

**BLOSS MEMORIAL HEALTHCARE DISTRICT, A Public Entity (BMHD)
CENTRAL CALIFORNIA DENTAL SURGERY CENTER (CCDSC)
Advisory Committee Meeting
Executive Conference Room
Tuesday, January 30, 2018
10:00 am**

AGENDA FOR PUBLIC SESSION

I. PUBLIC COMMENTS

“Comments can be made concerning any matter within the Advisory Committee’s jurisdiction; but if the matter is not on the agenda, there will be no discussion of the issue. A person addressing the Advisory Committee will be limited to 5 minutes.”

| | <u>ACTION</u> | <u>EXHIBIT</u> |
|--|----------------------|-----------------------|
| II. CALL TO ORDER | | |
| III. ROLL CALL | | |
| IV. APPROVAL OF AGENDA | * | |
| V. APPROVAL OF MINUTES | | |
| A. December 28, 2017 CCDSC / CDSC Meeting Minutes | * | 1 |
| VI. FINANCIAL REPORT | | |
| A. December 2017 CCDSC Financials | * | 2 |
| VII. ADMINISTRATOR REPORT | | |
| VIII. OLD BUSINESS | | |
| IX. NEW BUSINESS | | |
| A. Policies & Procedures Recommendation | * | |
| B. Credentialing / Privileging Recommendation | * | |
| X. AGENDA FOR CLOSED SESSION | | |
| Closed Session Items Pursuant the Brown Act will be: | | |
| 1. Section 54954.5(h) Report Involving Trade Secrets – Regarding New Services. Estimated date of public disclosure will be in 2017. | | |
| 2. Section 54954.5 (c); 54956.9 Conference with Legal Counsel for Initiation of Litigation. | | |
| 3. Section 1461 of the Health and Safety Code – Quality Management. | | |
| 4. Section 54957 Personnel Actions. | | |
| XI. NEXT MEETING DATE | | |
| XII. ADJOURNMENT | | |

**BLOSS MEMORIAL HEALTHCARE DISTRICT, A Public Entity (BMHD)
CENTRAL CALIFORNIA DENTAL SURGERY CENTER (CCDSC)
CHILDREN'S DENTAL SURGERY CENTER (CDSC)
Advisory Committees' Meeting
Executive Conference Room
Thursday, December 28, 2017
1:00 pm**

CALL TO ORDER

Edward Lujano called the meeting to order at 1:02 am.

ROLL CALL

Present: Edward Lujano, Bloss CEO; Fily Cale, Executive Assistant;
Dawnita Castle, CFO; Kory Billings, CCDSC Committee Chair;
Rosalie Heppner; CDSC Committee Chair and Glenn Arnold,
CDSC Committee Member

Others Present: Kylene Powell, CCDSC / CDSC Administrator and David
Thompson, CCDSC / CDSC

Absent: Lloyd Weaver, CCDSC Committee Member

APPROVAL OF AGENDA

**A motion was made / seconded, (Rosalie Heppner / Kory Billings) to approve the
December 28, 2017 agenda as presented. Motion carried.**

APPROVAL OF MINUTES

A. November 16, 2017 CCDSC / CDSC Meeting Minutes, Exhibit 1

**A motion was made /seconded, (Glenn Arnold / Rosalie Heppner) to approve the
November 16, 2017 meeting minutes as presented, Exhibit 1. Motion carried.**

FINANCIAL REPORT

A. November 2017 CCDSC Financials, Exhibit 2

Dawnita Castle reported CCDSC had treated 181 patients and had a net profit before
overhead in the amount of \$30,987 and a net profit of \$25,799 after overhead.

Patient revenue per case for November 2017 was \$1,201 and expense per case was \$1,134.

A motion was made /seconded, (Kory Billings / Rosalie Heppner) to approve and accept the November 2017 Financials report, Exhibit 2. Motion carried.

B. November 2017 CDSC Financials, Exhibit 2a

Dawnita Castle reported that in November 2017 CDSC had treated 116 patients and recorded a net loss in the amount of \$57,712.

Patient revenue per case was \$1,570, there is a large allowance that she is working on. The expenses per case was \$2,079.

Edward Lujano stated that we have been accruing the \$20,000 Delta Dental Grant we received (\$10,000 for CCDSC / CDSC respectively). He has to submit an annual report to Delta Dental demonstration that we have used all of these dollars and in December we will book the total revenue earned for both facilities.

A motion was made /seconded, (Glenn Arnold / Rosalie Heppner) to approve and accept the November 2017 Financials report, Exhibit 2. Motion carried.

ADMINISTRATOR REPORT CCDSC

Kylene Powell reported that they had treated more patients and had higher referrals for November 2107.

