



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 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-05-04-22/> for further information.

Wednesday, May 4, 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.

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 April 6, 2022

End of Consent Agenda

2. Discuss and Review fiscal year 2023 capital target for the Federally Qualified Health Center Clinics; Discuss, Review, and **Approve** fiscal year 2023 patient volumes for the Federally Qualified Health Center Clinics **15 min**
Matthew Meier, Vice President, Financial Services
3. Discuss, Review and **Make Recommendations** to the Valleywise Community Health Centers Governing Council to **Approve** the utilization of fiscal year 2022 Federally Qualified Health Center Clinics' capital contingency funds in an amount not to exceed \$32,000, for completion of the testing and immunization building at Valleywise Comprehensive Health Center-Phoenix **10 min**
Barbara Harding, Chief Executive Officer, Federally Qualified Health Center Clinics
4. Discuss and Review the following Finance Committee Reports **15 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
5. Discuss Finance Committee monthly meeting effectiveness **10 min**
Finance Committee Members
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:

April 6, 2022

Future agenda item: Assess monthly meeting effectiveness

Adjourn



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 1.

Consent Agenda



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 1.a.i.

Minutes:
April 6, 2021

Minutes

**Valleywise Community Health Centers Governing Council
Finance Committee
Valleywise Health Medical Center
April 6, 2022
4:30 p.m.**

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 three of the four voting members of the Valleywise Community Health Centers Governing Council's Finance Committee were present, which represented a quorum. Ms. Imam joined the meeting shortly after roll call.

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.

NOTE: Ms. Imam joined the meeting at 4:32 p.m.

**Valleywise Community Health Centers Governing Council – Finance Committee
Meeting Minutes – General Session – April 6, 2022**

General Session, Presentation, Discussion and Action:

1. Approval of Consent Agenda:

a. Minutes:

i. Approve Finance Committee meeting minutes dated March 2, 2022

MOTION: Chairman Clotter-Woods moved to approve the consent agenda. Vice Chairman Messick seconded.

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

2. Discuss and Review Fiscal Year (FY) 2023 Patient Volume Assumptions and Capital Target for the Federally Qualified Health Center Clinics

Mr. Meier outlined preliminary patient volume assumptions and capital target for the fiscal year (FY) 2023 budget for the Federally Qualified Health Center (FQHC) clinics.

Budget assumptions were calculated using the same methodology to forecast volumes for the prior FY budget. Visits per session were analyzed and forecasted applying many factors and considerations.

Mr. Meier discussed volume assumptions for the community health centers, noting the overall projected 5.1% volume increase compared to the current fiscal year. The increase was partly attributed to the newly opened Valleywise Community Health Center-Mesa, which expanded human immunodeficiency virus (HIV) services to the East Valley. The increase also accounted for visits at the newly opened Valleywise Community Health Center-West Maryvale.

Outpatient integrated behavioral health services were projected to increase by 82.3% compared to current FY projections. The majority of the increase was attributed to the American Rescue Plan Act (ARPA) funds that supported the expansion of integrated behavioral health services.

The projected volumes at Valleywise Comprehensive Health Center-Peoria had a 12.8% increase compared FY 2022, partially due to internal medicine services at that location. Human Immunodeficiency Virus (HIV) services would be available in January 2023 and were factored into projected volumes.

The FQHC clinics located within Valleywise Comprehensive Health Centers-Phoenix had a minimal projected decrease of 0.5 percent.

With respect to the dental clinics, Mr. Meier stated that volumes were projected to slightly decrease by 1.8% due to provider turnover. The ramp-up of new providers was considered when developing volume assumptions.

Overall, the FQHC clinics had a projected increase in volume of 7.8% for FY 2023 compared to FY 2022.

Mr. Meier provided a high-level report on the projected District Medical Group (DMG) provider full-time equivalents (FTEs), by clinic location.

While there were no specific capital requests budgeted for FY 2023, there was \$100,000 in capital contingency.

**Valleywise Community Health Centers Governing Council – Finance Committee
Meeting Minutes – General Session – April 6, 2022**

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

2. Discuss and Review Fiscal Year (FY) 2023 Patient Volume Assumptions and Capital Target for the Federally Qualified Health Center Clinics, cont.

Ms. Harding stated the goal was to provide internal medicine services at all FQHC clinics, recognizing the complexity of comorbidities and longer overall population life expectancy. Another focus was to eventually implement family practice services at Valleywise Community Health Center-West Maryvale.

Mr. Meier provided a high-level report on the projected District Medical Group (DMG) provider full-time equivalents (FTEs), by clinic location.

While there were no specific capital requests budgeted for FY 2023, there was \$100,000 in capital contingency.

Ms. Harding stated that the goal was to provide internal medicine services at all FQHC clinics, recognizing the complexity of comorbidities and longer overall population life expectancy. Another focus was to eventually implement family practice services at Valleywise Community Health Center-West Maryvale.

3. Discuss and Review the Financial Section of the Federally Qualified Health Center Clinics' Operational Dashboard

Ms. Harding presented the FQHC clinics operational dashboard for February, 2022.

She referenced appointments scheduled compared to appointment fill rates, month to date (MTD). She noted that many clinics met the benchmark. She highlighted appointment no show rates and noted that the majority of clinics met the benchmark.

Ms. Harding outlined individual clinic visit rates for February, acknowledging areas with opportunity to improve. Many challenges were attributed to workforce vacancies, although staff continued efforts to fill positions. An example was diabetes education services, which continued to experience ongoing staffing challenges.

Overall, FQHC clinic visits, MTD, had a favorable variance compared to budget.

Ms. Harding highlighted individual FQHC clinic visits fiscal year to date (FYTD) noting clinics not meeting benchmarks. Overall, there was a favorable variance of 6.5 percent for visits compared to budget.

She discussed outpatient behavioral health service visits, FYTD, pointing out challenges associated with staffing vacancies. She mentioned that Valleywise Community Health Center-Mesa was ramping up efforts from the recent move. Overall, visits had a positive 6.8% variance compared to budget.

Ms. Harding referenced individual dental clinic visit rates and reminded the committee about challenges stemming from the COVID-19 pandemic. She explained staffing vacancies due to a provider resignation and military leave. Another provider recently enrolled in a pediatric dentistry residency program in Tucson, with a possibility of return upon course completion. All challenges considered, the dental clinics had an overall positive 3.1% variance compared to budget, fiscal year to date.

**Valleywise Community Health Centers Governing Council – Finance Committee
Meeting Minutes – General Session – April 6, 2022**

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

4. Discuss and Review the following Finance Committee Reports
 - a. Monthly Federally Qualified Health Center Clinics' Financials and Payer Mix
 - b. Quarterly Health Resources Services Administration (HRSA) Grant Funding Awards Utilization for the Federally Qualified Health Center Clinics

Mr. Meier highlighted FQHC clinic financial statistics for February 2022.

Valleywise Community Health Centers essentially met budget and total operating revenues had a positive 11% variance. Total operating expenses had a negative nine percent variance and the margin before overhead allocation was positive by \$79,478.

Outpatient behavioral health visits had a positive variance of 24% and total operating revenues had a positive 34% variance. Total operating expenses had a negative 68% variance and the margin before overhead allocation was negative by \$9,657.

Mr. Meier summarized visits at the FQHC clinics located within Valleywise Comprehensive Health Center-Phoenix which were favorable by one percent. Total operating revenues had a positive variance of two percent, with total operating expenses also positive by two percent. The margin before overhead allocation was positive by \$42,692.

Visits at Valleywise Comprehensive Health Center-Peoria were positive by eight percent and total operating revenues had a positive eight percent variance. Operating expenses were positive by five percent and the margin before overhead allocation was positive by \$60,619.

