



May 31, 2019

**NOTICE**

The Board of Directors of the Kaweah Delta Health Care District will meet in an open Board of Directors meeting at 6:00PM on Monday June 3, 2019 in the Kaweah Delta Medical Center Acequia Wing Conference Room {Acequia Wing – 400 West Mineral King Avenue}.

All Kaweah Delta Health Care District regular board meeting and committee meeting notices and agendas are posted 72 hours prior to meetings (special meetings are posted 24 hours prior to meetings) in the Kaweah Delta Medical Center, Mineral King Wing entry corridor between the Mineral King lobby and the Emergency Department waiting room.

The disclosable public records related to agendas are available for public inspection at the Kaweah Delta Medical Center – Acequia Wing, Executive Offices (Administration Department) {1st floor}, 400 West Mineral King Avenue, Visalia, CA and on the Kaweah Delta Health Care District web page <http://www.kaweahdelta.org>.

KAWEAH DELTA HEALTH CARE DISTRICT  
Nevin House, Secretary/Treasurer

A handwritten signature in black ink that reads 'Cindy Moccio'.

Cindy Moccio - Board Clerk / Executive Assistant to CEO

**DISTRIBUTION:**

Governing Board

Legal Counsel

Executive Team

Chief of Staff

[www.kaweahdelta.org](http://www.kaweahdelta.org)



# KAWEAH DELTA HEALTH CARE DISTRICT BOARD OF DIRECTORS MEETING

Kaweah Delta Medical Center  
Acequia Wing Conference Room  
400 West Mineral King Avenue, Visalia  
[www.KaweahDelta.org](http://www.KaweahDelta.org)

Monday, June 3, 2019

## OPEN MEETING AGENDA {6:00PM}

1. CALL TO ORDER
2. APPROVAL OF AGENDA
3. **PUBLIC PARTICIPATION** – Members of the public may comment on agenda items before action is taken and after the item has been discussed by the Board. Each speaker will be allowed five minutes. Members of the public wishing to address the Board concerning items not on the agenda and within the subject matter jurisdictions of the Board are requested to identify themselves at this time.
4. **KAWEAH DELTA MEDICAL FOUNDATION** – Financial performance and strategic planning for the [Kaweah Delta Medical Foundation](#).  
*Malinda Tupper, Vice President and Chief Financial Officer {Kaweah Delta Medical Center};  
Kaweah Delta Medical Foundation: Paul Schofield, Chief Executive Officer, and Coby LaBlue, Chief Financial Officer*
5. **CHIEF EXECUTIVE OFFICER REPORT** – *Gary Herbst, Chief Executive Officer*
6. ADJOURN

*In compliance with the Americans with Disabilities Act, if you need special assistance to participate at this meeting, please contact the Board Clerk (559) 624-2330. Notification 48 hours prior to the meeting will enable the District to make reasonable arrangements to ensure accessibility to the Kaweah Delta Health Care District Board of Directors meeting.*

