

TW1

Focus Points: Tools for Financial Analysis



FOM-IT Conference



Joel Hughes

After three years in public accounting Joel entered the CHC world in 1993. Since that time his career has been dedicated to the community health center industry. He has worked as a CFO for eight years, 4 in a rural CHC/MHC and 4 in a HCH/CHC. Also, for 1 1/2 years he was the CEO at a new start CHC. In 1999 he opened his consulting business, Community Link Consulting (CLC) with a vision for supporting all things admin in CHCs. Through Joel's grant writing, compliance, revenue cycle and financial expertise clients have supplemented their leadership and technical gaps, improved their financial health, and grown access to care for their target populations. CLC currently employs 43 consulting and billing experts and annually serves approximately 100-120 CHC clients annually across the country.

Joel received his Bachelors of Science from Washington State University in Business Administration with an emphasis in Accounting. He attained his CPA certification but has subsequently let it lapse to better develop CLC in the FQHC world.



These are the tools we will review today:

- The Role of the CFO
 - CFO Workplan
 - Pulse Report
- Grant Tracking Tool
- UDS Trending Analysis
- Standard Dashboard Report
- Financial Statement Presentation with 1 time grants
- Operational Productivity Analysis
- CFO Work Plan
- Pulse Report

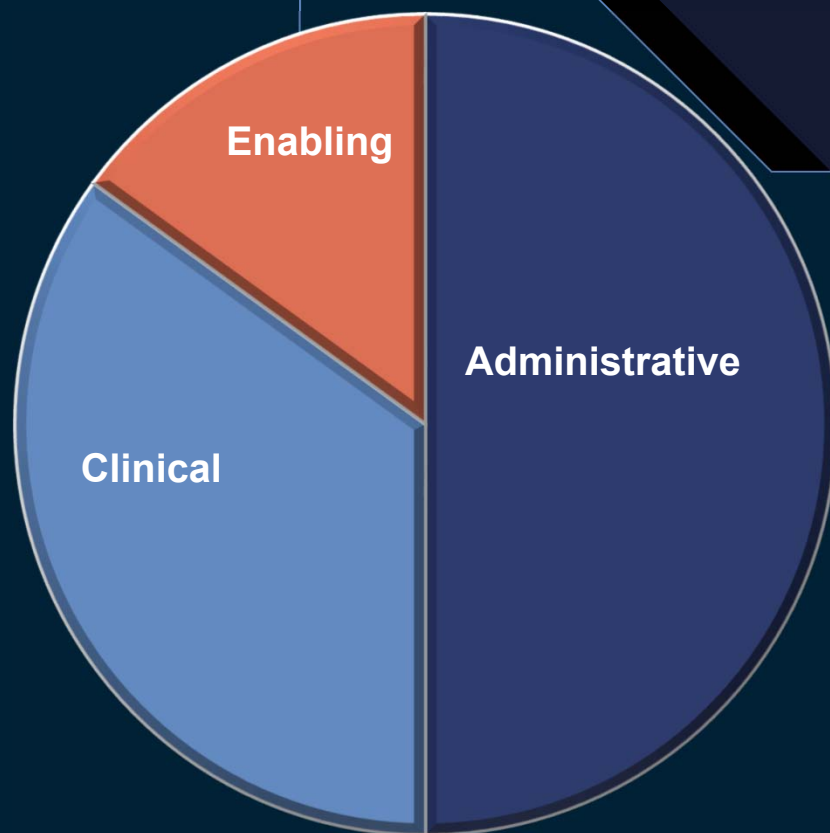
The role of the CFO - what makes it complex?

