

MONTANA FACILITY FINANCE AUTHORITY

Board Meeting

December 5&6, 2016

**MFFA Large Conference Room
2401 Colonial Drive, 3rd Floor**

MEETING AGENDA

DECEMBER 5, 2016

3:00

- I. CALL TO ORDER**
 - A. Roll Call

- II. PUBLIC COMMENT** on Board Related Items (5 minutes)

- III. INTERVIEW**

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**DECEMBER 6, 2016**

**8:30**

- I. CALL TO ORDER**
  - A. Roll Call

- II. INTERVIEW**

**10:00**

**BREAKFAST-off-site**

**12:00**

- III. PUBLIC COMMENT** on Board Related Items (5 minutes)

**(Tab 1) 12:05**

- IV. GENERAL ADMINISTRATIVE**
  - A. Approval of Meeting Minutes (09/12)**
  - B. Financials**
    - 1. FY 2016 financials
    - 2. Audit Update (verbal)
    - 3. Budget -v- Actual
    - 4. Revenue Graph
    - 5. Staff Approved Loans

**(Tab 2) 12:30**

- V. FINANCINGS**
    - A. Pondera Medical Center**
      - 1. Loan Summary
      - 2. Resolution No. 16-14
- Joining by in person:  
Randy Nightengale, CFO through management agreement with  
KRHS

(Tab 3) 1:00

**B. Marcus Daly Memorial Hospital**

- 1. Loan Summary
- 2. Resolution No. 16-15

Joining by in person:

John Bartos, CEO-Marcus Daly  
 Erin McCrady, Bond Counsel-Dorsey  
 Kreg Jones, Placement Agent-DA Davidson

(Tab 1)

**VI. MISCELLANEOUS**

- A. Internal Controls Policy (NEW)**
- B. Grant Policy Revisions**
- C. Appointments Process**
- D. Pricing Update**
- E. Recap of Chicago NAHEFFA (Larry Putnam)**

(Tab 1)

**VI. CALENDAR**

**Establish February & April meeting dates**

| <b>BOARD MEETINGS</b>                           | <b>CONVENTIONS</b>               |
|-------------------------------------------------|----------------------------------|
| December 5 – Interview/Dinner                   |                                  |
| December 6 – Interview/Breakfast Meeting/Dinner |                                  |
|                                                 | April 3-5 NAHEFFA Alexandria, VA |
|                                                 | September 6-8 NAHEFFA Boise, ID  |

**PERSONNEL**

**5:00**

**DISMISS**

**CALL-IN INSTRUCTIONS**  
 Call: 1-877-273-4202  
 Conference Room: 994 0970 #

**MONTANA FACILITY FINANCE AUTHORITY**  
**Board Meeting**  
**September 12, 2016**

Montana Facility Finance Authority Office  
2401 Colonial Dr., Helena, Montana  
September 12, 2016  
10:00 A.M.

**MINUTES**

**BOARD MEMBERS PRESENT:** Jon Marchi  
Bill Kearns  
Dick King  
Kim Rickard  
Larry Putnam

**BOARD MEMBERS ABSENT:** Matt Theil

**STAFF PRESENT:** Michelle Barstad, Executive Director  
Adam Gill, Associate Director  
Linda Wendling, Financial Specialist

**GUESTS:** Amy Tenney, CEO-Boyd Andrew Community Services  
Bob Murdo, Bond Counsel-Jackson, Murdo & Grant  
Kreg Jones, Placement Agent-DA Davidson (via phone)  
Parker Powell, CEO-Glendive Medical Center  
Bill Robinson, CFO-Glendive Medical Center  
Erin McCrady, Bond Counsel-Dorsey & Whitney  
Sue Painter, Vice President/Treasurer-Providence St. Joseph  
Kirk Bodlovic, CFO-Providence, MT Region  
Dan Gottlieb, Bond Counsel-Hillis Clark Martin & Peterson (via phone)  
Forrest Ehlinger, CFO-Benefis Health System  
Bruce Houlihan, Controller-Benefis Health System  
Todd Gibson, Bond Counsel-Squire, Patton, Boggs (via phone)  
Robert Turner, Financial Advisor-Kaufman Hall (via phone)

**CALL TO ORDER**

Chairman Marchi called the September 12, 2016 board meeting of the Montana Facility Finance Authority (the "Authority") to order at 10:03 A.M. The meeting convened with five members of the Board present.

**PUBLIC COMMENT**

The meeting was opened for public comment. *No comments were received.*

## **FINANCINGS**

Executive Director, Michelle Barstad, provided information on the following financings for board deliberation:

### Boyd Andrew Community Services

Ms. Barstad introduced Amy Tenney, CEO-Boyd Andrew Community Services, and Kreg Jones, Placement Agent-DA Davidson. Ms. Barstad described the financing which is a refunding of the Boyd Andrew Series 2006B Bonds used to finance the Elkhorn Treatment Center in Boulder, MT. Ms. Tenney provided details regarding the treatment center including the program's ten year success in the community and annual recidivism rates as well as other benchmarks.

Placement Agent, Kreg Jones, indicated that the reduced interest rate was expected to result in net present value of approximately \$200,000 and cash flow savings of \$32,000 annually.

Bond Counsel, Bob Murdo, summarized Resolution 16-10 and indicated that this is a moral obligation bond.

Member Kearns moved for adoption of Resolution 16-10. Member King seconded the motion which passed unanimously.

### Glendive Medical Center

Ms. Barstad introduced Parker Powell, CEO-Glendive Medical Center and Bill Robinson, CFO-Glendive Medical Center. Mr. Powell provided background information regarding Glendive's operation and its partnership with Billings Clinic. The requested \$23,500,000 bond issue will refund the existing 2008 Master Loan Program Health Care Facilities Revenue Bond that was issued in the amount of \$30,000,000.

Placement Agent, Kreg Jones, described the financing to refund the Master Loan Program Series 2008A Bonds. He indicated it will result in estimated net present value saving of \$2,600,000 and cash flow savings of \$210,000 per year in the current market.

Bond Counsel, Erin McCrady with Dorsey & Whitney, indicated the Bonds will be secured by a BOI enhancement and that the new debt has the same purpose as the Series 2008A Bonds. She stated that a TEFRA hearing will be scheduled.

Member King was interested in seeing the FY 2016 and FY 2017 audited Financial Statements which, when received, will be shared with the members.

Member Putnam moved for adoption of Resolution 16-11. Member Rickard seconded the motion which passed unanimously.

### Providence St. Joseph Health

Ms. Barstad introduced Sue Painter, Vice President/Treasurer-Providence St. Joseph Health Services and Kurt Bodlovic, MT Region CFO-Providence St. Joseph. Ms. Barstad discussed Providence's July 1, 2016 merger which resulted in Providence St. Joseph Health becoming the sole member of Providence Health and Services and St. Joseph Health System. Ms. Painter further expanded on the merger rationale and described the financing, a \$53,040,000 bond issue to refinance the outstanding Series

2006B Bonds. The refinancing will result in net present value savings of approximately \$4.7 million and, as a result of the merger, will move Providence St. Joseph Health into the Obligated Group within a year of the closing date.

Bond Counsel, Dan Gottlieb with Hillis Clark Martin & Peterson, indicated a TEFRA hearing was held. Mr. Gottlieb summarized Resolution 16-12 and indicated closing would occur before October 1, 2016.

Member Kearns moved for adoption of Resolution 16-12. Member Putnam seconded the motion which passed unanimously.

#### Benefis Health System

Ms. Barstad introduced Forest Ehlinger, CFO-Benefis Health System, Bruce Houlihan, Controller-Benefis Health System and Robert Turner, Financial Advisor-Kaufman Hall (via phone). Ms. Barstad summarized the financing to refund the Series 2007 Bonds and a potential advance refunding of Series 2011 Bonds. Mr. Ehlinger described that the financing is expected to result in net present value savings of \$12 million to \$14 million as well as up to \$1.5 million in cash flow savings per year.

Bond Counsel, Todd Gibson with Squire, Patton, Boggs, described Resolution 16-13. It was indicated that a TEFRA hearing is scheduled for Sept 27.

Member King moved for adoption of Resolution 16-13. Member Kearns seconded the motion which passed unanimously.

### **GENERAL ADMINISTRATIVE**

#### Minutes

An updated version of the May 24, 2016 meeting minutes was provided to the members. Member King moved for approval of the updated meeting minutes for May 24, 2016. Member Rickard seconded the motion which passed unanimously.

#### Accounting

Ms. Barstad presented the FY 2016 Draft, the Budget-vs-Actual results and the Annual Service Fees chart. Mr. Gill, Associate Director, presented the Staff Approved Loans and Grants noting that there were two loans in process.

#### Potential Financings

Ms. Barstad discussed potential financings for the upcoming calendar year and the anticipated dates of those financings.

**CALENDAR**

| <b>BOARD MEETINGS</b>                                                        | <b>CONVENTIONS</b>                                                             |
|------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
|                                                                              | September 27 (travel) NAHEFFA Chicago, convention 28 - 29 (Larry and Michelle) |
|                                                                              | September 28-29 MHA Billings (Adam)                                            |
|                                                                              | October 6-7 Montana Manufacturing Fairmont (Adam)                              |
|                                                                              | MEDA October 12-14 Polson (Adam)                                               |
|                                                                              | HFMA October 19-21 Billings (Michelle & Adam)                                  |
| December 5 & 6 – Meeting, Executive Director Interviews and Dinner in Helena |                                                                                |

**ADJOURN**

Chairman Marchi adjourned the meeting at 4:00 P.M.

APPROVE: \_\_\_\_\_  
Jon Marchi, Chairman

ATTEST: \_\_\_\_\_  
Michelle Barstad, Executive Director

APPROVAL DATE: \_\_\_\_\_

**MONTANA FACILITY FINANCE AUTHORITY**  
**DEPARTMENT OF COMMERCE**  
**A COMPONENT UNIT OF THE STATE OF MONTANA**  
**STATEMENT OF NET POSITION - ENTERPRISE FUND**  
**JUNE 30, 2016 AND 2015**

| <b>ASSETS:</b>                                  | <u>2016</u>         | <u>2015</u>         |
|-------------------------------------------------|---------------------|---------------------|
| Current Assets:                                 |                     |                     |
| Cash & Cash Equivalents (Note 2)                | \$ 3,421,804        | \$ 3,812,104        |
| Interest Receivable                             | 1,509               | 607                 |
| Accounts Receivable (Note 3)                    | 234,663             | 235,021             |
| Short Term Notes Receivable (Note 5)            | 420,628             | 247,909             |
| Securities Lending Collateral (Note 2)          | 14,287              | 8,884               |
| Payroll Advance                                 | 0                   | 458                 |
| Prepaid Expenses                                | 2,495               | 855                 |
| Total Current Assets                            | <u>4,095,386</u>    | <u>4,305,838</u>    |
| Noncurrent Assets:                              |                     |                     |
| Long Term Notes Receivable (Note 5)             | 1,172,811           | 586,024             |
| Investments                                     | 0                   | 32,993              |
| Capital Assets (Note 1)                         | 0                   | 27,841              |
| Total NonCurrent Assets                         | <u>1,172,811</u>    | <u>646,858</u>      |
| Pension Deferred Outflows (Note 6)              | 19,730              | 12,095              |
| Total Assets and Deferred Outflows of Resources | <u>\$ 5,287,927</u> | <u>4,964,791</u>    |
| <b>LIABILITIES:</b>                             |                     |                     |
| Liabilities:                                    |                     |                     |
| Current Liabilities:                            |                     |                     |
| Accounts Payable                                | \$ 21,634           | \$ 15,215           |
| Due to Primary Government                       | 32,000              | 5,000               |
| Securities Lending Liability (Note 2)           | 14,287              | 8,884               |
| Current Portion of LT Payables                  | 0                   | 0                   |
| Compensated Absences                            | 16,810              | 14,026              |
| Total Current Liabilities                       | <u>\$ 84,731</u>    | <u>\$ 43,125</u>    |
| Noncurrent Liabilities:                         |                     |                     |
| Compensated Absences                            | 31,728              | 33,966              |
| Net Pension Liability (Note 6)                  | 156,463             | 129,848             |
| Loan Loss Contingency (Note 9)                  | 0                   | 0                   |
| OPEB Implicit Rate Subsidy (Note 7)             | 41,160              | 39,275              |
| Total Noncurrent Liabilities                    | <u>229,351</u>      | <u>203,089</u>      |
| Total Liabilities                               | <u>314,082</u>      | <u>246,214</u>      |
| Pension Deferred Inflows (Note 6)               | 11,526              | 33,551              |
| Net Position                                    |                     |                     |
| Net Investment in Capital Assets                | \$ 0                | \$ 27,841           |
| Total Unrestricted Net Position                 | 4,962,319           | 4,657,185           |
| <b>Total Net Position (Note 8)</b>              | <u>\$ 4,962,319</u> | <u>\$ 4,685,026</u> |
| <b>Total Net Position and Liabilities</b>       | <u>\$ 5,287,927</u> | <u>\$ 4,964,791</u> |

The accompanying notes to the financial statements are an integral part of this statement.

