

**River Valley Health & Dental Center
FY23 Cash Flow Projection**

	Beginning Balance	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total
Cash on Hand (Operating) (Beginning of Month)	\$ 1,722,539.57	\$ 1,722,539.57	\$ 1,580,908.87	\$ 1,586,954.12	\$ 1,569,127.96	\$ 1,592,149.45	\$ 1,580,984.79	\$ 1,530,352.53	\$ 1,492,856.37	\$ 1,462,535.36	\$ 1,513,637.20	\$ 1,598,315.09	\$ 1,607,694.58	
CASH RECEIPTS														
Patient Revenue		\$ 800,949.75	\$ 893,765.70	\$ 961,062.75	\$ 974,141.40	\$ 976,367.25	\$ 934,559.65	\$ 942,043.75	\$ 1,004,512.90	\$ 974,856.75	\$ 1,036,111.80	\$ 998,803.40	\$ 1,018,431.35	\$ 11,515,606.45
Miscellaneous Other Revenue		\$ 262.00	\$ 1,344.00	\$ 14,526.00	\$ (7,315.00)	\$ 2,294.00	\$ 2,179.00	\$ 2,902.00	\$ 2,907.00	\$ 1,319.00	\$ 1,319.00	\$ 1,319.00	\$ 1,334.00	\$ 23,490.00
Incentive/Care Gaps Revenue		\$ 18,129.00	\$ -	\$ -	\$ 44,913.00	\$ -	\$ -	\$ 44,913.00	\$ -	\$ -	\$ 44,913.00	\$ -	\$ -	\$ 152,868.00
Medical Records Revenue		\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 1,200.00
340B Drug Program Income Contract Pharmacies (Net)		\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,363.00	\$ 39,379.00	\$ 472,372.00
Grant Income - Federal (330 Grant)		\$ 166,431.00	\$ 238,416.00	\$ 164,431.00	\$ 164,431.00	\$ 164,431.00	\$ 165,461.00	\$ 164,431.00	\$ 164,431.00	\$ 237,396.00	\$ 146,613.00	\$ 143,101.00	\$ 146,619.00	\$ 2,066,192.00
Grant Income - State (HRC, FHCCP)		\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 16,875.00	\$ 202,500.00
State COVID Grants		\$ 21,485.00	\$ 21,485.00	\$ 6,485.00	\$ 6,485.00	\$ 6,485.00	\$ 6,485.00	\$ 6,485.00	\$ 6,485.00	\$ 6,485.00	\$ 6,485.00	\$ 6,485.00	\$ 6,485.00	\$ 107,820.00
TOTAL CASH RECEIPTS		\$ 1,063,594.75	\$ 1,211,348.70	\$ 1,202,842.75	\$ 1,238,993.40	\$ 1,205,915.25	\$ 1,165,022.65	\$ 1,216,212.75	\$ 1,234,673.90	\$ 1,276,394.75	\$ 1,291,779.80	\$ 1,206,046.40	\$ 1,229,223.35	\$ 5,003,444.30
TOTAL CASH AVAILABLE		\$ 2,786,134.32	\$ 2,792,257.57	\$ 2,789,796.87	\$ 2,808,121.36	\$ 2,798,064.70	\$ 2,746,007.44	\$ 2,746,565.28	\$ 2,727,530.27	\$ 2,738,930.11	\$ 2,805,417.00	\$ 2,804,361.49	\$ 2,836,917.93	
CASH PAID OUT														
Payroll & Benefits		\$ 791,352.00	\$ 776,429.00	\$ 775,389.00	\$ 783,709.00	\$ 782,130.00	\$ 782,130.00	\$ 792,236.00	\$ 795,879.00	\$ 795,879.00	\$ 795,879.00	\$ 795,879.00	\$ 795,879.00	\$ 9,462,770.00
