

San Joaquin County Clinics
500 W. Hospital Road, Benton Hall East, French Camp, Ca. 209-468-5610

To: San Joaquin County Clinic (SJCC) Board Members

From: David Jomaoas, SJCC Executive Director

Date: June 15, 2017

RE: BOARD ACTION: Nominations for Board Officers for 2017-18

The Nominating Committee is comprised of the SJCC Executive Committee. Per Robert's Rules, the Nominating Committee selects a slate of officers to be presented to the Board for election (nominations may be made from the floor). Election of new officers occurs at the June meeting. Officers serve for one year.

The Executive Committee for SJCC met on June 20 as the Nominating Committee. They recommend the following slate of officers for Board consideration:

- Chair: Rod Place
- Vice Chair: Luz Marie Sandoval
- Treasurer: Ismael Cortes
- Secretary: Lori McMiller

BOARD ACTION:

Approve the slate of nominees for SJCC Board Officers for 2017-18

SJCC 2017 Average Hourly Productivity					
Provider	Productivity	Productivity	Productivity	Productivity	Overall Average Feb - May
PMC	February	March	April	May	Total
Sangita Batish	2.07	2.06	2.36	2.14	2.16
Greg Baumgarten, NP	2.17	2.39	1.99	2.26	2.20
Nathan Blau	2.10	2.07	2.17	2.33	2.17
Harish Chander	2.20	2.18	2.23	2.34	2.24
Megha Goyal	2.17	2.30	2.12	2.17	2.19
Arshian Mahajan	2.38	2.56	2.20	2.38	2.38
Mahnoosh Seifoddini	1.86	1.97	1.89	1.85	1.89
Satinder Singh	2.04	2.35	2.34	2.28	2.25
Richard Marve	1.83	1.89	1.80	1.74	1.82
Soujanya Sodavarapu	2.16	2.35	2.20	N/A	2.24
FMC	February	March	April	May	Total
Azma Jafri	1.00	1.40	0.76	0.81	1.00
Imad Kafilimout	1.90	1.60	1.28	1.28	1.52
Elysa Parsa	2.10	2.00	1.50	1.24	1.71
LaDonna Porter	2.30	2.00	1.40	1.48	1.80
Michelle Rowe	1.60	1.90	1.30	1.21	1.50
Bhanu Wunnava	2.20	2.10	1.28	1.56	1.79
CHS	February	March	April	May	Total
Dr. Apollinario	2.50	2.60	2.62	2.62	2.59
Maria Gomez, NP	2.35	2.40	N/A	N/A	2.38
Dr. Jain	2.75	2.57	2.63	2.68	2.66
Dr. Jamwal	2.67	2.79	N/A	N/A	2.73
Dr. Loomba	2.60	2.50	2.61	2.21	2.48
Dr. Rojanvongse	2.45	2.57	2.58	2.55	2.54
Dr. Thaikendiyil	2.56	N/A	N/A	N/A	2.56
Dr. Vashishtha	2.71	2.63	2.53	2.55	2.61
FPCC	February	March	April	May	Total
Regina Burgos, NP	1.80	2.00	1.64	1.72	1.79
HBF	February	March	April	May	Total
Tonja Harris-Stancil	1.98	2.38	2.82	2.76	2.49
Anh Le	2.31	N/A	N/A	2.64	2.48
Benny Rodgers	2.37	2.33	2.21	2.58	2.37
Meenakshi Pant	N/A	2.24	2.27	2.45	2.32
Jason Bass	N/A	N/A	N/A	1.81	1.81
HBC	February	March	April	May	Total
Jason Bass	2.13	1.95	1.95	2.26	2.07
Tonja Harris-Stancil	1.82	2.13	2.07	2.27	2.07
Anh Le	1.84	1.91	2.02	2.20	1.99
Benny Rodgers	2.46	2.46	1.20	N/A	2.04
Meenakshi Pant	N/A	2.06	2.22	2.07	2.12
Midwives	February	March	April	May	Total
Rebecca Morris, CNM	1.25	1.53	1.27	1.87	1.48
Mandana Motameni, CNM	1.10	1.87	1.48	0.67	1.28
Joan Seacrist, CNM	1.38	0.86	N/A	0.62	0.95
Christine Sullivan, CNM	0.63	N/A	N/A	N/A	0.63
Christine Mitchell, CNM	N/A	1.07	1.07	1.57	1.24

Minimum Compliance Level (per FTE):

4200 Visits/Year ÷ 1800 Annual Working Hours = 2.33 Visits/Hour

PMC/FPCC Productivity Incentive	
Average Visits / Hour	Monthly Amount
< 2.00	\$0
2.00 - 2.24	\$600
2.25 - 2.49	\$1,200
2.50 - 2.74	\$1,600
≥ 2.75	\$2,000
Annual Maximum	\$24,000

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San Joaquin Community Clinics
Financial Statement Comments
May 31, 2017

Summary

May's patient visits of 9,098 exceeded budget by 11.7%. Gross Patient Revenue of \$1.4 million was greater than budget by \$48,000 or 3.5%. Total Patient Revenue (Net Revenue & Physician Capitation) of \$1.2 million was less than budget by \$774,000 or 40.2%, primarily due to the unfavorable variance in contractual allowances of \$815,000, which is discussed below. Capitation Revenue of \$484,000 is on target with budget varying from budget by only \$9,200 (2.0%). Total Expenses of \$2.3 million exceeded budget by \$121,000 (5.0%). The resulting Net Loss of \$1,127,000 exceeded the budgeted income by \$995,000 bringing the year to date Net Loss to \$7.2 million, exceeding the budgeted loss by \$6.9 million.

Explanations of major variances are explained below.

Revenue

As mentioned above, both visits and Gross Patient Revenue exceeded budget. Net Patient Revenue of \$1.2 million was less than budget by \$774,000 due to contractual allowances and other deductions from revenue exceeding budget by \$815,000. This unfavorable variance continues due to the timing of the calculation of the budget, which was done in February 2016, prior to the completion of the PPS rate setting cost reports. The PPS rate was impacted negatively and significantly by the productivity standard not reached by most clinics, which resulted in the reduction of the PPS rate below cost.

Through April, revenue was accrued at 90% of the PPS rates filed with the state; however, in May the net revenue was reduced to 80% of the PPS rate as filed with the state to allow for the potential impact of recent developments in the state's audit procedures. In addition, the Medicare net revenue rate was reduced based on an analysis of year to date payments per visit. These changes resulted in a decrease in net revenue of \$226,000 for the month of May. There will be an adjustment in June to apply the changes to July through April revenues. Also in May, the first manual write-offs were done for Bad Debt, going back to July 2014 dates of service (\$274,000) and there were significant write-offs for Income not covering for Doctor (\$378,000).

