HCH Monthly Financials
Dashboard- 2018 Oct

HCH - Encounters October YTD	2017	2018	YTD 2017 to YTD 2018 Variance	% Increase
Fallsway	80,890	78,269	(2,621)	-3%
Baltimore County	2,007	3,159	1,152	57%
Harford County	193	231	38	20%
Mobile Clinic	2,368	1,441	(927)	-39%
North Fallsway	6,005	6,422	417	7%
West Baltimore	5,726	4,877	(849)	-15%
Total	97,189	94,399	(2,790)	-2.9%

HCH - Unique Clients	2017	2018	YTD 2017 to YTD 2018 Variance	% Increase
Total	9,218	9,039	(179)	-1.9%

Operating Cash Summary	Oct 2017	Oct 2018
General Cash	$ 4,197,099	$ 1,715,742
Operating Money Market	$ -	$ 2,525,470
Subtotal: Available Cash	$ 4,197,099	$ 4,241,212
Held in Investment	$ 5,057,122	$ 5,139,140
Ending Operating Cash	$ 9,254,221	$ 9,380,352

Non-Operating Cash Summary	Oct 2017	Oct 2018
Capital Campaign Cash	$ 1,866,380	$ 15,062
Building Deprecation Cash	$ 902,074	$ -
Held in Investment	$ -	$ 3,212,120
Endowment	$ 245,793	$ 276,349
Ending Non Operating Cash	$ 3,014,247	$ 3,503,531

Agency Ratios	Oct 2017	Oct 2018	Variance
Patient Billing AR Days OS	36 Days	48 Days	12 Days
Days Operating Reserve:	136 Days	134 Days	-2 Days

Headcount	2016	Q2 2017	Q3 2017	Q4 2017	Year End 2017	Q1 2018	Q2 2018	Q3 2018
Filled Positions *(current headcount)*	227	240	240	243	243	241	240	258
Open Positions *(vacancies)*	32	34	36	36	36	34	32	25
Total Positions *(when fully staffed)*	259	274	276	278	278	275	272	283
Vacancy Rate	12%	12%	12%	13%	13%	12%	12%	10%
Turnover Rate					18%	8%	5%	4%

Health Care for the Homeless, Inc.

2018 Monthly Financials

Statement of Activities

		Total 2018 Budget		*YTD October Actual 2018*		*YTD October Budget 2018*		*Variance (worse)/better*	
Revenue									
Grants	$	12,303,705	$	10,366,533	$	10,253,088	$	113,445	1%
Patient Services, Net	$	10,203,301	$	7,389,260	$	8,515,833	$	(1,126,573)	(13%)
Contributions	$	2,400,000	$	1,890,140	$	1,803,885	$	86,255	5%
Other Sources	$	3,495,000	$	3,176,153	$	2,912,167	$	263,986	9%
Total Revenue	**$**	**28,402,006**	**$**	**22,822,086**	**$**	**23,484,972**	**$**	**(662,886)**	(3%)
Expenses								*worse/(better)*	
Salaries	$	15,669,000	$	13,145,560	$	13,087,517	$	58,043	(0%)
Employee Benefits	$	4,340,748	$	3,347,833	$	3,625,305	$	(277,473)	8%
Purchased Services	$	123,252	$	54,944	$	102,710	$	(47,766)	47%
Contract Services	$	349,734	$	220,871	$	291,445	$	(70,574)	24%
Office Supplies	$	368,260	$	208,074	$	306,883	$	(98,809)	32%
Client Assistance	$	2,728,267	$	1,921,864	$	2,273,556	$	(351,692)	15%
Pharmacy	$	771,000	$	848,504	$	642,500	$	206,004	(32%)
Medical Supplies	$	603,264	$	420,531	$	502,720	$	(82,189)	16%
Business Operations	$	764,331	$	706,650	$	640,443	$	66,207	(10%)
Staff Development	$	443,087	$	273,435	$	369,239	$	(95,804)	26%
Building Operations	$	676,950	$	644,133	$	564,125	$	80,008	(14%)
Utilities	$	327,300	$	297,569	$	272,750	$	24,819	(9%)
Equipment	$	320,700	$	152,517	$	267,250	$	(114,733)	43%
Chocolate Affair	$	210,000	$	171,489	$	210,000	$	(38,511)	18%
Depreciation	$	600,000	$	500,000	$	500,000	$	-	0%
Total Expenses	**$**	**28,295,893**	**$**	**22,949,105**	**$**	**23,656,443**	**$**	**(707,339)**	3%
Net Surplus (Shortfall)	**$**	**106,113**	**$**	**(127,019)**	**$**	**(171,471)**	**$**	**44,452**	
Unrealized Gain (Loss)-Investments			**$**	**(215,620)**			**$**	**(215,620)**	
Net Operating Surplus (Shortfall)	**$**	**106,113**	**$**	**(342,639)**	**$**	**(171,471)**	**$**	**(171,168)**	

