



Tony Petelos, County Manager

Walter F. Jackson, Chief Deputy County Manager

Commissioner George F. Bowman, Chairman, Health & General Services

Roger McCullough, Department Head

# FY16 OPERATING AND CAPITAL BUDGET



DIVISION OF HUMAN AND COMMUNITY SERVICES

Cooper Green *Mercy* Health Services

2015 – 2016 Budget Presentation

Roger McCullough, Interim Director

Walter F. Jackson, Chief Deputy County Manager  
Reporting Authority

Tony Petelos County Manager

George Bowman, Chairman  
Health and General Services Committee

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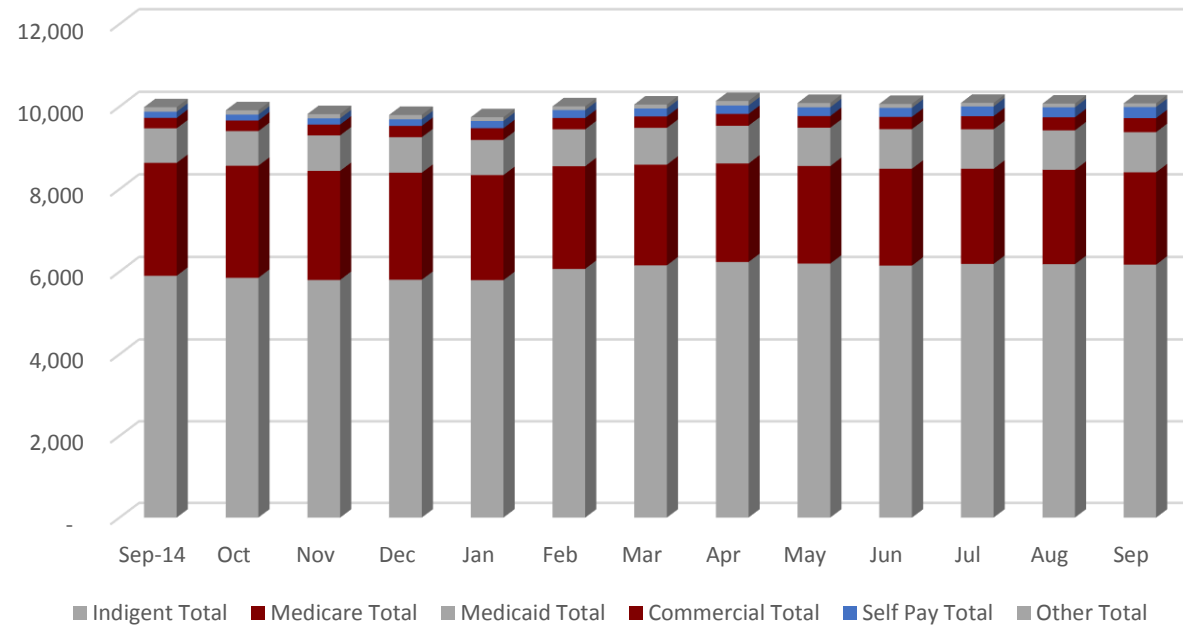
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# COOPER GREEN *MERCY* HEALTH SERVICES

## MISSION STATEMENT

Cooper Green *Mercy* Health Services is dedicated to serving Jefferson County residents with quality healthcare regardless of ability to pay.

TOTAL ENROLLED PATIENTS  
FY 2015  
(WITH SEPT 2014 BASELINE)



# COOPER GREEN *MERCY* HEALTH SERVICES

## MISSION STATEMENT

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We are committed to the advancement of healthcare through education of our patients and their families, our staff, and the community we serve and to the pursuit of knowledge through educational and research activities that advance the field of medicine.

Diabetes Education  
Nutrition Education  
Community Health Screenings  
Grand Rounds  
UAB Research Projects  
BLS/ACLS  
CPR  
Lifting and Back Safety

Pain Management  
Organ Procurement  
Abuse and Neglect  
Team Building  
Diversity  
Customer Service  
Learning Management LMS  
Corporate Compliance and Environmental Safety

# COOPER GREEN *MERCY* HEALTH SERVICES MISSION STATEMENT

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We continuously seek to improve our services and to adapt to meet the changing health needs of the people we serve.

## New Service Lines

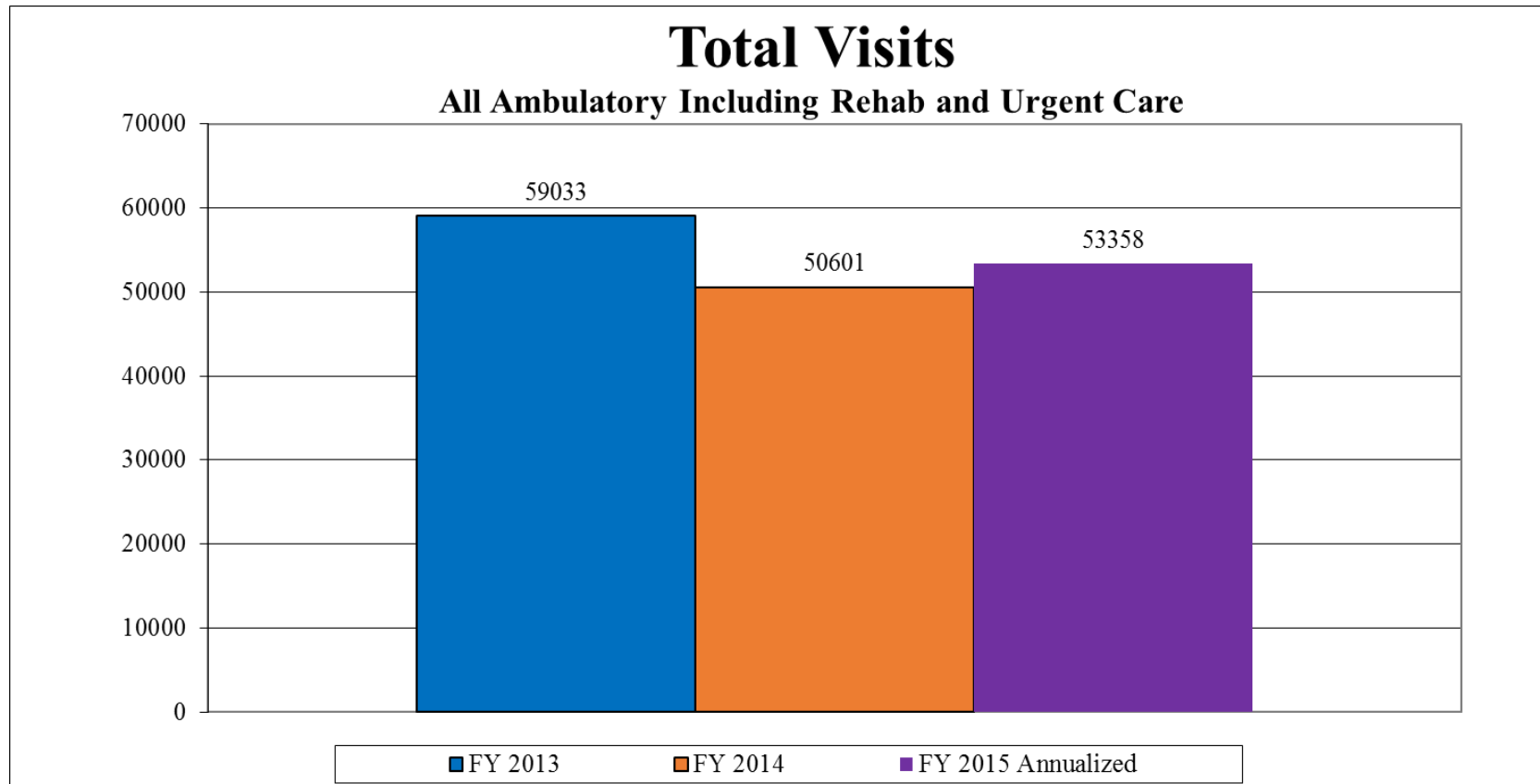
Women's Health and Wellness  
Behavioral Health  
Pharmacy Clinic  
Weight Management  
Pain Management (Proposed)  
Substance Abuse (Proposed)

