

Health Care for the Homeless January 2019 Financial Summary

Attached is a partial financial package for the month of January.

Encounters

Overall encounters for January 2019 increased slightly over January 2018 with an increase of 1%. The largest decreases are still being seen in Addictions and, this year, also in Occupational Therapy. These decreases have been offset, however, by a 53% increase over last year in Dental encounters and a 28% increase over last year in Convalescent Care. The increase in Dental encounters is resulting from the increase in staffing during last year.

Revenue

Grants revenue for January 2019 is about even with the budget for the month.

Patient services revenue is below budget by \$160,903 for January. While encounters, as noted above, are even with last January, the revenue has decreased due to a decrease in billable encounters. Most notably, Medical, Dental and Pediatrics had experienced a decrease in the billable percentage of total encounters. We are further investigating these three areas to see what action needs to be taken to increase our billable encounters.

ACIS Revenue is below budget for the month as we wait for more clients to actually be housed. Some clients are still waiting for inspections and final paperwork so that they were fully housed in January. Consequently, a full complement of services should be able to be provided and the revenue will then increase. However, there is some concern as the first tenants housed settle in and progress, fewer services will be required on the back end. We will be monitoring the revenue to see if this trend occurs and what impact it may have on the 2019 revenue projection.

Contributions, 340b and other income were slightly under budget this month. This just seems to be a timing issue at this time.

Expenses

Salary expense was under budget by \$69,004 due to vacancies.

Employee benefit expense is over budget by \$60,195. This is just due to a timing difference as LTD and STD for January and February were paid in January and included in expenses. Also, the annual subscription for LinkedIn was due and paid in January.

Client assistance expense is currently \$34,106 under budget for January mainly due rental assistance under the two HUD Housing grants through MOHS. We will be moving some administrative costs of searching for and paying for housing to this line in February as allowed by the grant to increase spending. We have also started discussions with Housing Services as to how to address the underspending going forward.

Most of the other variances are due to timing differences.

Net Surplus (Shortfall)

The patient services revenue shortfall was partially offset by reductions in numerous expenses and also by an unrealized gain on investments for January so that the net shortfall after funded depreciation is \$107,223, \$83,720 ahead of budget.

Health Care for the Homeless
Statement of Activites
January 2019

Statement of Activities	<u>Total</u> <u>2019 Budget</u>	<u>YTD January</u> <u>Actual 2019</u>	<u>2019</u> <u>Budget 2019</u>	<u>Variance</u> <u>(worse)/better</u>	
Revenue					
Grants	\$ 13,238,107	\$ 1,181,961	\$ 1,103,176	\$ 78,786	7.1%
Patient Services, Net	\$ 9,801,738	\$ 693,855	\$ 854,758	\$ (160,903)	-18.8%
Contributions	\$ 2,500,000	\$ 11,098	\$ 44,703	\$ (33,605)	-75.2%
ACIS	\$ 530,479	\$ 33,350	\$ 44,207	\$ (10,857)	-24.6%
Other Sources	\$ 3,293,000	\$ 268,891	\$ 274,917	\$ (6,026)	-2.2%
Total Revenue	\$ 29,363,324	\$ 2,189,155	\$ 2,321,760	\$ (132,605)	-5.7%
Expenses				<u>worse/(better)</u>	
Salaries	\$ 17,165,286	\$ 1,443,645	\$ 1,512,650	\$ (69,004)	-4.6%
Employee Benefits	\$ 4,503,310	\$ 467,504	\$ 396,371	\$ 71,133	17.9%
Purchased Services	\$ 70,000	\$ 5,500	\$ 5,833	\$ (333)	-5.7%
Contract Services	\$ 367,431	\$ 9,713	\$ 30,619	\$ (20,907)	-68.3%
Office Supplies	\$ 302,700	\$ 35,506	\$ 25,225	\$ 10,281	40.8%
Client Assistance	\$ 2,435,713	\$ 168,870	\$ 202,976	\$ (34,106)	-16.8%
Pharmacy	\$ 990,041	\$ 120,062	\$ 82,503	\$ 37,559	45.5%
Medical Supplies	\$ 438,700	\$ 42,348	\$ 36,558	\$ 5,790	15.8%
Business Operations	\$ 977,431	\$ 67,283	\$ 78,894	\$ (11,611)	-14.7%
Staff Development	\$ 359,178	\$ 21,337	\$ 29,932	\$ (8,594)	-28.7%
Building Operations	\$ 748,992	\$ 62,195	\$ 62,416	\$ (221)	-0.4%
Utilities	\$ 350,751	\$ 31,548	\$ 29,229	\$ 2,318	7.9%
Equipment	\$ 256,780	\$ 12,711	\$ 21,398	\$ (8,687)	-40.6%
Chocolate Affair	\$ 200,000	\$ 1,562	\$ -	\$ 1,562	0.0%
In-Kind Expense	\$ -	\$ -	\$ -	\$ -	0.0%
Interest Expense		\$ -	\$ -	\$ -	0.0%
Total Operating Expenses	\$ 29,166,313	\$ 2,489,785	\$ 2,514,606	\$ (24,821)	-91.4%
Net Operating Surplus (Shortfall)	\$ 197,011	\$ (300,630)	\$ (192,846)	\$ (107,784)	
Capital Exp./ Funded Depreciation	\$ (171,155)	\$ (46,667)	\$ (46,667)	\$ -	
Net Surplus (Shortfall)	\$ 25,856	\$ (347,296)	\$ (239,513)	\$ (107,784)	
Unrealized Gain (Loss)-Investments	\$ -	\$ 240,064	\$ -		
Strategic Investment/ Unfunded Depr	\$ (388,845)	\$ -	\$ -		
Net Surplus (Deficit)	\$ (362,989)	\$ (107,233)	\$ (239,513)		