Patient Services Revenue
By Team and Location

October 2018 Revenue

Fallsway	2018 Budget	2018 YTD Budget	2017 YTD Actual	2018 YTD Actual	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
	# Encounters				Revenue					Billable Encounters		Billable Encounter Percentages		
Addictions	17,240	14,389	14,443	10,956	$ 2,065,035	$ 1,727,831	$ 1,318,883	$ 1,723,510	$ (404,627)	8,005	6,023	55%	55%	55%
Behavioral Health	17,796	14,853	13,288	14,519	$ 2,059,894	$ 1,511,901	$ 1,602,014	$ 1,719,219	$ (117,205)	7,319	7,606	55%	55%	52%
Dental	4,373	3,650	3,124	1,769	$ 121,000	$ 82,188	$ 48,766	$ 100,988	$ (52,222)	656	449	22%	21%	25%
Medical	15,600	13,020	19,786	15,082	$ 2,226,827	$ 2,424,601	$ 1,828,145	$ 1,858,544	$ (30,399)	11,930	9,208	81%	60%	61%
Nursing	7,735	6,456	1,147	6,324	$ 721,327	$ 128,234	$ 638,949	$ 602,031	$ 36,918	595	2,918	43%	0%	46%
Occupational Therapy	1,469	1,226	1,244	1,610	$ 157,145	$ 70,995	$ 87,831	$ 131,156	$ (43,325)	329	401	49%	26%	25%
Pediatrics	2,100	1,753	2,034	1,868	$ 194,211	$ 191,835	$ 125,381	$ 162,091	$ (36,710)	876	569	42%	43%	30%
Psychiatry	5,304	4,427	5,274	3,173	$ 964,179	$ 951,852	$ 591,744	$ 804,719	$ (212,975)	4,828	3,017	91%	92%	95%
Supportive Housing	10,962	9,149	8,301	9,839	$ 221,481	$ 175,325	$ 229,207	$ 184,851	$ 44,356	859	1,093	10%	10%	11%
Bene/CM/Outreach	15,141	12,637	12,249	13,129	$ -	$ 57,039	$ 1,012	$ -	$ 1,012	278	5			
Fallsway Total	97,720	81,560	80,890	78,269	$ 8,731,099	$ 7,321,800	$ 6,471,933	$ 7,287,109	$ (815,176)	35,675	31,289	44%	44%	40%
Baltimore County														
Behavioral Health	551	460	167	491	$ 57,260	$ 29,809	$ 67,836	$ 47,790	$ 20,046	148	311	50%	89%	63%
Medical	3,290	2,746	1,517	1,866	$ 391,604	$ 244,565	$ 290,332	$ 326,839	$ (36,507)	1,244	1,443	60%	82%	77%
Bene/CM/Outreach	375	313	323	802	$ -	$ -	$ -	$ -	$ -	-	-			
Baltimore County Total	4,216	3,519	2,007	3,159	$ 448,864	$ 274,373	$ 358,168	$ 374,629	$ (16,461)	1,392	1,754	64%	69%	56%
Harford County Medical	221	184	193	231	$ 39,584	$ 35,930	$ 37,064	$ 33,037	$ 4,027	182	188	90%	94%	81%
