

HCH Monthly Financials
Dashboard - 2018 Apr

HCH - Encounters		YTD 2017 to YTD		
April YTD	2017	2018	2018 Variance	% Increase
Fallsway	31,914	29,931	(1,983)	-6%
Baltimore County	764	1,121	357	47%
Harford County	70	89	19	27%
Mobile Clinic	900	570	(330)	-37%
North Fallsway	2,211	2,360	149	7%
West Baltimore	2,423	1,835	(588)	-24%
Total	38,282	35,905	(2,376)	-6.2%

HCH - Unique Clients		YTD 2017 to YTD		
	2017	2018	2018 Variance	% Increase
Total	5,717	5,591	(126)	-2.2%

Operating Cash Summary		
	Apr 2017	Apr 2018
General Cash	\$ 5,914,511	\$ 3,093,937
Operating Money Market	\$ -	\$ 2,506,355
Subtotal: Available Cash	\$ 5,914,511	\$ 5,600,292
Held in Investment	\$ 4,004,944	\$ 4,947,729
Ending Operating Cash	\$ 9,919,455	\$ 10,548,021

Non-Operating Cash Summary		
	Apr 2017	Apr 2018
Capital Campaign Cash	\$ 1,423,275	\$ 15,062
Building Deprecation Cash	\$ 902,074	\$ -
Held in Investment	\$ -	\$ 3,212,120
Endowment	\$ 245,793	\$ 271,532
Ending Non Operating Cash	\$ 2,571,142	\$ 3,498,714

Agency Ratios			
	Apr 2017	Apr 2018	Variance
Days Operating Reserve:	146 Days	151 Days	7 Days

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 - April 2018 2018
Encounters by Department

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Sorted by 2018 Encounters		YTD				Prior
Agency Team Stats	2017	2018	Diff	+/-	Month	
Addictions	6,040	4,226	(1,814)	-30%		-32%
Dental	1,610	927	(683)	-42%		-42%
Supportive Housing	2,700	3,681	981	36%		41%
Medical	10,571	10,146	(425)	-4%		-8%
Mental Health	5,827	6,371	544	9%		6%
Psychiatry	2,427	1,385	(1,042)	-43%		-44%
Pediatrics	787	761	(26)	-3%		-1%
Occupational Therapy	400	724	324	81%		117%
Convalescent Care	2,211	1,906	(305)	-14%		-15%
Case Management	4,027	3,803	(224)	-6%		-3%
Outreach	529	869	340	64%		46%
Benefits	1,153	1,106	(47)	-4%		-11%
Total Encounters	38,282	35,905	(2,377)	-6.2%		-8.1%

Fallsway	31,914	29,931	(1,983)	-6%	-2%
Baltimore County	764	1,121	357	47%	40%
Harford County	70	89	19	27%	-16%
Mobile Clinic	900	570	(330)	-37%	-44%
North Fallsway	2,211	2,360	149	0%	0%
West Baltimore	2,423	1,835	(588)	-24%	-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	9,786	9,786	(111)	-1.1%	
Feb	8,619	16,290	Feb	8,905	18,801	2,511	15%	Feb	8,635	18,421	(380)	-2.0%	
Mar	9,808	26,097	Mar	10,480	29,282	3,185	12%	Mar	8,583	27,004	(2,278)	-7.8%	
Apr	9,460	35,558	Apr	9,001	38,283	2,725	8%	Apr	8,901	35,905	(2,378)	-6.2%	
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	35,905				

