$		\$					\$		\$		
Professional Fees	\$	105,678	\$	25,403	\$	(80,275)	(316.0%)		609,669	\$	296,783	\$	(312,887)	(105.4%)
Supplies	\$	484,772	\$	403,734	\$	(81,038)	(20.1%)		2,527,723	\$	2,815,363	\$	287,639	10.2%
Utilities	\$	43,144	\$	42,101	\$	(1,043)	(2.5%)		310,856	\$	301,071	\$	(9,785)	(3.3%)
Purchased Services	\$	1,603,357	\$	554,215	\$	(1,049,143)	(189.3%)		8,099,722	\$	3,901,897	\$	(4,197,825)	(107.6%)
Insurance	\$	36,225	\$	34,905	\$	(1,320)	(3.8%)		263,189	\$	244,335	\$	(18,853)	(7.7%)
Other Expenses	\$	214,597	\$	227,848	\$	13,251	5.8%		1,704,101	\$	1,599,358	\$	(104,743)	(6.5%)
Rentals & Leases	\$	39,200	\$	45,816	\$	6,616	14.4%	<u> </u>	342,613	\$	354,201	\$	11,588	3.3%
		E EOE 220	ć	4 0 4 1 0 7 2	ć	(5/3 457)	(11 407)	ć	22 701 140	ć	22 200 704	¢	(400 444)	(1 007)
Total Operating Expenses	\$	5,505,330	\$	4,941,873	\$	(563,457)	(11.4%)		33,781,148	\$		\$	(400,444)	(1.2%)
			\$ \$	4,941,873 565,371	\$ \$	(563,457) 733,064	(11. <b>4%)</b> 129.7%		33,781,148 9,370,783	\$ \$	33,380,704 5,089,741	\$ \$	(400,444) 4,281,042	(1.2%) 84.1%
Total Operating Expenses	\$													
Total Operating Expenses EBITDA	\$		\$		\$			\$						
Total Operating Expenses EBITDA Interest & Depreciation Expenses Interest Depreciation	\$ \$ \$ \$	<b>1,298,434</b> 143,570 280,159	\$ \$ \$	<b>565,371</b> 143,570 312,963	\$ \$ \$	733,064	<b>129.7%</b> (0.0%) 10.5%	<b>\$</b> \$	<b>9,370,783</b> 1,012,473 1,997,083	\$	<b>5,089,741</b> 1,012,470 2,226,316	\$ \$ \$	<b>4,281,042</b> (3) 229,233	<b>84.1%</b> (0.0%) 10.3%
Total Operating Expenses EBITDA Interest & Depreciation Expenses Interest	\$ \$ \$	<b>1,298,434</b> 143,570 280,159	\$ \$	<b>565,371</b> 143,570	\$ \$	<b>733,064</b> (1)	<b>129.7%</b> (0.0%)	<b>\$</b> \$	<b>9,370,783</b> 1,012,473	\$ \$	<b>5,089,741</b> 1,012,470	\$ \$	<b>4,281,042</b> (3)	<b>84.1%</b> (0.0%)
Total Operating Expenses EBITDA Interest & Depreciation Expenses Interest Depreciation	\$ \$ \$ \$	1,298,434 143,570 280,159 423,729	\$ \$ \$	<b>565,371</b> 143,570 312,963	\$ \$ \$	<b>733,064</b> (1) 32,804	<b>129.7%</b> (0.0%) 10.5%	\$ \$ \$ \$	<b>9,370,783</b> 1,012,473 1,997,083	\$ \$ \$	<b>5,089,741</b> 1,012,470 2,226,316	\$ \$ \$	<b>4,281,042</b> (3) 229,233	<b>84.1%</b> (0.0%) 10.3%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)	\$ \$ \$ \$	1,298,434 143,570 280,159 423,729	\$ \$ \$ \$	<b>565,371</b> 143,570 312,963 <b>456,532</b>	\$ \$ \$ \$	733,064 (1) 32,804 32,803	129.7% (0.0%) 10.5% 7.2%	\$ \$ \$ \$	<b>9,370,783</b> 1,012,473 1,997,083 <b>3,009,556</b>	\$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786	\$ \$ \$ \$	<b>4,281,042</b> (3) 229,233 <b>229,230</b>	84.1% (0.0%) 10.3% 7.1%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest       Depreciation         Total Interest & Depreciation Expenses       Operating Income (Loss)         Non-Operating Revenue/(Expenses)       Operating Revenue/(Expenses)	\$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705	\$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838	\$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867	129.7% (0.0%) 10.5% 7.2% (703.7%)	\$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227	\$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955	\$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272	84.1% (0.0%) 10.3% 7.1% 243.7%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949	\$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500	\$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3%	\$ \$ \$ \$ \$	<b>9,370,783</b> 1,012,473 1,997,083 <b>3,009,556</b> <b>6,361,227</b> 584,799	\$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000	