

HCH Monthly Financials
Dashboard- 2018 Dec

HCH - Encounters		YTD 2018 to YTD		
February YTD	2018	2019	2019 Variance	% Increase
Fallsway	15,442	15,021	(421)	-3%
Baltimore County	575	613	38	7%
Harford County	29	39	10	34%
Mobile Clinic	319	213	(106)	-33%
North Fallsway	1,138	1,306	168	15%
West Baltimore	945	1,117	172	18%
Total	18,448	18,309	(139)	-0.8%

HCH - Unique Clients		YTD 2018 to YTD		
	2018	2019	2019 Variance	% Increase
Total	4,104	4,376	272	6.6%

Operating Cash Summary		
	Feb 2018	Feb 2019
General Cash	\$ 2,772,536	\$ 986,864
Operating Money Market	\$ 2,502,296	\$ 2,544,212
Subtotal: Available Cash	\$ 5,274,832	\$ 3,531,076
Held in Investment	\$ 5,018,920	\$ 5,100,277
Ending Operating Cash	\$ 10,293,752	\$ 8,631,353

Non-Operating Cash Summary		
	Feb 2018	Feb 2019
Capital Campaign Cash	\$ 15,062	\$ 15,062
Building Deprecation Cash	\$ -	\$ -
Held in Investment	\$ 3,212,108	\$ 3,212,120
Endowment	\$ 245,725	\$ 264,809
Ending Non Operating Cash	\$ 3,472,895	\$ 3,491,991

Agency Ratios			
	Feb 2018	Feb 2019	Variance
Patient Billing AR Days OS	21 Days	84 Days	-63 Days
Days Operating Reserve:	148 Days	116 Days	-32 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

February 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	2,222	2,299	1,853	\$ 1,646,313	\$ 259,248	\$ 218,072	\$ 271,232	\$ (53,160)	1,184	979	55%	52%	53%
Behavioral Health	18,338	3,021	2,882	2,427	\$ 2,037,933	\$ 313,086	\$ 276,232	\$ 335,751	\$ (59,519)	1,477	1,302	52%	51%	54%
Dental	2,818	464	210	466	\$ 82,899	\$ 3,258	\$ 8,891	\$ 13,658	\$ (4,767)	37	79	28%	18%	17%
Medical	19,438	3,202	3,072	2,794	\$ 2,376,873	\$ 381,289	\$ 327,132	\$ 391,592	\$ (64,460)	1,909	1,627	60%	62%	58%
Nursing	6,830	1,125	1,214	1,071	\$ 699,960	\$ 124,190	\$ 87,541	\$ 115,319	\$ (27,778)	567	393	46%	47%	37%
Occupational Therapy	1,937	319	373	208	\$ 10,000	\$ 32,635	\$ 223	\$ 1,648	\$ (1,425)	149	1	28%	40%	0%
Pediatrics	3,095	510	461	447	\$ 203,541	\$ 34,169	\$ 19,881	\$ 33,534	\$ (13,653)	156	87	30%	34%	19%
Psychiatry	5,805	956	719	712	\$ 1,099,567	\$ 130,735	\$ 133,288	\$ 181,155	\$ (47,867)	663	665	95%	92%	93%
Supportive Housing	12,067	1,988	1,889	2,277	\$ 319,331	\$ 41,446	\$ 56,353	\$ 52,610	\$ 3,743	198	262	12%	10%	12%
Bene/CM/Outreach	17,273	2,846	2,323	2,766	\$ 14,897	\$ 219	\$ -	\$ 2,454	\$ (2,454)	1	-	0%		
Fallsway Total	101,090	16,653	15,442	15,021	\$ 8,491,314	\$ 1,320,277	\$ 1,127,613	\$ 1,398,953	\$ (271,340)	6,341	5,395	40%	41%	36%
Baltimore County														
Behavioral Health	576	95	76	92	\$ 80,238	\$ 9,689	\$ 10,692	\$ 13,219	\$ (2,527)	45	48	63%	59%	52%
Medical	2,194	361	338	332	\$ 348,361	\$ 54,567	\$ 49,961	\$ 57,393	\$ (7,432)	271	250	78%	80%	75%
Bene/CM/Outreach	929	153	161	189	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Baltimore County Total	3,699	609	575	613	\$ 428,599	\$ 64,256	\$ 60,653	\$ 70,612	\$ (9,959)	316	298	64%	55%	49%
Harford County Medical	278	46	29	39	\$ 45,560	\$ 5,632	\$ 6,255	\$ 7,506	\$ (1,251)	28	32	82%	97%	82%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,028	169	161	132	\$ 181,195	\$ 29,974	\$ 18,075	\$ 29,852	\$ (11,777)	147	87	85%	91%	66%
Nursing	119	20	19	4	\$ 13,105	\$ 1,095	\$ 223	\$ 2,159	\$ (1,936)	5	1	49%	26%	25%
Bene/CM/Outreach	590	97	139	77	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	1,737	286	319	213	\$ 194,300	\$ 31,069	\$ 18,298	\$ 32,011	\$ (13,713)	152	88	54%	48%	41%
North Fallsway														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Convalescent Care	6,174	1,017	878	1,080	\$ 251,550	\$ 23,036	\$ 43,939	\$ 41,443	\$ 2,496	116	200	19%	13%	19%
Dental	1,174	193	207	206	\$ 56,998	\$ 8,826	\$ 5,393	\$ 9,390	\$ (3,997)	70	43	33%	0%	21%
Medical	711	117	9	12	\$ 158,333	\$ 1,231	\$ 668	\$ 26,086	\$ (25,418)	6	3	100%		
Occupational Therapy	144	24	44	8	\$ 8,522	\$ 1,533	\$ -	\$ 1,404	\$ (1,404)	7	-	26%	0%	0%
Bene/CM/Outreach	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
North Fallsway Total	8,203	1,351	1,138	1,306	\$ 475,403	\$ 34,626	\$ 50,000	\$ 78,323	\$ (28,323)	199	246	10%	17%	19%
West Baltimore														
Behavioral Health	1,170	193	175	186	\$ 153,089	\$ 20,661	\$ 28,723	\$ 25,222	\$ 3,501	97	136	60%	55%	73%
Dental	770	127	104	138	\$ 25,164	\$ 2,105	\$ 3,908	\$ 4,146	\$ (238)	26	33	32%	25%	24%
Medical	2,162	356	382	376	\$ 354,518	\$ 62,080	\$ 57,711	\$ 58,407	\$ (696)	305	281	79%	80%	75%
Nursing	502	83	75	87	\$ 41,290	\$ 5,257	\$ 891	\$ 6,803	\$ (5,912)	24	4	37%	0%	5%
Bene/CM/Outreach	1,975	325	209	330	\$ 907	\$ -	\$ -	\$ 149	\$ (149)	-	-	0%		
West Baltimore Total	6,579	1,084	945	1,117	\$ 574,968	\$ 90,103	\$ 91,233	\$ 94,727	\$ (3,494)	452	454	49%	25%	24%
Total	121,586	20,029	18,448	18,309	\$ 10,210,144	\$ 1,545,963	\$ 1,354,053	\$ 1,682,132	\$ (328,079)	7,488	6,513	40%	41%	36%
Reserve at 4%					\$ (408,406)	\$ (77,298)	\$ (67,703)	\$ (84,107)	\$ 16,404					
Total Net revenue					\$ 9,801,738	\$ 1,468,664	\$ 1,286,351	\$ 1,598,025	\$ (311,675)					

