

**Agenda Item Number:**

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

**Meeting Date:** April 24, 2019

**Agenda Item Subject:** 3<sup>rd</sup> Quarter Financial Report FY 18-19

**Attachment(s):** 3<sup>rd</sup> Quarter Financial Report  
3<sup>rd</sup> Quarter Billing Dashboard

**Staff or Board Member Reporting:** Rebecca Crawford

**Purpose:**  Action  
 Information only  
 Information with possible action

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**Summary Information:**

**Total Health Department Revenue:** Average YTD monthly revenue in FY19 at the third quarter is \$223k/month or \$2.0m YTD, representing 54.6% of our overall budgeted revenue for the year. Multiple factors contribute to the lower than normal revenue: Electronic Medical Record (EMR) change to Epic, and departmental closures due to weather related events and computer network outages negatively impacting all divisions. Allocations of Medicaid Max funds will not be transferred into our budget until the end of the fiscal year. Expenses are higher than revenues at 66.5% of the overall budget but are lower than budgeted in an effort to match our reduced revenue intake.

**Total Billing Accuracy:** Billing Accuracy is under construction due to the change in medical EMR. The Informatics team and UNC Epic reporting staff are working diligently to have this measure for both medical and dental back by the fourth quarter financial report.

**Dental Earned Revenue by Source:** The FY 18-19 average monthly dental revenue (\$43.6k/month) for the third quarter is slightly below our budget projection (\$45k/month) but higher than our FY 17-18 average of \$42.6k/month. FY 18-19 dental earned revenue totaled \$393k at the end of the third quarter.

**Medical Earned Revenue by Source:** Medical earned revenue is currently below the budgeted projection for FY 18-19 (\$55.6k/month) at \$35.5k/month (although higher than the first quarter average of \$16.3k/month and second quarter average of \$22k/month). We continue to recover from factors in the first and second quarter which contributed to

lower revenue but are steadily seeing an increase as our Epic EMR allows us to capture more and more of our earned revenue that was delayed. Medical clinic earned revenue totals \$320k for third quarter FY 18-19.

**Environmental Health Earned Revenue by Source:** Environmental Health earned revenue is currently below the budgeted projection for FY 18-19 (\$53k/month) at \$44.9k/month) although this is a seasonal trend and has also been affected by office closings and wet weather, which resulted in an inability to perform as many onsite well and septic inspections. We typically see an increase in revenue during the spring with public pool and septic inspections and the division has implemented a strategy to quickly decrease the number of pending weather-delayed inspections. Environmental Health earned revenue totals \$404k for third quarter FY 18-19.

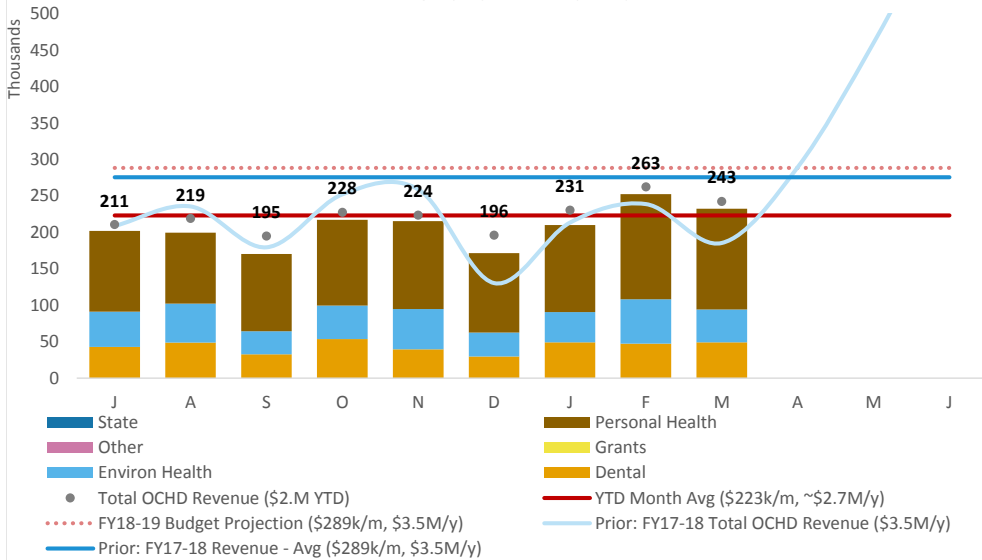
**Grants Fund Revenue:**

FSA has drawn \$100k of the multi-year Kenan grant. We will receive the second allocation of \$100k after third quarter FY 18-19. Expenditures continue to increase as the Social Work Supervisor II implements her program strategies.

