

**CITY OF BLOOMINGTON, COMMON COUNCIL
JACK HOPKINS SOCIAL SERVICES FUNDING
COMMITTEE
2014 GRANT APPLICATION**

AGENCY INFORMATION

Lead Agency Name

Is Lead Agency yes
a 501(c)(3) no

Number of Employees

Full -time

Part-time

Volunteers

Address

Zip Code

Phone

Agency E-mail

Website

President of Board of Directors

Executive Director

Title

Phone

E-Mail

**Name of Person to Present Proposal to
the Committee**
(If not the Executive Director)

Title

Phone

E-Mail

Name of Grant Writer

Phone

E-mail

Agency's Mission Statement (150 words or less)

PROJECT INFORMATION

Project Name

Is this a collaborative project? yes
no

If a collaborative project, list name(s) of
non-lead agency partner(s)

Address where project will be housed

Total Cost of Project

Requested JHSSF Funding

Other Funds Expected for this Project
(Source, Amount and Confirmed or
Pending)

Number of Total Clients Served by this
Project in 2014

Total Number of City Residents Served
by this Project in 2014

Is this a request for operational funds? yes
no

If "yes," indicate whether the request is pilot
for a pilot project, bridge funding or a bridge
collaborative project. collaborative

Please indicate the period in which you July-September 2014
intend to draw down funds, if granted October-December 2014

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received.

Do you own or have site control of the property on which the project is to take place?

yes

no

n/a

Is the property zoned for your intended use?

yes

no

n/a

If "no," please explain.

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

NOTE: Funds will not be disbursed until all requisite variances or approvals are obtained..

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

yes

no

If "yes," please provide an itemized list of program elements, ranked by priority and cost.

Priority #1 (Item and Cost)

Priority #2 (Item and Cost)

Priority #3 (Item and Cost)

Priority #4 (Item and Cost)

Priority #5 (Item and Cost)

Priority #6 (Item and Cost)

Priority #7 (Item and Cost)

PROJECT SYNOPSIS (250 words or less)

Please provide a brief overview of your project. Assume that this synopsis will be used in a summary of your proposal.

CRITERIA

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that your responses will be used in a summary of your proposal.

NEED (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2010-2014 Consolidated Plan](#), or any other community-wide survey of social services needs.

ONE-TIME INVESTMENT (100 words or less)

Jack Hopkins Funds are intended to be a one-time investment. If you are requesting operational funds, explain if the request is for pilot or bridge funding and please explain your plan for future funding.

FISCAL LEVERAGING (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, etc.

LONG-TERM BENEFITS (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

2014 Jack Hopkins Social Services Funding Application Bloomington Hospital Foundation, Inc. Narrative

The Bloomington Hospital Foundation (BHF) respectfully requests one-time funding of \$40,000 for our project "*Trauma Services*," in order to better provide emergency services through the purchase a Sonosite (FAST) Bedside Ultrasound Unit.

Project Details: As stated in our application, the number one cause of death for Hoosiers under the age of 45 is trauma – which is often commonly referred to as injury. Injuries from car accidents, gun-shot wounds, falls from heights, 4-wheeler accidents, and the like, kill more young people in our state than anything else. More than 32,000 Hoosiers are hospitalized each year from traumatic injuries and nearly 4,000 die from those injuries. That's 11 Hoosiers every day. Making those numbers even worse is that these young trauma victims are often in the prime of their lives. Numerous studies over the years have demonstrated that trauma systems improve survival rates in injured patients. A recent study found that mortality was reduced up to 25 percent when severely injured patients were treated at a verified trauma center. According to the Centers for Disease Control and Prevention, having **fast access** to specialized resources and equipment is critical for injured patients.

We've noted that time is of the essence when it comes to traumatic injury. Quick transport can sometimes mean the difference between life and death. The information we are presenting may really shock you when it comes to trauma care in Bloomington and the south central Indiana region and you'd be like most Americans in being surprised. Statistics tell us almost 100% of Americans polled believed it would take less than an hour to get to a hospital equipped to handle their life-threatening injury. One in three Americans think the hospital nearest to them is a verified trauma center. IU Health Bloomington Hospital is NOT a verified trauma center and the travel time to get to a verified trauma center for Bloomington and Monroe County residents is 68 minutes. When you compare that with the state average of 36 minutes, it's almost astonishing!

