

**SOUTHERN HUMBOLDT COMMUNITY
HEALTHCARE DISTRICT
FINANCE COMMITTEE
MEETING**

**Friday
April 21, 2023
10:00 a.m.**

**286 Sprowel Creek Road
Garberville, CA 95542**



SoHum Health



Finance Committee

Date: Friday, April 21, 2023

Time: 10:00 a.m.

Location: Sprowel Creek Campus, Room 106

Facilitator: Governing Board President Corinne Stromstad

Link: <https://shchd.webex.com/shchd/j.php?MTID=m7a6d68c4a5803e9129917b34e0c07f97>

Agenda

Time*	Page	Item
10:00 a.m.		A. Call to Order
10:01 a.m.		B. Public Comment (3-minute limit per person)
		See public comment instructions below
10:05 a.m.		C. Announcements
10:10 a.m.	1-2	D. Previous Meeting Minutes
		1. Minutes from Friday, March 24, 2023
		E. Discussion and Review
10:15 a.m.	3-6	1. February, 2023 Financials – Paul Eves
10:30 a.m.	7-19	2. March, 2023 Patient Financial Services and HRG Reports – Marie Brown and Remy Quinn
	20-29	3. Approval for Data Backup and Email Storage, Kent Scown and Jason Dockins – SEE ATTACHED
		F. Discussion Items to Report to the Board
		G. Next Meeting: Friday, May 19, 2023



PUBLIC COMMENT ON MATTERS NOT ON THE MEETING AGENDA: Members of the public are welcome to address the Board on items not listed on the agenda and within the jurisdiction of the Board of Directors. The Board is prohibited by law from taking action on matters not on the agenda, but may ask questions to clarify the speaker's comment and/or briefly answer questions. The Board limits testimony on matters not on the agenda to three minutes per person and not more than ten minutes for a particular subject, at the discretion of the Chair of the Board.

PUBLIC COMMENT ON MATTERS THAT ARE ON THE AGENDA: Individuals wishing to address the Board regarding items on the agenda may do so after the Board has completed their initial discussion of the item and before the matter is voted on, so that the Board may have the benefit of these comments before making their decision. Please remember that it is the Board's responsibility to discuss matters thoroughly amongst themselves and that, because of Brown Act constraints, the Board meeting is their only opportunity to do so.

OTHER OPPORTUNITIES FOR PUBLIC COMMENT: Members of the public are encouraged to submit written comments to the Board at any time by writing to Board of Directors, SHCHD, 733 Cedar Street, Garberville, CA 95542. Writers who identify themselves may, at their discretion, ask that their comments be shared publicly. All other comments shall be kept confidential to the Board and appropriate staff.

IN COMPLIANCE WITH THE AMERICANS WITH DISABILITIES ACT, if you require special accommodations to participate in a District meeting, please contact the District Clerk at 707-923-3921, ext. 1303 at least 48 hours prior to the meeting." **Times are estimated*

**Times are estimated/Posted: Tuesday, March 21, 2023*



Finance Committee

Date: Friday, March 24, 2023

Time: 10:00 a.m.

Location: Sprowel Creek Campus Rm 106 and via Webex

Facilitator: Governing Board President Corinne Stromstad

Minutes

Finance Committee Present: Corinne Stromstad, Kevin Church, Paul Eves and Matt Rees (via Webex)

Also Present: Marie Brown, PFS Manager, Barbara Truitt, Board Member, and Darrin Guerra, Administrative Assistant

By Webex: Kent Scown, COO

- A. Call to Order – Corinne Stromstad called the meeting to order at 10:00 a.m.
- B. Public Comment (3-minute limit per person) – none
- C. Announcements - none
- D. Previous Meeting Minutes – Minutes from February 17, 2023.

Motion: Kevin Church moved to approve the February 17, 2023 Finance minutes.

Second: Matt Rees

Motion Carried

E. Discussion and Review

- 1. January, 2023 Financials – CEO Matt Rees for CFO Paul Eves– see report
 - Other operating IGTs and supplementals should be adjusted to about 3.1. What's on the report is very conservative.
 - Still waiting for the \$1M from Medicare, should be an additional \$750K, all in the next month.
 - \$2M other liabilities should go to a previous year, so it'll be gone
 - Humboldt County Property tax account is down to \$4,700. We used the remainder to pay for the property across the street.

Motion: Matt Rees made a motion to not pass January, 2023 Financial Statements, as adjustments need to be made before they go to the board.

Second: Corinne Stromstad

Motion carried



- 2. February, 2023 Patient Financial Services and HRG Reports – Marie Brown - see report
- F. Discussion Items to Report to the Board – A summary of today’s reports will be taken to the Board.
- G. Next Meeting: Friday, April 21, 2023.
- H. Adjourned at 10:24 a.m.

Minutes by Karen Johnson

**Southern Humboldt Community
Healthcare District**

	March 22	April 22	May 22	June 22	July 22	Aug 22	Sept 22	Oct 22	Nov 22	Dec 22	Jan 23	Febr 23	Current 12 Month AVG	Year to Date- Current Year
In Patient Statistics														
Total Acute Patient Days	15	5	3	7	6	6	10	8	22	8	14	13	10	87
Total Swing Patient Days	95	98	54	3	3	26	37	51	91	95	95	95	62	493
Total SNF Patient Days	217	228	221	215	248	248	214	241	240	235	197	223	227	1,846
Total Patient Days	327	331	278	225	257	280	261	300	353	338	306	331	299	2,426
Total Acute Discharges	3	3	1	3	1	2	3	2	8	3	4	4	3	27
Total Swing Discharges	5	5	3	2	1	1	3	3	4	5	3	2	3	22
Total SNF Discharges	0	0	2	0	4	0	1	0	0	2	2	0	1	9
	8	8	6	5	6	3	7	5	12	10	9	6	7	58
Acute Length of Stay	5.00	1.67	3.00	2.33	6.00	3.00	3.33	4.00	2.75	2.67	3.50	3.25	3.07	12
ER Admits	4	3	2	3	1	2	3	2	8	5	6	4	4	31
I/P Lab Visits	14	17	22	23	41	61	15	20	27	27	34	17	27	242
I/P Radiology Visits	6	6	10	3	3	5	5	3	6	2	6	0	5	30
I/P EKG's	0	0	0	0	0	0	3	0	0	1	1	1	1	6
Out Patient Statistics														
ER Visits	218	219	248	270	278	287	259	226	271	277	239	219	251	2,056
Clinic Visits	509	452	500	479	466	581	415	467	463	468	407	363	464	3,630
SLS Visits		0	0				0	0	0	0	0	0	0	0
Outpatient Medical	1042	1049	1453	1853	1859	2005	1184	839	905	701	712	437	1,170	8,642
Laboratory Visits	589	574	681	702	753	1351	507	401	481	437	424	351	604	4,705
Radiology	170	161	154	193	162	160	173	171	166	147	164	129	163	1,272
Mammography	14	13	28	9	18	30	18	19	9	28	46	52	24	220
CT Scans	88	72	80	88	63	80	77	60	90	57	76	69	75	572
Ultra Sonography								8	30	75	25	58	39	196
EKG's	37	34	59	64	28	47	62	40	77	56	57	41	50	408
Total O/P Visits	2,667	2,574	3,203	3,658	3,627	4,541	2,695	2,231	2,492	2,246	2,150	1,719	-	21,701
Retail Pharmacy Rxs Sold	2,999	2,983	3,237	3,279	3,512	3,693	3,472	3,468	3,314	3,404	3,859	3,124	3,362	27,846
Salary Statistics														
Productive FTE's	77.4	79.7	81.1	81.2	81.2	80.2	87.4	90.7	98.4	87.5	85.3	89	84.9	
Paid FTE's	88.0	87.8	88.2	92.0	91.8	94.5	97.3	101.6	101.3	101.3	104.7	112.3	96.7	
Salaries & Ben as % of Net Rev	60.63%	70.03%	71.65%	48.15%	2867.64%	56.79%	63.30%	82.33%	55.64%	69.71%	76.36%	60.63%		
Benefits as % of Salaries	33.14%	43.42%	47.12%	-24.13%	11.55%	23.93%	19.68%	32.98%	38.32%	23.86%	31.70%	33.14%		
Revenue Statistics														
Gross A/R > 120 Days	2,071,508	2,181,976	1,997,956	1,799,059	1,676,234	1,718,059	1,160,605	794,385	751,731	532,080	752,580	787,397	1,465,723	
A/R>120 Days as % of Total AR	41.8%	41.8%	41.8%	41.8%	43.8%	43.8%	39.3%	26.8%	26.8%	23.9%	23.9%	23.9%	0	
Gross Days in A/R	86.5	88.5	84.9	82.9	83.4	77.0	72.0	60.0	55.0	54.9	51.7	54.0	74	
Net Days in A/R	79.9	80.0	78.6	75.0	77.3	71.0	67.0	54.0	49.0	49.0	47.2	48.0	67	
A/R Cash Collections	770,454	1,024,101	1,137,769	1,227,309	801,517	1,182,187	815,275	767,658	937,047	1,319,235	1,319,235	1,260,563	1,013,478	
Collections as % of Net Rev	69.3%	58.4%	91.6%	95.1%	54.9%	2860.8%	55.6%	57.6%	82.0%	79.2%	71.6%	93.7%	303.0%	
Accounts Payable Days	6.0	6.5	7.1	3.9	2.1	1.1	0.8	2.2	2.2	2.2	2.2	2.2	3.6	
Cash Collections per Cal Day	24,853	33,036	36,702	39,591	25,855	38,135	26,299	24,763	30,227	42,556	42,556	40,663	32,693	347,603
Cash Disburs. per Cal Day	69,789	46,099	53,257	53,859	58,544	50,307	50,270	54,701	55,648	64,461	58,461	77,266	55,835	957,109
DATA Entry/Details/Calcs														
Calendar Days	31	30	31	30	31	31	30	31	30	31	31	28		

**Southern Humboldt Community
Healthcare District
Income Statement
February 2023**

Current Month			Year to Date			
\$					\$	%
Variance	Budget	Actual		Actual	Budget	Variance
			GROSS PATIENT REVENUE			
37,755	237,500.00	275,255.00	INPATIENT	1,709,861.00	1,900,000.00	(190,139)
6,453	41,670.00	48,123.00	INPATIENT ANCILLARY	441,854.00	333,360.00	108,494
325,580	1,202,080.00	1,527,660.00	OUTPATIENT ANCILLARY	11,020,850.00	9,616,640.00	1,404,210
369,788	1,481,250.00	1,851,038.00	TOTAL PATIENT REVENUE	13,172,565.00	11,850,000.00	1,322,565
			DEDUCTIONS FROM REVENUE			
(71,082)	515,630.00	444,548.00	CONTRACTUAL ALLOWANCES	3,612,753.00	4,125,040.00	(512,287)
(54,438)	71,670.00	17,232.00	PROVISION FOR BAD DEBTS	671,924.00	573,360.00	98,564
16,567	36,000.00	52,567.00	OTHER ALLOWANCES/DEDUCTIONS	647,678.00	288,000.00	359,678
	(300,000.00)	(400,000.00)	OTHER OPERATING IGTs & SUPPLEMENTAL	(2,100,000.00)	(300,000.00)	
(208,953)	323,300.00	114,347.00	TOTAL DEDUCTIONS	2,832,355.00	4,686,400.00	(1,854,045)
578,741	1,157,950.00	1,736,691.00	NET PATIENT REVENUE	10,340,210.00	7,163,600.00	3,176,610
4,354	12,000.00	16,354.00	OTHER OPERATING REVENUE	122,665.00	96,000.00	26,665
583,095	1,169,950.00	1,753,045.00	TOTAL OPERATING REVENUE	10,462,875.00	7,259,600.00	3,203,275
66,640	731,670.00	798,310.00	SALARIES & WAGES	5,633,931.00	5,853,360.00	(219,429)
106,215	158,330.00	264,545.00	EMPLOYEE BENEFITS	1,422,495.00	1,266,640.00	155,855
17,670	123,330.00	141,000.00	PROFESSIONAL FEES	1,489,761.00	986,640.00	503,121
483,410	112,500.00	595,910.00	SUPPLIES	955,098.00	900,000.00	55,098
(5,115)	21,670.00	16,555.00	REPAIRS & MAINTENANCE	141,145.00	173,360.00	(32,215)
124,161	110,000.00	234,161.00	PURCHASED SERVICES	1,345,700.00	880,000.00	465,700
(1,404)	14,170.00	12,766.00	UTILITIES	121,831.00	113,360.00	8,471
(10,304)	23,330.00	13,026.00	INSURANCE	91,364.00	186,640.00	(95,276)
0		0.00	INTEREST	0.00	0.00	0
7,511	38,330.00	45,841.00	DEPRECIATION/ AMORTIZATION	335,053.00	306,640.00	28,413
8,015	33,330.00	41,345.00	OTHER	521,851.00	266,640.00	255,211
796,799	1,366,660.00	2,163,459.00	TOTAL OPERATING EXPENSES	12,058,229.00	10,933,280.00	1,124,949
(213,704)	(196,710.00)	(410,414.00)	OPERATING PROFIT (LOSS)	(1,595,354.00)	(3,673,680.00)	2,078,326
(2,500)	95,000.00	92,500.00	TAX REVENUE	655,855.00	760,000.00	(104,145)
391,060	40,000.00	431,060.00	OTHER NONOPERATING REV (EXP)	728,168.91	320,000.00	408,169
0.00			INTEREST INCOME	56,297.00		
388,560	135,000.00	523,560.00	NET NON OPERATING REV (EXP)	1,440,320.91	1,080,000.00	360,321
174,856	(61,710.00)	113,146.00	NET INCOME (LOSS)	(155,033.09)	(2,593,680.00)	2,438,647