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

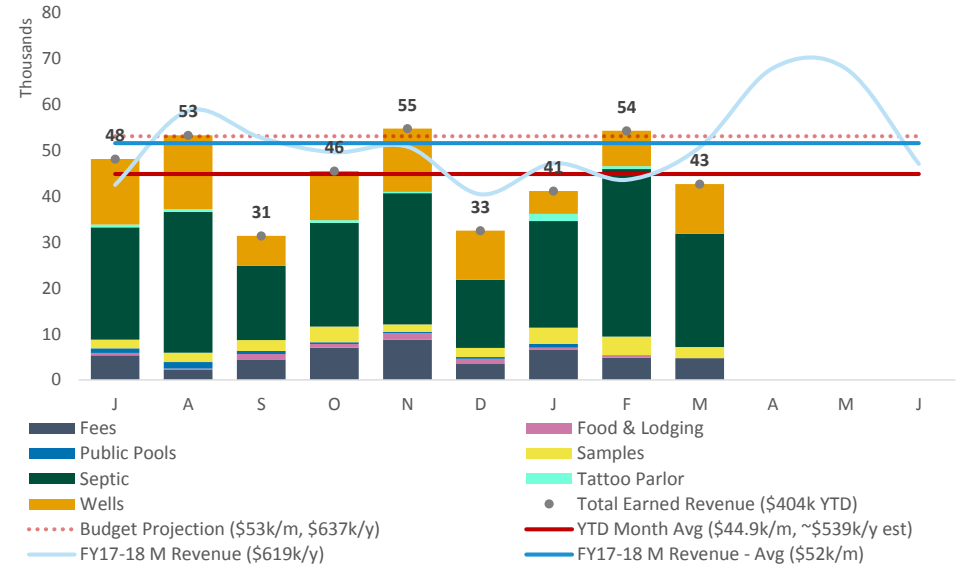
### TOTAL HEALTH DEPARTMENT REVENUE

vs. budget projections & prior year



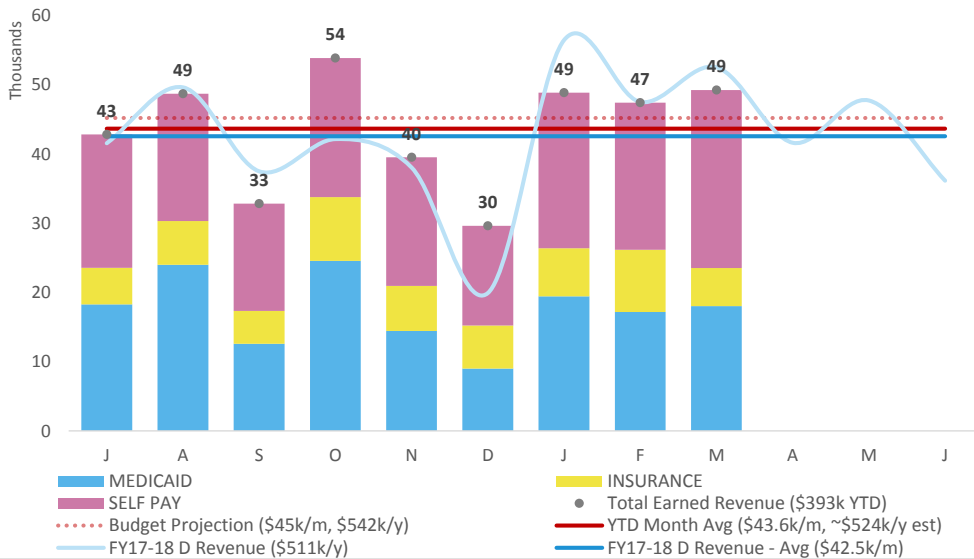
### ENVIRONMENTAL (EH) EARNED REVENUE BY SOURCE

