

August 11, 2023

NOTICE

The Board of Directors of the Kaweah Delta Health Care District will meet in an open Finance, Property, Services and Acquisition Committee meeting at 10:00AM on Wednesday August 16, 2023 in the Kaweah Health Medical Center Executive Offices Conference Room – 305 W. Acequia Avenue – Acequia Wing, Visalia, CA.

The Board of Directors of the Kaweah Delta Health Care District will meet in a closed Finance, Property, Services and Acquisition Committee meeting immediately following the 10:00AM open meeting on Wednesday August 16, 2023 in the Kaweah Health Medical Center Executive Offices Conference Room – 305 W. Acequia Avenue – Acequia Wing, Visalia, CA.

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 Health 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 Kaweah Health 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 https://www.kaweahhealth.org.

KAWEAH DELTA HEALTH CARE DISTRICT Mike Olmos, Secretary/Treasurer

Cindy Moccio

Board Clerk, Executive Assistant to CEO / CNO

DISTRIBUTION:

Governing Board

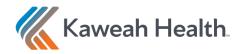
Legal Counsel

Executive Team

Chief of Staff

http://www.kaweahhealth.org

Cindy moccio



KAWEAH DELTA HEALTH CARE DISTRICT BOARD OF DIRECTORS FINANCE, PROPERTY, SERVICES & ACQUISITION COMMITTEE

Kaweah Health Medical Center
305 W. Acequia Avenue, Executive Office Conference Room (1st Floor)

Wednesday August 16, 2023

ATTENDING: Directors: David Francis & Mike Olmos; Gary Herbst, Chief Executive Officer; Malinda Tupper, Chief Financial Officer; Marc Mertz, Chief Strategy Officer; Kevin Morrison, Director of Facilities Planning; Jennifer Stockton, Director of Finance, Deborah Volosin, Director of Community Engagement; Keri Noeske, Chief Nursing Officer; Cindy Moccio, Recording

OPEN MEETING – 10:00AM

- 1. CALL TO ORDER David Francis, Board President
- 2. PUBLIC PARTICIPATION Members of the public may comment on agenda items before action is taken and after it is 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 jurisdictions of the Board are requested to identify themselves at this time. For those who are unable to attend the beginning of the Board meeting during the public participation segment but would like to address the Board, please contact the Board Clerk (Cindy Moccio 559-624-2330) or cmoccio@kaweahhealth.org to make arrangements to address the Board.
- **3.** <u>FINANCIALS</u> Review of the most current fiscal year financial results and budget and a progress review and projections relative to the Kaweah Health initiatives to decrease costs and improve cost efficiencies.
 - Malinda Tupper Chief Financial Officer
- 4. APPROVAL OF CLOSED PROPERTY, SERVICES, AND ACQUISITION AGENDA: Closed Agenda immediately following the 10:00AM open meeting
 - **4.1. Report involving trade secrets {Health and Safety Code 32106}** Discussion will concern a proposed new services/programs estimated date of disclosure is December 2023 –*Marc Mertz, Chief Strategy Officer, and Gary Herbst, Chief Executive Officer*
- **5. ADJOURN** David Francis, Board President

CLOSED MEETING – following the 10:00AM Open Meeting

- CALL TO ORDER David Francis, Board President
- REPORT INVOLVING TRADE SECRETS {HEALTH AND SAFETY CODE 32106} -2. Discussion will concern a proposed new services/programs – estimated date of disclosure is December 2023 -Marc Mertz, Chief Strategy Officer, and Gary Herbst, Chief Executive Officer
- 3. **ADJOURN** – David Francis, Board President

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.

Wednesday August 16, 2023 - Finance, Property, Services & Acquisition Committee

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Mike Olmos – Zone I Secretary/Treasurer Lynn Havard Mirviss – Zone II Vice President

Board Member

President

Garth Gipson – Zone III David Francis – Zone IV Ambar Rodriguez – Zone V **Board Member**

MISSION: **Health** is our Passion. **Excellence** is our Focus. **Compassion** is our Promise.

CFO Financial Report Preliminary Year End Financials **Month Ending July 2023**





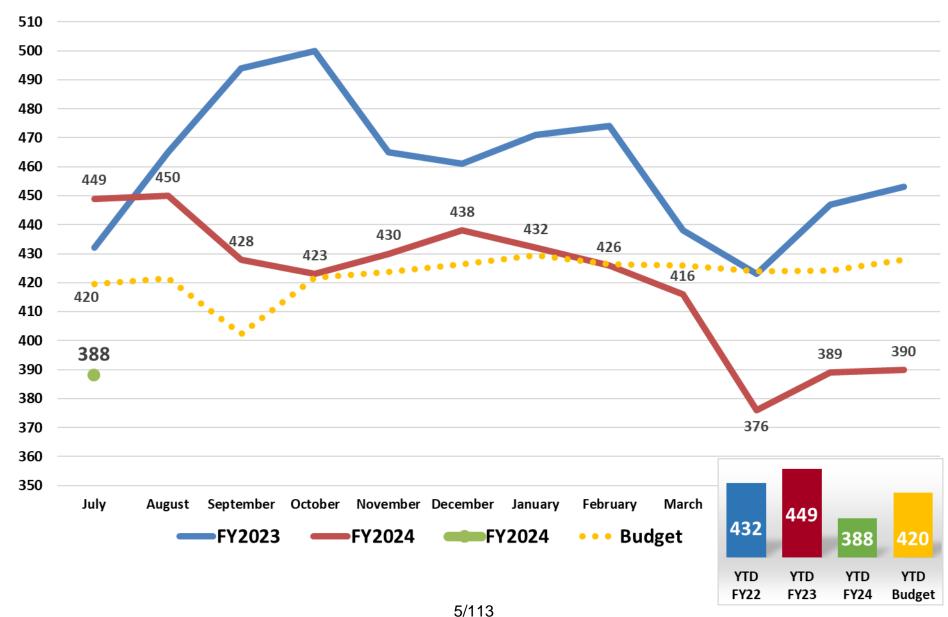




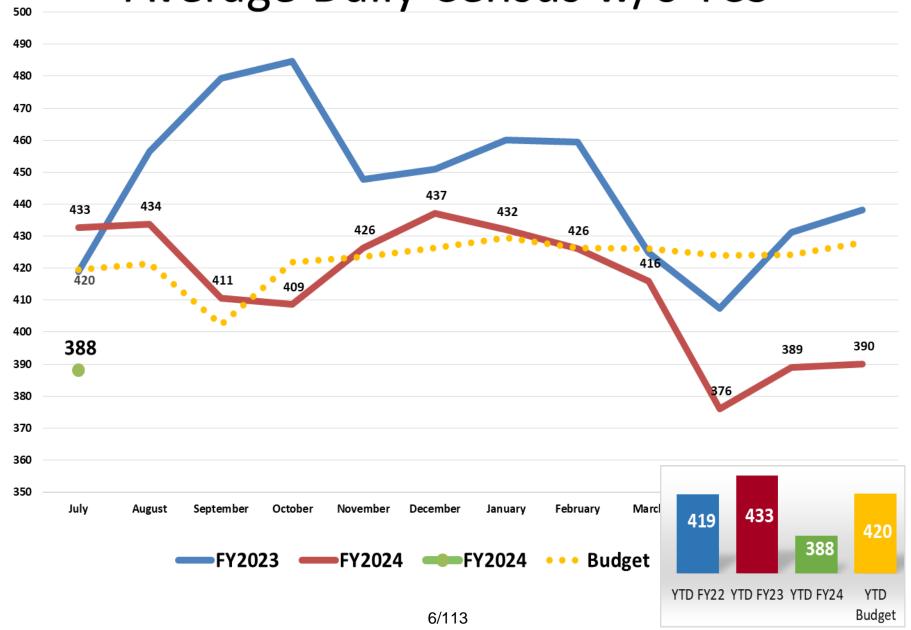




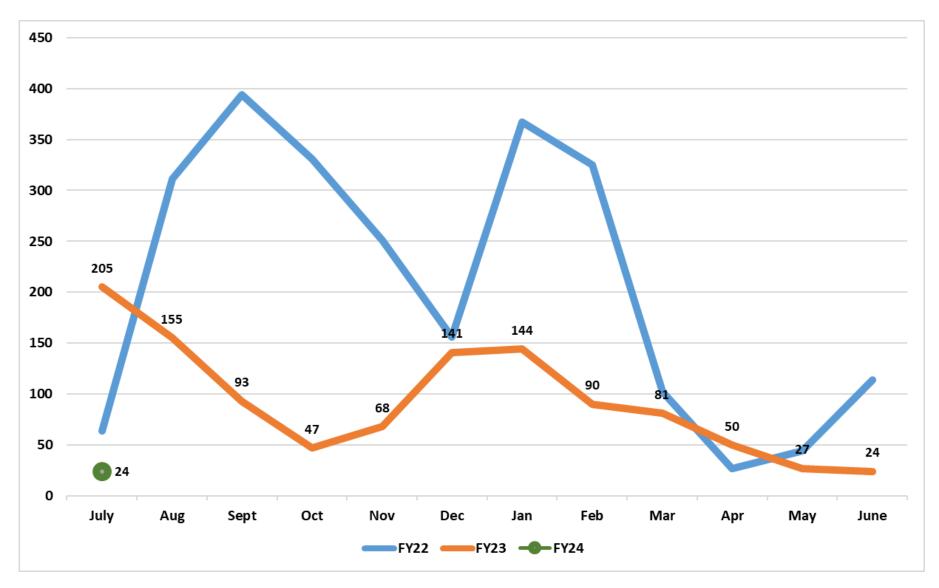
Average Daily Census



Average Daily Census w/o TCS



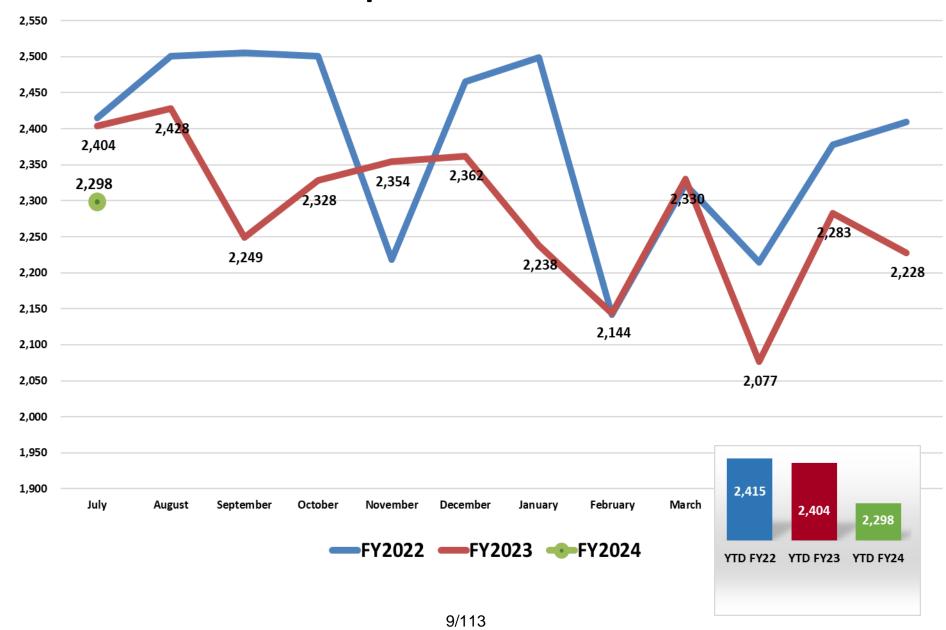
of COVID Inpatient Discharges



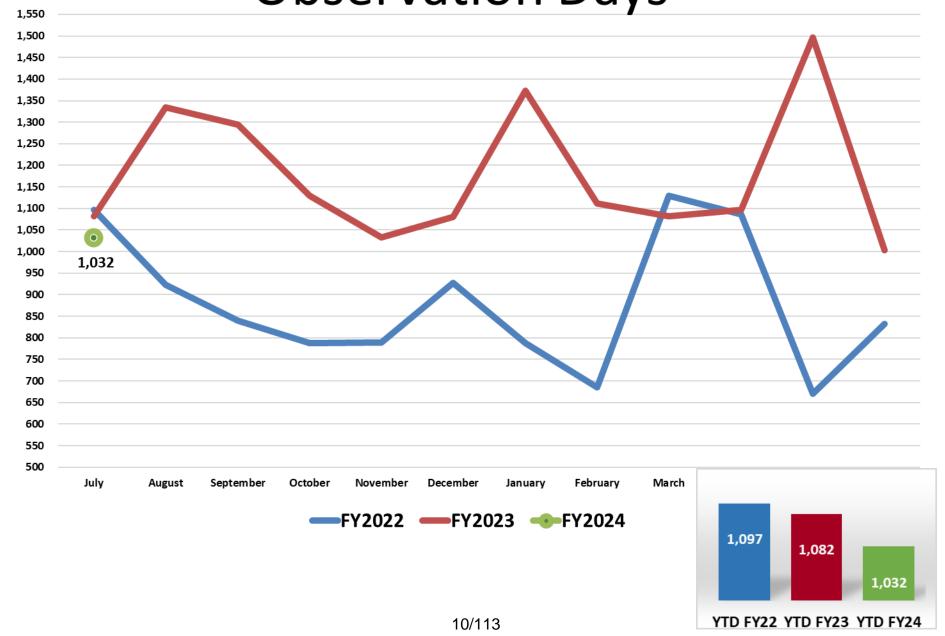
Adjusted Patient Days



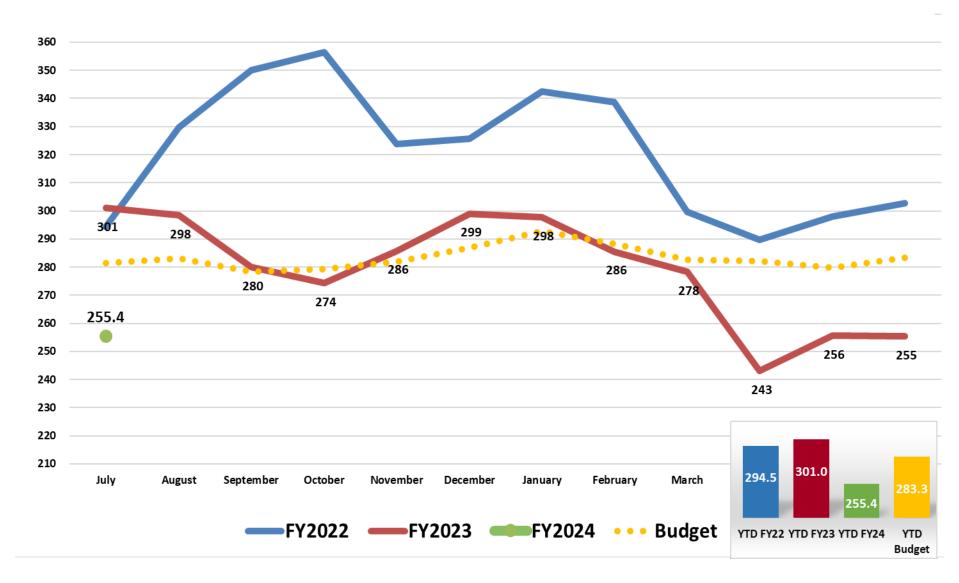
Trended Inpatient Admissions



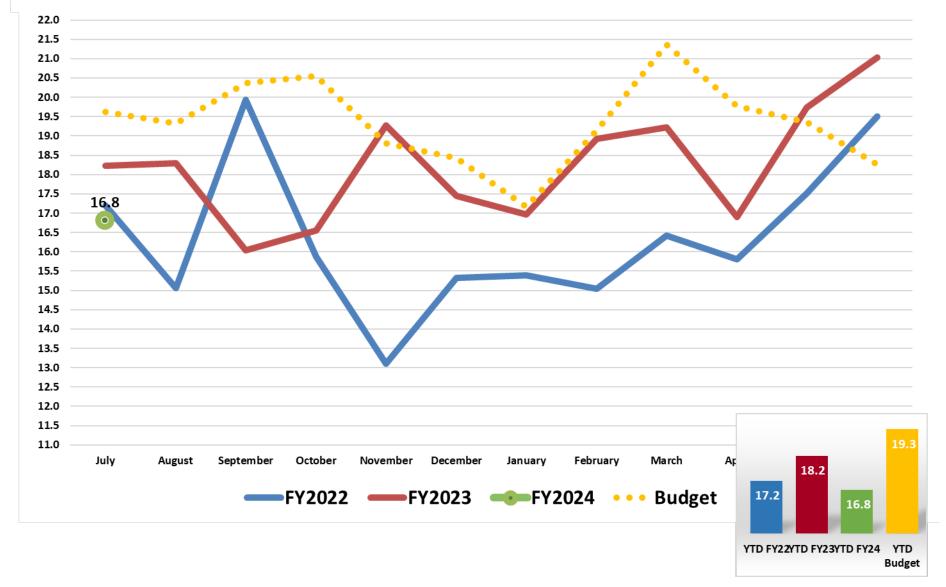
Observation Days



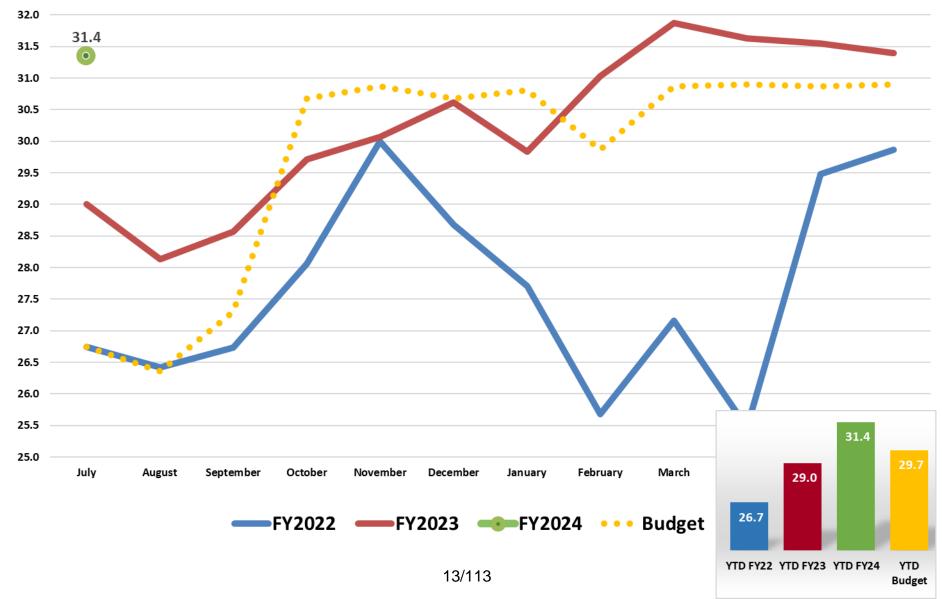
Medical Center (Avg Patients Per Day)



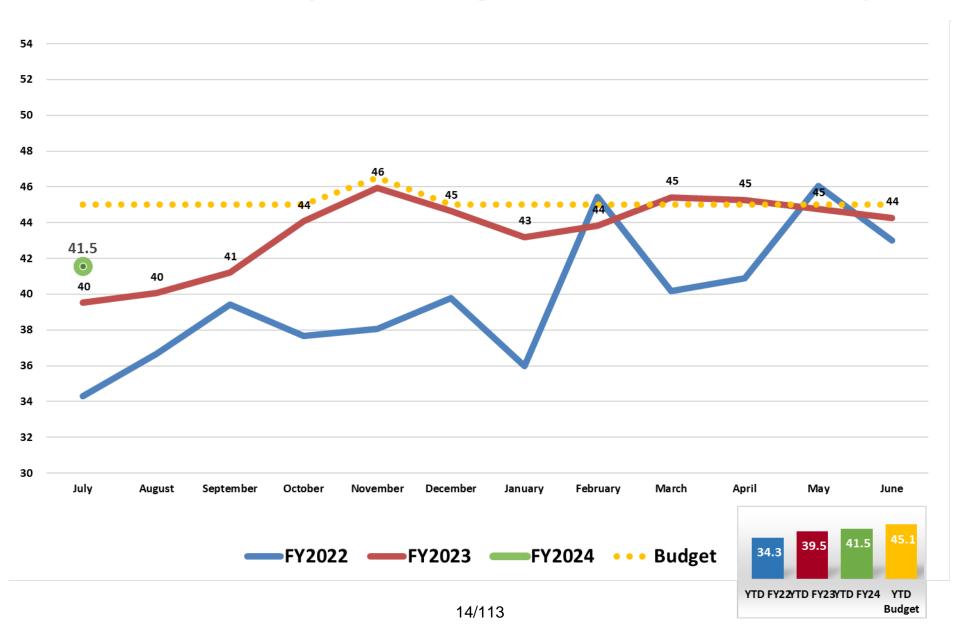
Rehabilitation Hospital - Avg Patients Per Day



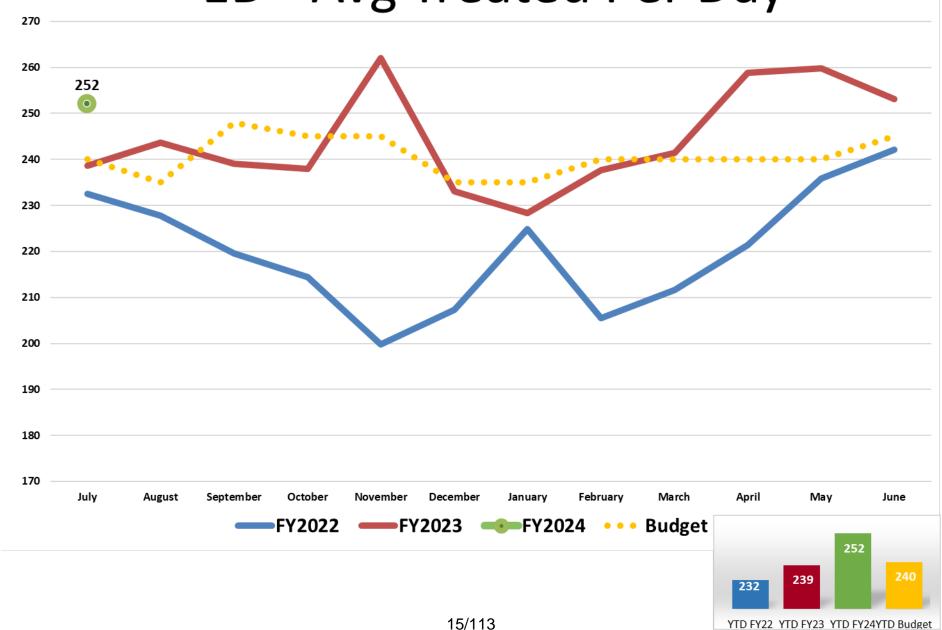
Sub-Acute - Avg Patients Per Day



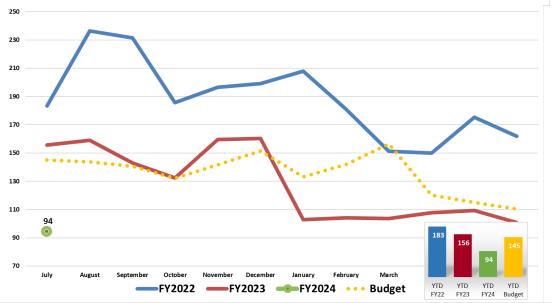
Acute I/P Psych (Avg Patients Per Day)



