Finance Committee

Date: Thursday, May 23, 2025
Time: 10:00 a.m.
Location: Sprowel Creek Campus
Facilitator: Governing Board President Corinne Stromstad
Link: https://shchd.webex.com/shchd/j.php?MTID=m15c2ce8eda85364ff8d87e1a53274c65

Agenda

Page	Item
	A. Call to Order
	B. Public Comment (3-minute limit per person)
	See public comment instructions below.
	C. Announcements
	D. Previous Meeting Minutes
	1. Minutes from Friday, February 25, 2025, Finance Committee
	E. Discussion and Review
	1. March and April Financials – Paul Eves
	2. April 2025 Patient Financial Services and HRG Reports – Marie Brown
	F. Discussion Items to Report to the Board
	G. Next Meeting: June 20th 10:00 am
	H. Adjourn

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 the 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: Monday, May 19, 2025*

Finance Committee

Date: Thursday, February 27, 2025
Time: 10:00 a.m.
Location: Sprowel Creek Campus-Rm 105 and via Webex
Facilitator: Governing Board President Corinne Stromstad

Minutes

Finance Committee Present: CEO Matt Rees (Webex), Kevin Church, and Corinne Stromstad
Not Present: None
Also Present: Administrative Assistant Darrin Guerra, PFS Manager Marie Brown, CFO Paul Eves, and COO Kent Scown
By Webex: Accounting Controller Cherie' Hurt, CEO Matt Rees, Business Development Director Ryan Staples, CNO Adela Yanez, and HIM Manager Remy Quinn

A. Call to Order – Kevin Church called the meeting to order at 10:01 a.m.

B. Public Comment (3-minute limit per person) – None

C. Announcements - None

D. Previous Meeting Minutes

1. Minutes from Friday, January 24, 2025

Motion: Kevin Church moved to approve the January 24th, 2025 Finance Minutes.
Second: Corinne Stromstad
Motion Carried

E. Discussion and Review

1. Financials – Paul Eves, CFO
    - Paul shared the January Financials with the Board.
    - After much discussion, the Board has decided that they would like each month's financials to show the total for the year so they may compare them to previous months.
    - The Board would like to change the income on the Balance Sheet to accurately reflect the IGT tat was received.
2. January 2025 HRG Report – Marie Brown, PFS Manager
    - Marie shared the HRG report with the Committee.

F. Discussion Items to Report to the Board – The January Financials will be submitted to the Governing Board for approval.

G. Next Meeting: Thursday, March 27, 2025.

H. Adjourned at 10:35 a.m.

Southern Humboldt Community Healthcare District

SoHum Income Statement

From Jul 2024 to Apr 2025

Financial Row	Amount
Revenue	
Gross Patient Revenue	
Inpatient	$2,807,032
Inpatient Ancillary	$442,187
Outpatient	$15,605,398
Outpatient Ancillary	$7,771,406
Total Patient Revenue	$26,626,023
Deductions from Revenue	
9060-913 - Supplemental Revenue	($8,381,462)
Contractual Allowances	$10,365,824
Provision for Bad Debts	$997,704
Other Allowances / Deductions	$277,542
Cost Of Sales	$103
Total Deductions	$3,259,711
Net Patient Revenue	$23,366,312
Other Operating Revenue	$4,753,065
Total Operating Revenue	$28,119,376
Expenses	
Salaries & Wages	$9,950,497
Employee Benefits	$3,589,567
Professional Fees	$4,311,070
Supplies	$5,115,210
Repairs & Maintenance	$315,169
Purchased Services	$2,159,577
Utilities	$301,844
Insurance	$197,703
Depreciation/ Amortization	$632,718
Other	$955,701
Total Operating Expenses	$27,529,055
Operating Profit (Loss)	$590,321
Tax Revenue	$2,146,378
Other Non Operating Revenue (Expense)	$86,211
Interest Income	$6,845
Net Non Operating Revenue (Expense)	$2,239,434
Net Income (Loss)	$2,829,755

Southern Humboldt Community Healthcare District

SoHum Income Statement

Apr 2025 Only

Financial Row	Amount
Revenue	
Gross Patient Revenue	
Inpatient	$233,551
Inpatient Ancillary	$74,248
Outpatient	$1,710,957
Outpatient Ancillary	$926,921
Total Patient Revenue	$2,945,678
Deductions from Revenue	
9060-913 - Supplemental Revenue	($1,336,033)
Contractual Allowances	$1,397,285
Provision for Bad Debts	$157,841
Other Allowances / Deductions	$39,290
Total Deductions	$258,383
Net Patient Revenue	$2,687,295
Other Operating Revenue	$618,449
Total Operating Revenue	$3,305,745
Expenses	
Salaries & Wages	$1,160,872
Employee Benefits	$374,441
Professional Fees	$398,783
Supplies	$515,488
Repairs & Maintenance	$41,166
Purchased Services	$192,012
Utilities	$28,667
Insurance	$18,539
Depreciation/ Amortization	$61,624
Other	$70,554
Total Operating Expenses	$2,862,145
Operating Profit (Loss)	$443,599
Tax Revenue	$503,834
Other Non Operating Revenue (Expense)	$29,863
Interest Income	$638
Net Non Operating Revenue (Expense)	$534,335
Net Income (Loss)	$977,934

Southern Humboldt Community Healthcare District

SoHum Balance Sheet

End of Apr 2025

Financial Row	Amount
Assets	
Current Assets	
Cash - Checking & Investments	$7,038,841.27
Patients Accounts Receivable	$27,200,273.81
Less Allowances	($21,728,986.48)
Other Receivables	$4,759,124.56
Inventories	$718,307.89
Prepaid Expenses and Deposits	$1,213,392.95
Total Current Assets	$19,200,954.00
Property and Equipment	
Land	$1,193,526.09
Land Improvements	$553,251.44
Buildings	$5,720,831.33
Equipment	$8,411,269.98
Construction in progress	$13,575,927.97
Less: Accumulated Depreciation	($9,609,073.62)
Net Property and Equipment	$19,845,733.19
Total Assets	$39,046,687.19
Liabilities & Fund Balance	
Current Liabilities	
Accounts Payable	$1,187,193.75
Accrued Payroll & Related costs	$1,435,582.38
Other Current Liabilities	
Deferred Revenue IGT	$733,408.94
Loans & Current Portion of Lease Obligations	$122,529.00
Reimbursement/Settlement	($265,298.71)
Other	
Accrued Purchases	$1,569.08
Other Current Liabilities	$1,569.08
Total Other Current Liabilities	$592,208.31
Total Current Liabilities	$3,214,984.44
Long Term Debt, Less Current Portion	
LEAF Data Backup Liability	$53,134.90
Maple Lane Loan	$198,186.31
ELGA Lease Loan	
2250-030 - ELGA Lease Loan	$1,800,256.45
Total - ELGA Lease Loan	$1,800,256.45
CHFFA Help II Loan	$1,837,044.76
Lease Obligations	$236,003.00
Net Long Term Debt	$4,124,625.42
Equity	
Unrestricted Fund Balance - Prior Years	$2,830,961.19
Retained Earnings	$26,046,361.08
Net Income	$2,829,755.06
Total Fund Balance	$31,707,077.33
Total Liabilities & Fund Balance	$39,046,687.19

Southern Humboldt Community Healthcare District
April 2025

EPIC

Overall A/R Health

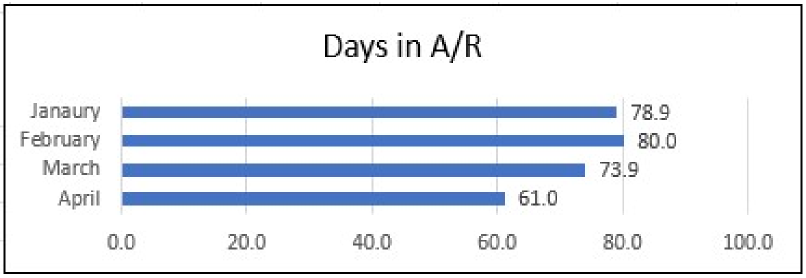
- **Overall AR:** *Excellent* progress—days in A/R decreased 12.9 days.

[+2.1 (Unbilled*) -1.3 (Self-Pay**) -13.7 (3rd-party***)]

- SoHum Target: **55** Days

April days in A/R: **61.0**

Total AR by Financial Class	April Total	March Total	Overall Decrease/Increase
Blue Cross	172,347.19	282,897.56	(110,550.37)
Blue Shield	150,985.17	182,656.45	(31,671.28)
Commercial	264,496.75	193,311.62	71,185.13
Medicaid	2,057,318.59	2,651,290.81	(593,972.22)
Medicare	1,800,409.79	1,956,198.26	(155,788.47)
Other	1,624.30	6,375.29	(4,750.99)
Self-Pay	1,364,688.84	1,407,582.25	(42,893.41)
Tricare	52,284.64	59,826.35	(7,541.71)
Worker's Comp	62,506.28	49,296.13	13,210.15
Undistributed	(25,642.82)	(48,869.95)	23,227.13
Grand Total	**5,901,018.73**	**6,740,564.77**	(839,546.04)



- ****Self-Pay:** Self-pay decreased 1.3 days from March, we continue to look for new ways to streamline processes and keep self-pay AR minimal.
- *****Third-Party (Insurance):** The outstanding issues mentioned as roadblocks below continue to contribute to the increase in this category. We continue to prioritize high dollar aged accounts and are actively working with payers on the roadblocks below.

Roadblocks

- **Medicare:** Despite the reduction in Medicare AR the balance remains high. As a result of an ongoing internal audit, we have identified several issues causing Medicare delays. Two notable issues are open JIRA's with Ochin and lack of escalated payer responses. We are nearing the end of our Medicare Audit and will provide details to around existing A/R.
- **Anthem Issue:** We are almost complete with the Anthem repayment issue.
  Original total: ≈$447,000 Remaining balance: ≈$7,500
- **PHP LTC:** In April we resolved the PHP issue with denials contributing to the $594K decrease in Medi-Cal AR. Once the Medicare Audit is complete we will move to a top to bottom Medi-Cal audit for both HB and PB.

Centriq

Overall A/R Health

We continue to successfully decrease Centriq AR balances. We are in the process of issuing refunds for remaining credit balances. We expect 3rd Party AR at zero by the end of May. Could consider moving remaining payment plans into Epic.

Remaining A/R	April	March
3rd Party Payer	2,918.06	2,918.06
Self Pay	4,503.45	4,728.45
Totals	7,421.51	7,646.51

SoHum Health

MONTH END FINANCE REPORT

April 2025

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FINANCE DASHBOARD

Revenue Cycle Performance

	Target	November-24	December-24	January-25	February-25	March-25	April-25
REVENUE							
Net Revenue		$926,792	$1,261,441	$1,296,004	$1,301,539	$1,439,223	$1,457,795
Gross Revenue		$2,289,240	$2,678,901	$2,675,880	$2,629,227	$2,904,835	$3,074,176
CASH							
Cash Collections as a % of Net Revenue	**100%**	83%	226%	121%	55%	128%	159%
Cash Collections		$1,016,963	$2,090,654	$1,532,085	$718,353	$1,664,075	$2,286,899
ACCOUNTS RECEIVABLE							
Net AR		$2,530,376	$2,251,475	$2,594,015	$2,998,434	$3,019,226	$2,621,864
Gross AR		$7,489,789	$6,287,766	$6,559,012	$7,101,318	$6,740,565	$5,901,019
Unbilled	**3**	11.5	9.0	12.1	11.5	10.5	12.6
Third Party	**26**	63.3	49.2	50.7	53.7	47.9	34.3
Self Pay	**16**	19.8	16.8	16.1	14.9	15.4	14.1
Total Days in AR	**45**	**94.6**	**75.0**	**78.9**	**80.0**	**73.9**	**61.0**
Days in AR - Credit Balances	**< 1**	2.86	2.86	1.18	1.11	1.08	1.23
UNBILLED							
In-house	**< 2 Days**	0.8	0.6	1.0	1.2	0.2	1.4
DNFB	**< 1 Day**	10.7	8.4	11.1	10.3	10.4	11.2
Total Unbilled	**<3 Days**	**11.5**	**9.0**	**12.1**	**11.5**	**10.5**	**12.6**

Third Party

	Target	November-24		December-24		January-25		February-25		March-25		April-25	
AGING (excluding credits)													
Medicare Aging > 90 Days	**11%**	**28.6%**	$ 521,216	**19.8%**	$ 304,305	**25.9%**	$ 379,947	**17.9%**	$ 367,110	**20.7%**	$ 409,000	**23.8%**	$ 432,676
Medicaid Aging > 90 Days	**12%**	**43.0%**	$ 1,392,998	**44.5%**	$ 1,204,213	**40.5%**	$ 1,217,927	**39.2%**	$ 1,221,661	**30.9%**	$ 823,273	**32.8%**	$ 679,764
Commercial Aging > 90 Days	**20%**	**56.2%**	$ 555,460	**49.7%**	$ 383,976	**47.0%**	$ 358,078	**43.9%**	$ 272,246	**25.8%**	$ 183,465	**21.5%**	$ 143,962
Work Comp Aging > 90 Days	**35%**	**66.4%**	$ 42,244	**44.1%**	$ 33,809	**32.7%**	$ 19,060	**22.0%**	$ 16,561	**32.5%**	$ 16,277	**29.5%**	$ 18,714
Total Third Party Aging > 90 Days	**11%**	**41.1%**	$ 2,511,918	**37.8%**	$ 1,926,302	**37.3%**	$ 1,975,011	**32.0%**	$ 1,877,577	**26.5%**	$ 1,432,015	**27.6%**	$ 1,275,116
CLAIM SUBMISSION EFFECIENCY													
Claims Submission		1,909	$ 3,307,577	1,772	$ 3,556,287	1,948	$ 3,866,828	1,790	$ 3,173,501	2,251	$ 3,700,137	2,174	$ 3,937,784
Clean Claims	**85%**	94%		93%		93%		96%		95%		95%	
Denial Percent	**5%**	5%		16%		8%		8%		8%		5%	
Total Denial Rate	**Count | Amt**	305	$ 161,083	690	$ 521,976	358	$ 275,724	375	$ 321,901	481	$ 251,747	303	$ 201,069
Late Charges	**Count | Amt**	42	$ 2,705	35	$ 8,850	72	$ 10,321	43	$ 19,580	8	$ (13,811)	70	$ 17,463
Communication Log Backlog		0	$ -	0	$ -	0	$ -	0	$ -	0	$ -	0	$ -