Capitation revenue is received monthly by SJCC for the risk of providing primary care to the Health Plan of San Joaquin members. In May, SJCC received \$484,000, which is initially less than budget by 2.0%.

Expenses

Salaries & Benefits in total of \$207,000 was less than budget by \$354,000 (20.0%). Salaries of \$567,000 were better than budget by \$,900,000 or 34.6%. Benefits of \$300,000 were also favorable to budget by \$54,000 or 15.3%. This was primarily due to the provider vacancies which exist in the following clinics below.

**San Joaquin Community Clinics
Financial Statement Comments
May 31, 2017**

Vacancies exist in the following Clinics which are currently being filled by Locum: Children's Health Service - 2.0 FTE, Family Practice Clinic California Street - 1.0 FTE, Primary Medicine Clinic - 3.0 FTE, Healthy Beginnings California St. - 1.0 FTE, Healthy Beginnings French Camp - 1.0 FTE and SCCC Hazelton - 1.0 FTE, for a total of 9.0 Locum FTE's. Use of Locum's in May was reduced by 2.0 FTE's from the prior month.

Professional Fees/Registry of \$422,000 exceeded budget by \$412,000 primarily due to provider vacancies in all of the clinics except Family Medicine. The 9.0 FTE Locum's used in the month of May accounted for \$285,000 of the \$422,000 negative variance. The total Locum cost was incurred for the following: Children's Health Services \$50,000, Family Practice California Street Clinic \$29,000, Primary Medicine Clinic \$67,000, Healthy Beginnings California Street \$49,000, Healthy Beginnings French Camp \$64,000 and SCCC Hazelton \$25,000. The remaining balance of \$137,000 variance was a result of the newly engaged Interim CFO and Revenue Cycle Consulting Services for services rendered February - May.

Supplies of \$49,000 exceeded budget by \$15,000 (17.4%). This was primarily due to pharmaceutical expense utilized during the month in the clinics. EMC, FPCC, HB CA, HB FC and SCCC Hazelton, in total, exceeded budget by \$26,000. This was offset by CHS and PMC by a favorable variance of \$11,000.

Purchased Services of \$340,000 exceeded budget by \$73,000 (21.3%). eCW Contract Maintenance was \$52,000 unfavorable to May (unexpected invoices - (1) February Invoice of \$21,500 for CCMR/eC/H/Hub/Enterprise Patient Portal and (2) March & April training of \$28,000 for on site clinical eCW System updates/Issues. El Conello was \$19,000 unfavorable in May due to March / April charges booked in May and only April accrued for last month.

Depreciation of \$12,400 exceeded budget by \$3,400 (12.4%). This is a result of an audit of fixed assets that was performed in March by the accounting department that resulted in a true up of properly calculating depreciation expense. This variance will continue through the fiscal year end.

Other Expense of \$7,300 was less than budget by \$8,600 (54.1%) primarily due to outside training and travel not utilized during the year as budgeted.

Accounts Receivable

May's Gross Accounts Receivables (AR) of \$2.0 million continues to decline due to billing and collection efforts, down from April's AR of \$2.6 million. Average days of revenue in AR is at 41.5, which is down from 54.8 in April and down from 60.9 in March. WRAP accounts receivable is at \$1.7 million.

**San Joaquin Community Clinics
Income Statement
May 31, 2017**

Current Month				Year to Date			
Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
9,098	7,998	1,100	13.75% Miscs	88,316	81,641	6,677	8.17%
217.1	138.7	78.4	5.72% Total FTE's	117.5	118.3	-0.7	-0.6%
1,836,076	1,087,770	748,306	6.52% Gross Patient Revenue	14,091,830	14,786,808	(694,978)	-4.6%
(217,084)	27,700	(244,784)	17.27% Contractual Adjustments	(5,977,764)	286,397	(6,264,161)	1283.2%
181,104	394,529	(213,425)	7.01% Capitation Fee	5,474,671	5,426,349	48,322	0.9%
1,352,019	1,927,000	(574,981)	41.27% Net Patient Revenue	14,218,676	20,377,877	(6,159,201)	-30.2%
0	0	0	Office Revenue	854,600	0	854,600	100.0%
1,352,019	1,927,000	(574,981)	41.27% Total Revenues	15,073,276	20,377,877	(5,304,601)	-26.0%
Operating Expenses							
567,246	567,128	118	66.5% Salaries	2,147,101	3,171,774	(1,024,673)	-32.3%
291,587	351,551	(60,964)	25.4% Benefits	3,626,705	3,943,781	(317,076)	-8.0%
666,811	1,220,879	(554,068)	21.07% Total Salaries & Benefits	10,967,009	12,064,948	(1,097,939)	-9.1%
432,343	10,611	(421,732)	118.5% Professional Fees/Registry	1,880,523	110,001	(1,770,522)	1609.0%
91,184	81,626	9,558	27.9% Supplies	1,022,142	349,525	(672,617)	193.5%
131,963	267,115	(135,152)	27.3% Purchased Services	2,706,747	2,245,838	(460,909)	-20.5%
17,434	7,051	(10,383)	17.9% Depreciation	141,496	93,551	(47,945)	-51.3%
7,250	15,824	(8,574)	54.1% Other Expense	67,295	155,118	(87,823)	-56.0%
1,768,111	1,607,527	(160,586)	8.7% Total Direct Expense	16,816,266	15,524,089	(1,292,177)	-8.3%
523,105	550,249	(27,144)	5.3% Overhead Allocation	5,220,091	5,197,127	(22,964)	-0.4%
2,291,216	2,157,776	(133,440)	6.2% Total Expenses	22,036,357	20,721,216	(1,315,141)	-6.3%
(1,117,197)	(231,472)	(885,725)	412.6% Net Income (Loss)	(2,164,107)	(110,250)	(2,053,857)	1817.9%

Key Ratios														
\$	152.8%	\$	171.5%	\$	(15.66)	9.0%	Gross Pt Revenue/Visit	\$	316.61	\$	377.14	\$	(60.53)	6.0%
\$	126.6%	\$	240.3%	\$	(113.72)	12.4%	Total Revenue/Contract/Person	\$	163.56	\$	244.46	\$	(80.90)	33.9%
\$	112.1%	\$	200.9%	\$	(88.84)	4.4%	Direct Costs/Visit	\$	308.74	\$	316.96	\$	(8.22)	2.6%
\$	57.2%	\$	68.8%	\$	(11.57)	15.7%	Indirect Costs/Visit	\$	61.87	\$	67.21	\$	(5.34)	7.8%
\$	349.4%	\$	260.7%	\$	(88.66)	7.5%	Total Medical Cost/Visit	\$	257.21	\$	248.79	\$	8.42	3.4%
\$	147.2%	\$	128.9%	\$	(18.35)	12.1%	Net Income/Visit/Visit	\$	(81.63)	\$	(11.11)	\$	(70.52)	2017.8%
\$	624.5%	\$	668.4%	\$	(43.90)	7.5%	Total Cost/Person (CL)	\$	603.52	\$	620.21	\$	(16.69)	2.7%
	80.2%		138.8%		(58.60)	42.2%	Net Profit as % of Gross Rev		96.94		118.0%		(21.06)	20.8%
	57.8%		69.8%		(12.00)	29.6%	Benefit as a % of Salaries		51.66		48.5%		(3.14)	-10.4%
	29.8%		48.7%		(18.90)	12.9%	Overhead & Indirect Exp		22.7%		31.4%		(8.70)	-27.6%
\$	1.982						Contract Patient AR (in 000s)							
\$	(490)						Free Revenue (in 000s)							
\$	1,492						Net AR (in 000s)							
\$	1,744						Wrap AR (in 000s)							
	(115)						Gross All Days							
\$	1,162						Cash Rec'd pay (in 000s)							

