

HCH Monthly Financials
Dashboard- 2018 Dec

HCH - Encounters		YTD 2018 to YTD		
March YTD	2018	2019	2019 Variance	% Increase
Fallsway	22,603	22,924	321	1%
Baltimore County	852	947	95	11%
Harford County	58	50	(8)	-14%
Mobile Clinic	457	351	(106)	-23%
North Fallsway	1,719	1,891	172	10%
West Baltimore	1,394	1,618	224	16%
Total	27,083	27,781	698	2.6%

HCH - Unique Clients		YTD 2018 to YTD		
	2018	2019	2019 Variance	% Increase
Total	4,910	5,135	225	4.6%

Operating Cash Summary		
	Mar 2018	Mar 2019
General Cash	\$ 2,922,659	\$ 86,374
Operating Money Market	\$ 2,504,016	\$ 2,547,256
Subtotal: Available Cash	\$ 5,426,675	\$ 2,633,630
Held in Investment	\$ 5,018,938	\$ 5,151,482
Ending Operating Cash	\$ 10,445,613	\$ 7,785,112

Non-Operating Cash Summary		
	Mar 2018	Mar 2019
Capital Campaign Cash	\$ 15,062	\$ 15,062
Building Deprecation Cash	\$ -	\$ -
Held in Investment	\$ 3,212,108	\$ 3,212,120
Endowment	\$ 271,415	\$ 264,809
Ending Non Operating Cash	\$ 3,498,585	\$ 3,491,991

Agency Ratios			
	Mar 2018	Mar 2019	Variance
Patient Billing AR Days OS	36 Days	57 Days	-21 Days
Days Operating Reserve	148 Days	104 Days	-44 Days

Headcount		Q1	Q2	Q3	Q4	Year End	Q1	Q2
	2017	2018	2018	2018	2018	2018	2019	2019
Filled Positions (<i>current headcount</i>)	243	241	240	258	253	253		
Open Positions (<i>vacancies</i>)	36	34	32	25	27	27		
Total Positions (<i>when fully staffed</i>)	278	275	272	283	280	280	0	0
Vacancy Rate	13%	12%	12%	9%	10%	10%	#DIV/0!	#DIV/0!
Turnover Rate	18%	8%	5%	4%				