**Southern Humboldt
Community Healthcare District
Income Statement Trend**

	March 22	April 22	May 22	June 22	July 22	Aug 22	Sept 22	Oct 22	Nov 22	Dec 22	Jan 23	Febr 23	12 Month AVG: Jan '22-Dec 22	YTD - Current Year
Inpatient Daily Hospital Services	263,867	217,261	192,011	175,686	203,494	195,530	226,636	229,926	312,161	274,851	267,263	275,255	236,162	1,709,861
Ancillary Revenue	86,204	71,057	64,210	41,791	62,795	46,574	49,420	59,860	97,151	49,174	76,880	48,123	62,770	441,854
Outpatient Revenue	1,472,842	1,285,791	1,414,753	1,463,561	1,494,265	1,585,012	1,608,495	1,477,715	1,791,368	1,514,071	1,549,924	1,527,660	1,515,455	11,020,850
Total Hospital Revenue	1,822,913	1,574,109	1,670,974	1,681,038	1,760,554	1,827,116	1,884,551	1,767,501	2,200,680	1,838,096	1,894,067	1,851,038	1,814,386	13,172,565
Contractual Allowances	761,987	556,716	615,921	472,276	144,218	594,051	673,790	815,485	701,700	197,898	485,611	444,548	538,683	3,612,753
Provision for Bad Debts	10,157	49,676	17,220	43,045	76,189	12,288	96,895	34,203	64,639	53,223	334,487	17,232	67,438	671,924
Other Allowances/Deductions	90,994	52,827	61,168	21,290	191,920	73,992	78,939	90,138	84,880	78,020	49,789	52,567	77,210	647,678
Other Operating: IGTs & Supplemental	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(300,000)	(400,000)	(308,333)	(2,100,000)
Total Deductions	563,138	359,219	394,309	236,611	112,327	380,331	549,624	639,826	551,219	29,141	569,887	114,347	374,998	2,832,355
Contractual %													21%	22%
Net Patient Revenue	1,259,775	1,214,890	1,276,665	1,444,427	1,648,227	1,446,785	1,334,927	1,127,675	1,649,461	1,808,955	1,324,180	1,736,691	1,314,490	10,340,210
Net Revenue %	69%	77%	76%	86%	94%	79%	71%	64%	75%	98%	70%	94%	72%	78%
Other Operating Revenue	14,964	26,619	14,215	15,242	15,449	20,822	16,920	15,442	15,842	16,490	21,700	16,354	17,505	122,665
Total Revenue	1,274,739	1,241,509	1,290,880	1,459,669	1,663,676	1,467,607	1,351,847	1,143,117	1,665,303	1,825,445	1,345,880	1,753,045	1,331,995	10,462,875
Salaries & Wages	634,230	606,216	628,652	926,391	1,062,282	672,518	704,531	707,695	669,912	1,036,649	780,344	798,310	768,978	5,633,931
Employee Benefits	271,899	263,210	296,245	(223,582)	122,742	160,924	138,636	233,405	256,697	247,346	262,745	264,545	191,234	1,422,495
Professional Fees	310,402	178,201	228,761	214,234	175,415	224,275	217,692	269,048	233,284	141,316	228,731	141,000	213,530	1,489,761
Supplies	93,932	68,106	119,328	64,935	103,987	132,886	89,573	137,641	164,621	150,619	175,771	595,910	158,109	955,098
Repairs & Maintenance	16,373	43,108	21,161	24,467	48,351	15,083	12,430	10,658	15,757	18,360	20,506	16,555	21,901	141,145
Purchased Services	109,754	87,732	221,948	427,722	189,613	202,305	195,034	197,269	169,223	193,708	198,548	234,161	202,251	1,345,700
Utilities	6,414	32,704	18,898	42,146	9,191	17,557	18,992	19,889	16,375	19,917	19,910	12,766	19,563	121,831
Insurance	13,112	13,112	13,112	13,111	13,117	13,117	13,026	13,026	13,026	13,026	13,026	13,026	13,070	91,364
Interest														0
Depreciation	48,603	48,603	48,603	48,603	47,210	47,210	48,125	48,125	48,127	48,128	48,128	45,841	47,942	335,053
Other Expense	55,565	41,975	54,246	77,739	42,944	73,651	70,056	58,985	82,417	129,231	64,567	41,345	66,060	521,851
Total Expenses	1,560,284	1,382,967	1,650,954	1,615,766	1,814,852	1,559,526	1,508,095	1,695,741	1,669,439	1,998,300	1,812,276	2,163,459	1,702,638	12,058,229
Expenses %	122%	111%	128%	111%	109%	106%	112%	148%	100%	109%	135%	123%	128%	5%
Profit/Loss from Operations	(285,545)	(141,458)	(360,074)	(156,097)	(151,176)	(91,919)	(156,248)	(552,624)	(4,136)	(172,855)	(466,396)	(410,414)	(370,643)	(1,595,354)
Tax Revenue	92,500	92,500	92,500	92,500	92,500	92,500	92,500	92,500	92,500	92,500	100,855	92,500	93,196	655,855
Other Non Operating Rev (Exp)	383,116	301,936	365,465	724,752	100,000	12,035	73,376	55,512		85,913	401,333	431,060	266,773	728,169
Interest Income		9,031					27,704		143	28,450			16,332	56,297
Net Non-operating Rev/(Exp)	475,616	403,467	457,965	817,252	192,500	104,535	193,580	148,012	92,643	206,863	502,188	523,560	376,301	1,440,321
NET INCOME/ (LOSS)	190,071	262,009	97,891	661,155	41,324	12,616	37,332	(404,612)	88,507	34,008	35,792	113,146	5,657	(155,033)

Southern Humboldt Community Healthcare District
Balance Sheet
February 2023

ASSETS		LIABILITIES & FUND BALANCE	
Current Assets		Current Liabilities	
Cash- Checking & Investments	1,201,957	Accounts Payable	221,146
LAIF Account	883,840	Accrued Payroll & Related costs	1,800,561
Humboldt County Property Tax Acct	4,700		
Patient Accounts Receivable	2,903,063	Other Current Liabilities	
Less Allowances	1,242,334	Deferred revenue IGT	869,912
Accounts Receivable- Net	1,660,729	A/R Credit balances	
		Medicare Accelerated Payments	
		Medicare Contingency	2,000,000
Other Receivables	3,243,009	Current Portion-Long Term Debt	
Inventories	199,488	Other Short Term Debt - PPP Loan	
Estimated 3rd Party Settlements		Accrued interest	
Prepaid expenses and Deposits	4,228,024		
Total current assets	11,421,747	Total current Liabilities	4,891,619
Property and Equipment		Long Term Debt, Less Current Portion	
Land	955,377		
Land improvements	553,251	CHFFA Bridge Loan	511,000
Buildings	4,627,955		
Equipment	6,446,077		
Construction in progress	3,131,839	Total Long-term debt	511,000
Total property and equipment	15,714,499	Less: Current Portion-Long Term Debt	
Less : accumulated depreciation	(6,788,919)	Net Long Term Debt	511,000
Net property and equipment	8,925,580		
Other Assets		Equity	
Investments	5,852	Unrestricted Fund Balance--Prior Years	15,105,592
Total Other Assets	5,852	Net Income (Loss)--Current Year	(155,033)
		Restricted Fund Balance	
Total Assets	20,353,179	Total fund balance	14,950,559
		Total Liabilities and Fund Balance	20,353,179

Southern Humboldt Community Healthcare District

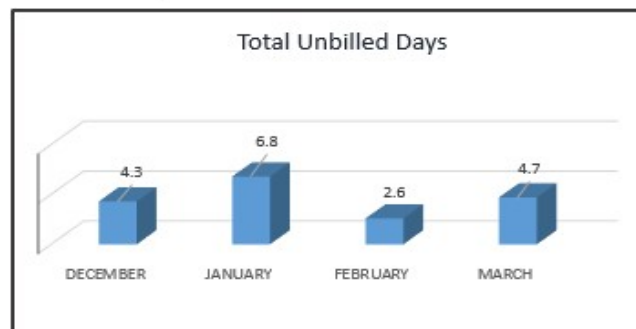
March 2023



SoHum Health

Key Items

- ➔ Cash totaled \$1.3M, 126% of net revenue
- ➔ AR decreased 167K to 51.7 days
- ➔ Third Party aging decreased \$3K, to 16.4%
- ➔ Unbilled AR increased 2.1 days, ending at 4.7 days



Detailed Initiatives & Obstacles

- **Overall AR:** The month of March closed with \$2.7M in gross AR or 51.7 days. This is an overall decrease of 3.4 days from February. Revenue came in \$70K higher than what was reported in February, coming in at \$1.6M. Gross AR was decreased by \$167K. Third Party AR saw an overall decrease of 5.8 days, coming in at 26.1 days. Unbilled AR increased 2.1 days coming in at 4.7 AR days. The unbilled AR continues to be a discussion topic in the bi-weekly conference calls between SHCHD and HRG and will continue to stay on our radar in the coming months. Cash collections came in higher than what was seen in February, coming in at \$1.3M or 126% of net revenue. With the current AR goals that are in place, we are now 5.7 days from hitting our overall AR target of 46 days.
- **Self Pay:** Self Pay AR increased slightly by 0.3 AR days to 20.9. We are now 4.9 AR days away from our goal of 16 AR days. Self Pay collections came in at \$33K, which is roughly \$2K more than what was seen in February. We have not been able to send any files to collections since December 2022. Arcadia Recovery Bureau, notified us at the beginning/middle of January that they are no longer able to collect within the state of California and have relinquished their capabilities to work with SHCHD. With that being said, SHCHD continues to work on acquiring a new agency. SHCHD had previously met with two potential agencies—CA Business Bureau, and CCOC. At the end of March, SHCHD had reached out to CCOC requesting for the agencies legal department to prepare a contract. We are currently pending this contract between CCOC and SHCHD, but we have high hopes that once this process is complete we will be able to start sending files to collections very soon after. We will continue to do all we can to ensure this bad debt obstacle does not create too severe of a setback in the self pay AR.
- **Third Party Aging:** February closed with \$285K in Third Party balances aged over 90 days, totaling 16.4%. This is a decrease of \$3K from February. Medicare increased slightly by just \$1K, increasing 0.5% to 4.3%. Medi-Cal aging increased by \$6K, at 20.1%. Commercial aging decreased by \$12K and ended February at 31.3%. Workers Compensation increased by just under \$2K, to 19.7%. Third Party aging is now 3.4% away from our goal and will continue to be an area of focus until that goal is met.

Industry Updates

COVID-19 Public Health Emergency Ending in May

On February 9, the Department of Health and Human Services (HHS) announced the Public Health Emergency (PHE) for COVID-19 will end on May, 11, 2023.

During the PHE, CMS has used a combination of emergency authority waivers, regulations, enforcement discretion, and sub-regulatory guidance to ensure easier access to care during the PHE for health care providers and their beneficiaries.

Some of the flexibilities that were created during the pandemic were recently expanded by the Consolidated Appropriations Act, 2023. Others, while critical during our initial responses to COVID-19, are no longer needed.

CMS has made further updates to the CMS Emergencies Page with useful information for providers – specifically around major

For a full listing of COVID-19 Public Health Emergency (PHE) waivers and flexibilities, please visit [CMS.gov/coronavirus-waivers](https://www.cms.gov/coronavirus-waivers).

The Department of Health and Human Services (HHS) has released a [COVID-19 Transition Roadmap](#) to help explain changes to waivers.



In the coming weeks, CMS will be hosting stakeholder calls and office hours to provide additional information. Please continue to visit the [CMS Emergencies Page](#) for continuous updates regarding PHE sunseting guidance as information becomes available to the public.

If you have any questions, concerns, or points you wish to discuss after reviewing the enclosed information, please feel free to contact me.