**MONTANA FACILITY FINANCE AUTHORITY  
DEPARTMENT OF COMMERCE  
A COMPONENT UNIT OF THE STATE OF MONTANA  
STATEMENT OF REVENUES, EXPENSES, AND  
CHANGES IN FUND NET POSITION  
ENTERPRISE FUND  
FOR FISCAL YEARS ENDED JUNE 30, 2016 AND 2015**

|                                              | <u>2016</u>         | <u>2015</u>         |
|----------------------------------------------|---------------------|---------------------|
| <b>OPERATING REVENUES:</b>                   |                     |                     |
| Service Fees                                 | \$ 609,295          | \$ 890,057          |
| Gain on Sale of Asset                        | 5,257               | 0                   |
| Pension Income                               | 4,137               | 3,509               |
| Total Operating Revenues                     | \$ 618,689          | \$ 893,566          |
| <b>OPERATING EXPENSES:</b>                   |                     |                     |
| Personal Services                            | \$ 204,769          | \$ 193,512          |
| Contracted Services                          | 27,507              | 28,126              |
| Supplies and Materials                       | 5,106               | 6,735               |
| Communications                               | 4,651               | 5,158               |
| Benefits                                     | 2,508               | 13,229              |
| Depreciation                                 | 1,098               | 1,198               |
| Travel                                       | 18,989              | 23,611              |
| Rent                                         | 25,508              | 23,153              |
| Repairs and Maintenance                      | 8,274               | 8,999               |
| Other Expenses                               | 45,787              | 43,211              |
| Pension Expense                              | 13,816              | 0                   |
| Grants                                       | 0                   | 0                   |
| Claims                                       | 0                   | 0                   |
| Component Unit Expense to Primary Government | 33,981              | 29,607              |
| Total Operating Expenses                     | \$ 391,995          | \$ 376,539          |
| <b>Operating Income</b>                      | <b>\$ 226,694</b>   | <b>\$ 517,027</b>   |
| <b>NON OPERATING REVENUES (EXPENSES)</b>     |                     |                     |
| Securities Lending Income                    | 65                  | 17                  |
| Securities Lending Expense                   | (26)                | (2)                 |
| Investment Earnings                          | 50,595              | 38,275              |
| Change in Net Position                       | \$ 277,329          | \$ 555,317          |
| Net Position Beginning of Period             | \$ 4,685,026        | \$ 4,286,553        |
| Prior Period Adjustment (Note 1)             | (36)                | (156,844)           |
| <b>Total Net Position End of Period</b>      | <b>\$ 4,962,319</b> | <b>\$ 4,685,026</b> |

The accompanying notes to the financial statements are an integral part of this statement.

**MONTANA FACILITY FINANCE AUTHORITY**  
**DEPARTMENT OF COMMERCE**  
**A COMPONENT UNIT OF THE STATE OF MONTANA**  
**STATEMENT OF CASH FLOWS**  
**ENTERPRISE FUND**  
**FOR FISCAL YEARS ENDED JUNE 30, 2016 AND 2015**

| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>                                                              | <b>2016</b>         | <b>2015</b>         |
|-----------------------------------------------------------------------------------------------------------|---------------------|---------------------|
| Receipts for Sales and Services                                                                           | \$ 609,653          | \$ 640,258          |
| Receipt from Operating Loan                                                                               | 27,000              | 5,000               |
| Payments to Suppliers for Goods and Services                                                              | (135,769)           | (611,507)           |
| Payments to Employees                                                                                     | (246,406)           | (208,975)           |
| <b>Net Cash Provided by (Used for) Operating Activities</b>                                               | <b>\$ 254,478</b>   | <b>\$ (175,224)</b> |
| <br>                                                                                                      |                     |                     |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>                                                              |                     |                     |
| Cash Payments for Loans                                                                                   | \$ (1,041,094)      | \$ (179,797)        |
| Cash Payments for Investment                                                                              | 0                   | 0                   |
| Collection for Principal on Loans                                                                         | 313,589             | 299,042             |
| Proceeds from Securities Lending Income                                                                   | 65                  | 17                  |
| Payments of Securities Lending Costs                                                                      | (26)                | (2)                 |
| Cash Adjustment for STIP SIV's                                                                            | 32,993              | 8,902               |
| Interest on Investments                                                                                   | 49,693              | 38,024              |
| <b>Net Cash Provided by (Used for) Investing Activities:</b>                                              | <b>\$ (644,780)</b> | <b>\$ 166,186</b>   |
| <br>                                                                                                      |                     |                     |
| <b>Net Increase (Decrease) in Cash and Cash Equivalents</b>                                               | <b>\$ (390,301)</b> | <b>\$ (9,038)</b>   |
| <br>                                                                                                      |                     |                     |
| Cash & Cash Equivalents, July 1                                                                           | \$ 3,812,104        | \$ 3,819,758        |
| Prior Period Adjustment                                                                                   |                     | 1,384               |
| Cash & Cash Equivalents, June 30                                                                          | \$ 3,421,804        | \$ 3,812,104        |
| <br>                                                                                                      |                     |                     |
| <b>RECONCILIATION OF OPERATING INCOME TO NET CASH PROVIDED BY OPERATING ACTIVITIES:</b>                   |                     |                     |
| Operating Income (Loss)                                                                                   | \$ 226,694          | \$ 517,027          |
| <br>                                                                                                      |                     |                     |
| <b>ADJUSTMENTS TO RECONCILE OPERATING INCOME TO NET CASH PROVIDED BY (USED FOR) OPERATING ACTIVITIES:</b> |                     |                     |
| Depreciation                                                                                              | 0                   | 1,198               |
| Long Term Liability OPEB Implicit Rate Subsidy                                                            | 0                   | (156,844)           |
| Incr (Decr) in Net Pension Liability                                                                      | 26,615              | 129,848             |
| Incr (Decr) in Pension Deferred Inflows                                                                   | (26,161)            | 33,551              |
| Decr (Incr) in Pension Deferred Outflows                                                                  | (7,635)             | (12,096)            |
| <b>Change in Assets &amp; Liabilities:</b>                                                                |                     |                     |
| Increase (Decrease) in Accounts Payable                                                                   | 6,356               | 6,598               |
| Increase (Decrease) in Due to Primary Government                                                          | 0                   | 3,624               |
| Increase (Decrease) in Due to Other Fund                                                                  | 27,000              | 0                   |
| Increase (Decrease) in Compensated Absences Payable                                                       | (2,238)             | 9,151               |
| Increase (Decrease) in OPEB                                                                               | 1,885               | 981                 |
| Increase (Decrease) in Compensated Absences Payable-Current                                               | 2,784               | 3,618               |
| Decr (Incr) in Travel Advance                                                                             | 458                 | (458)               |
| Increase (Decrease) in LT Accounts Payable-Current                                                        | 0                   | (461,860)           |
| Increase (Decrease) in LT Accounts Payable                                                                | 0                   | (15,144)            |
| Decrease (Increase) in Accounts Receivable                                                                | 358                 | (234,655)           |
| Decrease (Increase) in Prepaid Expense                                                                    | (1,640)             | 237                 |
| Total Adjustments                                                                                         | \$ 27,783           | \$ (692,251)        |
| <b>Net Cash Provided by (Used for) Operating Activities</b>                                               | <b>\$ 254,478</b>   | <b>\$ (175,224)</b> |

The accompanying notes to the financial statements are an integral part of this statement.

**Montana Facility Finance Authority**  
**Budget v. Actual Expenses**  
**10/31/16**  
**33% Expended**

| Legislative Budget | Category                                      | Year to Date     |                |             |            |
|--------------------|-----------------------------------------------|------------------|----------------|-------------|------------|
|                    |                                               | Budget           | Actual         | \$ Variance | % Variance |
| <b>\$555,000</b>   | <b>A) INCOME</b>                              | <b>\$133,704</b> | <b>264,897</b> | 131,193     | 98%        |
| 50,000             | Application Fees                              | 16,667           | 117,041        | 100,374     | 602%       |
| 460,000            | Annual Fees                                   | 102,037          | 129,185        | 27,148      | 27%        |
| 45,000             | Investment Income                             | 15,000           | 18,671         | 3,671       | 24%        |
| <b>\$275,977</b>   | <b>B) PERSONAL SERVICES EXPENSE</b>           | <b>\$91,992</b>  | <b>78,218</b>  | (13,774)    | -15%       |
| 269,677            | Salaries & benefits                           | 89,892           | 76,568         | (13,324)    |            |
| 6,300              | Board Per Diem                                | 2,100            | 1,650          | (450)       |            |
| <b>\$169,490</b>   | <b>C) OPERATING EXPENSES</b>                  | <b>\$56,497</b>  | <b>58,925</b>  | 2,428       | 4%         |
| 30,634             | Contracted & Other Services                   | 10,211           | 7,110          | (3,101)     | -30%       |
|                    | Misc. Other Services                          |                  | 5,170          |             |            |
|                    | Legal Services                                |                  | 143            |             |            |
|                    | Legislative Audit                             |                  | 364            |             |            |
|                    | ITSD                                          |                  | 1,433          |             |            |
| 3,489              | Supplies/Materials/Equipment                  | 1,163            | 569            | (594)       | -51%       |
| 7,792              | Communications                                | 2,597            | 2,760          | 162         | 6%         |
| 19,283             | Travel                                        | 6,428            | 7,964          | 1,537       | 24%        |
| 25,997             | Rent                                          | 8,666            | 10,718         | 2,052       | 24%        |
|                    | Building Rent                                 |                  | 10,718         |             |            |
|                    | Other Rent                                    |                  | 0              |             |            |
| 8,988              | Repairs & Maintenance (& condo fees)          | 2,996            | 48             | (2,948)     | -98%       |
| 53,532             | Miscellaneous                                 | 17,844           | 22,160         | 4,316       | 24%        |
|                    | Commerce Department Services                  |                  | 11,029         |             |            |
|                    | Administration (statewide) Indirect Costs     |                  | 1,564          |             |            |
|                    | Education                                     |                  | 1,302          |             |            |
|                    | Other Miscellaneous                           |                  | 8,266          |             |            |
| 0                  | Equipment                                     | 0                | 0              |             |            |
| 19,775             | BOI Administrative Support                    | 6,592            | 7,595          | 1,003       | 15%        |
| <b>\$109,533</b>   | <b>REVENUES IN EXCESS OF EXPENSES (A-B-C)</b> | <b>-14,785</b>   | <b>127,754</b> | 142,540     | -964%      |
| 60,000             | Grants-Obligated/Paid                         | 0                | 0              |             |            |
|                    | Current Year Increase in Net Assets           |                  | 127,754        |             |            |
| \$49,533           | Prior Period Adjustments                      |                  |                |             |            |
|                    | <b>INCREASE (DECREASE) IN NET ASSETS</b>      |                  | 127,754        |             |            |

\* Income presented on CASH basis. GAAP accrual accounting would reflect approximately \$7,813 less income annually, or <2%

