

Valleywise Health Federally Qualified Health Center Clinics

Fiscal Year 2021 Operating and Capital Budget



Our mission is to provide exceptional care, without exception, every patient, every time.



Our vision is to be nationally recognized for transforming care to improve community health.

Major operational focus areas

- Major operational focus areas
 - COVID-19
 - Family Medicine Residency
 - Continued focus on financial operations
- Strategic Initiatives
 - Valleywise Comprehensive Health Center – Peoria – Opening January 25, 2021
 - North Phoenix – Opening November 2, 2020
 - South Phoenix – Opening August 17, 2020
 - 7th Avenue – Relocation to South Central location on September 28, 2020

DMG Providers

COST CENTER DESCRIPTION	FYE 2019	FYE 2020	FYE 2021
FQHC CLINIC - SOUTH CENTRAL PHOENIX	5.14	5.50	7.50
FQHC CLINIC - 7TH AVENUE	5.61	8.11	1.89
FQHC CLINIC - AVONDALE	7.25	6.38	6.29
FQHC CLINIC - MARYVALE	6.10	5.94	5.95
FQHC CLINIC - GLENDALE	5.22	5.01	2.25
FQHC CLINIC - EL MIRAGE	4.88	4.21	2.37
FQHC CLINIC - MESA	5.53	5.49	5.51
FQHC CLINIC - CHANDLER	6.08	5.68	5.82
FQHC CLINIC - GUADALUPE	2.91	2.78	2.78
FQHC CLINIC - SUNNYSLOPE	5.09	5.01	1.88
FQHC CLINIC - MCDOWELL	6.74	7.74	9.36
FQHC CLINIC - SOUTH PHOENIX	0.00	0.00	4.85
FQHC CLINIC - NORTH PHOENIX	0.00	0.00	4.00
FQHC WALK IN CLINIC - 7TH AVENUE	5.05	0.00	0.00
FQHC MARICOPA WOMENS CARE - PHOENIX	6.44	6.13	5.99
FQHC PEDIATRIC CLINIC - PHOENIX	5.10	5.51	5.46
FQHC MEDICINE CLINIC - PHOENIX	4.60	4.18	5.19
FQHC PRIMARY CARE - PEORIA	0.00	0.00	4.99
TOTAL	81.74	77.65	82.08

Dental Providers

Dental Providers by Location

Location	FYE 2019 Actuals	FYE 2020 Projection	FYE 2021 Budget
FQHC DENTAL - PHOENIX	5.04	4.25	4.62
FQHC DENTAL - CHANDLER	1.00	0.97	1.00
FQHC DENTAL - SOUTH PHOENIX	0.99	0.98	0.00
FQHC DENTAL - AVONDALE	1.00	1.09	1.57
FQHC DENTAL - MESA	0.97	0.99	1.00
FQHC DENTAL - MCDOWELL	1.95	1.90	1.90
FQHC DENTAL - PEORIA	0.00	0.00	0.87
Total	10.96	10.18	10.95

Behavioral Health Providers

BH Providers by Location

Location	FYE 2020 Projection	FYE 2021 Budget
BH FQHC ADMINISTRATION	-	0.70
BH FQHC - SOUTH CENTRAL PHOENIX	-	0.80
BH FQHC - 7TH AVENUE	1.00	0.20
BH FQHC - AVONDALE	1.00	1.60
BH FQHC - MARYVALE	2.00	1.50
BH FQHC - GLENDALE	0.60	0.60
BH FQHC - EL MIRAGE	-	-
BH FQHC - MESA	2.10	3.00
BH FQHC - CHANDLER	0.50	1.00
BH FQHC - GUADALUPE	-	1.00
BH FQHC - SUNNYSLOPE	0.40	0.20
BH FQHC - PEORIA	-	0.40
BH FQHC - SOUTH PHOENIX	-	0.70
BH FQHC - NORTH PHOENIX	-	0.60
Total	7.60	12.30