Sydni Thomas | Revenue Cycle Supervisor

Healthcare Resource Group

Office 509-703-4920 | sythomas@hrgpros.com

**Southern Humboldt Community
Healthcare District
MONTH END FINANCE REPORT**



SoHum Health

March 2023

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FINANCE DASHBOARD

Revenue Cycle Performance	Target		October-22		November-22		December-22		January-23		February-23		March-23	
	REVENUE													
	Net Revenue		\$753,900		\$976,735		\$888,473		\$1,083,979		\$1,015,903		\$982,852	
	Gross Revenue		\$1,525,240		\$1,947,165		\$1,586,113		\$1,620,070		\$1,537,305		\$1,606,835	
	CASH													
	Cash Collections as a % of Net Revenue		100%		92%		124%		141%		123%		94%	
	Cash Collections		\$767,658		\$937,047		\$1,373,812		\$1,095,480		\$1,021,149		\$1,276,559	
	ACCOUNTS RECEIVABLE													
	Net AR		\$1,076,184		\$1,085,157		\$1,433,557		\$1,632,047		\$1,660,729		\$1,480,763	
	Gross AR		\$2,790,532		\$2,736,117		\$3,016,738		\$2,893,400		\$2,903,063		\$2,736,001	
Unbilled		3		2.5		4.4		4.3		6.8		2.6		
Third Party		27		32.8		26.9		32.6		27.9		31.9		
Self Pay		16		18.8		17.4		17.9		17.0		20.6		
Total Days in AR		46		54.1		48.7		54.9		51.7		55.1		
Days in AR - Credit Balances		< 1		1.79		1.74		1.78		1.80		1.98		
UNBILLED														
In-house		< 2 Days		0.4		0.0		0.3		0.2		0.4		
DNFB		< 1 Day		2.0		4.4		4.1		6.6		2.2		
Total Unbilled		<3 Days		2.5		4.4		4.3		6.8		2.6		

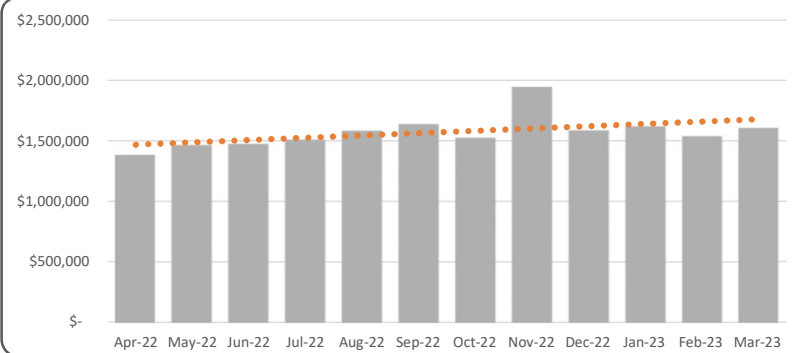
Third Party	Target		October-22		November-22		December-22		January-23		February-23		March-23	
	AGING (excluding credits)													
	Medicare Aging > 90 Days		11%		30.3%		\$ 217,965		4.8%		\$ 33,877		4.9%	
	Medicaid Aging > 90 Days		12%		21.2%		\$ 177,556		21.0%		\$ 155,056		20.0%	
	Commercial Aging > 90 Days		20%		27.4%		\$ 80,217		17.4%		\$ 57,667		17.6%	
	Work Comp Aging > 90 Days		35%		37.6%		\$ 9,393		26.9%		\$ 10,592		32.9%	
	Total Third Party Aging > 90 Days		13%		25.9%		\$ 485,130		14.1%		\$ 257,193		14.9%	
	CLAIM SUBMISSION EFFICIENCY													
	Claims Submission		1,934		\$ 1,847,952		1,974		\$ 2,012,812		1,847		\$ 2,232,303	
	Clean Claims		85%		82%		81%		77%		79%		85%	
Denial Percent		5%		7%		7%		5%		5%		4%		
Total Denial Rate		Count Amt		189		\$ 117,448		168		\$ 133,529		156		
Late Charges		Count Amt		16		\$ 230		10		\$ 94		49		
Communication Log Backlog		41		\$ 69,888		12		\$ 26,345		49		\$ 85,257		

Self Pay	Target		October-22		November-22		December-22		January-23		February-23		March-23	
	INVENTORY & QUALITY													
	Total Inventory		2,016		\$ 970,309		2,088		\$ 974,408		2,136		\$ 986,852	
	New		338		\$ 134,608		383		\$ 113,046		321		\$ 124,494	
	Resolved		762		\$ 512,299		276		\$ 67,863		253		\$ 91,261	
	Aged >180 days from Assignment		< 25%		23.7%		\$ 229,604		28.6%		\$ 278,517		35.4%	
	Total Payment Plans over 120 days		\$23,960		\$23,960		\$15,425		\$21,273		\$26,015		\$30,611	
	Average Speed to Answer		< 60 seconds		135		124		211		215		145	
	STATEMENTS & LETTERS													
	Statements & Letters		518		697		648		676		615		562	
Charity Care Applications In Process		15		\$ 10,652		27		\$ 27,564		0		\$ -		
Inbound and Outbound Calls		In Out		158		185		147		348		24		
WRITE OFFS														
Bad Debt as a % of Gross Revenue		< 2%		27.5%		\$ 419,473		1.1%		\$ 22,287		0.4%		
Charity as a % of Gross Revenue		< 2%		3.6%		\$ 54,563		1.9%		\$ 36,963		2.1%		

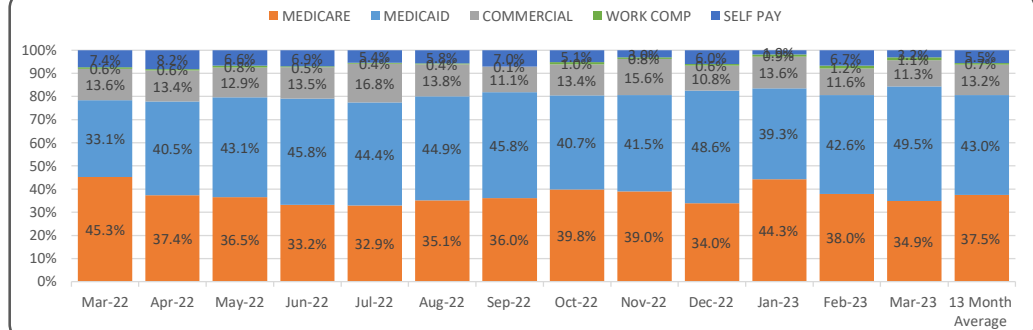
GROSS REVENUE

PAYER	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
MEDICARE	\$ 742,459	\$ 517,108	\$ 535,226	\$ 490,275	\$ 497,277	\$ 555,868	\$ 590,200	\$ 606,856	\$ 760,302	\$ 539,320	\$ 717,741	\$ 584,209	\$ 560,965	\$ 592,139
MEDICAID	\$ 542,632	\$ 559,974	\$ 631,339	\$ 676,074	\$ 670,704	\$ 710,829	\$ 749,538	\$ 620,393	\$ 808,367	\$ 770,467	\$ 636,332	\$ 654,199	\$ 794,626	\$ 678,883
COMMERCIAL	\$ 222,294	\$ 185,153	\$ 188,623	\$ 199,337	\$ 254,416	\$ 218,738	\$ 181,491	\$ 204,841	\$ 304,163	\$ 170,862	\$ 220,365	\$ 178,568	\$ 182,374	\$ 208,556
WORK COMP	\$ 10,258	\$ 8,879	\$ 12,311	\$ 6,889	\$ 6,454	\$ 6,147	\$ 1,698	\$ 14,805	\$ 15,345	\$ 9,587	\$ 15,137	\$ 17,996	\$ 18,086	\$ 11,046
SELF PAY	\$ 121,591	\$ 113,045	\$ 97,212	\$ 101,982	\$ 81,299	\$ 91,154	\$ 114,603	\$ 78,345	\$ 58,989	\$ 95,876	\$ 30,494	\$ 102,332	\$ 50,784	\$ 87,516
TOTAL	\$ 1,639,234	\$ 1,384,159	\$ 1,464,711	\$ 1,474,557	\$ 1,510,151	\$ 1,582,735	\$ 1,637,530	\$ 1,525,240	\$ 1,947,165	\$ 1,586,113	\$ 1,620,070	\$ 1,537,305	\$ 1,606,835	\$ 1,578,139
AVERAGE DAILY REVENUE	\$ 51,436	\$ 49,141	\$ 48,784	\$ 47,510	\$ 48,363	\$ 49,646	\$ 51,418	\$ 51,582	\$ 56,153	\$ 54,984	\$ 56,015	\$ 52,705	\$ 52,936	\$ 51,590

