HCH Monthly Financials
Dashboard - 2018 Mar

HCH - Encounters March YTD	2017	2018	YTD 2017 to YTD 2018 Variance	% Increase
Fallsway	24,452	22,503	(1,949)	-8%
Baltimore County	599	849	250	42%
Harford County	55	57	2	4%
Mobile Clinic	663	411	(252)	-38%
North Fallsway	1,609	1,715	106	7%
West Baltimore	1,903	1,368	(535)	-28%
Total	29,281	26,903	(2,378)	-8.1%

HCH - Unique Clients	2017	2018	YTD 2017 to YTD 2018 Variance	% Increase
Total	4,936	4,910	(26)	-0.5%

Operating Cash Summary	Mar 2017	Mar 2018
General Cash	$ 5,795,346	$ 2,922,659
Operating Money Market	$ -	$ 2,504,016
Subtotal: Available Cash	$ 5,795,346	$ 5,426,675
Held in Investment	$ 4,004,944	$ 5,018,938
Ending Operating Cash	$ 9,800,290	$ 10,445,613

Non-Operating Cash Summary	Mar 2017	Mar 2018
Capital Campaign Cash	$ 1,423,275	$ 15,062
Building Deprecation Cash	$ 902,074	$ -
Held in Investment	$ -	$ 3,212,120
Endowment	$ 245,793	$ 271,415
Ending Non Operating Cash	$ 2,571,142	$ 3,498,597

Agency Ratios	Mar 2017	Mar 2018	Variance
Days Operating Reserve:	145 Days	148 Days	3 Days

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

Sorted by 2018 Encounters Agency Team Stats	YTD 2017	2018	Diff	+/-	Prior Month
Addictions	4,743	3,213	(1,530)	-32%	-25%
Dental	1,221	707	(514)	-42%	-33%
Supportive Housing	1,973	2,788	815	41%	57%
Medical	8,236	7,587	(649)	-8%	-6%
Mental Health	4,456	4,718	262	6%	7%
Psychiatry	1,829	1,025	(804)	-44%	-40%
Pediatrics	624	616	(8)	-1%	10%
Occupational Therapy	268	581	313	117%	161%
Convalescent Care	1,609	1,362	(247)	-15%	-10%
Case Management	3,006	2,904	(102)	-3%	7%
Outreach	406	592	186	46%	41%
Benefits	910	809	(101)	-11%	-8%
Total Encounters	29,281	26,902	**(2,379)**	-8.1%	-3.0%

Fallsway	24,452	22,503	(1,949)	-8%	-2%
Baltimore County	599	849	250	42%	40%
Harford County	55	57	2	4%	-16%
Mobile Clinic	663	411	(252)	-38%	-44%
North Fallsway	1,609	1,715	106	0%	0%
West Baltimore	1,903	1,368	(535)	-28%	-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	9,782	9,701	(196)	-2.0%
Feb	8,619	16,290	Feb	8,905	18,801	2,511	15%	Feb	8,608	19,864	1,063	5.7%
Mar	9,808	26,097	Mar	10,480	29,282	3,185	12%	Mar	8,512	26,902	(2,380)	-8.1%
Apr	9,460	35,558	Apr	9,001	38,283	2,725	8%	Apr			-	0.0%
May	9,571	45,128	May	10,208	48,491	3,363	7%	May			-	0.0%
Jun	10,156	55,285	Jun	9,757	58,248	2,963	5%	Jun			-	0.0%
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	**26,902**			

