

HCH Monthly Financials
Dashboard- 2019 April

HCH - Encounters		YTD 2018 to YTD		
April YTD	2018	2019	2019 Variance	% Increase
Fallsway	30,119	31,530	1,411	5%
Baltimore County	1,133	1,275	142	13%
Harford County	90	55	(35)	-39%
Mobile Clinic	572	549	(23)	-4%
North Fallsway	2,371	2,512	141	6%
West Baltimore	1,876	2,235	359	19%
Total	36,161	38,156	1,995	5.5%

HCH - Unique Clients		YTD 2018 to YTD		
	2018	2019	2019 Variance	% Increase
Total	5,591	5,903	312	5.6%

Operating Cash Summary		
	Apr 2018	Apr 2019
General Cash	\$ 3,093,937	\$ 236,416
Operating Money Market	\$ 2,506,355	\$ 2,553,911
Subtotal: Available Cash	\$ 5,600,292	\$ 2,790,327
Held in Investment	\$ 4,947,729	\$ 5,270,555
Ending Operating Cash	\$ 10,548,021	\$ 8,060,882

Non-Operating Cash Summary		
	Apr 2018	Apr 2019
Capital Campaign Cash	\$ 15,062	\$ 15,062
Building Deprecation Cash	\$ -	\$ -
Held in Investment	\$ 3,212,120	\$ 3,212,120
Endowment	\$ 271,532	\$ 264,809
Ending Non Operating Cash	\$ 3,498,714	\$ 3,491,991

Agency Ratios			
	Apr 2018	Apr 2019	Variance
Patient Billing AR Days OS	32 Days	44 Days	-12 Days
Days Operating Reserve:	151 Days	108 Days	-43 Days

Headcount	2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Year End 2018	Q1 2019	Q3 2018
Filled Positions (<i>current headcount</i>)	243	241	240	258	253	253		
Open Positions (<i>vacancies</i>)	36	34	32	25	27	27		
Total Positions (<i>when fully staffed</i>)	278	275	272	283	280	280		
Vacancy Rate	13%	12%	12%	9%	10%	10%		
Turnover Rate	18%	8%	5%	4%				