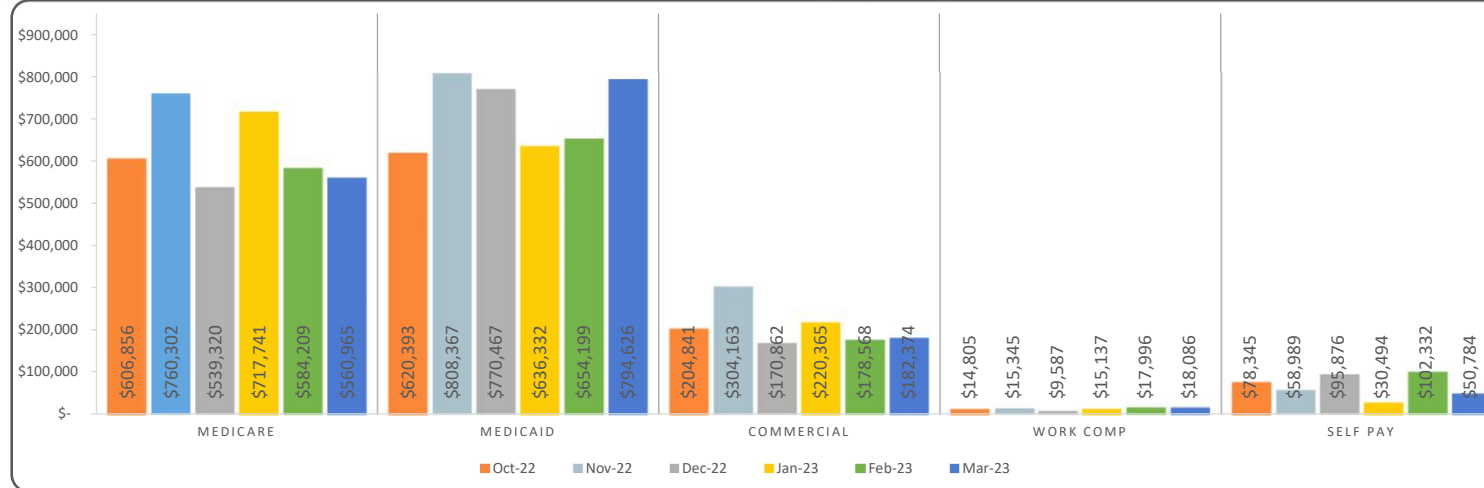
Gross Revenue



Payer Mix



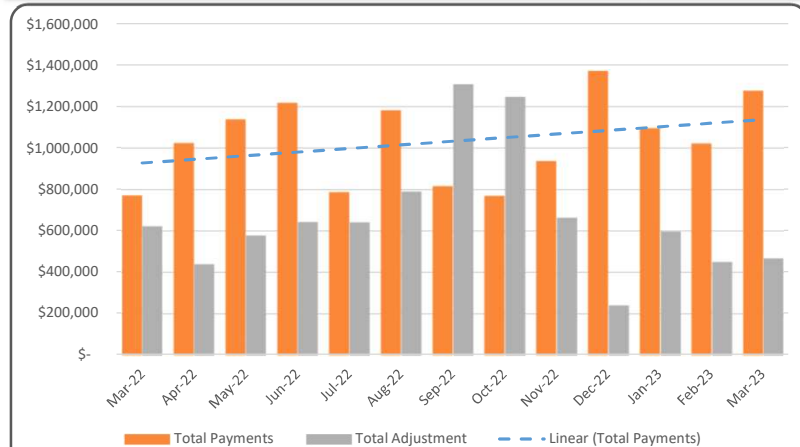
Revenue Trending By Payer



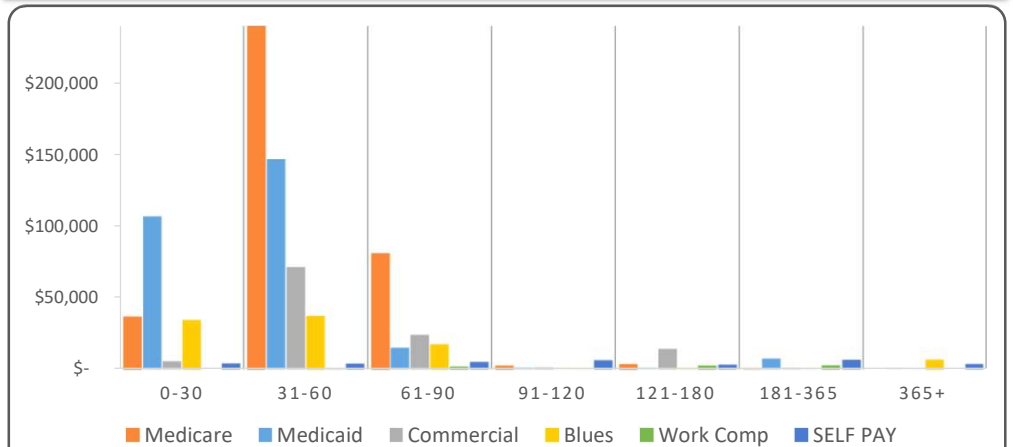
CASH DETAIL

PAYER	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
MEDICARE														
Payments	\$ 450,962	\$ 491,736	\$ 653,772	\$ 743,061	\$ 450,340	\$ 268,672	\$ 272,770	\$ 313,604	\$ 441,248	\$ 904,435	\$ 591,668	\$ 592,859	\$ 743,922	\$ 532,235
Adjustments	\$ 85,982	\$ (48,508)	\$ (48,202)	\$ (155,707)	\$ 20,576	\$ 186,886	\$ 153,735	\$ 163,209	\$ 59,652	\$ (305,051)	\$ (87,776)	\$ (99,709)	\$ (134,234)	\$ (16,088)
Collection %	84%	111%	108%	127%	96%	59%	64%	66%	88%	151%	117%	120%	122%	101%
MEDICAID														
Payments	\$ 131,928	\$ 327,277	\$ 306,596	\$ 243,359	\$ 137,465	\$ 623,479	\$ 319,979	\$ 247,066	\$ 308,165	\$ 264,924	\$ 314,806	\$ 255,109	\$ 277,640	\$ 289,061
Adjustments	\$ 311,968	\$ 296,009	\$ 471,305	\$ 476,678	\$ 288,197	\$ 355,444	\$ 456,542	\$ 502,029	\$ 451,692	\$ 433,745	\$ 547,064	\$ 449,945	\$ 461,105	\$ 423,209
Collection %	30%	53%	39%	34%	32%	64%	41%	33%	41%	38%	37%	36%	38%	40%
COMMERCIAL														
Payments	\$ 55,397	\$ 94,255	\$ 35,661	\$ 49,987	\$ 78,377	\$ 90,192	\$ 83,210	\$ 61,199	\$ 61,572	\$ 52,160	\$ 48,629	\$ 73,731	\$ 117,204	\$ 69,352
Adjustments	\$ 27,215	\$ 34,954	\$ 19,183	\$ 15,330	\$ 67,108	\$ 37,478	\$ 26,028	\$ 33,117	\$ 38,841	\$ 16,336	\$ 21,767	\$ 27,065	\$ 30,397	\$ 30,371
Collection %	67%	73%	65%	77%	54%	71%	76%	65%	61%	76%	69%	73%	79%	70%
BLUES														
Payments	\$ 95,023	\$ 66,073	\$ 86,067	\$ 125,891	\$ 74,430	\$ 127,658	\$ 75,087	\$ 95,374	\$ 76,431	\$ 116,673	\$ 92,264	\$ 63,385	\$ 96,727	\$ 91,622
Adjustments	\$ 39,602	\$ 35,755	\$ 42,946	\$ 57,868	\$ 40,415	\$ 54,789	\$ 40,371	\$ 41,878	\$ 42,420	\$ 44,446	\$ 44,703	\$ 43,122	\$ 51,765	\$ 44,621
Collection %	0%	0%	0%	0%	0%	0%	0%	0%	64%	72%	67%	60%	65%	66%
WORK COMP														
Payments	\$ 7,429	\$ 1,482	\$ 9,756	\$ 7,723	\$ 6,841	\$ 6,504	\$ 6,931	\$ 6,447	\$ 1,565	\$ 5,615	\$ 17,126	\$ 4,638	\$ 7,853	\$ 6,916
Adjustments	\$ 3,695	\$ 1,463	\$ 4,651	\$ 5,630	\$ 2,719	\$ 4,325	\$ 2,288	\$ 3,708	\$ 879	\$ 2,189	\$ 6,198	\$ 1,926	\$ 8,982	\$ 3,743
Collection %	67%	50%	68%	58%	72%	60%	75%	63%	64%	72%	73%	71%	47%	65%
SELF PAY														
Payments	\$ 29,539	\$ 42,539	\$ 45,773	\$ 47,380	\$ 38,993	\$ 65,640	\$ 57,009	\$ 43,947	\$ 48,022	\$ 29,312	\$ 30,943	\$ 31,426	\$ 33,213	\$ 41,826
Bad Debt Recoveries	\$ 174	\$ 739	\$ 144	\$ 179	\$ 57	\$ 44	\$ 288	\$ 21	\$ 44	\$ 694	\$ 44	\$ -	\$ -	\$ 187
Adjustments	\$ 29,539	\$ 36,623	\$ 18,153	\$ 26,050	\$ 160,625	\$ 50,805	\$ 43,691	\$ 30,031	\$ 14,039	\$ 13,402	\$ 6,237	\$ 17,897	\$ 30,789	\$ 36,760
Charity Care	\$ 92,241	\$ 87,222	\$ 45,909	\$ 199,419	\$ 53,600	\$ 81,379	\$ 72,800	\$ 54,563	\$ 36,963	\$ 33,516	\$ 63,113	\$ 14,747	\$ 23,556	\$ 66,079
Bad Debt	\$ 35,941	\$ -	\$ 27,754	\$ 21,026	\$ 11,557	\$ 21,643	\$ 512,826	\$ 419,473	\$ 22,287	\$ 5,920	\$ -	\$ -	\$ -	\$ 82,956
Total SP Adjustments	\$ 157,722	\$ 123,845	\$ 91,816	\$ 246,494	\$ 225,781	\$ 153,827	\$ 629,317	\$ 504,067	\$ 73,289	\$ 52,838	\$ 69,350	\$ 32,644	\$ 54,346	\$ 185,795
Collection %	16%	26%	33%	16%	15%	30%	8%	8%	40%	36%	31%	49%	38%	27%
TOTAL														
Total Payments	\$ 770,454	\$ 1,024,101	\$ 1,137,769	\$ 1,217,580	\$ 786,503	\$ 1,182,187	\$ 815,275	\$ 767,658	\$ 937,047	\$ 1,373,812	\$ 1,095,480	\$ 1,021,149	\$ 1,276,559	\$ 1,031,198
Total Adjustment	\$ 626,184	\$ 443,517	\$ 581,700	\$ 646,293	\$ 644,797	\$ 792,749	\$ 1,308,282	\$ 1,248,008	\$ 666,773	\$ 244,503	\$ 601,307	\$ 454,994	\$ 472,360	\$ 485,856
Total Collection %	55%	70%	66%	65%	55%	60%	38%	38%	58%	85%	65%	69%	73%	61%

Cash & Adjustment Trending

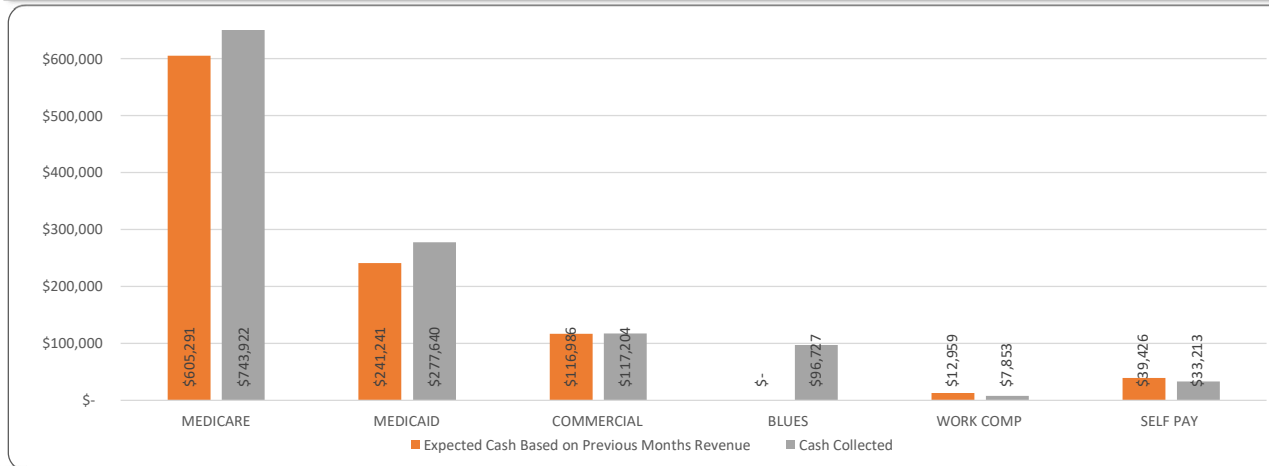


Cash Collections by Discharge Date

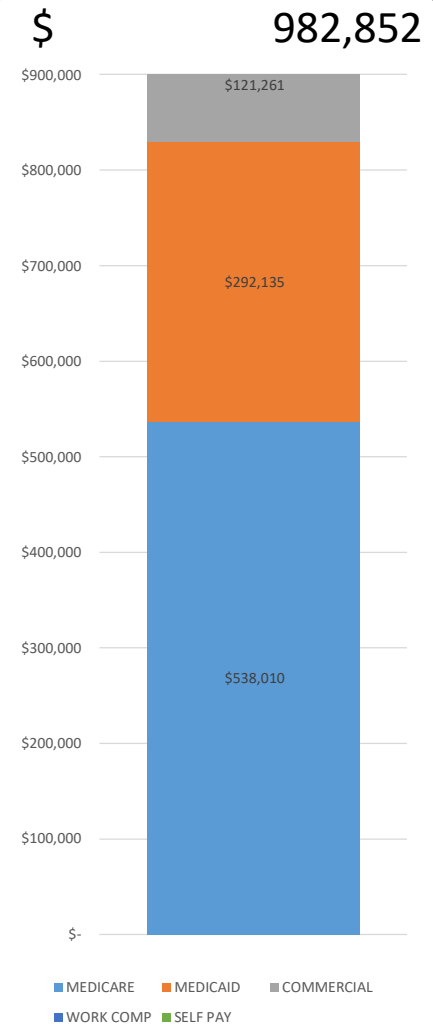


CASH FORECASTING

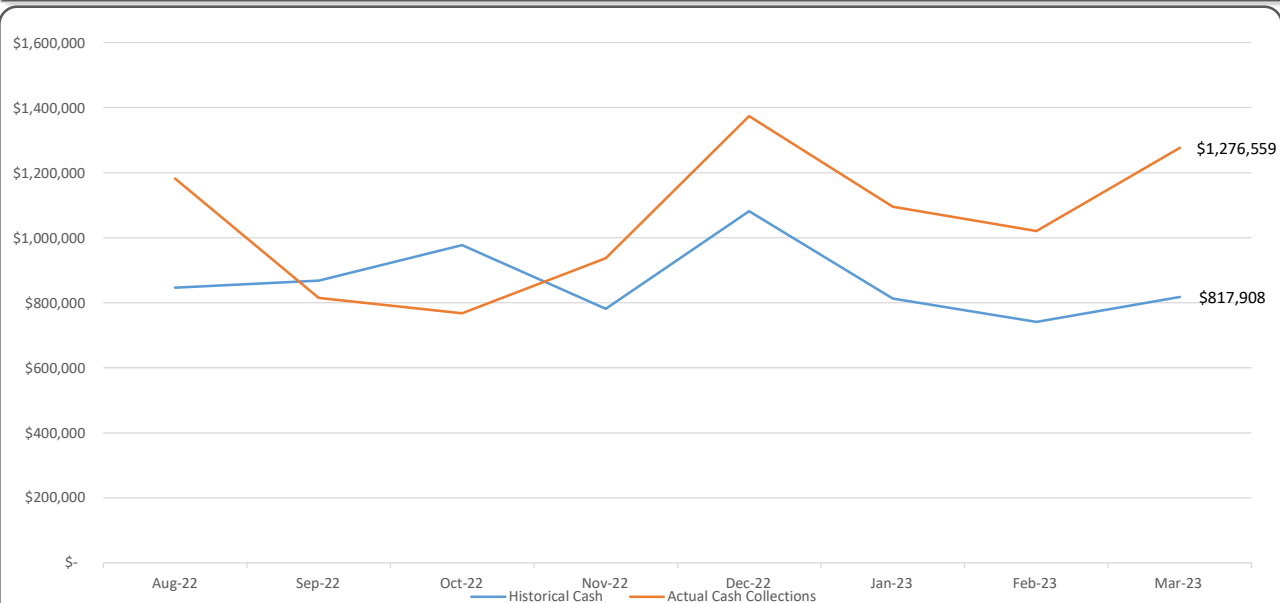
Expected Last Month vs Cash Collected (Based on Previous Months Revenue)



Cash Expected Next Month
(Based on this Months Revenue)



