

Agenda Item Number:

**ORANGE COUNTY BOARD OF HEALTH
AGENDA ITEM SUMMARY**

Meeting Date: April 20, 2022

Agenda Item Subject: 3rd Quarter Financial Report FY 21-22

Attachment(s): 3rd Quarter Financial Report
3rd Quarter Billing Dashboard

Staff or Board Member Reporting: Micah Guindon

Purpose: Action
 Information only
 Information with possible action

Summary Information:

Total Health Department Budget vs. Actuals: Average YTD monthly revenue in FY 21-22 after the third quarter is \$323k/month or \$2.9M projected for the year, representing 69% of our overall budgeted revenue for the year. Revenues are higher than this point last fiscal year due to increased service levels for patients and residents. Revenue in the Environmental Health, Personal Health, and Dental Divisions (FY 20-21 third quarter YTD: \$2.7M) are all up. Expenses are in line with revenues, at 58.91% of the overall budget.

Dental Earned Revenue by Source: The FY 21-22 average monthly revenue (\$44.8k/month) for the third quarter is above our budget projection (\$41k/month) and the FY 20-21 average of \$37.1k/month. Revenue increases are due to a number of factors including a full clinic schedule compared to last year, a reduction of the appointment time for children's cleaning, and close monitoring of the schedule for cancelations. Staff are filling canceled spots more quickly ensuring as many patients are served as possible. Lastly, staff and patients alike are getting more comfortable with the mobile dental clinic setting and an increasing number of patients are being seen there. FY 21-22 dental earned revenue totals \$403k at the end of the third quarter compared \$315k at the end of the FY 20-21 third quarter.

Medical Earned Revenue by Source: Medical earned revenue is currently above the budgeted projection for FY 21-22 (\$33k/month) at \$49.1k/month due primarily to Medicaid Transformation's per member per month rates for Primary Care. Family Planning, Child Health, and Medical Nutrition Therapy programs are all also bringing in

higher than expected revenue. We anticipate this trend toward increased revenue will continue to improve as the vacant positions are filled. Medical clinic revenue totals \$442k for third quarter FY 21-22 compared to \$359k in third quarter FY 20-21.

Environmental Health Earned Revenue by Source: Environmental Health earned revenue is above the budgeted projection for FY 21-22 (\$53k/month) at \$55.1k/month. We are starting to see our seasonal trend of increase revenue in the third quarter of the year due to spring pool inspections and better weather for outdoor inspections and site visits. FY 21-22 third quarter YTD revenue (\$496k) is higher compared to third quarter YTD FY 20-21 (\$426k).

Grants Fund Revenue:

Family Success Alliance (FSA) has drawn \$26,813 of the remaining \$52,016 of the Kenan Grant fiscal year-to-date. Now that FSA is fully staffed, we will continue to draw these grant funds and anticipate exhausting them by June 2022. The NC IncK grant has neither been expended nor revenue received, but a staff person has been hired so those activities will begin in Q4.

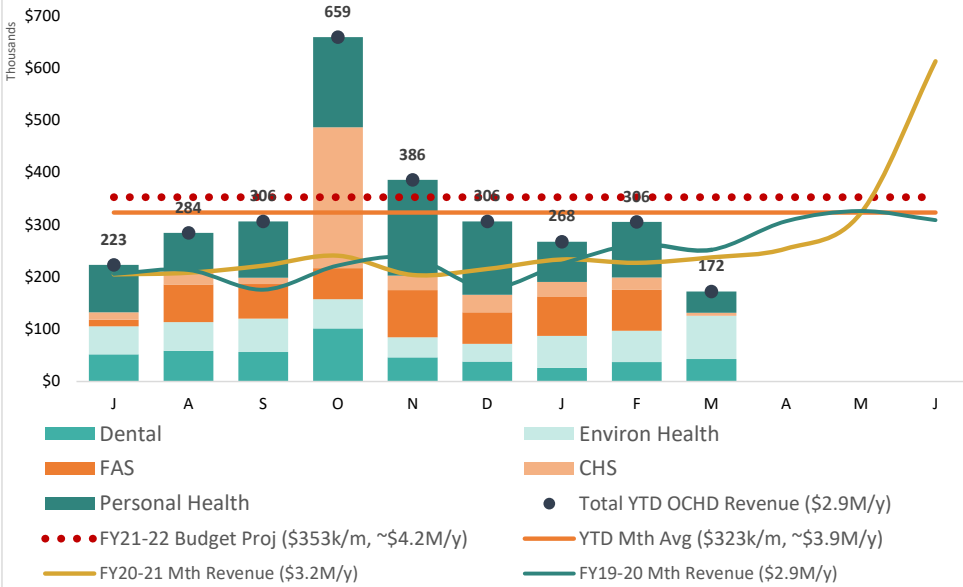
- Recommended Action:**
- Approve
 - Approve & forward to Board of Commissioners for action
 - Approve & forward to _____
 - Accept as information
 - Revise & schedule for future action
 - Other (detail):