vs. budget projection & prior year



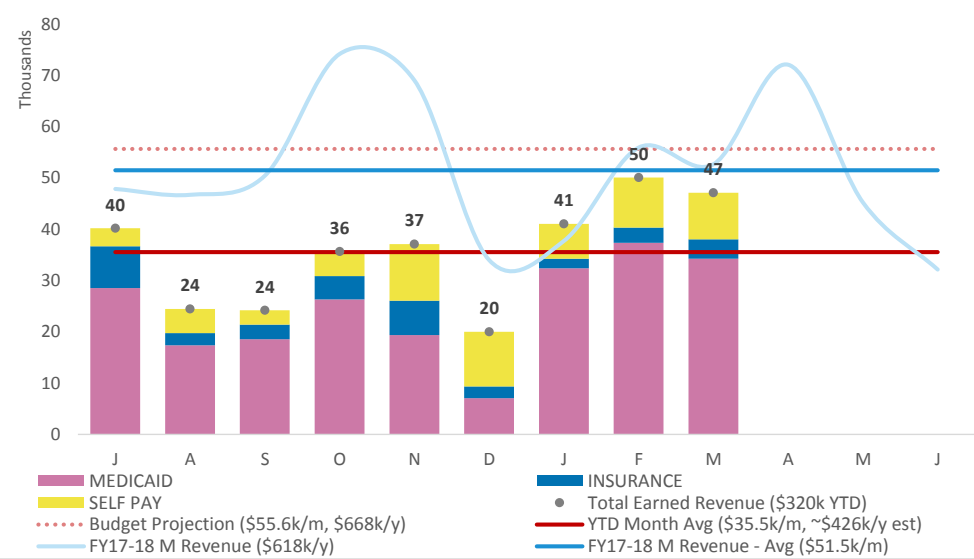
### DENTAL EARNED REVENUE BY SOURCE

vs. budget projection & prior year



### MEDICAL (PH) EARNED REVENUE BY SOURCE

vs. budget projection & prior year



\* NOTE : FY18-19 Billing Accuracy has not been calculated for the quarter. Because of the switch from Patagonia to EPIC we are not able to create this part of the dashboard at the present time.

Orange County Health Department  
 Third Quarter Financial Report  
 FY 2018-2019  
 General Fund

TOTAL HEALTH	Q3	YTD ACTUAL	ANNUAL BUDGET	% OF ANNUAL BUDGET
<b>Revenue</b>				
<b>Donations</b>				
Dental Health	(1,000)	(1,000)	(1,000)	100.00%
Finance and Admin Services	0	(6,000)	(6,000)	100.00%
Health Promotion & Edu	(11,448)	(32,140)	(16,386)	196.15%
Personal Health	(2,101)	(2,501)	(18,000)	13.89%
<b>Donations Total</b>	<b>(14,549)</b>	<b>(41,641)</b>	<b>(41,386)</b>	<b>100.62%</b>
<b>Internal Allocation</b>				
Dental Health	0	0	(18,000)	0.00%
Finance and Admin Services	0	0	(37,144)	0.00%
Health Promotion & Edu	0	0	(244,756)	0.00%
Personal Health	0	0	(30,000)	0.00%
<b>Internal Allocation Total</b>	<b>0</b>	<b>0</b>	<b>(329,900)</b>	<b>0.00%</b>
<b>Service Revenue</b>				
Dental Health	(144,630)	(391,781)	(542,217)	72.26%
Environmental Health	(138,215)	(403,572)	(637,494)	63.31%
Personal Health	(138,207)	(319,793)	(667,625)	47.90%
<b>Service Revenue Total</b>	<b>(421,052)</b>	<b>(1,115,146)</b>	<b>(1,847,336)</b>	<b>60.37%</b>
<b>State Allocations</b>				
Environmental Health	(6,654)	(7,224)	(72,339)	9.99%
Finance and Admin Services	(11,912)	(37,819)	(42,921)	88.11%
Health Promotion & Edu	(17,649)	(52,418)	(104,446)	50.19%
Personal Health	(136,469)	(365,809)	(559,190)	65.42%
<b>State Allocations Total</b>	<b>(172,683)</b>	<b>(463,270)</b>	<b>(778,896)</b>	<b>59.48%</b>
<b>Grants Project Revenue</b>				
AFDO Grant	(2,500)	(2,500)	(5,500)	45.45%
CC4C Accesscare	(36,611)	(108,878)	(147,686)	73.72%
Community Health Grant	(39,884)	(66,243)	(145,914)	45.40%
MDPP	(3,135)	(4,754)	(11,134)	42.70%
PCM Accesscare	(37,287)	(115,958)	(167,334)	69.30%
Personal Health	(5,337)	(16,688)	(59,864)	27.88%
Piedmont Hlth Srv - Nutr	(2,758)	(13,778)	(33,800)	40.76%
<b>Grants Project Revenue Total</b>	<b>(127,511)</b>	<b>(328,798)</b>	<b>(571,232)</b>	<b>57.56%</b>
<b>Revenue Total</b>	<b>(735,795)</b>	<b>(1,948,856)</b>	<b>(3,568,750)</b>	<b>54.61%</b>