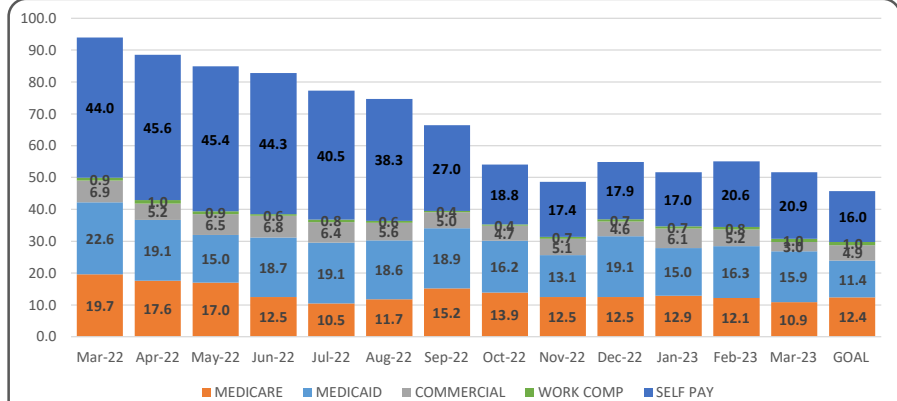
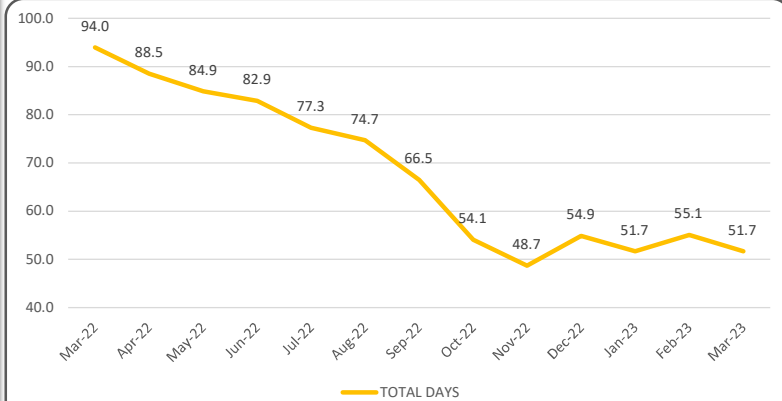
Actual Cash Based on Historical Collections



ACCOUNTS RECEIVABLE

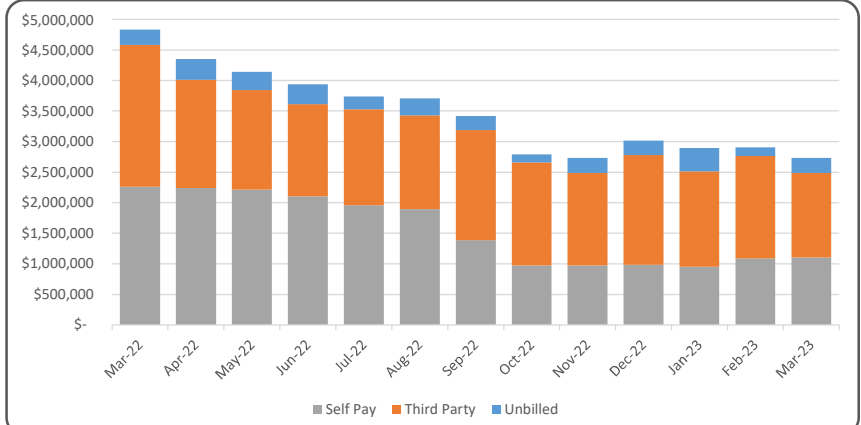
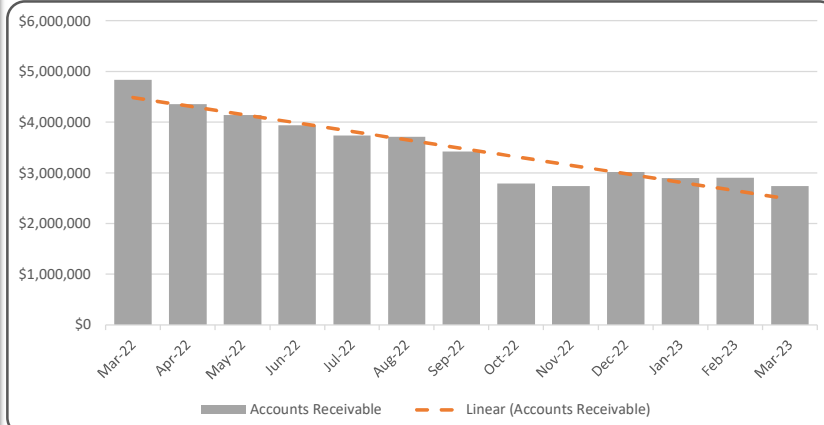
AR Days

PAYER	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
MEDICARE	19.7	17.6	17.0	12.5	10.5	11.7	15.2	13.9	12.5	12.5	12.9	12.1	10.9	13.8
MEDICAID	22.6	19.1	15.0	18.7	19.1	18.6	18.9	16.2	13.1	19.1	15.0	16.3	15.9	17.5
COMMERCIAL	6.9	5.2	6.5	6.8	6.4	5.6	5.0	4.7	5.1	4.6	6.1	5.2	3.0	5.5
WORK COMP	0.9	1.0	0.9	0.6	0.8	0.6	0.4	0.4	0.7	0.7	0.7	0.8	1.0	0.7
SELF PAY	44.0	45.6	45.4	44.3	40.5	38.3	27.0	18.8	17.4	17.9	17.0	20.6	20.9	30.6
TOTAL DAYS	94.0	88.5	84.9	82.9	77.3	74.7	66.5	54.1	48.7	54.9	51.7	55.1	51.7	68.1



AR Balance

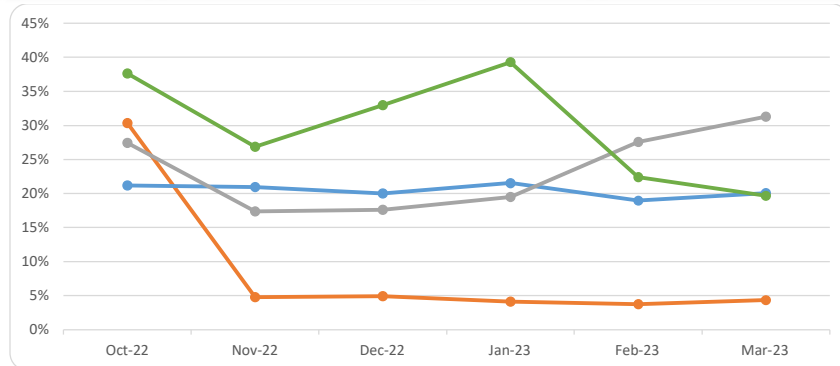
PAYER	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
MEDICARE	\$ 1,011,373	\$ 864,590	\$ 828,105	\$ 593,780	\$ 507,839	\$ 582,895	\$ 783,406	\$ 715,189	\$ 702,322	\$ 685,997	\$ 721,466	\$ 640,281	\$ 577,661	\$ 708,839
MEDICAID	\$ 1,159,997	\$ 939,475	\$ 733,511	\$ 888,101	\$ 921,687	\$ 921,244	\$ 969,381	\$ 837,689	\$ 737,438	\$ 1,050,271	\$ 840,983	\$ 858,761	\$ 841,757	\$ 900,023
COMMERCIAL	\$ 352,803	\$ 255,074	\$ 319,138	\$ 321,984	\$ 311,717	\$ 275,712	\$ 258,102	\$ 244,212	\$ 284,569	\$ 254,521	\$ 340,591	\$ 275,168	\$ 157,304	\$ 280,838
WORK COMP	\$ 44,031	\$ 50,949	\$ 42,910	\$ 27,858	\$ 36,591	\$ 28,844	\$ 19,071	\$ 23,134	\$ 37,379	\$ 39,097	\$ 38,788	\$ 40,808	\$ 55,187	\$ 37,281
SELF PAY	\$ 2,264,662	\$ 2,240,554	\$ 2,216,895	\$ 2,105,043	\$ 1,959,428	\$ 1,899,559	\$ 1,388,640	\$ 970,309	\$ 974,408	\$ 986,852	\$ 951,571	\$ 1,088,045	\$ 1,104,091	\$ 1,550,004
TOTAL	\$ 4,832,867	\$ 4,350,642	\$ 4,140,558	\$ 3,936,767	\$ 3,737,262	\$ 3,708,255	\$ 3,418,601	\$ 2,790,532	\$ 2,736,117	\$ 3,016,738	\$ 2,893,400	\$ 2,903,063	\$ 2,736,001	\$ 3,476,985



ACCOUNTS RECEIVABLE AGING

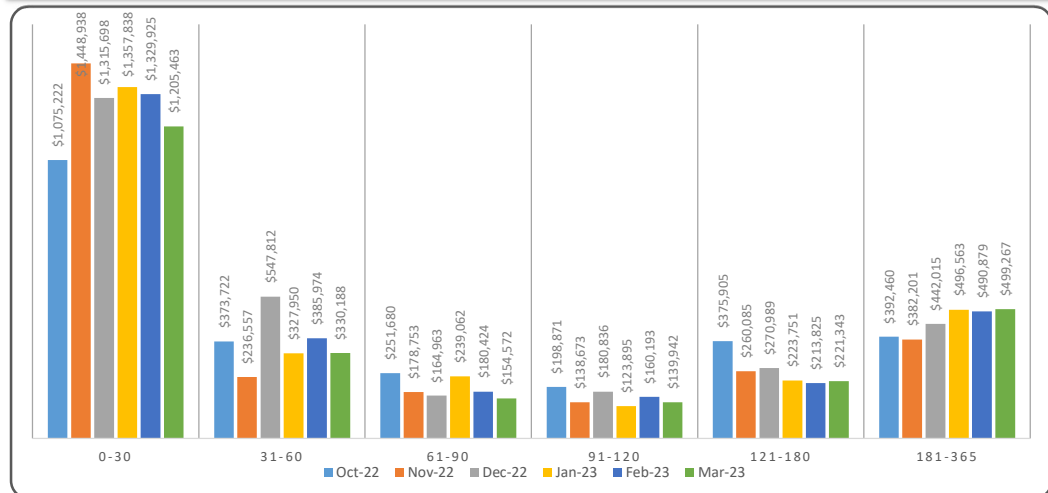
	0-30 Days		31-60 Days		61-90 Days		91-120 Days		121-180 Days		181-365 Days		366+ Days		Grand Totals	
	# Acts	\$	# Acts	\$	# Acts	\$	# Acts	\$	# Acts	\$	# Acts	\$	# Acts	\$	# Acts	\$
MEDICARE																
Non-Credit	322	\$ 462,267	46	\$ 58,550	25	\$ 35,508	23	\$ 10,590	6	\$ 8,520	5	\$ 2,378	7	\$ 3,765	434	\$ 581,578
Credit	0	\$ -	0	\$ -	0	\$ -	0	\$ -	2	\$ (264)	0	\$ -	2	\$ (3,652)	4	\$ (3,916)
TOTAL	322	\$ 462,267	46	\$ 58,550	25	\$ 35,508	23	\$ 10,590	8	\$ 8,256	5	\$ 2,378	9	\$ 113	438	\$ 577,661
MEDICAID																
Non-Credit	267	\$ 537,280	116	\$ 101,551	59	\$ 35,417	51	\$ 23,835	53	\$ 59,292	61	\$ 66,644	25	\$ 19,450	632	\$ 843,469
Credit	1	\$ (445)	0	\$ -	0	\$ -	0	\$ -	1	\$ (117)	1	\$ (521)	10	\$ (628)	13	\$ (1,712)
TOTAL	268	\$ 536,835	116	\$ 101,551	59	\$ 35,417	51	\$ 23,835	54	\$ 59,175	62	\$ 66,123	35	\$ 18,822	645	\$ 841,757
COMMERCIAL																
Non-Credit	247	\$ 140,933	67	\$ 23,537	24	\$ 10,269	11	\$ 3,954	26	\$ 34,799	26	\$ 11,344	40	\$ 29,461	441	\$ 254,297
Credit	20	\$ (1,546)	2	\$ (441)	5	\$ (2,270)	6	\$ (175)	7	\$ (860)	34	\$ (6,835)	342	\$ (84,866)	416	\$ (96,993)
TOTAL	267	\$ 139,387	69	\$ 23,096	29	\$ 8,000	17	\$ 3,778	33	\$ 33,939	60	\$ 4,509	382	\$ (55,405)	857	\$ 157,304
WORK COMP																
Non-Credit	25	\$ 14,495	19	\$ 24,546	9	\$ 7,702	6	\$ 5,855	5	\$ 3,546	14	\$ 1,938	1	\$ 98	79	\$ 58,180
Credit	0	\$ -	0	\$ -	0	\$ -	0	\$ -	1	\$ (504)	0	\$ -	11	\$ (2,489)	12	\$ (2,993)
TOTAL	25	\$ 14,495	19	\$ 24,546	9	\$ 7,702	6	\$ 5,855	6	\$ 3,041	14	\$ 1,938	12	\$ (2,391)	91	\$ 55,187
SELF PAY																
Non-Credit	138	\$ 53,192	209	\$ 122,471	170	\$ 67,973	135	\$ 97,276	232	\$ 118,564	676	\$ 430,417	356	\$ 254,131	1916	\$ 1,144,024
Credit	9	\$ (713)	1	\$ (25)	2	\$ (28)	14	\$ (1,391)	11	\$ (1,632)	51	\$ (6,097)	256	\$ (30,046)	344	\$ (39,933)
TOTAL	147	\$ 52,479	210	\$ 122,446	172	\$ 67,945	149	\$ 95,885	243	\$ 116,932	727	\$ 424,320	612	\$ 224,086	2260	\$ 1,104,091
ACCOUNTS RECEIVABLE																
Non-Credit	999	\$ 1,208,167	457	\$ 330,654	287	\$ 156,869	226	\$ 141,509	322	\$ 224,721	782	\$ 512,721	429	\$ 306,906	3502	\$ 2,881,547
Credit	30	\$ (2,704)	3	\$ (466)	7	\$ (2,298)	20	\$ (1,567)	22	\$ (3,378)	86	\$ (13,454)	621	\$ (121,681)	789	\$ (145,547)
GRAND TOTAL	1029	\$ 1,205,463	460	\$ 330,188	294	\$ 154,572	246	\$ 139,942	344	\$ 221,343	868	\$ 499,267	1050	\$ 185,225	4291	\$ 2,736,001

