

FQHC FINANCE OVERVIEW

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IBHP WEBCAST

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California's Rural Health Services Development (RHSD) and Seasonal and Migratory Farm Worker (SAMW) Program

- Funds Salaries for Health Care Providers at 76 Rural and 45 Farm Worker Clinic Sites Throughout State / Requires Minimum Provider Productivity and Service to All Regardless of Ability to Pay
- Provides Historical Precedent and Model for Shasta's Integrated FQHC / County Mental Health Services Grant Agreement

State Review Process

- Resulting Contract Template Presented to DMH and DHS for Review, Comment and Approval
- Letters of Approval Received From Both Depts.
- Strategy Greatly Aided the Establishment of Mutual Understanding and Trust Between County Mental Health and the FQHCs
- It Also Reduces the Danger of Later Adverse State Audit Findings Regarding the Program

FQHC Overview/Demographics

- Source: California Rollout of CY2005 FQHC Universal Data Set (UDS) Reports
- Covers 97 FQHC Corporations & 410 FQHC Clinic Sites Throughout State
- 1,979,667 Patients Served (6% of CA Pop.)
- 65% Hispanic - 21% White - 7% Black - 6% Asian/Pacific Islander & 1% Native American
- 5% MediCare - 38% MediCal - 2% Other Public - 3% Healthy Families - 7% Private Insurance & 45% Uninsured
- 75% Below 100% of Federal Poverty Level
- 95% Below 200% of Federal Poverty Level

FQHC Overview / Services

7,498,693 Encounters Provided

Type of Svc.	Provider FTE	% of Enc.	Enc/FTE/Yr
Medicine	1,437	79%	4,097
Dentistry	276	11%	3,036
MentalHealth	201	4%	1,525
Subst.Abuse	133	3%	1,720
Oth.HealthSvc.	140	3%	1,716
TOTAL	2,187	100%	3,430

FQHC Overview / Revenue

Total Revenue:\$1,135.7M(64%Patients,36%Grants)

NET PATIENT RECEIPTS REVENUE	PERCENT		GRANTS & OTHER REVENUE	PERCENT
MediCare	8%		Federal	44%
MediCal	64%		State	14%
Other Public	7%		County/Local	22%
Private Insurance	5%		Private	14%
Indigent Programs	9%		Other Revenue	6%
Self/Sliding Scale	7%			
Total Percent	100%		Total Percent	100%
Tot.Net Pt.Rev.	\$729.2M		Tot.Grant/Oth.	\$406.5M

FQHC Overview / Expenses

Total Expenses: \$1,111.9M P/L:+\$23.8M

Administrative & Facility Overhead Is Allocated To
The Cost Centers On A Dollar Basis

Cost Center	Percent
Medicine	62%
Dentistry	10%
Mental Health	4%
Substance Abuse	1%
Other Health Services	2%
Pharmacy&Medications	5%
Enabling Services	16%
Total Percent	100%

