

HCH Monthly Financials  
Dashboard - 2018 July

| HCH - Encounters |        | YTD 2017 to YTD |               |            |
|------------------|--------|-----------------|---------------|------------|
| July YTD         | 2017   | 2018            | 2018 Variance | % Increase |
| Fallsway         | 56,249 | 53,631          | (2,618)       | -5%        |
| Baltimore County | 1,423  | 2,052           | 629           | 44%        |
| Harford County   | 153    | 156             | 3             | 2%         |
| Mobile Clinic    | 1,592  | 981             | (611)         | -38%       |
| North Fallsway   | 4,024  | 4,340           | 316           | 8%         |
| West Baltimore   | 4,134  | 3,530           | (604)         | -15%       |
| Total            | 67,575 | 64,690          | (2,885)       | -4.3%      |

| HCH - Unique Clients |       | YTD 2017 to YTD |               |            |
|----------------------|-------|-----------------|---------------|------------|
|                      | 2017  | 2018            | 2018 Variance | % Increase |
| Total                | 7,588 | 7,417           | (171)         | -2.3%      |

| Operating Cash Summary   |              |              |
|--------------------------|--------------|--------------|
|                          | Jul 2017     | Jul 2018     |
| General Cash             | \$ 5,749,677 | \$ 1,888,692 |
| Operating Money Market   | \$ -         | \$ 2,514,219 |
| Subtotal: Available Cash | \$ 5,749,677 | \$ 4,402,911 |
| Held in Investment       | \$ 4,019,625 | \$ 5,070,344 |
| Ending Operating Cash    | \$ 9,769,302 | \$ 9,473,255 |

| Non-Operating Cash Summary |              |              |
|----------------------------|--------------|--------------|
|                            | Jul 2017     | Jul 2018     |
| Capital Campaign Cash      | \$ 1,866,380 | \$ 15,062    |
| Building Deprecation Cash  | \$ 902,074   | \$ -         |
| Held in Investment         | \$ -         | \$ 3,212,120 |
| Endowment                  | \$ 245,793   | \$ 277,072   |
| Ending Non Operating Cash  | \$ 3,014,247 | \$ 3,504,254 |

| Agency Ratios           |          |          |          |
|-------------------------|----------|----------|----------|
|                         | Jul 2017 | Jul 2018 | Variance |
| Days Operating Reserve: | 144 Days | 136 Days | -8 Days  |