Payor Mix														
	13.2%		11.6%		(1.6%)	20.1%	Medicare		17.4%		12.9%		(4.5%)	-1.2%
	15.7%		11.5%		(4.2%)	34.1%	Special Cal		15.9%		11.6%		(4.3%)	30.4%
	65.0%		71.6%		(6.6%)	7.9%	Special managed care		20.1%		22.5%		(2.4%)	-1.4%
	3.9%		1.6%		(2.3%)	17.3%	Responsible		1.2%		1.8%		(0.6%)	-13.0%
	2.1%		1.1%		(1.0%)	58.6%	Self-pay / Indigent		2.5%		1.3%		(1.2%)	75.1%
	100.0%		100.0%		0.0%	0.0%			100.0%		100.0%		0.0%	0.0%

**Children's Health Services
Income Statement
May 31, 2012**

Current Month				Year to Date			
Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
1,000	1,000	0	100.0%	10,000	10,000	0	100.0%
10.0	10.0	0	100.0%	100.0	100.0	0	100.0%
122,084	301,136	(179,052)	-59.5%	1,025,337	4,025,005	(3,000,000)	-74.5%
(101,805)	(50,510)	(51,295)	-102.5%	(2,781,470)	(1,243,077)	(1,538,393)	-123.8%
80,283	87,205	(6,922)	-7.9%	936,647	1,072,940	(136,293)	-12.7%
740,087	609,874	(130,213)	-21.3%	2,858,644	4,460,477	(1,601,833)	-35.9%
0	0	0	0%	182,188	0	182,188	100.0%
740,087	609,874	(130,213)	-21.3%	3,040,832	4,460,477	(1,419,645)	-31.8%
Operating Expenses							
101,805	101,500	305	0.3%	1,239,451	1,221,004	18,447	1.5%
31,299	36,981	(5,682)	-15.4%	252,306	672,406	(420,100)	-62.5%
143,855	274,181	(130,326)	-47.5%	2,041,707	1,952,500	89,207	4.6%
50,127	0	50,127	>100.0%	95,214	0	95,214	>100.0%
10,926	11,825	(899)	-7.6%	26,991	15,287	11,704	76.6%
2,267	1,262	(1,000)	-79.3%	17,104	14,737	2,367	16.1%
814	775	39	5.0%	3,007	2,777	230	8.3%
2,170	2,511	(341)	-13.6%	28,888	22,400	6,488	28.9%
203,000	203,256	(256)	-0.1%	2,222,254	2,136,905	85,349	4.0%
88,420	87,000	1,420	1.6%	224,241	521,470	(297,229)	-57.0%
6,614	87,870	(81,256)	-92.6%	100,761	642,124	(541,363)	-84.3%
161,872	610,672	(448,800)	-73.5%	1,484,853	1,161,098	323,755	28.0%
(131,790)	(97,797)	(34,000)	-34.8%	(634,062)	1,094,578	(1,728,640)	-157.8%
Key Ratios							
\$	\$	\$		\$	\$	\$	
102.07	291.09	(189.02)	-61.5%	712.10	2,025.4	(1,313.30)	-64.9%
130.06	292.59	(162.53)	-55.6%	160.35	274.29	(113.94)	-41.6%
128.17	200.96	(72.79)	-36.2%	125.20	141.36	(16.16)	-11.4%
89.80	91.86	(1.96)	-2.1%	28.09	25.42	2.67	10.5%
213.03	216.01	(2.98)	-1.4%	205.80	206.78	(.98)	-0.5%
(77.92)	(15.22)	(62.70)	-41.2%	(15.18)	67.41	(82.59)	-122.5%
41.27%	46.2%	(4.93%)	-10.7%	61.0%	57.0%	4.0%	7.0%
91.3%	10.3%	81.0%	>100.0%	10.1%	10.1%	0.0%	0.0%
5	626	621	99.0%	626	626	0	0%
5	(311)	(311)	-100.0%	(311)	(311)	0	0%
5	514	514	100.0%	514	514	0	0%
5	100	100	100.0%	100	100	0	0%
5	514	514	100.0%	514	514	0	0%
5	204	204	100.0%	204	204	0	0%
Payer Mix							
0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
16.9%	11.1%	5.8%	52.3%	16.1%	12.0%	4.1%	33.3%
16.1%	16.5%	(.4%)	-2.4%	84.3%	87.0%	(2.7%)	-3.1%
4.8%	0.1%	4.7%	>100.0%	0.4%	0.4%	0.0%	0.0%
0.1%	0.1%	0.0%	0.0%	0.1%	0.1%	0.0%	0.0%
100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%

**Family Medicine Clinic
Income Statement
May 31, 2017**

Current Month				Year to Date			
Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
1,707	1,705	(2)	2.0%	16,862	17,537	(675)	35.1%
23.8	22.5	0.8	4.2%	23.2	22.1	1.1	6.5%
217,262	252,151	(34,889)	5.2%	2,405,797	2,625,993	(220,196)	12.2%
(125,152)	30,907	(156,059)	-816.8%	(1,151,430)	173,129	(1,324,559)	-773.0%
90,281	107,237	(16,956)	-15.8%	971,105	1,399,130	(428,025)	-30.6%
208,353	346,857	(138,504)	-40.0%	2,029,514	3,042,217	(1,012,703)	-33.3%
0	0	0	0.0%	110,325	0	110,325	0.0%
208,353	346,857	(138,504)	-40.0%	2,239,839	3,042,217	(802,378)	-26.4%
Operating Expenses							
22,283	166,896	(144,613)	-86.7%	1,122,935	1,779,279	(656,344)	-36.9%
45,817	63,545	(17,728)	-27.9%	628,536	759,958	(131,422)	-17.3%
130,126	231,643	(101,517)	-43.8%	2,001,471	2,518,728	(517,257)	-20.5%
2,143	0	2,143	100.0%	29,733	0	29,733	0.0%
21,951	19,842	2,109	10.6%	173,674	209,060	(35,386)	-17.4%
5,793	2,149	3,644	170.0%	80,717	28,514	52,203	183.1%
4,443	1,107	3,336	301.3%	59,914	66,322	(6,408)	-9.7%
2,222	2,861	(639)	-22.3%	23,902	31,898	(7,996)	-25.1%
194,668	264,526	(69,858)	-26.4%	2,568,908	2,888,607	(319,699)	-11.1%
10,238	11,028	(790)	-7.1%	418,795	429,665	(10,870)	-2.5%
19,465	138,649	(119,184)	-64.4%	1,251,257	1,294,386	(43,129)	-3.3%
289,245	414,308	(125,063)	-30.2%	4,138,952	4,592,918	(453,966)	-10.1%
(185,892)	(187,956)	2,064	-1.1%	(2,922,018)	(615,682)	(2,306,336)	-374.0%