FY 2020 is based on projected July 2019 through June 2020

Visits

	FY 2018	FY 2019	FY 2020	FY 2020 Budget		Budget Information				
						FY 2021				
						Proposed Budget	Variance from Projection	Variance Percentage	Variance from FY2020 Budget	Variance Percentage
Actual	Actual	Projection	Budget	Variance						
<u>Community Health Center Clinics</u>										
FQHC CLINIC - SOUTH CENTRAL PHOENIX	15,499	16,714	16,962	20,011	(15.2%)	20,133	3,171	18.7%	122	0.6%
FQHC CLINIC - SOUTH PHOENIX	-	-	-	-	0.0%	11,857	11,857	100.0%	11,857	100.0%
FQHC CLINIC - 7TH AVENUE	16,221	18,383	24,099	26,153	(7.9%)	4,256	(19,843)	(82.3%)	(21,897)	(83.7%)
FQHC CLINIC - AVONDALE	22,868	25,751	25,622	25,061	2.2%	23,186	(2,436)	(9.5%)	(1,875)	(7.5%)
FQHC CLINIC - MARYVALE	19,377	20,025	20,207	20,085	0.6%	18,431	(1,775)	(8.8%)	(1,654)	(8.2%)
FQHC CLINIC - GLENDALE	15,820	17,939	17,954	15,459	16.1%	6,519	(11,435)	(63.7%)	(8,940)	(57.8%)
FQHC CLINIC - EL MIRAGE	13,177	13,943	13,233	9,300	42.3%	6,745	(6,489)	(49.0%)	(2,556)	(27.5%)
FQHC CLINIC - MESA	14,427	15,750	17,313	16,804	3.0%	16,148	(1,165)	(6.7%)	(656)	(3.9%)
FQHC CLINIC - CHANDLER	18,169	19,693	19,149	18,700	2.4%	18,722	(427)	(2.2%)	22	0.1%
FQHC CLINIC - GUADALUPE	8,449	8,808	8,579	7,906	8.5%	8,219	(360)	(4.2%)	313	4.0%
FQHC CLINIC - SUNNYSLOPE	18,567	16,888	15,968	16,685	(4.3%)	5,460	(10,507)	(65.8%)	(11,225)	(67.3%)
FQHC CLINIC - NORTH PHOENIX	-	-	-	-	0.0%	9,009	9,009	100.0%	9,009	100.0%
FQHC CLINIC - MCDOWELL	15,034	14,786	17,367	17,722	(2.0%)	18,517	1,150	6.6%	795	4.5%
Total	177,608	188,680	196,451	193,886	1.3%	167,201	(29,249)	(14.9%)	(26,685)	(13.8%)
% Change compared to Prior Year			4.1%							
<u>Outpatient Behavioral Health Clinics</u>										
BH FQHC - SOUTH CENTRAL PHOENIX	-	-	-	-	0.0%	569	569	100.0%	569	100.0%
BH FQHC - SOUTH PHOENIX	-	-	-	-	0.0%	502	502	100.0%	502	100.0%
BH FQHC - 7TH AVENUE	-	399	983	697	41.0%	166	(817)	(83.1%)	(531)	(76.2%)
BH FQHC - AVONDALE	-	229	951	697	36.4%	1,179	228	24.0%	482	69.2%
BH FQHC - MARYVALE	-	239	912	1,044	(12.6%)	1,528	616	67.5%	484	46.4%
BH FQHC - GLENDALE	-	-	65	-	100.0%	413	349	540.3%	413	100.0%
BH FQHC - MESA	-	450	1,782	1,394	27.8%	2,069	287	16.1%	675	48.4%
BH FQHC - CHANDLER	-	-	125	-	100.0%	669	545	437.3%	669	100.0%
BH FQHC - GUADALUPE	-	-	-	-	0.0%	695	695	100.0%	695	100.0%
BH FQHC - SUNNYSLOPE	-	-	12	-	100.0%	160	148	1233.3%	160	100.0%
BH FQHC - NORTH PHOENIX	-	-	-	-	0.0%	433	433	100.0%	433	100.0%
BH FQHC - PEORIA	-	-	-	179	(100.0%)	303	303	100.0%	124	69.3%
Total	-	1,317	4,829	4,011	20.4%	8,686	3,858	79.9%	4,675	116.6%
% Change compared to Prior Year			266.6%							
<u>Comprehensive Health Center-Peoria</u>										
FQHC PRIMARY CARE - PEORIA	-	-	-	-	0.0%	11,350	11,350	100.0%	11,350	100.0%
FQHC FAMILY PRACTICE - PEORIA	-	-	-	3,489	(100.0%)	0	-	0.0%	(3,489)	(100.0%)
Total	-	-	-	3,489	(100.0%)	11,350	11,350	100.0%	7,861	225.3%
% Change compared to Prior Year			0.0%							