Aged Over 90 Days Trending (excluding Credits)



	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23
Medicare	30.3%	4.8%	4.9%	4.1%	3.8%	4.3%
Medicaid	21.2%	21.0%	20.0%	21.5%	19.0%	20.1%
Commercial	27.4%	17.4%	17.6%	19.5%	27.6%	31.3%
Work Comp	37.6%	26.9%	32.9%	39.3%	22.4%	19.7%

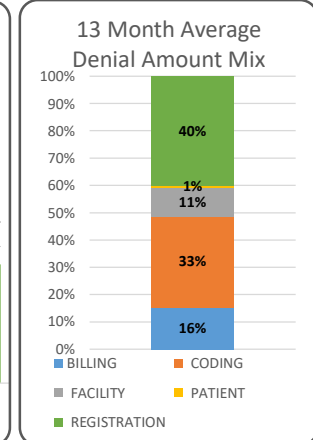
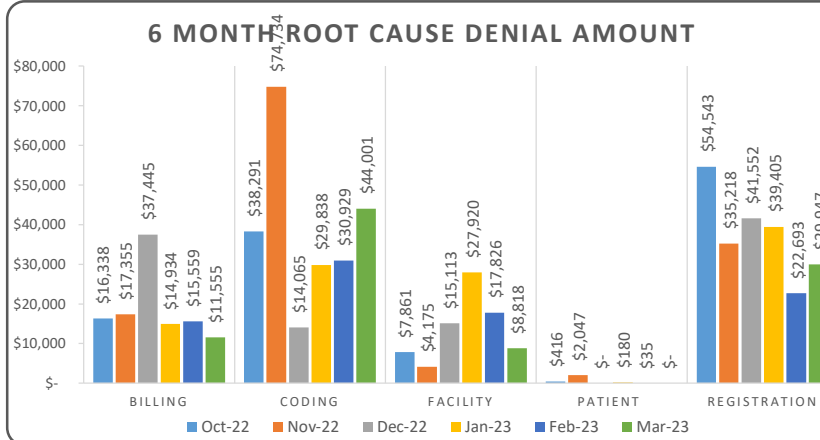
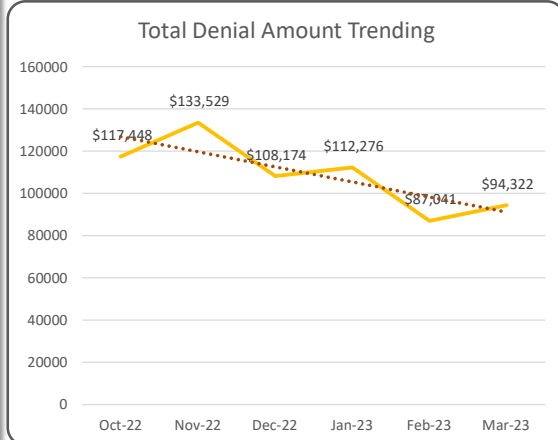
6 Month Aging



DENIAL MANAGEMENT

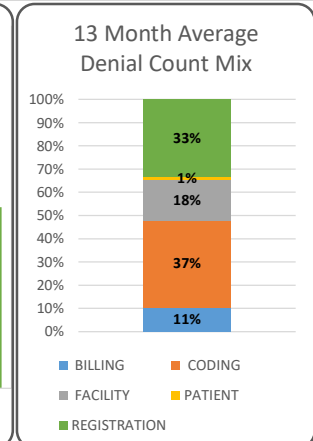
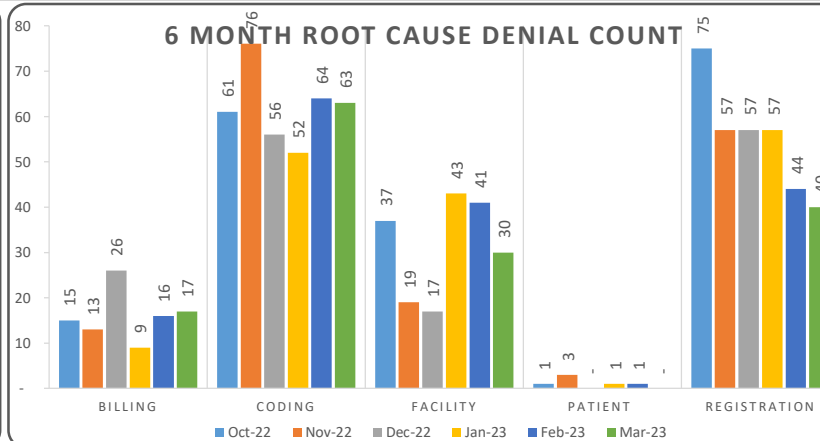
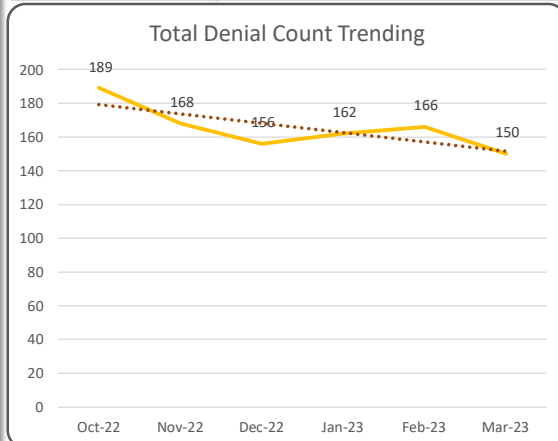
Denial Amount

AMOUNT	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
BILLING	\$ 8,260	\$ 5,104	\$ 17,472	\$ 15,356	\$ 3,750	\$ 13,733	\$ 9,413	\$ 16,338	\$ 17,355	\$ 37,445	\$ 14,934	\$ 15,559	\$ 11,555	\$ 14,329
CODING	\$ 9,388	\$ 17,413	\$ 31,262	\$ 22,728	\$ 41,762	\$ 30,542	\$ 10,113	\$ 38,291	\$ 74,734	\$ 14,065	\$ 29,838	\$ 30,929	\$ 44,001	\$ 30,390
FACILITY	\$ 6,806	\$ 14,777	\$ 4,172	\$ 1,283	\$ 10,080	\$ 2,062	\$ 5,672	\$ 7,861	\$ 4,175	\$ 15,113	\$ 27,920	\$ 17,826	\$ 8,818	\$ 9,736
PATIENT	\$ -	\$ 553	\$ 1,303	\$ 1,673	\$ 921	\$ -	\$ 1,349	\$ 416	\$ 2,047	\$ -	\$ 180	\$ 35	\$ -	\$ 652
REGISTRATION	\$ 25,983	\$ 61,130	\$ 58,259	\$ 31,619	\$ 18,882	\$ 17,344	\$ 34,308	\$ 54,543	\$ 35,218	\$ 41,552	\$ 39,405	\$ 22,693	\$ 29,947	\$ 36,222
TOTAL	\$ 50,437	\$ 98,978	\$ 112,468	\$ 72,659	\$ 75,394	\$ 63,681	\$ 60,855	\$ 117,448	\$ 133,529	\$ 108,174	\$ 112,276	\$ 87,041	\$ 94,322	\$ 91,328



Denial Count

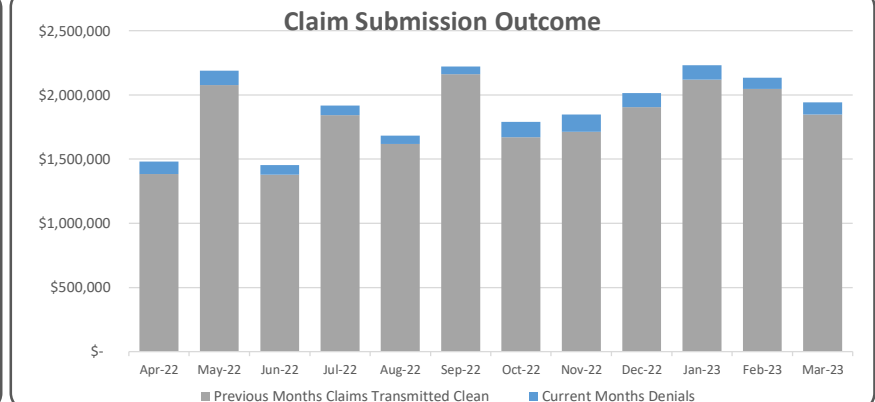
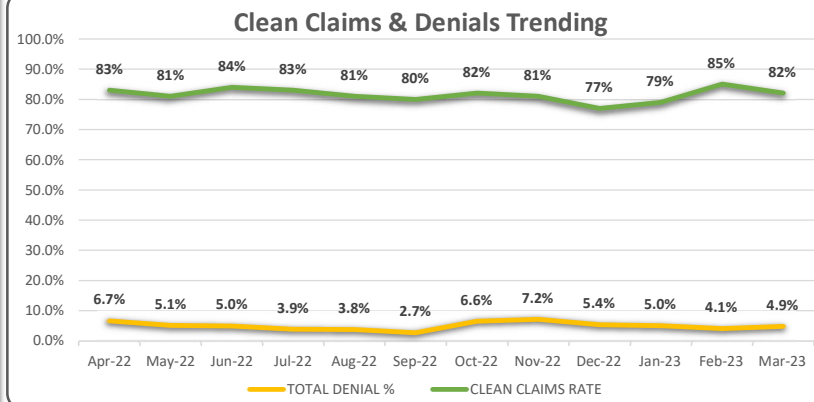
COUNT	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
BILLING	11	15	13	16	8	16	13	15	13	26	9	16	17	14
CODING	28	43	43	41	42	44	23	61	76	56	52	64	63	49
FACILITY	17	29	13	6	16	13	18	37	19	17	43	41	30	23
PATIENT	-	3	2	1	3	-	1	1	3	-	1	1	-	1
REGISTRATION	23	46	49	35	18	34	28	75	57	57	57	44	40	43
TOTAL	79	136	120	99	87	107	83	189	168	156	162	166	150	131



CLAIM SUBMIT EFFICIENCY & DENIAL RESOLUTION

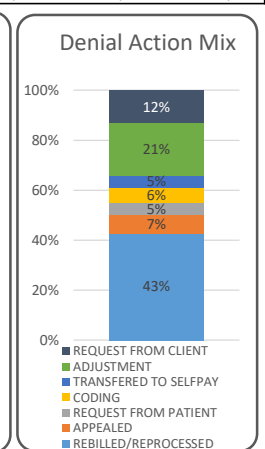
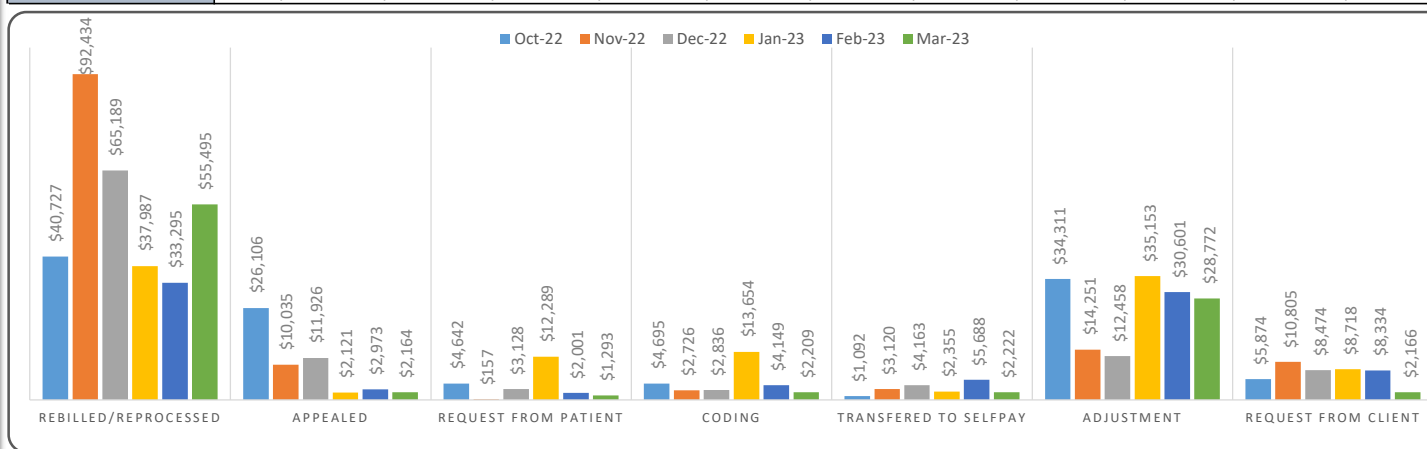
Denial & Clean Claim Trending

