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**CUMBERLAND
★ COUNTY ★
NORTH CAROLINA**

BOARD OF COMMISSIONERS

CANDICE WHITE
Clerk to the Board

KELLIE BEAM
Deputy Clerk

MEMORANDUM

TO: Finance Committee Members (Commissioners Council, Edge, Faircloth)
FROM: Candice H. White, Clerk to the Board *CW*
DATE: December 28, 2012
SUBJECT: Finance Committee Meeting – Thursday, January 3, 2013

There will be a regular meeting of the Finance Committee on Thursday, January 3, 2013 at 9:30 AM in Room 564 of the Cumberland County Courthouse located at 117 Dick Street, Fayetteville, NC.

AGENDA

1. Election of Chairman (**No Material**)
2. Approval of Minutes – November 1, 2012 Meeting (**Pg. 2**)
3. Update on Medical Plan: Future Wellness Strategy by Mark Browder, Mark III Representative (**Pg. 11**)
4. Approval of Rate Increase for Sewer Service for the Norcross Sanitary Sewer District (**Pg. 27**)
5. Report on Mental Health Clinic Services by Buck Wilson, Health Director (**Pg. 31**)
6. Review of Monthly Financial Report (**Pg. 35**)
7. Other Matters of Business

cc: Board of Commissioners
Administration
Howard Abner, Assistant Finance Director
Tammy Gillis, Senior Internal Auditor
Legal
County Department Head(s)
Sunshine List

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CUMBERLAND COUNTY FINANCE COMMITTEE
NEW COURTHOUSE, 117 DICK STREET, 5TH FLOOR, ROOM 564
NOVEMBER 1, 2012 - 9:30AM
MINUTES

MEMBERS PRESENT: Commissioner Kenneth Edge, Chairman
Commissioner Jeannette Council
Commissioner Ed Melvin

OTHER COMMISSIONERS
PRESENT: Commissioner Jimmy Keefe
Commissioner Marshall Faircloth
Commissioner Billy King
Commissioner Charles Evans

OTHERS: James Martin, County Manager
Amy Cannon, Deputy County Manager
James Lawson, Assistant County Manager
Rick Moorefield, County Attorney
Howard Abner, Assistant Finance Director
Kelly Autry, Accountant
Karen Long, Crown Coliseum General Manager
George Turner, Civic Center Commission Member
Ryan Aul, Civic Center Commission Member
Lisa Foster, Crown Coliseum Finance Manager
Dr. Mark Chandler, Mental Health Medical Director
Hank Debnam, Mental Health Director
Claretta Johnson, Mental Health Assistant Director
Candi York, Mental Health Business and Finance Manager
Sally Shutt, Chief Public Information Director
David Allred, CREST Board Chair
Dwayne Patterson, CREST Executive Director
Leonard Hedgepeth, RALM
Candice H. White, Clerk to the Board
Press

Commissioner Edge called the meeting to order.

1. APPROVAL OF MINUTES – October 4, 2012 Regular Meeting

MOTION: Commissioner Melvin moved to approve the minutes.
SECOND: Commissioner Council
VOTE: UNANIMOUS (3-0)

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2. PRESENTATION OF CROWN COLISEUM ANNUAL BUSINESS PLAN REPORT

Karen Long, Crown Coliseum General Manager, stated on April 5, 2012 the first bi-annual presentation was made to the Finance Committee during which the Finance Committee took action to reduce the frequency of business plan reports it wished to receive to an annual basis beginning in October, 2012. Ms. Long stated in September, 2012, a request to postpone the October, 2012 report was approved by Finance Committee Chairman Edge. Ms. Long further stated the Crown Business Plan Annual Report was presented to and approved by the Civic Center Commission. Ms. Long stated the business plan report will include a business plan administrative update and objectives, and a finance and marketing and sales dashboard report.

For the administrative update, Ms. Long stated the Crown Coliseum organizational chart was revised for fiscal year 2012-2013 consistent with the position classification and pay plan approved by the Board of Commissioners.

Ms. Long reviewed performance indicators that serve as measures to most accurately represent the business plan report and resource activities implemented by staff to achieve the goals designated by the performance indicators to ensure fiscally responsible management throughout the entire Crown Center as follows:

Performance Indicators

- 1.5% Drop Count Increase
- 1% Event Contribution Increase
- 8% or greater year end net budget contribution

Resources and Activities:

- Cold calls
- Distribution of promotional materials
- Networking
- Media
- Group sales

Ms. Long highlighted fiscal year 2012-2013 objectives and performance indicators as follows:

Objective 1:

- Increase the number of visitors/patrons to the Crown Center

Performance Indicators:

- Achieve 1.5% or greater increase in drop count compared to year end numbers for Fiscal Year 2012
- Total drop count for Fiscal Year 2012 was 518,677
- Goal: Increase drop count by 7,780 for a total of 526,457

Objective 2:

- Ensure equitable contracts with promoters

Objective 3:

- Ensure efficient and effective staffing for events

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Objective 4:

- Ensure risk assessment is measurable for programming in relation to sponsored events

Performance Indicators:

- Achieve 1% or greater increase in event contribution compared to year end numbers for Fiscal Year 2012
- Total event contribution for Fiscal Year 2012 was \$1,357,314
- Goal: Increase event contribution by \$13,573 for a total of \$1,370,887

Objective 5:

- Manage the resources of the Crown Center in a fiscally responsible manner

Performance Indicator:

- Goal: Year-end net contribution to budget be 8% or greater of total event and non-event revenue for Fiscal Year 2013

Ms. Long reported the Crown Coliseum management continues to monitor overtime and adjust work schedules to reduce overtime of contracted services, on-call employees and contract employees. Ms. Long further reported the Crown Coliseum strives to be self-sufficient with regards to maintenance and repair. Ms. Long stated since the April 5, 2012 presentation, the cash requests policy, ticket office vault policy, payroll policy and compliance with all Cumberland County policies has been approved by the Civic Center Commission.

For the marketing update, Ms. Long reported print advertising had been expanded to include the "Pine Straw" magazine and the "Relocation Guide" publication. Ms. Long stated the Crown Coliseum has the opportunity to sell advertising to promoters which increases the marketing and sales revenue. Ms. Long also reported email blasts are a high priority of the Crown Coliseum and these provide descriptions of upcoming events, a calendar of future events, information on sports teams and ways to purchase tickets. Ms. Long reported on FaceBook statistics and demographics, and stated other social media used by the Crown Coliseum are Citysearch, Yelp, Instagram and YouTube.

Ms. Long covered marketing for the Cumberland County Fair to include the instantaneous uploading of photos and videos to social networking sites. Ms. Long reported on the aggressive signage campaign underway at the Crown Coliseum and quarterly suite holder events. Ms. Long stated to further develop marketing strategies, staff use data from ticket sales, group ticket sales, facility usage, attendance and increased convention space usage. Ms. Long reported the ability to sell sponsorships on signage in the facility provides another revenue stream for the Crown Coliseum.

Ms. Long stated staff recognize events at the Crow Coliseum have an economic impact on the area and a goal shared with the Fayetteville Area Hospitality Association is to increase overnight stays at hotels which greatly increases local revenue through food and fuel purchases as well other ancillary spending. Ms. Long stated the resulting collection of sales taxes allows local government to aid in its goal of providing services to the community. Ms. Long stated staff continue to showcase the local market to bring meetings and conventions to the Crown Coliseum and work with the Fayetteville Area Convention and Visitors Bureau (FACVB) to seek out new business; staff also attend tradeshow and conventions in an effort to better

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market the Crown Coliseum's venues. Ms. Long stated the Crown Coliseum is confident in its ability to accommodate a wide range of events.

In response to a question posed by Commissioner Keefe, Lisa Foster, Crown Coliseum Finance Manager, explained the Crown Coliseum's 8% greater year end net budget contribution figure was conservatively based on the industry standard. Ms. Long responded to a question from Commissioner Evans regarding maintenance and upkeep of arena seating.

3. REPORT BY DR. MARK CHANDLER, MEDICAL DIRECTOR, ON MENTAL HEALTH CLINIC SERVICES THROUGH OCTOBER 25, 2012

James Martin, County Manager, stated following delivery of the September 17, 2012 report, he requested that a financial analysis be included with the clinical information because he felt it would provide a more comprehensive report. Candi York, Mental Health Business and Finance Manager, advised she also modified the report to add data to show how many patients each clinician served, the total patients served, and the payor source for the client care. Ms. York advised the report as provided reflected data through October 15, 2012.

Ms. York stated per the consultant's plan, each clinician should have seven billable hours per an eight-hour day which equates to 1,600 hours per year of direct time spent with a patient, and this is how the percentages are calculated for the total direct time. Ms. York responded to questions and explained the quarterly numbers reflect fewer variables than the monthly numbers which are affected by sick leave and vacations. Ms. York also explained the Court Psychologist position performs court-ordered evaluations and the client load is driven by the court system. Ms. York further explained the face time for this position will be lower because of reports that have to be generated for the courts from the psychological evaluations. With regard to the first quarter productivity analysis, Ms. York explained the productivity variation in the total patients served between the other two psychologists was due to whether they saw patients on an appointment or a walk-in basis. Ms. York noted the no-show percentage variations for the clinical social workers and LPCs were based on whether they had scheduled therapy appointments or walk-ins that they were available to see.

Dr. Mark Chandler, Mental Health Medical Director, explained changes made to no-shows either for new patients scheduled for an initial evaluation or follow up patients already in the system as a result of the no-show rates being unacceptable. Dr. Chandler stated monthly and quarterly reports are misleading and the key is the consultant's 1,600 billable hours per year for doctors and clinicians. Dr. Chandler stated he wanted to see a trend in the first quarter close to 800, the second quarter around 800, and the third quarter around 1,200 to get to the 1,600 hours of direct time. Dr. Chandler emphasized this is the Mental Health Clinic's first time under this essentially uncharted model. Ms. York and Dr. Chandler responded to questions regarding billable face-to-face services, medically indicated or necessary services, and court-ordered services.

Commissioner Council noted the shortfall of \$2,052,603 and stated it was hard to justify when there are so many people in need of mental health services. Dr. Chandler explained some of the positions such as the nurses and the medical director do not have a lot of billable services

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but are essential to the running of the clinic. Commissioner Council stated she was not happy with the data. Dr. Chandler spoke to the clinic's need for a business manager.

