



Hazel Hawkins

MEMORIAL HOSPITAL

**REGULAR AND SPECIAL MEETING OF THE FINANCE COMMITTEE
SAN BENITO HEALTH CARE DISTRICT
911 SUNSET DRIVE, HOLLISTER, CALIFORNIA
THURSDAY, MAY 16, 2024 - 4:30 P.M.
SUPPORT SERVICES BUILDING, 2ND FLOOR – GREAT ROOM**

San Benito Health Care District is a public agency that serves as a responsive, comprehensive health care resource for its patients, physicians and the community.

1. Call to Order
2. Approve Minutes of the Finance Committee Meeting of April 18, 2024
 - Motion/Second
3. Review Financial Updates
 - Financial Statements – April 2024
 - Finance Dashboard – April 2024
 - Supplemental Payments
 - Distressed Hospital Loan Program Award Letter Amendment
4. Consider Recommendation for Board Approval of DHLP – CHFFA Resolution.
 - Report
 - Committee Questions
 - Motion/Second
5. Consider Recommendation for Board Approval of Laboratory Chemistry Analyzer Project.
 - Report
 - Committee Questions
 - Motion/Second
6. Public Comment

This opportunity is provided for members of the public to make a brief statement, not to exceed three (3) minutes, on matters within the jurisdiction of this District Board **Committee**, which are not on this agenda.
7. Adjournment

The next Finance Committee meeting is scheduled for **Thursday, June 20, 2024 at 4:30 p.m.**



Hazel Hawkins

MEMORIAL HOSPITAL

The complete Finance Committee packet including subsequently distributed materials and presentations is available at the Finance Committee meeting and in the Administrative Offices of the District. All items appearing on the agenda are subject to action by the Finance Committee. Staff and Committee recommendations are subject to change by the Finance Committee.

Notes: Requests for a disability-related modification or accommodation, including auxiliary aids or services, to attend or participate in a meeting should be made to District Administration during regular business hours at 831-636-2673. Notification received 48 hours before the meeting will enable the District to make reasonable accommodations.



May 16, 2024

CFO Financial Summary for the District Board:

For the month ending April 30, 2024, the District's Net Surplus (**Loss**) is \$1,568,041 compared to a budgeted Surplus (**Loss**) of \$106,208. The District exceeded its budget for the month by \$1,461,833.

YTD as of April 30, 2024, the District's Net Surplus (**Loss**) is \$11,915,635 compared to a budgeted Surplus (**Loss**) of \$655,792. The District is exceeding its budget YTD by \$11,259,843.

It is estimated that the annual cost of returning to the pre-bankruptcy benefits plan would be approximately **\$7 million** for the first year.

The District accrued revenue for the AB113 NDPH IGTs for SFY 2022/23 "Final" and SFY 2023/24 "Interim" payments of \$140,624 and \$144,824 respectively.

Acute discharges were 158 for the month, under budget by 30 discharges or 16%. The ADC was 12.3 compared to a budget of 18.39. The ALOS was 2.34. The acute I/P gross revenue was under budget by **\$2.33** while O/P services gross revenue was **\$4.6 million** or 19% over budget. ER I/P visits were 126 and ER O/P visits were over budget by 512 visits or 30%. The RHCs & Specialty Clinics treated 4,164 (includes 673 visits at the Diabetes Clinic) and 1,073 visits respectively.

Other Operating revenue was under budget by **\$44,532** due mainly to lower than budgeted physician collections.

Operating Expenses were over budget by **\$168,337** due mainly to positive variances in: Employee Benefits of \$159,961, Professional Fees of \$16,655 and Supplies of \$73,283 being offset with higher than budgeted expenses in Registry of \$293,002 and Purchase Service of \$217,832.

Non-operating Revenue exceeded budget by **\$5,277** due mainly to higher than budgeted donations.

The SNFs ADC was **80.53** for the month. The Net Surplus (**Loss**) is **\$205,607** compared to a budget of \$207,113. YTD, the Net Surplus (**Loss**) is \$3,335,367, exceeding its budget by \$1,130,866.

HAZEL HAWKINS MEMORIAL HOSPITAL - COMBINED
HOLLISTER, CA 95023
FOR PERIOD 04/30/24

CURRENT MONTH				YEAR-TO-DATE						
ACTUAL	BUDGET	POS/NEG	PERCENT	PRIOR YR	ACTUAL	BUDGET	POS/NEG	PERCENT	PRIOR YR	
04/30/24	04/30/24	VARIANCE	VARIANCE	04/30/23	04/30/24	04/30/24	VARIANCE	VARIANCE	04/30/23	
GROSS PATIENT REVENUE:										
ACUTE ROUTINE REVENUE	2,761,723	4,092,871	(1,331,148)	(33)	3,763,126	32,751,741	44,049,060	(11,297,319)	(26)	41,000,598
SNF ROUTINE REVENUE	1,817,400	2,025,000	(207,600)	(10)	2,050,600	20,998,168	20,587,500	410,668	2	20,423,800
ANCILLARY INPATIENT REVENUE	3,830,445	4,864,405	(1,033,960)	(21)	4,338,499	40,606,711	51,443,986	(10,837,275)	(21)	48,478,942
HOSPITALIST\PEDS I\P REVENUE	159,578	184,678	(25,100)	(14)	151,465	1,678,952	1,877,550	(198,598)	(11)	1,757,864
TOTAL GROSS INPATIENT REVENUE	8,569,146	11,166,954	(2,597,808)	(23)	10,303,689	96,035,572	117,958,096	(21,922,524)	(19)	111,661,203
ANCILLARY OUTPATIENT REVENUE	29,277,306	24,719,822	4,557,484	18	24,064,499	272,203,733	240,058,020	32,145,713	13	231,032,180
HOSPITALIST\PEDS O\P REVENUE	108,972	59,424	49,548	83	50,430	694,392	604,134	90,258	15	567,319
TOTAL GROSS OUTPATIENT REVENUE	29,386,278	24,779,246	4,607,032	19	24,114,929	272,898,125	240,662,154	32,235,971	13	231,599,498
TOTAL GROSS PATIENT REVENUE	37,955,424	35,946,200	2,009,224	6	34,418,618	368,933,697	358,620,250	10,313,447	3	343,260,702
DEDUCTIONS FROM REVENUE:										
MEDICARE CONTRACTUAL ALLOWANCES	9,883,871	10,276,561	(392,690)	(4)	9,613,571	98,854,795	102,911,458	(4,056,663)	(4)	99,434,169
MEDI-CAL CONTRACTUAL ALLOWANCES	9,796,594	9,867,264	(70,670)	(1)	9,762,165	97,817,166	97,590,704	226,462	0	85,961,384
BAD DEBT EXPENSE	412,638	403,932	8,706	2	467,979	6,336,857	4,023,230	2,313,627	58	3,820,722
CHARITY CARE	28,890	37,724	(8,835)	(23)	74,736	379,120	375,697	3,423	1	374,136
OTHER CONTRACTUALS AND ADJUSTMENTS	4,944,201	4,115,566	828,635	20	2,851,855	44,415,585	40,690,253	3,725,332	9	36,443,331
HOSPITALIST\PEDS CONTRACTUAL ALLOW	(24,490)	12,502	(36,992)	(296)	(38,500)	54,445	124,531	(70,086)	(56)	34,224
TOTAL DEDUCTIONS FROM REVENUE	25,041,703	24,713,549	328,154	1	22,731,807	247,857,967	245,715,873	2,142,094	1	226,067,965
NET PATIENT REVENUE	12,913,722	11,232,651	1,681,071	15	11,686,811	121,075,730	112,904,377	8,171,353	7	117,192,737
OTHER OPERATING REVENUE	537,982	582,514	(44,532)	(8)	2,504,781	5,734,084	5,824,978	(90,894)	(2)	12,868,357
NET OPERATING REVENUE	13,451,704	11,815,165	1,636,539	14	14,191,592	126,809,814	118,729,355	8,080,459	7	130,061,094
OPERATING EXPENSES:										
SALARIES & WAGES	4,534,555	4,623,714	(89,159)	(2)	4,791,841	46,574,974	46,734,990	(160,016)	0	47,719,486
REGISTRY	521,146	200,000	321,146	161	112,452	3,548,376	2,000,001	1,548,375	77	3,949,202
EMPLOYEE BENEFITS	2,281,990	2,463,369	(181,379)	(7)	3,549,658	20,989,585	24,446,068	(3,456,483)	(14)	28,973,091
PROFESSIONAL FEES	1,585,779	1,602,560	(16,781)	(1)	1,790,408	15,961,349	16,275,034	(313,685)	(2)	16,697,136
SUPPLIES	1,085,531	1,159,807	(74,276)	(6)	1,158,024	10,537,189	11,838,574	(1,301,385)	(11)	12,188,527
PURCHASED SERVICES	1,267,500	1,058,393	209,107	20	1,210,947	11,055,559	10,760,355	295,204	3	12,315,847
RENTAL	145,493	130,295	15,198	12	164,239	1,384,179	1,309,259	74,920	6	1,530,701
DEPRECIATION & AMORT	316,228	320,773	(4,545)	(1)	332,008	3,236,465	3,207,761	28,704	1	3,264,843
INTEREST	8,382	25,416	(17,034)	(67)	26,526	472,080	243,168	227,912	86	243,198
OTHER	440,791	423,085	17,706	4	390,658	4,307,584	4,297,428	10,156	0	4,359,263
TOTAL EXPENSES	12,187,395	12,007,412	179,983	2	13,526,760	118,067,340	121,123,638	(3,056,298)	(3)	131,241,294
NET OPERATING INCOME (LOSS)	1,264,309	(192,247)	1,456,556	(758)	664,832	8,742,475	(2,394,283)	11,136,755	(465)	(1,180,200)

HAZEL HAWKINS MEMORIAL HOSPITAL - COMBINED
HOLLISTER, CA 95023
FOR PERIOD 04/30/24

	CURRENT MONTH				PRIOR YR				YEAR-TO-DATE				
	ACTUAL 04/30/24	BUDGET 04/30/24	POS/NEG VARIANCE	PERCENT VARIANCE	PRIOR YR 04/30/23	ACTUAL 04/30/24	BUDGET 04/30/24	POS/NEG VARIANCE	PERCENT VARIANCE	PRIOR YR 04/30/23	ACTUAL 04/30/24	BUDGET 04/30/24	POS/NEG VARIANCE
NON-OPERATING REVENUE\EXPENSE:													
DONATIONS	11,538	5,000	6,538	131	35,777	243,927	155,000	88,927	57	517,855			
PROPERTY TAX REVENUE	205,711	205,711	0	0	195,915	2,057,110	2,057,107	3	0	1,959,150			
GO BOND PROP TAXES	170,388	170,388	0	0	164,964	1,703,878	1,703,880	(3)	0	1,649,642			
GO BOND INT REVENUE\EXPENSE	(68,721)	(68,721)	0	0	(72,048)	(687,211)	(687,210)	(1)	0	(720,475)			
OTHER NON-OPER REVENUE	12,866	13,843	(977)	(7)	11,709	178,351	138,430	39,921	29	136,345			
OTHER NON-OPER EXPENSE	(28,050)	(27,766)	(284)	1	(28,137)	(318,686)	(317,132)	(1,554)	1	(400,702)			
INVESTMENT INCOME	0	0	0	0	1,370	(4,209)	0	(4,209)	0	3,379			
COLLABORATION CONTRIBUTIONS	0	0	0	0	0	0	0	0	0	0			
TOTAL NON-OPERATING REVENUE/(EXPENSE)	303,732	298,455	5,277	2	309,550	3,173,161	3,050,075	123,086	4	3,145,194			
NET SURPLUS (LOSS)	1,568,041	106,208	1,461,833	1,376	974,382	11,915,635	655,792	11,259,843	1,717	1,964,994			
EBIDA	\$ 1,810,652	\$ 353,080	\$ 1,457,572	412.81%	\$ 1,241,610	\$ 14,454,119	\$ 3,164,015	\$ 11,290,104	356.82%	\$ 4,701,372			
EBIDA MARGIN	13.46%	2.99%	10.47%	350.41%	8.75%	11.40%	2.66%	8.73%	327.71%	3.61%			
OPERATING MARGIN	9.40%	(1.63)%	11.03%	(677.64)%	4.68%	6.89%	(2.02)%	8.91%	(441.86)%	(0.91)%			
NET SURPLUS (LOSS) MARGIN	11.66%	0.90%	10.76%	1,196.78%	6.87%	9.40%	0.55%	8.84%	1,601.32%	1.51%			