Mr. Meier stated that dental clinic visits had a negative one percent variance and total operating revenues had a negative 17% variance. Operating expenses had a negative variance of two percent with a margin before overhead allocation of negative \$57,632.

Referring to the ARPA award financial section, Mr. Meier noted additional financial data would populate into the report as it became available. The margin after overhead allocation was \$67,524

All clinics combined had a positive two percent variance and total operating revenues had a positive variance of 14%. Total operating expenses had a negative 11% variance and the margin before overhead allocation was positive \$183,024.

Overall year-to-date (YTD), there was a positive seven percent variance for visits compared to budget, with total operating revenues favorable by nine percent. Total operating expenses were unfavorable by nine percent with the margin before overhead allocation negative by \$78,921.

In reference to a six-month payer mix trend, Mr. Meier pointed out a decrease in Medicaid and an increase self-pay visits in February 2022 compared to the month prior. A four-year trend indicated a decline in Medicaid and an increase in self-pay visits by payor.

Ms. Harding expressed the importance of providing information to the committee related to Health Resources Services Administration (HRSA) grant funding award spending for the FQHC clinics.

Mr. Meier gave a brief overview of HRSA grant funding award implementation and utilization for the FQHC clinics. The report included the name, description, and purpose of the grant, the grant period and award amounts, and the total amounts spent as of January 2022. He provided an individual breakdown of particular grant total spend amounts.

**Valleywise Community Health Centers Governing Council – Finance Committee
Meeting Minutes – General Session – April 6, 2022**

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

4. Discuss and Review the following Finance Committee Reports, cont.

Valleywise Health received full FQHC status in September 2019 through the New Access Point (NAP) grant from HRSA. Valleywise Health would receive \$650,000 each year for three years to help provide operational support for integrated behavioral health services, among other things. The total spend amount from September 2021, through January 2022 was \$270,883

Mr. Meier summarized the Expanding Capacity for Coronavirus Testing (ECT) grant, which was awarded May 1, 2020, ending April 30, 2022. Funding in the amount of \$1,408,999 assisted in covering expenses related to the purchase, administration, and expansion of testing to monitor and suppress COVID-19, including point of care (POC) testing and personnel resources. The total spend amount was \$901,178.

He highlighted details of the Coronavirus Aid, Relief, and Economic Security (CARES) Act award, which provided funding in the amount of \$2,389,132, distributed over the period of April 1, 2020 through March 31, 2022. This assisted the FQHC clinics with expenses related to the prevention, diagnosis, and treatment of COVID-19 and also to maintain and increase staff during the pandemic. It included purchase of the subscription for telehealth resources, contracted physicians, health information management (HIM) coding, and personnel benefits. The total spend amount was \$1,913,141.

Mr. Meier spoke about the \$16,889,500 funding as part of the ARPA, to assist in prevention, mitigation and response to COVID-19. Additionally, it would support and enhance overall health care services and infrastructure. The grant funding period was from April 1, 2021 through March 31, 2023 and the total spend amount was \$68,578. He reiterated that additional data would be provided routinely as it became available.

5. Chair and Committee Member Closing Comments/Announcements

Ms. Harding said that she wanted to explore ways to engage the committee in asking questions throughout discussions.

Vice Chairman Messick said that it would be helpful for staff to identify discussion points to reference during meetings.

Ms. Harding expressed that the objective was for the committee to analyze trends to discuss significant aspects related to the financial overview of the FQHC clinics. It was important to also discuss staff's rationale related to financial operations affecting the FQHC clinics.

Mr. Winkle commented on the level of authority that the committee and the Governing Council had in their financial oversight of the FQHC clinics.

Vice Chairman Messick suggested a future agenda item to assess monthly meeting effectiveness to improve meeting outcomes and oversight.

6. Review Staff Assignments

Ms. Talbot reviewed staff assignments and follow up requests stemming from the meeting.

**Valleywise Community Health Centers Governing Council – Finance Committee
Meeting Minutes – General Session – April 6, 2022**

Adjourn

MOTION: Chairman Clotter-Woods moved to adjourn the April 6, 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 5:26 p.m.

Cassandra Santos,
Assistant Clerk



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 2.

FY 2023 Capital Target and
Patient Volumes for the
FQHC Clinics

Valleywise Community Health Centers Governing Council
Finance Committee Meeting
Fiscal Year 2023 Operating Budget
Preliminary Volumes Assumptions, Provider Staffing, and Capital

Volume Assumptions

Overall

- For Fiscal Year 2023, the same methodology for forecasting volumes was utilized as FY 2022 volume forecasts.
- The visits per sessions were reviewed and forecasted in collaboration with physician and operational leadership, generally maintaining actual visits per session experienced in FY 2022 year-to-date by provider type and specialty.
- As appropriate openings existed due to turnover or growth, the provider model was reviewed with regards to the Advanced Practice Providers (APPs) to Physician ratio. The APPs include Nurse Practitioners (NPs), Physician Assistants (PAs), and Certified Nurse Midwives (CNMs). Changes in the provider model were based on a collaboration with physician leadership.

Valleywise Community Health Centers (VCHCs)

- The visits per session at former Maryvale and Mesa clinic locations to be applied to forecast volumes at the newly opened West Maryvale and Mesa clinics, respectively, based on planned provider by type and specialty.
- The FY2023 budget assumes McDowell Services at Mesa will start in March 2022.

Valleywise Comprehensive Healthcare Center (VCHC) – Peoria Clinic

- The budget assumes that Peoria will start Internal Medicine services in January 2023. The volumes may change as updates are received regarding recruitment of these providers.
- McDowell Services at Peoria is expected to resume in January 2023.

Valleywise Comprehensive Healthcare Center (VCHC) – Phoenix Clinic

- The budget assumes January 2023 opening for the new International Health Clinic with productivity ramp ups applied for Family Practice.

Dental Clinics

- The dental clinic at Peoria will have new providers starting July 2022 with productivity ramp ups applied.

Integrated Behavioral Health

- Similar to other Federally Qualified Health Center (FQHC) clinics, Behavioral Health departments were budgeted based on the number of providers at each location. In FY2023, we will also be seeing a new American Rescue Plan (ARPA) grant funded clinic. The volumes may change as updates are received regarding recruitment of these providers.

