


**Operationalizing Your Budget:  
Funding & Billing  
New Local Health Officer Orientation  
July 25, 2018**

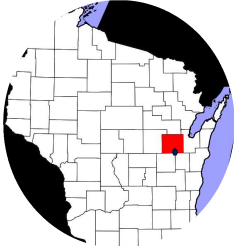
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**Public Health**  
A Division of the Department of Health  
Outagamie County  
Health and Human Services

**Outagamie County**

- › 640 square miles
- › Sixth largest county
- › Features strong agricultural, manufacturing and service sectors.
- › City of Appleton Health Department
- › 117,910 residents in rest of county
- › 20 towns, 10 villages, and 3 cities
- › 36 member board of supervisors
- › Health & Human Services Model






**Outagamie County 2018 Budget**

<u>Health &amp; Human Services</u>	<u>Public Health</u>
Expenditures: \$53,097,595	Expenditures*: \$2,321,610
Revenue: \$31,092,766	Revenue: \$1,055,260
Net Cost (Levy): \$22,004,829	Net Cost (Levy): \$1,266,350

\*Expenses do not include AMSO (Admin, management, support, & overhead)



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## Objectives

- Describe the BOH role in budgeting.
- Describe the county budgeting process (i.e., the reality of county budgets, competing issues, etc.).
- Describe potential solutions to budget cuts.
- Describe the leadership role of the health officer in managing budget cuts.
- Identify similarities and differences between DHHS and DPH budgeting (at local level).
- Identify at least one approach to budget forecasting.
- Identify opportunities for establishing contingency funds.
- Identify at least 4 billing sources and how to optimize those sources.



## Budgeting Process

- Individualized for each agency, funding source, and funding type
- See sample schedule
- Share your agency process



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## Budgeting Methods

- ▶ Incremental Budget Models
  - Based off of previous years budget
- ▶ Zero-Based
  - Rebuilds budget each year
- ▶ Performance Based
  - Bases funding on performance, defined by outcomes
- ▶ Activity-Based
  - Allocates funding based on specific activities & metrics



## BOH Role

- ▶ Advisory versus Authority
- ▶ BOH role in Committee or Board/Council approval process
- ▶ The value of BOH knowledge and influence



## Forecasting.....



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## Forecasting

- ▶ Allocations
  - Varied cycles
  - Notification of amounts
  - Mid-year changes
- ▶ Cuts
- ▶ Reimbursements
- ▶ Program requirement changes
- ▶ Statutorily required activities
- ▶ Levy limits



## Contingency Funds

- ▶ Carry over
- ▶ Unspent funds
- ▶ Agency specific policies



## The inevitable cuts



- ▶ What makes up your budget?
- ▶ Knowledge is power
- ▶ "Plan B"
  - Community Partners
  - Staff input
  - Creative thinking
- ▶ Supervision versus leadership in budgeting
  - Maximizing internal resources & knowledge




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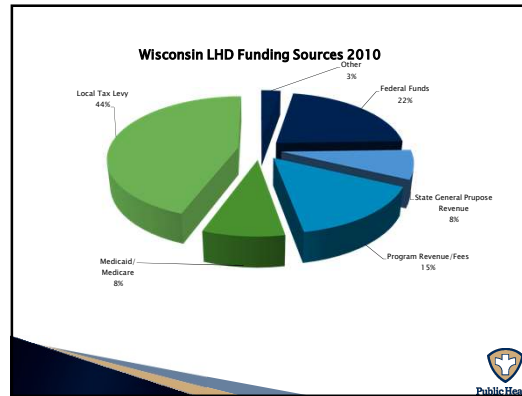
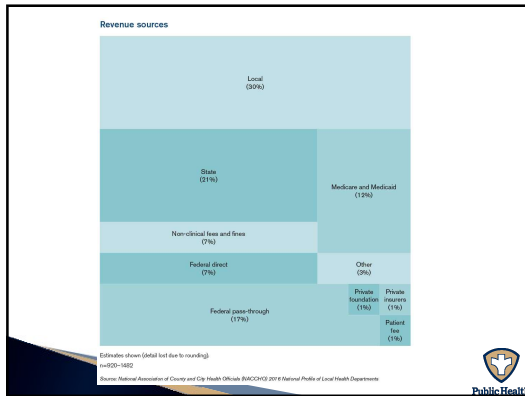
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### Billing sources

- Vaccine administration fee
- Adult or insured private vaccine
- TB skin testing
- Medicare & Medicaid
  - Prenatal Care Coordination
  - Lead Screening
- Shared services
- Licensing and inspection fees

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## Local, State, & Federal

- Balanced versus unbalanced
- Fiscal years
- Sources of revenue
- Staff develop
- Elected officials approve



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