As mentioned before, the staff had two goals for each center. They had to have 30 NuSmiles in the month, this goal was met and they had a cost per case which had to be a certain dollar amount and this goal was also met. All CCDSC employees received this incentive.

The quarterly pharmacy audit was completed and CCDSC was compliant.

In the December Denti-Cal Bulletin it was stated that payments should be received soon. David Thompson commented that they shared their final guidance for the increased reimbursements and as of December 1, 2017 they will start reimbursing the increase within the codes that we bill out. It will book in December and we will see a higher production for this month and they will start to pay all of these procedures. One check will be for the retro payment, including re-issue of the EOB's for the months of July through November. We may see less referrals from current referring sources because they might have a higher incentive to treat some of these patients in their offices.

The preventative procedures have not been included in the final procedure codes because they are part of the dental transformation initiative that is already out there.

Glenn Arnold asked if the State would be dealing with the following year as the increase is through June. David Thompson stated that it will be at the beginning of this year when they are working on the budget.

ADMINISTRATOR REPORT CDSC

Kylene Powell reported that CDSC referrals in November 2017 had dropped but their conversion for patients treated was better. They treated 118 in October 2017 and 118 in November 2017.

The quarterly pharmacy audit was also completed and they were found to be compliant.

CDSC also had the incentive for the month of obtaining 30 NuSmiles and cost per case they did not meet either goal.

There was an incident in November. Rick Ramirez, Maintenance Supervisor noticed that the exterior lock box with a master key was missing. All exterior keys were changed out including the key for the fire department. The PG&E key was eliminated as we have Smart Meters, this was confirmed by PG&E.

OLD BUSINESS

None

NEW BUSINESS

A. Policies & Procedures Recommendation CCDSC

None

B. Credentialing Privileging Recommendation CCDSC

None.

C. Policies & Procedures Recommendation CDSC

None.

D. Credentialing Privileging Recommendation CDSC

None.

AGENDA FOR CLOSED SESSION

Section 1461 of the Health and Safety Code – Quality Management.

NEXT MEETING DATE

The next CCDSC Advisory Committee meeting will be held January 30, 2018 at 10:00 am.

The next CDSC Advisory Committee meeting will be held January 30, 2018 at 10:30 am.

ADJOURNMENT

As there was no further business, the meeting adjourned into closed session at 1:14 pm for the Quality Report under Section 1461 Quality Management.

The meeting reconvened into public session at 1:17 pm and adjourned. No action taken.

Respectfully Submitted,

Fily Cale
Executive Assistant

Kory Billings, CCDSC
Advisory Committee Chair

Rosalie Heppner, CDSC
Advisory Committee Chair

**CENTRAL CALIFORNIA DENTAL SURGERY CENTER (CCDSC)
Period Ended December 2017**

December Financial Statements:

Prior Month Comparison (**blue**)

Monthly Operating Report Summary (**green**)

Accrual Basis

Income Statement per Case Analyses (**white**)

January Check Register (**goldenrod**)

A/R Aging (**white**)

A/R Activity Summary (**pink**)

Monthly Billing by Insurance (**green**)

CENTRAL CALIFORNIA DENTAL SURGERY CENTER
 MONTHLY OPERATING STATEMENT
 PRIOR MONTH COMPARISON
 7200 BMH CCDSC
 D. THOMPSON