Clinical Supplies		\$ 92,925.00	\$ 129,240.00	\$ 140,845.00	\$ 135,315.00	\$ 136,019.00	\$ 131,825.00	\$ 156,953.00	\$ 175,214.00	\$ 136,056.00	\$ 110,596.00	\$ 109,661.00	\$ 110,136.00	\$ 1,564,785.00
Other Supplies		\$ 23,356.00	\$ 28,294.00	\$ 28,543.00	\$ 28,418.00	\$ 28,433.00	\$ 30,626.00	\$ 27,976.00	\$ 28,343.00	\$ 28,397.00	\$ 27,929.00	\$ 27,929.00	\$ 27,929.00	\$ 336,173.00
Utilities		\$ 13,627.00	\$ 11,518.00	\$ 11,011.00	\$ 10,991.00	\$ 10,315.00	\$ 10,618.00	\$ 12,494.00	\$ 14,892.00	\$ 14,864.00	\$ 13,365.00	\$ 12,181.00	\$ 10,740.00	\$ 146,616.00
Services Purchased		\$ 188,332.00	\$ 170,095.00	\$ 176,581.00	\$ 169,302.00	\$ 172,104.00	\$ 172,151.00	\$ 175,877.00	\$ 159,982.00	\$ 161,425.00	\$ 170,727.00	\$ 162,411.00	\$ 167,473.00	\$ 2,046,460.00
Repairs, Maintenance, & Rentals		\$ 35,506.00	\$ 34,216.00	\$ 34,216.00	\$ 34,227.00	\$ 34,231.00	\$ 34,374.00	\$ 34,231.00	\$ 34,231.00	\$ 34,231.00	\$ 34,229.00	\$ 34,229.00	\$ 34,229.00	\$ 412,150.00
Insurance & Banking		\$ 12,468.00	\$ 7,852.00	\$ 7,911.00	\$ 7,837.00	\$ 7,675.00	\$ 7,758.00	\$ 7,769.00	\$ 10,281.00	\$ 8,268.00	\$ 8,204.00	\$ 8,204.00	\$ 8,204.00	\$ 102,431.00
Jersey Shore Mortgage		\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 1,785.74	\$ 21,428.88
471 Capital Lease (Danko Holdings)		\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 37,225.10	\$ 446,701.20
Vocera		\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 38,400.00
Laptops Capital Lease (Dell) & (New Lenovo)		\$ 4,948.61	\$ 4,948.61	\$ 3,462.07	\$ 3,462.07	\$ 3,462.07	\$ 3,462.07	\$ 3,462.07	\$ 3,462.07	\$ 3,462.07	\$ 3,462.07	\$ 3,462.07	\$ 3,462.07	\$ 44,517.92
Patient Refunds		\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 6,000.00
TOTAL CASH PAID OUT		\$ 1,205,225.45	\$ 1,205,303.45	\$ 1,220,668.91	\$ 1,215,971.91	\$ 1,217,079.91	\$ 1,215,654.91	\$ 1,253,708.91	\$ 1,264,994.91	\$ 1,225,292.91	\$ 1,207,101.91	\$ 1,196,666.91	\$ 1,200,762.91	\$ 4,829,824.64
CASH ON HAND (END OF MONTH)		\$ 1,580,908.87	\$ 1,586,954.12	\$ 1,569,127.96	\$ 1,592,149.45	\$ 1,580,984.79	\$ 1,530,352.53	\$ 1,492,856.37	\$ 1,462,535.36	\$ 1,513,637.20	\$ 1,598,315.09	\$ 1,607,694.58	\$ 1,636,155.02	
# DAYS CASH ON HAND		28.47	28.58	28.26	28.68	28.47	27.56	26.89	26.34	27.26	28.79	28.96	29.47	

