

SAN JOAQUIN COUNTY
Clinics
Board Finance Committee Agenda

November 29, 2021, 5:00 p.m.

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Conference ID: 644 208 056#

Agenda

- | | | | |
|----|---|----------------|----------------|
| 1. | Call to order | Paul Antigua | 1 min |
| 2. | Approval of Minutes from 10/25/21 | * Paul Antigua | 1 min |
| 3. | Introductions | Paul Antigua | 1 min |
| 4. | Presentation of Financials | Kris Zuniga | 20 mins |
| 5. | Status of 2020 & 2021 Audits | Kris Zuniga | 1 min |
| 6. | Finance Committee Structure for 2021-22 | Paul Antigua | 10 min |
| | a. Confirm day of week, time, length of meeting | | |
| 7. | Adjournment | Paul Antigua | 1 min |

*** Action Item**

Next Meeting: December 27, 2021 at 5:00 p.m.

Note: If you need disability-related modification or accommodation to participate in this meeting, please contact Ambulatory Care Services at (209) 468-6757 or (209) 468-6372 at least 48 hours prior to the start of the meeting. Government Code Section 54954.2(a). Materials related to an item on this agenda submitted to the Board after distribution of the agenda packet are available for public inspection by contacting Ambulatory Care Services at 500 W. Hospital Road, French Camp, CA during normal business hours.