Patient Services Revenue
By Team and Location

March 2019 Revenue

# Encounters					Revenue					Billable Encounters		Billable Encounter Percentages		
Fallsway	2019 YTD		2018 YTD	2019 YTD	2019 Budget	2018 Actual	2019 Actual	2019 Budget	Revenue Actual to Budget	2018 Actual	2019 Actual	2019 Billable %	2018 Billable %	2019 Billable %
	2019 Budget	Budget	Actual	Actual										
					Revenue	Revenue YTD	Revenue YTD	Revenue YTD		Billable Encs YTD	2019 Actual Billable Encs YTD		YTD	YTD
Addictions	13,489	3,308	3,233	2,714	\$ 1,646,313	\$ 371,610	\$ 317,331	\$ 403,694	\$ (86,363)	1,697	1,425	55%	52%	53%
Behavioral Health	18,338	4,497	4,366	3,671	\$ 2,037,933	\$ 469,049	\$ 418,764	\$ 499,723	\$ (80,959)	2,215	1,974	52%	51%	54%
Dental	2,818	691	326	721	\$ 82,899	\$ 4,427	\$ 12,363	\$ 20,328	\$ (7,965)	54	108	28%	17%	15%
Medical	19,438	4,766	4,484	4,317	\$ 2,376,873	\$ 544,064	\$ 506,508	\$ 582,835	\$ (76,327)	2,727	2,531	60%	61%	59%
Nursing	6,830	1,675	1,755	1,614	\$ 699,960	\$ 175,649	\$ 141,446	\$ 171,638	\$ (30,192)	802	635	46%	46%	39%
Occupational Therapy	1,937	475	515	340	\$ 10,000	\$ 43,368	\$ 223	\$ 2,452	\$ (2,229)	198	1	28%	38%	0%
Pediatrics	3,095	759	624	719	\$ 203,541	\$ 46,351	\$ 29,817	\$ 49,910	\$ (20,093)	212	132	30%	34%	18%
Psychiatry	5,805	1,423	1,032	1,093	\$ 1,099,567	\$ 190,582	\$ 207,897	\$ 269,626	\$ (61,729)	965	1,033	95%	94%	95%
Supportive Housing	12,067	2,959	2,780	3,524	\$ 319,331	\$ 60,678	\$ 98,161	\$ 78,303	\$ 19,858	290	454	12%	10%	13%
Bene/CM/Outreach	17,273	4,236	3,488	4,211	\$ 14,897	\$ 438	\$ -	\$ 3,653	\$ (3,653)	2	-	0%		
Fallsway Total	101,090	24,789	22,603	22,924	\$ 8,491,314	\$ 1,906,217	\$ 1,732,511	\$ 2,082,162	\$ (349,651)	9,162	8,293	40%	41%	36%
Baltimore County														
Behavioral Health	576	141	114	149	\$ 80,238	\$ 14,289	\$ 14,256	\$ 19,675	\$ (5,419)	66	64	63%	58%	43%
Medical	2,194	538	516	517	\$ 348,361	\$ 82,855	\$ 78,097	\$ 85,422	\$ (7,325)	413	390	78%	80%	75%
Bene/CM/Outreach	929	228	222	281	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Baltimore County Total	3,699	907	852	947	\$ 428,599	\$ 97,144	\$ 92,353	\$ 105,097	\$ (12,744)	479	454	64%	56%	48%
Harford County Medical	278	68	58	50	\$ 45,560	\$ 10,177	\$ 8,134	\$ 11,172	\$ (3,038)	51	42	82%	88%	84%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,028	252	257	214	\$ 181,195	\$ 46,881	\$ 30,534	\$ 44,431	\$ (13,897)	234	148	85%	91%	69%
Nursing	119	29	32	4	\$ 13,105	\$ 2,409	\$ 223	\$ 3,213	\$ (2,990)	11	1	49%	34%	25%
Bene/CM/Outreach	590	145	168	133	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	1,737	426	457	351	\$ 194,300	\$ 49,291	\$ 30,757	\$ 47,644	\$ (16,887)	245	149	54%	54%	42%
North Fallsway														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Convalescent Care	6,174	1,514	1,350	1,563	\$ 251,550	\$ 37,787	\$ 61,139	\$ 61,683	\$ (544)	189	278	19%	14%	18%
Dental	1,174	288	298	299	\$ 56,998	\$ 11,267	\$ 7,425	\$ 13,977	\$ (6,552)	91	60	33%	0%	20%
Medical	711	174	9	14	\$ 158,333	\$ 1,231	\$ 1,026	\$ 38,825	\$ (37,799)	6	5	100%		
Occupational Therapy	144	35	62	15	\$ 8,522	\$ 2,409	\$ -	\$ 2,090	\$ (2,090)	11	-	26%	0%	0%
Bene/CM/Outreach	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
North Fallsway Total	8,203	2,011	1,719	1,891	\$ 475,403	\$ 52,694	\$ 69,591	\$ 116,575	\$ (46,984)	297	343	10%	17%	18%
West Baltimore														
Behavioral Health	1,170	287	238	280	\$ 153,089	\$ 26,794	\$ 42,407	\$ 37,539	\$ 4,868	125	199	60%	53%	71%
Dental	770	189	154	196	\$ 25,164	\$ 3,211	\$ 5,424	\$ 6,170	\$ (746)	39	47	32%	25%	24%
Medical	2,162	530	565	580	\$ 354,518	\$ 88,996	\$ 89,466	\$ 86,932	\$ 2,534	437	436	79%	77%	75%
Nursing	502	123	123	111	\$ 41,290	\$ 5,692	\$ 11,806	\$ 10,125	\$ 1,681	26	53	37%	0%	48%
Bene/CM/Outreach	1,975	484	314	451	\$ 907	\$ -	\$ -	\$ 222	\$ (222)	-	-	0%		
West Baltimore Total	6,579	1,613	1,394	1,618	\$ 574,968	\$ 124,692	\$ 149,103	\$ 140,988	\$ 8,115	627	735	49%	25%	24%
Total	121,586	29,814	27,083	27,781	\$ 10,210,144	\$ 2,240,215	\$ 2,082,448	\$ 2,503,638	\$ (421,190)	10,861	10,016	40%	40%	36%
Reserve at 4%					\$ (408,406)	\$ (112,011)	\$ (104,122)	\$ (125,182)	\$ 21,059					
Total Net revenue					\$ 9,801,738	\$ 2,128,204	\$ 1,978,326	\$ 2,378,456	\$ (400,130)					