\$ 55,523.00 Avg. Cost per Day

FY22 Year-End Estimated Days
(Updated to reflect April 2022) 29.92

Description	FY2023 FY23 Original Budget Dental	FY2023 FY23 Original Budget Medical	FY2023 FY23 Original Budget RHS	FY2023 FY23 Original Budget Pharmacy	FY2023 FY23 Original Budget NBHD Care	FY2023 FY23 Original Budget Chiro	FY2023 FY23 Original Budget Behav Health	FY2023 FY23 Original Budget Health	FY2023 FY23 Original Budget Exp. Care	FY2023 FY23 Original Budget JS Dental	2023 FY23 Original Budget JS Rentals	Department Total
Revenues												
Patient Revenue												
4002 Patient Revenue - Commercial	989,134	1,339,411	89,691	782,758	38,471	68,976	23,522	257,487	184,803	0	0	3,774,252
4003 Patient Revenue - Medicaid	49,457	63,781	109,623	24,822	6,074	0	0	12,261	6,160	0	0	272,178
4004 Patient Revenue - MCO Medicaid	3,560,882	3,635,543	254,125	3,614,739	151,858	188,117	418,688	784,721	375,766	0	0	12,984,440
4005 Patient Revenue - Medicare	0	1,148,066	19,931	1,736,996	0	50,165	9,409	110,351	0	0	0	3,074,918
4006 Patient Revenue - Workers Comp	0	0	0	0	0	0	0	0	0	0	0	0
4007 Patient Revenue - Self Pay	346,197	191,344	24,914	533,266	6,074	6,271	18,817	61,306	49,281	0	0	1,237,471
4010 Medicaid Settlement Estimate	0	0	0	0	0	0	0	0	0	0	0	0
4015 Medicare Settlement Estimate	0	15,000	2,500	0	0	0	0	0	0	0	0	17,500
4028 Explicit - Commercial	(464,893)	(629,523)	(49,330)	(508,793)	(16,927)	(17,934)	(11,996)	(123,594)	(86,857)	0	0	-1,909,847
4029 Explicit - Medicaid	(18,299)	(12,756)	(12,058)	(15,141)	(2,187)	0	0	245	(2,464)	0	0	-62,661
4030 Explicit - MCO Medicaid	(1,317,526)	(727,109)	(27,954)	(2,530,317)	(54,669)	285,939	(20,934)	15,694	(150,306)	0	0	-4,527,183
4031 Explicit - Medicare	0	(390,343)	(5,182)	(1,146,417)	0	54,178	(1,976)	(17,656)	0	0	0	-1,507,396
4032 Explicit - Worker's Comp	0	0	0	0	0	0	0	0	0	0	0	0
4033 Explicit - Self Pay	(228,490)	(162,643)	(22,423)	(511,935)	(1,640)	(4,703)	(17,124)	(33,718)	(25,133)	0	0	-1,007,809
4036 Implicit Concessions - Commercial	0	0	0	0	0	0	0	0	0	0	0	0
4037 Implicit Concessions - Medicaid	0	0	0	0	0	0	0	0	0	0	0	0
4038 Implicit Concessions - MCO Medicaid	0	0	0	0	0	0	0	0	0	0	0	0
4039 Implicit Concessions - Medicare	0	0	0	0	0	0	0	0	0	0	0	0
4040 Implicit Concessions - Workers Comp	0	0	0	0	0	0	0	0	0	0	0	0
4041 Implicit Concessions - Self Pay	(34,620)	(19,134)	(2,242)	0	(607)	(627)	(1,694)	(6,131)	(4,928)	0	0	-69,983
T4100 Total Patient Revenue	2,881,841	4,451,638	381,595	1,979,977	126,447	630,382	416,712	1,060,967	346,321	0	0	12,275,881
Other Operating Revenue												
4053 Miscellaneous Other Revenue	15,190	8,300	0	0	0	0	0	0	0	0	0	23,490
4054 Incentive/Care Gaps Revenue	34,020	118,848	0	0	0	0	0	0	0	0	0	152,868
4055 Medical Records Revenue	0	1,200	0	0	0	0	0	0	0	0	0	1,200
4080 340b Drug Program Income	223,962	319,946	0	0	95,984	0	0	0	0	0	0	639,892
T4200 Total Other Operating Revenue	273,172	448,294	0	0	95,984	0	0	0	0	0	0	817,450
Grant Revenue												
4505 Federal - Community Health Center Base Funding	562,062	900,094	16,822	10,114	7,228	18,850	23,556	25,012	12,012	0	0	1,575,750
4509 Federal - Ongoing AIMS Funding	0	0	0	0	0	0	93,264	0	0	0	0	93,264
4510 Federal - Ongoing SUD-MH Funding	0	0	0	0	0	0	89,750	0	0	0	0	89,750
4517 Federal - Provider Relief Fund	0	0	0	0	0	0	0	0	0	0	0	0
4522 Federal - H8F	26,800	128,714	3,091	0	3,091	2,060	5,151	6,182	3,091	0	0	178,180
4523 Federal - Ongoing IBHS Funding	0	24,800	0	0	0	0	34,200	70,250	0	0	0	129,250
4575 State - Family Planning Funding	0	16,500	148,500	0	0	0	0	0	0	0	0	165,000