Key Ratios

\$ 139,299	\$ 144,400	\$ (5,101)	-3.5%	1,565,115	\$ 1,601,721	\$ (36,606)	-2.3%
\$ 119,113	\$ 215,411	\$ (96,298)	-44.7%	1,018,859	\$ 229,677	\$ (789,118)	-343.0%
\$ 90,461	\$ 153,562	\$ (63,101)	-41.1%	172,835	\$ 16,163	\$ 156,672	969.0%
\$ 28,801	\$ 85,234	\$ (56,433)	-66.2%	305,668	\$ 15,111	\$ 290,557	1923.0%
\$ 169,415	\$ 232,298	\$ (62,883)	-27.1%	228,401	\$ 249,766	\$ (21,365)	-8.6%
\$ (50,122)	\$ (21,812)	\$ (28,310)	-129.8%	(1,791,066)	\$ (35,000)	\$ (1,756,066)	-5016.5%
61.42%	38.2%	23.2%	64.0%	51.3%	42.2%	9.1%	-20.2%
44.12%	44.1%	0.0%	0.0%	44.8%	44.8%	0.0%	0.0%
\$ 34%							
\$ (2%)							
\$ 2%							
\$ 17%							
\$ 41%							
\$ 26%							

Payor Mix

15.5%	15.5%	0.0%	0.0%	16.7%	15.5%	0.8%	5.0%
9.4%	11.0%	1.7%	-15.2%	9.6%	11.0%	1.4%	-12.4%
18.5%	18.4%	0.2%	0.2%	16.5%	18.9%	2.0%	-4.1%
0.7%	1.0%	0.4%	-57.1%	1.0%	1.0%	0.0%	-13.1%
16.2%	1.5%	14.7%	28.2%	7.2%	1.5%	1.7%	107.4%
40.0%	40.0%	0.0%	0.0%	40.0%	40.0%	0.0%	0.0%

**Family Practice Clinic
Income Statement
May 31, 2017**

Current Month				Year to Date			
Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
100	100	(200)	-19.0% Mixts	5,700	7,118	(1,418)	-20.0%
7.1	10.1	3.0	10.7% Total Effs	8.9	10.1	1.2	10.0%
50,500	112,000	(61,500)	-54.9% Gross Patient Revenue	450,255	1,218,502	(768,247)	-62.3%
152,740	(17,800)	170,540	105.3% Contractual Adjustments	(502,550)	(1,362,700)	860,150	-63.1%
21,510	31,481	(9,971)	-31.7% Capitation Rev	150,294	402,005	(251,711)	-62.6%
21,001	140,070	(119,069)	85.7% Net Patient Revenue	628,002	1,558,248	(930,246)	-59.7%
0	0	0	Other Revenue	58,000	0	58,000	
22,801	140,070	(117,269)	81.5% Total Revenue	687,502	1,558,248	(870,746)	-55.9%
Operating Expenses							
29,100	51,400	(22,300)	59.0% Salaries	492,029	600,541	(108,512)	-18.1%
22,100	20,000	2,100	10.5% Benefits	290,122	300,107	(9,985)	-3.3%
46,200	71,400	(25,200)	47.3% Total Salaries & Benefits	600,556	900,648	(299,092)	-33.2%
29,101	0	(29,101)	Professional Fees/Registry	140,170	0	(140,170)	
12,562	1,357	(11,205)	164.1% Supplies	62,912	12,561	(50,351)	-40.1%
10,000	10,000	0	20.0% Non-based contracts	140,270	10,000	(130,270)	
25	284	(259)	11.2% Depreciation	2,225	4,314	(2,089)	-48.2%
469	400	(69)	77.3% Other Expense	3,000	5,550	(2,550)	-45.9%
100,749	99,955	(794)	0.8% Total Direct Expenses	1,029,240	1,216,316	(187,076)	-15.4%
14,000	11,815	(2,185)	8.4% Allocation of Direct Admin Exp	171,000	121,500	(49,500)	-40.8%
40,000	45,000	(5,000)	0.0% Overhead Allocation	495,000	523,000	(28,000)	-5.3%
161,739	159,000	(2,739)	-1.7% Total Expenses	1,726,077	1,871,413	(145,336)	-7.8%
(137,438)	(18,970)	(118,468)	69.4% Net Income (Loss)	(1,042,881)	(702,185)	(340,696)	-48.5%

Key Ratios								
\$ 150,500	\$ 160,000	\$ (9,500)	-5.9%	Gross Pt Revenue/Vist	\$ 155.1%	\$ 171.50	\$ (16.40)	-9.6%
\$ 50,740	\$ 70,921	\$ (20,181)	-28.5%	Total Revenue/Vist	\$ 129.9%	\$ 191.10	\$ (61.10)	-31.9%
\$ 24,510	\$ 108,000	\$ (83,490)	-76.9%	Direct Costs/Vist	\$ 216.2%	\$ 191.10	\$ (25.10)	-12.6%
\$ 150,500	\$ 101,790	\$ 48,710	47.9%	Indirect Costs/Vist	\$ 122.9%	\$ 72.30	\$ 50.60	69.9%
\$ 208,100	\$ 232,433	\$ (24,333)	-10.5%	Total Annual Cost/Vist	\$ 329.2%	\$ 263.40	\$ 65.80	24.9%
\$ (149,350)	\$ (28,722)	\$ (120,628)	-110.7%	Net Income (Loss)/Vist	\$ 129.7%	\$ (17.40)	\$ (146.80)	-921.7%
41.80%	49.10%	-7.3%	61.9% Benefits as a % of Salaries	71.7%	51.00%	20.7%	-40.6%	
45.00%	45.00%	0.0%	0.0% Overhead % of Direct Exp	45.00%	45.00%	0.00%	0.00%	
\$ 97				Gross Patient AR (in 000s)				
\$ (10)				Less: Payables (in 000s)				
\$ 67				Net AR (in 000s)				
\$ 65.1				Wrap AR (in 000s)				
\$ 40.3				Gross AR Days				
\$ 10				Less: Receipts (in 000s)				