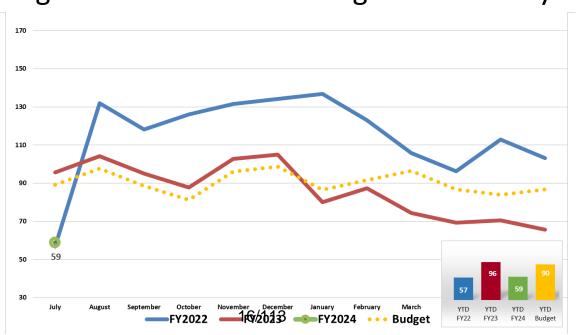
ED - Avg Treated Per Day



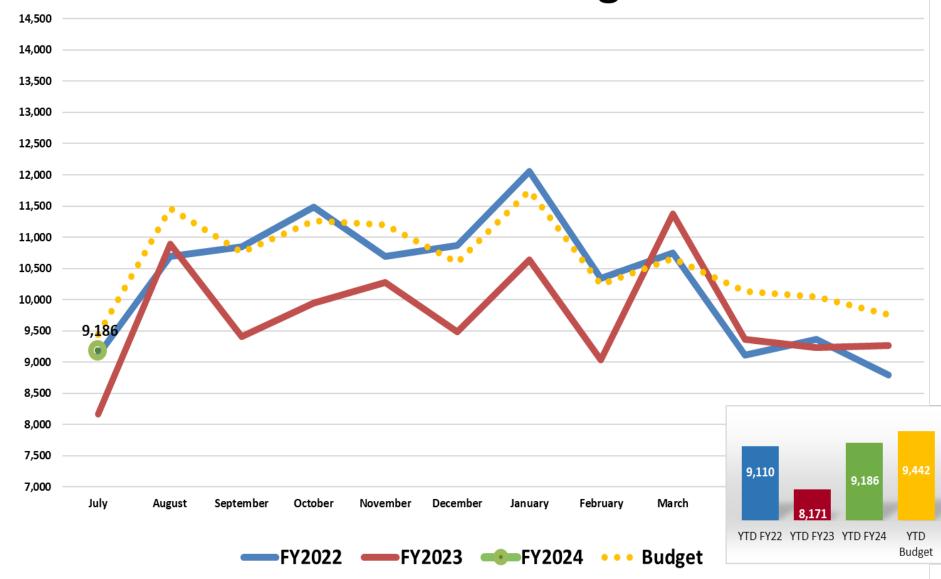
Urgent Care – Court Avg Visits Per Day



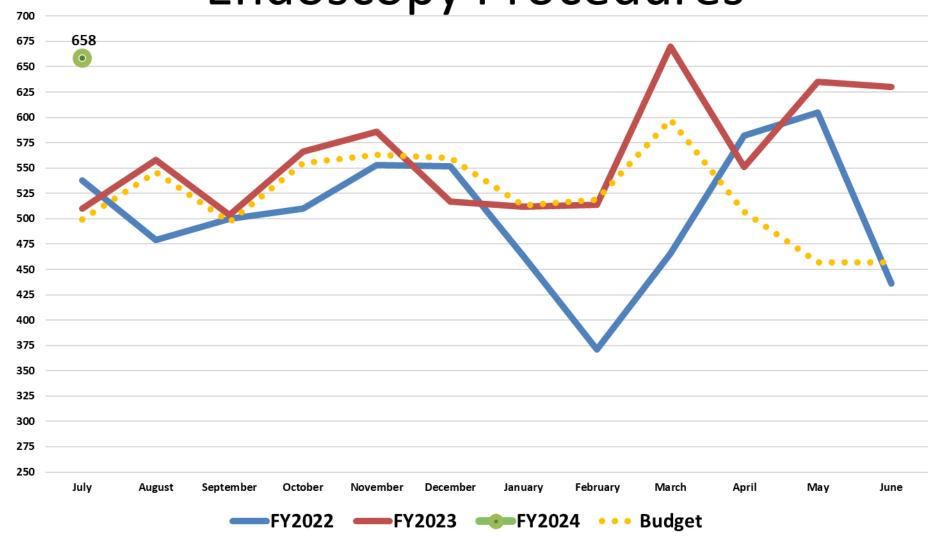
Urgent Care – Demaree Avg Visits Per Day



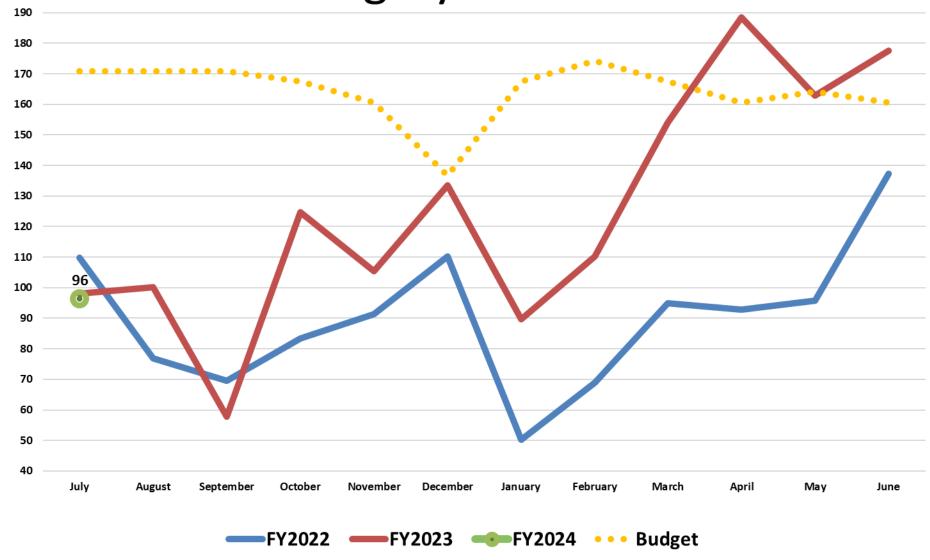
Rural Health Clinics Registrations



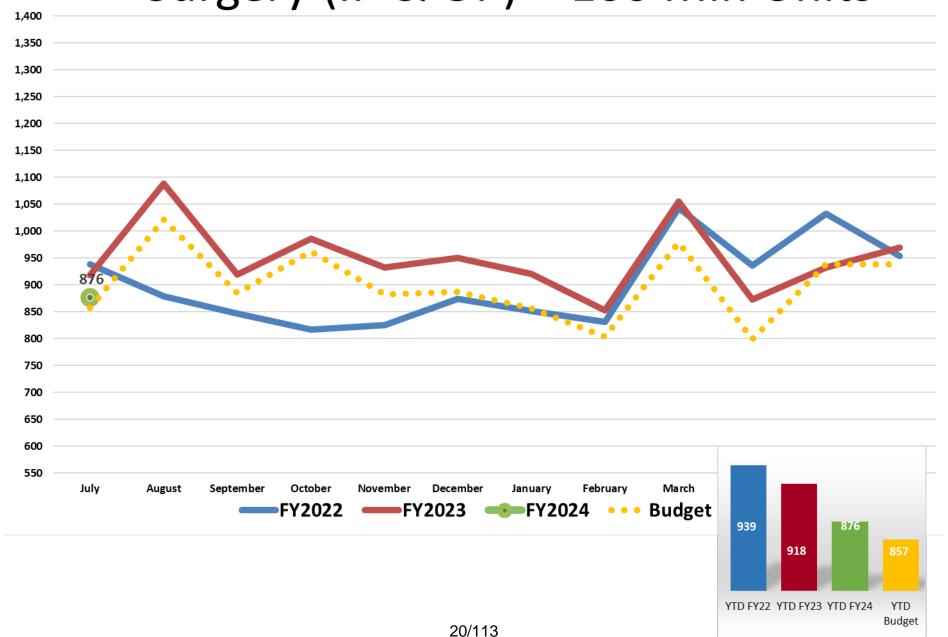
Endoscopy Procedures



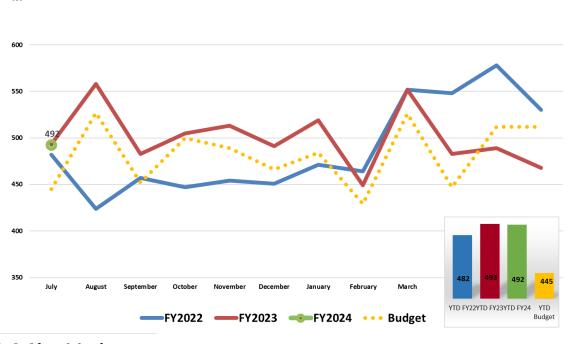
Cardiac Surgery - 100 Min Units

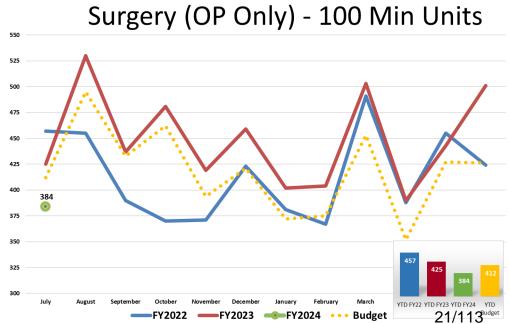


Surgery (IP & OP) – 100 Min Units

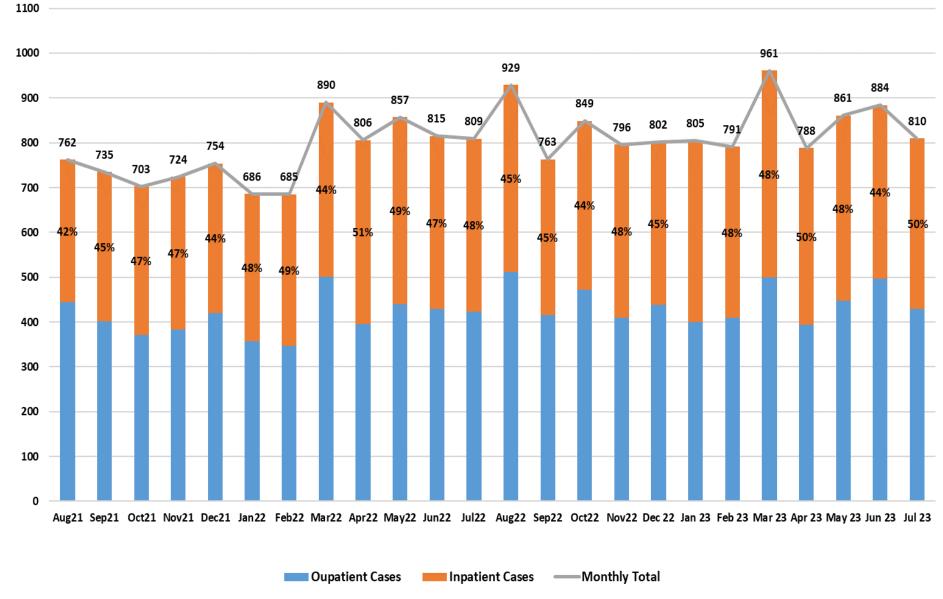


Surgery (IP Only) - 100 Min Unit

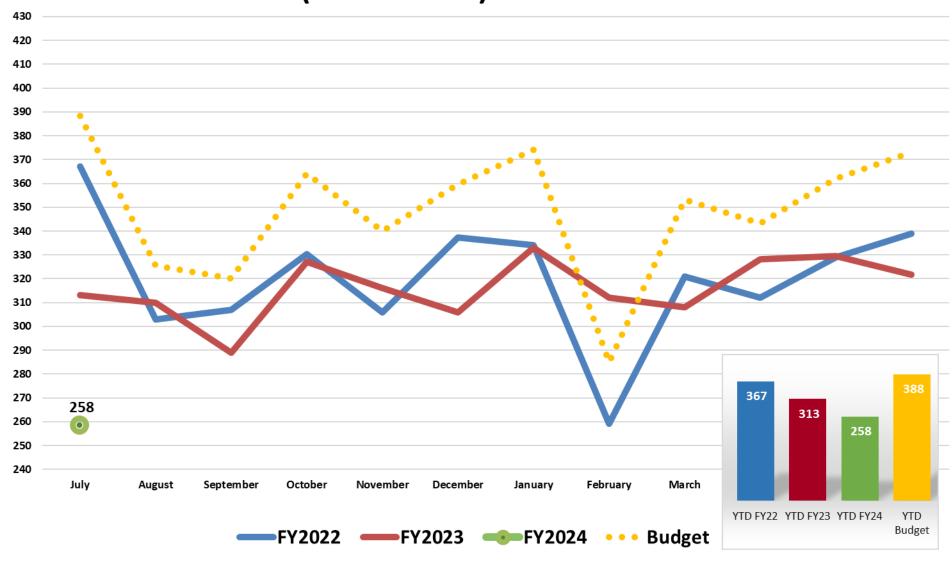




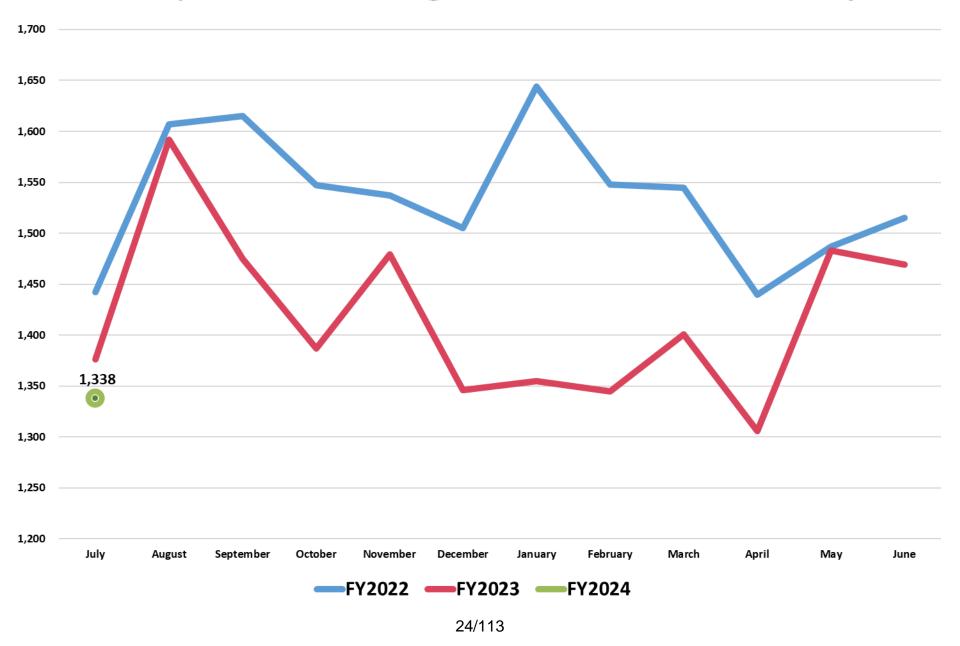
Surgery Cases (IP & OP)



Cath Lab (IP & OP) – 100 Min Units



Outpatient Registrations Per Day



Statistical Results – Fiscal Year Comparison (July)

	Actual Results			Budget	Budget Variance		
	Jul 2022	Jul 2023	% Change	Jul 2023	Change	% Change	
Average Daily Census	449	388	(13.5%)	420	(32)	(7.6%)	
KDHCD Patient Days:							
Medical Center	9,331	7,916	(15.2%)	8,721	(805)	(9.2%)	
Acute I/P Psych	1,225	1,288	5.1%	1,395	(107)	(7.7%)	
Sub-Acute	899	972	8.1%	829	143	17.2%	
Rehab	565	521	(7.8%)	608	(87)	(14.3%)	
TCS-Ortho	368	407	10.6%	413	(6)	(1.5%)	
TCS	504	0	(100.0%)	0	0	0.0%	
NICU	482	443	(8.1%)	519	(76)	(14.6%)	
Nursery	536	485	(9.5%)	521	(36)	(6.9%)	
Total KDHCD Patient Days	13,910	12,032	(13.5%)	13,006	(974)	(7.5%)	
Total Outpatient Volume	42.656	41.478	(2.8%)	42.641	(1.163)	(2.7%)	

Other Statistical Results – Fiscal Year Comparison (July)

		Actual R	Budget	Budget Variance			
	Jul 2022	Jul 2023	Change	% Change	Jul 2023	Change	% Change
Adjusted Patient Days	27,688	24,306	(3,382)	(12.2%)	27,179	(2,873)	(10.6%)
Outpatient Visits	42,656	41,478	(1,178)	(2.8%)	42,641	(1,163)	(2.7%)
Infusion Center	289	381	92	31.8%	336	45	13.4%
Endoscopy Procedures (I/P & O/P)	510	658	148	29.0%	499	159	31.9%
O/P Rehab Units	16,277	18,803	2,526	15.5%	20,621	(1,818)	(8.8%)
Dialysis Treatments	1,464	1,655	191	13.0%	1,550	105	6.8%
RHC Registrations	8,171	9,186	1,015	12.4%	9,442	(256)	(2.7%)
Home Health Visits	2,521	2,799	278	11.0%	3,105	(306)	(9.9%)
Radiology/CT/US/MRI Proc (I/P & O/P)	15,964	17,013	1,049	6.6%	16,171	842	5.2%
ED Total Registered	7,493	7,884	391	5.2%	7,440	444	6.0%
Hospice Days	3,826	3,858	32	0.8%	3,796	62	1.6%
Radiation Oncology Treatments (I/P & O/P)	1,637	1,643	6	0.4%	2,099	(456)	(21.7%)
OB Deliveries	396	388	(8)	(2.0%)	389	(1)	(0.3%)
Physical & Other Therapy Units	18,347	17,817	(530)	(2.9%)	18,187	(370)	(2.0%)
Surgery Minutes-General & Robotic (I/P & O/P)	1,014	942	(72)	(7.1%)	920	22	2.4%
Cath Lab Minutes (IP & OP)	313	258	(55)	(17.6%)	388	(130)	(33.5%)
Urgent Care - Demaree	2,967	1,823	(1,144)	(38.6%)	2,767	(944)	(34.1%)
Urgent Care - Court	4,823	2,925	(1,898)	(39.4%)	4,496	(1,571)	(34.9%)
KHMG RVU	27,559	0	(27,559)	(100.0%)	0	0	0.0%
GME Clinic visits	871	0	(871)	(100.0%)	0	0	0.0%

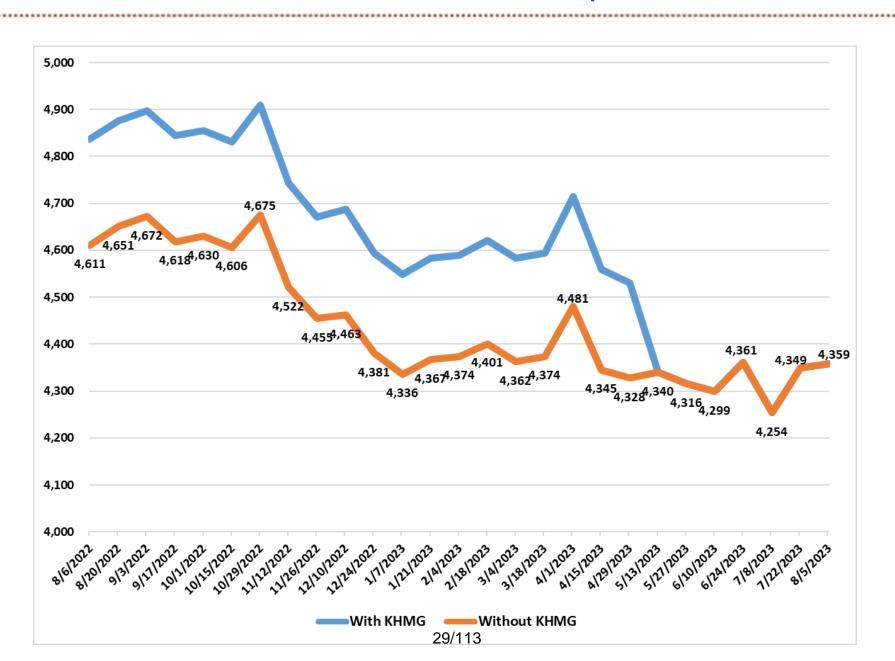
Preliminary: July Financial Comparison (000's)

	Comparison to Budget			Compari	Comparison to Prior Year Without KHMG			
	Budget	Jul-2023	\$ Change		Jul-2022	Jul-2023	\$ Change	% Change
Operating Revenue			, , , , , , , , , , , , , , , , , , ,	,			1 2 2 02	
Net Patient Service Revenue	\$47,776	\$45,479	(\$2,297)	-5.1%	\$48,746	\$45,479	(\$3,267)	-7.2 %
Supplemental Gov't Programs	\$6,483	\$6,383	(\$100)	-1.6%	\$5,042	\$6,383	\$1,341	21.0%
Prime Program	\$835	\$822	(\$13)	-1.6%	\$743	\$822	\$79	9.6%
Premium Revenue	\$7,931	\$7,931	\$0	0.0%	\$5,901	\$7,931	\$2,030	25.6%
Management Services Revenue	\$3,439	\$3,278	(\$161)	-4.9%	\$2,932	\$3,278	\$346	10.6%
Other Revenue	\$2,505	\$2,748	\$243	8.8%	\$3,440	\$2,748	(\$692)	-25.2%
Other Operating Revenue	\$21,192	\$21,161	(\$31)	-0.1%	\$18,058	\$21,161	\$3,103	14.7%
Total Operating Revenue	\$68,968	\$66,640	(\$2,329)	-3.5%	\$66,803	\$66,640	(\$164)	-0.2%
Operating Expenses								
Salaries & Wages	\$28,891	\$28,148	(\$743)	-2.6%	\$28,192	\$28,148	(\$44)	-0.2%
Contract Labor	\$2,000	\$1,621	(\$379)	-23.4%	\$5,864	\$1,621	(\$4,244)	-261.9%
Employee Benefits	\$6,678	\$6,285	(\$394)	-6.3%	\$6,072	\$6,285	\$213	3.4%
Total Employment Expenses	\$37,569	\$36,053	(\$1,516)	-4.2%	\$40,128	\$36,053	(\$4,075)	-11.3%
Medical & Other Supplies	\$10,140	\$10,392	\$252	2.4%	\$8,996	\$10,392	\$1,395	13.4%
Physician Fees	\$6,665	\$7,034	\$369	5.2%	\$6,682	\$7,034	\$352	5.0%
Purchased Services	\$1,471	\$1,369	(\$102)	-7.5%	\$2,858	\$1,369	(\$1,490)	-108.8%
Repairs & Maintenance	\$2,370	\$2,191	(\$180)	-8.2%	\$2,000	\$2,191	\$191	8.7%
Utilities	\$926	\$763	(\$163)	-21.4%	\$662	\$763	\$101	13.2%
Rents & Leases	\$165	\$93	(\$72)	-78.2%	\$107	\$93	(\$15)	-15.9%
Depreciation & Amortization	\$2,914	\$2,824	(\$90)	-3.2%	\$2,780	\$2,824	\$44	1.5%
Interest Expense	\$587	\$586	(\$2)	-0.3%	\$592	\$586	(\$7)	-1.1%
Other Expense	\$2,172	\$1,655	(\$516)	-31.2%	\$1,544	\$1,655	\$111	6.7%
Humana Cap Plan Expenses	\$3,701	\$3,872	\$170	4.4%	\$4,404	\$3,872	(\$533)	-13.8%
Management Services Expense	\$3,401	\$2,823	(\$577)	-20.4%	\$2,921	\$2,823	(\$98)	-3.5%
Total Other Expenses	\$34,513	\$33,601	(\$912)	-2.7%	\$33,548	\$33,601	\$53	0.2%
Total Operating Expenses	\$72,081	\$69,654	(\$2,427)	_	\$73,676	\$69,654	(\$4,022)	_
Operating Margin	(\$3,113)	(\$3,014)	\$99	_	(\$6,873)	(\$3,014)	\$3,859	_
FEMA	\$1,610	\$1,610	\$0	_	\$97	\$1,610	\$1,513	_
Nonoperating Revenue (Loss)	\$484	\$617	\$133	7/4.40	\$455	\$617	\$162	_
Excess Margin	(\$1,019)	(\$787)	\$23 2	7/113	(\$6,321)	(\$787)	\$5,534	_

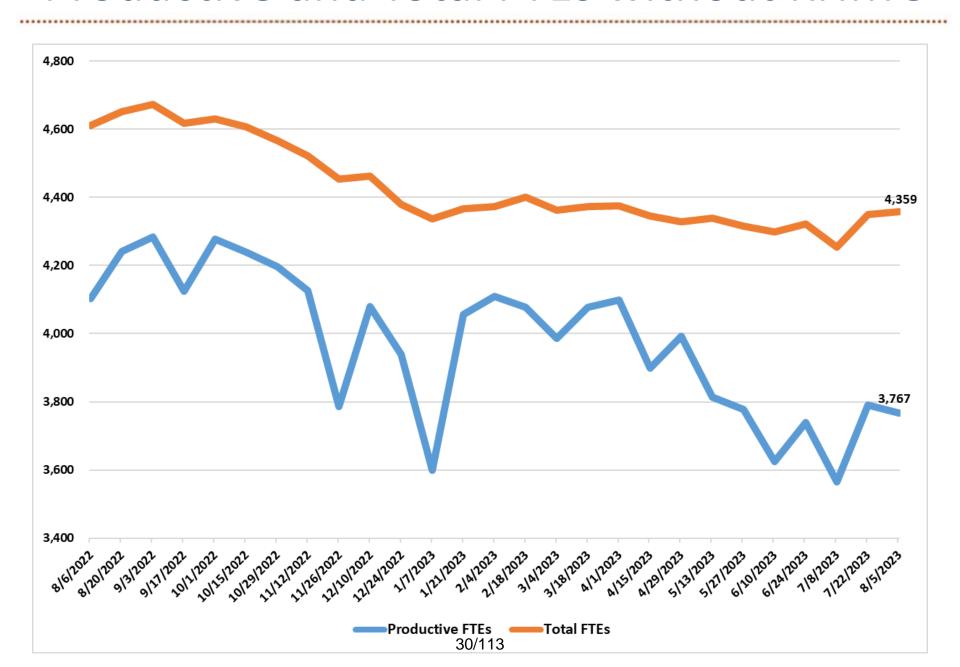
Month of July- Budget Variances

- **Net Patient Revenues:** Net patient revenue was under budget by \$2.3M or 5.1% in July. This was due to lower patient volume than budgeted.
- **Employment expenses**: Salaries and wages were under budget by \$1.5M, primarily due to the lower volumes and operation back in black initiatives.

