

HCH Monthly Financials
Dashboard - 2018 May

HCH - Encounters		YTD 2017 to YTD		
May YTD	2017	2018	2018 Variance	% Increase
Fallsway	40,417	37,900	(2,517)	-6%
Baltimore County	989	1,439	450	46%
Harford County	97	111	14	14%
Mobile Clinic	1,156	712	(444)	-38%
North Fallsway	2,850	3,085	235	8%
West Baltimore	2,981	2,389	(592)	-20%
Total	48,490	45,635	(2,854)	-5.9%

HCH - Unique Clients		YTD 2017 to YTD		
	2017	2018	2018 Variance	% Increase
Total	6,451	6,291	(160)	-2.5%

Operating Cash Summary		
	May 2017	May 2018
General Cash	\$ 5,981,229	\$ 2,339,155
Operating Money Market	\$ -	\$ 2,506,355
Subtotal: Available Cash	\$ 5,981,229	\$ 4,845,510
Held in Investment	\$ 4,004,944	\$ 4,997,126
Ending Operating Cash	\$ 9,986,173	\$ 9,842,636

Non-Operating Cash Summary		
	May 2017	May 2018
Capital Campaign Cash	\$ 1,423,275	\$ 15,062
Building Deprecation Cash	\$ 902,074	\$ -
Held in Investment	\$ -	\$ 3,212,120
Endowment	\$ 245,793	\$ 273,658
Ending Non Operating Cash	\$ 2,571,142	\$ 3,500,840

Agency Ratios			
	May 2017	May 2018	Variance
Days Operating Reserve:	146 Days	141 Days	-5 Days

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

Patient Billings Download - May 2018 2018
Encounters by Department

Sorted by 2018 Encounters	YTD				Prior Month
Agency Team Stats	2017	2018	Diff	+/-	
Addictions	7,392	5,359	(2,033)	-28%	-30%
Dental	2,099	1,381	(718)	-34%	-42%
Supportive Housing	3,547	4,622	1,075	30%	36%
Medical	13,360	13,005	(355)	-3%	-4%
Mental Health	7,272	8,028	756	10%	9%
Psychiatry	3,050	1,737	(1,313)	-43%	-43%
Pediatrics	1,015	952	(63)	-6%	-3%
Occupational Therapy	552	884	332	60%	81%
Convalescent Care	2,850	2,518	(332)	-12%	-14%
Case Management	5,196	4,767	(429)	-8%	-6%
Outreach	720	1,230	510	71%	64%
Benefits	1,438	1,159	(279)	-19%	-4%
Total Encounters	48,491	45,642	(2,849)	-5.9%	-6.2%

Fallsway	40,417	37,900	(2,517)	-6%	-2%
Baltimore County	989	1,439	450	46%	40%
Harford County	97	111	14	14%	-16%
Mobile Clinic	1,156	712	(444)	-38%	-44%
North Fallsway	2,850	3,085	235	0%	0%
West Baltimore	2,981	2,389	(592)	-20%	-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	9,785	9,785	(112) -1.1%
Feb	8,619	16,290	Feb	8,905	18,801	2,511	15%	Feb	8,636	18,421	(380) -2.0%
Mar	9,808	26,097	Mar	10,480	29,282	3,185	12%	Mar	8,606	27,027	(2,255) -7.7%
Apr	9,460	35,558	Apr	9,001	38,283	2,725	8%	Apr	9,028	36,055	(2,228) -5.8%
May	9,571	45,128	May	10,208	48,491	3,363	7%	May	9,574	45,642	(2,849) -5.9%
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	45,629		

