

HCH Monthly Financials
Dashboard - 2018 Jan

HCH - Encounters			YTD 2017 to YTD		
January YTD	2016	2017	2018	2018 Variance	% Increase
Fallsway	7,232	8,248	8,116	(132)	-2%
Baltimore County	129	229	320	91	40%
Harford County	13	25	21	(4)	-16%
Mobile Clinic	133	244	137	(107)	-44%
North Fallsway	-	487	600	113	23%
West Baltimore	164	664	507	(157)	-24%
Total	7,671	9,897	9,701	(196)	-2.0%

HCH - Unique Clients			YTD 2017 to YTD		
	2016	2017	2018	2018 Variance	% Increase
Total	2,583	3,038	2,961	(77)	-2.5%

Operating Cash Summary		
	Jan 2017	Jan 2018
General Cash	\$ 6,812,578	\$ 2,732,035
Held in Investment	\$ 3,993,776	\$ 5,031,057
Operating Money Market	\$ -	\$ 2,500,184
Ending Operating Cash	\$ 10,806,354	\$ 10,263,276

Non-Operating Cash Summary		
	Jan 2017	Jan 2018
Capital Campaign Cash	\$ 1,423,376	\$ 215,061
Building Deprecation Cash	\$ 453,074	\$ -
Held in Investment	\$ -	\$ 3,000,019
Endowment	\$ 145,792	\$ 271,415
Ending Non Operating Cash	\$ 2,022,242	\$ 3,486,495

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

Patient Billings Download January 2018
Encounters by Department

Sorted by 2018 Encounters		YTD			Prior Month
Agency Team Stats	2017	2018	Diff	+/-	
Addictions	1,569	1,263	(306)	-20%	
Dental	366	239	(127)	-35%	
Supportive Housing	616	1,032	416	68%	
Medical	2,879	2,657	(222)	-8%	
Mental Health	1,532	1,599	67	4%	
Psychiatry	615	352	(263)	-43%	
Pediatrics	240	237	(3)	-1%	
Occupational Therapy	74	231	157	212%	
Convalescent Care	487	469	(18)	-4%	
Case Management	1,031	1,128	97	9%	
Outreach	141	206	65	46%	
Benefits	347	288	(59)	-17%	
Total Encounters	9,897	9,701	(196)	-2.0%	

Fallsway	8,248	8,116	(132)	-2%	
Baltimore County	229	320	91	40%	
Harford County	25	21	(4)	-16%	
Mobile Clinic	244	137	(107)	-44%	
North Fallsway	487	600	113	0%	
West Baltimore	664	507	(157)	-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	9,701	9,701	(196) -2.0%
Feb	8,619	16,290	Feb	8,905	18,802	2,512	15%	Feb			- 0.0%
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	9,701		

