

Board of Trustees Meeting Agenda

July 7, 2025 | 6 PM Dinner | 6:15 PM Education | 6:30 PM Call to Order | Conf Room C

Meeting Purpose: JCHC Organizational Update

<u>Leader:</u> Merlin Miller <u>Facilitator:</u> Bryan Hunger <u>Recorder:</u> Nanette Everly

Time	Presenter	Topic	Objective	Documents
15 Min	Matt Evans, True North	Hospital Insurance Coverage	Info	
1 min	Merlin Miller	Call to Order Regular Meeting	Info	
2 min	Bryan Hunger	Connect to Purpose	Info	
1 min	Merlin Miller	Consent Agenda & Minutes 6/2/25	Approval	
1 min	Merlin Miller	Public Participation	Info	
5 min	Dr. Trent	Medical Staff Report	Approval	Tab 1
15 min	Brent Feickert	Financial Report - May	Info	
	Bryan Hunger Wage Increase Methodology Committee	CEO Report IHA PAC JCHC Clinic – Ottumwa Staff Compensation Plan	Info	
1 min	Merlin Miller	Chair Report	Info	
1 min	Merlin Miller	Adjournment	Approval	

<u>Meeting Participants:</u> Merlin Miller, Greg Hanshaw, Joneane Parker, Angie Atwood, Julie Greeson, Joe Stever, Alex Roth, Executive Team, Dr. Trent, Nanette Everly

Next Meeting Date: August 4, 2025 | 6:30 PM | Meal 6:00 PM | Education 6:15 PM | Conf Room C 5-6 PM Quality Committee Meeting

Medical Staff Executive Committee Credentialing – 7/7/25:

Applications:

- Alexander Moeller, MD, Consulting (Rad Partners)
- John Sherrill, CRNA, AHP (BAG)
- Robertson Beasley, MD, Consulting (RP)
- Nirav Chauhan, MD, Consulting (RP)
- Benjamin Prout, MD, Consulting (RP)
- Fang Zhu, MD, Consulting (RP)



JCHC Finance Executive Summary Period Ending May 2025

Finance Goal: Invest in the Employee Experience and Patient Experience tactics

Year to Date Financial Performance

Income Statement Year to Date - in thousands

Operating Margin: 13.4% or \$9,538 Net Margin: 16.3% or \$11,587

Total Patient Revenue: 6.0% or \$6,389 favorable variance to budget.

Net Patient Revenue: 12.7% or \$7,770 favorable variance to budget.

Total Operating Revenue: 13.7% or \$8,526 favorable variance to budget.

Total Operating Expense: -1.8% or \$(1,098) favorable variance to budget. Salaries and Wages: 0.7% or \$176 unfavorable variance to budget. Drugs: -20.8% or \$(2,411) favorable variance to budget.

Balance Sheet (prior year) - in thousands

Total Liabilities & Net Assets: \$75,602 up from \$61,674 prior year.

Current Assets: \$48,204 up from \$34,316 prior year. Total Assets: \$70,135 up from \$57,494 prior year.

Total Current Liabilities: \$6,057 down from \$6,649 prior year. Total Liabilities: \$27,475 down from \$27,665 prior year.

Key Performance Indicators (prior month) - \$ in thousands

Current Ratio: 6.7 (5.8)

Days Operating Cash: 154.4 (147.4) Debt Service Coverage: 8.853 (4.830)

Enterprise AR: \$16,179 (16,580) MTD on 6/23: \$16,609

Gross Days in AR: 45.6 (47.5) MTD on 6/23: 46.3 Primary Denial Rate: 7.1% (8.4%) MTD on 5/23: 8.2%



Key Points for the Period

1. JCHC Compensation and Incentive Programs – JCHC's SPARKS, cultural transformation created an opportunity to modify our compensation and incentive programs to better align with our strategic plan by increasing the organization's investment in our number one resource, our staff.

