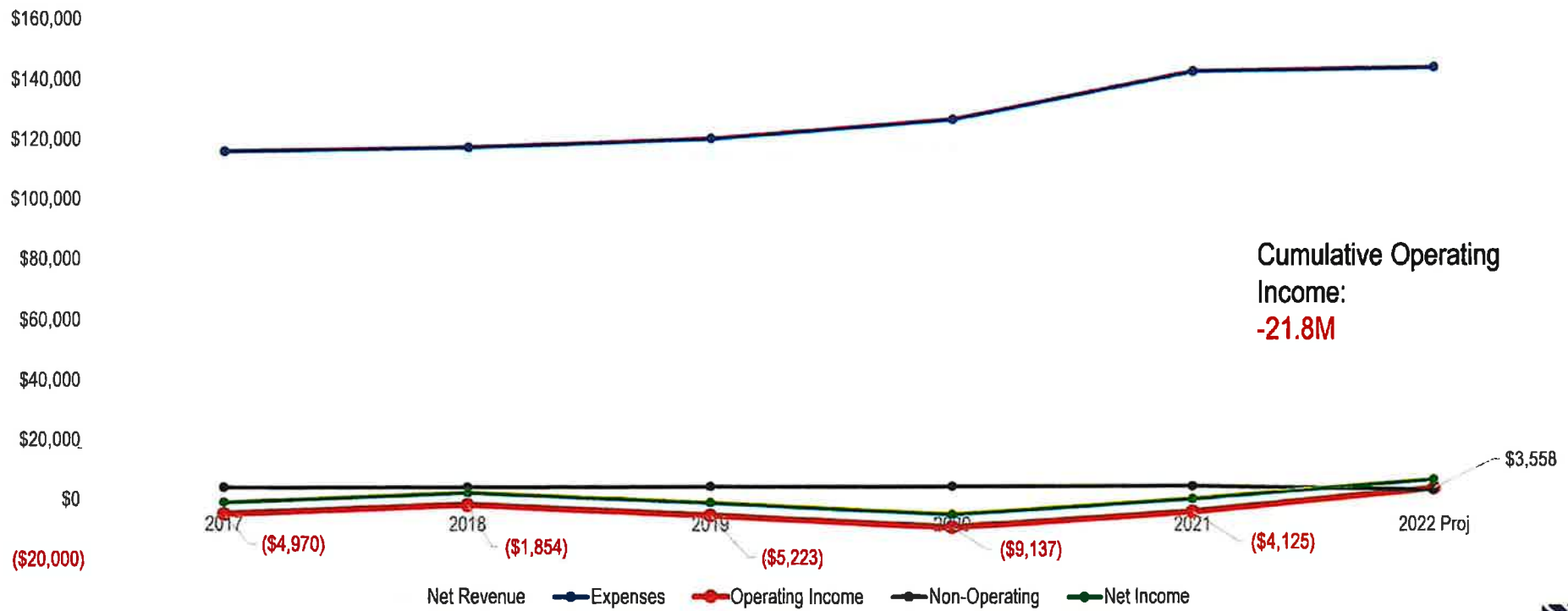


HMH Financial Trends

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2020 Benchmark Comparison

2020 Comparison to CA Hospitals
Fiscal Year 2020

	Revenues/Expenses per Adjusted Patient Day						
	Hazel Hawkins Memorial Hospital	Best Comparable Non-System Facilities	Broader Comparison Group	Variance to Best Comparables		Variance to Broader Comparison Group	
Gross Patient Revenue	\$ 2,537.05	\$ 2,485.48	\$ 2,763.20	\$ 51.57	\$ 6,029,049	\$(226.15)	\$ (26,439,197)
Deductions from Revenue	\$ 1,644.99	\$ 1,522.77	\$ 1,689.12	\$ 122.22	\$ 14,288,740	\$ (44.13)	\$ (5,159,238)
Net Patient Revenue	\$ 892.06	\$ 962.71	\$ 1,074.08	\$ (70.65)	\$ (8,259,691)	\$(182.02)	\$ (21,279,958)
Other Operating Revenue	\$ 108.39	\$ 70.72	\$ 58.28	\$ 37.67	\$ 4,404,000	\$ 50.11	\$ 5,858,360
Total Operating Revenue	\$ 1,000.45	\$ 1,033.43	\$ 1,132.36	\$ (32.98)	\$ (3,855,692)	\$(131.91)	\$ (15,421,598)
Expenses							
Salaries & Wages	\$ 419.10	\$ 384.92	\$ 407.03	\$ (34.18)	\$ (3,995,984)	\$ (12.07)	\$ (1,411,104)
Employee Benefits	\$ 234.24	\$ 151.27	\$ 150.12	\$ (82.97)	\$ (9,700,023)	\$ (84.12)	\$ (9,834,469)
Physician Pro. Fees	\$ 122.20	\$ 92.15	\$ 77.46	\$ (30.05)	\$ (3,513,146)	\$ (44.74)	\$ (5,230,553)
Other Pro. Fees	\$ 34.88	\$ 47.59	\$ 47.93	\$ 12.71	\$ 1,485,926	\$ 13.05	\$ 1,525,676
Supplies	\$ 91.18	\$ 115.09	\$ 110.27	\$ 23.91	\$ 2,795,318	\$ 19.09	\$ 2,231,812
Purchased Services	\$ 92.66	\$ 105.91	\$ 164.28	\$ 13.25	\$ 1,549,058	\$ 71.62	\$ 8,373,094
Depreciation	\$ 35.63	\$ 49.32	\$ 42.41	\$ 13.69	\$ 1,600,498	\$ 6.78	\$ 792,650
Leases & Rentals	\$ 15.24	\$ 14.58	\$ 18.53	\$ (0.66)	\$ (77,161)	\$ 3.29	\$ 384,634
Insurance	\$ 2.32	\$ 7.86	\$ 7.95	\$ 5.54	\$ 647,681	\$ 5.63	\$ 658,203
Interest	\$ 15.24	\$ 16.47	\$ 19.81	\$ 1.23	\$ 143,799	\$ 4.57	\$ 534,279
All Other Expenses	\$ 26.49	\$ 50.89	\$ 60.04	\$ 24.40	\$ 2,852,604	\$ 33.55	\$ 3,922,331
Total Operating Expenses	\$ 1,089.18	\$ 1,036.05	\$ 1,105.83	\$ (53.13)	\$ (6,211,428)	\$ 16.65	\$ 1,946,551
Operating Income	\$ (88.73)	\$ (2.62)	\$ 26.53	\$ (86.11)	\$ 2,355,737	\$(115.26)	\$ (17,368,150)
Non-Operating Income/Expense	\$ 48.93	\$ 80.91	\$ 86.74	\$ (31.98)	\$ (3,738,782)	\$ (37.81)	\$ (4,420,367)
Net Income	\$ (39.80)	\$ 78.29	\$ 113.27	\$(118.09)	\$ (1,383,045)	\$(153.07)	\$ (21,788,517)
Salaries & Wages (% Net Rev)	41.9%	37.2%	35.9%				
Benefits Load (% Salaries & Wages)	55.9%	39.3%	36.9%				