| | DEC 2017 ACTUAL | NOV 2017 ACTUAL | \$ VARIANCE | % VARIANCE |
|-------------------------------|-----------------------|-----------------------|------------------------|------------------------|
| REVENUES | | | | |
| CCDSC DENTAL SURGERY REV | 188,287 | 247,867 | (59,580) | (24.04)% |
| TOTAL PATIENT REVENUE | <u>188,287</u> | <u>247,867</u> | <u>(59,580)</u> | <u>(24.04)%</u> |
| DEDUCTIONS FROM REVENUES | | | | |
| DENTAL SURGERY RD | 9,414 | 12,393 | 2,979 | 24.04% |
| TOTAL DEDUCTIONS FROM REVENUE | <u>9,414</u> | <u>12,393</u> | <u>2,979</u> | <u>24.04%</u> |
| NET PATIENT REVENUE | <u>178,872</u> | <u>235,473</u> | <u>(56,601)</u> | <u>(24.04)%</u> |
| OTHER OPERATING REVENUE | <u> </u> | <u> </u> | <u> </u> | <u> </u> |
| TOTAL NET OPERATING REVENUE | <u><u>178,872</u></u> | <u><u>235,473</u></u> | <u><u>(56,601)</u></u> | <u><u>(24.04)%</u></u> |
| EXPENSES | | | | |
| SALARIES | | | | |
| MANAGEMENT AND SUPERVISION | 8,976 | 9,031 | 56 | 0.62% |
| TECHNICAL AND SPECIALIST | 4,889 | 4,583 | (306) | (6.67)% |
| REGISTERED NURSE | 9,357 | 15,270 | 5,913 | 38.72% |
| LICENSED VOCATIONAL NURSE | 3,040 | 4,217 | 1,177 | 27.92% |
| MEDICAL ASSISTANTS | 12,414 | 15,065 | 2,651 | 17.60% |
| CLERICAL | 7,317 | 9,664 | 2,347 | 24.29% |
| VACATION EXPENSE | (1,677) | (627) | 1,049 | (167.31)% |
| TOTAL SALARIES | <u>44,315</u> | <u>57,203</u> | <u>12,888</u> | <u>22.53%</u> |
| BENEFITS | | | | |
| FICA | 3,506 | 4,405 | 899 | 20.40% |
| HEALTH INSURANCE | 3,004 | 4,497 | 1,493 | 33.20% |
| WORKERS COMPENSATION | 601 | 601 | 0 | 0.00% |
| OTHER BENEFITS | 2,673 | 704 | (1,969) | (279.63)% |
| TOTAL BENEFITS | <u>9,784</u> | <u>10,207</u> | <u>423</u> | <u>4.14%</u> |
| TOTAL SALARIES AND BENEFITS | <u>54,100</u> | <u>67,410</u> | <u>13,311</u> | <u>19.75%</u> |
| PROFESSIONAL FEES | | | | |

CENTRAL CALIFORNIA DENTAL SURGERY CENTER
 MONTHLY OPERATING STATEMENT
 PRIOR MONTH COMPARISON
 7200 BMH CCDSC
 D. THOMPSON

| | DEC 2017 ACTUAL | NOV 2017 ACTUAL | \$ VARIANCE | % VARIANCE |
|---------------------------------|--------------------|--------------------|----------------|-----------------|
| CONSULTING & MANAGEMENT | 12,500 | 12,900 | 400 | 3.10% |
| OTHER CONTRACTED SERVICE | 1,961 | 1,788 | (173) | (9.67)% |
| ANESTHESIOLOGIST | 28,650 | 42,300 | 13,650 | 32.27% |
| DENTIST | 20,908 | 34,235 | 13,326 | 38.93% |
| TOTAL PROFESSIONAL FEES | 64,019 | 91,222 | 27,204 | 29.82% |
| SUPPLIES | | | | |
| DENTAL SUPPLIES | 3,903 | 3,702 | (202) | (5.45)% |
| MEDICAL GASES | 465 | 610 | 145 | 23.71% |
| PHARMACEUTICALS | 985 | 5,790 | 4,805 | 82.98% |
| OTHER MEDICAL SUPPLIES | 5,732 | 6,925 | 1,194 | 17.23% |
| FOOD | 0 | 200 | 200 | 100.00% |
| LINEN | 567 | 994 | 427 | 42.98% |
| CLEANING SUPPLIES | 0 | 50 | 50 | 100.00% |
| OFFICE SUPPLIES | 353 | 710 | 357 | 50.29% |
| EMPLOYEE APPAREL | 1,047 | 1,369 | 322 | 23.49% |
| OTHER MINOR EQUIPMENT | 127 | 224 | 97 | 43.45% |
| OTHER NON-MEDICAL SUPPLIES | 561 | 702 | 141 | 20.08% |
| FREIGHT ON PURCHASES | 120 | 108 | (12) | (11.40)% |
| SALES TAX AND VARIANCE | 240 | 55 | (185) | (332.94)% |
| TOTAL SUPPLIES | 14,100 | 21,439 | 7,339 | 34.23% |
| PURCHASED SERVICES | | | | |
| REPAIRS AND MAINTENANCE | 1,883 | 1,422 | (461) | (32.41)% |
| MANAGEMENT SERVICES | 100 | 200 | 100 | 50.00% |
| OTHER PURCHASED SERVICES | 14,675 | 13,503 | (1,172) | (8.68)% |
| TOTAL PURCHASED SERVICES | 16,658 | 15,125 | (1,533) | (10.14)% |
| DEPRECIATION | | | | |
| DEPREC - LAND & IMPROVEMENTS | 100 | 100 | 0 | 0.00% |
| DEPREC-LEASEHOLD IMPROVEMENTS | 15 | 15 | 0 | 0.00% |
| DEPREC-EQUIPMENT | 1,763 | 1,764 | 0 | 0.00% |
| TOTAL DEPRECIATION | 1,878 | 1,878 | 0 | 0.00% |
| RENTS AND LEASES | | | | |
| RENTAL - EQUIPMENT | 124 | 124 | 0 | 0.00% |
| TOTAL RENTS AND LEASES | 124 | 124 | 0 | 0.00% |
| UTILITIES | | | | |

