

Whole Person Integrated Care Financial Sustainability Initiatives

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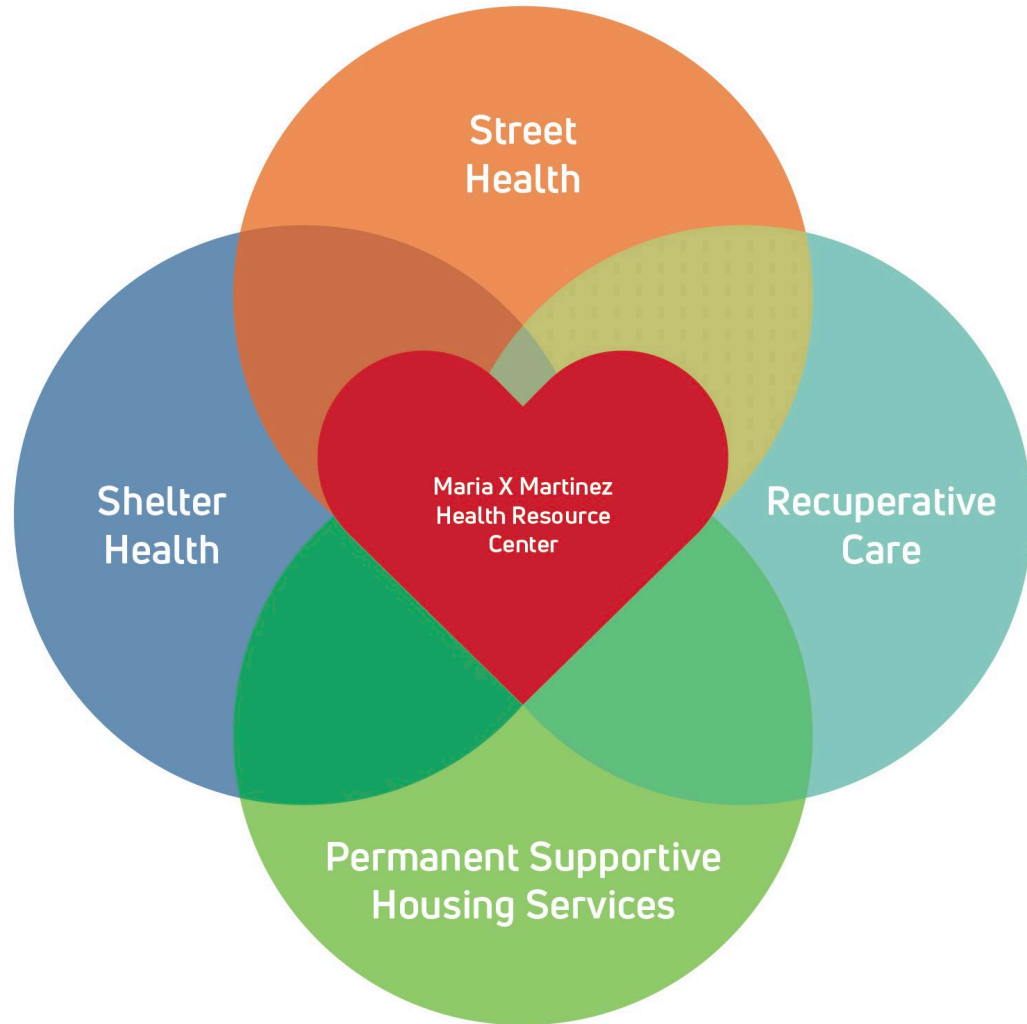
SF Department of Public Health
Whole Person Integrated Care

Agenda

1. Overview of WPIC financial stewardship goals and initiatives
2. Review of WPIC revenue trends
3. Revenue expansion initiative
4. Financial stewardship spotlights
 1. MXM census growth
 2. CalAIM expansion
 3. Primary Care Behavioral Health billing



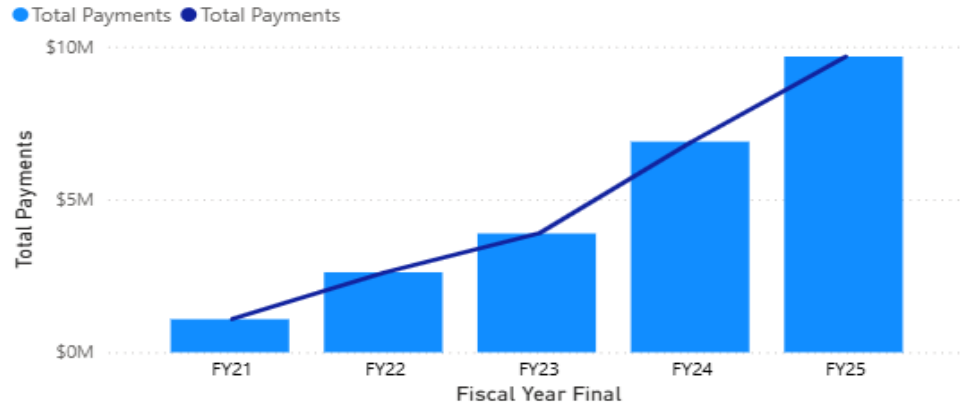
WPIC True
North Financial Sustainability Goal
2023-2026:
Increase charge capture through
training
and streamlining the revenue cycle
across **all WPIC programs**