BOH GOVERNANCE DASHBOARD

Q3 FY21-22

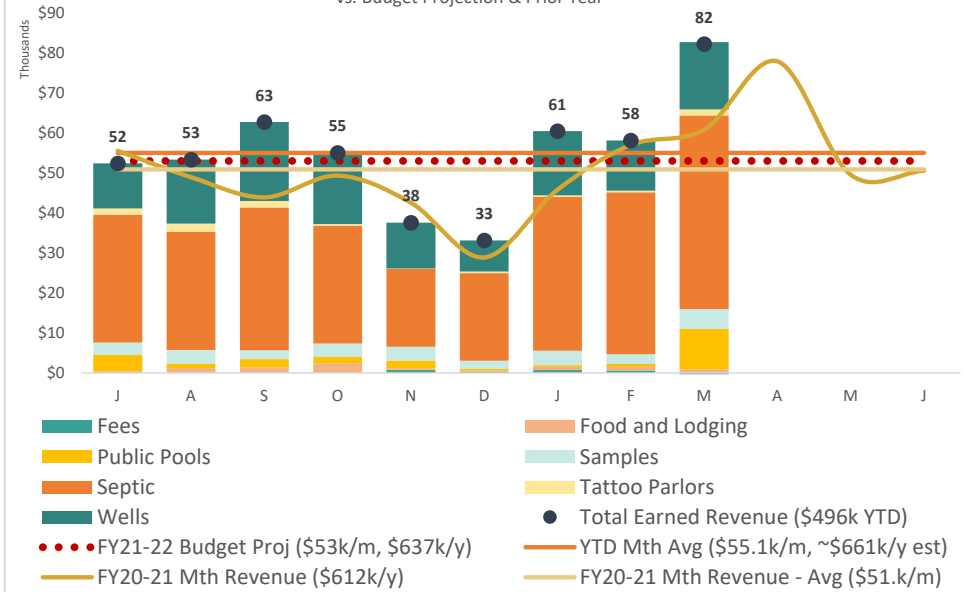
TOTAL HEALTH DEPARTMENT REVENUE

vs. Budget Projections & Prior Year



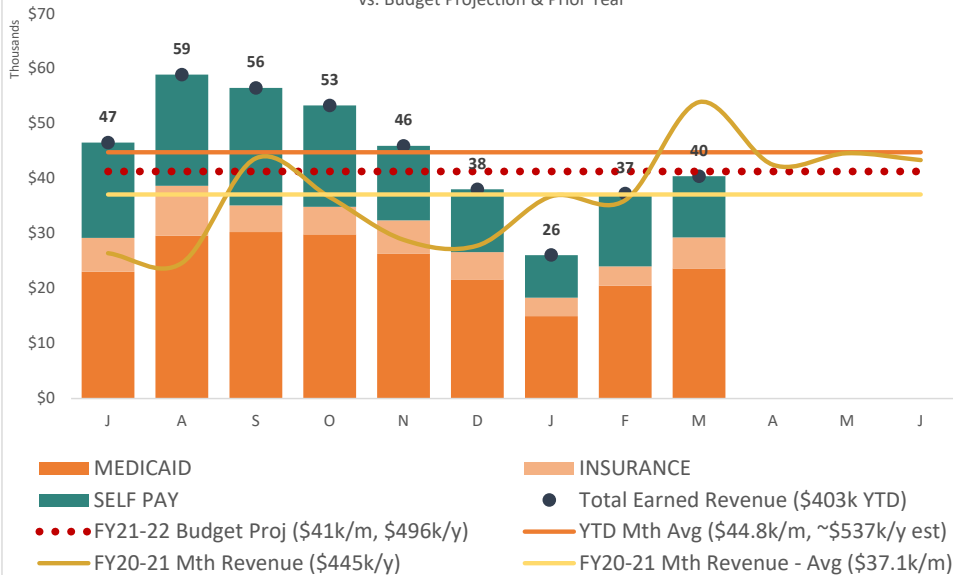
ENVIRONMENTAL (EH) EARNED REVENUE BY SOURCE

