

AGENDA

BOARD OF DIRECTORS FINANCE AND FACILITIES COMMITTEE

August 23, 2022

5:30 – 7:00 PM



Zoom Meeting:

<https://zoom.us/j/96161703345?pwd=RGJQc24xQTNuNDIiViNyOFdiOXNVdz09>

Meeting ID: 961 6170 3345

Passcode: 970677

- I. WELCOME
- II. APPROVAL OF MINUTES (July Meeting)
- III. JULY 2022 FINANCIALS
- IV. CFO SEARCH UPDATE
- V. ANNOUNCEMENTS

Next Meeting: **September 20th 5:30 – 7:00 pm**

Everyone deserves to go home.

Health Care for the Homeless June 2022 Financial Results

General Performance:

- HCH is experiencing a YTD net operating shortfall of (\$694k) which is an unfavorable variance to budget of (\$416k). This unfavorable variance is driven primarily by patient revenue.

Revenue:

- YTD revenue is unfavorable to budget by (\$737k) but \$326k favorable compared to YTD June 2021. Variance to budget is primarily driven by patient revenue.
- Patient Service Revenue – Net (PSR) is unfavorable to budget (\$651k) YTD but \$166k above YTD June 2021.
 - Overall agency encounters (billable and non-billable) are 7.5% above YTD June 2021 but still 10% below 2019 pre-pandemic encounters YTD.
 - Continuing to stabilize AthenaOne EMR and processes.
 - Processes are continuing to be implemented within operations (including development of KPIs). Staffing levels do contribute to the capacity of available encounters.
- Grants unfavorable to budget (\$47K) YTD June but favorable to 2021 YTD by \$337K.
- Other sources are unfavorable to budget (\$32K).
- ACIS (supportive housing services pilot program) unfavorable to budget by (\$28k). Revenue accrued monthly based on previous experience, but final reconciliation done after quarterly reports are received, which could reverse this unfavorable variance.
- Contributions are favorable to budget \$20k. Slower start to the year than expected, driven by a handful of very large gifts that came in late Q1/early Q2 in 2021. A very good May and June on pledges (more so than in 2021), and improvement to budget reflected in June.

Expenses:

- Total operating expenses are \$321k favorable to budget YTD June. This is driven by favorability in Salaries & Benefits and Client Assistance, offset by unfavorability in Contracted Services and Pharmacy.
 - Salaries & Employee Benefits – Favorable to budget \$698k
 - Client Assistance – Favorable to budget \$164K
 - Pharmacy - Unfavorable to budget (\$342K)
 - Contracted Services – Unfavorable to budget (\$116K)

Liquidity Management:

- All cash, including investments, equates to 161.8 DCOH. Operating cash on hand balances are 55.3 days. This reflects an improvement of 24.6 days compared to May.

Month	DCOH (w/invest)	Operating DCOH
Jan-22	174.6	55.5

Feb-22	160.1	44.4
Mar-22	165.1	45.3
Apr-22	151.8	31.5
May-22	142.4	30.7
Jun-22	161.84	55.3