	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
DENIAL AMOUNT	\$ 50,437	\$ 98,978	\$ 112,468	\$ 72,659	\$ 75,394	\$ 63,681	\$ 60,855	\$ 117,448	\$ 133,529	\$ 108,174	\$ 112,276	\$ 87,041	\$ 94,322	\$ 91,328
PREVIOUS MONTH'S TRANSMITTED CLAIMS	\$ 1,676,470	\$ 1,481,392	\$ 2,189,220	\$ 1,451,713	\$ 1,918,330	\$ 1,682,882	\$ 2,222,145	\$ 1,789,190	\$ 1,847,952	\$ 2,012,812	\$ 2,232,303	\$ 2,135,776	\$ 1,941,893	\$ 1,890,929
TOTAL DENIAL %	3.0%	6.7%	5.1%	5.0%	3.9%	3.8%	2.7%	6.6%	7.2%	5.4%	5.0%	4.1%	4.9%	4.9%
CLEAN CLAIMS RATE	83%	83%	81%	84%	83%	81%	80%	82%	81%	77%	79%	85%	82%	82%



Action Taken on Denials

DENIAL ACTION	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
REBILLED/REPROCESSED	\$ 22,109	\$ 39,285	\$ 32,702	\$ 23,707	\$ 19,317	\$ 23,601	\$ 29,104	\$ 40,727	\$ 92,434	\$ 65,189	\$ 37,987	\$ 33,295	\$ 55,495	\$ 39,612
APPEALED	\$ 4,633	\$ 2,540	\$ 8,584	\$ 3,442	\$ -	\$ 6,078	\$ 3,825	\$ 26,106	\$ 10,035	\$ 11,926	\$ 2,121	\$ 2,973	\$ 2,164	\$ 6,494
REQUEST FROM PATIENT	\$ -	\$ 5,482	\$ 4,956	\$ 8,833	\$ 2,963	\$ 1,818	\$ 9,122	\$ 4,642	\$ 157	\$ 3,128	\$ 12,289	\$ 2,001	\$ 1,293	\$ 4,360
CODING	\$ 2,615	\$ 4,052	\$ 16,472	\$ 1,470	\$ 5,997	\$ 3,747	\$ 7,813	\$ 4,695	\$ 2,726	\$ 2,836	\$ 13,654	\$ 4,149	\$ 2,209	\$ 5,572
TRANSFERRED TO SELFPAY	\$ 2,978	\$ 6,985	\$ 17,507	\$ 7,141	\$ 3,880	\$ -	\$ 1,506	\$ 1,092	\$ 3,120	\$ 4,163	\$ 2,355	\$ 5,688	\$ 2,222	\$ 4,511
ADJUSTMENT	\$ 14,337	\$ 6,842	\$ 16,510	\$ 24,350	\$ 11,003	\$ 20,120	\$ 3,213	\$ 34,311	\$ 14,251	\$ 12,458	\$ 35,153	\$ 30,601	\$ 28,772	\$ 19,379
REQUEST FROM CLIENT	\$ 3,765	\$ 33,792	\$ 15,736	\$ 3,715	\$ 32,236	\$ 8,316	\$ 6,272	\$ 5,874	\$ 10,805	\$ 8,474	\$ 8,718	\$ 8,334	\$ 2,166	\$ 11,400
TOTAL	\$ 50,437	\$ 98,978	\$ 112,468	\$ 72,659	\$ 75,394	\$ 63,681	\$ 60,855	\$ 117,448	\$ 133,529	\$ 108,174	\$ 112,277	\$ 87,041	\$ 94,322	\$ 91,328

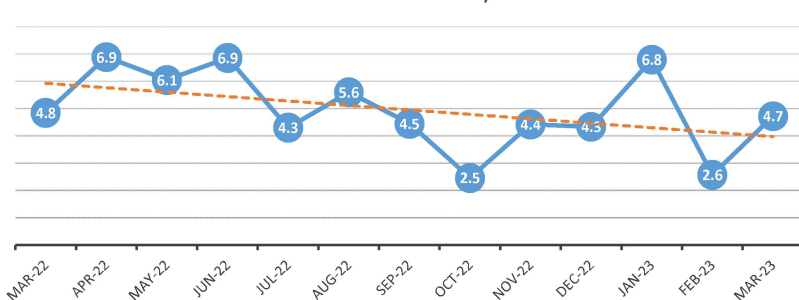


UNBILLED & INVENTORY

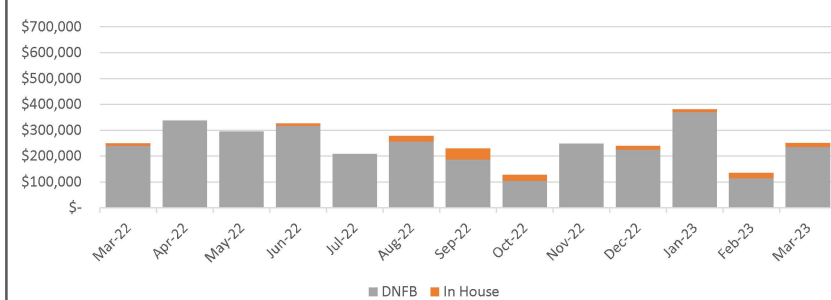
Unbilled

	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
In House	\$ 10,466	\$ -	\$ -	\$ 9,182	\$ -	\$ 22,251	\$ 43,554	\$ 22,609	\$ -	\$ 13,804	\$ 11,990	\$ 21,812	\$ 15,908	\$ 13,198
DNFB	\$ 238,954	\$ 338,650	\$ 295,441	\$ 316,709	\$ 208,502	\$ 255,911	\$ 185,499	\$ 104,807	\$ 248,431	\$ 224,970	\$ 368,997	\$ 114,332	\$ 234,498	\$ 241,208
Total Unbilled	\$ 249,420	\$ 338,650	\$ 295,441	\$ 325,891	\$ 208,502	\$ 278,162	\$ 229,053	\$ 127,416	\$ 248,431	\$ 238,775	\$ 380,987	\$ 136,143	\$ 250,407	\$ 254,406
Unbilled Days	4.8	6.9	6.1	6.9	4.3	5.6	4.5	2.5	4.4	4.3	6.8	2.6	4.7	5.0

Total Unbilled Days



Unbilled Dollars

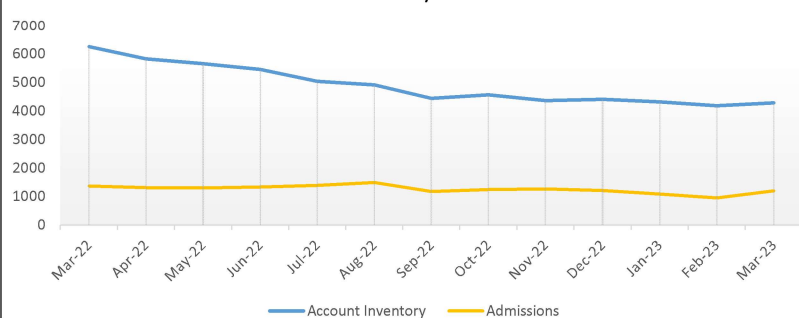


Admissions & Account Inventory

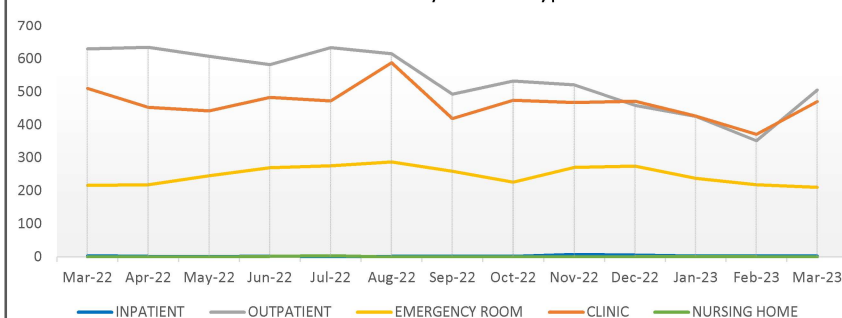
ADMISSIONS	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
INPATIENT	4	2	1	3	1	2	3	2	8	5	3	4	3	3
SWINGBED	5	5	1	1	1	2	2	4	5	4	2	4	4	3
OUTPATIENT	630	634	607	582	633	615	492	532	520	458	425	352	505	537
EMERGENCY ROOM	217	218	246	270	276	287	259	226	271	275	238	219	211	247
CLINIC	510	453	442	482	472	588	418	474	467	471	426	371	470	465
NURSING HOME	0	1	0	2	4	0	0	1	0	1	2	1	0	1
TOTAL	1,366	1,313	1,297	1,340	1,387	1,494	1,174	1,239	1,271	1,214	1,096	951	1,193	1257

ACCOUNT INVENTORY	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	13 Month Average
MEDICARE	578	556	561	468	362	394	388	687	498	453	497	417	438	484
MEDICAID	1,010	714	726	731	656	700	678	804	750	840	739	692	645	745
COMMERCIAL	1,046	964	938	1,020	997	904	909	1,006	957	912	871	814	857	938
WORK COMP	95	95	85	71	70	57	48	60	78	73	73	72	91	74
SELF PAY	3,527	3,505	3,344	3,173	2,957	2,855	2,425	2,016	2,088	2,136	2,139	2,191	2,260	2663
TOTAL	6256	5834	5654	5463	5042	4910	4448	4573	4371	4414	4319	4186	4291	4905