Payer Mix							
71.0%	71.0%	0.0%	1.1%	Medicare	27.0%	21.00%	6.0%
8.2%	8.0%	0.2%	13.7%	Medicaid	4.2%	1.00%	3.2%
21.0%	24.0%	-2.0%	1.6%	Weighted Unblended Care	66.5%	74.00%	(7.50%)
0.0%	0.0%	0.0%	17.3%	Insurance	1.0%	0.2%	0.8%
1.0%	1.0%	0.0%	25.7%	Self Pay / Indigent	1.9%	1.00%	0.9%
100.0%	100.0%	0.0%	0.0%		100.0%	100.00%	0.0%

**Primary Medicine Clinic
Income Statement
May 31, 2017**

Actual	Current Month		% Var	Actual	Year to Date		% Var
	Budget	Variance			Budget	Variance	
2,077	2,554	767	30.0% VAMA	30,854	27,005	3,849	14.3%
427	289	138	33.6% Total FTEs	797	789	(8)	1.0%
401,833	479,302	277,279	6.3% Gross Patient Revenue	4,294,637	6,177,200	1,882,428	4.1%
(128,387)	(20,748)	(207,639)	100.0% Contractual Adjustments	(2,005,000)	(100,000)	(1,864,160)	60.0%
273,446	158,554	(2,900)	4.0% Capitation Pay	2,012,125	1,761,134	250,991	11.2%
273,446	506,892	(28,440)	5.0% Net Patient Revenue	4,110,147	5,581,214	(1,465,220)	-26.3%
0	0	0	Other Revenue	264,270	0	264,270	
273,446	506,892	(28,440)	5.0% Total Revenue	4,374,417	5,581,214	(1,206,797)	-21.6%
Operating Expenses							
187,670	243,174	45,504	19.5% Salaries	2,130,584	2,210,803	100,279	4.7%
20,097	28,006	889	3.4% Benefits	200,200	222,417	22,217	11.1%
265,217	231,577	45,860	14.7% Total Salaries & Benefits	1,010,784	1,508,280	127,992	4.1%
66,998	5,857	(61,141)	-100.0% Professional Fees/Registry	85,205	61,244	(23,961)	-28.0%
13,798	22,010	10,212	46.6% Supplies	106,792	246,292	139,500	54.8%
13,400	20,507	7,107	56.2% Purchased Services	225,862	225,577	(285)	-0.1%
66	64	(2)	0.0% Depreciation	3,008	1,260	(1,748)	-58.1%
678	1,117	439	62.0% Other Expense	2,861	14,101	11,240	46.4%
198,987	461,628	2,639	0.7% Total Direct Expense	4,230,638	4,702,067	(527,229)	-12.4%
110,250	86,602	(63,608)	-136.6% Allocation of Direct Admin Exp	226,554	500,460	(149,160)	-65.9%
127,811	121,713	603	0.2% Goodwill Allocation	1,447,614	1,277,920	(169,694)	-11.7%
192,048	511,901	160,390	13.4% Total Expenses	6,154,814	5,556,174	(608,640)	-9.9%
(168,588)	(25,027)	(14,506)	1.00% Net Income (Loss)	(2,052,411)	27,549	(2,024,860)	-25.2%

Key Ratios

\$	187.67	\$	143.07	\$	45.60	5.0% Gross Pt Revenue/Visit	\$	133.07	\$	157.39	\$	(11.82)	7.6%
\$	20.18	\$	208.50	\$	(119.31)	60.1% Total Revenue/Visit	\$	208.50	\$	206.11	\$	(61.74)	29.9%
\$	127.73	\$	101.17	\$	(14.61)	10.2% Direct Costs/Visit	\$	138.92	\$	136.41	\$	2.51	1.8%
\$	82.51	\$	66.70	\$	15.81	23.8% Indirect Costs/Visit	\$	74.04	\$	68.88	\$	4.56	6.6%
\$	201.30	\$	108.12	\$	3.48	0.7% Total Medical Cost/Visit	\$	213.96	\$	205.30	\$	6.66	3.2%
\$	(110.61)	\$	(9.82)	\$	(120.79)	17.2% Net Income/Visit	\$	(62.99)	\$	1.07	\$	(68.43)	67.71.0%
	41.0%		31.0%		8.0%	-21.8% Benefits as % of Salaries		42.1%		41.6%		0.2%	-1.6%
	60.7%		34.2%		0.0%	0.0% Overhead/Total Direct Exp		61.2%		34.2%		0.0%	0.0%
\$	467					Gross Patient A/R (in 000s)							
\$	(154)					Net Payables (in 000s)							
\$	111					Net A/R (in 000s)							
\$	651					WIP A/R (in 000s)							
\$	142					Gross A/R Days							
\$	111					Cash Receipts (in 000s)							

payer Mix

24.8%	26.1%	-1.3%	3.0% Medicare	26.6%	25.9%	1.2%	4.7%
5.4%	4.9%	0.5%	21.0% Medicaid	4.4%	4.1%	0.1%	1.9%
66.8%	68.4%	-0.1%	0.4% Medicaid Managed Care	69.8%	67.1%	2.3%	1.4%
1.5%	1.5%	0.0%	2.0% Insurance	1.4%	1.5%	0.1%	9.4%
1.9%	1.8%	0.1%	7.0% Self Pay / Indigent	2.9%	1.8%	1.1%	66.1%
100.0%	100.0%	0.0%	0.0%	100.0%	100.0%	0.0%	0.0%

