

San Joaquin County Clinics Board
Minutes of June 28, 2016
Executive Committee Meeting
Via Conference Call
San Joaquin General Hospital
Benton Hall Conference Room
Stockton, CA 95202

Members Present

Rod Place, Chair
Luz Maria Sandoval, Vice Chair
Lei McMiller, Secretary

SJCC Staff Present

David Jomaoas, SJCC Executive Director

Health Care Services Staff Present

Cynthia King, Administrative Secretary, HCS

Call to Order

The meeting was called to order at 1:00 p.m.

Public Comment

None

Convene as Nominating Committee

There was no interest received from any of the Board members to serve as an officer of the Board. David Jomaoas asked the Executive Committee members if they would be willing to continue in their offices. Rod Place, Luz Maria Sandoval, and Lei McMiller are all willing to continue to serve in their offices (Chair, Vice Chair, and Secretary, respectively). The slate of officers will be presented to the full Board at the meeting of June 28, 2016 for voting.

Adjournment

The meeting was adjourned at 1:12 p.m.

Respectfully Submitted,

Lei McMiller, Secretary

6a

San Joaquin General Hospital – FQHC LAL Clinics
Financial Statement Comments
May 31, 2016

Revenue

Patient visits in May were greater than budget by 30.3% bringing the year to date visits to 16.7% greater than budget. Total Operating Revenue of \$2.0 million was \$411,000 greater than budget predominantly due to Net patient revenue of \$336,000.

Physician Capitation revenue was \$75,000 or 17.3% greater than budget due to higher than budgeted patient volumes assigned by the Health Plan of San Joaquin (HPSJ).

Expenses

Salaries, Benefits, and Registry of \$1.1 million are \$40,400 (3.5%) less than budget due to a combination of Salaries being \$53,000 over plan (more staffing being used in Children's Health Services, Family Medicine, Primary Medicine) offset by Benefits running \$78,000 under plan and no registry expenses in May (\$15,000).

Professional Fees of \$4,500 are on target and just slightly greater than budget.

Supplies of \$104,200 exceeded budget by \$75,300 (261.0%). It appears that the supply expense budget may have been understated for Pharmaceuticals, due to overestimating the impact of the savings from the 340b program.