Commissioner Keefe asked Dr. Chandler whether he was satisfied with the performance of the clinic. Dr. Chandler stated he was not satisfied and the clinic can and needs to do much better. Dr. Chandler stated if he were running a business, he would hire the most qualified and highest producers available, but the clinic did not have that option because he has had to retain individuals based on seniority that are not producing. Dr. Chandler stated he is also dealing with the loss of two doctors and he anticipates losing two to three of his top clinicians to MCO positions in January. Dr. Chandler spoke to other internal logistical problems. Mr. Martin stated he did not realistically think a business manager would increase the productivity of clinicians. Dr. Chandler stated he felt a business manager could indirectly affect productivity because patients have to go through a financial process before seeing a clinician.

Mr. Martin stated prior to the budget recommendation, he met with Mental Health Director Hank Debnam, Public Health Director Buck Wilson, Dr. Chandler and Ms. York regarding the transition of the clinic and the need for the clinic to be more productive than it had been in the past and for it to ultimately be self-sustaining by the end of the year. Mr. Martin stated this poses a real challenge considering the net loss of \$2,052,603. Dr. Chandler stated he did not feel the clinic would ever be self-sustaining because it is a publically funded clinic and there is no clinic in the Public Health Department that is self-sustaining. Dr. Chandler stated he never believed the optimistic numbers could happen. Dr. Chandler stated were the Mental Health Clinic to go away, the poor, indigent and minorities would have a greater time obtaining mental health services because they are just not available. Dr. Chandler explained programs provided by the Mental Health Clinic and stated neither private doctors nor the hospital would be able to make those services available to the individuals that need them.

Commissioner Keefe stated he felt the monthly Mental Health Clinic reports were better suited for the Finance Committee than a full board meeting. Mr. Martin suggested that a quarterly report be provided to the full board. Consensus followed.

4. CONSIDERATION OF MENTAL HEALTH FUNDING IN THE AMOUNT OF \$1,217,894

BACKGROUND:

This item was referred to the Finance Committee for review and consideration from the October 15, 2012 meeting. Mental Health has requested additional funding in the total amount of \$1,217,894 for the following:

(1) Additional Services	\$595,199
(2) MCO Start-Up Funds	\$533,940
(3) LME Positions (Jan through June)	\$88,755

Management met with Mental Health staff to review this request. Based on our discussions, management has learned that Mental Health notified providers of a reduction in authorized units of services after September 10, 2012. Previously, Mental Health had

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appropriated fund balance in the event federal, state, and Medicaid dollars were not sufficient to meet all clients' needs. Mental Health sent out this notification since they did not include a request for county funds or fund balance in their FY2013 budget to provide additional services. In fact, in the last four fiscal years, Mental Health has utilized over \$7.75M from fund balance to fund services. The request of \$595,199 is anticipated to be used in the following disability areas:

Developmental Disabilities	\$275,679
Substance Abuse	\$250,033
Crisis	\$61,697
Adult Mental Health	\$7,790

It is important to understand how services are authorized and allocated. After a client is evaluated, Mental Health then determines the type and level of service. If funds are available, Mental Health gives the client a listing of providers that offer the type and level of service appropriate for that client. Once the provider is selected by the client, Mental Health will authorize the units of service to the selected provider. Basically, units of services are driven by client's unique needs and the funding available. Therefore, Mental Health cannot identify the amount of funding any particular provider will receive.

Mental Health has requested these funds to continue providing services that were previously available through the use of their fund balance. Adequate funding was not requested or appropriated to meet the service demands which led Mental Health to abruptly curtail services without advanced notice to providers and consumers. As stated at the October 15th meeting, Mental Health in conjunction with the county will need to identify the level of funding to be made available and then limit the authorized units of services to the recurring funds available. This process will begin as Mental Health transitions to the Managed Care Organization (MCO). One of the many expected outcomes of a managed care system is a reduction in the number of service providers, with a concentration on larger and more efficient providers. In addition, the managed care centralized administrative function, and the capitated service rates, should enhance efficiency, therefore spreading service dollars over a larger client base. Management believes that this process of rightsizing the local dollars is best handled naturally and over time through the transition to the MCO environment. We believe this systematic approach is better for the clients and the providers. Therefore, we would recommend adding the additional service dollars in the amount of \$595,199 to fund services through December 31, 2012.

The second item which has been requested is \$533,940 for MCO start-up costs to be paid to the MCO. This amount was included in the interlocal agreement approved by the Cumberland County Area Authority. A portion of this is to fund some MCO positions for November and December to prepare for the transition to the MCO on January 1. The remainder of the \$533,940 is to be paid to the MCO for technology upgrades, phone system enhancement, and other start-up costs. Since this was part of the interlocal agreement with the MCO, Management recommends approval of the \$533,940 and further

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that any amount not spent for start-up salaries, be paid to the Alliance Center as Cumberland's contribution for MCO start-up costs.

Finally, Mental Health has requested \$88,755 to fund three LME positions for the period January 1 through June 30, 2013. The positions are as follows; Records Management, Accounting Specialist, and a Quality Assurance position. The MCO has expanded the number of positions that may be funded from the original 47 to 49 funded positions. They have agreed to fund an IT position and an Accountant position through June 30, 2013 to assist in the transition and the close-out of the claims. The MCO will have a quality assurance and management function that will be required to provide reports to the Boards of Commissioners from all participating counties. Based on the MCO funding these two additional positions, Management does not recommend funding to continue these LME positions at this time. Coordination should continue with Mental Health and the Alliance Center on functions that can be collectively managed to ensure all claims are closed out appropriately and that the transition occurs with minimal disruption to the clients.

RECOMMENDATION:

Management recommends approval of the requested \$595,199 for services through December 31, 2012 and the \$533,940 for MCO start-up costs.

Ms. Cannon, Deputy County Manager, reviewed the background information and recommendation as recorded above. Ms. Cannon stated there has been discussion that county management cut out county funding in the areas for which Mental Health is now requesting funds, specifically developmental disabilities and substance abuse. Ms. Cannon clarified in Mental Health's budget, no funds were requested other than \$80,000 for Sobriety Court. Ms. Cannon further clarified that for developmental disabilities, Mental Health only requested federal and state funding and no local or fund balance dollars. Ms. Cannon stated therefore the request for \$595,199 was not because the county cut it out of Mental Health's budget but because it was not included in Mental Health's budget request.

Ms. Cannon stated she feels it is in the best interest of the community and the citizens to continue the \$595,199 funding through the period ending December 31, 2012 because there was an abrupt halt in services in September without a lot of notice to clients so they could make other arrangements, and if a reduction is going to be made, there needs to be a systematic approach to reducing the services to include ample notice. Ms. Cannon stated there was not ample notice given to providers to make this type of reduction either and it is in the best interest of clients to add the \$595,199 back into the budget.

Ms. Cannon distributed budget revisions as provided at the October 15, 2012 meeting.

MOTION: Commissioner Melvin moved to add the additional services for \$595,199 and the MCO start-up funds for \$533,940.

SECOND: Commissioner Council

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In response to a question posed by Commissioner Keefe, Ms. Cannon stated Mental Health did request an appropriation from fund balance but the majority of the funds requested were to fund the twenty-six LME position from January through June, 2013. Ms. Cannon further stated Mental Health requested \$1,540,000 from fund balance and management reduced that out of the budget. Commissioner Keefe asked whether the appropriation from the fund balance included any services or just to sustain the LME. Ms. Cannon responded to sustain the LME. In response to additional questions from Commissioner Keefe, Ms. Cannon stated the \$595,199 was from the Mental Health fund balance, and Mr. Martin stated the MCO start-up funds were part of the negotiations between the LME and the Durham Center. Hank Debnam, Mental Health Director, stated part of the \$533,940 was for salaries outside of internal staff that will need to be hired and the LME will also have to bring on additional technology to communicate with the corporate office in Durham. Mr. Debnam stated these negotiations were made prior to Wake County coming on board and it was negotiated pursuant to the pro forma developed by the Durham Center.

Commissioner Keefe asked who would distribute the \$595,199. Ms. Cannon stated Mental Health had a long list of providers and it was her understanding that the process for the \$595,199 would be driven by client-need. Mr. Martin clarified the \$595,199 was the total amount and it was his understanding that there were developmental disability providers other than CREST.

Commissioner Evans stated his concern was that funding should be appropriated for the remainder of the time because this funding will not last through December. Mr. Martin stated it was understood that this was not the funding for January through June, 2013 and he asked Mental Health how much additional local money would be needed to sustain services on some level through June 30, 2013. Mr. Martin stated he had not yet received that information and wanted to be sure the Board understood this was not the end of funding for Mental Health.

Mr. Debnam spoke to the three positions that would not be going forward and explained the medical records position is important for the issuance of gun permits. Ms. Cannon explained there had been discussion on October 8, 2012 with the Assistant Mental Health Director and the Mental Health finance officer during which she expressed concerns about the close-out, especially in the areas of claims and quality assurance. Ms. Cannon also stated during a phone discussion with the Mental Health accountant and the Assistant Mental Health Director, she learned the MCO had agreed to fund the accountant position for the remainder of the year. Ms. Cannon stated further there have also been discussions that the MCO will be responsible for the quality assurance. Ms. Cannon stated from her perspective, the accountant and quality assurance will be taken care of by the MCO.

VOTE: UNANIMOUS (3-0)

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Mr. Martin advised approval of the requested \$595,199 for services through December 31, 2012 and the \$533,940 for MCO start-up costs was his recommendation as well as Ms. Cannon's.

5. REVIEW OF MONTHLY FINANCIAL REPORT

Howard Abner, Assistant Finance Director, called attention to a new area of the report for the Mental Health Clinic under the Health Department which was at 26.7% of expenditures. Mr. Abner reported the Mental Health Department is at 44% of budget for six months. Mr. Abner noted the drop in expenditures for Child Support Enforcement of 18% and stated the difference is that for FY 2012 there was an encumbrance of \$300,000 for a contract with the Sheriff's Office for security.

Mr. Abner stated the biggest months for collections for ad valorem taxes are November and December and sales tax distributions will begin in October for July sales. Mr. Abner stated the various sales tax equalization amounts for the first quarter do not end until December 31, 2012 and will not be reported until the February meeting. Mr. Abner reported Inspections revenue is below last year and this is a continuing trend. Mr. Abner also reported Mental Health in general recognized 16.9% of their budgeted revenue from draw downs of state and federal dollars. Mr. Abner further reported the Health Department collected 48% for sales and services versus only 24% last year due to a large Medicaid settlement that was recorded this year. Mr. Abner reported the Mental Health Clinic has only collected 2% of their budget versus spending over 26%. Mr. Abner briefly explained how receivables are projected and stated the Mental Health Clinic will likely have a shortfall of \$2.6 million.

