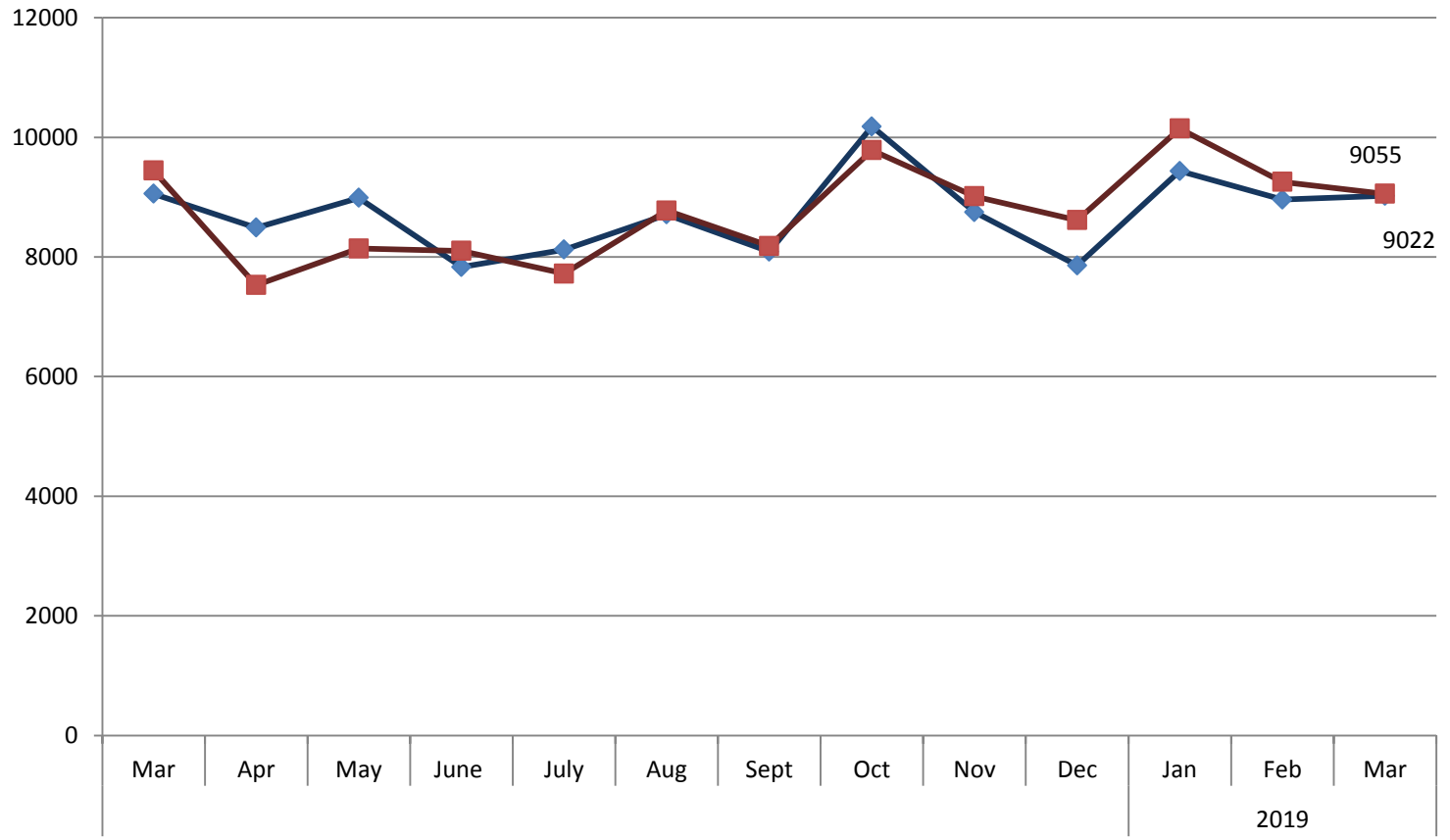


Organizational Performance

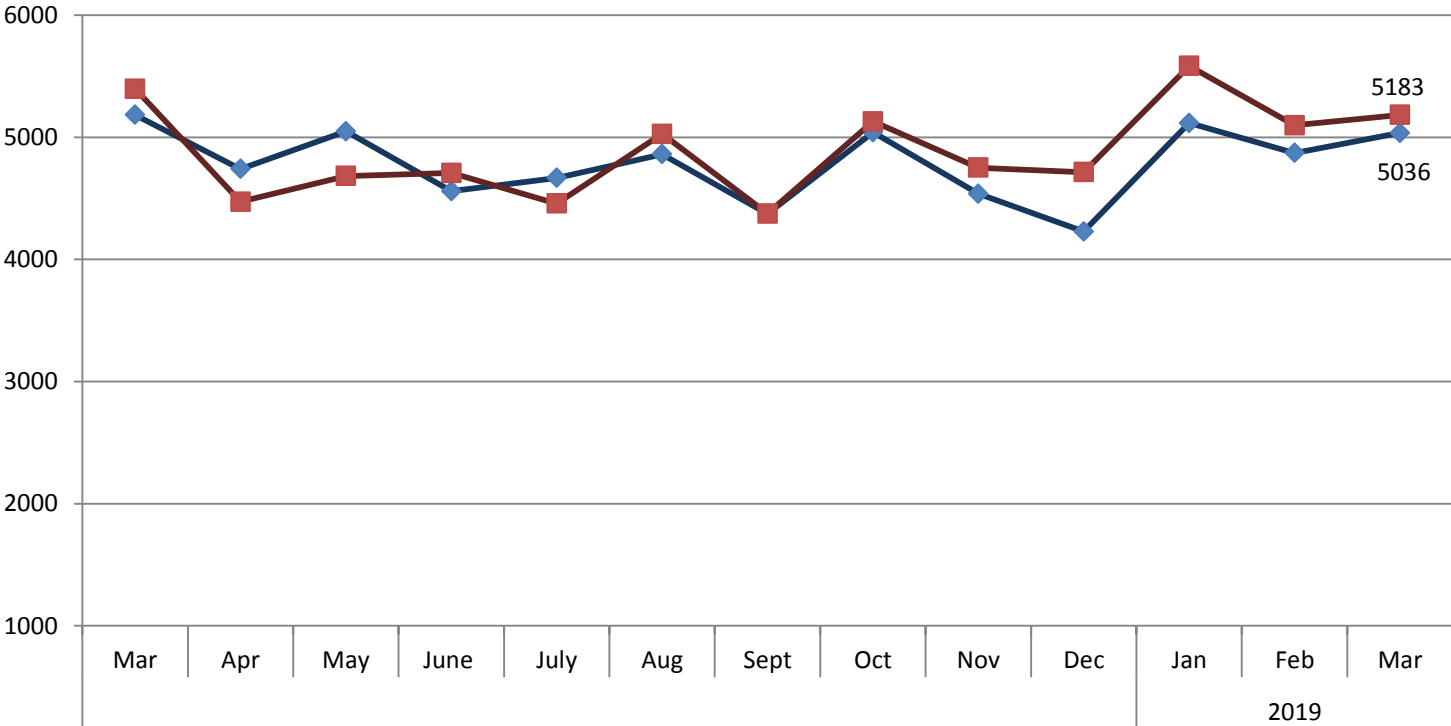
Total CHC Encounters