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4576 State - Health Resource Center Funding	0	37,500	0	0	0	0	0	0	0	0	37,500
4577 State - PA DOH Covid-19 Testing	0	30,000	0	0	0	0	0	0	0	0	30,000
4579 State - PA DOH Vaccine	0	77,820	0	0	0	0	0	0	0	0	77,820
4591 Local - Delta Dental Funding	0	0	0	0	0	0	0	0	0	0	0
T4300 Total Grant Revenue	588,862	1,215,428	168,413	10,114	10,319	20,910	245,921	101,444	15,103	0	2,376,514
Contribution Revenue											
4601 Contribution Income	0	0	0	0	0	0	0	0	0	0	0
4604 Fundraisers	0	0	0	0	0	0	0	0	0	0	0
4605 Employee Activity Fund Revenue	0	0	0	0	0	0	0	0	0	0	1
T4400 Total Contribution Revenue	0	0	0	0	0	0	0	0	0	0	1
Interest Revenue											
4606 Interest Income from Investments	0	0	0	0	0	0	0	0	0	0	0
T4500 Total Interest Revenue	0	0	0	0	0	0	0	0	0	0	0
Total Rental Revenue											
4701 Rental Income	0	0	0	0	0	0	0	0	0	12,420	12,420
T4550 Total Rental Revenue	0	0	0	0	0	0	0	0	0	12,420	12,420
T4000 Total Revenues	3,743,875	6,115,360	550,008	1,990,091	232,750	651,292	662,634	1,162,412	361,424	12,420	15,482,266
Expenses											
Salaries, Benefits, & Payroll Expenses											
Salaries & Wages											
5005 Wages - Administration	222,649	428,172	25,690	25,690	17,127	17,127	42,817	51,381	25,690	0	856,344
5006 Wages - RHS	0	0	281,863	0	0	0	0	0	0	0	281,863
5010 Wages - Health Staff	0	2,986,477	0	0	0	0	26,345	162,995	0	0	3,175,818
5020 Wages - Dental Staff	1,524,265	0	0	0	62,369	0	0	0	62,369	0	1,649,002
5030 Wages - Billing Staff	63,041	68,444	5,403	0	1,801	10,807	5,403	18,012	7,205	0	180,116
5040 Wages - Finance Staff	39,561	76,079	4,565	4,565	3,043	3,043	7,608	9,129	4,565	0	152,158
5050 Wages - IT Staff	25,722	49,465	2,968	2,968	1,979	1,979	4,946	5,936	2,968	0	98,929
5060 Wages - Support Staff	289,715	330,547	30,694	0	0	53,124	30,694	30,109	30,109	0	794,993
5070 Wages - Pediatric Dental	0	0	0	0	0	0	0	0	0	0	0
5080 Wages - Pharmacy	0	0	0	74,735	0	0	0	0	0	0	74,735
5090 Wages - Outreach Staff	0	0	0	0	40,862	0	0	0	0	0	40,862
5092 Wages - Chiropractic	0	0	0	0	0	32,260	0	0	0	0	32,260
5094 Wages - Bahavioral Health	0	0	0	0	0	0	153,771	0	0	0	153,771
5110 Wages - Chiropractic Staff	0	0	0	0	0	0	0	0	0	0	0
Total Salaries & Wages	2,164,953	3,939,184	351,184	107,958	127,181	118,339	271,585	277,562	132,905	0	7,490,850

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Fringe Benefits & Payroll Expenses											
5505 FICA	150,948	273,504	26,790	8,183	9,679	9,003	20,651	21,083	10,092	0	529,933
5507 Unemployment Taxes	16,237	29,544	2,634	810	954	888	2,037	2,082	997	0	56,181
5508 Health Insurance	350,506	637,754	56,857	17,478	20,591	19,159	43,970	44,937	21,517	0	1,212,769
5510 Dental Insurance	5,412	9,848	878	270	318	296	679	694	332	0	18,727
5513 Long-Term Disability Insurance	9,959	18,120	1,615	497	585	544	1,249	1,277	611	0	34,458
5516 Life Insurance	4,113	7,484	667	205	242	225	516	527	253	0	14,233
5522 Retirement Expenses	16,021	29,150	2,599	799	941	876	2,010	2,054	983	0	55,432
5530 Workers Compensation Insurance	12,557	22,847	2,037	626	738	686	1,575	1,610	771	0	43,447
5538 Vision Insurance	1,948	3,545	316	97	114	107	244	250	120	0	6,742
Total Fringe Benefits & Payroll Expenses	567,702	1,031,796	94,393	28,965	34,161	31,783	72,931	74,513	35,676	0	1,971,921
Total Salaries, Benefits, & Payroll Expenses	2,732,654	4,970,981	445,577	136,923	161,342	150,122	344,516	352,075	168,581	0	9,462,771
General Operating Expenses											
Clinical Supplies											
6015 Supplies - Medical	0	197,359	0	1,576	0	0	0	22,795	0	0	221,730
6016 Supplies - RHS	0	0	14,649	0	0	0	0	0	0	0	14,649
6017 Supplies - Chiropractic	0	0	0	0	0	200	0	0	0	0	200
6018 Supplies - Dental	156,153	0	0	0	7,679	0	0	0	16,585	0	180,417
6019 Pharmaceuticals - Health (Flu Shots)	0	16,960	0	0	0	0	0	0	0	0	16,960
6020 Pharmaceuticals - Health (Immunizations)	0	30,000	0	0	0	0	0	0	0	0	30,000
6021 Pharmaceuticals - RHS	0	0	8,184	0	0	0	0	0	0	0	8,184
6022 Pharmaceuticals - 340B Program (Internal)	0	196	0	0	0	0	0	0	0	0	196
6023 Pharmaceuticals -Pharmaforce (Wegamn's, Walmart)	1,624	2,320	0	0	696	0	0	0	0	0	4,640
6024 Pharmaceuticals - 340B Program RVH&DC Pharmacy	0	0	0	606,498	0	0	0	0	0	0	606,498
6025 Linen	23,888	29,046	7,261	0	0	0	0	0	0	0	60,195
6026 Pharmaceuticals (non-340b) (Retail)	0	0	0	390,343	0	0	0	0	0	0	390,343
6027 Cardinal Health- 340B- Rite Aid	3,866	5,523	0	0	1,657	0	0	0	0	0	11,046
6028 CVS Pharmaceuticals - 340B	12,319	17,599	0	0	5,280	0	0	0	0	0	35,198
Total Clinical Supplies	197,850	299,004	30,095	998,417	15,312	200	0	22,795	16,585	0	1,580,258
Other Supplies											
Office Supplies											
6112-AL Office Supplies - Allocation	0	0	0	0	0	0	0	0	0	0	0
6112-IP Office Supplies - Input	11,204	21,546	1,293	1,293	862	862	0	2,585	1,293	0	40,938
6112-OF Office Supplies - Offset	0	0	0	0	0	0	0	0	0	0	0
6112 Office Supplies	11,204	21,546	1,293	1,293	862	862	0	2,585	1,293	0	40,938