Orange County Health Department  
 Third Quarter Financial Report  
 FY 2018-2019  
 General Fund

TOTAL HEALTH	Q3	YTD ACTUAL	ANNUAL BUDGET	% OF ANNUAL BUDGET
<b>Expenditures</b>				
Salaries	1,365,004	4,120,904	5,903,833	69.80%
Benefits	526,154	1,563,073	2,148,106	72.77%
Travel	4,708	10,215	27,078	37.73%
Training	12,268	34,224	71,410	47.93%
Certifications & Licensing	4,901	11,323	10,450	108.35%
Mileage	6,351	22,604	38,847	58.19%
Telephone	13,935	74,037	104,825	70.63%
Postage	3,815	10,614	13,405	79.18%
Equip Repairs	1,798	5,299	7,925	66.86%
Equip Rent	218	1,075	1,200	89.57%
Duplicating	1,976	6,924	11,350	61.01%
Printing	669	3,682	24,533	15.01%
Advertising	430	12,809	22,872	56.00%
Dues	1,729	4,172	6,225	67.02%
Subscriptions	169	614	1,700	36.11%
Dept Supplies	8,870	15,377	41,970	36.64%
Edu Supplies	2,282	3,320	21,110	15.73%
Office Supplies	5,592	17,050	28,718	59.37%
Medical Supplies	22,353	89,379	150,742	59.29%
Bloodborn Path Supplies	405	854	1,200	71.13%
Pharmacy Supplies	28,211	111,260	160,904	69.15%
Comp Supp/Software	2,855	4,755	5,933	80.15%
Contracted Srv	333,534	980,542	1,762,608	55.63%
X-Ray	1,504	8,428	24,625	34.22%
Lab Srv	21,267	68,352	150,690	45.36%
Bonds & Insurance	0	0	10,815	0.00%
Uniforms	1,915	7,413	8,700	85.20%
Community Proj	4,272	17,660	46,683	37.83%
Innovations Project	1,130	9,135	15,005	60.88%
Accreditation Project	0	2,750	2,750	100.00%
Credit Card Exp	2,240	7,257	11,800	61.50%
Capital Exp Under \$500	5,097	10,941	12,923	84.66%
Nicotine Replacement Therapy	0	3,209	9,111	35.22%
Hurricane Florence	0	147	0	0.00%
<b>Expenditures Total</b>	<b>2,385,650</b>	<b>7,239,395</b>	<b>10,860,046</b>	<b>66.66%</b>
<b>Capital Expenditures</b>				
Equipment	7,688	8,612	24,853	34.65%
IT Equipment	582	582	10,599	5.49%
Furnishings	0			0.00%
<b>Capital Expenditures Total</b>	<b>8,269</b>	<b>9,193</b>	<b>35,452</b>	<b>25.93%</b>
<b>Expenditures Total</b>	<b>2,393,919</b>	<b>7,248,588</b>	<b>10,895,498</b>	<b>66.53%</b>

Orange County Health Department  
 Third Quarter Financial Report  
 FY 2018-2019  
 Grants Fund

TOTAL HEALTH	Q3	YTD ACTUAL	ANNUAL BUDGET	% OF ANNUAL BUDGET
<b>Revenue</b>				
Kenan Grant	0	(100,000)	(300,000)	33.33%
<b>Revenue Total</b>	<b>0</b>	<b>(100,000)</b>	<b>(300,000)</b>	<b>33.33%</b>

TOTAL HEALTH	Q3	YTD ACTUAL	ANNUAL BUDGET	% OF ANNUAL BUDGET
<b>Expenditures</b>				
Salaries	12,692	20,096	184,249	10.91%
Benefits	5,217	8,014	60,996	13.14%
Training	65	65	3,496	1.86%
Mileage	131	258	3,061	8.42%
Contracted Srv	0	0	27,568	0.00%
Community Proj	252	812	10,730	7.57%
IT Equipment	760	9,568	9,900	0.00%
<b>Expenditures Total</b>	<b>19,117</b>	<b>38,813</b>	<b>300,000</b>	<b>12.94%</b>