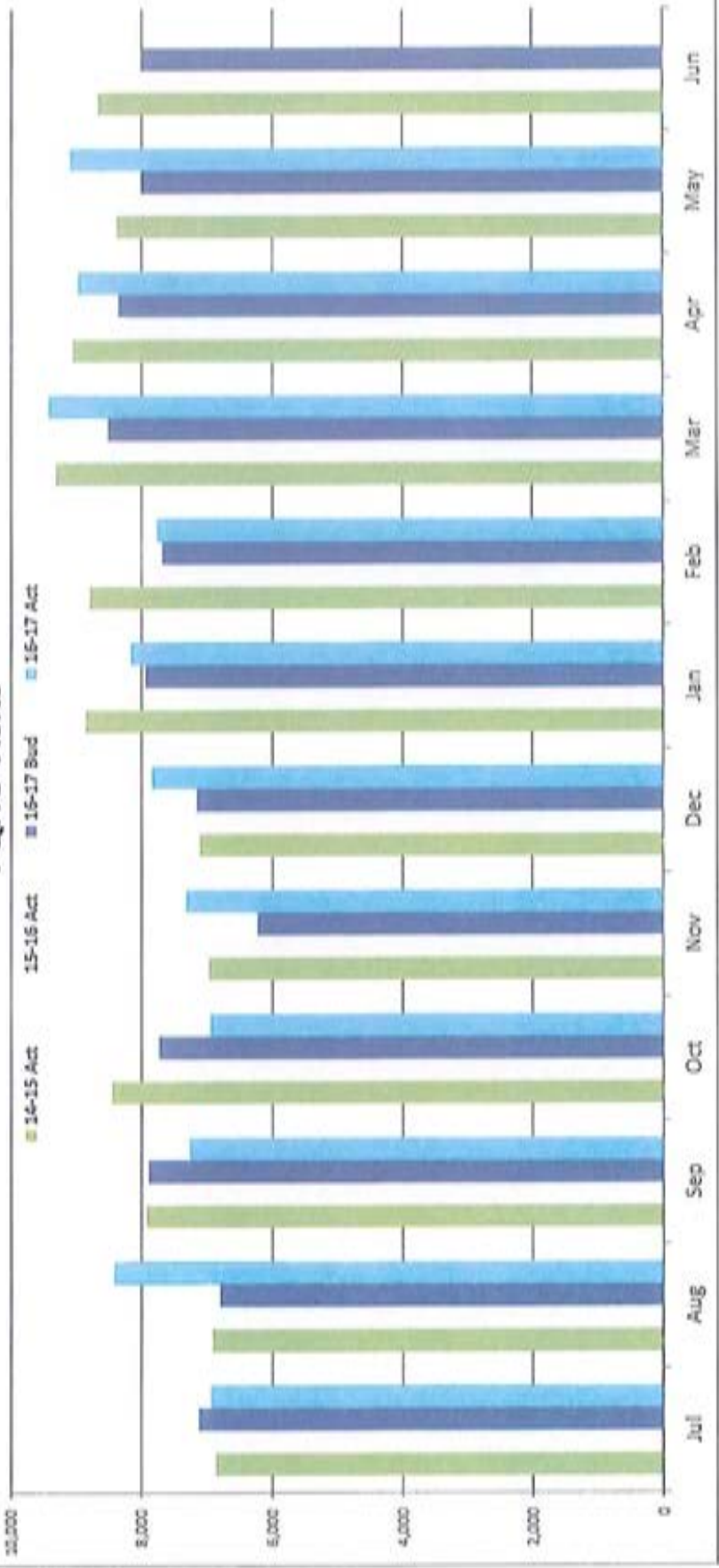
**Healthy Beginnings - California St.
Income Statement
May 31, 2017**

Account	Current Month			% Var	Actual	Year to Date		% Var
	Budget	Variance	% Var			Budget	Variance	
000	0.0	0.0	0.0%	32.4%	8,407	6,886	1,512	22.0%
300	15.1	0.0	0.0%	41.0%	15.0	15.1	(0.1)	-0.7%
200,296	100,000	70,000	70.0%	25.0%	1,690,246	1,254,370	435,876	35.2%
(100,000)	0.0	(100,000)	-100.0%	0.0%	(100,000)	(100,000)	0.0	0.0%
40,000	0.0	40,000	100.0%	14.1%	40,000	40,000	0.0	0.0%
86,296	100,000	(23,704)	-23.7%	15.0%	1,256,146	1,222,564	33,582	2.7%
0	0	0	0.0%	0.0%	0.0	0.0	0.0	0.0%
116,296	100,000	16,296	16.3%	45.8%	1,387,197	1,222,564	164,633	13.5%
Operating Expenses								
00,000	76,000	24,000	31.6%	14.8%	76,000	76,000	0.0	0.0%
00,000	0.0	0.0	0.0%	1.0%	0.0	0.0	0.0	0.0%
00,000	100,000	0.0	0.0%	10.0%	1,100,000	1,100,000	0.0	0.0%
00,000	0.0	0.0	0.0%	Professional Fees/Registry	0.0	0.0	0.0	0.0%
00,000	0.0	0.0	0.0%	Supplies	0.0	0.0	0.0	0.0%
00,000	0.0	0.0	0.0%	Financial Services	0.0	0.0	0.0	0.0%
00,000	0.0	0.0	0.0%	Depreciation	0.0	0.0	0.0	0.0%
00,000	0.0	0.0	0.0%	Other Expense	0.0	0.0	0.0	0.0%
00,000	124,000	(24,000)	-19.4%	Total Direct Expense	1,240,000	1,284,000	(44,000)	-3.6%
00,000	0.0	0.0	0.0%	Allocation of Direct Admin Exp	0.0	0.0	0.0	0.0%
00,000	0.0	0.0	0.0%	Overhead Allocation	0.0	0.0	0.0	0.0%
00,000	0.0	0.0	0.0%	Travel Expenses	0.0	0.0	0.0	0.0%
(197,000)	(20,000)	(177,000)	-89.4%	Net Income (Loss)	(650,000)	(173,000)	477,000	73.4%
Key Ratios								
\$ 210.00	\$ 158.21	\$ 51.79	32.7%	Gross Revenue per Visit	\$ 202.20	\$ 168.24	\$ 33.96	20.2%
\$ 100.00	\$ 100.00	\$ 0.00	0.0%	Total Revenue/Visit	\$ 210.00	\$ 158.21	\$ 51.79	24.6%
\$ 100.00	\$ 100.00	\$ 0.00	0.0%	Direct Costs/Visit	\$ 100.00	\$ 100.00	\$ 0.00	0.0%
\$ 110.00	\$ 98.36	\$ 11.64	10.6%	Indirect Costs/Visit	\$ 110.00	\$ 98.36	\$ 11.64	11.6%
\$ 120.00	\$ 205.12	\$ (85.12)	-70.9%	Total Medical Cost/Visit	\$ 220.00	\$ 207.12	\$ 12.88	5.8%
\$ (220.00)	\$ (100.19)	\$ (119.81)	-54.5%	Net Income(Loss)/Visit	\$ (20.00)	\$ (51.91)	\$ 31.91	159.5%
40.0%	42.2%	6.8%	16.5%	Benefits as % of Salary	40.0%	42.2%	2.2%	5.5%
10.0%	10.1%	0.1%	0.0%	Overhead % of Direct Exp	10.0%	10.1%	0.1%	1.0%
\$ 222				Gross Patient GR (in 000s)				
\$ 100				Less: Expenses (in 000s)				
\$ 122				Net GR (in 000s)				
\$ 50				Wrap GR (in 000s)				
\$ 40.3				Direct AD Days				
\$ 142				Cash Recipies (in 000s)				
Payor Mix								
1.0%	2.4%	1.0%	40.0%	Medicare	1.0%	2.3%	1.0%	42.0%
35.0%	43.4%	7.5%	21.4%	Medi-Cal	32.0%	41.0%	9.0%	28.0%
60.0%	47.5%	12.5%	20.6%	Medi-Cal Managed Care	60.0%	50.5%	9.5%	16.0%
2.0%	4.7%	2.7%	20.0%	Insurance	0.0%	0.3%	0.3%	80.0%
0.1%	0.0%	0.1%	100.0%	Self-Pay / Indigent	0.0%	0.0%	0.0%	0.0%
100.0%	100.0%	0.0%	0.0%		100.0%	100.0%	0.0%	0.0%