HAZEL HAWKINS MEMORIAL HOSPITAL - ACUTE FACILITY
HOLLISTER, CA 95023
FOR PERIOD 04/30/24

	CURRENT MONTH				PRIOR YR				YEAR-TO-DATE			
	ACTUAL	BUDGET	POS/NEG	PERCENT	ACTUAL	BUDGET	POS/NEG	PERCENT	ACTUAL	BUDGET	POS/NEG	PERCENT
	04/30/24	04/30/24	VARIANCE	VARIANCE	04/30/23	04/30/24	VARIANCE	VARIANCE	04/30/23	04/30/24	VARIANCE	04/30/23
NON-OPERATING REVENUE\EXPENSE:												
DONATIONS	11,538	5,000	6,538	131	35,777	243,927	155,000	88,927	57	517,855		
PROPERTY TAX REVENUE	174,854	174,854	0	0	166,528	1,748,540	1,748,540	0	0	1,665,280		
GO BOND PROP TAXES	170,388	170,388	0	0	164,964	1,703,878	1,703,880	(3)	0	1,649,642		
GO BOND INT REVENUE\EXPENSE	(68,721)	(68,721)	0	0	(72,048)	(687,211)	(687,210)	(1)	0	(720,475)		
OTHER NON-OPER REVENUE	12,866	13,843	(977)	(7)	11,709	178,351	138,430	39,921	29	136,345		
OTHER NON-OPER EXPENSE	(21,862)	(21,578)	(284)	1	(21,904)	(248,007)	(246,452)	(1,555)	1	(319,385)		
INVESTMENT INCOME	0	0	0	0	1,370	(4,209)	0	(4,209)	0	3,379		
COLLABORATION CONTRIBUTIONS	0	0	0	0	0	0	0	0	0	0		
TOTAL NON-OPERATING REVENUE/(EXPENSE)	279,063	273,786	5,277	2	286,396	2,935,269	2,812,188	123,081	4	2,932,640		
NET SUREPLUS (LOSS)	1,365,352	(100,905)	1,466,257	(1,453)	(319,125)	8,583,186	(1,548,709)	10,131,895	(654)	(1,754,012)		

HAZEL HAWKINS SKILLED NURSING FACILITIES
HOLLISTER, CA
FOR PERIOD 04/30/24

GROSS SNF PATIENT REVENUE:									
CURRENT MONTH				PRIOR YR		YEAR-TO-DATE			
ACTUAL	BUDGET	POS/NEG	PERCENT	PRIOR YR	ACTUAL	BUDGET	POS/NEG	PERCENT	PRIOR YR
04/30/24	04/30/24	VARIANCE	VARIANCE	04/30/23	04/30/24	04/30/24	VARIANCE	VARIANCE	04/30/23
1,817,400	2,025,000	(207,600)	(10)	2,050,600	20,998,168	20,587,500	410,668	2	20,423,800
288,104	352,809	(64,705)	(18)	401,094	3,112,022	3,669,039	(557,017)	(15)	3,957,119
2,105,504	2,377,809	(272,305)	(12)	2,451,694	24,110,190	24,256,539	(146,349)	(1)	24,380,919
TOTAL GROSS SNF PATIENT REVENUE									
DEDUCTIONS FROM REVENUE SNF:									
MEDICARE CONTRACTUAL ALLOWANCES									
214,703	263,350	(48,648)	(19)	140,721	2,248,051	2,743,084	(495,033)	(18)	2,449,257
(107,175)	104,816	(211,991)	(202)	(1,132,733)	1,298,026	1,065,618	232,408	22	(767,192)
(9,093)	10,000	(19,093)	(191)	73,837	(109,111)	100,000	(209,111)	(209)	97,355
0	0	0	0	0	3,057	0	3,057	0	7,150
65,005	64,800	205	0	56,441	374,038	658,800	(284,762)	(43)	708,678
OTHER CONTRACTUALS AND ADJUSTMENTS									
163,439	442,966	(279,527)	(63)	(861,734)	3,814,060	4,567,502	(753,442)	(17)	2,495,248
1,942,065	1,934,843	7,222	0	3,313,428	20,296,129	19,689,037	607,092	3	21,885,671
OTHER OPERATING REVENUE									
0	0	0	0	0	0	0	0	0	0
NET SNF OPERATING REVENUE									
1,942,065	1,934,843	7,222	0	3,313,428	20,296,129	19,689,037	607,092	3	21,885,671
OPERATING EXPENSES:									
SALARIES & WAGES									
924,684	911,307	13,377	2	900,201	9,405,057	9,253,560	151,497	2	9,083,615
61,145	33,000	28,145	85	31,426	355,584	330,000	25,584	8	249,526
495,218	516,637	(21,419)	(4)	854,090	4,684,723	5,192,272	(507,550)	(10)	6,214,436
2,210	2,336	(126)	(5)	2,210	22,100	23,366	(1,266)	(5)	22,610
84,916	88,308	(3,392)	(4)	73,432	960,502	888,337	72,165	8	871,377
95,266	103,991	(8,726)	(8)	104,899	845,517	1,057,284	(211,767)	(20)	980,708
1,504	1,026	478	47	712	11,130	10,345	785	8	9,519
38,495	39,453	(958)	(2)	39,157	394,464	394,561	(97)	0	394,581
0	0	0	0	0	0	0	0	0	0
57,690	56,341	1,349	2	36,950	519,578	572,698	(53,120)	(9)	552,848
1,761,127	1,752,399	8,728	1	2,043,076	17,198,654	17,722,423	(523,769)	(3)	18,379,218
TOTAL EXPENSES									
180,938	182,444	(1,506)	(1)	1,270,352	3,097,476	1,966,614	1,130,862	58	3,506,453
NET OPERATING INCOME (LOSS)									
NON-OPERATING REVENUE\EXPENSE:									
DONATIONS									
0	0	0	0	0	0	0	0	0	0
30,857	30,857	0	0	29,387	308,570	308,567	3	0	293,870
(6,188)	(6,188)	0	0	(6,233)	(70,679)	(70,680)	1	0	(81,317)
24,669	24,669	0	0	23,154	237,892	237,887	5	0	212,553
TOTAL NON-OPERATING REVENUE/(EXPENSE)									
205,607	207,113	(1,506)	(1)	1,293,506	3,335,367	2,204,501	1,130,866	51	3,719,006
NET SURPLUS (LOSS)									

HAZEL HAWKINS MEMORIAL HOSPITAL
HOLLISTER, CA
For the month ended 04/30/24

	CURR MONTH 04/30/24	PRIOR MONTH 03/31/24	POS/NEG VARIANCE	PERCENTAGE VARIANCE	PRIOR YR 06/30/23
CURRENT ASSETS					
CASH & CASH EQUIVALENT	20,189,620	17,598,568	2,591,052	15	13,649,396
PATIENT ACCOUNTS RECEIVABLE	64,180,254	65,845,440	(1,665,186)	(3)	51,674,982
BAD DEBT ALLOWANCE	(8,878,567)	(8,410,897)	(467,669)	6	(5,227,791)
CONTRACTUAL RESERVES	(40,283,941)	(41,761,372)	1,477,431	(4)	(32,708,039)
OTHER RECEIVABLES	15,943,552	14,756,794	1,186,759	8	8,381,301
INVENTORIES	4,034,053	4,028,550	5,503	0	4,057,813
PREPAID EXPENSES	1,862,942	1,764,783	98,159	6	2,042,543
DUE TO\FROM THIRD PARTIES	1,978,192	1,978,192	0	0	2,784,747
TOTAL CURRENT ASSETS	59,026,105	55,800,058	3,226,048	6	44,654,951
ASSETS WHOSE USE IS LIMITED					
BOARD DESIGNATED FUNDS	5,492,717	5,230,367	262,350	5	3,825,798
TOTAL LIMITED USE ASSETS	5,492,717	5,230,367	262,350	5	3,825,798
PROPERTY, PLANT, AND EQUIPMENT					
LAND & LAND IMPROVEMENTS	3,370,474	3,370,474	0	0	3,370,474
BLDGS & BLDG IMPROVEMENTS	100,098,374	100,098,374	0	0	100,098,374
EQUIPMENT	44,253,732	44,046,824	206,908	1	43,302,208
CONSTRUCTION IN PROGRESS	1,075,931	1,013,589	62,342	6	880,124
GROSS PROPERTY, PLANT, AND EQUIPMENT	148,798,511	148,529,261	269,249	0	147,651,180
ACCUMULATED DEPRECIATION	(93,739,517)	(93,408,707)	(330,811)	0	(90,362,507)
NET PROPERTY, PLANT, AND EQUIPMENT	55,058,993	55,120,555	(61,561)	0	57,288,673
OTHER ASSETS					
UNAMORTIZED LOAN COSTS	410,289	416,360	(6,071)	(2)	470,999
PENSION DEFERRED OUTFLOWS NET	18,285,289	18,285,289	0	0	18,285,289
TOTAL OTHER ASSETS	18,695,578	18,701,649	(6,071)	0	18,756,288
TOTAL UNRESTRICTED ASSETS	138,273,394	134,852,628	3,420,766	3	124,525,709
RESTRICTED ASSETS	17,771	17,720	52	0	125,193
TOTAL ASSETS	138,291,165	134,870,348	3,420,818	3	124,650,902

HAZEL HAWKINS MEMORIAL HOSPITAL
HOLLISTER, CA
For the month ended 04/30/24

	CURR MONTH 04/30/24	PRIOR MONTH 03/31/24	POS/NEG VARIANCE	PERCENTAGE VARIANCE	PRIOR YR 06/30/23
CURRENT LIABILITIES					
ACCOUNTS PAYABLE	5,593,464	5,513,208	(80,256)	2	4,938,613
ACCRUED PAYROLL	2,836,272	3,172,339	336,067	(11)	3,345,253
ACCRUED PAYROLL TAXES	1,482,578	2,231,817	749,239	(34)	1,497,221
ACCRUED BENEFITS	5,694,638	6,130,146	435,508	(7)	6,051,228
ACCRUED PENSION (CURRENT)	4,953,191	4,957,820	4,629	0	5,061,807
OTHER ACCRUED EXPENSES	101,412	93,949	(7,463)	8	84,460
PATIENT REFUNDS PAYABLE	3,331	1,310	(2,021)	154	961
DUE TO\FROM THIRD PARTIES	3,015,879	1,447,716	(1,568,163)	108	196,789
OTHER CURRENT LIABILITIES	1,448,430	2,507,709	1,059,279	(42)	3,132,834
TOTAL CURRENT LIABILITIES	25,129,195	26,056,014	926,819	(4)	24,309,166
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LONG-TERM DEBT					
LEASES PAYABLE	5,455,915	5,462,661	6,746	0	5,529,504
BONDS PAYABLE	33,019,161	33,047,681	28,520	0	34,784,361
TOTAL LONG TERM DEBT	38,475,076	38,510,342	35,266	0	40,313,865
	=====	=====	=====	=====	=====
OTHER LONG-TERM LIABILITIES					
DEFERRED REVENUE	0	0	0	0	0
LONG-TERM PENSION LIABILITY	36,485,864	36,485,864	0	0	36,485,864
TOTAL OTHER LONG-TERM LIABILITIES	36,485,864	36,485,864	0	0	36,485,864
	=====	=====	=====	=====	=====
TOTAL LIABILITIES	100,090,135	101,052,220	962,085	(1)	101,108,895
NET ASSETS:					
UNRESTRICTED FUND BALANCE	23,376,814	23,376,814	0	0	23,376,814
RESTRICTED FUND BALANCE	93,771	93,720	(52)	0	165,193
NET REVENUE/(EXPENSES)	14,730,445	10,347,594	(4,382,851)	42	0
TOTAL NET ASSETS	38,201,031	33,818,128	(4,382,903)	13	23,542,007
	=====	=====	=====	=====	=====
TOTAL LIABILITIES AND NET ASSETS	138,291,165	134,870,348	(3,420,818)	3	124,650,902
	=====	=====	=====	=====	=====

