

HCH Monthly Financials
Dashboard- 2018 Dec

HCH - Encounters		YTD 2017 to YTD		
December YTD	2017	2018	2018 Variance	% Increase
Fallsway	96,190	93,287	(2,903)	-3%
Baltimore County	2,355	3,837	1,482	63%
Harford County	230	265	35	15%
Mobile Clinic	2,696	1,672	(1,024)	-38%
North Fallsway	7,324	7,936	612	8%
West Baltimore	6,708	5,885	(823)	-12%
Total	115,503	112,882	(2,621)	-2.3%

HCH - Unique Clients		YTD 2017 to YTD		
	2017	2018	2018 Variance	% Increase
Total	9,999	9,904	(95)	-1.0%

Operating Cash Summary		
	Dec 2017	Dec 2018
General Cash	\$ 5,255,451	\$ 1,004,404
Operating Money Market	\$ 56,498	\$ 2,534,569
Subtotal: Available Cash	\$ 5,311,949	\$ 3,538,973
Held in Investment	\$ 3,993,776	\$ 4,792,053
Ending Operating Cash	\$ 9,305,725	\$ 8,331,026

Non-Operating Cash Summary		
	Dec 2017	Dec 2018
Capital Campaign Cash	\$ 1,423,375	\$ 15,062
Building Deprecation Cash	\$ 453,074	\$ -
Held in Investment	\$ -	\$ 3,212,120
Endowment	\$ 145,793	\$ 276,349
Ending Non Operating Cash	\$ 2,022,242	\$ 3,503,531

Agency Ratios			
	Dec 2017	Dec 2018	Variance
Patient Billing AR Days OS	34 Days	54 Days	20 Days
Days Operating Reserve:	157 Days	119 Days	-28 Days

Headcount	2016	Q2 2017	Q3 2017	Q4 2017	Year End 2017	Q1 2018	Q2 2018	Q3 2018
Filled Positions (<i>current headcount</i>)	227	240	240	243	243	241	240	258
Open Positions (<i>vacancies</i>)	32	34	36	36	36	34	32	25
Total Positions (<i>when fully staffed</i>)	259	274	276	278	278	275	272	283
Vacancy Rate	12%	12%	12%	13%	13%	12%	12%	10%
Turnover Rate					18%	8%	5%	4%