## Top Chronic Diseases

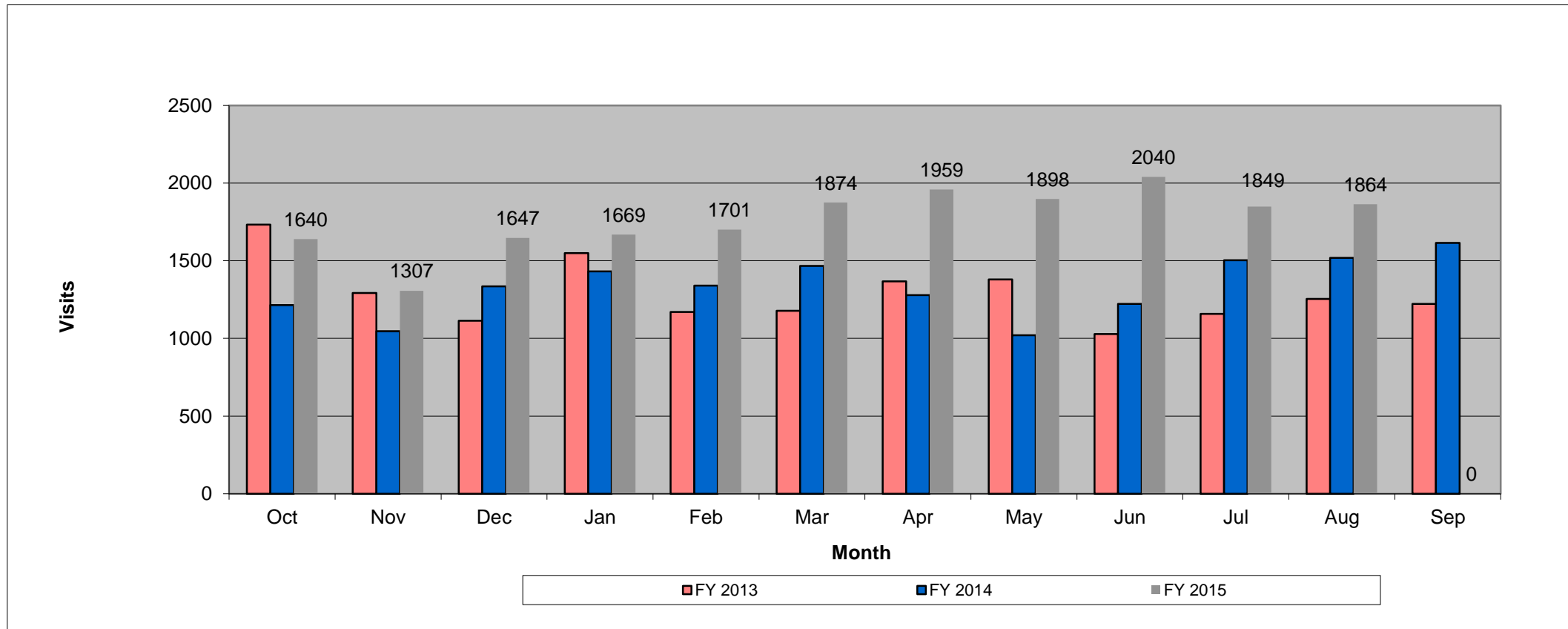
Diabetes  
Hypertension  
Pain  
Kidney Disease  
Depressive Disorder/Anxiety  
Asthma  
Congestive Heart Failure