FEDERALLY QUALIFIED HEALTH CENTERS
 BUDGET FY 2023
 Preliminary VISITS SUMMARY

	FY 2021				FY 2022				FY 2022 Budget				Budget Information				
	Actual	Projection	Budget	Variance from Budget (Projection)	Actual	Projection	Budget	Variance from Budget (Projection)	Proposed Budget	Variance from Projection	Variance %	Variance from FY2022 Budget	Variance %				
VCHC Clinics																	
FQHC CLINIC - SOUTH CENTRAL PHOENIX	19,384	26,562	19,966	33.0%			19,966	33.0%	25,335	(1,227)	1.3%	5,369	26.9%				
FQHC CLINIC - SOUTH PHOENIX LAVEEN	14,306	16,560	20,224	(18.1%)			20,224	(18.1%)	18,490	1,930	14.9%	(1,734)	(8.6%)				
FQHC CLINIC - AVONDALE	22,808	23,663	22,029	7.4%			22,029	7.4%	22,061	(1,602)	(6.8%)	32	0.1%				
FQHC CLINIC - MARYVALE	19,567	10,302	6,017	71.2%			6,017	71.2%	-	(10,302)	(100.0%)	(6,017)	(100.0%)				
FQHC CLINIC - MSA	18,111	14,639	8,866	65.1%			8,866	65.1%	-	(14,639)	(100.0%)	(8,866)	(100.0%)				
FQHC CLINIC - CHANDLER	21,714	20,541	19,441	5.7%			19,441	5.7%	21,411	870	4.2%	1,970	10.1%				
FQHC CLINIC - GUADALUPE	8,470	8,555	7,179	19.2%			7,179	19.2%	8,387	(168)	(2.0%)	1,208	16.8%				
FQHC CLINIC - NORTH PHOENIX	10,575	19,890	16,882	17.8%			16,882	17.8%	23,446	3,556	17.9%	6,564	38.9%				
FQHC CLINIC - MCDOWELL	21,250	21,627	22,181	(2.5%)			22,181	(2.5%)	18,740	(2,887)	(13.3%)	(3,441)	(15.5%)				
FQHC CLINIC - WEST MARYVALE	-	7,538	13,102	(42.5%)			13,102	(42.5%)	15,862	8,324	110.4%	2,760	21.1%				
FQHC CLINIC - MESA	-	2,058	7,823	(73.7%)			7,823	(73.7%)	17,519	15,461	726.1%	9,696	123.9%				
FQHC MCDOWELL SERVICES - MESA	-	-	290	(100.0%)			290	(100.0%)	711	711	100.0%	421	145.2%				
FQHC MCDOWELL SERVICES - PEORIA	-	668	1,610	(58.5%)			1,610	(58.5%)	481	(187)	(28.0%)	(1,129)	(70.1%)				
Total	185,268	172,603	165,610	4.2%			165,610	4.2%	172,443	(160)	(0.1%)	6,833	4.1%				
		% Change compared to Prior Year				-6.8%											
OP BH Clinics																	
BH FQHC - SOUTH CENTRAL PHOENIX	950	2,049	1,110	84.6%			1,110	84.6%	3,023	974	47.5%	1,913	172.3%				
BH FQHC - SOUTH PHOENIX LAVEEN	752	1,028	1,088	(5.5%)			1,088	(5.5%)	2,039	1,011	98.3%	951	87.4%				
BH FQHC - AVONDALE	1,959	2,594	2,095	23.8%			2,095	23.8%	2,483	(111)	(4.3%)	388	18.5%				
BH FQHC - MARYVALE	1,826	947	572	65.6%			572	65.6%	-	(947)	(100.0%)	(572)	(100.0%)				
BH FQHC - MSA	3,210	2,652	1,774	49.5%			1,774	49.5%	-	(2,652)	(100.0%)	(1,774)	(100.0%)				
BH FQHC - CHANDLER	1,099	1,212	1,046	15.9%			1,046	15.9%	1,726	514	42.4%	680	65.0%				
BH FQHC - GUADALUPE	989	291	1,315	(77.9%)			1,315	(77.9%)	2,112	1,821	625.8%	797	60.6%				
BH FQHC - NORTH PHOENIX	792	1,433	1,046	37.0%			1,046	37.0%	2,366	933	65.1%	1,320	126.2%				
BH FQHC - PEORIA	621	1,662	1,046	58.9%			1,046	58.9%	4,569	2,907	174.9%	3,523	336.8%				
BH FQHC - MESA	-	176	1,496	(88.2%)			1,496	(88.2%)	4,434	4,258	2419.3%	2,938	196.4%				
BH FQHC - WEST MARYVALE	-	545	1,383	(60.6%)			1,383	(60.6%)	2,009	1,464	268.6%	626	45.3%				
BH FQHC - PSYCHIATRY	-	1,142	839	36.1%			839	36.1%	2,244	1,102	96.5%	1,405	167.5%				
Total	13,276	15,731	14,810	6.2%			14,810	6.2%	27,005	11,274	71.7%	12,195	82.3%				
		% Change compared to Prior Year				18.5%											
Comprehensive Health Center-Peoria																	
FQHC PRIMARY CARE - PEORIA	10,033	28,202	28,344	(0.5%)			28,344	(0.5%)	31,969	3,767	13.4%	3,625	12.8%				
Total	10,033	28,202	28,344	(0.5%)			28,344	(0.5%)	31,969	3,767	13.4%	3,625	12.8%				
		% Change compared to Prior Year				181.1%											
VCHC - Phoenix Clinics																	
FQHC WOMENS CARE - PHOENIX	22,568	21,242	22,309	(4.8%)			22,309	(4.8%)	22,513	1,271	6.0%	204	0.9%				
FQHC ANTEPARTUM TESTING - PHOENIX	8,651	8,933	8,040	11.1%			8,040	11.1%	8,040	(893)	(10.0%)	-	0.0%				
FQHC DIABETES CARE AND SUPPORT - PHOENIX	2,772	1,733	2,861	(39.4%)			2,861	(39.4%)	1,739	6	0.3%	(1,122)	(39.2%)				
FQHC PEDIATRIC CLINIC - PHOENIX	16,392	20,033	16,503	21.4%			16,503	21.4%	16,059	(3,974)	(19.8%)	(444)	(2.7%)				
FQHC MEDICINE CLINIC - PHOENIX	19,061	18,786	21,100	(11.0%)			21,100	(11.0%)	19,681	895	4.8%	(1,419)	(6.7%)				
FQHC INTERNATIONAL HEALTH CLINIC - PHOENIX	-	-	-	0.0%			-	0.0%	1,090	1,090	0.0%	1,090	0.0%				
Total	69,444	70,727	70,813	(0.1%)			70,813	(0.1%)	69,122	(1,605)	(2.3%)	(1,691)	(2.4%)				
		% Change compared to Prior Year				1.8%											
Dental Clinics																	
FQHC DENTAL - PHOENIX	9,132	9,437	9,089	3.8%			9,089	3.8%	9,636	199	2.1%	547	6.0%				
FQHC DENTAL - CHANDLER	1,468	1,986	2,063	(3.7%)			2,063	(3.7%)	1,866	(120)	(6.0%)	(197)	(9.5%)				
FQHC DENTAL - AVONDALE	2,131	2,579	2,164	19.2%			2,164	19.2%	2,767	188	7.3%	603	27.9%				
FQHC DENTAL - MSA	1,338	1,200	906	32.5%			906	32.5%	-	(1,200)	(100.0%)	(906)	(100.0%)				
FQHC DENTAL - MCDOWELL	2,865	3,113	4,013	(22.4%)			4,013	(22.4%)	3,742	629	20.2%	(271)	(6.8%)				
FQHC DENTAL - PEORIA	1,133	3,561	3,575	(0.4%)			3,575	(0.4%)	3,396	(165)	(4.6%)	(179)	(5.0%)				
Total	18,067	21,876	21,810	0.3%			21,810	0.3%	21,407	(469)	(2.1%)	(403)	(1.8%)				
		% Change compared to Prior Year				21.1%											
Grand Totals																	
	296,088	309,139	301,387	2.6%			301,387	2.6%	321,946	12,807	4.1%	20,559	6.8%				
		% Change compared to Prior Year				4.4%											

DMG Provider Staffing

The schedule below is the preliminary planned District Medical Group provider staffing by location.

