

## **Teton Valley Health Care Monthly Financial Report for February 2011**

### **Summary**

For the month of February 2011 Teton Valley Health Care (TVHC) operations produced net patient revenue of \$802,944 compared to budget of \$869,167 and \$905,691 for February 2010. The decrease in net patient revenue year over year was primarily related to a lower volume of surgical inpatients. Net operating income for the month was a loss of (\$71,247) compared to a budgeted loss of (\$37,876) and a loss of (\$182,616) for the same period 2010. Including non-operating revenue and expense TVHC had a net gain for the month of \$11,436 compared to budget of \$48,934 and a prior year loss of (\$68,111).

Total operating expenses for the month were \$910,525 compared to budget of \$949,005 and prior year of \$1,134,282. Salaries were \$43,570 lower than budget and decreased by \$211,705 compared to February 2010.

The provision for bad debt was \$106,765 for the month of February 2011 compared to \$133,376 for the month of January 2011 and \$189,363 in February 2010.

Year-to-date (YTD) net patient revenues are \$4,866,113 compared to budget of \$4,732,327 and \$4,893,947 YTD 2010. Net operating income YTD is \$39,195 compared to a budgeted loss of (\$13,408) and prior year loss of (\$84,020). Including non-operating revenue and expense TVHC has a YTD gain of \$472,709 compared to budget of \$427,842 and a prior year gain of \$456,376. Overall year-to-date results are strong compared to budget and prior year. However, there are concerns that if inpatient volumes continue to lag as they have the previous two months we could see a negative impact in our financial results.

Total cash balance as of February 28, 2011 was \$1,316,542 compared to \$1,254,388 as of January 31, 2011. This represents a total cash position increase of \$62,154 for the month; of which \$25,934 was related to restricted levy funds collected. The unrestricted cash balance was \$838,386 and restricted cash related to levy funds collected was \$478,156 as of February 28, 2011.

### **Operations Review**

**Clinics** – Combined gross revenue was \$226,451 for the month of February 2011 compared to \$243,718 for the same period last year; a 7.1% decrease year over year. Compared to the same period last year, Victor had 23 more visits in February 2011, an increase of 9.4%, and Driggs had 186 fewer visits, a decrease of 16.5%.

**Hospital** – Gross in-patient revenue was \$137,739 during February 2011 compared to \$280,870 for the same period last year; a 51% decrease year over year. Inpatient volumes were 1 IP Surgery, 7 Medical IP, and 5 Swing Bed admits for February 2011 compared to 4 IP Surgeries, 14 Medical IP, and 2 Swing Bed admits in February 2010.

Gross out-patient revenue was \$687,567 during February 2011 compared to \$712,243 during the same period last year; a 3.5% decrease year over year. We experienced 8 fewer emergency room visits and 15 fewer ambulance runs in February 2011 compared to February 2010.

**Teton Valley Hospital & Surgicenter**  
**STATEMENT OF REVENUES & EXPENSES**  
**FISCAL YEAR 2011 (6months)**

	Feb 2011 Actual	Feb 2010 Actual	Feb Variance	Feb 2011 Budget	Feb Budget Variance	Y-T-D FY 2011 Actual	Y-T-D Last Year	Y-T-D vs Last Yr	Y-T-D FY 2011 Budget	Act/Act Percent Change
<b>Patient Revenue:</b>										
Clinic Revenue	226,451	243,716	(17,267)	265,808	(39,357)	1,542,461	1,423,247	119,214	1,433,467	8.4%
In-Patient Revenue	137,739	280,870	(143,131)	156,892	(118,163)	752,492	1,143,595	(391,103)	846,086	-34.2%
Out-Patient Revenue	687,587	712,243	(24,656)	728,394	(40,811)	4,259,118	3,756,378	502,740	3,928,070	13.4%
Gross Patient Revenue	1,051,757	1,236,831	(185,074)	1,151,084	(89,327)	6,553,071	6,323,218	229,853	6,207,633	3.6%
Deductions from Revenue:										
Contractual Allowances	142,048	141,777	(271)	156,584	14,536	1,106,700	753,167	(353,533)	848,491	46.9%
Charity Care	0	0	0	10,323	10,323	2,678	0	(2,678)	51,615	-14.6%
Bad Debt	108,765	189,363	82,598	118,040	8,275	577,579	676,104	98,525	579,200	18.0%
Total Deductions from Revenue	248,813	331,140	82,327	281,947	33,134	1,686,958	1,429,271	(257,687)	1,475,306	-0.6%
<b>Net Patient Revenue</b>	<b>802,944</b>	<b>905,691</b>	<b>(102,747)</b>	<b>869,137</b>	<b>(68,193)</b>	<b>4,866,113</b>	<b>4,893,947</b>	<b>(27,834)</b>	<b>4,732,327</b>	<b>-1.1%</b>
Other Revenue	2,425	8,633	(6,208)	8,083	(5,656)	12,252	32,649	20,397	43,587	-62.5%
Teton County Ambulance District contract	33,909	30,987	2,922	33,808	0	169,545	154,935	(14,610)	169,545	9.4%
	36,334	45,975	3,069	41,992	(5,656)	181,797	212,567	30,770	213,132	-14.5%
<b>Total Net Revenue</b>	<b>839,278</b>	<b>951,666</b>	<b>(112,388)</b>	<b>911,129</b>	<b>(71,851)</b>	<b>5,047,910</b>	<b>5,108,514</b>	<b>(60,604)</b>	<b>4,945,459</b>	<b>-1.1%</b>
<b>Operating Expenses</b>										
Salaries	459,211	670,916	211,705	502,781	43,570	2,658,753	2,894,139	235,386	2,711,428	-8.1%
Benefits	104,581	108,216	1,635	91,900	(12,881)	473,841	484,898	(9,143)	475,824	2.0%
Supplies/Minor Equipment	70,846	122,391	51,545	102,940	32,094	522,322	530,181	7,859	514,700	-1.5%
Contracted Services	96,501	67,715	(27,786)	88,734	(6,767)	501,767	484,861	(17,106)	448,670	3.5%
Physician Services	45,050	43,059	(1,992)	42,200	(2,850)	246,469	208,076	(38,393)	211,000	18.5%
Utilities & Telephone	7,880	14,978	7,098	13,700	6,020	55,676	66,271	10,595	68,500	-16.0%
Maintenance & Repairs	18,778	15,332	(3,446)	17,456	(1,320)	76,413	78,103	(310)	87,290	0.4%
Insurance	11,352	10,445	(907)	9,342	(2,010)	56,780	53,086	(3,694)	46,710	6.9%
Depreciation & Amortization	41,451	39,975	(1,476)	42,041	590	202,677	197,897	(4,780)	210,205	2.4%
Other Expense	56,075	43,255	(12,820)	38,909	(18,188)	214,057	215,412	1,375	184,540	-0.6%
<b>Total Expenses</b>	<b>910,525</b>	<b>1,134,282</b>	<b>223,757</b>	<b>949,005</b>	<b>38,480</b>	<b>5,008,715</b>	<b>5,190,534</b>	<b>181,819</b>	<b>4,958,867</b>	<b>-3.5%</b>
<b>Operating Income</b>	<b>(71,247)</b>	<b>(182,616)</b>	<b>111,369</b>	<b>(57,876)</b>	<b>(33,371)</b>	<b>38,195</b>	<b>(84,020)</b>	<b>123,215</b>	<b>(13,408)</b>	<b>146.6%</b>
<b>Non Operating Revenue &amp; Expense</b>										
Interest Income	298	193	105	150	148	644	19,998	(19,354)	808	-98.8%
Interest Expense	(5,698)	(361)	(6,336)	(8,521)	822	(27,577)	(38,804)	9,027	(32,605)	24.7%
Grants	4,750	3,889	761	8,848	(5,086)	8,400	31,228	(22,828)	56,382	-73.1%
Teton County Tax Levy	83,334	110,884	(27,350)	83,333	1	416,666	525,774	(109,108)	416,665	-20.8%
License HH	0	0	0	0	0	30,000	0	30,000	0	0.0%
Gain (loss) disposal of capital assets	0	0	0	0	0	5,381	0	5,381	0	-18.8%
<b>Total Non Operating Income</b>	<b>82,683</b>	<b>114,505</b>	<b>(31,822)</b>	<b>86,810</b>	<b>(4,127)</b>	<b>433,514</b>	<b>540,396</b>	<b>(106,882)</b>	<b>441,250</b>	<b>3.6%</b>
<b>Excess of Revenue over Expenses</b>	<b>11,436</b>	<b>(68,111)</b>	<b>79,547</b>	<b>49,934</b>	<b>(37,498)</b>	<b>472,709</b>	<b>456,378</b>	<b>16,333</b>	<b>427,842</b>	<b>17.4%</b>
Capital Grants	0	0	0	0	0	78,443	0	78,443	0	#DIV/0!
Capital contributions from Foundation	8,000	0	8,000	8,333	(333)	68,259	69,650	(1,391)	41,865	-4.8%
<b>Change in net assets</b>	<b>19,436</b>	<b>(68,111)</b>	<b>87,547</b>	<b>57,267</b>	<b>(37,831)</b>	<b>617,411</b>	<b>529,028</b>	<b>91,385</b>	<b>469,507</b>	<b>17.4%</b>
Excess Revenue over Expense Margin	1.4%	-7.2%	5.4%	5.4%	8.9%	9.4%	8.9%	8.7%	8.7%	
Change in Net Asset Margin	2.3%	-7.2%	6.3%	6.3%	10.3%	12.2%	10.3%	9.5%	9.5%	