Patient Services Revenue
By Team and Location

May 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										
Addictions	17,240	7,161	7,392	5,358	\$ 2,065,035	\$ 884,523	\$ 627,083	\$ 857,784	\$ (230,701)	4,097	2,863	55%	55%	53%
Behavioral Health	17,796	7,392	6,743	7,449	\$ 2,059,894	\$ 785,269	\$ 794,146	\$ 855,648	\$ (61,502)	3,798	3,758	55%	56%	50%
Dental	4,373	1,816	1,816	625	\$ 121,000	\$ 52,954	\$ 11,404	\$ 50,262	\$ (38,858)	401	148	22%	22%	24%
Medical	15,600	6,480	10,547	7,963	\$ 2,226,827	\$ 1,266,350	\$ 960,872	\$ 924,990	\$ 35,882	6,205	4,802	81%	59%	60%
Nursing	7,735	3,213	-	2,478	\$ 721,327	\$ -	\$ 242,995	\$ 299,628	\$ (56,633)	-	1,111	43%	0%	45%
Occupational Therapy	1,469	610	552	789	\$ 157,145	\$ 27,621	\$ 62,424	\$ 65,276	\$ (2,852)	128	285	49%	23%	36%
Pediatrics	2,100	872	999	925	\$ 194,211	\$ 84,417	\$ 58,178	\$ 80,672	\$ (22,494)	387	266	42%	39%	29%
Psychiatry	5,304	2,203	3,005	1,722	\$ 964,179	\$ 548,034	\$ 318,021	\$ 400,505	\$ (82,484)	2,770	1,617	91%	92%	94%
Supportive Housing	10,962	4,553	3,546	4,622	\$ 221,481	\$ 62,779	\$ 113,909	\$ 92,000	\$ 21,909	314	546	10%	9%	12%
Bene/CM/Outreach	15,141	6,289	5,817	5,969	\$ -	\$ 50,019	\$ 4,819	\$ -	\$ 4,819	241	22			
Fallsway Total	97,720	40,589	40,417	37,900	\$ 8,731,099	\$ 3,761,966	\$ 3,193,850	\$ 3,626,765	\$ (432,915)	18,341	15,418	44%	45%	41%
Baltimore County														
Behavioral Health	551	229	96	209	\$ 57,260	\$ 16,962	\$ 28,056	\$ 23,785	\$ 4,271	86	129	50%	90%	62%
Medical	3,290	1,367	748	848	\$ 391,604	\$ 121,717	\$ 130,839	\$ 162,666	\$ (31,827)	622	657	60%	83%	77%
Bene/CM/Outreach	375	156	145	382	\$ -	\$ -	\$ 219	\$ -	\$ 219	-	1			
Baltimore County Total	4,216	1,752	989	1,439	\$ 448,864	\$ 138,679	\$ 159,115	\$ 186,451	\$ (27,336)	708	787	64%	72%	55%
Harford County Medical	221	92	97	111	\$ 39,584	\$ 18,474	\$ 18,043	\$ 16,443	\$ 1,600	92	92	90%	95%	83%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,088	452	507	433	\$ 195,116	\$ 92,817	\$ 75,866	\$ 81,048	\$ (5,182)	461	377	89%	91%	87%
Nursing	1,088	452	-	56	\$ 131,206	\$ -	\$ 5,914	\$ 54,501	\$ (48,587)	-	27	60%	0%	48%
Bene/CM/Outreach	1,500	623	649	223	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	3,676	1,527	1,156	712	\$ 326,322	\$ 92,817	\$ 81,780	\$ 135,549	\$ (53,769)	461	404	37%	40%	57%
North Fallsway														
Behavioral Health	850	353	-	-	\$ 96,689		\$ -	\$ 40,163	\$ (40,163)		-	55%		
Convalescent Care	-	-	2,850	2,510			\$ 71,302	\$ -	\$ 71,302	239	350	10%	8%	14%
Dental	536	223	-	483	\$ 22,000		\$ 19,824	\$ 9,138	\$ 10,686		154	34%	0%	32%
Medical	5,304	2,203	-	1	\$ 271,870		\$ 219	\$ 112,931	\$ (112,712)		1	25%		
Occupational Therapy	75	31	-	91	\$ 5,030		\$ 4,381	\$ 2,089	\$ 2,292		20	31%	0%	22%
Bene/CM/Outreach	1,000	415	-	-	\$ -		\$ -	\$ -	\$ -		-			
North Fallsway Total	7,765	3,225	2,850	3,085	\$ 395,588	\$ -	\$ 95,726	\$ 164,321	\$ (68,595)	239	525	10%	8%	17%
West Baltimore														
Behavioral Health	1,156	480	478	385	\$ 176,070	\$ 63,374	\$ 46,256	\$ 73,137	\$ (26,881)	302	215	72%	63%	56%
Dental	720	299	283	273	\$ 18,000	\$ 6,908	\$ 8,526	\$ 7,477	\$ 1,049	82	93	31%	29%	34%
Medical	2,992	1,243	1,477	941	\$ 495,251	\$ 224,520	\$ 148,836	\$ 205,720	\$ (56,884)	1,089	730	81%	74%	78%
Nursing	782	325	-	201	\$ 109,539	\$ -	\$ 5,034	\$ 45,501	\$ (40,467)	-	23	66%	0%	11%
Bene/CM/Outreach	1,900	789	743	589	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
West Baltimore Total	7,550	3,136	2,981	2,389	\$ 798,860	\$ 294,802	\$ 208,653	\$ 331,835	\$ (123,182)	1,473	1,061	48%	29%	34%
Total	121,148	50,321	48,490	45,636	\$ 10,740,317	\$ 4,306,738	\$ 3,757,166	\$ 4,461,364	\$ (704,198)	21,314	18,287	43%	44%	40%
Reserve at 5%					\$ (537,016)	\$ (215,337)	\$ (187,858)	\$ (223,068)	\$ 35,210					
Total Net revenue					\$ 10,203,301	\$ 4,091,401	\$ 3,569,308	\$ 4,238,296	\$ (668,988)					