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6114 Printing/Publications	9,195	17,682	1,358	1,061	707	707	1,768	2,122	5,000	0	39,600
6115 Food	3,475	6,765	421	421	267	267	668	889	401	0	13,574
6116 Promotional Materials	3,166	6,089	365	365	244	244	609	746	365	0	12,193
6118 Postage	6,753	12,987	779	779	519	519	1,299	1,560	779	0	25,974
6122 Environmental Supplies	7,818	14,844	908	808	537	563	1,494	1,616	805	0	29,392
6123 Tech Supplies	534	1,092	66	66	44	44	1,561	132	66	0	3,605
6125 Books/Subscriptions	724	1,393	84	84	56	84	139	167	84	0	2,815
6128 Minor Equipment	18,990	35,271	1,467	2,116	1,411	1,411	3,527	4,233	2,116	0	70,542
6129 Minor Equipment - Grant	0	0	0	0	0	0	0	0	0	0	0
6132 Dues	3,452	5,444	323	132	998	0	634	694	347	0	12,024
6136 Miscellaneous Supplies	0	0	0	0	0	0	0	0	0	0	0
6145 Licenses/Fees	7,338	14,111	1,403	847	564	1,120	84	1,693	847	0	28,007
6150 Recruitment/Retention	30,000	25,000	0	0	2,500	0	0	5,046	10,000	0	72,546
Total Other Supplies	102,649	162,224	8,466	7,972	8,709	5,821	11,783	21,483	22,103	0	351,210
Utilities											
6212 Electricity	13,593	26,247	2,019	2,019	0	1,010	2,524	2,991	2,308	0	52,709
6215 Water	2,214	4,100	246	328	0	164	405	492	2,511	0	10,460
6218 Natural Gas	6,411	11,854	908	909	0	456	1,141	1,368	2,559	0	25,606
6222 Disposal Services	3,740	7,192	431	431	288	288	719	864	430	0	14,383
6230 Telephone/Internet	10,027	19,283	1,559	1,543	0	771	1,928	2,314	3,161	0	40,586
Total Utilities	35,985	68,676	5,163	5,230	288	2,689	6,717	8,028	10,969	0	143,744
Total General Operating Expenses	336,483	529,904	43,724	1,011,620	24,309	8,709	18,499	52,307	49,657	0	2,075,212
Administrative/Overhead Expenses											
Services Purchased											
7013 RHS Contracted Services	0	0	2,703	0	0	0	0	0	0	0	2,703
7014 IT Software	104,919	201,768	12,106	12,106	8,071	8,071	20,177	24,212	12,105	0	403,535
7015 IT Support	13,117	25,224	1,513	1,513	1,009	1,009	2,522	3,027	1,513	0	50,447
7016 Administrative Software	34,749	66,826	4,010	4,010	2,673	2,673	6,683	8,019	4,009	0	133,652
7017 Fire & Security System Monitoring	2,859	5,498	330	440	220	220	550	660	330	0	11,107
7018 Telehealth Services	0	0	0	0	0	0	285,200	0	0	0	285,200
7022 Staff Education	6,500	16,000	2,800	0	0	0	500	1,000	0	0	26,800
7023 Chronic Care management Services	0	0	0	0	0	0	0	0	0	0	0
7024 Chiropractic Services	0	0	0	0	0	0	262,650	0	0	0	262,650
7026 Behavioral Health Services	0	0	0	0	0	0	103,798	0	0	0	103,798
7027 Pharmacist Contract	0	0	0	170,906	0	0	0	0	0	0	170,906
7028 Non-CME Staff Education (Seminars/ Conferences/Trav	12,383	23,814	1,429	1,429	953	953	2,381	2,858	1,429	0	47,629
7029 Mileage	0	200	0	3	415	0	0	0	0	0	618
7031 Fuel	0	2,301	0	1,517	2,761	0	0	0	0	0	6,579