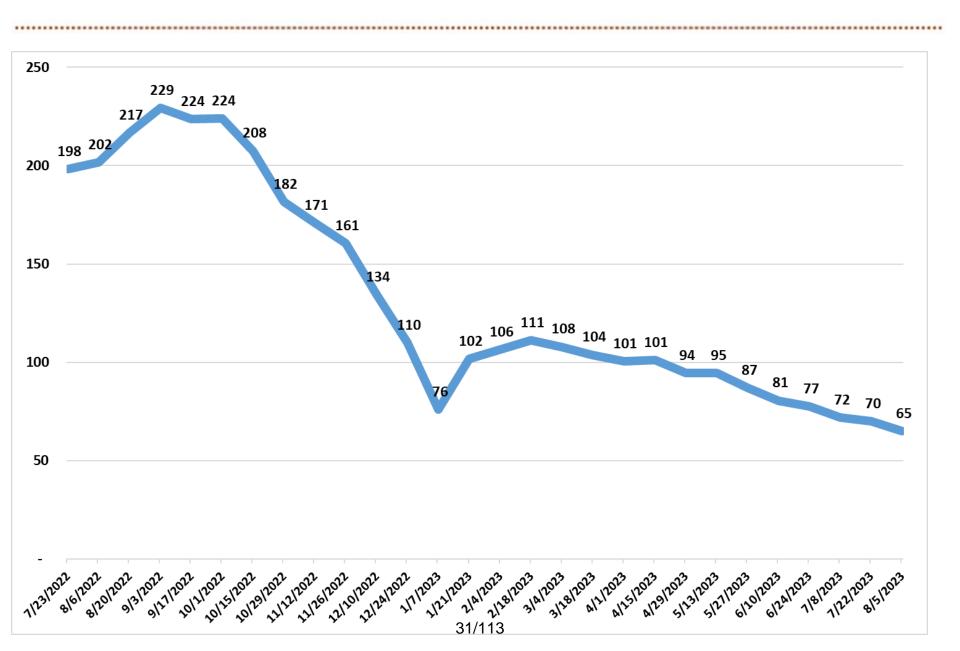
Trended FTEs: Productive & Nonproductive Hours



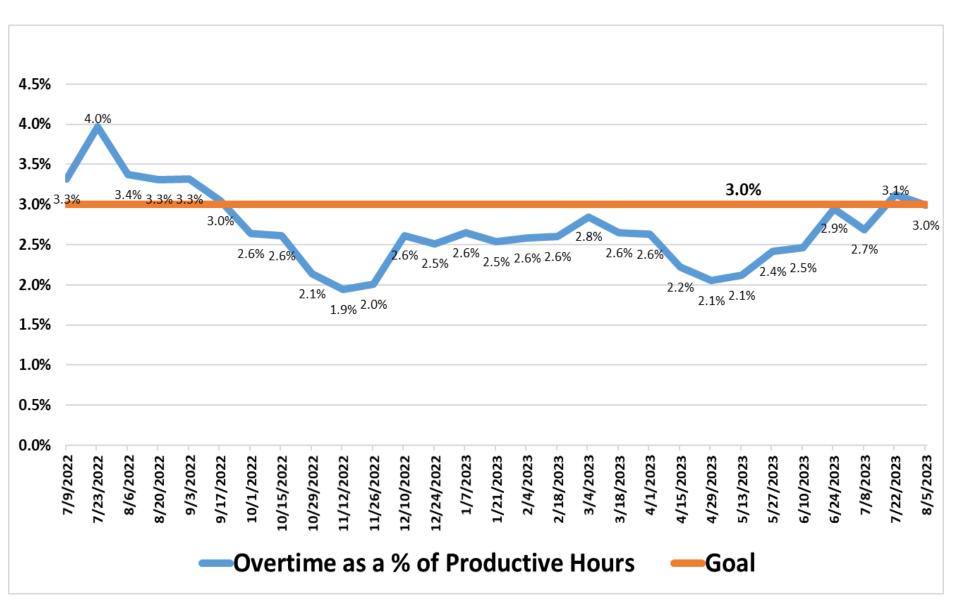
Productive and Total FTEs without KHMG

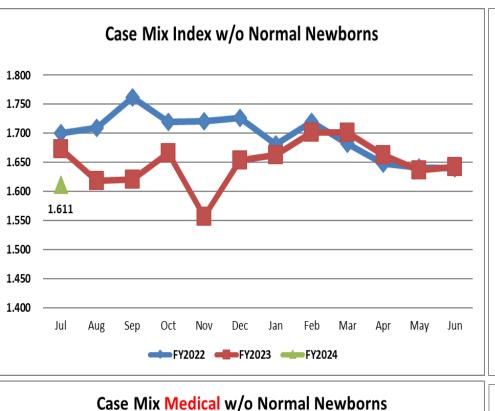


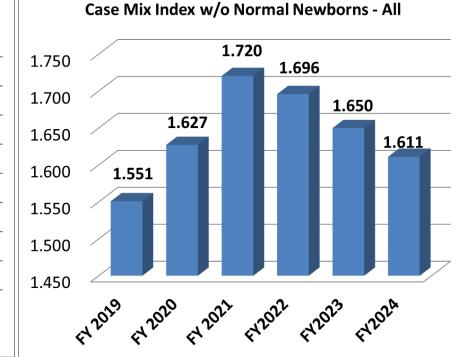
Contract Labor Full Time Equivalents (FTEs)

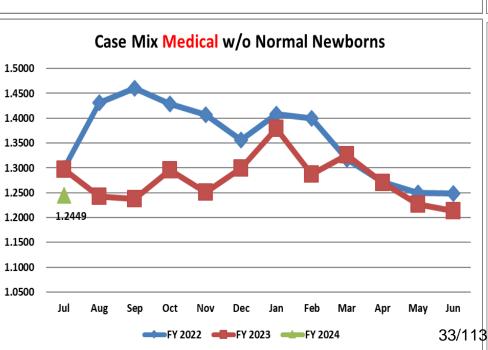


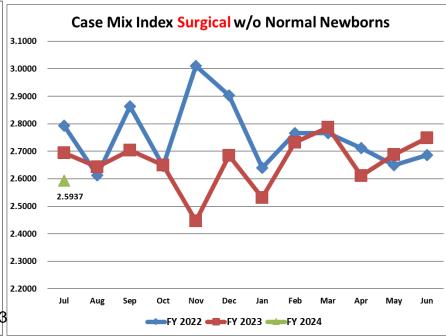
Overtime as a % of Productive Hours and \$



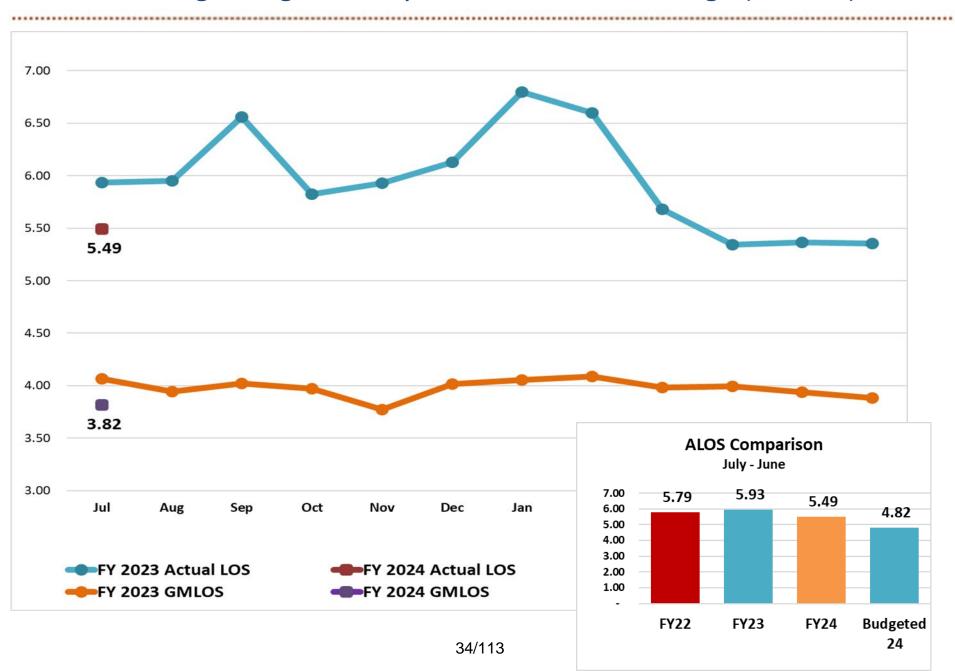








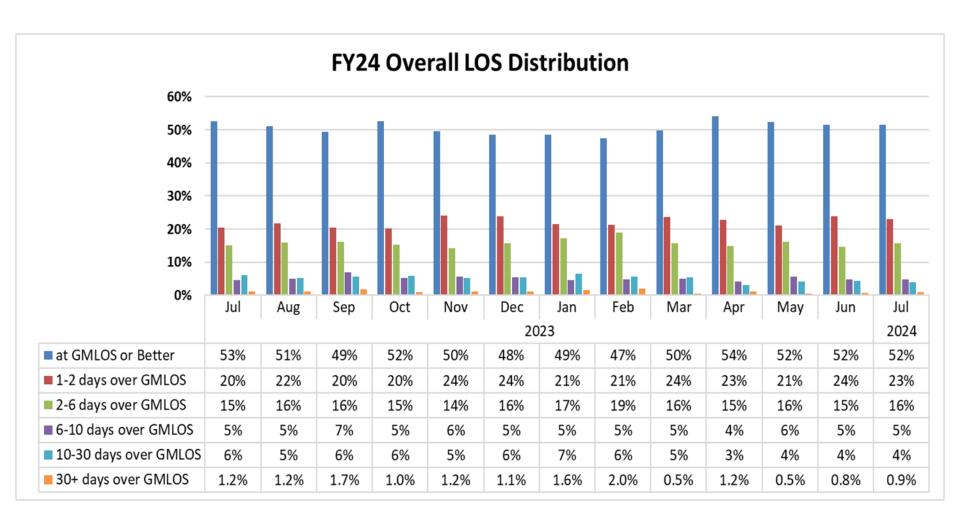
Average Length of Stay versus National Average (GMLOS)



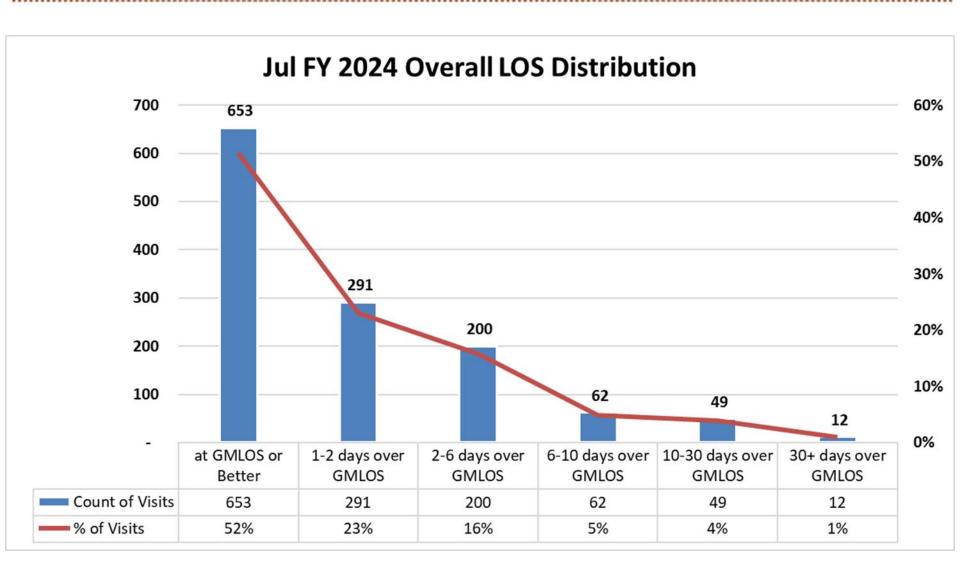
Average Length of Stay versus National Average (GMLOS)

	Including COVID Patients					
	ALOS	GMLOS	GAP			
Apr-21	5.40	3.98	1.42			
May-21	5.57	4.00	1.57			
Jun-21	5.76	3.90	1.86			
Jul-21	5.79	3.99	1.80			
Aug-21	6.25	4.39	1.86			
Sep-21	6.72	4.52	2.20			
Oct-21	6.51	4.38	2.13			
Nov-21	7.00	4.37	2.63			
Dec-21	6.82	4.23	2.59			
Jan-22	6.09	4.26	1.83			
Feb-22	6.61	4.23	2.38			
Mar-22	6.61	4.02	2.59			
Apr-22	5.79	3.99	1.80			
May-22	5.99	3.94	2.05			
Jun-22	6.11	3.97	2.14			
Jul-22	5.93	4.06	1.87			
Aug-22	5.95	3.94	2.01			
Sep-22	6.56	4.02	2.54			
Oct-22	5.83	3.97	1.86			
Nov-22	5.93	3.77	2.16			
Dec-22	6.13	4.01	2.12			
Jan-23	6.80	4.05	2.75			
Feb-23	6.60	4.09	2.51			
Mar-23	5.68	3.99	1.69			
Apr-23	5.34	3.99	1.35			
May-23	5.37	3.94	1.43			
Jun-23	5.35	3.88	1.47			
Jul-23	5.49	3.82	1.67			
Average	3 5,91 91	4.12	1.86			

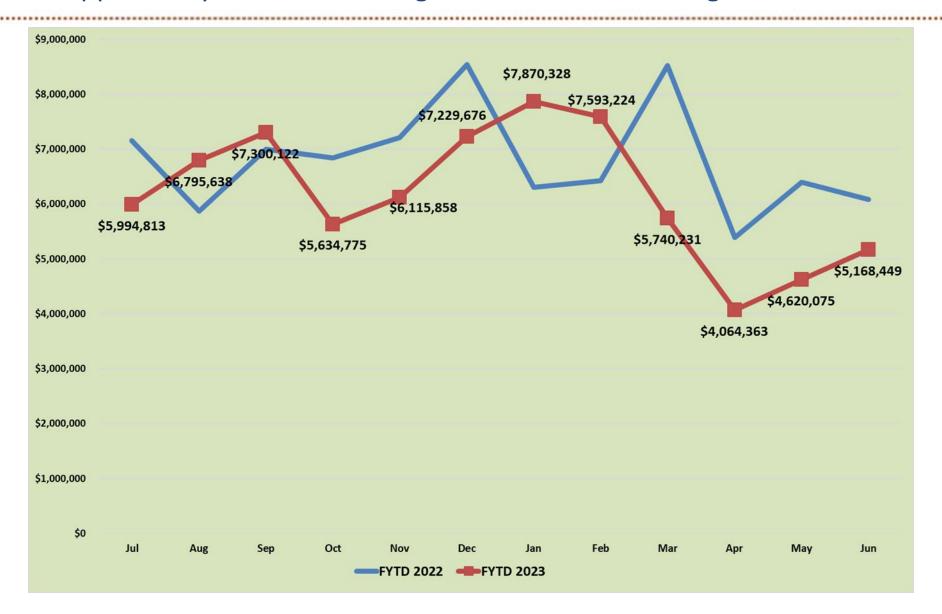
Average Length of Stay Distribution



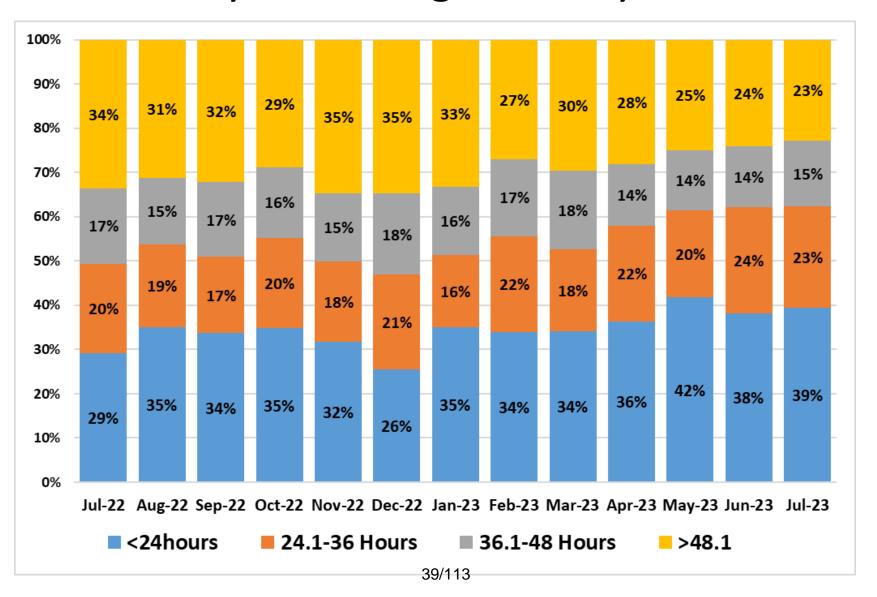
Average Length of Stay April Distribution