Patient Services Revenue
By Team and Location

December 2018 Revenue

# Encounters					Revenue					Billable Encounters		Billable Encounter Percentages		
Fallsway	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
	2018 Budget	Budget	Actual	Actual										
Addictions	17,240	17,240	16,967	12,822	\$ 2,065,035	\$ 2,012,593	\$ 1,543,660	\$ 2,065,035	\$ (521,375)	9,325	7,050	55%	55%	55%
Behavioral Health	17,796	17,796	15,918	17,084	\$ 2,059,894	\$ 1,783,538	\$ 1,891,669	\$ 2,059,894	\$ (168,225)	8,634	8,991	55%	54%	53%
Dental	4,373	4,373	3,360	2,193	\$ 121,000	\$ 87,752	\$ 59,128	\$ 121,000	\$ (61,872)	710	531	22%	21%	24%
Medical	15,600	15,600	22,495	17,954	\$ 2,226,827	\$ 2,765,164	\$ 2,132,394	\$ 2,226,827	\$ (94,433)	13,647	10,751	81%	61%	60%
Nursing	7,735	7,735	2,321	7,410	\$ 721,327	\$ 259,435	\$ 732,913	\$ 721,327	\$ 11,586	1,203	3,347	43%	0%	45%
Occupational Therapy	1,469	1,469	1,553	1,849	\$ 157,145	\$ 94,516	\$ 87,831	\$ 157,145	\$ (69,314)	438	401	49%	28%	22%
Pediatrics	2,100	2,100	2,470	2,280	\$ 194,211	\$ 227,225	\$ 152,740	\$ 194,211	\$ (41,471)	1,040	692	42%	42%	30%
Psychiatry	5,304	5,304	6,141	3,698	\$ 964,179	\$ 1,108,897	\$ 689,183	\$ 964,179	\$ (274,996)	5,631	3,519	91%	92%	95%
Supportive Housing	10,962	10,962	10,441	11,954	\$ 221,481	\$ 241,487	\$ 260,557	\$ 221,481	\$ 39,076	1,179	1,243	10%	11%	10%
Bene/CM/Outreach	15,141	15,141	14,509	16,043	\$ -	\$ 57,903	\$ 1,585	\$ -	\$ 1,585	282	8			
Fallsway Total	97,720	97,720	96,175	93,287	\$ 8,731,099	\$ 8,638,508	\$ 7,551,659	\$ 8,731,099	\$ (1,179,440)	42,089	36,533	44%	44%	39%
Baltimore County														
Behavioral Health	551	551	185	582	\$ 57,260	\$ 33,261	\$ 80,978	\$ 57,260	\$ 23,718	164	371	50%	89%	64%
Medical	3,290	3,290	1,791	2,269	\$ 391,604	\$ 289,376	\$ 347,718	\$ 391,604	\$ (43,886)	1,470	1,727	60%	82%	76%
Bene/CM/Outreach	375	375	379	986	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Baltimore County Total	4,216	4,216	2,355	3,837	\$ 448,864	\$ 322,638	\$ 428,696	\$ 448,864	\$ (20,168)	1,634	2,098	64%	69%	55%
Harford County Medical	221	221	230	265	\$ 39,584	\$ 41,241	\$ 42,711	\$ 39,584	\$ 3,127	209	217	90%	91%	82%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,088	1,088	1,167	1,001	\$ 195,116	\$ 213,983	\$ 172,786	\$ 195,116	\$ (22,330)	1,070	847	89%	92%	85%
Nursing	1,088	1,088	-	124	\$ 131,206	\$ -	\$ 12,485	\$ 131,206	\$ (118,721)	-	57	60%	0%	46%
Bene/CM/Outreach	1,500	1,500	1,529	547	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	3,676	3,676	2,696	1,672	\$ 326,322	\$ 213,983	\$ 185,270	\$ 326,322	\$ (141,052)	1,070	904	37%	40%	54%
North Fallsway														
Behavioral Health	850	850	13	-	\$ 96,689		\$ -	\$ 96,689	\$ (96,689)		-	55%		
Convalescent Care	-	-	6,857	6,618			\$ 275,800	\$ -	\$ 275,800	278	1,307	10%	4%	20%
Dental	536	536	350	1,162	\$ 22,000		\$ 52,254	\$ 22,000	\$ 30,254		342	34%	0%	29%
Medical	5,304	5,304	15	12	\$ 271,870		\$ 1,450	\$ 271,870	\$ (270,420)		7	25%		
Occupational Therapy	75	75	89	144	\$ 5,030		\$ 6,790	\$ 5,030	\$ 1,760		31	31%	0%	22%
Bene/CM/Outreach	1,000	1,000	-	-	\$ -		\$ -	\$ -	\$ -		-			
North Fallsway Total	7,765	7,765	7,324	7,936	\$ 395,588	\$ -	\$ 336,294	\$ 395,589	\$ (59,295)	278	1,687	10%	4%	21%
West Baltimore														
Behavioral Health	1,156	1,156	1,148	1,133	\$ 176,070	\$ 143,608	\$ 147,336	\$ 176,070	\$ (28,734)	682	691	72%	59%	61%
Dental	720	720	716	690	\$ 18,000	\$ 18,356	\$ 19,508	\$ 18,000	\$ 1,508	227	189	31%	32%	27%
Medical	2,992	2,992	2,990	2,248	\$ 495,251	\$ 455,285	\$ 358,371	\$ 495,251	\$ (136,880)	2,217	1,767	81%	74%	79%
Nursing	782	782	212	493	\$ 109,539	\$ 28,700	\$ 35,480	\$ 109,539	\$ (74,059)	133	162	66%	0%	33%
Bene/CM/Outreach	1,900	1,900	1,642	1,321	\$ -	\$ 216	\$ 438	\$ -	\$ 438	2	2			
West Baltimore Total	7,550	7,550	6,708	5,885	\$ 798,860	\$ 646,164	\$ 561,133	\$ 798,860	\$ (237,727)	3,261	2,811	48%	32%	27%
Total	121,148	121,148	115,488	112,882	\$ 10,740,317	\$ 9,862,534	\$ 9,105,763	\$ 10,740,318	\$ (1,634,555)	48,541	44,250	43%	42%	39%
Reserve at 5%					\$ (537,016)	\$ (493,127)	\$ (455,288)	\$ (537,016)	\$ 81,728					
Total Net revenue					\$ 10,203,301	\$ 9,369,407	\$ 8,650,475	\$ 10,203,302	\$ (1,552,827)					