Health Care for the Homeless, Inc.
2018 Monthly Financials

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Statement of Activities						
	<i><u>Total</u></i>	<i><u>YTD May</u></i>	<i><u>YTD May</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>		
Revenue						
Grants	\$ 12,303,705	\$ 4,720,280	\$ 5,126,544	\$ (406,264)	(8%)	
Patient Services, Net	\$ 10,203,301	\$ 3,569,308	\$ 4,238,296	\$ (668,988)	(16%)	
Contributions	\$ 2,400,000	\$ 1,066,885	\$ 997,630	\$ 69,255	7%	
Other Sources	\$ 3,495,000	\$ 1,555,561	\$ 1,415,667	\$ 139,894	10%	
Total Revenue	\$ 28,402,006	\$ 10,912,034	\$ 11,778,137	\$ (866,103)	(7%)	
Expenses				<i><u>worse/(better)</u></i>		
Salaries	\$ 15,669,000	\$ 6,474,384	\$ 6,543,759	\$ (69,375)	1%	
Employee Benefits	\$ 4,340,748	\$ 1,558,968	\$ 1,812,653	\$ (253,685)	14%	
Purchased Services	\$ 123,252	\$ 34,998	\$ 51,355	\$ (16,357)	32%	
Contract Services	\$ 349,734	\$ 94,136	\$ 145,723	\$ (51,587)	35%	
Office Supplies	\$ 368,260	\$ 106,643	\$ 153,442	\$ (46,799)	30%	
Client Assistance	\$ 2,728,267	\$ 874,571	\$ 1,136,778	\$ (262,207)	23%	
Pharmacy	\$ 771,000	\$ 396,174	\$ 321,250	\$ 74,924	(23%)	
Medical Supplies	\$ 603,264	\$ 169,431	\$ 251,360	\$ (81,929)	33%	
Business Operations	\$ 764,331	\$ 318,141	\$ 330,721	\$ (12,581)	4%	
Staff Development	\$ 443,087	\$ 142,814	\$ 184,620	\$ (41,805)	23%	
Building Operations	\$ 676,950	\$ 275,104	\$ 282,063	\$ (6,958)	2%	
Utilities	\$ 327,300	\$ 131,588	\$ 136,375	\$ (4,787)	4%	
Equipment	\$ 320,700	\$ 66,952	\$ 133,625	\$ (66,673)	50%	
Chocolate Affair	\$ 210,000	\$ 188,558	\$ 210,000	\$ (21,442)	10%	
Depreciation	\$ 600,000	\$ 250,000	\$ 250,000	\$ -	0%	
Total Expenses	\$ 28,295,893	\$ 11,094,369	\$ 11,943,722	\$ (849,352)	7%	
Net Surplus (Shortfall)	\$ 106,113	\$ (182,335)	\$ (165,585)	\$ (16,750)		
Unrealized Gain (Loss)-Investments		\$ (68,633)		\$ (68,633)		
Net Operating Surplus (Shortfall)	\$ 106,113	\$ (250,968)	\$ (165,585)	\$ (85,383)		