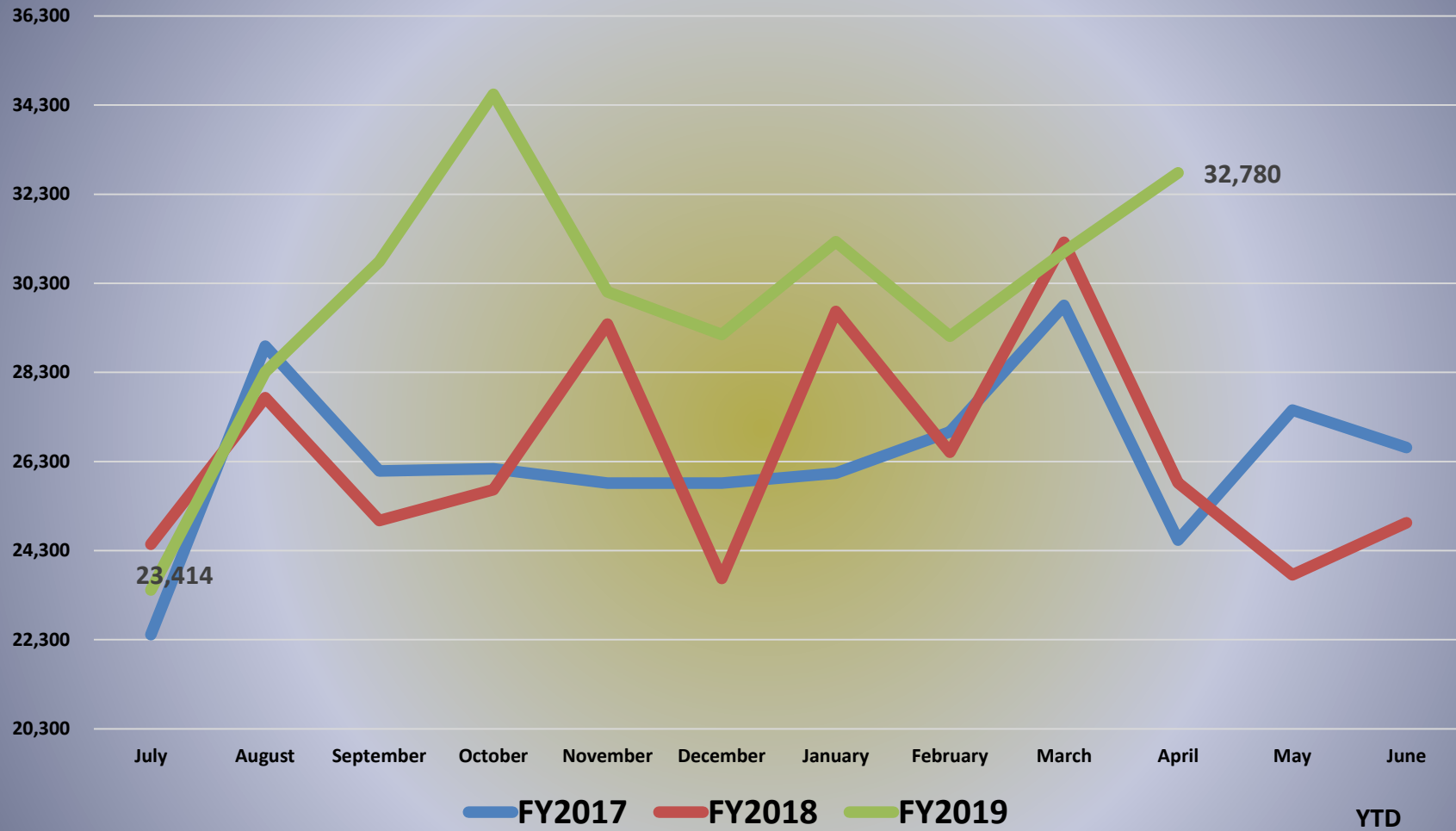


**Kaweah Delta Medical Foundation  
Kaweah Delta Health Care District  
Joint Board of Directors Meeting**

**June 3, 2019**

**FY 2019 Financial Presentation**

# KDMF WRVUs



	YTD
FY2017	262,501
FY2018	269,095
FY2019	300,435
Budget	278,038

# Kaweah Delta Medical Foundation

## Fiscal Year Financial Comparison (000's)

	Actual Results FYTD			Budget FYTD	Budget Variance FYTD	
	Apr-18	Apr-19	% Change	Apr-19	Change	% Change
<b>Operating Revenue:</b>						
Net patient service revenue	\$32,615	\$36,166	10.9%	\$38,133	(\$1,967)	(5.2%)
Other Revenue	293	462	57.5%	347	115	33.0%
Other operating revenue	293	462	57.5%	347	115	33.0%
<b>Total Operating Revenue</b>	<b>32,908</b>	<b>36,628</b>	<b>11.3%</b>	<b>38,480</b>	<b>(1,853)</b>	<b>(4.8%)</b>
<b>Operating Expenses:</b>						
Salaries and wages	8,327	9,532	14.5%	9,515	17	0.2%
Contract labor	27	132	381.5%	0	132	0.0%
Employee benefits	2,258	2,344	3.8%	2,418	(74)	(3.1%)
<b>Total Employment Expenses</b>	<b>10,613</b>	<b>12,008</b>	<b>13.1%</b>	<b>11,933</b>	<b>75</b>	<b>0.6%</b>
Medical and other supplies	4,262	5,246	23.1%	4,877	368	7.6%
Physician fees	16,001	18,565	16.0%	18,972	(406)	(2.1%)
Purchased services	1,067	1,102	3.3%	1,139	(37)	(3.2%)
Repairs and maintenance	1,569	1,595	1.7%	1,712	(117)	(6.8%)
Utilities	314	345	10.1%	381	(36)	(9.5%)
Rents and leases	2,083	2,233	7.2%	2,423	(190)	(7.8%)
Depreciation and amortization	946	1,008	6.5%	864	143	16.6%
Interest Expense	28	19	(34.3%)	32	(13)	(41.4%)
Other Expenses	1,096	1,360	24.1%	1,049	311	29.7%
<b>Total Operating Expenses</b>	<b>37,979</b>	<b>43,481</b>	<b>14.5%</b>	<b>43,382</b>	<b>98</b>	<b>0.2%</b>
<b>Excess Margin</b>	<b>(\$5,071)</b>	<b>(\$6,853)</b>	<b>35.1%</b>	<b>(\$4,902)</b>	<b>(\$1,951)</b>	<b>39.8%</b>
<b>Excess Margin %</b>	<b>(15.4%)</b>	<b>(18.7%)</b>		<b>(12.7%)</b>		

