

Sonoma Valley Hospital

Cost, Direct Margin and Operating Margin Analytics by Revenue Source

Payer	Total Medicare	Total MediCal	Subtotals	Other	Total
Percent of Gross Charges					
07/01/16 - 06/30/17	54.2%	17.8%	72.0%	28.0%	100.0%
07/01/17 - 06/30/18	57.8%	17.9%	75.6%	24.4%	100.0%
07/01/18 - 06/30/19	61.6%	19.2%	80.8%	19.2%	100.0%
Net Revenue as Percent of Gross Patient Revenue					
07/01/16 - 06/30/17	13.7%	22.7%	15.8%	36.2%	20.8%
07/01/17 - 06/30/18	13.5%	21.8%	15.5%	33.8%	20.1%
07/01/18 - 06/30/19	13.7%	25.8%	16.6%	31.4%	20.3%
Percent of Net Revenue					
07/01/16 - 06/30/17	37.3%	18.5%	55.8%	44.2%	100.0%
07/01/17 - 06/30/18	38.0%	19.5%	57.6%	42.4%	100.0%
07/01/18 - 06/30/19	38.1%	22.9%	61.0%	39.0%	100.0%
Direct Margin as Percent of Net Revenue					
07/01/16 - 06/30/17	14.1%	-10.4%	6.0%	51.9%	26.3%
07/01/17 - 06/30/18	7.4%	10.7%	8.5%	56.3%	28.8%
07/01/18 - 06/30/19	5.7%	14.3%	8.9%	51.6%	25.6%
Net Margin Percent of Net Revenue					
07/01/16 - 06/30/17	-32.9%	-41.5%	-35.7%	31.5%	-6.0%
07/01/17 - 06/30/18	-48.3%	-22.9%	-39.7%	56.3%	-7.9%
07/01/18 - 06/30/19	-40.4%	-10.1%	-29.0%	31.5%	-5.4%
Net Margin Percent Total Costs					
07/01/16 - 06/30/17	75.3%	67.2%	72.4%	145.9%	93.1%
07/01/17 - 06/30/18	67.4%	74.5%	69.7%	154.4%	90.8%
07/01/18 - 06/30/19	71.2%	90.8%	77.5%	146.0%	94.9%
Indirect Costs as Percent of Gross Charges					
07/01/16 - 06/30/17	6.8%	6.8%	6.8%	6.8%	6.8%
07/01/17 - 06/30/18	7.6%	7.6%	7.6%	7.6%	7.6%
07/01/18 - 06/30/19	6.3%	6.3%	6.3%	6.3%	6.3%
Indirect Costs of Percent of Net Patient Revenue					
07/01/16 - 06/30/17	47.0%	31.1%	41.7%	20.5%	32.3%
07/01/17 - 06/30/18	55.7%	33.6%	48.2%	21.0%	36.7%
07/01/18 - 06/30/19	46.1%	24.4%	37.9%	20.1%	31.0%