The Sonosite Bedside Ultrasound Unit (S-Series) can be mounted to a cart, wall, or ceiling, and has a simplified control that lets the practitioner focus in on the target areas in a matter of seconds. High-resolution images help them see exactly where to perform procedures and allow for accurate diagnoses when treating patients. The S Series ultrasound machines are built to meet U.S. military standards for durability. They boot up quickly, are lightweight, and are built with intuitive designs for ease of use. Designed for emergency physicians, the S-FAST ultrasound system offers amazingly clear image quality and a fast, easy way to transport patient data.

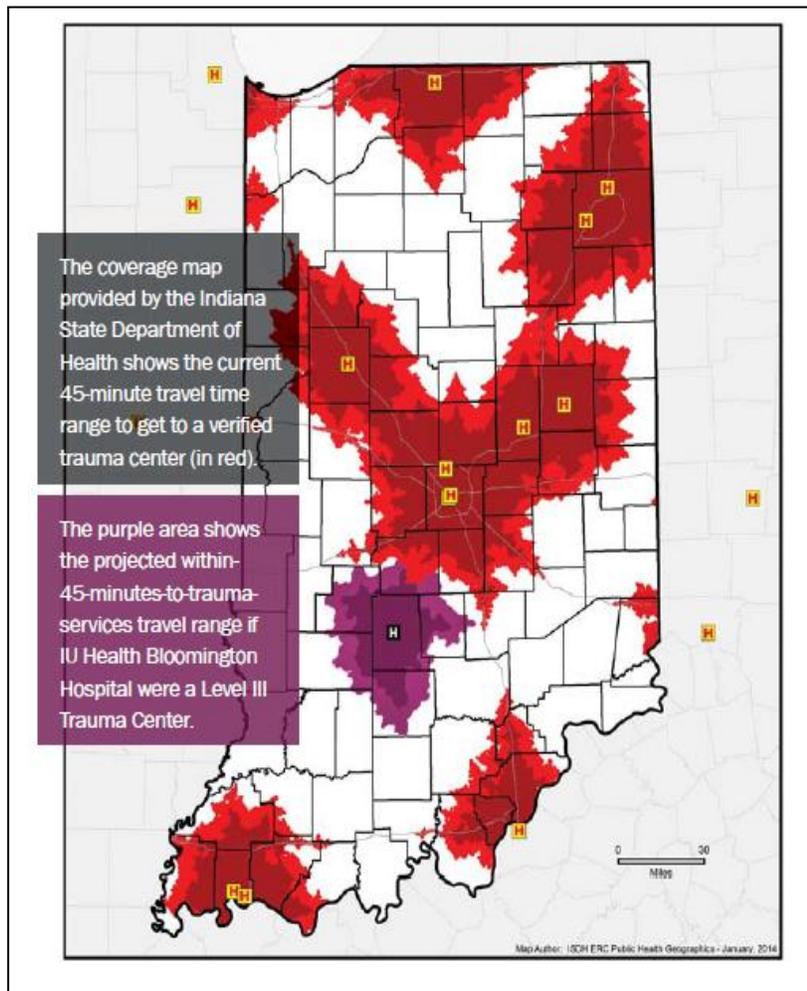
Capacity for Completion: We are asking for one-time funding for equipment. We will be able to easily purchase the equipment soon after award following our internal purchase procedures. We will then be able to draw down the funds one time.

Quantitative or Qualitative Information: Nearly 1 in 10 trauma patients had to be transferred from our hospital in 2012 to receive adequate care. It's also important to note

that many of our referral counties **often bypass IU Health Bloomington Hospital entirely** and simply transport their patients directly to Indianapolis for trauma care.

In regards to this funding request, the American Institute of Ultrasound in Medicine believes that, in many scenarios, clinical ultrasound should be the first—and only—tool necessary to aid in diagnosis or guide an invasive procedure. Point-of-care ultrasound treatment first can: scan for trauma; assist with diagnosis; guide invasive procedures; and reduce time, money, and space. Advanced Trauma Life Support courses developed by the American College of Surgeons identify the standard in trauma to include a Focused Assessment with Sonography for Trauma exam upon arrival to the Emergency Department. This standard allows physicians the opportunity to forego obtaining CT scans in an unstable patient. Early diagnosis of life threatening injury is imperative to patient survival.