Copy of Patient Billings Download - January 2019
Encounters by Department

Sorted by 2018 Encounters	YTD				Prior
Agency Team Stats	2018	2019	Diff	+/-	Month
Addictions	1,280	998	(282)	-22%	-24%
Dental	273	419	146	53%	-9%
Supportive Housing	1,035	1,174	139	13%	14%
Medical	2,716	2,670	(46)	-2%	2%
Mental Health	1,607	1,457	(150)	-9%	9%
Psychiatry	357	391	34	10%	-40%
Pediatrics	250	258	8	3%	-5%
Occupational Therapy	229	124	(105)	-46%	21%
Convalescent Care	467	596	129	28%	-3%
Case Management	1,134	1,125	(9)	-1%	-3%
Outreach	201	513	312	155%	76%
Benefits	247	184	(63)	-26%	-15%
Total Encounters	9,796	9,909	113	1.2%	-2.3%

Fallsway	8,197	8,117	(80)	-1%	-3%
Baltimore County	325	310	(15)	-5%	63%
Harford County	22	24	2	9%	15%
Mobile Clinic	137	139	2	1%	-38%
North Fallsway	601	718	117	0%	0%
West Baltimore	515	601	86	17%	-12%

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	9,909	9,909	112	1.1%	
Feb	8,904	18,801	Feb	8,651	18,448	(353)	-2%	Feb			-	0.0%	
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	9,909				