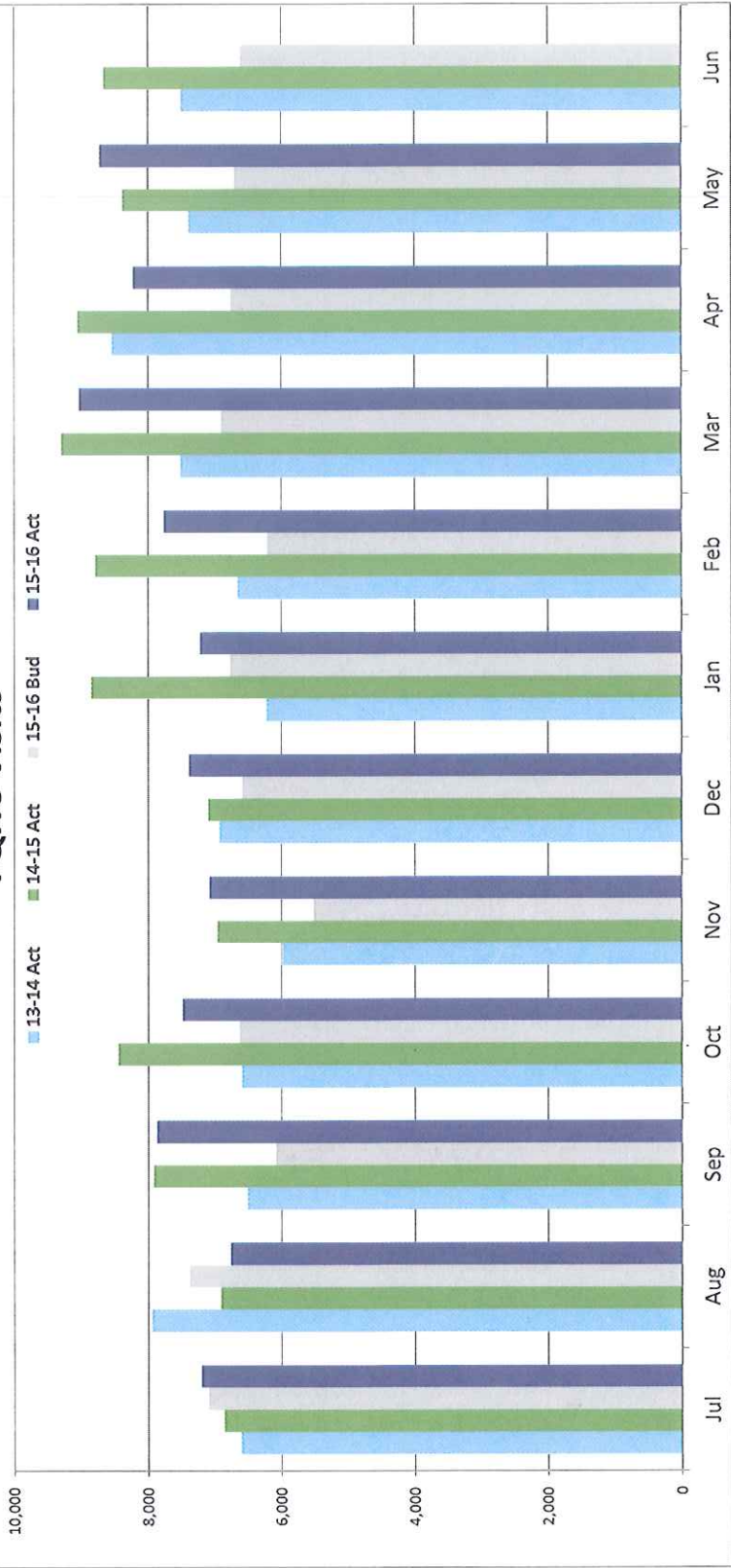
Purchased Services of \$117,100 are \$6,500 (5.8%) greater than budget primarily due to May invoice from Claim Remedi, Inc. (claim & eligibility service provider).

Other Expenses of \$21,400 were \$6,500 (43.3%) greater than budget predominantly due to EClinicalWorks invoice (\$8,000) for FQ-Administration training.

Accounts Receivable

Gross accounts receivable (AR) was \$8.3 million at May 31, 2016 or 162 days revenue in accounts receivable. All claims resulting from the billing issue identified in September have been rebilled as of December 15, 2015 and we are awaiting payment.

FQHC Visits



San Joaquin General Hospital-FQHC LAL Clinics
Income Statement
For the Month Ending
May 31, 2016

