# HCH Monthly Financials
## Dashboard - 2018 June

| HCH - Encounters June YTD | 2017 | 2018 | YTD 2017 to YTD 2018 Variance | % Increase |
|---|---|---|---|---|
| Fallsway | 48,537 | 45,835 | (2,702) | -6% |
| Baltimore County | 1,183 | 1,722 | 539 | 46% |
| Harford County | 125 | 134 | 9 | 7% |
| Mobile Clinic | 1,386 | 864 | (522) | -38% |
| North Fallsway | 3,204 | 3,715 | 511 | 16% |
| West Baltimore | 3,547 | 2,966 | (581) | -16% |
| Total | 57,982 | 55,235 | (2,746) | -4.7% |

| HCH - Unique Clients | 2017 | 2018 | YTD 2017 to YTD 2018 Variance | % Increase |
|---|---|---|---|---|
| Total | 7,066 | 6,851 | (215) | -3.0% |

| Operating Cash Summary | Jun 2017 | Jun 2018 |
|---|---|---|
| General Cash | $ 5,404,735 | $ 1,002,936 |
| Operating Money Market | $ - | $ 2,511,136 |
| Subtotal: Available Cash | $ 5,404,735 | $ 3,514,072 |
| Held in Investment | $ 4,004,944 | $ 4,992,709 |
| Ending Operating Cash | $ 9,409,679 | $ 8,506,781 |

| Non-Operating Cash Summary | Jun 2017 | Jun 2018 |
|---|---|---|
| Capital Campaign Cash | $ 1,424,738 | $ 15,062 |
| Building Deprecation Cash | $ 902,074 | $ - |
| Held in Investment | $ - | $ 3,212,120 |
| Endowment | $ 245,793 | $ 277,072 |
| Ending Non Operating Cash | $ 2,572,605 | $ 3,504,254 |

| Agency Ratios | Jun 2017 | Jun 2018 | Variance |
|---|---|---|---|
| Days Operating Reserve: | 139 Days | 122 Days | -17 Days |

| Headcount | 2016 | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 | Year End 2017 | Q1 2018 |
|---|---|---|---|---|---|---|---|
| Filled Positions *(current headcount)* | 227 | 232 | 240 | 240 | 243 | 243 | 241 |
| Open Positions *(vacancies)* | 32 | 33 | 34 | 36 | 36 | 36 | 34 |
| Total Positions *(when fully staffed)* | 259 | 265 | 274 | 276 | 278 | 278 | 275 |
| Vacancy Rate | 12% | 12% | 12% | 12% | 13% | 13% | 12% |
| Turnover Rate | | | | | | 18% | 8% |

Patient Billings Download - June 2018 2018
Encounters by Department

| Sorted by 2018 Encounters Agency Team Stats | YTD 2017 | 2018 | Diff | +/- | Prior Month |
|---|---|---|---|---|---|
| Addictions | 8,723 | 6,605 | (2,118) | -24% | -28% |
| Dental | 2,492 | 1,705 | (787) | -32% | -34% |
| Supportive Housing | 4,492 | 5,566 | 1,074 | 24% | 30% |
| Medical | 16,025 | 15,724 | (301) | -2% | -3% |
| Mental Health | 8,639 | 9,606 | 967 | 11% | 10% |
| Psychiatry | 3,608 | 2,053 | (1,555) | -43% | -43% |
| Pediatrics | 1,191 | 1,120 | (71) | -6% | -6% |
| Occupational Therapy | 722 | 1,086 | 364 | 50% | 60% |
| Convalescent Care | 3,448 | 3,056 | (392) | -11% | -12% |
| Case Management | 6,368 | 5,816 | (552) | -9% | -8% |
| Outreach | 900 | 1,491 | 591 | 66% | 71% |
| Benefits | 1,641 | 1,416 | (225) | -14% | -19% |
| **Total Encounters** | 58,249 | 55,244 | **(3,005)** | -5.2% | -5.9% |

