

Health Care for the Homeless
Income Statement
May 2019

	March YTD '19 Actual	April YTD '19 Actual	May YTD '19 Actual	May YTD '19 Budget	Bud Var (\$)	Bud Var (%)	May YTD 18 PY Actual	PY Var (\$)	PY Var (%)
Revenue									
Grants	\$ 2,946,976	\$ 3,943,130	\$ 5,204,688	\$ 5,515,878	(311,190)	-6%	\$ 4,720,280	484,408	10%
Patient Services, Net	\$ 1,982,135	\$ 2,777,118	\$ 3,606,426	\$ 4,050,805	(444,379)	-11%	\$ 3,569,308	37,118	1%
Contributions	\$ 548,075	\$ 673,071	\$ 714,819	\$ 805,475	(90,656)	-11%	\$ 1,066,885	(352,066)	-33%
ACIS	\$ 95,526	\$ 125,526	\$ 161,900	\$ 221,033	(59,133)	-27%	\$ -	161,900	
Other Sources	\$ 751,459	\$ 1,070,997	\$ 1,262,017	\$ 1,372,583	(110,566)	-8%	\$ 1,555,561	(293,544)	-19%
Total Revenue	\$ 6,324,171	\$ 8,589,842	\$ 10,949,849	\$ 11,965,774	(1,015,925)	-8%	\$ 10,912,034	37,815	0%
Expenses									
Salaries	\$ 4,008,277	\$ 5,416,950	\$ 6,754,467	\$ 7,168,644	414,177	6%	\$ 6,474,384	(280,083)	-4%
Benefits	\$ 1,200,228	\$ 1,480,893	\$ 1,817,872	\$ 1,880,598	62,727	3%	\$ 1,558,968	(258,904)	-17%
Purchased Services	\$ -	\$ 15,656	\$ 21,656	\$ 29,167	7,511	26%	\$ 34,998	13,342	
Contract Services	\$ 8,529	\$ 17,171	\$ 22,149	\$ 153,096	130,947	86%	\$ 94,136	71,987	76%
Office Supplies	\$ 37,211	\$ 64,901	\$ 96,838	\$ 126,125	29,287	23%	\$ 106,643	9,805	9%
Client Assistance	\$ 647,867	\$ 899,596	\$ 1,128,269	\$ 1,014,880	(113,389)	-11%	\$ 874,571	(253,698)	-29%
Pharmacy	\$ 331,591	\$ 337,462	\$ 563,499	\$ 412,517	(150,982)	-37%	\$ 396,174	(167,325)	-42%
Medical Supplies	\$ 139,042	\$ 176,393	\$ 253,815	\$ 182,792	(71,024)	-39%	\$ 169,431	(84,384)	-50%
Business Operations	\$ 224,994	\$ 294,331	\$ 404,048	\$ 425,171	21,123	5%	\$ 318,141	(85,907)	-27%
Staff Development	\$ 69,025	\$ 87,282	\$ 108,128	\$ 149,658	41,529	28%	\$ 142,814	34,686	24%
Building Operations	\$ 205,163	\$ 298,918	\$ 380,034	\$ 312,080	(67,954)	-22%	\$ 275,104	(104,930)	-38%
Utilities	\$ 92,626	\$ 128,169	\$ 160,980	\$ 146,146	(14,834)	-10%	\$ 131,588	(29,392)	-22%
Equipment	\$ 44,848	\$ 69,516	\$ 91,525	\$ 106,992	15,467	14%	\$ 66,952	(24,573)	-37%
Chocolate Affair	\$ 179,098	\$ 179,115	\$ 179,115	\$ 200,000	20,885	10%	\$ 188,558	9,442	5%
In-Kind expense	\$ -	\$ -	\$ 31,638		(31,638)		\$ 11,908	(19,730)	-166%
Interest Expense	\$ 3,043	\$ 3,934	\$ 3,934		(3,934)			(3,934)	
Total Operating Expenses	\$ 7,191,542	\$ 9,470,286	\$ 12,017,968	\$ 12,307,866	289,899	2%	\$ 10,844,370	(1,173,598)	-11%
Net Operating Surplus (Shortfall)	\$ (867,371)	\$ (880,444)	\$ (1,068,119)	\$ (342,092)	(726,026)	212%	\$ 67,664	(1,135,783)	-1679%
Capital Exp/Funded Depreciation	\$ (140,000)	\$ (171,155)	\$ (171,155)	\$ (171,155)	0	0%	\$ 250,000	421,155	
Net Surplus (Shortfall)	\$ (1,007,371)	\$ (1,051,599)	\$ (1,239,274)	\$ (513,247)	(726,026)	141%	\$ 317,664	\$ (1,556,938)	
Urealized Gain (Loss) Investments	\$ 339,402	\$ 435,814	\$ 299,091		299,091		\$ (68,633)	\$ 367,724	
Strategic Investment/Unfunded Depr		\$ (15,512)	\$ (62,178)	\$ (62,178)	0				
Net Surplus (Deficit)	\$ (667,969)	\$ (631,297)	\$ (1,002,361)	\$ (575,426)	(426,935)		\$ 249,031	\$ (1,189,214)	

