

AGENDA

BOARD OF DIRECTORS FINANCE AND FACILITIES COMMITTEE

February 15, 2022

5:30 – 6:30 PM



Zoom Meeting:

<https://zoom.us/j/96161703345?pwd=RGJQc24xQTNuNDIiVINyOFdiOXNVdz09>

Meeting ID: 961 6170 3345

Passcode: 970677

- I. WELCOME
- II. APPROVAL OF MINUTES (JAN MEETING)
- III. JANUARY 2022 FINANCIALS
- IV. POLICY AND PROCEDURES
 - 2022 Sliding Fee Schedule
- V. ANNOUNCEMENTS

Next Meeting: **Tuesday, March 15th 5:30 – 6:30 pm**

Everyone deserves to go home.

Health Care for the Homeless

January 2022 Financial Results

Revenue:

- Overall revenue favorable to budget by \$53k primarily driven by pharmacy rebates.
- Grants – Unfavorable to budget (\$67k) through January.
- Patient Service Revenue – Net PSR unfavorable to budget (\$87k)
 - Continuing to stabilize AthenaOne EMR and processes. January revenue up \$73k compared to December 2021.
- Contributions – favorable to budget by \$52k.
- ACIS – Unfavorable to budget by (\$5k)
- Other Sources – Favorable to budget \$159k –Pharmacy 340B rebate revenue favorable to budget for January

Expenses:

- Overall expenses \$246k favorable to budget driven primarily by salaries, benefits, and business operations
- Salaries – Favorable to budget \$102k
 - Current active agency headcount of 223 vs. budget of 254 (favorable)
 - Approximately 29 open positions being actively recruited, five have recently been hired and have start dates.
- Employee benefits – favorable to budget by \$14k, due to lower than expected expenses as a percent of salary
- Client Assistance – Unfavorable to budget (\$61K)
- Pharmacy – Unfavorable to budget (\$25k) driven by higher number of total scripts
- Medical Supplies – Unfavorable to budget (\$21k)
- Staff Development – Unfavorable to budget (\$40k) because of timing of PD submissions
- Remaining expense categories favorable to budget

Liquidity Management:

- All cash, including investments, equates to 174.6 DCOH. Operating cash on hand balances are 55.5 days.
- The lower operating DCOH are being impacted by
 - System conversion and catching up billings in the Athena system – have additional bandwidth helping work down the backlog
 - Grant receivables being worked as some city grant balances are experiencing end of year cyclical highs