Opportunity Cost of Reducing LOS to National Average - \$82M FY22

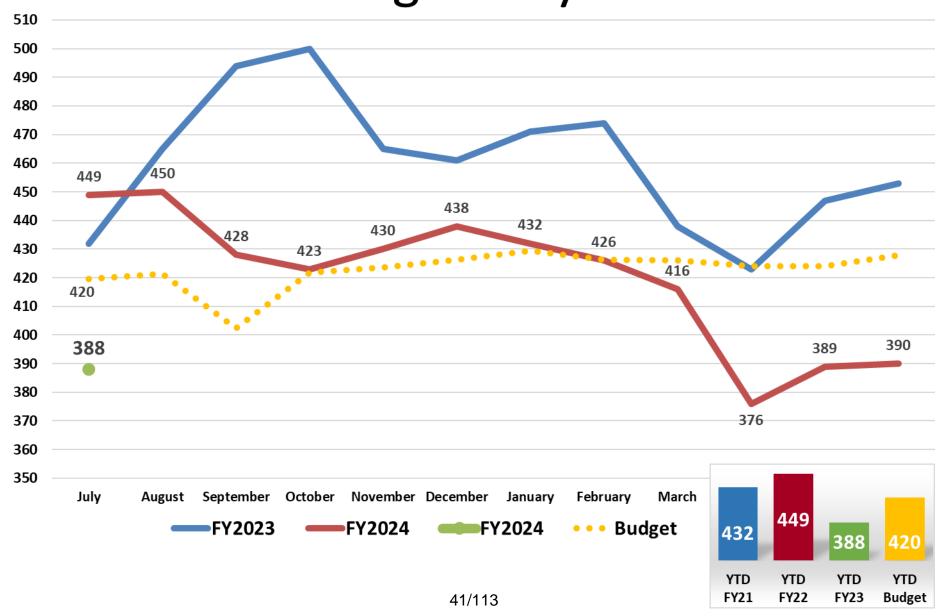


Monthly Discharges of Observation Patients by their Length of Stay

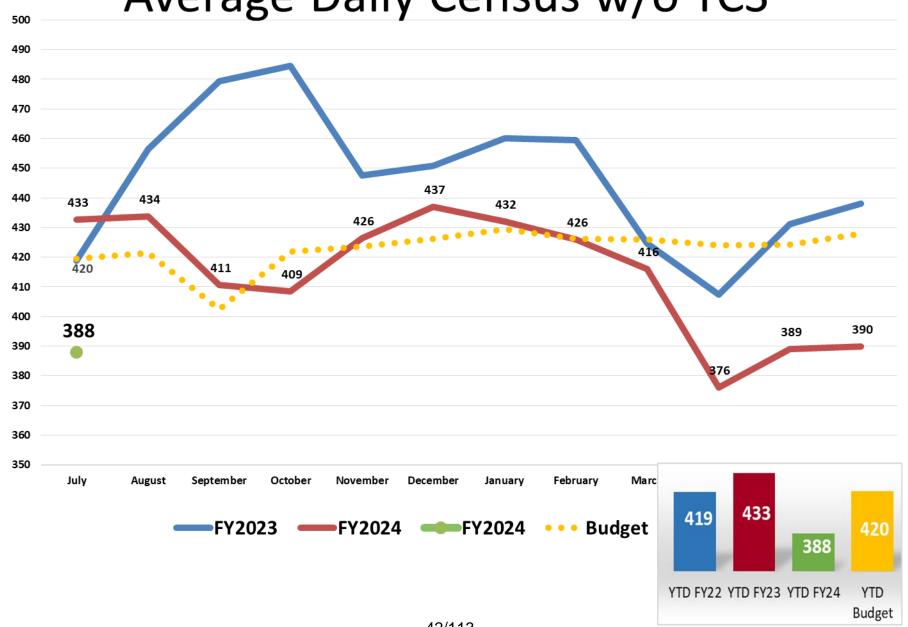


Statistical Report July 2024

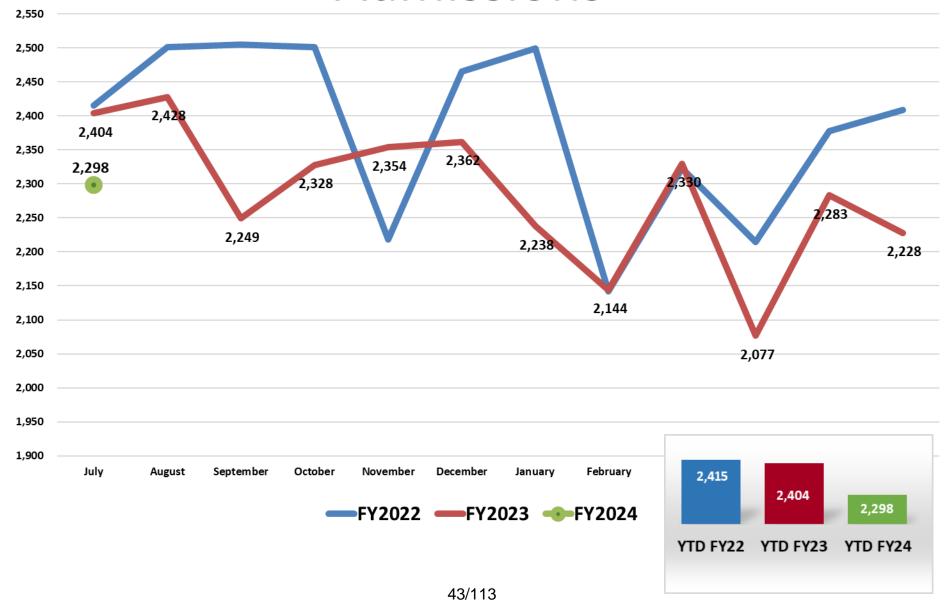
Average Daily Census



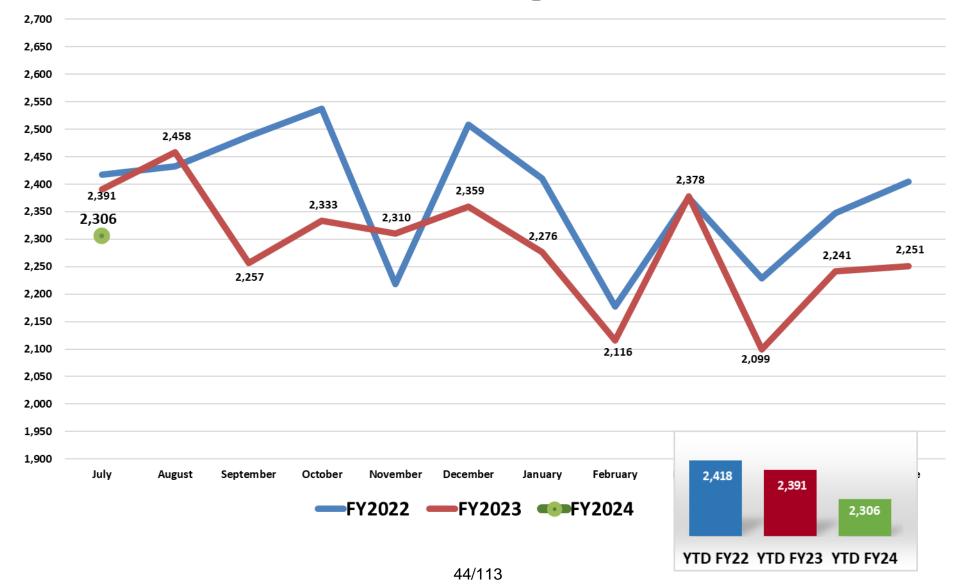
Average Daily Census w/o TCS



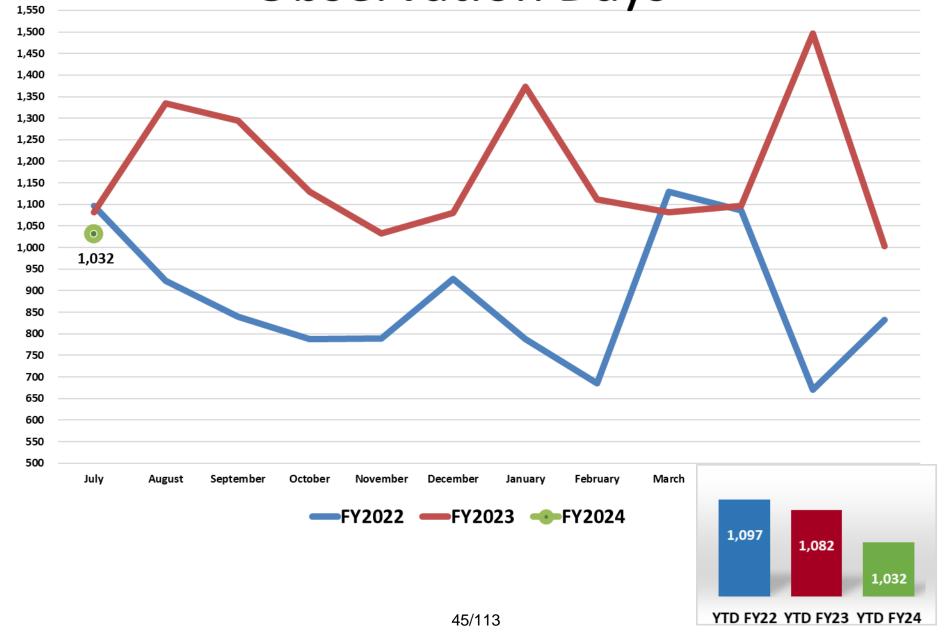
Admissions



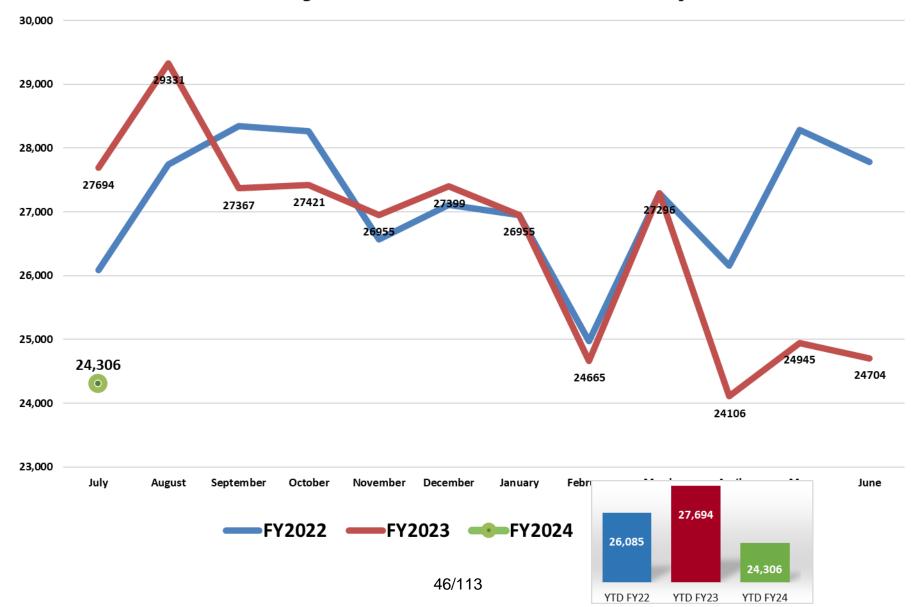
Discharges



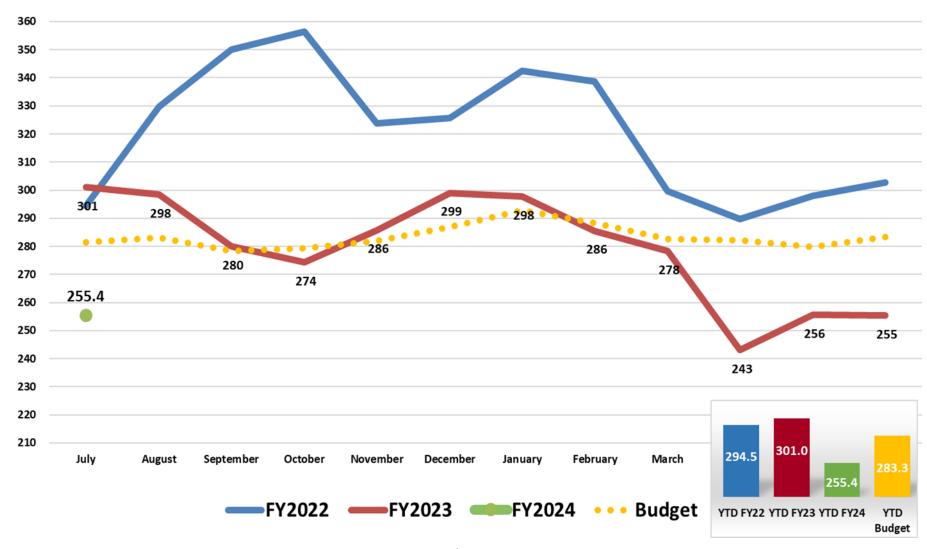
Observation Days



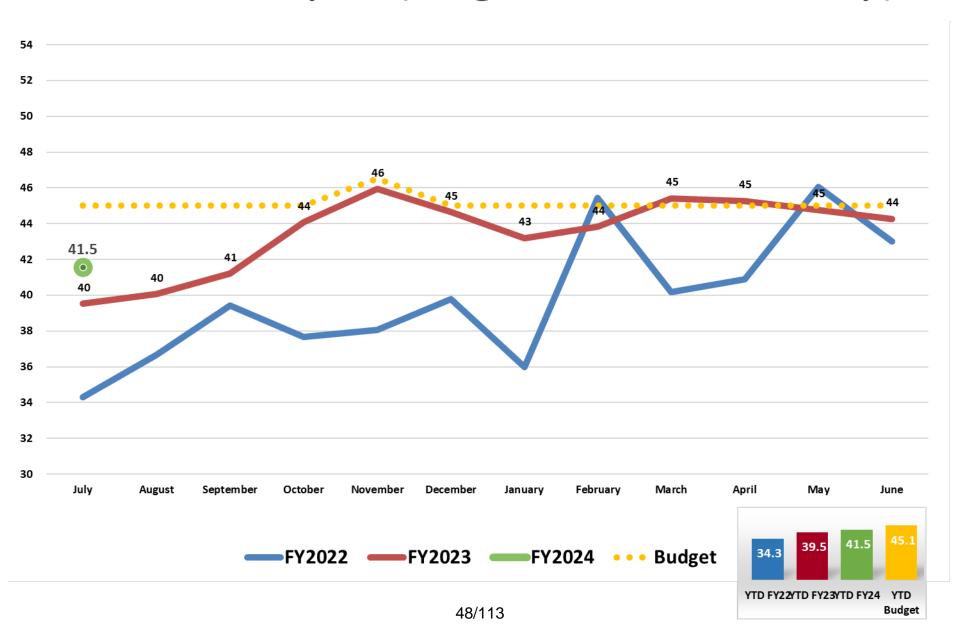
Adjusted Patient Days



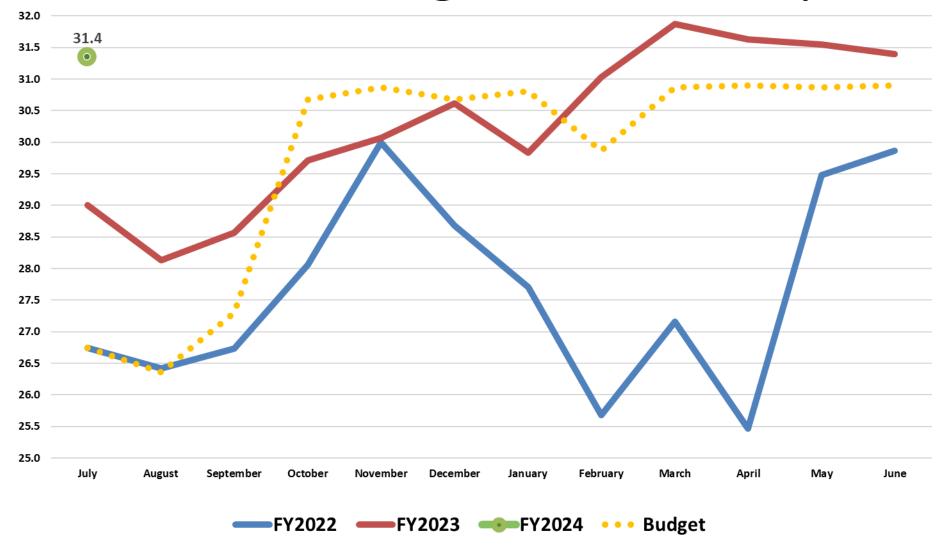
Medical Center (Avg Patients Per Day)



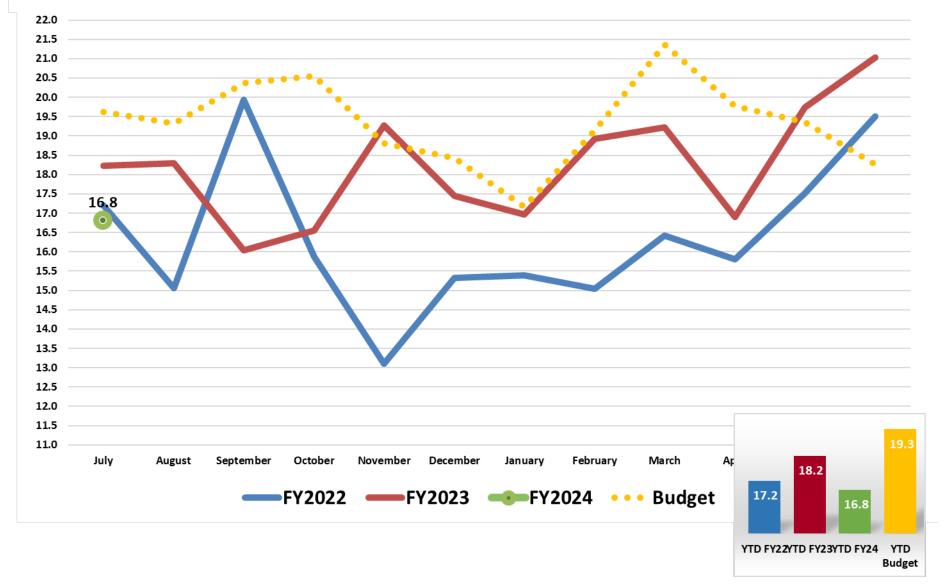
Acute I/P Psych (Avg Patients Per Day)



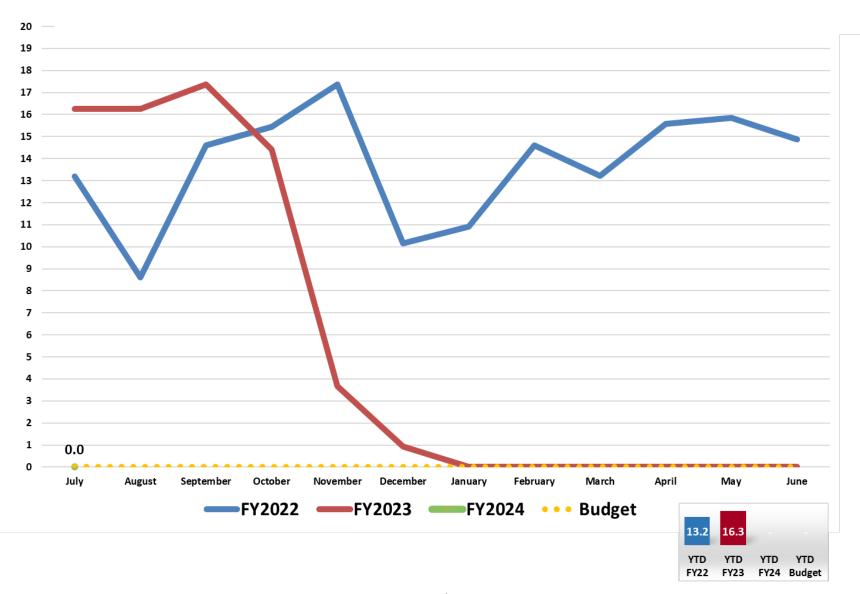
Sub-Acute - Avg Patients Per Day



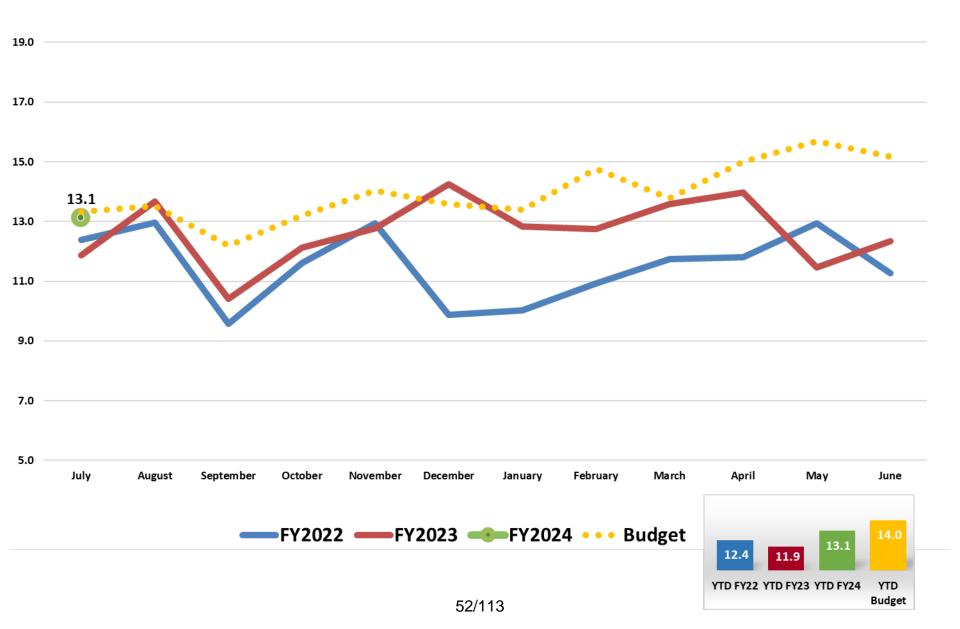
Rehabilitation Hospital - Avg Patients Per Day



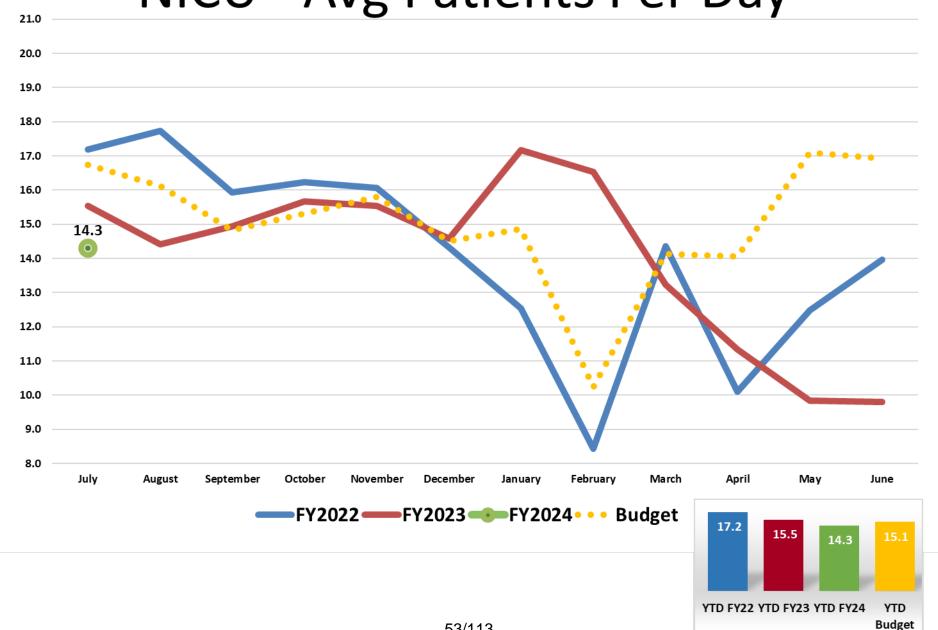
Transitional Care Services (TCS) - Avg Patients Per Day



