



Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022
4:30 p.m.

Agenda

**Committee Members**

Nelly Clotter-Woods, Ph.D., Committee Chairman
Daniel Messick, Committee Vice Chairman
Salina Imam, Member
Ryan Winkle, Member
Barbara Harding, CEO, FQHC Clinics, Non-Voting Member
Claire Agnew, CFO, Non-Voting Member
Matthew Meier, Vice President, Financial Services, Non-Voting Member
Christie Markos, Director, Financial Planning and Decision Support, Non-Voting Member

AGENDA**Finance Committee of the
Valleywise Community Health Centers
Governing Council****Mission Statement of the
Valleywise Community Health Centers Governing Council**

Serve the population of Maricopa County with excellent, comprehensive health and wellness in a culturally respectful environment.

• Valleywise Health Medical Center • 2601 East Roosevelt Street • Phoenix, Arizona 85008 •

Meeting will be held remotely. Please visit <https://valleywisehealth.org/events/valleywise-community-health-centers-governing-councils-finance-committee-meeting-02-02-22/> for further information.

Wednesday, February 2, 2022
4:30 p.m.

One or more of the members of the Valleywise Community Health Centers Governing Council's Finance Committee may be in attendance telephonically or by other technological means. Committee members participating telephonically or by other technological means will be announced at the meeting.

Please silence any cell phones, pagers, computers, or other sound devices to minimize disruption of the meeting.

Call to Order**Roll Call****Call to the Public**

This is the time for the public to comment. The Finance Committee may not discuss items that are not specifically identified on the agenda. Therefore, pursuant to A.R.S. § 38-431.01(H), action taken as a result of public comment will be limited to directing staff to study the matter, responding to any criticism, or scheduling a matter for further consideration and decision at a later date.

Agendas are available within 24 hours of each meeting via the Clerk's Office, Valleywise Health Medical Center, 2601 East Roosevelt Street, Phoenix, Arizona 85008, Monday through Friday between the hours of 9:00 a.m. and 4:00 p.m. and on the internet at <https://valleywisehealth.org/about/governing-council/>. Accommodations for individuals with disabilities, alternative format materials, sign language interpretation, and assistive listening devices are available upon 72 hours advance notice via the Clerk's Office, Valleywise Health Medical Center, 2601 East Roosevelt Street, Phoenix, Arizona 85008, (602) 344-5177. To the extent possible, additional reasonable accommodations will be made available within the time constraints of the request.

1/27/2022 9:54 AM

ITEMS MAY BE DISCUSSED IN A DIFFERENT SEQUENCE

General Session, Presentation, Discussion and Action

1. Approval of Consent Agenda: **5 min**
Any matter on the Consent Agenda will be removed from the Consent Agenda and discussed as a regular agenda item upon the request of any voting Committee member.

- a. Minutes:

- i. **Approve** Finance Committee Meeting Minutes Dated January 5, 2022

End of Consent Agenda

2. Presentation on the patient financial assistance program at Valleywise Health and the eligibility process **15 min**
Clara Hartneck, Director, Patient Access, Registration
3. Update on Kronos Private Cloud System Outage **10 min**
Claire Agnew, Chief Financial Officer
4. Discuss, Review, and **Make Recommendations** to the Valleywise Community Health Centers Governing Council to **Approve** the revised Finance Committee Charter **5 min**
Finance Committee Members
5. Discuss and Review the following Finance Committee Reports **10 min**
 - a. Monthly Federally Qualified Health Center Clinics' Financials and Payer Mix
 - b. Quarterly Federally Qualified Health Center Clinics' Referral Report*Matthew Meier, Vice President, Financial Services*
6. Chair and Committee Member Closing Comments/Announcements **5 min**
Finance Committee Members
7. Review Staff Assignments **5 min**
Cassandra Santos, Assistant Clerk

Old Business:

December 1, 2021

Future agenda item: discuss Valleywise Health's patient financial assistance program and the eligibility process

January 5, 2022

Future agenda item: provide update on the Kronos Private Cloud System outage

Adjourn



Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 1.

Consent Agenda



Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 1.a.i.

Minutes:
January 5, 2022

Minutes	
<p style="text-align: center;">Valleywise Community Health Centers Governing Council Finance Committee Valleywise Health Medical Center January 5, 2022 4:30 p.m.</p>	

DRAFT

Voting Members Present: Nelly Clotter-Woods, Ph.D., Committee Chair – *participated remotely*
Daniel Messick, Committee Vice Chair – *participated remotely*
Salina Imam, Member – *participated remotely*
Ryan Winkle, Member – *participated remotely*

Non-Voting Members Present: Barbara Harding, Chief Executive Officer, Federally Qualified Health Center Clinics – *participated remotely*
Claire Agnew, Chief Financial Officer – *participated remotely*
Matthew Meier, Vice President, Financial Services – *participated remotely*
Christie Markos, Director, Financial Planning and Decision Support – *participated remotely*

Others/Guest Presenters: Melanie Talbot, Chief Governance Officer – *participated remotely*

Recorded by: Cassandra Santos, Assistant Clerk – *participated remotely*

Call to Order

Chairman Clotter-Woods called the meeting to order at 4:30 p.m.

Roll Call

Ms. Talbot called roll. Following roll call, it was noted that all four voting members of the Valleywise Community Health Centers Governing Council's Finance Committee were present, which represented a quorum.

For the benefit of all participants, Ms. Talbot announced the committee members participating remotely.

Call to the Public

Chairman Clotter-Woods called for public comments.

There were no comments.

**Valleywise Community Health Centers Governing Council – Finance Committee
Meeting Minutes – General Session – January 5, 2022**

General Session, Presentation, Discussion and Action:

1. Approval of Consent Agenda:

a. Minutes:

i. Approve Finance Committee Meeting Minutes Dated December 1, 2021

MOTION: Mr. Winkle moved to approve the consent agenda. Ms. Imam seconded.

VOTE: 4 Ayes: Chairman Clotter-Woods, Vice Chairman Messick, Ms. Imam, Mr. Winkle
0 Nays
Motion passed.

2. Discuss and Review the following Finance Committee Reports:

a. Monthly Federally Qualified Health Center Clinics' Financials and Payer Mix

Mr. Meier highlighted Federally Qualified Health Center (FQHC) clinic financial statistics for November 2021.

He stated that visits at Valleywise Community Health Centers had a positive eight percent variance and total operating revenues had a positive eight percent variance. Total operating expenses had a negative six percent variance and the margin before overhead allocation was positive \$72,195.

Outpatient behavioral health visits were better than budget by three percent and total operating revenues were favorable by eight percent. Total operating expenses had a negative 13% variance with the margin before overhead allocation was positive \$2,468.

Mr. Meier stated that visits at the FQHC clinics located within Valleywise Comprehensive Health Center-Phoenix had a positive variance of 11 percent. Total operating revenues had a positive four percent variance while total operating expenses were negative by seven percent. The margin before overhead allocation was negative \$42,551.

Visits at Valleywise Comprehensive Health Center-Peoria missed budget by eight percent and total operating revenues were unfavorable by nine percent. Operating expenses had a positive 13% variance and there was a positive margin before overhead allocation of \$14,929.

Mr. Meier said that dental clinic visits essentially broke even with budget and total operating revenues missing budget by 17 percent. Operating expenses had a negative variance of two percent with a margin before overhead allocation negative variance of \$63,491.

Referring to the American Rescue Plan Act (ARPA) award section of the report, Mr. Meier said that over time financial data would steadily populate into the report, such as salaries, wages, and operating revenue

For all clinics combined, visits had a positive six percent variance and total operating revenues were favorable by five percent. Total operating expenses had a negative five percent variance with a negative \$11,137 margin before overhead allocation.

Overall year to date (YTD), there was a positive eight percent variance for visits compared to budget and total operating revenues favorable by eight percent. Total operating expenses had a negative eight percent variance with the margin before overhead allocation variance of positive \$230,172.

**Valleywise Community Health Centers Governing Council – Finance Committee
Meeting Minutes – General Session – January 5, 2022**

General Session, Presentation, Discussion and Action, cont.:

2. Discuss and Review the following Finance Committee Reports, cont.:

Mr. Meier attributed the increase in salaries and wages to the unbudgeted system-wide merit increases and one-time bonus distributed to employees.

In reference to a six-month payor mix trend, he pointed out an increase in Medicaid and decrease in self-pay visits by payor, compared to the month prior.