vs. Budget Projection & Prior Year



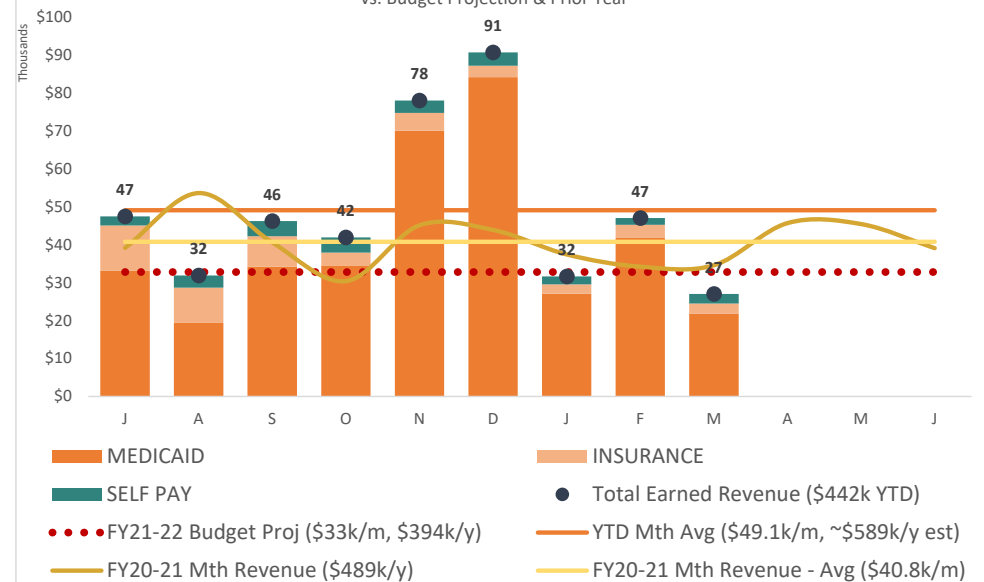
DENTAL EARNED REVENUE BY SOURCE

vs. Budget Projection & Prior Year



MEDICAL (PH) EARNED REVENUE BY SOURCE

vs. Budget Projection & Prior Year



Orange County Health Department
 Third Quarter Financial Report
 FY 2021-2022
 General Fund

TOTAL HEALTH	Q3	YTD ACTUAL	ANNUAL BUDGET	% OF ANNUAL BUDGET
Revenue				
Service Revenue				
Finance and Admin Services	0	(75)	0	#DIV/0!
Dental Health	(103,822)	(403,045)	(495,519)	81.34%
Environmental Health	(202,708)	(501,682)	(603,500)	83.13%
Personal Health	(105,706)	(441,928)	(507,568)	87.07%
Community Health Services	(40,689)	(106,242)	(333,695)	31.84%
Service Revenue Total	(452,925)	(1,452,972)	(1,940,282)	74.88%
State Allocations				
Finance and Admin Services	(154,251)	(514,905)	(1,775,448)	29.00%
Environmental Health	(727)	(2,909)	(39,000)	7.46%
Personal Health	(82,049)	(345,229)	(532,630)	64.82%
Community Health Services	(16,344)	(65,378)	(129,794)	50.37%
State Allocations Total	(253,372)	(928,421)	(2,476,872)	37.48%
Grants Project Revenue				
Community Health Grant	(28,971)	(49,879)	(150,000)	33.25%
Dental Health	(2,500)	(7,830)	(7,830)	100.00%
Environmental Health	0	0	(6,148)	0.00%
MDPP	(1,342)	(7,381)	(19,138)	38.57%
PCM Accesscare	0	(10,687)	0	#DIV/0!
Personal Health	(6,366)	(22,449)	(66,338)	33.84%
CC4C Assesscare	0	(6,329)	0	#DIV/0!
Grants Project Revenue Total	(39,179)	(104,556)	(249,454)	41.91%
Donations				
Finance and Admin Services	0	0	(8,718)	0.00%
Dental Health	0	0	(13,000)	0.00%
Personal Health	0	(51,418)	(22,950)	224.04%
Community Health Services	0	(500)	(9,250)	5.41%
Donations Total	0	(51,918)	(53,918)	96.29%
Revenue Total	(745,476)	(2,537,867)	(4,720,526)	53.76%
Grand Total	(745,476)	(2,537,867)	(4,720,526)	53.76%

Orange County Health Department
 Third Quarter Financial Report
 FY 2021-2022
 General Fund