Patient Services Revenue
By Team and Location

April 2019 Revenue

# Encounters					Revenue					Billable Encounters		Billable Encounter Percentages		
Fallsway	2019 Budget	2019 YTD	2018 YTD	2019 YTD	2019 Budget Revenue	2018 Actual Revenue YTD	2019 Actual Revenue YTD	2019 Budget Revenue YTD	Revenue Actual to Budget	2018 Actual Billable Encs YTD	2019 Actual Billable Encs YTD	2019 Billable % Budget	2018 Billable % YTD	2019 Billable % YTD
		Budget	Actual	Actual							YTD			
Addictions	13,489	4,445	4,249	3,696	\$ 1,646,313	\$ 491,639	\$ 444,076	\$ 542,463	\$ (98,387)	2,245	1,994	55%	53%	54%
Behavioral Health	18,338	6,042	5,901	5,034	\$ 2,037,933	\$ 632,260	\$ 588,099	\$ 671,503	\$ (83,404)	2,988	2,781	52%	51%	55%
Dental	2,818	929	461	1,041	\$ 82,899	\$ 6,343	\$ 19,650	\$ 27,315	\$ (7,665)	83	181	28%	18%	17%
Medical	19,438	6,405	6,057	5,915	\$ 2,376,873	\$ 736,816	\$ 701,649	\$ 783,184	\$ (81,535)	3,691	3,509	60%	61%	59%
Nursing	6,830	2,250	2,343	2,209	\$ 699,960	\$ 232,378	\$ 205,598	\$ 230,638	\$ (25,040)	1,061	923	46%	45%	42%
Occupational Therapy	1,937	638	644	468	\$ 10,000	\$ 53,224	\$ 446	\$ 3,295	\$ (2,850)	243	2	28%	38%	0%
Pediatrics	3,095	1,020	775	955	\$ 203,541	\$ 56,426	\$ 40,645	\$ 67,067	\$ (26,422)	258	181	30%	33%	19%
Psychiatry	5,805	1,913	1,389	1,542	\$ 1,099,567	\$ 255,788	\$ 297,157	\$ 362,309	\$ (65,152)	1,302	1,474	95%	94%	96%
Supportive Housing	12,067	3,976	3,680	4,911	\$ 319,331	\$ 86,354	\$ 137,916	\$ 105,220	\$ 32,696	416	636	12%	11%	13%
Bene/CM/Outreach	17,273	5,691	4,620	5,759	\$ 14,897	\$ 657	\$ 446	\$ 4,909	\$ (4,464)	3	2	0%		
Fallsway Total	101,090	33,309	30,119	31,530	\$ 8,491,314	\$ 2,551,885	\$ 2,435,681	\$ 2,797,903	\$ (362,222)	12,290	11,683	40%	41%	37%
Baltimore County														
Behavioral Health	576	190	161	209	\$ 80,238	\$ 21,433	\$ 19,602	\$ 26,439	\$ (6,837)	99	88	63%	61%	42%
Medical	2,194	723	680	728	\$ 348,361	\$ 108,883	\$ 114,328	\$ 114,786	\$ (458)	544	563	78%	80%	77%
Bene/CM/Outreach	929	306	292	338	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Baltimore County Total	3,699	1,219	1,133	1,275	\$ 428,599	\$ 130,317	\$ 133,930	\$ 141,225	\$ (7,295)	643	651	64%	57%	51%
Harford County Medical	278	92	90	55	\$ 45,560	\$ 15,348	\$ 8,715	\$ 15,012	\$ (6,297)	78	45	82%	87%	82%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,028	339	329	327	\$ 181,195	\$ 60,427	\$ 46,621	\$ 59,704	\$ (13,083)	300	228	85%	91%	70%
Nursing	119	39	50	4	\$ 13,105	\$ 5,257	\$ 223	\$ 4,318	\$ (4,095)	24	1	49%	48%	25%
Bene/CM/Outreach	590	194	193	218	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	1,737	572	572	549	\$ 194,300	\$ 65,684	\$ 46,844	\$ 64,022	\$ (17,178)	324	229	54%	57%	42%
North Fallsway														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Convalescent Care	6,174	2,034	1,897	2,051	\$ 251,550	\$ 54,442	\$ 77,728	\$ 82,886	\$ (5,158)	270	355	19%	14%	17%
Dental	1,174	387	390	420	\$ 56,998	\$ 16,208	\$ 12,186	\$ 18,781	\$ (6,595)	119	96	33%	0%	23%
Medical	711	234	9	15	\$ 158,333	\$ 1,231	\$ 1,026	\$ 52,171	\$ (51,145)	6	5	100%		
Occupational Therapy	144	47	75	26	\$ 8,522	\$ 2,847	\$ -	\$ 2,808	\$ (2,808)	13	-	26%	0%	0%
Bene/CM/Outreach	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
North Fallsway Total	8,203	2,702	2,371	2,512	\$ 475,403	\$ 74,728	\$ 90,941	\$ 156,646	\$ (65,705)	408	456	10%	17%	18%
West Baltimore														
Behavioral Health	1,170	386	306	404	\$ 153,089	\$ 35,336	\$ 62,289	\$ 50,443	\$ 11,846	164	291	60%	54%	72%
Dental	770	254	207	280	\$ 25,164	\$ 6,273	\$ 7,494	\$ 8,292	\$ (798)	62	71	32%	30%	25%
Medical	2,162	712	755	775	\$ 354,518	\$ 118,990	\$ 118,445	\$ 116,814	\$ 1,631	583	577	79%	77%	74%
Nursing	502	165	153	161	\$ 41,290	\$ 7,663	\$ 13,142	\$ 13,605	\$ (463)	35	59	37%	0%	37%
Bene/CM/Outreach	1,975	651	455	615	\$ 907	\$ -	\$ -	\$ 299	\$ (299)	-	-	0%		
West Baltimore Total	6,579	2,168	1,876	2,235	\$ 574,968	\$ 168,261	\$ 201,370	\$ 189,453	\$ 11,917	844	998	49%	30%	25%
Total	121,586	40,062	36,161	38,156	\$ 10,210,144	\$ 3,006,224	\$ 2,917,481	\$ 3,364,261	\$ (446,780)	14,587	14,062	40%	40%	37%
Reserve at 4%					\$ (408,406)	\$ (150,311)	\$ (145,874)	\$ (168,213)	\$ 22,339					
Total Net revenue					\$ 9,801,738	\$ 2,855,912	\$ 2,771,607	\$ 3,196,048	\$ (424,441)					

