

ILIULIUK FAMILY AND HEALTH SERVICES, INC.

Request for Emergency Funds from the City of Unalaska

OVERVIEW

i *The Iliuliuk Family Health Services clinic (IFHS) is a 501(c) 3 non-profit entity that provides medical services to the community of Unalaska, Port of Dutch Harbor, fishing fleet of the Bering Sea as well as outlying island residents as needed. We exist and grow in response to the community's request for comprehensive and competent clinical services, and are committed to enhancing the quality of life for both the long-term residents and short-term citizens of this community. We are committed to providing services to all persons regardless of race, religion, color, national origin, age, sex, sexual orientation, physical or mental disability, marital status, changes in marital status, pregnancy, parenthood, or other protected status. Our program serves all persons requesting treatment, regardless of their ability to pay, and promotes physical, psychological, social, and spiritual health and well-being.*

In an effort to keep our community safe during the COVID-19 pandemic, IFHS has reconstructed our care delivery model to include telephonic/telemedicine visits for non-urgent issues and to continue to provide care for all emergent community needs. This delivery model, though in the best interest of our community, has a detrimental impact on our revenue stream at IFHS.

The Objective

i *We are seeking Emergency Funding from the City of Unalaska to ensure community access to medical care during the COVID-19 pandemic.*

- Priority #1: Ensure all community members have access to the necessary level of medical services including testing for COVID-19
- Priority #2: Implement adaptations in our delivery model to enhance the safety of our community
- Priority #3: Prepare for a high volume of patients with critical healthcare needs
- Priority #4: Maintain financial support needed for IFHS to provide this level of care during times of reduced patient revenue

Emergency Funding Request

i *IFHS is requesting financial support as detailed below to ensure organizational*

viability.

- Recommendation #1: IFHS is requesting operational funding in the amount of \$500,000 to support operations for a three month operational period

OUR PROPOSAL

i Utilizing IFHS FY2020 Profit and Loss data (annualized and then projected for a 3 month period), the patient revenue required to break even is \$560,680 during a 3 month period. Current revenue levels have dropped to about 20% of usual at the present time.

3 Months of Estimated Operational Revenue and Expense	
Revenue	
Net Patient Revenue	\$560,680.12
Grant Revenue	\$536,982.00
Other Revenue	\$22,109.63
Total Revenue	\$1,119,771.75
Expenses	
Salaries/Benefits	\$743,250.38
Other Expenses	\$376,521.37
Total Expenses	\$1,119,771.75
Net Operating Income	\$0

Rationale

i IFHS has continued to make operational improvements over the past 3 years, impacting both revenue and expenses, as demonstrated in the chart below. The current reduction in face to face, non-urgent visits has added a financial strain that our organization cannot sustain.

- IFHS is dedicated to continuing to meet the healthcare needs of this community
- IFHS has struggled with carrying the financial weight of providing access to care on a 24/7 basis in spite of our community health center status and fee schedule (rather than that of an Emergency Room or a Critical Access Hospital available in nearly every community of our size)
- The additional financial impact of a pandemic places IFHS under an additional financial burden that is not sustainable

- Additional emergency funds at this point, will help us to weather the current crisis and to ensure that we have the care that we need

IFHS Profit and Loss Trending FY2018 through FY2020 YTD				
	2017-2018	2018-2019	2019-2020 YTD Feb	2019-2020 Annualized
Revenue				
<i>Net Patient Revenue</i>	\$ 2,694,041.00	\$ 2,631,608.00	\$ 2,042,260.00	\$ 3,063,390.00
<i>Grant Revenue</i>	\$ 1,992,586.00	\$ 2,073,775.00	\$ 1,431,952.00	\$ 2,147,928.00
<i>Other Revenue</i>	\$ 129,784.00	\$ 114,519.00	\$ 58,959.00	\$ 88,438.50
<i>Total Revenue</i>	\$ 4,816,411.00	\$ 4,819,902.00	\$ 3,533,171.00	\$ 5,299,756.50
Expenses				
<i>Salaries/Benefits</i>	\$ 3,234,166.00	\$ 3,691,684.00	\$ 1,982,001.00	\$ 2,973,001.50
<i>Other Expenses</i>	\$ 1,921,963.00	\$ 1,304,182.00	\$ 1,004,057.00	\$ 1,506,085.50
<i>Total Expenses</i>	\$ 5,156,129.00	\$ 4,995,866.00	\$ 2,986,058.00	\$ 4,479,087.00
<i>Net Operating Income</i>	\$ (339,718.00)	\$ (175,964.00)	\$ 547,113.00	\$ 820,669.50

CONCLUSION

i *IFHS is committed to continuing to serve our community and we are appreciative of the support from the City of Unalaska.*

We remain thankful to the City of Unalaska for supporting us over the years and in the present time in our mission to provide quality, integrated health care and to promote health and well-being.

If you have questions on this proposal, feel free to contact me directly at mtiura@ifhs.org or (907)359-4009.

Thank you for your consideration,

Melanee Tiura, CEO
 Iliuliuk Family and Health Services, Inc.
 Unalaska, AK 99685