**TETON VALLEY HEALTH CARE  
COMPARATIVE BALANCE SHEET  
FY 2011**

<b>ASSETS</b>	<b>Feb 11</b>	<b>Jan 11</b>	<b>Variance</b>	<b>Sept 10</b>
<b>Current assets</b>				
Cash, Cash Equivalents and Bond Fund	838,386	802,167	36,220	717,881
Restricted Cash	478,156	452,222	25,934	0
<b>Receivables</b>				
Patient Receivables, net of est. reserves	2,418,762	2,602,067	(183,305)	2,546,823
Estimated third-party payor settlements	557,793	559,600	(1,807)	483,000
Other/Tax Levy	218,732	227,806	(9,074)	345,814
Capital Tax Levy	454,362	480,296	(25,934)	0
Supplies Inventory	463,659	465,161	(1,502)	450,023
Prepaid Expenses	99,133	114,417	(15,284)	18,492
<b>Total current assets</b>	<b>5,528,983</b>	<b>5,703,735</b>	<b>(174,752)</b>	<b>4,562,033</b>
<b>Noncurrent assets</b>				
Deferred Financing Costs	23,943	24,317	(374)	25,813
Capital assets, net	2,445,566	2,453,308	(7,742)	2,390,616
Goodwill			0	
<b>Total noncurrent assets</b>	<b>2,469,509</b>	<b>2,477,625</b>	<b>(8,116)</b>	<b>2,416,429</b>
<b>Total assets</b>	<b>7,998,492</b>	<b>8,181,360</b>	<b>(182,868)</b>	<b>6,978,462</b>
<b>LIABILITIES AND NET ASSETS</b>				
<b>Current Liabilities</b>				
Accounts Payable & Accrued Expenses	562,516	657,412	(94,896)	596,982
Accrued Salaries & Benefits	757,511	787,084	(29,573)	888,534
Accrued interest payable	38,003	33,167	4,836	13,822
Deferred Tax Levy Revenue	583,333	666,667	(83,334)	0
Current maturities Bond	136,079	136,079	0	136,079
Current maturities of capital lease obligations	10,176	10,176	0	17,292
Deferred Home Health Sale A/R	12,664	12,664	0	48,268
<b>Total current liabilities</b>	<b>2,100,282</b>	<b>2,303,249</b>	<b>(202,967)</b>	<b>1,700,977</b>
<b>Noncurrent liabilities</b>				
Long-term debt-less current maturities.	757,085	756,422	663	871,942
Capital lease obligations-less current maturities.	82,797	82,797	0	82,797
Net pension obligation	164,170	164,170	0	45,999
<b>Total noncurrent liabilities</b>	<b>1,004,052</b>	<b>1,003,389</b>	<b>663</b>	<b>1,000,738</b>
<b>Net assets</b>				
Prior year Net Assets	4,276,747	4,276,747	0	4,276,747
Year-to-date Net Income	617,411	597,975	19,436	0
<b>Total net assets</b>	<b>4,894,158</b>	<b>4,874,722</b>	<b>19,436</b>	<b>4,276,747</b>
<b>Total liabilities and net assets</b>	<b>7,998,492</b>	<b>8,181,360</b>	<b>(182,868)</b>	<b>6,978,462</b>
Current Ratio:	2.6	2.5	0.2	2.7