Mobile Clinic														
Behavioral Health	-	-	-	-	$ -	$ -	$ -	$ -	$ -	-	-	0%		
Medical	1,088	908	993	838	$ 195,116	$ 183,069	$ 146,208	$ 162,847	$ (16,639)	915	719	89%	92%	86%
Nursing	1,088	908	-	106	$ 131,206	$ -	$ 11,390	$ 109,507	$ (98,117)	-	52	60%	0%	49%
Bene/CM/Outreach	1,500	1,252	1,375	497	$ -	$ -	$ -	$ -	$ -	-	-			
Mobile Clinic Total	3,676	3,068	2,368	1,441	$ 326,322	$ 183,069	$ 157,597	$ 272,354	$ (114,757)	915	771	37%	39%	54%
North Fallsway														
Behavioral Health	850	709	12	-	$ 96,689		$ -	*$ 80,698*	*$ (80,698)*		-	55%		
Convalescent Care	-	-	5,730	5,336			$ 222,057	$ -	$ 222,057	274	1,055	10%	5%	20%
Dental	536	447	181	951	$ 22,000		$ 44,706	$ 18,362	$ 26,344		300	34%	0%	32%
Medical	5,304	4,427	15	11	$ 271,870		$ 1,450	$ 226,907	$ (225,457)		7	25%		
Occupational Therapy	75	63	67	124	$ 5,030		$ 6,790	$ 4,198	$ 2,592		31	31%	0%	25%
Bene/CM/Outreach	1,000	835	-	-	$ -		$ -	$ -	$ -		-			
North Fallsway Total	7,765	6,481	6,005	6,422	$ 395,588	$ -	$ 275,002	$ 330,165	$ (55,163)	274	1,393	10%	5%	22%
West Baltimore														
Behavioral Health	1,156	965	931	930	$ 176,070	$ 122,024	$ 121,326	$ 146,951	$ (25,625)	579	565	72%	62%	61%
Dental	720	601	587	605	$ 18,000	$ 14,895	$ 17,874	$ 15,023	$ 2,851	181	173	31%	31%	29%
Medical	2,992	2,497	2,641	1,890	$ 495,251	$ 399,634	$ 305,477	$ 413,344	$ (107,867)	1,943	1,504	81%	74%	80%
Nursing	782	653	122	406	$ 109,539	$ 17,263	$ 33,289	$ 91,423	$ (58,134)	80	152	66%	0%	37%
Bene/CM/Outreach	1,900	1,586	1,445	1,046	$ -	$ 216	$ 438	$ -	$ 438	2	2			
West Baltimore Total	7,550	6,302	5,726	4,877	$ 798,860	$ 554,031	$ 478,404	$ 666,741	$ (188,337)	2,785	2,396	48%	31%	29%
Total	**121,148**	**101,114**	**97,189**	**94,399**	**$ 10,740,317**	**$ 8,369,204**	**$ 7,778,169**	**$ 8,964,035**	**$ (1,185,866)**	**41,223**	**37,791**	**43%**	**42%**	**40%**
Reserve at 5%					$ (537,016)	$ (418,460)	$ (388,908)	$ (448,202)	$ 59,293					
Total Net revenue					$ 10,203,301	$ 7,950,744	$ 7,389,260	$ 8,515,833	$ (1,126,573)					

