Projecting Revenue & Capacity

Case Studies

California Institute for Behavioral Health Solutions
July 7, 2017 SAPC Provider Meeting
STORIES FROM THE FIELD

Discoveries, Inspiration and Next Steps

### Schedule 1A - Direct Salary/Wages & Benefits (staff providing billable services)

<table>
<thead>
<tr>
<th>Position Title</th>
<th>FTE</th>
<th>Hourly Rate</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Coordinator</td>
<td>1.00</td>
<td>$ 22.68</td>
<td>$ 67,974</td>
</tr>
<tr>
<td>Alcohol &amp; Drug Services Counselor</td>
<td>0.75</td>
<td>$ 23.16</td>
<td>$ 223,558</td>
</tr>
<tr>
<td>Alcohol &amp; Drug Services Counselor</td>
<td>1.00</td>
<td>$ 23.16</td>
<td>$ 102,710</td>
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<tr>
<td>Alcohol &amp; Drug Services Counselor</td>
<td>0.75</td>
<td>$ 23.16</td>
<td>$ 58,684</td>
</tr>
<tr>
<td>MFT (in therapy)</td>
<td>0.50</td>
<td>$ 42.60</td>
<td>$ 42,640</td>
</tr>
<tr>
<td>Salaries Subtotal</td>
<td></td>
<td></td>
<td>$ 495,567</td>
</tr>
<tr>
<td>Taxes &amp; Benefits Subtotal</td>
<td></td>
<td></td>
<td>$ 158,582</td>
</tr>
<tr>
<td>Total</td>
<td>8.50</td>
<td></td>
<td>$ 654,149</td>
</tr>
</tbody>
</table>

### Schedule 1B - Indirect Salary/Wages & Benefits (non-billing staff)

<table>
<thead>
<tr>
<th>Position Title</th>
<th>FTE</th>
<th>Hourly Rate</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Executive Director</td>
<td>0.85</td>
<td>$ 60.56</td>
<td>$ 107,070</td>
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</tbody>
</table>
Pilot TEST - Make Mistakes – Corrections

- Keying errors are inevitable
- Customize!
- Easy to track actual capacity, weekly
- Just in time data
- DATA driven decision making
- Reduce end of year anxiety
- CIBHS here to assist
RECAP

• Take advantage of the technical assistance resources available
• Fill out the Projecting Revenue and Capacity template to see what it reveals for your agency
• Monitor weekly, use the data to make informed decisions about how to improve agency practice
• Transparent integration of finance and clinical practices
• All staff need to collaborate to make this work!
Workshop Schedule
Projecting Revenue and Capacity

July 25, 2017
Zev Yaroslavsky Family Support Center
7555 Van Nuys Blvd. Van Nuys

July 31, 2017
Auditorium on Ferguson
Commerce

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