Self Pay

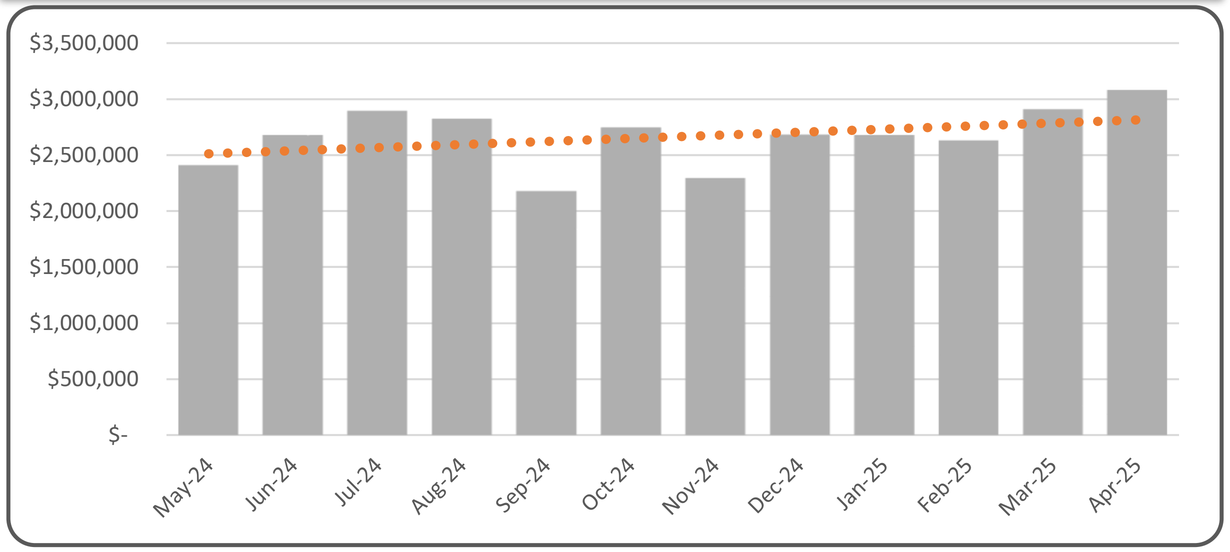
	Target	November-24		December-24		January-25		February-25		March-25		April-25	
INVENTORY & QUALITY													
Total Inventory		1,455	$ 1,568,278	1,007	$ 1,411,911	931	$ 1,340,929	883	$ 1,318,704	915	$ 1,407,582	900	$ 1,364,689
New		144	$ 205,887	72	$ 93,760	119	$ 119,887	88	$ 83,659	181	$ 185,577	99	$ 88,802
Aged >180 days from Discharge	**< 25%**	52.3%	$ 819,719	42.9%	$ 605,819	47.7%	$ 639,325	47.4%	$ 625,569	50.7%	$ 713,356	47.3%	$ 645,804
Total Payment Plans over 120 days		$22,024		$14,812		$2,127		$2,678		$4,623		$6,914	
Average Speed to Answer	**< 60 seconds**	29		244		254		140		159		355	
STATEMENTS & LETTERS													
Statements & Letters		661		681		481		640		618		638	
Charity Care Applications In Process		2	$ 4,151	12	$ 11,394	17	$ 28,080	11	$ 8,408	12	$ 8,288	0	$ -
Inbound and Outbound Calls	**In | Out**	293	528	291	360	312	459	302	408	284	405	388	375
WRITE OFFS													
Bad Debt as a % of Gross Revenue	**< 2%**	10.0%	$ 229,824	5.6%	$ 149,184	2.9%	$ 78,182	0.9%	$ 23,163	0.0%	$ -	3.0%	$ 91,898
Charity as a % of Gross Revenue	**< 2%**	0.2%	$ 5,719	0.1%	$ 2,903	0.0%	$ 367	0.1%	$ 2,142	1.4%	$ 41,564	0.5%	$ 14,271

New inventory for March and April dollars are high due to imports to our proprietary database - we are no longer using proprietary database for self pay.

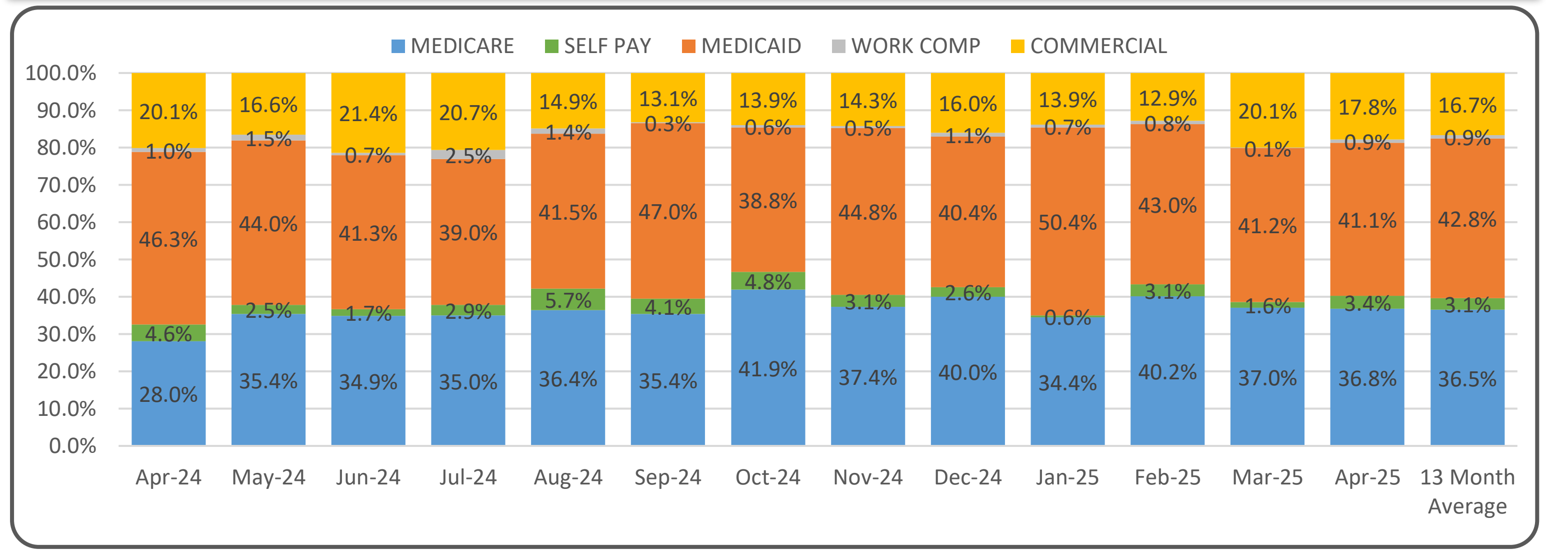
GROSS REVENUE

PAYER	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
MEDICARE	$ 635,762	$ 852,190	$ 933,285	$ 1,010,801	$ 1,026,368	$ 770,633	$ 1,148,479	$ 855,151	$ 1,070,957	$ 921,297	$ 1,056,161	$ 1,075,033	$ 1,131,837	**$ 960,612**
MEDICAID	$ 1,048,651	$ 1,059,248	$ 1,103,495	$ 1,128,400	$ 1,171,488	$ 1,021,646	$ 1,063,098	$ 1,025,945	$ 1,081,589	$ 1,348,408	$ 1,131,463	$ 1,196,766	$ 1,262,874	**$ 1,126,390**
COMMERCIAL	$ 456,749	$ 398,468	$ 572,709	$ 597,354	$ 420,987	$ 285,774	$ 382,213	$ 326,410	$ 429,631	$ 371,132	$ 338,349	$ 582,579	$ 546,844	**$ 439,169**
WORK COMP	$ 22,422	$ 37,168	$ 17,509	$ 71,038	$ 39,727	$ 7,412	$ 17,254	$ 10,343	$ 28,146	$ 18,549	$ 21,692	$ 3,026	$ 28,291	**$ 24,814**
SELF PAY	$ 103,370	$ 59,510	$ 46,514	$ 83,996	$ 161,258	$ 89,155	$ 131,430	$ 71,392	$ 68,578	$ 16,494	$ 81,562	$ 47,431	$ 104,330	**$ 81,925**
TOTAL	**$ 2,266,954**	**$ 2,406,584**	**$ 2,673,513**	**$ 2,891,588**	**$ 2,819,829**	**$ 2,174,620**	**$ 2,742,474**	**$ 2,289,240**	**$ 2,678,901**	**$ 2,675,880**	**$ 2,629,227**	**$ 2,904,835**	**$ 3,074,176**	**$ 2,632,909**
AVERAGE DAILY REVENUE	**$ 74,568**	**$ 72,769**	**$ 80,737**	**$ 86,649**	**$ 91,141**	**$ 85,718**	**$ 84,097**	**$ 79,190**	**$ 83,811**	**$ 83,087**	**$ 88,711**	**$ 91,222**	**$ 96,722**	**$ 84,494**