\$ \$ \$ \$ \$ \$	<b>4,281,042</b> (3) 229,233 <b>229,230 4,510,272</b> 164,799	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest       Depreciation         Total Interest & Depreciation Expenses       Operating Income (Loss)         Non-Operating Revenue/(Expenses)       Operating Revenue/(Expenses)	\$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141)	\$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838	\$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%)	\$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227	\$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955	\$ \$ \$ \$	<b>4,281,042</b> (3) 229,233 <b>229,230 4,510,272</b> 164,799 (180,729)	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%)
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483	\$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675)	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%)	\$ \$ \$ \$ \$ \$ \$ \$ \$	<b>9,370,783</b> 1,012,473 1,997,083 <b>3,009,556</b> <b>6,361,227</b> 584,799 323,152 <b>907,951</b>	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	<b>4,281,042</b> (3) 229,233 <b>229,230 4,510,272</b> 164,799 (180,729) <b>(15,930)</b>	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%)
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest       Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Depreciation       Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483	\$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675)	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%)	\$ \$ \$ \$ \$ \$ \$ \$ \$	<b>9,370,783</b> 1,012,473 1,997,083 <b>3,009,556</b> <b>6,361,227</b> 584,799 323,152 <b>907,951</b>	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	<b>4,281,042</b> (3) 229,233 <b>229,230 4,510,272</b> 164,799 (180,729) <b>(15,930)</b>	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%)
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest       Depreciation Expenses         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 8.8%	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) 85.9%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 21.7%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 13.2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 8,5%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Depreciation       Total Interest & Depreciation Expenses         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 8.8% 10.9%	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) 855.9% 550.5%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 21.7% 14.7%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 13.2% 4.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 8.5% 9,9%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 162.0% 64.1%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Depreciation       Total Interest & Depreciation Expenses         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Net Income Margin	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 8.8%	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) 85.9%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 21.7%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 13.2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 8,5%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Net Income Margin         Days in AR	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 8.8% 10.9%	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) 855.9% 550.5%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 21.7% 14.7%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 13.2% 4.