The four-year trend, however, indicated a continuous decline in Medicaid and steady increase in self-pay visits by payor attributed to gradual changes in patient demographics.

3. Discuss and Review the financial section of the Federally Qualified Health Center Clinics' Operational Dashboard

Ms. Harding highlighted clinics that successfully met benchmarks for the month of November 2021 and those that required improvement.

She spoke about workforce staffing shortages and other circumstances that impacted clinic volumes for the month. An increase in COVID-19 cases amongst clinical staff resulted in the reduction of in-person visits, therefore increasing the number of telehealth visits.

Ms. Harding highlighted appointment fill rates for Valleywise Community Health Centers with most meeting the benchmark for the month. She mentioned that the majority of appointment no-show rates were favorable compared to the benchmark.

She discussed visits at Valleywise Community Health Centers compared to budget for the month. She noted that most of the clinics reached benchmarks, however opportunity to improve existed at some locations. The FQHC clinics had an overall positive variance of 8.3 percent fiscal year to date (FYTD).

Ms. Harding discussed integrated behavioral health visits compared to budget. She said that Valleywise Community Health Centers-Guadalupe and West Maryvale missed benchmarks for the month, which was attributed to a range of factors. However, she anticipated that as the newly opened Valleywise Community Health Center-West Maryvale became acclimated, an increase in volume would likely occur. Overall, integrated behavioral health visits had a positive variance of seven percent fiscal year to date.

She drew attention to details related to dental visits compared to budget, noting that overall visits had a 10% positive variance, fiscal year to date. She reminded the committee that dental services at Valleywise Community Health Center-Mesa were shifted to Valleywise Community Health Center-Chandler. This affected the reported dental volumes at Valleywise Community Health Center-Mesa.

4. Chair and Committee Member Closing Comments/Announcements

Ms. Agnew reported that the human resources management company Kronos recently experienced a ransomware attack that would keep its systems offline until resolved.

She explained that the outage would impact financial aspects related to salaries, timekeeping, and payroll operations at Valleywise Health. It was likely that the outage would similarly affect numerous companies and governmental organizations nationwide, given the ubiquity of Kronos. Staff would continue to address the issue and prepare for the reconciliation process while Kronos worked toward recovery of their system.

Ms. Agnew would provide an update at the next committee meeting February 2, 2021.

**Valleywise Community Health Centers Governing Council – Finance Committee
Meeting Minutes – General Session – January 5, 2022**

General Session, Presentation, Discussion and Action, cont.:

4. Chair and Committee Member Closing Comments/Announcements, cont.

Ms. Harding asked the committee to consider reducing committee meeting frequency, noting that monthly meetings averaged thirty minutes.

The committee discussed particulars related to meeting frequency.

The consensus was to continue with recurring scheduled monthly meetings. However, if no pressing items were identified and the meeting duration was determined to be brief, the Chairman may cancel the meeting.

5. Review Staff Assignments

Ms. Talbot reviewed staff assignments stemming from the meeting.

She said that the follow up request from December 1, 2021, regarding the capital purchases cumulative spend report, was considered satisfied.

Adjourn

MOTION: Chairman Clotter-Woods moved to adjourn the January 5, 2022 Valleywise Community Health Centers Governing Council's Finance Committee meeting. Mr. Winkle seconded.

VOTE: 4 Ayes: Chairman Clotter-Woods, Vice Chairman Messick, Ms. Imam, Mr. Winkle
0 Nays
Motion passed.

Meeting adjourned at 5:07 p.m.

Cassandra Santos,
Assistant Clerk



Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 2.

Patient Financial Assistance
and Eligibility Process

Eligibility & Financial Counseling

Presenters:

Clara Hartneck, Director Patient Access

Nancy Kaminski, Sr VP Revenue Cycle

Agenda

- Current processes
 - New EPIC Financial Assistance Module
- 2021 Eligibility Statistics
 - Appointments
 - AHCCCS Applications
 - Pending & Closed Cases (Self-pay or Expiring Sliding Fee)
 - Connecting Kids to Care
 - Family Planning Services
- Afghan Refugee
- Healthcare Navigator

The Current Eligibility Process

An Overview of new Financial Assistance Module

An Overview – Sliding Fee / Financial Assistance

- To qualify for Financial Assistance (Sliding Fee), a patient must be screened, and approved by an Eligibility Specialist.
- Sliding Fee Determinations are dispositioned as:
 - Category 1 – 0-100% FPL
 - Category 2 – 101-138% FPL
 - Category 3 – 139-150% FPL
 - Category 4 – 151-200% FPL
 - Category 5 - >200% FPL
- FPL is determined by Income and Family size

FAQ:

- Pregnant Women: <156% FPL (Cat 1-4)
- Adults and Children Ages 6-18: <133% FPL (Cat 1-2)

Financial Assistance Module in EPIC

All required information for our discount programs are entered into the Financial Assistance module in EPIC. Income, expenses & family size are recorded in the case & the system determines FPL.

The screenshot shows the 'Financial Assistance Case 100045 - Valleywise Health' interface. The left sidebar contains navigation links: Case, Status, Credit Information, Income, Expenses, Assets, Documents, Add Info, Patient Communication, Letters, Program Trackers, and New Tracker. The main content area is divided into sections: 'Case Status' (Requested On: 1/26/2022, In Progress, Service Area: Valleywise Health, Primary Contact: [redacted], Assigned User: Lara Bergen, Application Provided On: 1/26/2022), 'For Patient' (Patient ID: [redacted]), 'Credit Information' (Associated Guarantor: [redacted]), and 'Income' (Table below).

Type	Frequency	Amount	Comment	Family Size	Number of Dependents
Pension	Biweekly	500.00		2	1
				Gross Income: 13,044.38	% FPL (Gross): 75

The screenshot shows the 'Sliding Fee' program tracker interface. The left sidebar contains navigation links: Basic Info, Effective Dates (Start - End), Application Received Date, Responsible User, Patients on Tracker, Status History, and Close. The main content area is divided into sections: 'Basic Info' (Status: Approved, Decision Date: 1/1/2022, Approval Type: Full Approval), 'Effective Dates (Start - End)' (1/1/2022 - 1/1/2023), 'Application Received Date' (1/1/2022), 'Responsible User' (BERGEN, LARA), 'Patients on Tracker' (Patient ID: [redacted]), 'Status History' (Date: 1/26/2022 11:43 AM, Status: Pending, Summary: Initiated the process for Sliding Fee, Updated By: Lara Bergen, Responsible User: Lara Bergen), and 'Comments' (Summary: Sliding fee cat 1 approved 01/01/2022-01/01/2023, Details: Family size - 3, Monthly income - \$1000 from pension, Documents provided to support income).

A program tracker is added to the case. Trackers include the following:

- Sliding Fee
- prenatal/maternity package
- AHCCCS approved/pending.

Multiple trackers can be added to one case (i.e. Sliding fee & AHCCCS pending.)

The sliding fee tracker can easily be seen on the Storybook (left side “toolbar”) in EPIC. By hovering over the FINANCIAL ASSISTANCE heading, a pop up will open with the details regarding any financial trackers that are completed for the patient.

The screenshot displays the EPIC Patient Station interface. On the left sidebar, the 'FINANCIAL ASSISTANCE' heading is highlighted with a green arrow. A pop-up window titled 'Financial Assistance' is open, showing details for Case 100045. The pop-up includes a table for 'Sliding Fee' and 'Sliding Fee/Sliding Fee CAT 1'.