Private practice medical office

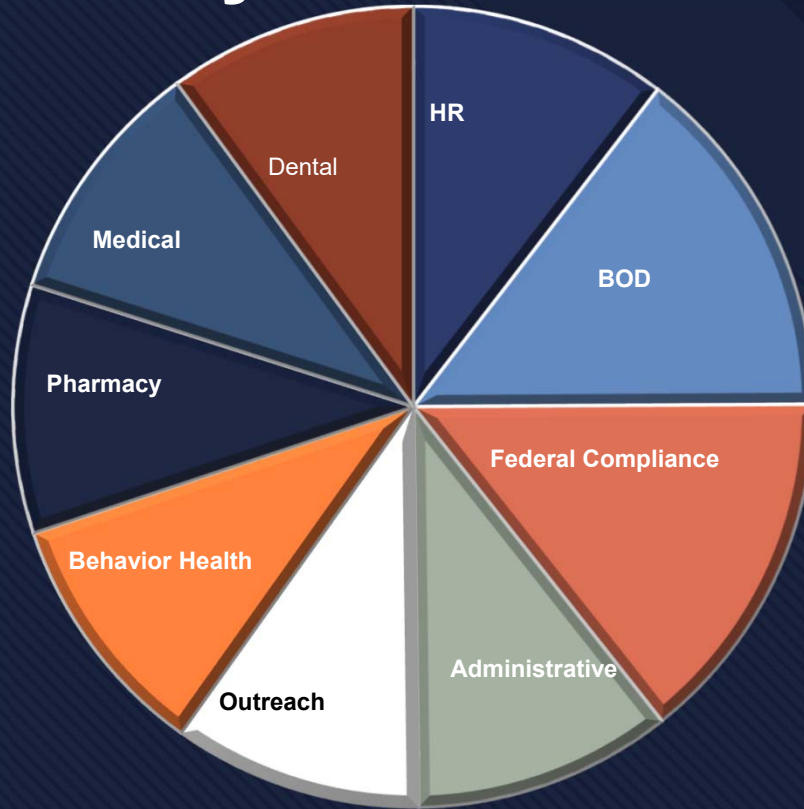


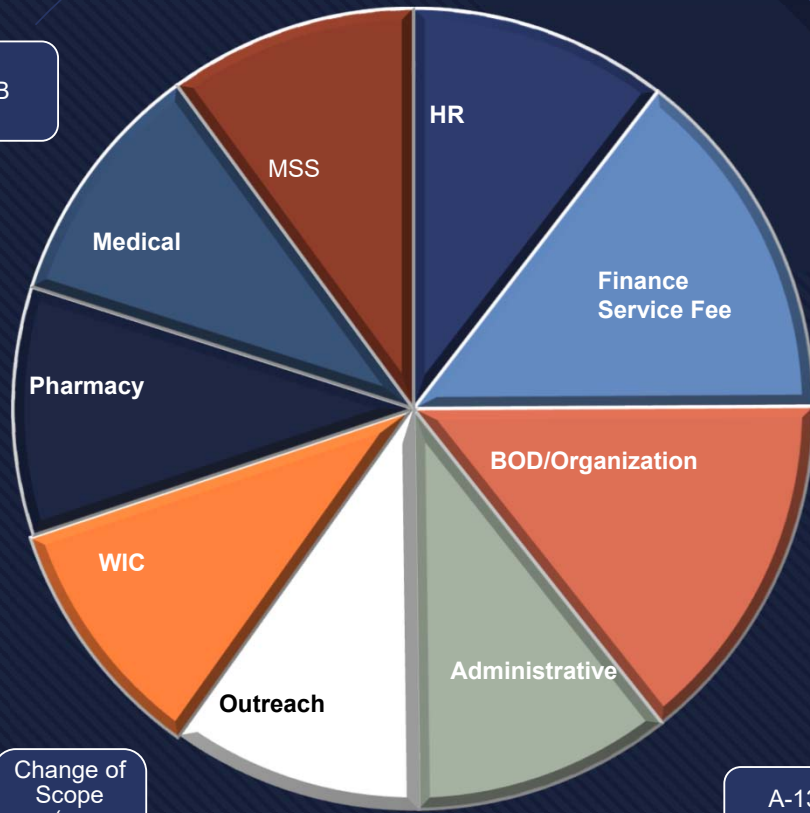
Primary
Medical Practice

Community Health Center



Community Health Center





BOD Policy Review

NHSC

Univ. Data Set UDS

Fin. Status Reports

Electronic Submittals

Budget – Ops & Grants

A-133 Audit

990

FTCA

Change of Scope (as needed)