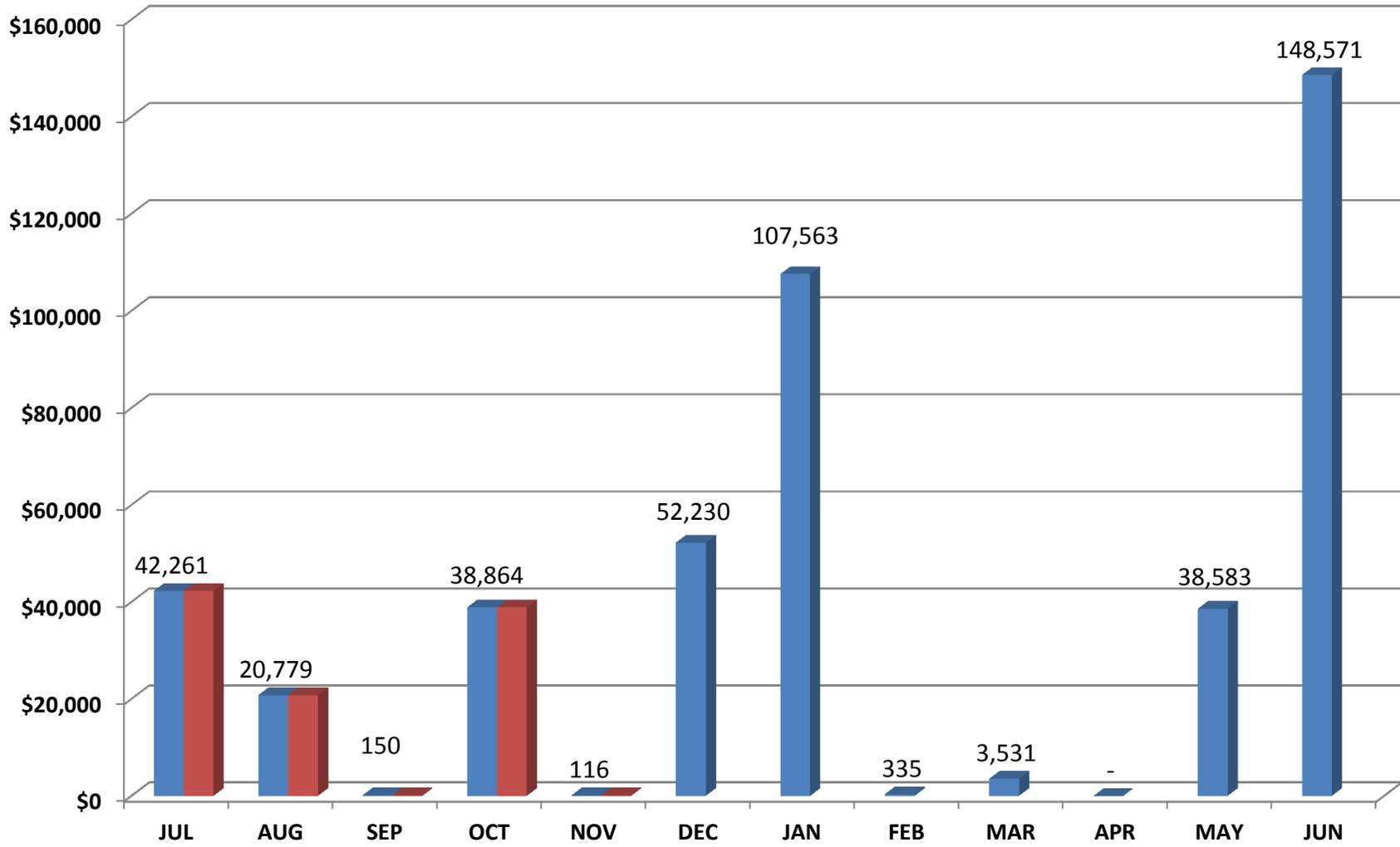
# FY 2017 Annual Service Fees

As of November 30, 2016

Annual Projected: \$447,702

YTD Projected: \$74,924

YTD Collected: \$74,924



**MONTANA FACILITY FINANCE AUTHORITY**  
**Staff Approved Loans & Grants**  
**8/30/16 - 11/30/2016**

**Commitments Pending**

**Borrower**

**Location**

**Date  
Approved**

**Term**

**Interest**

**Amount**

**Project**

**Program**

**Total Pending Direct Loans:**

**\$ -**

**Loans Made by Staff:**

**Borrower**

**Location**

**Date  
Funded**

**Term**

**Interest**

**Amount**

**Project**

**Program**

Broadwater Health Center

Townsend, MT

10/27/16

7 years

2.00%

\$ 245,000

Purchase equipment and property

Direct Loan

McCone County Health Center

Circle, MT

10/14/16

7 years

2.00%

\$ 100,000

Purchase housing for locum physicians

Direct Loan

**Total Loans Made by Staff:**

**\$ 345,000**

**Funds Available Under**

**Direct Loan Program:**

Loan Fund: (10/30/2016) (approx.)

2,208,557

Total Outstanding Loans: (10/30/2016)

(1,567,646)

Pending Approvals from above:

-

Loans Funded since 10/30/2016

-

Payments Received through 11/15/2016

39,498

**Total Available to Loan at 11/30/2016**

**\$ 680,410**

**Grants Paid/Approved since 6/30/2016**

**Grantee**

**Location**

**Date**

**Approved / Paid**

**Amount**

**Project**

**Program**

N/A

**Total Grants:**

**\$ -**

**Montana Facility Finance Authority**

Internal Controls Policy  
Approved 12/06/16

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**MONTANA FACILITY FINANCE AUTHORITY**  
**Internal Controls Policy**  
**(Updated 12/06/16)**

**PURPOSE**

The Montana Facility Finance Authority (MFFA) ensures processes are in place to safeguard assets, ensure validity of records and reports, and provide consistency for operations.

The Montana Facility Finance Authority shares physical location with and pays for services of the Montana Board of Investments (MBOI). The MFFA is attached to the Department of Commerce. Both entities are instrumental in completion of many tasks on behalf of the MFFA and each has its own internal controls policy.

**BUILDING**

MFFA rents space at 2401 Colonial. Building keys are provided in accordance with MBOI Internal Control Policy.

Information Technology

MFFA shares and pays for its respective MBOI IT staff and equipment.

**MFFA PROCEDURES MANUAL**

MFFA has a Procedures Manual, with detailed checklists identifying and describing daily, weekly, monthly, yearly and infrequent processes and procedures. Both the Associate Director and Financial Specialist have copies in their offices and make changes as processes are modified.

**RECEIPT OF FUNDS**

All mail, including receipt of checks, is processed through MBOI front office. See MBOI Internal Control Policy for process.

MFFA assesses borrowers for originating and monitoring bonds and loans. Checks received for this service are processed pursuant to MBOI Internal Controls Policy. Funds received through wire transfers (most bond issues) are received by the Treasurer's Office. Commerce Director's Office receives notifications, codes and sends reference to MFFA.

MFFA makes loans to borrowers and collects loan repayments through the MBOI.

- loan repayments are collected by MBOI via ACH for loans made from the MFFA funds (Direct Loans).
- service fees are assessed and included in the interest rate in lieu of assessing an annual monitoring fee (Trust Fund Loans).

Assessments for the various programs are indicated below:

Initial (origination) fees (see Procedures Manual for process)

Direct Loans

Trust Fund Loan Program

Bond/Note Issuance

Annual fees (monitoring) (see Procedures Manual for process)

Bonds/Notes

Loan repayment/service fees

Direct Loans (see Procedures Manual for process)

Trust Fund Loan Program (see Procedures Manual for process)

## **RECONCILIATIONS**

### **Income**

Reconciliation of income is done monthly. MFFA receives funds from several sources:

- the MBOI for ACH receipts of direct loan payments and TFLP service fees
- individual borrowers pursuant to invoices from MFFA
- trustees pursuant to requests with receipt requested, primarily, via wire transfer

Checks and wires are processed by Commerce with MFFA providing coding. ACH is processed by MBOI directly from amortization schedules completed at the time of the loan closing. Financial Specialist is responsible for income processing and tracking. Associate Director reconciles MFFA income spreadsheet to SBHRS monthly with the Executive Director verifying periodically, but at a minimum in June prior to FYE. During staff vacancies, Executive Director (ED) reconciles.

### **Trustee statements**

While trustee statements are not a part of the MFFA financial statements, it is seen as a responsibility to review for accuracy. Trustee statements are received from various trustees monthly, or quarterly. The Financial Specialist is responsible for verifying accuracy.

### **Verification of Outstanding Bond Loan/ Financial Balances**

The MFFA tracks all bonds, notes, and loans completed since inception (see Procedures Manual). This report (OSFEESUM) shows FYE balances and redemptions during the year and subsequent years until maturity. Independent verification of outstanding balances is achieved by:

- Bonds and notes – individual verification letters sent to trustees
- TFLP – from MBOI
- DL – from SBHRS open items

# **PROGRAMS**

## **Bonds and Notes**

Bonds and notes are issued to borrowers for projects. Board authorization is required. Money for projects comes from either a public issuance where an underwriter receives money from investors or from a private placement, i.e., a bank or large investor such as GE. Typically funds are placed into an escrow account and the borrower requests funds from the escrow agent or trustee. The MFFA staff does not have access to those funds. Repayment of those bonds/notes comes from the borrower to: 1) the trustee who pays the investors; or 2) directly to the private holder of the bond/note.

MFFA application fee is assessed as described in the MFFA Reference Manual and received as indicated above in Receipt of Funds.

## **Direct Loan Program (DL)**

Loans are made to eligible borrowers from MFFA's Fund Balance (Direct Loans). By policy, the maximum amount outstanding to any one borrower is \$300,000. Loans are approved by staff pursuant to board policy and reported to the board at subsequent board meetings. Board policy identifies authorized staff. Two staff are required for the approval, one for the request/analysis, and one for the approval. If there are not two staff members available, a Board member will be asked to review a request.

Funds are disbursed by MBOI via ACH and loan repayments are collected by MBOI via ACH (see MBOI Internal Controls Policy). Process details can be found in MFFA Procedures Manual.

MFFA application fee is assessed as described in the Procedures Manual and received as indicated above in Receipt of Funds.

## **Trust Fund Loan Program (TFLP)**

MFFA has authorization to loan up to a total of \$15 million for all borrowers from the Permanent Coal Trust Fund (17-6-308(4), MCA). Loans are made to eligible borrowers from the Permanent Coal Trust Fund. Policy dictates whether staff may approve or if board approval is necessary.

Funds are disbursed by MBOI via ACH and loan repayments are collected by MBOI via ACH (see MBOI Internal Controls Policy). Process details can be found in MFFA Procedures Manual.

MFFA application fees are assessed as described in the Procedures Manual and received as indicated above in Receipt of Funds.

## **Montana Capital Assistance Program (MCAP)**

This is a grant program for small hospitals and other eligible facilities. The Montana Health Research and Education Foundation (MHREF) administers this program through a contract with the MFFA. Upon receipt of an application by an eligible facility, MHREF verifies applicability with to MCAP Guidelines and notifies MFFA of approval, project and amount. Once the project is completed, the facility will request reimbursement from MHREF. MHREF will verify 20% co-pay by the facility and will notify MFFA by sending an invoice along with a copy of the

invoice from the borrower. MFFA pays MHREF; MHREF pays grantee. Total grants awarded per fiscal year is \$60,000 with a maximum of \$15,000 per grantee.

## **AUTHORIZATION OF EXPENSES/PAYMENTS TO VENDORS**

Invoices are given to the Executive Director for coding and payment. Upon authorization by ED, BOI front office copies or scans, sends to Commerce for processing. MBOI saves a copy of scanned document in MFFA's computer directory (Monthly Payments) and links scan in an Excel file showing monthly expenses. Upon absence of ED, Associate Director may approve and provide verbal and/or copy of authorization to ED. Bills that are common and shared between BOI and MFFA are coded and pro-rated by BOI for MFFA authorization. MBOI's office manager may have authority to authorize expenses on behalf of MFFA and that authority is reflected in the authorized signature list. Commerce has internal controls for processing and verifying allowable signatories.

ED reviews SBHRS documents to verify that expenses are accurately coded. Ultimately, ED will have a tickler card for June indicating review of all expenses for the year.

## **PROCUREMENT CARD PRIVILAGES/PROCESS**

Procurement cards are issued to state agencies to eliminate the need for employees to utilize their own funds for state agency business purchases and are to be used for state business only. Additionally, the State has implemented a request/policy to pay bills by pro cards. Cards MAY be issued once an employee has been with the agency for over one year and has shown commitment to the organization and its guiding policies and rules. The Executive Director will always have a card.

Purchases require a receipt reflecting the goods/services purchased. The Executive and Associate Directors have approval and/or acknowledgement authority for expenses. A receipt for an expenditure must be coded and approved for payment and sent to the Department of Commerce for payment along with cover sheet. The individual card holder may not authorize his/her own purchases. Department of Commerce has policies in place for these expenditures, which the MFFA follows.

## **AUTHORITY FUND INVESTMENTS**

MFFA downloads a weekly report detailing the STIP cash balance for the Authority operations fund (06015) and Direct Loan fund (06012). The cash balances are maintained at or about \$10,000 and \$1,000, respectively. Instructions to sell or purchase STIP to maintain these levels are originated by the Financial Specialist and provided to the MBOI STIP manager.