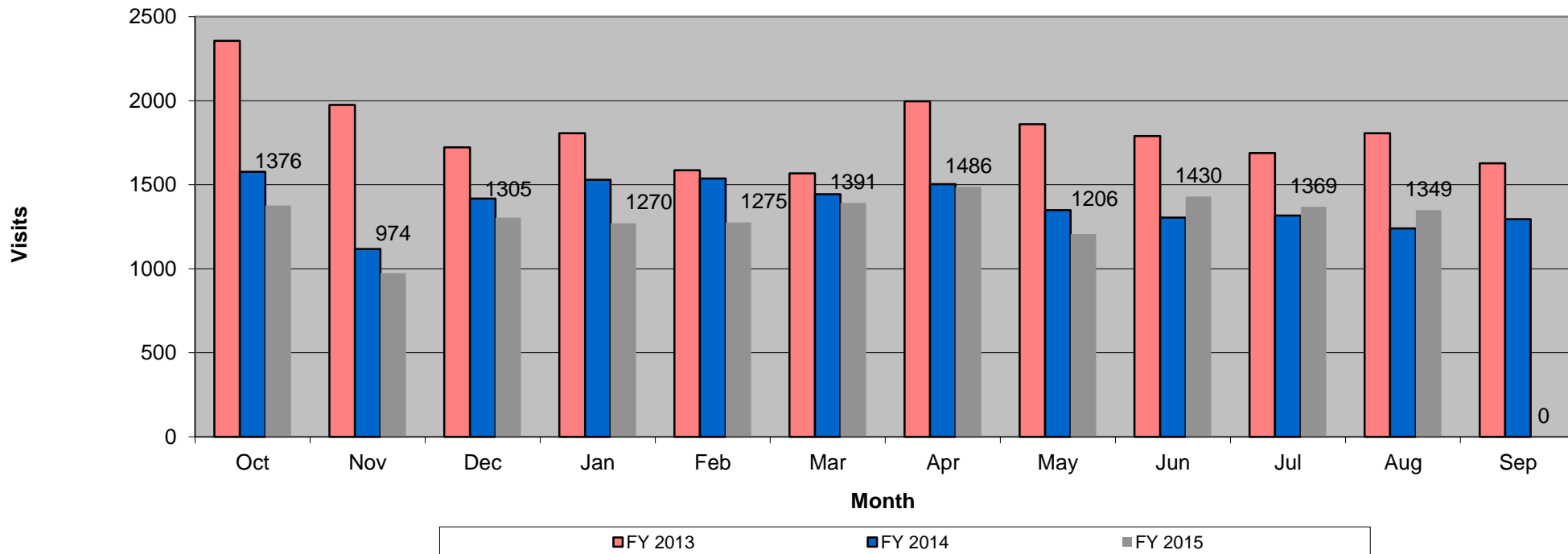
# Total Patient Visits - All Clinics



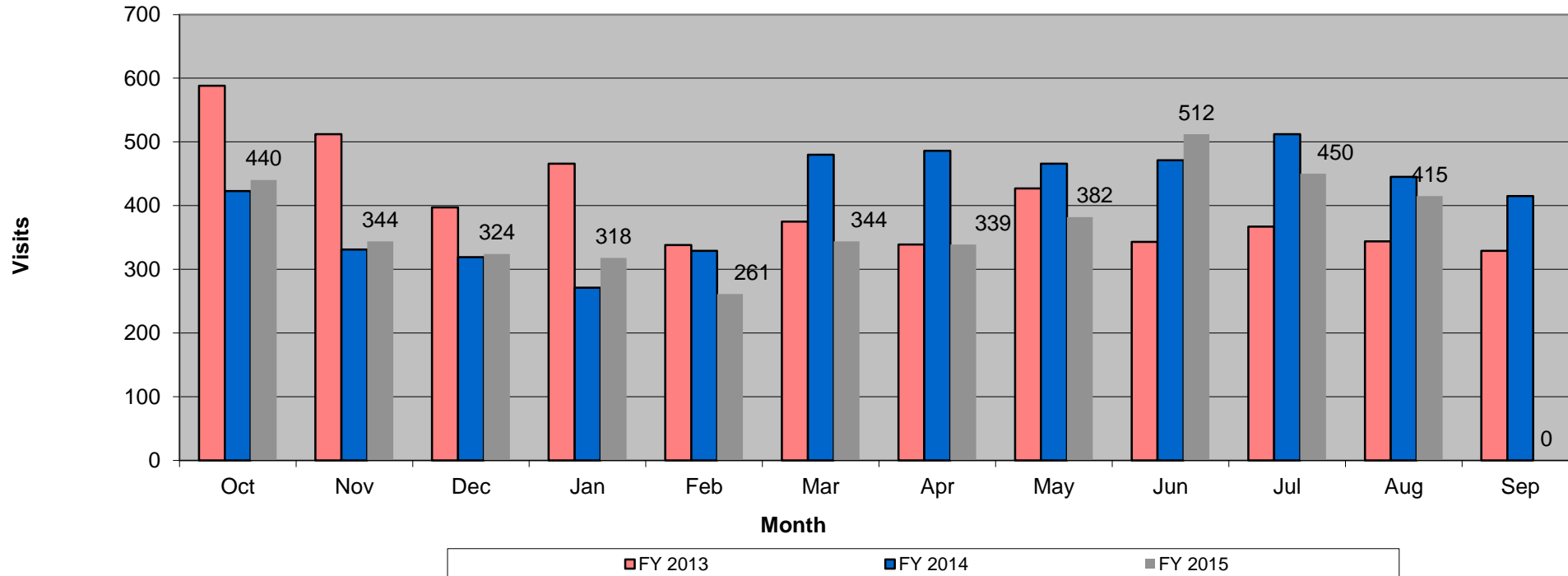
# Primary Care Visits by Month



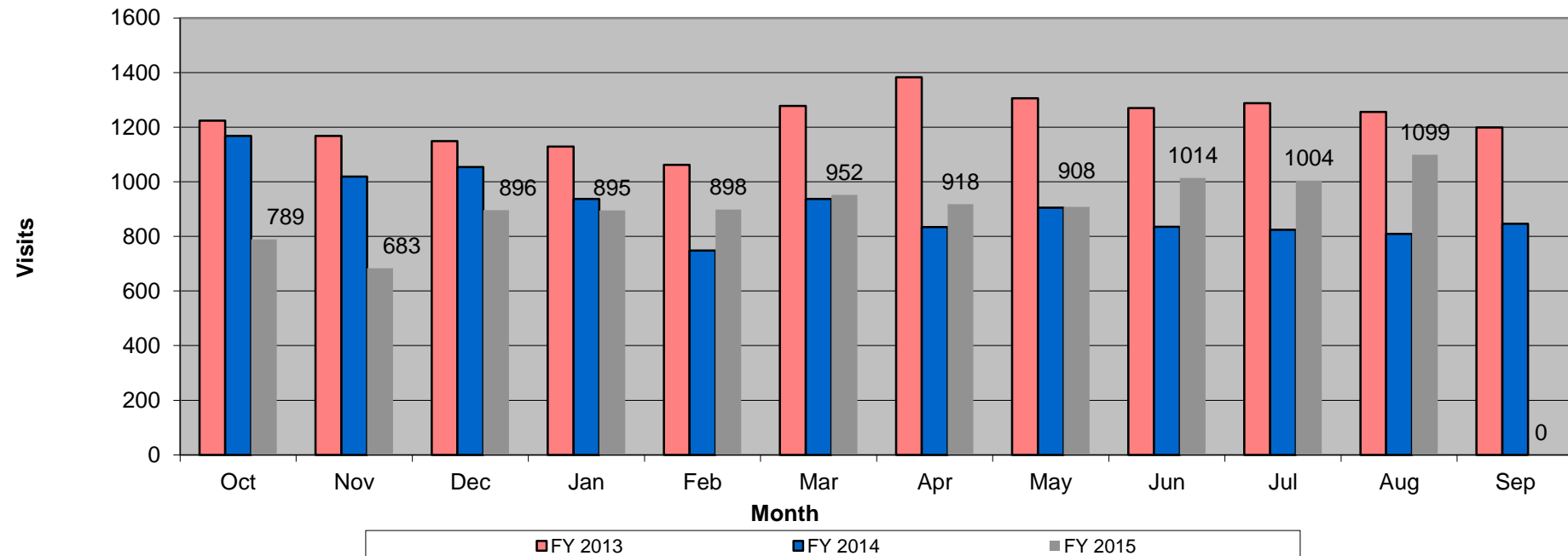
# Specialty Care Visits by Month



# Rehabilitation Services Visits by Month

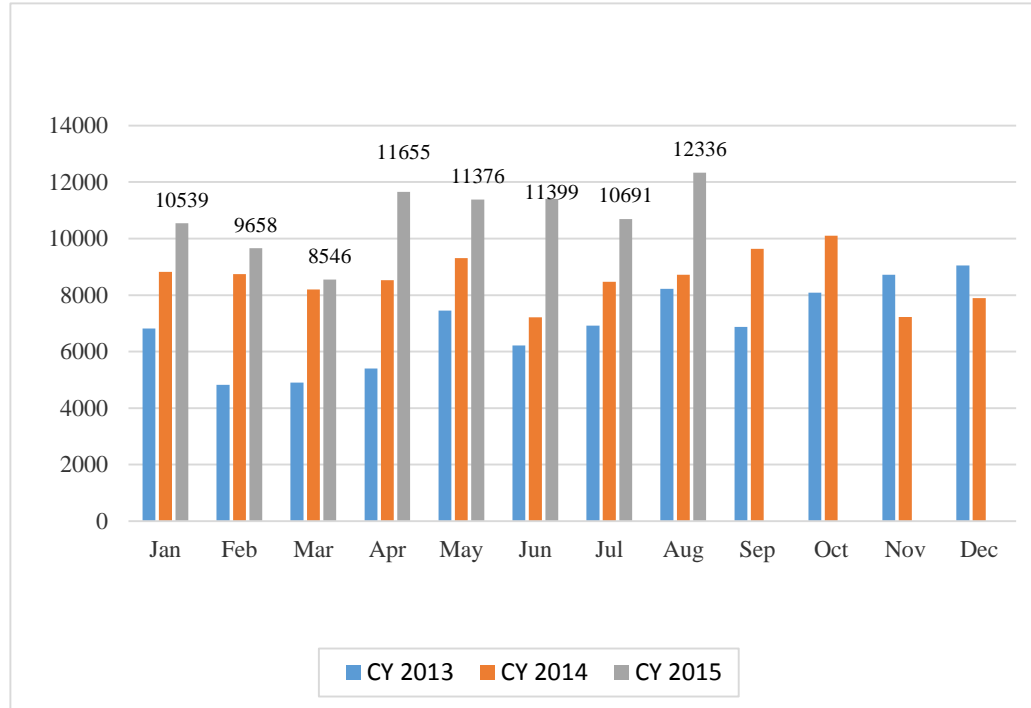


# Emergent/Urgent Care Visits by Month

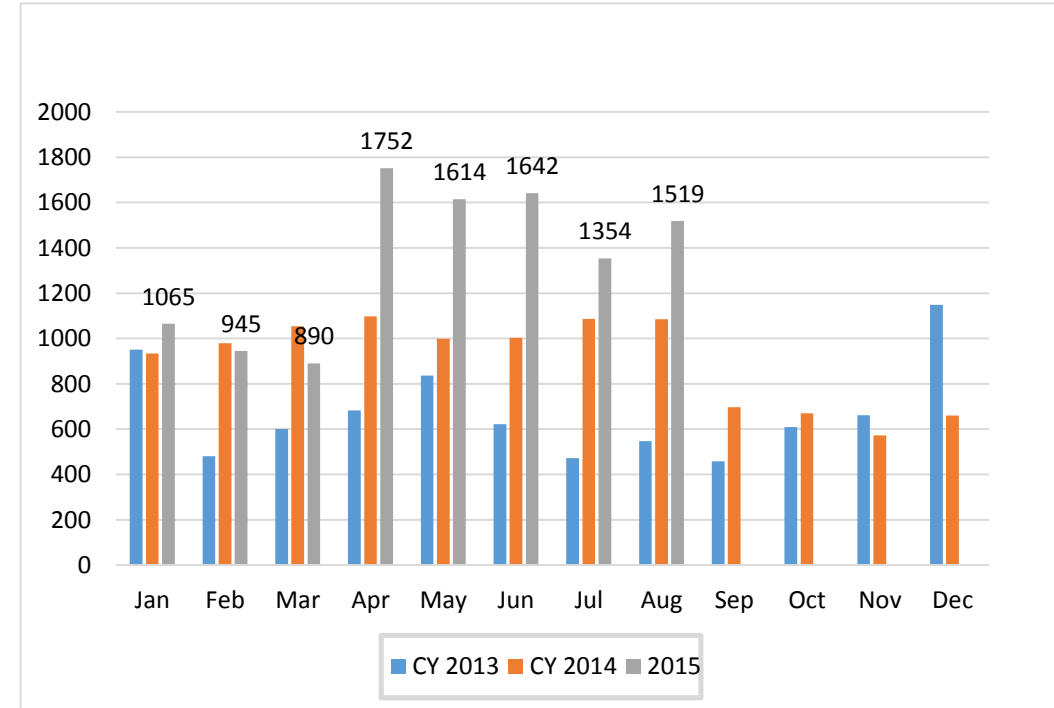