WPIC Revenue Trends

Summary of Revenue & Visits

FY24 to FY25 data date as of 10/13/2025

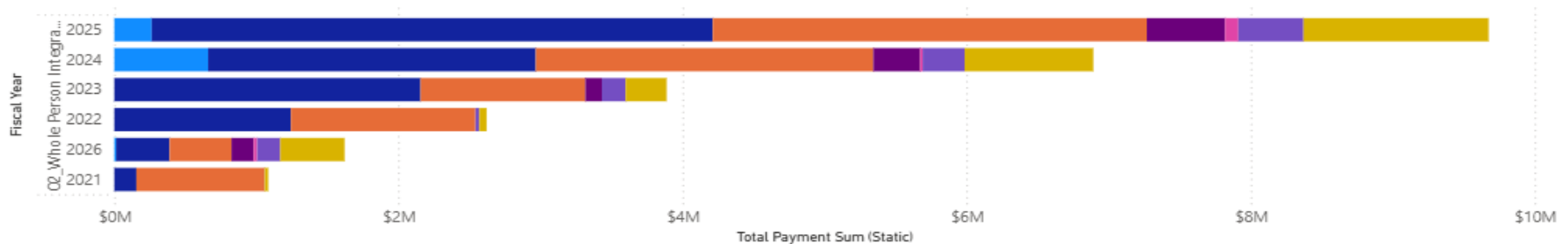


WPIC Revenue by Program

PC_Specialty_Other	2023	2024	2025
02_Whole Person Integrated Care	\$3,888,223	\$6,891,891	\$9,674,726
MAP		\$660,632	\$263,722
Medical Respite	\$2,156,029	\$2,306,717	\$3,949,313
MXM	\$1,160,278	\$2,375,911	\$3,055,422
Permanent Supportive Housing	\$116,314	\$330,525	\$550,821
Shelter Health		\$17,323	\$93,310
Sobering Center	\$167,138	\$295,265	\$459,299
Street Medicine	\$288,464	\$905,517	\$1,302,840
Total	\$3,888,223	\$6,891,891	\$9,674,726

Total Payment Sum By Program (WPIC)

Grouper ● MAP ● Medical Respite ● MXM ● Permanent Supportive Housing ● Shelter Health ● Sobering Center ● Street Medicine