## **TICKLER SYSTEM**

The MFFA Tickler is a shared calendar located in the Outlook software. The calendar is shared between all staff members of the MFFA. The tickler calendar is where all weekly, monthly, quarterly, annual, and one-time only task items are placed including:

- Maturity of loan
- Release of Mortgage/security once paid off
- Return of Original Promissory Note
- Interest rate resets
- Reconciliation of Income
- Fiscal year-end (also reflected in the procedures manual and in checklists)

The Financial Specialist is responsible for checking the tickler system regularly to assure that all items are completed. IT sets up access.

# MONTANA FACILITY FINANCE AUTHORITY

## GRANT AWARDS

December 6, 2016

POLICY FOR GRANT AWARD originally dated as of September 21, 2001 (as hereinafter defined, the “Policy”), relating to the administration of loans by the MONTANA FACILITY FINANCE AUTHORITY (as hereinafter defined, the “Authority”) pursuant to Section 17-6-308(4) MCA.

**POLICY:** This policy on grant awards is applicable to all grant programs managed by the Authority.

**PURPOSE:** 90-7-211 (2) (e) MCA states: The fees of the Authority must be used for grants to institutions to assist in determining eligibility for or compliance with government programs, including the Authority’s.

- PARAMETERS:**
1. General:
    - a. Grants are available to eligible facilities identified in the Act, only.
    - b. Grants will be awarded on a first-come, first-served basis.
    - c. The term of each grant shall be one year from the approval date. Staff may grant extensions up to six months.
    - d. Allowable projects shall include the following:
      1. Inventory and evaluation of existing conditions of a facility.
      2. Expenses related to architectural, engineering or other similar planning activities.
      3. Identification of financing options, including financial feasibility studies.
      4. Development, management and evaluation of RFPs.
      5. Prioritization of the improvements, renovation or new construction needs.
      6. Planning and program qualification activities related to capital plans or projects.
      7. Application and development expenses incurred in the course of application for other grant funds.
      8. Application expenses incurred in the course of requests for a change in licensure or facility designation.
      9. Legal expenses to review complex contracts, secure capital financing, land use issues related to construction projects and other assistance necessary for hospital administration.
  2. Grant allocations:
    - a. The Board shall allocate the total amount of funds available for annual grant awards.

- b. Annual allocations are subject to available funds of the Authority.
3. Grant approval:
- a. Staff may approve grants up to \$15,000 per recipient for all project components. Once the maximum award is reached, eligible facilities may not reapply for five years.

An eligible facility that has reached its maximum award, but has undergone either a change in executive leadership (ex. CEO or President) or other significant change since the prior grant, may apply for funding before the five year limitation expires. In this instance, decision to award the grant will be at the discretion of Authority staff.

- b. Each grant recipient must contribute at least 20% toward the total cost of a project for which grant funds are awarded.

IN WITNESS WHEREOF, the parties have caused this policy to be revised and reviewed as of the 6<sup>th</sup> day of December 2016.

**MONTANA FACILITY FINANCE AUTHORITY**

By: \_\_\_\_\_  
Jon Marchi, Chairman

By: \_\_\_\_\_  
Michelle Barstad, Executive Director

# 2017

## JANUARY

| S  | M                                                                                   | T                                                                                    | W  | T  | F  | S  |
|----|-------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|----|----|----|----|
|    |  2 | 3                                                                                    | 4  | 5  | 6  | 7  |
| 8  | 9                                                                                   | 10                                                                                   | 11 | 12 | 13 | 14 |
| 15 | 16                                                                                  |  17 | 18 | 19 | 20 | 21 |
| 22 | 23                                                                                  | 24                                                                                   | 25 | 26 | 27 | 28 |
| 29 | 30                                                                                  | 31                                                                                   |    |    |    |    |

## FEBRUARY

| S  | M  | T                                                                                    | W  | T  | F  | S  |
|----|----|--------------------------------------------------------------------------------------|----|----|----|----|
|    |    |                                                                                      | 1  | 2  | 3  | 4  |
| 5  | 6  | 7                                                                                    | 8  | 9  | 10 | 11 |
| 12 | 13 |  14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21                                                                                   | 22 | 23 | 24 | 25 |
| 26 | 27 | 28                                                                                   |    |    |    |    |

## MARCH

| S  | M  | T  | W  | T  | F  | S  |
|----|----|----|----|----|----|----|
|    |    |    | 1  | 2  | 3  | 4  |
| 5  | 6  | 7  | 8  | 9  | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | 31 |    |

## APRIL

| S     | M  | T  | W  | T  | F  | S  |
|-------|----|----|----|----|----|----|
|       |    |    |    |    |    | 1  |
| 2     | 3  | 4  | 5  | 6  | 7  | 8  |
| 9     | 10 | 11 | 12 | 13 | 14 | 15 |
| 16    | 17 | 18 | 19 | 20 | 21 | 22 |
| 23/30 | 24 | 25 | 26 | 27 | 28 | 29 |

## MAY

| S  | M  | T  | W  | T  | F  | S  |
|----|----|----|----|----|----|----|
|    | 1  | 2  | 3  | 4  | 5  | 6  |
| 7  | 8  | 9  | 10 | 11 | 12 | 13 |
| 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | 31 |    |    |    |

## JUNE

| S  | M  | T  | W  | T  | F  | S  |
|----|----|----|----|----|----|----|
|    |    |    |    | 1  | 2  | 3  |
| 4  | 5  | 6  | 7  | 8  | 9  | 10 |
| 11 | 12 | 13 | 14 | 15 | 16 | 17 |
| 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 25 | 26 | 27 | 28 | 29 | 30 |    |

## JULY

| S     | M     | T  | W  | T  | F  | S  |
|-------|-------|----|----|----|----|----|
|       |       |    |    |    |    | 1  |
| 2     | 3     | 4  | 5  | 6  | 7  | 8  |
| 9     | 10    | 11 | 12 | 13 | 14 | 15 |
| 16    | 17    | 18 | 19 | 20 | 21 | 22 |
| 23/30 | 24/31 | 25 | 26 | 27 | 28 | 29 |

## AUGUST

| S  | M  | T  | W  | T  | F  | S  |
|----|----|----|----|----|----|----|
|    |    | 1  | 2  | 3  | 4  | 5  |
| 6  | 7  | 8  | 9  | 10 | 11 | 12 |
| 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 | 31 |    |    |

## SEPTEMBER

| S  | M  | T  | W  | T  | F  | S  |
|----|----|----|----|----|----|----|
|    |    |    |    |    | 1  | 2  |
| 3  | 4  | 5  | 6  | 7  | 8  | 9  |
| 10 | 11 | 12 | 13 | 14 | 15 | 16 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |

## OCTOBER

| S  | M  | T  | W  | T  | F  | S  |
|----|----|----|----|----|----|----|
| 1  | 2  | 3  | 4  | 5  | 6  | 7  |
| 8  | 9  | 10 | 11 | 12 | 13 | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | 31 |    |    |    |    |

## NOVEMBER

| S  | M  | T  | W  | T  | F  | S  |
|----|----|----|----|----|----|----|
|    |    |    | 1  | 2  | 3  | 4  |
| 5  | 6  | 7  | 8  | 9  | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 |    |    |

## DECEMBER

| S     | M  | T  | W  | T  | F  | S  |
|-------|----|----|----|----|----|----|
|       |    |    |    |    | 1  | 2  |
| 3     | 4  | 5  | 6  | 7  | 8  | 9  |
| 10    | 11 | 12 | 13 | 14 | 15 | 16 |
| 17    | 18 | 19 | 20 | 21 | 22 | 23 |
| 24/31 | 25 | 26 | 27 | 28 | 29 | 30 |

### HOLIDAYS AND OBSERVANCES

|        |                    |        |                  |        |                  |
|--------|--------------------|--------|------------------|--------|------------------|
| 1-Jan  | New Year's Day Ob. | 4-Jul  | Independence Day | 23-Nov | Thanksgiving Day |
| 16-Jan | MLK Day            | 4-Sep  | Labor Day        | 25-Dec | Christmas Day    |
| 20-Feb | Presidents' Day    | 9-Oct  | Columbus Day     |        |                  |
| 29-May | Memorial Day       | 10-Nov | Veterans Day Ob. |        |                  |

### CONFERENCES - 2017

|               |                        |               |                   |
|---------------|------------------------|---------------|-------------------|
| Apr 3-5, 2017 | NAHEFFA Alexandria, VA | Sep 6-8, 2017 | NAHEFFA Boise, ID |
|---------------|------------------------|---------------|-------------------|

**Pondera Medical Center  
Conrad, Montana  
Trust Fund Loan Program  
Loan Summary**

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**ELIGIBLE HEALTH FACILITY**

Pondera Medical Center (“Medical Center”) is a licensed 25-bed (acute or swing bed) critical access hospital (CAH), a 59-bed nursing facility and a rural health clinic located in Conrad, Montana. Pondera Medical Center is a nonprofit corporation and recognized as a tax exempt entity under section 501(c) (3) of the Internal Revenue Code. The Medical Center is governed by an independent Board of Directors.

In July, 2014, Pondera Medical Center entered into a Management Services Agreement with Kalispell Regional Healthcare System (“KRHS”) for the provision of non-clinical and operational services to Pondera Medical Center. KRHS employs and furnishes the CEO (Bill O’Leary) and CFO (Randy Nightengale) to Pondera Medical Center. The other management team members are employees of Pondera Medical Center (Chief of Staff, Chief Nursing Officer and Clinical Manager). Additionally, KRHS provides various clinical and related business operations support to Pondera Medical Center, as needed, under a Master Services Agreement.

**PROJECT AND COST**

The Authority received a loan request from Pondera Medical Center on November 6, 2016. The loan amount is **\$356,000** for reimbursement of project costs. The project, completed in October, was for the purchase of the CT machine the Medical Center had been leasing and to remodel its main level Radiology Suite to accommodate the CT machine so it could be moved up from the basement.

| <b>Project</b>                                  | <b>New Money / Refinancing</b> | <b>Replacement / New Equipment</b> | <b>Location</b> | <b>Amount</b>    |
|-------------------------------------------------|--------------------------------|------------------------------------|-----------------|------------------|
| Purchase CT machine and remodel Radiology Suite | New                            | New                                | Conrad          | \$356,000        |
| <b>Total</b>                                    |                                |                                    |                 | <b>\$356,000</b> |

|                             |                                                                 |
|-----------------------------|-----------------------------------------------------------------|
| <b><u>PROGRAM</u></b>       | Trust Fund Loan                                                 |
| <b><u>LOAN TERM</u></b>     | 5 Years                                                         |
| <b><u>INTEREST RATE</u></b> | 3.97% per annum                                                 |
| <b><u>PAYMENT</u></b>       | \$6,551.56 per month; \$78,618.71 per annum                     |
| <b><u>CLOSING DATE</u></b>  | est. 12/20/16                                                   |
| <b><u>MATURITY DATE</u></b> | 12/15/2021 (est.) 60 months from closing                        |
| <b><u>SECURITY</u></b>      | UCC on equipment totaling \$336,269 and CDs totaling \$100,000. |