Description	Target	MTD Actual	YTD Actual	YTD Target
Average Daily Census - Acute	18.39	12.30	14.83	18.20
Average Daily Census - SNF	90.01	80.53	90.72	90.00
Acute Length of Stay	2.93	2.34	2.90	2.97
<u>ER Visits:</u>				
Inpatient	102	126	1,202	1,581
Outpatient	1,697	2,208	20,678	19,375
Total	1,799	2,334	21,880	20,956
Days in Accounts Receivable	45.0	52.6	52.6	45.0
Productive Full-Time Equivalents	500.90	509.91	485.72	500.90
Net Patient Revenue	11,232,651	12,913,722	121,075,730	112,904,377
Payment-to-Charge Ratio	31.2%	34.0%	32.8%	31.5%
Medicare Traditional Payor Mix	31.11%	26.62%	27.05%	30.44%
Commercial Payor Mix	21.37%	23.58%	23.15%	21.50%
Bad Debt % of Gross Revenue	1.12%	1.10%	1.73%	1.12%
EBIDA	353,080	1,810,652	14,454,119	3,164,015
EBIDA %	2.99%	13.46%	11.40%	2.66%
Operating Margin	-1.63%	9.40%	6.89%	-2.02%
Salaries, Wages, Registry & Benefits %:				
by Net Operating Revenue	61.68%	54.55%	56.08%	61.64%
by Total Operating Expense	60.69%	60.21%	60.23%	60.42%
<u>Bond Covenants:</u>				
Debt Service Ratio	1.25	9.19	9.19	1.25
Current Ratio	1.50	2.15	2.15	1.50
Days Cash on hand	30.00	53.48	53.48	30.00
Met or Exceeded Target				
Within 10% of Target				
Not Within 10%				

Statement of Cash Flows

Hazel Hawkins Memorial Hospital
Hollister, CA

Three months ending April 30, 2024

	CASH FLOW		COMMENTS
	Current Month 4/30/2024	Current Year-To-Date 4/30/2024	
CASH FLOWS FROM OPERATING ACTIVITIES:			
Net Income (Loss)	\$1,568,041	\$11,915,635	
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:			
Depreciation	330,811	3,377,015	
(Increase)/Decrease in Net Patient Accounts Receivable	2,655,425	721,405	
(Increase)/Decrease in Other Receivables	(2,183,206)	(8,563,699)	
(Increase)/Decrease in Inventories	(5,503)	23,760	
(Increase)/Decrease in Pre-Paid Expenses	(98,159)	179,600	
(Increase)/Decrease in Due From Third Parties	0	806,555	
Increase/(Decrease) in Accounts Payable	580,256	1,154,855	
Increase/(Decrease) in Notes and Loans Payable	0	0	
Increase/(Decrease) in Accrued Payroll and Benefits	14,557	551,165	
Increase/(Decrease) in Accrued Expenses	7,463	16,950	
Increase/(Decrease) in Patient Refunds Payable	2,021	2,369	
Increase/(Decrease) in Third Party Advances/Liabilities	1,339,420	2,590,347	
Increase/(Decrease) in Other Current Liabilities	(1,059,279)	(1,684,403)	Semi-Annual Int. - 2005 GO & 2021 Revenue Bonds
Net Cash Provided by Operating Activities:	1,583,806	(824,081)	
CASH FLOWS FROM INVESTING ACTIVITIES:			
Purchase of Property, Plant and Equipment	(269,249)	(1,147,332)	
(Increase)/Decrease in Limited Use Cash and Investments	0	0	
(Increase)/Decrease in Other Limited Use Assets	(262,350)	(1,666,919)	Bond Principal & Int Payment - 2014 (2005) & 2021 Bonds
(Increase)/Decrease in Other Assets	6,071	60,710	Amortization
Net Cash Used by Investing Activities	(525,528)	(2,753,541)	
CASH FLOWS FROM FINANCING ACTIVITIES:			
Increase/(Decrease) in Capital Lease Debt	(6,746)	(73,588)	
Increase/(Decrease) in Bond Mortgage Debt	(28,520)	(1,765,200)	2014 GO Principal & Refinancing of 2013 Bonds with 2021 Bonds
Increase/(Decrease) in Other Long Term Liabilities	0	0	
Net Cash Used for Financing Activities	(35,266)	(1,838,788)	
(INCREASE)/DECREASE IN RESTRICTED ASSETS	0	41,000	
Net Increase/(Decrease) in Cash	2,591,053	6,540,225	
Cash, Beginning of Period	17,598,568	13,649,396	
Cash, End of Period	\$20,189,621	\$20,189,621	\$0

Cost per day to run the District

\$377,534

Operational Days Cash on Hand

53.48

Hazel Hawkins Memorial Hospital
Bad Debt Expense
For the Year Ending June 30, 2024

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Budgeted Gross Revenue	38,236,593	38,468,812	35,049,053	34,999,737	35,870,267	36,385,781	34,851,365	32,060,010	36,752,432	35,946,200	39,112,090	38,876,681	436,609,021
Budgeted Bad Debt Expense	429,889	432,423	393,214	391,626	402,993	407,930	389,870	358,975	412,378	403,932	440,170	438,441	4,901,841
BD Exp as a percent of Gross Revenue	1.12%	1.12%	1.12%	1.12%	1.12%	1.12%	1.12%	1.12%	1.12%	1.12%	1.13%	1.13%	1.12%
Actual Gross Revenue	34,381,757	36,309,479	36,251,934	37,061,367	36,004,686	37,198,238	37,873,381	36,232,889	37,559,748	37,686,874	-	-	366,560,353
Actual Bad Debt Expense	712,509	663,649	543,514	751,015	695,471	428,999	776,991	1,086,296	265,776	412,638	-	-	6,336,858
BD Exp as a percent of Gross Revenue	2.07%	1.83%	1.50%	2.03%	1.93%	1.15%	2.05%	3.0%	0.7%	1.1%	#DIV/0!	#DIV/0!	1.73%
Budgeted YTD BD Exp	4,023,230	1.12%											375,697
Actual YTD BD Exp	6,336,858	1.73%											379,120
Amount under (over) budget	(2,313,628)	-0.61%											(3,423)
Prior Year percent of Gross Revenue	1.15%												0.10%
Percent of Decrease (Inc) from Prior Year	-50.3%												
										YTD Charity Exp Budget			375,697
										YTD Charity Exp Actual			379,120
										Amt under (over) budget			(3,423)
										Charity Exp % of Gross Rev			0.10%

Hazel Hawkins Memorial Hospital
Supplemental Payment Programs
As of April 30, 2024

	Payor	FY 2024	FY 2023	Notes:
Intergovernmental Transfer Programs:				
- AB 113 Non-Designated Public Hospital (NDPH)				
SFY 2021/2022 True up for ACA	DHCS	-	170,899	Received in June 2023.
SFY 2022/2023 Interim	DHCS	-	418,640	Letter to participate sent by March 24, 2023 deadline. Rec'd 06/15/23.
SFY 2022/2023 Final Payment	DHCS	421,872	-	Paid on 04/17/24, \$156,525.63, funds expected in May/June.
SFY 2023/2024 Interim	DHCS	434,472	-	Paid on 04/24/24, \$506,883.51, funds expected in May/June.
- SB 239 Hospital Quality Assurance Fund (HQAf) CY 2022	Anthem	2,405,548	2,277,244	Net amount rec'd on November 1, 2023 check for CY 2022.
- SB 239 Hospital Quality Assurance Fund (HQAF) CY 2023	Anthem	2,432,278	-	IGT by March 22, 2024 of \$1,257,738, funds expected in May/June.
- Rate Range Jan. 1, 2022 through Dec. 31, 2022	Anthem	910,699	-	IGT by Feb. 23, 2024 of \$472,508, funds expected in April/May.
- Rate Range Jan. 1, 2021 through Dec. 31, 2021	Anthem	-	1,180,145	Funding of \$347,021 sent by 02/17/2023. Rec'd in May 2023.
- QIP PY 5 Settlement	Anthem	3,459,757	-	IGT by Feb. 16, 2024 of \$1,891,350.65, funds expected in April/May.
- QIP PY 4 1st Loan Repayment	District	(1,253,000)	-	Paid on 02/26/2024.
- QIP PY 4 2nd Loan Repayment	District	(1,222,438)	-	Paid on 04/08/2024.
- QIP PY 4 Settlement	Anthem	-	3,713,527	\$ 1,044,187 funding sent by 02/17/2023. Plan returns May/June 2023.
- QIP PY 4 Final True-up	Anthem	-	1,245,805	Final True-up payment received on 06/02/2023.
IGT sub-total		7,589,188	9,006,259	
Non-Intergovernmental Transfer Programs:				
- AB 915	DHCS	4,143,717	3,029,540	Direct Payments. Received on March 11, 2024.
- SB 239 Hospital Quality Assurance Fund (HQAf)	DHCS	3,208,731	3,919,883	Three of the four Qtrly payments should be received by June 30, 2024.
- SB 239 Hospital Quality Assurance Fund (HQAf)	DHCS	1,069,577	-	1st quarter rec'd on March 19, 2024.
- Distinct Part, Nursing Facility (DP/NF)	-	-	-	Based on actual cost difference.
- Medi-Cal Disproportionate Share (DSH)	DHCS	1,297,140	1,048,233	Includes FY 2023 true-up \$607,644 and Jul - December FY 2024.
- QIP PY 5	CHFA	-	3,090,086	Loan funds received 1st week of January. Due January 3, 2025.
Non-IGT sub-total		9,719,166	11,087,742	
CARES Act (COVID-19) Programs:				
- Cares Act Phase 4	-	-	-	Rec'd 12/16/2021. One-time funding.
- American Rescue Plan (ARP)	-	-	-	Rec'd 11/23/2021. One-time funding.
- SHIP Grant	-	-	258,376	Will be used for COVID expenses.
- Payroll Tax delay Pay dates 4/3 - 12/31/2020	-	-	(1,143,961)	Liability: 50% due 12/31/21 & 50% due 12/31/22.
sub-total			(885,585)	
Program Grand Totals		17,308,354	19,208,416	
Total Received		6,440,545	18,075,133	
Total Pending		10,867,809	1,133,283	
		17,308,354	19,208,416	



CALIFORNIA HEALTH FACILITIES FINANCING AUTHORITY

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Sacramento, CA 95814
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chffa@treasurer.ca.gov
www.treasurer.ca.gov/chffa

MEMBERS

FIONA MA, CPA, CHAIR
California State Treasurer

MALIA M. COHEN
State Controller

JOE STEPHENSHAW
Director of Finance

ANTONIO BENJAMIN

FRANCISCO SILVA

ROBERT CHERRY, M.D.

ROBERT HERTZKA, M.D.

KATRINA KALVODA

KERI KROPKE, M.A., M.A., CCC-SLP

EXECUTIVE DIRECTOR
CAROLYN ABOUBECHARA

May 10, 2024

Mark Robinson
Chief Financial Officer
San Benito Health Care District dba Hazel Hawkins Memorial Hospital
911 Sunset Drive
Hollister, CA 95023

RE: Distressed Hospital Loan Program Award Letter Amendment

Dear Mark Robinson,

This letter is an amendment to the Distressed Hospital Loan Program Award Letter (Award Letter), dated October 6, 2023, previously sent by the California Health Facilities Financing Authority (CHFFA) to San Benito Health Care District dba Hazel Hawkins Memorial Hospital (Hazel). In the previous Award Letter, it stated that the California Department of Health Care Access and Information (HCAI) notified CHFFA that Hazel's application had been approved for an interest-free debtor-in-possession loan from the Distressed Hospital Loan Program (DHLP) to prevent closure of the hospital. Due to the ongoing status of Hazel's bankruptcy matter and the possibility that the matter may be finalized, HCAI provided discretion to CHFFA to draft the transaction documents from either the interest-free debtor-in-possession (bankruptcy) loan document template or the interest-free cashflow (non-bankruptcy) loan document template (with certain enhanced disbursement conditions given Hazel's recent dismissal from bankruptcy and motion for a stay pending appeal of the order dismissing the chapter 9 bankruptcy case). Below the terms of the DHLP loan have remained the same:

Borrower: San Benito Health Care District dba Hazel Hawkins Memorial Hospital
Loan Amount: \$10,000,000
Loan Term: 72 months (with 18-month initial deferment period)
Interest Rate: 0% fixed
Monthly Debt Service Amount: \$185,185.19

The funding of the DHLP loan is contingent upon (i) the full execution of the Loan and Security Agreement and the Promissory Note (with certain enhanced disbursement conditions given Hazel's recent dismissal from bankruptcy), including all exhibits, such as the Medi-Cal Intercept Form, a notarized EFT Cancellation Form, and the Loan Funds Disbursement Request, and (ii) there are sufficient funds in the DHLP Fund. If the funding of the DHLP loan is requested while Hazel is in bankruptcy court proceedings, the loan is contingent upon (i) Bankruptcy Court approval, (ii) the full execution of the Debtor-in-Possession Loan and Security Agreement and the Promissory Note, including all exhibits as listed above, and (iii) there are sufficient funds in the DHLP Fund. In both cases, the executed documents must be in the form delivered to you, unless the documents contain untrue representations or other incorrect terms.