TOTAL HEALTH	Q3	YTD ACTUAL	ANNUAL BUDGET	% OF ANNUAL BUDGET
Expenditures				
Salaries	1,416,444	4,323,289	7,086,458	61.01%
Benefits	565,063	1,695,844	2,588,522	65.51%
Travel	52	424	1,296	32.73%
Training	635	938	14,084	6.66%
Certifications & Licensing	2,294	4,787	12,525	38.22%
Mileage	3,266	10,209	165,154	6.18%
Telephone	19,868	60,355	134,864	44.75%
Postage	1,757	6,663	11,885	56.06%
Equip Repairs	585	4,747	19,427	24.43%
Equip Rent	638	2,051	4,550	45.07%
Duplicating	745	2,366	10,550	22.42%
Printing	1,231	2,637	22,474	11.74%
Advertising	25	392	11,950	3.28%
Dues	365	4,013	6,404	62.67%
Subscriptions	184	861	1,982	43.44%
Dept Supplies	5,250	15,096	83,465	18.09%
Edu Supplies	406	3,798	16,504	23.01%
Office Supplies	2,057	8,097	27,653	29.28%
Medical Supplies	27,136	89,405	166,884	53.57%
Bloodborn Path Supplies	905	1,836	1,200	152.97%
Pharmacy Supplies	31,607	96,116	138,563	69.37%
Comp Supp/Software	0	1,065	1,888	56.41%
Contracted Srv	132,302	396,949	746,053	53.21%
X-Ray	625	1,463	9,000	16.25%
Lab Srv	22,644	50,091	128,086	39.11%
Bonds & Insurance	12,406	12,406	12,406	100.00%
Uniforms	411	1,693	9,600	17.64%
Community Proj	178	1,104	86,532	1.28%
Accreditation Project	0	3,250	3,250	100.00%
Credit Card Exp	1,596	12,042	12,000	100.35%
Nicotine Replacement Therapy	0	7,155	13,438	53.25%
Capital Exp Under \$500	3,502	5,637	7,396	76.22%
Equipment	6,628	9,207	23,112	39.84%
IT Equipment	4,863	4,453	17,167	25.94%
Furnishings	0	0	14,900	0.00%
Expenditures Total	2,265,667	6,840,439	11,611,222	58.91%
TOTAL HEALTH	2,265,667	6,840,439	11,611,222	58.91%

Orange County Health Department
 Third Quarter Financial Report
 FY 2021-2022
 COVID-19 Funding

TOTAL HEALTH		Q3	YTD ACTUAL	ANNUAL BUDGET
Revenue	COVID TESTING	(185)	(9,229)	(9,750)
	COVID TRACING	(69,366)	(253,106)	(716,623)
	COVID VACCINE	(41,512)	(127,388)	(263,260)
	REGIONAL PREVENTION AND SUPPORT TEAM	(25,042)	(83,625)	(627,894)
Revenue Total		(136,105)	(473,348)	(1,617,527)
Expenditures	COVID GENERAL	16,073	30,747	0
	COVID TESTING	514	9,580	7,855
	COVID TRACING	69,520	288,041	166,732
	COVID VACCINE	36,390	127,128	115,003
	COVID-19 ROUND 1	228	532	0
	COVID-19 ROUND 2	807	10,256	10,000
	REGIONAL PREVENTION AND SUPPORT TEAM	38,420	95,543	627,421
Expenditures Total		161,953	561,826	927,011
County General Fund Total		25,848	88,478	(690,516)

Orange County Health Department
 Third Quarter Financial Report FY
 2021-2022
 Grants Fund

TOTAL HEALTH	Q3	YTD ACTUAL	ANNUAL BUDGET	ANNUAL BUDGET
Revenue				
NCInCK (NC Integrated Care for Kids)	0	0	(25,592)	0.00%
Revenue Total	0	0	(25,592)	0.00%

TOTAL HEALTH	Q3	YTD ACTUAL	ANNUAL BUDGET	% OF ANNUAL BUDGET
Expenditures (InCK)				
Salaries	0	0	20,625	0.00%
Benefits	0	0	4,967	0.00%
Expenditures Total	0	0	25,592	0.00%

Expenditures (Kenan)				
Salaries	17,607	18,046	21,190	85.2%
Benefits	6,254	6,454	-6,119	-106%
Training	0	0	161	0.00%
Personal Mileage	0	0	1,942	0.00%
Contracted Srv	459	1,770	27,568	6.42%
Community Proj	496	543	7,274	7.46%
Expenditures Total	24,816	26,813	52,016	52%

Revenues for the Kenan grant were received in 2020 and budget.