FQHC Cost Report Based Grant Request Spreadsheet

FQHC/COUNTY MENTAL HEALTH PILOT PROJECT COST REPORT										Report Status:	Interim X	
AVERAGE FQHC GRANT REQUEST PROFORMA - 10/24/07										For the Period: FY 2007/08		Final
(NOTE: This Analysis Uses The FQHC's FY07/08 Corporate Budget w/ Estimated FQ/MH Pilot Project Direct Costs Superimposed)										Reclassified	MHPilot	
COST CENTER			0	Compensation 1	OtherExpense 2	TotalExpense 3(=1+2)	Reclassifs. 4	Trial Balance 5(=3+4)	Adjustmts 6	Net Expenses 7(=5+6)	\$/Enc:	
FQHC/County MH Pilot Project Staff Costs:		FTE:	Enc:									
1	Psychiatrist	1.00	2,000	187,500		187,500		187,500		187,500		
2	Psychiatric Nurse					0		0		0		
3	LCSW	2.00	2,000	125,000		125,000		125,000		125,000		
4	Clinical Psychologist					0		0		0		
Other Pilot Project Staff (Specify):												
5	Case Manager	3.00	0	125,000		125,000		125,000		125,000		
6	Project Coordinator	1.00	0	42,500		42,500		42,500		42,500		
7						0		0		0		
8	Pilot Project Pyl Tx & Fringe Benefits @ 25%				120,000	120,000		120,000		120,000		
9	Total FQHC/County MH Pilot Project Staff Costs(Lines1thru8):	7.00	4,000	480,000	120,000	600,000	0	600,000	0	600,000		
FQHC/MH Pilot Project Non-Staff Direct Costs:												
10	Supplies & Small Equipment				5,000	5,000		5,000		5,000		
11	Professional Liability Insurance					0		0		0		
12	Depreciation - Equipment				5,000	5,000		5,000		5,000		
Other Pilot Project Non-Staff Costs (Specify):												
13	Transportation				25,000	25,000		25,000		25,000		
14	Medication Subsidies				15,000	15,000		15,000		15,000		
15	Total FQHC/County MH Pilot Non-Staff Direct Costs(Lines10thru15):			0	50,000	50,000	0	50,000	0	50,000		
16	TOTAL DIRECT FQHC/CO. MH PILOT PROJECT COSTS (9+16):			480,000	170,000	650,000	0	650,000	0	650,000	\$162.50	
Direct Costs Of Other FQHC Programs:												
17	Non-Pilot Project Mental Health			252,100	63,000	315,100		315,100		315,100		
18	Substance Abuse			79,900	20,000	99,900		99,900		99,900		
19	Medicine			3,977,800	994,400	4,972,200		4,972,200		4,972,200		
20	Dentistry			665,400	166,300	831,700		831,700		831,700		
21	Pharmacy			134,800	33,700	168,500		168,500		168,500		
Other Non-Pilot Project Programs (Specify):												
22	Other Health Care Services			128,600	32,200	160,800		160,800		160,800		
23	Enabling Services			822,500	505,600	1,328,100		1,328,100		1,328,100		
24	Non-Reimbursable Programs & Activities					0		0		0		
25	TOTAL DIRECT COSTS-OTHER FQHC PROGRAMS(Lines17thru24):			6,061,100	1,815,200	7,876,300	0	7,876,300	0	7,876,300		
26	TOTAL DIRECT COSTS-ALL FQHC PROGRAMS(16+25):			6,541,100	1,985,200	8,526,300	0	8,526,300	0	8,526,300		
FQHC Overhead Costs - All Programs:												
27	Facility Costs				876,600	876,600		876,600		876,600		
28	Administrative/Clerical Costs			2,308,800	577,200	2,886,000		2,886,000		2,886,000		
29	Other Overhead Costs				361,100	361,100		361,100		361,100		
30	TOTAL OVERHEAD COSTS-ALL FQHC PROGRAMS(Lines27thru29):			2,308,800	1,814,900	4,123,700	0	4,123,700	0	4,123,700		
31	GRAND TOTAL - ALL FQHC COSTS(Lines26+30 - TiesOutToGL):			8,849,900	3,800,100	12,650,000	0	12,650,000	0	12,650,000		
32	OVERHEAD ALLOCATION TO FQHC/CO. MH PILOT PROJECT [(Line16, Col 7/Line26, Col 7) X Line30, Col 7]:										314,369	\$78.59
33	TOTAL COST OF FQHC/COUNTY MENTAL HEALTH PILOT PROJECT [=Line16, Column7 + Line32, Column7]:										964,369	\$241.09
34	TOTAL NET PATIENT REVENUE @ \$100.00 PER ENCOUNTER [=Line 9, Col 0 X \$100/Enc]:										400,000	
35	PROJECT GRANT REQUEST=GAP NEEDING TO BE FUNDED [=Line33-Line34]:										(564,369)	
36	LEVERAGE RATIO (=TotalProjectCost/Grant Request=Line33/Line35):										1.71	

Mental Health Provider Productivity Standards

INTEGRATED FQHC/COUNTY MENTAL HEALTH PROJECT : PROVIDER PRODUCTIVITY STANDARDS						
3/5/2007						
DATA SOURCE	YEAR	# OF RESPONSES	PROVIDER TYPE	FTE	ENCOUNTERS	ENC/FTE/YR
<i>OSHPD Annual Utilization Report (AUR) Of Clinics - California</i>	2005	850	<i>Psychiatrist</i>	49.35	96,134	1,948
		Community	<i>Clinical Psychologist</i>	140.06	170,771	1,219
		Clinics	<i>LCSW</i>	139.69	149,328	1,069
			<i>Other MH Provider</i>	279.75	320,099	1,144
<i>BPHC FQHC Uniform Data System (UDS) Rollout - National</i>	2005	952	<i>Psychiatrist</i>	223.58	469,983	2,102
		FQHC Corporations	<i>Other MH Provider</i>	1169.00	1,056,720	904
		WEIGHTED AVERAGES:	<i>Psychiatrist</i>	2,029	<i>Enc/FTE/Year</i>	
			<i>Other MH Provider</i>	1,017	<i>Enc/FTE/Year</i>	
		A GREED-UPON PRODUCTIVITY STANDARDS:	<i>Psychiatrist</i>	2,000	<i>Enc/FTE/Year</i>	
		<i>(At 3/5/07 MHARC Finance Subgroup Meeting)</i>	<i>Other MH Provider</i>	1,000	<i>Enc/FTE/Year</i>	