Patient Billings Download - October 2018

Encounters by Department

Sorted by 2018 Encounters Agency Team Stats	YTD 2017	 2018	 Diff	 +/-	Prior Month
Addictions	14,443	10,956	(3,487)	-24%	-23%
Dental	3,892	3,325	(567)	-15%	-17%
Supportive Housing	8,313	9,841	1,528	18%	20%
Medical	26,362	26,662	300	1%	1%
Mental Health	14,332	15,916	1,584	11%	10%
Psychiatry	5,348	3,197	(2,151)	-40%	-40%
Pediatrics	2,086	1,960	(126)	-6%	-11%
Occupational Therapy	1,311	1,734	423	32%	38%
Convalescent Care	5,731	5,343	(388)	-7%	-8%
Case Management	10,763	10,217	(546)	-5%	-6%
Outreach	1,859	2,958	1,099	59%	57%
Benefits	2,757	2,290	(467)	-17%	-20%
Total Encounters	97,197	94,399	**(2,798)**	-2.9%	-3.4%

Fallsway	80,890	78,269	(2,621)	-3%	-4%
Baltimore County	2,007	3,159	1,152	57%	54%
Harford County	193	231	38	20%	16%
Mobile Clinic	2,368	1,441	(927)	-39%	-40%
North Fallsway	6,005	6,422	417	0%	0%
West Baltimore	5,726	4,877	(849)	-15%	-16%

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	9,798	9,798	(99)	-1.0%
Feb	8,619	16,290	Feb	8,904	18,801	2,511	15%	Feb	8,651	18,449	(352)	-1.9%
Mar	9,808	26,097	Mar	10,480	29,281	3,184	12%	Mar	8,635	27,084	(2,197)	-7.5%
Apr	9,460	35,558	Apr	9,001	38,282	2,724	8%	Apr	9,082	36,166	(2,116)	-5.5%
May	9,571	45,128	May	10,209	48,491	3,363	7%	May	9,601	45,767	(2,724)	-5.6%
Jun	10,156	55,285	Jun	9,758	58,249	2,964	5%	Jun	9,614	55,381	(2,868)	-4.9%
Jul	9,110	64,394	Jul	9,326	67,575	3,181	5%	Jul	9,340	64,721	(2,854)	-4.3%
Aug	10,342	74,737	Aug	10,227	77,802	3,065	4%	Aug	10,412	75,133	(2,669)	-3.4%
Sep	9,152	83,889	Sep	9,025	86,827	2,938	4%	Sep	8,656	83,789	(3,038)	-3.5%
Oct	9,393	93,282	Oct	10,362	97,189	3,907	4%	Oct	10,610	94,399	(2,790)	-2.9%
Nov	9,123	102,405	Nov	9,674	106,863	4,458	4%	Nov			-	0.0%
Dec	8,967	111,372	Dec	8,623	115,486	4,114	4%	Dec			-	0.0%
Total	**111,372**		Total	**115,486**				Total	**94,399**			

Patient Services Revenue by Team
Monthly Comparison to Budget

Grant Revenue	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	$ 844,882.50	$ 844,883	$ 1,125,202	$ 954,394	$ 950,919	$ 1,116,846	$ 1,029,766	$ 1,131,263	$ 1,138,851	$ 1,229,527	$ -	$ -	$ 10,366,533
Budget	$ 1,025,309.00	$ 1,025,309	$ 1,025,308	$ 1,025,309	$ 1,025,309	$ 1,025,309	$ 1,025,308	$ 1,025,309	$ 1,025,309	$ 1,025,309	$ -	$ -	$ 10,253,088
Over(Under)Budget	$ (180,427)	$ (180,427)	$ 99,894	$ (70,915)	$ (74,390)	$ 91,537	$ 4,458	$ 105,954	$ 113,542	$ 204,218	$ -	$ -	$ 113,445
% Over(Under)	-17.60%	-17.60%	9.74%	-6.92%	-7.26%	8.93%	0.43%	10.33%	11.07%	19.92%			1.11%

340B Revenue	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	$ 274,833.50	$ 274,834	$ 397,523	$ 241,791	$ 296,640	$ 326,592	$ 219,745	$ 518,786	$ 69,132	$ 211,554	$ -	$ -	$ 2,831,430
Budget	$ 275,000.00	$ 275,000	$ 275,000	$ 274,000	$ 275,000	$ 275,000	$ 275,000	$ 275,000	$ 275,000	$ 274,000	$ -	$ -	$ 2,748,000
Over(Under)Budget	$ (167)	$ (167)	$ 122,523	$ (32,209)	$ 21,640	$ 51,592	$ (55,255)	$ 243,786	$ (205,868)	$ (62,446)	$ -	$ -	$ 83,430
% Over(Under)	-0.06%	-0.06%	44.55%	-11.76%	7.87%	18.76%	-20.09%	88.65%	-74.86%	-22.79%			3.04%