# Camden Proforma v. 2019 Results

	2019 Proforma (Original)	2019 Proforma (Normalized)	2019 Actual (Annualized)
<b><u>Provider Headcount</u></b>			
Employed Physicians	51	42	42
Contracted Providers	3	3	3
Advanced Practice Providers	<u>12</u>	<u>20</u>	<u>20</u>
<b>Total</b>	<b>66</b>	<b>65</b>	<b>65</b>
<b><u>wRVUs</u></b>			
Employed Physicians-wRVU	332,617	220,507	220,507
Employed Physicians-Guarantee	8,029	41,583	41,583
Contracted Providers		10,481	10,481
Locums		8,605	8,605
Advanced Practice Providers	<u>47,464</u>	<u>79,209</u>	<u>79,209</u>
<b>Total</b>	<b>388,111</b>	<b>360,385</b>	<b>360,385</b>

# Camden Proforma v. 2019 Results














	2019 Proforma (Original)	2019 Proforma (Normalized)	2019 Actual (Annualized)	Variance
<b><u>Revenue</u></b>				
Net Patient Revenue	\$47,970,292	\$44,543,402	\$43,398,873	\$(1,144,529)
<i>\$ Per wRVU</i>	\$124	\$124	\$120	
Other Revenue	<u>1,435,600</u>	<u>2,452,000</u>	<u>1,412,392</u>	<u>(1,039,608)</u>
<b>Total Revenue</b>	<b>\$49,405,892</b>	<b>\$46,995,402</b>	<b>\$44,811,265</b>	<b>\$(2,184,137)</b>
<b><u>Expenses</u></b>				
Provider Fees	\$23,357,200	\$20,401,301	\$23,735,595	\$3,334,294
Employed Staff Wages/Benefits	13,059,894	13,002,587	14,251,415	1,248,828
Medical and Surgical	6,088,417	7,130,084	8,118,634	988,550
Building and Occupancy	4,238,765	4,238,765	4,708,947	470,182
Admin and General	<u>2,932,463</u>	<u>2,719,600</u>	<u>2,822,231</u>	<u>102,631</u>
<b>Total Expenses</b>	<b>\$49,676,739</b>	<b>\$47,492,337</b>	<b>\$53,636,822</b>	<b>\$6,144,485</b>
<b>Net Income/(Loss)</b>	<b>\$(270,847)</b>	<b>\$(496,935)</b>	<b>\$(8,825,557)</b>	<b>\$(8,328,622)</b>

# KDMF 2020 Projected Budget


	2020 Projected Budget	2019 Actual (Annualized)	Variance
<b><u>Revenue</u></b>			
Net Patient Revenue	\$46,495,000	\$43,399,000	\$3,096,000
<i>\$ Per wRVU</i>	<i>\$120</i>	<i>\$120</i>	
Other Revenue	<u>2,100,000</u>	<u>1,412,000</u>	<u>688,000</u>
<b>Total Revenue</b>	<b>\$48,595,000</b>	<b>\$44,811,000</b>	<b>\$3,784,000</b>
<b><u>Expenses</u></b>			
Provider Fees	\$27,108,000	\$23,736,000	\$3,372,000
Employed Staff Wages/Benefits	15,560,000	14,251,000	1,309,000
Medical and Surgical	9,096,000	8,119,000	977,000
Building and Occupancy	4,584,000	4,709,000	(125,000)
Admin and General	<u>2,106,000</u>	<u>2,822,000</u>	<u>(716,000)</u>
<b>Total Expenses</b>	<b>\$58,454,000</b>	<b>\$53,637,000</b>	<b>\$4,817,000</b>
<b>Net Income/(Loss)</b>	<b>\$(9,859,000)</b>	<b>\$(8,826,000)</b>	<b>\$(1,033,000)</b>