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 8.5% 9,9%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 162.0% 64.1%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Depreciation       Total Interest & Depreciation Expenses         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Net Income Margin	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 8.8% 10.9%	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) 855.9% 550.5%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 21.7% 14.7%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 13.2% 4.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 8.5% 9,9%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 162.0% 64.1%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Net Income Margin         Days in AR	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 8.8% 10.9%	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) 85.9% 550.5% 282.3%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 21.7% 14.7%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 13.2% 4.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 8.5% 9,9%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 162.0% 64.1%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Net Income Margin         Days in AR         DCOH	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53 277	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0% 3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 8.8% 10.9% 9.7%	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) 855.9% 550.5%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	<b>9,370,783</b> 1,012,473 1,997,083 <b>3,009,556</b> <b>6,361,227</b> 584,799 323,152 <b>907,951</b> <b>7,269,178</b> <b>7,269,178</b> <b>7,269,178</b> <b>2</b> 1.7% 14.7% 16.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 13.2% 4.8% 7.2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 8.5% 9.9% 9.6%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 162.0% 64.1% 133.5%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Net Income Margin         Days in AR         DCOH         Deduction %	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53 277 55.4%	$\begin{array}{c} \mathbf{s} \\ \mathbf{\varphi} \\ \mathbf{\varphi} \\ \mathbf{s} \\ $	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0% 3.4%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 8.8% 10.9% 9.7% (1.0%)	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) 85.9% 550.5% 282.3% (1.8%)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	<b>9,370,783</b> 1,012,473 1,997,083 <b>3,009,556</b> <b>6,361,227</b> 584,799 323,152 <b>907,951</b> <b>7,269,178</b> <b>7,269,178</b> <b>7,269,178</b> <b>2</b> 1.7% 14.7% 16.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 2,774,836 13.2% 4.8% 7.2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 8.5% 9.9% 9.6% 0.2%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 162.0% 64.1% 133.5% 0.4%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Days in AR         DCOH         Deduction %         NPSR %         Net Operating Revenue %	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53 277 55.4% 44.6% 52.2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 10.3% 2.0% 3.4% 54.4% 45.6% 47.9%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 701,192 (1.0%) (1.0%) (1.0%) (1.0%) 4.3%	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) (372.3%) (372.3%) (372.3%) (1.8%) (2.2%) 8.9%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 21.7% 14.7% 16.8% 54.8% 45.2% 48.6%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 2,774,836 13.2% 4.8% 7.2% 55.0% 45.0% 47.2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 4,494,342 8.5% 9.9% 9.6% 0.2% 0.2% 0.2% 1.3%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 64.1% 133.5% 0.4% 0.5% 2.8%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Days in AR         DCOH         Deduction %         NPSR %         Net Operating Revenue %	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53 277 55.4% 44.6% 52.2% 26.9%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 10.3% 2.0% 3.4% 54.4% 45.6% 47.9% 25.