# Lab Tests Performed

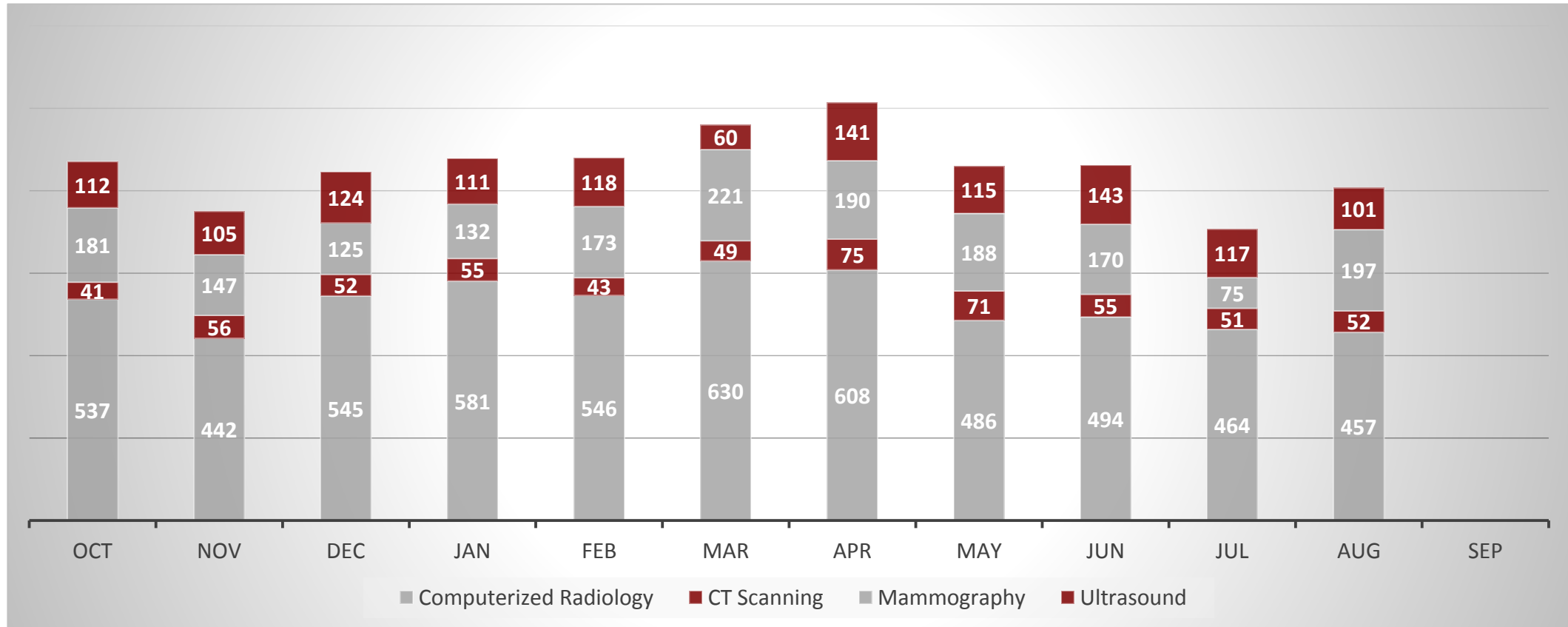
## TESTS PERFORMED IN HOUSE



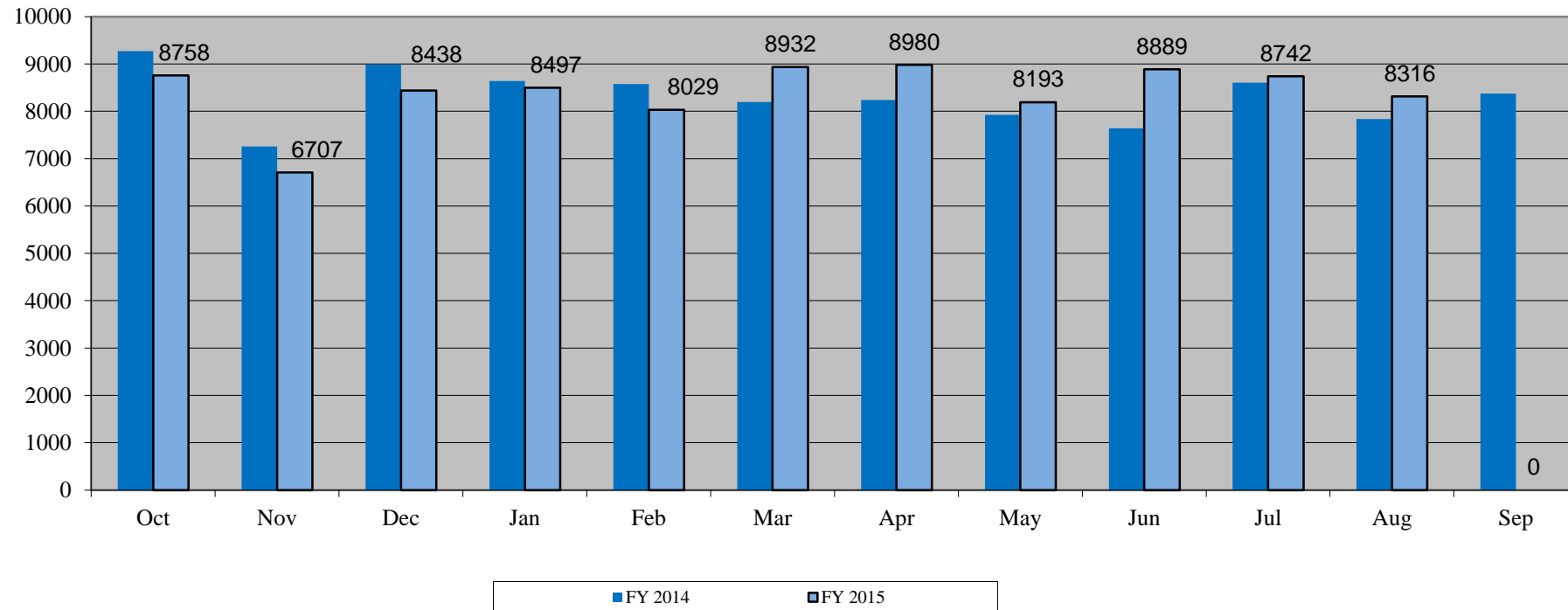
## TESTS SENT TO REFERENCE LABS



# Total Imaging Volume



# Pharmacy Volumes

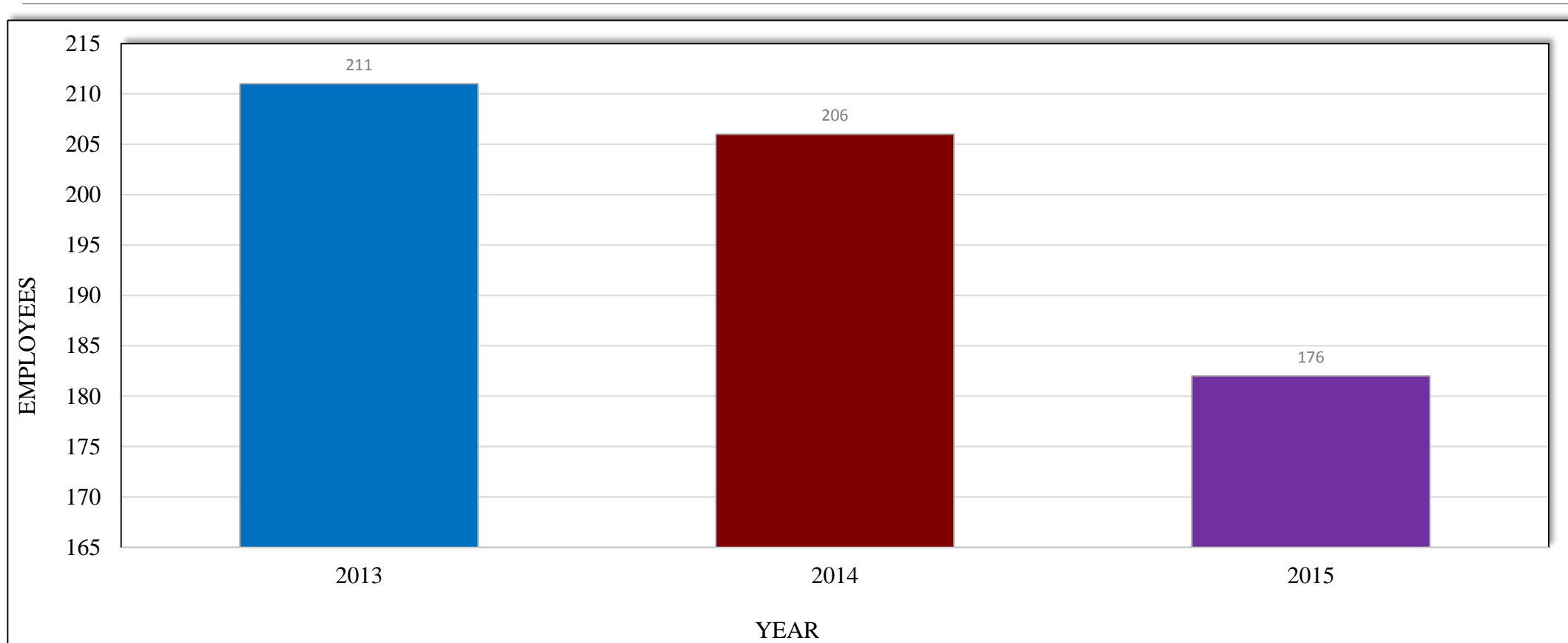




# Pharmacy Core Measures FY15

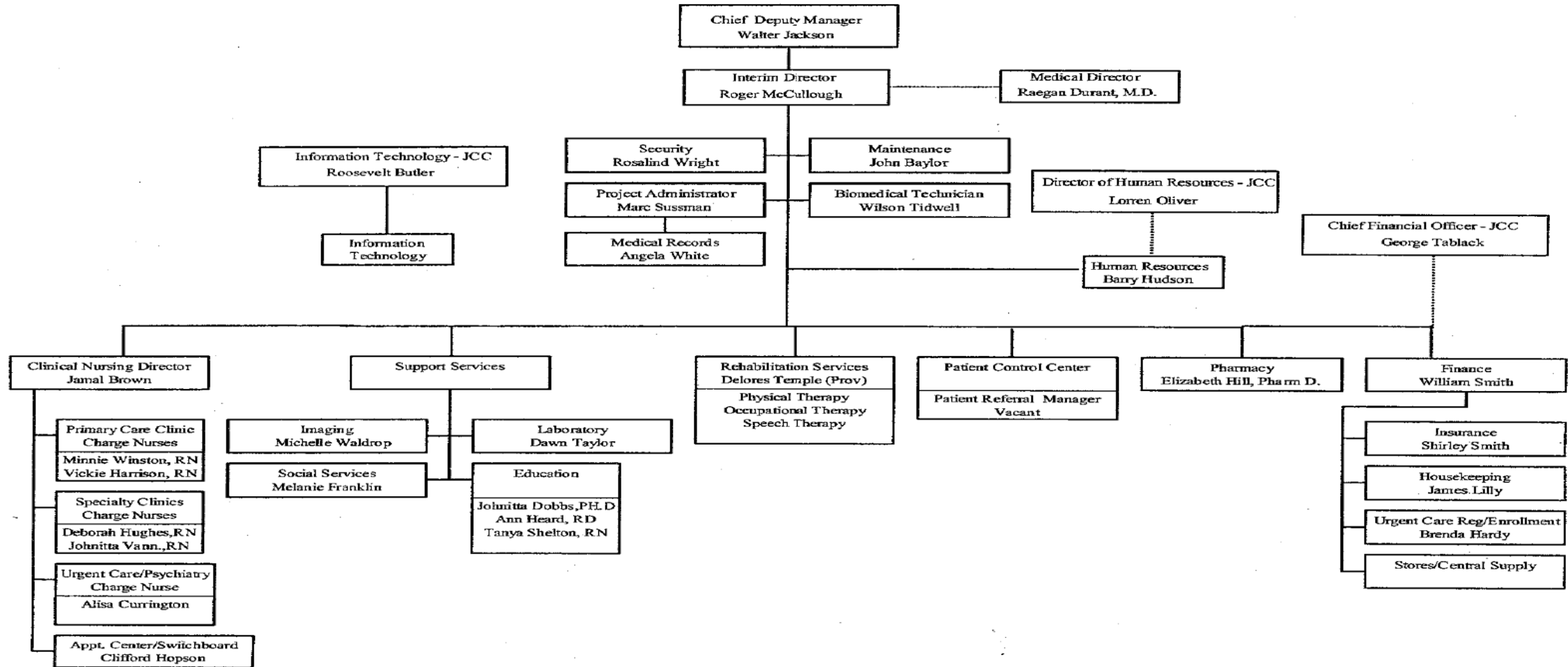
Month	Prescriptions Filled	Cash Deposited	Third Party Revenue	Patient Assistance*	Drugs Purchased
October	8768	\$63,628.47	\$136,517.50	DNA	\$353,344.60
November	6707	\$47,180.04	\$85,726.62	DNA	\$322,728.25
December	8438	\$57,919.29	\$68,296.02	DNA	\$272,714.07
January	8497	\$53,034.26	\$64,228.23	\$62,695.26	\$272,776.05
February	8029	\$56,633.86	\$90,420.14	\$52,186.88	\$361,170.01
March	8932	\$57,992.41	\$89,668.04	\$63,372.32	\$319,789.75
April	8980	\$54,092.25	\$180,889.20	\$89,962.25	\$456,173.62
May	8193	\$52,330.73	\$241,430.95	\$66,438.71	\$451,577.55
June	8889	\$56,422.67	\$242,111.33	\$117,323.87	\$370,259.85
July	8742	\$57,612.63	\$275,851.82	\$172,877.23	\$290,385.96
August	8316	\$55,205.47	\$146,042.85	\$175,418.98	\$303,768.50