Patient Billings Download - December 2018
Encounters by Department

Sorted by 2018 Encounters	YTD				Prior Month
Agency Team Stats	2017	2018	Diff	+/-	
Addictions	16,967	12,822	(4,145)	-24%	-25%
Dental	4,426	4,045	(381)	-9%	-12%
Supportive Housing	10,453	11,954	1,501	14%	16%
Medical	31,152	31,651	499	2%	1%
Mental Health	17,205	18,775	1,570	9%	10%
Psychiatry	6,215	3,722	(2,493)	-40%	-40%
Pediatrics	2,539	2,405	(134)	-5%	-7%
Occupational Therapy	1,642	1,993	351	21%	25%
Convalescent Care	6,858	6,628	(230)	-3%	-5%
Case Management	12,746	12,408	(338)	-3%	-4%
Outreach	2,156	3,795	1,639	76%	70%
Benefits	3,144	2,684	(460)	-15%	-17%
Total Encounters	115,503	112,882	(2,621)	-2.3%	-2.8%

Fallsway	96,175	93,287	(2,888)	-3%	-3%
Baltimore County	2,355	3,837	1,482	63%	60%
Harford County	230	265	35	15%	17%
Mobile Clinic	2,696	1,672	(1,024)	-38%	-38%
North Fallsway	7,324	7,936	612	0%	0%
West Baltimore	6,708	5,885	(823)	-12%	-14%

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	9,797	9,797	(100)	-1.0%	
Feb	8,619	16,290	Feb	8,904	18,801	2,511	15%	Feb	8,651	18,448	(353)	-1.9%	
Mar	9,808	26,097	Mar	10,480	29,281	3,184	12%	Mar	8,634	27,082	(2,199)	-7.5%	
Apr	9,460	35,558	Apr	9,001	38,282	2,724	8%	Apr	9,081	36,163	(2,119)	-5.5%	
May	9,571	45,128	May	10,209	48,491	3,363	7%	May	9,604	45,767	(2,724)	-5.6%	
Jun	10,156	55,285	Jun	9,758	58,249	2,964	5%	Jun	9,614	55,381	(2,868)	-4.9%	
Jul	9,110	64,394	Jul	9,326	67,575	3,181	5%	Jul	9,344	64,725	(2,850)	-4.3%	
Aug	10,342	74,737	Aug	10,227	77,802	3,065	4%	Aug	10,413	75,138	(2,664)	-3.4%	
Sep	9,152	83,889	Sep	9,025	86,827	2,938	4%	Sep	8,696	83,834	(2,993)	-3.4%	
Oct	9,393	93,282	Oct	10,362	97,189	3,907	4%	Oct	10,837	94,671	(2,518)	-2.6%	
Nov	9,123	102,405	Nov	9,674	106,863	4,458	4%	Nov	9,436	104,107	(2,756)	-2.6%	
Dec	8,967	111,372	Dec	8,623	115,486	4,114	4%	Dec	8,775	112,882	(2,604)	-2.3%	
Total	111,372		Total	115,486				Total	112,882				

