

A blue-tinted background featuring a stethoscope in the center. The stethoscope is positioned diagonally, with its chest piece in the upper left and its ear pieces extending towards the right. The background is decorated with several white-outlined geometric shapes: a parallelogram in the top left, a trapezoid in the middle right, and a smaller parallelogram in the bottom left. The overall aesthetic is clean and professional, typical of a medical or academic presentation.

GWU Faculty Senate

Friday, March 7, 2025

FYTD to Dec. Financials Summary

| Category | FY25 Actual to Dec. | PY Variance | PY Var % |
|---|---------------------|------------------|-----------|
| Total Revenue | 178,642,496 | 4,939,443 | 2.8% |
| Total Expense | 227,025,331 | -352,097 | -0.2% |
| Net Income | -48,382,835 | 3,654,012 | 7% |
| Net Income w/out MFA Net Investments | | 4,587,345 | |

MTD and YTD expenses variances compared to prior FY are driven by:

- Drugs and medications
 - *Increase in MFA pharmacy utilization driving increase in pharmaceuticals expenses*
 - *Offset by product revenue for retail pharmacy and NPSR related to clinically administered medications*
- Staffing expenses
 - *Driven by budget misses in staff salaries*
- Cedar Hill expenses
 - *600k will be reimbursed by UHS*
- Other Misc. Expenses
 - *Expenses pending offset by SMHS funds*
 - *One-time accounting adjustments*

FY25 Feb. to June anticipate:

- \$873k revenue over run rate from new services and expanded access initiatives, and
 - 6.6m full year impact
- 4.2m of expense savings from run rate due to improvements implemented during the FY.
 - 11.1m full year impact