There are four programs new to JCHC and several new to our region I am excited to share with you; see the last page of this executive summary for a brief description of the programs. I will share additional information at the Board meeting on July 7th.

2. Revenue – May was a strong month for revenue with the following departments posting YTD favorable variances to budget by their respective amounts.

Ambulatory Care Unit \$2,787,418
 Laboratory \$1,507,436
 Physical Therapy \$1,229,995
 CT \$1,089,430
 JCHC RH Clinic Fam Prac \$ 760,595

3. Medicaid DPP Reconciliation Payment and Federal Cuts

The conclusion of the first year of the Medicaid DPP programs prompts an annual reconciliation to ensure providers received the appropriate DPP payments from Medicaid. For the 2024 program year, all hospitals in the State of Iowa were found to be paid below the actual amount due based on paid claims for the period. As a result, JCHC received an additional \$1,479,000 which was booked in May and cash will be receipted in July.

Medicaid Cuts at the Federal Level – there are two key areas that will impact JCHC. First, coverage limitations, including retroactive coverage, may reduce coverage for lowans by 69,400; (60,000 form Medicaid changes and 9,400 from changes in ACA).

Secondly, the most noticeable impact is the reduction of state directed payments. The Senate version proposes a 10% reduction in state-directed payment limits each year until Medicare rates are reached. Over 10 years, this will be a \$3.5 billion cut across the state.

IHA is strongly encouraging all members and interested parties to advocate for lowa providers using their online platform. Click here to urge our elected officials to oppose the proposed hospital Medicaid cuts in the Senate Finance Committee's reconciliation bill.

New Wage, Performance, Incentive, and Retention Programs

June 2025

Wage scale adjustments, as needed, based on market data complete by 7/1/2025.

- 1. Annual Market-Based Wage Adjustment: 3.0% for FY2026, implemented quarterly (0.75% per quarter)
 - Effective Date: 7/7/2025 (first guarter increase)
 - Replaces the current merit-based increase driven by performance evaluations.
- 2. New Performance Evaluation Based on SPARK standards, department, and individual goals.
 - Effective: Evaluations completed in July August 2025
 - Replaces current evaluation tool will be completed in UKG Ready (Kronos)
- 3. Employee Incentive Program Based on individual evaluations, pays a percent of annual base salary.
 - Effective: Goal Cycle from 7/1/2025 to 6/30/2026.
 - Replaces current Employee and Manager Bonus programs.
 - Max percent available will be determined in May 2026 for payout in September 2026.
- 4. Annual Employee Retention Program recognition of employee commitment to JCHC.
 - Effective July 2025, according to the schedule below paid first non-payroll week of the quarter.
 - Paper checks delivered by managers.
 - Quarter 1 (July 2025) April, May, June.
 - Quarter 2 (October 2025) July, August, September.
 - Quarter 3 (January 2026) October, November, December.
 - Quarter 4 (April 2026) January, February, March.

Years	Percent of Base Salary
1 to 5	0.25%
6 to 10	0.50%
11 to 15	0.75%
16 to 20	1.00%
21 to 25	1.25%

Years	Percent of Base Salary
26 to 30	1.50%
31 to 35	1.75%
36 to 40	2.00%
41 to 45	2.25%
46 to 50	2.50%

Study and Adjust: Committee will meet in October to review items 1, 2, and 4 and, if needed, make recommendations for adjustments.

