

Agenda Item Number:

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

Meeting Date: October 22, 2014

Agenda Item Subject: 1st Quarter Billing Dashboard

Attachment(s): 1st Quarter Billing Dashboard

Staff or Board Member Reporting: Coby Jansen Austin

Purpose: Action
 Information only
 Information with possible action

Total Health Department Revenue: Average monthly revenue for the 1st Quarter is \$174k/month, which represents 21% of our overall budgeted revenue for the year. The health department often has some seasonality in its revenue stream, and we expect increased revenue during the next couple months (flu season). We are also awaiting the transfer of funds for various grants that are already secured. It is reasonable to expect that our revenue will be on track with our budget projection (\$207k/month).

Total Billing Accuracy: Medical increased its billing accuracy by 11% from 73% in FY 12-13 to 84% in FY 13-14. After surpassing our billing accuracy goal of 80% in FY 13-14, we set a new goal of reaching 90% in FY 14-15.

So far this quarter our accuracy is just above 80%. There is a time lag in calculating billing accuracy because many of the claims from this quarter are still being processed; therefore, it is difficult to see a trend this early in the FY. Monthly numbers from this quarter will be updated on future dashboards.

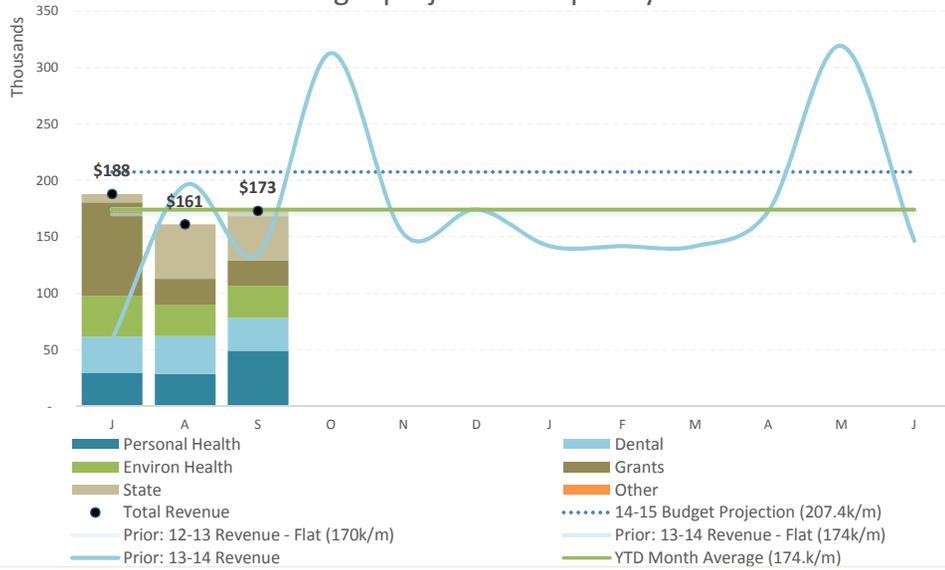
Note that our billing accuracy measure now includes both Medical and Dental. We are continuing to refine our definition of what is a billable claim, and the billing accuracy percent presented here reflects a conservative estimate of our accuracy. Reducing the proportion of unpaid Self-Pay claims will need additional work, but it's not likely that we will ever recover 100% of those claims. Therefore, 90% is an aggressive, but achievable goal.

Dental Earned Revenue by Source: Dental earned revenue has consistently increased from year to year, and our current average monthly revenue (\$31.5k/month) nearly meets our budget projection (\$32.3k/month).

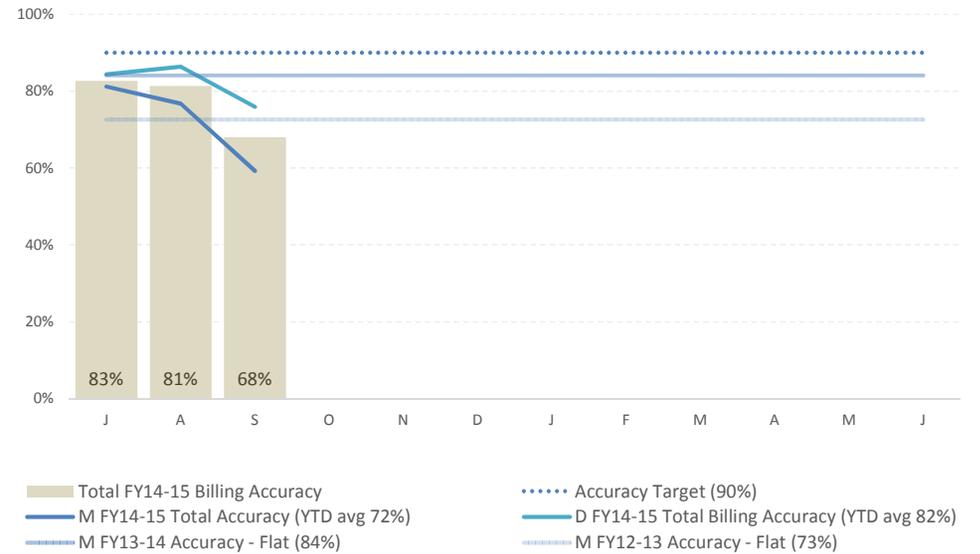
Medical Earned Revenue by Source: Medical earned revenue follows a similar trend as last FY, although the monthly average this quarter (\$35.8k/month) is a bit lower than our budget projection (\$48k/month). We expect some seasonal increases in revenue, and we anticipate some additional revenue due to claims that were delayed due to staff turnover.