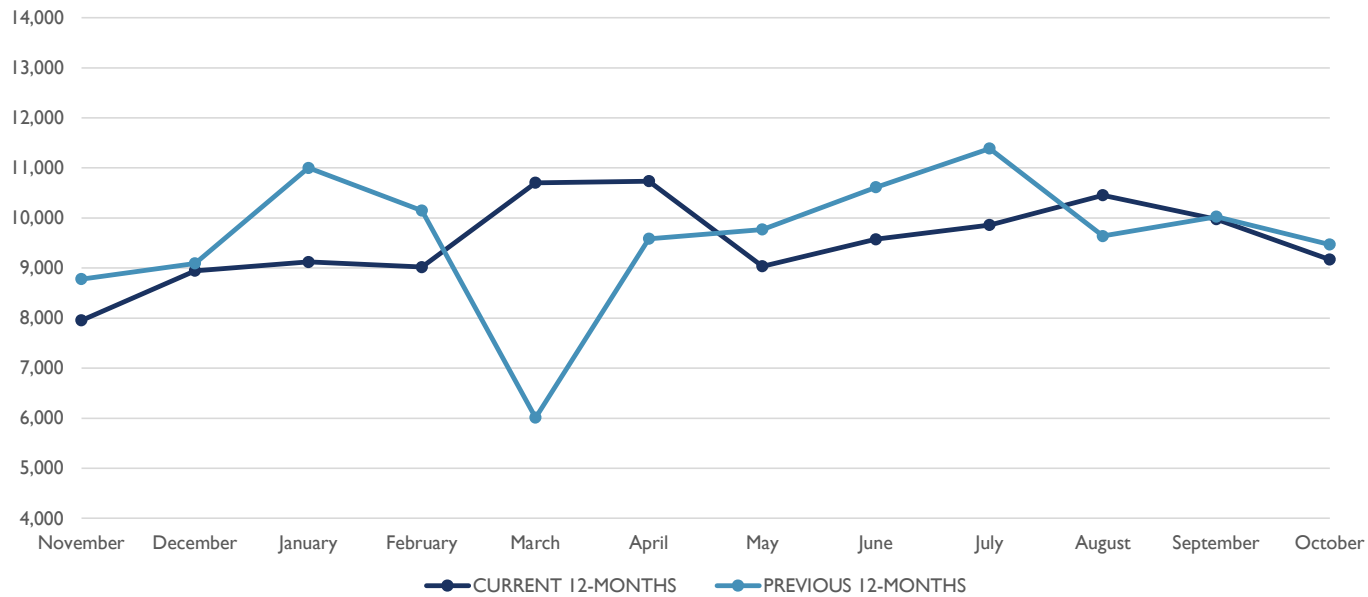
SAN JOAQUIN COUNTY CLINICS

CFO PRESENTATION

Kris Zuniga
Chief Financial Officer
Presentation Date: 11/30/2021

OCTOBER 2021 BILLABLE VISITS – 9,167

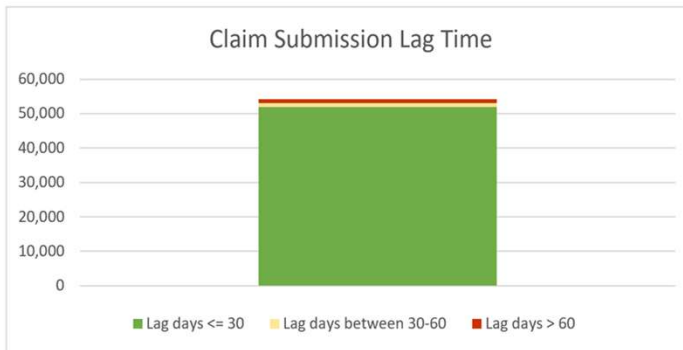
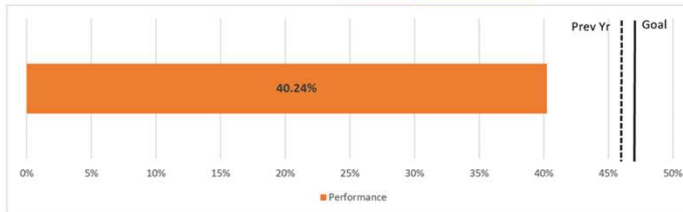
ROLLING 12-MONTH TRENDS - BILLABLE VISITS



Visits by Financial Class	%
Medi-Cal Managed Care	75.38%
Medicare	10.62%
Medi-Cal	9.24%
Self-Pay	3.08%
Commercial	1.68%
Total	100.00%

HEALTH PLAN OF SAN JOAQUIN MEMBERSHIP ASSIGNMENTS CALENDAR YTD AS OF OCTOBER 2021

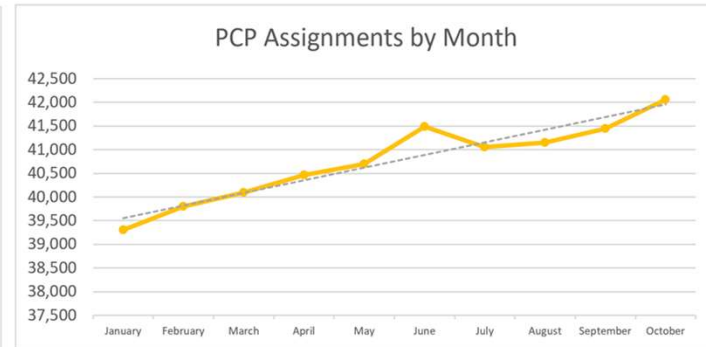
Year	Panel Size	Panel Seen	Goal	% Goal	Performance
2020	37,109	17,048	18,753	50.53%	45.94%
2021	41,569	16,729	19,579	47.10%	40.24%



Average Submission Lag: 7.2 Days

Panel Metrics for San Joaquin County Clinics

Average Panel Size	41,569
Current Month Panel Size	41,615
Calendar YTD Panel Seen Count	16,729
Calendar YTD % Panel Seen	40.2%
Goal to Panel Seen Count	19,579
PCP Claim Count	54,166



SJCC INCOME STATEMENT – OCTOBER 2021

	Current Period Actual	Current Period Budget - Original	Current Period Budget Variance - Original	Current Year Actual	YTD Budget - Original	YTD Budget Variance - Original
Operating Revenue						
Net Patient Service Revenue	1,335,285	1,275,357	59,928	6,181,395	5,101,428	1,079,966
Supplemental Revenue	1,085,150	967,837	117,313	3,988,660	3,871,346	117,313
Grant Revenue	17,258	270,278	(253,020)	298,280	1,081,113	(782,833)
Miscellaneous Income	56,012	63,518	(7,506)	232,127	254,070	(21,944)
Other Income	622,128	613,833	8,295	2,478,163	2,455,333	22,830
Total Operating Revenue	<u>3,115,833</u>	<u>3,190,823</u>	<u>(74,990)</u>	<u>13,178,624</u>	<u>12,763,292</u>	<u>415,332</u>
Expenditures						
Salaries & Wages	1,266,283	1,282,091	15,808	5,200,422	5,128,365	(72,057)
Employee Benefits	613,437	819,409	205,972	2,710,709	3,277,636	566,927
Professional Fees	250,113	212,324	(37,789)	810,954	849,295	38,340
Purchased Services	538,529	578,464	39,935	1,855,936	2,313,858	457,921
Supplies	49,145	39,431	(9,715)	396,922	157,722	(239,200)
Depreciation	18,858	20,509	1,651	75,431	82,036	6,604
Interest	17,953	4,298	(13,656)	94,412	17,191	(77,221)
Other Expenses	298,852	87,461	(211,391)	1,558,399	349,843	(1,208,556)
Total Expenditures	<u>3,053,171</u>	<u>3,043,986</u>	<u>(9,184)</u>	<u>12,703,186</u>	<u>12,175,945</u>	<u>(527,241)</u>
Net Income(Loss)	<u>62,662</u>	<u>146,837</u>	<u>(84,175)</u>	<u>475,437</u>	<u>587,347</u>	<u>(111,909)</u>

