



PO BOX 213, Vashon WA 98070
vashonhealthcare.org

Board of Commissioner's Meeting July 21, 2021

Superintendent's Report

Superintendent Goals - Discussion

The following draft goals were presented to the Board at the July 7 Board meeting. I would like feedback from commissioners on any changes or clarifications they would like to see in these.

1. Superintendent will expand his visibility to the Vashon community so that he becomes more of the public face of the District.
 - a. Join Vashon Rotary and attend weekly meetings
 - b. District to join Vashon Chamber. Superintendent to represent district at activities
2. Superintendent will improve his knowledge of the island and its culture and establish more of a physical presence. The goal will be to be on-island one day per week. Most likely on days when there is a Rotary, Chamber or in-person board meeting.
3. Superintendent will implement a regular report to the island community in a newsletter format, quarterly
4. Complete annual financial review of clinic performance and subsidy required and negotiate contract renewal
 - a. Include details on payer contracted rates and contractual allowances
 - b. Obtain back-up from Sea Mar for allocated overhead expenses
 - c. Discuss any changes planned by Sea Mar for changes in scope of services
5. Follow-up to make sure Sea Mar establishes clinical outcome indicators and quarterly reporting on those indicators
6. In conjunction with stakeholders and commissioners formulate a capital fund-raising strategy for a new clinic building
7. Advocate and negotiate for a partnership between Sea Mar and VHCD in development of a new clinic building
 - a. Reach agreement on financial commitment from VHCD
 - b. Assure that building includes additional community space
 - c. Consider added clinical space for future specialty care services
8. Revise accounting processes and procedures. Consider upgrading Quick Books Online to include capability to report against budget.
9. Prepare a 2022 budget calendar with key approval and regulatory milestones.
10. Develop a 2022 financial forecast and 2022 budget based on the following: projected increase in property assessed values; a reduction in the Sea Mar financial subsidy; and an assumption that the levy rate will be adjusted downward accordingly.

11. Engage in local discussions about preparation for the 2022 Cascadia Rising disaster drill and what role, if any, VHCD should play.
12. Initiate a VHCD strategic planning process to re-visit mission and strategic goals for the District for 2022, including consideration community expectations beyond primary care support.

VHCD Strategic Planning Process and Timeline

The following is a draft timeline for a strategic planning process. In early August Tom, Eric P. and I will be meeting with Rogelio Rojas, Sea Mar's CEO. The purpose is to share with him information about the VHCD, possible goals for the future, and our vision for the partnership with Sea Mar.

August 4, 2021	High level discussion with Sea Mar about the future of the partnership with VHCD.
August 4, 2021	Board Review of Mission and Vision of VHCD
August 18, 2021	Develop Draft Goals and Strategies for 2022
Sept 2021	Gather community input on draft Goals and Strategies <ul style="list-style-type: none"> • Outreach Committee • Clinic Relations Committee • State of the District Community Meeting
Oct 6, 2021	Board review of feedback on goals and strategies
October 2021	Annual Financial Review of Vashon Clinic Operations with Sea Mar
October 2021	Review VHCD goals and strategies with Sea Mar
October 2021	Develop capital requirements associated with goals
Oct 20, 2021	Board Approval of VHCD Goals, Draft Budget and Subsidy
Nov 15, 2021	2022 Budget Hearing

Projected 12-Month Financials

Included for your review are a low and a high financial projection for the end of the first contract year. The low projection is based on the first 7 months actual results. The high projection is based on the most recent two months actual financial results. The projection for the year-end visits is from 11,391 to 12,840, a 13 % variation. As visits increase over this range, the projected Net Gain doubles.

VYFS Community Survey Presentation

Yve Susskind is available on Aug 18 to share a PowerPoint presentation with the Board.

The survey documents are available at: <https://vyfs.org/community-needs>

Unfinished Business and Committee Reports

Unfinished Business

King County Roads Levy – Eric Pryne has an update. He has indicated that the County Council deferred action on the Road District levy lid lift for another week, to July 20, so he should have an update at the meeting.

Administration and Finance

Wolczko

Payroll - Payroll for the period July 1 – July 15 is \$ 3704.38.

