HCH Monthly Financials
Dashboard - 2018 Feb

HCH - Encounters February YTD	2017	2018	YTD 2017 to YTD 2018 Variance	% Increase
Fallsway	15,682	15,290	(392)	-2%
Baltimore County	404	569	165	41%
Harford County	36	28	(8)	-22%
Mobile Clinic	452	302	(150)	-33%
North Fallsway	981	1,129	148	15%
West Baltimore	1,246	928	(318)	-26%
Total	18,801	18,246	(555)	-3.0%

HCH - Unique Clients	2017	2018	YTD 2017 to YTD 2018 Variance	% Increase
Total	4,178	4,104	(74)	-1.8%

Operating Cash Summary	Feb 2017	Feb 2018
General Cash	$ 5,581,416	$ 2,772,536
Operating Money Market	$ -	$ 2,502,296
Subtotal: Available Cash	$ 5,581,416	$ 5,274,832
Held in Investment	$ 3,993,776	$ 5,018,920
Ending Operating Cash	$ 9,575,192	$ 10,293,752

Non-Operating Cash Summary	Feb 2017	Feb 2018
Capital Campaign Cash	$ 1,423,674	$ 15,062
Building Deprecation Cash	$ 902,374	$ -
Held in Investment	$ -	$ 3,212,108
Endowment	$ 245,725	$ 245,725
Ending Non Operating Cash	$ 2,571,773	$ 3,472,895

Headcount	2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Year End 2017
Filled Positions *(current headcount)*	227	232	240	240	243	243
Open Positions *(vacancies)*	32	33	34	36	36	36
Total Positions *(when fully staffed)*	259	265	274	276	278	278
Vacancy Rate	12%	12%	12%	12%	13%	13%
Turnover Rate						18%

Sorted by 2018 Encounters Agency Team Stats	YTD 2017	2018	Diff	+/-	Prior Month
Addictions	3,034	2,267	(767)	-25%	-20%
Dental	726	485	(241)	-33%	-35%
Supportive Housing	1,192	1,866	674	57%	68%
Medical	5,468	5,131	(337)	-6%	-8%
Mental Health	2,924	3,115	191	7%	4%
Psychiatry	1,180	713	(467)	-40%	-43%
Pediatrics	409	449	40	10%	-1%
Occupational Therapy	161	421	260	161%	212%
Convalescent Care	981	887	(94)	-10%	-4%
Case Management	1,868	1,993	125	7%	9%
Outreach	265	374	109	41%	46%
Benefits	593	545	(48)	-8%	-17%
Total Encounters	18,801	18,246	**(555)**	-3.0%	-2.0%

Fallsway	15,682	15,290	(392)	-2%	-2%
Baltimore County	404	569	165	41%	40%
Harford County	36	28	(8)	-22%	-16%
Mobile Clinic	452	302	(150)	-33%	-44%
North Fallsway	981	1,129	148	0%	0%
West Baltimore	1,246	928	(318)	-26%	-24%

AGENCY ENCOUNTERS

	2016	YTD		2017	YTD	YTD Diff			2018	YTD	YTD Diff	
Jan	7,671	7,671	Jan	9,897	9,897	2,226	29%	Jan	9,776	9,701	(196)	-2.0%
Feb	8,619	16,290	Feb	8,905	18,801	2,511	15%	Feb	8,470	18,246	(555)	-3.0%
Mar	9,808	26,097	Mar	10,480	29,282	3,185	12%	Mar			-	0.0%
Apr	9,460	35,558	Apr	9,001	38,283	2,725	8%	Apr			-	0.0%
May	9,571	45,128	May	10,208	48,491	3,363	7%	May			-	0.0%
Jun	10,156	55,285	Jun	9,757	58,248	2,963	5%	Jun			-	0.0%
Jul	9,110	64,394	Jul	9,328	67,576	3,182	5%	Jul			-	-0.1%
Aug	10,342	74,737	Aug	10,215	77,791	3,054	4%	Aug			-	0.0%
Sep	9,152	83,889	Sep	9,005	86,796	2,907	3%	Sep			-	0.0%
Oct	9,393	93,282	Oct	10,306	97,102	3,820	4%	Oct			-	0.0%
Nov	9,123	102,405	Nov	9,618	106,720	4,315	4%	Nov			-	0.0%
Dec	8,967	111,372	Dec	8,438	115,158	3,786	3%	Dec			-	0.0%
Total	**111,372**		Total	**115,158**				Total	**18,246**			