Patient Services Revenue
By Team and Location

January 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										
Addictions	13,489	1,189	1,280	998	\$ 1,646,313	\$ 145,571	\$ 115,385	\$ 145,077	\$ (29,693)	665	518	55%	52%	52%
Behavioral Health	18,338	1,616	1,482	1,306	\$ 2,037,933	\$ 162,617	\$ 144,992	\$ 179,588	\$ (34,596)	767	685	52%	52%	52%
Dental	2,818	248	115	242	\$ 82,899	\$ 2,583	\$ 3,928	\$ 7,305	\$ (3,377)	27	34	28%	23%	14%
Medical	19,438	1,713	1,556	1,508	\$ 2,376,873	\$ 200,297	\$ 176,412	\$ 209,456	\$ (33,044)	1,003	878	60%	64%	58%
Nursing	6,830	602	651	617	\$ 699,960	\$ 66,585	\$ 50,142	\$ 61,682	\$ (11,541)	304	225	46%	47%	36%
Occupational Therapy	1,937	171	197	119	\$ 10,000	\$ 16,646	\$ -	\$ 881	\$ (881)	76	-	28%	39%	0%
Pediatrics	3,095	273	239	246	\$ 203,541	\$ 17,084	\$ 11,138	\$ 17,937	\$ (6,800)	78	50	30%	33%	20%
Psychiatry	5,805	512	354	391	\$ 1,099,567	\$ 64,862	\$ 70,260	\$ 96,897	\$ (26,637)	328	355	95%	93%	91%
Supportive Housing	12,067	1,063	1,035	1,174	\$ 319,331	\$ 26,209	\$ 24,975	\$ 28,140	\$ (3,165)	125	118	12%	12%	10%
Bene/CM/Outreach	17,273	1,522	1,288	1,516	\$ 14,897	\$ 219	\$ -	\$ 1,313	\$ (1,313)	1	-	0%		
Fallsway Total	101,090	8,909	8,197	8,117	\$ 8,491,314	\$ 702,674	\$ 597,230	\$ 748,276	\$ (151,046)	3,374	2,863	40%	41%	35%
Baltimore County														
Behavioral Health	576	51	27	47	\$ 80,238	\$ 4,078	\$ 6,460	\$ 7,071	\$ (611)	19	29	63%	70%	62%
Medical	2,194	193	193	172	\$ 348,361	\$ 32,896	\$ 25,835	\$ 30,698	\$ (4,863)	161	128	78%	83%	74%
Bene/CM/Outreach	929	82	105	91	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Baltimore County Total	3,699	326	325	310	\$ 428,599	\$ 36,974	\$ 32,294	\$ 37,769	\$ (5,475)	180	157	64%	55%	51%
Harford County Medical														
	278	24	22	24	\$ 45,560	\$ 4,098	\$ 3,709	\$ 4,015	\$ (306)	22	21	82%	100%	88%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,028	91	68	93	\$ 181,195	\$ 12,555	\$ 13,660	\$ 15,967	\$ (2,307)	62	66	85%	91%	71%
Nursing	119	10	10	4	\$ 13,105	\$ -	\$ 223	\$ 1,155	\$ (932)	-	1	49%	0%	25%
Bene/CM/Outreach	590	52	59	42	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	1,737	153	137	139	\$ 194,300	\$ 12,555	\$ 13,882	\$ 17,122	\$ (3,240)	62	67	54%	45%	48%
North Fallsway														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Convalescent Care	6,174	544	466	596	\$ 251,550	\$ 12,160	\$ 29,006	\$ 22,167	\$ 6,839	61	131	19%	13%	22%
Dental	1,174	103	103	109	\$ 56,998	\$ 3,194	\$ 3,155	\$ 5,023	\$ (1,868)	30	22	33%	0%	20%
Medical	711	63	-	8	\$ 158,333	\$ -	\$ -	\$ 13,953	\$ (13,953)	-	-	100%		
Occupational Therapy	144	13	32	5	\$ 8,522	\$ 1,095	\$ -	\$ 751	\$ (751)	5	-	26%	0%	0%
Bene/CM/Outreach	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
North Fallsway Total	8,203	723	601	718	\$ 475,403	\$ 16,449	\$ 32,161	\$ 41,894	\$ (9,733)	96	153	10%	16%	21%
West Baltimore														
Behavioral Health	1,170	103	101	104	\$ 153,089	\$ 12,995	\$ 15,253	\$ 13,491	\$ 1,762	62	72	60%	61%	69%
Dental	770	68	55	68	\$ 25,164	\$ 1,358	\$ 2,184	\$ 2,218	\$ (34)	15	18	32%	27%	26%
Medical	2,162	191	199	218	\$ 354,518	\$ 33,824	\$ 31,867	\$ 31,241	\$ 626	164	155	79%	82%	71%
Nursing	502	44	28	38	\$ 41,290	\$ 3,943	\$ 668	\$ 3,639	\$ (2,971)	18	3	37%	0%	8%
Bene/CM/Outreach	1,975	174	132	173	\$ 907	\$ -	\$ -	\$ 80	\$ (80)	-	-	0%		
West Baltimore Total	6,579	580	515	601	\$ 574,968	\$ 52,120	\$ 49,972	\$ 50,669	\$ (697)	259	248	49%	27%	26%
Total	121,586	10,715	9,797	9,909	\$ 10,210,144	\$ 824,870	\$ 729,248	\$ 899,745	\$ (170,497)	3,993	3,509	40%	41%	35%
Reserve at 4%					\$ (408,406)	\$ (41,243)	\$ (36,462)	\$ (44,987)	\$ 8,525					
Total Net revenue					\$ 9,801,738	\$ 783,626	\$ 692,786	\$ 854,758	\$ (161,972)					

Patient Services Revenue by Team Monthly Comparison to Budget

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Monthly Comparison to Budget

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Total

[illegible]

Patient Services Revenue by Team

Monthly Comparison to Budget

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