Contributions	January	February	March	April	May	June	July	August	September	October	November	December	2018 YTD
Actual	$ 309,008.50	$ 309,009	$ 141,761	$ 185,335	$ 121,772	$ 127,837	$ 109,248	$ 298,838	$ 116,431	$ 170,901	$ -	$ -	$ 1,890,140
Budget	$ 260,688.50	$ 260,689	$ 352,322	$ 66,250	$ 57,681	$ 231,285	$ 53,173	$ 289,766	$ 159,227	$ 72,804	$ -	$ -	$ 1,803,885
Over(Under)Budget	$ 48,320	$ 48,320	$ (210,561)	$ 119,085	$ 64,091	$ (103,448)	$ 56,075	$ 9,072	$ (42,796)	$ 98,097	$ -	$ -	$ 86,255
% Over(Under)	18.54%	18.54%	-59.76%	179.75%	111.11%	-44.73%	105.46%	3.13%	-26.88%	134.74%			4.78%

Health Care for the Homeless
Statement of Position

	10/31/2018	12/31/2017	2018 vs 2017 Change
Assets	Total	Total	Total
Current Assets			
General Cash	4,241,212	4,898,628	(657,416)
Held in Investments	8,124,427	8,031,058	93,369
Total Operating Cash	$ 12,365,639	$ 12,929,686	$ (564,047)
Board Designated	-	-	-
Cash Limited for Use	15,062	1,120,386	(1,105,324)
Investments Limited for Use			
Accounts Receivable Billing, Net	873,927	509,664	364,263
Grant Receivables, Net	2,026,232	1,591,515	434,717
Other Receivables	329,145	11,380	317,765
Prepaid Expenses	258,226	184,814	73,412
Total Current Assets	15,868,230	16,347,445	(479,215)
Plant, Property, & Equipment, Net	10,788,151	11,231,939	(443,788)
Endowment	276,349	271,415	4,934
Other Assets	-	-	-
Total Assets	$ 26,932,730	$ 27,850,799	$ (923,003)
Liabilities			
Current Liabilities	$ 2,734,353	$ 3,201,912	$ (467,559)
Long-term Liabilities	-	-	-
Total Liabilities	2,734,353	3,201,912	(467,559)
Net Assets			
Undesignated	12,332,018	12,290,465	41,553
Net Investment in Plant	11,325,795	11,825,795	(500,000)
Temporarily Restricted	264,216	264,216	-
Permanently Restricted	100,000	100,000	-
Total Net Assets	24,198,378	24,648,888	(450,511)
Total	$ 26,932,730	$ 27,850,800	$ (918,070)

HCH
Cash Forecast
FY 2018

	Actual Jun 18	Actual Jul 18	Actual Aug 18	Actual Sep 18	Actual Oct 18	Forecast Nov 18	Forecast Dec 18
Cash inlays							
Patient Billing Receivables	$ 680,166	$ 731,270	$ 827,543	$ 536,669	$ 833,372	$ 850,000	$ 850,000
Grant Funding	283,580	1,568,554	1,068,215	1,390,712	905,121	820,000	820,000
Development	101,471	125,888	41,581	359,020	129,438	124,600	471,518
Temp restricted Donations							
340b drug rebates/reimbursements	630,725	472,409	506,994	365,694	398,041	550,000	550,000
Other	12,568	12,790	3,851	31,803	656	3,500	3,500
Transfer In			2,514,219				
Total Cash Inlays	$ 1,708,510	$ 2,910,912	$ 4,962,403	$ 2,683,898	$ 2,266,629	$ 2,348,100	$ 2,695,018
Cash outlays							
Salary and Pension ACHs	$ 1,356,029	$ 1,182,186	$ 1,252,841	$ 1,224,262	1,318,583	$ 1,400,000	$ 1,250,000
Checks Cut	868,836	637,607	1,112,586	927,373	1,098,284	850,000	850,000
Other ACHs	253,223	199,863	230,506	170,286	217,202	250,000	250,000
Other Debits	2,371	2,416	2,441	3,713	2,333	3,500	3,500
401a Payment	559,489						
Transfer (out)			2,514,219				
Total Cash Outlays	$ 3,039,948	$ 2,022,073	$ 5,112,592	$ 2,325,634	$ 2,636,402	$ 2,503,500	$ 2,353,500
General Operating Cash	$ 3,514,072	$ 4,402,911	$ 4,252,722	$ 4,610,986	$ 4,241,212	$ 4,085,812	$ 4,427,330

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