◆ Current Year
■ Prior Year



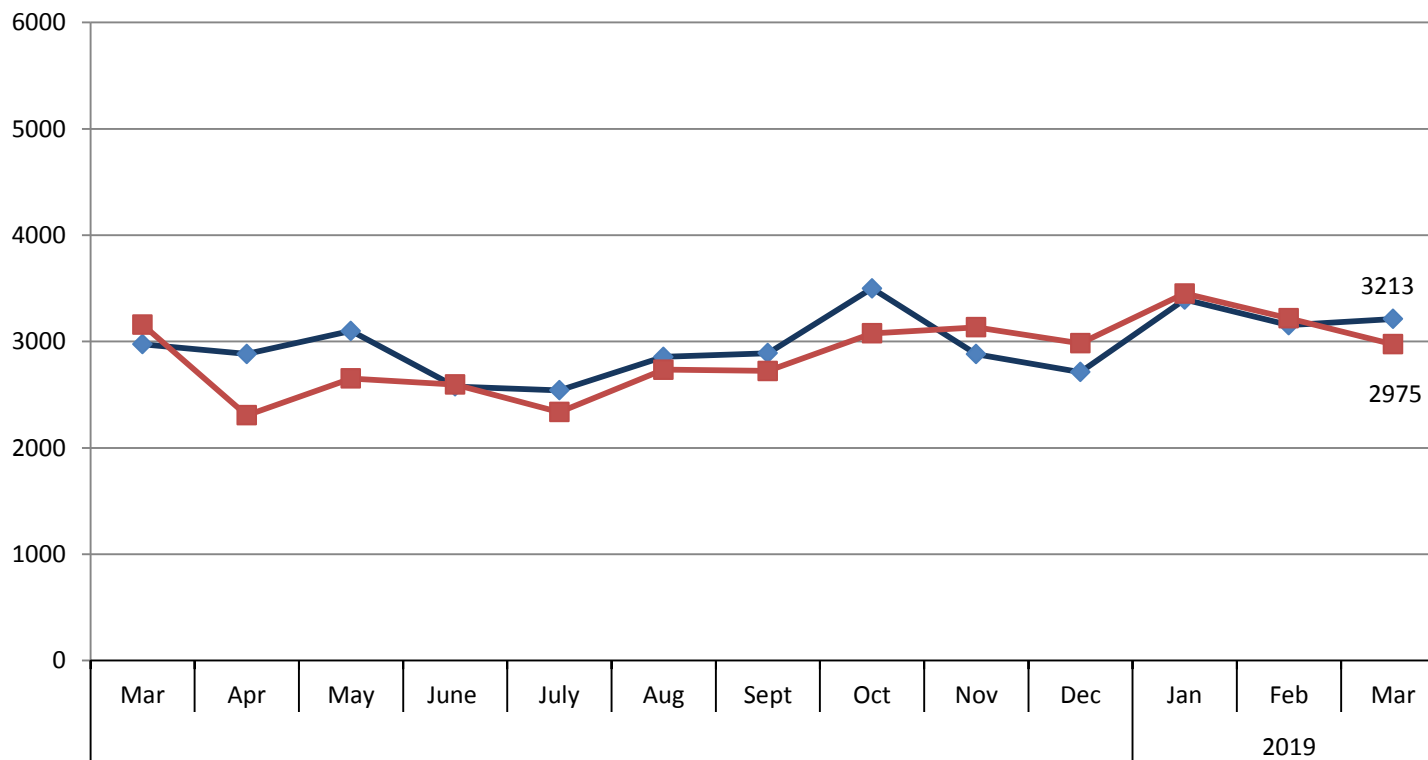
Total Provider Encounters Family Practice