WPIC Initiatives to Increase Revenue



Partnership with Finance Team



User-friendly mobile registration workflow



Introduction of Primary Care Behavioral Health billing



Regular billing & coding trainings for providers



Introduction of telehealth video visits for street and shelter

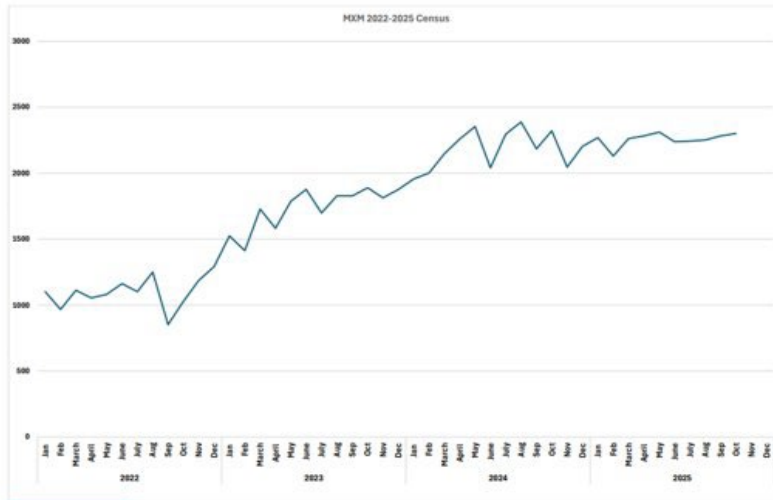


Optimization of CalAIM billing

Revenue Expansion Spotlight: MXM Census Expansion

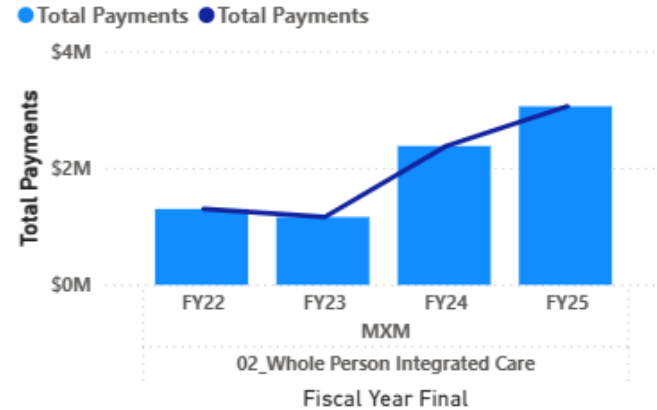
Countermeasures:

- Doubled monthly patient census (>2000/month)
- Low barrier, high quality care in a beautiful space
- Flow Committee
- Staffing analysis
- Provider training



MXM Revenue Summary

FY22 to FY25 - data date as of 10/13/2025



Revenue Expansion Spotlight: CaAIM Community Support Billing

Countermeasures:

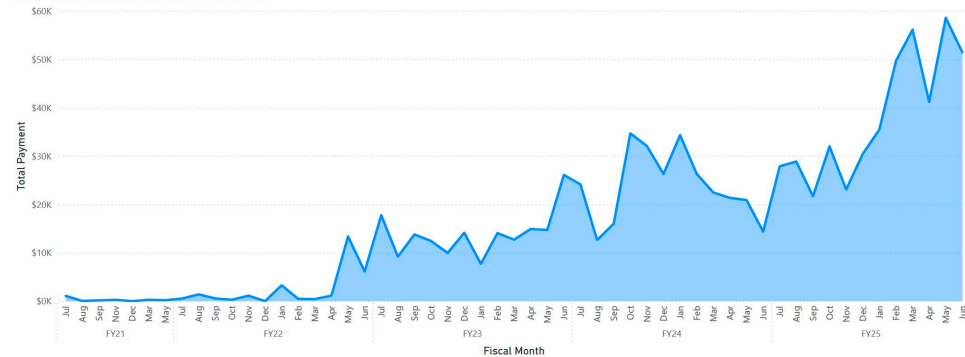
- Collaboration with CaAIM team
- Application for HHIP funding to support expanding Community Supports
- Optimization of existing programs
 - Enhanced Care Management
 - Medical Respite
 - Sobering Center
- Launch of 2 new recuperative care programs
 - RESTORE
 - Gough Cabins

Sobering Center Revenue Trends

Summary of Revenue by FY and Month - FY21-FY26

FY21 to FY26 - Data Date as of 04/08/2026

PC_Specialty_Other 02_Whole Person Integrated Care



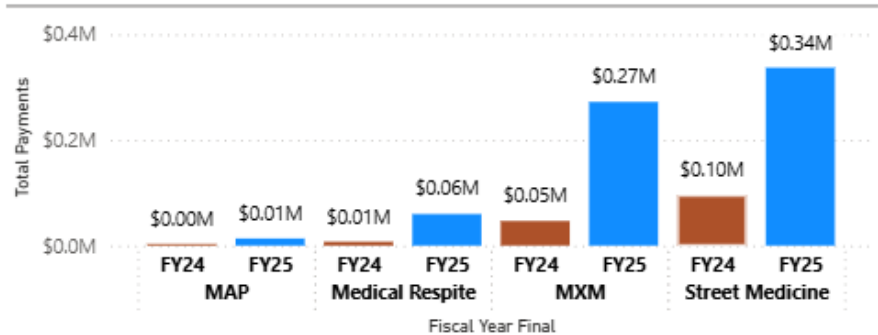
Revenue Expansion Spotlight: Introduction of Primary Care Behavioral Health (PCBH) Billing

Countermeasures:

- Credentialling
- Epic optimization
- Provider training
- Monitoring and troubleshooting with Revenue Integrity team
- Individual coaching

WPIC PCBH Revenue for FY24 & FY25

FY24 to FY25 data date as of 10/13/2025



Conclusions and Thanks



WPIC has increased revenue through both service expansion and a sustained focus on improving financial sustainability



WPIC revenue growth has supported staffing stabilization



WPIC has opportunity for further revenue growth



This work would not be possible without the hard work of many DPH Teams! Thank you to:

DPH Finance

- Budget
- Revenue and Reimbursement
- Revenue Integrity

CaAIM

DPH Human Resources

SFHN Ambulatory Leadership

WPIC Managers and Data Team