Patient Billings Download - February 2019
Encounters by Department

Sorted by 2018 Encounters		YTD			Prior Month
Agency Team Stats	2018	2019	Diff	+/-	
Addictions	2,299	1,853	(446)	-19%	-22%
Dental	521	810	289	55%	53%
Supportive Housing	1,889	2,277	388	21%	13%
Medical	5,277	4,828	(449)	-9%	-2%
Mental Health	3,126	2,705	(421)	-13%	-9%
Psychiatry	726	712	(14)	-2%	10%
Pediatrics	483	466	(17)	-4%	3%
Occupational Therapy	417	216	(201)	-48%	-46%
Convalescent Care	879	1,080	201	23%	28%
Case Management	1,997	2,043	46	2%	-1%
Outreach	392	946	554	141%	155%
Benefits	442	373	(69)	-16%	-26%
Total Encounters	18,448	18,309	(139)	-0.8%	1.2%

Fallsway	15,442	15,021	(421)	-3%	-1%
Baltimore County	575	613	38	7%	-5%
Harford County	29	39	10	34%	9%
Mobile Clinic	319	213	(106)	-33%	1%
North Fallsway	1,138	1,306	168	0%	0%
West Baltimore	945	1,117	172	18%	17%

AGENCY ENCOUNTERS													
2017		YTD	2018		YTD	YTD Diff		2019		YTD	YTD Diff		
Jan	9,897	9,897	Jan	9,797	9,797	(100)	-1%	Jan	9,935	9,935	138	1.4%	
Feb	8,904	18,801	Feb	8,651	18,448	(353)	-2%	Feb	8,374	18,309	(139)	-0.8%	
Mar	10,480	29,281	Mar	8,635	27,083	(2,198)	-8%	Mar			-	0.0%	
Apr	9,001	38,282	Apr	9,079	36,162	(2,120)	-6%	Apr			-	0.0%	
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	18,309				