	COST CENTER and DESCRIPTION	FYE 2020	FYE 2021	FYE 2022	FYE 2023
Total Providers	416601 FQHC CLINIC - SOUTH CENTRAL PHOENIX	5.69	6.31	6.52	6.58
FTEs	416602 FQHC CLINIC - 7TH AVENUE	8.60	0.00	0.00	0.00
	416603 FQHC CLINIC - AVONDALE	6.64	5.69	6.26	5.70
	416604 FQHC CLINIC - MARYVALE	6.34	6.95	2.31	0.00
	416704 FQHC CLINIC - WEST MARYVALE	0.00	0.00	3.28	5.61
	416605 FQHC CLINIC - GLENDALE	5.77	2.89	0.00	0.00
	416606 FQHC CLINIC - EL MIRAGE	4.55	2.82	0.00	0.00
	416607 FQHC CLINIC - MSA	5.66	5.54	0.00	0.00
	416707 FQHC CLINIC - MESA	0.00	0.00	4.47	5.92
	476707 FQHC MCDOWELL SERVICES - MESA	0.00	0.00	0.13	0.40
	416608 FQHC CLINIC - CHANDLER	5.88	6.20	6.03	6.32
	416609 FQHC CLINIC - GUADALUPE	2.78	2.96	2.81	2.93
	416611 FQHC CLINIC - SUNNYSLOPE	5.11	1.61	0.00	0.00
	416711 FQHC CLINIC - NORTH PHOENIX	0.00	3.31	6.74	7.85
	416613 FQHC CLINIC - MCDOWELL	8.17	9.63	9.80	9.07
	416701 FQHC CLINIC - SOUTH PHOENIX LAVEEN	0.00	4.44	5.36	6.39
	476101 FQHC WOMENS CARE - PHOENIX	6.53	6.61	6.79	7.40
	476105 FQHC PEDIATRIC CLINIC - PHOENIX	5.86	5.65	5.69	5.80
	476106 FQHC MEDICINE CLINIC - PHOENIX	4.30	5.68	6.00	6.38
	576101 FQHC PRIMARY CARE - PEORIA	0.00	3.51	10.18	11.51
	576130 FQHC MCDOWELL SERVICES - PEORIA	0.00	0.00	0.40	0.30
	476107 FQHC INTERNATIONAL HEALTH CLINIC - PHOENIX	0.00	0.00	0.00	0.50
	TOTAL	81.89	79.78	82.79	88.65

Capital

- Currently, Contingency Capital is preliminarily planned at \$100K, which is in line with prior year.



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 3.

FY 2022 Utilization of
Capital Contingency Funds



Office of the Sr Vice President & CEO FQHC Clinics
2525 East Roosevelt Street • Phoenix • AZ • 85008

DATE: May 4, 2022

TO: Valleywise Community Health Centers Governing Council – Finance Committee

FROM: Barbara Harding, BAN, RN, MPA, PAHM, CCM
Sr VP Amb Services & CEO FQHC Clinics

SUBJECT: FY22 Capital Request – Testing and Immunization Center

In accordance with the Health Resources and Services Administration (HRSA) Health Center Program Compliance Manual, Chapter 15: Financial Management and Accounting Systems and Chapter 19: Board Authority, the Valleywise Community Health Centers Governing Council has fiscal oversight of the budget including Capital Equipment expenditures.

During the pandemic, Valleywise Health provided access to testing and immunizations for COVID-19. One location, situated on the west side of the Comprehensive Health Building – Phoenix, was utilized during the pandemic. The building needs upgrading and is being fitted so this site remains a permanent location for testing and immunizations.

An assessment of the building has been completed. Funding, \$32,000, is needed to complete the project. Staff is requesting an approval using the Governing Council Capital Funds to complete the project.

Title: FQHC – Testing and Immunization Center
Department - FQHC Administrative Services

Product/Service Description (Executive Summary for Board agenda)

Building structure on the west side of the Comprehensive Health Center – Phoenix to permanently update and fit for use as the Testing and Immunization Center.

1. Background / Problem Statement:

During the pandemic, Valleywise Health provided access to testing and immunizations for COVID-19. One location, situated on the west side of the Comprehensive Health Building – Phoenix, was utilized during the pandemic. It is desired to upgrade the building as a permanent site for current and future testing and immunization endeavors.

2. Benefits / Risk Avoidance:

- Maintain and increase access to testing and immunization opportunities.
- Environment is conducive and flexible to respond to public health issues.
- Maintain perpetual readiness.

3. Recommendation:

Complete building update.

4. Financial Assumptions:

- Funds Requested: **\$ 32,000.00**
- Recommend using Governing Council Capital funding to pay for request.



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 4.

Finance Committee
Reports



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 4.a.

FQHC Clinics' Financials
and Payer Mix

MTD Actual vs Budget

	VCHC				OP Behavioral Health				VCHC - Phoenix			
	MAR Month to Date				MAR Month to Date				MAR 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	16,407	15,543	864	6%	1,882	1,300	582	45%	6,574	6,498	76	1%
Operating Revenues												
(b) Net patient service revenue	\$ 3,704,360	\$ 3,274,789	\$ 429,571	13%	\$ 461,017	\$ 300,584	\$ 160,433	53%	\$ 1,129,288	\$ 1,086,723	\$ 42,566	4%
(c) Other Operating Revenue	246,918	160,214	86,704	54%	4,339	2,513	1,826	73%	42,189	39,195	2,994	8%
(d) PCMH Revenue	-	-	-		-	-	-		-	-	-	
(e) Total operating revenues	\$ 3,951,277	\$ 3,435,003	\$ 516,275	15%	\$ 465,356	\$ 303,097	\$ 162,259	54%	\$ 1,171,477	\$ 1,125,917	\$ 45,560	4%
Operating Expenses												
(f) Salaries and wages	980,745	922,038	(58,707)	(6%)	126,638	113,101	(13,537)	(12%)	397,966	410,495	12,529	3%
(g) Contract labor	171	118	(53)	(45%)	-	10	10	100%	-	49	49	100%
(h) Employee benefits	322,463	316,450	(6,013)	(2%)	42,060	34,527	(7,533)	(22%)	126,441	134,612	8,172	6%
(i) Medical service fees	1,102,280	1,168,765	66,485	6%	139,912	15,289	(124,622)	(815%)	411,747	468,953	57,206	12%
(j) Supplies	135,720	145,304	9,584	7%	95	318	223	70%	39,821	45,643	5,821	13%
(k) Purchased services	255	764	509	67%	-	39	39	100%	-	207	207	100%
(l) Other expenses	62,028	62,443	415	1%	1,328	891	(436)	(49%)	688	1,772	1,084	61%
(n) Allocated ancillary expense	923,902	545,357	(378,545)	(69%)	58	-	(58)	(100%)	148,724	98,331	(50,392)	(51%)
(o) Total operating expenses	\$ 3,527,564	\$ 3,161,239	(366,326)	(12%)	\$ 310,091	\$ 164,175	(145,916)	(89%)	\$ 1,125,387	\$ 1,160,063	34,676	3%
(p) Margin (before overhead allocation)	\$ 423,713	\$ 273,764	\$ 149,949		\$ 155,265	\$ 138,922	\$ 16,343		\$ 46,090	\$ (34,145)	\$ 80,236	
(q) Percent Margin	11%	8%			33%	46%			4%	(3%)		
(u) <i>Overhead Allocation</i>	872,232	781,583	(90,649)		82,849	43,604	(39,245)		271,393	275,594	4,201	
(v) Margin (after overhead allocation)	\$ (448,519)	\$ (507,819)	\$ 59,300		\$ 72,416	\$ 95,317	\$ (22,902)		\$ (225,302)	\$ (309,739)	\$ 84,437	
(w) Percent Margin	(11%)	(15%)			16%	31%			(19%)	(28%)		
Per Visit Analysis (\$/Visit)												
(x) Net patient service revenue	\$ 225.78	\$ 210.69	\$ 15.09		\$ 244.96	\$ 231.22	\$ 13.74		\$ 171.78	\$ 167.24	\$ 4.54	
(y) Other Operating Revenue	15.05	10.31	4.74		2.31	1.93	0.37		6.42	6.03	0.39	
(z) PCMH Revenue	-	-	-		-	-	-		-	-	-	
(aa) Total operating revenues	\$ 240.83	\$ 221.00	\$ 19.83	8%	\$ 247.27	\$ 233.15	\$ 14.12	6%	\$ 178.20	\$ 173.27	\$ 4.93	3%
(ab) Total operating expenses	215.00	203.39	(11.62)	(6%)	164.77	126.29	(38.48)	(30%)	171.19	178.53	7.34	4%
(ac) Margin (before overhead allocation)	\$ 25.83	\$ 17.61	\$ 8.21	47%	\$ 82.50	\$ 106.86	\$ (24.36)	(23%)	\$ 7.01	\$ (5.25)	\$ 12.27	233%
(af) <i>Overhead Allocation</i>	53.16	50.29	(2.88)	(6%)	44.02	33.54	(10.48)	(31%)	41.28	42.41	1.13	3%
(ag) Margin (after overhead allocation)	\$ (27.34)	\$ (32.67)	\$ 5.33	16%	\$ 38.48	\$ 73.32	\$ (34.84)	(48%)	\$ (34.27)	\$ (47.67)	\$ 13.40	28%

