

Revenue Enhancement Unit

OFFICE OF THE
CONTROLLER

Revenue Enhancement Unit Points of Discussion

- Background
- Goals And Objectives
- Staffing
- Current Portfolio

Revenue Enhancement Unit Background

- The Development of the Revenue Enhancement Unit resulted from the findings/recommendation of the following audits/analysis:
 1. Office of the Inspector General (Audit completed May 2001)
 2. KPMG (Audit completed December 2002)
 3. COO restructure of business practices (summer 2003)
 4. UTLA/LAUSD Revenue Working Group (summer 2003)
 5. Carl Schneider Report (summer 2003)

Revenue Enhancement Unit Goals and Objectives

1. Establish a Coordinated Revenue management strategy through a centralized clearinghouse of programs and initiatives under the direction of the Office of the Controller

Revenue Enhancement Unit

Goals and Objectives

2. Secure/Maintain the revenue currently received by the District
 - Minimize disallowances through early identification of risk areas and increased awareness of financial responsibilities of program and support areas
 - Ensure that all claims to State and Federal agencies are processed and filed in a timely manner so the District receives full reimbursement
 - Ensure timely submission of statistical data to the appropriate agencies and funding sources

Revenue Enhancement Unit

Goals and Objectives

3. Identification of potential funding streams

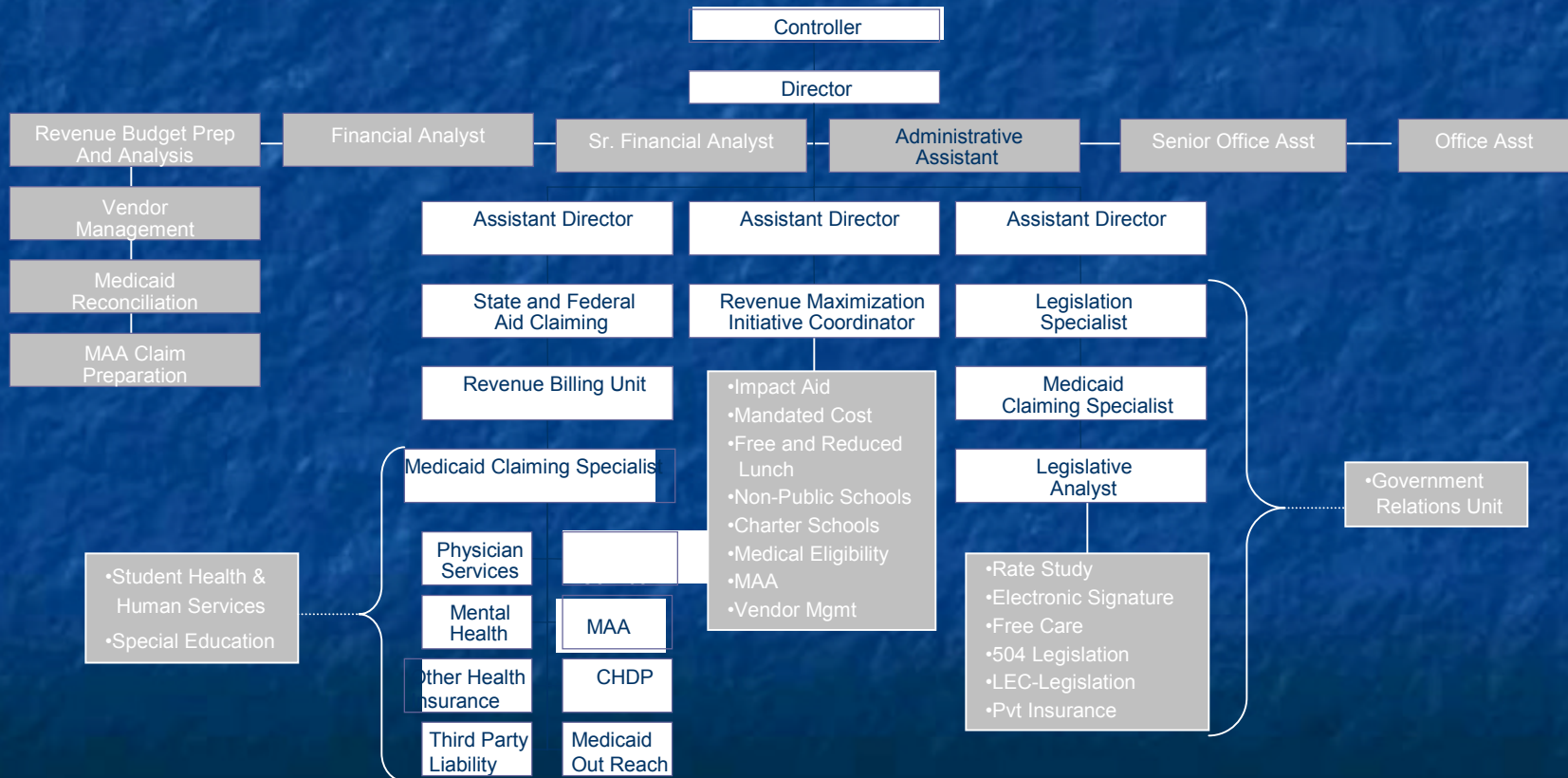
- Analyze State and Federal budget proposals so that new revenue sources can be planned for and maximized
- Establish initiatives that will place the District in position to receive the identified funds