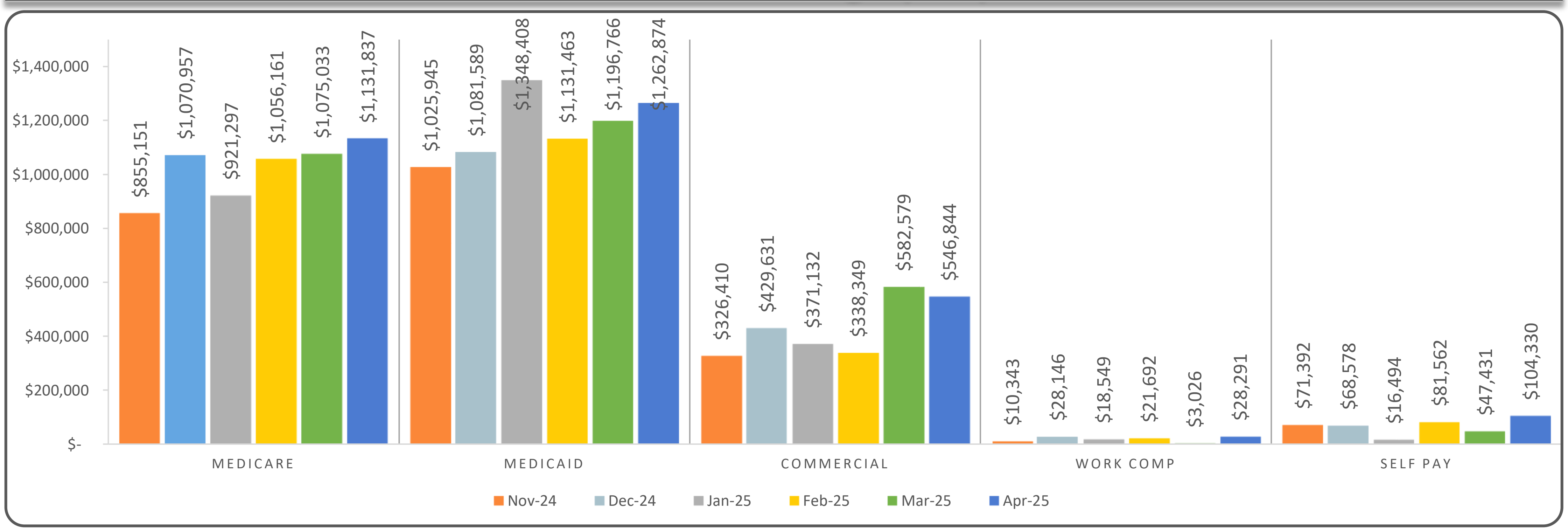
Gross Revenue



Payer Mix



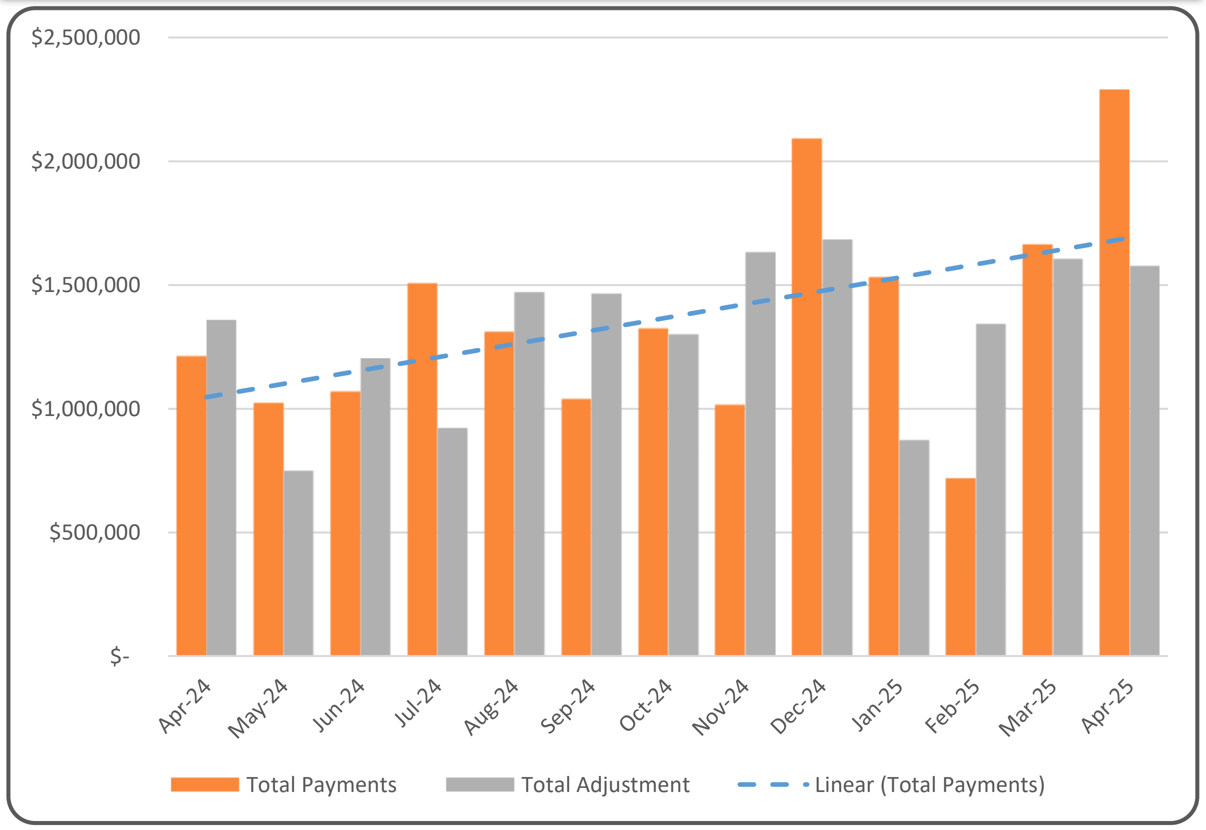
Revenue Trending By Payer



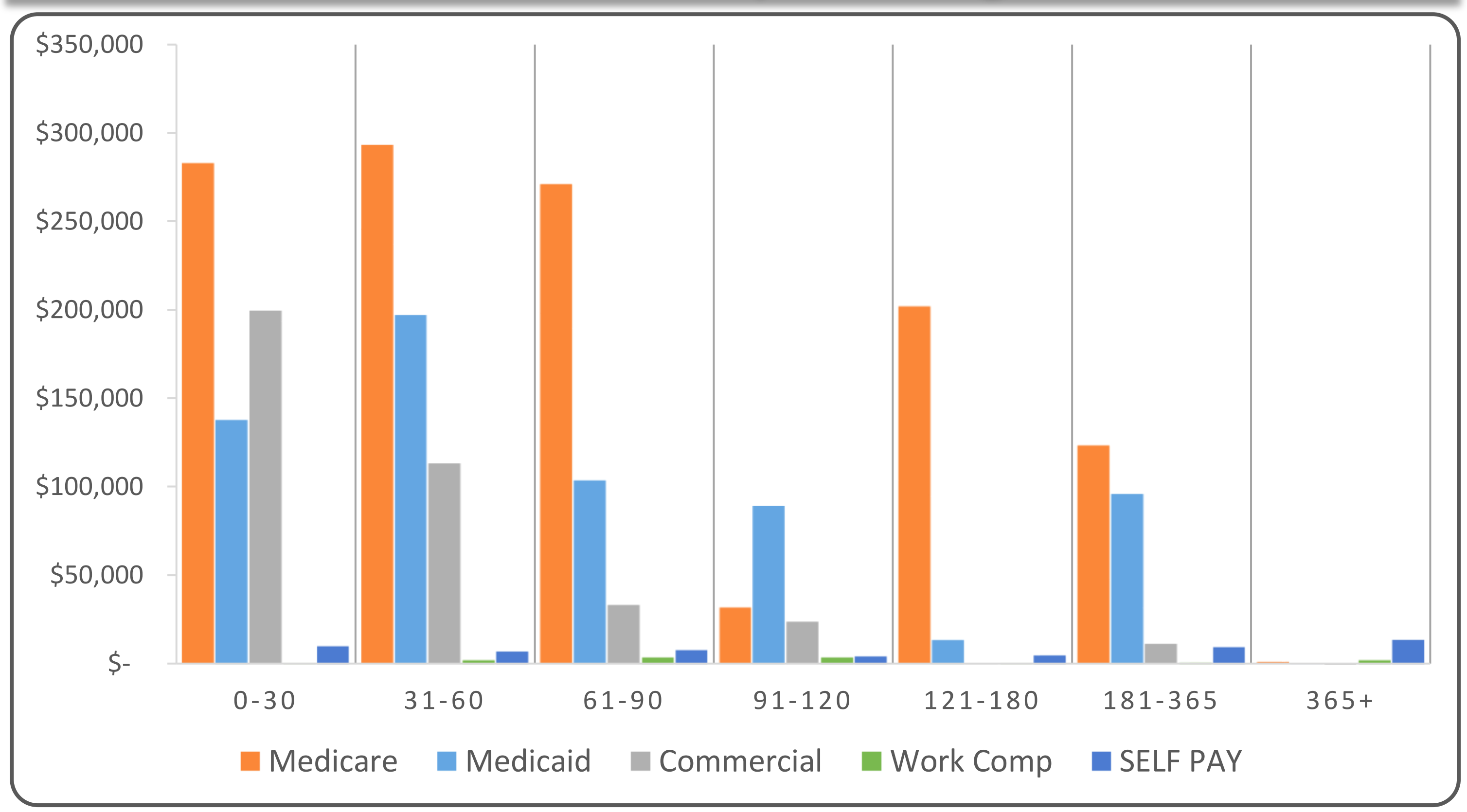
CASH DETAIL

PAYER	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
MEDICARE														
Payments	**$ 693,621**	**$ 604,561**	**$ 616,646**	**$ 735,187**	**$ 580,619**	**$ 485,722**	**$ 805,773**	**$ 340,505**	**$ 1,279,836**	**$ 939,060**	**$ 224,562**	**$ 745,627**	**$ 1,204,141**	**$ 711,989**
Adjustments	$ 137,172	$ (91,180)	$ 291,465	$ (101,465)	$ 197,964	$ 304,154	$ 5,511	$ 411,088	$ (30,868)	$ (277,011)	$ 173,524	$ 225,514	$ (95,093)	**$ 88,521**
Collection %	83%	118%	68%	116%	75%	61%	99%	45%	102%	142%	56%	77%	109%	**89%**
MEDICAID														
Payments	**$ 239,691**	**$ 164,030**	**$ 97,940**	**$ 262,500**	**$ 206,411**	**$ 219,069**	**$ 206,730**	**$ 301,089**	**$ 344,793**	**$ 212,143**	**$ 183,817**	**$ 535,357**	**$ 634,298**	**$ 277,528**
Adjustments	$ 639,713	$ 701,030	$ 503,340	$ 816,511	$ 800,470	$ 893,473	$ 1,031,183	$ 785,721	$ 1,333,693	$ 907,327	$ 903,837	$ 1,179,572	$ 1,362,157	**$ 912,156**
Collection %	27%	19%	16%	24%	21%	20%	17%	28%	21%	19%	17%	31%	32%	**22%**
COMMERCIAL														
Payments	**$ 235,808**	**$ 216,262**	**$ 305,316**	**$ 440,497**	**$ 449,082**	**$ 283,770**	**$ 237,722**	**$ 327,279**	**$ 410,226**	**$ 306,442**	**$ 279,590**	**$ 305,607**	**$ 381,600**	**$ 321,477**
Adjustments	$ 76,097	$ 116,244	$ 116,014	$ 169,693	$ 174,513	$ 133,709	$ 116,975	$ 150,800	$ 182,600	$ 118,766	$ 143,513	$ 122,007	$ 155,375	**$ 136,639**
Collection %	76%	65%	72%	72%	72%	68%	67%	68%	69%	72%	66%	71%	71%	**70%**
WORK COMP														
Payments	**$ 10,514**	**$ 12,100**	**$ 17,155**	**$ 17,492**	**$ 23,885**	**$ 16,949**	**$ 42,772**	**$ 17,090**	**$ 6,326**	**$ 23,932**	**$ 3,177**	**$ 21,848**	**$ 10,953**	**$ 17,246**
Adjustments	$ 5,425	$ 8,259	$ 3,256	$ 3,666	$ 6,483	$ 3,263	$ 9,310	$ 10,751	$ 5,591	$ 7,029	$ 4,633	$ 7,794	$ 3,947	**$ 6,108**
Collection %	66%	59%	84%	83%	79%	84%	82%	61%	53%	77%	41%	74%	74%	**70%**
SELF PAY														
Payments	**$ 33,463**	**$ 26,645**	**$ 32,275**	**$ 51,271**	**$ 51,107**	**$ 32,300**	**$ 31,964**	**$ 30,834**	**$ 49,472**	**$ 50,507**	**$ 27,206**	**$ 55,636**	**$ 55,907**	**$ 40,661**
Bad Debt Recoveries	**$ -**	**$ -**	**$ 503**	**$ 357**	**$ -**	**$ 1,128**	**$ 634**	**$ 166**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 214**
Adjustments	$ 8,917	$ 14,342	$ 28,485	$ 19,435	$ 28,368	$ 40,613	$ 60,270	$ 36,652	$ 37,897	$ 37,958	$ 89,444	$ 26,200	$ 42,614	**$ 36,246**
Charity Care	$ 10,166	$ -	$ 10,046	$ -	$ 1,995	$ 458	$ 11,566	$ 5,719	$ 2,903	$ 367	$ 2,142	$ 41,564	$ 14,271	**$ 7,784**
Bad Debt	$ 479,228	$ -	$ 248,562	$ 12,294	$ 258,781	$ 87,940	$ 62,851	$ 229,824	$ 149,184	$ 78,182	$ 23,163	$ -	$ 91,898	**$ 132,454**
Total SP Adjustments	$ 498,311	$ 14,342	$ 287,093	$ 31,729	$ 289,144	$ 129,011	$ 134,686	$ 272,195	$ 189,984	$ 116,506	$ 114,749	$ 67,763	$ 148,783	**$ 176,484**
Collection %	6%	65%	10%	62%	15%	20%	19%	10%	21%	30%	19%	45%	27%	**27%**
TOTAL														
Total Payments	**$ 1,213,098**	**$ 1,023,598**	**$ 1,069,835**	**$ 1,507,305**	**$ 1,311,104**	**$ 1,038,937**	**$ 1,325,595**	**$ 1,016,963**	**$ 2,090,654**	**$ 1,532,085**	**$ 718,353**	**$ 1,664,075**	**$ 2,286,899**	**$ 1,369,115**
Total Adjustment	**$ 1,356,717**	**$ 748,695**	**$ 1,201,168**	**$ 920,133**	**$ 1,468,574**	**$ 1,463,610**	**$ 1,297,665**	**$ 1,630,554**	**$ 1,681,000**	**$ 872,617**	**$ 1,340,257**	**$ 1,602,651**	**$ 1,575,170**	**$ 1,143,424**
Total Collection %	47%	58%	47%	62%	47%	42%	51%	38%	55%	64%	35%	51%	59%	**50%**

Cash & Adjustment Trending



Cash Collections by Discharge Date



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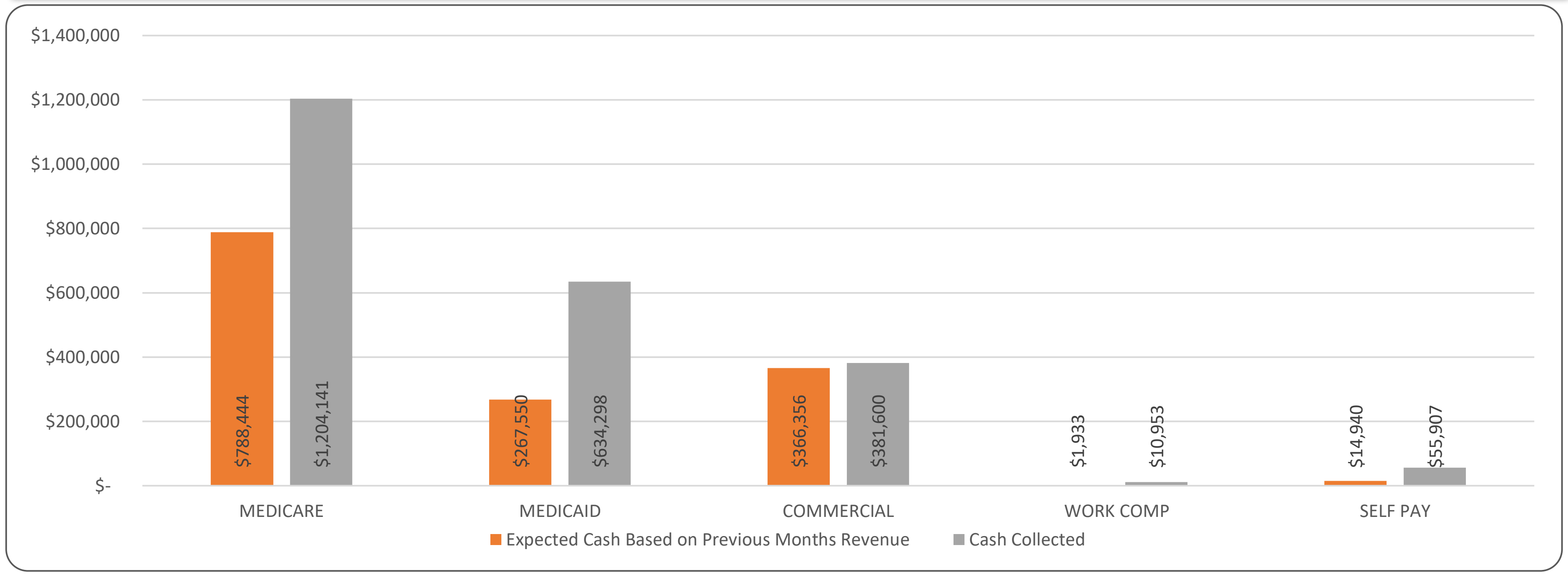
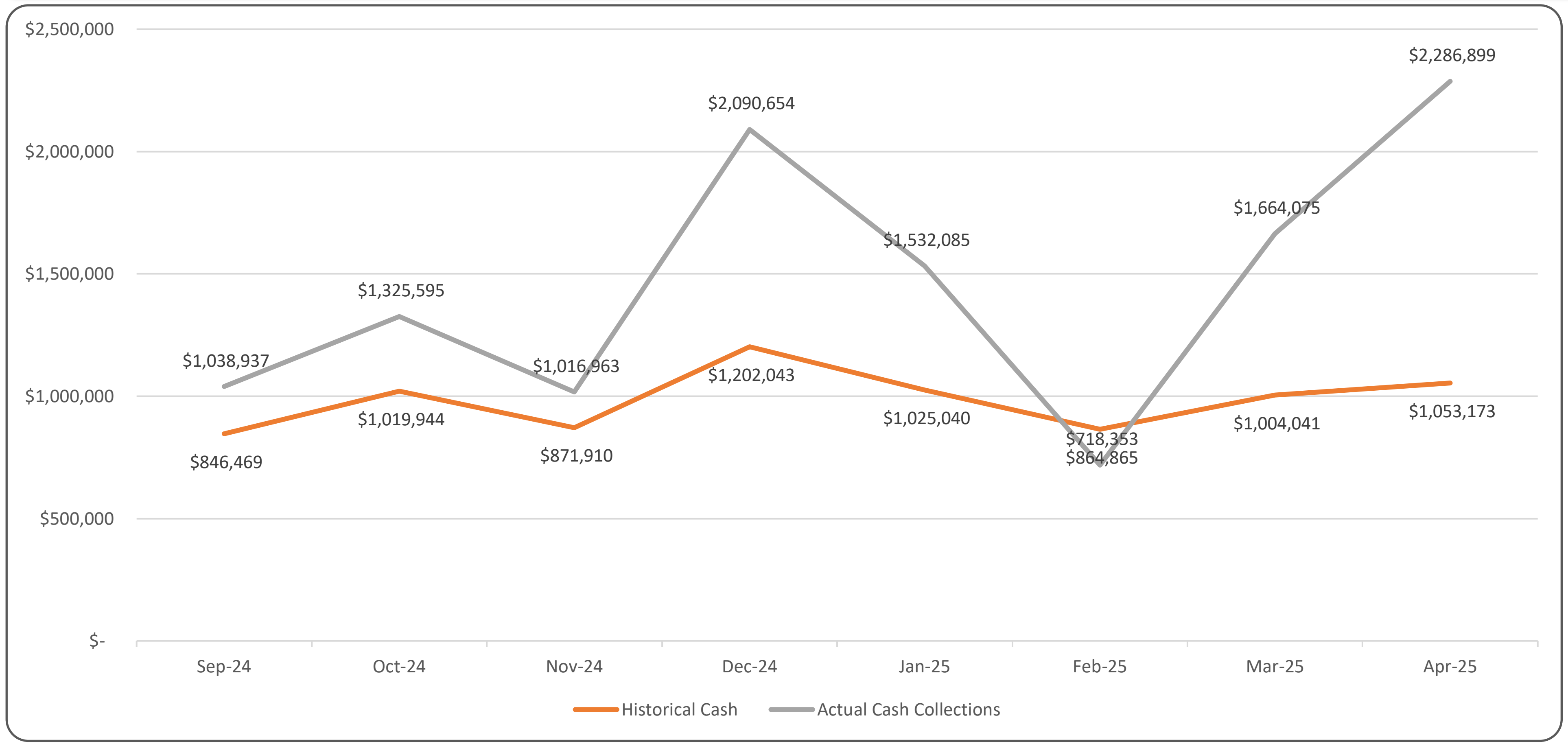
CASH FORECASTING