CENTRAL CALIFORNIA DENTAL SURGERY CENTER
 MONTHLY OPERATING STATEMENT
 PRIOR MONTH COMPARISON
 7200 BMH CCDCS
 D. THOMPSON

| | DEC 2017 ACTUAL | NOV 2017 ACTUAL | \$ VARIANCE | % VARIANCE |
|--|--------------------|--------------------|-------------|-------------|
| OTHER OPERATING EXPENSES | | | | |
| TAX AND LICENSE | 105 | 0 | (105) | |
| OTHER UNASSIGEND COSTS | 222 | 164 | (59) | (35.84)% |
| TELEPHONE | 64 | 770 | 706 | 91.71% |
| SUBSCRIPTIONS & DUES | 893 | 78 | (815) | (1,044.29)% |
| TRAVEL | 3,169 | 4,448 | 1,279 | 28.75% |
| ADVERTISING | 538 | 1,162 | 625 | 53.75% |
| OTHER EXPENSES | 500 | 500 | 0 | 0.00% |
| CONTINGENCY EXP | 1,000 | 1,000 | 0 | 0.00% |
| TOTAL OTHER OPERATING EXPENSE | 6,489 | 8,121 | 1,632 | 20.09% |
| TOTAL OPERATING EXPENSE | 157,367 | 205,319 | 47,952 | 23.35% |
| NET INCOME FROM OPERATIONS | 21,505 | 30,154 | (8,649) | (28.68)% |
| NON-OPERATING REVENUES | | | | |
| GRANT REVENUE | 833 | 833 | 0 | 0.00% |
| TOTAL NON-OPERATING REVENUE | 833 | 833 | 0 | 0.00% |
| NET INCOME BEFORE ALLOCATION OF OVERHEAD | 22,338 | 30,987 | (8,649) | (27.91)% |
| ALLOCATIONS | | | | |
| ALLOCATION - SQ FT | 4,652 | 4,712 | 60 | 1.28% |
| ALLOCATION - SALARY | 952 | 476 | (476) | (100.00)% |
| TOTAL ALLOCATIONS | 5,604 | 5,188 | (416) | (8.01)% |
| NET INCOME AFTER ALLOCATION OF OVERHEAD | 16,734 | 25,799 | (9,065) | (35.14)% |
| STATISTICS | | | | |
| LABOR STSTISTICS | | | | |
| PRODUCTIVE HOURS | 1,312 | 1,880 | 568 | 30.21% |

RUN DATE: 01/22/18
RUN TIME: 1129

Castle Family Health Centers GL **LIVE**

PAGE 4
RUN: CCDSC REPORTS RPT: CCSDTLMO FMT: INC MO 1

CENTRAL CALIFORNIA DENTAL SURGERY CENTER
MONTHLY OPERATING STATEMENT
PRIOR MONTH COMPARISON
7200 BMH CCDSC
D. THOMPSON

| | DEC 2017 ACTUAL | NOV 2017 ACTUAL | \$ VARIANCE | % VARIANCE |
|----------------------|--------------------|--------------------|-------------|------------|
| NON-PRODUCTIVE HOURS | 550 | 532 | (18) | (3.39)% |
| TOTAL PAID HOURS | 1,862 | 2,412 | 550 | 22.81% |
| VISITS | | | | |
| OTHER VISITS | 108 | 181 | 73 | 40.33% |
| TOTAL VISITS | 108 | 181 | 73 | 40.33% |
| PROCEDURES | | | | |