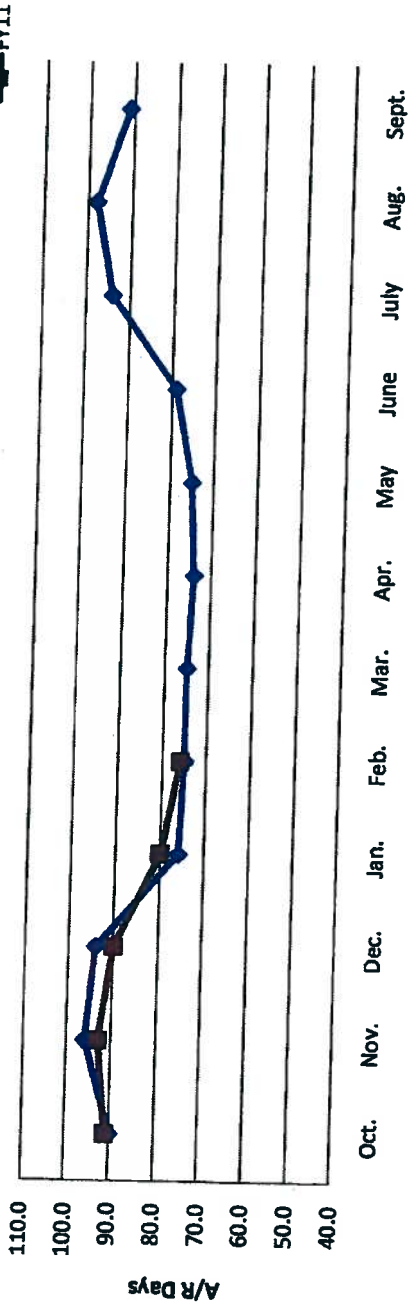
**TVHC**

**Statement of Cash Flows-Feb 2010**

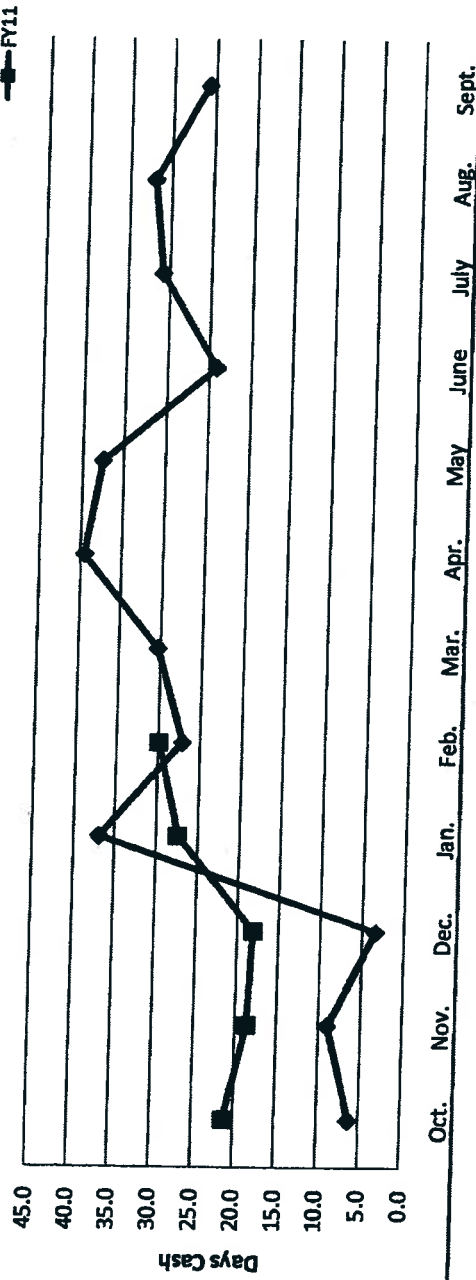
<b>Net Income</b>			19,436
<b>Cash flows from Operating Activities:</b>			
<b>Add (deduct) to reconcile net income to net cash flow:</b>			
Depreciation & Amortization		41,451	
Changes in Accounts Receivable		194,186	
Changes in Capital Levy Receivable		25,934	
Changes in Inventory		1,502	
Changes in Prepaid Expenses		15,284	
Changes in Accounts Payable & Accrued Expenses		(94,896)	
Changes in Accrued Salaries & Benefits		(29,573)	
Changes in Interest Payable		4,836	
Changes in Deferred Tax Levy		(83,334)	
<b>Net cash inflow from Operating Activities</b>		<u>75,390</u>	75,390
<b>Cash flow from Capital &amp; Investing Activities:</b>			
Capital Expenditures		(33,709)	
Deferred financing costs/goodwill		374	
<b>Net cash outflow from Investing Activities</b>		<u>-</u>	(33,335)
<b>Cash flow from Financing Activities</b>			
Principal paid on long-term debt		663	
Principal paid on capital lease obligations		-	
<b>Net cash outflow from Financing Activities</b>		<u>-</u>	663
<b>Net Increase (decrease) in cash during period</b>			<u>62,154</u>
Cash Balance start of period	2/1	1,254,388	
Cash Balance end of period (unrestricted and restricted)	2/28	<u>1,316,542</u>	
<b>Net Increase (decrease) in cash during period</b>			<u>62,154</u>