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

**Health Care for the Homeless, Inc.**  
2018 Monthly Financials

1 of 1

| Statement of Activities                  |                           |                           |                           |           |                              |             |  |
|------------------------------------------|---------------------------|---------------------------|---------------------------|-----------|------------------------------|-------------|--|
|                                          | <i><u>Total</u></i>       | <i><u>YTD July</u></i>    | <i><u>YTD July</u></i>    |           | <i><u>Variance</u></i>       |             |  |
|                                          | <i><u>2018 Budget</u></i> | <i><u>Actual 2018</u></i> | <i><u>Budget 2018</u></i> |           | <i><u>(worse)/better</u></i> |             |  |
| <b>Revenue</b>                           |                           |                           |                           |           |                              |             |  |
| Grants                                   | \$ 12,303,705             | \$ 6,866,892              | \$ 7,177,161              | \$        | (310,269)                    | (4%)        |  |
| Patient Services, Net                    | \$ 10,203,301             | \$ 5,089,683              | \$ 5,925,765              | \$        | (836,082)                    | (14%)       |  |
| Contributions                            | \$ 2,400,000              | \$ 1,303,970              | \$ 1,282,088              | \$        | 21,881                       | 2%          |  |
| Other Sources                            | \$ 3,495,000              | \$ 2,206,863              | \$ 1,982,333              | \$        | 224,530                      | 11%         |  |
| <b>Total Revenue</b>                     | <b>\$ 28,402,006</b>      | <b>\$ 15,467,408</b>      | <b>\$ 16,367,348</b>      | <b>\$</b> | <b>(899,940)</b>             | <b>(5%)</b> |  |
| <b>Expenses</b>                          |                           |                           |                           |           |                              |             |  |
|                                          |                           |                           |                           |           | <i><u>worse/(better)</u></i> |             |  |
| Salaries                                 | \$ 15,669,000             | \$ 9,025,259              | \$ 9,125,241              | \$        | (99,982)                     | 1%          |  |
| Employee Benefits                        | \$ 4,340,748              | \$ 2,286,404              | \$ 2,528,095              | \$        | (241,691)                    | 10%         |  |
| Purchased Services                       | \$ 123,252                | \$ 38,344                 | \$ 71,897                 | \$        | (33,553)                     | 47%         |  |
| Contract Services                        | \$ 349,734                | \$ 144,957                | \$ 204,012                | \$        | (59,055)                     | 29%         |  |
| Office Supplies                          | \$ 368,260                | \$ 136,546                | \$ 214,818                | \$        | (78,272)                     | 36%         |  |
| Client Assistance                        | \$ 2,728,267              | \$ 1,311,940              | \$ 1,591,489              | \$        | (279,549)                    | 18%         |  |
| Pharmacy                                 | \$ 771,000                | \$ 595,673                | \$ 449,750                | \$        | 145,923                      | (32%)       |  |
| Medical Supplies                         | \$ 603,264                | \$ 233,949                | \$ 351,904                | \$        | (117,955)                    | 34%         |  |
| Business Operations                      | \$ 764,331                | \$ 443,132                | \$ 454,610                | \$        | (11,478)                     | 3%          |  |
| Staff Development                        | \$ 443,087                | \$ 174,450                | \$ 258,467                | \$        | (84,018)                     | 33%         |  |
| Building Operations                      | \$ 676,950                | \$ 403,640                | \$ 394,888                | \$        | 8,753                        | (2%)        |  |
| Utilities                                | \$ 327,300                | \$ 198,017                | \$ 190,925                | \$        | 7,092                        | (4%)        |  |
| Equipment                                | \$ 320,700                | \$ 105,056                | \$ 187,075                | \$        | (82,019)                     | 44%         |  |
| Chocolate Affair                         | \$ 210,000                | \$ 188,558                | \$ 210,000                | \$        | (21,442)                     | 10%         |  |
| Depreciation                             | \$ 600,000                | \$ 350,000                | \$ 350,000                | \$        | -                            | 0%          |  |
| <b>Total Expenses</b>                    | <b>\$ 28,295,893</b>      | <b>\$ 15,664,763</b>      | <b>\$ 16,583,171</b>      | <b>\$</b> | <b>(918,408)</b>             | <b>6%</b>   |  |
| <b>Net Surplus (Shortfall)</b>           | <b>\$ 106,113</b>         | <b>\$ (197,355)</b>       | <b>\$ (215,823)</b>       | <b>\$</b> | <b>18,468</b>                |             |  |
| Unrealized Gain (Loss)-Investments       |                           | \$ (13,773)               |                           | \$        | (13,773)                     |             |  |
| <b>Net Operating Surplus (Shortfall)</b> | <b>\$ 106,113</b>         | <b>\$ (211,128)</b>       | <b>\$ (215,823)</b>       | <b>\$</b> | <b>4,696</b>                 |             |  |