CENTRAL CALIFORNIA DENTAL SURGICAL CENTER
 MONTHLY OPERATING REPORT SUMMARY
 7200 BMH CCDSC
 D. THOMPSON

| | DEC 2017 ACTUAL | DEC 2016 ACTUAL | \$ VARIANCE | % VARIANCE | DEC 2017 YTD ACTUAL | DEC 2016 YTD ACTUAL | \$ VARIANCE | % VARIANCE |
|-------------------------------|--------------------|--------------------|-------------|------------|------------------------|------------------------|-------------|------------|
| PATIENT SERVICES REVENUE | 188,287 | 186,961 | 1,325.42 | 1% | 1,289,362 | 1,520,656 | (231,293) | (15.21)% |
| CCDSC DENTAL SURGERY REV | 188,287 | 186,961 | 1,325.42 | 1% | 1,289,362 | 1,520,656 | (231,293) | (15.21)% |
| TOTAL PATIENT REVENUE | 9,414 | 9,348 | (66.27) | (1)% | 55,215 | 115,944 | 60,729 | 52.38% |
| DEDUCTIONS FROM REVENUE | 9,414 | 9,348 | (66.27) | (1)% | 55,215 | 115,944 | 60,729 | 52.38% |
| DENTAL SURGERY RD | 178,872 | 177,613 | 1,259.15 | 1% | 1,234,147 | 1,404,712 | (170,565) | (12.14)% |
| TOTAL DEDUCTIONS FROM REVENUE | 178,872 | 177,613 | 1,259.15 | 1% | 1,234,147 | 1,404,712 | (170,565) | (12.14)% |
| NET PATIENT REVENUE | 0 | 0 | 0.00 | 0% | 0 | 15 | (15) | (100.00)% |
| OTHER REVENUE | 178,872 | 177,613 | 1,259.15 | 1% | 1,234,147 | 1,404,727 | (170,580) | (12.14)% |
| TOTAL NET OPERATING REVENUE | 178,872 | 177,613 | 1,259.15 | 1% | 1,234,147 | 1,404,727 | (170,580) | (12.14)% |
| OPERATING EXPENSES | 44,315 | 52,405 | 8,090.00 | 15% | 321,909 | 304,277 | (17,633) | (5.79)% |
| SALARIES AND WAGES | 9,784 | 9,655 | (129.33) | (1)% | 56,166 | 46,691 | (9,474) | (20.29)% |
| EMPLOYEE BENEFITS | 64,019 | 73,202 | 9,183.14 | 13% | 487,188 | 579,168 | 91,970 | 15.88% |
| PROFESSIONAL FEES | 14,100 | 25,435 | 11,335.18 | 45% | 144,971 | 184,342 | 39,371 | 21.36% |
| SUPPLIES | 16,658 | 15,455 | (1,203.12) | (8)% | 89,972 | 104,849 | 14,876 | 14.19% |
| PURCHASED SERVICES | 1,878 | 1,930 | 51.86 | 3% | 11,322 | 11,382 | 60 | 0.53% |
| DEPRECIATION | 124 | 0 | (123.64) | 0% | 742 | 0 | (742) | 0% |
| RENTS AND LEASES | 0 | 0 | 0.00 | 0% | 326 | 0 | (326) | 0% |
| INSURANCE | 6,489 | 213 | (6,276.90) | (2,954)% | 37,332 | 43,800 | 6,468 | 14.77% |
| OTHER EXPENSES | 157,367 | 178,295 | 20,927.19 | 12% | 1,149,928 | 1,274,498 | 124,571 | 9.77% |
| TOTAL OPERATING EXPENSE | 21,505 | (681) | 22,186.34 | (3,256)% | 84,219 | 130,228 | (46,009) | (35.33)% |
| NET INCOME FROM OPERATIONS | 833 | 833 | 0.00 | 0% | 5,000 | 10,000 | (5,000) | (50.00)% |
| NON-OPERATING REVENUE | 0 | 0 | 0.00 | 0% | 0 | 0 | 0 | 0.00% |
| NON-OPERATING EXPENSE | 833 | 833 | 0.00 | 0% | 5,000 | 10,000 | (5,000) | (50.00)% |
| NET NON-OPERATING INCOME | 22,338 | 152 | 22,186.34 | 14,599% | 89,219 | 140,228 | (51,009) | (36.38)% |
| NET INCOME | 22,338 | 152 | 22,186.34 | 14,599% | 89,219 | 140,228 | (51,009) | (36.38)% |

BLOSS MEMORIAL HEALTHCARE DISTRICT

Month of December 2017

| | <u>INCOME STATEMENT</u> | <u>\$ PER CASE</u> |
|-----------------------------|-------------------------|--------------------|
| | CCDSC | CCDSC |
| NUMBER OF CASES | <u>108</u> | <u>108</u> |
| NET PATIENT REVENUE | 178,872 | 1,656 |
| OTHER REVENUE | <u>0</u> | <u>0</u> |
| TOTAL NET OPERATING REVENUE | <u>178,872</u> | <u>1,656</u> |
| OPERATING EXPENSES | | |
| SALARIES AND WAGES | 44,315 | 410 |
| EMPLOYEE BENEFITS | 9,784 | 91 |
| PROFESSIONAL FEES | 64,019 | 593 |
| SUPPLIES | 14,100 | 131 |
| PURCHASED SERVICES | 15,658 | 145 |
| DEPRECIATION | 1,878 | 17 |
| RENT | 124 | 1 |
| UTILITIES | 0 | 0 |
| INSURANCE | 0 | 0 |
| OTHER EXPENSES | 6,489 | 60 |
| TOTAL OPERATING EXPENSE | <u>156,367</u> | <u>1,448</u> |
| NET INCOME FROM OPERATIONS | 22,505 | 208 |
| NON-OPERATING REVENUE | <u>833</u> | |
| NET INCOME | <u><u>23,338</u></u> | <u><u>216</u></u> |