# TETON VALLEY HEALTHCARE

## Net Days in Accounts Receivable

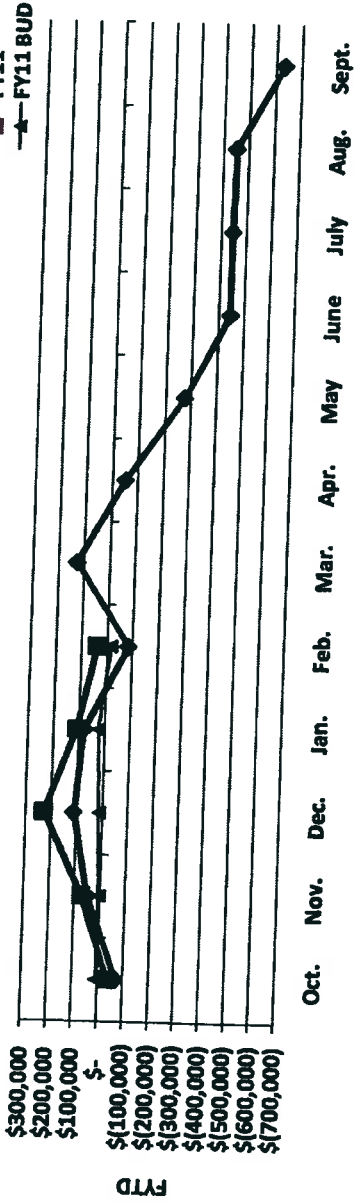


## Days Cash

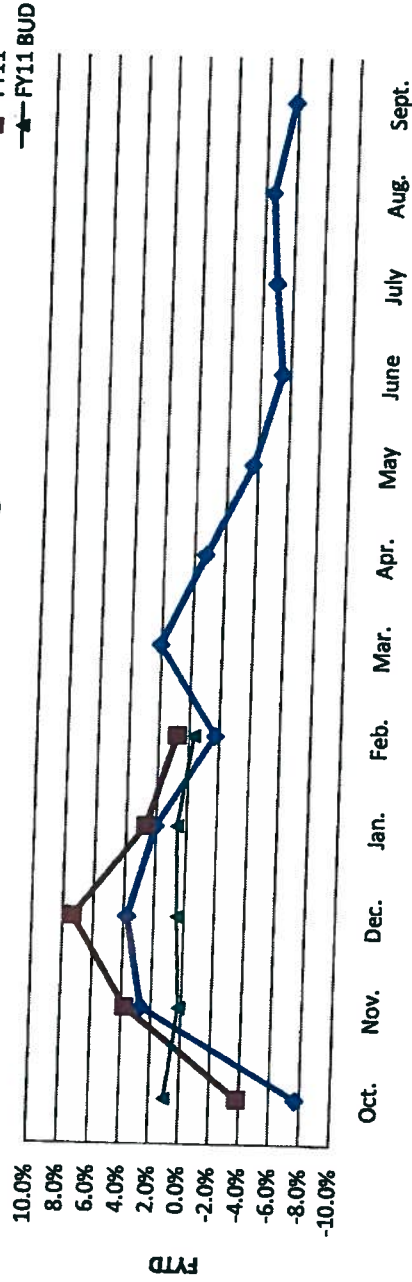


# TETON VALLEY HEALTHCARE

## Operating Profit or (Loss) FYTD



## Operating Margin



**Teton Valley Health Care**  
**Statistical Information**

	Desired Trend	2008 FYE Actual	2009 FYE Actual	2010 FYE Actual	2011 1st Qtr	January FY 11	February FY 11	201 Budget Target
Payroll Overhead to Salaries	↓	15.8%	14.5%	16.0%	15.7%	20.0%	22.8%	17.5%
Salary to Net Revenue	↓	57.4%	55.8%	60.5%	52.0%	61.3%	57.2%	57.3%
TVH Paid Full-Time-Equivalent	↓	119.0	110.3	116.0	115.4	110.6	109.6	112.1
TVH Worked Full-Time-Equiv. w/o Vacation & Sick Leave	↓	107.7	99.3	105.4	103.7	99.6	101.3	101.1
Long Term Debt to Equity	↓	65.4%	42.2%	21.0%	20.9%	23.5%	20.5%	19.5%
Expenses Per Calendar Day	↓	43,745	34,976	32,883	32,549	35,603	32,519	32,600
Net Pt Revenue Per Calendar Day	↑	36,846	31,864	29,780	33,860	30,582	28,677	31,367
Net Margin	↑	-14.38%	-5.04%	5.89%	15.59%	2.95%	1.36%	8.47%
Current Ratio	↑	1.03	1.49	2.65	2.43	2.48	2.63	2.60
Days cash on hand	↑	1.50	8.50	25.74	18.10	27.42	29.94	58.90

**Teton Valley Health Care  
Statistical Information  
Accounts Receivable**

	2008 FYE Actual	2009 FYE Actual	2010 FYE Actual	2011 1st Qtr	January FY 11	February FY 11	2011 Budget/ Targets
Net Days in Receivables	90	85	91	90	80	76	65
Gross Days in Receivables	125	127	129	122	114	111	97
Revenue/Days in Year/AR w/o Allowances & Bad Debt							
Unbilled Amount in Accounts Receivable	2.5%	1.7%	2.5%	2.2%	2.4%	2.6%	3.0%
No Discharge in AR							
Bad Debt Percentage of Gross A/R	17.4%	11.7%	9.2%	7.9%	11.0%	10.2%	9.2%
Admissions Demographic Accuracy			83.0%	81.7%	96.0%	97.0%	95.0%
Percentage of Patient Payments at Time of Service in Clinic			72.0%	55.3%	72.0%	86.0%	80.0%
Clinic A/R over 90 days			71.0%	68.0%	67.0%	71.0%	56.0%
Hospital A/R over 90 days			45.0%	46.0%	46.0%	47.0%	38.0%

Desired Trend





## **CEO Report March 23, 2011**

1. February 2011 Financial Report indicated the positive impacts of the Reorganization Plan of Jan. 2010. We are now realizing the reduction of Salary Cost below budget and LY. I want to recognize the Revenue Cycle Department for its efforts in reducing the net days in accounts receivable to 76 days for February.
2. The Clinic schedule has reached the baseline and we have determined the need to add one or two midlevel providers to the schedule as we prepare for the spring and summer schedule needs. The patient flow with the new staffing plan in the clinic has improved and we are monitoring wait times with one weekend falling below our expectations. The EmCare physician for that weekend has been removed from the schedule moving forward.
3. The search for a Human Resource Manager has provided 4 candidates that are in the interview process. We had 35 applications in response to our search.
4. The early Kilowatt Hours report indicates that our energy conservation efforts with the Boiler upgrade, digital lighting, windows and solar system are saving money. That 11% savings in January directly improves the operating margin at the hospital and See n Save.
5. We are moving forward with Goal 4 on our BMH consulting agreement. Updating our Branding/Image Development Strategy led by Ann Loyola and Paul Kotter. Public Information, CEO Corner, Media, staff Scope and future information access points.
6. Dr. Murphy, MD ED, Peer Review process. Two hours of staff training per month.
7. BOT Education will be a topic added to future agendas. We have an opportunity to have guest speakers like Dr. Reinertsen on Quality, an attorney speak on governance and a presentation on image development. Do we have other topics that should be explored?
8. Team Education Update: Jason Hotchkiss is enrolled in the CFO/Finance module next week with Healthland in MN. Upon completion of this training Beverly Park, Revenue Cycle Manager will attend the Billing Office training module with Healthland. These two programs will provide super user designation to be sure

we are optimizing our use of the Healthland financial software effectively. Angela Booker, Director of Nursing Services and I attended a presentation at Portneuf Medical Center at the new hospital to see the presentation "If Disney Ran Your Hospital: Going from good to great in patient perceptions" by Fred Lee. We brought home several great ideas and coaching templates to help improve the patient experience.

9. MU Update:

10. Legal Affairs (exec session)

11. DZA Audit finding: 10-03 Auditor Detected Adjusting Journal Entries. Jason and I met with the Foundation Board last week to review the accrual accounting standards and have begun forming the plan to assist the Foundation with their bookkeeping and adjusting journal entries. Approval and adoption are planned for the April Foundation Board meeting. This action will also satisfy audit finding: 10-04 Implementation of Policies and Procedures.