Patient Billings Download - March 2019
Encounters by Department

Sorted by 2018 Encounters Agency Team Stats	YTD				Prior Month
	2018	2019	Diff	+/-	
Addictions	3,233	2,714	(519)	-16%	-19%
Dental	778	1,216	438	56%	55%
Supportive Housing	2,780	3,524	744	27%	21%
Medical	7,773	7,394	(379)	-5%	-9%
Mental Health	4,711	4,100	(611)	-13%	-13%
Psychiatry	1,039	1,093	54	5%	-2%
Pediatrics	650	747	97	15%	-4%
Occupational Therapy	577	355	(222)	-38%	-48%
Convalescent Care	1,352	1,563	211	16%	23%
Case Management	2,906	3,014	108	4%	2%
Outreach	629	1,404	775	123%	141%
Benefits	655	658	3	0%	-16%
Total Encounters	27,083	27,782	699	2.6%	-0.8%

Fallsway	22,603	22,924	321	1%	-3%
Baltimore County	852	947	95	11%	7%
Harford County	58	50	(8)	-14%	34%
Mobile Clinic	457	351	(106)	-23%	-33%
North Fallsway	1,719	1,891	172	0%	0%
West Baltimore	1,394	1,618	224	16%	18%

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	9,918	9,918	121	1.2%	
Feb	8,904	18,801	Feb	8,651	18,448	(353)	-2%	Feb	8,466	18,384	(64)	-0.3%	
Mar	10,480	29,281	Mar	8,635	27,083	(2,198)	-8%	Mar	9,398	27,782	699	2.6%	
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	27,782				