Financial Assistance Pop-up Details:

Assigned User	Application Provided Date	Primary Contact	Gross FPL	Net FPL
Lara Bergen	1/20/2022	[Redacted]	75.00 %	75.00 %

Sliding Fee (1/1/2022 - 1/1/2023):

Status	Decision Date	Approval Type	Last Comment
Approved	1/1/2022	Full Approval	Discounting (Hospital & Professional Billing) \$1000 from pension Documents provided to support income

Sliding Fee/Sliding Fee CAT 1:

Subscriber Demographics	Coverage Info
Address same as patient	Member ID: [Redacted] Subscriber ID: [Redacted]

Encounter Coverage:

Encounter guarantor	Encounter coverage
Home: 602-344-5011 Work: [Redacted] Employment: Maricopa County Rel to patient: Self	Home: 602-344-5011 Group: [Redacted] Effective from: 11/25/2015 Rel to subscriber: Self Auth phone: [Redacted]

Eligibility/Financial Assistance Statistics

Access to financial screening

- To qualify for Sliding Fee, an appointment must be made with one of our Eligibility Team Members.
 - 21 Team Members are located across the PHX metro area
 - 16 – Ambulatory 5 – Hospital (incl. Maryvale & Desert Vista)
- Access to an Eligibility appointment is 1-3 days
- Appointment times are 20 minutes (40 minutes for ≥ 4 family size)

Metric	2019	2021
Appointments Scheduled	24,864	40,368
Appointment No Shows	7,512 (30%)	5,742 (16%)
Interviews Completed	14,784	34,676

FY'22 AHCCCS application submissions

Applications Submitted by Month 2021/2022							
Clinic	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total
AVONDALE - ERLINDA	19	8	7	12	19	15	80
CHANDLER - LORRAINE	25	21	19	20	9	14	108
CHC - JUANA	16	16	26	20	19	23	120
CHC - DORA	19	23	18	16	16	14	106
CHC - ROSIE	0	0	0	0	0	1	1
CHC - LIZBETH	28	26	21	19	13	28	135
GUADALUPE - MARIA	3	17	8	5	19	6	58
MARYVALE - CYNTHIA	8	18	16	11	8	6	67
MCDOWELL - LAURA	0	2	2	4	3	3	14
MESA - CARINA	0	0	0	0	17	28	45
NORTH PHX - GEORGE	13	13	7	11	13	14	71
PEORIA - VANESSA	15	17	6	16	13	24	91
PEORIA - LIZ	4	12	14	6	11	4	51
S. CENTRAL - ELIZABETH	18	7	20	13	12	11	81
S. PHX/LAVEEN - MICHELLE	0	0	1	4	6	2	13
MONTHLY TOTALS	168	180	165	157	178	193	1041

- Application submission takes 20-30 minutes, based on family size.
- FES Application submission plus sliding fee takes 30-40 minutes, based on family size
- Current processing time for approval / denial from AHCCCS is 60-90 days.

FY'22 Financial Assistance Module Tracking Self-pay and/or Expiring Sliding Fee

Total number of Cases In-progress or Completed							
Clinic	7/1/2021 *	8/1/2021 *	Sep-21	Oct-21	Nov-21	Dec-21	Total
AVONDALE -ERLINDA			172	158	123	146	599
CHANDLER - LORRAINE			152	128	132	100	512
CHC - JUANA			222	200	202	184	808
CHC - DORA			157	153	185	150	645
CHC - ROSIE			0	0	0	12	12
CHC - LIZBETH			132	158	181	114	585
GUADALUPE -MARIA			147	53	114	83	397
MARYVALE - CYNTHIA			204	165	168	112	649
MCDOWELL - LAURA			187	197	191	193	768
MESA - CARINA			0	27	126	174	327
NORTH PHX - GEORGE			120	105	154	128	507
PEORIA - VANESSA			52	85	99	133	369
PEORIA - LIZ			142	121	119	144	526
S. CENTRAL - ELIZABETH			5	143	241	222	611
S. PHX/LAVEEN - MICHELLE			83	113	128	57	381
Monthly Totals	0	0	1,775	1,806	2,163	1,952	7,696

*Data not collected

Propensity To Pay (P2P)

Propensity to Pay (P2P) is manually run from NThrive to determine household income. The income returned from P2P is based on income that is reported for the address on file.

Running P2P along with HEA, assists the staff with more timely determinations of what programs they may qualify for.

P2P Usage							
Clinic	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total
AVONDALE - ERLINDA	83	112	82	7	1	6	291
CHANDLER - LORRAINE	289	209	214	214	140	126	1192
CHC - JUANA	428	314	469	533	511	466	2721
CHC - DORA	52	38	30	6	0	0	126
CHC - ROSIE	0	0	0	0	0	1	1
CHC - LIZBETH	322	139	42	10	0	0	513
GUADALUPE - MARIA	658	616	631	264	565	599	3333
MARYVALE - CYNTHIA	578	408	342	396	420	183	2327
MCDOWELL - LAURA	0	0	0	0	0	0	0
MESA - CARINA	0	0	0	2	0	0	2
NORTH PHX - GEORGE	0	0	0	0	0	0	0
PEORIA - VANESSA	11	30	8	9	4	16	78
PEORIA - LIZ	35	67	19	7	7	14	149
S. CENTRAL - ELIZABETH	763	143	780	23	0	36	1745
S. PHX/LAVEEN - MICHELLE	0	0	98	101	79	68	346
Monthly Totals	3219	2076	2715	1572	1727	1515	12824



Connecting Kids to Care (CK2C)

In 2021, Valleywise Eligibility specialists were able to apply 1085 children and their families for AHCCCS.

Prenatal, Maternity & Title X Family Planning

In 2021, Valleywise eligibility specialists were able to qualify 1235 women seeking healthcare based on their family planning needs through various programs:

- Prenatal packages: 734
- Maternity packages: 171
- Family Planning grant: 330



Eligibility / Financial Assistance Refugee & Healthcare Navigator Programs

Afghan Refugee Sliding fee program

- Eligibility Specialists worked closely with Cultural Health Navigators to obtain necessary documentation & demographics to place Afghan refugees on our sliding fee program.
- The CHC Eligibility team was able to qualify over 150 Afghan Refugee men, women & children for the Valleywise Health sliding fee program so they had immediate access to health care.



Healthcare Navigator Grant

- Valleywise Health was awarded a Healthcare Navigator grant to assist with outreach and signing members up for the Marketplace insurance.
- Currently have 2 staff that are certified Healthcare Navigators at CHC & Avondale.
- 3 fulltime Healthcare Navigators will be stationed at Mesa, West Maryvale & CHC.





Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 3.

Kronos Private Cloud
System Outage
(No Handout)



Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 4.

Revised Finance Committee
Charter



DRAFT

Valleywise Community Health Centers Governing Council Finance Committee Charter

Purpose

The purpose of the Finance Committee (Committee) of the Valleywise Community Health Centers Governing Council (Governing Council) is to: (1) recommend an annual operating budget for the Valleywise Health Federally Qualified Health Center (FQHC) Clinics; (2) provide oversight of the financial performance of the Valleywise Health FQHC Clinics; and (3) review the annual audit performed by an independent, external auditor.

Membership

The Committee shall consist of a Chair, who is the Treasurer of the Governing Council, a Vice Chair, and no more than three (3) additional Governing Council members. The Committee Chair will recommend, and the Committee will appoint a Vice Chair. The Chief Executive Officer of the FQHC Clinics is an ex-officio, non-voting member of the Committee. In addition, the following Valleywise Health staff members will serve on the Committee as non-voting members: Chief Financial Officer, Vice President of Financial Services, and Director of Financial Planning and Decision Support. In accordance with the Governing Council Bylaws, voting members are appointed by the Governing Council. The Governing Council shall seek voting members preferably with knowledge in the area of accounting, finance, or business. Voting members shall serve for a four (4) year term.

Responsibilities

In conjunction with Valleywise Health staff, the Committee will:

1. Review and make recommendations to the Governing Council to approve additional health services to offer in order to meet the health needs of the patient population served by the FQHC Clinics.
 - Review quarterly referral report

2. Review, evaluate, and make recommendations to the Governing Council to approve a sliding fee discount program for the FQHC Clinics at least every three (3) years. Evaluation should include the effectiveness of the sliding fee discount program in reducing financial barriers to care, and the rate which patients within each discount category are accessing services.
 - Review monthly financial performance and payor mix information
3. Annually review and make recommendations to the Governing Council to approve a sliding fee discount schedule for the FQHC Clinics based on the most recent Federal Poverty Guidelines.
 - Review annual Federal Poverty Guidelines
 - Review monthly financial performance and payor mix information
 - Review sliding fee discount program
4. Track the financial performance of the FQHC Clinics, including identification of trends or conditions that may warrant action to maintain financial stability.
 - Review monthly financial performance and payor mix information
 - Review annual fiscal year audit
 - ~~Review annual profitability/cost accounting report~~
5. Review and make recommendations to the Governing Council to accept the annual fiscal year audit of the District, which includes certain financial information about the FQHC Clinics.
 - Review annual fiscal year audit
6. Maintain control over, and accountability for, all funds, in order to adequately safeguard and ensure that they are used solely for authorized purposes.
 - Review monthly financial performance and payor mix information
 - Review quarterly Governing Council department budget
 - Review quarterly capital expenditures report
 - [Review quarterly Health Resources and Services Administration \(HRSA\) grant funding awards and uses report](#)
 - Annual review of fiscal year audit
7. Review and make recommendations to the Governing Council to approve an annual operating and capital budget for the FQHC Clinics to be incorporated into the District's annual budget.
 - Review annual operating budget
 - Review annual capital budget