## HISTORICAL FINANCIALS

| FISCAL YEARS ENDED                           | 12/31/2013           | 12/31/2014           | 12/31/2015           | 10/31/2016<br>(unaudited) |
|----------------------------------------------|----------------------|----------------------|----------------------|---------------------------|
| <b><u>ASSETS</u></b>                         |                      |                      |                      |                           |
| Cash & Cash Equivalents                      | \$ 512,937           | \$ 1,058,310         | \$ 1,382,058         | \$1,845,638               |
| Investments                                  | 180,525              | 180,881              | 181,237              | -                         |
| Patient Recvbls & Due from 3rd-Party Payors  | 1,920,541            | 1,453,237            | 1,675,222            | 1,527,780                 |
| Inventory                                    | 124,054              | 137,881              | 154,717              | 144,678                   |
| Current Assets Whose Use is Limited          | 81,472               | 113,580              | 130,854              | -                         |
| All Other Current Assets                     | 49,305               | 45,339               | 88,770               | -                         |
| <b>Total Current Assets</b>                  | <b>\$ 2,868,834</b>  | <b>\$ 2,989,228</b>  | <b>\$ 3,612,858</b>  | <b>\$ 3,518,096</b>       |
| Fixed Assets                                 | 12,421,269           | 12,688,311           | 13,122,959           | 13,193,990                |
| Accumulated Depreciation                     | 9,815,858            | 10,316,668           | 10,702,261           | 11,107,183                |
| Fixed Assets (net)                           | 2,605,411            | 2,371,643            | 2,420,698            | 2,086,806                 |
| Board Designated Funds                       | -                    | -                    | -                    | 333,198                   |
| Assets Held in Trust (1)                     | 466,830              | 462,540              | 441,081              | 441,081                   |
| Other Assets                                 | 184,990              | 192,312              | 195,786              | -                         |
| <b>Total Assets</b>                          | <b>\$ 6,126,065</b>  | <b>\$ 6,015,723</b>  | <b>\$ 6,670,423</b>  | <b>\$ 6,379,181</b>       |
| <b><u>LIABILITIES &amp; FUND BALANCE</u></b> |                      |                      |                      |                           |
| Accounts Payable & Other Accrued Expenses    | \$ 1,738,352         | \$ 1,482,708         | \$ 1,271,731         | \$1,232,587               |
| Current Portion of Long-Term Debt            | 377,391              | 324,612              | 281,767              | \$202,268                 |
| Other Current Liabilities                    | -                    | -                    | -                    | 51,392                    |
| <b>Total Current Liabilities</b>             | <b>\$ 2,115,743</b>  | <b>\$ 1,807,320</b>  | <b>\$ 1,553,498</b>  | <b>\$ 1,486,247</b>       |
| Long-Term Debt (Less Current Portion)        | 313,994              | 322,423              | 426,060              | \$275,008                 |
| Other Long-Term Liabilities                  | 123,920              | 116,542              | 109,331              | -                         |
| Unrestricted Fund Balance                    | 1,135,080            | 1,468,710            | 2,301,423            | -                         |
| Restricted Fund Balance                      | 2,437,328            | 2,300,728            | 2,280,111            | -                         |
| <b>Fund Balance</b>                          | <b>3,572,408</b>     | <b>3,769,438</b>     | <b>4,581,534</b>     | <b>4,617,926</b>          |
| <b>Total Liabilities &amp; Fund Balance</b>  | <b>\$ 6,126,065</b>  | <b>\$ 6,015,723</b>  | <b>\$ 6,670,423</b>  | <b>\$6,379,181</b>        |
| <b><u>REVENUES &amp; EXPENSES</u></b>        |                      |                      |                      |                           |
| Gross Patient Service Revenue                | \$ 13,239,737        | \$ 13,615,658        | \$ 15,631,876        | 13,318,103                |
| Deductions from Patient Service Revenue      | 1,976,738            | 2,222,548            | 3,168,255            | 2,887,445                 |
| Net Patient Service Revenue                  | 11,262,999           | 11,393,110           | 12,463,621           | 10,430,658                |
| Other Operating Revenue                      | 176,086              | 409,105              | 606,330              | 740,527                   |
| <b>Total Operating Revenue</b>               | <b>\$ 11,439,085</b> | <b>\$ 11,802,215</b> | <b>\$ 13,069,951</b> | <b>\$11,171,185</b>       |
| Interest                                     | 53,654               | 41,291               | 15,371               | 12,266                    |
| Depreciation & Amortization                  | 645,689              | 573,570              | 571,189              | 496,299                   |
| Other Operating Expenses                     | 11,657,165           | 11,635,829           | 12,464,444           | 10,908,260                |
| Total Operating Expenses                     | 12,356,508           | 12,250,690           | 13,051,004           | 11,416,825                |
| <b>Income from Operations</b>                | <b>\$ (917,423)</b>  | <b>\$ (448,475)</b>  | <b>\$ 18,947</b>     | <b>\$ (245,640)</b>       |
| Nonoperating Revenue                         | 697,398              | 645,505              | 793,149              | 282,021                   |
| <b>Excess of Rev Over Expenses</b>           | <b>\$ (220,025)</b>  | <b>\$ 197,030</b>    | <b>\$ 812,096</b>    | <b>\$ 36,381</b>          |
| Interest Expense                             | 53,654               | 41,291               | 15,371               | 12,266                    |
| Amortization & Depreciation Expense          | 645,689              | 573,570              | 571,189              | 496,299                   |
| <b>Funds Available for Debt Service</b>      | <b>\$ 479,318</b>    | <b>\$ 811,891</b>    | <b>\$ 1,398,656</b>  | <b>\$ 544,946</b>         |

| Key Ratios                  | 12/31/13 | 12/31/14 | 12/31/15 | Unaudited | BOI Trust  | Moody's Baa   |
|-----------------------------|----------|----------|----------|-----------|------------|---------------|
|                             |          |          |          | 10/31/16  | Fund       | FY 2014       |
|                             |          |          |          |           | Guidelines | Median Ratios |
| Current Ratio               | 1.36     | 1.65     | 2.33     | 2.37      | >1.50      | 2.20          |
| Cushion Ratio               | 1.33     | 2.96     | 4.60     | 7.41      | >2.30      | 12.00         |
| Days Cash on Hand           | 21.61    | 38.73    | 45.72    | 72.82     | >42        | 151.00        |
| Days in Accounts Receivable | 49.72    | 35.27    | 42.78    | 45.96     | <62        | 47.30         |
| Operating Margin            | -8.0%    | -3.8%    | 0.1%     | -2.20%    | >1.0%      | 1.3%          |
| Excess Margin               | -1.81%   | 1.58%    | 5.86%    | 0.32%     | >0.5%      | 3.9%          |
| Debt to Capitalization      | 21.7%    | 18.0%    | 15.6%    | N/A       | <67%       | 42.7%         |
| Debt Service Coverage (x)   | 0.92     | 1.94     | 4.11     | 1.85      | >1.35x     | 3.60          |

With the exception of Operating Margin, Pondera Medical Center achieves all Trust Fund Loan Guidelines for FY 2015. As of 10/31/16, Pondera does not meet guidelines for Excess Margin.

### **FINANCIAL OBSERVATIONS**

- Interim Financials
  - Interim financials as of October 31, 2016 (10 months) show an operating loss of \$245,640 which compares well to the budgeted loss of \$260,175 for the same period. The Medical Center's net income of \$36,381 exceeds the budgeted income of \$9,521. The main driver of the better-than-expected income is that salaries and benefits are below budget for the period.
- Current Assets/Current Liabilities:
  - The Medical Center's days cash on hand averaged 42 days over the last two fiscal years which compares well to 21 days in FY 2013. For the interim financials as of 10/31/16, the Medical Center holds 72 days cash on hand.
  - The Medical Center's cash position more than doubled between FY 2013 and FY 2015. In 2016, it received \$72,900 in meaningful use payments for its EHR project. It also averaged \$28,000 a month in revenue from its 340b drug program.
  - Between FY 2014 and FY 2015, the Medical Center's current ratio has improved from 1.65 to 2.33 which exceeds Moody's medians (Baa). As of 10/31/16, the current ratio is 2.37.
  - The Medical Center's cash to debt ratio has consistently exceeded Moody's medians.
- Operating Income:
  - Operating revenue has increased by 14% from FY 2013 to FY 2015. Expenses grew by 5% over the same period.
  - The Medical Center's operating margin was positive at end of FY 2015 (0.14%) for the first time in the last five years and compares to the Moody's 2014 Baa medians.
  - At 10/31/16, operating revenue was \$11,171,185 compared to budgeted revenue of \$11,355,420 and revenues, for the same ten month period in 2015, of \$11,132,227.
- Funds Available for Debt Service:
  - The Medical Center's debt service coverage has climbed from 0.92x at the end of FY 2013 to 4.11x at the end of FY 2015. This is attributed to a decreasing current portion of long term debt and achieving an operating and net profit in FY 2015.
  - The Medical Center's annual debt service continues to decline and it currently has four existing notes payable; one matures in 2017 while the remaining three mature in 2020.
  - The interim 2016 financials show debt service coverage of 1.85x.

**UTILIZATION STATISTICS**

| <b>Hospital</b>       | <b>2013</b> | <b>2014</b> | <b>2015</b> | <b>2016<br/>(YTD 9/30/16)</b> |
|-----------------------|-------------|-------------|-------------|-------------------------------|
| Licensed Beds         | 25          | 25          | 25          | 25                            |
| Admissions            | 100         | 79          | 94          | 64                            |
| Swing Bed Admissions  | 36          | 45          | 44          | 39                            |
| Patient Days          | 264         | 235         | 257         | 173                           |
| Number of Outpatients | 7,294       | 6,768       | 6,885       | 4,817                         |
| Outpatient Surgeries  | 91          | 62          | 59          | 29                            |
| PT and OT Treatments  | 12,977      | 11,857      | 17,302      | 13,859                        |
| Emergency Visits      | 1,868       | 1,690       | 1,581       | 1,182                         |

| <b>Nursing Facility</b> | <b>2013</b> | <b>2014</b> | <b>2015</b> | <b>2016<br/>(YTD 9/30/16)</b> |
|-------------------------|-------------|-------------|-------------|-------------------------------|
| Licensed Beds           | 59          | 59          | 59          | 59                            |
| Percentage of Occupancy | 88.0%       | 84.9%       | 89.4%       | 92.7%                         |
| Resident Days           | 18,759      | 18,275      | 19,251      | 14,981                        |
| PT and OT Treatments    | 493         | 593         | 1,137       | 861                           |

Surgeries have declined since 2013 due to a decrease in referrals. The decline in the number of outpatients has been attributed to provider turnover. The increase in Physical and Occupational Therapy Treatments is due to the Medical Center hiring additional Physical Therapy staff.

**PAYOR MIX**

| <b>Medical Center</b>  | <b>2013</b> | <b>2014</b> | <b>2015</b> | <b>2016<br/>(YTD 9/30/16)</b> |
|------------------------|-------------|-------------|-------------|-------------------------------|
| Medicare               | 41%         | 47%         | 44%         | 44%                           |
| Medicaid               | 18%         | 20%         | 16%         | 21%                           |
| Blue Cross/Blue Shield | 7%          | 6%          | 7%          | 7%                            |
| Private Pay            | 18%         | 11%         | 17%         | 16%                           |
| All Other              | 16%         | 16%         | 16%         | 12%                           |

**PAYMENT CAPABILITIES / PRO FORMA**

|                                | 12/31/2013 | 12/31/2014 | 12/31/2015 | 10/31/2016<br>(unaudited) | Pro Forma |
|--------------------------------|------------|------------|------------|---------------------------|-----------|
| Revenues Minus Expenditures    | (220,025)  | 197,030    | 812,096    | 36,381                    | 43,657    |
| Add Depreciation/Amortization  | 645,689    | 573,570    | 571,189    | 496,299                   | 595,559   |
| Interest Expense               | 53,654     | 41,291     | 15,371     | 12,266                    | 14,719    |
| Available for Debt Service     | 479,318    | 811,891    | 1,398,656  | 544,946                   | 653,935   |
| Existing Debt Service          | 519,893    | 418,682    | 339,983    | 294,033                   | 296,486   |
| Debt Service on New Money      | N/A        | N/A        | N/A        | N/A                       | 78,619    |
| Total Debt Service             | 519,893    | 418,682    | 339,983    | 294,033                   | 375,105   |
| Debt Service Ratio Calculation | 0.92       | 1.94       | 4.11       | 1.85                      | 1.74      |

The Pro Forma is based on interim 10/31/16 unaudited financials that have been annualized and includes the additional debt service of \$78,619 for this Trust Fund loan request. There is no expectation for additional revenues from purchase of the CT machine and remodeling of the Radiology Suite. The debt service coverage ratio shows Pondera Medical Center can cover its existing debt as well as the new debt request.

**SUMMARY OF FINANCIAL SUPPORT FOR PONDERA MEDICAL CENTER**

Pondera Medical Center has the following support that is a factor in its overall ability to cover operations and debt service.

- **Pondera County Support:**  
Pondera County owns the Medical Center and other buildings and leases them to Pondera Medical Center for \$10 per year plus any interest or principal payments on loans or leases taken by the County on the Medical Center’s behalf. The County provides funding through two mill levies:
  - 4.4 mill operating levy which has been approved annually for the last 30 years and generates roughly \$100,000 per year,
  - 11.2 mill Hospital Capital Improvement Fund levy which will expire in 2025 and generates approximately \$175,000 per year with an adjustment for inflation.
- **Montana State/Pondera County Intergovernmental Agreement:**  
Pondera County has an agreement with Montana Department of Public Health and Human Services to provide funds to the State in support of Pondera Medical Center. Between 7/1/15 and 6/30/16, Pondera County transferred \$457,532 to the State which resulted in the State transferring \$624,930 to Pondera Medical Center.
- **Other sources of funds:**
  - A Beneficial Interest in Perpetual Trust generates \$18,000-\$20,000 per year. The value of the trust at FY 2015 is \$441,081.
  - Pondera Healthcare Foundation was established in late 2014 to support all health care in Pondera County. It is raising funds at this time.