Patient Services Revenue
By Team and Location

March 2018 Revenue

Fallsway	# Encounters 2018 Budget	2018 YTD Budget	2017 YTD Actual	2018 YTD Actual	Revenue 2018 Budget Revenue	2017 Actual Revenue YTD	2018 Actual Revenue YTD	2018 Budget Revenue YTD	Revenue Actual to Budget	Billable Encounters 2017 Actual Billable Encs YTD	2018 Actual Billable Encs YTD	Billable Encounter Percentages 2018 Billable % Budget	2017 Billable % YTD	2018 Billable % YTD
Addictions	17,240	4,310	4,743	3,213	$ 2,065,035	$ 556,307	$ 371,913	$ 516,259	$ (144,346)	2,577	1,698	56%	54%	53%
Behavioral Health	17,796	4,449	4,153	4,380	$ 2,059,894	$ 477,849	$ 461,686	$ 514,974	$ (53,288)	2,301	2,181	55%	55%	50%
Dental	4,373	1,093	1,025	290	$ 121,000	$ 23,257	$ 4,364	$ 30,250	$ (25,886)	205	53	22%	20%	18%
Medical	15,600	3,900	6,424	4,678	$ 2,226,827	$ 770,014	$ 564,023	$ 556,707	$ 7,316	3,769	2,812	81%	59%	60%
Nursing	7,735	1,934	-	1,404	$ 721,327	$ -	$ 137,152	$ 180,332	$ (43,180)	-	627	43%	0%	45%
Occupational Therapy	1,469	367	268	516	$ 157,145	$ 19,421	$ 43,149	$ 39,286	$ 3,863	90	197	49%	34%	38%
Pediatrics	2,100	525	619	596	$ 194,211	$ 51,986	$ 37,590	$ 48,553	$ (10,963)	239	172	42%	39%	29%
Psychiatry	5,304	1,326	1,800	1,018	$ 964,179	$ 329,830	$ 188,674	$ 241,045	$ (52,371)	1,664	954	91%	92%	94%
Supportive Housing	10,962	2,741	1,973	2,788	$ 221,481	$ 39,193	$ 64,891	$ 55,370	$ 9,521	198	310	10%	10%	11%
Bene/CM/Outreach	15,141	3,785	3,447	3,620	$ -	$ 27,700	$ 8,488	$ -	$ 8,488	131	43			
Fallsway Total	97,720	24,430	24,452	22,503	$ 8,731,099	$ 2,295,555	$ 1,881,930	$ 2,182,776	$ (300,846)	11,174	9,047	44%	46%	40%
Baltimore County														
Behavioral Health	551	138	60	108	$ 57,260	$ 10,297	$ 13,194	$ 14,315	$ (1,121)	53	61	50%	88%	56%
Medical	3,290	823	437	509	$ 391,604	$ 72,721	$ 77,714	$ 97,901	$ (20,187)	375	388	80%	86%	76%
Bene/CM/Outreach	375	94	102	232	$ -	$ -	$ 876	$ -	$ 876	-	4			
Baltimore County Total	4,216	1,055	599	849	$ 448,864	$ 83,018	$ 91,783	$ 112,216	$ (20,433)	428	453	64%	71%	53%
Harford County Medical	221	55	55	57	$ 39,584	$ 10,308	$ 9,603	$ 9,896	$ (293)	51	48	90%	93%	84%
Mobile Clinic														
Behavioral Health	-	-	-	-	$ -	$ -	$ -	$ -	$ -	-	-	0%		
Medical	1,088	272	303	260	$ 195,116	$ 55,650	$ 45,296	$ 48,779	$ (3,483)	278	227	89%	92%	87%
Nursing	1,088	272	-	29	$ 131,206	$ -	$ 2,409	$ 32,802	$ (30,393)	-	11	60%	0%	38%
Bene/CM/Outreach	1,500	375	360	122	$ -	$ -	$ -	$ -	$ -	-	-			
Mobile Clinic Total	3,676	919	663	411	$ 326,322	$ 55,650	$ 47,705	$ 81,581	$ (33,876)	278	238	37%	42%	58%
North Fallsway														
Behavioral Health	850	213	-	-	$ 96,689		$ -	*$ 24,172*	*$ (24,172)*		-	55%		
Convalescent Care	-	-	1,609	1,355			$ 37,689	$ -	$ 37,689	130	188	10%	8%	14%
Dental	536	134	-	297	$ 22,000		$ 11,581	$ 5,500	$ 6,081		97	34%	0%	33%
Medical	5,304	1,326	-	-	$ 271,870		$ -	$ 67,967	$ (67,967)		-	25%		
Occupational Therapy	75	19	-	62	$ 5,030		$ 2,409	$ 1,257	$ 1,152		11	31%	0%	18%
Bene/CM/Outreach	1,000	250	-	1	$ -		$ 219	$ -	$ 219		1			
North Fallsway Total	7,765	1,942	1,609	1,715	$ 395,588	$ -	$ 51,898	$ 98,896	$ (46,998)	130	297	10%	8%	17%
West Baltimore														
Behavioral Health	1,156	289	272	237	$ 176,070	$ 33,023	$ 26,575	$ 44,018	$ (17,443)	158	124	72%	58%	52%
Dental	720	180	196	120	$ 18,000	$ 4,881	$ 3,333	$ 4,500	$ (1,167)	57	42	31%	29%	35%
Medical	2,992	748	1,022	554	$ 495,251	$ 154,913	$ 88,641	$ 123,813	$ (35,172)	435	435	81%	43%	79%
Nursing	782	196	-	116	$ 109,539	$ -	$ 5,034	$ 27,385	$ (22,351)	23	23	66%	0%	20%
Bene/CM/Outreach	1,900	475	413	341	$ -	$ -	$ 547	$ -	$ 547	5	5			
West Baltimore Total	7,550	1,888	1,903	1,368	$ 798,860	$ 192,817	$ 124,131	$ 199,716	$ (75,585)	678	629	48%	29%	35%
Total	**121,148**	**30,289**	**29,281**	**26,903**	**$ 10,740,317**	**$ 2,637,348**	**$ 2,207,051**	**$ 2,685,081**	**$ (478,030)**	**12,739**	**10,712**	**43%**	**44%**	**40%**
Reserve at 5%					$ (537,016)	$ (131,867)	$ (110,353)	$ (134,254)	$ 23,902					
Total Net revenue					$ 10,203,301	$ 2,505,481	$ 2,096,698	$ 2,550,827	$ (454,129)					

Health Care for the Homeless, Inc.