Visits

	FY 2018	FY 2019	FY 2020	FY 2020 Budget		Budget Information				
						FY 2021				
						Proposed Budget	Variance from Projection	Variance Percentage	Variance from FY2020 Budget	Variance Percentage
Actual	Actual	Projection	Budget	Variance						
<u>Comprehensive Health Center-Phoenix</u>										
FQHC WOMENS CARE - PHOENIX	22,025	21,948	21,939	24,266	(9.6%)	19,366	(2,573)	(11.7%)	(4,900)	(20.2%)
FQHC ANTEPARTUM TESTING - PHOENIX	8,408	8,493	7,653	8,977	(14.7%)	7,300	(353)	(4.6%)	(1,677)	(18.7%)
FQHC DIABETES CARE AND SUPPORT - PHOEN	3,193	3,160	1,397	-	100.0%	3,024	1,628	116.5%	3,024	100.0%
FQHC PEDIATRIC CLINIC - PHOENIX	18,965	18,774	19,599	18,817	4.2%	17,966	(1,634)	(8.3%)	(852)	(4.5%)
FQHC MEDICINE CLINIC - PHOENIX	11,912	13,269	13,397	13,537	(1.0%)	15,707	2,310	17.2%	2,170	16.0%
Total	64,503	65,644	63,984	65,597	(2.5%)	63,363	(621)	(1.0%)	(2,234)	(3.4%)
% Change compared to Prior Year			(2.5%)							
<u>7th Avenue Walk-In Clinic</u>										
FQHC WALK IN CLINIC - 7TH AVENUE	19,854	14,962	-	-	0.0%	0	-	0.0%	-	0.0%
% Change compared to Prior Year			(100.0%)							
<u>Dental Clinics</u>										
FQHC DENTAL - PHOENIX	11,633	11,086	11,493	11,070	3.8%	9,640	(1,853)	(16.1%)	(1,430)	(12.9%)
FQHC DENTAL - CHANDLER	2,292	2,368	2,258	2,375	(4.9%)	2,010	(247)	(10.9%)	(365)	(15.3%)
FQHC DENTAL - SOUTH CENTRAL PHOENIX	2,064	2,079	1,868	2,292	(18.5%)	0	(1,868)	(100.0%)	(2,292)	(100.0%)
FQHC DENTAL - AVONDALE	2,642	2,717	2,567	2,829	(9.3%)	2,552	(14)	(0.6%)	(277)	(9.8%)
FQHC DENTAL - MESA	2,361	2,411	2,490	2,510	(0.8%)	2,150	(340)	(13.6%)	(360)	(14.3%)
FQHC DENTAL - MCDOWELL	4,767	5,131	4,946	4,709	5.0%	4,158	(787)	(15.9%)	(551)	(11.7%)
FQHC DENTAL - PENDERGAST	614	-	-	-	0.0%	0	-	0.0%	-	0.0%
FQHC DENTAL - PEORIA	-	-	-	220	(100.0%)	1,133	1,133	100.0%	913	415.0%
Total	26,373	25,792	25,620	26,005	(1.5%)	21,645	(3,975)	(15.5%)	(4,360)	(16.8%)
% Change compared to Prior Year			(0.7%)							
Grand Total	288,338	296,395	290,883	292,988	(0.7%)	272,245	(18,638)	(6.4%)	(20,743)	(7.1%)
% Change compared to Prior Year			(1.9%)							

*FSA WHH POCN COMUNIDID FY 2019 visits of 242 excluded due to closure.