## DRIGGS HEALTH CLINIC

*We're Family*

283 North First East, Driggs, Idaho 83422 208-354-2302

March 3, 2011

Virgil Boss,

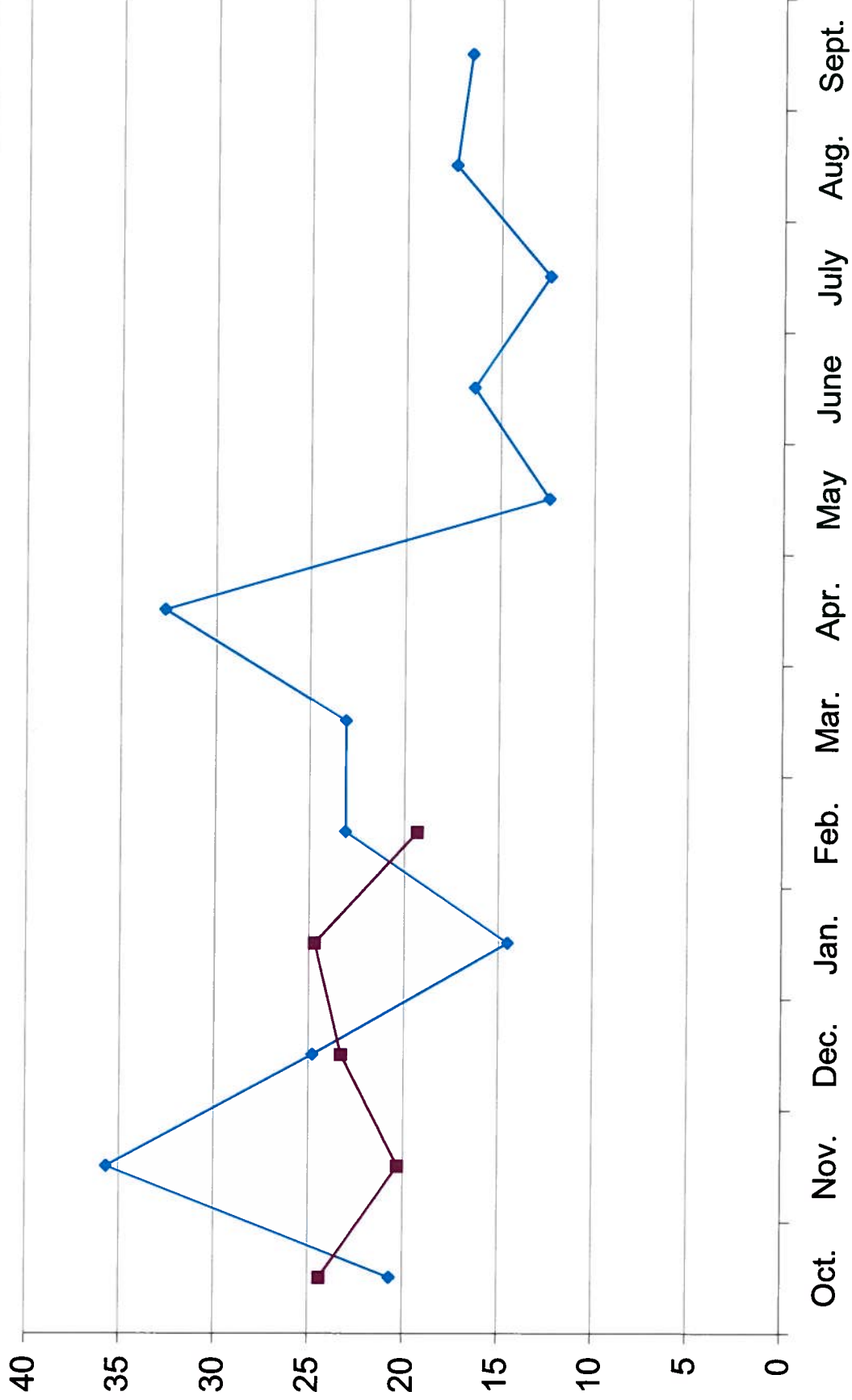
Here is the referrals list for **February, 2011**

1. Kevin Hanks, MD	ENT	3
2. Holly Zoe, MD	Pain	2
3. Michael Rosenberg, MD	General Surgeon	1
4. Doug Blank, MD	Cardiology	2
5. Ned Warner, MD	Gastroenterology	1
6. Martin Trott, MD	ENT	1
7. Stephen Vincent, MD	Neurology	3
8. Bradford Talcott, MD	Neurology	3
9. Marc Parot, MD	Pain Specialist	1
10. Phillip Lowe, MD	Urologist	2
11. Jake Poulter, MD	Pain	2
12. Ananda Walaliyadda, MD	Arthritis Specialist	1
13. Christian Shull, MD	Oncology	1
14. David Liljenquist, MD	Endocrinology	1
15. Josh Fullmer, MD	Ophthalmologist	1
16. Travis Rigby, MD	Audiology	1
17. Philip Girling, MD	Psychology	1
18. George Waterhouse, MD	General Surgeon	1
19. Dwayne Hansen, MD	General Surgeon	2