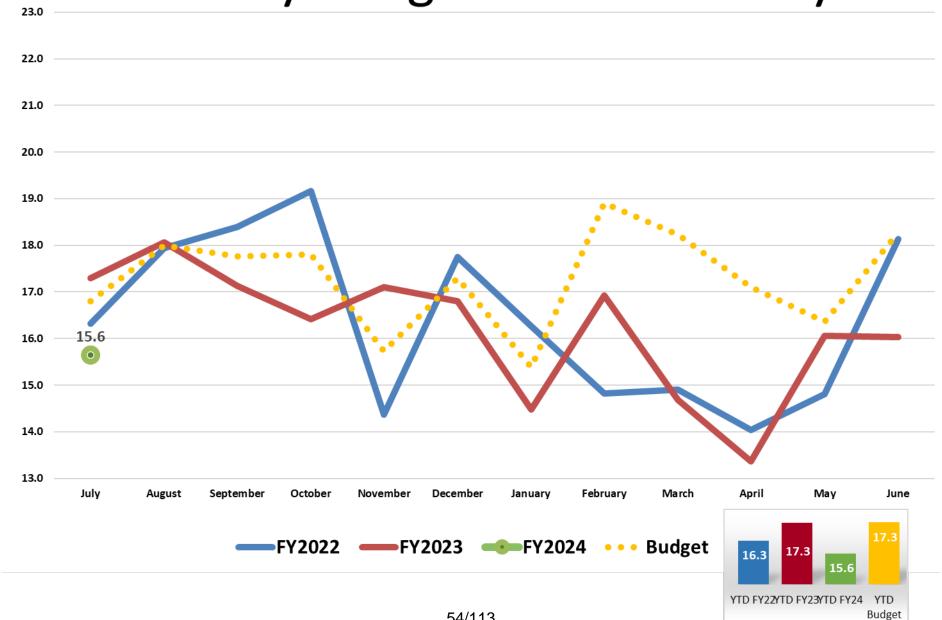
TCS Ortho - Avg Patients Per Day



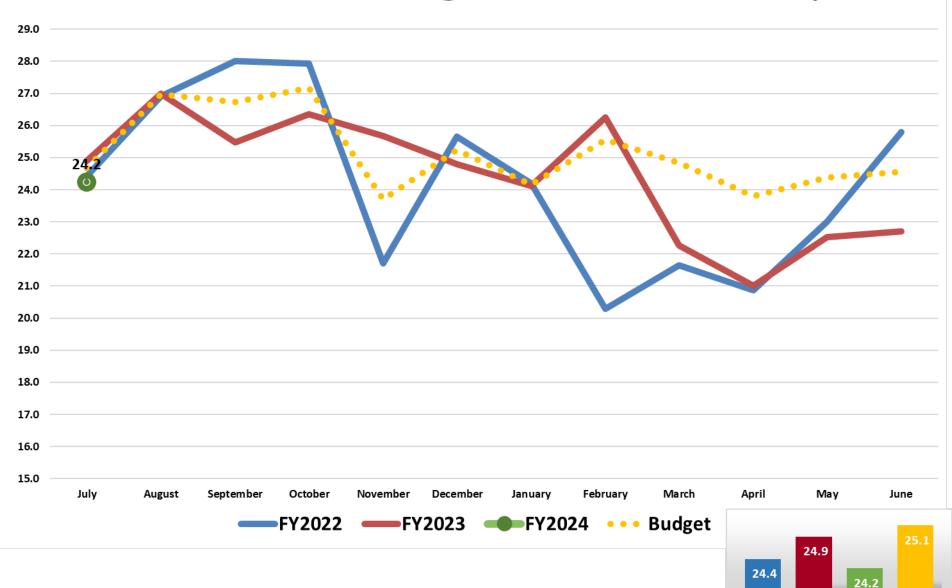
NICU - Avg Patients Per Day



Nursery - Avg Patients Per Day

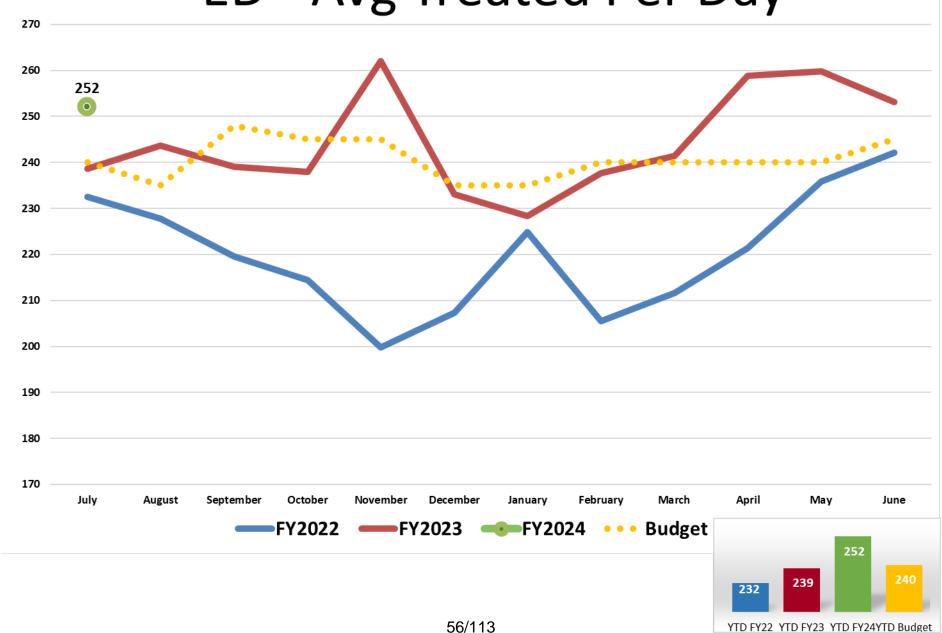


Obstetrics - Avg Patients Per Day

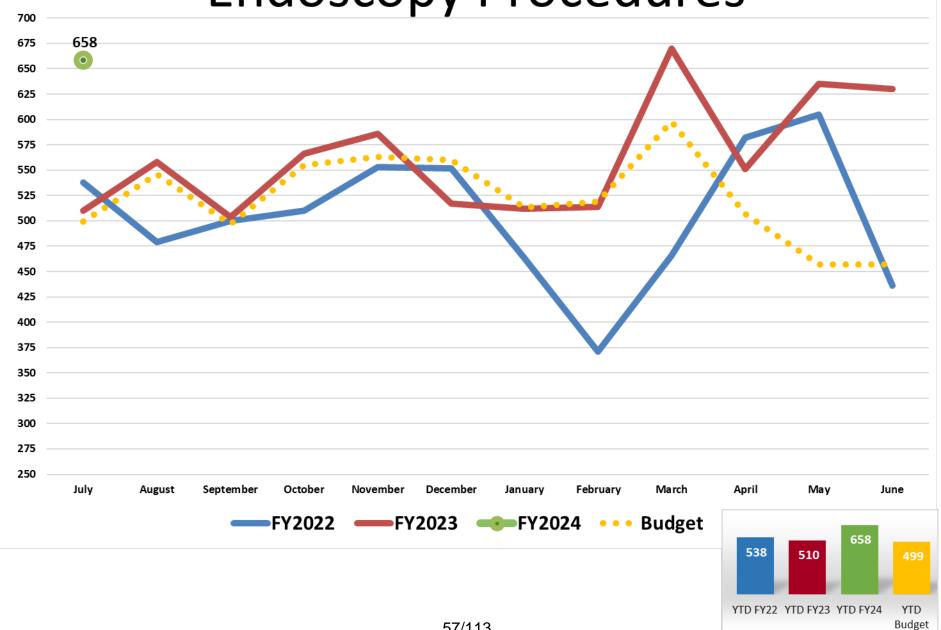


YTD FY22 YTD FY23 YTD FY24YTD Budget

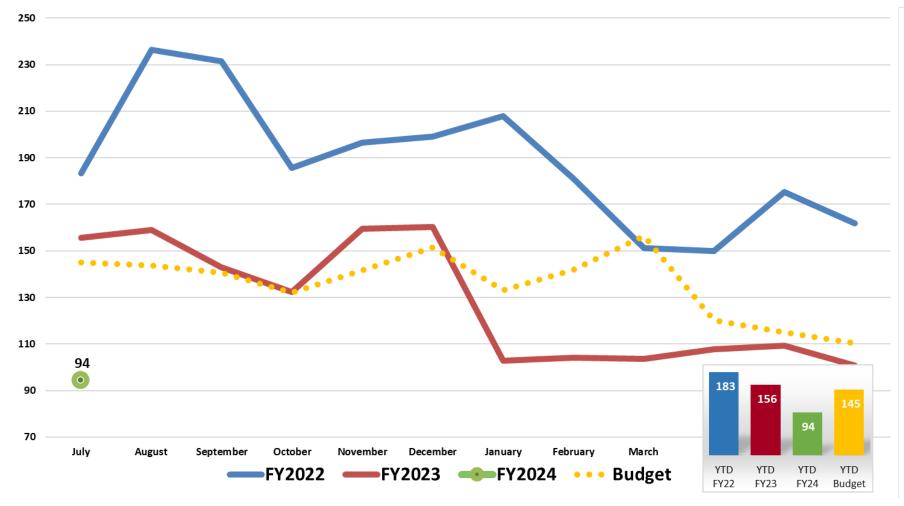
ED - Avg Treated Per Day



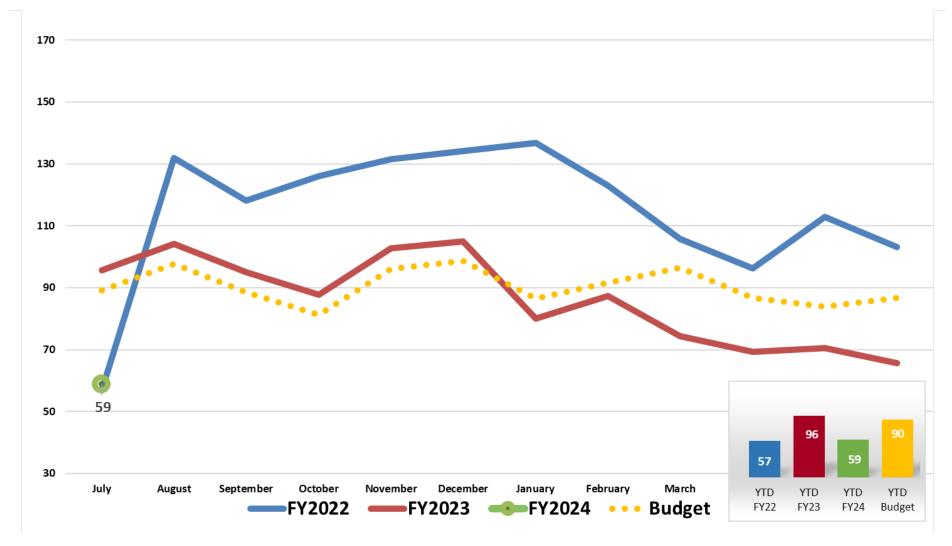
Endoscopy Procedures

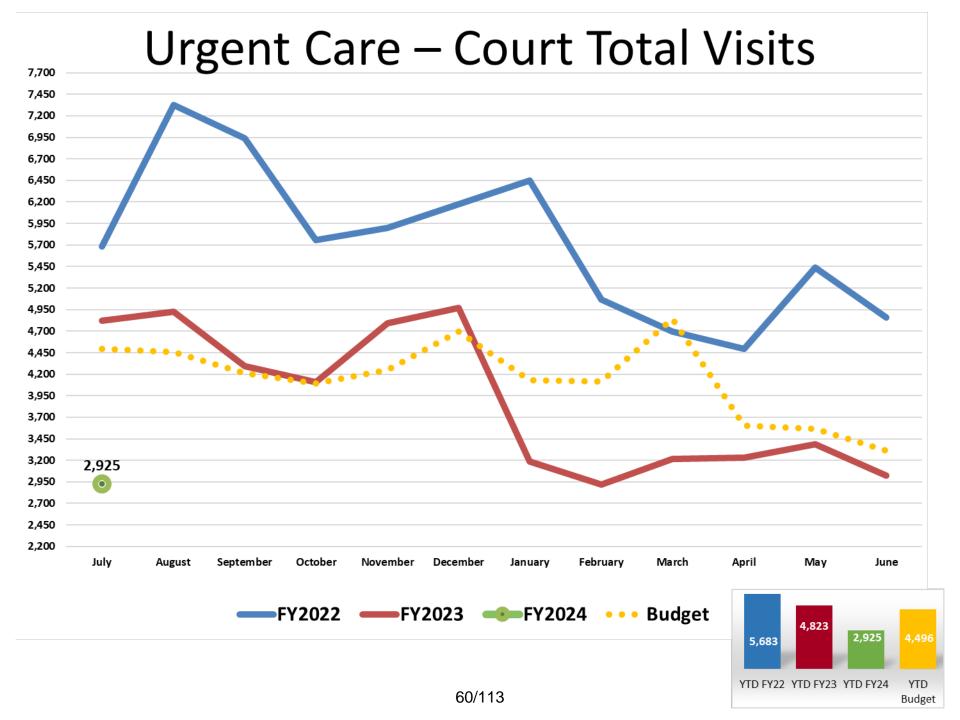


Urgent Care – Court Avg Visits Per Day

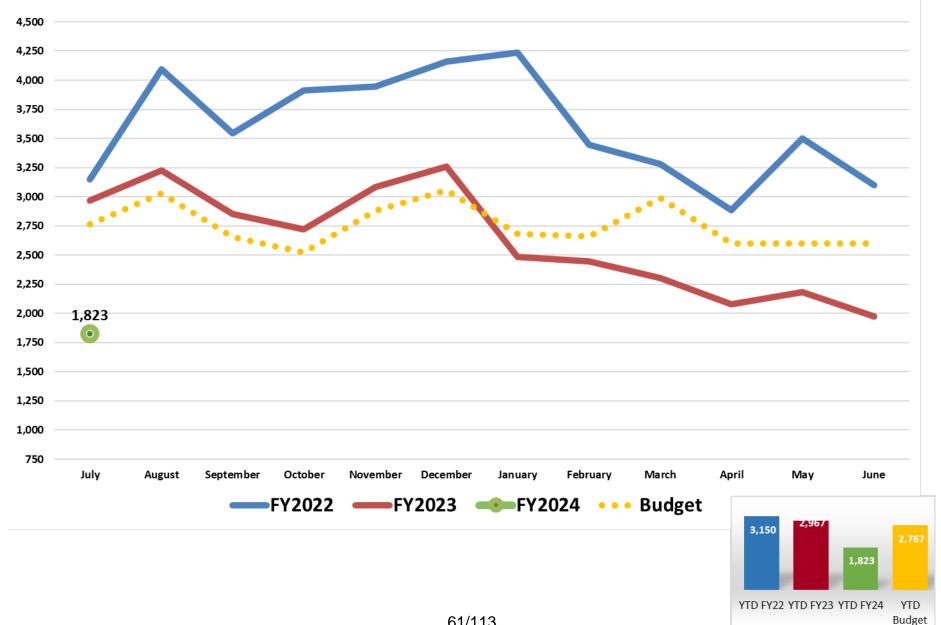


Urgent Care – Demaree Avg Visits Per Day

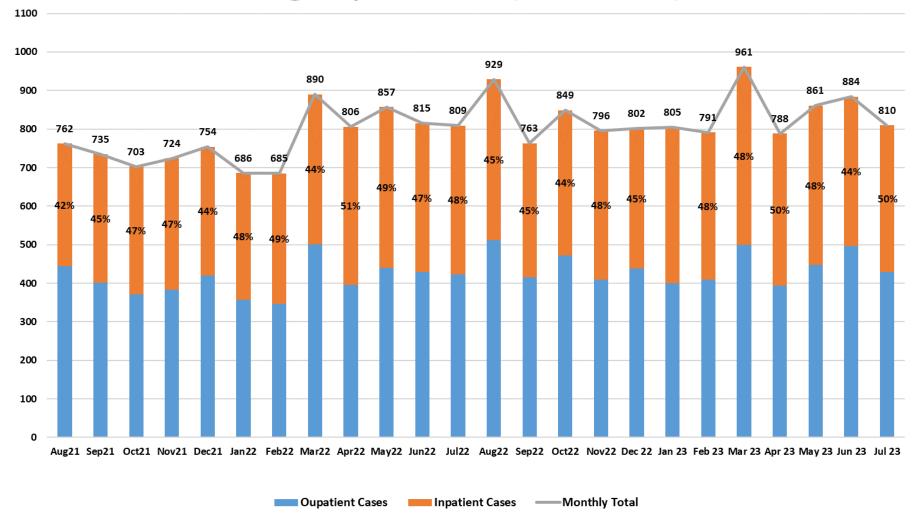




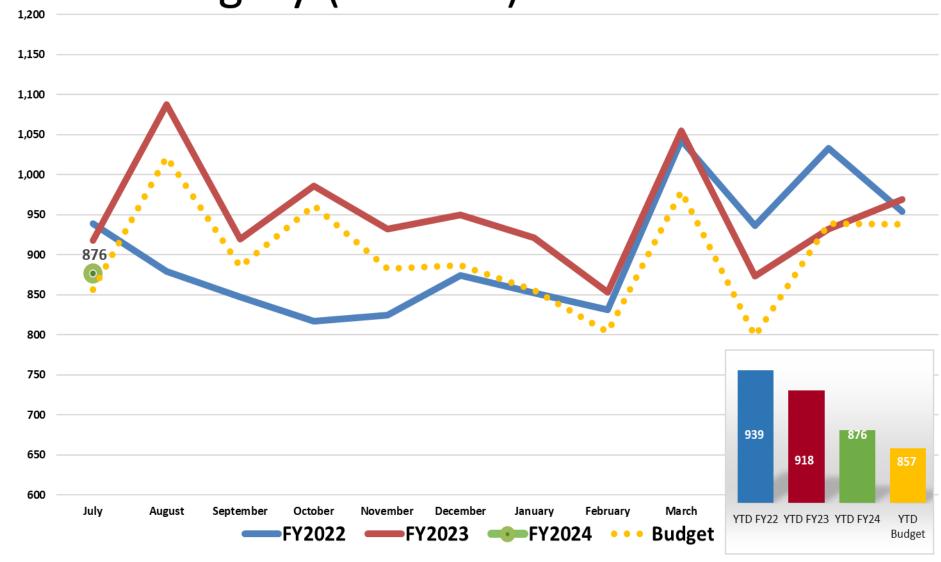
Urgent Care – Demaree Total Visits



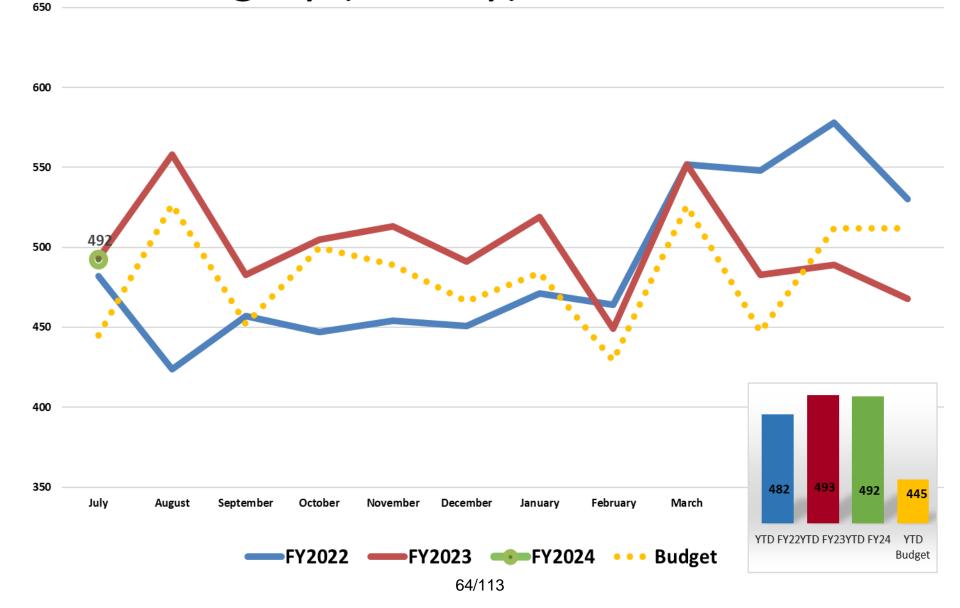
Surgery Cases (IP & OP)



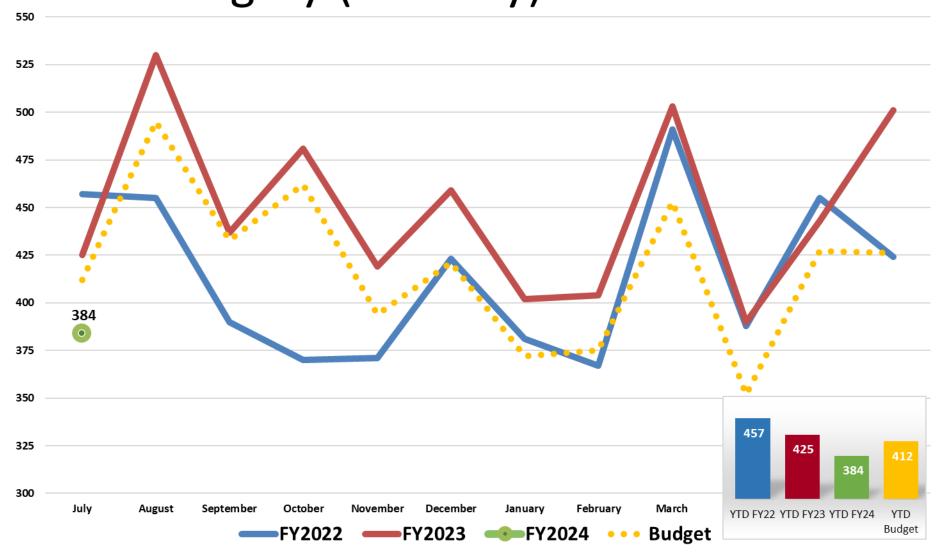
Surgery (IP & OP) – 100 Min Units



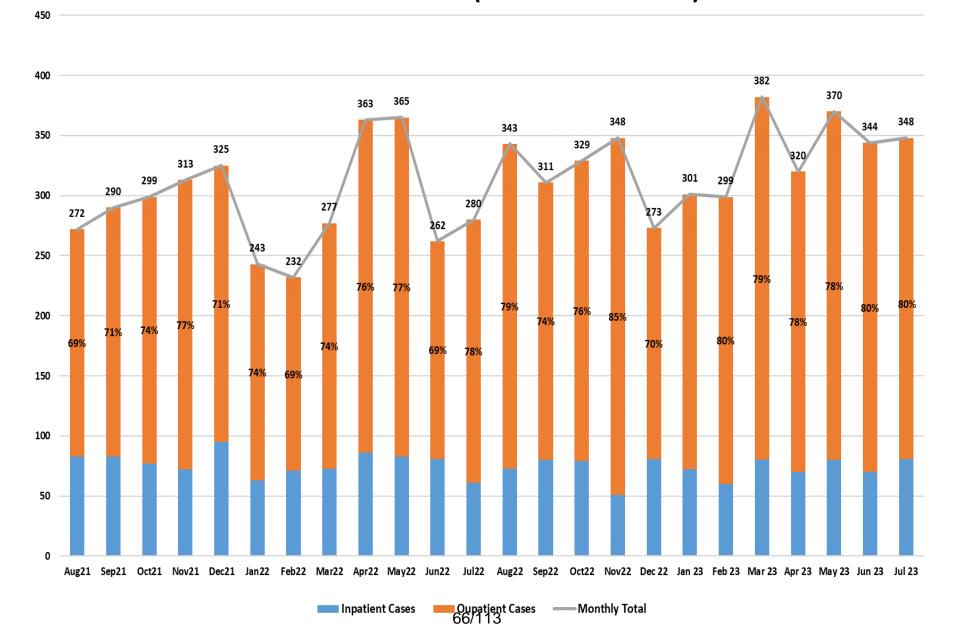
Surgery (IP Only) - 100 Min Unit



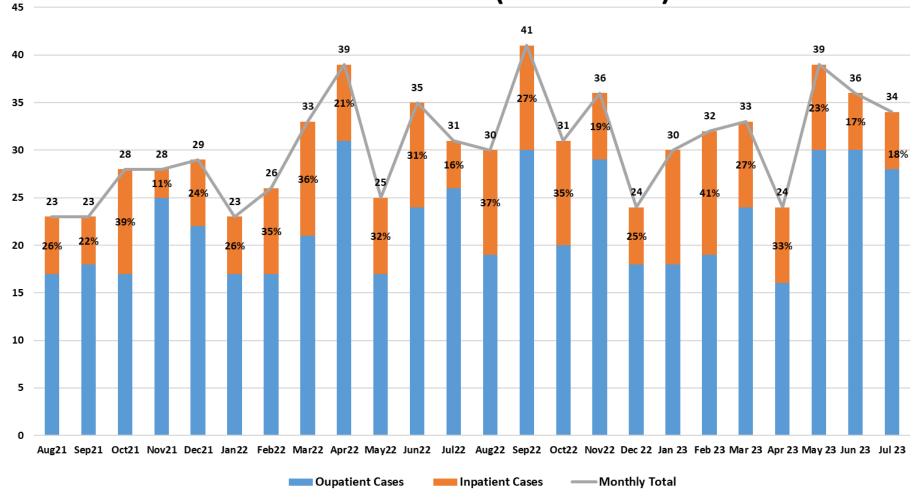
Surgery (OP Only) - 100 Min Units



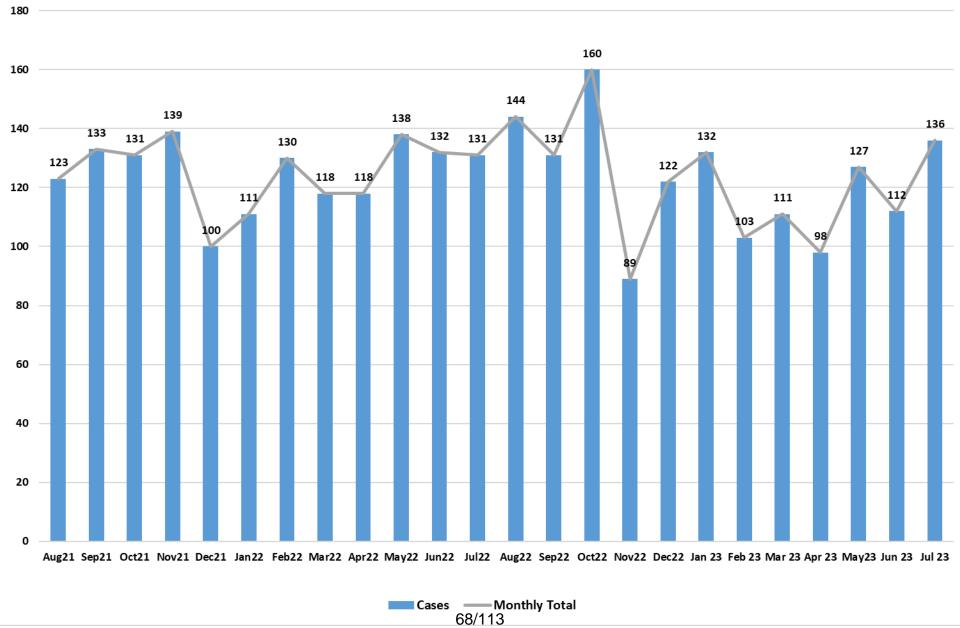
Endo Cases (Endo Suites)



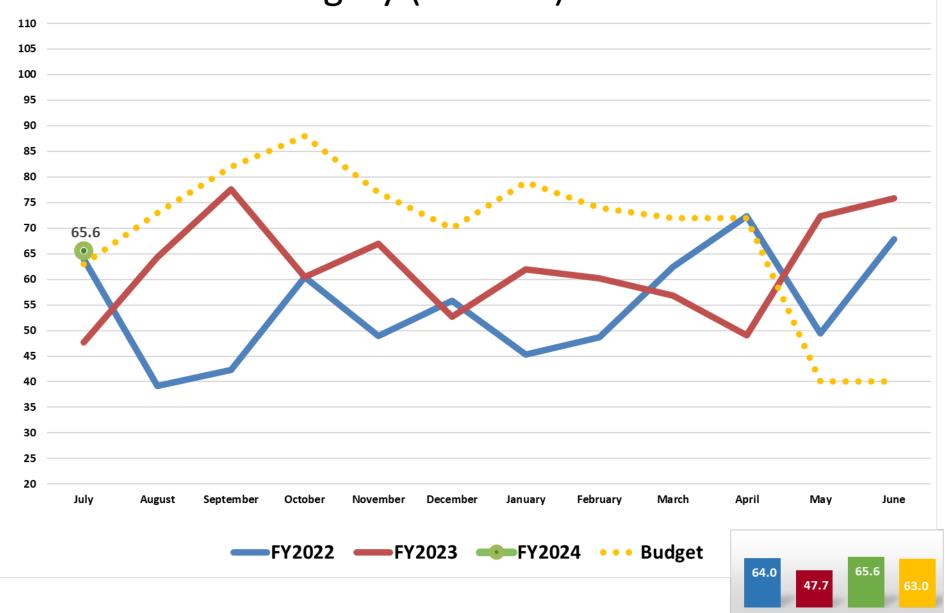
Robotic Cases (IP & OP)



OB Cases



Robotic Surgery (IP & OP) - 100 Min Units

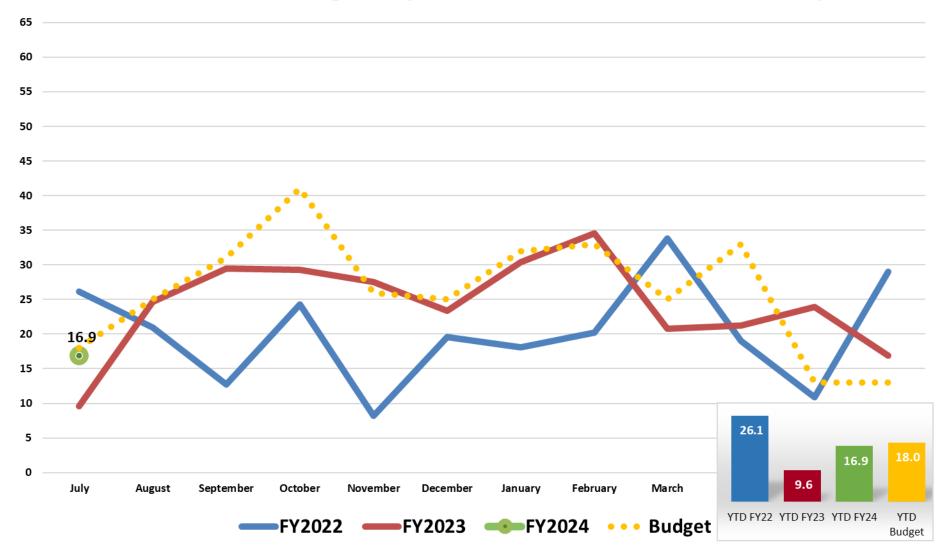


YTD FY22 YTD FY23 YTD FY24

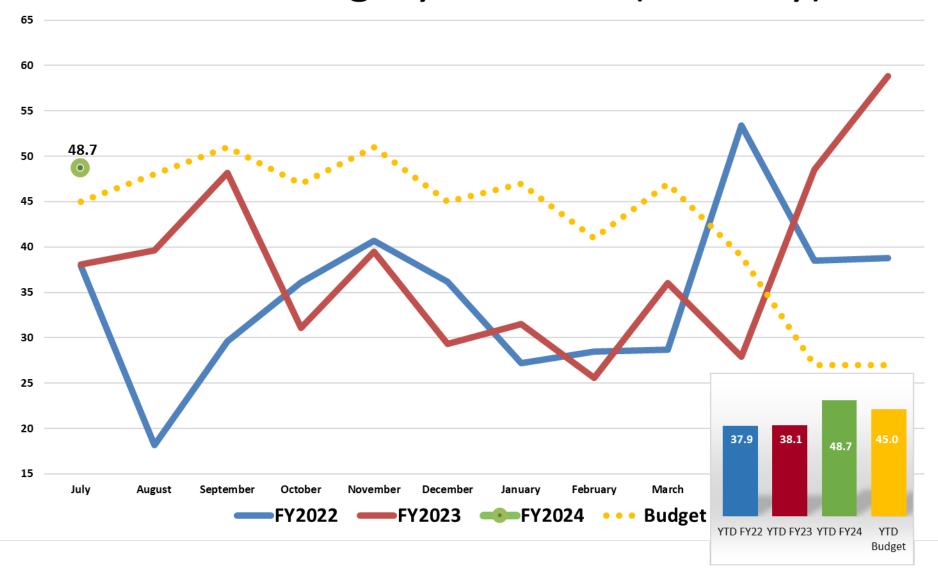
YTD

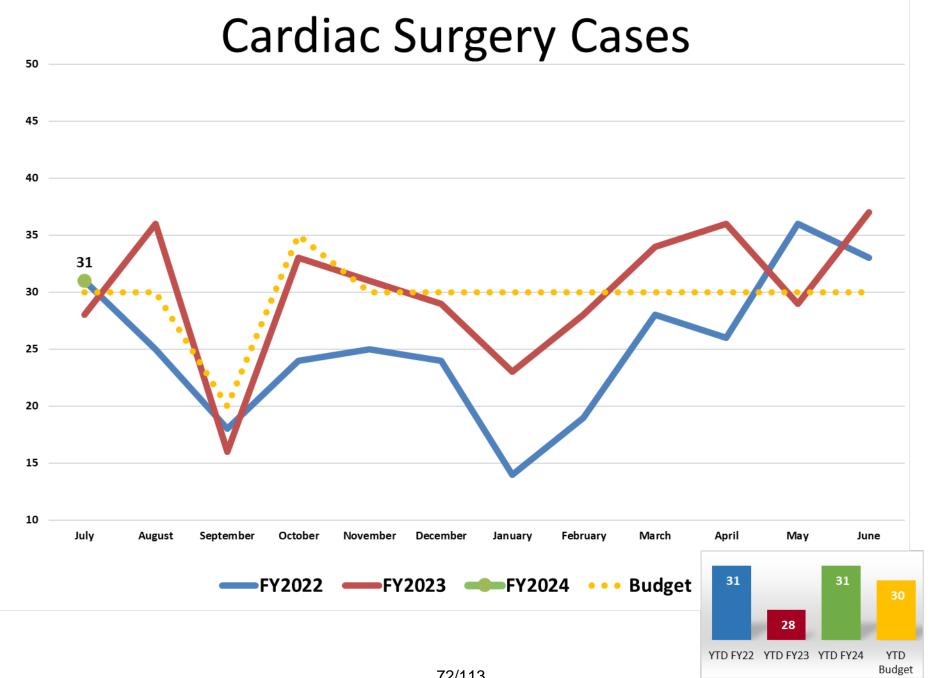
Budget

Robotic Surgery Minutes (IP Only)