Account Inventory & Admissions



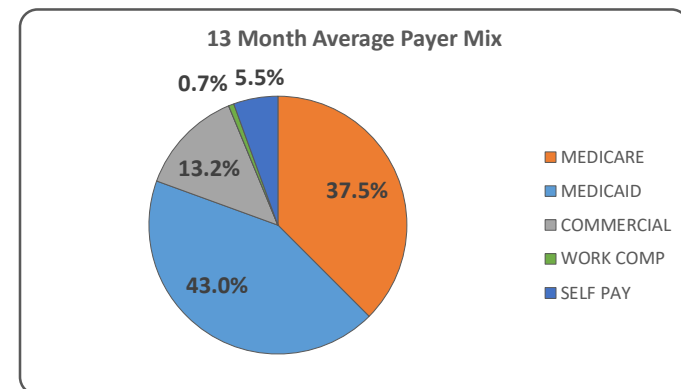
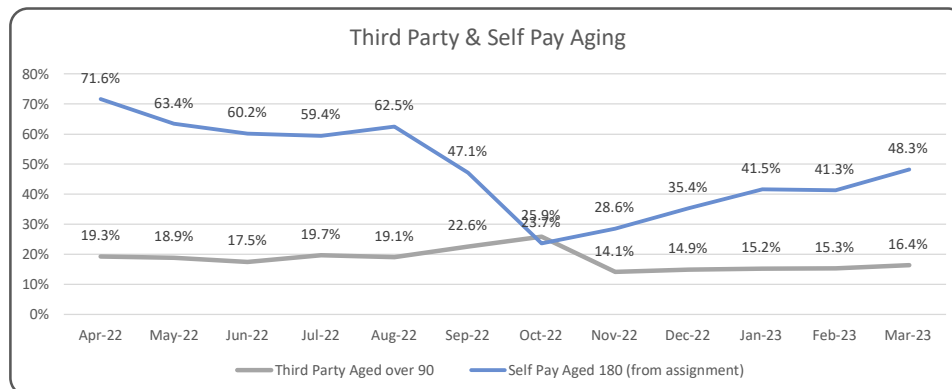
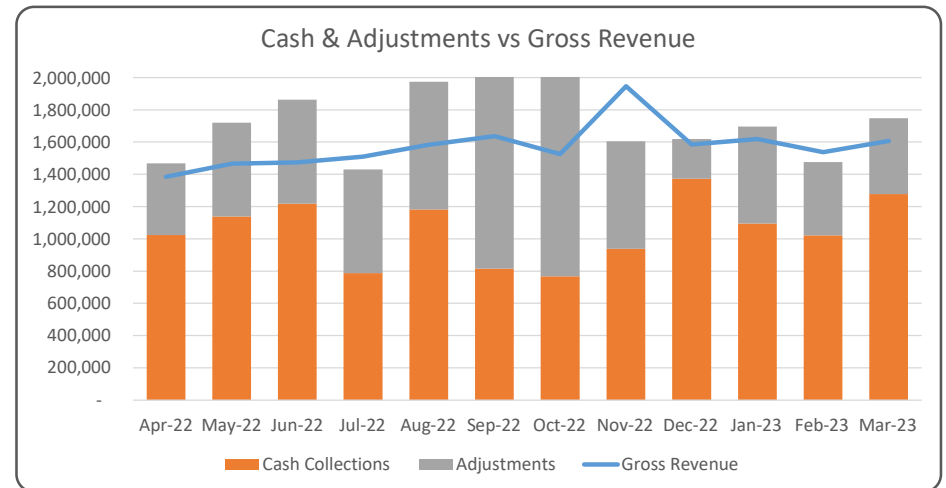
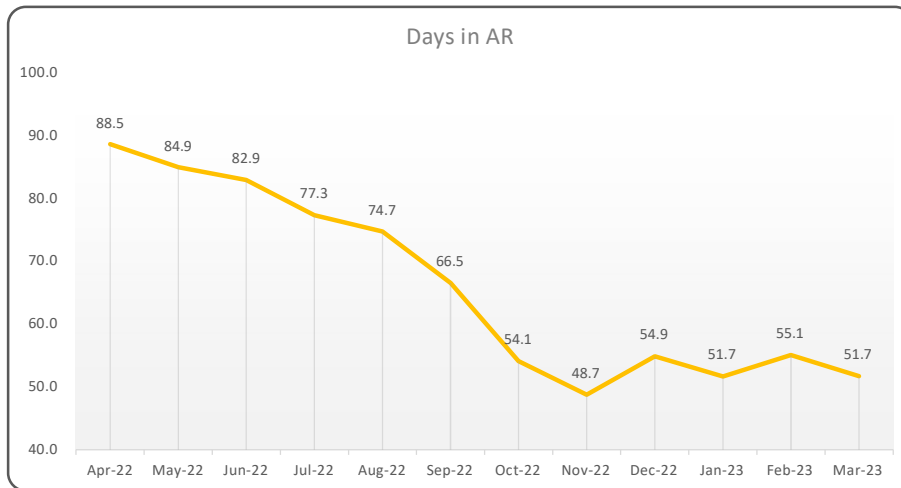
Admissions by Service Type



Southern Humboldt Community Healthcare District

Executive Dashboard

	TARGET	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23
Days in AR	45.8	88.5	84.9	82.9	77.3	74.7	66.5	54.1	48.7	54.9	51.7	55.1	51.7
Gross AR		4,350,642	4,140,558	3,936,767	3,737,262	3,708,255	3,418,601	2,790,532	2,736,117	3,016,738	2,893,400	2,903,063	2,736,001
Gross Revenue		1,384,159	1,464,711	1,474,557	1,510,151	1,582,735	1,637,530	1,525,240	1,947,165	1,586,113	1,620,070	1,537,305	1,606,835
Cash Collections		1,024,101	1,137,769	1,217,580	786,503	1,182,187	815,275	767,658	937,047	1,373,812	1,095,480	1,021,149	1,276,559
Adjustments		443,517	581,700	646,293	644,797	792,749	1,308,282	1,248,008	666,773	244,503	601,307	454,994	472,360
Collection %		69.8%	66.2%	65.3%	55.0%	59.9%	38.4%	38.1%	58.4%	84.9%	64.6%	69.2%	73.0%
Late Charges	1%	2.6%	0.6%	0.1%	1.6%	0.6%	1.1%	0.0%	0.0%	0.0%	0.0%	0.1%	0.3%
Bad Debt	3%	0.0%	1.9%	1.4%	0.8%	1.4%	31.3%	27.5%	1.1%	0.4%	0.0%	0.0%	0.0%
Charity Care	3%	6.3%	3.1%	13.5%	3.5%	5.1%	4.4%	3.6%	1.9%	2.1%	3.9%	1.0%	1.5%
Third Party Aged over 90	13%	19.3%	18.9%	17.5%	19.7%	19.1%	22.6%	25.9%	14.1%	14.9%	15.2%	15.3%	16.4%
Self Pay Aged 180 (from assignment)	25%	71.6%	63.4%	60.2%	59.4%	62.5%	47.1%	23.7%	28.6%	35.4%	41.5%	41.3%	48.3%





LEAF Capital Funding, LLC Proposal

(This is not a contract; executable contracts to follow)

04/05/23

LEAF Capital Funding, LLC is pleased to offer this proposal for the technology solution that Southern Humboldt Community Health Care District wishes to acquire from Barracuda Networks, Inc.. For over 25 years, we have provided simple, fast and cost-effective acquisition options to more than 50,000 customers ranging from small entrepreneurial organizations to large Fortune 500 corporations. We hope to be your high performance partner in acquiring your technology.

Equipment/Software Cost \$143,190.43 (Not including tax)

Equipment/Software Description Barracuda

Term	Period	Purchase Option	Payment
<input type="checkbox"/> 36 Months	Annually	EFA	\$47,730.14

Structure First payment due one month after contract commencement.

Asset Assumptions The payment options above assume 25.0% of tier 1 hardware and 75.0% of software. If these percentages change, the payment may be adjusted up or down.

Equipment Location Please provide the address where the equipment will be located.

Address: _____

City, State & Zip: _____

Is this a hosting site, data center or co-location facility? ☐ YES ☐ NO

Proposal Expiration Date This proposal and payment options within are valid through 04/19/23

Required Documentation Please provide the documentation below in order to begin the credit approval process:

This proposal is based on certain underwriting and pricing assumptions and the execution of mutually acceptable documentation. The payments quoted do not include sales use, rental or property tax.

The scheduled payments identified above reflect LEAF Capital Funding, LLC spread over like-term Treasury constant maturities as of 04/05/23 (as referenced via the Federal Reserve website: <http://www.federalreserve.gov/releases/h15/update/default.htm>). Any increase to current Treasury constant maturities prior to commencement shall cause the Scheduled Payments to be adjusted accordingly. Scheduled Payments will be fixed upon the later of (i) the Acceptance Date, or (ii) the date LEAF Capital Funding, LLC countersigns the documents and commences the transaction. Customer hereby agrees to sign an amendment reflecting such increase upon request by LEAF Capital Funding, LLC.

Please email this page along with required documentation (if any) by 04/19/23 to indicate your desire to enter into an agreement with LEAF Capital Funding, LLC.

Regards,

Alex Rocha
Direct Line: 972 755 8220
arocha@leafnow.com



Keep IT Simple

Keeping IT simple since 1988!

Mike Florence
Sr. Account Executive

mikef@kiscc.com

(510) 403-7574



KIS - Keep IT Simple
43160 Osgood Road
Fremont, CA 94539
United States

Quote #	7613 v2
Date	2023/04/05
Expires	2023/04/28
Contact	Mike Florence

Prepared for SoHum Health
 Jason Dockins
 733 Cedar St
 Garberville, CA 95542
 United States

T: 707 923 3921
E: jdockins@shchd.org

ACCEPT QUOTE

Phelps Jerold Community Hospital - Barracuda Backup Server 995 w/ 10 GBE 3Y

One-Time Fees

Category	Item	Qty	Price	Total
Backup Appliance	Barracuda Backup Server 995 w/ 10 GBE Fiber NIC Barracuda Backup Server 995 w/ 10 GBE Fiber NIC List \$93,000.00	1	\$37,810.08	\$37,810.08
Subscription / Subscription	Unlimited Cloud Storage Subscription Barracuda Backup Server 995 w/ 10 GBE Fiber NIC Unlimited Cloud Storage Subscription 36 Month List \$140,400.00	1	\$57,081.02	\$57,081.02[†]
Subscription / Subscription	Energize Updates Subscription Barracuda Backup Server 995 w/ 10 GBE Fiber NIC Energize Updates Subscription 36 Month List \$54,000.00	1	\$21,954.24	\$21,954.24[†]
Subscription / Subscription	Instant Replacement Subscription Barracuda Backup Server 995 w/ 10 GBE Fiber NIC Instant Replacement Subscription 36 Month List 64,800.00	1	\$26,345.09	\$26,345.09[†]

[†] Non-taxable item

Total One-Time	\$143,190.43 USD
----------------	-------------------------

Please contact us if you have any questions.

ACCEPT QUOTE

Cost Breakdown

Category	One-Time Fees
Backup Appliance	\$37,810.08
Subscription / Subscription	\$105,380.35
Total	\$143,190.43 USD

Terms and Conditions

A convenience fee of two point nine percent (2.9%) will be applied to credit card purchases.

Unless otherwise stated on the invoice, payment terms are thirty (30) days net from date of invoice. If Buyer fails to pay in accordance with these terms, KIS, at its option, may charge Buyer, and Buyer shall pay KIS (in addition to the price), a delinquent administrative service charge on the unpaid amount at the rate of one and a half percent (1.5%) per month (or such lower rate as may be the maximum allowable by law) from any such date until the date of payment. Should the Buyer become delinquent in the payment of any sum due to KIS, KIS shall not be obligated to continue performance under any agreement with Buyer. In the event of default, collection costs and attorney fees may apply.

Contact



Mike Florence | Sr. Account Executive
(510) 403-7574 | mikef@kiscc.com

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www.kiscc.com



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Sr. Account Executive

mikef@kiscc.com

(510) 403-7574



KIS - Keep IT Simple
43160 Osgood Road
Fremont, CA 94539
United States

Quote #	8058 v2
Date	2023/04/05
Expires	2023/05/05
Contact	Mike Florence

Prepared for SoHum Health
 Jason Dockins
 733 Cedar St
 Garberville, CA 95542
 United States

T: 707 923 3921
E: jdockins@shchd.org

ACCEPT QUOTE

SoHum -Barracuda Cloud Account 1 yr

One-Time Fees

Category	Item	Qty	Price	Total
Subscription / Subscription	Email Protection, Cloud Archiving Service, per User, 1 Month New Subscription	225	\$26.32	\$5,922.00
	Email Protection, Cloud Archiving Service, per User, 12 Month New Subscription			
	MSRP \$ 9,990.00			

Please contact us if you have any questions.

Total One-Time	\$5,922.00 USD
----------------	----------------

ACCEPT QUOTE

Cost Breakdown

Category	One-Time Fees
Subscription / Subscription	\$5,922.00
Total	\$5,922.00 USD

Terms and Conditions

A convenience fee of two point nine percent (2.9%) will be applied to credit card purchases.

Unless otherwise stated on the invoice, payment terms are thirty (30) days net from date of invoice. If Buyer fails to pay in accordance with these terms, KIS, at its option, may charge Buyer, and Buyer shall pay KIS (in addition to the price), a delinquent administrative service charge on the unpaid amount at the rate of one and a half percent (1.5%) per month (or such lower rate as may be the maximum allowable by law) from any such date until the date of payment. Should the Buyer become delinquent

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Contact



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KIS - Keep IT Simple
43160 Osgood Road
Fremont, CA 94539
United States

Quote #	8059 v2
Date	2023/04/05
Expires	2023/05/05
Contact	Mike Florence

Prepared for SoHum Health
Jason Dockins
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SoHum -Barracuda Cloud Account 3 yr

One-Time Fees

Category	Item	Qty	Price	Total
Subscription / Subscription	Email Protection, Cloud Archiving Service, per User, 1 Month New Subscription	225	\$73.33	\$16,499.25
	Email Protection, Cloud Archiving Service, per User, 36 Month New Subscription			
	MSRP \$29.970.00			

Please contact us if you have any questions.

Total One-Time	\$16,499.25 USD
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Cost Breakdown

Category	One-Time Fees
Subscription / Subscription	\$16,499.25
Total	\$16,499.25 USD

Terms and Conditions

A convenience fee of two point nine percent (2.9%) will be applied to credit card purchases.

Unless otherwise stated on the invoice, payment terms are thirty (30) days net from date of invoice. If Buyer fails to pay in accordance with these terms, KIS, at its option, may charge Buyer, and Buyer shall pay KIS (in addition to the price), a delinquent administrative service charge on the unpaid amount at the rate of one and a half percent (1.5%) per month (or such lower rate as may be the maximum allowable by law) from any such date until the date of payment. Should the Buyer become delinquent

in the payment of any sum due to KIS, KIS shall not be obligated to continue performance under any agreement with Buyer. In the event of default, collection costs and attorney fees may apply.

Contact



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Keeping IT Simple Since 1988.
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