Description	FY2023 FY23 Original Budget Dental	FY2023 FY23 Original Budget Medical	FY2023 FY23 Original Budget RHS	FY2023 FY23 Original Budget Pharmacy	FY2023 FY23 Original Budget NBHD Care	FY2023 FY23 Original Budget Chiro	FY2023 FY23 Original Budget Behav Health	FY2023 FY23 Original Budget Exp. Care	FY2023 FY23 Original Budget JS Dental	2023 FY23 Original Budget JS Rentals	Department Total
7032 Audit Fees	12,071	23,214	1,393	1,393	929	929	2,321	2,786	1,392	0	46,428
7035 Legal Fees	4,355	8,375	502	0	239	335	837	0	502	0	15,145
7036 Consulting Fee	0	0	0	161,753	0	0	0	0	0	0	161,753
7038 Temp Staffing Fees	0	0	0	0	0	0	0	20,000	0	0	20,000
7040 Advertising	45,500	87,500	5,250	5,250	3,500	3,500	8,750	10,500	5,249	0	174,999
7042 Security	9,798	18,842	1,131	1,131	0	754	1,884	2,261	1,131	0	36,932
7043 Storage Fees	881	1,276	102	102	538	68	169	203	102	0	3,441
7049 Acupuncture	0	24,000	0	0	0	0	0	0	0	0	24,000
7050 Services Purchased - Miscellaneous	0	0	0	0	0	0	0	0	0	0	0
7051 340b Admin Fees - Contract Pharmacy	58,632	83,760	0	0	25,128	0	0	0	0	0	167,520
7055 Shredding Services	833	1,602	96	96	64	64	160	192	96	0	3,203
7056 Employee Services	4,090	7,866	472	472	315	315	787	944	471	0	15,732
7057 Translation/After-Hour Services	589	5,000	1,200	1,200	0	0	1,200	1,200	0	0	10,389
7058 Transportation Expenses	0	4,262	0	0	0	0	0	0	0	0	4,262
7081 PA DOH Vaccine	0	0	0	0	0	0	0	0	0	0	0
7083 Let's End Covid	0	0	0	0	0	0	0	0	0	0	0
Total Services Purchased	311,276	607,328	35,037	363,321	46,815	281,541	437,919	77,862	28,329	0	2,189,428
Repairs, Maintenance, & Rentals											
7110 Maintenance Contracts/Building Repairs	20,657	29,024	1,930	1,100	0	1,200	1,200	2,112	6,000	0	63,223
7111 Automobile Expenses - Mini Van	0	2,500	0	1,250	0	0	0	0	0	0	3,750
7112 Outreach Van Expenses - Misc	0	0	0	0	2,500	0	0	0	0	0	2,500
7113 Equipment Repairs	12,000	1,350	500	0	1,200	0	0	0	2,500	0	17,550
7116 Cleaning Services	22,870	39,850	3,208	3,065	0	1,533	3,832	4,598	812	0	79,768
7120 Building Rentals	57,655	111,039	8,541	8,541	0	4,270	10,677	12,812	6,583	0	220,118
7125 Parking Rental	6,379	13,003	736	736	491	491	1,227	1,472	0	0	24,535
Total Repairs, Maintenance, & Rentals	119,561	196,766	14,915	14,692	4,191	7,494	16,936	20,994	15,895	0	411,444
Insurance Expenses											
7310 General Insurance	6,132	11,796	708	708	468	468	1,170	1,416	5,964	0	28,830
7320 Professional Liability Insurance - Physician	3,564	6,870	528	24,245	271	264	660	792	522	0	37,716
7325 Auto Insurance	0	3,206	0	3,000	3,000	0	0	0	0	0	9,206
7330 Cyber Insurance	2,938	5,650	339	339	226	226	565	678	338	0	11,299
Total Insurance Expenses	12,634	27,522	1,575	28,292	3,965	958	2,395	2,886	6,824	0	87,051
Overhead Costs											
7405 Depreciation	267,700	267,155	25,775	37,048	74,029	21,024	17,266	21,664	17,322	0	748,983
7410 Bank & Merchant Fees	4,349	1,364	502	502	335	335	339	1,004	502	0	9,232
7414 Real Estate Taxes	0	0	0	0	0	0	0	0	4,261	0	4,261
7415 Interest	48,306	94,055	7,256	7,156	4,278	3,578	8,946	12,835	6,046	0	192,456
Total Overhead Costs	320,355	362,574	33,533	44,706	78,642	24,937	26,551	35,503	28,131	0	954,932