◆ Current Year
■ Prior Year

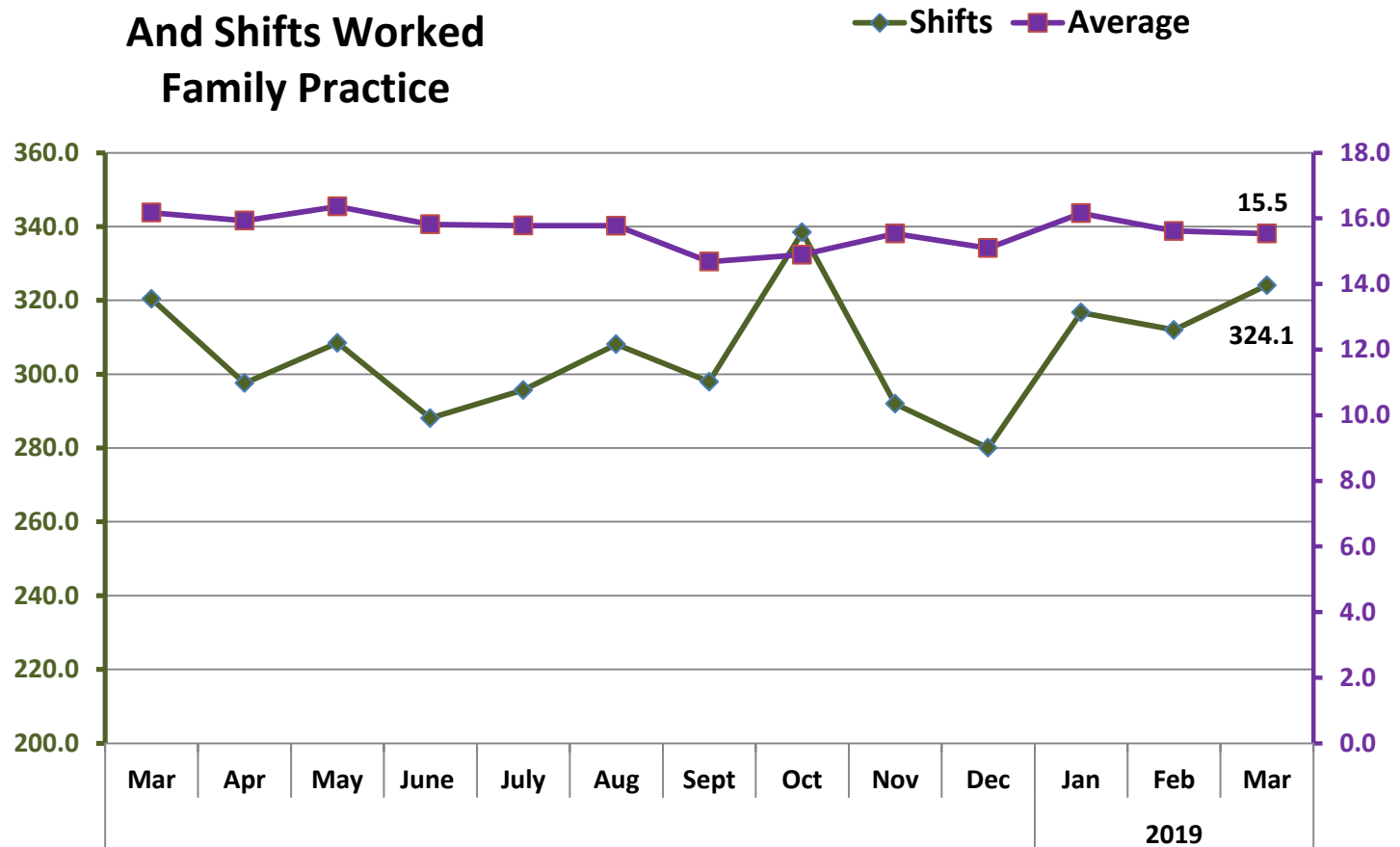


Total Provider Encounters Pediatrics

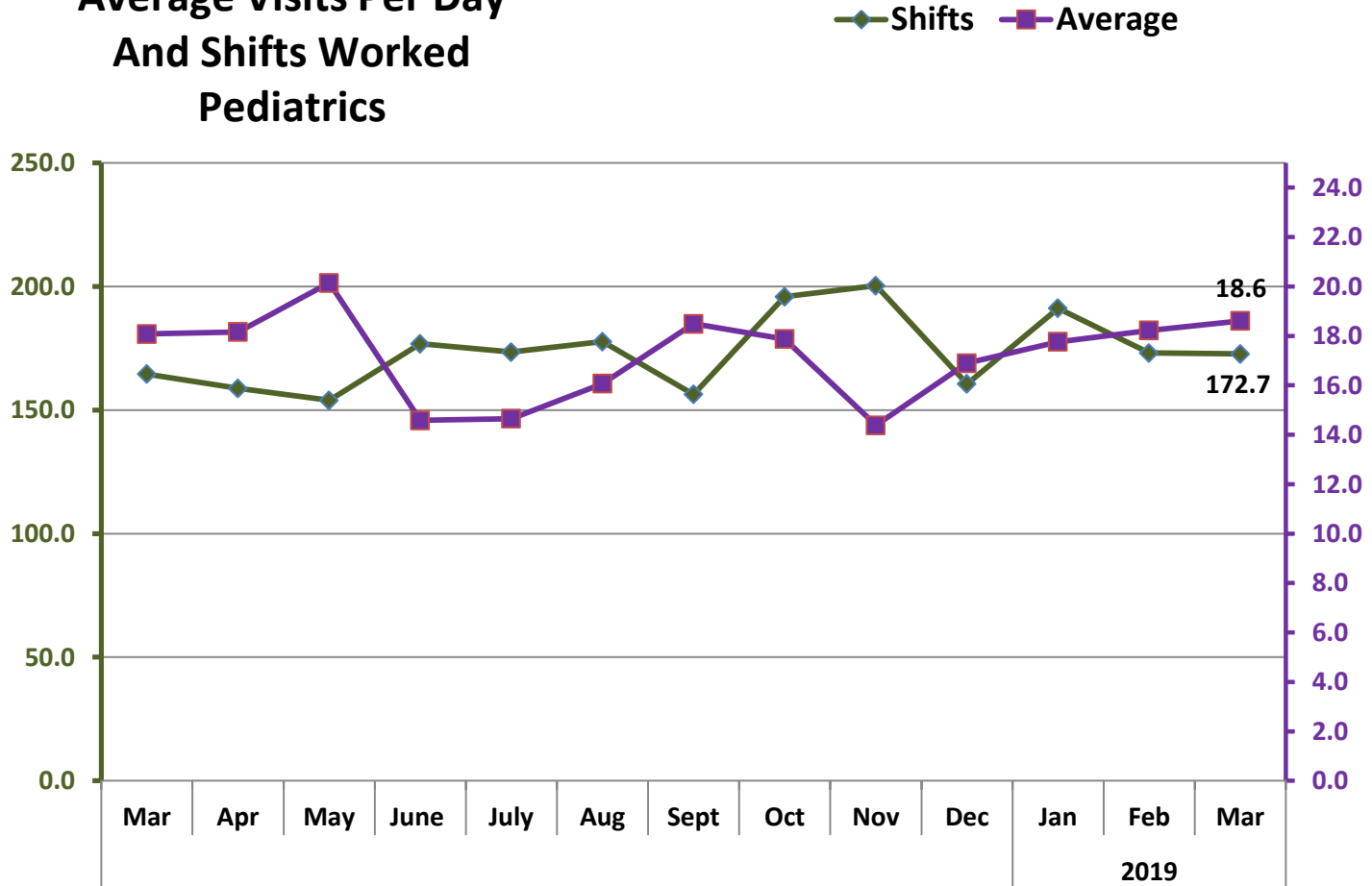
◆ Current Year
■ Prior Year



Average Visits Per Day And Shifts Worked Family Practice

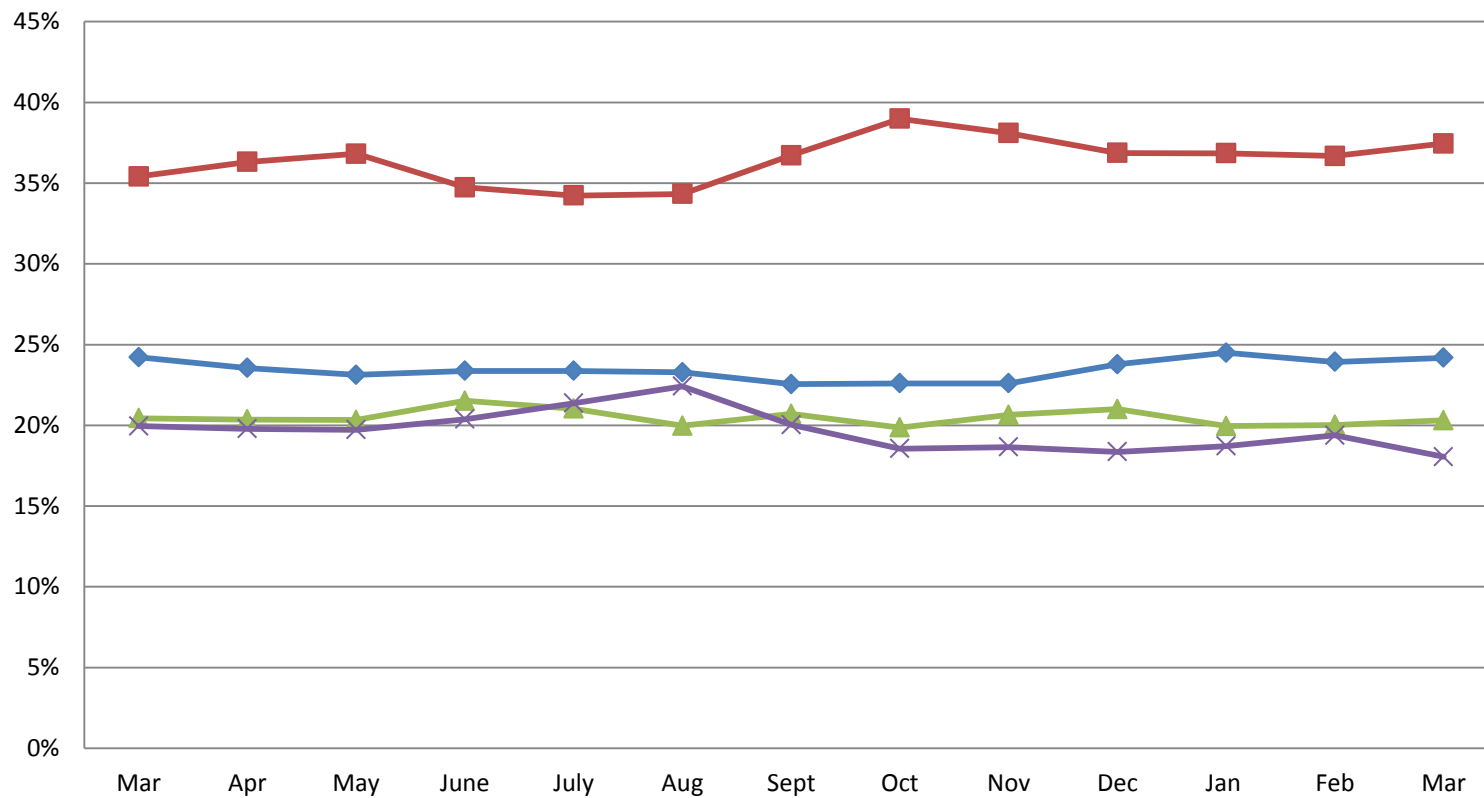


Average Visits Per Day And Shifts Worked Pediatrics



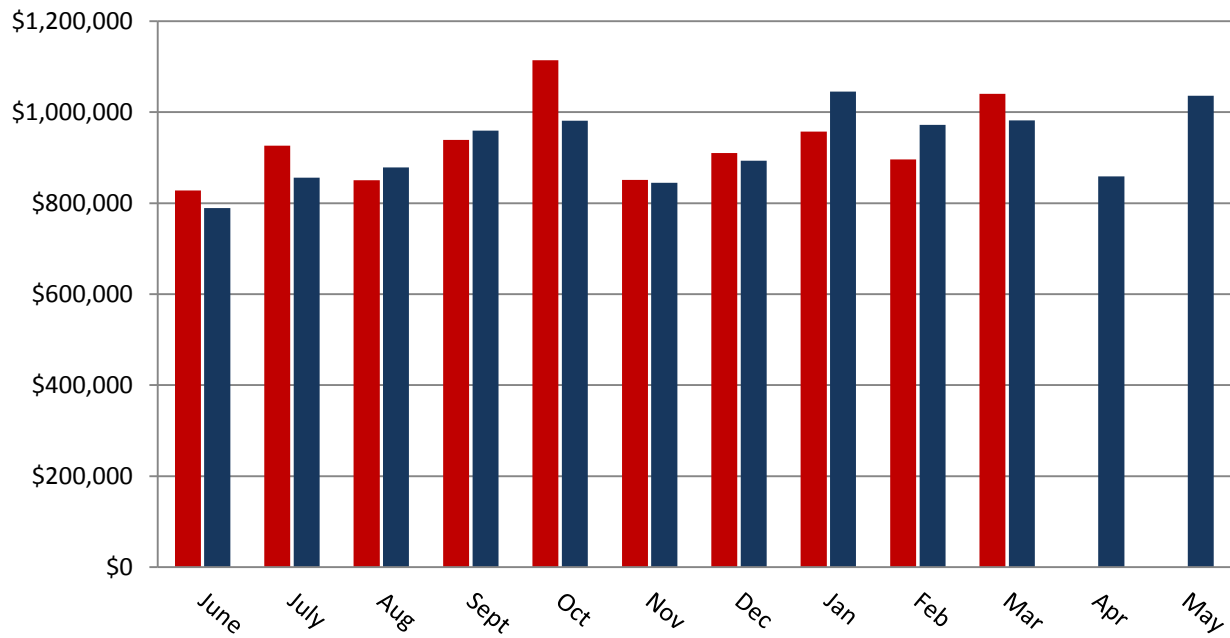
CHC Visits by Payor

Commercial Medicaid
Medicare Self Pay

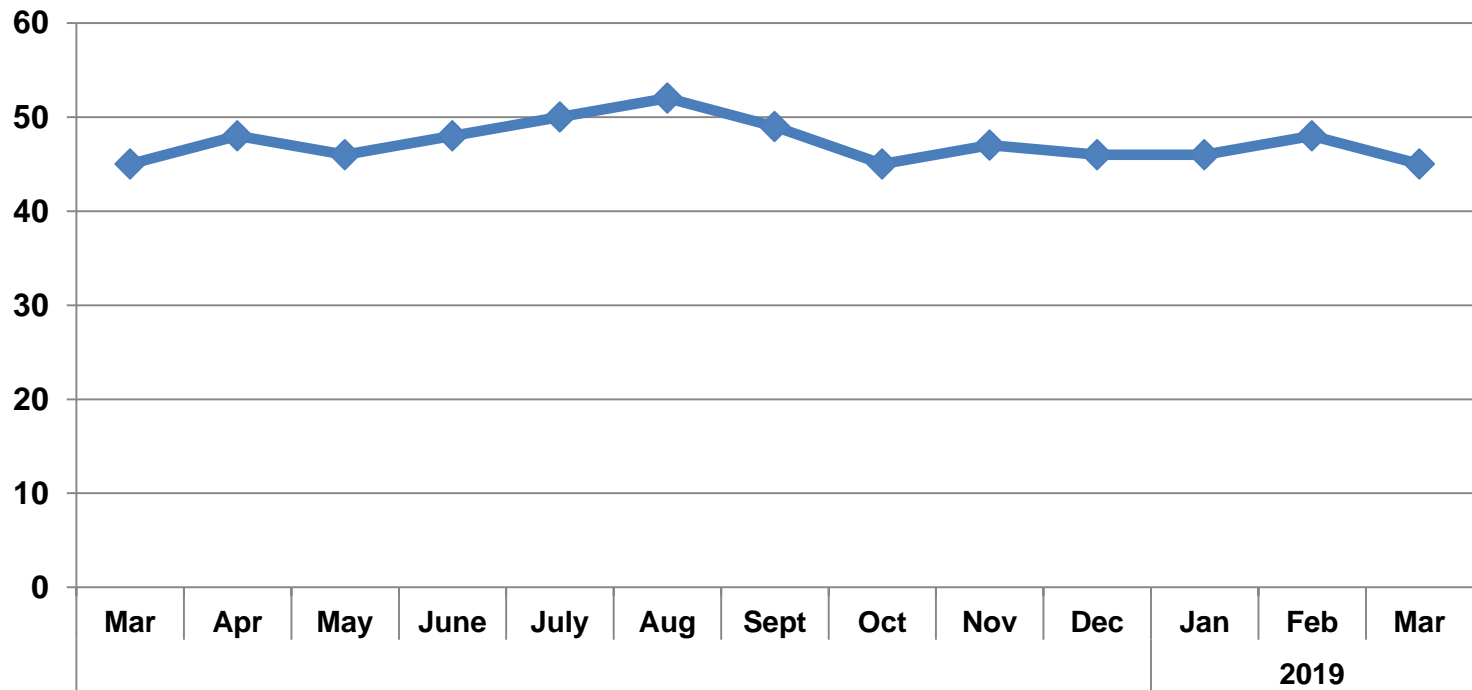