| Sorted by 2018 Encounters |               | YTD           |                |              | Prior Month  |
|---------------------------|---------------|---------------|----------------|--------------|--------------|
| Agency Team Stats         | 2017          | 2018          | Diff           | +/-          |              |
| Addictions                | 10,018        | 7,723         | (2,295)        | -23%         | -24%         |
| Dental                    | 2,842         | 2,072         | (770)          | -27%         | -32%         |
| Supportive Housing        | 5,343         | 6,559         | 1,216          | 23%          | 24%          |
| Medical                   | 18,664        | 18,419        | (245)          | -1%          | -2%          |
| Mental Health             | 9,926         | 11,171        | 1,245          | 13%          | 11%          |
| Psychiatry                | 4,023         | 2,343         | (1,680)        | -42%         | -43%         |
| Pediatrics                | 1,414         | 1,271         | (143)          | -10%         | -6%          |
| Occupational Therapy      | 842           | 1,243         | 401            | 48%          | 50%          |
| Convalescent Care         | 3,984         | 3,573         | (411)          | -10%         | -11%         |
| Case Management           | 7,484         | 6,815         | (669)          | -9%          | -9%          |
| Outreach                  | 1,114         | 1,854         | 740            | 66%          | 66%          |
| Benefits                  | 1,921         | 1,647         | (274)          | -14%         | -14%         |
| <b>Total Encounters</b>   | <b>67,575</b> | <b>64,690</b> | <b>(2,885)</b> | <b>-4.3%</b> | <b>-5.2%</b> |

|                  |        |        |         |      |      |
|------------------|--------|--------|---------|------|------|
| Fallsway         | 56,249 | 53,631 | (2,618) | -5%  | -2%  |
| Baltimore County | 1,423  | 2,052  | 629     | 44%  | 40%  |
| Harford County   | 153    | 156    | 3       | 2%   | -16% |
| Mobile Clinic    | 1,592  | 981    | (611)   | -38% | -44% |
| North Fallsway   | 4,024  | 4,340  | 316     | 0%   | 0%   |
| West Baltimore   | 4,134  | 3,530  | (604)   | -15% | -24% |

| 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          | 9,786         | 9,786  | (111) -1.1%   |
| Feb               | 8,619          | 16,290  | Feb          | 8,904          | 18,801  | 2,511    | 15% | Feb          | 8,645         | 18,431 | (370) -2.0%   |
| Mar               | 9,808          | 26,097  | Mar          | 10,480         | 29,281  | 3,184    | 12% | Mar          | 8,635         | 27,066 | (2,215) -7.6% |
| Apr               | 9,460          | 35,558  | Apr          | 9,001          | 38,282  | 2,724    | 8%  | Apr          | 9,078         | 36,144 | (2,138) -5.6% |
| May               | 9,571          | 45,128  | May          | 10,209         | 48,491  | 3,363    | 7%  | May          | 9,604         | 45,478 | (3,013) -6.2% |
| Jun               | 10,156         | 55,285  | Jun          | 9,758          | 58,249  | 2,964    | 5%  | Jun          | 9,611         | 55,359 | (2,890) -5.0% |
| Jul               | 9,110          | 64,394  | Jul          | 9,326          | 67,575  | 3,181    | 5%  | Jul          | 9,331         | 64,690 | (2,885) -4.4% |
| Aug               | 10,342         | 74,737  | Aug          | 10,224         | 77,799  | 3,062    | 4%  | Aug          |               |        | - 0.0%        |
| Sep               | 9,152          | 83,889  | Sep          | 9,025          | 86,824  | 2,935    | 3%  | Sep          |               |        | - 0.0%        |
| Oct               | 9,393          | 93,282  | Oct          | 10,359         | 97,183  | 3,901    | 4%  | Oct          |               |        | - 0.0%        |
| Nov               | 9,123          | 102,405 | Nov          | 9,669          | 106,852 | 4,447    | 4%  | Nov          |               |        | - 0.0%        |
| Dec               | 8,967          | 111,372 | Dec          | 8,623          | 111,475 | 103      | 0%  | Dec          |               |        | - 0.0%        |
| <b>Total</b>      | <b>111,372</b> |         | <b>Total</b> | <b>115,475</b> |         |          |     | <b>Total</b> | <b>64,690</b> |        |               |