Description	FY2023 FY23 Original Budget Dental	FY2023 FY23 Original Budget Medical	FY2023 FY23 Original Budget RHS	FY2023 FY23 Original Budget Pharmacy	FY2023 FY23 Original Budget NBHD Care	FY2023 FY23 Original Budget Chiro	FY2023 FY23 Original Budget Behav Health	FY2023 FY23 Original Budget Exp. Care	FY2023 FY23 Original Budget JS Dental	FY2023 FY23 Original Budget JS Rentals	2023 FY23 Original Budget	Department Total
Total Rental Properties												
7950 Rental Property Administration	0	0	0	0	0	0	0	0	0	0	2,101	2,101
7951 Rental Property Maintenance	0	0	0	0	0	0	0	0	0	0	1,950	1,950
T5350 Total Rental Properties	0	0	0	0	0	0	0	0	0	0	4,051	4,051
Total Administrative/Overhead Expenses	763,826	1,194,189	85,061	451,011	133,613	314,930	483,801	137,245	79,179	4,051	3,646,907	
Transfers												
8500 Transfer	0	0	0	0	0	0	0	0	0	0	0	0
Total Transfers	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	3,832,963	6,695,074	574,362	1,599,555	319,264	473,762	846,816	541,627	297,417	4,051	15,184,891	
NET SURPLUS/(DEFICIT) BEFORE GAINS/LOSSES	(89,088)	(579,713)	(24,353)	390,536	(86,514)	177,530	(184,183)	620,785	64,007	8,369	297,376	
Gains												
9100 Grant for Acquisition of PP&E	0	0	0	0	0	0	0	0	0	0	0	0
9125 Temporarily Restricted Grant for Acquisition of PP	0	0	0	0	0	0	0	0	0	0	0	0
9150 HIIP Grant for the Acquisition of PP&E	0	0	0	0	0	0	0	0	0	0	0	0
9200 Contribution (Donation) of PP&E	0	0	0	0	0	0	0	0	0	0	0	0
9499 Gain on Disposal of Asset	0	0	0	0	0	0	0	0	0	0	0	0
Total Gains	0	0	0	0	0	0	0	0	0	0	0	0
Losses												
9500 Loss on Disposal of Equipment	0	0	0	0	0	0	0	0	0	0	0	0
9600 Other Expenses	0	0	0	0	0	0	0	0	0	0	0	0
9999 Interfund to/from	0	0	0	0	0	0	0	0	0	0	0	0
Total Losses	0	0	0	0	0	0	0	0	0	0	0	0
NET SURPLUS/(DEFICIT)	(89,088)	(579,713)	(24,353)	390,536	(86,514)	177,530	(184,183)	620,785	64,007	8,369	297,376	

FY23 Draft Budget Notes (May 2022)

General Allocations

- Allocations throughout the budget were developed using 4 methodologies:
 - Method 1 – Allocation Based on Head Count
 - Percentage determined by taking total number of direct staff allocated to each service line divided by the total number of direct service line staff.
 - 3 separate allocation percentages were created:
 - One that includes all 9 direct service lines.
 - One that excludes Neighborhood Care & Jersey Shore Dental.
 - One that excludes Neighborhood Care, Pharmacy, Express Care, & Jersey Shore Dental.
 - Method 2 – Patient Financial Services Staff allocation
 - This method was developed to allocate the patient financial services staff costs based on the budgeted number of visits for each service line divided by the total number of visits for the organization.
 - Method 3 – Support Staff Allocation
 - This method was developed similar to the patient financial services staff method; however, excludes neighborhood care as the support staff do not directly support this area.
 - Method 4 – 330 Base Grant Allocation
 - Utilized the 2019 SAC application budget to determine the split and broke into 4 categories:
 - Direct Medical & Dental salaries charged.
 - Support staff salaries split using the support staff allocation.
 - Patient financial services staff salaries split using the patient financial services allocation.
 - Admin salaries split using head count allocation.