HCH Monthly Financials
Dashboard- 2019 May

HCH - Encounters		YTD 2018 to YTD		
May YTD	2018	2019	2019 Variance	% Increase
Fallsway	37,964	40,266	2,302	6%
Baltimore County	1,458	1,595	137	9%
Harford County	113	55	(58)	-51%
Mobile Clinic	714	694	(20)	-3%
North Fallsway	3,087	3,138	51	2%
West Baltimore	2,427	2,669	242	10%
Total	45,763	48,417	2,654	5.8%

HCH - Unique Clients		YTD 2018 to YTD		
	2018	2019	2019 Variance	% Increase
Total	6,291	6,556	265	4.2%

Operating Cash Summary		
	May 2018	May 2019
General Cash	\$ 2,339,155	\$ 300,453
Operating Money Market	\$ 2,506,355	\$ 2,158,047
Subtotal: Available Cash	\$ 4,845,510	\$ 2,458,500
Held in Investment	\$ 4,997,126	\$ 5,135,631
Ending Operating Cash	\$ 9,842,636	\$ 7,594,131

Non-Operating Cash Summary		
	May 2018	May 2019
Capital Campaign Cash	\$ 15,062	\$ 15,062
Building Deprecation Cash	\$ -	\$ -
Held in Investment	\$ 3,212,120	\$ 3,212,120
Endowment	\$ 273,658	\$ 264,809
Ending Non Operating Cash	\$ 3,500,840	\$ 3,491,991

Agency Ratios			
	May 2018	May 2019	Variance
Days Operating Reserve:	141 Days	102 Days	-49 Days

Headcount	2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Year End 2018	Q1 2019	May YTD 2019
Filled Positions (FTEs)	243	241	240	258	253	253		240.2
Open Positions (<i>vacancies</i>)	36	34	32	25	27	27		31.3
Total Positions (<i>when fully staffed</i>)	278	275	272	283	280	280		271.4
Vacancy Rate	13%	12%	12%	9%	10%	10%		12%
Turnover Rate	18.0%	8.0%	5.0%	4.0%			4.7%	

