San Joaquin General Hospital
Summary of Proposed FQHC Cost Centers
Financial Results
For the Month Ending March 31, 2013

	Children's Health Services (#7080)	Family Medicine (#7092)	Primary Medicine (#7096)	Healthy Beginnings California Street (#7182)	Healthy Beginnings French Camp (#7183)	Total
Visits	1,535	2,028	1,701	679	607	6,550
FTE's	13.4	13.1	13.7	8.9	7.4	56.5
Hours/visit	1.542	1.141	1.423	2.316	2.154	1.524
Patient Revenue						
Gross Revenue	423,509	533,629	434,180	196,282	187,121	1,774,721
Deductions from Revenue	(355,738)	(472,451)	(399,443)	(160,105)	(157,440)	(1,545,177)
Net Patient Revenue	67,771	61,178	34,737	36,177	29,681	229,544
Expenses						
Salaries	57,782	55,878	47,632	41,549	33,296	236,137
Benefits	51,232	25,662	25,544	18,899	20,825	142,162
Total Salaries and Benefits	109,014	81,540	73,176	60,448	54,121	378,299
Physician Compensation	76,478	160,149	154,105	40,010	70,400	501,142
Supplies	3,730	4,850	2,402	2,055	2,301	15,338
Purchased Services	122	60	156	92	122	552
Other Direct Expense	1,405	8,628	100	3,825	577	14,535
Depreciation	896	2,081	458	594	465	4,494
Total Expenses	191,645	257,308	230,397	107,024	127,986	914,360
Operating Gain (Loss)	(123,874)	(196,130)	(195,660)	(70,847)	(98,305)	(684,816)
AB 915 Allocation	11,377	12,952	14,798	4,404	5,021	48,553
DSRIP Allocation	142,906	162,691	185,873	55,322	63,071	609,863
Adjusted Operating Gain (Loss)	30,409	(20,487)	5,011	(11,121)	(30,212)	(26,399)
Net Rev as % of Gross Rev	16.0%	11.5%	8.0%	18.4%	15.9%	12.9%
Benefits as a % of Salaries	88.7%	45.9%	53.6%	45.5%	62.5%	60.2%
Payor Mix						
Medicare	0.1%	15.0%	14.5%	1.0%	4.8%	8.7%
Medi-Cal Fee-for-Service	20.8%	8.3%	8.0%	54.6%	42.1%	19.9%
Medi-Cal Managed Care	77.1%	31.0%	23.7%	40.7%	27.2%	40.9%
Insurance	1.8%	1.0%	0.3%	1.1%	2.4%	1.2%
Self Pay	0.2%	4.9%	1.9%	0.6%	0.1%	2.1%
Indigent	0.0%	39.7%	51.6%	2.0%	23.5%	27.3%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

San Joaquin General Hospital
Summary of Proposed FQHC Cost Centers
Financial Results
YTD March 31, 2013

	Children's Health Services (#7080)	Family Medicine (#7092)	Primary Medicine (#7096)	Healthy Beginnings California Street (#7182)	Healthy Beginnings French Camp (#7183)	Total
Visits	13,343	14,987	18,271	7,126	6,989	60,716
FTE's	13.0	12.4	14.1	9.2	7.2	55.9
Hours/visit	1.516	1.287	1.201	2.009	1.603	1.432
Patient Revenue						
Gross Revenue	3,599,629	4,097,982	4,681,914	1,393,491	1,588,688	15,361,704
Deductions from Revenue	(3,018,932)	(3,618,820)	(4,311,739)	(1,135,749)	(1,321,149)	(13,406,388)
Net Patient Revenue	580,697	479,162	370,175	257,742	267,539	1,955,316
Expenses						
Salaries	454,704	414,211	435,705	334,248	287,411	1,926,279
Benefits	375,323	197,484	265,827	203,822	134,410	1,176,866
Total Salaries and Benefits	830,027	611,695	701,532	538,070	421,821	3,103,145
Physician Compensation	782,781	1,532,739	1,257,436	341,005	122,339	4,036,300
Supplies	36,885	55,321	33,288	31,625	17,509	174,628
Purchased Services	7,674	9,247	156	11,548	7,794	36,419
Other Direct Expense	13,259	60,732	5,288	27,200	10,165	116,644
Depreciation	5,200	18,613	3,737	5,493	4,463	37,506
Total Expenses	1,675,826	2,288,347	2,001,437	954,941	584,091	7,504,642
Operating Gain (Loss)	(1,095,129)	(1,809,185)	(1,631,262)	(697,199)	(316,552)	(5,549,326)
AB 915 Allocation	136,526	155,428	177,575	52,852	60,256	582,637
DSRIP Allocation	1,714,874	1,952,291	2,230,478	663,863	756,856	7,318,361
Adjusted Operating Gain (Loss)	756,271	298,534	776,791	19,516	500,559	2,351,672
Net Rev as % of Gross Rev	16.1%	11.7%	7.9%	18.5%	16.8%	12.7%
Benefits as a % of Salaries	82.5%	47.7%	61.0%	61.0%	46.8%	61.1%
Payor Mix						
Medicare	0.0%	14.4%	13.3%	1.2%	4.3%	8.5%
Medi-Cal Fee-for-Service	22.4%	9.6%	5.0%	55.3%	41.8%	18.7%
Medi-Cal Managed Care	76.0%	30.1%	20.3%	40.2%	30.1%	38.8%
Insurance	1.4%	1.3%	0.7%	1.2%	2.7%	1.3%
Self Pay	0.2%	5.0%	3.8%	0.5%	1.1%	2.7%
Indigent	0.0%	39.4%	56.9%	1.7%	20.0%	30.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