We are looking forward to working with you during the DHLP loan closing process. If you have any questions, please contact your Loan Officer, Erica Rodriguez, by email at erodriguez@treasurer.ca.gov or by telephone at (916) 653-3841.

Sincerely,

DocuSigned by:
Carolyn Aboubechara
EBF51B334FCD46A...

Carolyn Aboubechara
Executive Director

RESOLUTION NO. 2024-01
OF THE BOARD OF DIRECTORS OF
SAN BENITO HEALTH CARE DISTRICT

RATIFYING SUBMISSION OF THE LOAN APPLICATION AND
AUTHORIZING EXECUTION OF A LOAN AND SECURITY AGREEMENT,
AND CERTAIN ACTIONS IN CONNECTION WITH
THE DISTRESSED HOSPITAL LOAN PROGRAM

RECITALS

WHEREAS, the San Benito Health Care District (the “District”) is a local health care district organized under the terms of the Local Health Care District Law (Health and Safety Code of the State of California, Division 23, Sections 32000-32492), pursuant to Section 32104 of the California Health and Safety Code;

WHEREAS, the District operates certain health care facilities in the County of San Benito, California, including Hazel Hawkins Memorial Hospital, a full service, 25-bed not for profit public hospital, as defined in Section 129381 of the Health and Safety Code;

WHEREAS, through its facilities, the District is the sole provider of certain health care services in the County, including emergency and related hospital services provided at Hazel Hawkins;

WHEREAS, the District does not belong to an integrated health care system with more than two separately licensed hospital facilities;

WHEREAS, the District has responsibly and proactively managed its limited finances in order to operate its facilities, including the continued provision of excellent, high quality patient care without compromise to patient safety, despite a sustained reduction in net revenue;

WHEREAS, the District determined that it is in its best interest to borrow an aggregate amount not to exceed \$10,000,000.00 from the California Health Facilities Financing Authority (“CHFFA” or “Lender”) under the Distressed Hospital Loan Program, with that loan to be funded with the proceeds in the Distressed Hospital Loan Program Fund; and

WHEREAS, the District applied to CHFFA and the Department of Health Care Access and Information (“HCAI”) for an interest-free loan from the Distressed Hospital Loan Program Fund for the purpose of preventing the closure of the hospital; and

WHEREAS, HCAI determined the District's application meets the eligibility requirements of the Distressed Hospital Loan Program, and there is reasonable likelihood that the District will be able to regain financial viability and continue to operate its hospital.

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE DISTRICT AS FOLLOWS:

Section 1. The foregoing Recitals are true, correct and a substantive part of this Resolution.

Section 2. The District Board of Directors ("Board") approved and hereby ratifies the submission of an application for a loan from the Distressed Hospital Loan Program.

Section 3. The Board approves the Loan and Security Agreement (the "Agreement"), which contains the terms of and collateral for the loan, attached hereto, and the Promissory Note.

Section 4. The Promissory Note (the "Note") as evidence of the District's obligation to repay the loan is hereby approved.

Section 5. The Board approves the Subordination Agreement between HCAI and the District (the "Subordination Agreement").

Section 6. Mary Casillas, Chief Executive Officer and Mark Robinson, Chief Operating Officer (each, an "Authorized Officer") are each hereby authorized and directed, for and on behalf of the District, to execute the Agreement, Note, and the Subordination Agreement, and to do any and all things and to execute and deliver the Agreement, Note, and Subordination Agreement, and any and all documents (including the Loan Funds Disbursement Certification as well as the redirection of up to 20% of Medi-Cal reimbursements (checkwrite payments) to the Lender in the event of default in accordance with Health and Safety Code Section 129384) any Authorized Officer deems necessary or advisable to consummate the borrowing of moneys from CHFFA and HCAI and otherwise to effectuate the purposes of this Resolution and the transactions contemplated hereby.

Section 7. Approval of the Agreement is not subject to California Environmental Quality Act (CEQA) as it is not a "project" pursuant to Section 15378 of the CEQA Guidelines.

//
//

Section 8. This Resolution shall take effect immediately upon its adoption.

PASSED AND ADOPTED at a regular meeting of the Board of Directors of the San Benito Health Care District held on the 23rd day of May 2024.

AYES: _____

NOS: _____

ABSENTIONS: _____

ABSENT: _____

Jeri Hernandez
President of the Board of Directors

ATTEST:

Rick Shelton
Treasurer of the Board of Directors



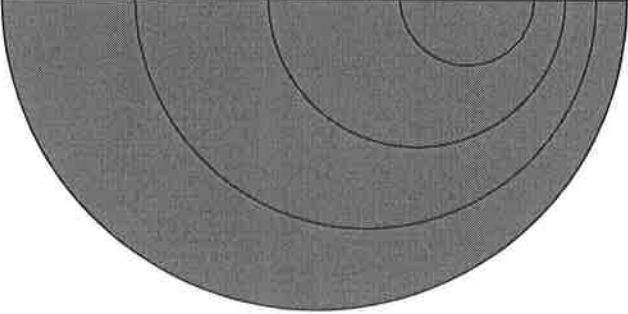
Hazel Hawkins

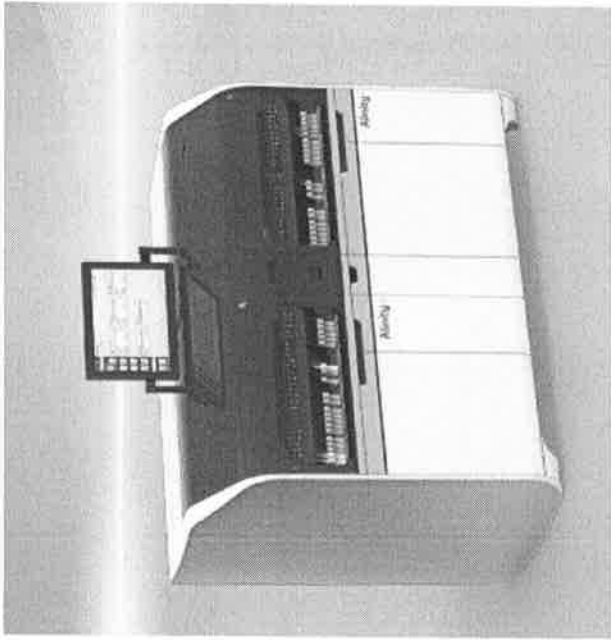
MEMORIAL HOSPITAL



Business Case

Executive Summary

	The Laboratory is one of the required departments of an acute care hospital
	A chemistry analyzer is essential to lab operations
	In 2023, the Lab performed 640,317 chemistry tests which is 68% of total testing volume
	This proposal is to request approval of replacing the 3 current chemistry analyzers installed in 2014 (2) and 2012 (1).



Current Test Profile

General chemistry and Hormone tests →

Creatinine, thyroid tests, Vitamin D

Drug of Abuse (urine) →
THC, Cocaine, Opiates

88 different tests

Diabetes →

Glucose, A1C, Microalbumin

Cardiac/Cardiovascular →

Troponin, Cholesterol, Triglyceride

Current State

SWOT ANALYSIS

STRENGTHS, WEAKNESSES, OPPORTUNITIES, THREATS FRAMEWORK FOR CURRENT CHEMISTRY ANALYZER

Strengths

Staff is familiar with the maintenance, troubleshooting, and use of the analyzer

Weaknesses

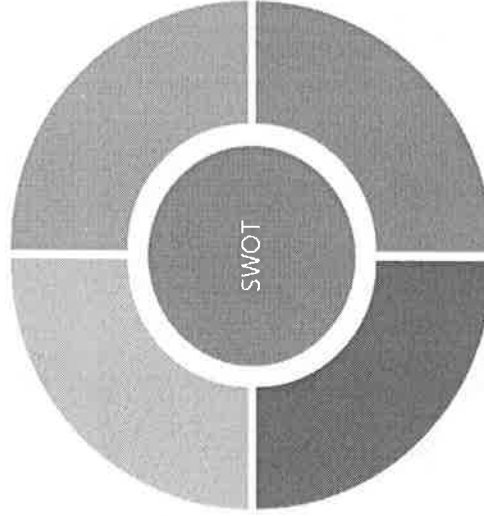
Due to high volume testing as well as age of analyzer (10Y), service and equipment issues are more frequent.

Opportunities

Lease agreement for current analyzer has been completed.
Expansion of the current chemistry testing menu and automatic result verification.

Threats

If both chemistry analyzers are not available for testing, patient diversion protocols need to be implemented.



Risks

Current chemistry analyzers having frequent service calls.

When 1 of 2 general chemistry analyzers is down → delay in patient care

When special chemistry analyzer is down → send out tests; loss of revenue

If 2 of 2 general chemistry analyzers are down → patient diversion

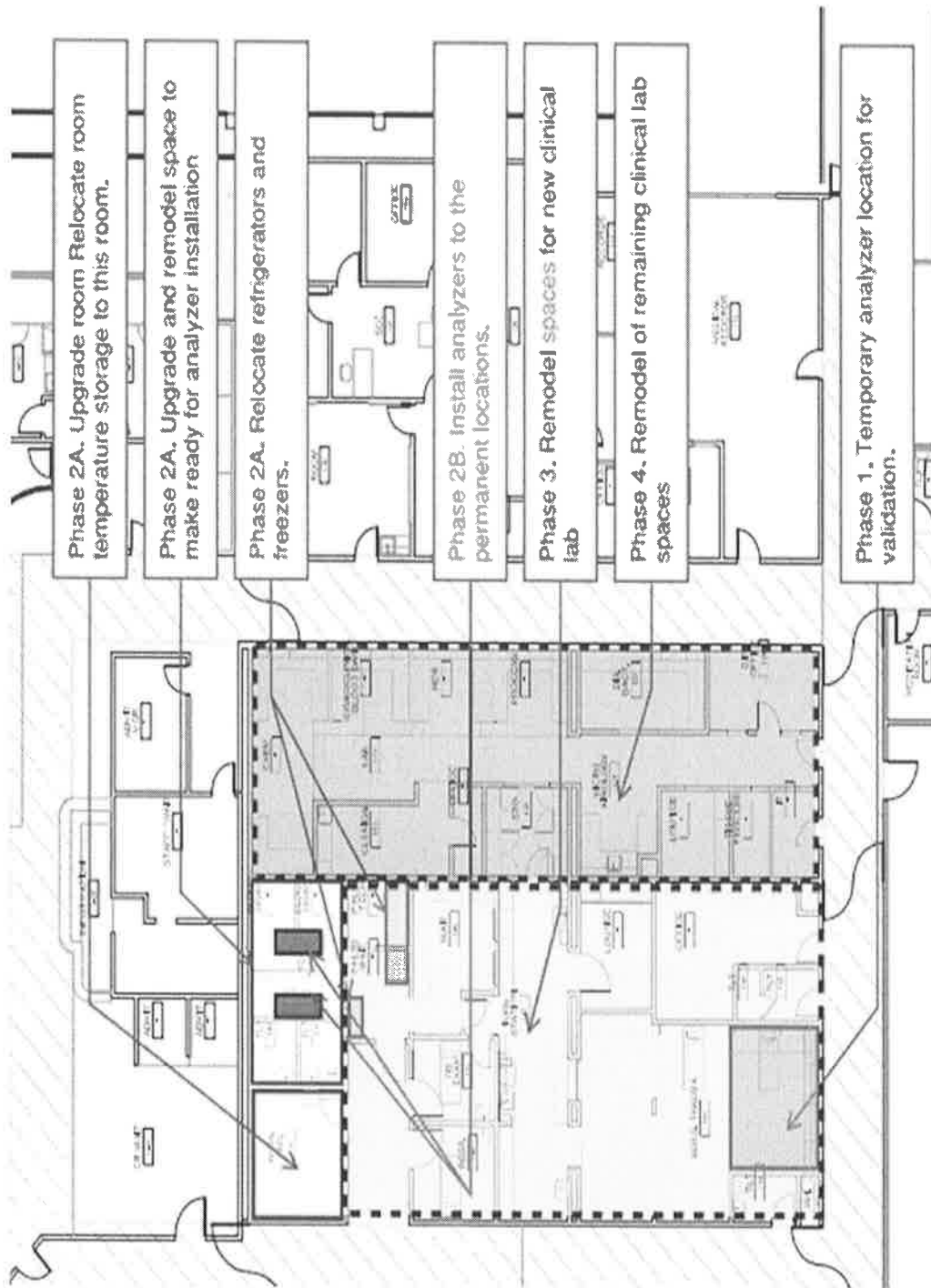
Selection Process

Market Analysis

- 3 types of chemistry analyzers including site visits
- Test menu comparison
- Turn around time
- Common medication interferences

