



Work Session Minutes January 17, 2024

In Attendance:

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|--|--|--|
| <input type="checkbox"/> Hammad Qadir, MD | <input type="checkbox"/> Anushi Bulumulle, MD | <input checked="" type="checkbox"/> Wallace Webster, MD |
| <input checked="" type="checkbox"/> Paavani Atluri, MD | <input checked="" type="checkbox"/> Charles Toledo, MD | <input checked="" type="checkbox"/> Jeffrey Lang |
| <input checked="" type="checkbox"/> Mike Rowley | <input checked="" type="checkbox"/> Molly Johnson | <input checked="" type="checkbox"/> Gregory Brigham, PhD |
| <input checked="" type="checkbox"/> Brian Moore | <input checked="" type="checkbox"/> Linet Samson | <input checked="" type="checkbox"/> David Rupkalvis |
| <input checked="" type="checkbox"/> Jason Bell, MD | <input checked="" type="checkbox"/> Matt Vorderstrasse | |
| <input checked="" type="checkbox"/> Andrea Zamora | <input checked="" type="checkbox"/> Becky Armistead | |

Guest: Katie Gonzalez, (public guest)

Staff Attendees:

Ben Messner, CEO; Chris Hogan, CFO; Anna Warner, Executive Program Director; Samyukta Vendrathi, COO; Mike Hale, CCO; Ben Sachdeva, Senior Financial Analyst; Erica Tesdahl-Hubbard, CITO/IT; Wendy Haack, CMO; Evelyn Bryant, Executive Administrative Coordinator

Work Session called to order at 7:02 A.M. by Dr. Wallace Webster for the purpose of discussion, but no action upon the Committee updates, including discussion of confidential and proprietary information constituting trade secrets under ORS 192.345.

Quorum established 7:02 am.

Meeting Minutes:

Ben S. Senior Financial Analyst presents Advanced Health Financial Summary for November 2023 vs. November 2022:

Western Oregon Advanced Health, LLC.
STATEMENTS OF OPERATIONS
For the Months Ended November 30, 2023

	2023	2022	Variance	2023	Variance
	Actual	Actual	Actual	Budget	Budget
	November '23	November '22		November '23	
REVENUES:					
Medical	147,977,230	145,382,757	2,594,473	148,473,947	(496,717)
Dental Health	8,627,562	7,619,478	1,008,083	8,337,253	290,309
NEMT	4,473,266	4,245,661	227,605	4,405,969	67,297
Quality Withhold	-	-	-	-	-
Investment Income	(67,646)	355,247	(422,894)	174,167	(241,813)
Other	6,658,561	3,821,450	2,837,111	-	6,658,561
Total	167,668,972	161,424,593	6,244,379	161,391,335	6,277,637
COGS:					
Medical	144,506,467	142,155,786	2,350,682	145,196,973	(690,506)
Dental Health	8,433,498	7,448,856	984,642	8,152,041	281,456
NEMT	3,315,041	3,002,508	312,532	3,299,745	15,295
Quality Withhold	-	-	-	-	-
Health Related Spending	837,400	878,258	(40,858)	1,126,583	(289,183)
Other	5,394,787	3,820,697	1,574,090	-	5,394,787
Total	162,487,193	157,306,105	5,181,088	157,775,344	4,711,849
Total revenues	5,181,780	4,118,488	1,063,291	3,615,992	1,565,788
ADMINISTRATIVE EXPENSES:					
Salary and related expenses	1,638,224	1,404,681	233,543	1,692,361	54,137
Legal, accounting and professional	339,506	169,634	169,871	175,450	(164,056)
Employee benefits	292,599	222,652	69,947	327,584	34,986
Dues, membership, contributions	334,306	321,575	12,731	255,292	(79,014)
RFA	-	-	-	-	-
Office Supplies and Postage	165	1,763	(1,599)	917	752
Meals, travel and seminars	56,719	27,979	28,741	59,583	2,864
Other expenses	32,811	193,714	(160,903)	942	(31,870)
Total administrative expenses	2,694,329	2,341,998	352,332	2,512,128	(182,201)
Net Expenses	\$ 2,487,451	\$ 1,776,491	\$ 710,960	\$ 1,103,864	\$ 1,383,587
Summary					
Revenue	\$ 167,668,972	\$ 161,424,593	\$ 161,391,335	\$ 6,244,379	\$ 6,277,637
COGS	\$ 162,487,193	\$ 157,306,105	\$ 157,775,344	\$ 5,181,088	\$ 4,711,849
Admin Expenses	\$ 2,694,329	\$ 2,341,998	\$ 2,512,128	\$ 352,332	\$ 182,201
Income Tax & Investment Expense	\$ (11,487)	\$ (12,569)	\$ (20,000)	\$ 1,083	\$ 8,513
Net Income	\$ 2,475,964	\$ 1,763,921	\$ 1,083,864	\$ 712,042	\$ 1,392,100

Public Meeting:


Western Oregon Advanced Health, LLC.
November 30, 2023 and November 30, 2022

	November '23	November '22
ASSETS		
Cash and cash equivalents	\$ 4,826,144	\$ 3,810,047
Restricted Reserve	7,425,398	7,749,261
Cash Suspense	70,933	(66,686)
Investments	3,756,988	3,983,214
Physical Health Receivable	1,635,627	2,472,918
Quality Pool Receivable	6,794,450	-
Accrued Interest Receivable	92,121	34,500
Accounts Receivable, net (Related party)	4,623	248,300
Other assets	91,398	51,839
Total Assets	\$ 24,697,683	\$ 18,283,394
LIABILITIES AND EQUITY		
Liabilities		
Accounts Payable	251,383	178,645
DOCS Management Admin Payable	6,416	-
Dental Health Payable	6,833	1,198
HRA Payable	-	(29)
MCO Payable	799,971	803,750
Mental Health Payable	7,366	-
Other Accrued Expenses	1,574,433	2,260,089
Payroll and Related Liabilities	\$ 174,411	\$ 167,179
Physical Health Payable	251,578	244,711
QDP Payable	1,635	1,677,285
Quality Pool	7,167,153	205,801
Capital Share Obligation	587,000	650,000
VBP Payable	258,723	228,590
Dividends Payable	-	-
Total Liabilities	11,086,902	6,417,220
Equity		
Southwest Oregon IPA	6,422,940	5,902,285
North Bend Medical Center	1,070,490	983,714
Coos County	1,070,490	983,714
Advantage Dental	642,294	590,228
Bay Area Hospital	535,245	491,857
Coquille Valley Hospital	428,196	393,486
Bay Clinic	214,098	196,743
ADAPT	160,573	147,557
South Coast Orthopedic Associates	160,573	147,557
Dividends Declared	-	-
Prior Period Adjustment	-	-
Retained earnings	2,476,373	1,969,243
Capital Gain (loss)	429,508	59,790
Total stockholders' equity	13,610,781	11,866,174
TOTAL LIABILITIES AND EQUITY	\$ 24,697,683	\$ 18,283,394

- ❖ **MOTION:** Motion made by Dr. Charles Toledo to approve November 2023 Financials and seconded by Molly Johnson.
- ❖ **VOTE:** Unanimous approval. (End 7:11 A.M.)



Public Comment:

- Ben M. transitions by giving Katie Gonzalez the floor to make a public comment.
 - **Public Comment:** Katie Gonzalez thanks the Board for the opportunity to speak. She begins by stating she wanted to touch on Care Coordination. They talked about it in the CAC meeting and she knows that it is changing and it's not going away anytime soon. The Care Coordination team seems to be at capacity, as she was able to get the services only because she got OHA involved. OHA stated there is a waitlist with an unknown time for the intensive care coordination which she understands, but with this budget, new project, changes of Care Coordination- Oregon administrative rules, she really wants to advocate that the Board of Directors increase the budget for Care Coordination. This will in turn actually meet member's needs, because in her opinion it saves CCO money as members will most likely attend appointments, more likely to get the services that they need, address social determinants health concern, and it's good for the providers because there is somebody that is advocating for these members to meet these needs and communicating with other entities, like DD services, or their mental health therapist that their primary care doesn't have the time or bandwidth to do. So, something that she highly encourages is to increase the staffing for this to be able to appropriately meet the needs. Right now, it's just traditional health worker and nurses, so she encourages adding more diversity to that by adding some social workers or other clinical staff to meet that need. She closes by thanking everyone for their time and what they do for their members.
 - Ben M. thanks Katie and to adequately address Katie's comments they were slated in the next meeting to give those requirements with their plan to meet those requirements. If alright, he wants to bring back up her thoughts as they bring up the plan to meet those requirements in the following meeting. He notes that, that the unmet need is there so to give adequate response to Katie's comment they plan on addressing that concern and bringing back up that topic that she brought up.
 - Katie thanks Ben and the entire staff for what they're doing.
 - **Ben transitions for the Approval of the 2024 Annual Budget:**
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Advanced Health Budget

CY2024

Financial Statements in U.S. Dollars

Revenue

Premiums: Net of Pass-Throughs and Tax

\$ 169,062,683

Expenses

Health-Related Services, SDOH, SUD Project

\$ 1,691,000

Payments to Privileged Providers

Bay Cities (NEMT)

\$ 3,276,568

Dental Services

\$ 7,816,400

SWOIPA (Physical, Behavioral Services)

\$ 146,673,255

Total Payments to Privileged Providers

\$ 157,766,223

DOCS Admin

\$ 5,071,880

CCO Admin

Payroll

\$ 2,189,145

Dues and Subscriptions

\$ 337,675

Consultants and Outside Svcs

\$ 176,040

Professional Fees

\$ 150,000

CAC/Health Equity Admin

\$ 70,000

Insurance Expenses

\$ 50,000

Training and Education

\$ 22,206

Travel Expenses

\$ 32,285

Meals and Entertainment

\$ 3,279

Office Supplies

\$ 2,200

Business License, Permits, and Fees

\$ 750

Total CCO Admin

\$ 3,033,580

Total Expenses

\$ 167,562,683

Net Income (Loss)

\$ 1,500,000

- ❖ **MOTION:** Motion made by Dr. Wallace Webster to accept the 2024 Annual Budget and seconded by Matt Vorderstrasse.
- ❖ **VOTE:** Unanimous approval. (End 8:05 A.M.)

The work session was adjourned by common consensus at 8:07 A.M with no further business to be discussed.

Respectfully submitted by,

Jason Bell MD
Secretary/Treasurer

JB/eb 01172024