Patient Services Revenue
By Team and Location

May 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										
					2019 Budget	2018 Actual	2019 Actual	2019 Budget	Revenue Actual to Budget	2018 Actual	2019 Actual	2019 Billable %	2018 Billable %	2019 Billable %
					Revenue	Revenue YTD	Revenue YTD	Revenue YTD		Billable Encs YTD	Billable Encs YTD	Budget	YTD	YTD
Addictions	13,489	5,633	5,379	4,829	\$ 1,646,313	\$ 628,011	\$ 576,080	\$ 687,541	\$ (111,461)	2,868	2,587	55%	53%	54%
Behavioral Health	18,338	7,658	7,389	6,324	\$ 2,037,933	\$ 804,555	\$ 756,197	\$ 851,091	\$ (94,894)	3,804	3,577	52%	51%	57%
Dental	2,818	1,177	648	1,334	\$ 82,899	\$ 10,884	\$ 27,883	\$ 34,621	\$ (6,738)	135	241	28%	21%	18%
Medical	19,438	8,118	7,616	7,530	\$ 2,376,873	\$ 921,882	\$ 922,080	\$ 992,640	\$ (70,560)	4,627	4,612	60%	61%	61%
Nursing	6,830	2,852	3,000	2,809	\$ 699,960	\$ 298,441	\$ 277,546	\$ 292,320	\$ (14,774)	1,363	1,246	46%	45%	44%
Occupational Therapy	1,937	809	787	535	\$ 10,000	\$ 62,205	\$ 446	\$ 4,176	\$ (3,731)	284	2	28%	36%	0%
Pediatrics	3,095	1,293	956	1,251	\$ 203,541	\$ 68,911	\$ 52,809	\$ 85,004	\$ (32,195)	315	236	30%	33%	19%
Psychiatry	5,805	2,424	1,731	2,033	\$ 1,099,567	\$ 320,670	\$ 393,999	\$ 459,206	\$ (65,207)	1,631	1,954	95%	94%	96%
Supportive Housing	12,067	5,039	4,606	6,394	\$ 319,331	\$ 106,410	\$ 179,812	\$ 133,360	\$ 46,452	511	828	12%	11%	13%
Bene/CM/Outreach	17,273	7,214	5,852	7,227	\$ 14,897	\$ 876	\$ 446	\$ 6,221	\$ (5,776)	4	2	0%		
Fallsway Total	101,090	42,217	37,964	40,266	\$ 8,491,314	\$ 3,222,845	\$ 3,187,297	\$ 3,546,180	\$ (358,883)	15,542	15,285	40%	41%	38%
Baltimore County														
Behavioral Health	576	241	210	269	\$ 80,238	\$ 28,275	\$ 25,839	\$ 33,509	\$ (7,670)	130	116	63%	62%	43%
Medical	2,194	916	865	946	\$ 348,361	\$ 136,638	\$ 150,299	\$ 145,484	\$ 4,815	685	737	78%	79%	78%
Bene/CM/Outreach	929	388	383	380	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Baltimore County Total	3,699	1,545	1,458	1,595	\$ 428,599	\$ 164,913	\$ 176,138	\$ 178,993	\$ (2,855)	815	853	64%	56%	53%
Harford County Medical					\$ 45,560	\$ 18,700	\$ 8,715	\$ 19,027	\$ (10,312)	95	45	82%	84%	82%
Mobile Clinic														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	0%		
Medical	1,028	429	421	431	\$ 181,195	\$ 76,878	\$ 61,669	\$ 75,671	\$ (14,002)	381	303	85%	90%	70%
Nursing	119	50	68	4	\$ 13,105	\$ 7,447	\$ 223	\$ 5,473	\$ (5,250)	34	1	49%	50%	25%
Bene/CM/Outreach	590	246	225	259	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Mobile Clinic Total	1,737	725	714	694	\$ 194,300	\$ 84,325	\$ 61,892	\$ 81,144	\$ (19,252)	415	304	54%	58%	44%
North Fallsway														
Behavioral Health	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
Convalescent Care	6,174	2,578	2,504	2,569	\$ 251,550	\$ 70,879	\$ 96,536	\$ 105,053	\$ (8,517)	349	441	19%	14%	17%
Dental	1,174	490	483	528	\$ 56,998	\$ 20,425	\$ 16,039	\$ 23,804	\$ (7,765)	144	125	33%	0%	24%
Medical	711	297	9	14	\$ 158,333	\$ 1,231	\$ 1,026	\$ 66,124	\$ (65,098)	6	5	100%		
Occupational Therapy	144	60	91	27	\$ 8,522	\$ 4,381	\$ -	\$ 3,559	\$ (3,559)	20	-	26%	0%	0%
Bene/CM/Outreach	-	-	-	-	\$ -	\$ -	\$ -	\$ -	\$ -	-	-			
North Fallsway Total	8,203	3,425	3,087	3,138	\$ 475,403	\$ 96,915	\$ 113,601	\$ 198,540	\$ (84,939)	519	571	10%	17%	18%
West Baltimore														
Behavioral Health	1,170	489	386	472	\$ 153,089	\$ 46,475	\$ 70,977	\$ 63,934	\$ 7,043	216	330	60%	56%	70%
Dental	770	322	279	366	\$ 25,164	\$ 8,480	\$ 8,552	\$ 10,509	\$ (1,957)	82	83	32%	29%	23%
Medical	2,162	903	968	976	\$ 354,518	\$ 152,779	\$ 147,653	\$ 148,055	\$ (402)	748	722	79%	77%	74%
Nursing	502	210	204	161	\$ 41,290	\$ 10,510	\$ 13,142	\$ 17,244	\$ (4,102)	48	59	37%	0%	37%
Bene/CM/Outreach	1,975	825	590	694	\$ 907	\$ 219	\$ -	\$ 379	\$ (379)	1	-	0%		
West Baltimore Total	6,579	2,749	2,427	2,669	\$ 574,968	\$ 218,463	\$ 240,324	\$ 240,121	\$ 203	1,095	1,194	49%	29%	23%
Total	121,586	50,777	45,763	48,417	\$ 10,210,144	\$ 3,806,161	\$ 3,787,966	\$ 4,264,005	\$ (476,039)	18,481	18,252	40%	40%	38%
Reserve at 4%					\$ (408,406)	\$ (190,308)	\$ (189,398)	\$ (213,200)	\$ 23,802					
Total Net revenue					\$ 9,801,738	\$ 3,615,853	\$ 3,598,568	\$ 4,050,805	\$ (452,237)					