Abbott Alinity

- No Biotin interference
- Ease of maintenance
- Guaranteed uptime of 98%
- Positive reviews from current Alinity users



Objective/Proposed Plan – Phase 1 & 2

Two Alinity Analyzer with accompanying Management System

- \$651,000.00

Service Contract

- \$471,379.86 (\$5,611.67/month for 7 yrs)

Architectural Design and Engineering Services

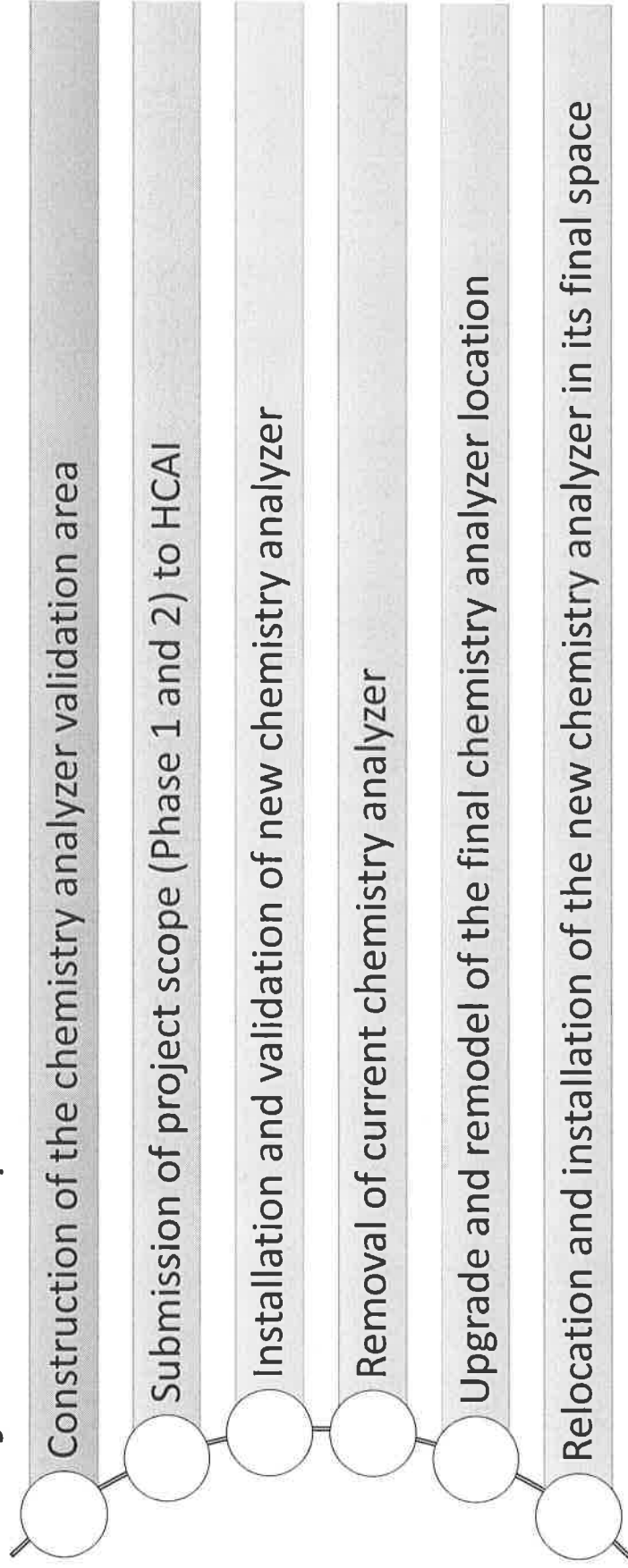
- \$288,670.00

Estimated Construction cost

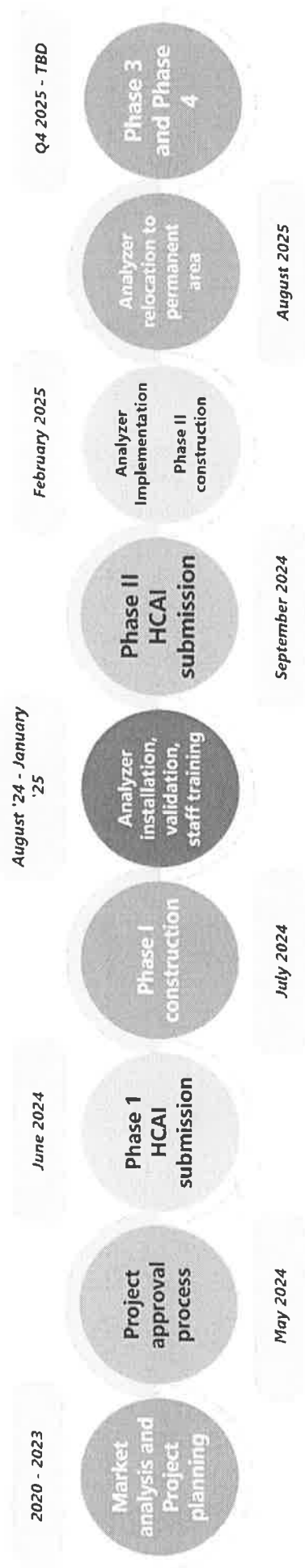
- \$1,105,000.00



Project Scope



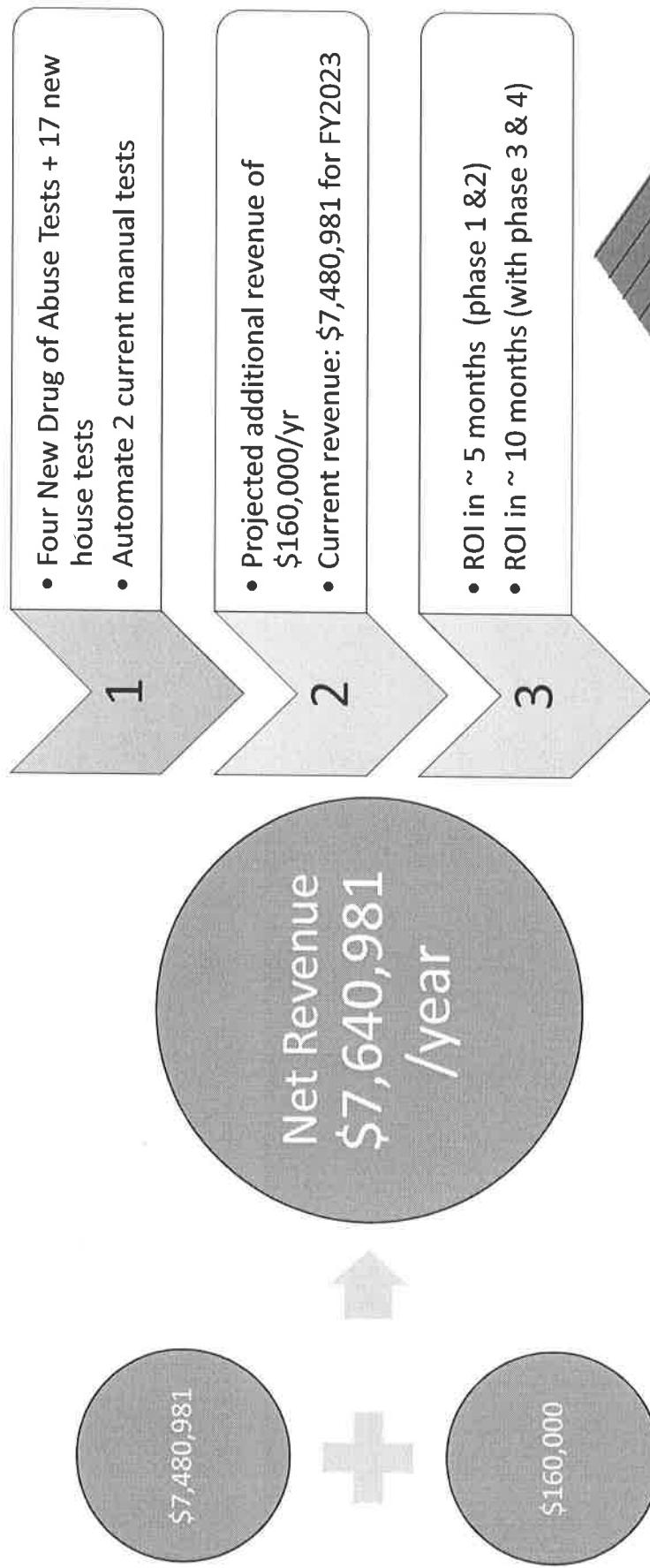
Proposed Timeline



Costs

Action Items	Cost
2 Alinity Analyzers with management system	\$651,000
Service Contract (7yrs)	\$471,379.86
Architect and Engineering design (Phase 1 and 2)	\$288,000
Other Associated Items	Estimated Costs
IT estimate	\$15,000
Phase 1 and 2 Construction	\$1,105,000
Labor for additional CLS (2 FTE)	\$270,000 (\$135,000/FTE)
Phase 3 and 4 Construction	\$3,461,860
TOTAL	\$6,262,239.86

Return on Investment



Recommendation

It is recommended to:

1. Purchase Two Abbott Alinity analyzers with its Management system for a total capital amount of \$651,000.00. ^(A)
2. Approve a 7 year service contract totaling to \$471,379.86. ^(B)
3. Approve the Architectural and Engineering Services of TreanorHL for a total of \$288,670.00.





Hazel Hawkins Memorial Hospital

Price Exhibit

Customer	Hazel Hawkins Memorial Hospital
Address	911 Sunset Dr ACCTS PAYABLE, Hollister, CA, 95023-5606, United
National Account Affiliation	Vizient
Sales Representative	Kirk Hutchinson
Quote Number	Q-00345569
Document Generation Date	5/2/2024
Initial Contract Term	7 Years

Prices listed below are in USD currency

Equipment

Proposed Instrument	List Number	Qty	Acquisition Type	Purchase Price Per Unit	Total Purchase Price	Recurring Price per Unit	Recurring Total Price	Ownership	Shipping
Alinity cI Series System Control Module	03R70-01	2	Purchase	0.00	0.00		0.00	Customer	0.00
Alinity c Analyzer	03R67-01	2	Purchase	135,000.00	270,000.00		0.00	Customer	0.00
Alinity i Analyzer	03R65-01	2	Purchase	135,000.00	270,000.00		0.00	Customer	0.00
		6			540,000.00		0.00		0.00

Allowances provided by Abbott

Associated Instrument	Qty	Allowance per Instrument	Up to Amount (Extended)	Training Slots
Alinity c Analyzer	2	Water/LIS Allowance: 8750	17,500	
			17,500	

540,000
111,000
651,000 (A)

Always On In-lab Services

Description	List Number	Qty	Acquisition Type	Service Years	Recurring Price per Unit	Recurring Total Price	Average Annual Recurring	Warranty (months)
Alinity c Always On Next Day	01DP4-01	2	Monthly Purchase	7	1,213.33	2,426.67	29,119.99	0.00
Alinity i Always On Next Day	01DP5-01	2	Monthly Purchase	7	1,213.33	2,426.67	29,119.99	0.00
		4				4,853.33	58,239.98	

AlinIQ Analyzer Management System

Description	List Number	Qty	Acquisition Type	One-time Price Per Unit	One-time Total Price	Recurring Price per Unit	Recurring Total Price	Total Annual Recurring
AlinIQ AMS Base Package (US)	04W06-59	1	Purchase	39,750.00	39,750.00		0.00	
AlinIQ AMS User Workstation Package	03R89-26	1	Purchase	1,750.00	1,750.00		0.00	
AlinIQ AMS QC Software Connection Package	03R90-35	1	Purchase	11,000.00	11,000.00		0.00	
AlinIQ AMS Immunochemistry Rules Package	03R92-50	1	Purchase	20,000.00	20,000.00		0.00	
AlinIQ AMS Lab Viewer Package	03R89-78	1	Purchase	23,500.00	23,500.00		0.00	
AlinIQ AMS Abbott Immunochemistry Instrument Connection Package	03R90-24	2	Purchase	7,500.00	15,000.00		0.00	
		7			111,000.00		0.00	0.00

Notwithstanding any term listed in the "Acquisition Type" column of this Price Exhibit, with respect to the AlinIQ/Digital Health Solutions items included herein, the grant of rights shall be as specified in Customer's agreement, and this Price Exhibit shall not confer any additional grant of rights on Customer.