2020 Benchmark Comparison

2020 Comparison to CA Hospitals Fiscal Year 2020

	Hazel Hawkins Memorial Hospital	Best Comparable Non-System Facilities	Broader Comparison Group
Hours per Adjusted Patient Day			
Management & Supervision	0.85	1.09	1.14
Technical & Specialist	1.77	2.06	2.11
Registered Nurses	1.63	1.81	1.95
Licensed Voc. Nurses	0.32	0.44	0.59
Aides & Orderlies	1.10	1.04	1.26
Clerical & Other Admin.	1.42	2.13	1.84
Environ. & Food Services	0.92	0.95	0.99
All Other Employees	0.31	1.00	0.84
Total Productive Hours	8.32	10.52	10.72
Total Paid Hours	9.95	12.09	12.31
<i>% Non Productive</i>	<i>16.4%</i>	<i>13.0%</i>	<i>12.9%</i>
Patient Days			
General Acute	35,895	24,474	21,078
Psych	4,267	3,189	3,172
Rehab	-	-	584
LTC	-	-	-
LTC	31,628	21,285	17,322
<i>% LTC</i>	<i>88.1%</i>	<i>87.0%</i>	<i>82.2%</i>
Adjusted Patient Days	116,910	72,932	54,614

Source: HCAi

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2020 Benchmark Comparison

Best Comparable Non-System Facilities	Broader Comparison Group
BARTON MEMORIAL HOSPITAL	ALAMEDA HOSPITAL
CENTRAL VALLEY SPECIALTY HOSPITAL	BARTON MEMORIAL HOSPITAL
EASTERN PLUMAS HEALTH CARE	BEAR VALLEY COMMUNITY HOSPITAL
GEORGE L. MEE MEMORIAL HOSPITAL	CATALINA ISLAND MEDICAL CENTER
HAZEL HAWKINS MEMORIAL HOSPITAL	CENTRAL VALLEY SPECIALTY HOSPITAL
KERN VALLEY HOSPITAL DISTRICT	CHILDREN'S HEALTHCARE ORGANIZATION OF NO CA - PEDIATRIC HOSP
LOMPOC VALLEY MEDICAL CENTER	EASTERN PLUMAS HEALTH CARE
MAYERS MEMORIAL HOSPITAL	GEORGE L. MEE MEMORIAL HOSPITAL
MODOC MEDICAL CENTER	HAZEL HAWKINS MEMORIAL HOSPITAL
OAK VALLEY HOSPITAL DISTRICT	HEALDSBURG DISTRICT HOSPITAL
OJAI VALLEY COMMUNITY HOSPITAL	HEALTHBRIDGE CHILDREN'S HOSPITAL - ORANGE
ORCHARD HOSPITAL	JEROLD PHELPS COMMUNITY HOSPITAL
RIDGECREST REGIONAL HOSPITAL	JOHN C. FREMONT HEALTHCARE DISTRICT
SONOMA VALLEY HOSPITAL	KERN VALLEY HOSPITAL DISTRICT
TAHOE FOREST HOSPITAL	LOMPOC VALLEY MEDICAL CENTER
	MAYERS MEMORIAL HOSPITAL
	MODOC MEDICAL CENTER
	MOUNTAINS COMMUNITY HOSPITAL
	OAK VALLEY HOSPITAL DISTRICT
	OJAI VALLEY COMMUNITY HOSPITAL
	ORCHARD HOSPITAL
	PACIFICA HOSPITAL OF THE VALLEY
	POMERADO HOSPITAL
	RIDGECREST REGIONAL HOSPITAL
	SENECA HEALTHCARE DISTRICT
	SONOMA VALLEY HOSPITAL
	SOUTHERN INYO HOSPITAL
	SURPRISE VALLEY COMMUNITY HOSPITAL
	TAHOE FOREST HOSPITAL
	TRINITY HOSPITAL
	WEST COVINA MEDICAL CENTER

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