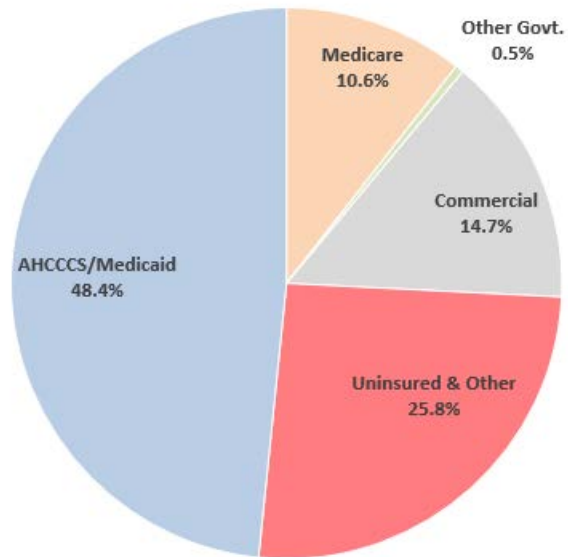
FY 2020 is based on July 2019 through February 2020 Annualized

Revenue

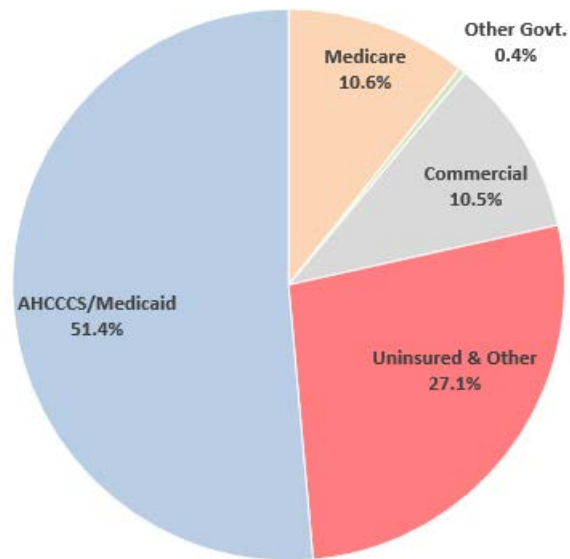
- FQHC Look-Alike AHCCCS reimbursement
 - Rate = \$298.53 or 1.07% increase
- Assumed payor mix increases in AHCCCs and Self Pay with corresponding decline in Commercial.
- CDM Rate adjustments – strategic; rate neutral, but add to Net Revenue.
- Other Revenue is based on funding from the following sources:
 - NAP Grant
 - HRSA COVID-19
 - Ryan White

Payor Mix

Actual February YTD



Budget FY21



Expenses

- Budgeted expenses decreased 3% compared to the FY 2020 projection due to lower volumes.
- Labor costs (salaries, contract labor, and benefits) decrease due to lower volumes.
 - A vacancy factor applied – approximately 32 FTEs
 - Labor targets set based on benchmarking data.
- Medical Service Fees includes contracted annual increase.

Expenses

- Expense changes of significance:
 - Utilities increase for North and South Phoenix due to increased square footage.
 - Mid-year 7th Avenue lease termination.
 - PPE increase of \$50,000 due to COVID-19.

- Other expenses projected at current year run rates plus 2.0% inflation unless specifically identified. Examples include:
 - Pharmacy – 3.6%
 - Surgical/Implants – 1.4%
 - Blood & Plasma – 3.0%
 - Medical Supplies – 1.4%
 - Other Supplies – 1.4%

- No significant changes to cost allocations

Income Statement

Valleywise Health
 FQHC
FY2020 Projection vs FY2021 Budget
 With Ancillary Services