Health Care for the Homeless, Inc.
2018 Monthly Financials

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Statement of Activities									
	<i>Total</i> <i>2018 Budget</i>		<i>YTD December</i> <i>Actual 2018</i>		<i>YTD December</i> <i>Budget 2018</i>		<i>Variance</i> <i>(worse)/better</i>		
Revenue									
Grants	\$	12,303,705	\$	12,305,502	\$	12,303,705	\$	1,797	0%
Patient Services, Net	\$	10,203,301	\$	8,650,473	\$	10,203,301	\$	(1,552,828)	(15%)
Contributions	\$	2,400,000	\$	2,554,339	\$	2,400,000	\$	154,339	6%
Other Sources	\$	3,495,000	\$	3,739,100	\$	3,495,000	\$	244,100	7%
Total Revenue	\$	28,402,006	\$	27,249,414	\$	28,402,006	\$	(1,152,592)	(4%)
Expenses								<i>worse/(better)</i>	
Salaries	\$	15,669,000	\$	15,835,369	\$	15,669,000	\$	166,369	(1%)
Employee Benefits	\$	4,340,748	\$	3,894,781	\$	4,340,748	\$	(445,967)	10%
Purchased Services	\$	123,252	\$	76,380	\$	123,252	\$	(46,872)	38%
Contract Services	\$	349,734	\$	262,037	\$	349,734	\$	(87,697)	25%
Office Supplies	\$	368,260	\$	271,042	\$	368,260	\$	(97,218)	26%
Client Assistance	\$	2,728,267	\$	2,286,169	\$	2,728,267	\$	(442,098)	16%
Pharmacy	\$	771,000	\$	1,078,843	\$	771,000	\$	307,843	(40%)
Medical Supplies	\$	603,264	\$	530,266	\$	603,264	\$	(72,998)	12%
Business Operations	\$	764,331	\$	898,921	\$	764,331	\$	134,590	(18%)
Staff Development	\$	443,087	\$	313,068	\$	443,087	\$	(130,019)	29%
Building Operations	\$	676,950	\$	799,082	\$	676,950	\$	122,132	(18%)
Utilities	\$	327,300	\$	353,712	\$	327,300	\$	26,412	(8%)
Equipment	\$	320,700	\$	245,445	\$	320,700	\$	(75,255)	23%
Chocolate Affair	\$	210,000	\$	179,190	\$	210,000	\$	(30,810)	15%
Depreciation	\$	600,000	\$	600,000	\$	600,000	\$	-	0%
Total Expenses	\$	28,295,893	\$	27,690,037	\$	28,295,893	\$	(605,856)	2%
Net Surplus (Shortfall)	\$	106,113	\$	* (440,623)	\$	106,113	\$	(546,736)	
Unrealized Gain (Loss)-Investments			\$	(374,977)			\$	(374,977)	
Net Operating Surplus (Shortfall)	\$	106,113	\$	(815,600)	\$	106,113	\$	(921,713)	

* This statement is a first draft and, as such, results will continue to change. For instance, there are about \$200,000 of expenses that are expected to be charged to grants as we work through year end process. This will drop directly to the Net Surplus(Shortfall) line leaving us with closer to a \$240,000 shortfall.

Health Care for the Homeless

Statement of Position

	2018 vs 2017		
	12/31/2018	12/31/2017	Change
	Total	Total	Total
Assets			
Current Assets			
General Cash	3,538,973	4,898,628	(1,359,655)
Held in Investments	8,004,173	8,031,058	(26,885)
Total Operating Cash	\$ 11,543,145	\$ 12,929,686	\$ (1,386,541)
Board Designated	-	-	-
Cash Limited for Use	15,062	1,120,386	(1,105,324)
Investments Limited for Use			
Accounts Receivable Billing, Net	987,963	509,664	478,299
Grant Receivables, Net	2,325,854	1,591,515	734,339
Other Receivables	276,821	11,380	265,441
Prepaid Expenses	370,639	184,814	185,825
Total Current Assets	15,519,484	16,347,445	(827,961)
Plant, Property, & Equipment, Net	10,802,904	11,231,939	(429,036)
Endowment	276,349	271,415	4,934
Other Assets	-	-	-
Total Assets	\$ 26,598,736	\$ 27,850,799	\$ (1,256,997)
Liabilities			
Current Liabilities	\$ 2,738,874	\$ 3,201,912	\$ (463,038)
Long-term Liabilities	-	-	-
Total Liabilities	2,738,874	3,201,912	(463,038)
Net Assets			
Undesignated	11,501,439	12,290,465	(789,026)
Net Investment in Plant	11,825,795	11,825,795	-
Temporarily Restricted	264,216	264,216	-
Permanently Restricted	100,000	100,000	-
Total Net Assets	23,859,862	24,648,888	(789,026)
Total	\$ 26,598,736	\$ 27,850,800	\$ (1,252,064)