We believe the Sonosite Bedside Ultrasound Unit is an integral tool for helping us reach our goal for better patient diagnosis and care – when time matters most. We think this is the best investment for Jack Hopkins Social Services Funding and will help in our efforts to serve Bloomington better.



Evidence or Research for Long-Term Success: The long-term success of our project will depend on a variety of factors including additional purchase of other equipment, staff training, accreditation, and other collaborative resources. This will be the first foot forward towards a larger goal for which we are very prepared to meet.

Outcome Indicators: The short-term indicators will simply include the number of people who will be served using the Sonosite Bedside Ultrasound Unit who are not currently being served. Long-term outcome indicators as a result of the success of Trauma Services overall will be the number of people we can keep local and serve at IU Health Bloomington Hospital in our Emergency Department as a Level III Verified Trauma Center.

**2014 Jack Hopkins Social Services Funding Application
Bloomington Hospital Foundation, Inc.**

Budget

Item	Price	Quantity	Total
Sonosite Bedside Ultrasound Unit S-Series (S-FAST)	40,000	1	40,000
PROJECT TOTAL:			\$40,000

Jack Hopkins funding will be used to purchase a bedside ultrasound unit quoted to be \$40,000.



City Council <council@bloomington.in.gov>

Trauma Services Quote

1 message

Volungis, Dawn <DVolungis@iuhealth.org>

Tue, Apr 1, 2014 at 8:53 AM

To: "council@bloomington.in.gov" <council@bloomington.in.gov>

Good Morning,

In an effort to be concise I did have the Trauma Services staff re-quote the ultrasound equipment we listed in our grant submitted yesterday and the quote came back at a different rate (see attached). We had been waiting on this and coincidentally it came back at 4:51pm...later than what would have been on time. Are we allowed to update our ask amount based on this information? It's an additional \$7,720 over what we have asked.

Thanks for considering the request.

Dawn Volungis, MPH

Manager of Grant Development & Research

Bloomington Hospital Foundation

405 N. Rogers Street

PO Box 1149

Bloomington, IN 47402

p 812.353.5873 | f 812.353.5828

dvolungis@iuhealth.org

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IU Health Bloomington_ED_3-31-14.docx

215K



March 31, 2014

QUOTATION QT-14008/2 - Emergency Medicine

Dr. Drew Watters
 IU Health Bloomington Hospital
 601 West 2nd Street
 Bloomington, IN 47403

ZONARE Medical Systems, Inc. is pleased to submit this quotation for your review.

Item	Quantity	Unit Price	Amount
z.one ultra sp Module System	1	50,000.00	50,000.00
<p>The z.one ultra sp Ultrasound system with Advanced Hardware includes the SmartCart sp with ZONARE's exclusive sp user interface and powered by the Scan Module with Advanced Hardware.</p> <p>Scan Module with Advanced Hardware:</p> <ul style="list-style-type: none"> • Cold Boot-up time < 30 sec • Dramatically improved processing power • Multifunction USB port, Wireless ready, Digital video • B, CD, PDI, M, PW, and Tissue Harmonic imaging • Auto Opt with ZST- Instantly equalizes tissue gain and brightness. ZST automatically compensates for differences in sound speed propagation from patient echo information. • OB, Gyn, Abdominal and Vascular calculations packages • 2 GB Internal Drive • System software • User's manual, & quick start guide <p>SmartCart sp:</p> <ul style="list-style-type: none"> • 19-inch color high resolution LCD display mounted on articulating arm • sp user interface • Organic LED display for customizable image mode menus • Nitrogen Gas Shock enabled full height-adjustable user interface • Multiple USB connections • Industry's only HDMI/DVI digital video output • Shock resistant and dual rubber tread wheels with 4-wheel swivel • DVD/HD are included • Customized, durable baskets to carry supplies <p>Both the Scan Engine and SmartCart come with a one year warranty (parts, labor, technical support & software upgrades).</p>			
Cart Battery Pack	1	2,000.00	2,000.00
<p>Battery Pack for ZS3,z.one ultra, and z.one ultra sp (SmartCart/SmartCart sp) for up to 2 hours of scanning time.</p>			
Multi-Transducer Port (MTP)	1	5,000.00	5,000.00
<p>The Multi-Transducer Port (MTP), available for the</p>			