Total 30

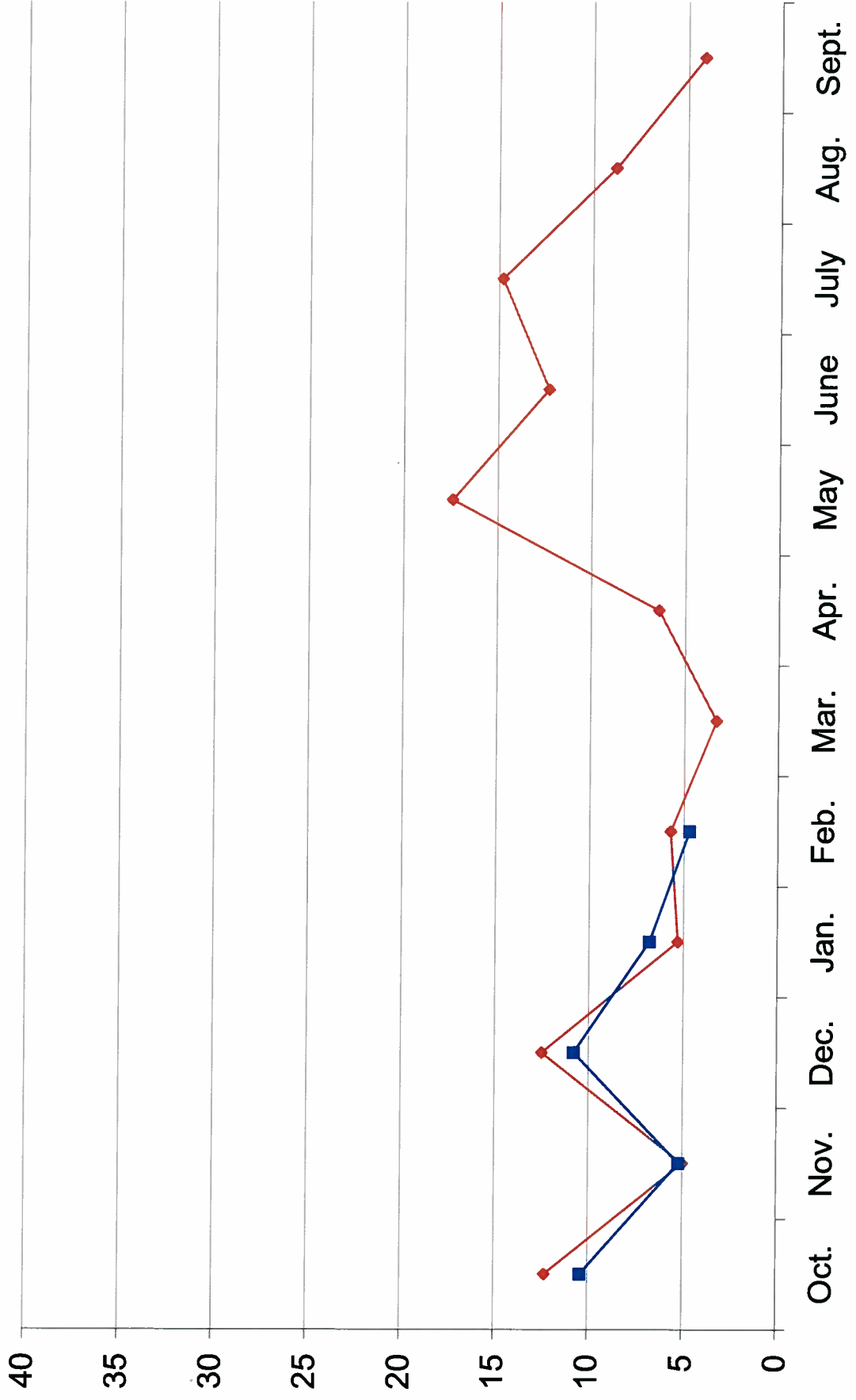
# Blue Cross

Blue Cross FY10  
Blue Cross FY11

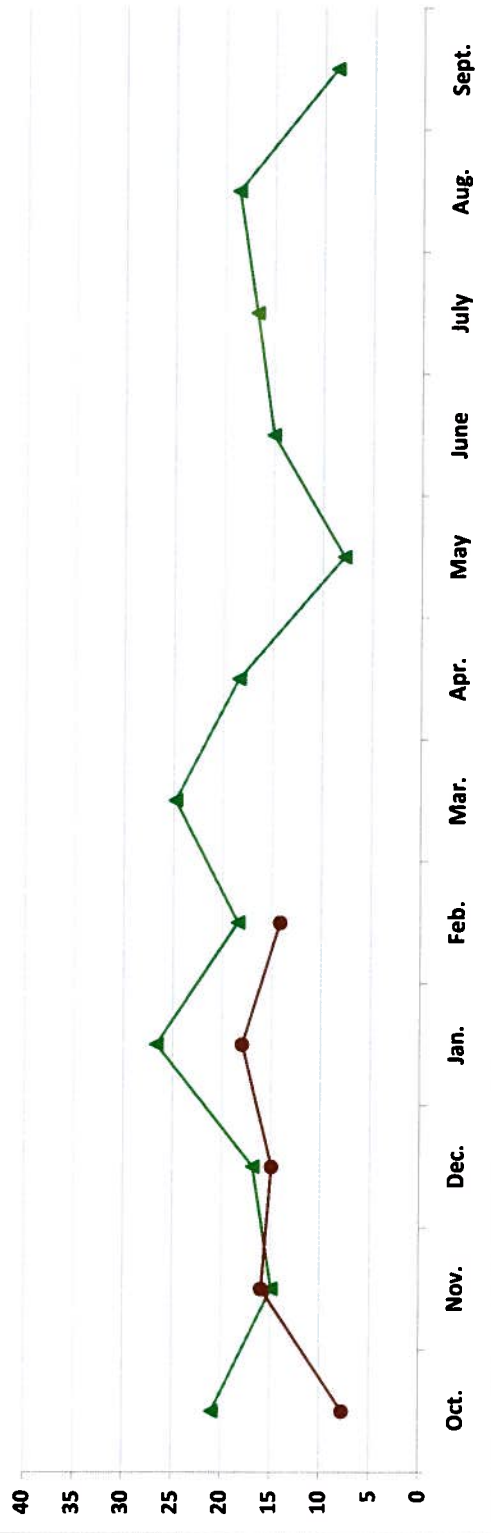


# Blue Shield

Blue Shield FY10  
Blue Shield FY11

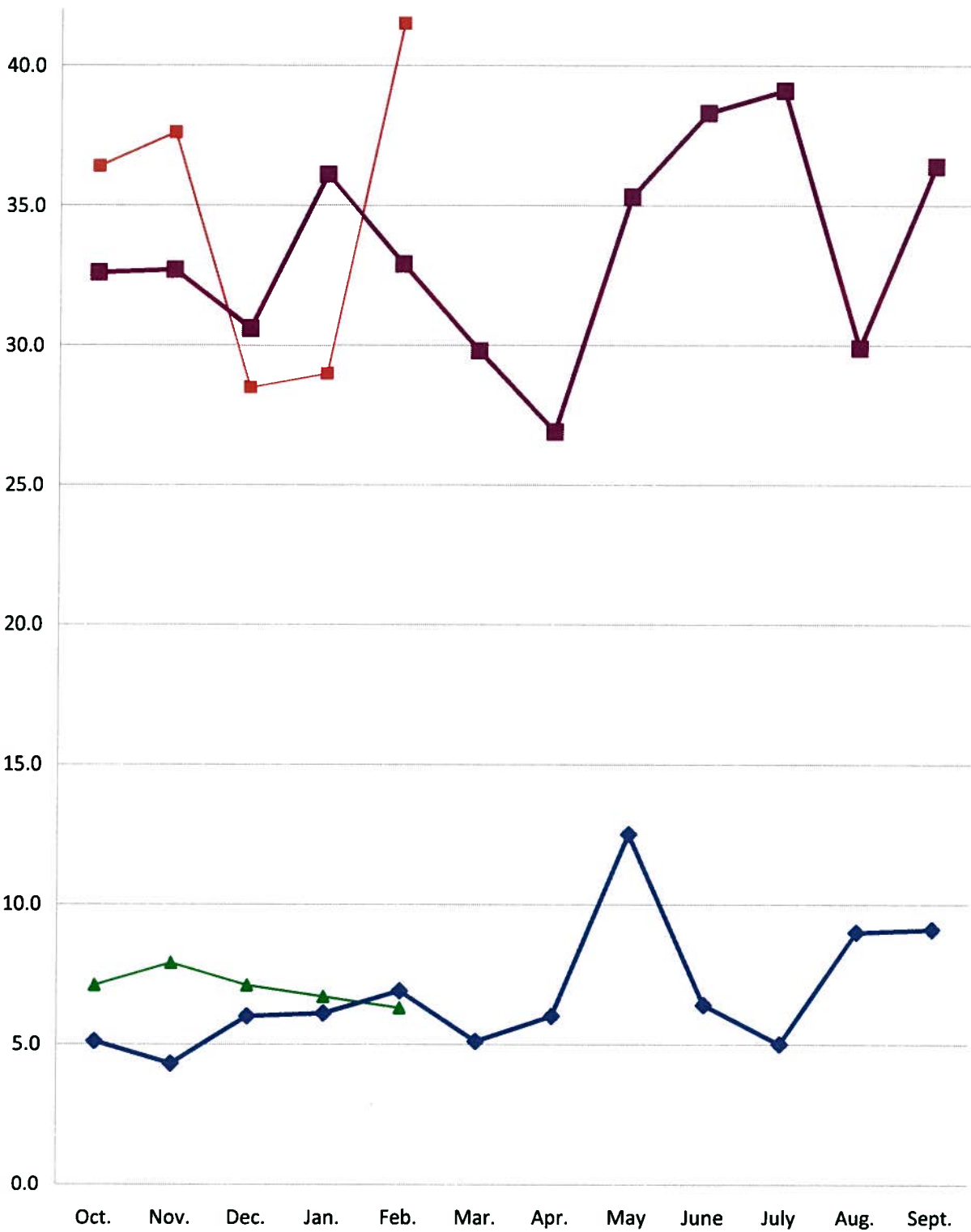


# Insurance



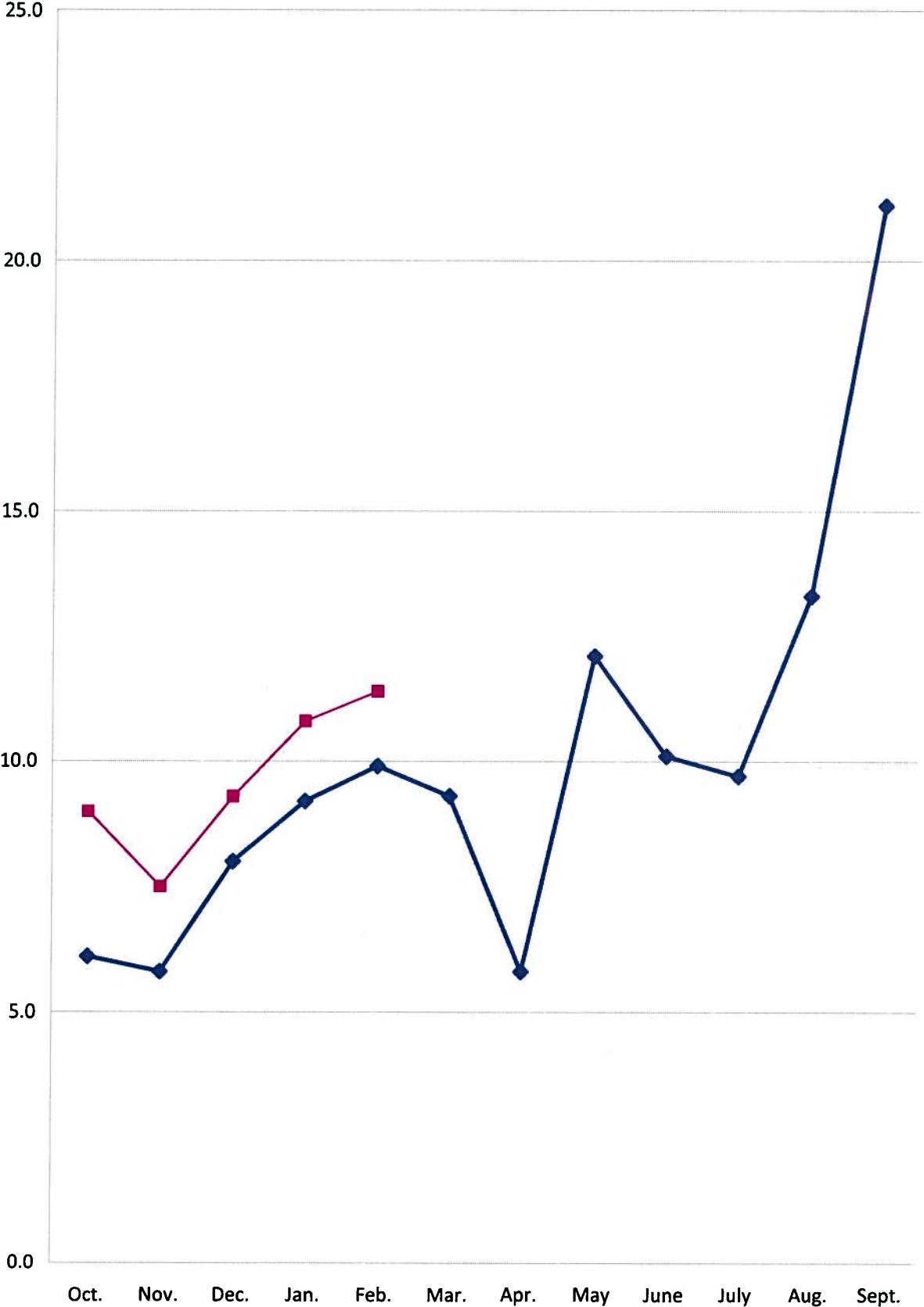
# Medicaid / Medicare

- Medicaid FY 10
- Medicare FY10
- Medicaid FY11
- Medicare FY11



# Self Pay

FY10 FY11



Teton Valley Health Care  
CAH Quality Indicators Report

Idaho Hospital Association CAH Quality Indicators	Jan - Dec 2010			2010 CAH Mean
	Num	Dem	Rate	Rate
<b>ACUTE MYOCARDIAL INFARCTION</b>				
AMI - ASA on arrival	1	1	100%	87.9%
AMI - Knowledge transfer	2	2	100%	95.3%
ASA Administration for cardiac patients	2	2	100%	85.4%
AMI- EKG within 10 min of arrival	2	2	100%	79.8%
Fibrinolytic therapy received within 30 minutes of hospital arrival	0	0	No pop.	54.9%
<b>EMERGENCY DEPARTMENT</b>				
ED - X-ray discrepancies				0.40%
ED unscheduled returns within 72 hours	18	1631	1.10%	2.13%
ED - Median time from ED arrival to ED departure				
ED - Admit decision time to ED departure				
<b>INFECTION CONTROL</b>				
Nosocomial infection rate			(0.45%)	0.48%
<b>PNEUMONIA</b>				
PNE - initial antibiotic received within 6 hours of hospital arrival	12	12	100%	95.8%
Pneumonia vaccination	7	7	100%	74.2%
PNE - initial antibiotic selection for CAP in immunocompetent, non ICU patients	12	12	100%	94.6%
<b>SMOKING CESSATION</b>				
AMI - adult smoking cessation advice/counseling				76.0%
PNE - adult smoking cessation advice/counseling				73.2%
COPD/Asthma smoking cessation advice/counseling				62.5%