Patient Services Revenue by Team
Monthly Comparison to Budget

Additions	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 144,560	\$ 113,457	\$ 113,896	\$ 117,400	\$ 137,770	\$ 155,292	\$ 139,741	\$ 150,390	\$ 115,867	\$ 130,510	\$ 108,994	\$ 115,783	\$ 1,543,660
Budget	\$ 174,734	\$ 158,849	\$ 182,676	\$ 158,849	\$ 182,676	\$ 174,734	\$ 166,791	\$ 182,676	\$ 166,791	\$ 174,734	\$ 174,734	\$ 166,791	\$ 2,065,035
Over(Under)Budget	\$ (30,174)	\$ (45,392)	\$ (68,780)	\$ (41,449)	\$ (44,906)	\$ (19,442)	\$ (27,050)	\$ (32,286)	\$ (50,924)	\$ (44,224)	\$ (65,740)	\$ (51,008)	\$ (521,375)
% Over(Under)	-17.27%	-28.58%	-37.65%	-26.09%	-24.58%	-11.13%	-16.22%	-17.67%	-30.53%	-25.31%	-37.62%	-30.58%	-25.25%

Behavioral Health	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 173,067	\$ 163,715	\$ 164,672	\$ 172,514	\$ 194,490	\$ 185,812	\$ 177,033	\$ 189,673	\$ 153,758	\$ 216,442	\$ 186,060	\$ 142,746	\$ 2,119,982
Budget	\$ 202,223	\$ 183,840	\$ 211,416	\$ 183,839	\$ 211,415	\$ 202,224	\$ 193,031	\$ 211,414	\$ 193,034	\$ 202,222	\$ 202,224	\$ 193,031	\$ 2,389,913
Over(Under)Budget	\$ (29,156)	\$ (20,125)	\$ (46,744)	\$ (11,325)	\$ (16,925)	\$ (16,412)	\$ (15,998)	\$ (21,741)	\$ (39,276)	\$ 14,220	\$ (16,164)	\$ (50,285)	\$ (269,931)
% Over(Under)	-14.42%	-10.95%	-22.11%	-6.16%	-8.01%	-8.12%	-8.29%	-10.28%	-20.35%	7.03%	-7.99%	-26.05%	-11.29%

Convalescent Care	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 10,272	\$ 12,462	\$ 14,955	\$ 16,655	\$ 16,958	\$ 12,306	\$ 32,561	\$ 41,734	\$ 31,342	\$ 32,812	\$ 29,223	\$ 24,520	\$ 275,800
Budget	\$ 23,004	\$ 20,913	\$ 24,050	\$ 20,914	\$ 24,050	\$ 23,004	\$ 21,959	\$ 24,050	\$ 21,958	\$ 23,005	\$ 23,004	\$ 21,959	\$ 271,870
Over(Under)Budget	\$ 10,272	\$ (8,451)	\$ (9,095)	\$ (4,259)	\$ (7,092)	\$ (10,698)	\$ 10,602	\$ 17,684	\$ 9,384	\$ 9,807	\$ 6,219	\$ 2,561	\$ 3,930
% Over(Under)		-40.41%	-37.82%	-20.36%	-29.49%	-46.50%	48.28%	73.53%	42.74%	42.63%	27.03%	11.66%	1.45%

Dental	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 6,388	\$ 7,562	\$ 5,328	\$ 7,397	\$ 13,079	\$ 14,568	\$ 13,425	\$ 22,370	\$ 12,496	\$ 8,733	\$ 10,792	\$ 8,752	\$ 130,890
Budget	\$ 13,623	\$ 12,385	\$ 14,242	\$ 12,385	\$ 14,242	\$ 13,623	\$ 13,004	\$ 14,242	\$ 13,004	\$ 13,623	\$ 13,623	\$ 13,004	\$ 161,000
Over(Under)Budget	\$ (7,235)	\$ (4,823)	\$ (8,914)	\$ (4,988)	\$ (1,163)	\$ 945	\$ 421	\$ 8,128	\$ (508)	\$ (4,890)	\$ (2,831)	\$ (4,252)	\$ (30,110)
% Over(Under)	-53.11%	-38.94%	-62.59%	-40.27%	-8.17%	6.94%	3.24%	57.07%	-3.91%	-35.90%	-20.78%	-32.70%	-18.70%