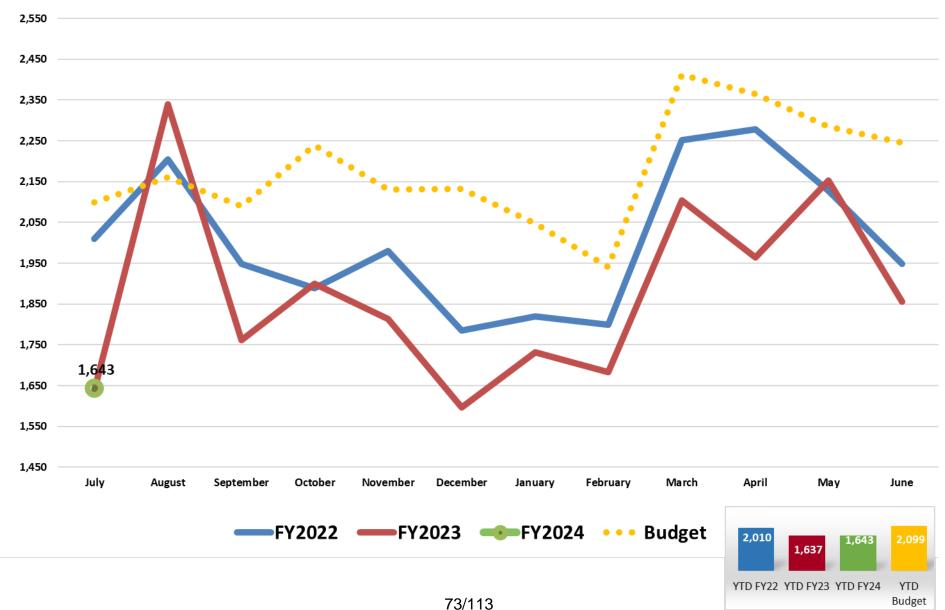


Robotic Surgery Minutes (OP Only)

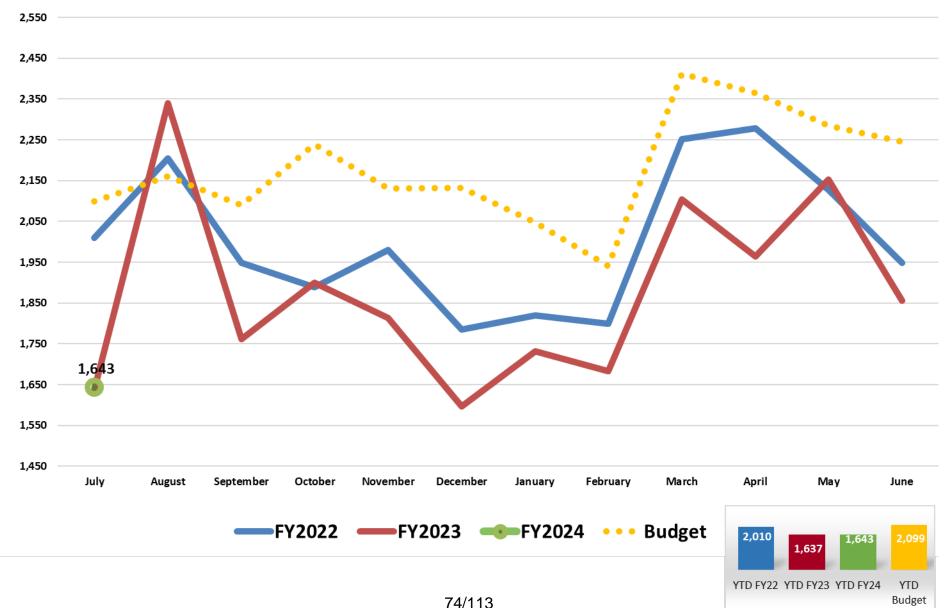




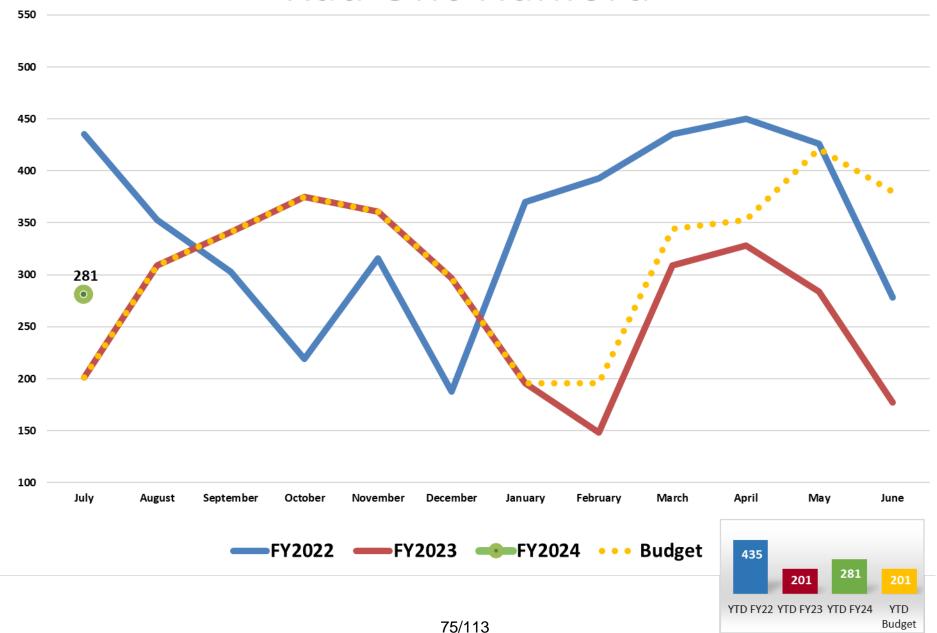
Rad Onc Treatments (Vis. & Hanf.)



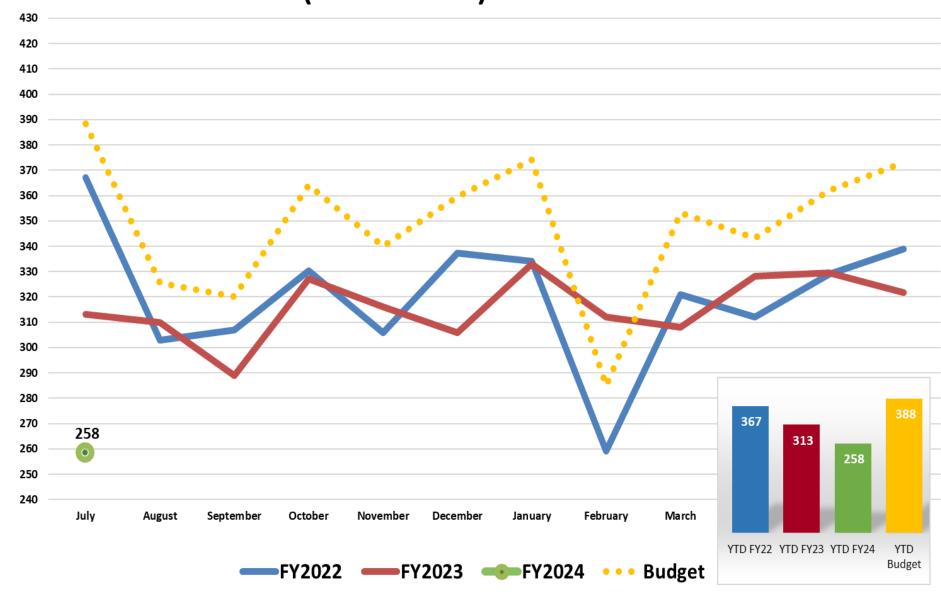
Rad Onc Treatments (Vis. & Hanf.)