MTD Actual vs Budget

	VCHC - Peoria				Dental				American Rescue Plan			
	MAR Month to Date				MAR Month to Date				MAR 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	2,951	2,673	278	10%	2,199	2,008	191	10%	-	-	-	
Operating Revenues												
(b) Net patient service revenue	\$ 539,917	\$ 516,857	\$ 23,060	4%	\$ 319,516	\$ 332,653	\$ (13,136)	(4%)	\$ -	\$ -	\$ -	
(c) Other Operating Revenue	17,815	5,377	12,438	231%	12,877	31,630	(18,753)	(59%)	305,385	827,217	(521,832)	(63%)
(d) PCMH Revenue	-	-	-		-	-	-		-	-	-	
(e) Total operating revenues	\$ 557,732	\$ 522,234	\$ 35,498	7%	\$ 332,393	\$ 364,283	\$ (31,889)	(9%)	\$ 305,385	\$ 827,217	\$ (521,832)	(63%)
Operating Expenses												
(f) Salaries and wages	156,037	151,253	(4,784)	(3%)	301,560	318,967	17,407	5%	131,708	306,190	174,482	57%
(g) Contract labor	-	20	20	100%	-	15	15	100%	101,750	108,672	6,922	6%
(h) Employee benefits	50,219	50,167	(52)	(0%)	94,754	102,585	7,831	8%	53,300	96,665	43,365	45%
(i) Medical service fees	177,441	216,292	38,851	18%	-	-	-		-	-	-	
(j) Supplies	18,067	20,542	2,475	12%	30,151	26,642	(3,509)	(13%)	(1,698)	14,165	15,863	112%
(k) Purchased services	-	78	78	100%	7,334	15,018	7,684	51%	1,800	6,754	4,954	73%
(l) Other expenses	403	509	106	21%	3,725	3,955	230	6%	288	7,235	6,947	96%
(n) Allocated ancillary expense	87,111	37,903	(49,208)	(130%)	-	-	-		-	-	-	
(o) Total operating expenses	\$ 489,279	\$ 476,764	(12,515)	(3%)	\$ 437,523	\$ 467,182	29,658	6%	\$ 287,149	\$ 539,682	252,534	47%
(p) Margin (before overhead allocation)	\$ 68,453	\$ 45,471	\$ 22,983		\$ (105,130)	\$ (102,899)	\$ (2,231)		\$ 18,236	\$ 287,534	\$ (269,298)	
(q) Percent Margin	12%	9%			(32%)	(28%)			6%	35%		
(u) <i>Overhead Allocation</i>	125,490	122,280	(3,210)		123,891	132,172	8,281		-	287,534	287,534	
(v) Margin (after overhead allocation)	\$ (57,036)	\$ (76,809)	\$ 19,773		\$ (229,021)	\$ (235,071)	\$ 6,050		\$ 18,236	\$ -	\$ 18,236	
(w) Percent Margin	(10%)	(15%)			(69%)	(65%)			6%	0%		
Per Visit Analysis (\$/Visit)												
(x) Net patient service revenue	\$ 182.96	\$ 193.36	\$ (10.40)		\$ 145.30	\$ 165.66	\$ (20.36)		\$ -	\$ -	\$ -	
(y) Other Operating Revenue	6.04	2.01	4.03		5.86	15.75	(9.90)		-	-	-	
(z) PCMH Revenue	-	-	-		-	-	-		-	-	-	
(aa) Total operating revenues	\$ 189.00	\$ 195.37	\$ (6.38)	(3%)	\$ 151.16	\$ 181.42	\$ (30.26)	(20%)	\$ -	\$ -	\$ -	
(ab) Total operating expenses	165.80	178.36	12.56	8%	198.96	232.66	33.70	14%	-	-	-	
(ac) Margin (before overhead allocation)	\$ 23.20	\$ 17.01	\$ 6.19	36%	\$ (47.81)	\$ (51.24)	\$ 3.44	7%	\$ -	\$ -	\$ -	
(af) <i>Overhead Allocation</i>	42.52	45.75	3.22	7%	56.34	65.82	9.48	14%	-	-	-	
(ag) Margin (after overhead allocation)	\$ (19.33)	\$ (28.74)	\$ 9.41	33%	\$ (104.15)	\$ (117.07)	\$ 12.92	11%	\$ -	\$ -	\$ -	

MTD Actual vs Budget

All Clinics Combined

	MAR Month to Date				
	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	w/ ARP FY22 Budget
(a) Visits	30,013	28,022	1,991	7%	28,022
Operating Revenues					
(b) Net patient service revenue	\$ 6,154,098	\$ 5,511,606	\$ 642,493	12%	5,511,606
(c) Other Operating Revenue	629,522	238,928	390,594	163%	1,066,145
(d) PCMH Revenue	-	-	-	-	-
(e) Total operating revenues	\$ 6,783,621	\$ 5,750,534	\$ 1,033,087	18%	6,577,751
Operating Expenses					
(f) Salaries and wages	2,094,654	1,915,853	(178,801)	(9%)	2,222,044
(g) Contract labor	101,921	212	(101,708)	(47,894%)	108,885
(h) Employee benefits	689,237	638,342	(50,896)	(8%)	735,007
(i) Medical service fees	1,831,379	1,869,299	37,920	2%	1,869,299
(j) Supplies	222,156	238,449	16,293	7%	252,614
(k) Purchased services	9,389	16,105	6,716	42%	22,859
(l) Other expenses	68,461	69,570	1,109	2%	76,805
(n) Allocated ancillary expense	1,159,795	681,592	(478,204)	(70%)	681,592
(o) Total operating expenses	\$ 6,176,993	\$ 5,429,422	(747,571)	(14%)	5,969,105
(p) Margin (before overhead allocation)	\$ 606,628	\$ 321,112	\$ 285,516	89%	608,646
(q) Percent Margin	9%	6%			
(u) <i>Overhead Allocation</i>	1,475,855	1,642,767	166,912	10%	1,930,302
(v) Margin (after overhead allocation)	\$ (869,227)	\$ (1,321,655)	\$ 452,428	34%	(1,321,655)
(w) Percent Margin	(13%)	(23%)			
Per Visit Analysis (\$/Visit)					
(x) Net patient service revenue	\$ 205.05	\$ 196.69	\$ 8.36		
(y) Other Operating Revenue	20.97	8.53	12.45		
(z) PCMH Revenue	-	-	-		
(aa) Total operating revenues	\$ 226.02	\$ 205.21	\$ 20.81	9%	
(ab) Total operating expenses	205.81	193.76	(12.05)	(6%)	
(ac) Margin (before overhead allocation)	\$ 20.21	\$ 11.46	\$ 8.75	76%	
(af) <i>Overhead Allocation</i>	49.17	58.62	9.45	16%	
(ag) Margin (after overhead allocation)	\$ (28.96)	\$ (47.16)	\$ 18.20	39%	