Patient Services Revenue  
By Team and Location

July 2018 Revenue

| # Encounters           |             |          |          |          | Revenue             |                         |                         |                         |                          | Billable Encounters           |                               | Billable Encounter Percentages |                     |                     |
|------------------------|-------------|----------|----------|----------|---------------------|-------------------------|-------------------------|-------------------------|--------------------------|-------------------------------|-------------------------------|--------------------------------|---------------------|---------------------|
| Fallsway               | 2018 Budget | 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 |
|                        |             | Budget   | Actual   | Actual   |                     |                         |                         |                         |                          |                               | YTD                           |                                |                     |                     |
| Addictions             | 17,240      | 10,012   | 10,018   | 7,721    | \$ 2,065,035        | \$ 1,201,519            | \$ 922,116              | \$ 1,199,309            | \$ (277,193)             | 5,566                         | 4,210                         | 55%                            | 56%                 | 55%                 |
| Behavioral Health      | 17,796      | 10,335   | 9,210    | 10,259   | \$ 2,059,894        | \$ 1,075,203            | \$ 1,113,331            | \$ 1,196,323            | \$ (82,992)              | 5,203                         | 5,279                         | 55%                            | 56%                 | 51%                 |
| Dental                 | 4,373       | 2,540    | 2,414    | 994      | \$ 121,000          | \$ 69,844               | \$ 24,232               | \$ 70,273               | \$ (46,041)              | 532                           | 264                           | 22%                            | 22%                 | 27%                 |
| Medical                | 15,600      | 9,060    | 14,716   | 11,240   | \$ 2,226,827        | \$ 1,783,759            | \$ 1,340,294            | \$ 1,293,273            | \$ 47,021                | 8,745                         | 6,709                         | 81%                            | 59%                 | 60%                 |
| Nursing                | 7,735       | 4,492    | 7        | 3,533    | \$ 721,327          | \$ 1,511                | \$ 350,507              | \$ 418,925              | \$ (68,418)              | 7                             | 1,603                         | 43%                            | 0%                  | 45%                 |
| Occupational Therapy   | 1,469       | 853      | 820      | 1,127    | \$ 157,145          | \$ 34,311               | \$ 81,041               | \$ 91,265               | \$ (10,224)              | 159                           | 370                           | 49%                            | 19%                 | 33%                 |
| Pediatrics             | 2,100       | 1,220    | 1,384    | 1,239    | \$ 194,211          | \$ 126,973              | \$ 76,609               | \$ 112,792              | \$ (36,183)              | 580                           | 349                           | 42%                            | 42%                 | 28%                 |
| Psychiatry             | 5,304       | 3,080    | 3,961    | 2,324    | \$ 964,179          | \$ 716,913              | \$ 431,684              | \$ 559,965              | \$ (128,281)             | 3,627                         | 2,201                         | 91%                            | 92%                 | 95%                 |
| Supportive Housing     | 10,962      | 6,366    | 5,332    | 6,559    | \$ 221,481          | \$ 95,945               | \$ 169,028              | \$ 128,629              | \$ 40,399                | 477                           | 811                           | 10%                            | 9%                  | 12%                 |
| Bene/CM/Outreach       | 15,141      | 8,793    | 8,387    | 8,635    | \$ -                | \$ 56,472               | \$ 8,323                | \$ -                    | \$ 8,323                 | 275                           | 38                            |                                |                     |                     |
| Fallsway Total         | 97,720      | 56,751   | 56,249   | 53,631   | \$ 8,731,099        | \$ 5,162,449            | \$ 4,517,165            | \$ 5,070,754            | \$ (553,589)             | 25,171                        | 21,834                        | 44%                            | 45%                 | 41%                 |
| Baltimore County       |             |          |          |          |                     |                         |                         |                         |                          |                               |                               |                                |                     |                     |
| Behavioral Health      | 551         | 320      | 137      | 327      | \$ 57,260           | \$ 24,790               | \$ 44,483               | \$ 33,255               | \$ 11,228                | 124                           | 204                           | 50%                            | 91%                 | 62%                 |
| Medical                | 3,290       | 1,911    | 1,084    | 1,210    | \$ 391,604          | \$ 174,720              | \$ 187,778              | \$ 227,432              | \$ (39,654)              | 892                           | 934                           | 60%                            | 82%                 | 77%                 |
| Bene/CM/Outreach       | 375         | 218      | 202      | 515      | \$ -                | \$ -                    | \$ 219                  | \$ -                    | \$ 219                   | -                             | 1                             |                                |                     |                     |
| Baltimore County Total | 4,216       | 2,449    | 1,423    | 2,052    | \$ 448,864          | \$ 199,510              | \$ 232,480              | \$ 260,687              | \$ (28,207)              | 1,016                         | 1,139                         | 64%                            | 71%                 | 56%                 |
| Harford County Medical | 221         | 128      | 153      | 156      | \$ 39,584           | \$ 28,694               | \$ 24,686               | \$ 22,989               | \$ 1,697                 | 144                           | 125                           | 90%                            | 94%                 | 80%                 |
| Mobile Clinic          |             |          |          |          |                     |                         |                         |                         |                          |                               |                               |                                |                     |                     |
| Behavioral Health      | -           | -        | -        | -        | \$ -                | \$ -                    | \$ -                    | \$ -                    | \$ -                     | -                             | -                             | 0%                             |                     |                     |
