

**Sonoma Valley Hospital**  
**Cost, Direct Margin and Operating Margin by Revenue Source**

Payer	<u>Total</u> <u>Medicare</u>	<u>Total Medi-Cal</u>	<u>Medicare &amp;</u> <u>Medi-Cal</u>	<u>Other</u>	<u>Total</u>
<b>07/01/16 - 06/30/17</b>					
Gross Patient Revenue	\$145,005,379	\$47,718,272	\$192,723,651	\$74,904,860	\$267,628,511
Adjustments	\$123,995,675	\$40,103,953	\$164,099,628	\$49,982,311	\$214,081,939
Net IGT & AB915-a		\$2,828,250	\$2,828,250		\$2,828,250
Net Patient Revenue/Reimbursements	<u>\$21,009,704</u>	<u>\$10,442,569</u>	<u>\$31,452,273</u>	<u>\$24,922,549</u>	<u>\$56,374,822</u>
Direct Labor Costs	\$14,393,269	\$9,920,638	\$24,313,907	\$9,737,632	\$34,051,539
Direct Operational Costs	\$3,657,155	\$2,366,613	\$6,023,768	\$2,247,146	\$8,270,914
Total Direct Costs	<u>\$18,050,425</u>	<u>\$12,287,251</u>	<u>\$30,337,676</u>	<u>\$11,984,778</u>	<u>\$42,322,454</u>
Direct Margin/(Loss)	<u>\$2,959,280</u>	<u>-\$1,081,782</u>	<u>\$1,877,498</u>	<u>\$12,937,772</u>	<u>\$14,815,270</u>
Indirect Costs (Overhead)	\$9,867,786	\$3,247,284	\$13,115,070	\$5,097,364	\$18,212,434
Operating Margin/(Loss)	<u>-\$6,908,506</u>	<u>-\$4,329,066</u>	<u>-\$11,237,572</u>	<u>\$7,840,408</u>	<u>-\$3,397,164</u>
IGT & AB915		\$3,591,150	\$3,591,150		\$3,591,150
Matching Fees		\$762,900	\$762,900		\$762,900
Net IGT & AB915		<u>\$2,828,250</u>	<u>\$2,828,250</u>		<u>\$2,828,250</u>

Payer	<u>Total</u> <u>Medicare</u>	<u>Total Medi-Cal</u>	<u>Medicare &amp;</u> <u>Medi-Cal</u>	<u>Other</u>	<u>Total</u>
<b>07/01/17 - 06/30/18</b>					
Gross Patient Revenue	\$152,891,116	\$47,332,881	\$200,223,997	\$64,478,812	\$264,702,809
Adjustments	\$131,987,092	\$41,049,113	\$173,036,205	\$41,150,785	\$214,186,990
Net IGT & AB915		\$4,442,080	\$4,442,080		\$4,442,080
Net Patient Revenue/Reimbursements	<u>\$20,904,024</u>	<u>\$10,725,848</u>	<u>\$31,629,872</u>	<u>\$23,328,027</u>	<u>\$54,957,899</u>
Direct Labor Costs	\$16,139,209	\$9,879,052	\$26,018,261	\$8,382,246	\$34,400,507
Direct Operational Costs	\$3,217,314	\$913,830	\$4,131,144	\$1,816,818	\$5,947,962
Total Direct Costs	<u>\$19,356,523</u>	<u>\$10,792,882</u>	<u>\$30,149,405</u>	<u>\$10,199,064</u>	<u>\$40,348,469</u>
Direct Margin/(Loss)	<u>\$1,547,501</u>	<u>\$1,145,683</u>	<u>\$2,693,184</u>	<u>\$13,128,963</u>	<u>\$15,822,147</u>
Indirect Costs (Overhead)	\$11,643,098	\$3,604,535	\$15,247,633	\$4,910,247	\$20,157,880
Operating Margin/(Loss)	<u>-\$10,095,597</u>	<u>-\$2,458,852</u>	<u>-\$12,554,449</u>	<u>\$13,128,963</u>	<u>-\$4,335,733</u>
IGT & AB915		\$5,654,797	\$5,654,797		\$5,654,797
Matching Fees		\$1,212,717	\$1,212,717		\$1,212,717
Net IGT & AB915		<u>\$4,442,080</u>	<u>\$4,442,080</u>		<u>\$4,442,080</u>

**Sonoma Valley Hospital**  
**Cost, Direct Margin and Operating Margin by Revenue Source**

Payer	<u>Total Medicare</u>	<u>Total Medi-Cal</u>	<u>Medicare &amp; Medi-Cal</u>	<u>Other</u>	<u>Total</u>
<b>07/01/18 - 06/30/19</b>					
Gross Patient Revenue	\$154,657,561	\$49,123,007	\$203,780,568	\$69,072,906	\$272,853,474
Adjustments	\$133,503,028	\$42,839,239	\$176,342,267	\$47,398,568	\$223,740,835
Net IGT & AB915		\$6,409,256	\$6,409,256		\$6,409,256
Net Patient Revenue/Reimbursements	<u>\$21,154,533</u>	<u>\$12,693,024</u>	<u>\$33,847,557</u>	<u>\$21,674,338</u>	<u>\$55,521,895</u>
Direct Labor Costs	\$16,410,263	\$9,970,600	\$26,380,863	\$8,979,478	\$35,360,341
Direct Operational Costs (A)	\$3,548,507	\$906,963	\$4,455,470	\$1,510,214	\$5,965,684
Total Direct Costs	<u>\$19,958,770</u>	<u>\$10,877,563</u>	<u>\$30,836,333</u>	<u>\$10,489,692</u>	<u>\$41,326,025</u>
Direct Margin/(Loss)	<u>\$1,195,763</u>	<u>\$1,815,461</u>	<u>\$3,011,224</u>	<u>\$11,184,646</u>	<u>\$14,195,870</u>
Indirect Costs (Overhead)	\$9,745,605	\$3,095,442	\$12,841,047	\$4,352,566	\$17,193,613
Operating Margin/(Loss)	<u>-\$8,549,842</u>	<u>-\$1,279,981</u>	<u>-\$9,829,823</u>	<u>\$6,832,080</u>	<u>-\$2,997,743</u>
IGT & AB915		\$9,205,479	\$9,205,479		\$9,205,479
Matching Fees		\$2,796,223	\$2,796,223		\$2,796,223
Net IGT & AB915		<u>\$6,409,256</u>	<u>\$6,409,256</u>		<u>\$6,409,256</u>