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 8.8% 10.9% 9.7% (1.0%) (1.0%) (1.0%) 4.3% (1.1%)	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) (372.3%) (372.3%) (372.3%) (1.8%) (2.2%) 8.9% (1.2%)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 21.7% 14.7% 16.8% 54.8% 45.2% 48.6% 26.2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 2,774,836 13.2% 4.8% 7.2% 55.0% 45.0% 47.2% 25.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 4,494,342 8.5% 9.9% 9.6% 0.2% 0.2% 0.2% 1.3% (0.4%)	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 64.1% 133.5% 0.4% 0.5% 2.8% (1.7%)
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Net Income Margin         Days in AR         DCOH         Deduction %         NPSR %         Net Operating Revenue %         Benefits as a % Of SW         Benefits as a % of SWB	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53 277 55.4% 44.6% 52.2% 26.9% 21.2%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 10.3% 2.0% 3.4% 54.4% 45.6% 47.9% 25.8% 20.5%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 701,192 (1.0%) (1.0%) (1.0%) (1.0%) (1.0%) (1.0%) (1.1%) (0.7%)	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (372.3%) (372.3%) (372.3%) (372.3%) (372.3%) (372.3%) (1.8%) (2.2%) 8.9% (1.8%) (2.2%) 8.9% (4.2%) (3.3%)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 7,269,178 21.7% 14.7% 16.8% 54.8% 45.2% 48.6% 26.2% 20.8%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 2,774,836 13.2% 4.8% 7.2% 55.0% 45.0% 47.2% 25.8% 20.5%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 4,494,342 8.5% 9.9% 9.6% 0.2% 0.2% 0.2% 0.2% 1.3% (0.4%) (0.3%)	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 64.1% 133.5% 0.4% 0.5% 2.8% (1.7%) (1.3%)
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Days in AR         DCOH         Deduction %         NPSR %         Net Operating Revenue %         Benefits as a % Of SW         Benefits as a % of SWB         Paid FTEs (excludes Agency)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53 277 55.4% 44.6% 52.2% 26.9% 21.2% 280.3	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 10.3% 2.0% 3.4% 54.4% 45.6% 47.9% 25.8% 20.5% 376.2	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 701,192 701,192 (1.0%) (1.0%) (1.0%) 4.3% (1.1%) (0.7%) 95.9	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (372.3%) (372.3%) (372.3%) (372.3%) (372.3%) (322.3%) (1.8%) (2.2%) 8.9% (1.8%) (2.2%) 8.9% (4.2%) (3.3%) 25.5%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 7,269,178 21.7% 14.7% 16.8% 54.8% 45.2% 48.6% 26.2% 20.8% 291.53		5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 2,774,836 13.2% 4.8% 7.2% 55.0% 45.0% 47.2% 25.8% 20.5% 371.1	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 4,494,342 8.5% 9.9% 9.6% 0.2% 0.3% 0.2%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 64.1% 133.5% 64.1% 133.5% 0.4% 0.5% 2.8% (1.7%) (1.3%) 21.4%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Days in AR         DCOH         Deduction %         NPSR %         Net Operating Revenue %         Benefits as a % Of SW         