	Children's			Healthy			Total	MTD Budget	MTD Variance - Fav (Unf)	% Var - Fav (Unf)
	Health Services (#7080)	Family Medicine (#7092)	Family Practice - Ca (#7093)	Primary Medicine (#7096)	Healthy Beginnings - Ca (#7182)	Healthy Beginnings French Camp (#7183)				
Visits	1,626	1,390	684	3,399	933	697	8,729	6,699	2,030	30.3%
FTE's	18.7	16.1	9.4	27.9	12.8	11.7	115.3	119.5	4.2	3.6%
Hours/visit	2.036	2.041	2.433	1.451	2.418	2.960	2.393	3.152	0.819	26.0%
Patient Revenue										
Gross Revenue	\$ 419,132	\$ 176,773	\$ 98,131	\$ 442,657	\$ 108,993	\$ 52,205	\$ 1,297,891	\$ 1,667,225	\$ (369,334)	-22.2%
(Deductions) from Revenue	(82,760)	51,990	8,868	31,773	82,947	133,523	226,341	(478,726)	705,067	147.3%
Net Patient Revenue	\$ 336,372	\$ 228,763	\$ 106,999	\$ 474,430	\$ 191,940	\$ 185,728	\$ 1,524,232	\$ 1,188,499	\$ 335,733	28.2%
Physician Capitation	94,791	81,033	39,875	198,151	54,391	40,633	508,874	433,701	75,173	17.3%
Other Revenue	0	0	0	0	0	0	0	0	0	0
Total Operating Revenue	\$ 431,163	\$ 309,796	\$ 146,874	\$ 672,581	\$ 246,331	\$ 226,361	\$ 2,033,106	\$ 1,622,200	\$ 410,907	25.3%
Expenses										
Salaries	\$ 112,761	\$ 128,996	\$ 87,317	\$ 206,846	\$ 69,156	\$ 61,032	\$ 753,203	\$ 699,973	\$ (53,230)	-7.6%
Benefits	62,766	69,450	44,976	84,791	38,919	34,991	371,401	449,388	77,987	17.4%
Registry	-	-	-	-	-	-	-	15,644	15,644	100.0%
Total Salaries, Reg, Bene	175,528	198,446	132,293	291,637	108,075	96,023	1,124,604	1,165,005	40,401	3.5%
Professional Fees	0	0	0	0	0	0	4,500	4,092	(408)	-10.0%
Supplies	7,993	39,954	5,133	16,287	13,333	10,905	104,173	28,860	(75,313)	-261.0%
Purchased Services	1,894	3,395	2,895	4,546	20,871	7,933	117,093	110,636	(6,457)	-5.8%
Depreciation	543	3,668	251	346	560	601	9,226	12,517	3,291	26.3%
Other Expense	3,553	3,668	1,163	1,538	2,101	875	21,384	14,923	(6,461)	-43.3%
Total Expenses	189,511	249,131	141,736	314,353	144,940	116,336	1,380,979	1,336,033	(44,946)	-3.4%
Allocation of Direct Admin Exp	72,651	30,641	17,010	76,729	18,892	9,049	224,972	0	0	0.0%
Overhead Allocation	59,734	165,299	94,042	132,248	77,804	72,454	601,580	577,027	(24,554)	-4.3%
Total Expenses	\$ 321,896	\$ 445,071	\$ 252,787	\$ 523,330	\$ 241,636	\$ 197,839	\$ 1,982,559	\$ 1,913,059	\$ (69,500)	-3.6%
Net Income (Loss)	\$ 109,267	\$ (135,276)	\$ (105,913)	\$ 149,251	\$ 4,695	\$ 28,523	\$ 50,547	\$ (290,860)	\$ 341,407	117.4%