**ANTICIPATED FINANCIAL CHANGES DUE TO PROJECT**

The new CT Machine and Radiology Suite remodel will improve patient care. Prior to the remodel, the CT Machine was located in the basement which was an elevator ride for Emergency Department patients. The remodel will move the CT Machine closer to the Emergency Department. The basement space that once held the CT Machine will likely be used as office or storage space.

**CURRENT OBLIGATIONS TO BOI & MFFA**

| <b>Series</b>                      | <b>Original Issue</b> | <b>Issue Date</b> | <b>Outstanding 10/30/16</b> | <b>Maturity</b> | <b>Project</b>                                 |
|------------------------------------|-----------------------|-------------------|-----------------------------|-----------------|------------------------------------------------|
| Board of Investments INTERCAP Loan | \$ 628,578            | 5/30/2014         | \$ 233,031                  | 8/15/2017       | Refinance loans for various hospital equipment |
| MFFA Direct Loan                   | \$ 140,297            | 5/15/2015         | \$ 102,612                  | 5/15/2020       | Replace Ultrasound System                      |
| <b>Totals</b>                      | <b>\$ 768,875</b>     |                   | <b>\$ 335,643</b>           |                 |                                                |

Pondera Medical Center also had two prior Direct Loans that were paid-in-full.

**STRENGTHS**

- Pondera Medical Center was able to show a small operating and net profit in FY 2015 and expects to break-even at end of FY 2016.
- The Medical Center had enough liquid assets to complete the project before seeking financing to reimburse costs.
- Debt service coverage for the proposed financing is strong at 1.76x.
- The relationship with KRHS provides experienced management services for both clinical and business operations.

**WEAKNESSES**

- FY 2015 operating margin does not meet the Trust Fund Loan Program Guidelines.
- Until FY 2015, Pondera Medical Center experienced annual operating losses.
- As of 2014, the Medical Center is no longer a component unit of Pondera County and thus the County is not obligated to pay the loan if the Medical Center fails to make payment.

**RECOMMENDATION**

Approval is recommended based on:

- Sufficient funds available to meet annual new debt service payment of \$78,619.
- Pondera Medical Center was able to self-fund the CT Machine and remodel expenses as the project was completed in October, 2016.
- Pondera Medical Center is supported by Pondera County and has a working relationship with KRHS.

For these reasons, the MFFA has a reasonable expectation of loan repayment by Pondera Medical Center.

RESOLUTION NO. 16-14

RESOLUTION ON A PROPOSAL TO MAKE A LOAN TO **PONDERA MEDICAL CENTER**, UNDER TITLE 90, CHAPTER 7, AND SECTION 17-6-308(4), MONTANA CODE ANNOTATED, AS AMENDED; APPROVING THE RELATED LOAN APPLICATION; APPROVING THE PROJECT AND THE TERMS AND CONDITIONS OF THE LOAN AND THE EXECUTION OF DOCUMENTS RELATED THERETO.

BE IT RESOLVED by the Montana Facility Finance Authority (the “Authority”), as follows:

Section 1. Recitals.

1.01. The Authority is authorized pursuant to Title 90, Chapter 7, and Section 17-6-308(4) Montana Code Annotated, as amended (hereinafter referred to as the “Act”), to make a loan from the Permanent Coal Tax Trust Fund for a capital project as defined in the Act. Pondera Medical Center, a Montana non-profit corporation with its operations located in Conrad, Montana (the “Obligor”) has presented a proposal to the Authority requesting the Authority assist the Obligor with financing the purchase of the CT Machine currently being leased by the Obligor and renovation of the radiology department (the “Project”) by making a loan to the Obligor in the amount not to exceed \$356,000 (the “Loan”).

1.02. The Authority determines that the Loan is for a capital project as described in the Act and does not exceed 10% of the \$15,000,000 amount of the Permanent Coal Tax Trust Fund to be administered under the Act by the Authority.

1.03 The Authority has received the Obligor’s Loan application and deems the application complete and determines that the Project is eligible for financing under the Act.

1.04 The Authority and the Board of Investments of the State of Montana have calculated the interest rate for the Loan in accordance with a commitment letter specifying the date through which the commitment is valid, the interest rate and term of the Loan.

1.05 The following documents relating to the Project and the Loan will be prepared and shall be placed on file in the office of the Authority:

(a) A Loan Agreement (with exhibits and attachments), the “Loan Agreement,” with the Authority as Lender and Obligor as borrower,

(b) A Note in the principal amount of the Loan from the Obligor to the Authority (the “Note”).

Section 2. Findings.

2.01. Based on the application, the Authority hereby finds, determines and declares as follows:

(a) the Obligor is an "institution" and the Project consists of the financing or refinancing of "eligible facilities" within the meaning of the Act;

(b) the amount of the Loan to the Obligor pursuant to the Loan Agreement based solely on information provided and representations made by the Obligor will not exceed the total eligible costs of the Project;

(c) pursuant to the Loan Agreement, the Loan repayments will be sufficient to pay the principal of, and interest on the Note as due, to meet all other obligations in connection with the Loan Agreement and to provide for costs of servicing and securing the Note;

(d) the Project is to be operated by the Obligor for the purpose of providing services for persons with disabilities;

(e) based solely upon information and representations provided by the Obligor, the Obligor will have sufficient revenues to provide for the payment of the principal of and interest on the Loan as due;

(f) pursuant to Section 17-6-308(4). MCA, the Loan Agreement will provide that principal and interest payments on the Loan will be deposited in the Coal Severance Tax Permanent Fund until all principal and interest has been paid;

(g) the Project is not subject to certificate of need approval under Montana Code Annotated, Title 50, Chapter 5, Part 3, as amended; and

(h) the Loan complies with the terms of the Authority's Trust Fund Loan Pool Policy.

Section 3. Approval and Authorizations.

3.01. The Project and the Loan are hereby approved by the Authority.

3.02. The forms of (a) the Loan Agreement and the attachments thereto and (b) the Note, filed with the Authority are approved. The Chairman, Executive Director, Associate Director or any one or more of such officers of the Authority are hereby authorized and directed: (i) to execute the Loan Agreement and its Exhibits and Attachments in the name and on behalf of the Authority, upon execution thereof by the other parties thereto; and (ii) to file or record any security instruments in the name of, and on behalf of, the Authority. The above-referenced documents shall be executed in substantially the form previously approved, subject to such additions thereto or deletions therefrom as are approved by the officers executing the same,

which approval shall be conclusively presumed by the execution thereof, and such other documents as required by the Authority's counsel shall also be executed at the closing.

Section 4. Application and Planning Fees.

4.01 As authorized by Section 90-7-211 of the Act, the Authority may assess certain initial planning service fees and annual planning service fees to be paid by participating institutions (as defined in the Act) in connection with any application to the Authority for financial assistance. The initial planning service fee will be one percent (1%) of the final loan amount. The annual planning service fee for the Obligor will be 50 basis points (.50%) of the outstanding amount of the Loan, assessed each month and included in the amortization schedule provided to the Obligor, unless and until changed by the Authority.

Passed and approved by the Authority this 6<sup>th</sup> day of December, 2016.

MONTANA FACILITY FINANCE AUTHORITY

ATTEST:

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By: Jon Marchi  
Its: Chairman

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By: Michelle Barstad  
Its: Executive Director

**Marcus Daly Memorial Hospital  
Hamilton, MT  
Stand Alone  
Loan Summary**

**ELIGIBLE HEALTH FACILITY**

Marcus Daly Memorial Hospital (“Marcus Daly” or “Hospital”) is a non-profit community hospital located in Hamilton, MT. Marcus Daly was founded in 1929 and designated a Critical Access Hospital “CAH”) December 1, 2004.

Marcus Daly is a sole community provider for the Ravalli County market. Hospital services include acute care, inpatient and outpatient surgery, emergency care, ambulance, home health, clinic, inpatient and outpatient hospice care, and the related ancillary procedures (lab, imaging, rehabilitation, etc.) associated with those services.

**PROJECT**

The bond issue will refinance one or more of the existing taxable loans described below, which were issued by multiple lenders to finance the Hospital’s expansion through acquisition, renovation and new construction.

| <b>Lender</b>                      | <b>Original Issue</b> | <b>Interest Rate</b> | <b>Refunding Balance</b> | <b>Original Maturity</b>    | <b>Project</b>                                                      |
|------------------------------------|-----------------------|----------------------|--------------------------|-----------------------------|---------------------------------------------------------------------|
| David Schlecten                    | \$ 331,000            | 4.00%                | \$ 123,417               | 5/26/2035                   | Purchase building for administrative and Foundation offices         |
| First Security Bank                | \$ 503,189            | 6.00%                | \$ 455,984               | 4/30/2020<br>Ballon Payment | Purchase building for administrative and Foundation offices         |
| TrailWest Bank                     | \$ 500,000            | 6.39%                | \$ 341,330               | 10/1/2033                   | Purchase building for administrative and Foundation offices         |
| First Security Bank                | \$ 4,544,867          | 4.25%                | \$ 2,942,512             | 11/12/2044                  | New construction of ICU and birthing center                         |
| Doctors Moreland, Ashcraft & Ellis | \$ 839,079            | 7.00%                | \$ 629,784               | 9/23/2018<br>Ballon Payment | Purchase building fror physician offices                            |
| TrailWest Bank                     | \$ 938,000            | 4.79%                | \$ 610,361               | 10/17/2022                  | Remodel and new construction for Bitterroot Physician's Clinic      |
| Farmer's State Bank                | \$ 3,150,000          | 4.99%                | \$ 2,515,233             | 10/30/2036                  | New construction of Rehabilitation Center                           |
| USDA Farmer's State Bank           | \$ 5,300,000          | 6.00%                | \$ 4,800,000<br>(approx) | 8/1/2033                    | New construction including boilers, loading dock and receiving area |
| <b>Totals</b>                      | <b>\$ 15,775,135</b>  |                      | <b>\$ 12,418,620</b>     |                             |                                                                     |

**PROGRAM** Stand Alone Private Placement(s)

**STRUCTURE**

The financing will be negotiated between two or more bank(s) as identified by the Hospital. D.A. Davidson will serve as the Municipal Advisor and will oversee the consolidation of the disparate financings in a simplified structure of one or two financings. Final structure of the financing will be determined by multiple factors including: term, useful life of collateral, current and prospective bonded indebtedness, and expectation of savings through the refinancing.

**LOAN TERM** TBD - Up to 30 years

**INTEREST RATE** TBD

**CLOSING DATE** est. February 2017

**MATURITY DATE** TBD

**SECURITY** To be determined, but may include a mortgage on the property and a pledge of revenues. Security may be on parity with outstanding Master Loan Program bonds.

**RATING** N/A

**INVESTOR LETTER**

Each bank will provide a letter stipulating that: 1) it is considered a “sophisticated investor”; 2) has conducted its own due diligence on the Program and Marcus Daly Memorial Hospital; 3) has made its own internal analysis in advance of purchasing the bonds; and, 4) it is satisfied that all of its questions have been appropriately answered.

