

Clinic Financials Comparison FYTD - FYTD through June 2019

FINANCIALS	Orcas Family Health Center									UW Orcas Clinic									MGMA		
	FY Q1	FY Q2	FY Q3	FYTD	FYTD Budget		Annual	FYTD	Budgeted	FY Q1	FY Q2	FY Q3	FY Q4	YTD	FYTD Budget		Annual	FYTD	Budgeted	50%tile	Metric
	OFHC	OFHC	OFHC	OFHC	OFHC	Variance	Budget	OFHC	OFHC Cost	UW	UW	UW	UW	UW	UW	Variance	Budget	UW Cost	Cost Per		
Income	164,212	114,496	141,382	420,090	440,512	20,422	587,349	81	85	247,276	333,720	300,296	314,878	1,196,170	1,383,477	187,307	1,383,477	\$ 122	\$ 123	\$ 160	Visit
Provider Compensation										145,274	191,734	164,971	169,252	671,231	697,272	26,041	697,272	68	62		
Provider Benefits										40,848	57,500	58,091	54,666	211,105	177,392	-33,713	177,392	22	16		
Total Provider Cost	75,750	77,855	67,750	221,355		(221,355)		43		186,122	249,234	223,062	223,918	882,336	874,664	-7,672	874,664	90	78	82	Visit
Non Provider Compensation										118,565	129,039	128,878	121,916	498,398	543,890	45,492	543,890	51	48		
Non Provider Benefits										43,505	48,412	59,137	43,877	194,931	203,022	8,091	203,022	20	18		
Total Other Labor	86,109	88,512	77,882	252,503	556,200	303,697	741,600	49	107	162,070	177,451	188,015	165,793	693,329	746,912	53,583	746,912	71	66	60	Visit
Billing Fees	16,005	15,871	14,926	46,803	37,668	(9,135)	50,224	9	7	19,027	21,022	20,063	25,003	85,115	110,678	25,563	110,678	9	10		
Supplies and Pharmaceuticals	22,631	8,311	(3,225)	27,717	32,222	4,505	48,345	5	6	30,786	58,005	26,028	32,148	146,967	132,204	-14,763	132,204	15	12		
Other Operating Expenses	29,823	21,999	27,456	79,278	56,843	(22,436)	76,407	15	11	16,530	19,526	18,384	20,658	75,098	48,479	-26,619	48,479	8	4		
Total Operating Expenses	68,460	46,181	39,157	153,798	126,732	(27,066)	174,976	30	24	66,343	98,553	64,475	77,809	307,180	291,361	-15,819	291,361	31	26	60	Visit
Total Expenses	230,319	212,548	184,789	627,655	682,932	55,277	916,576	121	132	414,535	525,238	475,552	467,520	1,882,845	1,912,937	30,092	1,912,937	192	170	201	Visit
Clinic Income/<Loss>	(66,107)	(98,051)	(43,407)	(207,565)	(242,420)	(34,855)	(329,227)	(40)	(47)	-167,259	-191,518	-175,256	-152,642	-686,675	-529,460	157,215	-529,460	\$ (70)	\$ (47)	\$ (41)	Visit
Equipment Repair	2,512	-	-	2,512	-	(2,512)	-			6,737	4,119	932	2,361	14,149	30,000	15,851	30,000				
Equipment Purchases											7,161			7,161	0	-7,161					
Total Clinic Loss										-173,996	-202,798	-176,188	-155,003	-707,985	-559,460	148,525	-559,460				
METRICS																					
Staffing Levels																					
MD/NP FTE	0.44	0.53	0.67	0.55	1.00	0.45	1.00				3.30	3.25	3.30	3.27	3.20	-0.07	3.20				
PA FTE	1.68	1.70	1.18	1.52	1.40	-0.12	1.40														
RN/LPN/MA FTE	2.80	2.80	2.80	2.80	2.80	0.00	2.80				4.98	4.94	4.01	4.42	4.81	0.39	4.81				
Clinic Support FTE (exc billing)	4.00	4.00	4.00	4.00	4.00	0.00	4.00				3.99	3.99	3.99	3.99	3.99	0.00	3.99				
RN/LPN/MA Per Provider	1.32	1.26	1.52	1.35	1.17	-0.19	1.17				1.51	1.52	1.22	1.35	1.50	0.15	1.50				
Clinic Support FTE Per provider	1.88	1.79	2.17	1.94	1.67	-0.27	1.67				1.21	1.23	1.21	1.22	1.25	0.03	1.25				
Productivity - wRVUs/Visits																					
Total WRVUs for all MD/NP	652	495	767	1,914	3,569	1,655	4,759			2,516	2,984	2,987	3,308	11,795	13,051	1,256	13,051	***		4,759	1 FTE
Total WRVUs for all PAs	1,174	1,022	955	3,151	4,099	948	5,466													3,904	1 FTE
Total Visits	2,013	1,466	1,708	5,187	5,250	63	7,000			2,197	2,668	2,367	2,568	9,800	11,255	1,455	11,255				
Visits Per MD/PA/NP per day	18	12	18	16	14	-2	14				15	14	15	14	17	2	17				
Visits Per RN/LPN/MA per day	14	10	12	12	12	0	12				10	9	12	10	11	1	11				
Financials Per Visit																					
Revenue Per Visit	\$ 82	\$ 78	\$ 83	\$ 81	\$ 84	3	\$ 84			\$ 113	\$ 125	\$ 127	\$ 123	\$ 122	\$ 123	\$ 1	\$ 123				
Loss Per Visit	\$ (33)	\$ (67)	\$ (25)	\$ (40)	\$ (46)	-6	\$ (47)			\$ (76)	\$ (72)	\$ (74)	\$ (59)	\$ (70)	\$ (47)	\$ 23	\$ (47)				

Payer Mix				YTD	FYTD Budget	
	UW	UW	Variance	UW	UW	Variance
Commercial	39.00%	35.00%	35.00%	25.80%	22.40%	3.40%
Exchange	7.00%	7.00%	8.00%	11.20%	8.90%	2.30%
Medicare	25.00%	26.00%	32.00%	46.70%	54.10%	-7.40%
Medicaid	26.00%	29.00%	22.00%	13.90%	12.60%	1.30%
Self-pay	3.00%	4.00%	3.00%	2.40%	2.00%	0.40%
Total	100.00%	101.00%	100.00%	100.00%	100.00%	

* Annual Budget based on 2018 MGMA median for 1 FT FTE position and 1.4 FTE for PA position

** Based on 47 work weeks and 36 patient hours per week

*** UW budget of 13,051 wRVUs for year is equivalent to 4,078 wRVU per provider per year. Their compensation model assumes 4,900 wRVU is the MGMA 50%tile. 2018 MGMA data received from attorney indicates 4,759 is median in non-metro areas and is what was used for OFHC budget estimate.