



CEO MONTHLY REPORT January 2019

1) **COMMUNITY BENEFIT PROJECTS:**

A. **THE TROUSDALE ASSISTED LIVING/MEMORY CARE:**

- 1) License received December 21, 2018; **first resident moved in December 26, 2018.**
- 2) Grand Opening event to be held Friday, February 22, 4pm-8pm - ribbon cutting to be scheduled between 5:00-5:30 to accommodate those with prior evening commitments.
- 3) As of 1/17/19, there are twenty-three units occupied with twenty-six residents!
- 4) Per the Management Services Agreement with Eskaton, the five-year contract term for operating services starts on the day the first resident is admitted. We have mutually agreed to make the start 1/1/19 for bookkeeping ease.
- 5) Construction wrap up activities to be reported under Committee Reports.

B. **THE PENINSULA WELLNESS COMMUNITY:**

- 1) PWC Development Team Meeting held 1/9/19. Work continues to focus on finalizing the parcels to be included in the development, the developer team structure and progress relative to the ENA schedule.
- 2) Burlingame's Community Development Director presented new General Plan to the Long-Term Planning committee.

C. **FITNESS/WELLNESS CENTER AT 1875 TROUSDALE:**

- 1) Membership is at 211, 27% over budget.
- 2) YTD Financials, July thru December:
 - a. Total Income: \$69,633, \$5,957 (8%) behind budget
 - b. Total Expenses: \$624 (<1%) over budget
 - c. Net Income: <\$104,748>, <\$6,581> (6.7%) more than budgeted
- 3) Strong membership revenue insufficient to mitigate shortfall from lack of personnel trainer sessions and fewer than projected classes.
- 4) Analysis of first 6-month data and review of business plan objectives and tactics will be conducted and reported to Board at the February Board meeting.

D. **SONRISAS DENTAL HEALTH (SDH):**

1) **YTD Financial performance:**

- NET LOSS WAS \$190,185 BETTER THAN BUDGET (Act. <\$89,261>; Bud. <\$279,446.>)
- NET INCOME, MINUS RENT AND DEPRECIATION, WAS A POSITIVE \$125,000 OR 312% BETTER THAN BUDGET.
- Visit volume is 5% behind budget due to the unanticipated loss of the pediatric dentist in September and seasonal lower volumes. A replacement has been recruited and with the launching of IV sedation and the Farmworker increase, visits are projected to achieve budget by year end.

- 2) FQHC partnership with the San Mateo Medical Center is progressing. The County and SDH's Dental Directors are developing operational interface details; the first draft of a partnership agreement was received. We remain hopeful, pending rate negotiations, that the San Mateo Center could start seeing patients in April.
- 3) WIPFLI financial consultant onsite 12/5/18 to do a revenue cycle/accounts receivable assessment of progress and position over the intervening twelve months since her first visit in 2017 after bringing function in-house from ATD Minnesota. Consultant's report verified sound internal controls and processes and found accounts receivable "remarkably good". She recommended more written procedures and guidelines and will be sharing samples of good practices.
- 4) Dignity Health/Sequoia Hospital awarded a \$20,000 grant.
- 5) Leadership invited to present funding request to the Sequoia Healthcare District Board in February.

2 COMMUNITY ACTIVITIES:

- A. 12/13/18: Meeting with Seton CEO and COO
- B. 12/13/18: Meeting with San Bruno City Manager
- C. 12/21/18: Presentation to the Bi-County Save Seton Committee
- D. 01/08/19: Presentation to the Millbrae Rotary Club
- E. 01/08/19: Participation on Oral Health Coalition Core Committee
- F. 01/11/19: Attended Burlingame Chamber Annual Luncheon
- G. 01/16/19: Co-chaired San Mateo Leadership Curriculum Committee
- H. 01/16/19: Participated on ACHD Curriculum Committee's webinar meeting
- I. 01/22/19: Scheduled to tour Daly City Youth Center re: behavioral health services
- J. 01/22/19: Scheduled to present to San Mateo City Council
- K. 01/25/19: Scheduled to attend ACHD Leadership Summit
- L. 01/29/19: Scheduled to present to Sierra Kings Healthcare District
- M. 01/31/19: Scheduled to meet with StarVista CEO