**CHC Health Centers
Total Collections
Current Year**

■ Total Payments FY 19
■ Total Payments FY 18

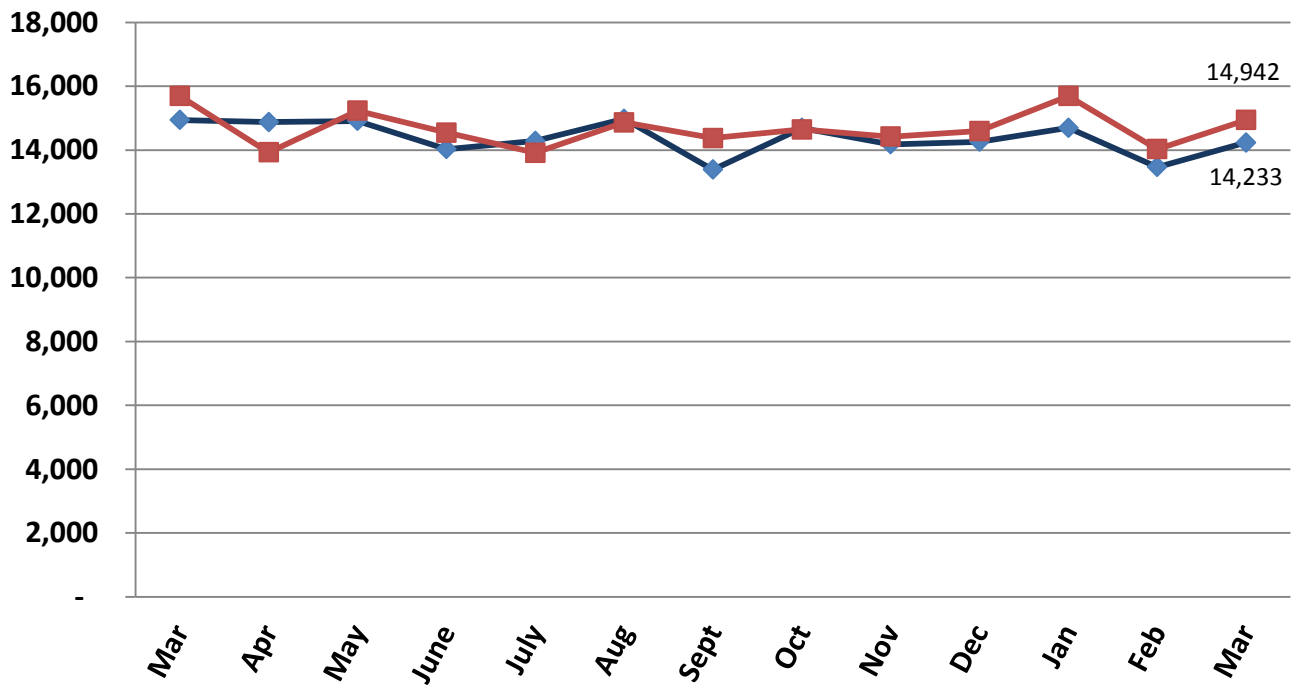


CHC Health Center Average Days in Accounts Receivable



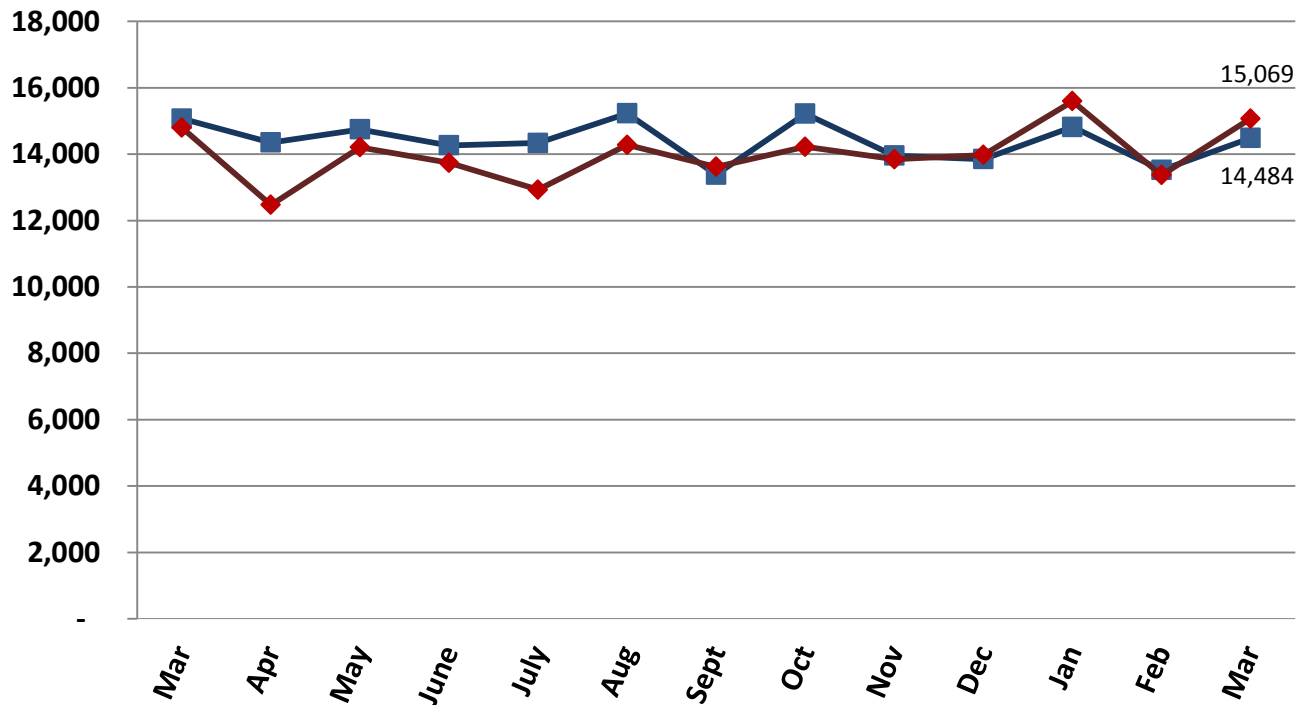
CCP Northwest Prescriptions Filled

◆ Current Year
■ Prior Year



CCP Village Preprescriptions Filled

■ Current Year
◆ Prior Year



Carolina Health Centers

Profit and Loss Statement

Fiscal Year 2019