Health Care for the Homeless
Statement of Activities
Jan-22

	<u>Jan 22</u>		<u>Jan 22</u>		<u>Jan 21</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	\$	1,160,137	\$ (66,960)	-6%	\$ 879,669	\$ 213,508	24%
Patient Services, Net	\$ 574,728	\$	661,366	\$ (86,638)	-13%	\$ 410,322	\$ 164,406	40%
Contributions	\$ 124,285	\$	72,071	\$ 52,214	72%	\$ 86,957	\$ 37,328	43%
ACIS	\$ 85,000	\$	89,712	\$ (4,712)	-5%	\$ 85,000	\$ -	0%
Other Sources	\$ 531,074	\$	371,887	\$ 159,187	43%	\$ 318,903	\$ 212,171	67%
Developer Fees	\$ -	\$	-	\$ -	0%	\$ -	\$ -	0%
Total Revenue	\$ 2,408,264	\$	2,355,173	\$ 53,091	2%	\$ 1,780,851	\$ 627,413	35%
Salaries	\$ 1,245,790	\$	1,347,801	\$ (102,011)	-8%	\$ 1,171,193	\$ 74,597	6%
Employee Benefits	\$ 351,079	\$	365,478	\$ (14,399)	-4%	\$ 298,040	\$ 53,039	18%
Purchased Services	\$ -	\$	-	\$ -	0%	\$ -	\$ -	0%
Contract Services	\$ 30,651	\$	41,175	\$ (10,524)	-26%	\$ 27,128	\$ 3,523	13%
Office Supplies	\$ 6,398	\$	13,793	\$ (7,395)	-54%	\$ 4,751	\$ 1,647	35%
Client Assistance	\$ 316,360	\$	255,746	\$ 60,614	24%	\$ 190,965	\$ 125,395	66%
Pharmacy	\$ 192,557	\$	167,952	\$ 24,605	15%	\$ 143,106	\$ 49,451	35%
Medical Supplies	\$ 50,102	\$	28,962	\$ 21,140	73%	\$ 22,273	\$ 27,829	125%
Business Operations	\$ 49,127	\$	80,573	\$ (31,446)	-39%	\$ 56,142	\$ (7,015)	-12%
Staff Development	\$ 53,030	\$	13,207	\$ 39,823	302%	\$ 16,845	\$ 36,185	215%
Building Operations	\$ 66,250	\$	67,881	\$ (1,631)	-2%	\$ 46,731	\$ 19,519	42%
Utilities	\$ 17,466	\$	32,274	\$ (14,808)	-46%	\$ 25,476	\$ (8,010)	-31%
Equipment	\$ 32,291	\$	41,703	\$ (9,412)	-23%	\$ 4,742	\$ 27,549	581%
Fundraising Events	\$ 11,954	\$	13,716	\$ (1,762)	-13%	\$ -	\$ 11,954	0%
In-Kind Expense	\$ -	\$	-	\$ -	0%	\$ -	\$ -	0%
Interest Expense	\$ -	\$	-	\$ -	0%	\$ -	\$ -	0%
Depreciation	\$ 41,003	\$	48,688	\$ (7,685)	-16%	\$ 39,938	\$ 1,065	3%
Total Operating Expenses	\$ 2,464,057	\$	2,518,949	\$ (54,892)	-2%	\$ 2,047,330	\$ 416,727	20.4%
Net Operating Surplus (Shortfall)	\$ (55,793)	\$	(163,776)	\$ 107,983	-66%	\$ (266,479)	\$ 210,686	-79%
Unrealized Gain (Loss) Investments	\$ (361,331)	\$	-	\$ (361,331)		\$ 3,544	\$ (364,875)	-10296%
Net Surplus (Deficit)	\$ (417,124)	\$	(163,776)	\$ (253,348)	155%	\$ (262,935)	\$ (154,189)	59%

Health Care for the Homeless
FTE Rollforward
1/31/2022

[illegible]

Encounters by Department

2022 Encounters Agency Team Stats	YTD				Prior Month
	2021	2022	Diff	+/-	
Addictions	2,967	345	(755)	-20%	
Dental	568	-	(684)	-55%	
Housing Services	19,307	1,953	4,960	35%	
Medical	29,775	2,076	(1,211)	-4%	
Nursing		938			
Behavioral Health	10,397	749	(2,503)	-19%	
Psychiatry	5,640	548	(856)	-13%	
Pediatrics	2,294	181	(796)	-26%	
Occupational Therapy	890	100	120	16%	
Convalescent Care	1,905	-	(2,123)	-53%	
Case Management	13,343	103	2,791	26%	
Supportive Services	2,170	1,409	(497)	-19%	
Benefits	344	59	(426)	-55%	
Total Encounters	89,600	8,461	(1,980)	-2.2%	

Fallsway	81,240	7,602	(1,591)	-2%	
Baltimore County	2,142	220	(453)	-17%	
ODB Dental	-	-	(271)	-100%	
Mobile Clinic	206	-	27	15%	
CCP	2,046	126	(2,087)	-50%	
West Baltimore	3,966	520	1,006	34%	

AGENCY ENCOUNTERS													
2020		YTD	2021		YTD	YTD Diff	2022		YTD	YTD Diff			
Jan	9,283	9,918	Jan	7,518	7,518	(2,400)	-24%	Jan	8,468	8,468	950	12.6%	
Feb	8,261	18,179	Feb	7,042	14,560	(3,619)	-20%	Feb	-	8,468			
Mar	7,783	25,962	Mar	9,226	23,786	(2,176)	-8%	Mar	-	8,468			
Apr	6,803	32,765	Apr	8,851	32,637	(128)	0%	Apr	-	8,468			
May	6,847	39,612	May	7,494	40,131	519	1%	May	-	8,468			
Jun	7,491	47,103	Jun	8,138	48,269	1,166	2%	Jun	-	8,468			
Jul	7,649	54,752	Jul	7,704	55,973	1,221	2%	Jul	-	8,468			
Aug	6,909	61,661	Aug	4,197	60,170	(1,491)	-2%	Aug	-	8,468			
Sep	7,385	69,046	Sep	6,408	66,578	(2,468)	-4%	Sep	-	8,468			
Oct	7,784	76,830	Oct	6,965	73,543	(3,287)	-4%	Oct	-	8,468			
Nov	6,952	83,782	Nov	8,052	81,595	(2,187)	-3%	Nov	-	8,468			
Dec	6,504	90,286	Dec	8,005	89,600	(686)	-1%	Dec	-	8,468			
Total	113,536		Total	89,600				Total	8,468				