Accounts Payable –

As of 07/01/2021

Payee Fund#	Issue Date	Warrant#	Amount
SEA MAR COMMUNITY HEALTH CLINICS	06/23/2021	9912219	125,000.00
SUNRISE RIDGE HEALTH SERVICES	06/23/2021	9912220	7,340.89
Total For District VHEALTHD			132,340.89

Outreach Committee

Pryne

The committee discussed possible participation in the Strawberry Festival parade again. LeeAnn reported that she was not able to get the car she had hoped for due to mechanical problems. After further discussion and due to the late date, it was agreed that the District would not participate in the parade this year. It was reported that 100 flyers were delivered to Vashon Household to distribute to low-income tenants to educate them about Sea Mar. It was also reported that Bob Hennessy with the School Board was willing to help get the word out to families of school age children, which include many Medicaid patients. Eric Pryne indicated that he would work with them on this.

There was also discussion about trying to get a better handle on how the payers are paying Sea Mar with respect to Medicare Advantage plans. LeeAnn reported that the MA plans she sells the most on the island include Aetna, United Healthcare, Kaiser and Regents.

Finally, the committee discussed the need to do a State of the District event again this year, perhaps in late September including on how insurance plans pay the clinic. It was discussed that this event could be a combination in-person and virtual event.

Clinic Relations Committee

Noble

Kerry reported that Mitzi Laney, ARNP, has been hired to replace Burdette 2 days per week on Thursdays and Fridays. Mitzi previously worked at the clinic through Neighborcare Health. Sea Mar is still searching for a dedicated Saturday provider. Under their model, they don't rotate their regular providers through weekends. Sea Mar's new care coordinator has started reaching out to patients to schedule their annual wellness visit. She also reported that Sea Mar hired one of the MAs who was working there under contract.

Mary Bergman questioned how Sea Mar is performing Covid testing. Kerry stated that they are trying to get them in ASAP after they call on the nurses' schedule. Regarding productivity, Kerry stated that providers are averaging 19 patients per day.

Charlie Krimmert updated the committee on Vashon Be Prepared and its plans to participate in the next year's regional disaster drill – Cascadia Rising. The drill be what is called a warm start, meaning it will test responses 5 days into the simulated event. The drill will be June 13-16, 2022. Vashon Be Prepared has meeting on the 1st Wednesday of each month.

SeaMar CHC - Vashon

STATISTICS	Actual YTD (Nov 20- May 21)		LOW 12 Month Projected (actual 7 months)	HIGH 12 Month Projected (actual April and May)
	Clinic Days per Visits	162 6645		11,391
Visits per Clinical	41			
Total Cost per Visit	218			
REVENUES	Payer Mix %			
Private Pay	113,603	5.1%	5.1%	5.1%
Medicaid FFS	43,553	1.9%	1.9%	1.9%
Medicare FFS	619,264	27.6%	27.6%	27.6%
Medicare Advantage FFS	614,654	27.4%	27.4%	27.4%
Commercial Ins	582,445	26.0%	26.0%	26.0%
Other FFS	4,126	0.2%	0.2%	0.2%
Managed Care FFS	269,952	12.0%	12.0%	12.0%
TOTAL FEE FOR SERVICES	2,241,210	100.0%	\$3,842,074	\$4,606,308
Bad Debt Allowances	(246,770)			
Uncompensated Care	(115,647)			
Contractual	(1,355,258)			
DEDUCTIONS FROM REVENUES	(1,717,676)			
TOTAL NET FEE FOR SERVICES	523,534		\$897,487	\$1,239,108
Managed Care Capitation	5,412			
FQHC Enhancement	168,052			
TOTAL MANAGED CARE	173,464		\$297,367	\$431,598
GRANTS	78			
County Contracts	875,000		\$1,500,000	\$1,500,000
Other Contracts & Funding	50			
CONTRACTS	875,050			
TOTAL NET REVENUE	\$1,572,127		\$2,695,075	\$3,171,006
EXPENSES				
Total Salary	705,969			
Fringe Benefits	177,187			
TOTAL PERSONNEL	883,156			
Operating Supplies	149,689			
Depre & Amortization	6,022			
Building & Equipment Rental	58,120			
Repair and Maintenance	13,982			
Utilities	9,703			
Telephone	713			
Technology	18,206			
Office Supplies	2,499			
Other Contractual Services	83,272			
Travel & Meeting	5,529			
	2,698			
Interest Expense	4,354			
TOTAL EXPENSES	1,237,942		\$2,122,186	\$2,441,106
NET CONTRIBUTION	334,185			
Total Allocated Indirect Costs	208,842		\$358,015	\$299,478
TOTAL EXPENSES	\$1,446,783		\$2,480,199	\$2,740,584
NET GAIN / (LOSS)	\$124,343		\$213,159	\$430,422