	<u>Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
420000 · Grant Revenue	\$ 507,602	\$ 462,820	\$ 44,782
430000 · Pharmacy Income	\$ 1,039,243	\$ 1,117,714	\$ (78,471)
430500 · Contract Pharmacy Revenue	\$ 21,257	\$ 25,000	\$ (3,743)
440100 · Patient Care Billing System Rev	\$ 1,035,064	\$ 1,094,988	\$ (59,924)
440500 · Patient Care Revenue Other	\$ 89,651	\$ 203,347	\$ (113,696)
460000 · Other Income	\$ 28,070	\$ 21,512	\$ 6,558
Total Income	<u>\$ 2,720,887</u>	<u>\$ 2,925,381</u>	<u>\$ (204,494)</u>
Expense			
Total Expense	<u>\$ 2,628,545</u>	<u>\$ 2,526,346</u>	<u>\$ 102,199</u>
Net Income	<u>\$ 92,342</u>	<u>\$ 399,035</u>	<u>\$ (306,693)</u>

Carolina Health Centers Profit and Loss Statement Fiscal Year To Date 2019

	<u>Jun '18 - Mar 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Income			
420000 · Grant Revenue	\$ 4,933,799	\$ 4,935,461	\$ (1,662)
430000 · Pharmacy Income	\$ 10,688,490	\$ 10,210,356	\$ 478,134
430500 · Contract Pharmacy Revenue	\$ 329,605	\$ 75,000	\$ 254,605
440100 · Patient Care Billing System Rev	\$ 9,304,337	\$ 10,393,528	\$ (1,089,191)
440500 · Patient Care Revenue Other	\$ 624,345	\$ 894,103	\$ (269,758)
460000 · Other Income	\$ 499,917	\$ 477,053	\$ 22,864
Total Income	<u>\$ 26,380,493</u>	<u>\$ 26,985,501</u>	<u>\$ (605,008)</u>
Expense			
Total Expense	<u>\$ 26,850,862</u>	<u>\$ 26,196,765</u>	<u>\$ 654,097</u>
Net Income	<u>\$ (470,369)</u>	<u>\$ 788,736</u>	<u>\$ (1,259,105)</u>