Name											
Signature Sign		MAY	2025	VARIANCE	%	MAY 2024	FY20	025	VARIANCE	%	FY2024
Skilled Nursing Revenue 142736 229,944 12,786 5.56% 139,158 2,029,700 14,73,470 556,230 37,75% 13,333,790 Intermediate Care Revenue 513 2,646 (2,133) 40,015% 8,484 46,464 46,465 47,67237 55,7237											
Intermediate Care Revenue											
Department Revenue Department Departme											
Department Revenue											
Deductions											
Charactual Adjustments	Total Patient Revenue	11,192,654	9,173,640	2,019,014	22.01%	9,767,459	113,711,650	107,322,574	6,389,076	5.95%	106,887,150
Charactual Adjustments	Deductions										
Bad Oeht Contractual Adjustments (5.094,688) (4.394,545) (760,003) (70,864) (5.00,804) (628,157) (127,353) 2.027% (482,761) (70,000) (0) (0) (0) (0) (0) (0) (0) (0) (0)		(134 914)	(38 043)	(96.871)	254 63%	(36 735)	(964 167)	(445.067)	(519 100)	116 63%	(528 300)
Contractual Adjustments											
Total Deductions (5,144,017) (4,426,281) (717,736) 16,22% 19,0444 (44,881,757) (46,263,140) 1,381,383 -2,99% (46,482,036)											
Contemporating Revenue Contemporating Reve		(0)	(0)			0	(0)	(0)			(0)
Cafetria Revenue Add Program Add Sprogram Add	Total Deductions	(5,144,017)	(4,426,281)	(717,736)	16.22%	190,444	(44,881,757)	(46,263,140)	1,381,383	-2.99%	(46,482,036)
Cafeteria Revenue	Net Patient Revenue	6,048,636	4,747,359	1,301,277	27.41%	9,957,904	68,829,893	61,059,434	7,770,459	12.73%	60,405,114
Cafeteria Revenue	Other Operating Revenue										
Add Program Cher Operating Revenue Che	Cafeteria Revenue	20.254	20,000	254	1.27%	19.566	235.127	220,000	15.127	6.88%	225 223
Cher Operating Revenue											
Total Other Operating Revenue 122,478	Other Operating Revenue										
Total Revenue 6,171,114 4,880,792 1,290,322 26,44% 10,048,726 70,994,141 62,468,397 8,525,744 13.65% 61,587,068 Operating Expenses Salaries And Wages 2,293,447 2,182,681 110,766 5.07% 2,008,763 23,900,960 23,725,011 175,949 0,74% 21,699,312 Supplies 303,889 292,006 11,883 4.07% 222,589 3,322,822 3,324,510 (1,689) -0.05% 3,119,259 Drugs 680,699 1,053,842 (373,143) -35,41% 869,581 9,181,374 11,592,262 (2,410,888) -20,80% 10,555,191 Repairs And Maintenance 86,793 124,403 (37,610) -30,23% 116,935 1,207,584 1,211,879 (4,295) -0.35% 1,137,842 Depr & Amortization 264,045 280,800 (16,755) -5.97% 265,915 2,901,925 2,981,656 (79,731) -2.67% 3,519,368 Insurance 267,691 58,258 9,433 16,19% <t< td=""><td>Grant Revenue</td><td>441</td><td>172</td><td>441</td><td>0.00%</td><td>-</td><td>15,769</td><td>-</td><td>15,769</td><td>0.00%</td><td>3.5</td></t<>	Grant Revenue	441	172	441	0.00%	-	15,769	-	15,769	0.00%	3.5
Comparising Expenses	Total Other Operating Revenue	122,478	133,433	(10,955)	-8.21%	90,822	2,164,248	1,408,963	755,285	53.61%	1,181,954
Salaries And Wages 2,293,447 2,182,681 110,766 5,07% 2,008,763 23,900,960 23,725,011 175,949 0,74% 21,699,312 Supplies 507,639 585,471 (77,832) -13,29% 456,822 6,727,186 6,309,303 417,883 6,629 6,412,003 Supplies 80,699 1,053,842 (373,143) -35,41% 869,581 9,181,374 11,592,262 (2,410,888) -20,80% 10,555,191 Porfessional Fees 86,793 124,403 (37,610) -30,23% 116,935 1,207,584 1,211,879 (42,925) -3,35% 1,137,842 Perchased Services 10,027,795 722,791 305,004 42,20% 1,463,217 10,818,916 10,105,359 713,557 7,068 8,852,85 451,580 Depr & Amortization 264,045 280,800 (16,755) -5.97% 265,915 10,818,916 10,105,359 713,557 7,06% 8,852,885 Rent 33,381 36,416 (3,035) -8.34% 21,455	Total Revenue	6,171,114	4,880,792	1,290,322	26.44%	10,048,726	70,994,141	62,468,397	8,525,744	13.65%	61,587,068
Salaries And Wages 2,293,447 2,182,681 110,766 5,07% 2,008,763 23,900,960 23,725,011 175,949 0,74% 21,699,312 Supplies 507,639 585,471 (77,832) -13,29% 456,822 6,727,186 6,309,303 417,883 6,629 6,412,003 Supplies 80,699 1,053,842 (373,143) -35,41% 869,581 9,181,374 11,592,262 (2,410,888) -20,80% 10,555,191 Porfessional Fees 86,793 124,403 (37,610) -30,23% 116,935 1,207,584 1,211,879 (42,925) -3,35% 1,137,842 Perchased Services 10,027,795 722,791 305,004 42,20% 1,463,217 10,818,916 10,105,359 713,557 7,068 8,852,85 451,580 Depr & Amortization 264,045 280,800 (16,755) -5.97% 265,915 10,818,916 10,105,359 713,557 7,06% 8,852,885 Rent 33,381 36,416 (3,035) -8.34% 21,455	Operating Expenses										
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Depr & Amortization Rent			124,403			116,935					
Rent January Street Str						1,463,217					
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Net Income (Loss) 859,624 (584,466) 1,444,090 4,494,360 11,586,982 1,124,809 10,462,173 5,191,532	Other Non-Operating Activity	143,712	60,454	83,258				664,994			
	Non-Operating Income And Expen	132,157	63,438	68,719	108.32%	106,159	2,049,253	1,210,608	838,645	69.27%	1,761,479
13.9% -12.0% (9) 16.3% 1.8% 0	Net Income (Loss)	859,624	(584,466)	1,444,090		4,494,360	11,586,982	1,124,809	10,462,173		5,191,532
		13.9%	-12.0%			(9)	16.3%	1.8%			0