Patient Services Revenue
By Team and Location

January 2018 Revenue

# Encounters					Revenue					Billable Encounters		Billable Encounter Percentages		
Fallsway	2018 Budget	2018 YTD	2017 YTD	2018 YTD	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
		Budget	Actual	Actual										
Addictions	17,240	1,459	1,569	1,263	\$ 2,065,035	\$ 188,816	\$ 144,560	\$ 174,734	\$ (30,174)	873	660	56%	56%	52%
Behavioral Health	17,796	1,506	1,425	1,476	\$ 2,059,894	\$ 165,936	\$ 156,432	\$ 174,299	\$ (17,867)	796	739	55%	56%	50%
Dental	4,373	370	297	87	\$ 121,000	\$ 8,050	\$ 1,753	\$ 10,238	\$ (8,485)	59	23	22%	20%	26%
Medical	15,600	1,320	2,223	1,622	\$ 2,226,827	\$ 262,379	\$ 203,455	\$ 188,424	\$ 15,031	1,283	1,010	81%	58%	62%
Nursing	7,735	655	-	531	\$ 721,327	\$ -	\$ 52,484	\$ 61,035	\$ (8,551)	-	240	43%	0%	45%
Occupational Therapy	1,469	124	74	198	\$ 157,145	\$ 5,611	\$ 16,427	\$ 13,297	\$ 3,130	26	75	49%	35%	38%
Pediatrics	2,100	178	238	231	\$ 194,211	\$ 20,563	\$ 13,142	\$ 16,433	\$ (3,291)	93	60	42%	39%	26%
Psychiatry	5,304	449	605	349	\$ 964,179	\$ 111,630	\$ 63,110	\$ 81,584	\$ (18,474)	561	320	91%	93%	92%
Supportive Housing	10,962	928	616	1,032	\$ 221,481	\$ 14,523	\$ 27,742	\$ 18,741	\$ 9,001	74	132	10%	12%	13%
Bene/CM/Outreach	15,141	1,281	1,201	1,327	\$ -	\$ 5,395	\$ 3,012	\$ -	\$ 3,012	25	18			
Fallsway Total	97,720	8,270	8,248	8,116	\$ 8,731,099	\$ 782,903	\$ 682,117	\$ 738,785	\$ (56,668)	3,790	3,277	44%	46%	40%
Baltimore County														
Behavioral Health	551	47	22	25	\$ 57,260	\$ 3,774	\$ 3,640	\$ 4,845	\$ (1,205)	19	17	50%	86%	68%
Medical	3,290	278	147	186	\$ 391,604	\$ 24,920	\$ 29,726	\$ 33,136	\$ (3,410)	130	145	80%	88%	78%
Bene/CM/Outreach	375	32	60	109	\$ -	\$ -	\$ 219	\$ -	\$ 219	-	1			
Baltimore County Total	4,216	357	229	320	\$ 448,864	\$ 28,695	\$ 33,585	\$ 37,981	\$ (4,396)	149	163	64%	65%	51%
Harford County Medical	221	19	25	21	\$ 39,584	\$ 4,628	\$ 3,441	\$ 3,349	\$ 92	22	18	90%	88%	86%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,088	92	109	69	\$ 195,116	\$ 19,761	\$ 11,679	\$ 16,510	\$ (4,831)	98	58	89%	90%	84%
Nursing	1,088	92	-	8	\$ 131,206	\$ -	\$ -	\$ 11,102	\$ (11,102)	-	-	60%	0%	0%
Bene/CM/Outreach	1,500	127	135	60	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	3,676	311	244	137	\$ 326,322	\$ 19,761	\$ 11,679	\$ 27,612	\$ (15,933)	98	58	37%	40%	42%
North Fallsway														
Behavioral Health	850	72	-	-	\$ 96,689		\$ -	\$ 8,181	\$ (8,181)		-	55%		
Convalescent Care	-	-	487	465			\$ 10,272	\$ -	\$ 10,272	24	52	10%	5%	11%
Dental	536	45	-	103	\$ 22,000		\$ 3,328	\$ 1,862	\$ 1,466		33	34%	0%	32%
Medical	5,304	449	-	-	\$ 271,870		\$ -	\$ 23,004	\$ (23,004)		-	25%		
Occupational Therapy	75	6	-	32	\$ 5,030		\$ 876	\$ 426	\$ 450		4	31%	0%	13%
Bene/CM/Outreach	1,000	85	-	-	\$ -		\$ -	\$ -	\$ -		-			
North Fallsway Total	7,765	657	487	600	\$ 395,588	\$ -	\$ 14,476	\$ 33,473	\$ (18,997)	24	89	10%	5%	15%
West Baltimore														
Behavioral Health	1,156	98	95	101	\$ 176,070	\$ 10,817	\$ 12,995	\$ 14,898	\$ (1,903)	51	62	72%	54%	61%
Dental	720	61	69	49	\$ 18,000	\$ 1,620	\$ 1,307	\$ 1,523	\$ (216)	19	15	31%	28%	31%
Medical	2,992	253	377	200	\$ 495,251	\$ 57,493	\$ 34,262	\$ 41,906	\$ (7,644)	166	166	81%	44%	83%
Nursing	782	66	-	26	\$ 109,539	\$ -	\$ 3,504	\$ 9,269	\$ (5,765)	16	16	66%	0%	62%
Bene/CM/Outreach	1,900	161	123	131	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
West Baltimore Total	7,550	639	664	507	\$ 798,860	\$ 69,930	\$ 52,069	\$ 67,596	\$ (15,527)	252	259	48%	28%	31%
Total	121,148	10,253	9,897	9,701	\$ 10,740,317	\$ 905,918	\$ 797,366	\$ 908,796	\$ (111,430)	4,335	3,864	43%	44%	40%
Reserve at 5%					\$ (537,016)	\$ (45,296)	\$ (39,868)	\$ (45,440)	\$ 5,571					
Total Net revenue					\$ 10,203,301	\$ 860,622	\$ 757,498	\$ 863,356	\$ (105,858)					