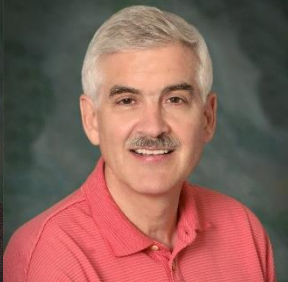





# KDMF Providers

Allergy	Anticoagulation	Cardiology			Dermatology		Diabetes Education
							
Tuong Nguyen MD	Andrea Van Beek AGPCNP	Ashkan Attaran MD	Barry Meyers MD	Sarmad Said MD	Darlene Franks RN, FNP	Duane Whitaker MD	Susan Smith Ph.D
ENT - Otolaryngology	Endocrinology	Family Medicine					
							
Craig Calloway	Noman Saif MD	Robert Allen MD	Ben Brennan MD	Roy K. Chan MD	Christopher Christiansen MD	Angelina Mallari MD	Raul A. Perez MD
Gastroenterology	Gynecology	Internal Medicine					
							
Shirley C. Pua MD	Teresa Simas RN NP	Robert Cardinas PA	Bruce Hall MD	Lawrence Ginsberg MD	Candice Lovelace DO	Monica Manga MD	Olayinka Omololu MD

# KDMF Providers

Internal Medicine (cont)		Nephrology	Neurology	Orthopedic Surgery			Pediatrics
							
Angela Pap MD	Ahmad Shahroz MD	Tariq Javed MD	Zoltan Mocsary MD	James Guadagni MD	Julieann Gonzales NP-C	Jason Mihalcin DO	Kirk Coverston MD

Pediatrics				Physical Therapy & Rehabilitation			
							
Ralph P. Kingsford MD	Michael Nagatani MD	Saba Khalid FAAP	Lance Tomooka	Christy Nance-Chastain PNP-BC	Jennifer Elliott DPT	Anthony Marciano DPT	Jim Schroder PT

Plastic Surgery	Podiatry	Pulmonology	Quick Care / Worker's Compensation			Sequoia Prompt Care / Worker's Comp	
							
Alex Lechtman MD FACS	Jeffery Hagen DPM FACAS	Gregory Warner MD	Tate Gordon PA-C	Annita Cline NP	Korin Valez PA	Jamie Cox PA-C	Smeet Saroia FNP

# KDMF Providers

SPC/ Work Comp	Radiology		Surgery		Urology		
							
Barbara Uichanco FNP	Caroline A Miller MD	Darrin Smith MD	Carol Machado MD	Ammon Rasmussen MD	Joseph Chidi MD	Joseph Ford DO	Marty Prah MD

The Wellness Center



Juanita Castellano RN NP



# Future KDMF Providers

## Start Date

06-??-2019 – **Quick Care/SPC** - April Matthews, FNP

07-01-2019 – **Cardiology** - Dr. Reza Rafie (*Returning*)