AlinIQ Maintenance and Support

Proposed Service	List Number	Equipment Qty	Acquisition Type	One-time Price Per Unit	One-time Total Price	Recurring Price per Unit	Recurring Total Price	Total Annual Recurring
AlinIQ AMS Package Always On Support Contract	03R94-55	1	Monthly Purchase			758.33	758.33	9,100.00
		1			0.00		758.33	9,100.00

Notwithstanding any term listed in the "Acquisition Type" column of this Price Exhibit, with respect to the AlinIQ/Digital Health Solutions items included herein, the grant of rights shall be as specified in Customer's agreement, and this Price Exhibit shall not confer any additional grant of rights on Customer.

Customer Product Commitment

Description	List Number	Tests per Kit	Annual Volume	Price per Test	Price per Kit	Annual Commitment
Alinity c Albumin (BCG) Reagent	08P02	3250	29,066	0.0900	292.50	2,615.94
Alinity c Alkaline Phosphatase Reagent	08P20	4000	28,711	0.0900	360.00	2,583.99
Alinity c ALT (Alanine Aminotransferase) Reagent	04T84	3120	29,272	0.0900	280.80	2,634.48
Alinity c Ammonia Reagent	08P22	200	403	0.6400	128.00	257.92
Alinity c Amphetamine/ Methamphetamine Reagent	09P45	400	2,447	1.1200	448.00	2,740.64
Alinity c Amylase Reagent	07P58	500	399	0.6400	320.00	255.36
Alinity c AST (Aspartate Aminotransferase) Reagent	04T86	3120	28,952	0.0900	280.80	2,605.68
Alinity c Barbiturates Reagent	09P51	400	2,447	1.1200	448.00	2,740.64
Alinity c Benzodiazepines Reagent	09P52	500	2,447	1.1200	560.00	2,740.64
Alinity c Buprenorphine Reagent	04Z42	200	1,000	1.3500	270.00	1,350.00
Alinity c Calcium Reagent	07P57	15000	31,867	0.0800	1,200.00	2,549.36
Alinity c Cannabinoids Reagent	09P54	400	2,447	1.1200	448.00	2,740.64
Alinity c Carbamazepine Reagent	08P58	400	22	1.4900	596.00	32.78
Alinity c Carbon Dioxide (CO2) Reagent	07P72	3000	31,857	0.0700	210.00	2,229.99
Alinity c Cholesterol Reagent	07P76	4000	12,197	0.0900	360.00	1,097.73
Alinity c CK (Creatine Kinase) Reagent	08P42	1200	1,073	0.0900	108.00	96.57

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Alinity c Cocaine Reagent	09P55	500	2,447	1.1200	560.00	2,740.64
Alinity c Creatinine (Jaffe) Reagent	07P99	3000	32,222	0.0700	210.00	2,255.54
Alinity c CRP (Vario) Reagent	07P56	3500	2,858	1.6300	5,705.00	4,658.54
Alinity c Digoxin Reagent	08P37	800	70	1.4900	1,192.00	104.30
Alinity c Direct Bilirubin Reagent	07P97	1440	984	0.0900	129.60	88.56
Alinity c Direct LDL Reagent	07P71	580	12,040	2.1000	1,218.00	25,284.00
Alinity c Electrolytes Reagent	09D28	20000	31,997	0.1200	2,400.00	3,839.64
Alinity c Ethanol Reagent	08P41	400	1,862	1.1200	448.00	2,085.44
Alinity c Fentanyl Reagent	04Z44	200	1,000	2.4800	496.00	2,480.00
Alinity c GGT (Gamma-Glutamyl Transferase) Reagent	04T96	600	198	0.0900	54.00	17.82
Alinity c Glucose Reagent	07P55	11000	33,564	0.0700	770.00	2,349.48
Alinity c HDL (Ultra) Reagent	07P75	3500	12,032	0.6400	2,240.00	7,700.48
Alinity c Hemoglobin A1c (Monitoring & Diagnostics) Reagent	08P43	1300	9,560	2.1000	2,730.00	20,076.00
Alinity c Immunoglobulin A (IgA) Reagent	09P61	360	286	1.3200	475.20	377.52
Alinity c Iron Reagent	08P39	2300	1,843	0.0800	184.00	147.44
Alinity c Lactate Dehydrogenase (LD) Reagent	07P74	1200	969	0.0900	108.00	87.21
Alinity c Lactic Acid Reagent	08P21	1000	2,345	0.0800	80.00	187.60
Alinity c Lipase NG Open Channel Reagent	04Y85	240	4,880	0.6400	153.60	3,123.20
Alinity c Methadone Reagent	09P64	400	2,447	1.1200	448.00	2,740.64
Alinity c Microalbumin (Urine) Reagent	08P04	640	1,000	1.3200	844.80	1,320.00
Alinity c Opiates Reagent	09P65	400	2,447	1.1200	448.00	2,740.64
Alinity c Oxycodone Reagent	04Z45	200	2,447	1.3500	270.00	3,303.45
Alinity c Phencyclidine (PCP) Reagent	09P66	400	2,447	1.1200	448.00	2,740.64
Alinity c Phenobarbital Reagent	09P85	200	8	1.4900	298.00	11.92
Alinity c Phenytoin Reagent	08P54	400	36	1.4900	596.00	53.64
Alinity c Phosphorus Reagent	04U03	1120	1,262	0.0900	100.80	113.58
Alinity c Protein (Urine/CSF) Reagent	07P59	400	21	0.6400	256.00	13.44
Alinity c Rheumatoid Factor (RF) Reagent	04R99	400	1,500	1.3200	528.00	1,980.00
Alinity c Salicylate Reagent	08P59	200	708	1.4900	298.00	1,054.92
Alinity c Total Bilirubin Reagent	04V51	3600	29,231	0.0900	324.00	2,630.79
Alinity c Total Protein Reagent	04T81	3120	28,684	0.0900	280.80	2,581.56
Alinity c Transferrin Reagent	08P38	800	227	1.3200	1,056.00	299.64
Alinity c Triglycerides Reagent	07P77	4000	12,262	0.0900	360.00	1,103.58
Alinity c UIBC Reagent	08P44	300	1,771	0.6400	192.00	1,133.44
Alinity c Urea Nitrogen Reagent	08P16	13000	32,165	0.0700	910.00	2,251.55
Alinity c Uric Acid Reagent	04U09	640	676	0.0900	57.60	60.84
Alinity c Valproic Acid Reagent	09P92	200	126	1.4900	298.00	187.74
Alinity c Vancomycin Reagent	08P52	400	185	1.4900	596.00	275.65
Alinity i Anti-CCP Reagent	09P27	200	226	7.4700	1,494.00	1,688.22
Alinity i Anti-HAV IgM Reagent	08P28	200	434	5.9300	1,186.00	2,573.62
Alinity i Anti-HBc IgM Reagent	07P86	200	430	5.9300	1,186.00	2,549.90
Alinity i Anti-HCV Reagent	08P05	200	1,020	5.9300	1,186.00	6,048.60
Alinity i Anti-Tg Reagent	09P34	200	246	3.1900	638.00	784.74
Alinity i Anti-TPO Reagent	09P35	200	358	3.1900	638.00	1,142.02
Alinity i B12 Reagent	07P67	200	1,942	1.6000	320.00	3,107.20
Alinity i CA 15-3 Reagent	08P51	200	185	4.9900	998.00	923.15
Alinity i CEA Reagent	07P62	200	151	3.1600	632.00	477.16
Alinity i DHEA-S Reagent	09P37	200	176	2.4300	486.00	427.68
Alinity i Estradiol Reagent	07P50	200	230	2.4300	486.00	558.90
Alinity i Ferritin Reagent	07P65	200	2,321	1.6000	320.00	3,713.60
Alinity i Folate Reagent	08P14	200	799	1.6000	320.00	1,278.40
Alinity i Free T3 Reagent	07P69	200	279	1.5800	316.00	440.82
Alinity i Free T4 Reagent	07P70	1200	8,235	1.1900	1,428.00	9,799.65
Alinity i FSH Reagent	07P49	200	347	1.4500	290.00	503.15
Alinity i HBsAg (Qualitative) Reagent	08P10	200	464	2.3500	470.00	1,090.40
Alinity i hCG (Total Beta-hCG) Reagent	07P51	200	893	1.4100	282.00	1,259.13
Alinity i HIV Ag/Ab Combo Reagent	08P07	200	1,041	6.6600	1,332.00	6,933.06
Alinity i Homocysteine Reagent	09P28	200	261	11.8900	2,378.00	3,103.29
Alinity i Intact PTH Reagent	08P31	200	568	4.1900	838.00	2,379.92
Alinity i LH Reagent	07P91	200	272	1.4500	290.00	394.40
Alinity i PCT (BRAHMS) Reagent	01R18	200	2,122	17.4900	3,498.00	37,113.78
Alinity i Progesterone Reagent	08P36	200	176	1.7900	358.00	315.04
Alinity i PSA, Free Reagent	07P93	200	140	5.3800	1,076.00	753.20
Alinity i PSA, Total Reagent	07P92	200	4,192	3.5000	700.00	14,672.00
Alinity i SHBG Reagent	09P38	200	212	2.4300	486.00	515.16
Alinity i STAT CK-MB Reagent	04V38	200	73	1.9500	390.00	142.35
Alinity i Syphilis TP Reagent	07P60	200	750	4.7300	946.00	3,547.50
Alinity i Tacrolimus Reagent	09P42	200	122	13.4300	2,686.00	1,638.46
Alinity i Testosterone 2nd Generation Reagent	07P68	200	544	2.5100	502.00	1,365.44
Alinity i Total T3 Reagent	07P94	200	827	0.8700	174.00	719.49
Alinity i Total T4 Reagent	07P95	200	716	0.7900	158.00	565.64
Alinity i Troponin-I (High Sensitive) Reagent	04Z21	200	5,075	4.5400	908.00	23,040.50
Alinity i TSH Reagent	07P48	1200	12,508	1.1400	1,368.00	14,259.12
Alinity i T-Uptake Reagent	08P12	200	50	0.8700	174.00	43.50

Alinity i Vitamin D Reagent	08P45	200	5,300	6,4700	1,294.00	34,291.00
Purchase Commitment			529,099			317,632.62