**Central California Dental Surgery Center
December-17**

Auto Debits - Old Account

| | |
|-------------------------------|--------|
| Bank Fees | 222.30 |
| Transfer to CCDSC New Account | 0.00 |
| Transfer to Bloss | 0.00 |

Grand Total 222.30

Central California Dental Surgery Center

Auto Debits - New Account

| | |
|-------------------------------|------------|
| Bank Fees | 0.00 |
| Transfer to Bloss for Payroll | 137,191.25 |
| Transfer to Bloss Account | 0.00 |

Grand Total 137,191.25

RUN DATE: 12/29/17
 RUN TIME: 1506
 RUN USER: COOKS

Castle Family Health Centers AP **LIVE**
 CHECK REGISTER BY DATE

CCDSC
 FROM 12/01/17 TO 12/31/17

| DATE | CHECK NUM | VENDOR NUM | VENDOR NAME | STATUS | STATUS DATE | AMOUNT | |
|----------|-----------|------------|---|--------|-------------|--------------------|----------------------|
| | | | | | | ISSUED/ CLEARED | VOIDED/ UNCLAIMED |
| 12/04/17 | 002152 | S0320 | A SIMPLE SOLUTION | ISSUED | 12/04/17 | 604.90 | |
| 12/04/17 | 002153 | S0297 | ALSCO, INC. | ISSUED | 12/04/17 | 887.37 | |
| 12/04/17 | 002154 | S0350 | AT&T - CALNET 3 | ISSUED | 12/04/17 | 531.55 | |
| 12/04/17 | 002155 | S0066 | HENRY SCHEIN DENTAL (3194208) | ISSUED | 12/04/17 | 864.89 | |
| 12/04/17 | 002156 | S0012 | MAXDENT DENTAL SUPPLY, INC. | ISSUED | 12/04/17 | 403.01 | |
| 12/04/17 | 002157 | S0098 | MERCED COUNTY - CASTLE AIRPORT | ISSUED | 12/04/17 | 25.49 | |
| 12/04/17 | 002158 | S0058 | MULTIMEDICAL SYSTEMS | ISSUED | 12/04/17 | 3266.25 | |
| 12/04/17 | 002159 | S0016 | MCKESSON MEDICAL SURGICAL(54363856) | ISSUED | 12/04/17 | 1324.27 | |
| 12/11/17 | 002160 | S0320 | A SIMPLE SOLUTION | ISSUED | 12/11/17 | 360.90 | |
| 12/11/17 | 002161 | S0297 | ALSCO, INC. | ISSUED | 12/11/17 | 292.04 | |
| 12/11/17 | 002162 | S0350 | AT&T - CALNET 3 | ISSUED | 12/11/17 | 27.75 | |
| 12/11/17 | 002163 | S0066 | HENRY SCHEIN DENTAL (3194208) | ISSUED | 12/11/17 | 694.91 | |
| 12/11/17 | 002164 | S0016 | MCKESSON MEDICAL SURGICAL(54363856) | ISSUED | 12/11/17 | 1711.01 | |
| 12/18/17 | 002165 | S0035 | AT&T | ISSUED | 12/18/17 | 4.64 | |
| 12/18/17 | 002166 | S0191 | HENRY SCHEIN MEDICAL (920126) | ISSUED | 12/18/17 | 3082.60 | |
| 12/18/17 | 002167 | S0016 | MCKESSON MEDICAL SURGICAL(54363856) | ISSUED | 12/18/17 | 3145.51 | |
| 12/18/17 | 002168 | S0239 | LOLA JEAN NEILS | ISSUED | 12/18/17 | 845.00 | |
| | | | REMITTED TO: OVERNIGHT HANDPIECE REPAIR | | | | |
| 12/18/17 | 002169 | S0233 | ZENITH INSURANCE COMPANY | ISSUED | 12/18/17 | 601.00 | |
| 12/22/17 | 002170 | S0297 | ALSCO, INC. | ISSUED | 12/22/17 | 599.29 | |
| 12/22/17 | 002171 | S0317 | HcBIntel | ISSUED | 12/22/17 | 10841.05 | |
| | | | REMITTED TO: HCBINTEL | | | | |
| 12/22/17 | 002172 | S0012 | MAXDENT DENTAL SUPPLY, INC. | ISSUED | 12/22/17 | 168.22 | |
| 12/22/17 | 002173 | S0016 | MCKESSON MEDICAL SURGICAL(54363856) | ISSUED | 12/22/17 | 2292.20 | |
| 12/22/17 | 002174 | S0353 | PHARMEDIUM SERVICES, LLC | ISSUED | 12/22/17 | 152.33 | |
| 12/29/17 | 002175 | S0191 | HENRY SCHEIN MEDICAL (920126) | ISSUED | 12/29/17 | 1620.81 | |
| 12/29/17 | 002176 | S0066 | HENRY SCHEIN DENTAL (3194208) | ISSUED | 12/29/17 | 2060.55 | |
| 12/29/17 | 002177 | S0016 | MCKESSON MEDICAL SURGICAL(54363856) | ISSUED | 12/29/17 | 115.81 | |
| 12/29/17 | 002178 | S0054 | OFFICE DEPOT (32544746) | ISSUED | 12/29/17 | 445.13 | |
| 12/29/17 | 002179 | S0346 | SOMTHIN' FISHY | ISSUED | 12/29/17 | 100.00 | |
| 12/29/17 | 002180 | S0021 | WESTCON MEDICAL | ISSUED | 12/29/17 | 1510.32 | |
| TOTAL \$ | | | | | | 38578.80 | |