Patient Services Revenue
By Team and Location

April 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							YTD			
Addictions	17,240	5,636	6,040	4,226	\$ 2,065,035	\$ 717,718	\$ 489,313	\$ 675,108	\$ (185,795)	3,325	2,234	56%	55%	53%
Behavioral Health	17,796	5,818	5,416	5,923	\$ 2,059,894	\$ 622,119	\$ 619,389	\$ 673,427	\$ (54,038)	3,001	2,930	55%	55%	49%
Dental	4,373	1,430	1,367	410	\$ 121,000	\$ 37,266	\$ 6,052	\$ 39,558	\$ (33,506)	299	81	22%	22%	20%
Medical	15,600	5,100	8,279	6,241	\$ 2,226,827	\$ 984,639	\$ 751,507	\$ 728,001	\$ 23,506	4,822	3,748	81%	58%	60%
Nursing	7,735	2,529	-	1,921	\$ 721,327	\$ -	\$ 186,569	\$ 235,818	\$ (49,249)	-	853	43%	0%	44%
Occupational Therapy	1,469	480	400	646	\$ 157,145	\$ 24,600	\$ 53,443	\$ 51,374	\$ 2,069	114	244	49%	29%	38%
Pediatrics	2,100	687	777	737	\$ 194,211	\$ 66,875	\$ 45,475	\$ 63,492	\$ (18,017)	308	208	42%	40%	28%
Psychiatry	5,304	1,734	2,389	1,373	\$ 964,179	\$ 436,072	\$ 253,410	\$ 315,212	\$ (61,802)	2,204	1,290	91%	92%	94%
Supportive Housing	10,962	3,584	2,700	3,681	\$ 221,481	\$ 48,557	\$ 92,320	\$ 72,407	\$ 19,913	244	444	10%	9%	12%
Bene/CM/Outreach	15,141	4,950	4,546	4,773	\$ -	\$ 36,419	\$ 11,116	\$ -	\$ 11,116	175	55			
Fallsway Total	97,720	31,948	31,914	29,931	\$ 8,731,099	\$ 2,974,263	\$ 2,508,594	\$ 2,854,397	\$ (345,803)	14,492	12,087	44%	45%	40%
Baltimore County														
Behavioral Health	551	180	81	155	\$ 57,260	\$ 13,966	\$ 19,462	\$ 18,720	\$ 742	72	90	50%	89%	58%
Medical	3,290	1,076	576	664	\$ 391,604	\$ 92,941	\$ 103,304	\$ 128,024	\$ (24,720)	479	517	80%	83%	78%
Bene/CM/Outreach	375	123	107	302	\$ -	\$ -	\$ 876	\$ -	\$ 876	-	4			
Baltimore County Total	4,216	1,379	764	1,121	\$ 448,864	\$ 106,907	\$ 123,642	\$ 146,744	\$ (23,102)	551	611	64%	72%	55%
Harford County Medical	221	72	70	89	\$ 39,584	\$ 13,086	\$ 14,691	\$ 12,941	\$ 1,750	65	75	90%	93%	84%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,088	356	406	338	\$ 195,116	\$ 73,768	\$ 58,977	\$ 63,788	\$ (4,811)	367	294	89%	90%	87%
Nursing	1,088	356	-	40	\$ 131,206	\$ -	\$ 4,162	\$ 42,894	\$ (38,732)	-	19	60%	0%	48%
Bene/CM/Outreach	1,500	490	494	192	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	3,676	1,202	900	570	\$ 326,322	\$ 73,768	\$ 63,139	\$ 106,682	\$ (43,543)	367	313	37%	41%	55%
North Fallsway														
Behavioral Health	850	278	-	-	\$ 96,689		\$ -	\$ 31,610	\$ (31,610)		-	55%		
Convalescent Care	-	-	2,211	1,899			\$ 54,344	\$ -	\$ 54,344	174	269	10%	8%	14%
Dental	536	175	-	385	\$ 22,000		\$ 16,170	\$ 7,192	\$ 8,978		124	34%	0%	32%
Medical	5,304	1,734	-	-	\$ 271,870		\$ -	\$ 88,881	\$ (88,881)		-	25%		
Occupational Therapy	75	25	-	75	\$ 5,030		\$ 2,847	\$ 1,644	\$ 1,203		13	31%	0%	17%
Bene/CM/Outreach	1,000	327	-	1	\$ -		\$ 219	\$ -	\$ 219		1			
North Fallsway Total	7,765	2,539	2,211	2,360	\$ 395,588	\$ -	\$ 73,581	\$ 129,327	\$ (55,746)	174	407	10%	8%	17%
West Baltimore														
Behavioral Health	1,156	378	368	305	\$ 176,070	\$ 46,864	\$ 35,117	\$ 57,561	\$ (22,444)	224	163	72%	61%	53%
Dental	720	235	243	132	\$ 18,000	\$ 6,305	\$ 4,453	\$ 5,885	\$ (1,432)	72	50	31%	30%	38%
Medical	2,992	978	1,250	730	\$ 495,251	\$ 188,696	\$ 115,526	\$ 161,909	\$ (46,383)	567	567	81%	45%	78%
Nursing	782	256	-	147	\$ 109,539	\$ -	\$ 5,034	\$ 35,811	\$ (30,777)	23	23	66%	0%	16%
Bene/CM/Outreach	1,900	621	562	521	\$ -	\$ -	\$ 2,358	\$ -	\$ 2,358	19	19			
West Baltimore Total	7,550	2,468	2,423	1,835	\$ 798,860	\$ 241,865	\$ 162,488	\$ 261,166	\$ (98,678)	905	822	48%	30%	38%
Total	121,148	39,608	38,282	35,906	\$ 10,740,317	\$ 3,409,890	\$ 2,946,134	\$ 3,511,257	\$ (565,123)	16,554	14,315	43%	43%	40%
Reserve at 5%					\$ (537,016)	\$ (170,494)	\$ (147,307)	\$ (175,563)	\$ 28,256					
Total Net revenue					\$ 10,203,301	\$ 3,239,395	\$ 2,798,828	\$ 3,335,694	\$ (536,867)					