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

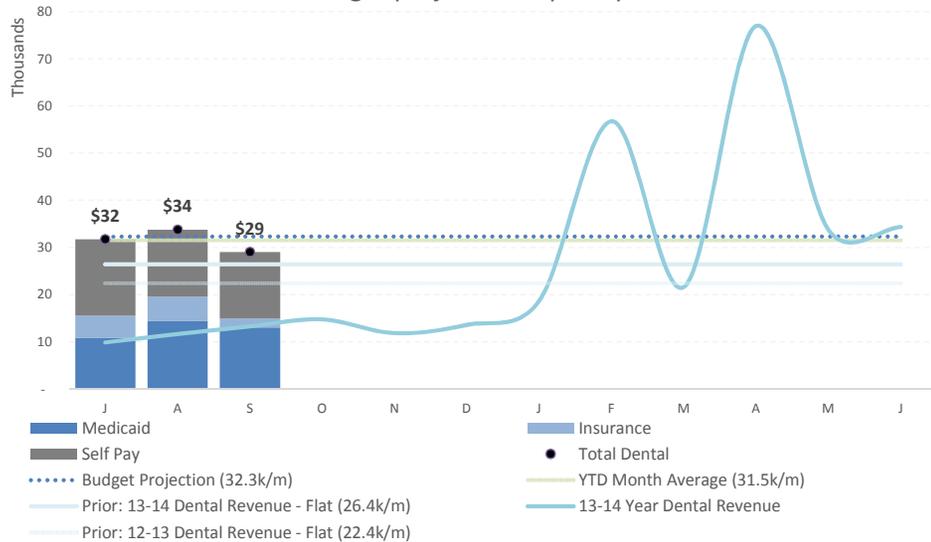
TOTAL HEALTH DEPARTMENT REVENUE vs. budget projections & prior year



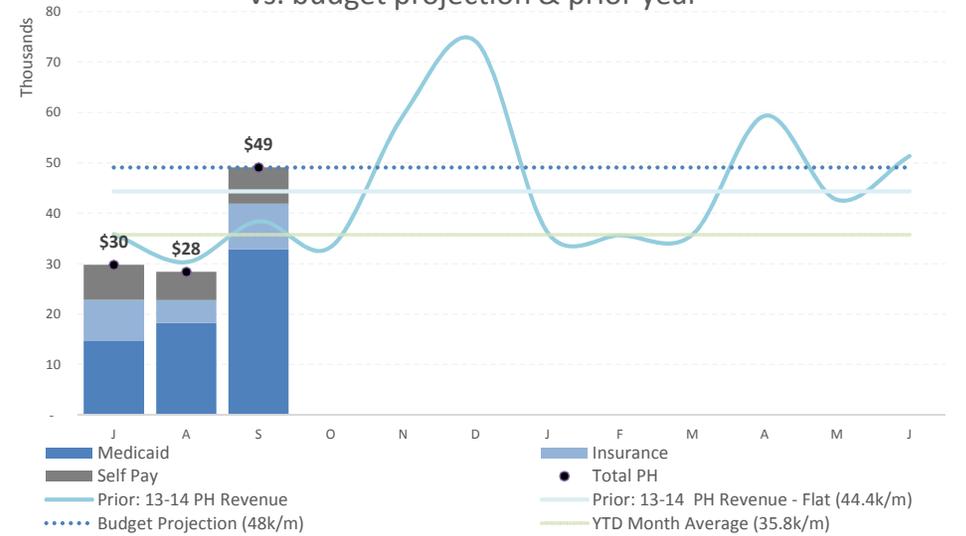
TOTAL BILLING ACCURACY* vs. prior years & goal



DENTAL EARNED REVENUE BY SOURCE vs. budget projection & prior year



MEDICAL (PH) EARNED REVENUE BY SOURCE vs. budget projection & prior year



* NOTE : FY 14-15 Billing accuracy newly combines dental and medical paid claims, unpaid claims & un-claimed appointments. Claims can take a quarter to realize payment - billing accuracy for all months increases with time as claims are finalized and errors are reworked.