Benefits as a % of SWB         Paid FTEs (excludes Agency)         Salary per FTE	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 53 277 55.4% 44.6% 52.2% 26.9% 21.2% 280.3 8,375	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0% 3.4% 54.4% 45.6% 47.9% 25.8% 20.5% 376.2 7,625	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 701,192 (1.0%) (1.0%) 4.3% (1.1%) (0.7%) 95.9 (750)	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) (372.3%) (372.3%) (322.3%) (1.8%) (2.2%) 8.9% (4.2%) (3.3%) 25.5% (9.8%)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 7,269,178 21.7% 14.7% 16.8% 54.8% 45.2% 48.6% 26.2% 20.8% 291.53 54,153		5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 2,774,836 2,774,836 3,2% 4.8% 7.2% 55.0% 45.0% 45.0% 47.2% 25.8% 20.5% 371.1 51,136	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 4,494,342 8.5% 9.9% 9.6% 0.2% 0.3% 0.2% 0.3% 0.2% 0.3% 0.4% 0.3% 0.4% 0.3% 0.5% 0.2% 0.3% 0.5% 0.2% 0.2% 0.2% 0.3% 0.2% 0.3% 0.2% 0.3% 0.2% 0.3% 0.2% 0.3% 0.5% 0.2% 0.2% 0.2% 0.3% 0.2% 0.3% 0.5% 0.3% 0.5% 0.2% 0.3% 0.5% 0.2% 0.3% 0.5% 0.3% 0.5% 0.5% 0.2% 0.2% 0.3% 0.5% 0.3% 0.5% 0.5% 0.2% 0.3% 0.5%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 64.1% 133.5% 64.1% 133.5% 0.4% 0.5% 2.8% (1.7%) (1.3%) 21.4% (5.9%)
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Days in AR         DCOH         Deduction %         NPSR %         Net Operating Revenue %         Benefits as a % Of SW         Benefits as a % of SWB         Paid FTEs (excludes Agency)         Salary per FTE         Hours	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 55.4% 44.6% 52.2% 26.9% 21.2% 280.3 8,375 49,516	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0% 3.4% 54.4% 45.6% 47.9% 25.8% 20.5% 376.2 7,625 66,624	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 701,192 (1.0%) (1.0%) 4.3% (1.1%) (0.7%) 95.9 (750) 17,107	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) (372.3%) (372.3%) (32.3%) (2.2%) 8.9% (1.8%) (2.2%) 8.9% (4.2%) (3.3%) 25.5% (9.8%) 25.5%	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 7,269,178 21.7% 14.7% 16.8% 54.8% 45.2% 48.6% 26.2% 20.8% 291.53 54,153 352,058	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 2,774,836 2,774,836 3,2% 4.8% 7.2% 55.0% 45.0% 47.2% 25.8% 20.5% 371.1 51,136 450,957	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 4,494,342 4,494,342 0.2% 0.3% 0	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 64.1% 133.5% 64.1% 133.5% 0.4% 0.5% 2.8% (1.7%) (1.3%) 21.4% (5.9%) 21.9%
Total Operating Expenses         EBITDA         Interest & Depreciation Expenses         Interest         Depreciation         Total Interest & Depreciation Expenses         Operating Income (Loss)         Non-Operating Revenue/(Expenses)         Tax Revenue         Misc Revenue/(Expenses)         Total Non-Operating Rev/(Expenses)         Net Income (Loss)         Net Income (Loss) w/out PPP+PRF         METRICS         EBITDA Margin         Operating Margin         Days in AR         DCOH         Deduction %         NPSR %         Net Operating Revenue %         Benefits as a % Of SW         Benefits as a % of SWB         Paid FTEs (excludes Agency)         Salary per FTE	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$	1,298,434 143,570 280,159 423,729 874,705 20,949 (6,141) 14,808 889,514 889,514 19.1% 12.9% 13.1% 55.4% 44.6% 52.2% 26.9% 21.2% 280.3 8,375 49,516	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	565,371 143,570 312,963 456,532 108,838 7,500 71,983 79,483 188,321 188,321 188,321 10.3% 2.0% 3.4% 54.4% 45.6% 47.9% 25.8% 20.5% 376.2 7,625	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	