Mr. Abner reported operating revenue for the Crown Coliseum is down \$146,697 from last year and operating expenses are also down \$89,208. Mr. Abner explained this total has resulted in a greater loss for the first quarter compared to last year.

6. OTHER MATTERS OF BUSINESS

There were no other matters of business.

There being no further business, the meeting adjourned at 10:35 a.m.

JAMES E. MARTIN
County Manager


JAMES E. LAWSON
Assistant County Manager



CUMBERLAND
COUNTY
NORTH CAROLINA

OFFICE OF THE COUNTY MANAGER

MEMO FOR THE AGENDA OF THE JANUARY 3, 2013 FINANCE COMMITTEE

TO: FINANCE COMMITTEE
FROM: AMY H. CANNON, DEPUTY COUNTY MANAGER 
DATE: DECEMBER 28, 2012
SUBJECT: MEDICAL PLAN UPDATE AND FUTURE WELLNESS STRATEGY

Presenter: Mark Browder, Mark III Brokerage

Estimate of Committee Time Needed: 25 Minutes

BACKGROUND:

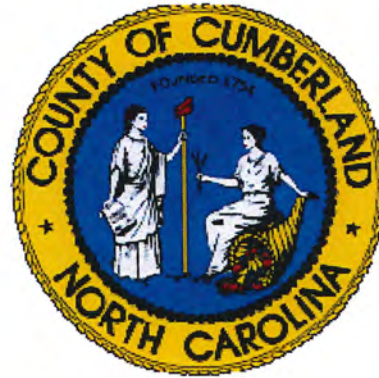
Mr. Mark Browder will be making a presentation on the Cumberland County Medical Plan which includes a future wellness strategy for the County.

RECOMMENDATION / PROPOSED ACTION:

Accept the presentation regarding future wellness options.

/ct

CM122812-2



MEDICAL PLAN UPDATE

Future Wellness Strategy



December 18, 2012

2011 – 2012 Plan Experience



Date	Subs	Medical	Pharmacy	Total Claims	Administration	Total Cost	Stop-loss Credits	Net Costs	Estimated County Monthly Cost
July-11	2,410	\$701,509.46	\$441,992.04	\$1,143,501.50	\$62,804.60	\$1,301,030.68	\$0.00	\$1,301,030.68	\$1,462,484.40
August-11	2,403	\$1,039,982.43	\$273,124.76	\$1,313,107.19	\$62,622.18	\$1,467,845.11	\$0.00	\$1,467,845.11	\$1,458,236.52
September-11	2,414	\$981,821.29	\$276,275.15	\$1,258,096.44	\$62,908.84	\$1,427,534.88	\$0.00	\$1,427,534.88	\$1,464,911.76
October-11	2,410	\$936,653.33	\$291,251.10	\$1,227,904.43	\$62,804.60	\$1,383,577.17	\$0.00	\$1,383,577.17	\$1,462,484.40
November-11	2,415	\$1,248,480.63	\$282,242.36	\$1,530,722.99	\$62,934.90	\$1,684,923.49	\$70,840.57	\$1,614,082.92	\$1,465,518.60
December-11	2,419	\$985,255.36	\$420,941.34	\$1,406,196.70	\$63,039.14	\$1,563,409.03	\$16,703.50	\$1,546,705.53	\$1,467,945.96
January-12	2,424	\$1,105,709.40	\$283,932.93	\$1,389,642.33	\$63,169.44	\$1,548,709.44	\$196,054.70	\$1,352,654.74	\$1,470,980.16
February-12	2,430	\$977,632.85	\$325,660.86	\$1,303,293.71	\$63,325.80	\$1,464,272.79	\$30,383.39	\$1,433,889.40	\$1,474,621.20
March-12	2,438	\$1,209,509.63	\$320,688.48	\$1,530,198.11	\$63,534.28	\$1,692,421.79	\$77,120.19	\$1,615,301.60	\$1,479,475.92
April-12	2,427	\$1,341,403.30	\$383,604.01	\$1,725,007.31	\$63,247.62	\$1,880,649.52	\$476,092.33	\$1,404,557.19	\$1,472,800.68
May-12	2,426	\$1,076,892.31	\$420,820.98	\$1,497,713.29	\$63,221.56	\$1,653,750.33	\$83,072.24	\$1,570,678.09	\$1,472,193.84
June-12	2,412	\$1,090,196.87	\$226,951.04	\$1,317,147.91	\$62,856.72	\$1,473,683.89	\$36,097.66	\$1,437,586.23	\$1,463,698.08
Total	29,028	\$12,695,046.86	\$3,947,485.05	\$16,642,531.91	\$756,469.68	\$18,541,808.12	\$986,364.58	\$17,555,443.54	\$17,615,351.52
		Rx/Sub/Mth	\$135.99	\$573.33			99.94%		\$59,907.98
			108.25%	111.13%					



Key Findings - Most Recent Year	
Paid PMPM	\$385
Paid PMPM Trend	17%
Paid PMPM Compared to Book of Business	11% higher
Total Discount	48%
Risk Score	1.87 (Book of Business 1.18)
Member Out-of-Pocket Percentage	17% (Book of Business 18%)
Top Condition Categories	cardiology, musculoskeletal, neoplasms
% High Cost Claimant (HCC) Payments	31% (previous year 25%)
Top Conditions for HCCs	health services, injury & poisoning, circulatory
Preventive Care	above or similar to the Book of Business for all categories
Highest Chronic Condition Prevalence	hypertension, hyperlipidemia, back and joint disorders
Total Healthcare Savings PMPM	\$13.08

2011 – 2012 Plan Experience – Top 15 Episodes

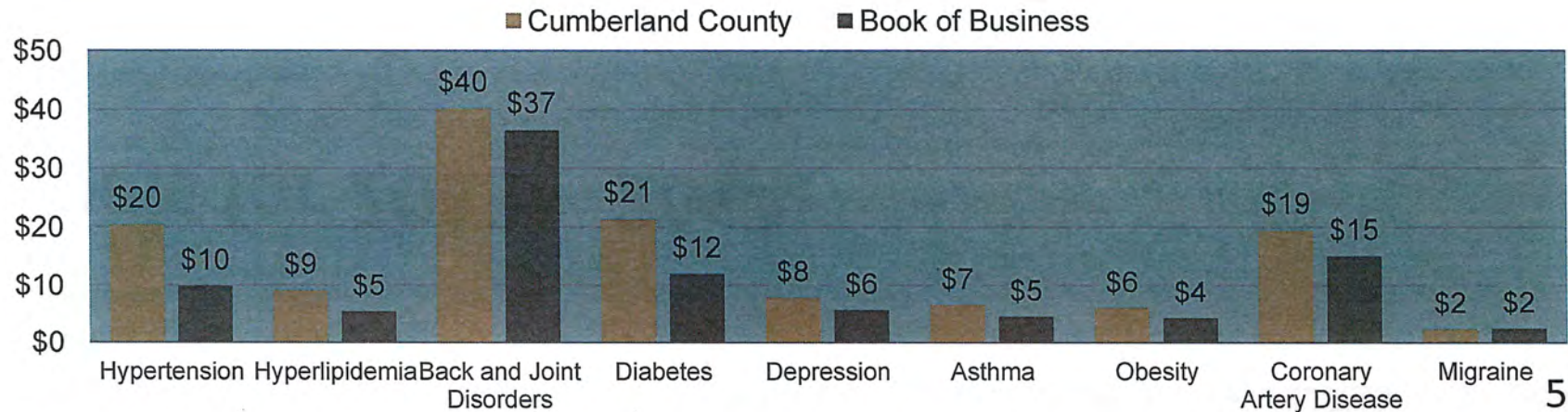


Episode	Claimants	Allowed Amount	Allowed Amount per Claimant	Allowed PMPM
Hypertension	1,253	\$1,082,145	\$864	\$25.02
Diabetes	437	\$888,704	\$2,034	\$20.55
Ischemic Heart Disease	155	\$833,739	\$5,379	\$19.28
Malignant Neoplasm - Breast	46	\$686,119	\$14,916	\$15.87
Spinal Trauma	9	\$622,206	\$69,134	\$14.39
Joint Degeneration - Back	215	\$494,170	\$2,298	\$11.43
Routine Exam	1,363	\$464,953	\$341	\$10.75
COPD	104	\$443,011	\$4,260	\$10.24
Other Minor Perinatal Disorder	25	\$435,765	\$17,431	\$10.08
Cerebral Vascular Disease	52	\$412,925	\$7,941	\$9.55
Chronic Renal Failure	60	\$399,695	\$6,662	\$9.24
Non-Malignant Neoplasm - Female Genitourinary Tract	73	\$396,993	\$5,438	\$9.18
Cholelithiasis	31	\$357,993	\$11,548	\$8.28
Joint Degeneration - Knee/Lower Leg	111	\$355,632	\$3,204	\$8.22
Septicemia	26	\$297,862	\$11,456	\$6.89



	Prevalence			Employee Prevalence		
	Cumberland County	Book of Business	% Variance	Cumberland County	Book of Business	% Variance
Hypertension	36%	17%	19% pts. higher	47%	24%	23% pts. higher
Hyperlipidemia	27%	14%	13% pts. higher	34%	20%	14% pts. higher
Back and Joint Disorders	24%	16%	8% pts. higher	31%	21%	10% pts. higher
Diabetes	14%	7%	7% pts. higher	18%	10%	8% pts. higher
Depression	10%	8%	2% pts. higher	12%	10%	2% pts. higher
Asthma	7%	5%	2% pts. higher	7%	4%	3% pts. higher
Obesity	7%	3%	4% pts. higher	8%	4%	4% pts. higher
Coronary Artery Disease	5%	2%	3% pts. higher	7%	3%	4% pts. higher
Migraine	5%	3%	2% pts. higher	5%	4%	similar