| Medical                | 1,088       | 632      | 690      | 585      | \$ 195,116          | \$ 127,468              | \$ 103,486              | \$ 113,317              | \$ (9,831)               | 638                           | 511                           | 89%                            | 92%                 | 87%                 |
| Nursing                | 1,088       | 632      | -        | 88       | \$ 131,206          | \$ -                    | \$ 9,418                | \$ 76,200               | \$ (66,782)              | -                             | 43                            | 60%                            | 0%                  | 49%                 |
| Bene/CM/Outreach       | 1,500       | 871      | 902      | 308      | \$ -                | \$ -                    | \$ -                    | \$ -                    | \$ -                     | -                             | -                             |                                |                     |                     |
| Mobile Clinic Total    | 3,676       | 2,135    | 1,592    | 981      | \$ 326,322          | \$ 127,468              | \$ 112,904              | \$ 189,517              | \$ (76,613)              | 638                           | 554                           | 37%                            | 40%                 | 56%                 |
| North Fallsway         |             |          |          |          |                     |                         |                         |                         |                          |                               |                               |                                |                     |                     |
| Behavioral Health      | 850         | 494      | 4        | -        | \$ 96,689           |                         | \$ -                    | \$ 56,154               | \$ (56,154)              |                               | -                             | 55%                            |                     |                     |
| Convalescent Care      | -           | -        | 3,984    | 3,563    |                     |                         | \$ 116,169              | \$ -                    | \$ 116,169               | 273                           | 563                           | 10%                            | 7%                  | 16%                 |
| Dental                 | 536         | 311      | -        | 666      | \$ 22,000           |                         | \$ 30,416               | \$ 12,777               | \$ 17,639                |                               | 220                           | 34%                            | 0%                  | 33%                 |
| Medical                | 5,304       | 3,080    | 14       | 2        | \$ 271,870          |                         | \$ 438                  | \$ 157,894              | \$ (157,456)             |                               | 2                             | 25%                            |                     |                     |
| Occupational Therapy   | 75          | 44       | 22       | 109      | \$ 5,030            |                         | \$ 6,790                | \$ 2,921                | \$ 3,869                 |                               | 31                            | 31%                            | 0%                  | 28%                 |
| Bene/CM/Outreach       | 1,000       | 581      | -        | -        | \$ -                |                         | \$ -                    | \$ -                    | \$ -                     |                               | -                             |                                |                     |                     |
| North Fallsway Total   | 7,765       | 4,510    | 4,024    | 4,340    | \$ 395,588          | \$ -                    | \$ 153,813              | \$ 229,746              | \$ (75,933)              | 273                           | 816                           | 10%                            | 7%                  | 19%                 |
| West Baltimore         |             |          |          |          |                     |                         |                         |                         |                          |                               |                               |                                |                     |                     |
| Behavioral Health      | 1,156       | 671      | 637      | 612      | \$ 176,070          | \$ 86,278               | \$ 73,488               | \$ 102,256              | \$ (28,768)              | 410                           | 342                           | 72%                            | 64%                 | 56%                 |
| Dental                 | 720         | 418      | 428      | 412      | \$ 18,000           | \$ 10,544               | \$ 13,099               | \$ 10,454               | \$ 2,645                 | 127                           | 139                           | 31%                            | 30%                 | 34%                 |
| Medical                | 2,992       | 1,738    | 2,028    | 1,333    | \$ 495,251          | \$ 302,374              | \$ 210,434              | \$ 287,627              | \$ (77,193)              | 1,465                         | 1,032                         | 81%                            | 72%                 | 77%                 |
| Nursing                | 782         | 454      | 2        | 305      | \$ 109,539          | \$ 216                  | \$ 19,052               | \$ 63,617               | \$ (44,565)              | 1                             | 87                            | 66%                            | 0%                  | 29%                 |
| Bene/CM/Outreach       | 1,900       | 1,103    | 1,039    | 868      | \$ -                | \$ -                    | \$ 438                  | \$ -                    | \$ 438                   | 2                             | 2                             |                                |                     |                     |
| West Baltimore Total   | 7,550       | 4,384    | 4,134    | 3,530    | \$ 798,860          | \$ 399,412              | \$ 316,512              | \$ 463,954              | \$ (147,442)             | 2,005                         | 1,602                         | 48%                            | 30%                 | 34%                 |
| Total                  | 121,148     | 70,357   | 67,575   | 64,690   | \$ 10,740,317       | \$ 5,917,534            | \$ 5,357,560            | \$ 6,237,647            | \$ (880,087)             | 29,247                        | 26,070                        | 43%                            | 43%                 | 40%                 |
| Reserve at 5%          |             |          |          |          | \$ (537,016)        | \$ (295,877)            | \$ (267,878)            | \$ (311,882)            | \$ 44,004                |                               |                               |                                |                     |                     |
| Total Net revenue      |             |          |          |          | \$ 10,203,301       | \$ 5,621,657            | \$ 5,089,682            | \$ 5,925,765            | \$ (836,082)             |                               |                               |                                |                     |                     |