**CENTRAL CALIFORNIA DENTAL SURGERY CENTER
ACCOUNTS RECEIVABLE AGING SCHEDULE - 12 MONTH COMPARISON**

| OPEN DENT | TOTAL | 0 - 30 | 30 - 60 | 60 - 90 | 90 - 120 | % < 60 DAYS | % > 90 DAYS |
|-------------------|---------|---------------|---------------|--------------|---------------|--------------|-------------|
| Jan-17 | 506,673 | 227,528 | 32,325 | 16,196 | 230,624 | 0 | 45.52% |
| Feb-17 | 577,770 | 251,355 | 76,819 | 29,064 | 220,533 | 0 | 38.17% |
| Mar-17 | 629,948 | 313,583 | 84,727 | 26,807 | 204,831 | 0 | 32.52% |
| Apr-17 | 611,665 | 265,891 | 93,727 | 48,555 | 203,493 | 0 | 33.27% |
| May-17 | 691,287 | 305,589 | 132,745 | 45,484 | 207,470 | 0 | 30.01% |
| Jun-17 | 549,153 | 241,611 | 90,248 | 32,308 | 184,986 | 0 | 33.69% |
| Jul-17 | 510,064 | 182,835 | 90,699 | 42,783 | 193,747 | 0 | 37.98% |
| Aug-17 | 522,691 | 218,406 | 89,681 | 41,854 | 172,750 | 0 | 33.05% |
| Sep-17 | 472,552 | 218,423 | 80,636 | 19,794 | 153,698 | 0 | 32.53% |
| Oct-17 | 465,038 | 210,522 | 83,191 | 25,575 | 145,749 | 0 | 31.34% |
| Nov-17 | 482,662 | 243,718 | 83,207 | 24,087 | 131,650 | 0 | 27.28% |
| Dec-17 | 400,153 | 162,861 | 82,889 | 27,802 | 126,601 | 0 | 31.64% |
| % OF TOTAL | | 40.70% | 20.71% | 6.95% | 31.64% | 0.00% | |

CENTRAL CALIFORNIA DENTAL SURGERY CENTER
 ACCOUNTS RECEIVABLE
 12 MONTH COMPARISON
 DAYS IN A/R

| | Dec-16 | Jan-17 | Feb-17 | Mar-17 | Apr-17 | May-17 | Jun-17 | Jul-17 | Aug-17 | Sep-17 | Oct-17 | Nov-17 | Dec-17 | CHANGE | |
|---------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------|
| | | | | | | | | | | | | | | Nov-17 | Dec-17 |
| OPEN DENT | | | | | | | | | | | | | | | |
| BEG BALANCE | 543,005 | 474,924 | 506,673 | 577,770 | 629,948 | 611,665 | 691,287 | 549,153 | 510,064 | 522,691 | 472,552 | 465,038 | 482,662 | 17,625 | |
| CHARGES | 186,961 | 300,756 | 296,368 | 341,271 | 288,263 | 313,687 | 260,025 | 188,291 | 222,734 | 221,721 | 220,464 | 247,867 | 188,287 | 59,580 | |
| PAYMENTS | (244,281) | (254,142) | (309,125) | (271,038) | (292,403) | (218,915) | (387,509) | (214,646) | (198,405) | (258,974) | (213,840) | (216,821) | (261,371) | 44,550 | |
| ADJUSTMENTS | (10,761) | (14,865) | 83,855 | (18,056) | (14,144) | (15,150) | (14,651) | (12,734) | (11,702) | (12,886) | (14,137) | (13,421) | (9,425) | | |
| NET IN(IDE)/CREASE | (68,081) | 31,749 | 71,098 | 52,178 | (18,283) | 79,622 | (142,134) | (39,069) | 12,627 | (50,139) | (7,514) | 17,625 | (82,509) | (100,134) | |
| END BALANCE | 474,924 | 506,673 | 577,770 | 629,948 | 611,665 | 691,287 | 549,153 | 510,064 | 522,691 | 472,552 | 465,038 | 482,662 | 400,153 | | |
| COLLECTION % * | 95.78% | 94.47% | 137.22% | 93.75% | 95.39% | 93.53% | 96.36% | 94.40% | 94.43% | 95.26% | 93.80% | 94.17% | 96.52% | 0.00 | |
| ADJUSTMENT % | 4.22% | 5.53% | -37.22% | 6.25% | 4.61% | 6.47% | 3.64% | 5.60% | 5.57% | 4.74% | 6.20% | 5.83% | 3.48% | 2.35 | |
| COLLECTION RATIO ** - NOT VALID | 130.66% | 84.50% | 104.30% | 79.42% | 101.44% | 69.79% | 149.03% | 114.00% | 89.08% | 116.80% | 97.00% | 87.47% | 138.82% | 0.51 | |
| DAYS IN A/R | 66.30 | 64.69 | 66.32 | 60.42 | 58.79 | 67.43 | 57.97 | 61.58 | 71.66 | 68.71 | 64.34 | 63.65 | 56.07 | -7.58 | |