Allowed Amount PMPM





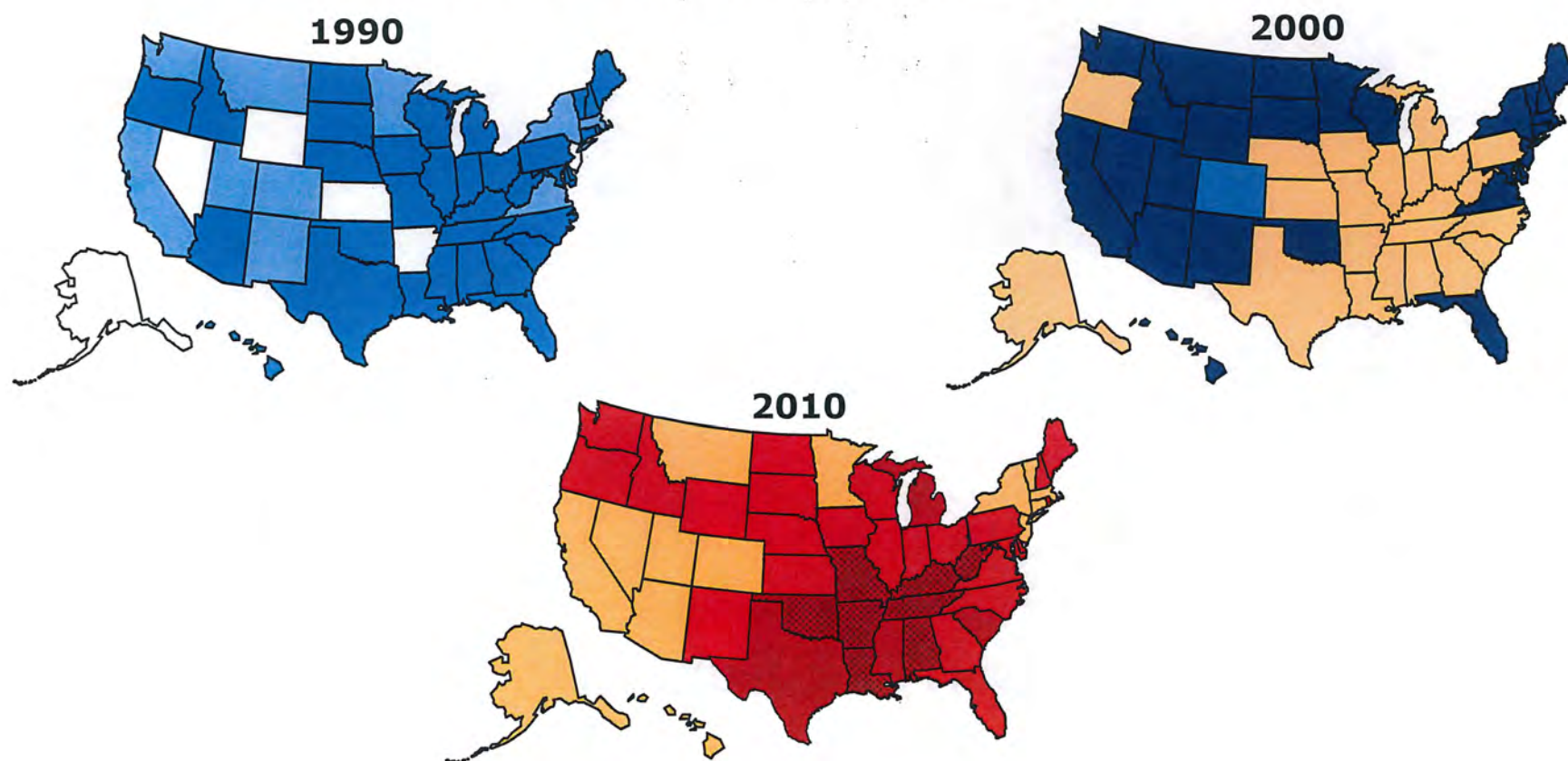
Goals for 2013 – 2014:

- Improve the health of the population.
- Improve consumerism.
- Move towards employee accountability.



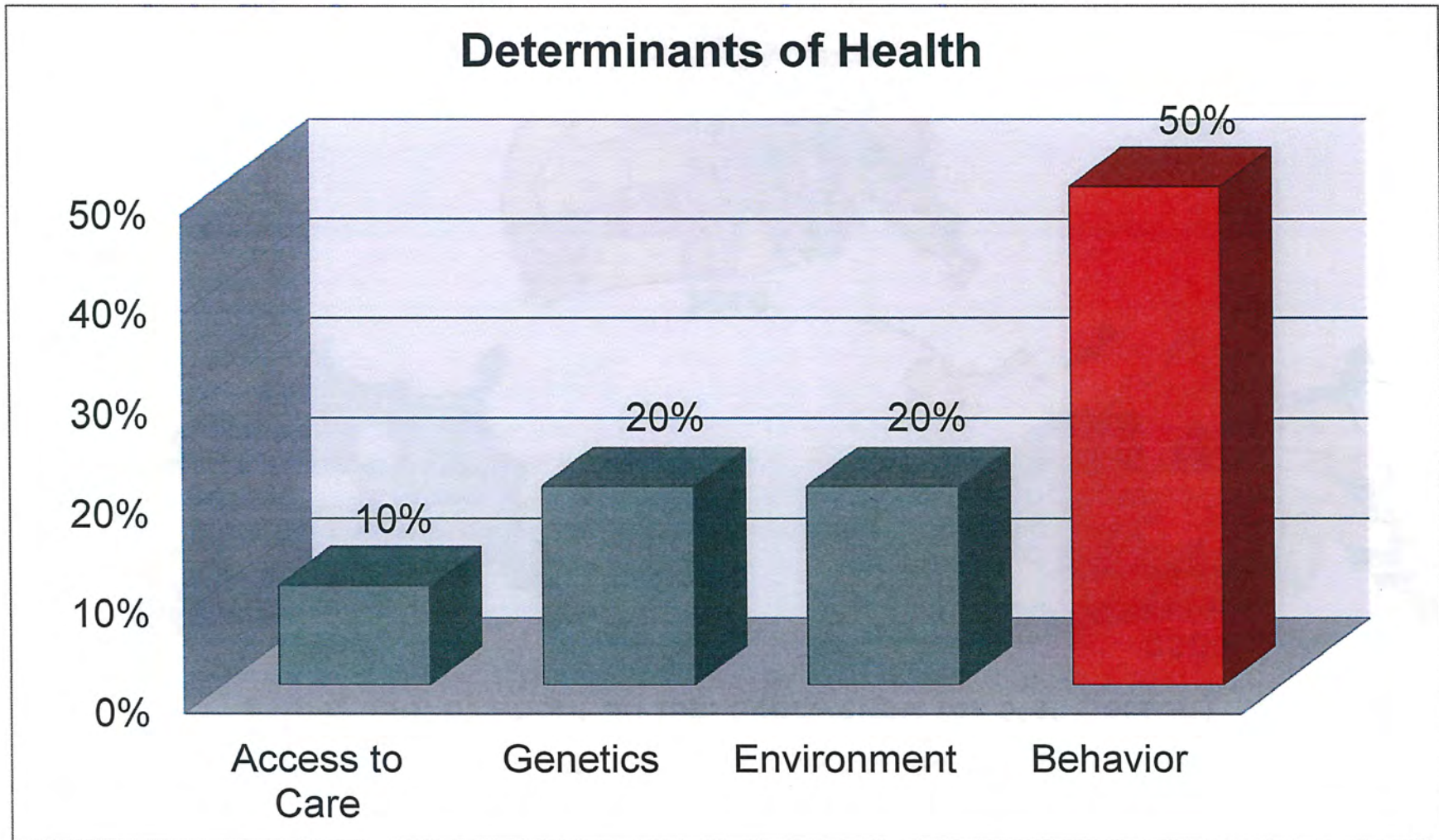
Obesity Trends* Among U.S. Adults BRFSS, 1990, 2000, 2010

(*BMI ≥ 30 , or about 30 lbs. overweight for 5'4" person)





Healthcare Resource Consumption



2011 – 2012 Plan Experience – Top 15 Episodes



Episode	Claimants	Allowed Amount	Allowed Amount per Claimant	Allowed PMPM
Hypertension	1,253	\$1,082,145	\$864	\$25.02
Diabetes	437	\$888,704	\$2,034	\$20.55
Ischemic Heart Disease	155	\$833,739	\$5,379	\$19.28
Malignant Neoplasm - Breast	46	\$686,119	\$14,916	\$15.87
Spinal Trauma	9	\$622,206	\$69,134	\$14.39
Joint Degeneration - Back	215	\$494,170	\$2,298	\$11.43
Routine Exam	1,363	\$464,953	\$341	\$10.75
COPD	104	\$443,011	\$4,260	\$10.24
Other Minor Perinatal Disorder	25	\$435,765	\$17,431	\$10.08
Cerebral Vascular Disease	52	\$412,925	\$7,941	\$9.55
Chronic Renal Failure	60	\$399,695	\$6,662	\$9.24
Non-Malignant Neoplasm - Female Genitourinary Tract	73	\$396,993	\$5,438	\$9.18
Cholelithiasis	31	\$357,993	\$11,548	\$8.28
Joint Degeneration - Knee/Lower Leg	111	\$355,632	\$3,204	\$8.22
Septicemia	26	\$297,862	\$11,456	\$6.89



- ⦿ In the spring of 2013:
 - The incentive for employees to participate in the wellness program will continue to be a **Discounted Rate structure**.
 - To maintain the **Discounted Rates**, the employee must:

Meet the current standards (participate in biometrics conducted by Cape Fear).