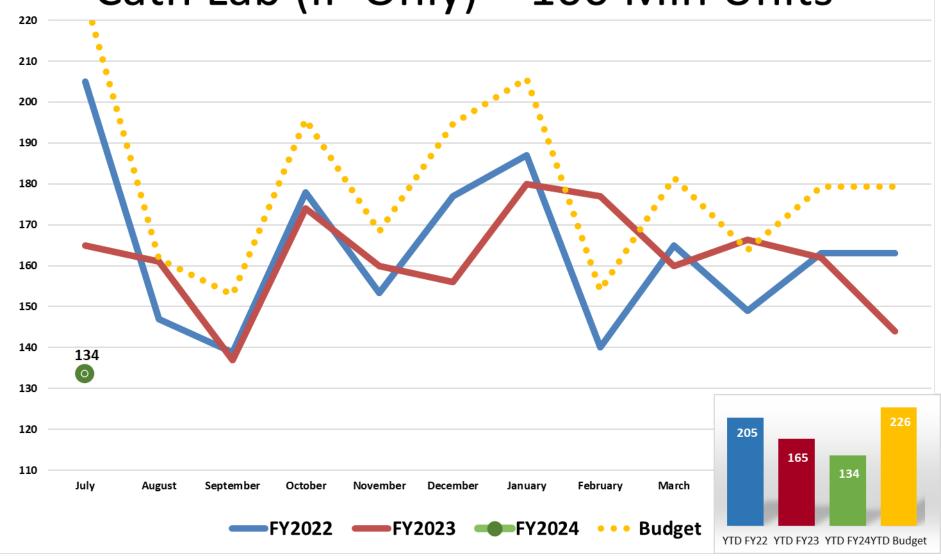
Rad Onc Hanford



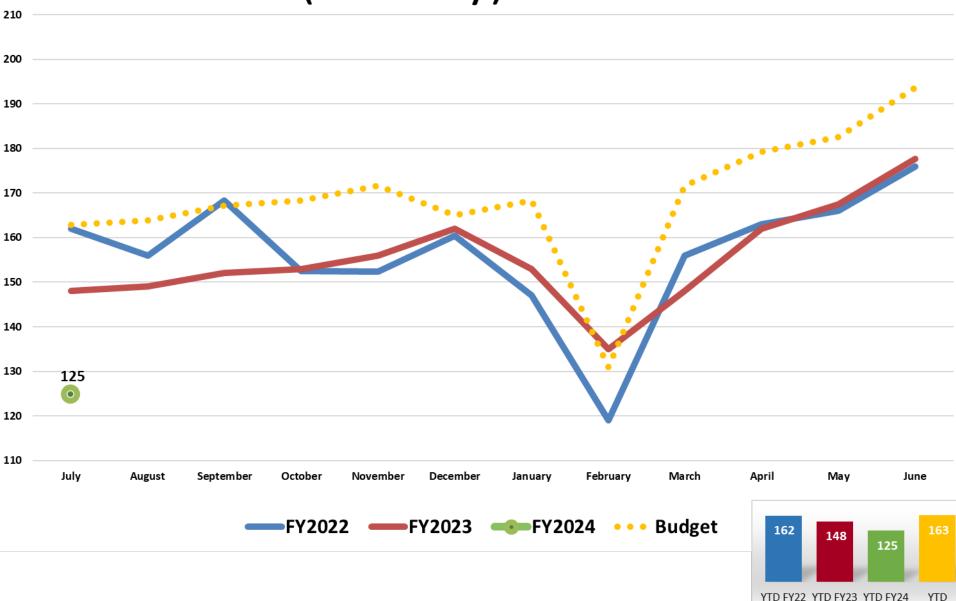
Cath Lab (IP & OP) – 100 Min Units



Cath Lab (IP Only) – 100 Min Units

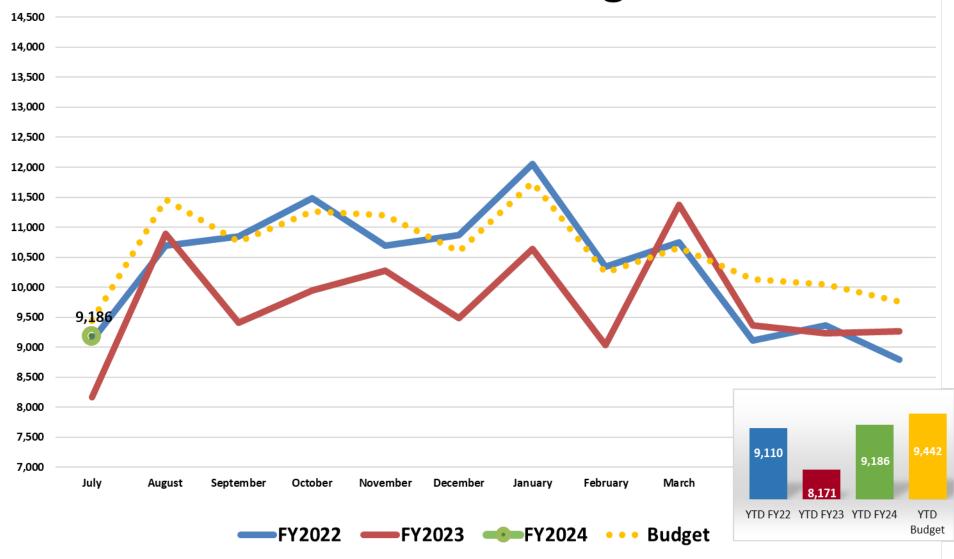


Cath Lab (OP Only) – 100 Min Units

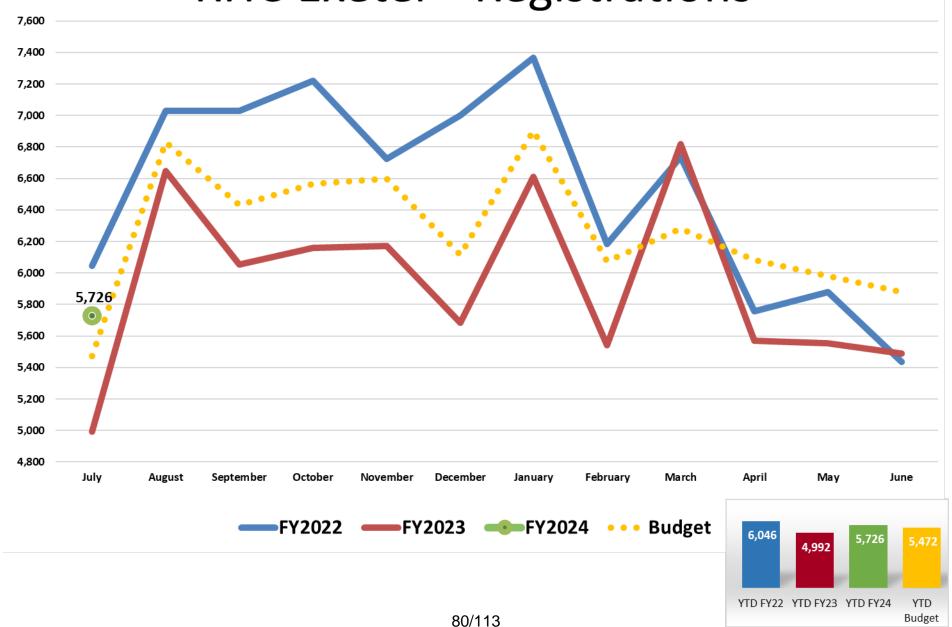


Budget

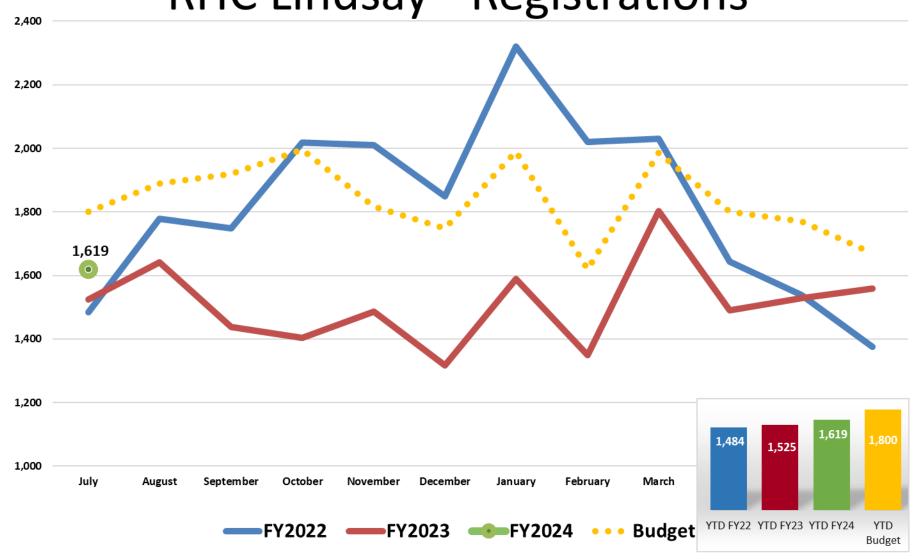
Rural Health Clinics Registrations



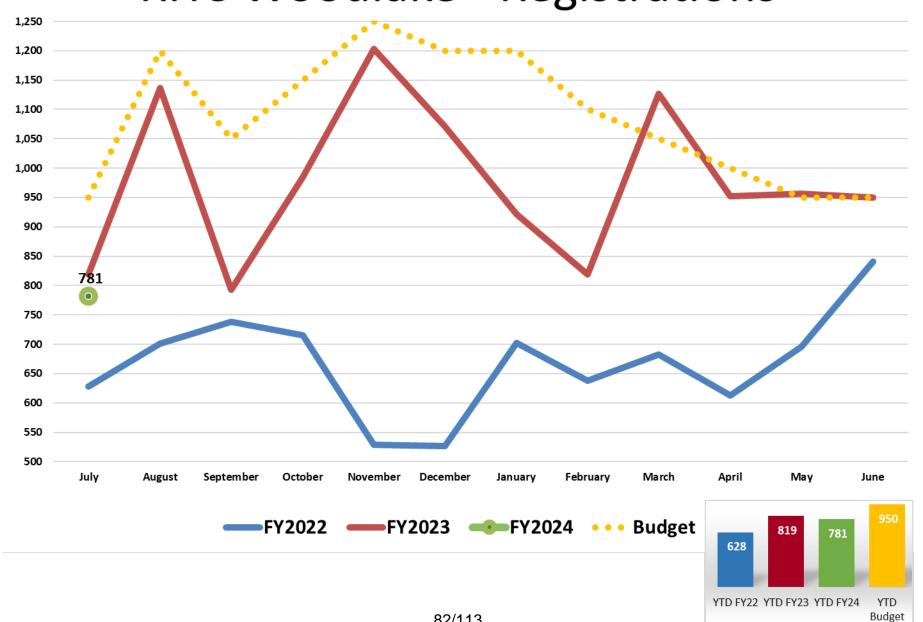
RHC Exeter - Registrations



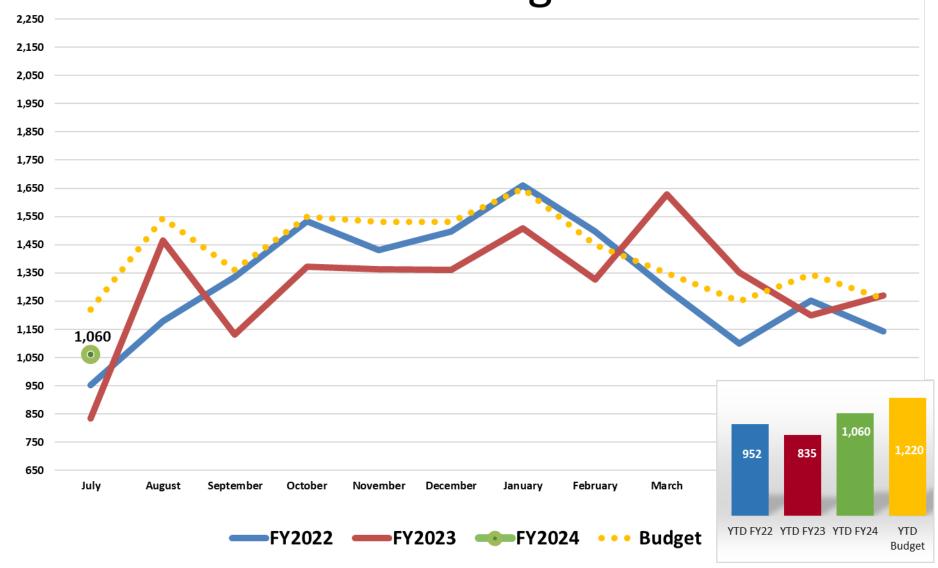
RHC Lindsay - Registrations



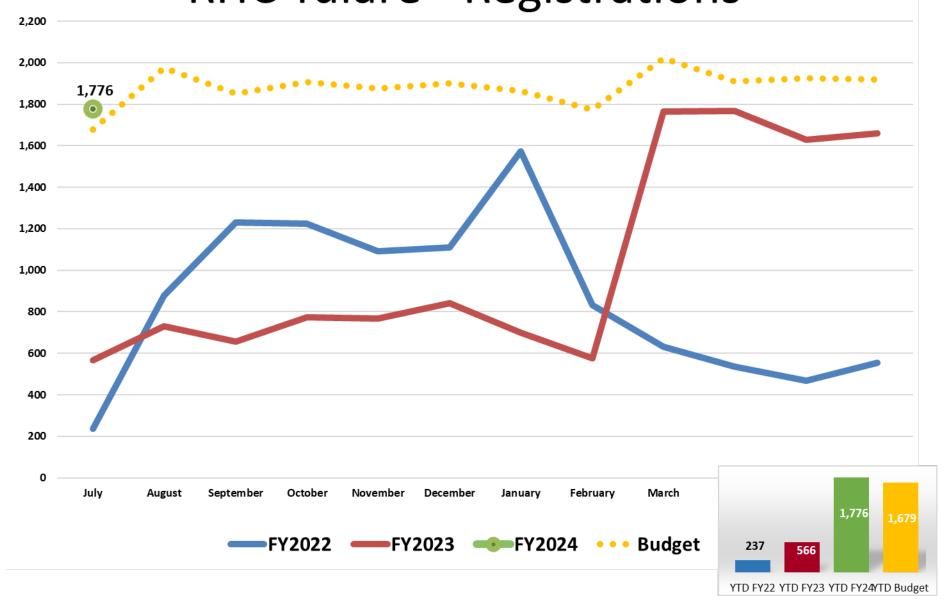
RHC Woodlake - Registrations



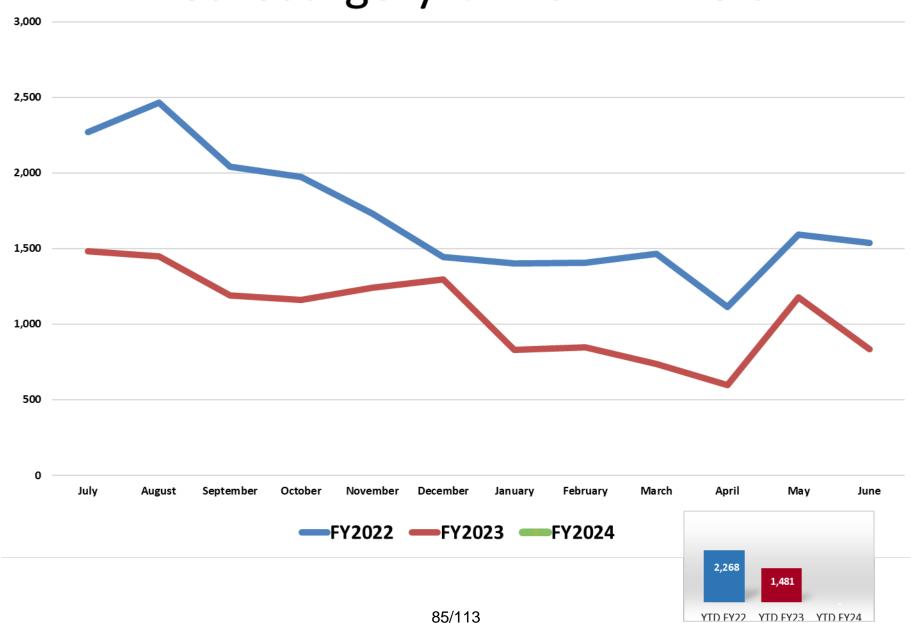
RHC Dinuba - Registrations



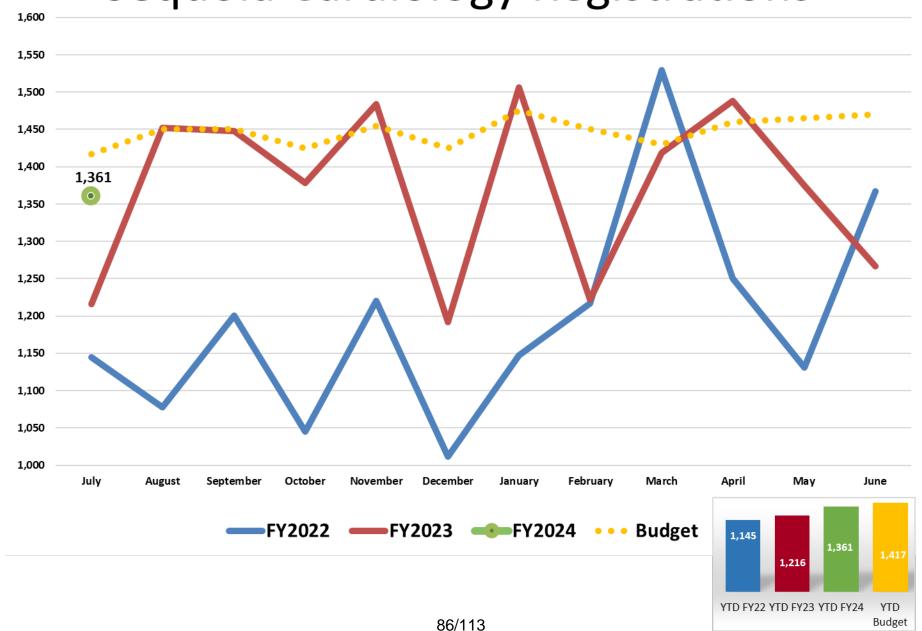
RHC Tulare - Registrations



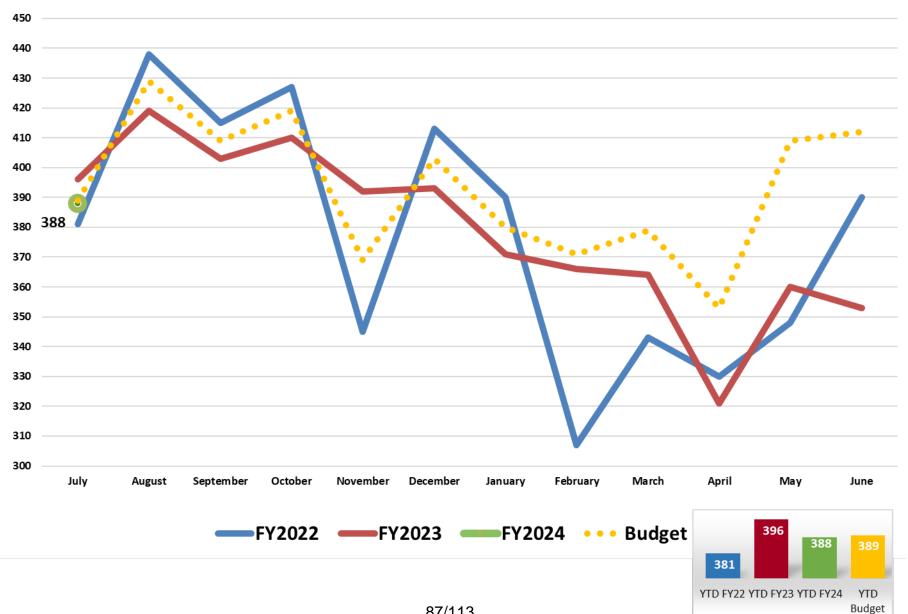
Neurosurgery Clinic - wRVU's



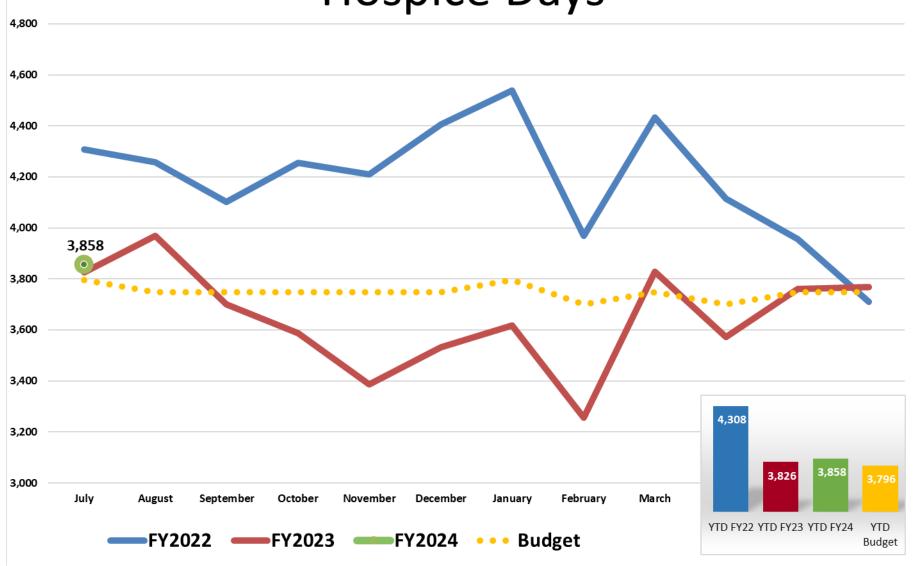
Sequoia Cardiology Registrations

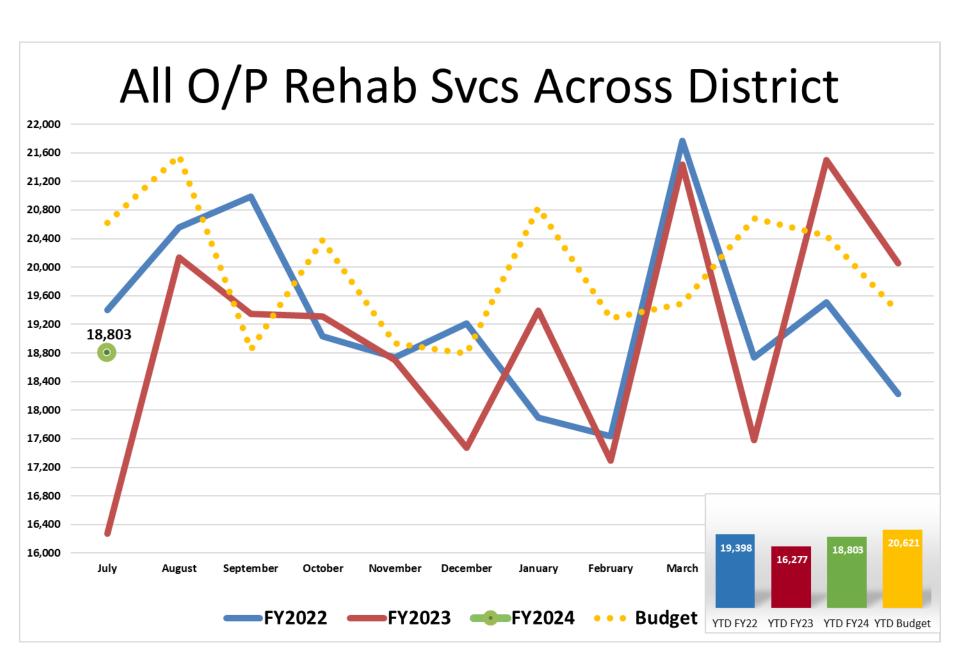


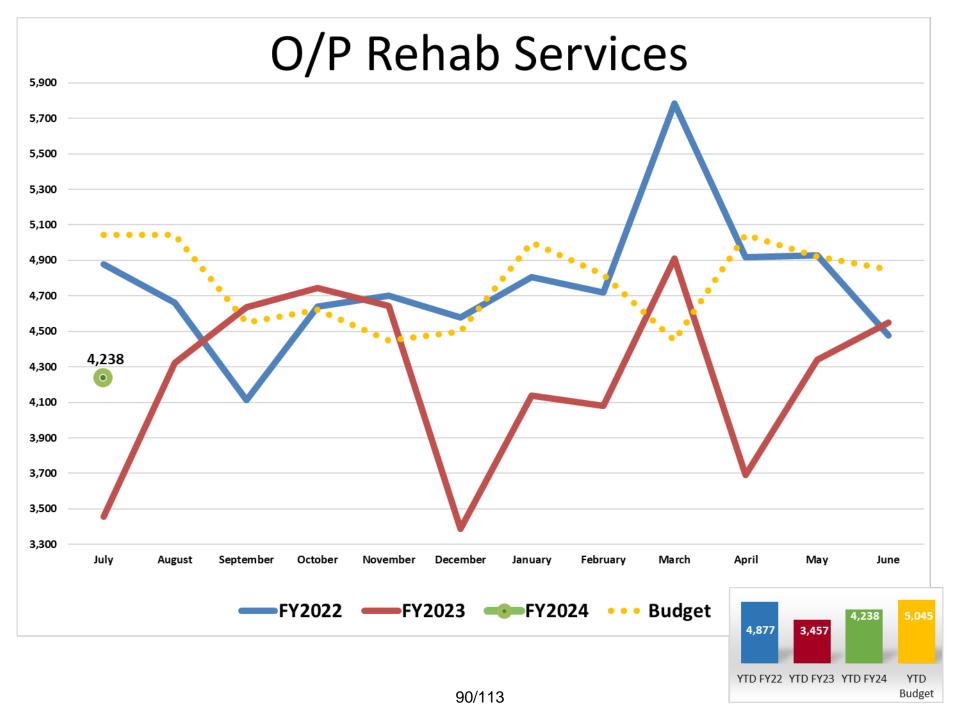
Deliveries

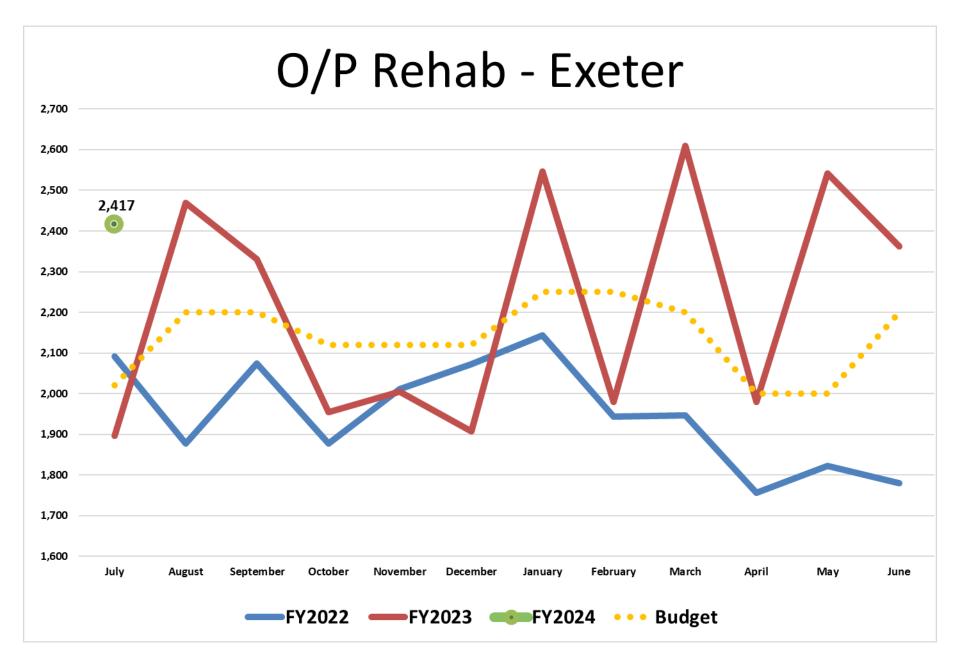


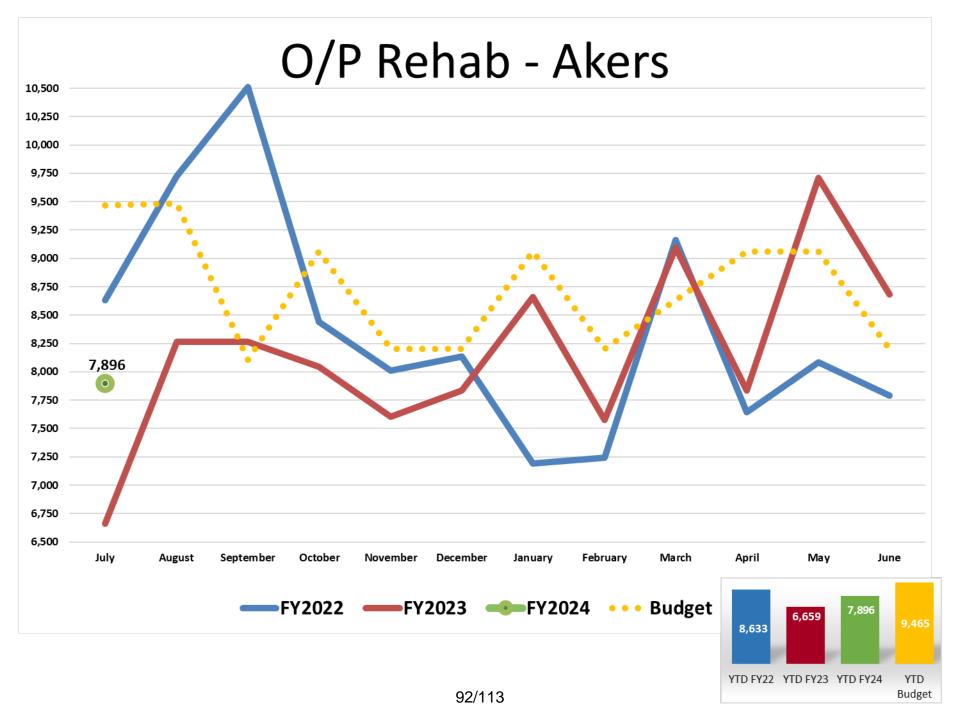
Hospice Days



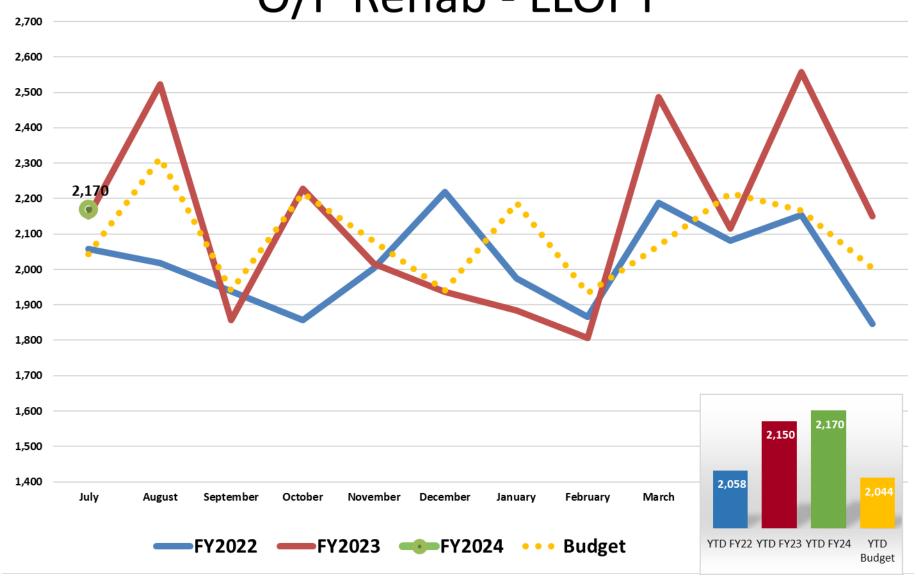




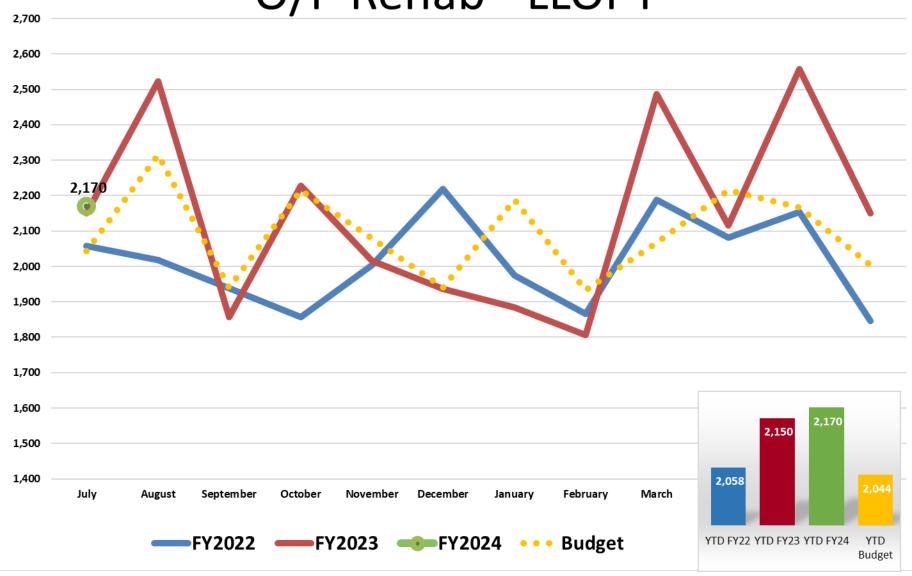




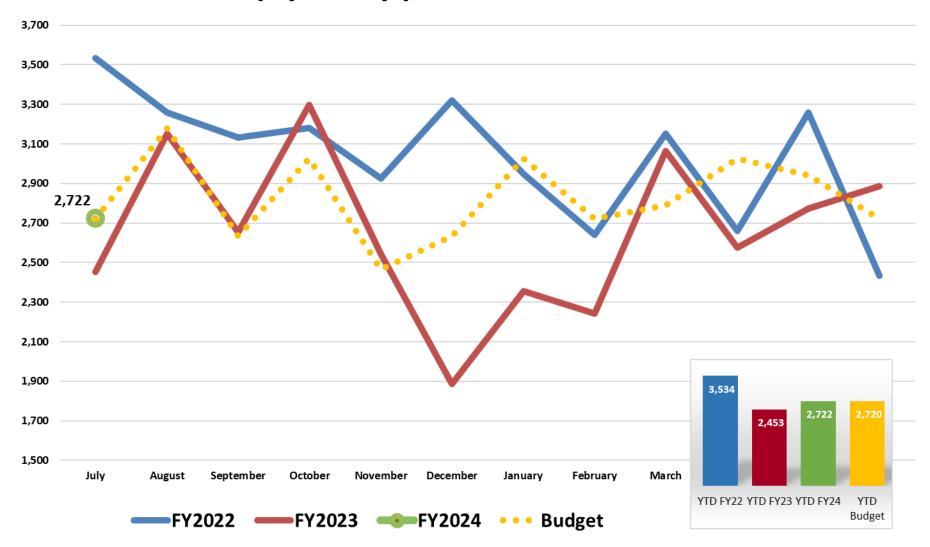
O/P Rehab - LLOPT



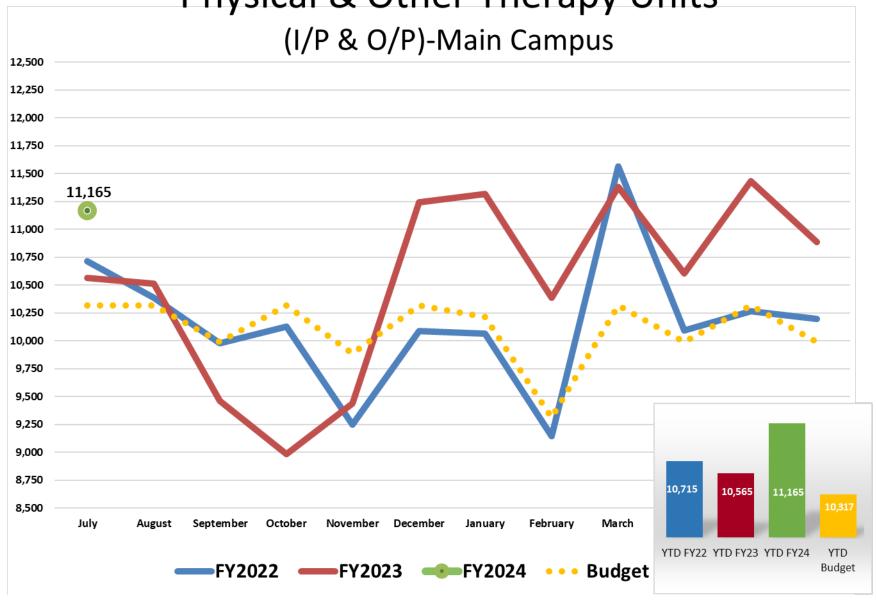
O/P Rehab - LLOPT



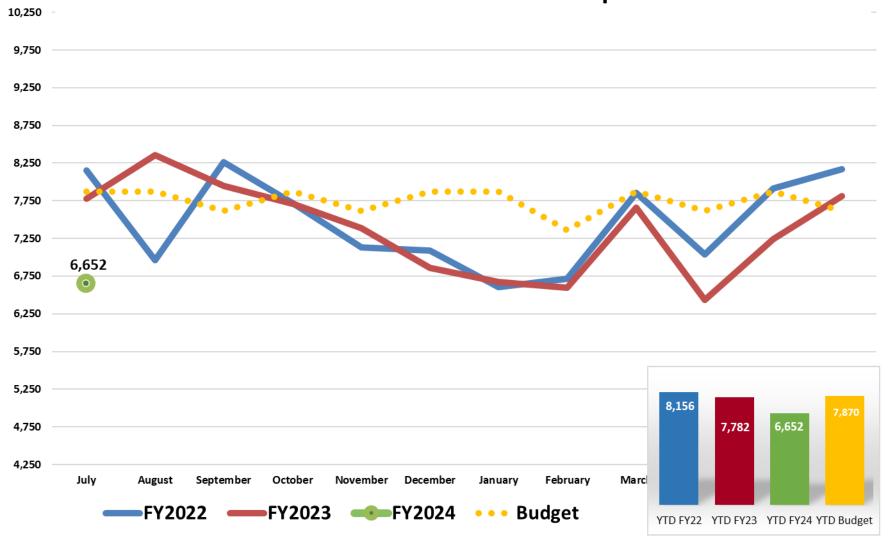
Therapy - Cypress Hand Center



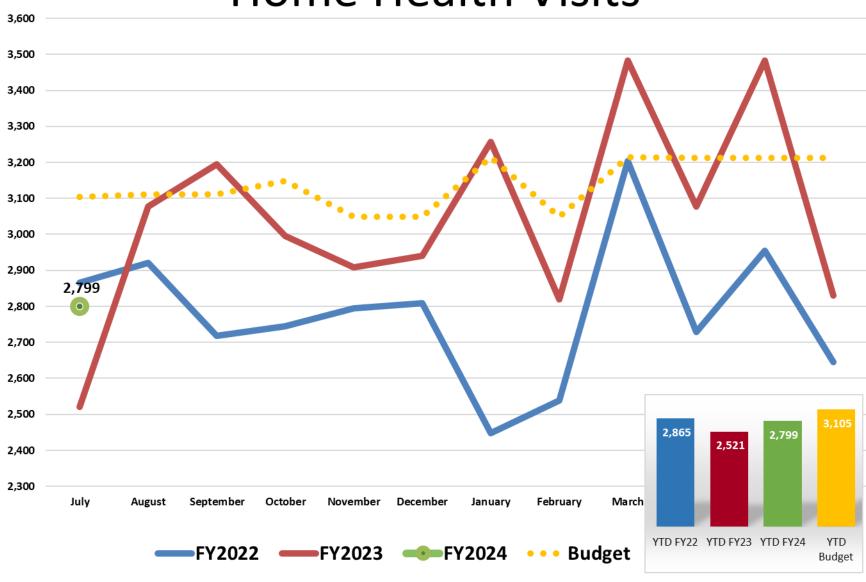
Physical & Other Therapy Units



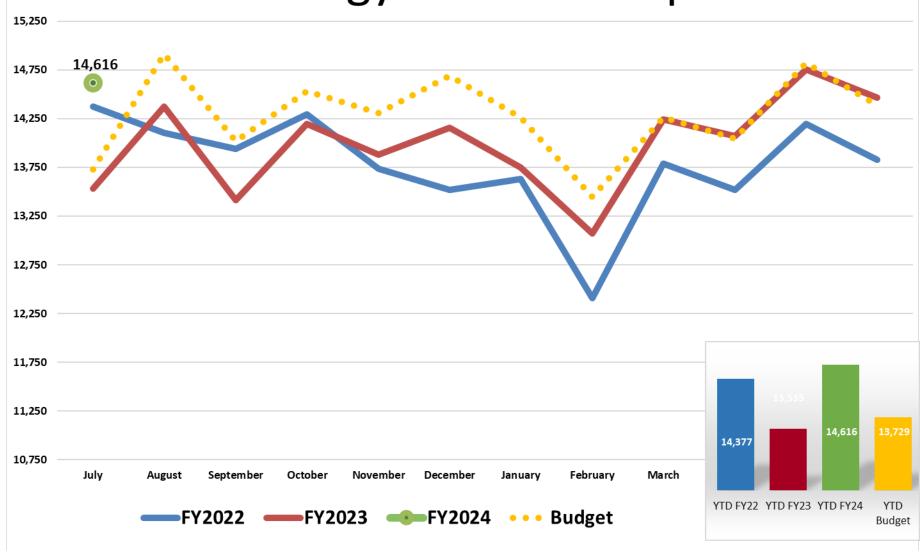
Physical & Other Therapy Units (I/P & O/P)-KDRH & South Campus