**UTILIZATION**

|                        | <b>FY 2013</b> | <b>FY 2014</b> | <b>FY 2015</b> | <b>FY 2016</b> |
|------------------------|----------------|----------------|----------------|----------------|
| Available Beds         | 25             | 25             | 25             | 25             |
| Patient Days           | 5,298          | 4,963          | 4,970          | 5,371          |
| Occupancy Rate         | 58%            | 54%            | 54%            | 59%            |
| Average Length of Stay | 3.20           | 2.53           | 2.74           | 3.03           |
| Emergency Room Visits  | 10,489         | 9,996          | 10,428         | 10,546         |
| Home Health Visits     | 3,919          | 5,189          | 5,085          | 5,021          |
| Outpatient Visits      | 29,106         | 25,564         | 25,855         | 22,398         |
| Clinic Visits          | 37,256         | 45,450         | 47,254         | 46,665         |
| Surgical Procedures    | 1,182          | 1,247          | 1,307          | 1,230          |

## PAYOR MIX

| <b>Payor</b> | <b>FY 2013</b> | <b>FY 2014</b> | <b>FY 2015</b> | <b>FY 2016</b> |
|--------------|----------------|----------------|----------------|----------------|
| Medicare     | 54.7%          | 44.9%          | 51.4%          | 52.6%          |
| Medicaid     | 9.4%           | 10.9%          | 11.7%          | 13.9%          |
| Commercial   | 23.9%          | 31.3%          | 26.0%          | 25.6%          |
| Self Pay     | 11.7%          | 11.0%          | 8.9%           | 6.4%           |
| Other        | 0.4%           | 1.9%           | 2.0%           | 1.4%           |
| <b>Total</b> | <b>100%</b>    | <b>100%</b>    | <b>100%</b>    | <b>100%</b>    |

## MARKET/COMPETITION

The Hospital is a sole community provider, meaning that there are no competitors for in-patient services in the primary area. Secondary providers consist of St. Patrick Hospital and Community Medical Center, both in Missoula (approximately 50 miles/1 hour away). Marcus Daly has agreements for certain services with St. Patrick Hospital. Procedures not currently covered by Marcus Daly would traditionally result in procedures performed in Missoula at either St. Patrick Hospital or Community Medical Center. Community Medical Center is considered a neo-natal regional referral hospital, thus difficult and/or complicated births would automatically be referred to that hospital.

## GOVERNANCE

Marcus Daly Memorial Hospital is governed by an eleven member Board that includes community members, at least two active members of the medical staff and the Chief Medical Officer and Chief of Staff attend as ex-officio members.

## MANAGEMENT

John Bartos, CEO, has been in hospital management since 1975 and with Marcus Daly since 1987. He started his hospital management in White Sulphur Springs where he was CEO for four years, then went to Columbus, Montana for 8 years prior to his current position. He has a BS from Carroll College and a Masters of Science Administration from Notre Dame.

Donja Erdman, CFO, has been with the Hospital since 1995 when she started as an accountant. She received a BA in accounting from Carroll College and earned her CPA in 1997. Prior accounting work experience consists of a law firm and the Montana Department of Revenue.

Kathy Padilla, RN, Director of Nursing, has been with the Hospital since 2013 and in nursing management for 20 years. Before coming to Marcus Daly, she was the Clinical Director of a large outpatient ambulatory surgery center in Bellevue, Washington. Prior nursing experience was in hospitals in the Seattle area. She received her Bachelors of Science in Nursing from the University of Washington.

Troy Hanson, assistant administrator, has been with the Hospital since 1995 and in his present position since 2003. Education consists of a BS in Microbiology and an MBA in 2005, both from the University of Montana. His Prior work experience includes laboratory positions at various health facilities, primarily in Spokane and Missoula.

**HISTORICAL FINANCIALS**

| <b>Audited Financials as of 6/30</b>        | <b>2013</b>          | <b>2014</b>         | <b>2015</b>         | <b>2016</b>         |
|---------------------------------------------|----------------------|---------------------|---------------------|---------------------|
| <b><u>Assets</u></b>                        |                      |                     |                     |                     |
| Cash & Cash Equivalents                     | 6,627,586            | 6,011,795           | 7,570,436           | 9,297,193           |
| Investments                                 | -                    | -                   | -                   | -                   |
| Receivables                                 | 9,064,138            | 9,818,544           | 9,534,975           | 8,811,539           |
| Inventory                                   | 1,292,887            | 1,468,768           | 2,151,464           | 2,009,194           |
| Current Assets Limited to Use               | 1,115,923            | 1,432,013           | 1,458,340           | 1,747,406           |
| Other Current Assets                        | <u>422,439</u>       | <u>451,378</u>      | <u>430,819</u>      | <u>391,756</u>      |
| <b>Total Current Assets</b>                 | <b>\$18,522,973</b>  | <b>\$19,182,498</b> | <b>\$21,146,034</b> | <b>\$22,257,088</b> |
| Fixed Assets                                | 57,660,043           | 62,696,368          | 67,172,140          | 67,208,920          |
| Accumulated Depreciation                    | <u>(25,141,952)</u>  | <u>(28,459,623)</u> | <u>(30,846,569)</u> | <u>(34,062,520)</u> |
| Fixed Assets (net of depreciation)          | 32,518,091           | 34,236,745          | 36,325,571          | 33,146,400          |
| Board Designated Funds                      | 1,343,514            | 892,081             | 806,285             | 940,877             |
| Assets Held in Trust                        | 1,481,505            | 1,478,783           | 1,496,725           | 1,506,594           |
| Other Assets                                | <u>1,453,468</u>     | <u>1,015,219</u>    | <u>462,117</u>      | <u>87,794</u>       |
| <b>Total Assets</b>                         | <b>\$55,319,551</b>  | <b>\$56,805,326</b> | <b>\$60,236,732</b> | <b>\$57,938,753</b> |
| <b><u>Liabilities</u></b>                   |                      |                     |                     |                     |
| Accounts Payable & Accrued Expenses         | 10,130,138           | 8,769,972           | 10,196,894          | 8,245,056           |
| Current Portion of Long-Term Debt           | 970,801              | 1,296,224           | 1,332,301           | 1,631,742           |
| Current Portion of Deferred EHR Revenue     | 166,521              | 230,048             | 273,698             | 175,435             |
| Line of Credit                              | <u>611,940</u>       | <u>500,000</u>      | <u>287,758</u>      | <u>847,592</u>      |
| <b>Total Current Liabilities</b>            | <b>\$11,879,400</b>  | <b>\$10,796,244</b> | <b>\$12,090,651</b> | <b>\$10,899,825</b> |
| Long-Term Debt (less current portion)       | 17,558,897           | 18,911,920          | 19,501,521          | 18,686,277          |
| Deferred EHR Revenue                        | 352,505              | 293,755             | 269,181             | 93,744              |
| Unrestricted Fund Balance                   | 23,022,484           | 24,308,870          | 26,296,467          | 26,367,443          |
| Restricted Fund Balance                     | <u>2,506,265</u>     | <u>2,494,537</u>    | <u>2,078,912</u>    | <u>1,891,464</u>    |
| <b>Total Liabilities &amp; Fund Balance</b> | <b>\$55,319,551</b>  | <b>\$56,805,326</b> | <b>\$60,236,732</b> | <b>\$57,938,753</b> |
| <b><u>Revenue and Expense</u></b>           |                      |                     |                     |                     |
| Net Patient Service Revenue                 | 44,385,409           | 48,556,828          | 49,733,059          | 52,946,690          |
| Other Operating Revenue                     | 2,053,275            | 2,106,736           | 3,207,649           | 2,680,071           |
| Interest                                    | 984,171              | 1,140,440           | 1,186,640           | 1,166,899           |
| Depreciation & Amortization                 | 3,845,520            | 4,223,589           | 3,887,131           | 4,175,104           |
| Other Operating Expenses                    | <u>43,051,141</u>    | <u>45,224,199</u>   | <u>47,639,633</u>   | <u>50,946,999</u>   |
| <b>Operating Income</b>                     | <b>(\$1,442,148)</b> | <b>\$75,336</b>     | <b>\$227,304</b>    | <b>(\$662,241)</b>  |
| Other Non-Operating Revenue                 | <u>219,550</u>       | <u>307,068</u>      | <u>257,790</u>      | <u>315,996</u>      |
| <b>Excess of Revenue Over Expenses</b>      | <b>(\$1,222,598)</b> | <b>\$382,404</b>    | <b>\$485,094</b>    | <b>(\$346,245)</b>  |

|                                     | 2013   | 2014   | 2015   | 2016   | S&P BBB<br>FY 2014<br>Median Ratios |
|-------------------------------------|--------|--------|--------|--------|-------------------------------------|
| <b>Cushion Ratio</b>                | 4.36   | 3.27   | 3.37   | 4.10   | 11.2                                |
| <b>Days Cash on Hand</b>            | 66.1   | 54.4   | 62.6   | 71.7   | 150.9                               |
| <b>Operating Margin</b>             | -3.11% | 0.15%  | 0.43%  | -1.19% | 0.4%                                |
| <b>Excess Margin</b>                | -2.62% | 0.75%  | 0.91%  | -0.62% | 2.5%                                |
| <b>EBIDA Margin</b>                 | 7.77%  | 11.34% | 10.50% | 8.98%  | 10.8%                               |
| <b>Debt to Capitalization</b>       | 43.27% | 43.76% | 42.58% | 41.48% | 35.5%                               |
| <b>Annual Debt Service</b>          | 1.97   | 2.72   | 2.24   | 2.00   | 2.80                                |
| <b>Average Age of Plant (years)</b> | 6.54   | 6.74   | 7.94   | 8.16   | 11.6                                |

### INTERIM FINANCIALS

The Interim Financials as of September 30, 2016 show a net gain of \$187,643 compared to a budgeted net gain of \$174,317 for the same period and an operating loss of \$483,123 which compares to a budgeted loss of only \$161,269 for the same period. The difference in operating loss is attributable to inpatient and clinic revenue falling short of the budgeted amount. The clinic shortfall was caused by short delays in opening the new Urology Clinic as well as the new Primary Care Clinic in Darby. Inpatient revenues are below budget for this period because the summer months tend to miss budget projections due to physician vacations. The Hospital was able to mitigate the shortfall by decreasing expenses.

### FINANCIAL OBSERVATIONS

Overall, the Hospital is in solid financial health. It has been able to expand services and facilities aggressively without diminishing its debt position or draining its cash reserves.

- Assets
  - Cash & Equivalents increased by 50% between FY 2014 and FY 2016 even as the hospital carried out several projects to expand or improve services. This is attributed to a focused effort to improve collection of patient accounts receivable.
  - Fixed Assets increased in from \$57.6 million in FY 2013 to \$67.2 million in FY 2016 as the Hospital completed several projects including:
    - \$2.27 million for and MRI expansion and a Physicians Clinic in FY 2014, and \$5.2 million for an Intensive Care Unit and Birth Center in FY 2015
  - The decline in Other Assets is attributable to a reduction in the assets being limited to use by financing agreements.
- Income
  - Patient Service Revenue has increased steadily. The increase is between FY 2015 and FY 2016 is more dramatic when accounting for the fact that deduction for bad debt expense for self-pay was adjusted from 68% to 74% in FY 2016.
  - While Operating Revenue has increased by \$9.1 million since FY 2013, Operating Expense has only grown by \$8.6 million. The Hospital has been able to grow its revenues while holding down expense growth.
  - The amount the hospital receives from the Montana State Bed Tax has declined. This is attributed to the fact that the Hospital is only allowed to keep its uncompensated care costs, and Medicaid patients are considered to be paid at cost. So any funds paid in excess of that have had to be repaid back to the state to be redistributed to other hospitals.

- Debt Service Coverage
  - Debt service coverage has been consistently above the minimum DCR of 1.35x required by bond covenants.
  - As noted in the section below, the refinancing is expected to improve cash flows and debt service coverage ratios.

**ANTICIPATED FINANCIAL CHANGES DUE TO PROJECT**

While the final structure of the consolidation is still to be determined, early estimates of savings show net present value savings of over \$1.4 million and average annual cash flow savings of over \$40,000. These estimates do not include the expected savings from the refinancing of the USDA loan with Farmer’s State Bank.

**OUTSTANDING/PAST MFFA LOANS**

| <b>Series</b>                    | <b>Original Issue</b> | <b>Outstanding<br/>6/30/2016</b> | <b>Maturity</b> | <b>Project</b>                                                                                                               |
|----------------------------------|-----------------------|----------------------------------|-----------------|------------------------------------------------------------------------------------------------------------------------------|
| Master Loan Program, Series 2000 | \$ 3,440,000          | \$ 1,010,000                     | 8/1/2020        | Finance the construction of renal dialysis center, hospice, and pharmacy                                                     |
| Master Loan Program, Series 2007 | \$ 7,135,000          | \$ 4,605,000                     | 8/1/2027        | Finance infrastructure projects including new utility service lines, road access for ambulances and parking lot improvements |
| <b>Totals</b>                    | <b>\$ 7,135,000</b>   | <b>\$ 4,605,000</b>              |                 |                                                                                                                              |

**FINANCE TEAM MEMBERS**

| <b>Finance Team Member</b> | <b>Firm</b>     | <b>Primary</b> |
|----------------------------|-----------------|----------------|
| Bond Counsel               | Dorsey, Whitney | Erin McCrady   |
| Purchaser                  | TBD             |                |
| Placement Agent            | DA Davidson     | Kreg Jones     |

**STRENGTHS**

- Marcus Daly Memorial has been able to undergo a number of expansion and renovation projects without depleting cash reserves or diminishing debt coverage.
- Anticipated cash flow savings from the refinancing of multiple loans at a more favorable rate and refinancing will decrease the cost of debt service.
- The Hospital is a respected member of the community and is served by strong, long-term leadership.