z.one ultra system and z.one ultra sp , enables clinicians to easily choose between 3 transducers that are connected simultaneously. Requires Minimum Software Version 3.5			
Sony B & W Printer for ultra mounted	1	1,500.00	1,500.00
Sony B & W Printer with USB interface for z.one ultra including Mounting Kit (Bracket)			
C4-1 Curved Array Transducer	1	12,500.00	12,500.00
C4-1 Curved Array Transducer (4-1 MHz) Primary Applications: Technically Difficult Patients, including Abdominal, Abdominal Vascular, Obstetrics, Fetal Heart, Gynecologic. The C4-1 offers nine frequencies within 2D and M-Mode, Tissue Harmonics, Color/Power Doppler, PW Doppler, and Compound Imaging. Requires Advanced Hardware and Minimum Software Version 4.0.			
L10-5 Linear Transducer	1	12,500.00	12,500.00
L10-5 Linear Transducer (10-5 MHz) Primary Applications: Thyroid, Breast, Scrotum, Pediatric Hips, Superficial Parts, Needle Guided Procedures. The transducer offers six frequencies including two for 2D and M-Mode, one for Tissue Harmonics, one for Compound Harmonics, and one each for Color/Power and PW Doppler.			
E9-4 Endocavitary Transducer	1	12,500.00	12,500.00
E9-4 Endocavitary Transducer (9-4 MHz). Primary Applications: First Trimester Obstetrics, Gyn (uterus, ovaries), Needle Guided Procedures. The transducer offers nine frequencies within 2D and M-Mode, Tissue Harmonics, Color/Power, PW Doppler, Compound Harmonics, and Compound Imaging			
DICOM Networking (For Scan Engine & Scan Module)	1	4,000.00	4,000.00
Print, Store and Modality Worklist. DICOM Structured Reporting supported. DICOM is installed on ZONARE Scan Engine and Scan Module.			
Freight	1	850.00	850.00
			Price: 100,850.00
			Discount: 53,130.00
			Net Price : 47,720.00

Reference Site: This quote contains additional discounts offered through a ZONARE Reference Site Program. The customer agrees to act as a Reference Site for ZONARE Medical Systems and agrees to take telephone calls and receive emails from potential and existing ZONARE customers during the 1st year of ownership.

The net price is in conjunction with the multisystem discount program of 2013. Pricing not to be shared with any third party. This pricing will expire 5/30/14.

The following terms apply to this quotation unless otherwise specified herein:



ZONARE Medical Systems, Inc.
420 N. Bernardo, Mountain View, CA. 94043
Phone: (650) 230 – 2800 Facsimile: (650) 887 – 2419

Warranty, Liability, and Conditions of Sale

1. **GENERAL:** (a) The interpretation and performance of the terms and conditions contained herein are governed by the laws of the State of California. (b) These Terms and Conditions of Sale and the applicable order forms constitute the entire agreement between the parties with respect to the subject matter hereof. Purchaser acknowledges that it has not relied on or been induced to purchase the equipment by any representation or warranty not expressly set forth herein. Any provision of these terms and conditions of sale which is illegal, invalid or unenforceable in any jurisdiction, shall, as to such jurisdiction, be ineffective to the extent of illegality, invalidity or unenforceability without impairing the remaining provisions hereof or in any other jurisdiction. (c) To the extent of any conflict, these terms and conditions take precedence over any stated on Purchaser's purchase order form. (d) No course of dealing in prior transactions between the parties and no usage of trade shall be relevant to supplement or explain any term or provision of these terms and conditions of sale. (e) No agreement altering, modifying, or extending the terms contained herein shall be valid unless in writing and duly signed by an authorized representative of both of the parties.

2. **SOFTWARE LICENSE:** ZONARE hereby grants to Purchaser a royalty-free, nontransferable and nonexclusive license to use the computer software incorporated into the Equipment or any upgrade provided. Such license is limited solely to the use of the software in the Equipment. No other use of the software may be made without ZONARE's express written consent. Purchaser or any other persons not authorized by ZONARE shall not copy or modify such software nor remove or change in any manner the copyright notices with respect thereto. ZONARE retains title to the software.