733,064 (1) 32,804 32,803 765,867 13,449 (78,124) (64,675) 701,192 701,192 701,192 701,192 (1.0%) (1.0%) 4.3% (1.1%) (0.7%) 95.9 (750)	129.7% (0.0%) 10.5% 7.2% (703.7%) 179.3% (108.5%) (81.4%) (372.3%) (372.3%) (372.3%) (372.3%) (322.3%) (1.8%) (2.2%) 8.9% (4.2%) (3.3%) 25.5% (9.8%)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	9,370,783 1,012,473 1,997,083 3,009,556 6,361,227 584,799 323,152 907,951 7,269,178 7,269,178 7,269,178 21.7% 14.7% 16.8% 54.8% 45.2% 48.6% 26.2% 20.8% 291.53 54,153	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	5,089,741 1,012,470 2,226,316 3,238,786 1,850,955 420,000 503,881 923,881 2,774,836 2,774,836 2,774,836 2,774,836 3,2% 4.8% 7.2% 55.0% 45.0% 45.0% 47.2% 25.8% 20.5% 371.1 51,136	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	4,281,042 (3) 229,233 229,230 4,510,272 164,799 (180,729) (15,930) 4,494,342 4,494,342 4,494,342 8.5% 9.9% 9.6% 0.2% 0.3% 0.2% 0.3% 0.2% 0.3% 0.4% 0.3% 0.4% 0.3% 0.5% 0.2% 0.3% 0.5% 0.2% 0.2% 0.2% 0.3% 0.2% 0.3% 0.2% 0.3% 0.2% 0.3% 0.2% 0.3% 0.5% 0.2% 0.2% 0.2% 0.3% 0.2% 0.3% 0.5% 0.3% 0.5% 0.2% 0.3% 0.5% 0.2% 0.3% 0.5% 0.3% 0.5% 0.5% 0.2% 0.2% 0.3% 0.5% 0.3% 0.5% 0.5% 0.2% 0.3% 0.5%	84.1% (0.0%) 10.3% 7.1% 243.7% 39.2% (35.9%) (1.7%) 162.0% 64.1% 133.5% 64.1% 133.5% 0.4% 0.5% 2.8% (1.7%) (1.3%) 21.4% (5.9%)



# **Balance Sheet as of July 2022**

ASSETS	7/31/2022	6/30/2022	1 Month Variance	07/31/2021	12 Month Variance
Current Assets					
Operating Cash	49,235,981	49,113,275	122,707	39,333,474	9,902,507
Covid Cares Restricted	782,270	782,270	-	-	782,270
Debt Reserve	2,016,008	2,016,008	-	2,016,008	-
Accounts Receivables	22,514,653	20,809,082	1,705,571	20,305,942	2,208,710
Less Allow for Uncollectables	(4,241,624)	(3,911,866)	(329,758)	(3,343,697)	(897,927)
Less Contractual Adjustments	(9,932,457)	(9,169,394)	(763,063)	(9,320,081)	(612,376)
Accounts Receivable - Net	8,340,572	7,727,822	612,750	7,642,164	698,407
Taxes Receivable	37,210	28,621	8,589	24,830	12,380
Other Receivables	1,812,422	1,693,892	118,530	1,261,511	550,912
Inventory	776,441	762,711	13,730	534,129	242,312
Prepaid Expenses	687,726	678,195	9,531	662,215	25,511
Total Current Assets	63,688,630	62,802,793	885,837	51,474,332	12,214,298
Property, Plant and Equipment					
Land	1,652,029	1,652,029	-	1,652,029	-
Land Improvements	4,440,695	4,440,695	-	4,407,786	32,910
Buildings	43,842,103	43,842,103	-	43,387,314	454,789
Equipment	14,548,386	14,541,886	6,500	12,640,577	1,907,809
Construction In Progress	2,607,015	1,677,041	929,974	274,620	2,332,394
Less Accumulated Depreciation	(26,133,084)	(25,852,925)	(280,159)	(22,712,519)	(3,420,565)
Property, Plant and Equipment - Net	40,957,144	40,300,828	656,316	39,649,807	1,307,337
TOTAL ASSETS	104,645,774	103,103,621	1,542,152	91,124,139	13,521,635



# **Balance Sheet as of July 2022**

LIABILITIES	07/31/2022	06/30/2022	1 Month Variance	07/31/2021	12 Month Variance
Current Liabilities					
Accounts Payable	1,651,047	1,870,335	(219,287)	1,027,205	623,843
Other Payables	773,860	294,014	479,846	359,360	414,501
Payroll and Related Liabilities	3,360,632	3,013,302	347,331	2,903,676	456,956
Interest Payable	142,465	93,613	48,852	204,131	(61,666)
Third Party Settlement Payable	(356,363)	(356,363)	-	165,003	(521,365)
Other Current Liabilities	1,776,330	1,735,910	40,420	5,263,368	(3,487,038)
Current Maturities of LTD	1,192,955	1,192,955	-	1,192,955	-
Total Current Liabilities	8,540,927	7,843,765	697,162	11,115,697	(2,574,771)
Non Current Liabilities					
Current Maturities of LTD	(1,192,955)	(1,192,955)	-	(1,192,955)	-
Long Term Debt	46,526,369	46,570,892	(44,523)	52,348,923	(5,822,554)
