

Revitalization Summary

MarinHealth Revitalization Plan

	Projected 2020	2021 Potential Incremental	% Probability	2021 Weighted Impact	2022 Potential Incremental	% Probability	2022 Weighted Impact	Grand Total Potential	Grand Total Weighted Impact	Comment/Status
Growth/New Revenue										
New Growth Opportunities with Strategic Partners	-	10,000,000	44%	4,403,350	17,000,000	37%	6,255,525	27,000,000	10,658,875	
Expand Physician Network	-	8,000,000	41%	3,250,000	5,000,000	21%	1,050,000	13,000,000	4,300,000	
Total Revenue Growth	-	18,000,000		7,653,350	22,000,000		7,305,525	40,000,000	14,958,875	
Revenue Rate Improvement										
Managed Care Rate	1,360,000	2,000,000	100%	2,000,000	1,640,000	50%	820,000	5,000,000	4,180,000	In process with support from Guidehouse. Completed negotiations with Aetna, Blue Shield and California Dept of Corrections
Revenue Cycle Improvements										
Hospital	7,000,000	2,000,000	100%	2,000,000	-	100%	-	9,000,000	9,000,000	Substantially complete. Huron estimate is between \$9.3M - 13.2M.
Medical Network		4,000,000	75%	3,000,000	1,000,000	75%	750,000	5,000,000	3,750,000	Huron project started full swing in June of 2020 and is expected to last until November 2020. Huron estimate is between \$4.3M - \$6.2M
Clinical Documentation										
Hospital	2,100,000	900,000	90%	810,000	-			3,000,000	2,910,000	Completed work. Results lagging due to lower volumes associated with COVID. Still anticipate at least \$3M post covid
Physician Net		500,000	0%	-	-			500,000	-	After review and education by Huron there are no net projected improvements.
Total Revenue Rate Improvement	10,460,000	9,400,000		7,810,000	2,640,000		1,570,000	22,500,000	19,840,000	
Cost Improvement										
Labor Improvements	2,804,000	9,900,000	56%	5,500,000	3,200,000	50%	1,600,000	14,500,000	9,904,000	
Supply/Purchased Serv Reductions	1,250,000	2,600,000	50%	1,300,000	1,150,000	75%	862,500	5,000,000	3,412,500	Huron project began in May 2020 and expected to continue through the end of December.
Reduce rent spend	-	1,000,000	50%	500,000	1,000,000	80%	800,000	2,000,000	1,300,000	We have located lower cost space to reduce cost. Additionally, we are assessing post COVID needs to reduce amount leased space.
Physician Network Loss Reduction	-	4,000,000	75%	3,000,000	500,000	50%	250,000	4,500,000	3,250,000	Huron project began on in July 2020 and expected to continue through December. Represents approximately a 4% cost reduction.
Other		1,000,000	75%	750,000	2,000,000	75%	1,500,000	3,000,000	2,250,000	
Total Cost Improvement	4,054,000	18,500,000		11,050,000	7,850,000		5,012,500	29,000,000	20,116,500	
Total Improvements	14,514,000	45,900,000		26,513,350	32,490,000		13,888,025	91,500,000	54,915,375	