San Joaquin General Hospital-FQHC LAL Clinics

Income Statement
For the YTD Ending
May 31, 2016

	Children's			Healthy			Healthy			YTD Variance -		% Var - Fav (Unf)
	Health Services (#7080)	Family Medicine (#7092)	Family Practice Ca (#7093)	Primary Medicine (#7096)	Healthy Beginnings Ca (#7182)	French Camp Beginnings (#7183)	FQ Admin	Total	YTD Budget	Fav (Unf)	Fav (Unf)	
Visits	16,884	15,558	6,879	30,513	7,737	7,271	-	84,842	72,694	12,148	16.7%	
FTE's	21.9	18.3	10.4	24.5	11.1	11.6	20.1	117.9	119.5	1.6	1.3%	
Hours/visit	2.482	2.257	2.891	1.539	2.749	3.052	-	2.416	3.149	0.733	23.3%	
Patient Revenue												
Gross Revenue	\$ 4,427,033	\$ 2,248,576	\$ 1,165,805	\$ 4,358,084	\$ 1,410,679	\$ 1,042,743	\$ -	\$ 14,652,920	\$ 18,157,980	\$ (3,505,060)	-19.3%	
(Deductions) from Revenue	(1,000,757)	(38,527)	(92,886)	493,131	(211,079)	1,106,698	-	256,580	(5,260,445)	5,517,025	104.9%	
Net Patient Revenue	3,426,276	2,210,049	1,072,919	4,851,215	1,199,600	2,149,441	-	\$ 14,909,500	12,897,535	2,011,965	15.6%	
Physician Capitation- PMPM	1,081,297	1,003,704	440,983	1,951,832	494,128	465,429	-	5,437,372	4,706,102	731,270		
Other Revenue	95,532	88,189	56,898	176,761	42,274	43,105	-	502,759	-	502,759	100.0%	
Total Operating Revenue	\$ 4,603,105	\$ 3,301,941	\$ 1,570,800	\$ 6,979,808	\$ 1,736,002	\$ 2,657,974	\$ -	\$ 20,849,631	\$ 17,603,637	\$ 3,245,993	18.4%	
Expenses												
Salaries	\$ 1,178,581	\$ 1,636,652	\$ 679,626	\$ 2,026,599	\$ 635,374	\$ 662,808	\$ 963,147	\$ 7,782,787	\$ 7,585,800	\$ (196,986)	-2.6%	
Benefits	848,586	828,161	387,258	945,454	342,363	448,700	580,975	4,381,496	4,870,154	488,658	10.0%	
Registry	0	0	0	0	0	0	-	0	169,201	169,201	100.0%	
Total Salaries, Reg. Bene	2,027,166	2,464,813	1,066,884	2,972,052	977,737	1,111,508	1,544,122	12,164,283	12,625,155	460,873	3.7%	
Professional Fees	5,053	24,888	7,125	92,416	11,238	100,353	47,872	288,945	45,012	(243,933)	-84.9%	
Supplies	57,320	186,570	47,211	83,720	74,435	61,378	236,999	747,632	318,886	(428,746)	-57.2%	
Purchased Services	10,132	25,137	15,400	31,665	95,796	81,463	1,443,305	1,702,898	1,208,707	(494,191)	-29.0%	
Depreciation	5,972	41,514	3,539	4,582	6,934	7,395	35,826	105,763	136,759	30,996	22.7%	
Other Expense	30,641	28,448	7,442	62,878	28,998	5,946	13,441	177,793	162,616	(15,177)	-8.5%	
Total Expenses	2,136,285	2,771,370	1,147,600	3,247,313	1,195,138	1,368,044	3,321,564	15,187,313	14,497,135	(690,178)	-4.5%	
Allocation of Direct Admin Exp	1,003,532	509,713	264,268	987,903	319,777	236,372	(3,321,564)	0	0	0	0.0%	