09-03-2019 – **Podiatry** - Dr. Ajay Ghai

08-01-2019 – **Internal Medicine** - Dr. Sharmineh Shams

08-07-2019 – **Gastroenterology** - Dr. William Hsueh

09-??-2019 – **Family Medicine** - Dr. Todd Quackenbush

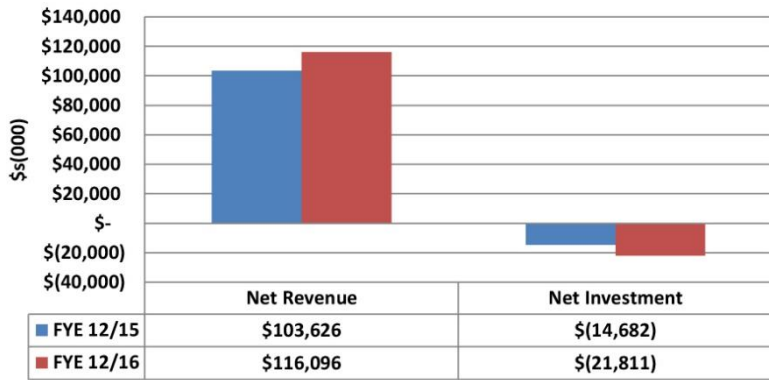
04-01-2020 – **ENT** - Dr. Jason Roos

08-31-2020 – **Family Medicine** - Dr. Christina Patty

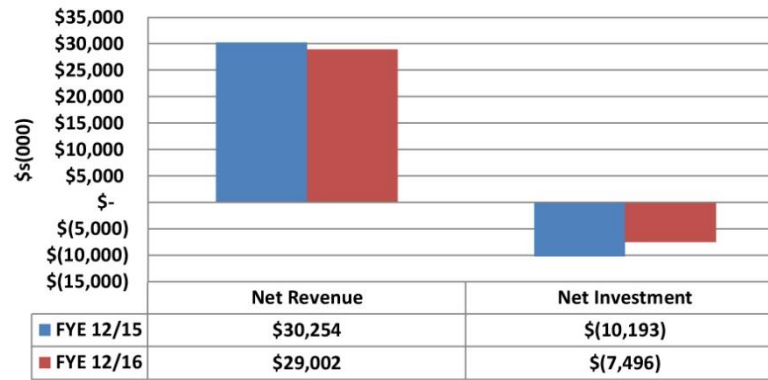
*(contract pending)* - Tony Sanchez, PA (new Tulare office)

# California Medical Foundations Individual Financial Performance – 2015 & 2016

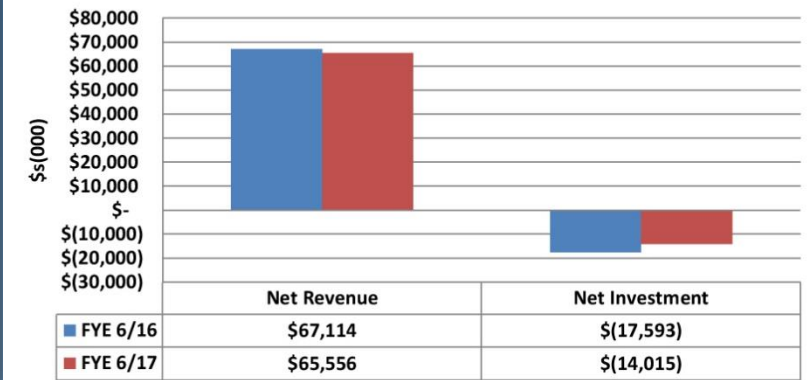
**Sante Health/Community Medical Centers**



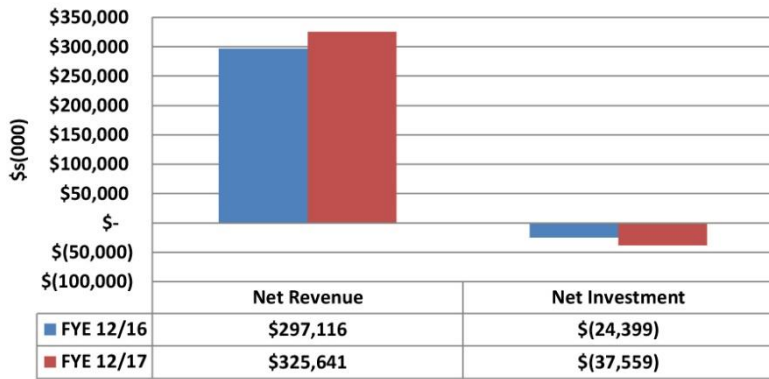
**Prima Medical Group/Marin General HCD**



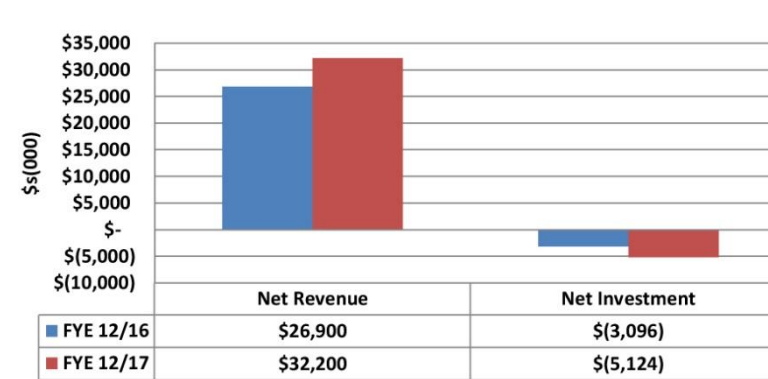
**Arch Health Partners/Palomar-Pomerado HCD**



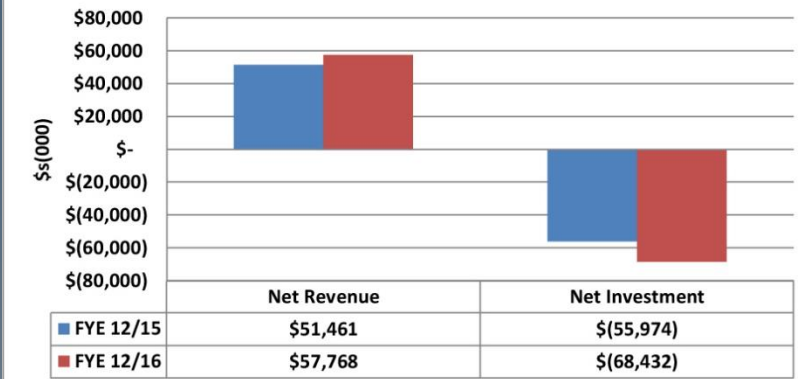
**John Muir Physican Network/John Muir Health**