Health Care for the Homeless
Jan-22
Statement of Activities

	2022 Annual Budget	Stmt Period Budget	Stmt Period Actual	Stmt Period Variance
Revenue				
Grant Revenue				
	13,659,681.00	1,160,137.00	1,093,176.69	(66,960.31)
Total Grant Revenue	13,659,681.00	1,160,137.00	1,093,176.69	(66,960.31)
Patient Service Revenue				
	8,266,088.00	661,366.00	574,728.30	(86,637.70)
Other Revenue				
Pharmacy Rebate	4,267,801.00	362,471.00	503,158.34	140,687.34
Rental Income	15,000.00	1,250.00	1,250.00	0.00
Fee for Service Revenue	0.00	0.00	19,994.50	19,994.50
Interest Income - Operations	97,990.00	8,166.00	6,671.08	(1,494.92)
Miscellaneous/Meaningful Use	0.00	0.00	0.00	0.00
Total Other Revenue	4,380,791.00	371,887.00	531,073.92	159,186.92
Contributions Revenue				
Development Grants	0.00	0.00	0.00	0.00
Contributions	2,300,000.00	72,071.00	124,284.87	52,213.87
Fundraising Events	300,000.00		0.00	0.00
Total Contributions Revenue	2,600,000.00	72,071.00	124,284.87	52,213.87
ACIS Revenue				
	1,245,279.00	89,712.00	85,000.00	(4,712.00)
Total ACIS Revenue	1,245,279.00	89,712.00	85,000.00	(4,712.00)
Developer Fee Revenue	186,855.00	0.00	0.00	0.00
Total Developer Revenue	186,855.00	0.00	0.00	0.00
Total Revenue	30,338,694.00	2,355,173.00	2,408,263.78	53,090.78
Expenses				
Salaries				
	16,589,277.00	1,347,801.00	1,245,789.65	102,011.35
Total Salaries	16,589,277.00	1,347,801.00	1,245,789.65	102,011.35
Benefits				
	4,039,183.00	365,478.00	351,079.39	14,398.61
Total Benefits	4,039,183.00	365,478.00	351,079.39	14,398.61
Client Assistance				
	3,011,197.00	255,746.00	316,359.96	(60,613.96)
Total Client Assistance	3,011,197.00	255,746.00	316,359.96	(60,613.96)
Pharmacy				
	1,977,499.00	167,952.00	192,557.26	(24,605.26)
Total Pharmacy	1,977,499.00	167,952.00	192,557.26	(24,605.26)
Building Operations				
	799,241.00	67,881.00	66,249.66	1,631.34
Total Building Operations	799,241.00	67,881.00	66,249.66	1,631.34
Business Operations				
	948,679.00	80,573.00	49,127.27	31,445.73
Total Business Operations	948,679.00	80,573.00	49,127.27	31,445.73
Depreciation				
	573,265.00	48,688.00	41,002.61	7,685.39
Total Depreciation	573,265.00	48,688.00	41,002.61	7,685.39
Medical Supplies				
	341,000.00	28,962.00	50,101.92	(21,139.92)
Total Medical Supplies	341,000.00	28,962.00	50,101.92	(21,139.92)
Utilities				
	380,000.00	32,274.00	17,465.72	14,808.28
Total Utilities	380,000.00	32,274.00	17,465.72	14,808.28
Equipment				
	491,016.00	41,703.00	32,290.66	9,412.34
Total Equipment	491,016.00	41,703.00	32,290.66	9,412.34
Fundraising Events				