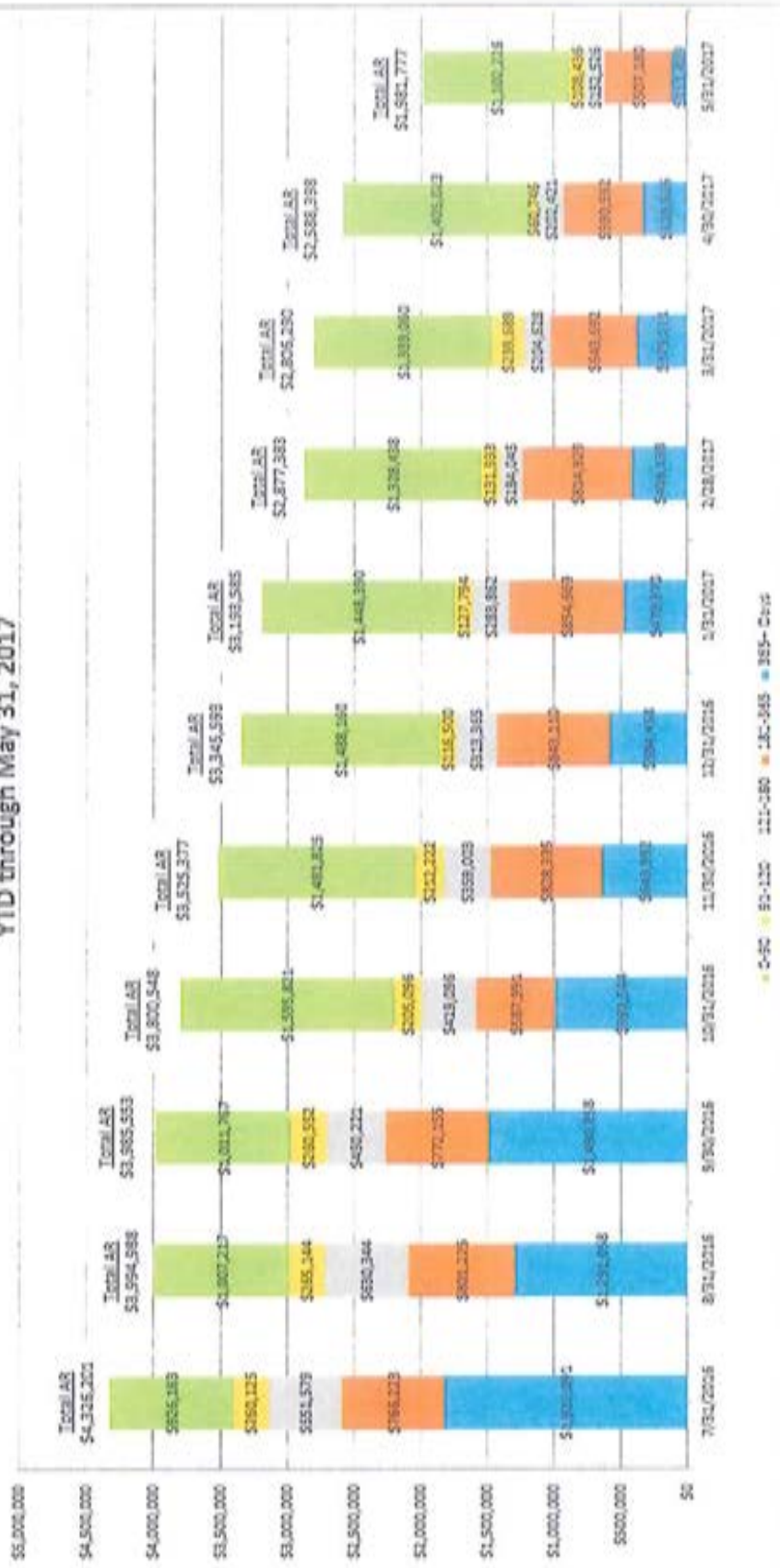
**Healthy Beginnings - French Camp
Income Statement
May 31, 2017**