Health Care for the Homeless
Statement of Activities
Jun-22

	<u>Jan 22 YTD</u>	<u>Feb 22 YTD</u>	<u>Mar 22 YTD</u>	<u>Apr 22 YTD</u>	<u>May 22 YTD</u>	<u>Jun 22 YTD</u>	<u>Jun 22 YTD</u>				<u>Jun 21 YTD</u>		
	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Budget</u>	<u>Bud Var (\$)</u>	<u>Bud Var (%)</u>		<u>PY Actual</u>	<u>PY Var (\$)</u>	<u>PY Var (%)</u>
Grants	\$ 1,093,177	\$ 2,094,695	\$ 3,193,500	\$3,887,849	\$5,590,827	\$6,727,194	\$ 6,773,704	\$ (46,511)	-1%		\$ 6,390,174	\$ 337,019	5%
Patient Services, Net	\$ 574,728	\$ 1,134,558	\$ 1,787,858	\$2,322,252	\$2,858,741	\$3,358,517	\$ 4,009,227	\$ (650,710)	-16%		\$ 3,192,398	\$ 166,119	5%
Contributions	\$ 124,285	\$ 340,034	\$ 436,955	\$503,065	\$645,376	\$1,042,080	\$ 1,022,369	\$ 19,711	2%		\$ 1,120,011	\$ (77,932)	-7%
ACIS	\$ 85,000	\$ 170,000	\$ 255,000	\$340,000	\$425,000	\$510,000	\$ 538,272	\$ (28,272)	-5%		\$ 552,114	\$ (42,114)	-8%
Other Sources	\$ 531,074	\$ 719,003	\$ 1,140,061	\$1,479,525	\$1,735,755	\$2,141,310	\$ 2,172,858	\$ (31,548)	-1%		\$ 2,198,906	\$ (57,596)	-3%
Developer Fees	\$ -	\$ -	\$ -	-	-	-	\$ -	\$ -	0%		\$ -	\$ -	0%
Total Revenue	\$ 2,408,264	\$ 4,458,289	\$ 6,813,375	\$ 8,532,691	\$ 11,255,699	\$ 13,779,100	\$ 14,516,429	\$ (737,329)	-5%		\$ 13,453,603	\$ 325,498	2%
Salaries	\$ 1,245,790	\$ 2,423,037	\$ 3,773,211	\$ 4,966,465	\$ 6,476,184	\$ 7,674,789	\$ 7,981,361	\$ (306,572)	-4%		\$ 7,087,586	\$ 587,204	8%
Employee Benefits	\$ 351,079	\$ 656,872	\$ 871,013	\$ 841,705	\$ 1,424,195	\$ 1,717,272	\$ 2,109,177	\$ (391,904)	-19%		\$ 1,690,943	\$ 26,329	2%
Purchased Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%		\$ -	\$ -	0%
Contract Services	\$ 30,651	\$ 83,884	\$ 144,234	\$ 167,469	\$ 293,638	\$ 356,884	\$ 240,409	\$ 116,476	48%		\$ 286,609	\$ 70,275	25%
Office Supplies	\$ 6,398	\$ 35,413	\$ 50,874	\$ 53,046	\$ 79,429	\$ 91,441	\$ 80,535	\$ 10,906	14%		\$ 58,886	\$ 32,554	55%
Client Assistance	\$ 316,360	\$ 494,995	\$ 702,398	\$ 892,013	\$ 1,128,362	\$ 1,329,578	\$ 1,493,225	\$ (163,647)	-11%		\$ 1,405,138	\$ (75,560)	-5%
Pharmacy	\$ 192,557	\$ 398,229	\$ 471,784	\$ 691,776	\$ 912,673	\$ 1,323,064	\$ 980,623	\$ 342,441	35%		\$ 934,326	\$ 388,738	42%
Medical Supplies	\$ 50,102	\$ 65,581	\$ 116,303	\$ 125,339	\$ 208,140	\$ 248,933	\$ 169,099	\$ 79,834	47%		\$ 85,176	\$ 163,758	192%
Business Operations	\$ 49,127	\$ 114,946	\$ 198,348	\$ 244,717	\$ 431,344	\$ 443,265	\$ 470,441	\$ (27,176)	-6%		\$ 389,400	\$ 53,865	14%
Staff Development	\$ 53,030	\$ 64,861	\$ 72,129	\$ 79,102	\$ 95,600	\$ 137,641	\$ 77,162	\$ 60,479	78%		\$ 72,335	\$ 65,306	90%
Building Operations	\$ 66,250	\$ 139,903	\$ 226,205	\$ 274,233	\$ 448,557	\$ 480,524	\$ 396,337	\$ 84,187	21%		\$ 421,566	\$ 58,958	14%
Utilities	\$ 17,466	\$ 77,483	\$ 104,947	\$ 149,623	\$ 149,161	\$ 163,602	\$ 188,439	\$ (24,836)	-13%		\$ 151,001	\$ 12,602	8%
Equipment	\$ 32,291	\$ 92,561	\$ 135,260	\$ 183,680	\$ 189,427	\$ 218,574	\$ 243,491	\$ (24,917)	-10%		\$ 230,114	\$ (11,540)	-5%
Fundraising Events	\$ 11,954	\$ 23,255	\$ 33,415	\$ 33,415	\$ 35,371	\$ 34,871	\$ 80,085	\$ (45,214)	-56%		\$ 62,262	\$ (27,391)	-44%
In-Kind Expense	\$ -	\$ -	\$ -	\$ -	\$ 11,675	\$ 12,932	\$ -	\$ 12,932	0%		\$ -	\$ 12,932	#DIV/0!
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0%		\$ -	\$ -	0%
Depreciation	\$ 41,003	\$ 81,923	\$ 115,818	\$ 152,623	\$ 196,330	\$ 240,036	\$ 284,276	\$ (44,239)	-16%		\$ 242,784	\$ (2,747)	-1%
Total Operating Expenses	\$ 2,464,057	\$ 4,752,944	\$ 7,015,938	\$ 8,855,206	\$ 12,080,086	\$ 14,473,408	\$ 14,794,659	\$ (321,251)	-2%		\$ 13,118,126	\$ 1,355,283	10.3%
Net Operating Surplus (Shortfall)	\$ (55,793)	\$ (294,654)	\$ (202,563)	\$ (322,516)	\$ (824,387)	\$ (694,308)	\$ (278,230)	\$ (416,078)	150%		\$ 335,477	\$ (1,029,785)	-307%
Unrealized Gain (Loss) Investments	\$ (361,331)	\$ (530,618)	\$ (535,842)	\$ (992,106)	\$ (934,518)	\$ (1,374,035)	\$ -	\$ (1,374,035)			\$ 722,166	\$ (2,096,200)	-290%
Net Surplus (Deficit)	\$ (417,124)	\$ (825,273)	\$ (738,405)	\$ (1,314,622)	\$ (1,758,905)	\$ (2,068,342)	\$ (278,230)	\$ (1,790,112)	643%		\$ 1,057,643	\$ (3,125,985)	-296%