8. Annually review data-based reports on: patient service utilization; trends and patterns in the patient population; and overall health center performance including achievement of FQHC Clinics objectives; and efficiency and effectiveness of the FQHC Clinics, for oversight by the Governing Council.
 - Review monthly FQHC Clinics' operational dashboard – financial section
 - Review monthly financial performance and payor mix information
 - ~~Annual review of profitability/cost accounting report~~
 - Review quarterly referral report
9. Annually evaluate the operations of the FQHC Clinics including compliance with applicable federal requirements, performance expectations such as financial and patient volumes, patterns of health service utilization.
 - Review monthly FQHC Clinics' operational dashboard – financial section
 - Review monthly financial performance and payor mix information
 - ~~Annual review of profitability/cost accounting report~~
 - Review quarterly referral report

Meetings

Meetings will be held monthly. Additional meetings can be scheduled at the discretion of the Committee Chair.

Meeting Procedures

1. The Committee Chair will facilitate all meetings. The Committee Vice Chair will facilitate meetings in the Chair's absence.
2. Committee members must attend in person or when circumstances dictate, telephonically. A quorum shall consist of a majority of the voting Committee members, which is necessary for the Committee to meet and take legal action.
3. Minutes shall be recorded and maintained for each Committee meeting in compliance with Arizona Open Meeting Law and shall contain all actions taken by the Committee. Minutes recorded or maintained for Executive Session discussions, however, will be kept confidential pursuant to A.R.S. § 38-431-03.
4. The Committee will report its actions to the Governing Council at the next regularly scheduled Governing Council meeting.



Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 5.

Finance Committee
Reports



Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 5.a.

FQHC Clinics' Financials
and Payer Mix

Valleywise Health
FQHC

With Ancillary Services
DEC FY 2022

MTD Actual vs Budget

	VCHC				OP Behavioral Health				VCHC - Phoenix			
	DEC Month to Date				DEC Month to Date				DEC Month to Date			
	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%
(a) Visits	14,269	13,501	768	6%	1,178	1,226	(48)	(4%)	5,575	5,774	(199)	(3%)
Operating Revenues												
(b) Net patient service revenue	\$ 3,114,252	\$ 2,881,386	\$ 232,866	8%	\$ 300,818	\$ 283,710	\$ 17,108	6%	\$ 917,606	\$ 964,711	\$ (47,105)	(5%)
(c) Other Operating Revenue	175,963	162,975	12,988	8%	2,570	2,685	(115)	(4%)	16,281	40,780	(24,499)	(60%)
(d) PCMH Revenue	-	-	-		-	-	-		-	-	-	
(e) Total operating revenues	\$ 3,290,215	\$ 3,044,361	\$ 245,855	8%	\$ 303,388	\$ 286,395	\$ 16,992	6%	\$ 933,887	\$ 1,005,491	\$ (71,604)	(7%)
Operating Expenses												
(f) Salaries and wages	976,705	840,522	(136,182)	(16%)	115,436	106,358	(9,077)	(9%)	410,081	368,347	(41,734)	(11%)
(g) Contract labor	1,662	114	(1,548)	(1,360%)	137	10	(127)	(1,227%)	649	49	(601)	(1,234%)
(h) Employee benefits	320,856	294,746	(26,110)	(9%)	35,591	32,207	(3,384)	(11%)	125,575	120,713	(4,862)	(4%)
(i) Medical service fees	1,070,788	1,164,132	93,345	8%	20,815	15,357	(5,458)	(36%)	402,323	469,012	66,689	14%
(j) Supplies	170,346	129,962	(40,384)	(31%)	254	424	170	40%	44,311	40,519	(3,792)	(9%)
(k) Purchased services	103	734	632	86%	-	41	41	100%	453	208	(245)	(118%)
(l) Other expenses	59,773	60,782	1,009	2%	872	1,174	302	26%	859	1,961	1,102	56%
(n) Allocated ancillary expense	671,179	477,658	(193,521)	(41%)	-	-	-		109,399	84,044	(25,355)	(30%)
(o) Total operating expenses	\$ 3,271,411	\$ 2,968,651	(302,760)	(10%)	\$ 173,105	\$ 155,572	(17,533)	(11%)	\$ 1,093,650	\$ 1,084,852	(8,798)	(1%)
(p) Margin (before overhead allocation)	\$ 18,804	\$ 75,709	\$ (56,905)		\$ 130,282	\$ 130,823	\$ (540)		\$ (159,763)	\$ (79,361)	\$ (80,402)	
(q) Percent Margin	1%	2%			43%	46%			(17%)	(8%)		
(u) Overhead Allocation	815,069	740,093	(74,976)		45,934	41,762	(4,172)		259,841	257,574	(2,267)	
(v) Margin (after overhead allocation)	\$ (796,265)	\$ (664,384)	\$ (131,881)		\$ 84,348	\$ 89,061	\$ (4,713)		\$ (419,604)	\$ (336,935)	\$ (82,669)	
(w) Percent Margin	(24%)	(22%)			28%	31%			(45%)	(34%)		
Per Visit Analysis (\$/Visit)												
(x) Net patient service revenue	\$ 218.25	\$ 213.42	\$ 4.83		\$ 255.36	\$ 231.41	\$ 23.95		\$ 164.59	\$ 167.08	\$ (2.49)	
(y) Other Operating Revenue	12.33	12.07	0.26		2.18	2.19	(0.01)		2.92	7.06	(4.14)	
(z) PCMH Revenue	-	-	-		-	-	-		-	-	-	
(aa) Total operating revenues	\$ 230.58	\$ 225.49	\$ 5.09	2%	\$ 257.54	\$ 233.60	\$ 23.94	9%	\$ 167.51	\$ 174.14	\$ (6.63)	(4%)
(ab) Total operating expenses	229.27	219.88	(9.38)	(4%)	146.95	126.89	(20.05)	(16%)	196.17	187.89	(8.28)	(4%)
(ac) Margin (before overhead allocation)	\$ 1.32	\$ 5.61	\$ (4.29)	(76%)	\$ 110.60	\$ 106.71	\$ 3.89	4%	\$ (28.66)	\$ (13.74)	\$ (14.91)	(108%)
(af) Overhead Allocation	57.12	54.82	(2.30)	(4%)	38.99	34.06	(4.93)	(14%)	46.61	44.61	(2.00)	(4%)
(ag) Margin (after overhead allocation)	\$ (55.80)	\$ (49.21)	\$ (6.59)	(13%)	\$ 71.60	\$ 72.64	\$ (1.04)	(1%)	\$ (75.27)	\$ (58.35)	\$ (16.91)	(29%)