Overhead Allocation	673,357	1,838,804	761,432	1,366,145	641,550	852,018	-	6,133,305	6,254,746	121,441	1.9%	
Total Expenses	\$ 3,813,174	\$ 5,119,887	\$ 2,173,300	\$ 5,601,361	\$ 2,156,464	\$ 2,456,433	\$ (0)	\$ 21,320,619	\$ 20,751,881	\$ (568,737)	-2.7%	
Net Income (Loss)	\$ 789,931	\$ (1,817,945)	\$ (602,500)	\$ 1,378,447	\$ (420,462)	\$ 201,541	\$ 0	\$ (470,988)	\$ (3,148,244)	\$ 2,677,256	85.0%	

San Joaquin General Hospital-FQHC LAL Clinics
Income Statement
For the YTD Ending
May 31, 2016

Key Ratios	Children's Health Services (#7080)		Family Medicine (#7092)		Family Practice Calif St (#7093)		Primary Medicine (#7096)		Healthy Beginnings California Street (#7182)		Healthy Beginnings French Camp (#7183)		Total	YTD Budget	YTD Variance	% Var - Fav (Unf)
	#7080	#7092	#7093	#7096	#7182	#7183	FQ Admin	Total								
Net Pt Rev as % of Gross Rev (1)	77.4%	98.3%	92.0%	111.3%	85.0%	206.1%	0.0%	101.8%	71.0%	30.7%	43.3%					
Benefits as a % of Salaries	72.0%	50.6%	57.0%	46.7%	53.9%	67.7%	60.3%	56.3%	64.2%	7.9%	12.3%					
Overhead % of Direct Expenses	31.5%	66.4%	66.4%	42.1%	53.7%	62.3%	0.0%	40.4%	43.1%	2.8%	6.4%					
Gross Revenue per Visit	262.20	144.53	169.47	142.83	182.33	143.41	0.0%	172.71	249.79	(77.08)	(30.9%)					
Net Revenue per Visit (1)	202.93	142.05	155.97	158.99	155.05	295.62	0.0%	175.73	177.42	(1.69)	(1.0%)					
Direct Costs/Visit	126.53	178.13	166.83	106.42	154.47	188.15	0.0%	179.01	199.43	20.42	10.2%					
Indirect Costs/Visit	39.88	118.19	110.69	44.77	82.92	117.18	0.0%	72.29	86.04	13.75	16.0%					
Total Medical Cost/Visit	225.85	329.08	315.93	183.57	278.72	337.84	0.0%	251.30	285.47	34.17	12.0%					
Total Cost/Patient	564.61	822.71	789.83	458.93	696.80	844.60	0.0%	628.24	713.67	85.43	12.0%					
Net Income(Loss)/Visit (1)	46.79	(116.85)	(87.59)	45.18	(54.34)	27.72	0.0%	(5.55)	(43.31)	37.76	87.2%					
Gross Accounts Receivable								8,280,075								
AR Days Outstanding								162								
<u>Payor Mix - Claimed Revenue</u>																
Medicare	0.0%	15.7%	23.8%	25.1%	1.9%	3.3%	0.0%	12.2%	7.5%	4.7%	63.2%					
Medi-Cal	12.6%	11.6%	2.4%	4.2%	39.8%	21.3%	0.0%	12.2%	19.0%	(6.8%)	(35.8%)					
Medi-Cal Managed Care	86.8%	66.2%	72.0%	67.1%	56.8%	72.0%	0.0%	72.8%	69.0%	3.8%	5.5%					
Insurance	0.3%	1.2%	0.5%	1.0%	1.0%	1.9%	0.0%	0.8%	1.3%	(0.4%)	(32.6%)					
Self Pay / Indigent	0.2%	5.3%	1.3%	2.6%	0.4%	1.4%	0.0%	1.9%	3.2%	(1.3%)	(41.2%)					
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%	0.0%					