Consumable Utilization Estimate

Description	List Number	Acquisition Type	Type	Estimated Annual Kits	Price Per Kit	Annual Estimate
Alinity c Benzodiazepines Qualitative Calibrator Kit	09P52-01	Purchase	Calibrators	6	240.82	1,444.92
Alinity c Benzodiazepines Quantitative Calibrator Kit	09P52-02	Purchase	Calibrators	4	240.82	963.28
Alinity c Bilirubin Calibrator Kit	08P61-01	Purchase	Calibrators	6	161.31	967.86
Alinity c Buprenorphine Calibrator	04Z42-01	Purchase	Calibrators	6	64.09	384.54
Alinity c Buprenorphine Calibrator (0, 5,10,20, 40 ng/mL)	04Z42-02	Purchase	Calibrators	6	299.07	1,794.42
Alinity c Cannabinoids Qual Calibrator Kit	09P54-01	Purchase	Calibrators	2	133.65	267.30
Alinity c Cannabinoids Semiquant 100 Calibrator Kit	09P54-02	Purchase	Calibrators	2	133.65	267.30
Alinity c Cannabinoids Semiquant 200 Calibrator Kit	09P54-03	Purchase	Calibrators	2	133.65	267.30
Alinity c Carbon Dioxide Calibrator Kit	08P72-01	Purchase	Calibrators	4	183.21	732.84
Alinity c CRP Vario Cardiac High Sensitivity Calibrator Kit (US)	07P56-05	Purchase	Calibrators	4	275.32	1,101.28
Alinity c CRP Vario High Sensitivity Calibrator Kit (US)	07P56-04	Purchase	Calibrators	4	275.32	1,101.28
Alinity c CRP Vario Wide Range Calibrator Kit	07P56-01	Purchase	Calibrators	4	460.16	1,840.64
Alinity c CRP Vario Wide Range Calibrator Kit (US)	07P56-03	Purchase	Calibrators	4	212.30	849.20
Alinity c CRP Vario Wide Range Calibrator Kit HS	07P56-02	Purchase	Calibrators	4	460.16	1,840.64
Alinity c DOA MC Negative Cal Kit	08P63-06	Purchase	Calibrators	11	248.68	2,735.48
Alinity c DOA MC Qual Cal 2 Kit	08P63-02	Purchase	Calibrators	10	248.68	2,486.80
Alinity c DOA MC Qual Low Cal 1 Kit	08P63-01	Purchase	Calibrators	8	248.68	1,989.44
Alinity c DOA MC Semiquant Cal 3 Kit	08P63-03	Purchase	Calibrators	10	248.68	2,486.80
Alinity c Ethanol Calibrator Kit	08P41-01	Purchase	Calibrators	3	193.57	580.71
Alinity c Fentanyl Calibrator (1 ng/mL)	04Z44-01	Purchase	Calibrators	6	33.01	198.06
Alinity c Fentanyl Calibrator (Negative Urine)	04Z44-04	Purchase	Calibrators	6	33.01	198.06
Alinity c Hemoglobin A1c Calibrator Kit	08P43-01	Purchase	Calibrators	9	223.53	2,011.77
Alinity c ICT Serum Calibrator Kit	08P69-01	Purchase	Calibrators	10	217.77	2,177.70
Alinity c ICT Urine Calibrator Kit	08P70-01	Purchase	Calibrators	10	217.77	2,177.70
Alinity c Iron Calibrator	04U75-01	Purchase	Calibrators	4	207.40	829.60
Alinity c Lipase NG Open Channel Calibrator Kit	04Y85-01	Purchase	Calibrators	3	161.31	483.93
Alinity c Lipid Multiconstituent Calibrator Kit	09P14-03	Purchase	Calibrators	3	184.36	553.08
Alinity c Microalbumin Calibrator Kit	08P04-04	Purchase	Calibrators	2	183.21	366.42
Alinity c Multiconstituent Calibrator Kit	08P60-01	Purchase	Calibrators	12	161.31	1,935.72
Alinity c Negative Urine Calibrator	04Z47-01	Purchase	Calibrators	6	33.01	198.06
Alinity c Opiates Qual Calibrator Kit	09P65-01	Purchase	Calibrators	6	167.08	1,002.48
Alinity c Opiates Semiquant Calibrator Kit	09P65-02	Purchase	Calibrators	6	156.93	941.58
Alinity c Oxycodone Calibrator (0, 100, 300, 500, 1000 ng/mL)	04Z45-03	Purchase	Calibrators	6	931.41	5,588.46
Alinity c Oxycodone Calibrator (100 ng/mL)	04Z45-01	Purchase	Calibrators	6	232.85	1,397.10
Alinity c Oxycodone Calibrator (300 ng/mL)	04Z45-02	Purchase	Calibrators	6	232.85	1,397.10
Alinity c Salicylate Calibrator Kit	08P59-01	Purchase	Calibrators	1	193.57	193.57
Alinity c Specific Proteins Multiconstituent Calibrator	08P62-01	Purchase	Calibrators	3	167.08	501.24
Alinity c UIBC Calibrator Kit	08P44-01	Purchase	Calibrators	2	184.36	368.72
Alinity c Urine/CSF Protein Calibrator Kit	08P71-01	Purchase	Calibrators	1	183.21	183.21
Alinity i 25-OH Vitamin D Calibrator Kit	08P45-01	Purchase	Calibrators	2	179.74	359.48
Alinity i Anti-CCP Calibrator Kit	09P27-01	Purchase	Calibrators	1	160.17	160.17
Alinity i Anti-HBc IgM Calibrator Kit (US)	07P86-02	Purchase	Calibrators	4	223.53	894.12
Alinity i Anti-HCV Calibrator Kit (US)	08P05-01	Purchase	Calibrators	1	183.21	183.21
Alinity i Anti-TG Calibrator Kit	09P34-01	Purchase	Calibrators	6	167.08	1,002.48
Alinity i Anti-TPO Calibrator Kit	09P35-01	Purchase	Calibrators	6	167.08	1,002.48
Alinity i B12 Calibrator Kit (US)	07P67-02	Purchase	Calibrators	1	175.14	175.14
Alinity i CA 15-3 Calibrator Kit	08P51-01	Purchase	Calibrators	1	183.21	183.21
Alinity i CEA Calibrator Kit	07P62-01	Purchase	Calibrators	1	175.14	175.14
Alinity i DHEA-S Calibrator Kit	09P37-01	Purchase	Calibrators	1	202.79	202.79
Alinity i Estradiol Calibrator Kit	07P50-01	Purchase	Calibrators	2	175.14	350.28
Alinity i Ferritin Calibrator Kit	07P65-01	Purchase	Calibrators	1	175.14	175.14
Alinity i Folate Calibrator Kit (US)	08P14-02	Purchase	Calibrators	1	179.74	179.74
Alinity i Free PSA Calibrator Kit	07P93-01	Purchase	Calibrators	1	183.04	183.04
Alinity i Free T3 Calibrator Kit	07P69-01	Purchase	Calibrators	1	267.32	267.32
Alinity i Free T4 Calibrator Kit	07P70-01	Purchase	Calibrators	1	175.14	175.14
Alinity i FSH Calibrator Kit	07P49-01	Purchase	Calibrators	1	175.14	175.14
Alinity i HAVAb IgM Calibrator Kit (US)	08P28-01	Purchase	Calibrators	2	223.53	447.06
Alinity i HBsAg Qualitative Calibrator Kit (US)	08P10-02	Purchase	Calibrators	2	260.40	520.80
Alinity i HIV Ag/Ab Combo Calibrator Kit (US)	08P07-02	Purchase	Calibrators	2	205.10	410.20
Alinity i Homocysteine Calibrator Kit	09P28-01	Purchase	Calibrators	1	167.08	167.08
Alinity i LH Calibrator Kit	07P91-01	Purchase	Calibrators	3	183.21	549.63
Alinity i PCT (BRAHMS) Calibrator Kit	01R18-01	Purchase	Calibrators	2	167.08	334.16
Alinity i Progesterone Calibrator Kit	08P36-01	Purchase	Calibrators	2	175.14	350.28
Alinity i SHBG Calibrator Kit	09P38-01	Purchase	Calibrators	1	223.53	223.53
Alinity i STAT CK-MB Calibrator Kit	04V38-01	Purchase	Calibrators	4	564.44	2,257.76
Alinity i STAT High Sensitive Troponin-I Calibrator (US)	04Z21-01	Purchase	Calibrators	3	289.05	867.15
Alinity i STAT Intact PTH Calibrator Kit	08P31-02	Purchase	Calibrators	2	223.53	447.06
Alinity i STAT Total β-hCG Calibrator Kit	07P51-01	Purchase	Calibrators	1	175.14	175.14
Alinity i Syphilis Calibrator Kit	07P60-01	Purchase	Calibrators	1	205.10	205.10

Alinity i Tacrolimus Calibrator Kit	09P42-01	Purchase	Calibrators	1	167.08	167.08
Alinity i Testosterone Calibrator Kit	07P68-01	Purchase	Calibrators	4	192.43	769.72
Alinity i Total PSA Calibrator Kit	07P92-01	Purchase	Calibrators	1	183.04	183.04
Alinity i Total T3 Calibrator Kit	07P94-01	Purchase	Calibrators	1	175.14	175.14
Alinity i Total T4 Calibrator Kit	07P95-01	Purchase	Calibrators	2	175.14	350.28
Alinity i TSH Calibrator Kit	07P48-01	Purchase	Calibrators	3	175.14	525.42
Alinity i T-Uptake Calibrator Kit	08P12-01	Purchase	Calibrators	1	183.21	183.21
Alinity c Ammonia Control Kit	08P22-10	Purchase	Controls	12	227.00	2,724.00
Alinity c Cannabinoids Control 1 Kit	09P54-10	Purchase	Controls	44	133.65	5,880.60
Alinity c Cannabinoids Control 2 Kit	09P54-11	Purchase	Controls	44	161.64	7,112.16
Alinity c CRP Vario HS Control Kit HS (US)	07P56-12	Purchase	Controls	4	428.72	1,714.88
Alinity c DOA MC I Control Kit	08P63-18	Purchase	Controls	3	248.68	746.04
Alinity c DOA MC II Control Kit	08P63-11	Purchase	Multi-Controls	2	248.68	497.36
Alinity c DOA MC III Control Kit	08P63-12	Purchase	Multi-Controls	3	248.68	746.04
Alinity c Hemoglobin A1c Control Kit	08P43-10	Purchase	Controls	37	174.00	6,438.00
Alinity c Multichem P	08P90-10	Purchase	Multi-Controls	3	518.51	1,555.53
Alinity c Multichem S Plus (Assayed) Lv 1	08P88-10	Purchase	Multi-Controls	3	213.17	639.51
Alinity c Multichem S Plus (Assayed) Lv 2	08P88-11	Purchase	Multi-Controls	3	213.17	639.51
Alinity c Multichem S Plus (Assayed) Lv 3	08P88-12	Purchase	Multi-Controls	3	213.17	639.51
Alinity c Multichem S Plus (Unassayed) Lv 1	08P87-10	Purchase	Multi-Controls	3	363.00	1,089.00
Alinity c Multichem S Plus (Unassayed) Lv 2	08P87-11	Purchase	Multi-Controls	3	363.00	1,089.00
Alinity c Multichem S Plus (Unassayed) Lv 3	08P87-12	Purchase	Multi-Controls	3	363.00	1,089.00
Alinity i Anti-CCP Control Kit	09P27-10	Purchase	Controls	2	160.17	320.34
Alinity i Anti-HBc IgM Control Kit (US)	07P86-12	Purchase	Controls	4	202.79	811.16
Alinity i Anti-HCV Control Kit (US)	08P05-10	Purchase	Controls	3	167.08	501.24
Alinity i Anti-TG Control Kit	09P34-10	Purchase	Controls	12	133.65	1,603.80
Alinity i Anti-TPO Control Kit	09P35-10	Purchase	Controls	12	133.65	1,603.80
Alinity i B12 Control Kit (US)	07P67-12	Purchase	Controls	3	159.01	477.03
Alinity i DHEA-S Control Kit	09P37-10	Purchase	Controls	3	202.79	608.37
Alinity i Folate Control Kit (US)	08P14-12	Purchase	Controls	3	167.08	501.24
Alinity i HAVAb IgM Control Kit (US)	08P28-10	Purchase	Controls	2	202.79	405.58
Alinity i HBsAg Qualitative Control Kit (US)	08P10-12	Purchase	Controls	4	159.01	636.04
Alinity i HIV Ag/Ab Combo Control Kit (US)	08P07-12	Purchase	Controls	5	186.66	933.30
Alinity i Homocysteine Control Kit	09P28-10	Purchase	Controls	3	133.65	400.95
Alinity i Multichem IA Plus	08P86-10	Purchase	Multi-Controls	17	380.24	6,464.08
Alinity i Multichem WBT Plus	04S16-10	Purchase	Multi-Controls	9	331.84	2,986.56
Alinity i PCT (BRAHMS) Control Kit	01R18-10	Purchase	Controls	7	167.08	1,169.56
Alinity i SHBG Control Kit	09P38-10	Purchase	Controls	12	202.79	2,433.48
Alinity i STAT CK-MB Control Kit	04V38-10	Purchase	Controls	6	770.14	4,620.84
Alinity i STAT High Sensitive Troponin-I Control (US)	04Z21-10	Purchase	Controls	15	227.24	3,408.60
Alinity c Acid Probe Wash	01R60-70	Purchase	Consumables	8	62.22	497.76
Alinity c Acid Wash Solution	08P77-40	Purchase	Consumables	21	89.88	1,887.48
Alinity c Alkaline Wash Solution	08P78-40	Purchase	Consumables	20	89.88	1,797.60
Alinity c Customer Maintenance Kit	04S46-02	Purchase	Consumables	2	2,613.75	5,227.50
Alinity C Cuvette Dry Tip	04S52-01	Purchase	Consumables	2	210.87	421.74
Alinity C Cuvette Segment	04S47-01	Purchase	Consumables	1	1,424.15	1,424.15
Alinity C Cuvette Segment Alignment Tool	04S70-02	Purchase	Consumables	2	1,455.63	2,911.26
Alinity c Detergent A	08P96-70	Purchase	Consumables	25	154.40	3,860.00
Alinity c Detergent B	08P97-81	Purchase	Consumables	28	307.65	8,614.20
Alinity c ICT Reference Solution	08P76-40	Purchase	Consumables	5	85.26	426.30
Alinity c ICT Sample Diluent	07P53-20	Purchase	Consumables	4	425.17	1,700.68
Alinity c Maintenance Solutions (US)	08P98-71	Purchase	Consumables	7	168.23	1,177.61
Alinity C Reagent Probe	04S49-01	Purchase	Consumables	8	736.28	5,890.24
Alinity C Reagent Probe Screw	04S54-01	Purchase	Consumables	2	251.19	502.38
Alinity C Reagent Probe Tubing	04S50-01	Purchase	Consumables	6	150.95	905.70
ALINITY C Rgt Cartridge Black	04S17-50	Purchase	Consumables	2	150.37	300.74
ALINITY C Rgt Cartridge Clear	04S17-40	Purchase	Consumables	2	150.95	301.90
Alinity C Sample Probe	04S51-01	Purchase	Consumables	2	875.69	1,751.38
Alinity C Sample Probe Screw	04S53-01	Purchase	Consumables	2	150.95	301.90
Alinity ci Sample Cups	01R38-01	Purchase	Consumables	15	101.39	1,520.85
Alinity i Common Diluent	09P15-40	Purchase	Consumables	1	40.33	40.33
Alinity i Concentrated Wash Buffer	06P13-68	Purchase	Consumables	72	93.33	6,719.76
Alinity i Customer Maintenance Kit	04S37-01	Purchase	Consumables	2	1,505.97	3,011.94
Alinity i Folate Lysis Reagent	08P15-42	Purchase	Consumables	13	109.15	1,418.95
Alinity i Folate Manual Diluent	08P14-60	Purchase	Consumables	1	192.43	192.43
Alinity i Folate RBC Lysis Diluent	08P14-40	Purchase	Consumables	1	123.70	123.70
Alinity i Probe Conditioning Solution	01R58-40	Purchase	Consumables	6	107.16	642.96
Alinity i Progesterone Manual Diluent	08P36-40	Purchase	Consumables	1	66.83	66.83
Alinity i Tacrolimus Whole Blood Precipitation Kit	09P42-40	Purchase	Consumables	2	67.81	135.62
Alinity Pre-Trigger Solution	06P12-65	Purchase	Consumables	16	176.30	2,820.80
Alinity Reaction Vessels	06P14-01	Purchase	Consumables	15	161.31	2,419.65
Alinity Reagent Replacement Caps	04R47-01	Purchase	Consumables	2	62.22	124.44
Alinity Trigger Solution	06P11-60	Purchase	Consumables	18	73.75	1,327.50
Transplant Pretreatment Tubes	01P06-03	Purchase	Consumables	2	24.81	49.62