2013 – 2014 Rates



Base Rates - Cumberland County Rate Structure - PPO - 2013 - 2014

	Subscriber Count	County/ Sub/Mth Contribution	County Monthly	County Annual	Employee Monthly Contribution	Employee Monthly	Employee Annual	Total Monthly	Total Annual
Ee Only	55	\$531.33	\$29,223.15	\$350,677.80	\$51.00	\$2,805.00	\$33,660.00	\$32,028.15	\$384,337.80
Ee/Child	0	\$531.33	\$0.00	\$0.00	\$157.00	\$0.00	\$0.00	\$0.00	\$0.00
Ee/Children	0	\$531.33	\$0.00	\$0.00	\$254.00	\$0.00	\$0.00	\$0.00	\$0.00
Ee/Spouse	0	\$531.33	\$0.00	\$0.00	\$241.00	\$0.00	\$0.00	\$0.00	\$0.00
Ee/Family	0	\$531.33	\$0.00	\$0.00	\$326.00	\$0.00	\$0.00	\$0.00	\$0.00
	55		\$29,223.15	\$350,677.80		\$2,805.00	\$33,660.00	\$32,028.15	\$384,337.80

Discounted Rates - Cumberland County Rate Structure - PPO - 2013 - 2014

	Subscriber Count	County/ Sub/Mth Contribution	County Monthly	County Annual	Employee Monthly Contribution	Employee Monthly	Employee Annual	Total Monthly	Total Annual
Ee Only	1,680	\$531.33	\$892,634.40	\$10,711,612.80	\$21.00	\$35,280.00	\$423,360.00	\$927,914.40	\$11,134,972.80
Ee/Child	217	\$531.33	\$115,298.61	\$1,383,583.32	\$127.00	\$27,559.00	\$330,708.00	\$142,857.61	\$1,714,291.32
Ee/Children	73	\$531.33	\$38,787.09	\$465,445.08	\$224.00	\$16,352.00	\$196,224.00	\$55,139.09	\$661,669.08
Ee/Spouse	191	\$531.33	\$101,484.03	\$1,217,808.36	\$211.00	\$40,301.00	\$483,612.00	\$141,785.03	\$1,701,420.36
Ee/Family	204	\$531.33	\$108,391.32	\$1,300,695.84	\$296.00	\$60,384.00	\$724,608.00	\$168,775.32	\$2,025,303.84
	2,365		\$1,256,595.45	\$15,079,145.40		\$179,876.00	\$2,158,512.00	\$1,436,471.45	\$17,237,657.40

Cumberland County Rate Structure - PPO - 2013 - 2014

	Subscriber Count	County/ Sub/Mth Contribution	County Monthly	County Annual	Employee Monthly Contribution	Employee Monthly	Employee Annual	Total Monthly	Total Annual
Ee Only	1,735		\$921,857.55	\$11,062,290.60		\$38,085.00	\$457,020.00	\$959,942.55	\$11,519,310.60
Ee/Child	226		\$115,298.61	\$1,383,583.32		\$27,559.00	\$330,708.00	\$142,857.61	\$1,714,291.32
Ee/Children	80		\$38,787.09	\$465,445.08		\$16,352.00	\$196,224.00	\$55,139.09	\$661,669.08
Ee/Spouse	189		\$101,484.03	\$1,217,808.36		\$40,301.00	\$483,612.00	\$141,785.03	\$1,701,420.36
Ee/Family	200		\$108,391.32	\$1,300,695.84		\$60,384.00	\$724,608.00	\$168,775.32	\$2,025,303.84
	2,430		\$1,285,818.60	\$15,429,823.20		\$182,681.00	\$2,192,172.00	\$1,468,499.60	\$17,621,995.20
	Annual	\$6,375.96						Per/Sub/Mth	\$604.32



2014 – 2015 Incentive Plan Qualifications

- To qualify for the Discounted Rates, the employee must participate in the biometrics, and;
- Meet **3 out of the 4 moderate control categories.**

Risk Factor	Moderate Control
Waist Circumference	Abd Circ < 40" Male or 35" Female
<i>Alternative method to qualify</i>	<i>Or improve by 10%</i>
Blood Pressure	< 140/90 mmHg
<i>Alternative method to qualify</i>	<i>Or lose 10/5 mmHg</i>
Cholesterol Ratio	5.5
<i>Alternative method to qualify</i>	<i>Or improve by 10%</i>
Hemoglobin A1c	< 7.0
<i>Alternative method to qualify</i>	<i>Not applicable</i>



	BCBSNC - Current 150k/120% 7/12 - 6/13	Clinic and Pharmacy Services 7/12 - 6/13
	In-Network	In-Network
Primary Care Office Visits	\$30	\$0
Specialist Physician Visits	\$60	N/A
Well Baby Care	0%	0%
Immunizations/Injections	0%	0%
Physical Exams	0%	0%
Pap Smears/Mammograms	0%	0%
Deductible	\$1,000	N/A
Deductible - Family Maximum	\$3,000	N/A
Out of Pocket Limit	\$2,000	N/A
Out of Pocket Limit - Family Max	\$6,000	N/A
Hospital Services	Deductible/20%	N/A
Emergency Room	Deductible/20%	N/A
Pharmacy		
Generic	\$10	\$0
Brand – Preferred	\$45	\$25
Brand – Non-Preferred	\$60	\$40
Specialty Medication	25% - \$50 Min/\$100 Max	25% - \$50 Min/\$100 Max



Change will continue.

It just depends what we want the change to be:

- Either, employee health status will Improve (change).

Or

- Claims will increase, costs continue to rise, and benefits will be eroded (change).

And

- Employee and County costs will Increase (change).



Mark III

Employee Benefits



**ENGINEERING & INFRASTRUCTURE DEPARTMENT
PUBLIC UTILITIES DIVISION**

**MEMO FOR THE AGENDA OF THE
JANUARY 3, 2012 MEETING OF THE FINANCE COMMITTEE**

TO: FINANCE COMMITTEE
FROM: JEFFERY BROWN, ENGINEERING & INFRASTRUCTURE DIRECTOR
THROUGH: JAMES MARTIN, COUNTY MANAGER
DATE: DECEMBER 20, 2012
**SUBJECT: APPROVAL OF A RATE INCREASE FOR SEWER SERVICE FOR THE
NORCRESS SANITARY SEWER SYSTEM.**

Requested by: Engineering and Infrastructure Director and NORCRESS Advisory Board

Presenter(s): Jeffery Brown, Engineering and Infrastructure Director

Estimate of Committee Time Needed: 15 minutes

BACKGROUND:

After reviewing the operational costs of the NORCRESS sewer system, it has revealed that the present rate of collections for sewer service is not meeting the costs being incurred by the system for operations and maintenance. There have been increases by our sewer service provider and our electrical providers. At the present rate we are not generating any revenue to set aside as a capital reserve fund to pay for replacement equipment or needed repairs.

There was a meeting of the NORCRESS Advisory Board to discuss this issue and to make a recommendation to increase the rates. Although the members of the Advisory Board do not wish to see the rates increase in these times of economic stress, they understand the necessity of the rate increase.

The rates were last increased in 2010, in which the increase raised the rate on sewer service to \$5.50 per 1,000 gallons. The NORCRESS Advisory Board suggested the following proposed rate increases at its November 29th meeting:

<u>Rate Description</u>	<u>Current Rate</u>	<u>Proposed Rate</u>
Residential Customers	\$5.50/thousand gallons	\$6.50/thousand gallons
Commercial Customers	\$5.50/thousand gallons	\$7.00/thousand gallons
Lift Station Maintenance Fee Residential	\$1.00/month	\$2.00/month
Lift Station Maintenance Fee Commercial	\$0.50/thousand gallons	\$1.00/thousand gallons

The flat rate customers have not had an increase in usage since the system went online in 2006, a proposed rate increase to the flat rate customers of \$5.00 per month, making the new rate \$31.42. This increase is necessary due to the high cost of treating the force mains to prevent damage and odor problems, as well as, to begin to establish a capital reserve for future needs.

The average monthly usage throughout this system is 4,500 gallons per residential user, this equates to an average increase of \$5.50 per month to the individual customer for sewer service.

Attached are copies of spreadsheets showing the monthly costs associated with the operation of the system, as well as, revenue requirements to meet these costs.

RECOMMENDATION/PROPOSED ACTION:

The Engineering and Infrastructure Director, the NORCRESS Advisory Board and Management recommend that the Finance Committee recommend to the Board of Commissioners that:

1. NORCRESS increase its sewer usage rate to \$6.50 per 1,000 gallons for residential service and \$7.00 per 1,000 gallons for commercial service.
2. NORCRESS increase the Lift Station Maintenance Fee to \$2.00 per month per residential customer and \$1.00 per 1,000 gallons for commercial customer.
3. NORCRESS increase its flat rate sewer user's rate to \$31.42 per month.

Attachments:

Commercial Usage, Residential Usage and Lift Station Maintenance Fee Increase

Current Rate w/o Force Main Repairs

Revenue	
Revenue Sewer Residential & Commercial-FY12 Towns Metered	\$ 194,786.63
Flat Rate Users - \$26.42 x 6 users	\$ 158.52
Lift Station Maintenance Fee-FY12 Numbers	\$ 18,529.02
Debt Service Fee-FY12 Numbers	\$ 87,548.04
Administration Fees-FY12 Numbers	\$ 12,514.56
Martins Meats Chemical Surcharge - 21,941 gallons per year x \$2.77 per gallon	\$ 60,776.57
Total Revenue	\$ 374,313.34

Based on current rate of \$5.50 per thousand gallons
FY-12 Towns Metered Usage of 35,415,750 gallons
FY-12 PWC Metered Usage of 38,027,286 gallons

Expenses	
3439-Chemicals - 31,344 gallons per year x \$2.77 per gallon	\$ 86,822.88
5756-Debt Service Fee	\$ 66,345.00
3480-Lift Station Utility Bills	\$ 15,000.00
3480-PWC Sewer Usage Bills	\$ 139,020.17
3435-Operation & Maintenance	\$ 50,000.00
3426-License & Permit Fees	\$ 1,040.00
Total Expected Expenses	\$ 358,228.05

Expected Profit (Loss) \$ 16,085.29

NORCRESS will then be responsible for
9,403 gallons per year at \$2.77 per gallon = \$26,046.31

Current Rate w/ Force Main Repairs

Revenue	
Revenue Sewer Residential & Commercial-FY12 Towns Metered	\$ 194,786.63
Flat Rate Users - \$26.42 x 6 users	\$ 158.52
Lift Station Maintenance Fee-FY12 Numbers	\$ 18,529.02
Debt Service Fee-FY12 Numbers	\$ 87,548.04
Administration Fees-FY12 Numbers	\$ 12,514.56
Martins Meats Chemical Surcharge - 21,941 gallons per year x \$2.77 per gallon	\$ 60,776.57
Total Revenue	\$ 374,313.34

Based on current rate of \$5.50 per thousand gallons
FY-12 Towns Metered Usage of 35,415,750 gallons
FY-12 PWC Metered Usage of 38,027,286 gallons

Expenses	
3439-Chemicals - 31,344 gallons per year x \$2.77 per gallon	\$ 86,822.88
5756-Debt Service Fee	\$ 66,345.00
3480-Lift Station Utility Bills	\$ 15,000.00
3480-PWC Sewer Usage Bills	\$ 139,020.17
3435-Operation & Maintenance	\$ 300,000.00
3426-License & Permit Fees	\$ 1,040.00
Total Expected Expenses	\$ 608,228.05

Expected Profit (Loss) \$ (233,914.71)

4,500 gallons at a rate of \$5.50/1,000 gallons =	\$24.75
Debt Service(\$9.65), Admin. Fee (\$1.58), & LSM Fee (\$1.00) =	\$12.23
Total Average Monthly Bill	\$36.98