3. **SOFTWARE WARRANTY PERIOD & LIMITATION:** For a period of one (1) year for Z.ONE systems, or five (5) years for ZS3 systems, after the date of shipment of the software (the "Software Warranty Period"), ZONARE warrants that the Software, when used as permitted under this Agreement, will operate as described in the documentation. This documentation describes the different modules acquired by Purchaser. ZONARE will, as its sole and exclusive obligation and Purchaser's sole and exclusive remedy for any breach of this warranty, make its best efforts to remedy any reproducible error in the Software reported to ZONARE by Purchaser in writing during the Software Warranty Period. Software upgrades, when and if available, will be provided at no-charge. Software upgrades provide improvements, enhancements, bug fixes and corrections that enable the software to perform in accordance with the product specifications as defined at the time of equipment purchase. Software upgrades do not include any new software features or new hardware (if additional hardware is required to run the upgrade). In the event additional hardware is needed to run any software upgrade, it will be made available at an additional cost. Technical assistance phone support will be provided during regular business hours (PST) excluding holidays.

4. **EQUIPMENT WARRANTY COVERAGE:** For a period of one (1) year for Z.ONE systems and transducers, or five (5) years for ZS3 systems and transducers, after the date of shipment of the equipment, ZONARE or its authorized dealer will provide on-site labor during regular business hours, excluding holidays. ZONARE will provide replacement parts except consumable supplies. Warranty service will be performed without charge from 8:00 am to 5:00 pm, Monday-Friday, excluding our holidays ("Service Hours"). Warranty services performed outside the Service Hours will be charged to Purchaser at our prevailing service rates and subject to the availability of personnel.

5. **ADVANCED PARTS REPLACEMENT/PARTS EXCHANGE:** (a) When the Purchaser accepts delivery of an "Advanced Replacement or Exchange Part" Purchaser accepts the responsibility of returning a comparable item (Return Part) to ZONARE. The "Replaced Part" or "Exchanged Part" to be returned to ZONARE in this process must be: (i) Of the same type and part number and for the same equipment as the "Advanced Replacement or Exchange Part" and must be identified for return by the assigned ZONARE RMA number. (ii) In a repairable form, with no signs of physical abuse or mishandling. If an item is returned in a non-repairable condition as determined by ZONARE, the Purchaser will be invoiced and responsible for the entire current list price of the "Replacement Part" (even if such price is higher than the original purchase price paid for the "Return Part"). (iii) Received by ZONARE within thirty (30) days from the date of shipment from ZONARE of the "Replacement Part." If the "Replaced Part" is not received within such time period the Purchaser will be invoiced and responsible for the entire current list price of the "Replacement Part." (iv) Delivered in a proper and protective shipping container so as to avoid damage to the "Return Part" during shipment to ZONARE.

6. **PURCHASED PARTS:** When the Purchaser accepts delivery of a "Purchased Part" beyond manufacturer's warranty period, or "Spare Parts," Purchaser accepts responsibility to pay the purchase price as shown on ZONARE's invoice for the "Purchased Part".

7. **EQUIPMENT REFINEMENTS:** ZONARE reserves the right to modify or change Equipment to include electrical or mechanical refinements it deems appropriate. In the event ZONARE modifies some Equipment; it is agreed that it has no obligation to modify or change any other Equipment previously delivered or to supply new Equipment without such modifications. ZONARE retains all patent, copyright and other proprietary and intellectual property rights in the Equipment and all modifications thereto except as granted herein or by operation of law.

8. **WARRANTY: LIMITATION OF LIABILITY:** (a) ZONARE warrants to the original Purchaser that equipment [including "Purchased Parts"] will be free from defects in material and workmanship, under normal use and service, for one (1) year for Z.ONE systems and transducers, or five (5) years for ZS3 systems and transducers, from the date of shipment and 90 days for "Exchange Parts" from date of shipment by ZONARE. If during the warranty period, Purchaser promptly notifies ZONARE of a warranty claim, ZONARE shall, at its discretion, replace or repair the warranted equipment or parts with new or exchange replacement parts, thereof pursuant to Section 5 above. **ZONARE'S EXCLUSIVE OBLIGATION (AND PURCHASER'S ONLY REMEDY) FOR ANY DEFECTS SHALL BE TO REPLACE OR REPAIR AT ZONARE'S DISCRETION WARRANTED EQUIPMENT OR**