	VCHC			OP BEHAVIORAL HEALTH		
	JUN Month to Date			JUN Month to Date		
	FY20 Projection	FY21 Budget	%	FY20 Projection	FY21 Budget	%
Visits	196,451	167,201	(15%)	4,829	8,686	80%
Operating Revenues						
Net patient service revenue	\$ 43,307,444	\$ 37,708,389	(13%)	\$ 768,523	\$ 1,587,939	107%
Other Operating Revenue	1,535,085	2,006,260	31%	60,616	90,857	50%
PCMH Revenue	96,243	87,740	(9%)	-	-	0%
Total operating revenues	\$ 44,938,772	\$ 39,802,390	(11%)	\$ 829,139	\$ 1,678,795	102%
Salaries and wages	11,749,484	9,576,548	18%	614,062	1,010,717	(65%)
Contract labor	83,686	-	(100%)	1,704	-	100%
Employee benefits	4,226,380	3,112,378	(26%)	195,616	323,430	(65%)
Medical service fees	14,580,029	14,606,506	0%	-	-	
Supplies	1,654,259	1,624,118	(2%)	1,391	3,179	(129%)
Purchased services	17,830	23,912	34%	251	320	(27%)
Other expenses	1,166,605	1,037,866	(11%)	33,267	35,986	(8%)
Interest expense	-	-	0%	-	-	
Allocated ancillary expense	8,202,245	7,323,045	(11%)	171	-	100%
Total operating expenses	\$ 41,680,518	\$ 37,304,373	(10%)	\$ 846,461	\$ 1,373,631	(62%)
Margin (before overhead allocation)	\$ 3,258,254	\$ 2,498,017	(23%)	\$ (17,322)	\$ 305,164	1,862%
Percent Margin	7%	6%		(2%)	18%	
<i>Non-Operating Revenue (Expense)</i>	-	-	0%	-	-	0%
Margin (after Non-Operating Revenue (Expense))	\$ 3,258,254	\$ 2,498,017	(23%)	\$ (17,322)	\$ 305,164	1,862%
Percent Margin	7%	6%		(2%)	18%	
<i>Overhead Allocation</i>	10,564,253	9,427,825	11%	217,726	333,905	(53%)
Margin (after overhead allocation)	\$ (7,305,998)	\$ (6,929,808)	(5%)	\$ (235,048)	\$ (28,740)	88%
Percent Margin	(16%)	(17%)		(28%)	(2%)	

FY 2020 is based on July 2019 through February 2020 Annualized

Income Statement

Valleywise Health
FQHC
FY2020 Projection vs FY2021 Budget
With Ancillary Services

	VCHC - PHOENIX JUN Month to Date			VCHC - PEORIA JUN Month to Date		
	FY20 Projection	FY21 Budget	%	FY20 Projection	FY21 Budget	%
Visits	63,984	63,363	(1%)	-	11,350	100%
Operating Revenues						
Net patient service revenue	\$ 11,393,465	\$ 11,105,864	(3%)	\$ -	\$ 2,420,942	100%
Other Operating Revenue	79,297	137,667	74%	-	34,737	100%
PCMH Revenue	-	-	0%	-	5,851	100%
Total operating revenues	\$ 11,472,763	\$ 11,243,531	(2%)	\$ -	\$ 2,461,530	100%
Operating Expenses						
Salaries and wages	4,316,619	4,182,422	3%	-	617,609	(100%)
Contract labor	26,805	-	100%	-	-	-
Employee benefits	1,321,929	1,476,395	(12%)	-	197,634	(100%)
Medical service fees	4,991,216	5,131,403	(3%)	-	1,045,493	(100%)
Supplies	389,672	405,747	(4%)	-	84,714	(100%)
Purchased services	3,420	2,398	30%	-	874	(100%)
Other expenses	32,766	32,628	0%	-	4,210	(100%)
Interest expense	-	-	-	-	-	-
Allocated ancillary expense	1,238,505	1,204,828	3%	-	482,069	(100%)
Total operating expenses	\$ 12,320,931	\$ 12,435,822	(1%)	\$ -	\$ 2,432,604	(100%)
Margin (before overhead allocation)	\$ (848,168)	\$ (1,192,290)	(41%)	\$ -	\$ 28,926	(100%)
Percent Margin	(7%)	(11%)		-	1%	
<i>Non-Operating Revenue (Expense)</i>	-	-	0%	-	-	0%
Margin (after Non-Operating Revenue (Expense))	\$ (848,168)	\$ (1,192,290)	(41%)	\$ -	\$ 28,926	(100%)
Percent Margin	(7%)	(11%)		-	1%	
<i>Overhead Allocation</i>	3,464,685	3,433,219	1%	-	630,635	(100%)
Margin (after overhead allocation)	\$ (4,312,854)	\$ (4,625,509)	(7%)	\$ -	\$ (601,708)	(100%)
Percent Margin	(38%)	(41%)		-	(24%)	

FY 2020 is based on July 2019 through February 2020 Annualized

Income Statement

Valleywise Health
FQHC
FY2020 Projection vs FY2021 Budget
With Ancillary Services