NOTE: PWC has had a rate increase for sewer treatment from \$3.5238 per thousand gallons to \$3.6558 per thousand gallons that went into effect January 1, 2012

Commercial Usage, Residential Usage and Lift Station Maintenance Fee Increase

Current Rate w/o Force Main Repairs	
Revenue	
FY12 Residential Metered - 10,257,960	\$ 66,676.74
FY12 Commercial Metered - 25,157,790	\$ 176,104.53
Flat Rate Users - \$31.42 x 6 users (New rate-increase of \$5.00)	\$ 188.52
Lift Station Maintenance Fee-New Fees	\$ 37,058.04
Debt Service Fee-FY12 Numbers	\$ 87,548.04
Administration Fees-FY12 Numbers	\$ 12,514.56
Martins Meats Chemical Surcharge - 18,650 gallons per year x \$2.45 per gallon	\$ 45,692.50
Total Revenue	\$ 425,782.93
Based on a residential rate of \$6.50 per thousand gallons	
Based on a commercial rate of \$7.00 per thousand gallons	
FY-12 Towns Metered Usage of 35,415,750 gallons	
FY-12 PWC Metered Usage of 38,027,286 gallons	
Expenses	
3439-Chemicals - 26,642 gallons per year x \$2.45 per gallon	\$ 65,272.90
5756-Debt Service Fee	\$ 66,345.00
3480-Lift Station Utility Bills	\$ 15,000.00
3480-PWC Sewer Usage Bills	\$ 139,020.17
3435-Operation & Maintenance	\$ 50,000.00
3426-License & Permit Fees	\$ 1,040.00
Total Expected Expenses	\$ 336,678.07
Expected Profit (Loss)	\$ 89,104.86

NORCRESS will then be responsible for
7,992 gallons per year at \$2.45 per gallon = \$19,580.40

Current Rate w/ Force Main Repairs	
Revenue	
FY12 Residential Metered - 10,257,960	\$ 66,676.74
FY12 Commercial Metered - 25,157,790	\$ 176,104.53
Flat Rate Users - \$31.42 x 6 users (New rate-increase of \$5.00)	\$ 188.52
Lift Station Maintenance Fee-New Fees	\$ 37,058.04
Debt Service Fee-FY12 Numbers	\$ 87,548.04
Administration Fees-FY12 Numbers	\$ 12,514.56
Martins Meats Chemical Surcharge - 18,650 gallons per year x \$2.45 per gallon	\$ 45,692.50
Total Revenue	\$ 425,782.93
Based on a residential rate of \$6.50 per thousand gallons	
Based on a commercial rate of \$7.00 per thousand gallons	
FY-12 Towns Metered Usage of 35,415,750 gallons	
FY-12 PWC Metered Usage of 38,027,286 gallons	
Expenses	
3439-Chemicals - 26,642 gallons per year x \$2.45 per gallon	\$ 65,272.90
5756-Debt Service Fee	\$ 66,345.00
3480-Lift Station Utility Bills	\$ 15,000.00
3480-PWC Sewer Usage Bills	\$ 139,020.17
3435-Operation & Maintenance	\$ 300,000.00
3426-License & Permit Fees	\$ 1,040.00
Total Expected Expenses	\$ 586,678.07
Expected Profit (Loss)	\$ (160,895.14)

4,500 gallons at a rate of \$6.50/1,000 gallons = \$29.25
Debt Service(\$9.65), Admin. Fee (\$1.58), & LSM Fee (\$2.00) = \$13.23
Total Average Monthly Bill \$42.48 (difference of \$5.50)

Current Lift Station Maintenance Fee- \$1.00 per residential customer per month
\$.50 per MGAL commercial customer per month

New Lift Station Maintenance Fee- \$2.00 per residential customer per month
\$1.00 per MGAL commercial customer per month



CUMBERLAND
★ **COUNTY** ★
NORTH CAROLINA

DEPARTMENT OF PUBLIC HEALTH

**MEMO FOR THE AGENDA OF THE
JANUARY 3, 2013 MEETING OF THE FINANCE COMMITTEE**

TO: FINANCE COMMITTEE
FROM: *for* BUCK WILSON, PUBLIC HEALTH DIRECTOR *Buck Wilson*
THROUGH: JAMES LAWSON, ASSISTANT COUNTY MANAGER *James Lawson*
DATE: DECEMBER 20, 2012
SUBJECT: UPDATE ON MENTAL HEALTH SERVICES

Requested by: Jimmy Keefe, Commissioner

Presenter(s): Buck Wilson, Public Health Director will address the committee
Candi York, Accountant for CCDPH
Dr. Mark Chandler, Medical Director for Mental Health Clinic

Estimate of Committee Time Needed: 15 minutes

BACKGROUND:

Per the request of Mr. Jimmy Keefe, Commissioner, an update will be given on Mental Health services at the Finance Committee.

The following reports will be presented:

- Productivity report, November 1st – 30th
- Productivity report for full time staff, November 1st – 30th
- Productivity report for other/exceptions, November 1st – 30th
- Mental Health Brochure
- Pharmacy Presentation

RECOMMENDATION/PROPOSED ACTION:

At this time, there is no recommendation other than to accept the presentation of the information as presented.

Mental Health Clinic
Nov-12
Productivity

Updated 12/19/12

	<i>Per Clinician</i>	<i>Clinic</i>
Nov 2012 Target Hours	140	2240
Nov 2011 Target Hours	140	2240

	<i>Adult</i>	<i>Child</i>
# Services Performed	1121	651
# Patients Served	751	468

Nov-12															Nov-11	
<i>Clinician #</i>	<i>Title</i>	<i># Hours Worked</i>	<i># Hours Paid</i>	<i>Total Direct Hours</i>	<i>Total Direct Time %</i>	<i>% No Shows</i>	<i>Total Patients Served</i>	<i>Medicaid</i>	<i>Medicare</i>	<i>IPRS</i>	<i>3rd Party</i>	<i>Tricare</i>	<i>County</i>	<i>Self Pay</i>	<i>Direct Hours</i>	<i>Direct %</i>
8	Court Psychologist	12.5	16	0.00	0%	0%	0	0	0	0	0	0	0	0	86.5	62%
1360	LCSW	138.5	176	106.25	76%	33%	79	32	15	23	6	3	0	0	65.25	47%
2225	Psychologist	128.25	176	108.25	77%	29%	89	29	3	37	19	1	0	0	123	88%
2229	Psychologist	123.75	176	74.25	53%	18%	32	8	0	20	0	0	4	0	63	45%
2332	LCSW	177	176	103.75	74%	28%	77	35	3	33	6	0	0	0	108	77%
2507	LCSW	119.5	176	80.00	57%	17%	56	23	0	22	10	1	0	0	111	79%
3154	LPC	139	176	108.75	78%	23%	107	39	3	45	18	2	0	0	94.75	68%
3453	RN Part-time	88	88	18.25	21%	11%	68	37	13	15	2	1	0	0	10	7%
3457	RN	155.75	176	34.75	25%	7%	92	40	24	13	6	9	0	0	9	6%
5104	MD Part-time	79	79	45.00	57%	27%	94	32	22	33	7	0	0	0	49.75	36%
5124	Medical Director	157.5	176	28.75	34%	11%	55	12	4	36	2	1	0	0	15.75	11%
5126	MD	129.5	176	67.50	48%	37%	143	51	25	48	15	4	0	0	119	85%
5150	MD Medical Leave	0	176	0.00	0%	0%	0	0	0	0	0	0	0	0	95.75	68%
5112	PA- Child Part-time	123.75	123.75	114.25	92%	28%	145	49	0	47	40	9	0	0	59.75	43%
5129	MD	92.75	176	32.50	23%	27%	56	16	0	20	10	10	0	0	110	79%
5135	MD	170.75	176	115.00	82%	21%	176	69	4	63	25	15	0	0	103	74%
		1835.5	2418.75	1037.25	46%	19%	1269	472	116	455	166	56	4	0	1223.50	55%

Mental Health Clinic
Nov-12
Productivity
Full Time Staff

Updated 12/19/12

	Per Clinician	Clinic
Nov 2012 Target		
Hours	140	1400
Nov 2011 Target		
Hours	140	1400

		Nov-12													Nov-11	
Clinician #	Title	# Hours	# Hours	Total	Total	%	Total Patients	Patient Count by Payor							Direct	Direct
		Worked	Paid	Direct Hours	Direct Time %	No Shows	Served	Medicaid	Medicare	IPRS	3rd Party	Tricare	County	Self Pay	Hours	%
1360	LCSW	138.5	176	106.25	76%	33%	79	32	15	23	6	3	0	0	65.25	47%
2225	Psychologist	128.25	176	108.25	77%	29%	89	29	3	37	19	1	0	0	123	88%
2229	Psychologist	123.75	176	74.25	53%	18%	32	8	0	20	0	0	4	0	63	45%
2332	LCSW	177	176	103.75	74%	28%	77	35	3	33	6	0	0	0	108	77%
2507	LCSW	119.5	176	80.00	57%	17%	56	23	0	22	10	1	0	0	111	79%
3154	LPC	139	176	108.75	78%	23%	107	39	3	45	18	2	0	0	94.75	68%
5126	MD	129.5	176	67.50	48%	37%	143	51	25	48	15	4	0	0	119	85%
5150	MD -Medical Leave	0	176	0.00	0%	0%	0	0	0	0	0	0	0	0	95.75	68%
5129	MD	92.75	176	32.50	23%	27%	56	16	0	20	10	10	0	0	110	79%
5135	MD	170.75	176	115.00	82%	21%	176	69	4	63	25	15	0	0	103	74%
		1219	1760	796.25	57%	21%	815	302	53	311	109	36	4	0	992.75	71%

Mental Health Clinic
Nov-12
Productivity
Other/Exceptions

		Nov-12													Nov-11	
Clinician #	Title	# Hours	# Hours	Total	Total	%	Total Patients	Patient Count by Payer							Direct Hours	Direct %
		Worked	Paid	Direct Hours	Direct Time %	No Shows	Served	Medicaid	Medicare	IPRS	3rd Party	Tricare	County	Self Pay		
8	Court Psychologist	12.5	16	0.00	0%	0%	0	0	0	0	0	0	0	0	86.5	62%
*Position is fully funded by County to perform Court Ordered Evaluations.																
3453	RN Part-time	88	88	18.25	21%	11%	68	37	13	15	2	1	0	0	10	7%
3457	RN	155.75	176	34.75	25%	7%	92	40	24	13	6	9	0	0	9	6%
*Nurses perform injections and provide additional support to Psychiatrists.																
5104	MD Part-time	79	79	45.00	57%	27%	94	32	22	33	7	0	0	0	49.75	36%
*Part-time Psychiatrist (works 19 hours per week)																
5124	Medical Director	157.5	176	28.75	34%	11%	55	12	4	36	2	1	0	0	15.75	11%
*Medical Director is scheduled at 60% Productivity.																
5112	PA- Child Part-time	123.75	123.75	114.25	92%	28%	145	49	0	47	40	9	0	0	59.75	43%
*Contract Physician Assistant works 32 hours per week.																