		Current Month					Year to Date		
Actual	Budget	Variance	% Var		Actual	Budget	Variance	% Var	
977	674	303	56.0%	Direct Costs	8,814	6,807	1,947	29.2%	
137	178	(41)	-23%	TOTAL DIRECT COSTS	10,8	17,8	(7,0)	-39.3%	
100,101	104,567	(4,466)	-4.3%	Gross Patient Revenue	1,405,847	1,004,504	402,344	40.1%	
(1,957)	0	(1,957)	-100%	Contractual Adjustments	248,849	243,301	5,548	2.3%	
51,967	61,413	(9,446)	-15.4%	Operational Fees	507,413	609,276	(101,863)	-16.7%	
210,308	187,701	22,607	12.1%	Net Patient Revenue	2,207,078	2,166,961	40,117	1.8%	
0	0	0	0%	Other Revenue	94,514	0	94,514	0%	
210,308	187,701	22,607	12.1%	Total Revenue	2,301,592	2,166,961	134,631	6.2%	
Operating Expense									
22,754	112,944	(90,190)	-80%	Salaries	690,184	925,144	(234,960)	-25.4%	
40,486	64,844	(24,358)	-38%	Benefits	475,279	489,180	(13,901)	-3%	
111,298	147,982	(36,684)	-25%	Total Salaries & Benefits	1,165,463	1,414,324	(248,861)	-17.6%	
64,097	0	64,097	100%	Professional Fees/Registry	261,047	45,858	(214,889)	-47.0%	
10,207	7,924	(2,283)	-29%	Supplies	40,024	27,604	(12,420)	-45.0%	
2,145	6,000	(3,855)	-64%	Purchased Services	101,324	67,714	(33,610)	-50.0%	
2,808	592	(2,216)	-37%	Depreciation	30,879	0	30,879	100%	
811	1,323	(512)	-39%	Other Expense	30,960	12,371	(18,589)	-59.0%	
704,177	167,267	(536,910)	-76%	Total Direct Expense	1,672,196	1,628,258	43,938	3%	
65,628	10,674	(54,954)	-51%	Allocation of Direct Expense	220,296	243,911	(23,615)	-10%	
16,299	69,284	(52,985)	-77%	Overhead Allocation	206,447	679,270	(472,823)	-70%	
116,104	207,009	(90,905)	-44%	Total Expenses	2,669,018	2,942,239	(273,221)	-9%	
(149,004)	(59,708)	(89,296)	-59%	Net Income (Loss)	(367,426)	(775,278)	407,852	-49%	
Key Ratios									
\$ 120.77	\$ 115.80	\$ 4.97	4.3%	Gross Pt Revenue/Visit	\$ 166.92	\$ 146.65	\$ 20.27	13.8%	
\$ 221.40	\$ 303.41	(\$82.01)	-27%	Total Revenue/Visit	\$ 270.54	\$ 425.44	(\$154.90)	-36.4%	
\$ 209.19	\$ 208.89	\$ 0.30	0.1%	Direct Costs/Visit	\$ 192.08	\$ 270.90	(\$78.82)	-29.1%	
\$ 134.01	\$ 128.79	\$ 5.22	4.1%	Indirect Costs/Visit	\$ 110.64	\$ 129.54	(\$18.90)	-14.6%	
\$ 141.20	\$ 197.28	(\$56.08)	-28%	Total Medical Cost/Visit	\$ 302.72	\$ 400.44	(\$97.72)	-24.4%	
\$ 1321.80	\$ 195,000	(\$193,179)	-99%	Net Income (Loss)/Visit	\$ (12.79)	(\$1.15)	\$ 11.56	-91.0%	
52.9%	44.2%	8.7%	20%	Benefits as a % of Salaries	65.9%	52.4%	13.5%	25.7%	
41.2%	41.2%	0.0%	0.0%	Overhead % of Direct Exp	41.2%	41.2%	0.0%	0.0%	
\$ 776				Gross Patient A/R (in 000s)					
\$ (40)				Days Receivable (in 000s)					
\$ 170				Net A/R (in 000s)					
\$ 21				Wrap A/R (in 000s)					
\$ 48.8				Gross AR Days					
\$ 151				Cash Receipts (in 000s)					
Payer Mix									
7.2%	4.4%	2.8%	50.2%	Medicare	3.2%	6.0%	(2.8)%	-40.2%	
24.0%	24.1%	(0.1)%	0.0%	Medicaid	24.7%	19.7%	5.0%	25.4%	
73.2%	67.3%	5.9%	8.5%	Medical Management Care	69.5%	69.7%	(0.2)%	-0.3%	
1.0%	0.1%	0.9%	91.0%	Insurance	2.2%	1.0%	1.2%	120.0%	
0.1%	0.1%	0.0%	0.1%	Self Pay / Indigent	0.1%	1.0%	(0.9)%	-90.0%	
100.0%	100.0%	0.0%	0.0%	Other	100.0%	100.0%	0.0%	0.0%	

FQHC Visits



San Joaquin County Clinics Gross Accounts Receivable Aging YTD through May 31, 2017



SICC**Summary of Unlocked and Unclaimed Accounts***As of 5/31/17*

Clinic	Total	May	Apr	Mar	Feb	Jan
Children's Health Services	68	68				
Family Medicine Clinic	342	209	37	6		1
Family Practice Clinic	11	11				
Primary Medicine Clinic	86	86		1		
Healthy Beginnings - CA	37	36	1			
Healthy Beginnings - FC	73	59	17			
Hazleton	129	76	44	5	1	
Clinic Totals by Month	791	631	98	59	3	1

The State Legislature squeaked out a budget at the deadline for FY 17-18. The good news is there seems to be agreement on using some of the new tobacco tax dollars for provider reimbursement under Medi-Cal. It also restores funding for medical education, an annual allocation of \$33.3 million for the next three years, for a total of \$100 million. The budget restores adult dental benefits under Medi-Cal beginning January 2018.

At the federal level, we are continuing to monitor the ACA repeal moving in the Senate. The Congressional Budget Office (CBO) just released a "score" of the Senate version of the repeal legislation. It estimates 22 million persons will lose insurance coverage by 2026, largely due to changes in Medicaid between the states and the federal government. The Senate had a self-imposed deadline of the 4th of July Holiday recess to vote on the legislation; it seems unlikely they will meet that timeframe.

The status of the bill and committee assignment is in italics.

SB-323 Medi-Cal, federally qualified health centers and rural health centers: Drug Medi-Cal and specialty mental:

This bill would authorize FQHCs and RHCs to elect to enroll as a Drug Medi-Cal certified provider. The bill would prohibit the Drug Medi-Cal services from being included in the FQHC's or RHC's per-visit PPS rate, and would require the costs of providing Drug Medi-Cal services to be adjusted out of the FQHC's or RHC's clinic base rate as a scope of service change under specified circumstances. *Status: Assembly Appropriations*

SB 458 Medi-Cal managed care: federally qualified health centers and rural health clinics: services that follow the patient

This bill would authorize FQHC/RHC's to enter into an agreement with a public or private entity willing and qualified to provide services that follow the patient. The bill would define "services that follow the patient" as services that promote continuity of care and contribute to overall patient wellness, as specified. The bill would specify that compensation paid to a contracted FQHC/RHC would be supplemental to, and separate from, the FQHC/RHC clinic's prospective payment rate. *Status: Assembly Appropriations*

AB 715 Workgroup review of opioid pain reliever use and abuse:

This bill would require DHCS to convene a workgroup to review existing prescription guidelines and develop a recommended statewide guideline addressing best practices for prescribing opioid pain relievers. *Status: Senate Appropriations*

AB 387 Minimum wage: health professionals: interns:

This bill would require health care entities to pay allied health students minimum wage for time spent in clinical or experiential training required for state licensure. Many allied health professions require students to participate in clinical or experiential training to obtain a degree and/or qualify for the licensure or certification exam. *Status: Inactive File*

AB 1340 Continuing medical education: mental and physical health care integration:

This bill would require the Medical Board to consider including in its continuing education requirements a course in integrating mental and physical health care in primary care settings, especially as it pertains to early identification of mental health issues in children and young adults and their appropriate care and treatment. *Status: Senate Appropriations*

AB 1360 Medi-Cal authorization requests (physician assistants) AMENDED:

This bill designates a nurse practitioner and physician assistant to sign any authorization form required by the State Department of Health Care Services for benefits and services under the Medi-Cal program, including the CCS, CHDP, and GHPP. *Status: Senate Health*

AB 148 California Physician Corps Program: practice setting:

Would lower the eligibility threshold for practice settings participating in the Steven M. Thompson Physician Corps Loan Repayment Program. The program provides financial incentives, including repayment of educational loans, to a physician who practices in a medically underserved area (MUA). These settings must be located in a MUA and at least 50 percent of patients must be from medically underserved populations. This bill would lower the eligibility threshold for serving the above described populations to 30 percent for practice settings located in MUA's. *Status: Senate Health*

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Saturday October 21st, 2017