(1) Includes a Net Revenue YTD Adjustment of (\$878,242) due to receiving Final Medi-Cal Rates from the 6/30/15 Rate Setting Cost Report.

San Joaquin General Hospital-FQHC LAL Clinics
 Key Operating Indicators
 Last 13 Months Ending
 May 31, 2016

	FY2014-2015												FY2015-2016												FYTD		Prior FYTD															
	May			Jun			Jul			Aug			Sep			Oct			Nov			Dec			Jan			Feb			Mar			Apr			Act		Bud		Var-%	
	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg	Act	%	% Chg						
KEY RATIOS																																										
Net Pt Rev as % of Gross Rev	485.1%	109.8%	102.7%	112.8%	150.4%	138.1%	129.1%	69.4%	118.0%	81.9%	44.1%	94.8%	117.4%	71.3%	54.7%	101.8%	71.0%	43.3%	58.8%	47.9%																						
Benefits as % of Salaries	52.7%	54.2%	60.2%	47.4%	49.0%	40.9%	64.4%	69.1%	73.9%	53.5%	54.5%	55.2%	49.2%	64.2%	-23.2%	56.2%	64.2%	-12.3%	61.0%	71.7%																						
Overhead % of Direct Expenses	42.6%	41.3%	44.0%	42.9%	39.2%	35.1%	37.1%	40.7%	39.7%	41.6%	41.2%	42.5%	43.6%	42.2%	40.4%	40.4%	43.1%	-8.4%	41.7%	51.1%																						
Gross Revenue per Visit	39.4	174.5	171.5	151.1	127.3	141.5	147.9	248.8	157.8	336.7	180.8	185.6	146.69	248.87	-1.5%	172.73	177.42	-30.9%	250.73	191.1%																						
Net Revenue per Visit	191.5	191.6	176.1	170.4	154.4	195.5	176.1	183.0	205.9	164.3	151.2	157.7	174.52	177.41	-1.5%	175.73	177.42	-1.0%	172.45	1.6%																						
Direct Costs/Visit	187.3	188.1	176.6	157.1	158.7	214.1	200.1	74.4	83.2	68.3	62.3	71.3	86.92	86.13	-20.0%	72.29	86.04	-16.0%	93.82	13.3%																						
Indirect Costs/Visit	71.2	77.7	76.0	84.5	320.9	289.1	274.3	257.4	203.1	232.6	213.5	238.0	227.12	286.56	-20.5%	251.30	285.47	-12.0%	216.55	15.8%																						
Total Medical Cost/Visit	288.5	265.8	252.6	241.6	479.8	493.2	474.4	461.7	486.3	451.9	475.8	476.3	514.0	512.7	-20.5%	472.59	570.91	-12.0%	432.37	15.8%																						
Total Cost/Patient (1)	586.2	664.6	631.5	703.9	552.2	722.8	688.8	643.6	733.7	581.6	533.8	597.5	567.91	713.91	-20.5%	628.24	713.87	-12.0%	542.37	15.8%																						
Net Income/(Loss)/Visit	8.4	(18.8)	(10.3)	(39.2)	(96.7)	(27.4)	(13.9)	(71.3)	(38.3)	27.0	(79.2)	(3.6)	(5.79)	(43.42)	113.3%	(6.65)	(43.21)	87.2%	5.52	-200.4%																						
Gross AR (\$000's)	20,119.3	16,035.3	16,376.7	15,272.8	14,673.0	15,410.4	15,650.1	8,576.1	9,756.6	9,644.4	9,945.9	9,877.3	8,280.1	6,542.2	113.3%	6,551	(43.21)	87.2%	20,119.3	-100.0%																						
AR Days Outstanding	488.9	374.5	466.3	344.5	365.7	407.6	418.2	207.6	232.2	217.3	211.6	189.3	162.1	162.1		303.2		-100.0%	303.2	-100.0%																						
PAYOR MIX (Claimed Revenue)																																										
Medicare	367.1%	3.5%	14.0%	11.7%	12.5%	11.9%	12.7%	12.0%	14.0%	11.3%	11.5%	11.2%	12.5%	7.6%	54.8%	12.2%	7.5%	63.6%	3.8%	222.1%																						
Medi-Cal FFS	134.9%	31.4%	34.7%	12.8%	10.7%	10.4%	11.1%	12.2%	12.7%	15.2%	10.7%	11.9%	11.2%	18.8%	-40.9%	12.2%	10.0%	-25.9%	17.7%	-31.2%																						
Medi-Cal Managed Care	410.7%	60.8%	68.5%	72.7%	74.3%	75.3%	72.9%	73.2%	70.3%	71.2%	74.7%	74.3%	73.3%	69.0%	6.3%	72.8%	60.0%	5.8%	73.1%	-3.0%																						
Insurance	42.0%	1.8%	0.8%	1.0%	0.7%	0.9%	1.0%	1.0%	1.0%	0.8%	0.8%	0.8%	0.7%	1.2%	-45.5%	0.8%	1.3%	-32.9%	1.6%	-47.1%																						
Self Pay / Indigent	-120.5%	2.5%	2.8%	1.6%	1.8%	1.6%	2.3%	1.6%	1.9%	1.5%	2.2%	1.8%	2.3%	3.2%	-28.4%	1.8%	2.3%	-41.2%	1.8%	6.0%																						
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	0.0%	100.0%	100.0%	0.0%	100.0%	0.0%																						

(1) Average Visits per Patient is 2.5; per the ACS Director

66

PLEASE JOIN US
ON THURSDAYS
FROM 10-11:30AM:

Eating Smart Being Active



CHAMPIONS
for CHANGE™

San Joaquin County Public Health Services
will be offering **FREE** Nutrition Classes!

Class #1
Get Moving
Thurs., June 23

Class #2
Plan, Shop & Save
Thurs., June 30

Class #3
Vary Your Veggies
Thurs., July 7

Class #4
Make Half Your
Grains Whole
Thurs., July 14

Class #5
Build Strong
Bones
Thurs., July 21

Class #6
Go Lean with
Protein
Thurs., July 28

Class #7
Make a Change
Thurs., August 4

Class #8
Celebrate! Eat
Smart
Thurs., August 11



You will learn to:

- ◆ Prepare new healthy recipes!
- ◆ Make your food dollars count!
- ◆ Understand food labels!
- ◆ Eat more fruits and vegetables!
- ◆ Increase Physical Activity!
- ◆ Get **FREE** cookbooks and healthy living tools!

Don't miss out on these exciting classes!

No registration required and drop-ins
welcome at any class!

Please Join us at:

Sierra Vista Homes
2436 Belleview Street,
Stockton, CA 95206

For more info call today: (209) 468-3821

SAN JOAQUIN COUNTY
Public Health Services
Healthy Future