Patient Services Revenue
By Team and Location

February 2018 Revenue

	# Encounters				Revenue					Billable Encounters		Billable Encounter Percentages		
Fallsway	**2018 Budget**	**2018 YTD Budget**	**2017 YTD Actual**	**2018 YTD Actual**	**2018 Budget Revenue**	**2017 Actual Revenue YTD**	**2018 Actual Revenue YTD**	**2018 Budget Revenue YTD**	**Revenue Actual to Budget**	**2017 Actual Billable Encs YTD**	**2018 Actual Billable Encs YTD**	**2018 Billable % Budget**	**2017 Billable % YTD**	**2018 Billable % YTD**
Addictions	17,240	2,785	3,034	2,267	$ 2,065,035	$ 355,838	$ 258,017	$ 333,583	$ (75,566)	1,647	1,178	56%	54%	52%
Behavioral Health	17,796	2,875	2,730	2,879	$ 2,059,894	$ 315,199	$ 307,308	$ 332,752	$ (25,444)	1,514	1,451	55%	55%	50%
Dental	4,373	706	597	184	$ 121,000	$ 14,233	$ 2,856	$ 19,546	$ (16,690)	121	32	22%	20%	17%
Medical	15,600	2,520	4,261	3,180	$ 2,226,827	$ 506,812	$ 390,328	$ 359,718	$ 30,610	2,479	1,943	81%	58%	61%
Nursing	7,735	1,250	-	978	$ 721,327	$ -	$ 97,301	$ 116,522	$ (19,221)	-	445	43%	0%	46%
Occupational Therapy	1,469	237	161	374	$ 157,145	$ 11,221	$ 32,416	$ 25,385	$ 7,031	52	148	49%	32%	40%
Pediatrics	2,100	339	407	434	$ 194,211	$ 33,859	$ 27,598	$ 31,373	$ (3,775)	155	126	42%	38%	29%
Psychiatry	5,304	857	1,163	706	$ 964,179	$ 213,228	$ 128,577	$ 155,752	$ (27,175)	1,071	652	91%	92%	92%
Supportive Housing	10,962	1,771	1,192	1,866	$ 221,481	$ 26,612	$ 42,864	$ 35,778	$ 7,086	133	206	10%	11%	11%
Bene/CM/Outreach	15,141	2,446	2,137	2,422	$ -	$ 15,645	$ 6,517	$ -	$ 6,517	74	34			
Fallsway Total	97,720	15,786	15,682	15,290	$ 8,731,099	$ 1,492,648	$ 1,293,783	$ 1,410,409	$ (116,626)	7,246	6,215	44%	46%	41%
Baltimore County														
Behavioral Health	551	89	34	68	$ 57,260	$ 5,905	$ 8,813	$ 9,250	$ (437)	30	41	50%	88%	60%
Medical	3,290	531	279	336	$ 391,604	$ 47,360	$ 50,535	$ 63,259	$ (12,724)	244	252	80%	87%	75%
Bene/CM/Outreach	375	61	91	165	$ -	$ -	$ 438	$ -	$ 438	-	2			
Baltimore County Total	4,216	681	404	569	$ 448,864	$ 53,265	$ 59,786	$ 72,509	$ (12,723)	274	295	64%	68%	52%