Total Non Current Liabilities	45,333,414	45,377,937	(44,523)	51,155,968	(5,822,554)
Total Liabilities	53,874,341	53,221,702	652,639	62,271,665	(8,397,325)
Net Assets					
Unrestricted Fund Balance	43,502,255	43,502,255	-	23,192,257	20,309,998
YTD Excess of Revenues	7,269,178	6,379,665	889,514	5,660,217	1,608,961
Total Net Assets	50,771,433	49,881,919	889,514	28,852,473	21,918,959
TOTAL LIABILITIES & NET ASSETS	104,645,774	103,103,621	1,542,152	91,124,139	13,521,635

2022	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DEC	
INPATIENT STATISTICS													
IP DISCHARGES PRIOR	<b>35</b> 42	<b>45</b> 25	33 29	38 35	<b>39</b> 43	30 37	<b>55</b> 20	20	31	37	30	29	275 231
IP PATIENT DAYS	179	164	135	125	162	130	191	20	51	57		27	1,086
BUDGET	177	153	128	132	166	159	133	135	122	143	124	122	1,048
PRIOR IP EMERGENCY ADMITS	146 35	97 <b>45</b>	114 33	119 38	174 <b>42</b>	144 37	109 54	122	110	129	85	105	903 284
PRIOR	41	25	29	35	43	37	20	19	30	37	30	29	230
IP AVERAGE LENGTH OF STAY	5.1	3.6	4.1	3.3	4.2	4.3	3.5	-	-	-	-	-	3.9
PRIOR OUTPATIENT STATISTICS	3.5	3.9	3.9	3.4	4.0	3.9	5.5	6.1	3.5	3.5	2.8	3.2	3.9
OBSERVATION HOURS	751	1,428	1,892	1,219	1,302	5,433	859						12,884
PRIOR	1,830	481	773	935	938	1,039	1,086	643	786	467	396	729	7,082
OBSERVATION STAYS PRIOR	17 27	<b>32</b>	38 27	<b>27</b>	31 32	<b>30</b> 25	<b>22</b> 26	15	21	15	12	16	197 177
EMERGENCY DEPT VISITS	1,433	1,264	1,509	1,549	1,785	1,789	1,694	10	21	10	12	10	11,023
BUDGET	1,153	947	1,190	1,269	1,457	1,411	1,489	1,444	1,475	1,437	1,375	1,353	8,916
PRIOR MHC CLINIC VISITS	1,159 <b>831</b>	957 <b>805</b>	1,214 948	1,281 770	1,487 772	1,423 705	1,443 617	1,461	1,474	1,450	1,350	1,321	8,964 5,448
BUDGET	902	873	1,085	945	875	1,036	911	797	986	890	1,015	813	6,627
PRIOR	761	745	939	825	789	928	811	704	867	777	835	713	5,798
BUDGET	160 133	150 124	257 105	224 174	205 146	201 118	379 224	320	364	294	294	204	1,576 1,024
PRIOR	61	57	48	80	66	49	56	55	105	127	127	93	417
SPMAT CLINIC VISITS	184	180	205	188	195	194	188						1,334
BUDGET PRIOR	205 203	204 203	249 232	221 218	188 186	227 224	228 218	192 190	198 198	198 207	205 192	237 233	1,522 1,484
SPWC CLINIC VISITS	203	203	232 2,977	218	2,679	224	218 2,733	190	178	207	192	233	1,484
BUDGET	2,369	2,396	2,377	2,444	2,759	2,906	2,969	2,932	3,079	3,083	3,125	3,131	18,220
PRIOR	2,833	2,534	3,162	2,885	2,745	2,981	2,986	3,376	3,066	3,364	3,165	3,053	20,126
ALL CLINIC VISITS BUDGET	4,110 3,609	<b>3,967</b> 3,597	<b>4,387</b> 3,816	3,691 3,784	3,851 3,968	3,729 4,287	3,917 4,332	4,241	4,627	4,465	4,639	4,385	27,652 27,393
PRIOR	3,626	3,289	4,067	3,711	3,630	4,190	4,075	4,308	4,191	4,368	3,916	3,842	26,588
PACC CLINIC VISITS	4	5	6	1	1	2	11			-			30
PRIOR URGENT CARE VISITS	6 1,206	4 1,043	9	7 1,1 <b>54</b>	2 1,371	6 1,257	5 1,087	7	14	9	4	2	39 8,224
BUDGET	868	817	997	1,134	1,340	1,209	1,376	1,806	1,324	1,168	1,274	1,202	7,726
PRIOR	893	829	1,016	1,144	1,352	1,233	1,362	1,808	1,333	1,184	1,248	1,175	7,829
BUDGET	1,210 874	1,048 821	1,112 1,006	1,155 1,126	1,372 1,342	1,259 1,215	1,098 1,381	1,813	1,338	1,177	1,278	1,204	8,254 7,765
PRIOR	899	833	1,006	1,126	1,342	1,215	1,367	1,815	1,330	1,177	1,270	1,204	7,765
ANCILLARY STATISTICS													
LAB BILLABLE TEST BUDGET	15,376 15,113	14,561 13,348	16,892 15,866	15,253 15,014	16,049 15,551	15,628 16,437	16,426 15,930	15,753	15,520	16,065	16,051	14,870	110,185 107,260
PRIOR	14,805	13,076	15,543	14,708	15,234	16,102	15,605	15,432	15,204	15,737	15,724	14,567	105,073
ALL XRAY EXAMS	1,371	1,391	1,495	1,390	1,553	1,530	1,333						10,063