# Health Care for the Homeless

## Statement of Position

|                                   | <u>7/31/2018</u>            |
|-----------------------------------|-----------------------------|
| Assets                            | <b>Total</b>                |
| Current Assets                    |                             |
| General Cash                      | 4,402,911                   |
| Held in Investments               | <u>8,282,464</u>            |
| Total Operating Cash              | \$ 12,685,376               |
| Board Designated                  | -                           |
| Cash Limited for Use              | 15,062                      |
| Investments Limited for Use       |                             |
| Accounts Receivable Billing, Net  | 734,432                     |
| Grant Receivables, Net            | 2,031,679                   |
| Other Receivables                 | 348,712                     |
| Prepaid Expenses                  | <u>172,327</u>              |
| Total Current Assets              | <u>15,987,588</u>           |
| Plant, Property, & Equipment, Net | 10,890,465                  |
| Endowment                         | 277,072                     |
| Other Assets                      | -                           |
| Total Assets                      | <u><u>\$ 27,155,125</u></u> |
| Liabilities                       |                             |
| Current Liabilities               | \$ 2,380,228                |
| Long-term Liabilities             | <u>-</u>                    |
| Total Liabilities                 | <u>2,380,228</u>            |
| Net Assets                        |                             |
| Undesignated                      | 13,006,166                  |
| Net Investment in Plant           | 11,119,401                  |
| Temporarily Restricted            | 372,257                     |
| Permanently Restricted            | <u>277,072</u>              |
| Total Net Assets                  | <u>24,774,896</u>           |
| Total                             | <u><u>\$ 27,155,124</u></u> |