Heart Failure smoking cessations advice/counseling				72.0%
<b>SURGERY</b>				
Prophylactic antibiotic received within 1 hour prior to surgical incision	5	5	100%	79.4%
Surgical site infections				0.5%
Prophylactic antibiotics discontinued within 24 hours after surgery	5	5	100%	83.4%
Prophylactic antibiotic appropriate for surgical patients	5	5	100%	98.8%
Venous thromboembolism prophylaxis				84.2%
<b>DIABETES</b>				
Utilization of insulin protocol	1	1	100%	95.3%
<b>HEART FAILURE</b>				
Heart Failure - Discharge instructions				86.4%
Heart Failure - ACEI or ARB for LVSD				81.1%
<b>MEDICATION ERRORS</b>				
Severity Index A (potential for error)				5.3%
Severity Index B (error did not reach patient)				22.8%
Severity Index C (error reached patient, did not cause harm)				43.5%
Severity Index D (error reached patient, required monitoring and/or intervention to prevent harm)				4.3%
Severity Index E (error may have contributed or resulted in temporary harm and required intervention)				0.8%



**TO:** Teton Valley Health Care Board of Trustees  
**FROM:** Diane Temple  
**CC:** Virgil Boss, Ann Loyola, Ted Bryson  
**RE:** Quarterly Executive Director Report: March, 2011

#### **PRIVATE / DONOR SOLICITATION**

##### **Harold W. and Mary Louise Shaw Foundation, Anesthesia Machine \$40,000**

Teton Valley Hospital Foundation was awarded \$40,000 for a new anesthesia machine. Of that award, the Foundation provided a match of \$4,097.25 to leverage their award. The total capital purchase was \$44,097.25 for Teton Valley Health Care. Awarded and closed out.