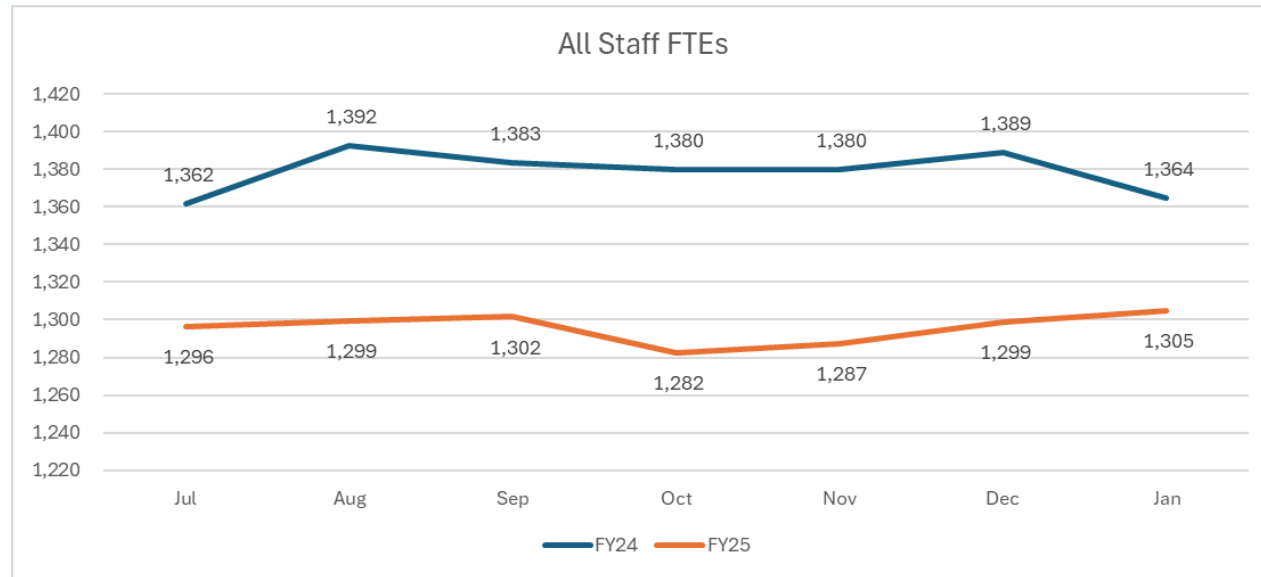
Operating Councils

| | |
|---|---|
| Cost | Develop and implement sustainable cost saving strategies that will enhance operational efficiency , improve resource allocation and maximize financial performance |
| Growth | To develop and execute on strategies that drive overall ambulatory volume growth, with a particular focus on E&M visits, procedures, diagnostics, and non-chemo infusion |
| Pharmacy | Increase awareness of services and capabilities, while continuously driving operational and improvements, to attract more patients to utilize our Rx services thereby improving both patient and clinician experience |
| Patient Access | Effectively leverage ambulatory capacity, while deploying robust tools and streamlining processes to make it easy and convenient for patients to schedule appointments |
| Patient Experience | Drive improvements across our integrated healthcare delivery experience to positively impact our Press Ganey scores in Access Overall, Care Provider Overall and Likelihood of Recommending |
| Pharmaceuticals & Therapeutics | To ensure the safe, effective, and appropriate use of medications. Recommend policies and procedures related to the use of medications, review drug utilization and recommend interventions to optimize medication use. |
| Revenue Cycle (Q3 Launch) | Ensure appropriate charge capture and reimbursement of services provided while effectively partnering with vendors and payors to optimize and manage associated contracts |

Key Actions:

- Each Council has an identified owner.
- Disciplined approach to tracking of actions, issues/barriers, and mechanism to monitor results.
- Augmenting personnel and leaders to accelerate actions and progress.
- Tasked with finding new initiatives and strategies.