Patient Billings - April 2019
Encounters by Department

Agency Team Stats	YTD				Prior Month
	2018	2019	Diff	+/-	
Addictions	4,249	3,696	(553)	-13%	-16%
Dental	1,058	1,741	683	65%	56%
Supportive Housing	3,680	4,911	1,231	33%	27%
Medical	10,430	10,140	(290)	-3%	-5%
Mental Health	6,356	5,647	(709)	-11%	-13%
Psychiatry	1,401	1,542	141	10%	5%
Pediatrics	811	1,004	193	24%	15%
Occupational Therapy	719	494	(225)	-31%	-38%
Convalescent Care	1,899	2,054	155	8%	16%
Case Management	3,808	4,038	230	6%	4%
Outreach	911	1,928	1,017	112%	123%
Benefits	839	961	122	15%	0%
Total Encounters	36,161	38,156	1,995	5.5%	2.6%

Fallsway	30,119	31,530	1,411	5%	1%
Baltimore County	1,133	1,275	142	13%	11%
Harford County	90	55	(35)	-39%	-14%
Mobile Clinic	572	549	(23)	-4%	-23%
North Fallsway	2,371	2,512	141	0%	0%
West Baltimore	1,876	2,235	359	19%	16%

AGENCY ENCOUNTERS													
2017			2018			YTD Diff		2019			YTD Diff		
		YTD			YTD					YTD			
Jan	9,897	9,897	Jan	9,797	9,797	(100)	-1%	Jan	9,918	9,918	121	1.2%	
Feb	8,904	18,801	Feb	8,651	18,448	(353)	-2%	Feb	8,465	18,383	(65)	-0.4%	
Mar	10,480	29,281	Mar	8,635	27,083	(2,198)	-8%	Mar	9,529	27,912	829	3.1%	
Apr	9,001	38,282	Apr	9,079	36,162	(2,120)	-6%	Apr	10,244	38,156	1,994	5.5%	
May	10,209	48,491	May	9,603	45,765	(2,726)	-6%	May			-	0.0%	
Jun	9,758	58,249	Jun	9,613	55,378	(2,871)	-5%	Jun			-	0.0%	
Jul	9,326	67,575	Jul	9,343	64,721	(2,854)	-4%	Jul			-	-0.1%	
Aug	10,227	77,802	Aug	10,413	75,134	(2,668)	-3%	Aug			-	0.0%	
Sep	9,025	86,827	Sep	8,695	83,829	(2,998)	-3%	Sep			-	0.0%	
Oct	10,362	97,189	Oct	10,837	94,666	(2,523)	-3%	Oct			-	0.0%	
Nov	9,674	106,863	Nov	9,434	104,100	(2,763)	-3%	Nov			-	0.0%	
Dec	8,623	115,486	Dec	8,772	112,872	(2,614)	-2%	Dec			-	0.0%	
Total	115,486		Total	115,486				Total	38,156				