Health Care for the Homeless

Statement of Position

	<u>5/31/2018</u>
Assets	Total
Current Assets	
General Cash	4,845,510
Held in Investments	<u>8,209,246</u>
Total Operating Cash	\$ 13,054,756
Board Designated	-
Cash Limited for Use	15,062
Investments Limited for Use	
Accounts Receivable Billing, Net	625,334
Grant Receivables, Net	1,561,730
Other Receivables	11,354
Prepaid Expenses	<u>111,412</u>
Total Current Assets	<u>15,379,647</u>
Plant, Property, & Equipment, Net	10,990,465
Endowment	273,658
Other Assets	-
Total Assets	<u><u>\$ 26,643,771</u></u>
Liabilities	
Current Liabilities	\$ 897,297
Long-term Liabilities	<u>-</u>
Total Liabilities	<u>897,297</u>
Net Assets	
Undesignated	12,426,435
Net Investment in Plant	11,219,401
Temporarily Restricted	337,019
Permanently Restricted	<u>273,658</u>
Total Net Assets	<u>24,256,513</u>
Total	<u><u>\$ 25,153,810</u></u>

HCH
Cash Forecast
FY 2018

	Actual Feb 18	Actual Mar 18	Actual Apr 18	Actual May 18	Forecast Jun 18	Forecast Jul 18
<u>Cash inlays</u>						
Patient Billing Receivables	\$ 916,938	\$ 700,550	\$ 664,547	\$ 716,548	\$ 850,000	\$ 850,000
Grant Funding	721,506	706,041	888,987	862,561	820,000	820,000
Development	278,381	242,238	165,837	128,738	50,000	70,000
Temp restricted Donations						
340b drug rebates/reimbursements	524,338	889,124	635,706	400,830	550,000	550,000
Other	5,343	29,908	4,191	2,711	3,500	3,500
Transfer In						
Total Cash Inlays	\$ 2,446,505	\$ 2,567,862	\$ 2,359,268	\$ 2,111,388	\$ 2,273,500	\$ 2,293,500
<u>Cash outlays</u>						
Salary and Pension ACHs	\$ 1,127,886	\$ 1,231,557	\$ 1,126,465	\$ 1,755,094	\$ 1,300,000	\$ 1,300,000
Checks Cut	810,366	885,688	847,692	864,153	850,000	850,000
Other ACHs	334,027	296,447	209,106	244,632	250,000	250,000
Other Debits	2,094	2,328	2,387	2,291	1,500	1,500
401a Payment (next payment June 2018)					580,000	
Transfer (out)	130,324					
Total Cash Outlays	\$ 2,404,697	\$ 2,416,019	\$ 2,185,651	\$ 2,866,170	\$ 2,981,500	\$ 2,401,500
General Operating Cash	\$ 5,274,832	\$ 5,426,675	\$ 5,600,292	\$ 4,845,510	\$ 4,137,510	\$ 4,029,510

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