**HCH**  
**Cash Forecast**  
**FY 2018**

|                                       | Actual<br>Feb 18 | Actual<br>Mar 18 | Actual<br>Apr 18 | Actual<br>May 18 | Actual<br>Jun 18 | Actual<br>Jul 18 | Forecast<br>Aug 18 | Forecast<br>Sep 18 |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|
| <u>Cash inlays</u>                    |                  |                  |                  |                  |                  |                  |                    |                    |
| Patient Billing Receivables           | \$ 916,938       | \$ 700,550       | \$ 664,547       | \$ 716,548       | \$ 680,166       | \$ 731,270       | \$ 850,000         | \$ 850,000         |
| Grant Funding                         | 721,506          | 706,041          | 888,987          | 862,561          | 283,580          | 1,568,554        | 1,020,000          | 820,000            |
| Development                           | 278,381          | 242,238          | 165,837          | 128,738          | 101,471          | 125,888          | 70,000             | 270,000            |
| Temp restricted Donations             |                  |                  |                  |                  |                  |                  |                    |                    |
| 340b drug rebates/reimbursements      | 524,338          | 889,124          | 635,706          | 400,830          | 630,725          | 472,409          | 550,000            | 550,000            |
| Other                                 | 5,343            | 29,908           | 4,191            | 2,711            | 12,568           | 12,790           | 3,500              | 3,500              |
| Transfer In                           |                  |                  |                  |                  |                  |                  |                    |                    |
| <hr/>                                 |                  |                  |                  |                  |                  |                  |                    |                    |
| Total Cash Inlays                     | \$ 2,446,505     | \$ 2,567,862     | \$ 2,359,268     | \$ 2,111,388     | \$ 1,708,510     | \$ 2,910,912     | \$ 2,493,500       | \$ 2,493,500       |
| <u>Cash outlays</u>                   |                  |                  |                  |                  |                  |                  |                    |                    |
| Salary and Pension ACHs               | \$ 1,127,886     | \$ 1,231,557     | \$ 1,126,465     | \$ 1,755,094     | \$ 1,356,029     | \$ 1,182,186     | \$ 1,300,000       | \$ 1,300,000       |
| Checks Cut                            | 810,366          | 885,688          | 847,692          | 864,153          | 868,836          | 637,607          | 850,000            | 850,000            |
| Other ACHs                            | 334,027          | 296,447          | 209,106          | 244,632          | 253,223          | 199,863          | 250,000            | 250,000            |
| Other Debits                          | 2,094            | 2,328            | 2,387            | 2,291            | 2,371            | 2,416            | 1,500              | 1,500              |
| 401a Payment (next payment June 2018) |                  |                  |                  |                  | 559,489          |                  |                    |                    |
| Transfer (out)                        | 130,324          |                  |                  |                  |                  |                  |                    |                    |
| Total Cash Outlays                    | \$ 2,404,697     | \$ 2,416,019     | \$ 2,185,651     | \$ 2,866,170     | \$ 3,039,948     | \$ 2,022,073     | \$ 2,401,500       | \$ 2,401,500       |
| <hr/>                                 |                  |                  |                  |                  |                  |                  |                    |                    |
| General Operating Cash                | \$ 5,274,832     | \$ 5,426,675     | \$ 5,600,292     | \$ 4,845,510     | \$ 3,514,072     | \$ 4,402,911     | \$ 4,494,911       | \$ 4,586,911       |

Note: This is only general operating cash. It does not include invested operating funds.