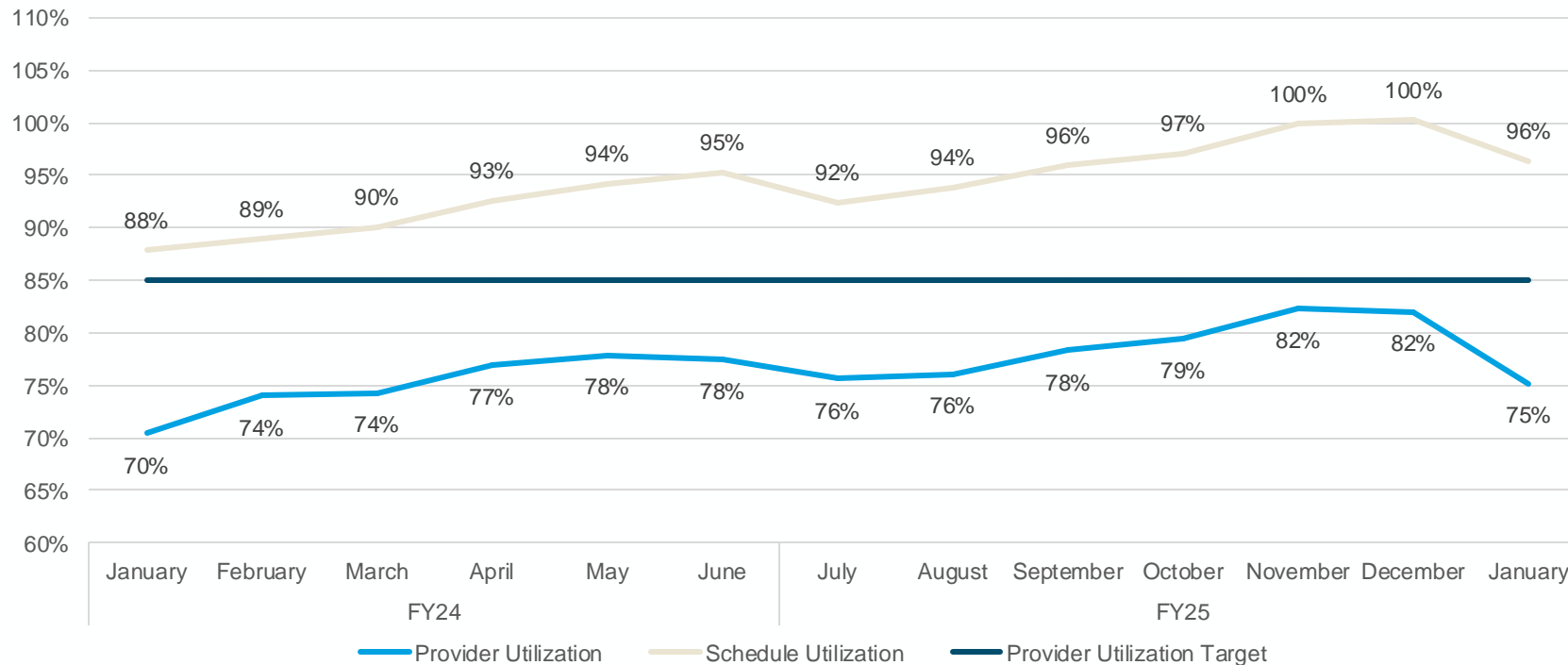
FTE Analysis- FY25 v. FY24 FYTD



- Average 83 FTEs lower per month in FY25 v. FY24.

Ambulatory Utilization

Provider Utilization Growth



*FY25 January utilization negatively impacted due to inclement weather.

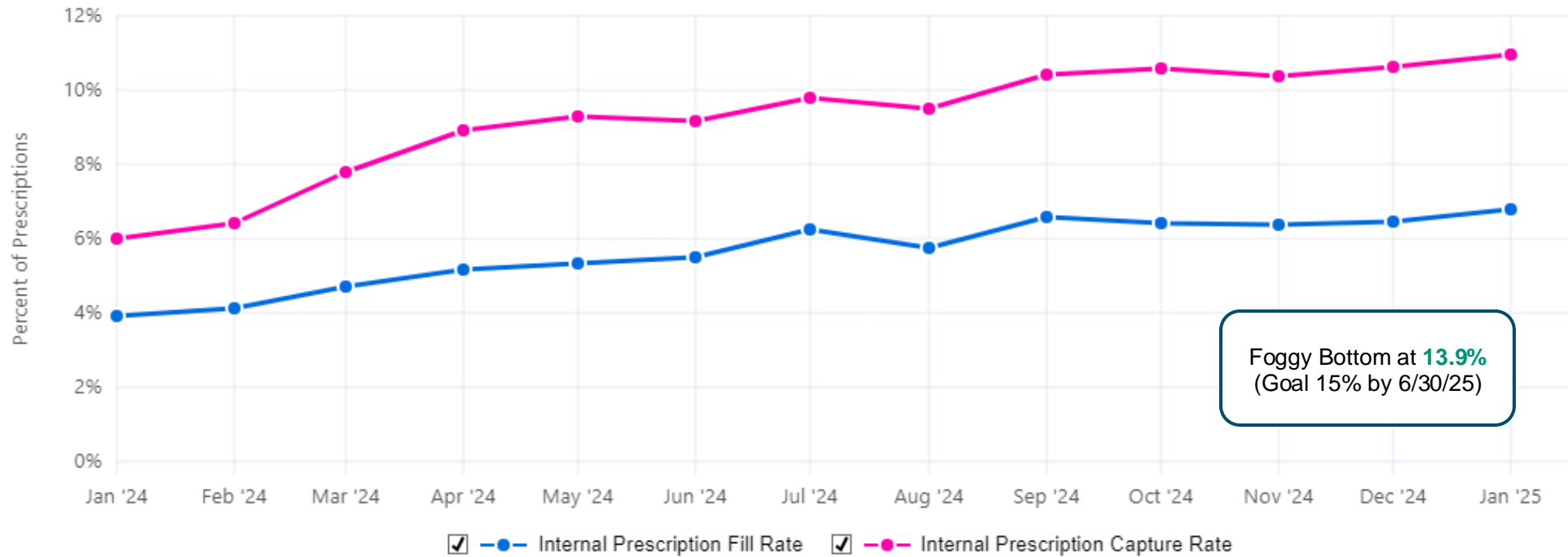
Key Actions:

- Continuous monitoring of templates and schedules to expected cFTE and MFA Access Standards.
- PAC referral center capturing internal referrals.
- Capacity manager joining Jan. 25th; focus on maximizing schedules.