BUDGET PRIOR	1,177	1,102 1,087	1,366	1,348	1,354 1,336	1,448	1,287 1,270	1,451 1,431	1,341 1,323	1,499	1,398 1,379	1,312 1,294	9,083 8,960
XRAY EXAMS	1,145	1,142	1,348	1,207	1,338	1,420	1,169	1,431	1,525	1,477	1,377	1,274	8,557
PRIOR	964	890	1,104	1,148	1,192	1,168	1,077	1,202	1,111	1,242	1,177	1,130	7,543
MAMMO EXAMS PRIOR	177	199 150	197 193	148	170 124	168 212	125 159	182	178	195	169	130	1,184 1,106
DXA EXAMS	49	50	54	35	45	50	39	102	1/0	170	107	100	322
PRIOR	62	47	51	49	20	48	34	47	34	42	33	34	311
CT EXAMS BUDGET	504 512	<b>455</b> 401	562 516	<b>529</b> 510	<b>596</b> 536	553 529	592 542	524	486	555	520	478	3,791 3,547
PRIOR	476	373	479	474	498	492	504	487	400	516	483	4/0	3,296
ALL ULTRASOUND EXAMS	389	364	433	390	385	369	294						2,624
BUDGET PRIOR	309 304	316 311	357 352	<u>342</u> 337	338 333	<u>383</u> 377	385 379	390 384	330 325	412 406	355 350	337 332	2,429 2,393
ULTRASOUND EXAMS	304	313	372	325	333	314	239	304	525	400	330	332	2,373
PRIOR	265	274	309	302	289	328	327	332	301	349	299	290	2,094
ECHO EXAMS PRIOR	45 39	51 37	61 43	<u>65</u> 35	64 44	<u>55</u> 49	55 52	52	24	57	51	42	396 299
MRI EXAMS	39 <b>43</b>	3/ 54	43 54	35 35	44 52	49 45	52 34	52	24	5/	51	42	317
BUDGET	98	87	108	108	87	101	87	131	114	84	107	35	679
	56 709	50	62 790	62	50	58	50 788	75	65	48	61	20	388
BUDGET	891	626 834	<b>790</b> 994	863 860	889 835	816 834	788 912	873	985	931	951	779	5,481 6,160
PRIOR	899	842	1,003	868	843	842	921	881	994	940	960	786	6,218
PT EXAMS-OUTPATIENT	648	566	698	778	785	713	658					T	4,846
PT EXAMS-INPATIENT OT EXAMS-OUTPATIENT	17	12 41	7 81	<u>18</u> 53	16 76	7	25 60						102 417
	12	7	4	14	12	6	24						79
OT EXAMS-INPATIENT	12			-	-	16	20						36
ST EXAMS-OUTPATIENT	-	-	-				1						1
ST EXAMS-OUTPATIENT ST EXAMS-INPATIENT		-	-		-	-							
ST EXAMS-OUTPATIENT		- - 56	- 60	- 56	- 52	- 50	53						55
ST EXAMS-OUTPATIENT ST EXAMS-INPATIENT AR & CASH STATISTICS DAYS IN AR GOAL	- - <b>57</b> 47	- 56 47	- <b>60</b> 47	<b>56</b> 47	<b>52</b> 47	47	<b>53</b> 47	47	47	47	47	47	47
ST EXAMS-OUTPATIENT ST EXAMS-INPATIENT AR & CASH STATISTICS DAYS IN AR GOAL PRIOR	- - <b>57</b> 47 53	- <b>56</b> 47 54	- 60 47 52	<b>56</b> 47 47	<b>52</b> 47 49	47 52	<b>53</b> 47 57	47 52	47 58	47 59	47 59	47 59	47 59
ST EXAMS-OUTPATIENT ST EXAMS-INPATIENT AR & CASH STATISTICS DAYS IN AR GOAL	- - <b>57</b> 47	- 56 47	- <b>60</b> 47	<b>56</b> 47	<b>52</b> 47	47	<b>53</b> 47						47
ST EXAMS-OUTPATIENT ST EXAMS-INPATIENT AR & CASH STATISTICS DAYS IN AR GOAL PRIOR DAYS CASH ON HAND GOAL PRIOR	- - 57 47 53 323 260 255	- 56 47 54 328 260 256	- <b>60</b> 47 52 <b>307</b> 260 262	<b>56</b> 47 47 <b>281</b> 260 254	<b>52</b> 47 49 <b>289</b> 260 259	47 52 <b>287</b> 260 257	<b>53</b> 47 57 <b>277</b> 260 249	52	58	59	59	59	47 59 299 260 256
ST EXAMS-OUTPATIENT ST EXAMS-INPATIENT AR & CASH STATISTICS DAYS IN AR GOAL PRIOR DAYS CASH ON HAND GOAL PRIOR FTES TOTAL PAID	- 57 47 53 323 260 255 285.5	- 56 47 54 328 260 256 303.4	- <b>60</b> 47 52 <b>307</b> 260 262 <b>305.1</b>	<b>56</b> 47 <b>281</b> 260 254 <b>293.9</b>	<b>52</b> 47 49 <b>289</b> 260 259 <b>294.2</b>	47 52 <b>287</b> 260 257 <b>278.3</b>	<b>53</b> 47 57 <b>277</b> 260 249 <b>280.3</b>	52 260	58 260	59 260	59 260	59 260 293	47 59 299 260 256 291.5
ST EXAMS-OUTPATIENT ST EXAMS-INPATIENT AR & CASH STATISTICS DAYS IN AR GOAL PRIOR DAYS CASH ON HAND GOAL PRIOR	- - 57 47 53 323 260 255	- 56 47 54 328 260 256	- <b>60</b> 47 52 <b>307</b> 260 262	<b>56</b> 47 47 <b>281</b> 260 254	<b>52</b> 47 49 <b>289</b> 260 259	47 52 <b>287</b> 260 257	<b>53</b> 47 57 <b>277</b> 260 249	52 260	58 260	59 260	59 260	59 260	47 59 299 260 256



### Volume Dashboards





### Finance Dashboards