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

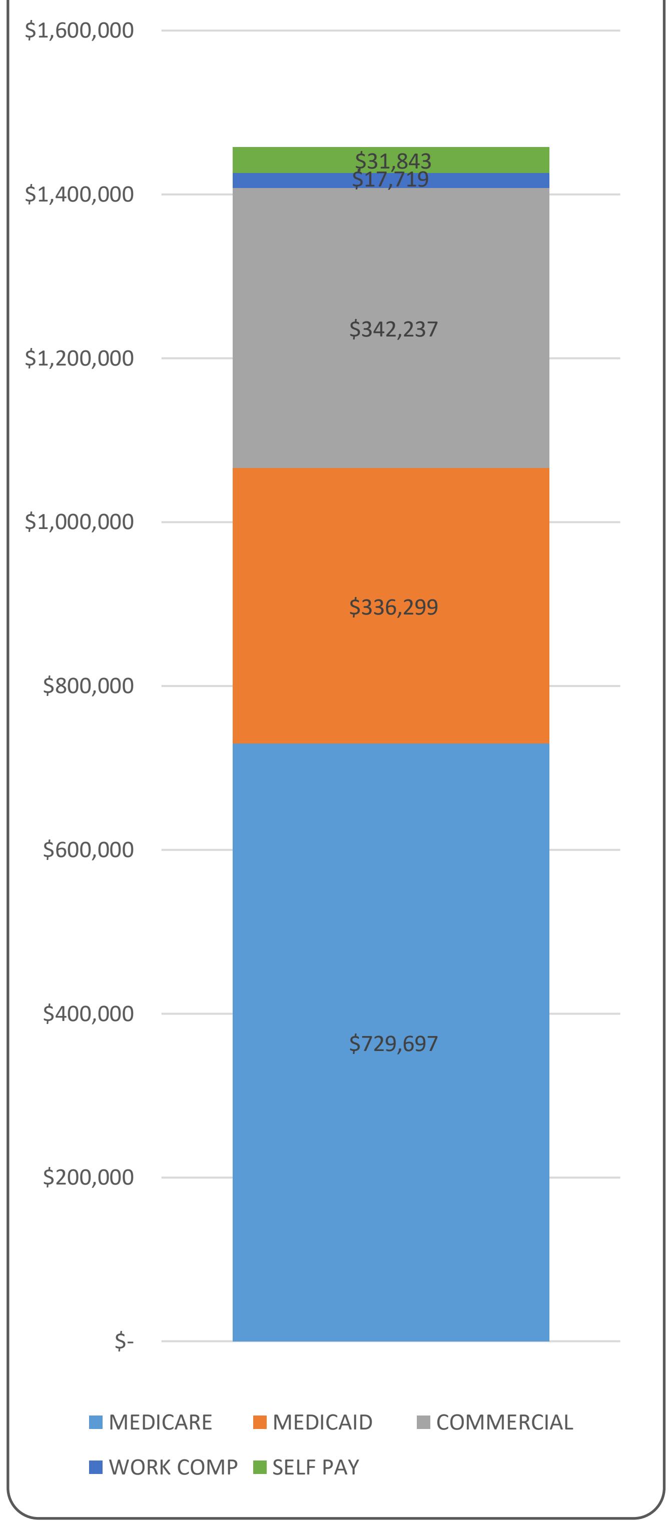


Actual Cash vs Historical Average Collections



Cash Expected Next Month
(Based on this Months Revenue)

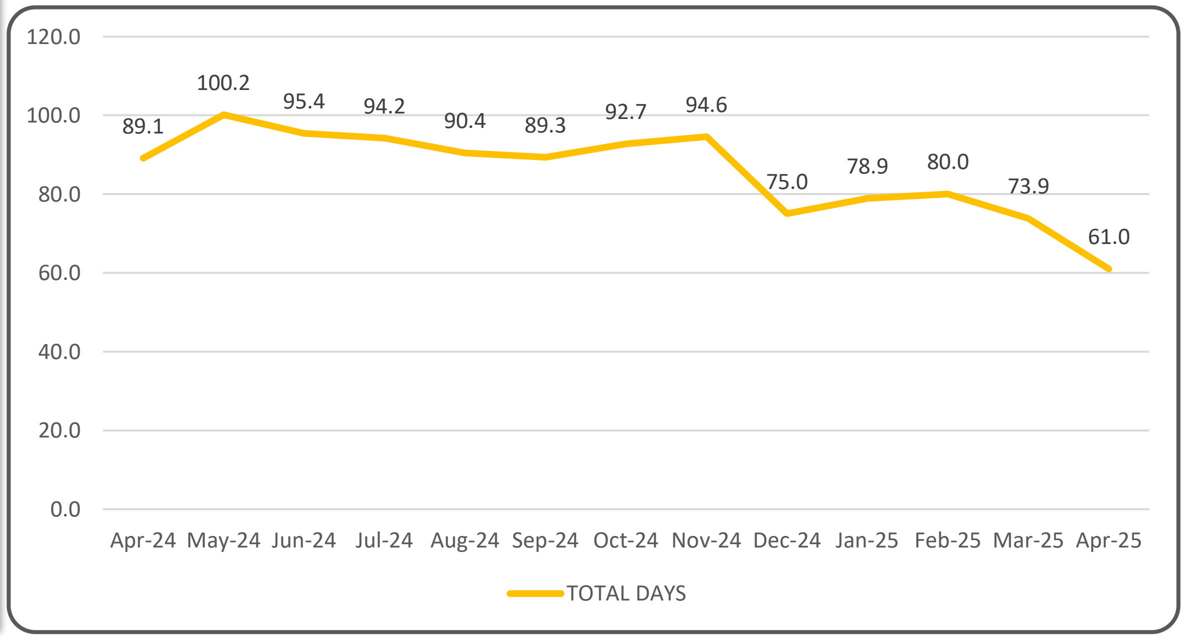
$ 1,457,795

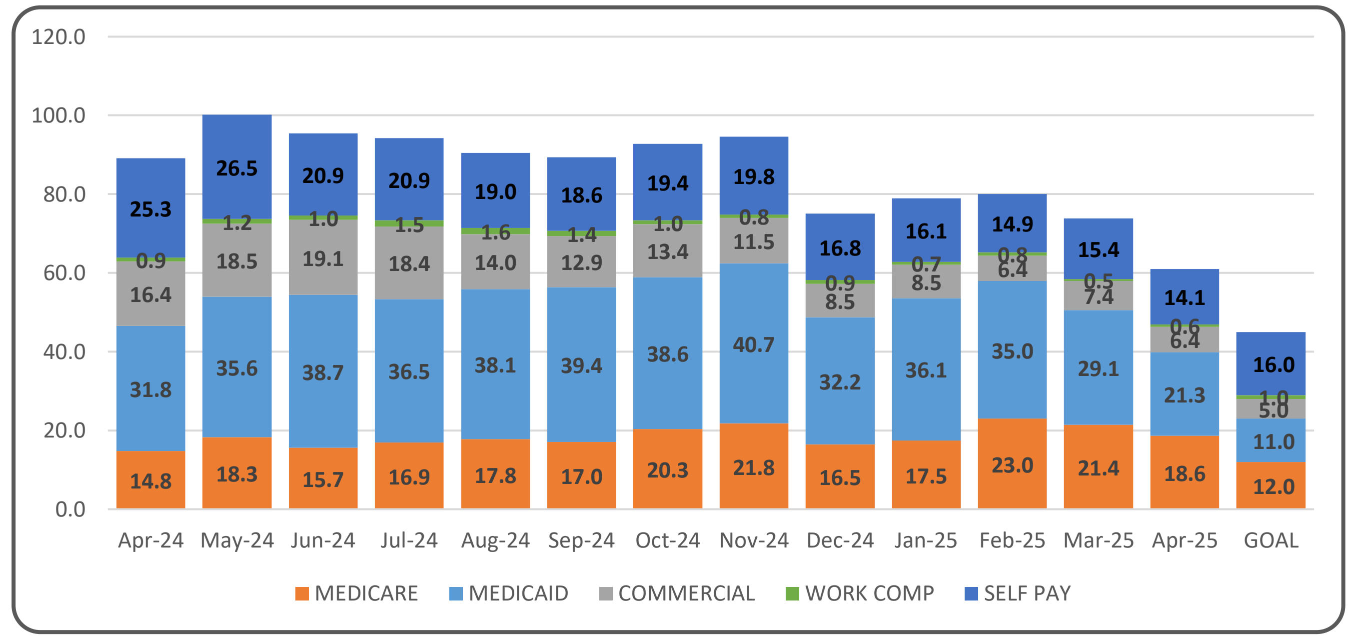


ACCOUNTS RECEIVABLE

AR Days

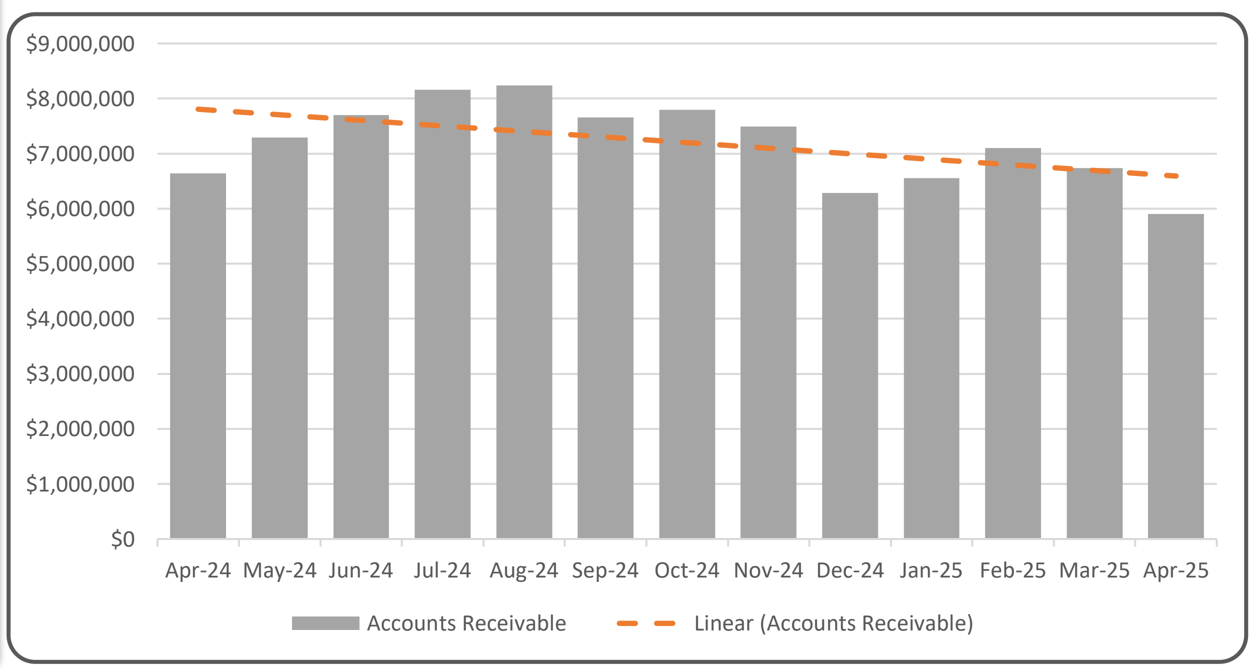
PAYER	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
MEDICARE	14.8	18.3	15.7	16.9	17.8	17.0	20.3	21.8	16.5	17.5	23.0	21.4	18.6	**18.4**
MEDICAID	31.8	35.6	38.7	36.5	38.1	39.4	38.6	40.7	32.2	36.1	35.0	29.1	21.3	**34.9**
COMMERCIAL	16.4	18.5	19.1	18.4	14.0	12.9	13.4	11.5	8.5	8.5	6.4	7.4	6.4	**12.4**
WORK COMP	0.9	1.2	1.0	1.5	1.6	1.4	1.0	0.8	0.9	0.7	0.8	0.5	0.6	**1.0**
SELF PAY	25.3	26.5	20.9	20.9	19.0	18.6	19.4	19.8	16.8	16.1	14.9	15.4	14.1	**19.1**
TOTAL DAYS	**89.1**	**100.2**	**95.4**	**94.2**	**90.4**	**89.3**	**92.7**	**94.6**	**75.0**	**78.9**	**80.0**	**73.9**	**61.0**	**85.8**

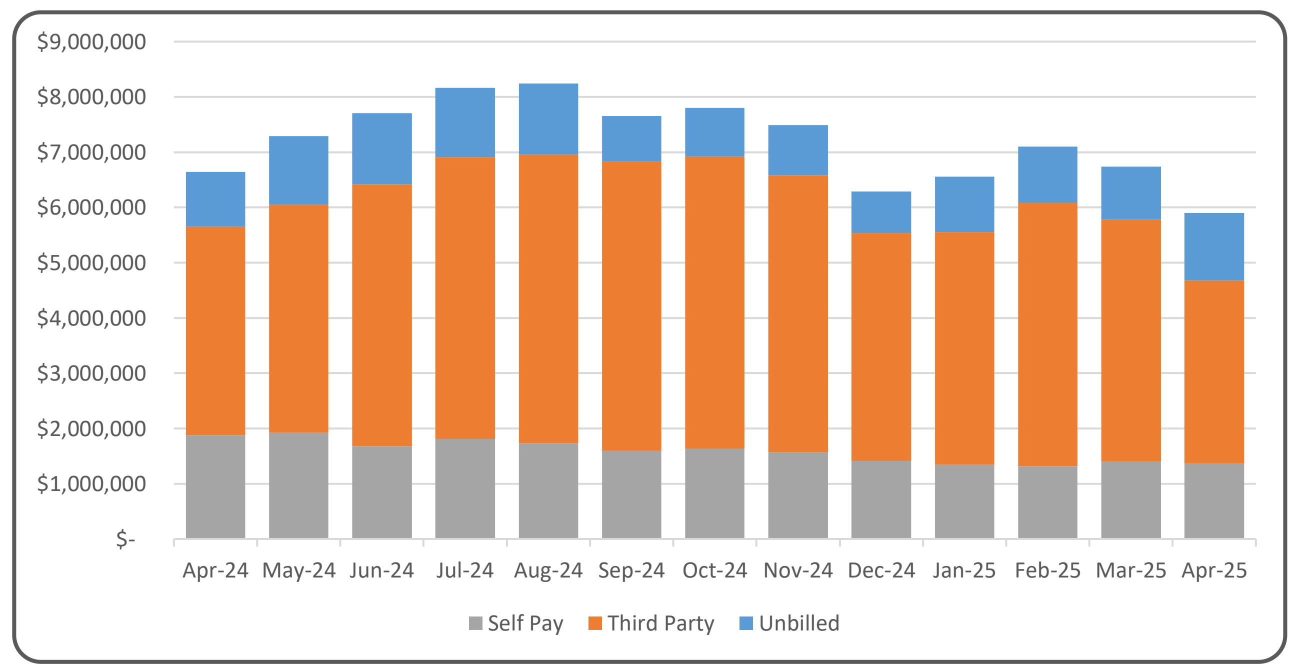




AR Balance

PAYER	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
MEDICARE	$ 1,101,851	$ 1,334,185	$ 1,264,190	$ 1,466,233	$ 1,617,933	$ 1,459,766	$ 1,708,968	$ 1,724,409	$ 1,382,352	$ 1,450,431	$ 2,038,347	$ 1,956,198	$ 1,800,410	**$ 1,561,944**
MEDICAID	$ 2,370,804	$ 2,591,679	$ 3,126,226	$ 3,160,071	$ 3,473,695	$ 3,377,173	$ 3,246,501	$ 3,222,565	$ 2,701,942	$ 3,003,001	$ 3,102,235	$ 2,651,291	$ 2,057,319	**$ 2,929,577**
COMMERCIAL	$ 1,222,227	$ 1,348,694	$ 1,545,259	$ 1,594,542	$ 1,279,024	$ 1,106,133	$ 1,127,719	$ 913,574	$ 715,577	$ 707,049	$ 567,518	$ 676,197	$ 616,095	**$ 1,032,278**
WORK COMP	$ 66,783	$ 87,299	$ 82,043	$ 132,192	$ 141,749	$ 117,270	$ 82,695	$ 60,964	$ 75,984	$ 57,602	$ 74,515	$ 49,296	$ 62,506	**$ 83,915**
SELF PAY	$ 1,883,672	$ 1,926,672	$ 1,684,185	$ 1,809,858	$ 1,729,839	$ 1,597,324	$ 1,633,784	$ 1,568,278	$ 1,411,911	$ 1,340,929	$ 1,318,704	$ 1,407,582	$ 1,364,689	**$ 1,590,571**
TOTAL	**$ 6,645,338**	**$ 7,288,529**	**$ 7,701,902**	**$ 8,162,895**	**$ 8,242,240**	**$ 7,657,667**	**$ 7,799,668**	**$ 7,489,789**	**$ 6,287,766**	**$ 6,559,012**	**$ 7,101,318**	**$ 6,740,565**	**$ 5,901,019**	**$ 7,198,285**