YTD Actual vs Budget

	VCHC				OP Behavioral Health				VCHC - Phoenix			
	MAR Year to Date				MAR Year to Date				MAR 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	131,474	121,106	10,368	9%	12,367	11,113	1,254	11%	53,724	52,290	1,434	3%
Operating Revenues												
(b) Net patient service revenue	\$ 28,599,287	\$ 25,779,751	\$ 2,819,536	11%	\$ 2,942,042	\$ 2,562,711	\$ 379,331	15%	\$ 8,838,267	\$ 8,718,325	\$ 119,941	1%
(c) Other Operating Revenue	2,079,344	1,439,187	640,157	44%	29,119	24,507	4,612	19%	296,072	379,824	(83,752)	(22%)
(d) PCMH Revenue	16,844	16,215	629	4%	-	-	-		-	-	-	
(e) Total operating revenues	\$ 30,695,474	\$ 27,235,153	\$ 3,460,321	13%	\$ 2,971,161	\$ 2,587,218	\$ 383,943	15%	\$ 9,134,339	\$ 9,098,150	\$ 36,189	0%
Operating Expenses												
(f) Salaries and wages	8,663,307	7,467,968	(1,195,339)	(16%)	1,088,909	975,388	(113,521)	(12%)	3,791,566	3,386,879	(404,687)	(12%)
(g) Contract labor	-	961	961	100%	454	93	(361)	(387%)	1,099	438	(661)	(151%)
(h) Employee benefits	2,953,992	2,605,187	(348,805)	(13%)	349,483	296,864	(52,619)	(18%)	1,195,675	1,108,485	(87,190)	(8%)
(i) Medical service fees	9,992,920	10,411,088	418,169	4%	383,080	138,294	(244,786)	(177%)	3,966,284	4,221,395	255,111	6%
(j) Supplies	1,385,954	1,165,927	(220,027)	(19%)	1,421	3,412	1,991	58%	322,553	367,950	45,396	12%
(k) Purchased services	11,334	12,117	783	6%	704	887	183	21%	5,166	4,328	(838)	(19%)
(l) Other expenses	601,786	633,976	32,190	5%	9,936	11,058	1,123	10%	16,707	22,776	6,069	27%
(n) Allocated ancillary expense	5,699,326	4,408,278	(1,291,048)	(29%)	635	-	(635)	(100%)	962,735	782,013	(180,721)	(23%)
(o) Total operating expenses	\$ 29,308,620	\$ 26,705,502	(2,603,118)	(10%)	\$ 1,834,623	\$ 1,425,997	(408,625)	(29%)	\$ 10,261,784	\$ 9,894,263	(367,521)	(4%)
(p) Margin (before overhead allocation)	\$ 1,386,855	\$ 529,651	\$ 857,204		\$ 1,136,539	\$ 1,161,221	\$ (24,683)		\$ (1,127,446)	\$ (796,113)	\$ (331,332)	
(q) Percent Margin	5%	2%			38%	45%			(12%)	(9%)		
(u) Overhead Allocation	7,286,699	6,640,244	(646,455)		484,155	380,304	(103,851)		2,601,745	2,348,855	(252,891)	
(v) Margin (after overhead allocation)	\$ (5,899,844)	\$ (6,110,593)	\$ 210,749		\$ 652,384	\$ 780,917	\$ (128,534)		\$ (3,729,191)	\$ (3,144,968)	\$ (584,223)	
(w) Percent Margin	(19%)	(22%)			22%	30%			(41%)	(35%)		
Per Visit Analysis (\$/Visit)												
(x) Net patient service revenue	\$ 217.53	\$ 212.87	\$ 4.66		\$ 237.89	\$ 230.60	\$ 7.29		\$ 164.51	\$ 166.73	\$ (2.22)	
(y) Other Operating Revenue	15.82	11.88	3.93		2.35	2.21	0.15		5.51	7.26	(1.75)	
(z) PCMH Revenue	0.13	0.13	(0.01)		-	-	-		-	-	-	
(aa) Total operating revenues	\$ 233.47	\$ 224.89	\$ 8.58	4%	\$ 240.25	\$ 232.81	\$ 7.44	3%	\$ 170.02	\$ 173.99	\$ (3.97)	(2%)
(ab) Total operating expenses	222.92	220.51	(2.41)	(1%)	148.35	128.32	(20.03)	(16%)	191.01	189.22	(1.79)	(1%)
(ac) Margin (before overhead allocation)	\$ 10.55	\$ 4.37	\$ 6.18	141%	\$ 91.90	\$ 104.49	\$ (12.59)	(12%)	\$ (20.99)	\$ (15.22)	\$ (5.76)	(38%)
(af) Overhead Allocation	55.42	54.83	(0.59)	(1%)	39.15	34.22	(4.93)	(14%)	48.43	44.92	(3.51)	(8%)
(ag) Margin (after overhead allocation)	\$ (44.87)	\$ (50.46)	\$ 5.58	11%	\$ 52.75	\$ 70.27	\$ (17.52)	(25%)	\$ (69.41)	\$ (60.14)	\$ (9.27)	(15%)

YTD Actual vs Budget

	VCHC - Peoria				Dental				American Rescue Plan			
	MAR Year to Date				MAR Year to Date				MAR 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	21,752	20,779	973	5%	16,782	16,157	625	4%	-	-	-	
Operating Revenues												
(b) Net patient service revenue	\$ 4,112,005	\$ 4,053,476	\$ 58,529	1%	\$ 2,336,791	\$ 2,640,921	\$ (304,130)	(12%)	\$ -	\$ -	\$ -	
(c) Other Operating Revenue	123,793	48,270	75,523	156%	222,218	269,518	(47,300)	(18%)	894,306	7,119,320	(6,225,014)	(87%)
(d) PCMH Revenue	2,424	2,599	(174)	(7%)	-	-	-		-	-	-	
(e) Total operating revenues	\$ 4,238,222	\$ 4,104,345	\$ 133,877	3%	\$ 2,559,009	\$ 2,910,438	\$ (351,429)	(12%)	\$ 894,306	\$ 7,119,320	\$ (6,225,014)	(87%)
Operating Expenses												
(f) Salaries and wages	1,252,485	1,218,236	(34,249)	(3%)	2,791,345	2,582,507	(208,838)	(8%)	447,218	2,306,095	1,858,877	81%
(g) Contract labor	859	174	(686)	(395%)	586	135	(451)	(333%)	210,466	1,283,036	1,072,570	84%
(h) Employee benefits	397,953	404,207	6,254	2%	844,706	807,682	(37,024)	(5%)	164,018	752,863	588,845	78%
(i) Medical service fees	1,566,139	1,946,345	380,206	20%	1,492	-	(1,492)	(100%)	-	-	-	
(j) Supplies	148,296	161,502	13,206	8%	235,416	211,115	(24,301)	(12%)	38,532	127,484	88,953	70%
(k) Purchased services	1,576	1,553	(23)	(1%)	135,266	120,303	(14,962)	(12%)	1,800	60,788	58,988	97%
(l) Other expenses	5,879	9,444	3,564	38%	36,782	41,420	4,638	11%	321	65,515	65,194	100%
(n) Allocated ancillary expense	489,862	295,204	(194,658)	(66%)	-	-	-		-	-	-	
(o) Total operating expenses	\$ 3,863,051	\$ 4,036,664	173,614	4%	\$ 4,045,592	\$ 3,763,161	(282,431)	(8%)	\$ 862,355	\$ 4,595,782	3,733,427	81%
(p) Margin (before overhead allocation)	\$ 375,171	\$ 67,680	\$ 307,491		\$ (1,486,584)	\$ (852,723)	\$ (633,860)		\$ 31,952	\$ 2,523,539	\$ (2,491,587)	
(q) Percent Margin	9%	2%			(58%)	(29%)			4%	35%		
(u) <i>Overhead Allocation</i>	990,792	1,035,320	44,528		1,127,417	1,067,697	(59,720)		-	2,523,539	2,523,539	
(v) Margin (after overhead allocation)	\$ (615,621)	\$ (967,640)	\$ (262,963)		\$ (2,614,000)	\$ (1,920,420)	\$ (693,580)		\$ 31,952	\$ 0	\$ 31,952	
(w) Percent Margin	(15%)	(24%)			(102%)	(66%)			4%	0%		
Per Visit Analysis (\$/Visit)												
(x) Net patient service revenue	\$ 189.04	\$ 195.08	\$ 6.04		\$ 139.24	\$ 163.45	\$ (24.21)		\$ -	\$ -	\$ -	
(y) Other Operating Revenue	5.69	2.32	(3.37)		13.24	16.68	(3.44)		-	-	-	
(z) PCMH Revenue	0.11	0.13	0.01		-	-	-		-	-	-	
(aa) Total operating revenues	\$ 194.84	\$ 197.52	\$ 2.68	(1%)	\$ 152.49	\$ 180.13	\$ (27.65)	(18%)	\$ -	\$ -	\$ -	
(ab) Total operating expenses	177.60	194.27	(16.67)	9%	241.07	232.91	(8.16)	(4%)	-	-	-	
(ac) Margin (before overhead allocation)	\$ 17.25	\$ 3.26	\$ (13.99)	430%	\$ (88.58)	\$ (52.78)	\$ (35.80)	(68%)	\$ -	\$ -	\$ -	
(af) <i>Overhead Allocation</i>	45.55	49.83	(4.28)	9%	67.18	66.08	(1.10)	(2%)	-	-	-	
(ag) Margin (after overhead allocation)	\$ (28.30)	\$ (46.57)	\$ (18.27)	39%	\$ (155.76)	\$ (118.86)	\$ (36.90)	(31%)	\$ -	\$ -	\$ -	