Patient Billings Download - May 2019
Encounters by Department

Sorted by 2018 Encounters		YTD			Prior Month
Agency Team Stats	2018	2019	Diff	+/-	
Addictions	5,379	4,829	(550)	-10%	-13%
Dental	1,410	2,228	818	58%	65%
Supportive Housing	4,606	6,394	1,788	39%	33%
Medical	13,224	12,863	(361)	-3%	-3%
Mental Health	7,970	7,065	(905)	-11%	-11%
Psychiatry	1,746	2,033	287	16%	10%
Pediatrics	996	1,314	318	32%	24%
Occupational Therapy	878	562	(316)	-36%	-31%
Convalescent Care	2,507	2,572	65	3%	8%
Case Management	4,767	4,943	176	4%	6%
Outreach	1,208	2,385	1,177	97%	112%
Benefits	1,072	1,229	157	15%	15%
Total Encounters	45,763	48,417	2,654	5.8%	5.5%

Fallsway	37,964	40,266	2,302	6%	5%
Baltimore County	1,458	1,595	137	9%	13%
Harford County	113	55	(58)	-51%	-39%
Mobile Clinic	714	694	(20)	-3%	-4%
North Fallsway	3,087	3,138	51	0%	0%
West Baltimore	2,427	2,669	242	10%	19%

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	8,462	18,380	(68)	-0.4%	
Mar	10,480	29,281	Mar	8,635	27,083	(2,198)	-8%	Mar	9,528	27,908	825	3.0%	
Apr	9,001	38,282	Apr	9,079	36,162	(2,120)	-6%	Apr	10,335	38,243	2,081	5.8%	
May	10,209	48,491	May	9,603	45,765	(2,726)	-6%	May	10,174	48,417	2,652	5.8%	
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	48,417				