	<u>PERIOD 0</u>	<u>JULY 2021</u>	<u>AUGUST 2021</u>	<u>SEPTEMBER 2021</u>	<u>OCTOBER 2021</u>
Assets					
Cash & Cash Equivalents	2,266,991	2,274,759	10,274,204	11,439,672	11,987,361
Accounts Receivable	1,786,574	1,567,532	1,544,418	1,652,978	1,574,805
Inventory	11,250	(36,414)	(60,467)	0	0
Property & Equipment	1,411,298	1,391,984	1,373,582	1,354,724	1,335,866
Other Assets	19,828,212	23,025,945	17,992,367	19,543,137	13,163,166
Total Assets	<u>25,304,325</u>	<u>28,223,807</u>	<u>31,124,104</u>	<u>33,990,511</u>	<u>28,061,198</u>
Liabilities					
Accounts Payable	396,672	610,273	721,439	923,594	989,410
Other Liabilities	15,087,742	17,626,124	19,616,244	21,834,230	15,576,439
Deferred Revenue	0	0	600,000	1,000,000	1,200,000
Total Liabilities	<u>15,484,414</u>	<u>18,236,396</u>	<u>20,937,683</u>	<u>23,757,824</u>	<u>17,765,848</u>
Net Assets					
Beginning Net Assets	9,819,912	9,819,912	9,819,912	9,819,912	9,819,912
Current YTD Net Income	0	167,499	366,510	412,775	475,437
Total Net Assets	<u>9,819,912</u>	<u>9,987,411</u>	<u>10,186,421</u>	<u>10,232,687</u>	<u>10,295,349</u>
Total Liabilities and Net Assets	<u>25,304,325</u>	<u>28,223,807</u>	<u>31,124,104</u>	<u>33,990,511</u>	<u>28,061,198</u>