*COLLECTION % = PAYMENTS DIVIDED BY TOTAL PAYMENTS & ADJUSTMENTS.

**COLLECTION RATIO = PAYMENTS AS A % OF CURRENT CHARGES

NOTE: DUE TO UNIDENTIFIED ERRORS WITHIN BOTH SYSTEMS, THE "DAYS IN AIR" DATA REPORTED ABOVE IS APPROXIMATE ONLY AT THIS TIME. FURTHER ANALYSIS AND POSSIBLE ASSISTANCE FROM THE SOFTWARE VENDORS MAY BE NECESSARY.

DENTAL SURGERY CENTER - ATWATER

MONTHLY BILLING BY INSURANCE

Administration

Dec-17

| | NET | GROSS |
|------------------------------|----------------------|----------------------|
| Anesthesia | | |
| *Denti-Cal | 18,932.86 | 60,000.00 |
| | <u>\$ 18,932.86</u> | <u>\$ 60,000.00</u> |
| Dental Common | | |
| FLAT | 2,237.00 | 2,299.00 |
| *Denti-Cal | 125,765.20 | 179,950.00 |
| Ameritas Group Dental Claims | 1,765.20 | 2,495.00 |
| Anthem Blue Cross | 2,265.40 | 2,411.00 |
| DELTA DENTAL OF OHIO | 2,435.20 | 2,752.00 |
| | <u>\$ 134,468.00</u> | <u>\$ 189,907.00</u> |
| Facility Fees | | |
| *Central California Alliance | 19,571.59 | 118,770.00 |
| *HPSJ Medi-cal | 10,725.00 | 80,925.00 |
| Anthem Blue Cross | 2,075.00 | 2,075.00 |
| Health Net Medi-cal | 2,022.09 | 16,600.00 |
| O/P Medi-cal | 492.05 | 4,510.00 |
| | <u>\$ 34,885.73</u> | <u>\$ 222,880.00</u> |
| | \$ 188,286.59 | \$ 472,787.00 |

| INSURANCE PAYMENTS | | PATIENT PAYMENTS | | ADJUSTMENTS | | INSURANCE WRITEOFFS | |
|--------------------|-----------------------|------------------|---------------------|----------------|---------------------|---------------------|---------|
| *Central | -22,275.53 | 3117 | -398.00 | DF-Contractual | -2,384.12 | *Denti-Cal | -243.00 |
| *Denti-Cal | -214,747.30 | 6789 | -199.00 | DP-Contractual | -5,248.95 | | |
| *HPSJ Medi-cal | -11,550.00 | 6790 | -199.00 | DA-Contractual | -1,548.75 | | |
| Adventist Health | -1,287.00 | 6788 | -796.00 | | | | |
| Anthem Blue | -1,652.00 | | | | -\$ 9,181.82 | | |
| Anthem | -1,462.00 | | -\$ 1,592.00 | | | | |
| Health Net | -5,895.26 | | | | | | |
| O/P Medi-cal | -909.97 | | | | | | |
| | -\$ 259,779.06 | | | | | | |

| TOTAL ACCOUNTS RECEIVABLE | |
|---------------------------|----------------------|
| Beginning A/R: | 482,662.46 |
| Net Charges: | 188,286.59 |
| Insurance Payments: | -259,779.06 |
| Patient Payments: | -1,592.00 |
| Adjustments: | -9,181.82 |
| Writeoffs: | -243.00 |
| Total A/R: | \$ 400,153.17 |