**Huntington Memorial Medical Foundation/Hospital**

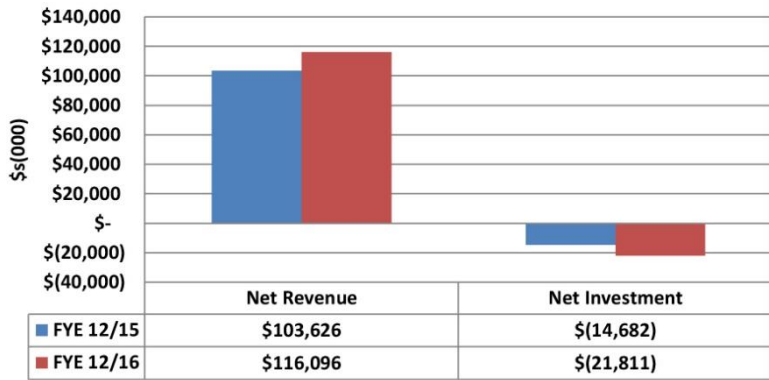


**Adventist Health Medical Network**

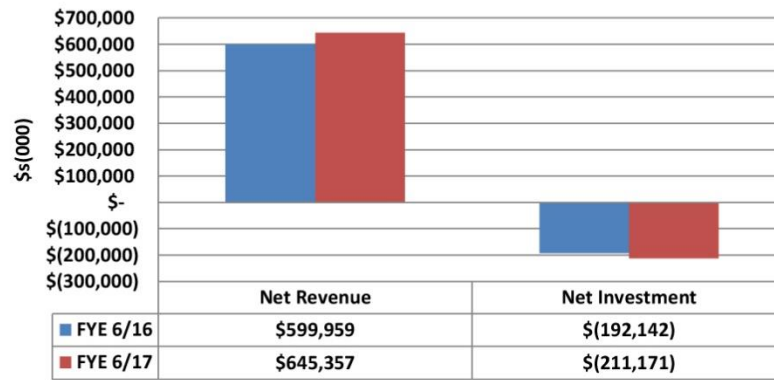


# California Medical Foundations Individual Financial Performance – 2015 & 2016

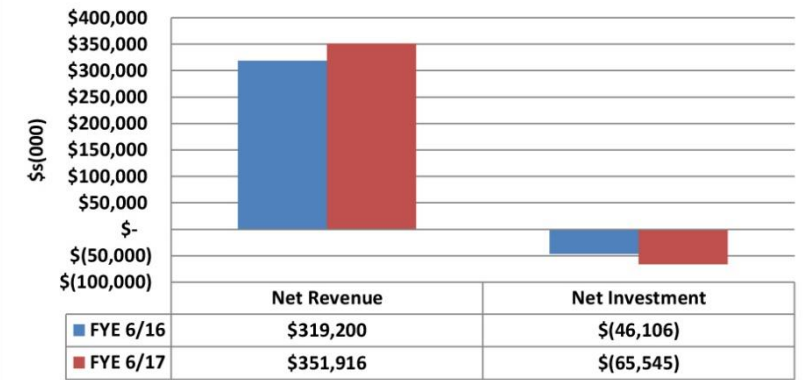
**Sante Health/Community Medical Centers**



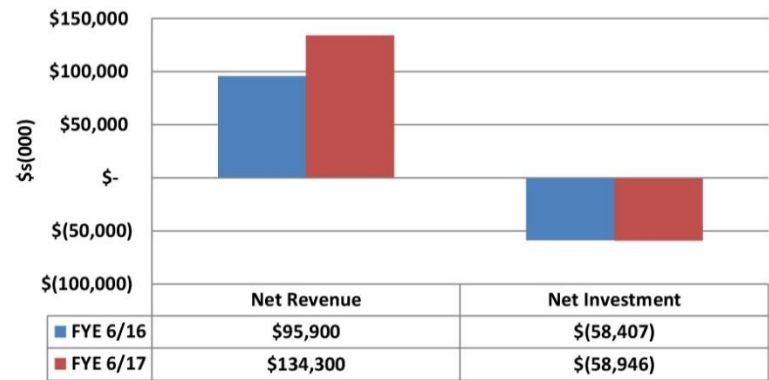
**Dignity Health Medical Foundation-Statewide**