##### **Burton Foundation, Nursing Department \$5,000**

Pediatric Advanced Life Support Grant was submitted. The items included within the proposal: Child Crisis Manikin, PALS textbooks, and instructor training, are all needs within the nursing department that potentially are a good fit for the Foundation. The funding will allow the healthcare professionals to respond in a quicker and more definitive way. Submitted/Pending.

##### **Swing Bed Patient Room Remodel, Project Cost TBD**

Currently, the Foundation is working with the nursing department and Ann in putting together details and costs to remodel the swing bed patient room. The overall goal is to create a room with a home-like atmosphere which will lead to greater patient satisfaction. Potential upgrades would include a flat screen TV, DVR, new bed, loveseat (that may be converted to a sleeper) dresser and art. We have a specific donor targeted for this project. In progress.

#### **GRANTS**

##### **Teton Valley Community Foundation, \$3,500**

The project supports a joint project between the hospital and the high school to fund a "Students Helping Students" program, examine advanced counseling and on-site nurse assistance in an attempt to help students through this difficult period and beyond. Awarded.

##### **Silverstar Caring for the Community, \$1,000**

Pat submitted a grant under the Foundation written for the MUST project (Medical Use Safety Training) for Seniors. TVHC Pharmacist, Larry Ellis will be meeting with Seniors to invite them to bring all their medications to the senior center health room for his professional advice regarding prescriptions, vitamins and supplements interaction. Submitted.

**CHC, Defibrillator, \$15,500**

Teton Valley Hospital Foundation was awarded funding to purchase a new defibrillator. The machine has been purchased and is operational. Awarded and closed out.

**CHC, Mini C-Arm, \$32,000**

Pat wrote and submitted a grant for a mini-C arm for the surgery department under the Foundation. Should this be awarded, the new equipment will reduce radiation exposure to health care providers and patients. Equipment is smaller, more flexible and easier to use as compared to the main C-Arm. 70% of surgeries require a C-Arm. Submitted.

**Idaho Community Foundation, \$2,000**

The Foundation received a grant from a donor designated fund (Kissler Family Foundation) through the Idaho Community Foundation to floor a patient room. The Foundation provided matching funds of \$552.35 to leverage the gift. The project was completed in November / December.

**Laura Moore Cunningham, \$30,000**

The Foundation received an award to retrofit the boiler as part of the energy retrofit project. Completed and closed out.

**RECENT CAPITAL REQUESTS APPROVED**

Microsoft Email Exchange Capital Request - \$6,000

PC Upgrade in the total amount of \$27,000, with quarterly payments of \$9,000

Medical Staff Credentialing Software and Training Expense - \$5,141.37

**EVENTS**

**Festival of Trees Final Net Income Tally**

Festival of Trees

\$26,737.00 Gross Income

\$5,220.00 Event Expenses

**\$21,517.00 Net Income**

Thank you to our sponsors, volunteers, designers, board and community. All funding is earmarked for the Foundation's Emergent Needs Fund.

**To Save a Life**

Teton Valley Mental Health Coalition and Teton Valley Hospital Foundation attended each screening of To Save a Life. The movie was a huge success and undoubtedly touched many people. There were approximately 450 people that attended and \$605.15 of donations provided throughout the free movie screenings. These donations have been deposited in the mental health fund and

earmarked for screening, counseling and outreach. Key community members to thank would include Anna Taylor, Lori McCune, Dreamchasers, Ian Noyes, The Church in the Tetons, The Summit Training Center, Driggs LDS Stake, and Teton School District 401. And please extend a very special recognition to Wayne Egbert, Tom Egbert and everyone at Pierre's Playhouse.

#### **Stroke Awareness and Prevention**

Continuing to work on a new event/campaign centered on Stroke Prevention and Awareness. Participated in a conference call with Jon Smith, Hospital Cooperative about what other hospitals are doing and to gauge their interest and ability to participate. The next Foundation / Marketing peer group meeting is April 1. We are looking at the feasibility of incorporating a stroke prevention and awareness program into each organization's health fair.

#### **Teton Regional Rally for the Cure Partnership**

We received a check in the amount of \$8,000.00 from Teton Regional Rally for the Cure. In discussions with Julie Whitlock, President, the funds are restricted for the digital mammography unit. The Foundation provided a contribution to TVHC in that amount and it will be used for the purchase or other mammography related items to enhance patient care.

#### **CULTIVATION**

##### **Year End Campaign, \$22,050**

Overall, we exceeded 2009 year end campaign by 54%, which is a great success. **Our year end campaign generated \$22,050** which was earmarked for the Emergent Needs Fund. Of this campaign, 5% came from new supporters, 4% came from supporters who have not given in 2+ years, and the remainder came from established donors who give annually.

##### **Procedural Headlamp, \$860**

The Foundation worked closely with a new donor who indicated a willingness and desire to purchase a procedural headlamp for TVHC. The purchase has been made and this is currently closed out.

#### **SEE N SAVE**

See N Save is doing well and tracking closely with budgets. We are doing well with current staffing levels and all is going smoothly under Milissa's management. Milissa has initiated a new event in May, the See N Save Selects, which is modeled after the "Best of the Browse and Buy" event. She has been storing collectibles and other higher ended donations to be sold in a silent auction. This will allow See N Save to collect higher sale revenue, should the higher end merchandise be sold at the store. The event will be Friday, May 20, at the Senior Center. Admission is \$5.00 and with admissions, refreshments and free snacks will be served.

### **AUDIT**

Teton Valley Hospital Foundation Board of Directors met with Virgil Boss, CEO and Jason Hotchkiss, CFO, at their last scheduled meeting, March 16. During this time, the audit results were discussed in much detail. Jason is working actively with staff and the Board to resolve GAP accounting and policies/procedures issues that were recently revealed in the TVHC audit. Corrective steps are being reviewed and follow up is scheduled with the Board of Directors at their regularly scheduled meeting on April 20th.