Health Care for the Homeless, Inc.
2018 Monthly Financials

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Statement of Activities								
	<u><i>Total</i></u>		<u><i>YTD April</i></u>		<u><i>YTD April</i></u>		<u><i>Variance</i></u>	
	<u><i>2018 Budget</i></u>		<u><i>Actual 2018</i></u>		<u><i>Budget 2018</i></u>		<u><i>(worse)/better</i></u>	
Revenue								
Grants	\$	12,303,705	\$	3,769,361	\$	4,101,235	\$	(331,874) (8%)
Patient Services, Net	\$	10,203,301	\$	2,798,828	\$	3,335,694	\$	(536,866) (16%)
Contributions	\$	2,400,000	\$	945,113	\$	939,949	\$	5,164 1%
Other Sources	\$	3,495,000	\$	1,232,116	\$	1,104,000	\$	128,116 12%
Total Revenue	\$	28,402,006	\$	8,745,418	\$	9,480,878	\$	(735,460) (8%)
Expenses								<u><i>worse/(better)</i></u>
Salaries	\$	15,669,000	\$	5,123,630	\$	5,162,966	\$	(39,335) 1%
Employee Benefits	\$	4,340,748	\$	1,427,573	\$	1,430,885	\$	(3,312) 0%
Purchased Services	\$	123,252	\$	17,499	\$	41,084	\$	(23,585) 57%
Contract Services	\$	349,734	\$	55,060	\$	116,578	\$	(61,518) 53%
Office Supplies	\$	368,260	\$	82,347	\$	122,753	\$	(40,406) 33%
Client Assistance	\$	2,728,267	\$	708,763	\$	909,422	\$	(200,659) 22%
Pharmacy	\$	771,000	\$	320,460	\$	257,000	\$	63,460 (25%)
Medical Supplies	\$	603,264	\$	132,308	\$	201,088	\$	(68,780) 34%
Business Operations	\$	764,331	\$	267,709	\$	268,777	\$	(1,068) 0%
Staff Development	\$	443,087	\$	103,203	\$	147,696	\$	(44,493) 30%
Building Operations	\$	676,950	\$	217,547	\$	225,650	\$	(8,103) 4%
Utilities	\$	327,300	\$	115,389	\$	109,100	\$	6,289 (6%)
Equipment	\$	320,700	\$	51,438	\$	106,900	\$	(55,462) 52%
Chocolate Affair	\$	210,000	\$	188,558	\$	210,000	\$	(21,442) 10%
Depreciation	\$	600,000	\$	200,000	\$	200,000	\$	- 0%
Total Expenses	\$	28,295,893	\$	9,023,391	\$	9,509,899	\$	(486,508) 5%
Net Surplus (Shortfall)	\$	106,113	\$	(277,973)	\$	(29,021)	\$	(248,952)
Unrealized Gain (Loss)-Investments			\$	(105,035)			\$	(105,035)
Net Operating Surplus (Shortfall)	\$	106,113	\$	(383,008)	\$	(29,021)	\$	(353,987)