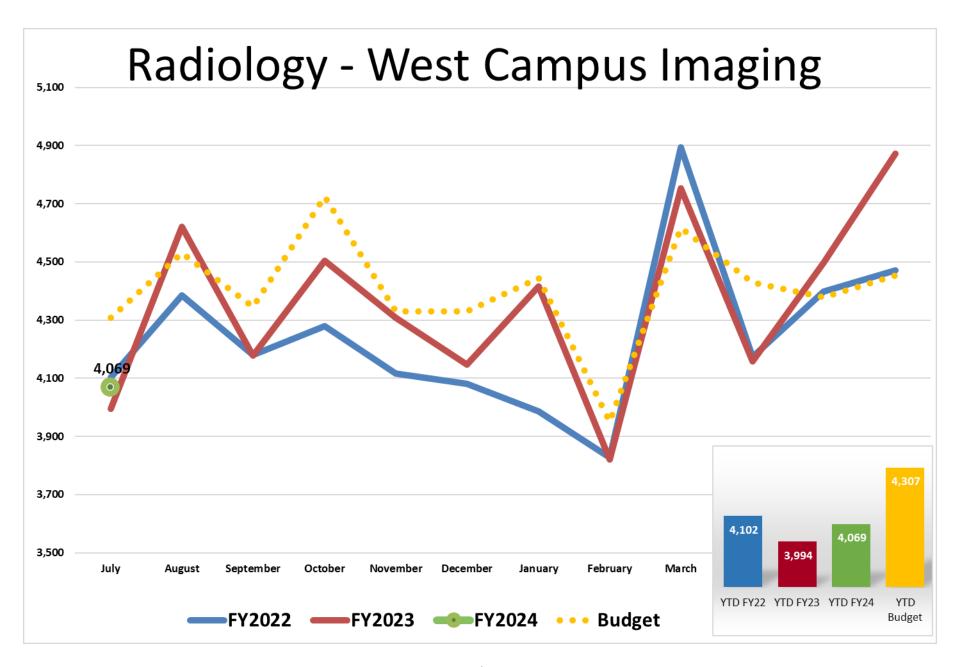


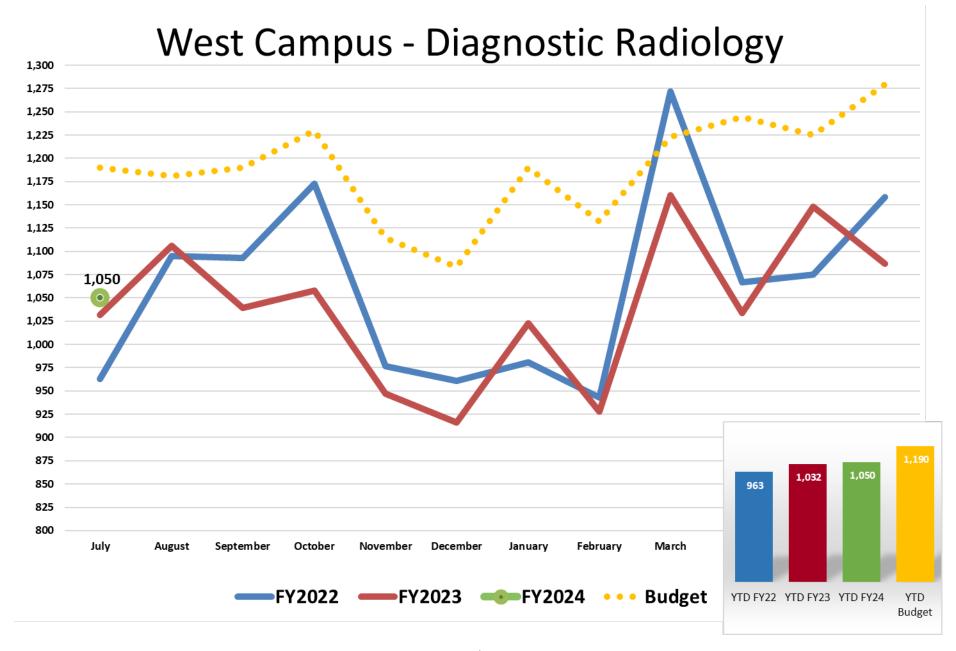
Home Health Visits

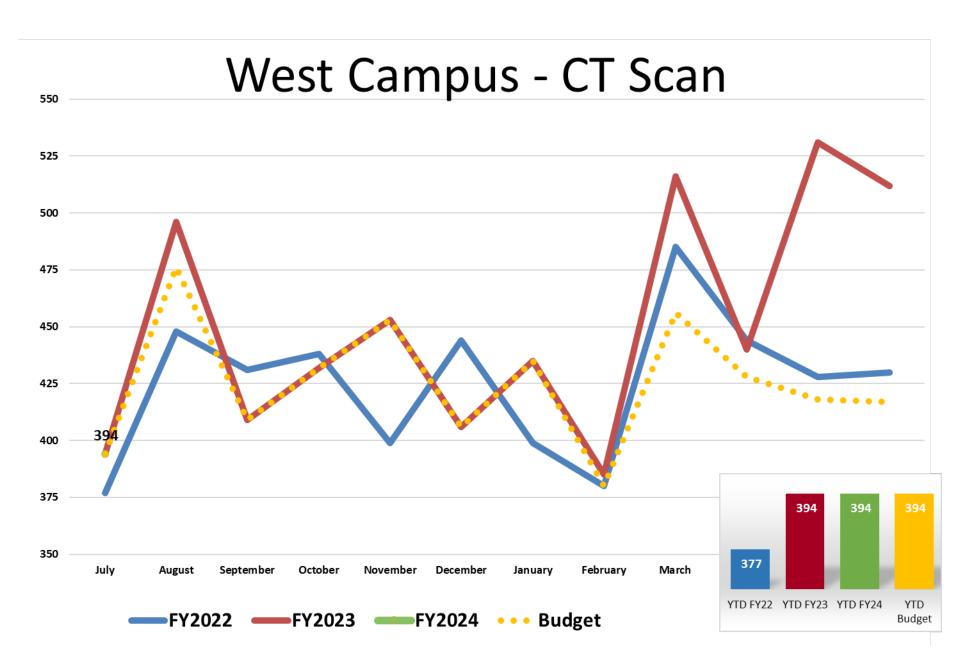


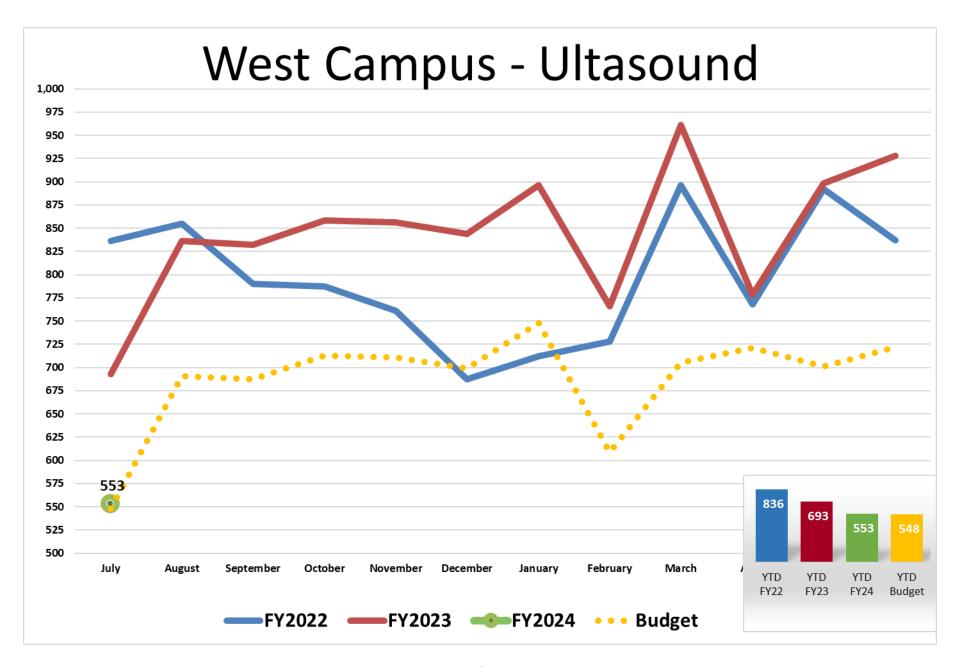
Radiology - Main Campus



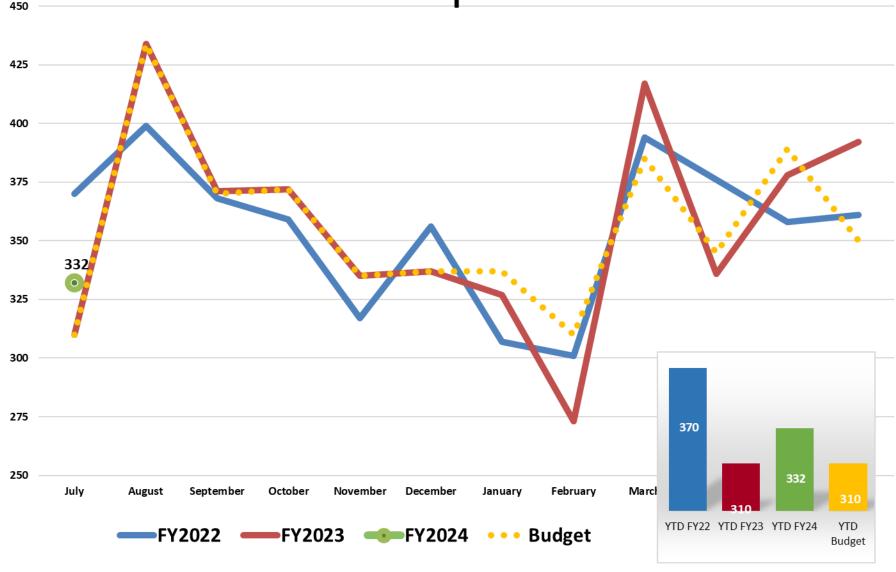








West Campus - MRI



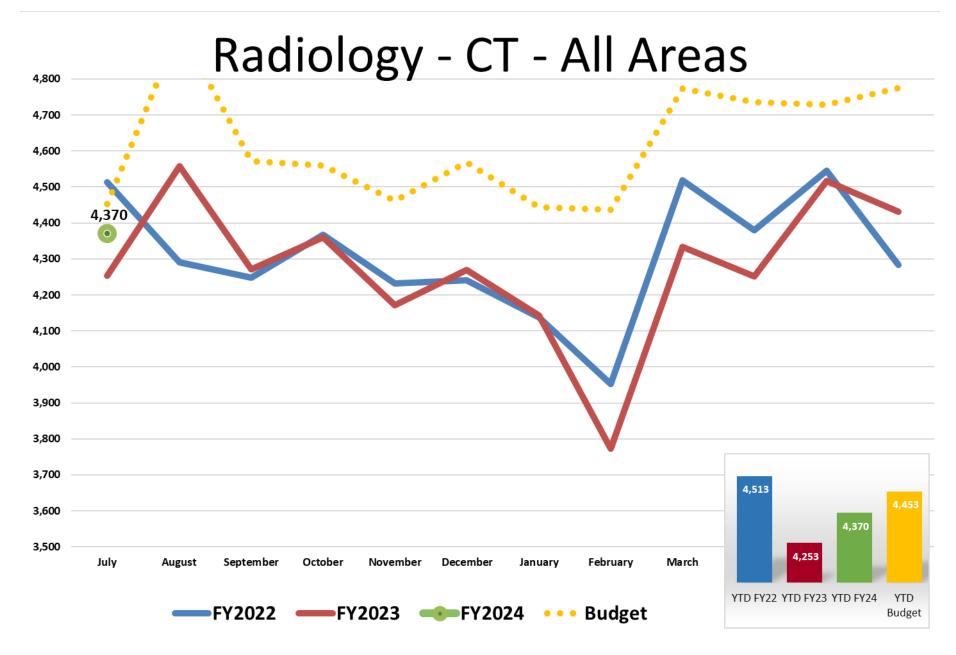
West Campus - Breast Center 2,200 2,000 1,800 1,672 1,600 1,400 1,672 1,200 1,565 July October December September November January February March August 1,556

•FY2023 ••• Budget

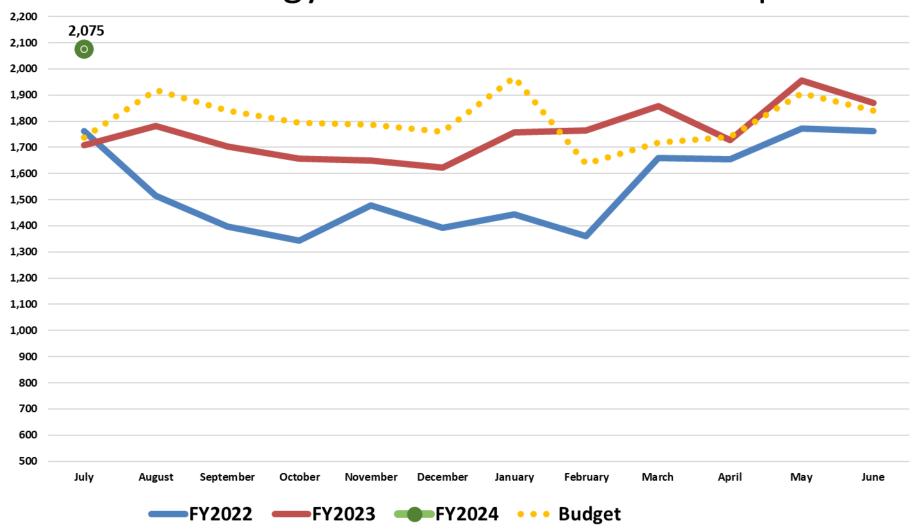
FY2022

YTD FY22 YTD FY23 YTD FY24

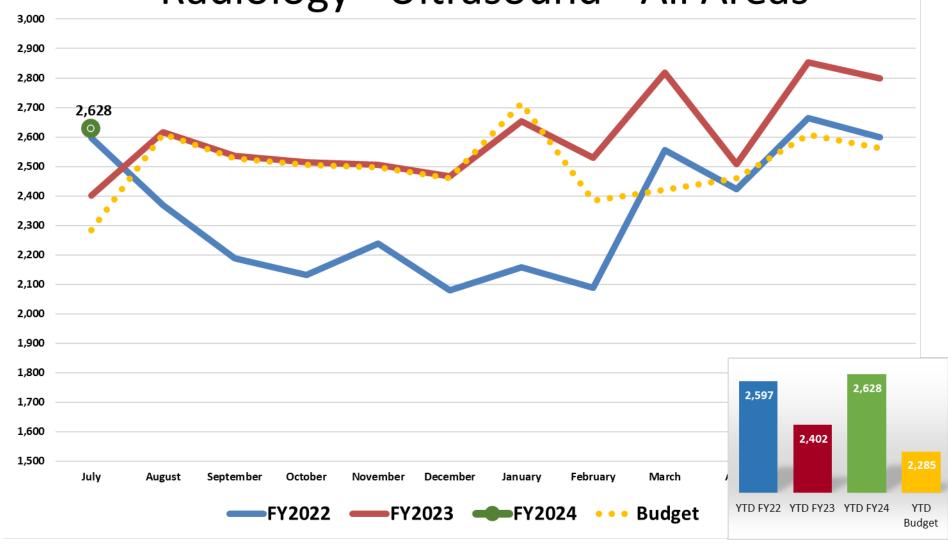
YTD Budget

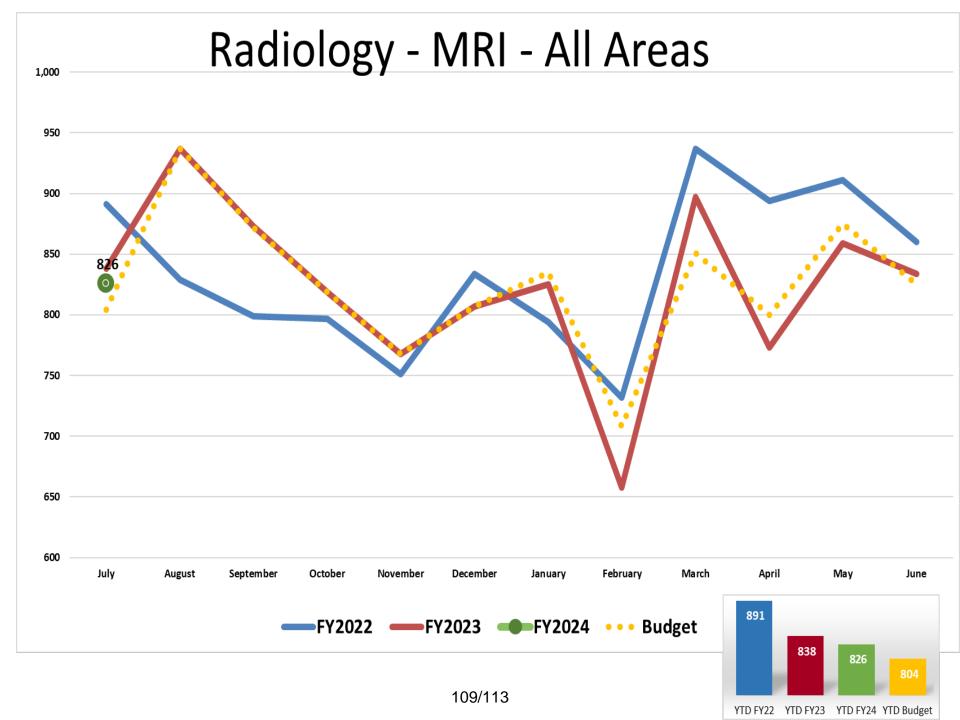


Radiology - Ultrasound - Main Campus

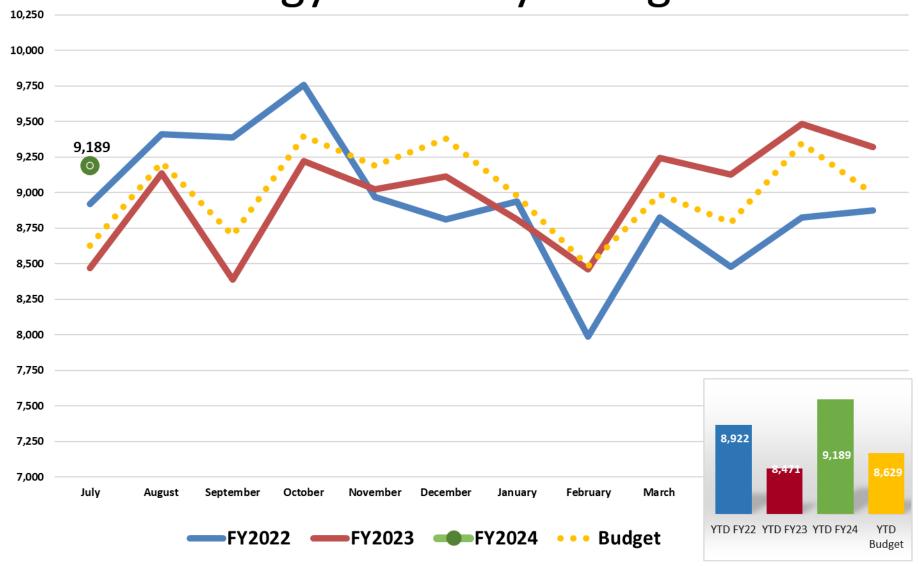


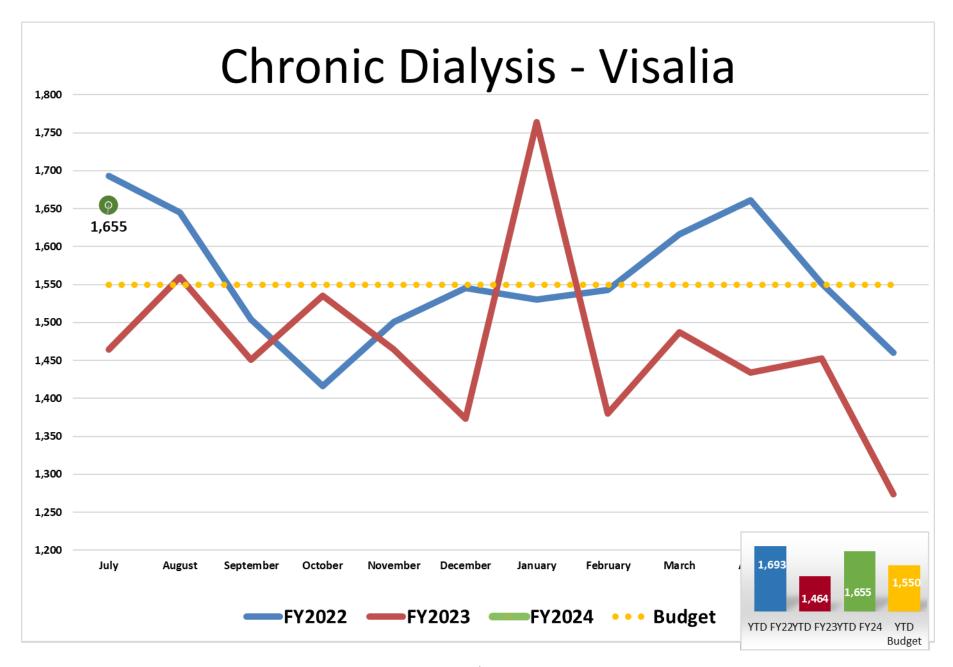
Radiology - Ultrasound - All Areas



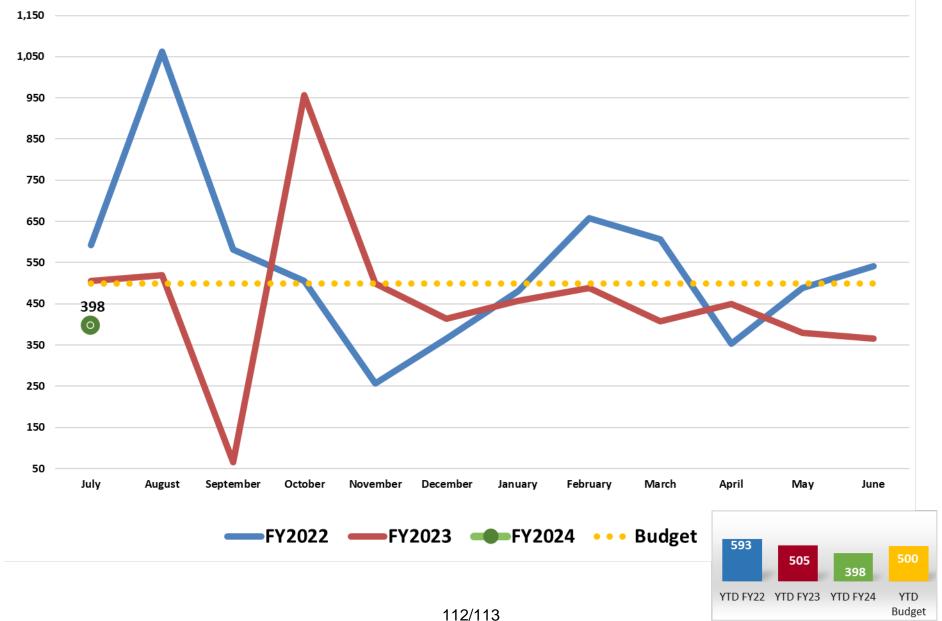


Radiology Modality - Diagnostic





CAPD/CCPD - Maintenance Sessions



All CAPD & CCPD