YTD Actual vs Budget

All Clinics Combined

	MAR Year to Date				
	FY22 Actual	FY22 Budget	Variance Favorable (Unfavorable)	%	w/ ARP FY22 Budget
(a) Visits	236,099	221,445	14,654	7%	221,445
Operating Revenues					
(b) Net patient service revenue	\$ 46,828,391	\$ 43,755,183	\$ 3,073,208	7%	43,755,183
(c) Other Operating Revenue	3,644,852	2,161,307	1,483,545	69%	9,280,627
(d) PCMH Revenue	19,268	18,814	454	2%	18,814
(e) Total operating revenues	\$ 50,492,511	\$ 45,935,304	\$ 4,557,207	10%	53,054,624
Operating Expenses					
(f) Salaries and wages	18,034,830	15,630,977	(2,403,852)	(15%)	17,937,072
(g) Contract labor	213,464	1,800	(211,664)	(11,757%)	1,284,837
(h) Employee benefits	5,905,827	5,222,425	(683,401)	(13%)	5,975,288
(i) Medical service fees	15,909,916	16,717,123	807,207	5%	16,717,123
(j) Supplies	2,132,173	1,909,906	(222,268)	(12%)	2,037,390
(k) Purchased services	155,846	139,189	(16,657)	(12%)	199,976
(l) Other expenses	671,410	718,674	47,263	7%	784,189
(n) Allocated ancillary expense	7,152,558	5,485,495	(1,667,063)	(30%)	5,485,495
(o) Total operating expenses	\$ 50,176,024	\$ 45,825,588	(4,350,436)	(9%)	50,421,369
(p) Margin (before overhead allocation)	\$ 316,487	\$ 109,716	\$ 206,771	188%	\$ 2,633,254
(q) Percent Margin	1%	0%			
(u) <i>Overhead Allocation</i>	12,490,807	11,472,419	(1,018,388)	(9%)	13,995,958
(v) Margin (after overhead allocation)	\$ (12,174,320)	\$ (11,362,704)	\$ (811,617)	(7%)	\$ (11,362,704)
(w) Percent Margin	(24%)	(25%)			
Per Visit Analysis (\$/Visit)					
(x) Net patient service revenue	\$ 198.34	\$ 197.59	\$ 0.75		
(y) Other Operating Revenue	15.44	9.76	5.68		
(z) PCMH Revenue	0.08	0.08	(0.00)		
(aa) Total operating revenues	\$ 213.86	\$ 207.43	\$ 6.43	3%	
(ab) Total operating expenses	212.52	206.94	(5.58)	(3%)	
(ac) Margin (before overhead allocation)	\$ 1.34	\$ 0.50	\$ 0.85	171%	
(af) <i>Overhead Allocation</i>	52.90	51.81	(1.10)	(2%)	
(ag) Margin (after overhead allocation)	\$ (51.56)	\$ (51.31)	\$ (0.25)	(0%)	

Valleywise Health
FQHC

With Ancillary Services
MAR FY 2022

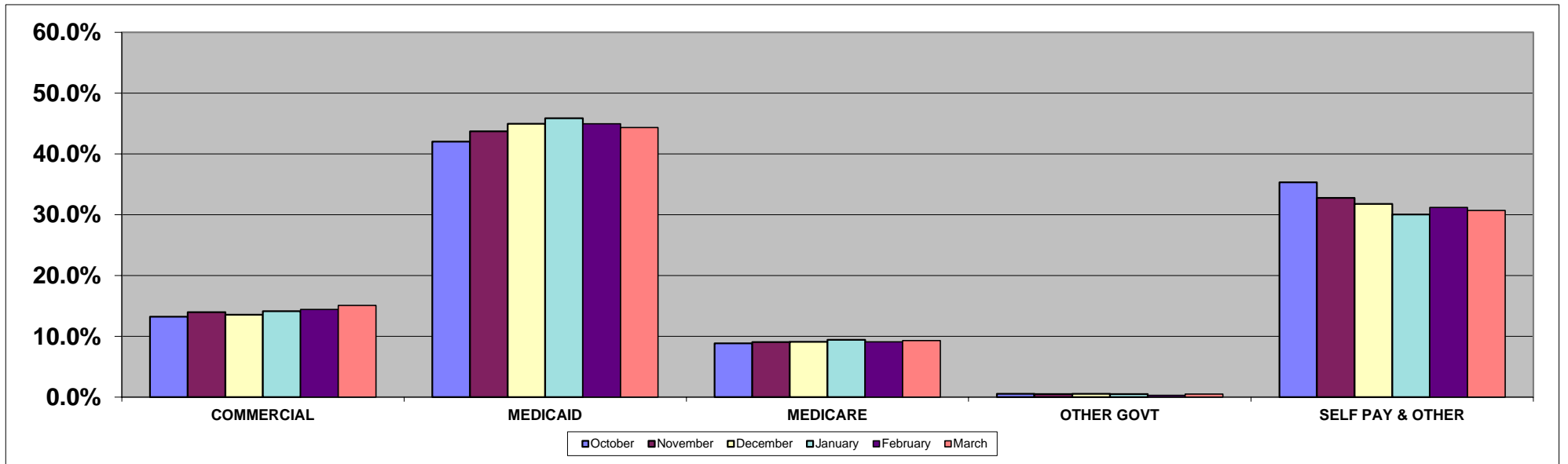
(a) Visits	The number of times patients were seen at the clinics
Operating Revenues	
(b) Net patient service revenue	This amount reflects the estimated amount of revenue we expect to collect as cash from regular operations
(c) Other Operating Revenue	All other operating revenue not listed in another 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	October	November	December	January	February	March
COMMERCIAL	3,673	3,584	3,393	3,629	3,519	4,533
MEDICAID	11,670	11,214	11,234	11,759	10,977	13,316
MEDICARE	2,455	2,320	2,271	2,420	2,224	2,788
OTHER GOVT	152	132	140	125	76	152
SELF PAY & OTHER	9,806	8,404	7,941	7,700	7,613	9,224
Total	27,756	25,654	24,979	25,633	24,409	30,013