Carolina Health Centers

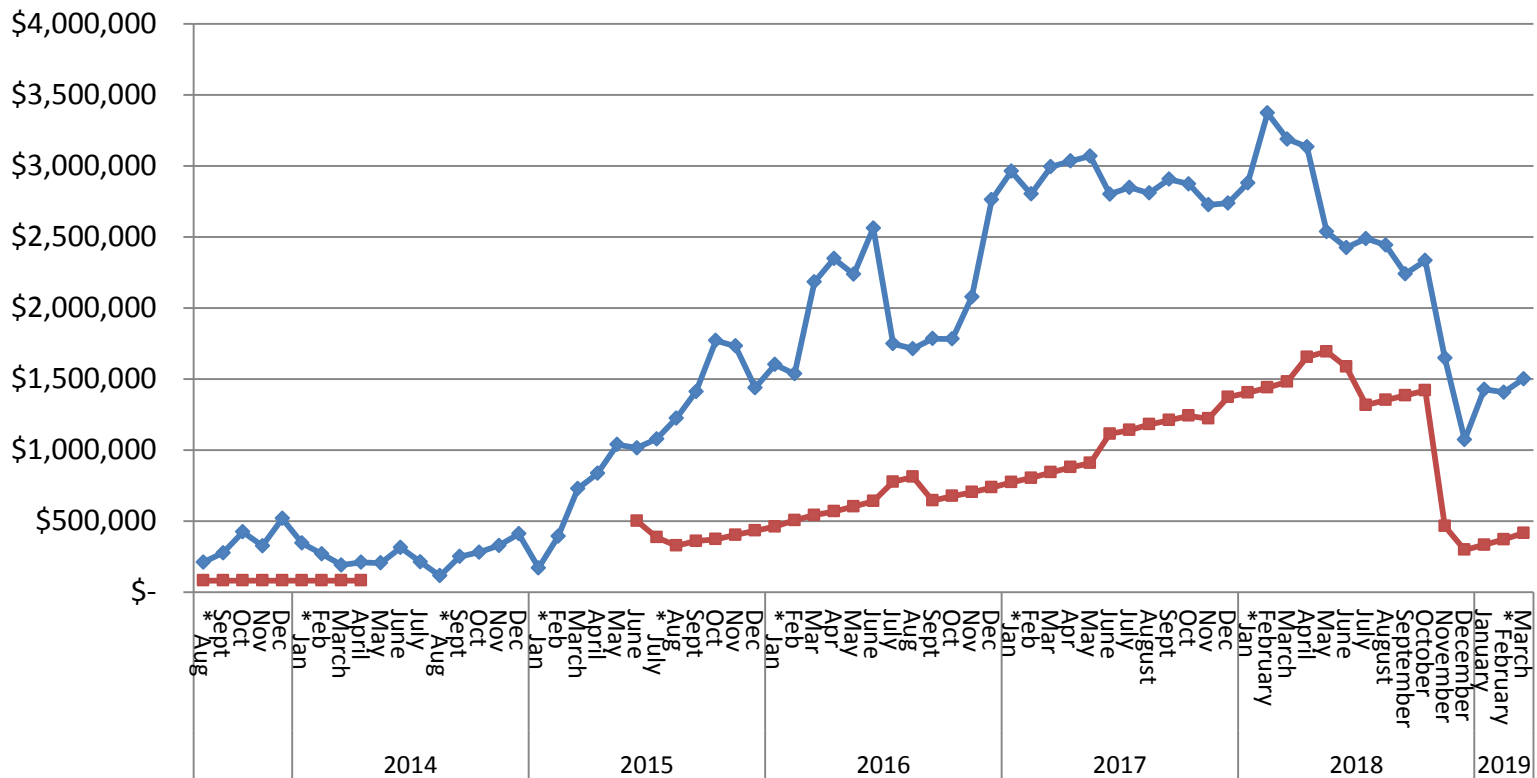
Balance Sheet

Fiscal Year 2019

	<u>Mar 31, 19</u>	<u>Mar 31, 18</u>
ASSETS		
Current Assets		
Checking/Savings	\$ 1,594,570	\$ 3,187,896
Accounts Receivable	\$ 2,314,222	\$ 2,307,642
Other Current Assets	\$ 562,648	\$ 561,474
Total Current Assets	<u>\$ 4,471,440</u>	<u>\$ 6,057,012</u>
Fixed Assets	\$ 7,779,910	\$ 7,431,270
Other Assets	\$ 16,379	\$ 16,379
TOTAL ASSETS	<u><u>\$ 12,267,729</u></u>	<u><u>\$ 13,504,661</u></u>
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable	\$ 241,844	\$ 260,847
Credit Cards	\$ 18,773	\$ 42,210
Other Current Liabilities	\$ 729,360	\$ 1,140,542
Total Current Liabilities	<u>\$ 989,977</u>	<u>\$ 1,443,599</u>
Long Term Liabilities	\$ 1,866,914	\$ 2,069,808
Total Liabilities	<u>\$ 2,856,891</u>	<u>\$ 3,513,407</u>
Equity	\$ 9,410,838	\$ 9,991,255
TOTAL LIABILITIES & EQUITY	<u><u>\$ 12,267,729</u></u>	<u><u>\$ 13,504,662</u></u>

CHC Operating Cash on Hand

—◆— Total Cash
—■— Reserves



Ochin Epic System Conversion Costs

Implementation Costs \$ 982,310

Up Front Maintenance Costs \$ 122,224

Hardware Costs \$ 497,006

Total Capitalized \$ 1,601,540

Down Payment \$ (452,560)

Remaining Amount \$ 1,148,980

CHC FY 19 Financial Improvement Plan				
Expense Items	Current Annualized Direct Expense	Monthly Reduction	Date beginning	Annualized Reduction
LC4	\$1,349,048	\$35,000	03/15/19	\$420,000
Migrant Tuesdays Eliminated	\$483,746	\$9,833	03/01/19	\$118,000
Migrant Saturdays Reduced				\$61,000
Replace physician provider at Lakelands Family Practice with mid-level provider	\$155,000			\$57,000
Cap dental program allocation @ \$12,000 per month or \$144,000 per year	\$220,000		4/1/19	\$56,000
Marketing	\$251,000		4/1/19	\$100,000
Suspend Lobbyist Contract	\$38,400	\$2,100	4/1/19	\$25,200
Reduce Employee Match	\$210,000		6/1/19	\$105,000
Eliminate CHC funded short term disability	\$65,000		6/1/19	\$65,000
Total Savings				\$894,200

Revenue Items	Current	Target	Date Initiated	Annualized Projected Increase	
Improve capture rate for CHC pharmacies	38%	45%	2/15/19		?
Change policy for insured patients at CHC pharmacies			4/1/19		\$150,000
Increase direct calls for Currant 340B contract	Minimal	All eligible Patients contacted	2/15/19		\$240,000
Add CVS 340B contract	None	20% Capture	7/1/19	\$450,000	
Add Atria contract	None	10% Capture	10/1/19		\$225,000
Move provider hours at School Based Health Clinic to MFP to add revenue	\$ 12,235	\$23,765	6/1/19	\$23,000	
Replace UFP Physician with 2 Nurse Practitioners			2/1/19	\$155,000	
Add Physician to UFP			7/1/19	\$71,000	
Increase Sliding Fee Copays	\$ 142,500	256,500.00	4/1/19	\$114,000	
EHR Incentive Payments with Ochin Implemented				\$204,000	
Add DOT Physicals					?
Total Projected Revenue Increase				\$1,017,000	