## **WEAKNESSES**

- The Hospital did incur a net loss in FY 2016 and a net loss for FY 2017 is likely.
- Political and market uncertainty for hospitals, especially Critical Access Hospitals.

## **RECOMMENDATION**

Approval is recommended based upon the Hospital strengthening its financial position by lowering its borrowing costs.

CERTIFICATE AS TO RESOLUTION NO. 16-15

I, the undersigned, being the duly qualified and acting recording officer of the Montana Facility Finance Authority (the "Authority"), hereby certify that the attached resolution is a true copy of Resolution No. 16-15 entitled: "RESOLUTION RELATING TO THE REFINANCING OF CERTAIN LOANS ON BEHALF OF **MARCUS DALY MEMORIAL HOSPITAL CORPORATION**; GRANTING APPROVAL FOR THE SALE AND ISSUANCE OF REVENUE BONDS THEREFOR AND AUTHORIZING THE EXECUTION OF DOCUMENTS WITH RESPECT THERETO" (the "Resolution"), on file in the original records of the Authority in my legal custody; that the Resolution was duly adopted by the Authority at a meeting on December 6, 2016, and that the meeting was duly held by the Authority and was attended throughout by a quorum, pursuant to call and notice of such meeting given as required by law; and that the Resolution has not as of the date hereof been amended or repealed.

WITNESS my hand officially as such recording officer this 6<sup>th</sup> day of December, 2016.

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Michelle Barstad  
Executive Director

RESOLUTION NO. 16-15

RESOLUTION RELATING TO THE REFINANCING OF CERTAIN LOANS ON BEHALF OF MARCUS DALY MEMORIAL HOSPITAL CORPORATION; GRANTING APPROVAL FOR THE SALE AND ISSUANCE OF REVENUE BONDS THEREFOR AND AUTHORIZING THE EXECUTION OF DOCUMENTS WITH RESPECT THERETO

BE IT RESOLVED by the Montana Facility Finance Authority (the “Authority”), as follows:

Section 1. Recitals.

1.01. The Authority is authorized pursuant to Title 90, Chapter 7, Parts 1, 2, and 3, Montana Code Annotated, as amended (hereinafter referred to as the “Act”), to issue revenue bonds or notes for the purpose of financing and refinancing the acquisition and installation of equipment for an eligible facility as defined in the Act, and to enter into agreements regarding the equipment being financed by the revenue bonds or notes for, among other things, consideration sufficient, in the judgment of the Authority, to pay the principal of and interest on the revenue bonds or notes when they become due.

1.02. Marcus Daly Memorial Hospital Corporation, a Montana nonprofit corporation (the “Borrower”), owns and operates certain hospital and health care facilities in Hamilton, Montana (the “Facilities”), including an acute care hospital located at 1200 Westwood Drive, Hamilton, Montana. A proposal has been presented to the Authority on behalf of the Borrower that the Authority, acting pursuant to and in accordance with the Act, authorize the issuance of its revenue bonds, in one or more series (the “Bonds”), the proceeds of which will be loaned to the Borrower to be used to: (A) refinance outstanding loans of the Borrower, which loans originally financed : (i) the acquisition of a medical office building (the “Schlechten Building”); (ii) the acquisition of 100% of the membership interests in a limited liability company, the sole asset of which is a medical office building (the “Hamilton Medical Center”); (iii) the design, construction and equipping of an intensive care unit and birthing center at the Borrower’s hospital facility; (iv) the construction, remodel and equipping of a medical office building (the “Bitterroot Physicians Clinic”); (v) the acquisition, construction, equipping and furnishing of a new rehabilitation center at the Borrower’s hospital facility; and (vi) the acquisition, construction and installation of new boilers, a loading dock and a receiving area at the Borrower’s hospital facility s (collectively, the “Project”); (B) fund a debt service reserve fund, if required; and (C) pay certain costs and expenses incidental to the issuance of the Bonds and the refinancing. The refinancing of each of the aforementioned loans shall be subject to market conditions, as determined by the Executive Director or the Associate Director of Authority and the Borrower, in consultation with D.A. Davidson & Co., municipal advisor to the Borrower. The Bonds would be sold to one or more financial institutions (the “Purchasers”).

Section 2. Determinations and Approvals.

2.01. The Authority hereby finds, determines and declares that it would be desirable for the Authority to issue the Bonds in one or more series, in the maximum aggregate face amount of [\$[TO BE PROVIDED AT MEETING]] (exclusive of original issue discount), for the purposes set forth in Section 1.02.

2.02. It is hereby determined to proceed with the refinancing of the Project, and the Authority hereby declares its intent to issue the Bonds under the Act for these and related purposes described in Section 1.02, subject to compliance with the terms of the Act and this Resolution. Notwithstanding the foregoing, however, the adoption of this Resolution shall not be deemed to establish a legal obligation on the part of the Authority or the State to issue or cause the issuance of the Bonds. The Bonds, if issued, shall be special, limited obligations of the Authority payable solely from the loan repayments by the Borrower. The Bonds shall not constitute or give rise to a pecuniary liability of the State or a charge against its general credit or taxing powers. Each of the Executive Director, the Associate Director, the Chair and the other members of the Authority is hereby authorized to approve:

(i) the aggregate principal amount of the Bonds, provided that such principal amount is not in excess of \$[TO BE PROVIDED AT MEETING] (exclusive of original issue discount);

(ii) the maturity schedule for the Bonds, provided that the Bonds mature at any time or times in such amount or amounts not exceeding 30 years from the date of issuance thereof;

(iii) the provisions for prepayment and redemption of the Bonds prior to their stated maturity; and

(iv) the interest rates for the Bonds, provided that the net present value of debt service savings to be achieved by the refinancing is not less than [TO BE PROVIDED AT MEETING %] of the principal amount of the refinanced loans.

Such approval shall be conclusively evidenced by the execution of the financing agreements as provided herein by the Executive Director, the Associate Director, the Chair or the other members of the Authority.

Section 3. General.

3.01. If the Bonds are issued and sold, the Authority will enter into various agreements, which may include a bond purchase agreement, a loan agreement or similar agreement satisfying the requirements of the Act with the Borrower and a pledge agreement or similar agreement in favor of the Purchasers. The loan repayments or other amounts payable by the Borrower to the Authority under the Loan Agreement and other agreements to be entered into in connection with the issuance of the Bonds shall be sufficient, if paid timely and in full, to pay the principal of, interest and redemption premium, if any, on, the Bonds as and when the same shall become due and payable.

3.02. The Borrower shall make payment either directly or through the Authority of any and all costs incurred by the Authority in connection with the Bonds, whether or not they are issued.

Section 4. Commitment Conditional. The Authority retains the right in its sole and absolute discretion to withdraw from participation and accordingly not issue the Bonds should the Authority at any time determine that it is in the best interests of the Authority not to issue the Bonds or should the parties to the transaction be unable to reach agreement as to the terms and conditions of any of the documents required for the financing prior to the execution and delivery by the Authority of the financing agreements referred to herein.

Section 5. Public Hearing. Section 147(f) of the Internal Revenue Code of 1986, as amended (the “Code”), requires that, prior to the issuance of the Bonds, the Authority shall hold a public hearing on the Project and the issuance of the Bonds in connection with the refinancing thereof, following notice thereof. Each of the Executive Director and the Associate Director is authorized and directed to publish notice of the public hearing, to conduct that hearing at the time and place specified in the published notice and to provide minutes of that public hearing to the Borrower and to Bond Counsel.

Section 6. Approval of Governor. Each of the Executive Director and the Associate Director is authorized and directed to forward to the Governor a certified copy of this Resolution and the minutes of the public hearing referred to in Section 5 and to request on behalf of the Authority that he approve the issuance of the Bonds for the purposes contemplated by this Resolution as required by Section 147(f) of the Code.

Section 7. Findings. Based on such facts and circumstances as this Authority deems relevant, the Authority hereby finds, determines and declares as follows:

(a) the Borrower is an “institution” and the improvements to the Facilities to be refinanced by the issuance of the Bonds comprise an “eligible facility” within the meaning of the Act;

(b) the loan of the proceeds of the Bonds to the Borrower will not exceed the total eligible costs of the Project, less other available funds, as determined by the Borrower;

(c) the loan repayments of the Borrower are to be sufficient to pay the principal of, premium, if any, and interest on the Bonds as due, to maintain sufficient reserves therefor, to meet all other obligations in connection with the Bonds and to provide for costs of servicing and securing the Bonds and the loan of the proceeds thereof;

(d) the Facilities are operated by the Borrower for the purpose of fulfilling its obligation to provide health care facilities;

(e) based solely upon information and representations provided by the Borrower, the Borrower has sufficient experience and expertise to operate the Facilities;

(f) based solely upon information provided and representations made by the Borrower, the Project is financially feasible and the Borrower will have sufficient revenues to provide for the payment of the principal of and interest on the loan of the proceeds of the Bonds as due;

(g) pursuant to a pledge agreement or similar agreement in favor of the Purchaser, the loan repayments and certain other amounts payable thereunder will be pledged to the repayment of the Bonds; (h) based solely on information provided and representations made by the Borrower, to the extent legally required, the construction of the Project has been reviewed and approved by the appropriate regional and state health planning boards and has received all approvals required by Montana Code Annotated, Title 50, Chapter 3, Part 3, as amended; and

(i) based solely on information provided and representations made by the Borrower, including the reports or surveys on file with the Borrower by the Department of Public Health and Human Services and the Occupational Safety and Health Agency, the construction of the Project did not significantly affect the quality of the human environment, within the meaning of Montana Code Annotated, Section 75-1-201(1)(b)(iii).

The foregoing findings and determinations are made pursuant to the Act and are not made for the benefit of, and may not be relied upon by, the owners from time to time of the Bonds.

#### Section 8. Execution of Documents and Bonds.

8.01. The Executive Director, the Associate Director or any one or more of the officers of the Authority are hereby authorized and directed to execute the Bonds and all such other financing and security agreements and documents to be executed by the Authority in connection with the issuance of the Bonds, in the name and on behalf of the Authority. The Bonds and all such other financing and security agreements and documents shall be executed in the forms as are approved by the officer or officers executing the same, which approval shall be conclusively presumed by the execution thereof.

8.02. The Executive Director and other officers of the Authority are authorized and directed to prepare and furnish to the Purchasers of the Bonds, D.A. Davidson, and Bond Counsel, when the Bonds are issued, certified copies of all proceedings and records of the Authority relating to the Bonds, and such other affidavits, certificates and documents as may be required to show the facts relating to the legality and marketability of the Bonds as such facts appear from the books and records in the officers' custody and control or as otherwise known to them, or as may be necessary or desirable to accomplish the issuance and sale of the Bonds, and all such certified copies, certificates, affidavits and documents, including any heretofore furnished, shall constitute representations of the Authority as to the truth of all statements of fact contained therein.

Section 9. Limited Liability of Authority and State. The Bonds and the Authority's obligations under all such other financing and security documents and agreements executed in connection therewith shall be special, limited obligations of the Authority payable solely from and secured by the payments required to be made by the Borrower or others (except to the extent payable from the proceeds of the Bonds) and will not constitute or give rise to a pecuniary liability of the Authority or a charge against the general credit or taxing powers of the State.

Section 10. Authority Fees. As authorized by Section 90-7-211 of the Act, the Authority may assess certain initial planning service fees and annual planning service fees to be paid by participating institutions (as defined in the Act) in connection with any application to the Authority for financial assistance. The Authority hereby determines that the initial planning service fee for the Bonds shall be the amount required under the Authority's present policy and currently estimates the amount to be the greater of \$25,000 or 15 basis points (0.0015%) of the principal amount of the Bonds upon issuance, and the annual planning service fee for the Bonds shall be five basis points (0.0005%) times the then-outstanding principal amount of the Bonds, unless and until changed by the Authority. No holder of the Bonds or any other bonds or notes of the Authority outstanding from time to time shall have any interest in such funds or any right, by contract or otherwise, to direct the application of such funds to the payment or security of such bonds or notes.

PASSED AND APPROVED BY THE MONTANA FACILITY FINANCE  
AUTHORITY this 6<sup>th</sup> day of December, 2016.

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Jon Marchi  
Chair