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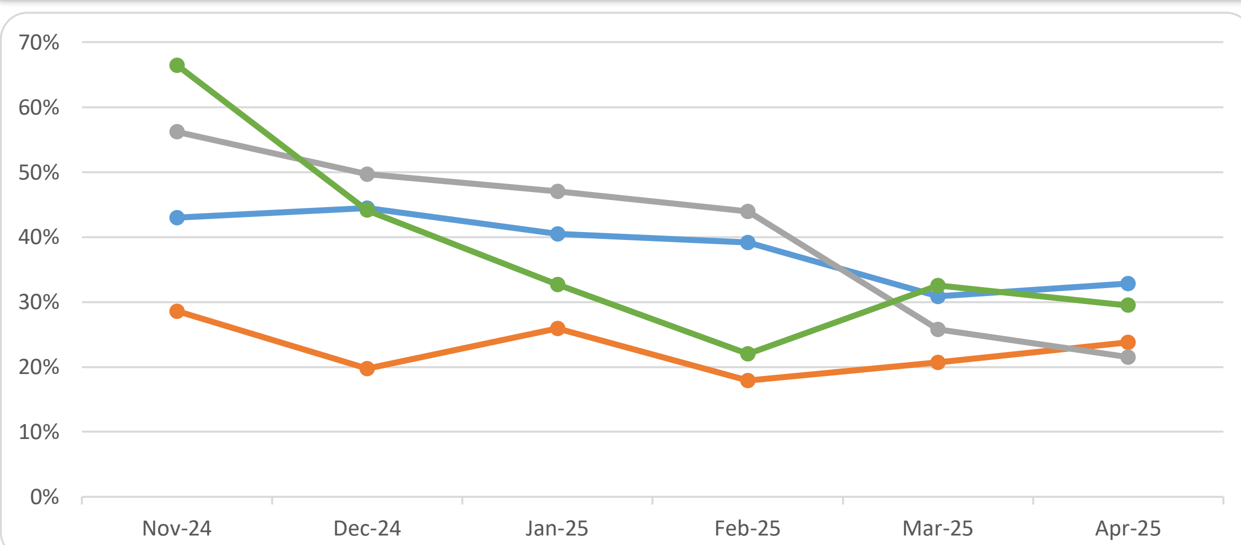
ACCOUNTS RECEIVABLE AGING

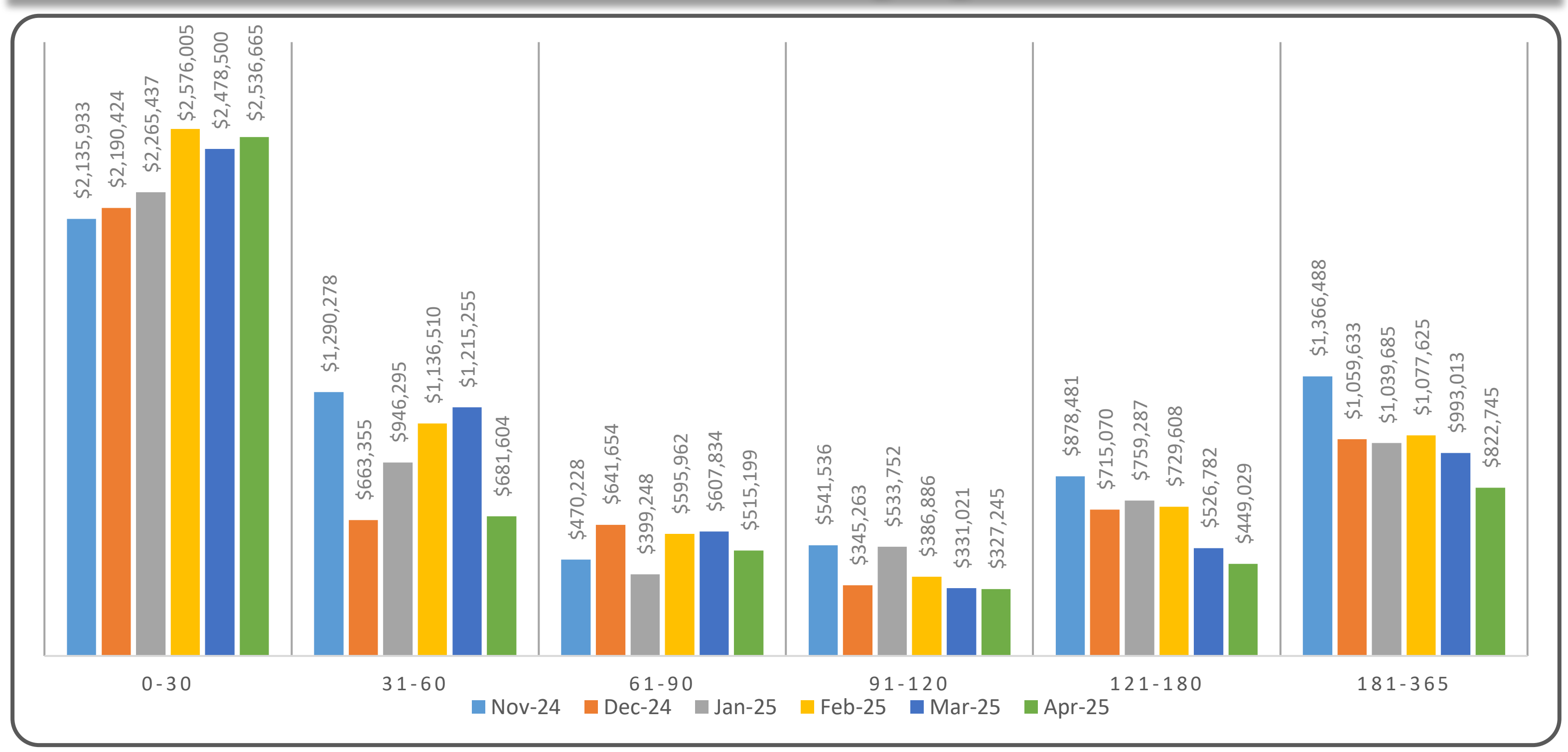
	0-30 Days		31-60 Days		61-90 Days		91-120 Days		121-180 Days		181-365 Days		366+ Days		Grand Totals	
	# Acts	$	# Acts	$	# Acts	$	# Acts	$	# Acts	$	# Acts	$	# Acts	$	# Acts	$
MEDICARE																
Non-Credit	303	$ 964,635	70	$ 228,817	65	$ 191,208	39	$ 107,850	44	$ 82,303	66	$ 151,282	28	$ 91,241	**615**	**$ 1,817,335**
Credit	1	$ (1,633)	0	$ (3,149)	0	$ (982)	1	$ (328)	1	$ (659)	6	$ (3,991)	5	$ (6,184)	**14**	**$ (16,926)**
TOTAL	**304**	**$ 963,003**	**70**	**$ 225,668**	**65**	**$ 190,225**	**40**	**$ 107,523**	**45**	**$ 81,644**	**72**	**$ 147,291**	**33**	**$ 85,057**	**629**	**$ 1,800,410**
MEDICAID																
Non-Credit	235	$ 985,008	127	$ 250,691	99	$ 156,114	65	$ 98,646	64	$ 148,055	134	$ 230,739	66	$ 202,324	**790**	**$ 2,071,578**
Credit	1	$ (569)	3	$ (2,561)	3	$ (111)	5	$ (508)	5	$ (4,110)	17	$ (5,313)	8	$ (1,087)	**42**	**$ (14,259)**
TOTAL	**236**	**$ 984,439**	**130**	**$ 248,130**	**102**	**$ 156,003**	**70**	**$ 98,138**	**69**	**$ 143,945**	**151**	**$ 225,426**	**74**	**$ 201,237**	**832**	**$ 2,057,319**
COMMERCIAL																
Non-Credit	188	$ 383,275	93	$ 92,301	37	$ 49,723	26	$ 16,022	25	$ 9,575	91	$ 36,321	49	$ 82,044	**509**	**$ 669,260**
Credit	0	$ (432)	0	$ (191)	6	$ (14,412)	2	$ (1,464)	1	$ 42	17	$ (16,703)	26	$ (20,005)	**52**	**$ (53,165)**
TOTAL	**188**	**$ 382,843**	**93**	**$ 92,111**	**43**	**$ 35,310**	**28**	**$ 14,558**	**26**	**$ 9,617**	**108**	**$ 19,618**	**75**	**$ 62,039**	**561**	**$ 616,095**
WORK COMP																
Non-Credit	11	$ 16,130	9	$ 8,217	11	$ 20,405	0	$ 262	0	$ 665	5	$ 16,846	0	$ 941	**36**	**$ 63,466**
Credit	0	$ -	0	$ -	0	$ -	1	$ (186)	0	$ -	2	$ (359)	1	$ (414)	**4**	**$ (960)**
TOTAL	**11**	**$ 16,130**	**9**	**$ 8,217**	**11**	**$ 20,405**	**1**	**$ 76**	**0**	**$ 665**	**7**	**$ 16,487**	**1**	**$ 527**	**40**	**$ 62,506**
SELF PAY																
Non-Credit	94	$ 196,381	104	$ 121,213	79	$ 113,725	80	$ 107,123	118	$ 213,763	254	$ 418,698	142	$ 227,106	**871**	**$ 1,398,009**
Credit	3	$ (6,130)	0	$ (13,735)	1	$ (469)	1	$ (173)	2	$ (604)	10	$ (4,775)	12	$ (7,435)	**29**	**$ (33,320)**
TOTAL	**97**	**$ 190,251**	**104**	**$ 107,478**	**80**	**$ 113,256**	**81**	**$ 106,951**	**120**	**$ 213,159**	**264**	**$ 413,923**	**154**	**$ 219,671**	**900**	**$ 1,364,689**
ACCOUNTS RECEIVABLE																
Non-Credit	831	$ 2,545,429	403	$ 701,239	291	$ 531,174	210	$ 329,903	251	$ 454,361	550	$ 853,886	285	$ 603,656	**2821**	**$ 6,019,648**
Credit	5	$ (8,763)	3	$ (19,635)	10	$ (15,974)	10	$ (2,658)	9	$ (5,331)	52	$ (31,141)	52	$ (35,125)	**141**	**$ (118,629)**
GRAND TOTAL	**836**	**$ 2,536,665**	**406**	**$ 681,604**	**301**	**$ 515,199**	**220**	**$ 327,245**	**260**	**$ 449,029**	**602**	**$ 822,745**	**337**	**$ 568,531**	**2962**	**$ 5,901,019**

Aged Over 90 Days Trending (excluding Credits)



	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
Medicare	28.6%	19.8%	25.9%	17.9%	20.7%	23.8%
Medicaid	43.0%	44.5%	40.5%	39.2%	30.9%	32.8%
Commercial	56.2%	49.7%	47.0%	43.9%	25.8%	21.5%
Work Comp	66.4%	44.1%	32.7%	22.0%	32.5%	29.5%