| | | | | | |
|---|---|---|---|---|---|
| Fallsway | 48,537 | 45,835 | (2,702) | -6% | -2% |
| Baltimore County | 1,183 | 1,722 | 539 | 46% | 40% |
| Harford County | 125 | 134 | 9 | 7% | -16% |
| Mobile Clinic | 1,386 | 864 | (522) | -38% | -44% |
| North Fallsway | 3,204 | 3,715 | 511 | 0% | 0% |
| West Baltimore | 3,547 | 2,966 | (581) | -16% | -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 | 8,905 | 18,801 | 2,511 | 15% | Feb | 8,643 | 18,434 | (367) | -2.0% |
| Mar | 9,808 | 26,097 | Mar | 10,480 | 29,282 | 3,185 | 12% | Mar | 8,626 | 27,060 | (2,222) | -7.6% |
| Apr | 9,460 | 35,558 | Apr | 9,001 | 38,283 | 2,725 | 8% | Apr | 9,061 | 36,121 | (2,162) | -5.6% |
| May | 9,571 | 45,128 | May | 10,208 | 48,491 | 3,363 | 7% | May | 9,594 | 45,715 | (2,776) | -5.7% |
| Jun | 10,156 | 55,285 | Jun | 9,757 | 58,248 | 2,963 | 5% | Jun | 9,534 | 55,244 | (3,004) | -5.2% |
| Jul | 9,110 | 64,394 | Jul | 9,328 | 67,576 | 3,182 | 5% | Jul | | | - | -0.1% |
| Aug | 10,342 | 74,737 | Aug | 10,215 | 77,791 | 3,054 | 4% | Aug | | | - | 0.0% |
| Sep | 9,152 | 83,889 | Sep | 9,005 | 86,796 | 2,907 | 3% | Sep | | | - | 0.0% |
| Oct | 9,393 | 93,282 | Oct | 10,306 | 97,102 | 3,820 | 4% | Oct | | | - | 0.0% |
| Nov | 9,123 | 102,405 | Nov | 9,618 | 106,720 | 4,315 | 4% | Nov | | | - | 0.0% |
| Dec | 8,967 | 111,372 | Dec | 8,438 | 115,158 | 3,786 | 3% | Dec | | | - | 0.0% |
| Total | **111,372** | | Total | **115,158** | | | | Total | **55,244** | | | |