Revenue Enhancement Unit Staffing

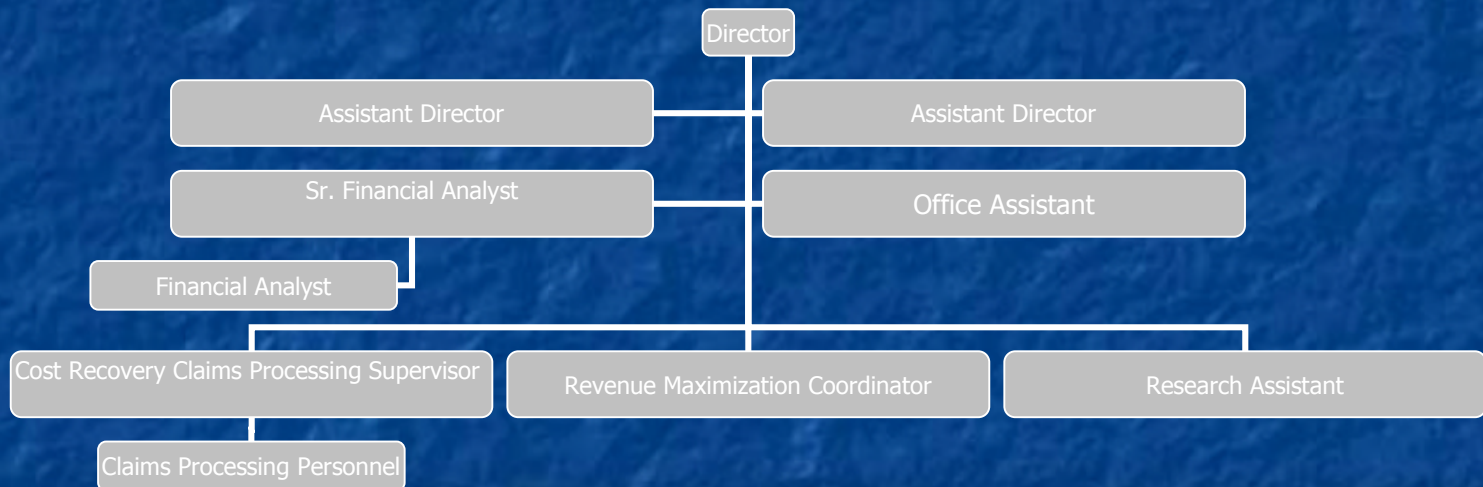
Based on New York Model, the Revenue Enhancement Unit was established under the Office of the Controller in November 2003

Revenue Enhancement Unit Staffing

Originally Proposed Organization Chart and Functions



Revenue Enhancement Unit Staffing Current Organization Chart



Revenue Enhancement Unit Current Portfolio

- Needs that must be addressed
 - Fill vacancies within REU to provide more effective services for District
 - Relocation of Claims Process Personnel to Beaudry.

Revenue Enhancement Unit Current Portfolio

Programs/Responsibilities:

- Processing of Medi-Cal Billing Claims
- Medicaid Compliance Project
- Mandated Cost
- Medi-Cal Administrative Activities
- Impact Aid
- Accounts Receivable Efforts
- Legislative Efforts
- Audit Representation

Revenue Enhancement Unit

Current Portfolio

Ongoing Revenue Projects:

- Attendance
- KLCS
- Centralized Beverage Contract
- Cell Packs
- Medicaid Data Exchange
- Real Estate: after hour use of property
- District Art: Licensing/Replication

Revenue Enhancement Unit

Current Portfolio

Ongoing Projects

- Work with divisions to develop work plans that will ensure that the District is receiving full reimbursement from all funding sources
 - Mandated Cost Reimbursement
 - Medi-Cal Rate Study
 - Medi-Cal Administrative Activities

Revenue Enhancement Unit

Current Portfolio

Additional Unit Responsibilities

- On point for the coordination of Mandated Cost litigation against SCO
- Follow-up of Impact Aid surveys for eligible students
- Distribution of survey forms to schools for Medi-Cal and Mandated Cost Claims