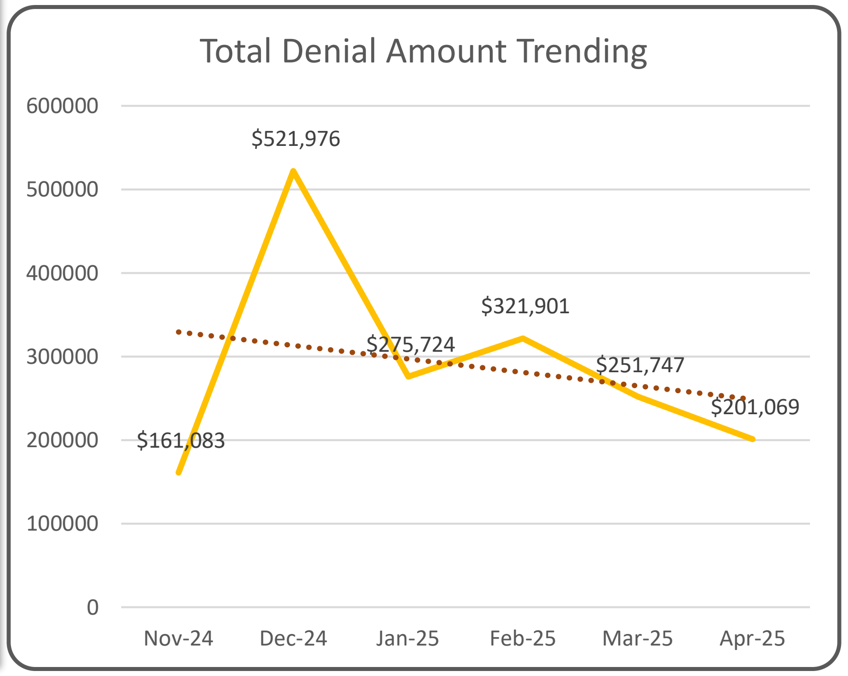
6 Month Aging

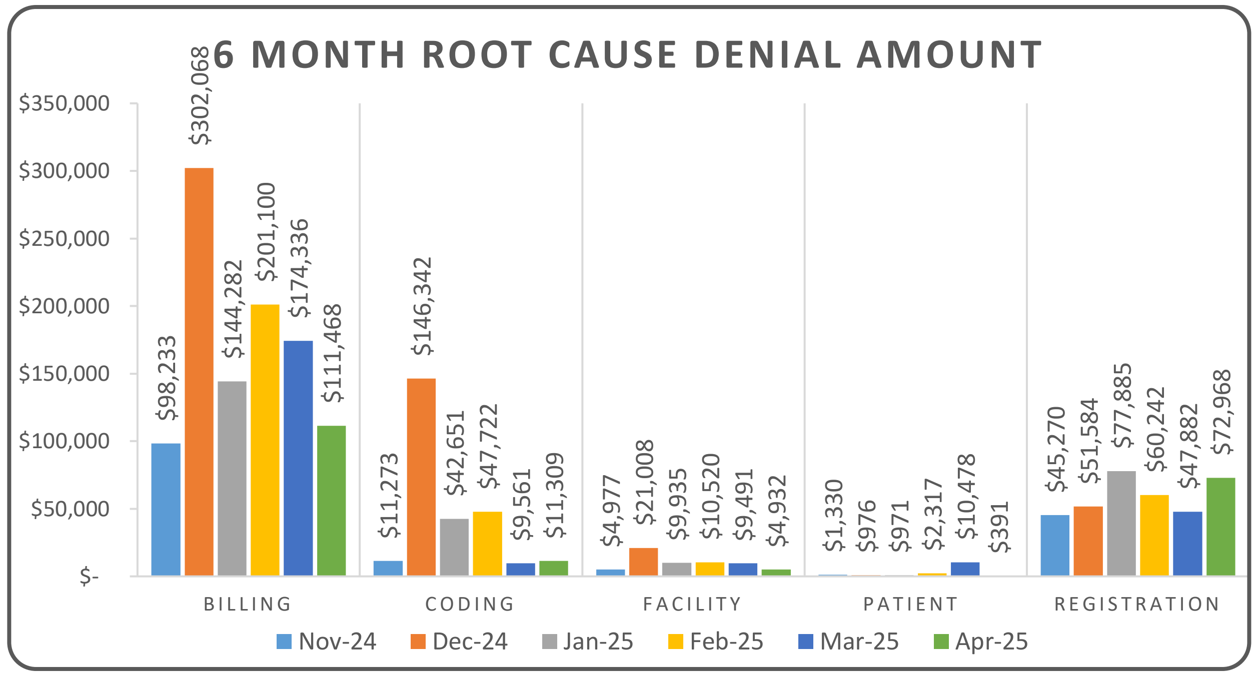


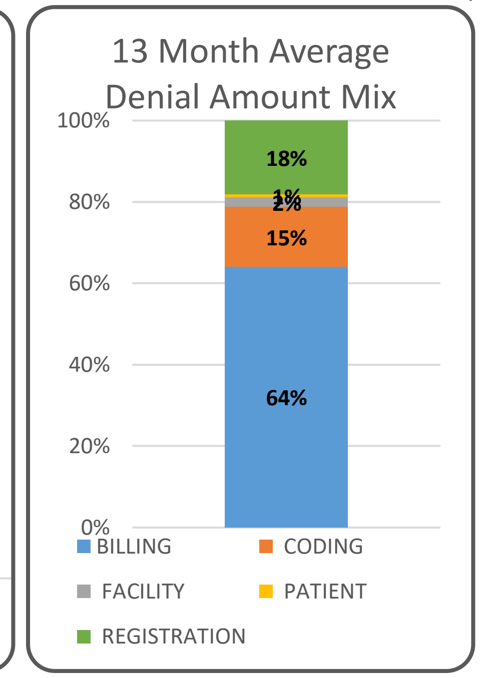
DENIAL MANAGEMENT

Denial Amount

AMOUNT	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
BILLING	$ 147,424	$ 163,118	$ 92,875	$ 112,503	$ 181,620	$ 107,731	$ 408,438	$ 98,233	$ 302,068	$ 144,282	$ 201,100	$ 174,336	$ 111,468	**$ 172,707**
CODING	$ 100,998	$ 48,590	$ 19,242	$ 14,674	$ 8,426	$ 5,736	$ 42,881	$ 11,273	$ 146,342	$ 42,651	$ 47,722	$ 9,561	$ 11,309	**$ 39,185**
FACILITY	$ 6,686	$ 5,304	$ 8,080	$ 669	$ 663	$ 343	$ 474	$ 4,977	$ 21,008	$ 9,935	$ 10,520	$ 9,491	$ 4,932	**$ 6,391**
PATIENT	$ -	$ 1,024	$ 1,559	$ 723	$ 1,776	$ 883	$ 1,714	$ 1,330	$ 976	$ 971	$ 2,317	$ 10,478	$ 391	**$ 1,857**
REGISTRATION	$ 12,304	$ 13,074	$ 27,782	$ 57,754	$ 33,530	$ 82,693	$ 52,737	$ 45,270	$ 51,584	$ 77,885	$ 60,242	$ 47,882	$ 72,968	**$ 48,900**
TOTAL	**$ 267,412**	**$ 231,110**	**$ 149,538**	**$ 186,322**	**$ 226,014**	**$ 197,386**	**$ 506,243**	**$ 161,083**	**$ 521,976**	**$ 275,724**	**$ 321,901**	**$ 251,747**	**$ 201,069**	**$ 269,040**

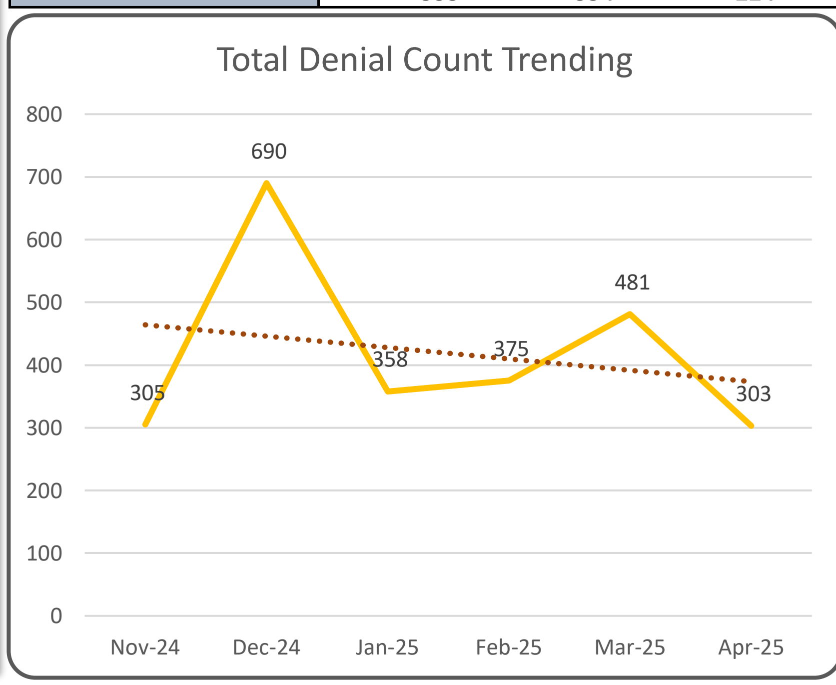


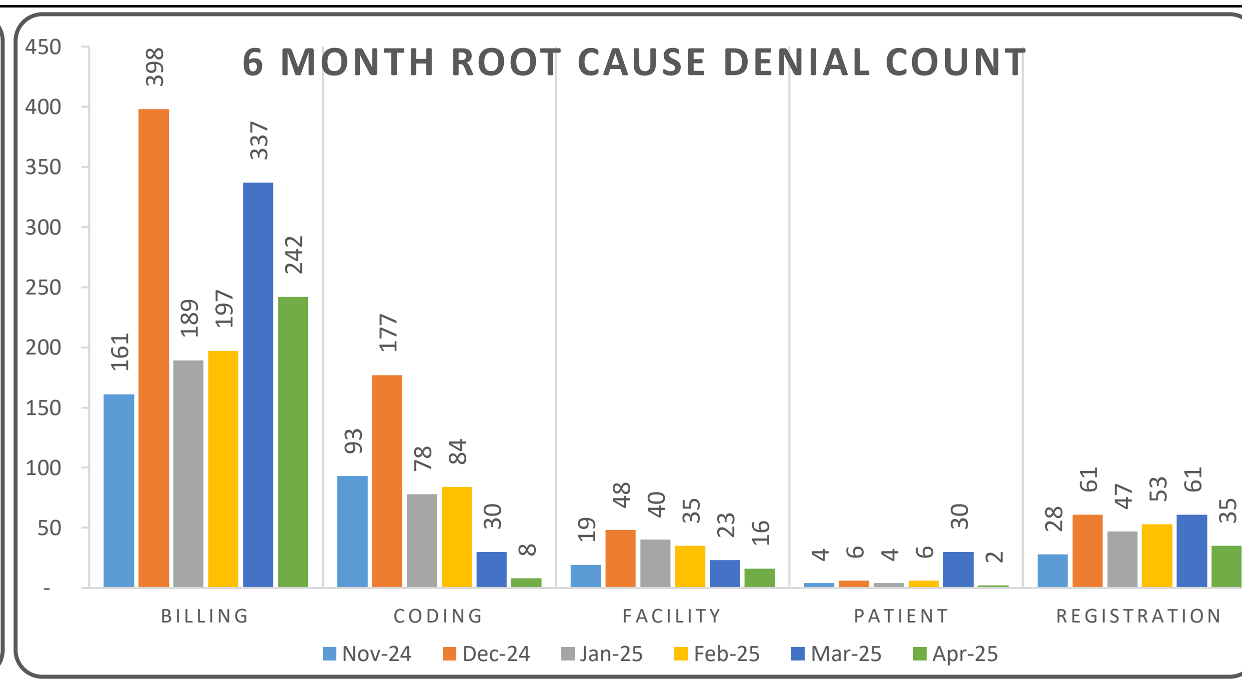


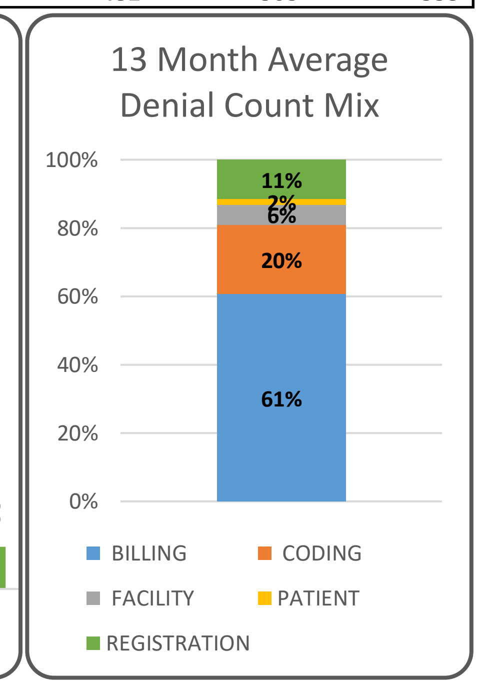


Denial Count

COUNT	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
BILLING	168	214	156	178	147	123	289	161	398	189	197	337	242	**215**
CODING	95	84	32	53	25	75	103	93	177	78	84	30	8	**72**
FACILITY	47	27	5	3	2	2	2	19	48	40	35	23	16	**21**
PATIENT	-	2	3	3	6	4	7	4	6	4	6	30	2	**6**
REGISTRATION	23	27	28	49	37	36	44	28	61	47	53	61	35	**41**
TOTAL	**333**	**354**	**224**	**286**	**217**	**240**	**445**	**305**	**690**	**358**	**375**	**481**	**303**	**355**







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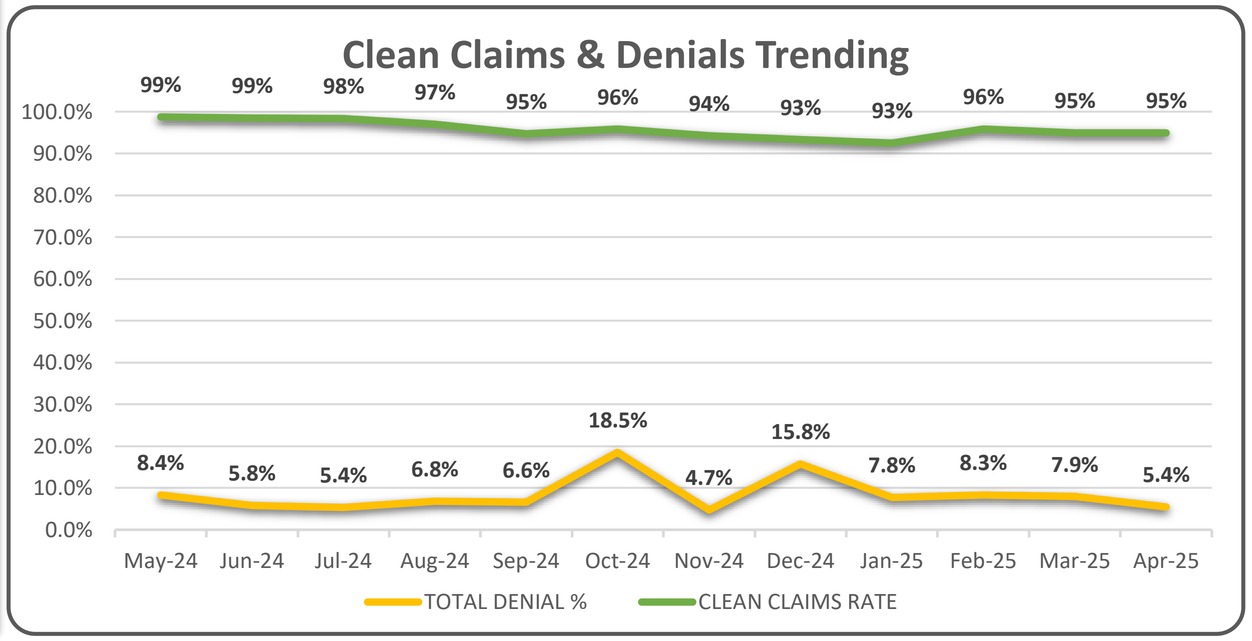
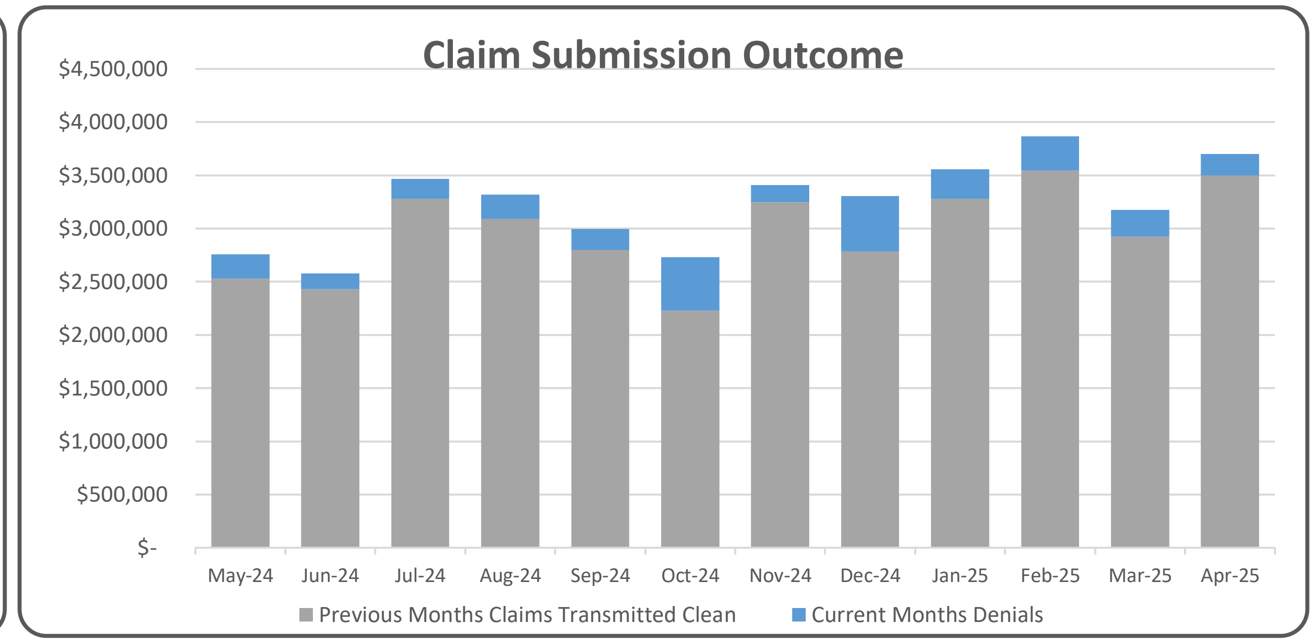
CLAIM SUBMIT EFFICIENCY & DENIAL RESOLUTION