Patient Services Revenue
By Team and Location

**June 2018 Revenue**

| Fallsway | # Encounters: 2018 Budget | # Encounters: 2018 YTD Budget | # Encounters: 2017 YTD Actual | # Encounters: 2018 YTD Actual | Revenue: 2018 Budget Revenue | Revenue: 2017 Actual Revenue YTD | Revenue: 2018 Actual Revenue YTD | Revenue: 2018 Budget Revenue YTD | Revenue: Revenue Actual to Budget | Billable Encounters: 2017 Actual Billable Encs YTD | Billable Encounters: 2018 Actual Billable Encs YTD | Billable Encounter Percentages: 2018 Billable % Budget | Billable Encounter Percentages: 2017 Billable % YTD | Billable Encounter Percentages: 2018 Billable % YTD |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Addictions | 17,240 | 8,620 | 8,723 | 6,603 | $ 2,065,035 | $ 1,047,660 | $ 782,375 | $ 1,032,518 | $ (250,143) | 4,853 | 3,572 | 55% | 56% | 54% |
| Behavioral Health | 17,796 | 8,898 | 8,010 | 8,868 | $ 2,059,894 | $ 934,138 | $ 959,922 | $ 1,029,947 | $ (70,025) | 4,521 | 4,545 | 55% | 56% | 51% |
| Dental | 4,373 | 2,187 | 2,139 | 792 | $ 121,000 | $ 60,811 | $ 17,453 | $ 60,500 | $ (43,047) | 464 | 205 | 22% | 22% | 26% |
| Medical | 15,600 | 7,800 | 12,683 | 9,607 | $ 2,226,827 | $ 1,534,311 | $ 1,151,032 | $ 1,113,414 | $ 37,618 | 7,519 | 5,755 | 81% | 59% | 60% |
| Nursing | 7,735 | 3,868 | 1 | 3,007 | $ 721,327 | $ 216 | $ 297,972 | $ 360,664 | $ (62,692) | 1 | 1,362 | 43% | 0% | 45% |
| Occupational Therapy | 1,469 | 735 | 708 | 975 | $ 157,145 | $ 33,016 | $ 72,061 | $ 78,573 | $ (6,512) | 153 | 329 | 49% | 22% | 34% |
| Pediatrics | 2,100 | 1,050 | 1,167 | 1,092 | $ 194,211 | $ 101,959 | $ 70,998 | $ 97,106 | $ (26,108) | 466 | 323 | 42% | 40% | 30% |
| Psychiatry | 5,304 | 2,652 | 3,549 | 2,038 | $ 964,179 | $ 643,305 | $ 376,834 | $ 482,090 | $ (105,256) | 3,254 | 1,922 | 91% | 92% | 94% |
| Supportive Housing | 10,962 | 5,481 | 4,484 | 5,566 | $ 221,481 | $ 80,559 | $ 140,524 | $ 110,741 | $ 29,783 | 399 | 676 | 10% | 9% | 12% |
| Bene/CM/Outreach | 15,141 | 7,570 | 7,073 | 7,287 | $ - | $ 56,472 | $ 5,476 | $ - | $ 5,476 | 275 | 25 | | | |
| Fallsway Total | 97,720 | 48,861 | 48,537 | 45,835 | $ 8,731,099 | $ 4,492,447 | $ 3,874,646 | $ 4,365,553 | $ (490,907) | 21,905 | 18,714 | 44% | 45% | 41% |
| Baltimore County | | | | | | | | | | | | | | |
| Behavioral Health | 551 | 276 | 121 | 268 | $ 57,260 | $ 21,850 | $ 35,722 | $ 28,630 | $ 7,092 | 110 | 164 | 50% | 91% | 61% |
| Medical | 3,290 | 1,645 | 896 | 1,015 | $ 391,604 | $ 144,764 | $ 158,496 | $ 195,802 | $ (37,306) | 740 | 792 | 60% | 83% | 78% |
| Bene/CM/Outreach | 375 | 188 | 166 | 439 | $ - | $ - | $ 219 | $ - | $ 219 | - | 1 | | | |
| Baltimore County Total | 4,216 | 2,109 | 1,183 | 1,722 | $ 448,864 | $ 166,614 | $ 194,437 | $ 224,432 | $ (29,995) | 850 | 957 | 64% | 72% | 56% |
| Harford County Medical | 221 | 111 | 125 | 134 | $ 39,584 | $ 23,565 | $ 21,651 | $ 19,792 | $ 1,859 | 118 | 110 | 90% | 94% | 82% |
| Mobile Clinic | | | | | | | | | | | | | | |
| Behavioral Health | - | - | - | - | $ - | $ - | $ - | $ - | $ - | - | - | 0% | | |
| Medical | 1,088 | 544 | 609 | 522 | $ 195,116 | $ 112,323 | $ 90,606 | $ 97,558 | $ (6,952) | 560 | 448 | 89% | 92% | 86% |
| Nursing | 1,088 | 544 | - | 83 | $ 131,206 | $ - | $ 8,980 | $ 65,603 | $ (56,623) | - | 41 | 60% | 0% | 49% |
| Bene/CM/Outreach | 1,500 | 750 | 777 | 259 | $ - | $ - | $ - | $ - | $ - | - | - | | | |
| Mobile Clinic Total | 3,676 | 1,838 | 1,386 | 864 | $ 326,322 | $ 112,323 | $ 99,586 | $ 163,161 | $ (63,575) | 560 | 489 | 37% | 40% | 57% |
| North Fallsway | | | | | | | | | | | | | | |
| Behavioral Health | 850 | 425 | - | - | $ 96,689 | | $ - | *$ 48,345* | *$ (48,345)* | | - | 55% | | |
| Convalescent Care | - | - | 3,204 | 3,046 | | | $ 83,608 | $ - | $ 83,608 | 273 | 410 | 10% | 9% | 13% |
| Dental | 536 | 268 | - | 562 | $ 22,000 | | $ 25,681 | $ 11,000 | $ 14,681 | | 185 | 34% | 0% | 33% |
| Medical | 5,304 | 2,652 | - | 1 | $ 271,870 | | $ 219 | $ 135,935 | $ (135,716) | | 1 | 25% | | |
| Occupational Therapy | 75 | 38 | - | 106 | $ 5,030 | | $ 6,352 | $ 2,515 | $ 3,837 | | 29 | 31% | 0% | 27% |
| Bene/CM/Outreach | 1,000 | 500 | - | - | $ - | | $ - | $ - | $ - | | - | | | |
| North Fallsway Total | 7,765 | 3,883 | 3,204 | 3,715 | $ 395,588 | $ - | $ 115,860 | $ 197,795 | $ (81,935) | 273 | 625 | 10% | 9% | 17% |
| West Baltimore | | | | | | | | | | | | | | |
| Behavioral Health | 1,156 | 578 | 567 | 485 | $ 176,070 | $ 76,512 | $ 58,625 | $ 88,035 | $ (29,410) | 364 | 273 | 72% | 64% | 56% |
| Dental | 720 | 360 | 353 | 351 | $ 18,000 | $ 8,807 | $ 11,188 | $ 9,000 | $ 2,188 | 106 | 122 | 31% | 30% | 35% |
| Medical | 2,992 | 1,496 | 1,733 | 1,123 | $ 495,251 | $ 262,273 | $ 176,294 | $ 247,626 | $ (71,332) | 1,270 | 866 | 81% | 73% | 77% |
| Nursing | 782 | 391 | 1 | 260 | $ 109,539 | $ - | $ 5,473 | $ 54,770 | $ (49,297) | - | 25 | 66% | 0% | 10% |
| Bene/CM/Outreach | 1,900 | 950 | 893 | 747 | $ - | $ - | $ - | $ - | $ - | - | - | | | |
| West Baltimore Total | 7,550 | 3,775 | 3,547 | 2,966 | $ 798,860 | $ 347,592 | $ 251,580 | $ 399,431 | $ (147,851) | 1,740 | 1,286 | 48% | 30% | 35% |
| **Total** | **121,148** | **60,577** | **57,982** | **55,236** | **$ 10,740,317** | **$ 5,142,542** | **$ 4,557,760** | **$ 5,370,164** | **$ (812,404)** | **25,446** | **22,181** | **43%** | **44%** | **40%** |
| Reserve at 5% | | | | | $ (537,016) | $ (257,127) | $ (227,888) | $ (268,508) | $ 40,620 | | | | | |
| Total Net revenue | | | | | $ 10,203,301 | $ 4,885,415 | $ 4,329,872 | $ 5,101,656 | $ (771,783) | | | | | |