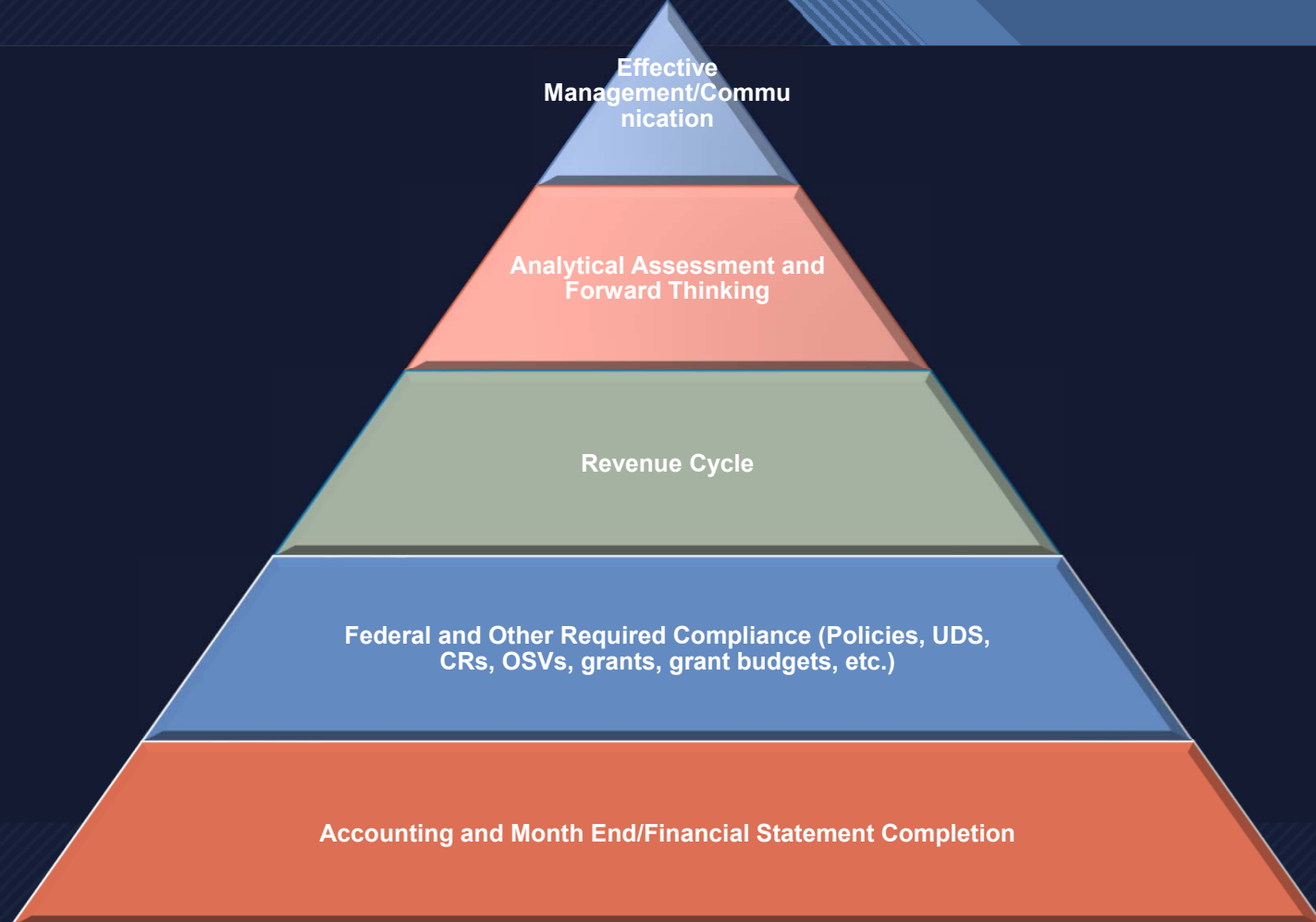
5500

Cost Report

340B



What does a CFO need to know?



The CFO Role

- There is more to do than any one person can accomplish effectively
- Some tools to succeed

See and Manage Systems

- The CFO Workplan – Attachment 1

Delegate and Measure

- The calendar – Attachment 2

Other Useful Tools

Grant Tracking

- Attachment 3

Financial Statement Presentation with One-Time Grants

- Attachment 4

Standard Dashboard Report

- Attachment 5

UDS Trending Analysis

- Attachment 6

Operational Productivity Analysis

- Scheduling List
- Individual Provider Scheduling Tool
- Attachment 7a and 7b

Questions?

THANK YOU