PARTS THEREOF RETURNED TO ZONARE'S FACTORY OR SERVICE CENTER. ZONARE reserves the right to inspect or repair warranted equipment on Purchaser's premises. Parts shall be returned to ZONARE's factory or service center only with prior written authorization from ZONARE, shipping prepaid. Defective parts may be replaced with either new or factory refurbished or remanufactured parts. The replacement parts shall meet the specifications of the part replaced. (b) Except for the repair or replacement described in this paragraph, ZONARE shall not be liable for damages of any kind arising out of either the use of Equipment or its failure to function properly. (c) Purchaser recognizes that Demonstration Equipment is sold "AS IS" insofar as the appearance of the equipment is concerned. However, ZONARE provides the same performance warranty as provided in Section 8(a) for new equipment. (d) **THE FOLLOWING ARE EXCLUDED FROM WARRANTY COVERAGE:** (i) Equipment which has been repaired or altered by other than ZONARE-approved employees or designees, been subjected to misuses, misapplication, improper maintenance, negligence, accident (including failure of or excessive electric power or failure of environment-control equipment), or been used with other than ZONARE approved parts; and (ii) Equipment which has had its serial number altered, defaced, or removed. (e) No repair or replacement shall extend beyond any of the above warranty periods. (f) Purchased products identified by the original manufacturer's trademark and incorporated without modification as a functional assembly into equipment, are warranted if and to the same extent and subject to the same limitations as each such manufacturer warrants such product(s) to ZONARE. (g) Where equipment is purchased for resale, Purchaser agrees to notify any potential user purchasers of the equipment of the ZONARE warranties and limitation of liability to the user purchaser, no later than at the time of the offer to sell. **THE ABOVE WARRANTY IS IN LIEU OF ANY OTHER WARRANTY, WHETHER EXPRESS, IMPLIED, OR ARISING PURSUANT TO THE UNIFORM COMMERCIAL CODE OR ANY OTHER LAW NOW OR HEREAFTER IN EFFECT, INCLUDING BUT NOT LIMITED TO ANY WARRANTY OF MERCHANTABILITY, FITNESS FOR ANY PARTICULAR PURPOSE, FREEDOM FROM INFRINGEMENT, OR THE LIKE (OTHER THAN AS EXPRESSLY SPECIFIED IN THIS PARAGRAPH 8), AND ANY WARRANTY OTHERWISE ARISING OUT OF ANY PROPOSAL, SPECIFICATION, OR SAMPLE. ZONARE NEITHER ASSUMES NOR AUTHORIZES ANY PERSON TO ASSUME FOR IT ANY OTHER LIABILITY. THE ABOVE REMEDIES OF PURCHASER ARE EXCLUSIVE AND ZONARE IS HEREBY RELEASED FROM ANY LIABILITY IN EXCESS THEREOF.**

9. **EXCLUSION OF DAMAGES:** **IN NO EVENT SHALL ZONARE BE LIABLE FOR ANY LOST PROFITS OR ANY CONSEQUENTIAL, INCIDENTAL, INDIRECT, EXEMPLARY, OR SPECIAL DAMAGES, WHETHER IN CONTRACT OR IN TORT, IN ANY ACTION, IN CONNECTION WITH THIS AGREEMENT OR EQUIPMENT, OR SERVICES FURNISHED HEREUNDER. ZONARE'S MAXIMUM LIABILITY FOR ANY REASON SHALL BE LIMITED TO THE AGGREGATE AMOUNT PAID BY PURCHASER FOR THE EQUIPMENT OUT OF WHICH SUCH LIABILITY AROSE. FORCE MAJEURE:** ZONARE shall not be liable for any delay in delivery, suspension or cancellation of performance, or other failure of performance hereunder due to any causes beyond its control, including but not limited to acts of God or government, labor disputes or inability to secure materials, labor or transportation. In the event of such delay, ZONARE's time for delivery or other performance shall be extended for a period equal to the duration of such delay.

10. **PURCHASER RESPONSIBILITIES:** Purchaser shall have complete responsibility for and operation of equipment and for obtaining any permits, licenses, and/or certificates which may be required by any regulatory agency for the installation, use or operation of such equipment. ZONARE shall provide one copy of an instruction manual for operating the equipment.