GENERAL FUND SUMMARY OF OBLIGATIONS

GENERAL FUND	FY2013							FY2012						
	Actual				Total	Budget	% Obligated	Actual				Total	Budget	% Obligated
	Jul-Sep	Oct	Nov	Dec				Jul-Sep	Oct	Nov	Dec			
General Administration	4,523,435	1,240,279	1,058,988		6,822,702	15,854,202	43.03%	4,335,313	939,287	921,002		6,195,602	15,078,207	41.09%
Buildings & Grounds	2,907,507	232,145	223,328		3,362,980	5,844,400	57.54%	2,875,696	254,496	252,356		3,382,548	5,918,250	57.15%
General Government														
Debt Service	1,078,550	248,661	4,603,865		5,931,076	25,728,930	23.05%	598,225	621,706	4,261,246		5,481,177	26,058,610	21.03%
General Government Other	3,572,833	547,234	240,043		4,360,110	14,237,259	30.62%	3,797,420	46,888	400,618		4,244,926	10,902,353	38.94%
Total General Government	4,651,383	795,895	4,843,908	0	10,291,186	39,966,189	25.75%	4,395,645	668,594	4,661,864	0	9,726,103	36,960,963	26.31%
Law Enforcement														
Sheriff	6,667,628	1,960,838	2,027,311		10,655,777	26,627,494	40.02%	6,716,764	1,939,537	2,195,669		10,851,970	26,838,579	40.43%
Jail	3,410,635	1,048,185	863,715		5,322,535	13,188,584	40.36%	3,113,456	958,192	812,066		4,883,714	11,921,889	40.96%
Total Law Enforcement	10,078,263	3,009,023	2,891,026	0	15,978,312	39,816,078	40.13%	9,830,221	2,897,729	3,007,735	0	15,735,685	38,760,468	40.60%
Public Safety	1,606,456	632,130	583,191		2,821,777	7,219,725	39.08%	1,809,471	507,761	485,921		2,803,153	8,236,260	34.03%
Health														
Mental Health Clinic	914,445	245,085	201,564		1,361,094	3,425,609	39.73%							
Health All Other	6,418,149	1,328,069	1,417,341		9,163,559	19,554,178	46.86%	4,858,361	1,291,489	1,644,263		7,794,113	17,991,845	43.32%
Total Health Department	7,332,594	1,573,154	1,618,905	0	10,524,653	22,979,787	45.80%	4,858,361	1,291,489	1,644,263	0	7,794,113	17,991,845	43.32%
Mental Health														
Mental Health Department	4,214,020	1,389,291	1,299,254		6,902,565	10,950,465	63.03%							
MCO	0	0	0		0	533,940	0.00%							
Social Services														
Social Services	8,766,344	2,436,585	2,367,083		13,570,012	35,879,618	37.82%	8,810,158	2,622,962	2,623,078		14,056,198	36,606,825	38.40%
Other DSS Programs	4,415,148	1,818,864	1,818,650		8,052,662	27,659,354	29.11%	5,302,357	2,298,328	2,345,308		9,945,993	26,565,724	37.44%
Total Social Services	13,181,492	4,255,449	4,185,733	0	21,622,674	63,538,972	34.03%	14,112,515	4,921,290	4,968,386	0	24,002,191	63,172,549	37.99%
Human Services														
Child Support Enforcement	784,934	734,100	273,927		1,792,961	4,393,724	40.81%	1,117,571	274,181	261,486		1,653,238	3,806,288	43.43%
Other HS Programs	80,469	28,745	26,401		135,615	355,392	38.16%	77,162	24,687	25,022		126,871	326,489	38.86%
Total Human Services	865,403	762,845	300,328	0	1,928,576	4,749,116	40.61%	1,194,732	298,868	286,508	0	1,780,108	4,132,777	43.07%
Library														
Library	3,151,405	653,773	632,458		4,437,636	10,316,448	43.02%	2,995,003	607,324	671,857		4,274,184	9,752,410	43.83%
Library Other	108,733	12,457	24,158		145,348	434,400	33.46%	227,135	26,362	61,255		314,752	518,547	60.70%
Total Library	3,260,138	666,230	656,616	0	4,582,984	10,750,848	42.63%	3,222,138	633,686	733,112	0	4,588,936	10,270,957	44.68%
Culture & Recreation	294,142	25,843	13,395		333,380	448,212	74.38%	296,017	54,632	0		350,649	452,267	77.53%
Economic Development	1,759,957	768,843	318,597		2,847,397	7,744,456	36.77%	1,629,547	321,406	351,235		2,302,188	7,004,311	32.87%
Subtotal	54,674,790	15,351,127	17,993,269	0	88,019,186	230,396,390	38.20%	48,559,655	12,789,238	17,312,382	0	78,661,275	207,978,854	37.82%
Education														
County School Current Exp	19,055,169	6,351,723	6,351,723		31,758,615	76,220,676	41.67%	19,055,169	6,351,723			25,406,892	76,220,676	33.33%
Goodyear Incentive	0	0	0		0	278,012	0.00%	0	0			0	0	0.00%
Sales Tax Equalization	0	0	0		0	775,000	0.00%	0	0			0	640,850	0.00%
FTCC Current Expense	2,290,824	763,608	763,608		3,818,040	9,163,305	41.67%	2,290,824	763,608			3,054,432	9,163,305	33.33%
FTCC PEG	0	0			0	0	0.00%	0	0			0	0	0.00%
FTCC Capital Outlay	153,242	0	315,095		468,337	1,037,264	45.15%	0	0			0	4,055,795	0.00%
Total Education	21,499,235	7,115,331	7,430,426	0	36,044,992	87,474,257	41.21%	21,345,993	7,115,331	0	0	28,461,324	90,080,626	31.60%
Total General Fund	76,174,025	22,466,458	25,423,695	0	124,064,178	317,870,647	39.03%	69,905,648	19,904,569	17,312,382	0	107,122,599	298,059,480	35.94%