MTD Actual vs Budget

	VCHC - Peoria				Dental				American Rescue Plan			
	DEC Month to Date				DEC Month to Date				DEC Month to Date			
	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%
(a) Visits	2,341	2,316	25	1%	1,616	1,918	(302)	(16%)	-	-	-	
Operating Revenues												
(b) Net patient service revenue	\$ 444,792	\$ 455,801	\$ (11,010)	(2%)	\$ 221,107	\$ 313,763	\$ (92,656)	(30%)	\$ -	\$ -	\$ -	
(c) Other Operating Revenue	7,164	5,471	1,694	31%	10,915	31,372	(20,456)	(65%)	77,985	823,671	(745,686)	(91%)
(d) PCMH Revenue	-	-	-		-	-	-		-	-	-	
(e) Total operating revenues	\$ 451,956	\$ 461,272	\$ (9,316)	(2%)	\$ 232,022	\$ 345,134	\$ (113,112)	(33%)	\$ 77,985	\$ 823,671	\$ (745,686)	(91%)
Operating Expenses												
(f) Salaries and wages	134,826	136,030	1,204	1%	316,627	301,349	(15,277)	(5%)	45,896	245,780	199,885	81%
(g) Contract labor	273	20	(253)	(1,296%)	188	16	(172)	(1,064%)	12,139	108,672	96,534	89%
(h) Employee benefits	41,634	44,998	3,363	7%	89,446	90,545	1,099	1%	9,931	81,169	71,238	88%
(i) Medical service fees	173,761	216,270	42,509	20%	-	-	-		-	-	-	
(j) Supplies	17,235	18,144	909	5%	22,167	25,067	2,901	12%	18,641	14,165	(4,476)	(32%)
(k) Purchased services	-	76	76	100%	16,729	14,304	(2,425)	(17%)	-	6,754	6,754	100%
(l) Other expenses	172	992	819	83%	3,644	3,966	323	8%	7	7,235	7,228	100%
(n) Allocated ancillary expense	55,864	32,342	(23,522)	(73%)	-	-	-		-	-	-	
(o) Total operating expenses	\$ 423,765	\$ 448,871	\$ 25,106	6%	\$ 448,800	\$ 435,248	\$ (13,552)	(3%)	\$ 86,613	\$ 463,776	\$ 377,163	81%
(p) Margin (before overhead allocation)	\$ 28,191	\$ 12,401	\$ 15,790		\$ (216,778)	\$ (90,114)	\$ (126,664)		\$ (8,627)	\$ 359,896	\$ (368,523)	
(q) Percent Margin	6%	3%			(93%)	(26%)			(11%)	44%		
(u) Overhead Allocation	108,687	115,126	6,439		127,669	123,444	(4,225)		-	359,896	359,896	
(v) Margin (after overhead allocation)	\$ (80,496)	\$ (102,725)	\$ 22,229		\$ (344,447)	\$ (213,558)	\$ (130,889)		\$ (8,627)	\$ -	\$ (8,627)	
(w) Percent Margin	(18%)	(22%)			(148%)	(62%)			(11%)	0%		
Per Visit Analysis (\$/Visit)												
(x) Net patient service revenue	\$ 190.00	\$ 196.81	\$ (6.80)		\$ 136.82	\$ 163.59	\$ (26.76)		\$ -	\$ -	\$ -	
(y) Other Operating Revenue	3.06	2.36	0.70		6.75	16.36	(9.60)		-	-	-	
(z) PCMH Revenue	-	-	-		-	-	-		-	-	-	
(aa) Total operating revenues	\$ 193.06	\$ 199.17	\$ (6.11)	(3%)	\$ 143.58	\$ 179.94	\$ (36.37)	(25%)	\$ -	\$ -	\$ -	
(ab) Total operating expenses	181.02	193.81	12.79	7%	277.72	226.93	(50.79)	(22%)	-	-	-	
(ac) Margin (before overhead allocation)	\$ 12.04	\$ 5.35	\$ 6.69	125%	\$ (134.14)	\$ (46.98)	\$ (87.16)	(186%)	\$ -	\$ -	\$ -	
(af) Overhead Allocation	46.43	49.71	3.28	7%	79.00	64.36	(14.64)	(23%)	-	-	-	
(ag) Margin (after overhead allocation)	\$ (34.39)	\$ (44.35)	\$ 9.97	22%	\$ (213.15)	\$ (111.34)	\$ (101.80)	(91%)	\$ -	\$ -	\$ -	

Valleywise Health
FQHC

With Ancillary Services
DEC FY 2022

MTD Actual vs Budget

All Clinics Combined					
DEC Month to Date					
	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	w/ ARP FY22 Budget
(a) Visits	24,979	24,735	244	1%	24,735
Operating Revenues					
(b) Net patient service revenue	\$ 4,998,574	\$ 4,899,370	\$ 99,204	2%	4,899,370
(c) Other Operating Revenue	290,879	243,282	47,597	20%	1,066,954
(d) PCMH Revenue	-	-	-	-	-
(e) Total operating revenues	\$ 5,289,453	\$ 5,142,653	\$ 146,800	3%	5,966,324
Operating Expenses					
(f) Salaries and wages	1,999,570	1,752,607	(246,963)	(14%)	1,998,387
(g) Contract labor	15,048	209	(14,840)	(7,116%)	108,881
(h) Employee benefits	623,033	583,209	(39,824)	(7%)	664,378
(i) Medical service fees	1,667,687	1,864,771	197,084	11%	1,864,771
(j) Supplies	272,952	214,116	(58,837)	(27%)	228,281
(k) Purchased services	17,284	15,363	(1,921)	(13%)	22,118
(l) Other expenses	65,328	68,876	3,548	5%	76,111
(n) Allocated ancillary expense	836,442	594,045	(242,398)	(41%)	594,045
(o) Total operating expenses	\$ 5,497,344	\$ 5,093,195	(404,149)	(8%)	5,556,971
(p) Margin (before overhead allocation)	\$ (207,891)	\$ 49,458	\$ (257,349)	(520%)	409,353
(q) Percent Margin	(4%)	1%			
(u) Overhead Allocation	1,357,200	1,637,894	280,694	17%	1,997,790
(v) Margin (after overhead allocation)	\$ (1,565,092)	\$ (1,588,437)	\$ 23,345	1%	(1,588,437)
(w) Percent Margin	(30%)	(31%)			
Per Visit Analysis (\$/Visit)					
(x) Net patient service revenue	\$ 200.11	\$ 198.07	\$ 2.04		
(y) Other Operating Revenue	11.64	9.84	1.81		
(z) PCMH Revenue	-	-	-		
(aa) Total operating revenues	\$ 211.76	\$ 207.91	\$ 3.85	2%	
(ab) Total operating expenses	220.08	205.91	(14.17)	(7%)	
(ac) Margin (before overhead allocation)	\$ (8.32)	\$ 2.00	\$ (10.32)	(516%)	
(af) Overhead Allocation	54.33	66.22	11.88	18%	
(ag) Margin (after overhead allocation)	\$ (62.66)	\$ (64.22)	\$ 1.56	2%	

YTD Actual vs Budget

	VCHC				OP Behavioral Health				VCHC - Phoenix			
	DEC Year to Date				DEC Year to Date				DEC Year to Date			
	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%
(a) Visits	87,427	79,478	7,949	10%	7,710	7,329	381	5%	35,738	34,582	1,156	3%
Operating Revenues												
(b) Net patient service revenue	\$ 18,809,699	\$ 16,983,525	\$ 1,826,174	11%	\$ 1,803,994	\$ 1,685,569	\$ 118,425	7%	\$ 5,777,246	\$ 5,756,723	\$ 20,524	0%
(c) Other Operating Revenue	1,384,272	974,467	409,804	42%	18,222	16,350	1,872	11%	214,633	261,743	(47,110)	(18%)
(d) PCMH Revenue	16,844	16,215	629	4%	-	-	-		-	-	-	
(e) Total operating revenues	\$ 20,210,815	\$ 17,974,208	\$ 2,236,607	12%	\$ 1,822,216	\$ 1,701,919	\$ 120,297	7%	\$ 5,991,880	\$ 6,018,466	\$ (26,586)	(0%)
Operating Expenses												
(f) Salaries and wages	5,675,591	4,893,972	(781,619)	(16%)	724,563	642,623	(81,940)	(13%)	2,544,777	2,214,856	(329,921)	(15%)
(g) Contract labor	-	628	628	100%	251	63	(188)	(300%)	8,329	296	(8,033)	(2,714%)
(h) Employee benefits	1,944,449	1,723,615	(220,834)	(13%)	228,661	195,493	(33,168)	(17%)	796,818	728,709	(68,109)	(9%)
(i) Medical service fees	6,643,438	6,909,659	266,221	4%	98,683	92,208	(6,474)	(7%)	2,645,452	2,814,430	168,978	6%
(j) Supplies	999,013	771,440	(227,573)	(29%)	1,115	2,296	1,180	51%	234,123	242,841	8,718	4%
(k) Purchased services	9,845	9,866	21	0%	704	762	58	8%	4,922	3,705	(1,216)	(33%)
(l) Other expenses	410,755	449,060	38,305	9%	6,637	7,556	919	12%	11,887	17,190	5,303	31%
(n) Allocated ancillary expense	3,606,272	2,917,771	(688,502)	(24%)	507	-	(507)	(100%)	619,374	511,490	(107,884)	(21%)
(o) Total operating expenses	\$ 19,289,364	\$ 17,676,011	(1,613,353)	(9%)	\$ 1,061,122	\$ 941,001	(120,121)	(13%)	\$ 6,865,683	\$ 6,533,517	(332,166)	(5%)
(p) Margin (before overhead allocation)	\$ 921,451	\$ 298,197	\$ 623,254		\$ 761,094	\$ 760,919	\$ 176		\$ (873,803)	\$ (515,052)	\$ (358,751)	
(q) Percent Margin	5%	2%			42%	45%			(15%)	(9%)		
(u) <i>Overhead Allocation</i>	4,812,666	4,407,181	(405,485)		278,139	251,234	(26,905)		1,785,891	1,550,673	(235,219)	
(v) Margin (after overhead allocation)	\$ (3,891,215)	\$ (4,108,984)	\$ 217,769		\$ 482,955	\$ 509,685	\$ (26,729)		\$ (2,659,694)	\$ (2,065,724)	\$ (593,970)	
(w) Percent Margin	(19%)	(23%)			27%	30%			(44%)	(34%)		
Per Visit Analysis (\$/Visit)												
(x) Net patient service revenue	\$ 215.15	\$ 213.69	\$ 1.46		\$ 233.98	\$ 229.99	\$ 3.99		\$ 161.66	\$ 166.47	\$ (4.81)	
(y) Other Operating Revenue	15.83	12.26	3.57		2.36	2.23	0.13		6.01	7.57	(1.56)	
(z) PCMH Revenue	0.19	0.20	(0.01)		-	-	-		-	-	-	
(aa) Total operating revenues	\$ 231.17	\$ 226.15	\$ 5.02	2%	\$ 236.34	\$ 232.22	\$ 4.13	2%	\$ 167.66	\$ 174.03	\$ (6.37)	(4%)
(ab) Total operating expenses	220.63	222.40	1.77	1%	137.63	128.39	(9.24)	(7%)	192.11	188.93	(3.18)	(2%)
(ac) Margin (before overhead allocation)	\$ 10.54	\$ 3.75	\$ 6.79	181%	\$ 98.72	\$ 103.82	\$ (5.11)	(5%)	\$ (24.45)	\$ (14.89)	\$ (9.56)	(64%)
(af) <i>Overhead Allocation</i>	55.05	55.45	0.40	1%	36.08	34.28	(1.80)	(5%)	49.97	44.84	(5.13)	(11%)
(ag) Margin (after overhead allocation)	\$ (44.51)	\$ (51.70)	\$ 7.19	14%	\$ 62.64	\$ 69.54	\$ (6.90)	(10%)	\$ (74.42)	\$ (59.73)	\$ (14.69)	(25%)