**Health Care for the Homeless, Inc.**

2018 Monthly Financials

**Statement of Activities**

| | | *Total 2018 Budget* | | *YTD June Actual 2018* | | *YTD June Budget 2018* | | *Variance (worse)/better* | |
|---|---|---|---|---|---|---|---|---|---|
| **Revenue** | | | | | | | | | |
| Grants | $ | 12,303,705 | $ | 5,837,126 | $ | 6,151,853 | $ | (314,727) | (5%) |
| Patient Services, Net | $ | 10,203,301 | $ | 4,329,874 | $ | 5,101,656 | $ | (771,782) | (15%) |
| Contributions | $ | 2,400,000 | $ | 1,194,722 | $ | 1,228,915 | $ | (34,193) | (3%) |
| Other Sources | $ | 3,495,000 | $ | 1,917,722 | $ | 1,699,000 | $ | 218,722 | 13% |
| **Total Revenue** | **$** | **28,402,006** | **$** | **13,279,444** | **$** | **14,181,424** | **$** | **(901,980)** | (6%) |
| **Expenses** | | | | | | | | *worse/(better)* | |
| Salaries | $ | 15,669,000 | $ | 7,717,262 | $ | 7,804,483 | $ | (87,221) | 1% |
| Employee Benefits | $ | 4,340,748 | $ | 1,899,576 | $ | 2,162,359 | $ | (262,782) | 12% |
| Purchased Services | $ | 123,252 | $ | 43,746 | $ | 61,626 | $ | (17,880) | 29% |
| Contract Services | $ | 349,734 | $ | 118,947 | $ | 174,867 | $ | (55,920) | 32% |
| Office Supplies | $ | 368,260 | $ | 126,093 | $ | 184,130 | $ | (58,037) | 32% |
| Client Assistance | $ | 2,728,267 | $ | 1,104,412 | $ | 1,364,134 | $ | (259,721) | 19% |
| Pharmacy | $ | 771,000 | $ | 473,042 | $ | 385,500 | $ | 87,542 | (23%) |
| Medical Supplies | $ | 603,264 | $ | 218,774 | $ | 301,632 | $ | (82,858) | 27% |
| Business Operations | $ | 764,331 | $ | 371,697 | $ | 392,666 | $ | (20,969) | 5% |
| Staff Development | $ | 443,087 | $ | 161,686 | $ | 221,544 | $ | (59,858) | 27% |
| Building Operations | $ | 676,950 | $ | 326,428 | $ | 338,475 | $ | (12,047) | 4% |
| Utilities | $ | 327,300 | $ | 165,141 | $ | 163,650 | $ | 1,491 | (1%) |
| Equipment | $ | 320,700 | $ | 101,470 | $ | 160,350 | $ | (58,880) | 37% |
| Chocolate Affair | $ | 210,000 | $ | 188,558 | $ | 210,000 | $ | (21,442) | 10% |
| Depreciation | $ | 600,000 | $ | 300,000 | $ | 300,000 | $ | - | 0% |
| **Total Expenses** | **$** | **28,295,893** | **$** | **13,345,672** | **$** | **14,225,414** | **$** | **(879,742)** | **6%** |
| **Net Surplus (Shortfall)** | **$** | **106,113** | **$** | **(66,228)** | **$** | **(43,990)** | **$** | **(22,238)** | |
| Unrealized Gain (Loss)-Investments | | | **$** | **(82,637)** | | | **$** | **(82,637)** | |
| **Net Operating Surplus (Shortfall)** | **$** | **106,113** | **$** | **(148,865)** | **$** | **(43,990)** | **$** | **(104,875)** | |