Health Care for the Homeless
Statement of Activites
March 2019

Statement of Activities	<u>Total</u> <u>2019 Budget</u>	<u>YTD March</u> <u>Actual 2019</u>	<u>2019</u> <u>Budget 2019</u>	<u>Variance</u> <u>over/(under) budget</u>	
Revenue					
Grants	\$ 13,238,107	\$ 2,946,976	\$ 3,309,527	\$ (362,551)	-11.0%
Patient Services, Net	\$ 9,801,738	\$ 1,982,135	\$ 2,378,456	\$ (396,321)	-16.7%
Contributions	\$ 2,500,000	\$ 548,075	\$ 529,950	\$ 18,125	3.4%
ACIS	\$ 530,479	\$ 95,526	\$ 132,620	\$ (37,094)	-28.0%
Other Sources	\$ 3,293,000	\$ 751,459	\$ 823,750	\$ (72,291)	-8.8%
Total Revenue	\$ 29,363,324	\$ 6,324,171	\$ 7,174,303	\$ (850,131)	-11.8%
Expenses					
Salaries	\$ 17,165,286	\$ 4,008,277	\$ 4,209,112	\$ (200,835)	-4.8%
Employee Benefits	\$ 4,503,310	\$ 1,200,228	\$ 1,104,732	\$ 95,496	8.6%
Purchased Services	\$ 70,000	\$ -	\$ 17,500	\$ (17,500)	-100.0%
Contract Services	\$ 367,431	\$ 8,529	\$ 91,858	\$ (83,329)	-90.7%
Office Supplies	\$ 302,700	\$ 37,211	\$ 75,675	\$ (38,464)	-50.8%
Client Assistance	\$ 2,435,713	\$ 647,867	\$ 608,928	\$ 38,939	6.4%
Pharmacy	\$ 990,041	\$ 331,591	\$ 247,510	\$ 84,081	34.0%
Medical Supplies	\$ 438,700	\$ 139,042	\$ 109,675	\$ 29,367	26.8%
Business Operations	\$ 977,431	\$ 224,994	\$ 267,383	\$ (42,389)	-15.9%
Staff Development	\$ 359,178	\$ 69,025	\$ 89,795	\$ (20,769)	-23.1%
Building Operations	\$ 748,992	\$ 205,163	\$ 187,248	\$ 17,915	9.6%
Utilities	\$ 350,751	\$ 92,626	\$ 87,688	\$ 4,938	5.6%
Equipment	\$ 256,780	\$ 44,848	\$ 64,195	\$ (19,347)	-30.1%
Chocolate Affair	\$ 200,000	\$ 179,098	\$ 200,000	\$ (20,902)	-10.5%
In-Kind Expense	\$ -	\$ -	\$ -	\$ -	0.0%
Interest Expense	\$ -	\$ 3,043	\$ -	\$ 3,043	0.0%
			\$ -		
Total Operating Expenses	\$ 29,166,313	\$ 7,191,542	\$ 7,361,298	\$ (169,757)	-74.8%
Net Operating Surplus (Shortfall)	\$ 197,011	\$ (867,370)	\$ (186,996)	\$ (680,375)	
			\$ -		
Capital Exp./ Funded Depreciation	\$ (171,155)	\$ (140,000)	\$ (140,000)	\$ -	
Net Surplus (Shortfall)	\$ 25,856	\$ (1,007,370)	\$ (326,996)	\$ (680,375)	
Unrealized Gain (Loss)-Investments	\$ -	\$ 339,402	\$ -		
Strategic Investment/ Unfunded Depr	\$ (388,845)	\$ -	\$ -		
Net Surplus (Deficit)	\$ (362,989)	\$ (667,968)	\$ (326,996)		

Health Care for the Homeless

Statement of Position

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	2019 vs 2018		
	3/31/2019	12/31/2018	Change
	Total	Total	Total
Assets			
Current Assets			
General Cash	2,640,573	3,542,746	(902,173)
Held in Investments	8,363,602	8,004,192	359,410
Total Operating Cash	\$ 11,004,175	\$ 11,546,937	\$ (542,762)
Board Designated	-	-	-
Cash Limited for Use	15,062	15,062	-
Investments Limited for Use			
Accounts Receivable Billing, Net	1,391,867	791,453	600,414
Grant Receivables, Net	2,656,229	2,496,314	159,914
Other Receivables	359,036	339,337	19,699
Prepaid Expenses	197,821	327,037	(129,216)
Total Current Assets	15,624,190	15,516,141	108,049
Plant, Property, & Equipment, Net	10,632,760	10,754,383	(121,623)
Endowment	264,809	250,297	14,512
Other Assets	-	-	-
Total Assets	\$ 26,521,759	\$ 26,520,822	\$ 937
Liabilities			
Current Liabilities	\$ 3,224,182	\$ 2,549,345	\$ 674,837
Long-term Liabilities	-	-	-
Total Liabilities	3,224,182	2,549,345	674,837
Net Assets			
Undesignated	11,441,747	11,513,054	(71,307)
Net Investment in Plant	11,223,202	11,825,795	(602,593)
Contingency	168,412	168,412	-
Temporarily Restricted	264,216	264,216	-
Permanently Restricted	200,000	200,000	-
Total Net Assets	23,297,577	23,971,477	(673,900)
Total	\$ 26,521,759	\$ 26,520,822	\$ 937

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Patient Services Revenue by Team Monthly Comparison to Budget

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Total

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Patient Services Revenue by Team

Monthly Comparison to Budget

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