11. **PROPRIETARY RIGHTS:** Purchaser acknowledges that the Software, its structure, organization and source code, and the documentation are the property and constitute valuable trade secrets of ZONARE and its suppliers. Purchaser agrees not to: (a) decompile or disassemble the Software, separate the Software into its component parts, or in any way reverse engineer or attempt to reconstruct or discover any source code or algorithms of the Software by any means whatsoever; (b) remove any product identification, trademark, copyright, confidentiality, proprietary or other notice contained on or within the Software; (c) modify or create any derivative works from the Software or any part thereof, except to the extent that the Software provides for user-modifiable components (to the extent that Purchaser's use of the Software results in any derivative works, the parties shall jointly own such derivative works); (d) sell, sublicense, lease, rent loan, assign, convey or otherwise transfer the Software or any component thereof or use the Software for service bureau purposes; (e) otherwise copy or use the Software for any purpose or in any manner not expressly permitted in this Agreement; or (f) permit or encourage any third party to do any of the foregoing.

12. **PATENT INDEMNITY:** ZONARE will defend at its expense any action brought against Purchaser to the extent based on a claim that equipment or any part thereof as furnished hereunder infringes a United States patent issued prior to receipt of Purchaser's order. ZONARE will pay costs and damages finally awarded against Purchaser directly attributable to any such claim, but only on condition that: (i) ZONARE is promptly notified in writing of any such claim; (ii) ZONARE shall have sole control of the defense and settlement negotiations; (iii) Purchaser shall have made all payments then due hereunder; and (iv) Purchaser gives ZONARE information and assistance for such defense. Should equipment become the subject of such a claim of infringement, Purchaser shall permit ZONARE, at its option and expense, either to procure for Purchaser the right to continue using equipment, to replace or modify equipment so that it becomes non-infringing, or to require return of equipment in exchange for reasonable credit for equipment as depreciated. ZONARE shall have no liability to Purchaser and the foregoing indemnity shall not apply with respect to any claim of patent infringement in which normally non-infringing ZONARE equipment is rendered infringing by: (a) the combination of equipment with equipment or devices not sold by ZONARE or (b) Equipment supplied according to a design other than that of ZONARE and which is required by Purchaser; or (c) Use of Equipment. **THE FOREGOING STATES THE ENTIRE LIABILITY OF ZONARE CONCERNING INFRINGEMENT WITH RESPECT TO EQUIPMENT.**

Bloomington Hospital Foundation
STATEMENT OF ACTIVITIES
For Periods Ending December 31, 2012

CURR MO ACTUAL	CURR MO PLAN	LAST YR ACTUAL		ACTUAL	PLAN	YTD VAR	LAST YR
Revenue and Other Support							
\$182,360	\$116,667	\$178,144	Contribution Revenue	\$1,904,583	\$1,400,004	\$504,579	\$1,628,212
148,042	150,000	152,033	Special Event Revenue	467,274	475,000	(7,726)	491,406
73,640	52,964	69,202	In-Kind Contributions	634,354	635,568	(1,214)	616,772
404,042	319,631	399,379	Total Net Revenue and Other Support	3,006,211	2,510,572	495,639	2,736,390
Expenses							
153,569	83,333	136,479	Support of Affiliated Entities	1,301,043	1,000,000	(301,043)	3,820,320
22,848	25,079	20,537	Olcott Center	280,617	300,954	20,337	295,701
2,726	3,333	575	Employee Awards	33,508	40,000	6,491	28,273
49,375	50,000	42,852	Special Events	144,852	142,500	(2,352)	142,150
4,047	8,800	8,634	Interest Expense	78,696	105,600	26,904	109,849
18,304	16,748	16,587	Fund Raising Costs	207,086	200,974	(6,111)	199,064
44,831	198,565	(2,032)	Management and General	537,533	681,647	144,114	475,223
295,700	385,859	223,632	Total Operating Expenses	2,583,335	2,471,675	(111,660)	5,070,580
108,343	(66,228)	175,747	Change in Net Assets from Operations	422,876	38,897	383,980	(2,334,190)
107,829	33,333	304,501	Realized Gains and Losses	2,049,453	399,996	1,649,457	931,032
210,282	(82,420)	(217,204)	Unrealized Gains and Losses	216,852	(989,046)	1,205,898	(1,130,790)
318,111	(49,088)	87,297	Total Return on Investments	2,266,305	(589,050)	(2,855,355)	(199,758)
426,454	(115,315)	263,044	Total Change in Net Assets	2,689,181	(550,153)	3,239,335	(2,533,948)
21,335,272	18637708	18,809,503	Net Assets, Beginning Balance	19,072,546	19072546	0	21,606,495
21,761,726	18,522,393	19,072,547	Net Assets, Ending Balance	21,761,726	18,522,393	3,239,335	19,072,547