# Health Care for the Homeless

Statement of Position

| | | 6/30/2018 |
|---|---|---|
| Assets | | Total |
| Current Assets | | |
| General Cash | | 3,514,072 |
| Held in Investments | | 8,204,829 |
| Total Operating Cash | $ | 11,718,901 |
| | | |
| Board Designated | | - |
| Cash Limited for Use | | 15,062 |
| Investments Limited for Use | | |
| Accounts Receivable Billing, Net | | 705,733 |
| Grant Receivables, Net | | 2,891,542 |
| Other Receivables | | 2,077 |
| Prepaid Expenses | | 94,895 |
| Total Current Assets | | 15,428,210 |
| | | |
| Plant, Property, & Equipment, Net | | 10,940,465 |
| Endowment | | 277,072 |
| Other Assets | | - |
| Total Assets | $ | 26,645,747 |
| | | |
| Liabilities | | |
| Current Liabilities | $ | 2,159,539 |
| Long-term Liabilities | | - |
| Total Liabilities | | 2,159,539 |
| | | |
| Net Assets | | |
| Undesignated | | 12,667,477 |
| Net Investment in Plant | | 11,169,401 |
| Temporarily Restricted | | 372,257 |
| Permanently Restricted | | 277,072 |
| Total Net Assets | | 24,486,207 |
| Total | $ | 26,645,747 |

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

| | Actual Feb 18 | Actual Mar 18 | Actual Apr 18 | Actual May 18 | Actual Jun 18 | Forecast Jul 18 | Forecast Aug 18 |
|---|---|---|---|---|---|---|---|
| Cash inlays | | | | | | | |
| Patient Billing Receivables | $ 916,938 | $ 700,550 | $ 664,547 | $ 716,548 | $ 680,166 | $ 850,000 | $ 850,000 |
| Grant Funding | 721,506 | 706,041 | 888,987 | 862,561 | 283,580 | 1,420,000 | 820,000 |
| Development | 278,381 | 242,238 | 165,837 | 128,738 | 101,471 | 70,000 | 70,000 |
| Temp restricted Donations | | | | | | | |
| 340b drug rebates/reimbursements | 524,338 | 889,124 | 635,706 | 400,830 | 630,725 | 550,000 | 550,000 |
| Other | 5,343 | 29,908 | 4,191 | 2,711 | 12,568 | 3,500 | 3,500 |
| Transfer In | | | | | | | |
| Total Cash Inlays | $ 2,446,505 | $ 2,567,862 | $ 2,359,268 | $ 2,111,388 | $ 1,708,510 | $ 2,893,500 | $ 2,293,500 |
| Cash outlays | | | | | | | |
| Salary and Pension ACHs | $ 1,127,886 | $ 1,231,557 | $ 1,126,465 | $ 1,755,094 | $ 1,356,029 | $ 1,300,000 | $ 1,300,000 |
| Checks Cut | 810,366 | 885,688 | 847,692 | 864,153 | 868,836 | 850,000 | 850,000 |
| Other ACHs | 334,027 | 296,447 | 209,106 | 244,632 | 253,223 | 250,000 | 250,000 |
| Other Debits | 2,094 | 2,328 | 2,387 | 2,291 | 2,371 | 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 | $ 2,401,500 | $ 2,401,500 |
| General Operating Cash | $ 5,274,832 | $ 5,426,675 | $ 5,600,292 | $ 4,845,510 | $ 3,514,072 | $ 4,006,072 | $ 3,898,072 |

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