Denial & Clean Claim Trending

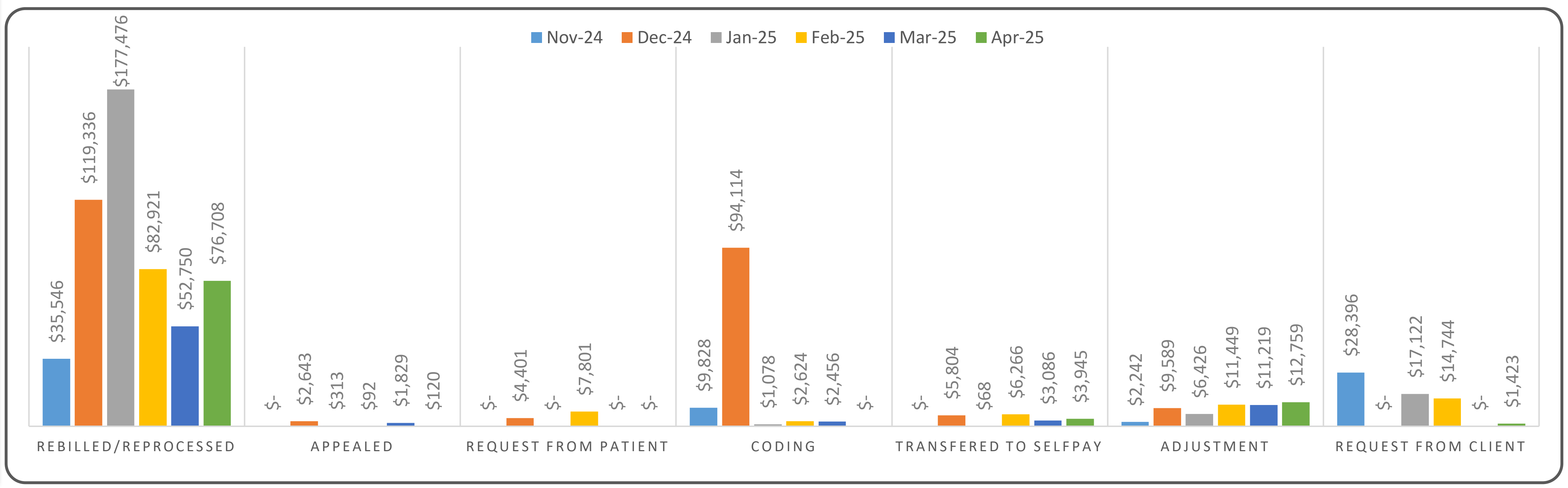
	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
DENIAL AMOUNT	$ 267,412	$ 231,110	$ 149,538	$ 186,322	$ 226,014	$ 197,386	$ 506,243	$ 161,083	$ 521,976	$ 275,724	$ 321,901	$ 251,747	$ 201,069	**$ 269,040**
PREVIOUS MONTH'S TRANSMITTED CLAIMS	$ 2,803,341	$ 2,760,024	$ 2,578,338	$ 3,466,200	$ 3,317,829	$ 2,996,389	$ 2,732,807	$ 3,408,274	$ 3,307,577	$ 3,556,287	$ 3,866,828	$ 3,173,501	$ 3,700,137	**$ 3,205,195**
TOTAL DENIAL %	9.5%	8.4%	5.8%	5.4%	6.8%	6.6%	18.5%	4.7%	15.8%	7.8%	8.3%	7.9%	5.4%	8.5%
CLEAN CLAIMS RATE	97%	99%	99%	98%	97%	95%	96%	94%	93%	93%	96%	95%	95%	96%

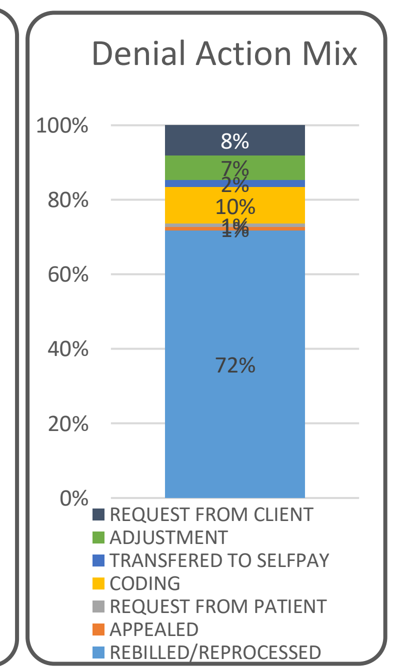




Action Taken on Denials

DENIAL ACTION	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
REBILLED/REPROCESSED	$ 173,232	$ 103,034	$ 69,051	$ 9,204	$ 113,914	$ 99,042	$ 188,774	$ 35,546	$ 119,336	$ 177,476	$ 82,921	$ 52,750	$ 76,708	**$ 100,076**
APPEALED	$ 8,615	$ 899	$ 40	$ -	$ 1,061	$ 978	$ -	$ -	$ 2,643	$ 313	$ 92	$ 1,829	$ 120	**$ 1,276**
REQUEST FROM PATIENT	$ -	$ -	$ -	$ -	$ -	$ -	$ 3,650	$ -	$ 4,401	$ -	$ 7,801	$ -	$ -	**$ 1,219**
CODING	$ -	$ 24,538	$ 9,957	$ 15,196	$ 7,816	$ 105	$ 10,154	$ 9,828	$ 94,114	$ 1,078	$ 2,624	$ 2,456	$ -	**$ 13,682**
TRANSFERED TO SELFPAY	$ 731	$ -	$ 8,649	$ -	$ 240	$ 3,218	$ 880	$ -	$ 5,804	$ 68	$ 6,266	$ 3,086	$ 3,945	**$ 2,530**
ADJUSTMENT	$ 18,178	$ 4,768	$ 1,033	$ 28,145	$ 6,096	$ 4,046	$ 5,556	$ 2,242	$ 9,589	$ 6,426	$ 11,449	$ 11,219	$ 12,759	**$ 9,347**
REQUEST FROM CLIENT	$ 433	$ 1,493	$ 8,906	$ 52,902	$ 16,166	$ -	$ 3,140	$ 28,396	$ -	$ 17,122	$ 14,744	$ -	$ 1,423	**$ 11,133**
TOTAL	**$ 201,189**	**$ 134,732**	**$ 97,637**	**$ 105,447**	**$ 145,293**	**$ 107,389**	**$ 212,154**	**$ 76,012**	**$ 235,887**	**$ 202,482**	**$ 125,898**	**$ 71,341**	**$ 94,957**	**$ 139,263**





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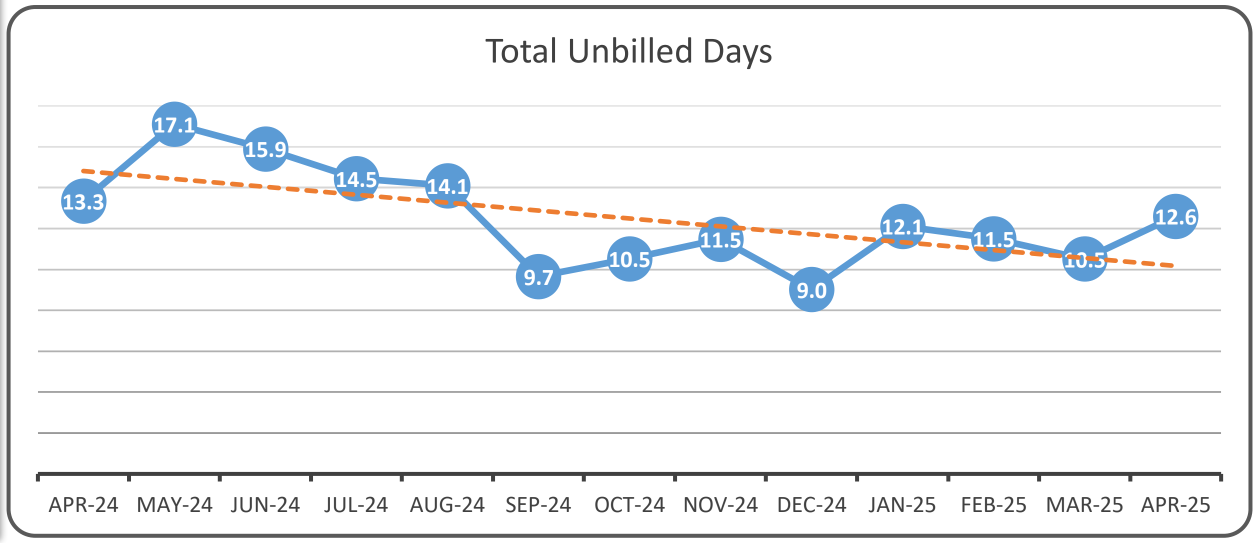
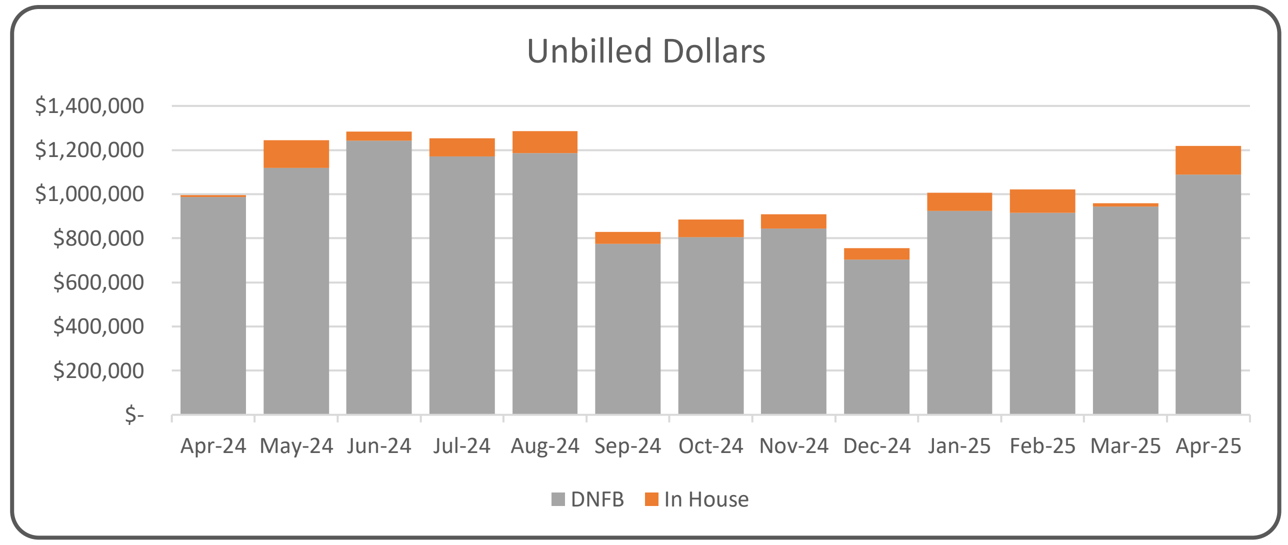
UNBILLED & INVENTORY

Unbilled

	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
In House	$ 9,467	$ 125,095	$ 41,831	$ 80,889	$ 100,191	$ 53,574	$ 79,176	$ 65,477	$ 53,238	$ 82,562	$ 105,865	$ 14,460	$ 131,129	**$ 72,535**
DNFB	$ 986,005	$ 1,119,850	$ 1,241,997	$ 1,171,385	$ 1,185,713	$ 774,717	$ 805,923	$ 843,956	$ 702,853	$ 924,080	$ 915,629	$ 944,626	$ 1,087,840	**$ 977,275**
Total Unbilled	**$ 995,472**	**$ 1,244,945**	**$ 1,283,828**	**$ 1,252,274**	**$ 1,285,904**	**$ 828,291**	**$ 885,099**	**$ 909,433**	**$ 756,091**	**$ 1,006,642**	**$ 1,021,494**	**$ 959,086**	**$ 1,218,969**	**$ 1,049,810**
Unbilled Days	13.3	17.1	15.9	14.5	14.1	9.7	10.5	11.5	9.0	12.1	11.5	10.5	12.6	**12.5**

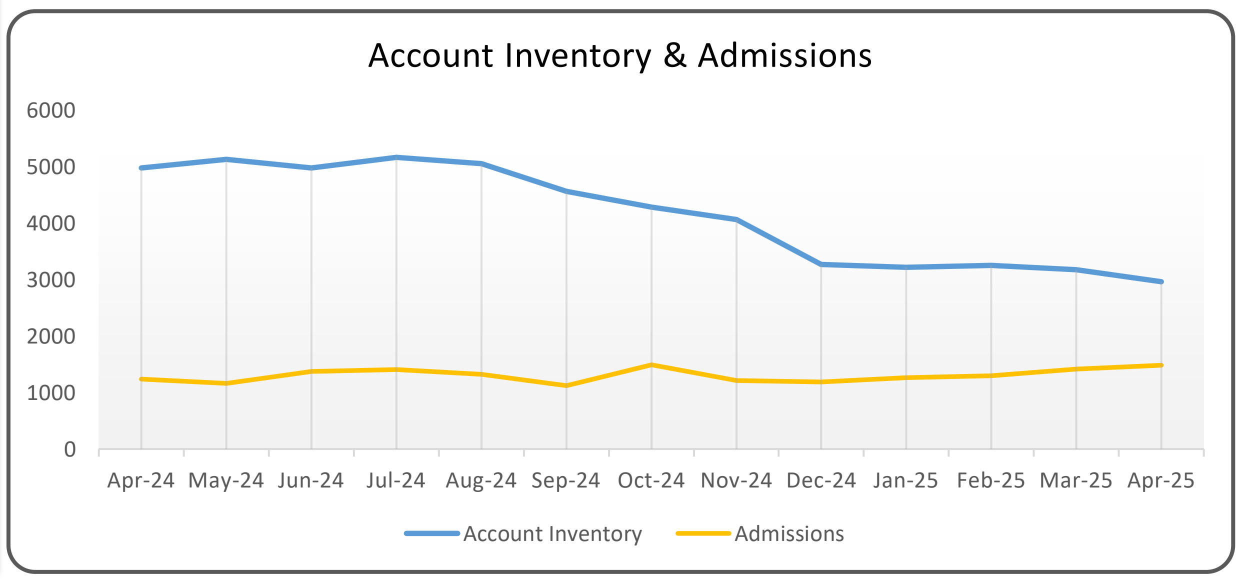


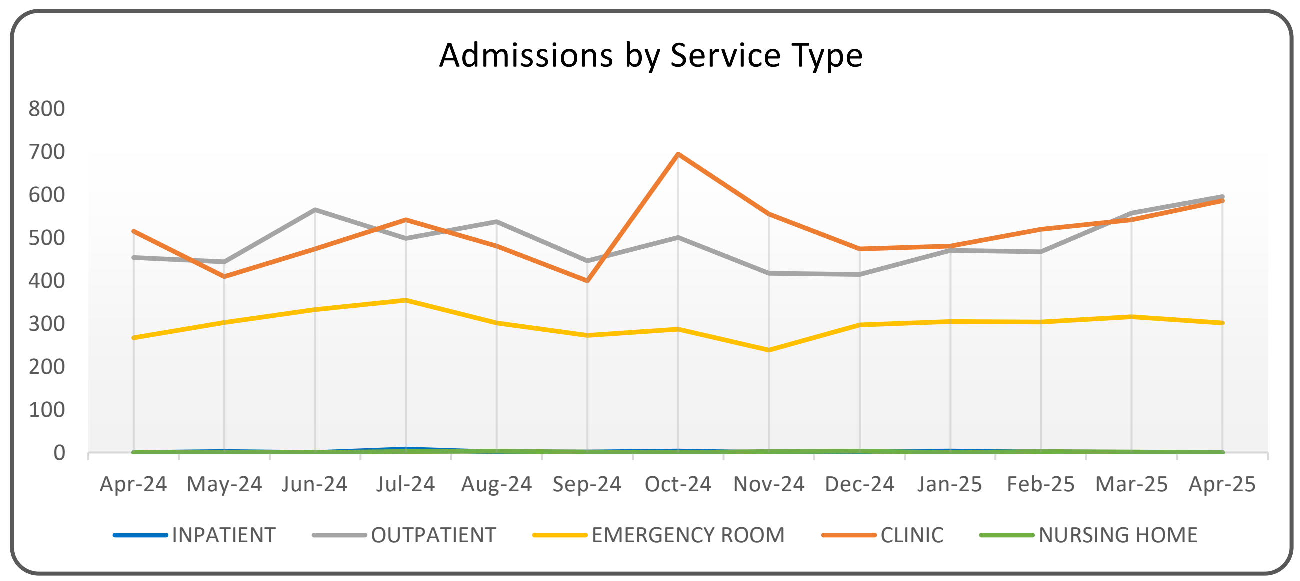


Admissions & Account Inventory

ADMISSIONS	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
INPATIENT	0	2	0	8	1	1	3	0	2	3	1	0	0	**2**
SWINGBED	1	3	4	3	2	4	7	5	2	5	3	4	3	**4**
OUTPATIENT	453	443	564	498	537	445	500	417	414	470	467	557	595	**489**
EMERGENCY ROOM	267	302	332	354	301	272	287	238	297	304	303	316	301	**298**
CLINIC	514	409	473	541	480	399	694	554	473	480	519	541	585	**512**
NURSING HOME	0	0	0	2	3	1	0	2	3	0	2	1	0	**1**
TOTAL	**1,235**	**1,159**	**1,373**	**1,406**	**1,324**	**1,122**	**1,491**	**1,216**	**1,191**	**1,262**	**1,295**	**1,419**	**1,484**	**1306**