	161,500.00	13,716.00	11,954.40	1,761.60
Total Fundraising Events	161,500.00	13,716.00	11,954.40	1,761.60
Office Supplies				
	162,406.00	13,793.00	6,397.88	7,395.12
Total Office Supplies	162,406.00	13,793.00	6,397.88	7,395.12
Staff Development				
	154,375.00	13,207.00	53,029.65	(39,822.65)
Total Staff Development	154,375.00	13,207.00	53,029.65	(39,822.65)
Contract Services				
Temporary Staff	0.00	0.00	15,763.70	(15,763.70)
Other	484,803.00	41,175.00	14,886.88	26,288.12
Total Contract Services	484,803.00	41,175.00	30,650.58	10,524.42
Total Expenses	30,113,441.00	2,518,949.00	2,464,056.61	54,892.39
Operating excess(deficit)	225,253.00	(163,776.00)	(55,792.83)	107,983.17
Unrealized Gain on Investments	0.00	0.00	(361,330.91)	(361,330.91)
Excess (deficit)	225,253.00	(163,776.00)	(417,123.74)	(253,347.74)



HEALTH CARE FOR THE HOMELESS

Client Discount Fee Schedule For the Uninsured 2022

<=100% FPG		
FAMILY SIZE	INCOME	CHARGE
1	\$ 13,590	\$0
2	\$ 18,310	\$0
3	\$ 23,030	\$0
4	\$ 27,750	\$0
5	\$ 32,470	\$0
6	\$ 37,190	\$0
7	\$ 41,910	\$0
8	\$ 46,630	\$0

151% - 175% FPG		
FAMILY SIZE	INCOME	CHARGE
1	\$ 20,386 - \$ 23,783	\$25
2	\$ 32,044 - \$ 32,043	\$25
3	\$ 34,546 - \$ 40,303	\$25
4	\$ 41,626 - \$ 48,563	\$25
5	\$ 48,706 - \$ 56,823	\$25
6	\$ 55,786 - \$ 65,083	\$25
7	\$ 62,866 - \$ 73,343	\$25
8	\$ 69,946 - \$ 81,603	\$25

101% - 125% FPG		
FAMILY SIZE	INCOME	CHARGE
1	\$ 13,591 - \$ 16,988	\$5
2	\$ 18,311 - \$ 22,888	\$5
3	\$ 23,031 - \$ 28,788	\$5
4	\$ 27,751 - \$ 34,688	\$5
5	\$ 32,471 - \$ 40,588	\$5
6	\$ 37,191 - \$ 46,488	\$5
7	\$ 41,911 - \$ 52,388	\$5
8	\$ 46,631 - \$ 58,288	\$5

176% - 200% FPG		
FAMILY SIZE	INCOME	CHARGE
1	\$ 23,784 - \$ 27,180	\$50
2	\$ 32,044 - \$ 36,620	\$50
3	\$ 40,304 - \$ 46,060	\$50
4	\$ 48,564 - \$ 55,500	\$50
5	\$ 56,824 - \$ 64,940	\$50
6	\$ 65,084 - \$ 74,380	\$50
7	\$ 73,344 - \$ 83,820	\$50
8	\$ 81,604 - \$ 93,260	\$50

126% - 150% FPG		
FAMILY SIZE	INCOME	CHARGE
1	\$ 16,989 - \$ 20,385	\$10
2	\$ 18,311 - \$ 27,465	\$10
3	\$ 28,789 - \$ 34,545	\$10
4	\$ 34,689 - \$ 41,625	\$10
5	\$ 40,589 - \$ 48,705	\$10
6	\$ 46,489 - \$ 55,785	\$10
7	\$ 52,389 - \$ 62,865	\$10
8	\$ 58,289 - \$ 69,945	\$10

>200% FPG		
FAMILY SIZE	INCOME	CHARGE
1	\$ 27,181 +	FULL CHARGE
2	\$ 32,044 +	FULL CHARGE
3	\$ 46,061 +	FULL CHARGE
4	\$ 55,501 +	FULL CHARGE
5	\$ 64,941 +	FULL CHARGE
6	\$ 74,381 +	FULL CHARGE
7	\$ 83,821 +	FULL CHARGE
8	\$ 93,261 +	FULL CHARGE

For families/households with more than eight members,
add \$4,720 to the income level for each additional member

Note: This fee schedule reflects the Federal Department of Health and Human Services 2022 Poverty Guidelines.
No client will be turned away because of inability to pay.

U.S.C. Sec. 254b subsec. (iii) requires Federally Qualified Health Centers to serve individuals without regard to their ability to pay for services: "(I) will assume that no patient will be denied health care services due to an individual's inability to pay for such services; and (II) will assure that any fees or payments required by the center will be reduced or waived to enable the center to fulfill the assurances described in the subclause (I)."