Third Party Products

Description	Supplier	Qty	Acquisition Type	One-time Total Price	Recurring Total Price	Total Annual Recurring
PATHFAST ANALYZER	PolyMedco	1	Purchase	0.00	0.00	
PATHFAST NTproBNP, 60 tests/box	PolyMedco	12	Purchase		11,400.00	11,400.00
PATHFAST Tips, 210/box	PolyMedco	6	Purchase		0.00	0.00
PATHFAST Roll Paper, 10 rolls/box	PolyMedco	1	Purchase		0.00	0.00
PATHFAST Waste Box, 10/box	PolyMedco	1	Purchase		0.00	0.00
		21		0.00	11,400.00	11,400.00

TREANORHL

April 29, 2024

Mr. Mark Robinson, CFO
Hazel Hawkins Memorial Hospital
911 Sunset Dr.
Hollister, CA 95023

Re: HHMH Chemistry Analyzer Replacement – Design Services Fee Proposal
HC0948.2404.00

Dear Mark:

TreanorHL is pleased to submit this proposal to provide Architectural and Engineering services for the replacement of two chemistry analyzers at the Clinical Lab.

1. Project Parameters

The general intent of this project is to provide full design services in a phased construction manner to replace the existing chemistry analyzers on the first level of the original hospital at Hazel Hawkins Memorial Hospital.

The current Siemens chemistry analyzers have reached the end of their operational life and must be replaced urgently. However, due to space constraints in the clinical lab, the new analyzers cannot be accommodated immediately. In the interim, the existing analyzers must remain operational while the new ones undergo validation and training, a process expected to span up to six months.

This proposal includes the work required up to the installation of the analyzers at the permanent locations. The general scope of work (Phase 1, 2A and 2B) is delineated in the attached narrative as well as in consultants' proposals.

Due to the urgency, Phase 1 (equipment validation) will be submitted as the first project with a request for emergency authorization. Phase 2A and Phase 2B will be submitted as a subsequent project, or an ACD if OSHPD allows.

2. Project Team

Discipline	Name
Architecture	TreanorHL
Structural	Buehler
Mechanical	ColeBreit Engineering
Electrical	Aurum Consulting Engineers

TreanorHL Key Personnel

Managing Principal	Tansy Bowermaster
Principal-in-Charge	Chuang-Ming Liu
Project Manager	Hamzah Basurrah



3. Work Plan

A. Project Management

- Conduct weekly project planning and coordination meetings with design team.
- Conduct regular project monitor and control tasks.
- Conduct regular Quality Control measures.

B. Pre Design

- Field survey of project site to verify existing conditions shown in drawings provided to us. Document existing conditions not included in the CAD drawing provided to us.
- Evaluate project related information provided to us.
- Conduct preliminary code analysis.
- Attend a Project Kick-off meeting with Stakeholder to ensure a common understanding of the project. (1 meeting)
- Request and attend pre-application meeting with OSHPD to review proposed work and seeking official interpretation on code related issues.

C. Schematic Design/Test-fit:

- Request preliminary information and coordinate with equipment vendors.
- Conduct User meetings to elicit User input and review design requirements. (2 virtual meetings)
- Prepare SD design and documents for Stakeholder review, comment, and approval: 100% SD. (1 submittal)
- Conduct 100% SD review meeting and collaborate design with Stakeholders. (1 virtual meeting)
- Revise selected SD design based on Stakeholder feedback for Stakeholder approval to proceed.

D. Phase 1 Emergency Work Authorization:

- Provide Construction Documents to contractor for Phase 1.
- Engage OSHPD for the application of Emergency Work Authorization.
- Prepare submittal packages seeking agency approval.
- Respond to plan review comments. (2 backchecks)
- Prepare required post-approval paperwork (Building Permit, TIO field review, Notice of Start of Construction).

E. Construction Documents (Phase 2A and Phase 2B):

- Prepare construction drawings based on approved design development documents.
- Prepare and submit CD for Stakeholder review: 100% CD. (1 submittal)
- Conduct 100% CD review meeting with Stakeholders. (1 virtual meeting)
- Revise construction documents based on Stakeholder review comments.
- Prepare plan review submittal drawings and documents.

F. Agency Review (Phase 2A and 2B):

- Prepare submittal packages seeking agency approval.
- Respond to plan review comments. (2 backchecks)
- Prepare required post-approval paperwork (Building Permit, TIO field review, Notice of Start of Construction).



G. Contract Administration:

The approximate construction start date is to be determined and the construction time is anticipated to be approximately 8 months. Total number of CA hours, meetings, site visits and milestone sign-off coordination are included and listed below as allowances during the construction. When the total number of CA hours, meetings, site visits or milestone sign-off coordination are reached, TreanorHL will notify the Owner. Additional services may be submitted for review and approval if the listed services below extend beyond general project expectation. CA services are listed under each phase below.

- Provide CA services: review submittals, respond contractor RFI, and other services as denoted in AIA Document B201, 2017 edition, unless excluded herein.
- Coordinate and conduct HCAI on site construction kick-off meeting. (1 meeting)
- Attend Owner-Architect-Contractor on site construction kick-off meeting. (1 meeting)
- Visit construction as required during the construction period. (8 visits)
- Attend Owner-Architect-Contractor virtual meetings once per week during the construction period. (32 virtual meetings)
- Prepare ASI and ACD for HCAI review as required. Changes due to unforeseen conditions or initiated by the Owner shall be considered additional services.
- Conduct milestone walk-through and review; prepare compliance verify reports as required for HCAI sign-off at milestones. (2 milestone)
- Conduct punch-list walk-through and prepare punch-list. (3 punch-list walk-through)
- Visit to job site to verify the completion of the punch-list items. (1 visit)

H. Project Close-out Phase

- Prepare project close-out documents as required by AHJ.
- Coordinate efforts with stakeholders and the contractor for HCAI sign-off of project.
- Conduct a project close-out walk-through with HCAI ACO.

4. Compensation

A. Fee Schedule:

This project will be billed for a fee of \$288,670 (Two Hundred Eighty-Eight Thousand Six Hundred and Seventy Dollars) broken down as follows. Please note that Mechanical (ColeBreit) will be billed on a Time and Material basis due to the unknown existing conditions and the rest of the team will be billed as Lump Sum.

Architectural Fees:

	HOURS	RATE		TOTAL
A. Pre-Design (2 Weeks)				
Principal II	6	\$ 345	=	\$ 2,070
Principal I	37	\$ 285	=	\$ 10,545
Designer III	37	\$ 150	=	\$ 5,550
		Subtotal	=	\$ 18,165
B. Test-fit (4 Weeks)				
Principal II	8	\$ 345	=	\$ 2,760
Principal I	26	\$ 285	=	\$ 7,410
Designer III	16	\$ 150	=	\$ 2,400
		Subtotal	=	\$ 12,570

C. Emergency Work Authorization (8 Weeks)

Principal II	6	\$ 345	=	\$	2,070
Principal I	52	\$ 285	=	\$	14,820
Designer III	102	\$ 150	=	\$	15,300
		Subtotal	=	\$	32,190

D. Construction Document (8 Weeks)

Principal II	11	\$ 345	=	\$	3,795
Principal I	30	\$ 285	=	\$	8,550
Designer III	92	\$ 150	=	\$	13,800
		Subtotal	=	\$	26,145

E. Permitting (8 Weeks)

Principal II	4	\$ 345	=	\$	1,380
Principal I	12	\$ 285	=	\$	3,420
Designer III	46	\$ 150	=	\$	6,900
		Subtotal	=	\$	11,700

F. Contract Administration (32 Weeks)

Principal I	124	\$ 285	=	\$	35,340
Designer III	112	\$ 150	=	\$	16,800
		Subtotal	=	\$	52,140

G. Project Close-out (2 Weeks)

Principal I	6	\$ 285	=	\$	1,710
Designer III	6	\$ 150	=	\$	900
		Subtotal	=	\$	2,610

Subtotal TreanorHL	\$	155,520
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Consultants Fees:

Structural	Buehler	\$	29,500
Mechanical	ColeBreit Engineering	\$	91,400
Electrical	Aurum consulting Engineers	\$	12,250
Subtotal Consultant		\$	133,150

Total Fees	\$	288,670
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B. Exclusions

The following scope and services are currently excluded from this proposal, but could subsequently be added as Add Services:

- Signage/Way Finding
- Book format project manual and specifications
- Building accessibility upgrade work beyond the scope of work
- Structural, mechanical, electrical, plumbing and related infrastructure upgrades
- Furniture selection and specifications
- Equipment planning
- Cost estimating services
- Value engineering
- 3rd Party Plan Review



- Physical, CADD (3-D) and BIM models
- Specialized lighting design
- Specialized A/V design
- Detailed analysis of existing Structural, Mechanical, Electrical Plumbing systems not associated with the project as defined
- Documentation of existing building systems or characteristics requiring destructive removal have not been included in this proposal
- Detailed analysis or testing of potential hazardous materials
- Development of as-built or record drawings after construction

C. Reimbursable not to exceed \$5,000.

These expenses are not included in the total fee above. The reimbursable expenses for TreanorHL and our consultants will cover the costs associated with shipping, printing/plotting (including construction related printing) and other miscellaneous costs incurred by TreanorHL. Expenses will be invoiced at a multiple of 1.1 times the actual cost of expenses incurred and will not exceed the total estimated amount without prior authorization.

We greatly appreciate the opportunity to provide these services to Hazel Hawkins Memoria Hospital. If you have any questions, comments, or concerns about this fee estimate, please do not hesitate to contact me. If this proposal is deemed acceptable, please sign and return one copy to our office.

Sincerely,



Chuang-Ming Liu, AIA, EDAC, LEED AP
Principal

Accepted By:
Hazel Hawkins Memorial Hospital

Mark Robinson
CFO

Date

351 California Street, Suite 800
San Francisco, CA 94104

cliu@treanorhl.com
d 628.600.9641
c 415.465.2776

Enclosures

- Project scope narratives
- Consultants' proposals