YTD Actual vs Budget

	VCHC - Peoria				Dental				American Rescue Plan			
	DEC Year to Date				DEC Year to Date				DEC Year to Date			
	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%
(a) Visits	13,761	13,532	229	2%	11,408	10,817	591	5%	-	-	-	
Operating Revenues												
(b) Net patient service revenue	\$ 2,600,823	\$ 2,651,583	\$ (50,760)	(2%)	\$ 1,586,410	\$ 1,757,913	\$ (171,503)	(10%)	\$ -	\$ -	\$ -	
(c) Other Operating Revenue	81,795	31,973	49,822	156%	165,546	180,608	(15,063)	(8%)	144,136	4,730,775	(4,586,639)	(97%)
(d) PCMH Revenue	2,424	2,599	(174)	(7%)	-	-	-		-	-	-	
(e) Total operating revenues	\$ 2,685,042	\$ 2,686,155	\$ (1,113)	(0%)	\$ 1,751,955	\$ 1,938,521	\$ (186,566)	(10%)	\$ 144,136	\$ 4,730,775	\$ (4,586,639)	(97%)
Operating Expenses												
(f) Salaries and wages	801,497	794,122	(7,375)	(1%)	1,898,463	1,715,411	(183,053)	(11%)	80,287	1,458,826	1,378,539	94%
(g) Contract labor	473	116	(358)	(309%)	351	93	(258)	(279%)	13,679	967,536	953,857	99%
(h) Employee benefits	259,097	264,457	5,360	2%	579,592	531,047	(48,546)	(9%)	22,721	481,775	459,054	95%
(i) Medical service fees	1,032,175	1,297,457	265,281	20%	1,492	-	(1,492)	(100%)	-	-	-	
(j) Supplies	103,019	105,375	2,356	2%	148,679	140,037	(8,641)	(6%)	34,352	84,990	50,637	60%
(k) Purchased services	1,466	1,319	(147)	(11%)	105,378	80,293	(25,085)	(31%)	-	40,525	40,525	100%
(l) Other expenses	4,422	6,784	2,361	35%	24,537	29,506	4,969	17%	7	43,810	43,803	100%
(n) Allocated ancillary expense	292,174	191,197	(100,977)	(53%)	-	-	-		-	-	-	
(o) Total operating expenses	\$ 2,494,324	\$ 2,660,826	166,501	6%	\$ 2,758,492	\$ 2,496,387	(262,106)	(10%)	\$ 151,047	\$ 3,077,461	2,926,415	95%
(p) Margin (before overhead allocation)	\$ 190,718	\$ 25,330	\$ 165,389		\$ (1,006,537)	\$ (557,866)	\$ (448,672)		\$ (6,911)	\$ 1,653,314	\$ (1,660,225)	
(q) Percent Margin	7%	1%			(57%)	(29%)			(5%)	35%		
(u) Overhead Allocation	639,742	682,446	42,704		761,901	709,213	(52,689)		-	1,653,314	1,653,314	
(v) Margin (after overhead allocation)	\$ (449,024)	\$ (657,117)	\$ (122,684)		\$ (1,768,439)	\$ (1,267,078)	\$ (501,361)		\$ (6,911)	\$ 0	\$ (6,911)	
(w) Percent Margin	(17%)	(24%)			(101%)	(65%)			(5%)	0%		
Per Visit Analysis (\$/Visit)												
(x) Net patient service revenue	\$ 189.00	\$ 195.95	\$ 6.95		\$ 139.06	\$ 162.51	\$ (23.45)		\$ -	\$ -	\$ -	
(y) Other Operating Revenue	5.94	2.36	(3.58)		14.51	16.70	(2.19)		-	-	-	
(z) PCMH Revenue	0.18	0.19	0.02		-	-	-		-	-	-	
(aa) Total operating revenues	\$ 195.12	\$ 198.50	\$ 3.38	(2%)	\$ 153.57	\$ 179.21	\$ (25.64)	(17%)	\$ -	\$ -	\$ -	
(ab) Total operating expenses	181.26	196.63	(15.37)	8%	241.80	230.78	(11.02)	(5%)	-	-	-	
(ac) Margin (before overhead allocation)	\$ 13.86	\$ 1.87	\$ (11.99)	640%	\$ (88.23)	\$ (51.57)	\$ (36.66)	(71%)	\$ -	\$ -	\$ -	
(af) Overhead Allocation	46.49	50.43	(3.94)	8%	66.79	65.56	(1.22)	(2%)	-	-	-	
(ag) Margin (after overhead allocation)	\$ (32.63)	\$ (48.56)	\$ (15.93)	33%	\$ (155.02)	\$ (117.14)	\$ (37.88)	(32%)	\$ -	\$ -	\$ -	