Encounters by Department

AGENCY ENCOUNTERS																		
2019			YTD	2020			YTD	YTD Diff	2021			YTD	YTD Diff	2022			YTD	YTD Diff
Jan	9,918	9,918	Jan	9,283	9,283	(635)	-6%	Jan	7,518	7,518	(1,765)	-19.0%	Jan	8,468	8,468	950	12.6%	
Feb	8,460	18,378	Feb	8,261	17,544	(834)	-5%	Feb	7,042	14,560	(2,984)	-17.0%	Feb	7,995	16,463	1,903	13.1%	
Mar	9,534	27,912	Mar	7,783	25,327	(2,585)	-9%	Mar	9,226	23,786	(1,541)	-6.1%	Mar	9,408	25,871	2,085	8.8%	
Apr	10,355	38,267	Apr	6,803	32,130	(6,137)	-16%	Apr	8,851	32,637	507	1.6%	Apr	8,648	34,519	1,882	5.8%	
May	10,265	48,532	May	6,847	38,977	(9,555)	-20%	May	7,494	40,131	1,154	3.0%	May	8,706	43,225	3,094	7.7%	
Jun	9,049	57,581	Jun	7,491	46,468	(11,113)	-19%	Jun	8,138	48,269	1,801	3.9%	Jun	8,682	51,907	3,638	7.5%	
Jul	10,087	67,668	Jul	7,649	54,117	(13,551)	-20%	Jul	7,704	55,973	1,856	3.4%	Jul	-	51,907			
Aug	9,750	77,418	Aug	6,909	61,026	(16,392)	-21%	Aug	4,197	60,170	(856)	-1.4%	Aug	-	51,907			
Sep	8,993	86,411	Sep	7,385	68,411	(18,000)	-21%	Sep	6,408	66,578	(1,833)	-2.7%	Sep	-	51,907			
Oct	10,338	96,749	Oct	7,784	76,195	(20,554)	-21%	Oct	6,965	73,543	(2,652)	-3.5%	Oct	-	51,907			
Nov	8,381	105,130	Nov	6,952	83,147	(21,983)	-21%	Nov	8,052	81,595	(1,552)	-1.9%	Nov	-	51,907			
Dec		105,130	Dec	6,504	89,651	(15,479)	-15%	Dec	8,005	89,600	(51)	-0.1%	Dec	-	51,907			
Total	105,130		Total	89,651				Total	89,600				Total	51,907				