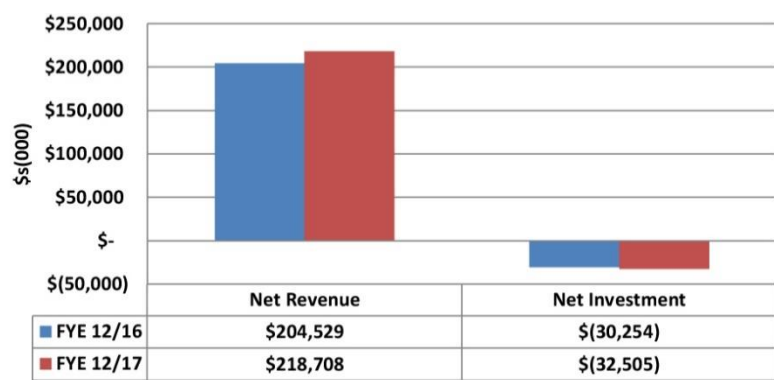
**Cedars Sinai Medical Foundation**



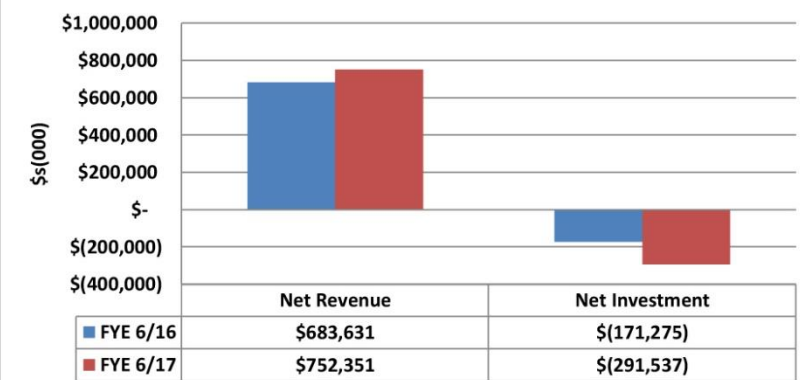
**Providence Medical Institute/Providence LA County**