Valleywise Health
FQHC

With Ancillary Services
DEC FY 2022

YTD Actual vs Budget

All Clinics Combined					
DEC Year to Date					
	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	w/ ARP FY22 Budget
(a) Visits	156,044	145,738	10,306	7%	145,738
Operating Revenues					
(b) Net patient service revenue	\$ 30,578,172	\$ 28,835,313	\$ 1,742,859	6%	28,835,313
(c) Other Operating Revenue	2,008,604	1,465,142	543,462	37%	6,195,918
(d) PCMH Revenue	19,268	18,814	454	2%	18,814
(e) Total operating revenues	\$ 32,606,044	\$ 30,319,269	\$ 2,286,775	8%	35,050,045
Operating Expenses					
(f) Salaries and wages	11,725,178	10,260,984	(1,464,195)	(14%)	11,719,809
(g) Contract labor	23,083	1,195	(21,888)	(1,832%)	968,730
(h) Employee benefits	3,831,339	3,443,320	(388,019)	(11%)	3,925,096
(i) Medical service fees	10,421,240	11,113,754	692,514	6%	11,113,754
(j) Supplies	1,520,302	1,261,989	(258,313)	(20%)	1,346,978
(k) Purchased services	122,315	95,945	(26,370)	(27%)	136,470
(l) Other expenses	458,246	510,096	51,850	10%	553,906
(n) Allocated ancillary expense	4,518,328	3,620,458	(897,869)	(25%)	3,620,458
(o) Total operating expenses	\$ 32,620,031	\$ 30,307,741	(2,312,290)	(8%)	33,385,203
(p) Margin (before overhead allocation)	\$ (13,987)	\$ 11,528	\$ (25,515)	(221%)	\$ 1,664,842
(q) Percent Margin	(0%)	0%			
(u) <i>Overhead Allocation</i>	8,278,340	7,600,746	(677,594)	(9%)	9,254,060
(v) Margin (after overhead allocation)	\$ (8,292,327)	\$ (7,589,218)	\$ (703,109)	(9%)	\$ (7,589,218)
(w) Percent Margin	(25%)	(25%)			
Per Visit Analysis (\$/Visit)					
(x) Net patient service revenue	\$ 195.96	\$ 197.86	\$ (1.90)		
(y) Other Operating Revenue	12.87	10.05	2.82		
(z) PCMH Revenue	0.12	0.13	(0.01)		
(aa) Total operating revenues	\$ 208.95	\$ 208.04	\$ 0.91	0%	
(ab) Total operating expenses	209.04	207.96	(1.08)	(1%)	
(ac) Margin (before overhead allocation)	\$ (0.09)	\$ 0.08	\$ (0.17)	(213%)	
(af) <i>Overhead Allocation</i>	53.05	52.15	(0.90)	(2%)	
(ag) Margin (after overhead allocation)	\$ (53.14)	\$ (52.07)	\$ (1.07)	(2%)	

**Valleywise Health
FQHC**

**With Ancillary Services
DEC FY 2022**

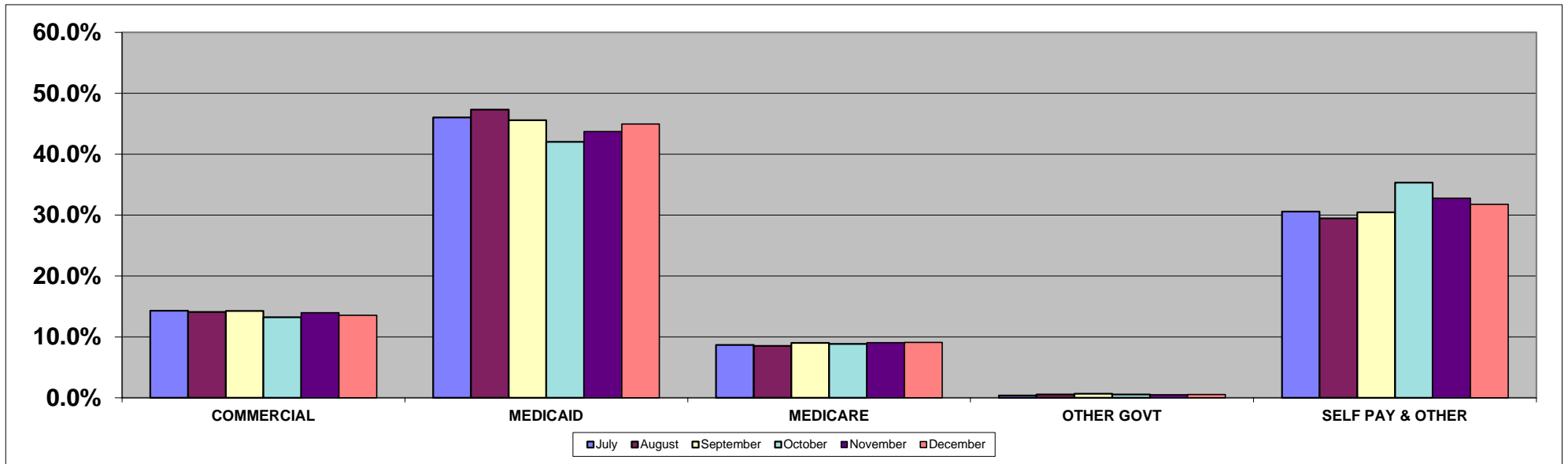
(a) Visits	The number of times patients were seen at the clinics
Operating Revenues	
(b) Net patient service revenue	This amount reflects the estimated amount of revenue we expect to collect as cash from regular operations
(c) Other Operating Revenue	All other operating revenue not listed in another category (Ex: rental revenue, financial assessment form program revenue)
(d) PCMH Revenue	Patient Centered Medical Home payments, which represent per member per month capitation agreements with Care 1st.
(e) Total operating revenues	Net patient service revenue (b) + Other Operating Revenue + PCMH revenue (d) = (e)
Operating Expenses	
(f) Salaries and wages	Salaries and wages paid to MIHS employees via payroll
(g) Contract labor	Temporary staff and contractors
(h) Employee benefits	Benefits paid to MIHS employees (Ex: health insurance)
(i) Medical service fees	Fees paid per the contract with District Medical Group (DMG) for providing physician/provider services
(j) Supplies	Expenses related to items consumed (Ex: medical and office supplies)
(k) Purchased services	Expenses related to consulting, dental lab services, lab courier services, and uniform/laundry cleaning
(l) Other expenses	All other expenses not listed in another category (Ex: equipment or facility maintenance agreements, utilities, etc.)
(m) Interest expense	Interest paid that is related to a capital lease
(n) Allocated ancillary expense	Expense amounts from the following departments are allocated to the individual FQHC cost centers: radiology, pharmacy, and laboratory because those services were done at the clinics. This is done in order to match revenue with expenses.
(o) Total operating expenses	Sum of all Operational Expenses, lines (f) through (n) = (o)
(p) Margin (before overhead allocation)	Total Operating Revenue (e) - Total Operating Expense (o) = (p)
(q) Percent Margin	Margin (before overhead allocation) (p) / Total operating revenue (e) = (q)
(r) Non-Operating Revenue (Expense)	Expense amounts from departments that provide indirect services to the FQHC departments (such as: Human Resources, Accounting, Payroll, Security, Information Technology). This is done in order to match revenue with expenses.
(s) Margin (after Non-Operating Revenue (Expense))	Margin (before overhead allocation) (p) - Non-Operating Revenue (Expense) (r) = (s)
(t) Percent Margin	Margin after overhead allocation (s) / Total operating revenue (e) = (t)
(u) Overhead Allocation	Expense amounts from departments that provide indirect services to the FQHC departments (such as: Human Resources, Accounting, Payroll, Security, Information Technology). This is done in order to match revenue with expenses.
(v) Margin (after overhead allocation)	Margin (before overhead allocation) (s) - Overhead Allocation (u) = (v)
(w) Percent Margin	Margin (after overhead allocation) (v) / Total operating revenue (e) = (w)
Per Visit Analysis (\$/Visit)	
(x) Net patient service revenue	Net patient service revenue line (b) / Visits line (a) = (x)
(y) Other Operating Revenue	Other Operating Revenue line (c) / Visits line (a) = (y)
(z) PMPM Revenue	PMPM Revenue line (d) / Visits line (a) = (z)
(aa) Total operating revenues	Total operating revenues line (e) / Visits line (a) = (aa)
(ab) Total operating expenses	Total operating expenses line (o) / Visits line (a) = (ab)
(ac) Margin (before overhead allocation)	Margin (before overhead allocation) line (p) / Visits line (a) = (ac)
(ad) Non-Operating Revenue (Expense)	Non-Operating Revenue (Expense) line (r) / Visits line (a) = (ad)
(ae) Margin (after Non-Operating Revenue (Expense))	Margin (after Non-Operating Revenue (Expense)) line (s) / Visits line (a) = (ae)
(af) Overhead Allocation	Overhead allocation line (u) / Visits line (a) = (af)
(ag) Margin (after overhead allocation)	Margin (after overhead allocation) line (v) / Visits line (a) = (ag)

Note: Reports do not include overhead allocations (i.e. additional expenses related to Financial Services (including: Payroll,

**Valleywise Health - Federally Qualified Health Centers
Comparison ALL FQHC Visits by Payor - 6 Month Trend**

Payer	July	August	September	October	November	December
COMMERCIAL	3,430	3,855	3,758	3,673	3,584	3,393
MEDICAID	11,048	12,939	12,008	11,670	11,214	11,234
MEDICARE	2,080	2,325	2,377	2,455	2,320	2,271
OTHER GOVT	94	152	177	152	132	140
SELF PAY & OTHER	7,332	8,060	8,020	9,806	8,404	7,941
Total	23,984	27,331	26,340	27,756	25,654	24,979