Health Care for the Homeless
Statement of Activities
April 2019

Statement of Activities	<u>Total</u> <u>2019 Budget</u>	<u>YTD April</u> <u>Actual 2019</u>	<u>2019</u> <u>Budget 2019</u>	<u>Variance</u> <u>Over/(Under)budget</u>	
Revenue					
Grants	\$ 13,238,107	\$ 3,943,130	\$ 4,412,702	\$ (469,572)	-10.6%
Patient Services, Net	\$ 9,801,738	\$ 2,777,118	\$ 3,196,048	\$ (418,930)	-13.1%
Contributions	\$ 2,500,000	\$ 673,071	\$ 683,850	\$ (10,779)	-1.6%
ACIS	\$ 530,479	\$ 125,526	\$ 176,826	\$ (51,300)	-29.0%
Other Sources	\$ 3,293,000	\$ 1,070,997	\$ 1,097,667	\$ (26,670)	-2.4%
Total Revenue	\$ 29,363,324	\$ 8,589,842	\$ 9,567,093	\$ (977,251)	-10.2%
Expenses					
Salaries	\$ 17,165,286	\$ 5,066,950	\$ 5,655,995	\$ (589,045)	-10.4%
Employee Benefits	\$ 4,503,310	\$ 1,480,893	\$ 1,484,227	\$ (3,334)	-0.2%
Purchased Services	\$ 70,000	\$ 15,656	\$ 23,333	\$ (7,678)	-32.9%
Contract Services	\$ 367,431	\$ 17,171	\$ 122,477	\$ (105,306)	-86.0%
Office Supplies	\$ 302,700	\$ 64,901	\$ 100,900	\$ (35,999)	-35.7%
Client Assistance	\$ 2,435,713	\$ 899,596	\$ 811,904	\$ 87,692	10.8%
Pharmacy	\$ 990,041	\$ 337,462	\$ 330,014	\$ 7,449	2.3%
Medical Supplies	\$ 438,700	\$ 176,393	\$ 146,233	\$ 30,159	20.6%
Business Operations	\$ 977,431	\$ 294,331	\$ 346,277	\$ (51,946)	-15.0%
Staff Development	\$ 359,178	\$ 87,282	\$ 119,726	\$ (32,444)	-27.1%
Building Operations	\$ 748,992	\$ 298,918	\$ 249,664	\$ 49,254	19.7%
Utilities	\$ 350,751	\$ 128,169	\$ 116,917	\$ 11,252	9.6%
Equipment	\$ 256,780	\$ 69,516	\$ 85,593	\$ (16,077)	-18.8%
Chocolate Affair	\$ 200,000	\$ 179,115	\$ 200,000	\$ (20,885)	-10.4%
In-Kind Expense	\$ -	\$ -	\$ -	\$ -	0.0%
Interest Expense	\$ -	\$ 3,934	\$ -	\$ 3,934	0.0%
Total Operating Expenses	\$ 29,166,313	\$ 9,120,286	\$ 9,793,260	\$ (672,975)	-66.4%
Net Operating Surplus (Shortfall)	\$ 197,011	\$ (530,444)	\$ (226,167)	\$ (304,277)	
Capital Exp./ Funded Depreciation	\$ (171,155)	\$ (171,155)	\$ (171,155)	\$ -	
Net Surplus (Shortfall)	\$ 25,856	\$ (701,599)	\$ (397,322)	\$ (304,277)	
Unrealized Gain (Loss)-Investments	\$ -	\$ 435,814	\$ -		
Strategic Investment/ Unfunded Depr	\$ (388,845)	\$ (15,512)	\$ (15,512)		
Net Surplus (Deficit)	\$ (362,989)	\$ (281,296)	\$ (412,834)		

Health Care for the Homeless
Statement of Position

DRAFT

	2019 vs 2018		
	4/30/2019	12/31/2018	Change
	Total	Total	Total
Assets			
Current Assets			
General Cash	2,811,832	3,542,746	(730,914)
Held in Investments	8,482,675	8,004,192	478,483
Total Operating Cash	\$ 11,294,507	\$ 11,546,937	\$ (252,430)
Board Designated	-	-	-
Cash Limited for Use	15,062	15,062	-
Investments Limited for Use			
Accounts Receivable Billing, Net	1,018,125	791,453	226,672
Grant Receivables, Net	2,968,775	2,496,314	472,461
Other Receivables	8,388	339,337	(330,949)
Prepaid Expenses	178,166	327,037	(148,871)
Total Current Assets	15,483,023	15,516,141	(33,118)
Plant, Property, & Equipment, Net	10,616,596	10,754,383	(137,787)
Endowment	264,809	250,297	14,512
Other Assets	-	-	-
Total Assets	<u>\$ 26,364,428</u>	<u>\$ 26,520,822</u>	<u>\$ (156,394)</u>
Liabilities			
Current Liabilities	\$ 2,706,400	\$ 2,549,345	\$ 157,055
Long-term Liabilities	-	-	-
Total Liabilities	2,706,400	2,549,345	157,055
Net Assets			
Undesignated	11,902,198	11,613,054	289,144
Net Investment in Plant	11,223,202	11,825,795	(602,593)
Contingency	168,412	168,412	-
Temporarily Restricted	264,216	264,216	-
Permanently Restricted	100,000	100,000	-
Total Net Assets	23,658,028	23,971,477	(313,449)
Total	<u>\$ 26,364,428</u>	<u>\$ 26,520,822</u>	<u>\$ (156,394)</u>

Monthly Comparison to Budget - 2019

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Monthly Comparison to Budget - 2019

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