2018 Monthly Financials

Statement of Activities

		Total 2018 Budget		*YTD March Actual 2018*		*YTD March Budget 2018*		*Variance (worse)/better*	
Revenue									
Grants	$	12,303,705	$	2,814,967	$	3,075,926	$	(260,959)	(8%)
Patient Services, Net	$	10,203,301	$	2,096,698	$	2,550,827	$	(454,129)	(18%)
Contributions	$	2,400,000	$	759,778	$	873,699	$	(113,922)	(13%)
Other Sources	$	3,495,000	$	938,538	$	828,750	$	109,788	13%
Total Revenue	**$**	**28,402,006**	**$**	**6,609,981**	**$**	**7,329,202**	**$**	**(719,222)**	(10%)
Expenses								*worse/(better)*	
Salaries	$	15,669,000	$	3,891,360	$	3,917,250	$	(25,890)	1%
Employee Benefits	$	4,340,748	$	1,097,134	$	1,085,187	$	11,947	(1%)
Purchased Services	$	123,252	$	-	$	30,813	$	(30,813)	100%
Contract Services	$	349,734	$	48,774	$	87,434	$	(38,659)	44%
Office Supplies	$	368,260	$	63,381	$	92,065	$	(28,684)	31%
Client Assistance	$	2,728,267	$	518,422	$	682,067	$	(163,645)	24%
Pharmacy	$	771,000	$	228,859	$	192,750	$	36,109	(19%)
Medical Supplies	$	603,264	$	100,137	$	150,816	$	(50,679)	34%
Business Operations	$	764,331	$	165,692	$	206,833	$	(41,141)	20%
Staff Development	$	443,087	$	77,131	$	110,772	$	(33,641)	30%
Building Operations	$	676,950	$	160,721	$	169,238	$	(8,517)	5%
Utilities	$	327,300	$	72,694	$	81,825	$	(9,131)	11%
Equipment	$	320,700	$	34,539	$	80,175	$	(45,636)	57%
Chocolate Affair	$	210,000	$	188,558	$	210,000	$	(21,442)	10%
Depreciation	$	600,000	$	150,000	$	150,000	$	-	0%
Total Expenses	**$**	**28,295,893**	**$**	**6,797,401**	**$**	**7,247,223**	**$**	**(449,822)**	**6%**
Net Surplus	**$**	**106,113**	**$**	**(187,420)**	**$**	**81,979**	**$**	**(269,399)**	

Health Care for the Homeless
Statement of Position

	3/31/2018
	Total
Assets	
Current Assets	
General Cash	5,426,675
Held in Investments	8,231,058
Total Operating Cash	$ 13,657,733
Board Designated	-
Cash Limited for Use	15,062
Investments Limited for Use	
Accounts Receivable Billing, Net	676,223
Grant Receivables, Net	1,870,462
Other Receivables	412,040
Prepaid Expenses	90,748
Total Current Assets	16,722,268
Plant, Property, & Equipment, Net	11,090,465
Endowment	271,415
Other Assets	-
Total Assets	$ 28,084,148
Liabilities	
Current Liabilities	$ 1,715,186
Long-term Liabilities	-
Total Liabilities	1,715,186
Net Assets	
Undesignated	12,671,163
Net Investment in Plant	11,623,650
Temporarily Restricted	337,019
Permanently Restricted	271,415
Total Net Assets	24,903,247
Total	$ 26,618,433

HCH
Cash Forecast
FY 2018

	Actual Dec 17	Actual Jan 18	Actual Feb 18	Actual Mar 18	Forecast Apr 18	Forecast May 18
Cash inlays						
Patient Billing Receivables	$ 1,144,081	$ 582,908	$ 916,938	$ 700,550	$ 850,000	$ 850,000
Grant Funding	1,086,295	822,086	721,506	706,041	820,000	820,000
Development	320,079	259,534	278,381	242,238	70,000	60,000
Temp restricted Donations						
340b drug rebates/reimbursements	525,917	380,808	524,338	889,124	550,000	550,000
Other	5,497	905,621	5,343	29,908	3,500	3,500
Transfer In						
Total Cash Inlays	$ 3,081,869	$ 2,950,956	$ 2,446,505	$ 2,567,862	$ 2,293,500	$ 2,283,500
Cash outlays						
Salary and Pension ACHs	$ 1,921,808	$ 1,231,055	$ 1,127,886	$ 1,231,557	$ 1,300,000	$ 1,300,000
Checks Cut	922,737	1,141,258	810,366	885,688	850,000	850,000
Other ACHs	289,507	221,929	334,027	296,447	250,000	250,000
Other Debits	1,804	1,778	2,094	2,328	1,500	1,500
401a Payment (next payment May 2018)						588,000
Transfer (out)	1,355,324		130,324			
Total Cash Outlays	$ 4,491,179	$ 2,596,020	$ 2,404,697	$ 2,416,019	$ 2,401,500	$ 2,989,500
General Operating Cash	$ 4,878,087	$ 5,233,024	$ 5,274,832	$ 5,426,675	$ 5,318,675	$ 4,612,675

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