SJCC BALANCE SHEET

OCTOBER 2021

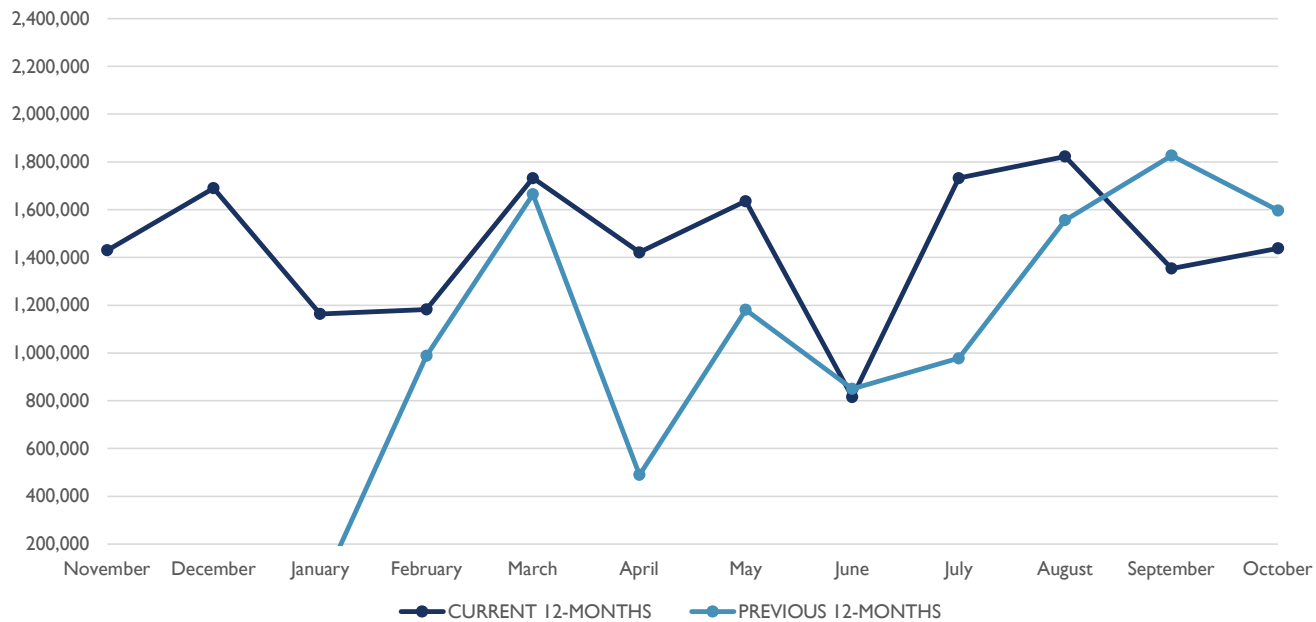
SJCC BILLING & COLLECTIONS

A/R AGING OCTOBER 2021

SJCC Accounts Receivable Aging Analysis For the Month of October 2021									
Aging Category	MediCare	MediCal	Commercial	Self Pay	Total Aging This Month	Total Aging Last Month	\$ Increase (Decrease)	% Increase (Decrease)	
1-30 Days	198,654	2,009,732	27,872	23,397	2,259,655	2,099,162	160,494	7.65%	
31-60 Days	68,681	180,338	28,957	23,623	301,598	306,416	(4,818)	-1.57%	
61-90 Days	56,941	86,730	13,631	20,175	177,477	136,789	40,687	29.74%	
91-120 Days	44,780	47,406	9,400	12,114	113,700	110,296	3,404	3.09%	
121-180 Days	31,767	61,152	20,610	4,186	117,715	159,056	(41,342)	-25.99%	
181-240 Days	21,985	26,107	23,454	2,746	74,292	94,860	(20,568)	-21.68%	
241-270 Days	2,440	5,338	6,674	386	14,838	24,817	(9,979)	-40.21%	
271-365 Days	6,970	8,052	14,054	1,161	30,237	4,571	25,666	561.52%	
366 Days & Over	(36,427)	11,165	43,248	(2,092)	15,894	44,883	(28,989)	-64.59%	
	13%	78%	6%	3%					
Total FC This Month	395,791	2,436,019	187,900	85,696	3,105,406	2,980,851	124,556	4.18%	
Total FC Last Month	397,489	2,306,587	208,810	67,965	2,980,851				
\$ Increase (Decrease)	(1,698)	129,432	(20,910)	17,731	124,556				
% Increase (Decrease)	-0.43%	5.61%	-10.01%	26.09%	4.18%				
Monthly Management Summary									
	Beginning	Charges	Payments	Adjustments	Ending Gross				
October Activity	2,980,851	2,753,978	(1,438,459)	(1,190,964)	3,105,406				
A/R Days Analysis									
	October	September	August	July	June	May	April	Increase (Decrease)	
Gross A/R Days	35	32	28	36	34	27	30	2	
Net A/R	1,574,805	1,652,978	1,574,249	1,992,113	1,766,997	1,262,842	1,396,758	(78,173)	
Net A/R Days	31	31	33	44	42	24	29	0	

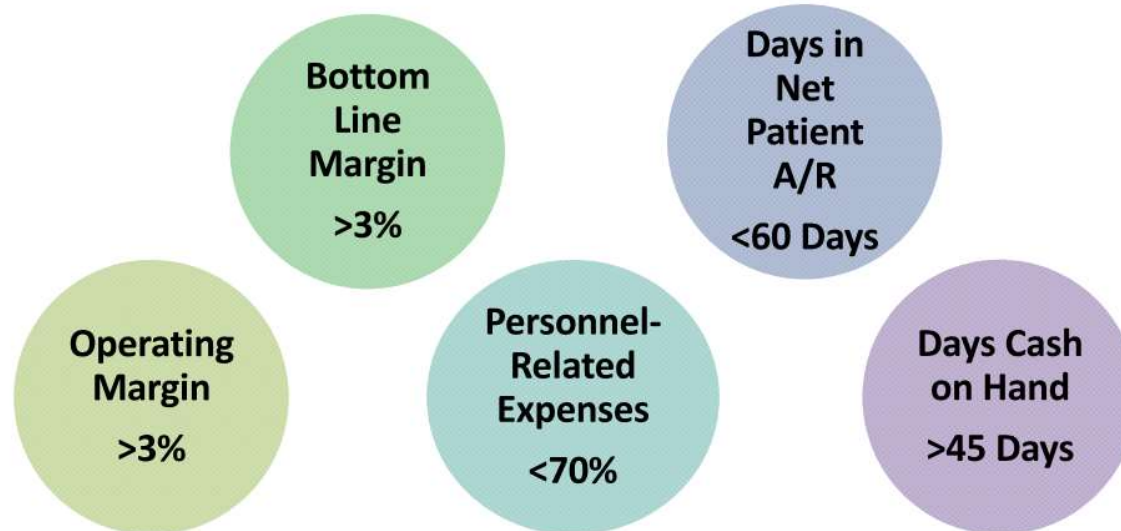
OCTOBER 2021 EMMI CASH COLLECTED - \$1,438,459