Medical	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 282,562	\$ 254,015	\$ 248,700	\$ 258,727	\$ 290,671	\$ 263,622	\$ 268,818	\$ 302,308	\$ 247,096	\$ 192,156	\$ 225,295	\$ 221,458	\$ 3,055,429
Budget	\$ 283,325	\$ 257,567	\$ 296,204	\$ 257,567	\$ 296,204	\$ 283,325	\$ 270,446	\$ 296,202	\$ 270,446	\$ 283,325	\$ 283,325	\$ 270,446	\$ 3,348,382
Over(Under)Budget	\$ (23,767)	\$ (3,552)	\$ (47,504)	\$ 1,160	\$ (5,533)	\$ (19,703)	\$ (1,628)	\$ 6,106	\$ (23,350)	\$ (91,169)	\$ (58,030)	\$ (48,988)	\$ (292,953)
% Over(Under)	-7.76%	-1.38%	-16.04%	0.45%	-1.87%	-6.95%	-0.60%	2.06%	-8.63%	-32.18%	-20.48%	-18.11%	-8.75%

Nursing	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 55,988	\$ 47,008	\$ 41,600	\$ 51,169	\$ 58,178	\$ 58,481	\$ 66,554	\$ 79,424	\$ 65,104	\$ 160,122	\$ 53,663	\$ 43,587	\$ 780,878
Budget	\$ 81,406	\$ 74,006	\$ 85,107	\$ 74,004	\$ 85,107	\$ 81,407	\$ 77,705	\$ 85,106	\$ 77,706	\$ 81,407	\$ 81,406	\$ 77,705	\$ 962,072
Over(Under)Budget	\$ (25,418)	\$ (26,998)	\$ (43,507)	\$ (22,835)	\$ (26,929)	\$ (22,926)	\$ (11,151)	\$ (5,682)	\$ (12,602)	\$ 78,715	\$ (27,743)	\$ (34,118)	\$ (181,194)
% Over(Under)	-31.22%	-36.48%	-51.12%	-30.86%	-31.64%	-28.16%	-14.35%	-6.68%	-16.22%	96.69%	-34.08%	-43.91%	-18.83%

Occupational Therapy	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 17,303	\$ 16,647	\$ 11,608	\$ 10,733	\$ 10,513	\$ 11,609	\$ 9,418	\$ 7,957	\$ (438)	\$ (729)	\$ -	\$ -	\$ 94,621
Budget	\$ 13,723	\$ 12,474	\$ 14,346	\$ 12,475	\$ 14,347	\$ 13,723	\$ 13,098	\$ 14,346	\$ 13,099	\$ 13,723	\$ 13,722	\$ 13,099	\$ 162,175
Over(Under)Budget	\$ 3,580	\$ 4,173	\$ (2,738)	\$ (1,742)	\$ (3,834)	\$ (2,114)	\$ (3,680)	\$ (6,389)	\$ (13,537)	\$ (14,452)	\$ (13,722)	\$ (13,099)	\$ (67,554)
% Over(Under)	26.09%	33.45%	-19.09%	-13.96%	-26.72%	-15.40%	-28.10%	-44.54%	-103.34%	-105.31%	-100.00%	-100.00%	-41.66%

Patient Services Revenue by Team
Monthly Comparison to Budget

Pediatrics	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 13,142	\$ 14,456	\$ 9,992	\$ 7,885	\$ 12,703	\$ 12,820	\$ 5,611	\$ 14,894	\$ 11,963	\$ 21,915	\$ 13,643	\$ 13,716	\$ 152,740
Budget	\$ 16,433	\$ 14,940	\$ 17,180	\$ 14,939	\$ 17,180	\$ 16,434	\$ 15,686	\$ 17,180	\$ 15,686	\$ 16,433	\$ 16,434	\$ 15,686	\$ 194,211
Over(Under)Budget	\$ (3,291)	\$ (484)	\$ (7,188)	\$ (7,054)	\$ (4,477)	\$ (3,614)	\$ (10,075)	\$ (2,286)	\$ (3,723)	\$ 5,482	\$ (2,791)	\$ (1,970)	\$ (41,471)
% Over(Under)	-20.03%	-3.24%	-41.84%	-47.22%	-26.06%	-21.99%	-64.23%	-13.31%	-23.73%	33.36%	-16.98%	-12.56%	-21.35%