Health Care for the Homeless
Statement of Position

	<u>4/30/2018</u>
Assets	Total
Current Assets	
General Cash	5,600,292
Held in Investments	<u>8,159,849</u>
Total Operating Cash	\$ 13,760,141
Board Designated	-
Cash Limited for Use	15,062
Investments Limited for Use	
Accounts Receivable Billing, Net	571,400
Grant Receivables, Net	1,645,764
Other Receivables	11,789
Prepaid Expenses	<u>93,412</u>
Total Current Assets	<u>16,097,568</u>
Plant, Property, & Equipment, Net	11,040,465
Endowment	271,532
Other Assets	-
Total Assets	<u><u>\$ 27,409,565</u></u>
Liabilities	
Current Liabilities	\$ 1,360,526
Long-term Liabilities	<u>-</u>
Total Liabilities	<u>1,360,526</u>
Net Assets	
Undesignated	12,183,260
Net Investment in Plant	11,469,401
Temporarily Restricted	337,019
Permanently Restricted	<u>271,532</u>
Total Net Assets	<u>24,261,212</u>
Total	<u><u>\$ 25,621,738</u></u>

HCH
Cash Forecast
FY 2018

	Actual Jan 18	Actual Feb 18	Actual Mar 18	Actual Apr 18	Forecast May 18	Forecast Jun 18
<u>Cash inlays</u>						
Patient Billing Receivables	\$ 582,908	\$ 916,938	\$ 700,550	\$ 664,547	\$ 850,000	\$ 850,000
Grant Funding	822,086	721,506	706,041	888,987	820,000	820,000
Development	259,534	278,381	242,238	165,837	60,000	50,000
Temp restricted Donations						
340b drug rebates/reimbursements	380,808	524,338	889,124	635,706	550,000	550,000
Other	905,621	5,343	29,908	4,191	3,500	3,500
Transfer In						
Total Cash Inlays	\$ 2,950,956	\$ 2,446,505	\$ 2,567,862	\$ 2,359,268	\$ 2,283,500	\$ 2,273,500
<u>Cash outlays</u>						
Salary and Pension ACHs	\$ 1,231,055	\$ 1,127,886	\$ 1,231,557	\$ 1,126,465	\$ 1,200,000	\$ 1,350,000
Checks Cut	1,141,258	810,366	885,688	847,692	850,000	850,000
Other ACHs	221,929	334,027	296,447	209,106	250,000	250,000
Other Debits	1,778	2,094	2,328	2,387	1,500	1,500
401a Payment (next payment May 2018)					588,000	
Transfer (out)		130,324				
Total Cash Outlays	\$ 2,596,020	\$ 2,404,697	\$ 2,416,019	\$ 2,185,651	\$ 2,889,500	\$ 2,451,500
General Operating Cash	\$ 5,233,024	\$ 5,274,832	\$ 5,426,675	\$ 5,600,292	\$ 4,994,292	\$ 4,816,292

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