**SBHC BUDGETING PROCESS**

**INITIAL QUESTIONS TO ASK**

1. How many visits will we have daily? Daily target?
2. How many visits will be reimbursed through MediCal? Family PACT? Not billable? What is our overall payer mix?
3. What is the reimbursement for each payer?
4. What are the staffing costs for meeting the daily visit target?

**EXAMPLE: Medical Visits**

|  |  |  |  |
| --- | --- | --- | --- |
| **12 visits in a day** | **payer mix** | **Reimburse per visit** | **Reimburse** |
| 6 MediCal  | 50% | $200 | 6x200= 1200 |
| 4 FPACT  | 33% | $70 | 4x70= 280 |
| 2 non-billable | 17% | $0 | 2x0=0 |
| **POTENTIAL REVENUE FOR ONE CLINIC DAY** | **TOTAL** **$1480** |

|  |  |  |  |
| --- | --- | --- | --- |
| **Staff** | **Hourly rate** | **Hours** | **Total**  |
| Nurse Practitioner | 60 | 8 | 480 |
| Medical Assistant | 16 | 8 | 128 |
| Front Office | 18 | 8 | 144 |
| Supervisor | 29 | 4 | 116 |
| **TOTAL** |  |  | **$868** |