Ratio Analysis Period Ending May 31, 2025



LIQUIDITY RATIOS:		Current YTD	Prior YTD	(Median)	2023 US CAH (Median) 1337 Hospitals
Current Ratio	Current Assets/Current Liabilities	6.7	3.3	3.2	3.0
Operating Days Cash on Hand	Cash (Less Construction)/(Cash Operating Expense/#of days)	154.4	82.9	231.6	125.8
	Goal: 110 Prior	147.4			
Gross Days in AR EPIC only	Gross Charges/Gross Revenue per Day at end of month	45.8	47.4	29.0	47.5
CAPITAL STRUCTURE RATIO	Thresholds: < 43.0 / 43.1	- 53.9 / >54.0			
Debt Service Coverage	Net Income+Depr+Interest Exp/Notes Pay. (short Term)*DIP+Int.Exp.	5.853	1.367	4.487	4.100
PROFITABILITY RATIO:					
Operating Profit Margin	Net Operating Margin/Total Operating Revenue	13.4%	5.6%	4.6%	3.2%
Profit Margin	Net Income/Total Operating Revenue	15.1%	8.6%	8.2%	3.9%
Labor					
Salaries to Net Patient Revenues	Salary Expense /Net Patient Revenues	34.7%	35.9%	43.6%	43.8%
Salaries to Net Patient Revenues	Salary Expense+Contract Labor/Net Patient Revenues	37.2%			
Contract Labor Expense	\$ 1,718,579				
EBIDA:		\$\$ FY 25	\$\$ FY 24	% FY 25	% FY 24
Monthly Operating EBIDA	Net Operating Margin + Depreciation Expense	\$ 991,513	\$ (237,578)	16.07%	-2.36%
Monthly Total EBIDA	Net Income + Interest Expense + Depreciation Expense	\$ 1,147,909	\$4,523,222	18.60%	45.01%
YTD Operating EBIDA	YTD Net Operating Margin + Depreciation Expense	\$ 12,439,654	\$ 136,249	17.52%	0.22%
YTD Total EBIDA	YTD Net Income + Interest Expense + Depreciation Expense	\$14,759,877	\$ 748,242	20.79%	1.21%
	H. B. H. B.				