ROLLING 12-MONTH TRENDS - CASH COLLECTED



FY22 Collections By Financial Class	%
Medi-Cal Managed Care	69.23%
Medi-Cal	21.82%
Medicare	8.17%
Self-Pay	0.54%
Commercial	0.25%
Total	100%

Key Financial Metrics: Capital Link Industry Guidelines



CAPITAL LINK FQHC FINANCIAL BENCHMARKS VS SJCC

DATA SUMMARY	Capital Link Target	SJCC FYTD FY22
FINANCIAL HEALTH		
1 Operating Margin As a % of Operating Revenue	>3%	4%
2 Bottom Line Margin As a % of Operating Revenue	>3%	4%
3 Days Cash on Hand	>45 Days	117
4 Days in Net Patient Receivables	<60 Days	31
5 Personnel-Related Expense (PRE) As a % of Operating Revenue	<70%	80%

QUESTIONS & ANSWERS





San Joaquin County Clinics
Financial Statement Comments
October 2021

Summary of Clinics Year to Date

Billable visits for October are unfavorable to budget by 611 visits. Net Patient Revenues are \$59,928 greater than budget. YTD financials reflect a PPS reconciliation liability accrual of \$100,000. YTD Medi-Cal payments for \$1,473,250 have been reflected on the Balance Sheet for FY2015, FY2016, and FY2017 according to the payment plan with DHCS. YTD Income Statement includes interest expense of \$71,813 for PPS liability payments made to DHCS for FY2015, FY2016, and FY2017. YTD financials includes \$8.1M payment from SJGH related to the finalization of FY2020 financial statement audit and according to the separation agreement between SJGH and SJCC.

YTD results include \$37,473 in DHCS recoveries for overpaid Code 18 Wrap payments for the period of October 2020 through December 2020.

YTD Supplemental Revenue includes the recognition of estimated Quality Incentive Program revenue for \$3,988,660. Other Revenue includes combined Grants Revenue for Essential Access Title X, Health Net and American Rescue Plan (ARP) grants for \$298,280. Other Income includes the YTD Capitation Revenue with an unfavorable variance to budget by \$17,516 due to a slight decline in enrolled members. Also, Other Income includes the 340B Pharmacy Program revenue for \$549,145 and the program related expenses for \$329,619 are included in Supplies & Other Expenses categories on the financials. YTD financials reflect First Responder Program revenue for \$11,200. YTD Other Revenue includes revenues accrued for \$226,639 related to Purchased Services provided to SJGH by SJCC per the MOU. Total Net Operating Revenues are favorable to budget by \$415,332.

YTD Salaries and benefits expenses exhibit a favorable variance to budget of \$494,870. Other operating expenses exhibit an unfavorable variance of \$1,022,111 largely due to Professional Fees and Other Expenses favorable variance of \$502,866 mainly offset by unfavorable variance in Purchased Services, Supplies, Interest and Miscellaneous Expenses \$1,524,977. An estimated expense for the Purchased Services is recorded from July through September based on the MOU.

Unaudited, as presented, Net Income of \$475,437 on a year-to-date basis is unfavorable compared to budget by \$111,909.

Additional Factors Impacting Clinic Performance Presentation

- Supplemental revenues are estimates based on the Master MOU between SJCC and SJ County.

Other Material Notes

- SJGH has submitted to its independent auditor history-to-date financial adjustments which effectively have resulted in SJCC being a breakeven operation as of 6/30/2020.