Health Care for the Homeless
Statement of Activities
May 2019

Statement of Activities	<u>Total</u> <u>2019 Budget</u>	<u>YTD May</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	\$ 5,204,688	\$ 5,515,878	\$ (311,190)	-5.6%
Patient Services, Net	\$ 9,801,738	\$ 3,606,426	\$ 4,050,805	\$ (444,379)	-11.0%
Contributions	\$ 2,500,000	\$ 714,819	\$ 805,475	\$ (90,656)	-11.3%
ACIS	\$ 530,479	\$ 161,900	\$ 221,033	\$ (59,133)	-26.8%
Other Sources	\$ 3,293,000	\$ 1,262,017	\$ 1,372,583	\$ (110,566)	-8.1%
Total Revenue	\$ 29,363,324	\$ 10,949,849	\$ 11,965,774	\$ (1,015,925)	-8.5%
Expenses					
Salaries	\$ 17,165,286	\$ 6,754,467	\$ 7,168,644	\$ (414,177)	-5.8%
Employee Benefits	\$ 4,503,310	\$ 1,817,872	\$ 1,880,598	\$ (62,727)	-3.3%
Purchased Services	\$ 70,000	\$ 21,656	\$ 29,167	\$ (7,511)	-25.8%
Contract Services	\$ 367,431	\$ 22,149	\$ 153,096	\$ (130,947)	-85.5%
Office Supplies	\$ 302,700	\$ 96,838	\$ 126,125	\$ (29,287)	-23.2%
Client Assistance	\$ 2,435,713	\$ 1,128,269	\$ 1,014,880	\$ 113,389	11.2%
Pharmacy	\$ 990,041	\$ 563,499	\$ 412,517	\$ 150,982	36.6%
Medical Supplies	\$ 438,700	\$ 253,815	\$ 182,792	\$ 71,024	38.9%
Business Operations	\$ 977,431	\$ 404,048	\$ 425,171	\$ (21,123)	-5.0%
Staff Development	\$ 359,178	\$ 108,128	\$ 149,658	\$ (41,529)	-27.7%
Building Operations	\$ 748,992	\$ 380,034	\$ 312,080	\$ 67,954	21.8%
Utilities	\$ 350,751	\$ 160,980	\$ 146,146	\$ 14,834	10.1%
Equipment	\$ 256,780	\$ 91,525	\$ 106,992	\$ (15,467)	-14.5%
Chocolate Affair	\$ 200,000	\$ 179,115	\$ 200,000	\$ (20,885)	-10.4%
In-Kind Expense	\$ -	\$ 31,638	\$ -	\$ 31,638	0.0%
Interest Expense	\$ -	\$ 3,934	\$ -	\$ 3,934	0.0%
Total Operating Expenses	\$ 29,166,313	\$ 12,017,968	\$ 12,307,866	\$ (289,899)	-57.8%
Net Operating Surplus (Shortfall)	\$ 197,011	\$ (1,068,119)	\$ (342,092)	\$ (726,026)	
Capital Exp./ Funded Depreciation	\$ (171,155)	\$ (171,155)	\$ (171,155)	\$ -	
Net Surplus (Shortfall)	\$ 25,856	\$ (1,239,274)	\$ (513,247)	\$ (726,026)	
Unrealized Gain (Loss)-Investments	\$ -	\$ 299,091	\$ -		
Strategic Investment/ Unfunded Depr	\$ (388,845)	\$ (62,178)	\$ (62,178)		
Net Surplus (Deficit)	\$ (362,989)	\$ (1,002,361)	\$ (575,426)		

Health Care for the Homeless

Statement of Financial Position

	2019 vs 2018		
	5/31/2019	12/31/2018	Change
	Total	Total	Total
Assets			
Current Assets			
General Cash	2,480,005	3,542,746	(1,062,741)
Held in Investments	8,347,751	8,004,192	343,559
Total Operating Cash	\$ 10,827,756	\$ 11,546,937	\$ (719,181)
Board Designated	-	-	-
Cash Limited for Use	15,062	15,062	-
Investments Limited for Use			
Accounts Receivable Billing, Net	777,051	791,453	(14,402)
Grant Receivables, Net	3,360,537	2,496,314	864,223
Other Receivables	10,366	339,337	(328,971)
Prepaid Expenses	157,158	327,037	(169,879)
Total Current Assets	15,147,930	15,516,141	(368,211)
Plant, Property, & Equipment, Net	10,588,780	10,754,383	(165,603)
Endowment	264,809	250,297	14,512
Other Assets	-	-	-
Total Assets	\$ 26,001,519	\$ 26,520,822	\$ (519,303)
Liabilities			
Current Liabilities	\$ 3,032,183	\$ 2,549,345	\$ 482,838
Long-term Liabilities	-	-	-
Total Liabilities	3,032,183	2,549,345	482,838
Net Assets			
Undesignated	11,213,506	11,613,054	(399,548)
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	100,000	100,000	-
Total Net Assets	22,969,336	23,971,477	(1,002,141)
Total	\$ 26,001,519	\$ 26,520,822	\$ (519,303)

Monthly Comparison to Budget - 2019

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