Health Care for the Homeless
Statement of Activities
February 2019

Statement of Activities	<u>Total</u> <u>2019 Budget</u>	<u>YTD February</u> <u>Actual 2019</u>	<u>2019</u> <u>Budget 2019</u>	<u>Variance</u> <u>(worse)/better</u>	
Revenue					
Grants	\$ 13,238,107	\$ 1,840,335	\$ 2,206,351	\$ (366,016)	-16.6%
Patient Services, Net	\$ 9,801,738	\$ 1,288,991	\$ 1,598,025	\$ (309,034)	-19.3%
Contributions	\$ 2,500,000	\$ 445,357	\$ 420,000	\$ 25,357	6.0%
ACIS	\$ 530,479	\$ 58,350	\$ 88,413	\$ (30,063)	-34.0%
Other Sources	\$ 3,293,000	\$ 611,472	\$ 548,833	\$ 62,639	11.4%
Total Revenue	\$ 29,363,324	\$ 4,244,506	\$ 4,861,623	\$ (617,117)	-12.7%
Expenses				<u>worse/(better)</u>	
Salaries	\$ 17,165,286	\$ 2,704,518	\$ 2,827,997	\$ (123,479)	-4.4%
Employee Benefits	\$ 4,503,310	\$ 845,866	\$ 742,113	\$ 103,752	14.0%
Purchased Services	\$ 70,000	\$ -	\$ 11,667	\$ (11,667)	-100.0%
Contract Services	\$ 367,431	\$ 6,019	\$ 61,239	\$ (55,220)	-90.2%
Office Supplies	\$ 302,700	\$ 37,530	\$ 50,450	\$ (12,920)	-25.6%
Client Assistance	\$ 2,435,713	\$ 389,805	\$ 405,952	\$ (16,147)	-4.0%
Pharmacy	\$ 990,041	\$ 229,781	\$ 165,007	\$ 64,774	39.3%
Medical Supplies	\$ 438,700	\$ 81,840	\$ 73,117	\$ 8,724	11.9%
Business Operations	\$ 977,431	\$ 168,127	\$ 157,789	\$ 10,338	6.6%
Staff Development	\$ 359,178	\$ 65,254	\$ 59,863	\$ 5,391	9.0%
Building Operations	\$ 748,992	\$ 169,128	\$ 124,832	\$ 44,296	35.5%
Utilities	\$ 350,751	\$ 57,034	\$ 58,459	\$ (1,425)	-2.4%
Equipment	\$ 256,780	\$ 29,162	\$ 42,797	\$ (13,634)	-31.9%
Chocolate Affair	\$ 200,000	\$ 173,116	\$ 200,000	\$ (26,884)	-13.4%
In-Kind Expense	\$ -	\$ -	\$ -	\$ -	0.0%
Interest Expense	\$ -	\$ 1,475	\$ -	\$ 1,475	0.0%
			\$ -		
Total Operating Expenses	\$ 29,166,313	\$ 4,958,655	\$ 4,981,280	\$ (22,625)	-82.9%
Net Operating Surplus (Shortfall)	\$ 197,011	\$ (714,149)	\$ (119,658)	\$ (594,492)	
			\$ -		
Capital Exp./ Funded Depreciation	\$ (171,155)	\$ (93,333)	\$ (93,333)	\$ -	
Net Surplus (Shortfall)	\$ 25,856	\$ (807,483)	\$ (212,991)	\$ (594,492)	
Unrealized Gain (Loss)-Investments	\$ -	\$ 303,284	\$ -		
Strategic Investment/ Unfunded Depr	\$ (388,845)	\$ -	\$ -		
Net Surplus (Deficit)	\$ (362,989)	\$ (504,198)	\$ (212,991)		

Health Care for the Homeless

Statement of Position

	2018 vs 2017		
	2/28/2019	12/31/2017	Change
	Total	Total	Total
Assets			
Current Assets			
General Cash	2,906,444	4,898,628	(1,992,184)
Held in Investments	8,312,397	8,031,058	281,339
Total Operating Cash	\$ 11,218,841	\$ 12,929,686	\$ (1,710,845)
Board Designated	-	-	-
Cash Limited for Use	15,062	1,120,386	(1,105,324)
Investments Limited for Use			
Accounts Receivable Billing, Net	1,416,610	987,963	428,647
Grant Receivables, Net	3,972,852	1,591,515	2,381,337
Other Receivables	12,545	11,380	1,165
Prepaid Expenses	215,334	184,814	30,520
Total Current Assets	16,851,244	16,825,744	25,500
Plant, Property, & Equipment, Net	10,677,700	11,231,939	(554,239)
Endowment	264,809	271,415	(6,606)
Other Assets	-	-	-
Total Assets	\$ 27,793,753	\$ 28,329,098	\$ (528,739)
Liabilities			
Current Liabilities	\$ 3,389,796	\$ 3,201,912	\$ 187,884
Long-term Liabilities	-	-	-
Total Liabilities	3,389,796	3,201,912	187,884
Net Assets			
Undesignated	11,722,313	12,290,465	(568,152)
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	24,080,736	24,648,888	(568,152)
Total	\$ 27,470,532	\$ 27,850,800	\$ (380,268)

Patient Services Revenue by Team Monthly Comparison to Budget

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