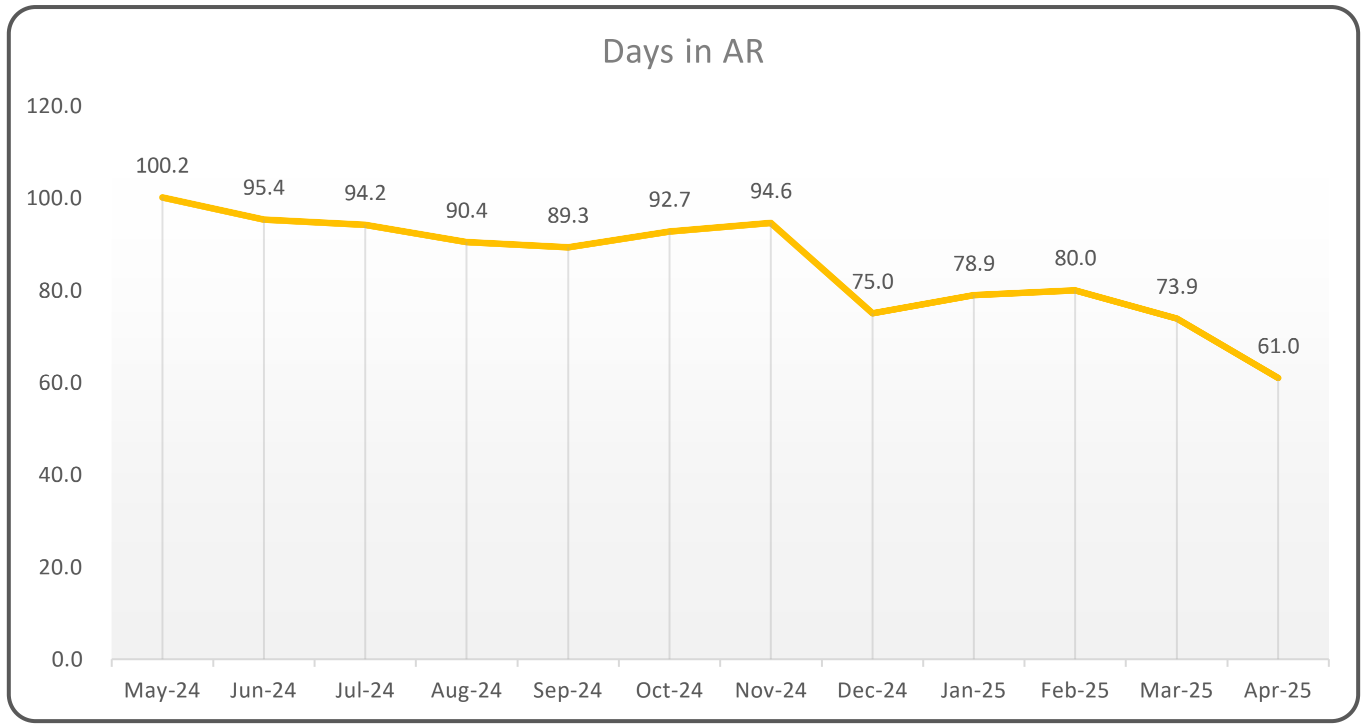
ACCOUNT INVENTORY	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	13 Month Average
MEDICARE	474	446	562	484	472	508	514	534	498	514	637	604	629	**529**
MEDICAID	1,102	1,141	1,197	1,154	1,353	1,275	1,230	1,164	1,136	1,147	1,179	1,041	832	**1150**
COMMERCIAL	1,256	1,340	1,368	1,519	1,356	1,079	986	858	587	592	503	572	561	**967**
WORK COMP	67	51	74	206	98	97	74	52	37	30	45	40	40	**70**
SELF PAY	2,078	2,146	1,776	1,800	1,775	1,599	1,479	1,455	1,007	931	883	915	900	**1442**
TOTAL	**4977**	**5124**	**4977**	**5163**	**5054**	**4558**	**4283**	**4063**	**3265**	**3214**	**3247**	**3172**	**2962**	**4158**

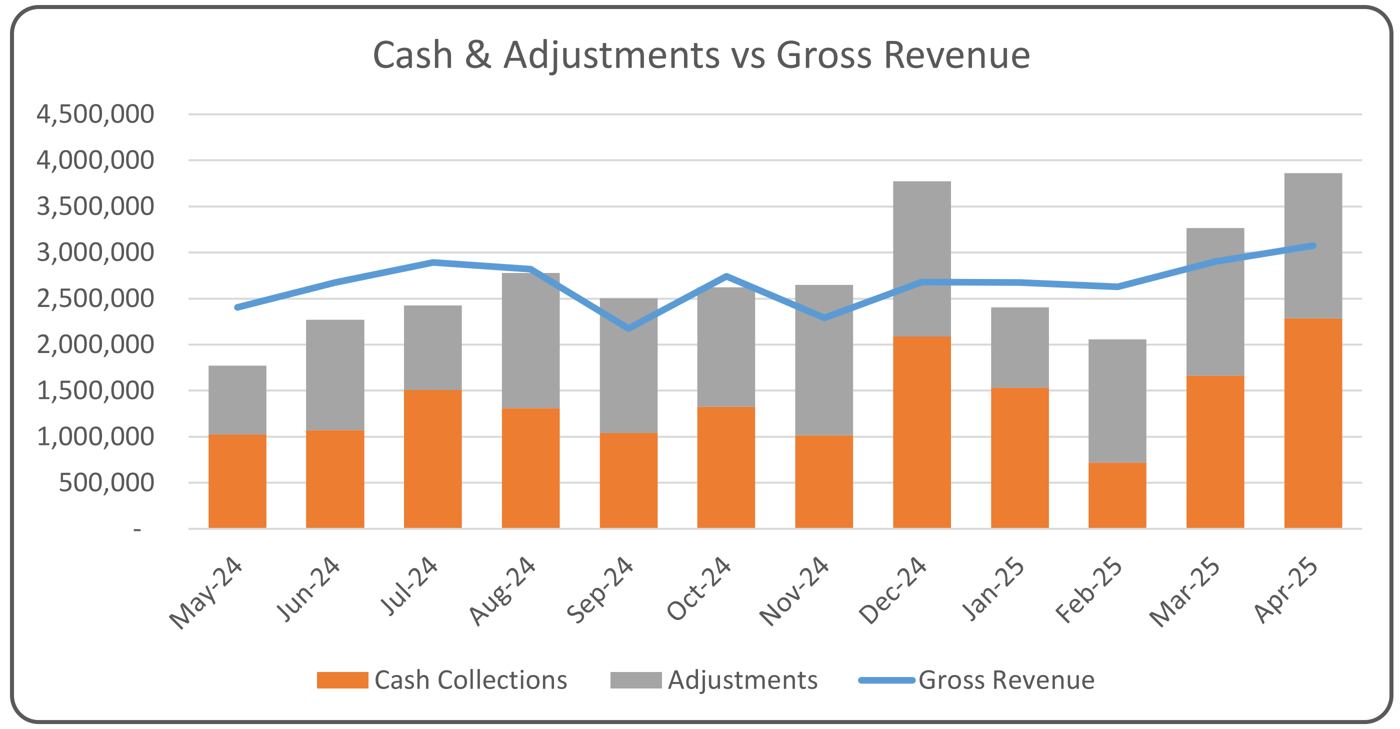


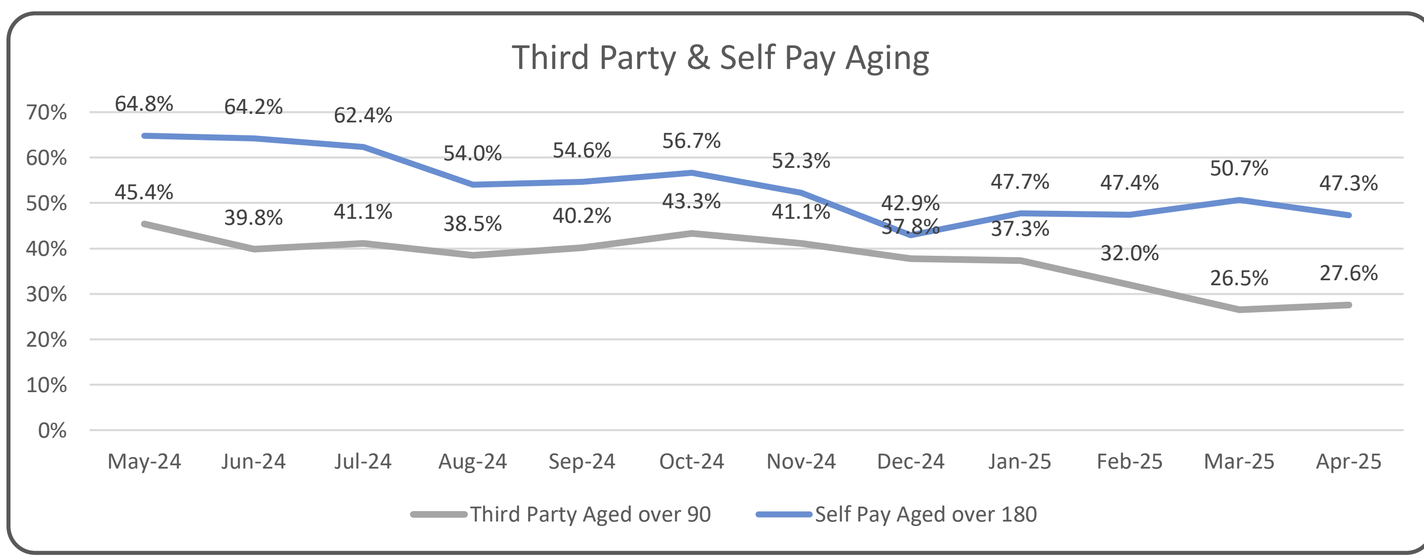


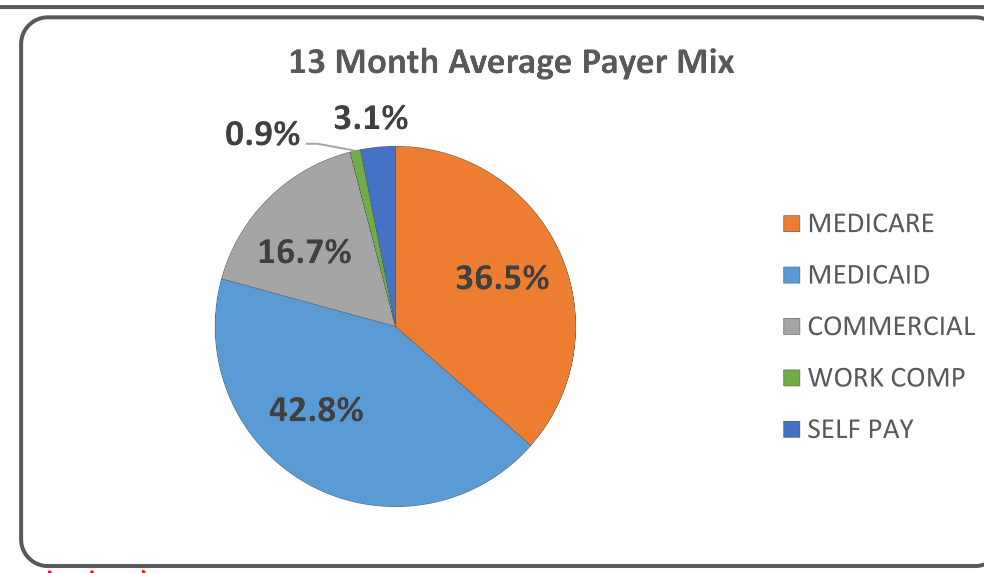
SoHum Health
Executive Dashboard

	TARGET	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25
Days in AR	45.0	100.2	95.4	94.2	90.4	89.3	92.7	94.6	75.0	78.9	80.0	73.9	61.0
Gross AR		7,288,529	7,701,902	8,162,895	8,242,240	7,657,667	7,799,668	7,489,789	6,287,766	6,559,012	7,101,318	6,740,565	5,901,019
Gross Revenue		2,406,584	2,673,513	2,891,588	2,819,829	2,174,620	2,742,474	2,289,240	2,678,901	2,675,880	2,629,227	2,904,835	3,074,176
Cash Collections		1,023,598	1,069,835	1,507,305	1,311,104	1,038,937	1,325,595	1,016,963	2,090,654	1,532,085	718,353	1,664,075	2,286,899
Adjustments		748,695	1,201,168	920,133	1,468,574	1,463,610	1,297,665	1,630,554	1,681,000	872,617	1,340,257	1,602,651	1,575,170
Collection %		57.8%	47.1%	62.1%	47.2%	41.5%	50.5%	38.4%	55.4%	63.7%	34.9%	50.9%	59.2%
Late Charges	1%	-1.9%	2.9%	1.3%	0.4%	1.0%	1.2%	0.1%	0.3%	0.4%	0.7%	-0.5%	0.6%
Bad Debt	3%	0.0%	9.3%	0.4%	9.2%	4.0%	2.3%	10.0%	5.6%	2.9%	0.9%	0.0%	3.0%
Charity Care	3%	0.0%	0.4%	0.0%	0.1%	0.0%	0.4%	0.2%	0.1%	0.0%	0.1%	1.4%	0.5%
Third Party Aged over 90	11%	45.4%	39.8%	41.1%	38.5%	40.2%	43.3%	41.1%	37.8%	37.3%	32.0%	26.5%	27.6%
Self Pay Aged over 180	25%	64.8%	64.2%	62.4%	54.0%	54.6%	56.7%	52.3%	42.9%	47.7%	47.4%	50.7%	47.3%









Upated Self Pay Aging to reflect 180 Days from Discharge due to data available in Epic (previously used assignment date in proprietary database).