	DENTAL		
	JUN Month to Date		
	FY20 Projection	FY21 Budget	%
Visits	25,620	21,645	(16%)
Operating Revenues			
Net patient service revenue	\$ 4,198,951	\$ 3,625,823	(14%)
Other Operating Revenue	311,622	376,609	21%
PCMH Revenue	-	-	0%
Total operating revenues	\$ 4,510,573	\$ 4,002,431	(11%)
Operating Expenses			
Salaries and wages	3,597,160	3,188,066	11%
Contract labor	10,863	-	100%
Employee benefits	1,050,537	988,334	6%
Medical service fees	-	-	
Supplies	254,840	220,097	14%
Purchased services	164,188	166,579	(1%)
Other expenses	13,612	59,303	(336%)
Interest expense	-	-	
Allocated ancillary expense	-	-	
Total operating expenses	\$ 5,091,201	\$ 4,622,378	9%
Margin (before overhead allocation)	\$ (580,628)	\$ (619,947)	(7%)
Percent Margin	(13%)	(15%)	
<i>Non-Operating Revenue (Expense)</i>	-	-	0%
Margin (after Non-Operating Revenue (Expense))	\$ (272,207)	\$ (603,149)	(122%)
Percent Margin	(6%)	(12%)	
<i>Overhead Allocation</i>	1,374,759	1,248,030	9%
Margin (after overhead allocation)	\$ (1,646,967)	\$ (1,851,179)	(12%)
Percent Margin	(37%)	(46%)	

FY 2020 is based on July 2019 through February 2020 Annualized

Income Statement

Valleywise Health
 FQHC
FY2020 Projection vs FY2021 Budget
 With Ancillary Services

ALL CLINICS COMBINED

JUN Month to Date			
FY20 Projection	FY21 Budget	Variance Favorable (Unfavorable)	%

Visits	290,883	272,245	(18,638)	(6%)
Operating Revenues				
Net patient service revenue	\$ 59,668,384	\$ 56,448,957	\$ (3,219,427)	(5%)
Other Operating Revenue	1,986,620	2,646,130	659,509	33%
PCMH Revenue	96,243	93,591	(2,652)	(3%)
Total operating revenues	\$ 61,751,247	\$ 59,188,678	\$ (2,562,569)	(4%)
Operating Expenses				
Salaries and wages	20,277,326	18,575,361	1,701,965	8%
Contract labor	123,057	-	123,057	100%
Employee benefits	6,794,462	6,098,171	696,291	10%
Medical service fees	19,571,245	20,783,403	(1,212,157)	(6%)
Supplies	2,300,161	2,337,853	(37,692)	(2%)
Purchased services	185,690	194,084	(8,394)	(5%)
Other expenses	1,246,249	1,169,993	76,256	6%
Interest expense	-	-	-	
Allocated ancillary expense	9,440,921	9,009,943	430,978	5%
Total operating expenses	\$ 59,939,111	\$ 58,168,808	\$ 1,770,303	3%
Margin (before overhead allocation)	\$ 1,812,136	\$ 1,019,870	\$ (792,266)	(44%)
Percent Margin	3%	2%		
<i>Non-Operating Revenue (Expense)</i>	-	-	-	
Margin (after Non-Operating Revenue (Expense))	\$ 1,812,136	\$ 1,019,870	\$ (792,266)	(44%)
Percent Margin	3%	2%		
<i>Overhead Allocation</i>	15,621,423	15,073,612	547,811	4%
Margin (after overhead allocation)	\$ (13,809,287)	\$ (14,053,742)	\$ (244,455)	(2%)
Percent Margin	(22%)	(24%)		

FY 2020 is based on July 2019 through February 2020 Annualized

Per Visit

Valleywise Health
FQHC
FY2020 Projection vs FY2021 Budget
With Ancillary Services

VCHC		
JUN Month to Date		
FY20 Projection	FY21 Budget	%

OP BEHAVIORAL HEALTH		
JUN Month to Date		
FY20 Projection	FY21 Budget	%

Per Visit Analysis (\$/Visit)						
Net patient service revenue	\$	220.45	\$	225.53	2%	\$ 159.16 \$ 182.82 15%
Other Operating Revenue		7.81		12.00	54%	12.55 10.46 (17%)
PCMH Revenue		0.49		0.52	7%	- - 0%
Total operating revenues	\$	228.75	\$	238.05	4%	\$ 171.72 \$ 193.28 13%
Total operating expenses		212.17		223.11	(5%)	175.31 158.14 10%
Margin (before overhead allocation)	\$	16.59	\$	14.94	(10%)	\$ (3.59) \$ 35.13 1,079%
<i>Non-Operating Revenue (Expense)</i>		-		-		- -
Margin (after Non-Operating Revenue (Expense))	\$	16.59	\$	14.94	(10%)	\$ (3.59) \$ 35.13 1,079%
<i>Overhead Allocation</i>		53.78		56.39	(5%)	45.09 38.44 15%
Margin (after overhead allocation)	\$	(37.19)	\$	(41.45)	(11%)	\$ (48.68) \$ (3.31) 93%