Current Ratio-This ratio represents the number of times that short-term liabilities can be met from short-term assets. Normally a value of less than one is a poor financial indicator. It is desirable to have a higher number.

Operating Days Cash on Hand (Cash Less Construction)-This ratio measures in days how long JCHC could pay our cash operating expenses from cash reserves from operations. A higher number is desirable.

Days Revenue in Accounts Receivable measures the number of days that it takes an organization, on average, to collect its receivables. A lower number is desirable.

Debt Service Coverage measures the cash inflow per dollar of principal payments and interest expense. A higher number is desirable.

Operating Profit Margin-Operating profit margin measures the excess of revenues over expenses from patient care operations. This ratio shows the percentage of each dollar of operating revenues that are available for future financial operations. A higher percentage is desirable.

Profit Margin-Profit margin expands the operating profit margin to include non-operating gains or losses. A higher ratio is desirable.

Salaries to Net Patient Revenues measures the percentage of patient revenues that are labor costs. A lower percentage is desirable.

Enterprise Billing Metrics

16,179,375 EB AR May

16,579,540 EB AI

45.6 EB AR Days

47.5 EB AR Days

7.1% EB Primary Denial Rate

8.4% EB Primary Denial Rate

		Dec 24	Jan	Feb	Mar	Apr	May	MTD
EB AR Days	~	45.2	50.3	47.3	45.8	47.5	45.6	46.3
EBAR	~~	15,274,219	16,792,335	15,916,513	15,676,439	16,579,540	16,179,375	16,608,990
EB AR Aged 90+ %	~~	23%	23%	25%	24%	24%	23%	22%
EB Insurance AR Aged 90+ %	1	9%	10%	12%	11%	11%	13%	13%
EB Self-Pay AR Aged 90+ %	~	76%	76%	69%	68%	73%	70%	67%
EB Self-Pay Days	-	9.6	10.0	10.7	10.6	9.7	7.9	7.2
EB Charges by Post Date	-	10,026,998	10,930,084	9,557,803	10,348,135	10,880,152	11,052,701	7,603,315
EB Average Daily Revenue		338,269	333,519	336,392	342,031	349,161	354,514	358,569
EB Payments and Refunds	~	5,479,310	4,665,257	4,548,091	5,024,250	4,729,542	5,157,858	3,346,775
EB Primary Denial Rate	~~	9.2%	6.7%	7.6%	6.2%	8.4%	7.1%	8.2%

HB Financial Class	% of Revenue
Medicare	56.0%
BC/BS	23.1%
Medicaid	10.1%
Commercial	6.0%
Self-Pay	2.6%
VETERANS ADMINISTRATION	1.6%
Other	0.6%

PB Financial Class	% of Revenue
Medicare	44.5%
BC/BS	27.5%
Medicaid	17.0%
Commercial	6.4%
Self-Pay	3.7%
Tricare	0.5%
Other	0.4%