Revenues

- Patient Mix was determined by using the 9-month actuals from Fiscal Year 2022 for each individual service line.
- Explicit price concessions were calculated as follows:
 - Medicare, Medicaid, and Medicaid Managed Care
 - PPS rate – Gross Charges per visit/Gross Charges per visit.
 - Commercial & Self Pay
 - July - March actual collections pulled from eCW.
- Pharmacy revenue was calculated by taking average revenues from January – March 2022 due to significantly increased volumes as well as factoring an increase in hours beginning July 1st. In total pharmacy revenues were increased by 62% over FY22 actuals.

- Incentive revenues were calculated by utilizing a direct look at FY22 YTD revenue as well as taking a percentage of additional available incentive dollars available based on the review of the Chief Quality Officer.
- 340b Drug Program Income was calculated by averaging January – March 2022 actual revenues due to the addition of the CVS contract pharmacies. Based on Wellpartner’s (Third Party Administrator) analysis a conservative \$60,000 in additional annual revenue was added based on 4 new CVS pharmacies coming active July 1st.
- Federal Grant Revenues have been added in for all known expenses.
- State – Family Planning Funding was budgeted at the FY22 grant amount. Due to delays in funding allocation, the Family Health Council has been unable to provide leadership with the FY23 awarded grant dollar amount.
- State – COVID-19 Testing funding was only budgeted through August 2022 as the grant cycle is scheduled to end August 31st and no extensions have been granted at this point.

Productivity

- Each area’s productivity metrics were calculated by the department manager for that area in coordination with the finance team and COO. Calculations included a review of FY22 actual averages as well as taking into further account estimated time-off based on historical actuals, clinical hours worked throughout the month, and optimization of schedule templates to support access to care.
- Reproductive Health
 - Visits factored at 1.25
- Medical
 - Visits factored at 2.0 for Family Physicians and 1.75 for Pediatricians
 - Visits factored at 1.75 for Advanced Practice Practitioners
- Express Care
 - Visits factored at 2.75
- Williamsport and Jersey Shore Dental
 - Visits factored at 1.7 for Dentists
 - Visits factored at 1.2 for Hygienists

Department	Fiscal Year 2023		
	May 2022 Draft	Variance from September Reforecast	Variance from Outlook
Behavioral Health	2,286	7%	9%
Chiropractic	4,016	-13%	28%
Express Care	6,352	19%	24%
Jersey Shore Dental	2,710	-12%	148%
Medical	25,857	1%	21%
Neighborhood Care	951	-35%	19%
RHS	2,260	-9%	-12%
Williamsport Dental	22,954	1%	24%
Totals	67,386	0%	23%

Staffing

- Rolls in a 3% annual increase for all staff, effective July 1st.
- Estimated an increase in health insurance costs due to January 1st renewal as well as increased costs associated with funding the HRA.
- Elimination of the following currently vacant positions for FY23:
 - Director of Dental Operations
 - Nurse (LPN)
 - 2 Office Assistant positions (Dental Call Center)
 - Staff Development Coordinator
 - Neighborhood Care Support Staff (due to mobile unit not being delivered until end of FY23 or beginning of FY24)

Other Expenses

- Clinical Supplies were factored utilizing FY22 YTD actuals, less increases in COVID supplies, averaged to a per visit cost and then applied over FY23 budgeted visits.
- Recruitment/Retention costs were budgeted at 19% over FY22 due to estimated increased costs associated with recruiting providers.
- Temp Staffing Fees were reduced due to anticipated decreases in utilization of contracted nursing agency.
- Significant increases were budgeted in advertising expense to allow for an enhanced marketing plan to assist in revenue generation.
- 340b admin fees were increased based on average current fees and accounting for additional revenues based on new contracts going live July 1st.
- Remaining expense line items were factored using a 3-year historical average plus 5% increase for inflation on average.

Department Totals

Department	Draft Budget	Additional H8F Revenues	Estimated FY23 Net Income
Williamsport Dental	\$ (89,088)	\$ 90,000	\$ 912
Medical	\$ (579,713)	\$ 541,319	\$ (38,394)
Reproductive Health	\$ (24,353)	\$ 25,000	\$ 647
Pharmacy	\$ 390,536	\$ -	\$ 390,536
Neighborhood Care	\$ (86,514)	\$ 74,880	\$ (11,634)
Chiropractic	\$ 177,530	\$ -	\$ 177,530
Behavioral Health	\$ (184,183)	\$ 32,760	\$ (151,423)
Express Care	\$ 620,785	\$ -	\$ 620,785
Jersey Shore Dental	\$ 72,376	\$ -	\$ 72,376
Organization Totals	\$ 297,376	\$ 763,959	\$ 1,061,335

Days Cash on Hand

Draft Budget: 29.47

Estimated FY23 w/ H8F: 43.23