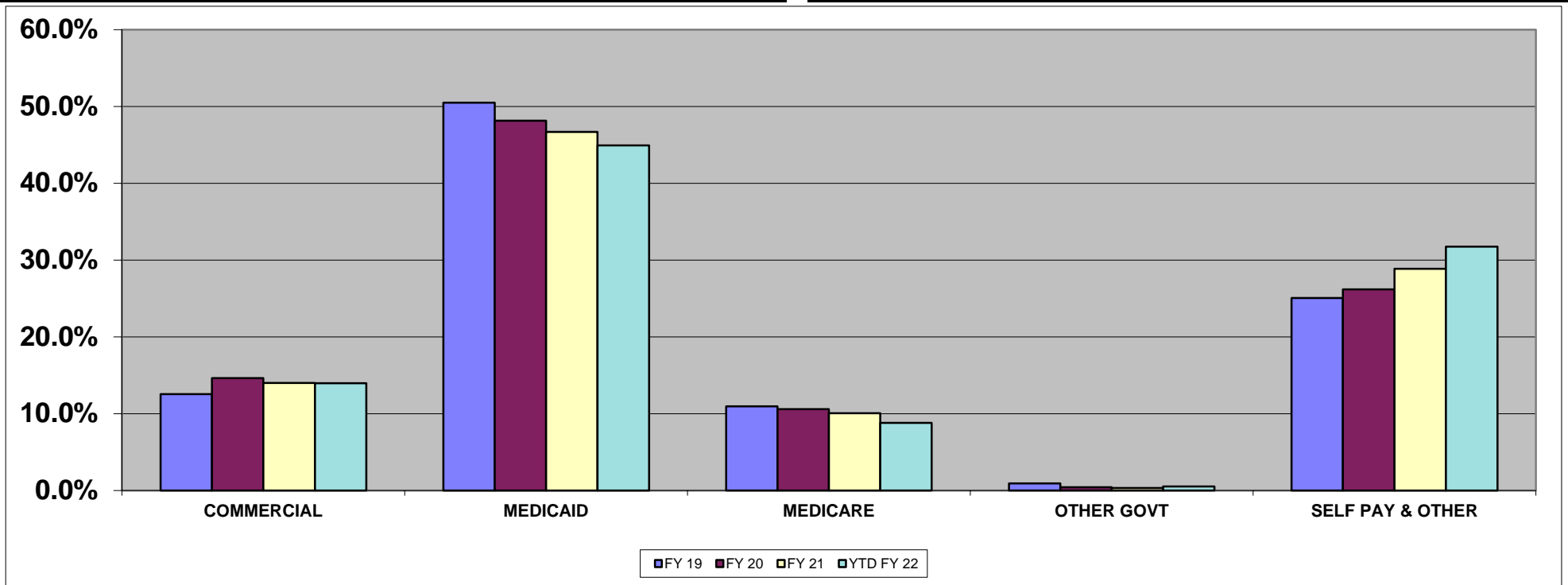
Payer	July	August	September	October	November	December
COMMERCIAL	14.3%	14.1%	14.3%	13.2%	14.0%	13.6%
MEDICAID	46.1%	47.3%	45.6%	42.0%	43.7%	45.0%
MEDICARE	8.7%	8.5%	9.0%	8.8%	9.0%	9.1%
OTHER GOVT	0.4%	0.6%	0.7%	0.6%	0.5%	0.6%
SELF PAY & OTHER	30.6%	29.5%	30.5%	35.3%	32.8%	31.8%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



**Valleywise Health - Federally Qualified Health Centers
Comparison ALL FQHC Visits by Payor - 4 Year Trend**

Payer	FY 19	FY 20	FY 21	YTD FY 22
COMMERCIAL	37,334	40,211	41,517	18,300
MEDICAID	150,197	132,289	138,284	58,879
MEDICARE	32,634	29,162	29,857	11,557
OTHER GOVT	2,781	1,165	979	707
SELF PAY & OTHER	74,602	71,989	85,451	41,622
Total	297,548	274,816	296,088	131,065

Payer	FY 19	FY 20	FY 21	YTD FY 22
COMMERCIAL	12.6%	14.6%	14.0%	14.0%
MEDICAID	50.5%	48.1%	46.7%	44.9%
MEDICARE	11.0%	10.6%	10.1%	8.8%
OTHER GOVT	0.9%	0.4%	0.3%	0.5%
SELF PAY & OTHER	25.1%	26.2%	28.9%	31.8%
Total	100.0%	100.0%	100.0%	100.0%





Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 5.b.

FQHC Clinics'
Referral Report

**VALLEYWISE HEALTH
REFERRALS ANALYSIS
FQHC Designated Clinics¹**

Summary: Internal referrals for the 2nd quarter of FY22 were 1.1% greater than the prior 12 months.

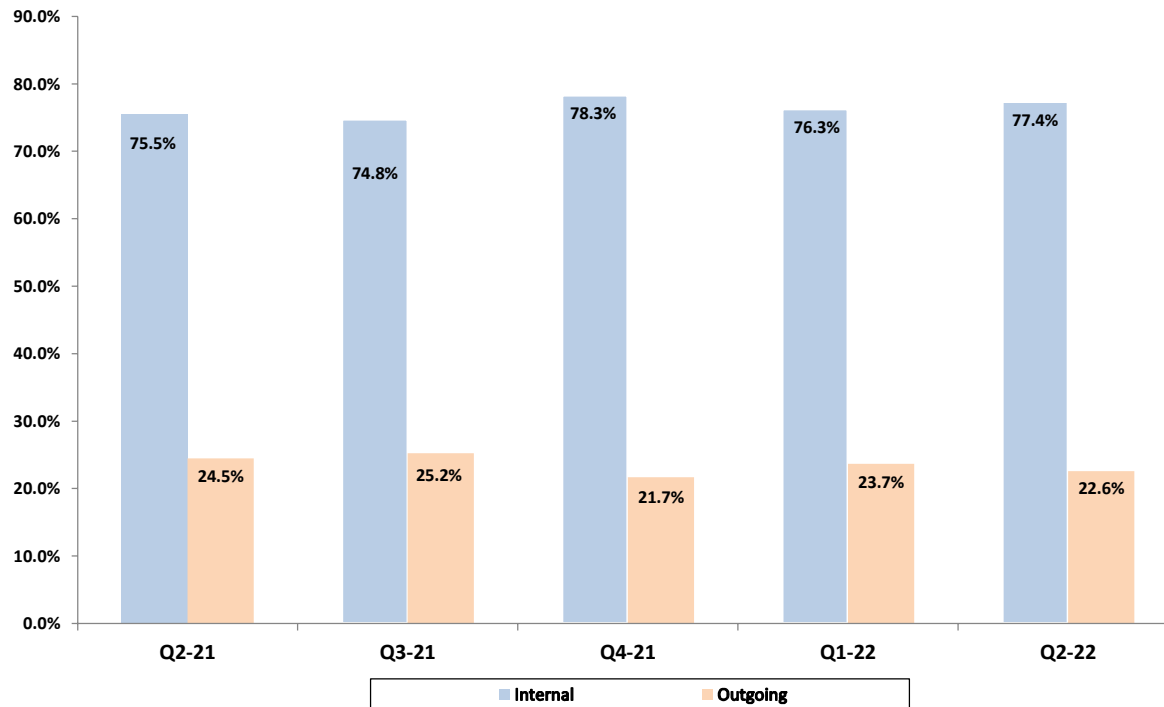
SUMMARY BY REFERRAL CLASS

SOURCE: EPIC referrals data

SCOPE: Referrals entered into Epic during the period October 1, 2020 through December 31, 2021.

QTR		Q2-21	Q3-21	Q4-21	Q1-22	Q2-22
Referral Class						
Internal		36,415	34,602	45,848	39,418	50,189
Outgoing		11,803	11,680	12,693	12,231	14,649
Grand Total		48,218	46,282	58,541	51,649	64,838

¹ The CHC is included in total; a sub-report would be needed to filter down to just the Primary Care clinics.





Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 6.

Closing Comments
and Announcements
(No Handout)



Valleywise Community Health Centers Governing Council

Finance Committee Meeting

February 2, 2022

Item 7.

Staff Assignments
(No Handout)