Harford County Medical	221	36	36	28	$ 39,584	$ 6,621	$ 4,974	$ 6,394	$ (1,420)	32	25	90%	89%	89%
Mobile Clinic														
Behavioral Health	-	-	-	-	$ -	$ -	$ -	$ -	$ -	-	-	0%		
Medical	1,088	176	201	163	$ 195,116	$ 36,603	$ 28,660	$ 31,519	$ (2,859)	184	141	89%	92%	87%
Nursing	1,088	176	-	17	$ 131,206	$ -	$ 1,095	$ 21,195	$ (20,100)	-	5	60%	0%	29%
Bene/CM/Outreach	1,500	242	251	122	$ -	$ -	$ -	$ -	$ -	-	-			
Mobile Clinic Total	3,676	594	452	302	$ 326,322	$ 36,603	$ 29,755	$ 52,714	$ (22,959)	184	146	37%	41%	48%
North Fallsway														
Behavioral Health	850	137	-	-	$ 96,689		$ -	*$ 15,619*	*$ (15,619)*		-	55%		
Convalescent Care	-	-	981	881			$ 22,734	$ -	$ 22,734	73	115	10%	7%	13%
Dental	536	87	-	203	$ 22,000		$ 8,900	$ 3,554	$ 5,346		72	34%	0%	35%
Medical	5,304	857	-	-	$ 271,870		$ -	$ 43,917	$ (43,917)		-	25%		
Occupational Therapy	75	12	-	44	$ 5,030		$ 1,533	$ 812	$ 721		7	31%	0%	16%
Bene/CM/Outreach	1,000	162	-	1	$ -		$ 219	$ -	$ 219		1			
North Fallsway Total	7,765	1,255	981	1,129	$ 395,588	$ -	$ 33,386	$ 63,902	$ (30,516)	73	195	10%	7%	17%
West Baltimore														
Behavioral Health	1,156	187	177	175	$ 176,070	$ 22,013	$ 20,661	$ 28,442	$ (7,781)	104	97	72%	59%	55%
Dental	720	116	129	98	$ 18,000	$ 3,369	$ 2,194	$ 2,908	$ (714)	39	28	31%	30%	29%
Medical	2,992	483	693	376	$ 495,251	$ 104,493	$ 62,080	$ 80,002	$ (17,922)	305	305	81%	44%	81%
Nursing	782	126	-	68	$ 109,539	$ -	$ 4,600	$ 17,695	$ (13,095)	21	21	66%	0%	31%
Bene/CM/Outreach	1,900	307	247	211	$ -	$ -	$ -	$ -	$ -	-	-			
West Baltimore Total	7,550	1,219	1,246	928	$ 798,860	$ 129,875	$ 89,535	$ 129,047	$ (39,512)	469	451	48%	30%	29%
Total	**121,148**	**19,571**	**18,801**	**18,246**	**$ 10,740,317**	**$ 1,719,012**	**$ 1,511,219**	**$ 1,734,975**	**$ (223,756)**	**8,278**	**7,327**	**43%**	**44%**	**40%**
Reserve at 5%					$ (537,016)	$ (85,951)	$ (75,561)	$ (86,749)	$ 11,188					
Total Net revenue					$ 10,203,301	$ 1,633,061	$ 1,435,658	$ 1,648,226	$ (212,568)					