# Human Resources - Personnel



# COOPER GREEN MERCY HEALTH SERVICES

07/31/15



# Immediate Staffing Needs

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Clinical Nursing Director

Pharmacy Manager

Clinical Pharmacist

Pharmacy Technician

Medical Laboratory Technician

Health Information Service Technician

Physical Therapy Manager

Patient Referral Manager

Licensed Practical Nurse

Medical Clerk

Security Officer (3)

Maintenance Repair Worker

Respiratory Therapist

# CGMHS Income Statement (Operating)

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Total CGMHS Total Revenue	\$ 54,508,927.00
Less: CGMHS Operating Expense	<u>53,939,060.24</u>
CGMHS Revenue Over(under) Budget	569,866.76

# CGMHS Income Statement (Operating & Non-Operating Expense)

---

Total CGMHS Total Revenue	\$ 54,508,927.00
Less: CGMHS Operating Expense	<u>53,939,060.24</u>
CGMHS Revenue Over(Under) Operating Expense	569,866.76
Less: Non-Operating Expenses	<u>4,821,000.00<sup>1</sup></u>
Total CGMHS Revenue Over(under)	
Operating & Non-Operating Expenses	(4,251,133.24)

# CGMHS Total Revenue

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<b>Patient</b>	\$ 750,000.00
<b>Pharmacy</b>	3,273,287.00 <sup>1</sup>
<b>Parking</b>	245,500.00
<b>Vending</b>	9,000.00
<b>Rent</b>	42,960.00
<b>Other Revenue</b>	<u>25,000.00</u>
	4,345,747.00
<b>Indigent Care Fund</b>	<u>50,163,180.00</u>
<b>Total CGMHS Revenue</b>	54,508,927.00

# CGMHS Total Budget

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	FY15 Budget	FY16 Budget	% Variance
Salaries & Benefits	\$ 15,458,174.00	\$ 14,037,750.00	(9.2)
Utilities	2,044,000.00	2,144,000.00	5.0
Facility & Equip Maintenance	428,210.00	715,154.00	67.0 <sup>1</sup>
Drugs & Medicines	3,750,000.00	5,265,000.00	40.0 <sup>2</sup>
Professional Services	711,313.00	3,218,858.00	353.0 <sup>3</sup>
IP Hospital Contracts	16,000,000.00	16,000,000.00	0
UAB O/P Clinics	1,000,000.00	1,000,000.00	0
Clinic Physicians	3,000,000.00	3,500,000.00	16.7 <sup>4</sup>
Medical, Lab, & Radiology Supplies	665,000.00	637,979.00	(4.0)
TASC Program	400,000.00	1,321,000.00	230.0 <sup>5</sup>
Inmate Medical Care	3,500,000.00	3,500,000.00	0



# CGMHS Total Budget (Continued)

	FY15 Budget	FY16 Budget	% Variance
UAB I&R	300,000.00	300,000.00	0
Software Maintenance	436,858.00	758,751.00	74.0 <sup>6</sup>
Office Expense	69,550.00	51,684.00	(26.0)
Legal Fees	45,000.00	30,000.00	(33.3)
Staff Development	750.00	12,580.00	1,577.0 <sup>7</sup>
Other Operating Expense	382,775.00	386,775.00	(1.0)
Equipment Lease & Rental	309,145.00	308,159.00	0
Office & Facility Supplies	175,950.00	337,370.24	92.4 <sup>8</sup>
Capital Equipment	1,343,670.00	2,720,000.00	102.3 <sup>9</sup>
Building Service Charge	15,000.00	15,000.00	0
Indirect Cost Charge	<u>2,500,000.00</u>	<u>2,500,000.00</u>	<u>0</u>
Total Budget	<b>52,535,395.00</b>	<b>58,760,060.24</b>	<b>12.3</b>

# CGMHS Clinical Services Budget

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Salaries & Benefits	\$ 4,981,449.00
Facility & Equipment Maintenance	12,000.00
Professional Services	20,000.00
Clinic Physicians	3,500,000.00
Medical, Lab, & Radiology Supplies	32,087.90
UAB I&R	300,000.00
Office Supplies	5,000.00
Equipment Lease & Rental	3,819.00
Office & Facility Supplies	61,359.24
Capital-Equipment	<u>695,000.00</u>
Total Clinical Service Budget	9,610,715.14

# CGMHS Ancillary Service Budget (Radiology)

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Salaries & Benefits	\$ 1,000,042.00
Facility & Equipment Maintenance	283,903.00
Professional Services	64,000.00
Medical, Lab, & Radiology Supplies	47,000.00
Other Operating Expense	4,300.00
Equipment Lease & Rental	30,000.00
Capital Equipment	<u>2,025,000.00</u>
Total Ancillary Services Budget-Radiology	3,454,245.00

# CGMHS Ancillary Services Budget (Lab)

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<b>Salaries &amp; Benefits</b>	\$ 902,457.00
<b>Facility &amp; Equipment Maintenance</b>	17,137.00
<b>Professional Services</b>	400,000.00
<b>Medical, Lab, &amp; Radiology Supplies</b>	383,391.10
<b>Other Operating Expense</b>	21,000.00
<b>Software Maintenance</b>	25,000.00
<b>Equipment Lease &amp; Rental</b>	<u>234,653.00</u>
<b>Total Ancillary Services-Lab Budget</b>	1,983,638.10