Psychiatry	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 63,110	\$ 65,467	\$ 60,097	\$ 64,736	\$ 64,611	\$ 58,813	\$ 54,850	\$ 52,829	\$ 51,128	\$ 56,103	\$ 54,757	\$ 42,682	\$ 689,183
Budget	\$ 81,584	\$ 74,168	\$ 85,293	\$ 74,167	\$ 85,293	\$ 81,585	\$ 77,875	\$ 85,293	\$ 77,876	\$ 81,585	\$ 81,584	\$ 77,876	\$ 964,179
Over(Under)Budget	\$ (18,474)	\$ (8,701)	\$ (25,196)	\$ (9,431)	\$ (20,682)	\$ (22,772)	\$ (23,025)	\$ (32,464)	\$ (26,748)	\$ (25,482)	\$ (26,827)	\$ (35,194)	\$ (274,996)
% Over(Under)	-22.64%	-11.73%	-29.54%	-12.72%	-24.25%	-27.91%	-29.57%	-38.06%	-34.35%	-31.23%	-32.88%	-45.19%	-28.52%

Supportive Housing	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 27,742	\$ 15,122	\$ 22,027	\$ 27,429	\$ 21,589	\$ 26,615	\$ 28,504	\$ 34,918	\$ 21,788	\$ 3,473	\$ 13,891	\$ 17,459	\$ 260,557
Budget	\$ 18,741	\$ 17,037	\$ 19,592	\$ 17,037	\$ 19,593	\$ 18,741	\$ 17,888	\$ 19,593	\$ 17,889	\$ 18,740	\$ 18,741	\$ 17,889	\$ 221,481
Over(Under)Budget	\$ 9,001	\$ (1,915)	\$ 2,435	\$ 10,392	\$ 1,996	\$ 7,874	\$ 10,616	\$ 15,325	\$ 3,899	\$ (15,267)	\$ (4,850)	\$ (430)	\$ 39,076
% Over(Under)	48.03%	-11.24%	12.43%	61.00%	10.19%	42.01%	59.35%	78.22%	21.79%	-81.47%	-25.88%	-2.40%	17.64%

Bene/CM/Outreach	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 3,231	\$ 3,943	\$ 2,956	\$ 4,440	\$ (9,532)	\$ 657	\$ 3,285	\$ 657	\$ 657	\$ (8,844)	\$ 438	\$ 135	\$ 2,023
Budget	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Over(Under)Budget	\$ 3,231	\$ 3,943	\$ 2,956	\$ 4,440	\$ (9,532)	\$ 657	\$ 3,285	\$ 657	\$ 657	\$ (8,844)	\$ 438	\$ 135	\$ 2,023
% Over(Under)													

Total	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	\$ 797,365	\$ 713,854	\$ 695,831	\$ 739,085	\$ 811,030	\$ 800,595	\$ 799,800	\$ 897,154	\$ 710,761	\$ 812,693	\$ 696,756	\$ 630,838	\$ 9,105,763
Budget	\$ 908,796	\$ 826,179	\$ 950,106	\$ 826,176	\$ 950,107	\$ 908,800	\$ 867,483	\$ 950,102	\$ 867,489	\$ 908,797	\$ 908,797	\$ 867,486	\$ 10,740,318
Over(Under)Budget	\$ (111,431)	\$ (112,325)	\$ (254,275)	\$ (87,091)	\$ (139,077)	\$ (108,205)	\$ (67,683)	\$ (52,948)	\$ (156,728)	\$ (96,104)	\$ (212,041)	\$ (236,648)	\$ (1,634,555)
% Over(Under)	-12.26%	-13.60%	-26.76%	-10.54%	-14.64%	-11.91%	-7.80%	-5.57%	-18.07%	-10.57%	-23.33%	-27.28%	-15.22%