Health Care for the Homeless, Inc.

2018 Monthly Financials

Statement of Activities

		Total 2018 Budget		*YTD February Actual 2018*		*YTD February Budget 2018*		*Variance (worse)/better*	
Revenue									
Grants	$	12,303,705	$	1,689,765	$	2,050,618	$	(360,853)	(18%)
Patient Services, Net	$	10,203,301	$	1,435,659	$	1,648,226	$	(212,567)	(13%)
Contributions	$	2,400,000	$	618,017	$	521,377	$	96,640	19%
Other Sources	$	3,495,000	$	553,879	$	552,500	$	1,379	0%
Total Revenue	**$**	**28,402,006**	**$**	**4,297,320**	**$**	**4,772,721**	**$**	**(475,401)**	(10%)
Expenses								*worse/(better)*	
Salaries	$	15,669,000	$	2,601,806	$	2,611,500	$	(9,694)	0%
Employee Benefits	$	4,340,748	$	742,300	$	723,458	$	18,842	(3%)
Purchased Services	$	123,252	$	-	$	20,542	$	(20,542)	100%
Contract Services	$	349,734	$	35,859	$	58,289	$	(22,430)	38%
Office Supplies	$	368,260	$	54,456	$	61,377	$	(6,920)	11%
Client Assistance	$	2,728,267	$	365,909	$	454,711	$	(88,802)	20%
Pharmacy	$	771,000	$	148,120	$	128,500	$	19,620	(15%)
Medical Supplies	$	603,264	$	57,646	$	100,544	$	(42,898)	43%
Business Operations	$	764,331	$	112,071	$	144,889	$	(32,817)	23%
Staff Development	$	443,087	$	62,638	$	73,848	$	(11,210)	15%
Building Operations	$	676,950	$	103,668	$	112,825	$	(9,157)	8%
Utilities	$	327,300	$	48,574	$	54,550	$	(5,976)	11%
Equipment	$	320,700	$	25,903	$	53,450	$	(27,547)	52%
Chocolate Affair	$	210,000	$	188,558	$	175,000	$	13,558	(8%)
Depreciation	$	600,000	$	100,000	$	100,000	$	-	0%
Total Expenses	**$**	**28,295,893**	**$**	**4,647,509**	**$**	**4,873,482**	**$**	**(225,974)**	5%
Net Surplus	**$**	**106,113**	**$**	**(350,189)**	**$**	**(100,761)**	**$**	**(249,427)**	

Health Care for the Homeless
Statement of Position

	2/28/2018
	Total
Assets	
Current Assets	
General Cash	5,274,832
Held in Investments	8,231,058
Total Operating Cash	$ 13,505,890
Board Designated	-
Cash Limited for Use	15,062
Accounts Receivable Billing, Net	1,435,659
Grant Receivables, Net	1,389,049
Other Receivables	14,351
Prepaid Expenses	212,320
Total Current Assets	16,572,330
Plant, Property, & Equipment, Net	11,084,034
Endowment	245,793
Other Assets	-
Total Assets	$ 27,902,157
Liabilities	
Current Liabilities	$ 2,128,055
Long-term Liabilities	-
Total Liabilities	2,128,055
Net Assets	
Undesignated	12,599,066
Net Investment in Plant	11,623,650
Temporarily Restricted	337,019
Permanently Restricted	245,793
Total Net Assets	24,805,528
Total	$ 26,933,583

HCH
Cash Forecast
FY 2018

	Actual Nov 17	Actual Dec 17	Actual Jan 18	Actual Feb 18	Forecast Mar 18	Forecast Apr 18
Cash inlays						
Patient Billing Receivables	$ 979,709	$ 1,144,081	$ 582,908	$ 916,938	$ 850,000	$ 850,000
Grant Funding	2,122,852	1,086,295	822,086	721,506	820,000	820,000
Development	275,769	320,079	259,534	278,381	120,000	120,000
Temp restricted Donations						
340b drug rebates/reimbursements	952,182	525,917	380,808	524,338	550,000	550,000
Other	3,193	5,497	905,621	5,343	3,500	3,500
Total Cash Inlays	$ 4,333,706	$ 3,081,869	$ 2,950,956	$ 2,446,505	$ 2,343,500	$ 2,343,500
Cash outlays						
Salary and Pension ACHs	$ 1,183,064	$ 1,921,808	$ 1,231,055	$ 1,127,886	$ 1,250,000	$ 1,300,000
Checks Cut	788,024	922,737	1,141,258	810,366	850,000	850,000
Other ACHs	270,735	289,507	221,929	334,027	250,000	250,000
Other Debits	1,584	1,804	1,778	2,094	1,500	1,500
401a Payment (next payment May 2018)						
Transfer (out)		1,355,324		130,324		
Total Cash Outlays	$ 2,243,407	$ 4,491,179	$ 2,596,020	$ 2,404,697	$ 2,351,500	$ 2,401,500
General Operating Cash	$ 6,287,398	$ 4,878,087	$ 5,233,024	$ 5,274,832	$ 5,266,832	$ 5,208,832

Note: This is only general operating cash. It does not include invested operating funds.