San Joaquin General Hospital
Summary of Proposed FQHC Cost Centers
Proposed Budget
FYE 6/30/2014

	Budget FY 2013/14							
	Children's Health Services (#7080)	Family Medicine (#7092)	Primary Medicine (#7096)	Healthy Beginnings California Street (#7182)	Healthy Beginnings French Camp (#7183)	Total	Annlzd 6 mos YTD 12/31/12	Act to Bud Annlzd % Chg
Visits	16,608	18,864	24,300	9,600	9,600	78,972	78,578	0.5%
FTE's	12.8	10.5	12.6	10.0	7.5	53.4	56.2	-5.0%
Hours/visit	1.607	1.161	1.082	2.169	1.622	1.409	1.491	-5.5%
Patient Revenue								
Medicare	0	839,576	899,804	24,519	100,213	1,864,112		
Medi-Cal Fee-for-Service	1,178,931	544,598	276,478	1,019,778	950,368	3,970,153		
Medi-Cal Managed Care	3,949,190	1,745,820	1,347,193	771,128	738,650	8,551,981		
Insurance	75,827	74,529	54,434	19,733	58,947	283,469		
Self Pay	11,020	279,351	276,527	4,027	27,556	598,480		
Indigent	0	2,329,268	3,930,488	28,694	433,582	6,722,032		
Gross Revenue	5,214,968	5,813,141	6,784,924	1,867,879	2,309,314	21,990,227		
Deductions from Revenue								
Net Patient Revenue	5,214,968	5,813,141	6,784,924	1,867,879	2,309,314	21,990,227	19,829,464	10.9%
Expenses								
Salaries	608,395	241,128	487,306	476,316	375,660	2,188,805	2,320,064	-5.7%
Phys Salaries	900,932	2,259,049	1,819,167	462,443	3,638,687	9,080,278	7,120,019	27.5%
Benefits	472,722	227,151	336,143	323,304	171,691	1,531,011	1,536,959	-0.4%
Total Salaries and Benefits	1,982,049	2,727,328	2,642,616	1,262,063	4,186,038	12,800,094	10,977,042	16.6%
Professional Fees-Non-Phys sal	41,220	174,278	18,485	0	7,637	241,621	234,878	2.9%
Supplies	57,144	92,942	40,521	47,366	24,543	262,516	199,712	31.4%
Purchased Services	11,728	58,836	0	11,371	14,733	96,667	96,667	0.0%
Other Direct Expense	19,621	87,506	9,664	31,840	12,765	161,396	155,691	3.7%
Depreciation	4,697	24,511	4,548	7,217	5,945	46,918	46,918	0.0%
Total Expenses	2,116,458	3,165,402	2,715,836	1,359,856	4,251,661	13,609,211	11,710,908	16.2%
Gross Margin (Loss)	3,098,510	2,647,740	4,069,089	508,023	(1,942,346)	8,381,015	8,118,556	3.2%
Net Rev as % of Gross Rev	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		
Benefits as a % of Sal (Phys&EE)	31.3%	9.1%	14.6%	34.4%	4.3%	13.6%		
Benes as a % of Sal (EE only)	77.7%	94.2%	69.0%	67.9%	45.7%	69.9%		
Payor Mix								
Medicare	0.0%	14.4%	13.3%	1.3%	4.3%	8.5%		
Medi-Cal Fee-for-Service	22.6%	9.4%	4.1%	54.6%	41.2%	18.1%		
Medi-Cal Managed Care	75.7%	30.0%	19.9%	41.3%	32.0%	38.9%		
Insurance	1.5%	1.3%	0.8%	1.1%	2.6%	1.3%		
Self Pay	0.2%	4.8%	4.1%	0.2%	1.2%	2.7%		
Indigent	0.0%	40.1%	57.9%	1.5%	18.8%	30.6%		
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		