CUMBERLAND COUNTY REVENUE SUMMARY

GENERAL FUND	FY2013							FY2012						
	Actual	Actual	Actual	Actual	Total	Budget	%	Actual	Actual	Actual	Actual	Total	Budget	%
	Jul-Sep	Oct	Nov	Dec			Recognized	Jul-Sep	Oct	Nov	Dec			
Category 10: Ad Valorem Tax														
Real, Personal, Public - Current	13,596,245	24,583,062	44,111,966		82,291,273	144,802,240	56.83%	12,437,931	4,474,286	60,306,878		77,219,095	141,167,972	54.70%
Motor Vehicles - Current	2,334,046	1,128,715	1,080,685		4,543,446	11,572,666	39.26%	2,347,125	989,094	1,015,353		4,351,572	10,982,971	39.62%
Prior Years & Other	1,943,226	494,386	555,666		2,993,278	5,121,372	58.45%	1,987,770	311,395	438,552		2,737,171	5,214,595	52.50%
Total	17,873,517	26,206,163	45,748,317	0	89,827,997	161,496,278	55.62%	16,772,826	5,774,775	61,760,783	0	84,308,384	157,365,538	53.57%
Category 20: Other Taxes														
Sales Tax (1¢ + Art 40 + 42+ 44+ 46)	0	3,034,926	3,180,678		6,215,604	36,554,775	17.00%	0	3,115,683	2,621,642		5,737,325	34,833,928	16.47%
Beer & Wine	0	0	0		0	350,202	0.00%	0	0	0		0	285,240	0.00%
Sales Tax Video & Telecommunications	156,992	0	0		156,992	617,700	25.42%	156,161	0	36,704		192,865	543,358	35.50%
Other Taxes	325,810	94,765	125,305		545,880	1,291,550	42.27%	332,389	64,489	96,293		493,171	1,186,742	41.56%
Total	482,802	3,129,691	3,305,983	0	6,918,476	38,814,227	17.82%	488,550	3,180,172	2,754,639	0	6,423,361	36,849,268	17.43%
Category 30: Unrestricted Intergovernmental														
ABC Store 3.5%	0	189,420	0		189,420	795,056	23.82%	0	179,582	0		179,582	708,784	25.34%
ABC Store Profit	0	360,047	0		360,047	1,113,192	32.34%	291,825	0	0		291,825	1,248,516	23.37%
Fay Sales Tax Equalization-Original	0	0	0		0	1,903,317	0.00%	0	0	0		0	1,883,976	0.00%
Fay Sales Tax Equalization	0	0	0		0	4,020,973	0.00%	0	0	0		0	3,392,136	0.00%
Wade Sales Tax Equalization	0	0	0		0	916	0.00%	0	0	0		0	907	0.00%
Eastover Sales Tax Equalization	0	0	0		0	157,269	0.00%	0	0	0		0	155,670	0.00%
Stedman Sales Tax Equalization	0	0	0		0	125	0.00%	0	0	0		0	124	0.00%
Spring Lake Sales Tax Equalization	0	0	0		0	288,037	0.00%	0	0	0		0	360,926	0.00%
Godwin Sales Tax Equalization	0	0	0		0	1,989	0.00%	0	0	0		0	1,968	0.00%
Other	166,990	163,407	249,292		579,689	1,726,472	33.58%	234,528	202,750	149,513		586,791	1,882,751	31.17%
Total	166,990	712,874	249,292	0	1,129,156	10,007,346	11.28%	526,353	382,332	149,513	0	1,058,198	9,635,758	10.98%
Category 40: Restricted Intergovernmental														
Health	782,854	364,177	489,240		1,636,270	5,828,945	28.07%	940,515	286,500	418,062		1,645,077	5,131,751	32.06%
Mental Health	979,852	1,252,925	2,166,112		4,398,890	5,772,787	76.20%							
Social Services	6,070,513	2,998,254	1,352,565		10,421,332	42,454,047	24.55%	7,316,838	3,087,062	3,442,885		13,846,785	41,358,276	33.48%
Library	151,668	118,564	30,178		300,410	590,186	50.90%	180,363	36,281	33,859		250,503	731,535	34.24%
Child Support Enforcement	711,255	192,094	21,049		924,398	3,141,266	29.43%	524,079	181,389	198,411		903,879	2,934,789	30.80%
Other	258,495	377,856	288,132		924,483	3,158,578	29.27%	301,055	287,676	246,979		835,710	2,959,597	28.24%
Total	8,954,638	569,950	4,347,276	0	18,605,783	60,945,809	30.53%	9,262,849	3,878,908	4,340,196	0	17,481,954	53,115,948	32.91%
Category 50: Licenses & Permits														
Register of Deeds	450,223	165,726	136,781		752,730	1,641,727	45.85%	413,276	139,359	132,275		684,910	1,510,583	45.34%
Inspections	154,640	60,035	41,275		255,949	449,000	57.00%	201,082	58,124	58,806		318,012	449,000	70.83%
Other	870	25,913	270		27,053	160,036	16.90%	1,080	160	169		1,409	122,426	1.15%
Total	605,733	85,948	178,326	0	1,035,732	2,250,763	46.02%	615,438	197,643	191,250	0	1,004,331	2,082,009	48.24%
Category 60: Sales & Service														
Animal Control	59,192	25,419	17,332		101,943	180,253	56.56%	47,931	16,220	15,513		79,664	92,000	86.59%
Mental Health	1,002,848	173	500,589		1,503,611	2,604,690	57.73%							
Health Department	1,816,933	310,035	374,045		2,501,013	3,819,297	65.48%	798,167	464,519	299,561		1,562,247	3,412,320	45.78%
Mental Health Clinic	77,539	21,930	42,363		141,831	3,425,609	4.14%							
Library Fees	80,272	25,264	23,473		129,009	345,150	37.38%	79,071	24,230	24,899		128,200	270,150	47.46%
Sheriff Fees	604,968	123,719	292,771		1,021,458	2,392,917	42.69%	604,001	602,464	82,305		1,288,770	2,765,116	46.61%
Social Services Fees	6,786	11,060	6,506		24,352	120,376	20.23%	221,649	216,632	215,003		653,284	1,190,639	54.87%
Other	69,858	48,282	33,381		151,521	1,449,397	10.45%	70,947	33,269	38,856		143,072	1,346,187	10.63%
Total	3,718,396	565,882	1,290,460	0	5,574,738	14,337,689	38.88%	1,821,767	1,357,334	676,137	0	3,855,238	9,076,412	42.48%
Category 70: Miscellaneous														
Interest Income	21,602	11,742	14,726		48,070	125,000	38.46%	43,730	9,943	14,165		67,838	163,870	41.40%
CFVMC	3,303,663	0	311,608		3,615,271	3,248,440	111.29%	3,248,440	0	0		3,248,440	3,451,897	94.11%
Rent	47,978	20,598	11,050		79,626	159,498	49.92%	93,634	70,155	66,585		230,374	714,995	32.22%
Other	143,638	140,180	24,383		308,201	590,331	52.21%	82,654	52,490	29,706		164,850	309,432	53.28%
Total	3,516,881	172,520	361,767	0	4,051,168	4,123,269	98.25%	3,468,458	132,588	110,456	0	3,711,502	4,640,194	79.99%
Subtotal Category 10-70	35,318,956	31,443,028	55,481,421	0	127,143,050	291,975,381	43.55%	32,956,241	14,903,752	69,982,974	0	117,842,968	272,765,127	43.20%
Category 90: Other Financing Sources														
Sale of Land & Buildings	24,508	0	0		24,508	0	0.00%	31,784	9,442	11,579		52,805	0	0.00%
Gain/Loss	0	0	0		0	0	0.00%	0	0	0		0	0	0.00%
Sale of Fixed Assets/Cash Proceeds	24,231	11,703	0		35,934	18,530	193.92%	16,542	50,253	24,307		91,102	0	0.00%
Transfers	0	1,116,745	0		1,116,745	8,470,142	13.18%	136,483	1,047,714	7,114		1,191,311	9,004,232	13.23%
Installment/Purchase Revenue	0	0	0		0	0	0.00%	0	0	0		0	3,500,000	0.00%
Fund Balance - Former Health	0	0	0		0	0	0.00%	0	0	0		0	0	0.00%
Fund Balance - Communications	0	0	0		0	1,203,825	0.00%	0	0	0		0	1,231,825	0.00%
Fund Balance Maintenance/Renovations	0	0	0		0	0	0.00%	0	0	0		0	200,000	0.00%
Fund Balance - Health	0	0	0		0	523,477	0.00%	0	0	0		0	501,876	0.00%
Fund Balance - Special	0	0	0		0	2,501,674	0.00%	0	0	0		0	0	0.00%
Fund Balance - Mental Health Transfer	0	0	0		0	635,798	0.00%	0	0	0		0	0	0.00%
Fund Balance -Economic Incentives	0	0	0		0	666,815	0.00%	0	0	0		0	0	0.00%
Fund Balance - Water & Sewer	0	0	0		0	930,552	0.00%	0	0	0		0	500,000	0.00%
Fund Balance Appropriated	0	0	0		0	10,944,453	0.00%	0	0	0		0	10,419,963	0.00%
Total	48,739	1,128,448	0	0	1,177,187	25,895,266		184,809	1,107,409	43,000	0	1,335,218	25,357,896	
Total General Fund	35,367,695	32,571,476	55,481,421	0	128,320,237	317,870,647		33,141,050	16,011,161	70,025,974	0	119,178,186	298,123,023	

CROWN CENTER FINANCIAL SUMMARY

	FY2013							FY2012						
	Actual				Total	Budget	% Recognized	Actual				Total	Budget	% Recognized
	Jul-Sep	Oct	Nov	Dec				Jul-Sep	Oct	Nov	Dec			
Operating Revenues														
Crown Center Building Rent	32,225	12,401	28,872		73,498	620,000	11.85%	13,905	40,512	10,780		65,197	620,000	10.52%
Crown Center Equipment Rent	13,188	8,296	10,222		31,706	215,000	14.75%	7,686	22,207	9,915		39,808	212,000	18.78%
Crown Center Recovered Expense	16,568	10,525	43,946		71,039	500,000	14.21%	10,730	28,664	7,014		46,408	475,000	9.77%
Crown Center Facility Surcharge	17,442	5,306	17,689		40,437	310,000	13.04%	4,029	16,381	5,949		26,359	330,000	7.99%
Crown Center Miscellaneous	377	2,487	669		3,533	7,500	47.11%	252	923	0		1,175	10,000	11.75%
Crown Center Ticket Rebates	3,426	1,524	10,957		15,907	90,000	17.67%	751	1,634	0		2,385	45,000	5.30%
Crown Center Box Office Fees	0	165	0		165	12,000	1.38%	54	1,012	0		1,066	10,000	10.66%
Crown Center Concessions	10,904	8,732	43,500		63,136	525,000	12.03%	2,326	19,684	0		22,010	525,000	4.19%
Crown Center Marketing Revenue	36,866	9,510	7,186		53,562	210,000	25.51%	13,120	34,302	0		47,422	210,000	22.58%
Total Operating Revenues	130,995	58,946	163,041	0	352,982	2,489,500	14.18%	52,854	165,319	33,658	0	251,831	2,437,000	10.33%
Operating Expenses														
Salaries	416,275	140,594	152,788		709,657	1,894,981	37.45%	355,813	128,006	124,918		608,737	1,843,711	33.02%
Benefits	114,145	44,011	43,583		201,739	809,529	24.92%	101,631	36,467	38,255		176,353	589,584	29.91%
Operating														
Sponsored Events	0	0	0		0	400,000	0.00%	67,500	0	0		67,500	400,000	16.88%
Contracted Services	33,257	85,881	98,513		217,651	942,000	23.11%	65,648	61,149	115,777		242,574	942,000	25.75%
Maintenance & Repair	157,376	32,790	27,547		217,712	753,850	28.88%	105,776	48,709	13,562		168,047	863,908	19.45%
Utilities	115,127	63,537	89,482		268,146	845,000	31.73%	106,512	52,823	79,076		238,411	870,000	27.40%
Other	253,739	65,330	22,186		341,256	769,521	44.35%	220,269	42,222	36,615		299,106	728,017	41.08%
Capital Outlay	0	0			0	420,000	0.00%	0	4,237	0		4,237	23,237	18.23%
Total Operating Expenses	1,089,919	432,143	434,099	0	1,956,161	6,834,881	28.62%	1,023,149	373,613	408,203	0	1,804,965	6,260,457	28.83%
Operating Rev over Operating Exp	(958,924)	(373,197)	(271,058)	0	(1,603,179)	(4,345,381)	36.89%	(970,295)	(208,294)	(374,545)	0	(1,553,134)	(3,823,457)	40.62%
Non Operating Revenues and Appropriated Fund Balance														
Interest Earned on Investments	20	26	27		73	0	0.00%	28	2	6		36	0	0.00%
Sales Tax Contractors	335	0	0		335	0	0.00%	0	0	0		0	0	0.00%
Transfers In														
Fund 114 (Food & Beverage Fund)	837,844	279,281	279,281		1,396,407	3,351,376	41.67%	943,285	314,428	314,428		1,572,141	3,773,140	41.67%
Fund 621 (Civic Center Motel Tax)	0	90,500	0		90,500	362,000	25.00%	0	0	0		0	0	0.00%
Appropriated Fund Balance	0	0	0		0	687,198	0.00%	0	0	0		0	135,985	0.00%
Total Non-Operating and Fund Bal	838,199	369,807	279,308	0	1,487,315	4,400,574	33.80%	943,313	314,430	314,434	0	1,572,177	3,909,125	40.22%
Nonoperating Expenses														
Arena/Theater	0	0	0		0	0	0.00%	0	0	10,000		10,000	30,475	0.00%
Transfer Out- Fund 101 (General Fund)	13,798	4,599	4,599		22,997	55,193	41.67%	13,798	4,599	4,599		22,996	55,193	41.66%
Total Nonoperating Expenses		4,599	4,599	0	22,997	55,193	41.67%	13,798	4,599	14,599	0	32,996	85,668	38.52%
Non-Oper Rev over Non-Oper Exp	838,199	365,208	274,709	0	1,464,318	4,345,381		929,515	309,831	299,835	0	1,539,181	3,823,457	
Total Revenue over Total Exp	(120,725)	(7,989)	3,651	0	(138,862)	0		(40,780)	101,537	(74,710)	0	(13,953)	0	