Jefferson County Health Center Balance Sheet For Period Ending 05/31/2025

Assets	Current Balance	Curr Period Amount	Last Year Balance	LY Curr Pd Amount
Current Assets Cash & Cash Equivalents Investments Patient Accounts Receivable Allow For Uncollectible Acc Rec From 3rd Party Payors Other Receivables Notes Receivable Due To/From Other Entities Inventory Prepaid Exp & Oth Curr Assets	14,958,364.77 15,495,002.46 16,775,861.26 (7,427,288.58) 1,175,426.00 570,344.51 4,903,364.38 0.00 1,266,936.00 486,071.75	1,465,364.16 40,300.00 (358,609.41) 134,869.52 (1,226,846.00) (67,556.91) 19,600.00 0.00 (2,421.81) (190,471.40)	9,407,720.78 8,548,516.67 13,699,590.73 (5,656,996.11) (870,708.00) 2,859,749.51 4,370,853.73 0.00 1,209,598.67 747,886.17	1,750,949.30 52,566.77 (718,489.49) 457,003.71 0.00 2,310,758.08 51,300.00 0.00 8,781.22 181,278.23
Current Assets	48,204,082.55	(185,771.85)	34,316,212.15	4,094,147.82
Limited Use Assets By Board for Designated Pur ByDonors Assets Whose Use is Limited	321,484.73 94,457.28 415,942.01	13,958.26 4,034.27 17,992.53	298,050.91 91,537.36 389,588.27	6,466.37 1,935.51 8,401.88
Property & Equipment Land Land Improvements Buildings & Improvements Leasehold Improvements Equipment Construction In Progress Total Property and Equipment Less: Accumulated Depreciation Net Property and Equipment	1,133,689.53 2,585,423.79 43,520,166.58 0.00 29,389,658.19 607,481.70 77,236,419.79 (55,705,817.84) 21,530,601.95	0.00 0.00 0.00 0.00 0.00 257,217.97 257,217.97 (255,829.09) 1,388.88	1,133,689.53 2,585,423.79 43,520,166.58 0.00 28,068,455.42 168,136.35 75,475,871.67 (52,770,650.33) 22,705,221.34	0.00 0.00 110,847.40 0.00 76,161.95 (187,009.35) 0.00 (257,698.56) (257,698.56)
Notes Receivable Less Current MAC Clinic Purchase Other Assets Total Assets	(16,015.42) 0.00 70,134,611.09	(8,216.25) 0.00 (174,606.69)	82,579.58 0.00 57,493,601.34	(8,216.25) 0.00 3,836,634.89
Deferred Outflows of Resources Pension Related Def Outflows	5,467,136.00	0.00	4,180,761.00	0.00
Total Asset & Deferred Outflow	75,601,747.09	(174,606.69)	61,674,362.34	3,836,634.89

Jefferson County Health Center Balance Sheet For Period Ending 05/31/2025

	Current Balance	Curr Period Amount	Last Year Balance	LY Curr Pd Amount
Liabilities and Net Assets Current Liabilities Accounts Payable Current Portion LT Debt Other Accrued Expenses Accrued Compens & Related L Advances From 3Rd Party Pay Payable To Third Party Payo Other Current Liabilities Total Current Liabilities	2,436,580.96 (112,768.36) 295,751.98 3,499,120.51 0.00 (61,330.32) 6,057,354.77	(595,153.50) (15,373.97) (9,384.15) (410,596.42) 0.00 0.00 0.00 (1,030,508.04)	1,973,069.26 1,196,966.71 137,779.94 3,403,275.88 0.00 0.00 (62,530.32) 6,648,561.47	(232,356.23) (13,828.35) (302,523.96) (103,694.82) 0.00 0.00 200.00 (652,203.36)
Long-Term Liabilities LTD Excluding Current Porti Other Long Term Liabilities Total Liabilities	9,275,683.08 12,141,941.00 27,474,978.85	(7,757.38) 0.00 (1,038,265.42)	10,655,953.80 10,360,701.00 27,665,216.27	(7,456.81) 0.00 (659,660.17)
Deffered Inflows of Resources Pension Related Def Inflows Total Pension Rel Def Inflows	205,481.00 205,481.00	0.00	1,489,623.00 1,489,623.00	0.00
Net Income Unrestricted Fund Balance Restricted Fund Balance Total Fund Balance	11,586,981.68 36,248,219.84 86,085.72 47,921,287.24	859,624.46 0.00 4,034.27 863,658.73	5,191,531.66 27,236,174.61 91,816.80 32,519,523.07	4,494,359.55 0.00 1,935.51 4,496,295.06
Total Liabilities & Net Assets	75,601,747.09	(174,606.69)	61,674,362.34	3,836,634.89