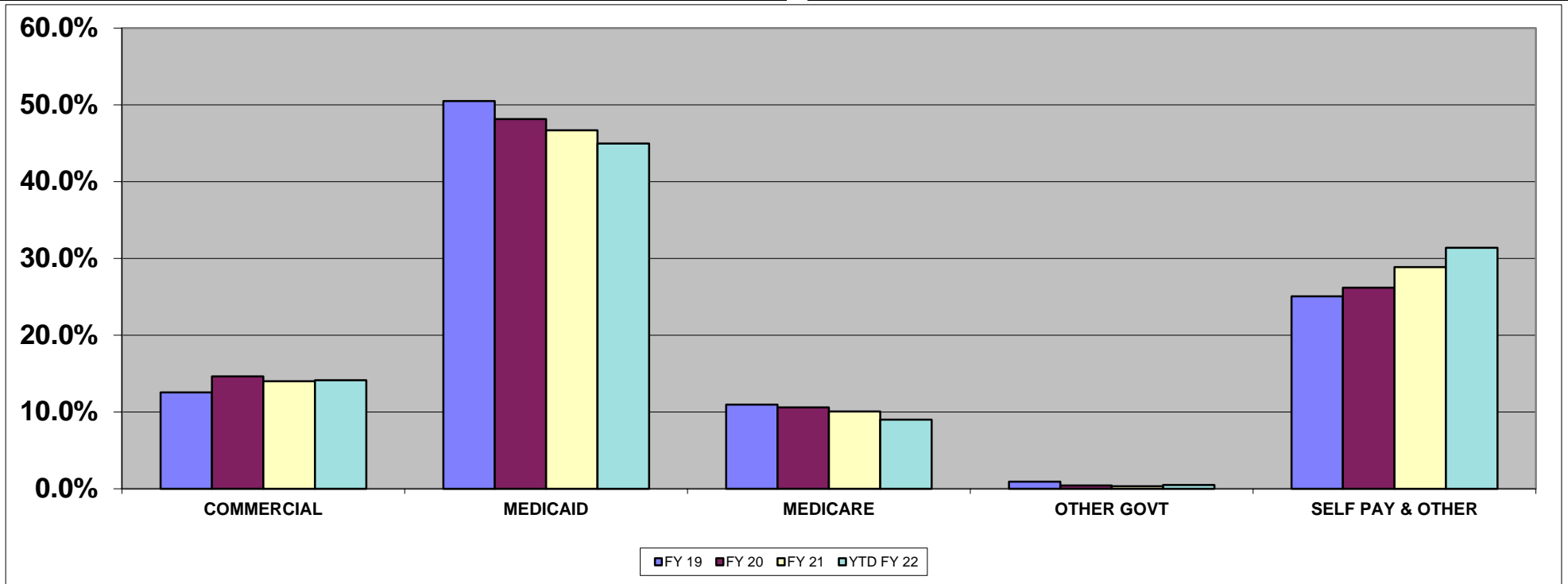
Payer	October	November	December	January	February	March
COMMERCIAL	13.2%	14.0%	13.6%	14.2%	14.4%	15.1%
MEDICAID	42.0%	43.7%	45.0%	45.9%	45.0%	44.4%
MEDICARE	8.8%	9.0%	9.1%	9.4%	9.1%	9.3%
OTHER GOVT	0.6%	0.5%	0.6%	0.5%	0.3%	0.5%
SELF PAY & OTHER	35.3%	32.8%	31.8%	30.0%	31.2%	30.7%
Total	100.0%	100.0%	100.0%	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	33,374
MEDICAID	150,197	132,289	138,284	106,165
MEDICARE	32,634	29,162	29,857	21,260
OTHER GOVT	2,781	1,165	979	1,200
SELF PAY & OTHER	74,602	71,989	85,451	74,100
Total	297,548	274,816	296,088	236,099

Payer	FY 19	FY 20	FY 21	YTD FY 22
COMMERCIAL	12.6%	14.6%	14.0%	14.1%
MEDICAID	50.5%	48.1%	46.7%	45.0%
MEDICARE	11.0%	10.6%	10.1%	9.0%
OTHER GOVT	0.9%	0.4%	0.3%	0.5%
SELF PAY & OTHER	25.1%	26.2%	28.9%	31.4%
Total	100.0%	100.0%	100.0%	100.0%





Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 4.b.

FQHC Clinics'
Referral Report

**VALLEYWISE HEALTH
REFERRALS ANALYSIS
FQHC Designated Clinics¹**

Summary: Internal referrals for the 3rd quarter of FY22 were 1.1% less than the prior 12 months.

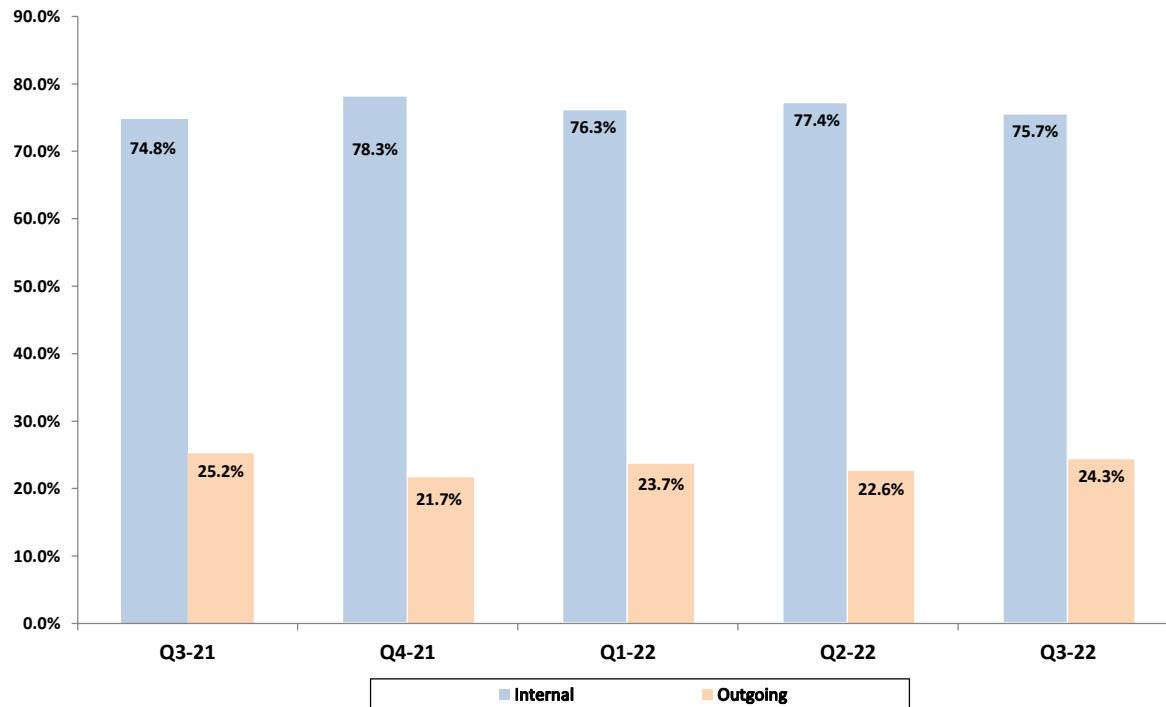
SUMMARY BY REFERRAL CLASS

SOURCE: EPIC referrals data

SCOPE: Referrals entered into Epic during the period January 1, 2021 through March 31, 2022.

Referral Class	QTR				
	Q3-21	Q4-21	Q1-22	Q2-22	Q3-22
Internal	34,602	45,848	39,418	50,787	41,098
Outgoing	11,680	12,693	12,231	14,861	13,204
Grand Total	46,282	58,541	51,649	65,648	54,302

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

May 4, 2022

Item 5.

Monthly Meeting
Effectiveness
(No Handout)



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 6.

Staff Assignments
(No Handout)



Valleywise Community Health
Centers Governing Council

Finance Committee
Meeting

May 4, 2022

Item 7.

Closing Comments
and Announcements
(No Handout)