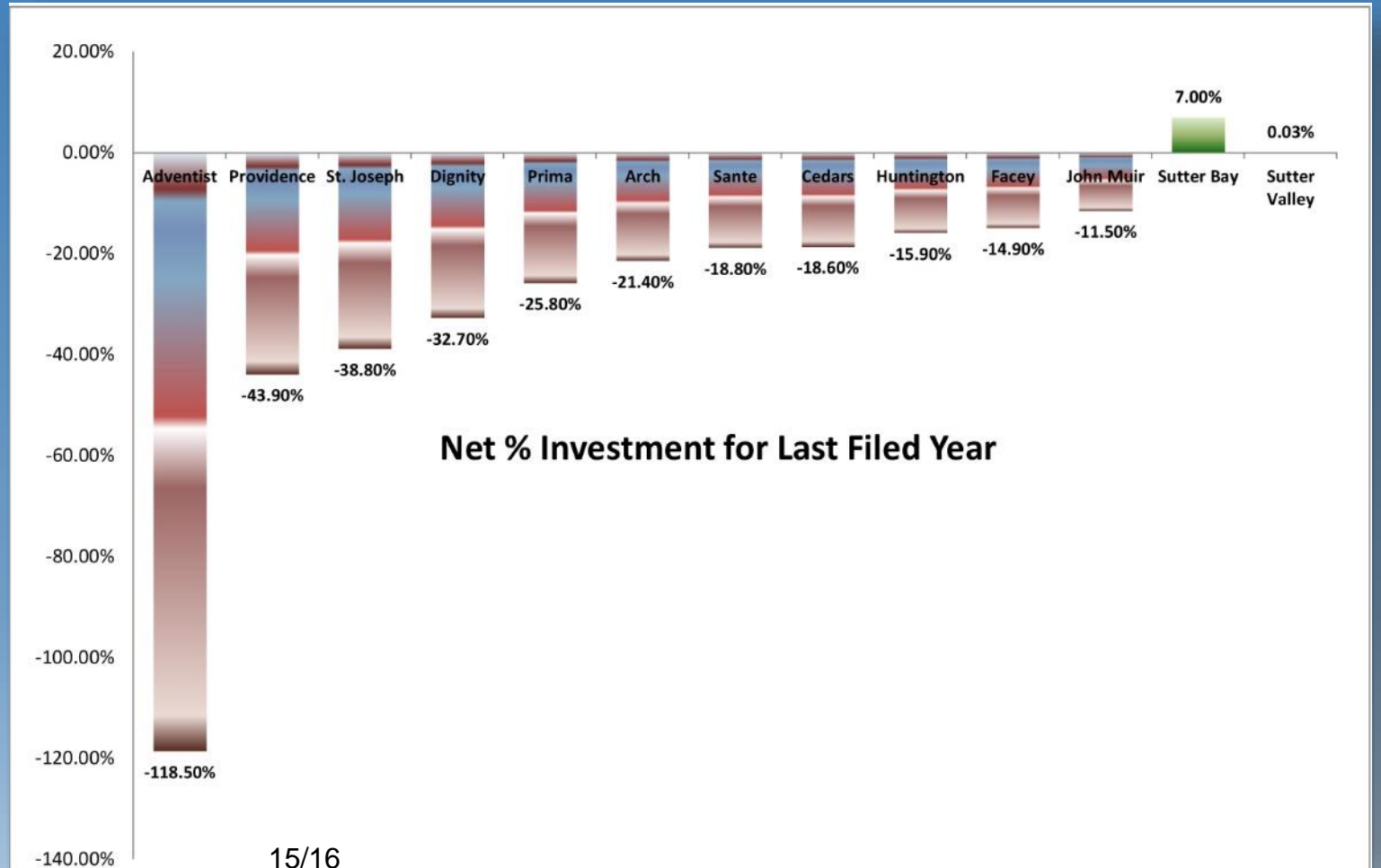
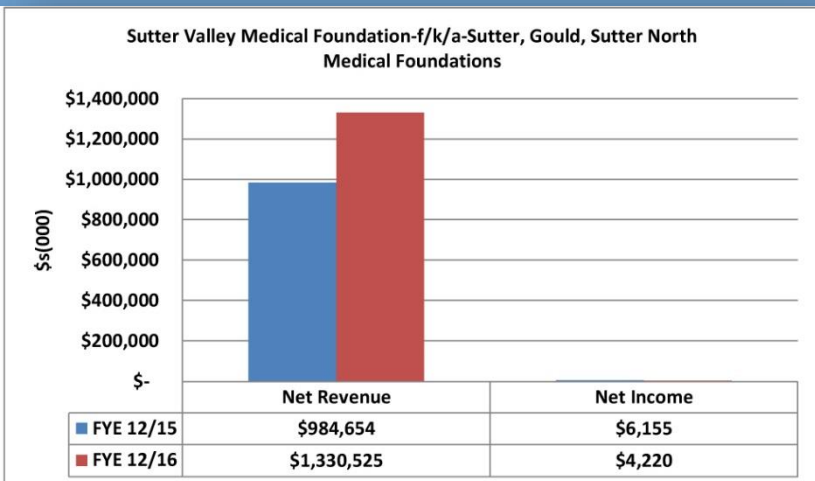
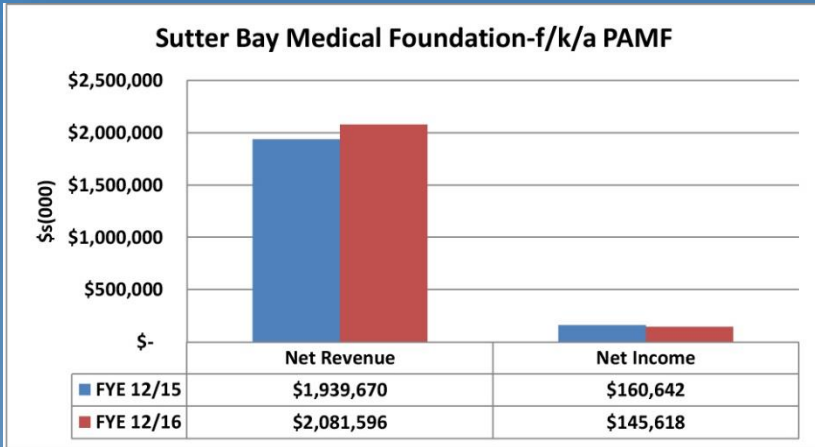
**Facey Medical Foundation/Providence LA County**



**St. Joseph Heritage Healthcare-Statewide**



# California Medical Foundations Individual Financial Performance – 2015 & 2016



Thank you