FY 2020 is based on July 2019 through February 2020 Annualized

Per Visit

Valleywise Health
FQHC
FY2020 Projection vs FY2021 Budget
With Ancillary Services

VCHC - PHOENIX		
JUN Month to Date		
FY20 Projection	FY21 Budget	%

VCHC - PEORIA		
JUN Month to Date		
FY20 Projection	FY21 Budget	%

Per Visit Analysis (\$/Visit)						
Net patient service revenue	\$	178.07	\$	175.27	(2%)	\$ - \$ 213.30 100%
Other Operating Revenue		1.24		2.17	75%	- 3.06 100%
PCMH Revenue		-		-	0%	- 0.52 100%
Total operating revenues	\$	179.31	\$	177.45	(1%)	\$ - \$ 216.87 100%
Total operating expenses		192.56		196.26	(2%)	- 214.33 (100%)
Margin (before overhead allocation)	\$	(13.26)	\$	(18.82)	(42%)	\$ - \$ 2.55 (100%)
<i>Non-Operating Revenue (Expense)</i>		-		-		- -
Margin (after Non-Operating Revenue (Expense))	\$	(13.26)	\$	(18.82)	(42%)	\$ - \$ 2.55 (100%)
<i>Overhead Allocation</i>		54.15		54.18	(0%)	- 55.56 (100%)
Margin (after overhead allocation)	\$	(67.41)	\$	(73.00)	(8%)	\$ - \$ (53.01) (100%)

FY 2020 is based on July 2019 through February 2020 Annualized

Per Visit

Valleywise Health
FQHC
FY2020 Projection vs FY2021 Budget
With Ancillary Services

DENTAL		
JUN Month to Date		
FY20 Projection	FY21 Budget	%

Per Visit Analysis (\$/Visit)			
Net patient service revenue	\$ 163.89	\$ 167.51	2%
Other Operating Revenue	12.16	17.40	43%
PCMH Revenue	-	-	0%
Total operating revenues	\$ 176.06	\$ 184.91	5%
Total operating expenses	198.72	213.55	(7%)
Margin (before overhead allocation)	\$ (22.66)	\$ (28.64)	(26%)
<i>Non-Operating Revenue (Expense)</i>	-	-	
Margin (after Non-Operating Revenue (Expense))	\$ (22.66)	\$ (28.64)	(26%)
<i>Overhead Allocation</i>	53.66	57.66	(7%)
Margin (after overhead allocation)	\$ (76.32)	\$ (86.30)	(13%)

Per Visit

Valleywise Health
FQHC
FY2020 Projection vs FY2021 Budget
With Ancillary Services

ALL CLINICS COMBINED

JUN Month to Date				
	FY20 Projection	FY21 Budget	Variance Favorable (Unfavorable)	%

Per Visit Analysis (\$/Visit)				
Net patient service revenue	\$ 205.13	\$ 207.35	\$ 2.22	1%
Other Operating Revenue	6.83	9.72	2.89	42%
PCMH Revenue	0.33	0.34	0.01	4%
Total operating revenues	\$ 212.29	\$ 217.41	\$ 5.12	2%
Total operating expenses	206.06	213.66	(7.60)	(4%)
Margin (before overhead allocation)	\$ 6.23	\$ 3.75	\$ (2.48)	(40%)
<i>Non-Operating Revenue (Expense)</i>	-	-	-	
Margin (after Non-Operating Revenue (Expense))	\$ 6.23	\$ 3.75	\$ (2.48)	(40%)
<i>Overhead Allocation</i>	53.70	55.37	(1.66)	(3%)
Margin (after overhead allocation)	\$ (47.47)	\$ (51.62)	\$ (4.15)	(9%)

Capital

FQHC Contingency Capital

\$100,000