Pharmacy Growth

Key Actions:

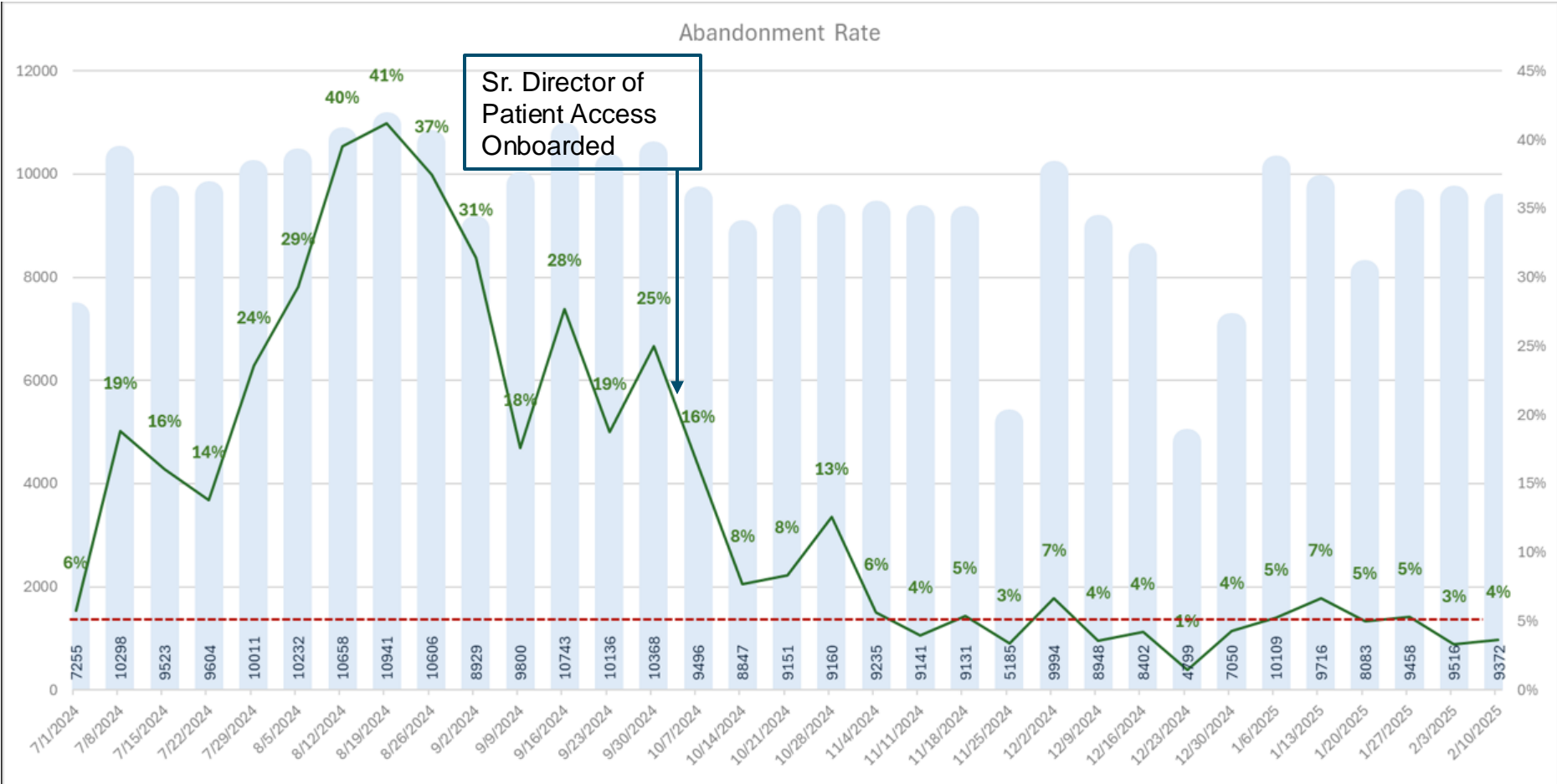
Internal Capture & Fill Rates (Excluding Weekends)



- Extended Pharmacy Hours: Operating hours were increased by 2 hours, now open until 7:30 PM.
- Vaccine Clinics: Conducted 7 flu/COVID-19 vaccine clinics for GWU employees and students.
- Staff Training and Education: Increased efforts in training and education to enhance staff awareness.

Patient Access

Patient Access Center



Key Actions:

- Optimized algorithm to level distribution of calls to agents.
- Create standardized reference guide template to increase first call resolution and reduce errors.
- Cross-trained staff to better manage inquiries, increasing flexibility.



END