# CGMHS Ancillary Services Budget (Rehabilitation Services)

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<b>Salaries &amp; Benefits</b>	\$ 705,329.00
<b>Facility &amp; Equipment Maintenance</b>	300.00
<b>Professional Services</b>	152,000.00
<b>Medical, Lab, &amp; Radiology Supplies</b>	15,000.00
<b>Equipment Lease &amp; Rental</b>	7,000.00
<b>Office &amp; Facility Supplies</b>	<u>12,625.00</u>
<b>Total Ancillary Services Budget-Rehab</b>	892,254.00

# CGMHS Pharmacy Budget

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<b>Salaries &amp; Benefits</b>	\$ 1,365,400.00
<b>Facility &amp; Equipment Maintenance</b>	25,000.00
<b>Professional Services</b>	17,500.00
<b>Drugs &amp; Medicines</b>	5,265,000.00
<b>Software Maintenance</b>	40,000.00
<b>Office Expense</b>	3,000.00
<b>Other Operating Expense</b>	1,000.00
<b>Office &amp; Facility Supplies</b>	<u>15,000.00</u>
<b>Total Pharmacy Budget</b>	6,731,900.00

# CGMHS Clinical Support Services (PCC, Education, Social Services , Dietary, Communications, Central Supply & Medical Records)

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<b>Salaries &amp; Benefits</b>	\$ 1,384,357.00
<b>Professional Services</b>	620,000.00
<b>Medical, Lab, &amp; Radiology Supplies</b>	105,500.00
<b>Office Expense</b>	10,034.00
<b>Staff Development</b>	2,580.00
<b>Equipment Lease &amp; Rental</b>	639.00
<b>Office &amp; Facility Supplies</b>	<u>51,105.00</u>
<b>Total Clinical Support Services</b>	2,174,215.00

# CGMHS Administration Budget

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Salaries & Benefits	\$ 2,974,980.00
Professional Services	398,820.00
Medical, Lab, & Radiology Supplies	55,000.00
Software Maintenance	48,720.00
Office Expense	27,950.00
Legal Fees	30,000.00
Staff Development	10,000.00
Other Operating Expense	357,975.00
Equipment Lease & Rental	22,048.00
Office & Facility Supplies	60,000.00
JCC Indirect Cost	<u>2,500,000.00</u>
Total Administration Budget	6,485,493.00



# CGMHS General Services Budget

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<b>Salaries &amp; Benefits</b>	\$ 535,772.00
<b>Equipment &amp; Facility Maintenance</b>	258,650.00
<b>Utilities</b>	2,144,000.00*
<b>Professional Services</b>	134,093.00
<b>Equipment Lease &amp; Rental</b>	10,000.00
<b>Building Service Charges</b>	15,000.00
<b>Office &amp; Facility Supplies</b>	<u>21,250.00</u>
<b>Total General Services Budget</b>	3,118,765.00

# CGMHS IT Budget

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Salaries & Benefits	\$ 187,964.00
Facility & Equipment Maintenance	118,164.00
Professional Services	1,037,945.00
Software Maintenance	645,031.00
Office Expense	3,200.00
Other Operating Expense	1,000.00
Office & Facility Supplies	<u>11,031.00</u>
Total IT Budget	2,004,335.00

# CGMHS Patient Services Contract Budget

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<b>Hospital Contracts (IP)</b>	\$ 16,000,000.00*
<b>Hospital Contracts (OP)</b>	1,000,000.00
<b>Outpatient Surgery</b>	371,000.00
<b>Ambulance Service</b>	<u>12,500.00</u>
<b>Total Patient Services Contract Budget</b>	17,383,500.00

# CGMHS Inpatient Hospital Contracts

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<b>UAB Health System</b>	\$ 10,500,000.00
<b>UAB Medical West</b>	1,500,000.00
<b>St. Vincent's Health System</b>	2,000,000.00
<b>Baptist Health System</b>	<u>2,000,000.00</u>
	16,000,000.00

# CGMHS Non-Operating Budget

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<b>TASC Program</b>	1,321,000.00 <sup>1</sup>
<b>Inmate Medical Care</b>	<u>3,500,000.00</u>
<b>Total Non-Operating Budget</b>	4,821,000.00

# CGMHS Capital Equipment Budget

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CT Scanner	\$ 1,200,000.00
Fluoroscopy	250,000.00
Ultrasound	200,000.00
PASCA Laser	85,000.00 <sup>1</sup>
Lenstar Laser	50,000.00 <sup>1</sup>
Ultra Q-R Micro Laser	50,000.00 <sup>1</sup>
Spectralis OCT	175,000.00 <sup>1</sup>
Exam Power Tables	250,000.00 <sup>1</sup>
Procedure Power Tables	85,000.00 <sup>1</sup>
Mammography	<u>375,000.00</u>
Total Capital Budget	2,720,000.00

# CGMHS Capital Budget Justification

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## CT

Our current 2nd generation CT Scanner is obsolete.

We have a 4-slice scanner; 16-slice scanners are considered "minimal requirements" for many high resolution studies.

Scanners in our market range from 16-slice to 256-slice, with 64-slice considered market standard.

"Slice" refers to the amount of diagnostic information the scanner is able to collect with one rotation of the machine; the higher the slice, the more diagnostic information gathered at one time with better resolution (similar to the # of pixels in a digital camera)

Specialty clinics (urology, oncology, surgery) rely heavily on high resolution CT scans in treatment planning.

## Mammography

Less than ten facilities in Alabama still perform analog film-screen mammography.

Digital mammography allows for higher throughput, reduced supply cost, digital storage and interpretation, and improved quality in imaging of dense breast tissue.

# CGMHS Capital Budget Justification

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## **Fluoroscopy X-Ray Unit**

Fluoroscopy is an imaging technique that uses x-rays to obtain real-time moving images. The current fluoroscopy x-ray unit was purchased in 1989 and is beginning to have service issues. New fluoroscopy equipment on the market today delivers measurably less radiation to patients than does older model equipment.

## **UltraSound Unit**

Current UltraSound Unit went out in early September. Due to the age of the equipment and cost of repair the prudent financial decision is to purchase a new machine.