

### Financial Report Results as of September 30, 2025

(Unaudited)

# Summary of Revenue, Expenses and Net Position (September 30, 2025 – Unaudited)

### Revenue

- General Fund revenue (Charges for Services & Other) is \$10.59M compared to a budget of \$9.76M, a favorable variance of \$823K.
- Special Revenue Funds (Grants) is \$1.12M compared to a budget of \$1.91M, an unfavorable variance of \$791K.
- Total Revenue is \$11.71M compared to a budget of \$11.67M, a favorable variance of \$32K.

### **Expenses**

- Salary, Tax, and Benefits is \$3.61M compared to a budget of \$4.15M, a favorable variance of \$541K.
- Other Operating Expense is \$7.87M compared to a budget of \$7.77M, an unfavorable variance of \$105K.
- Indirect Cost/Cost Allocation is \$2.71M compared to a budget of \$3.22M, a favorable variance of \$510K.
- Total Expense is \$14.19M compared to a budget of \$15.13M, a favorable variance of \$946K.

**Net Position**: is (\$2.48M) compared to a budget of (\$3.46M), a favorable variance of \$978K.

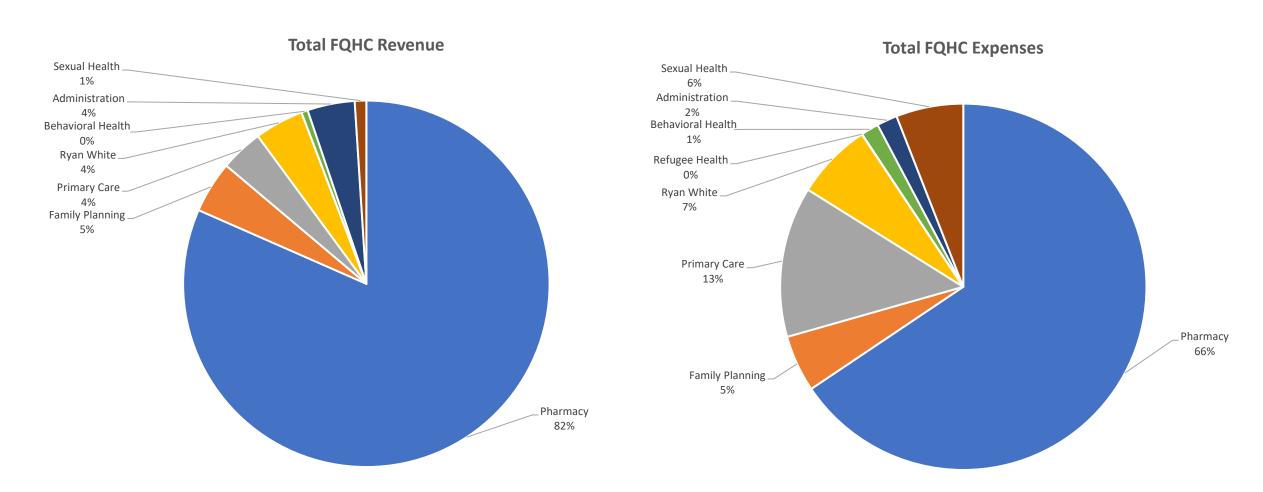
# All Funds/Divisions by Type Budget to Actual

Activity	Budget as of September	Actual as of September	Variance Favorable (Unfavorable)	%
Charges for Services	9,364,442	10,135,066	770,624	8%
Other	401,745	454,328	52,583	13%
Federal Revenue	755,035	574,497	(180,538)	-24%
Pass-Thru Revenue	967,896	439,184	(528,712)	-55%
State Revenue	185,827	103,639	(82,188)	-44%
Total FQHC Revenue	11,674,945	11,706,714	31,769	0%
Salaries	2,765,200	2,427,153	338,047	12%
Taxes & Fringe Benefits	1,383,455	1,180,637	202,818	15%
Total Salaries & Benefits	4,148,655	3,607,790	540,865	13%
Supplies	7,363,035	7,514,661	(151,626)	-2%
Capital Outlay	4,895	-	4,895	100%
Contractual	383,532	332,894	50,638	13%
Travel & Training	16,460	25,363	(8,903)	-54%
Total Other Operating	7,767,922	7,872,918	(104,996)	-1%
Indirect Costs/Cost	3,217,476	2,707,504	509,972	16%
Transfers IN	(199,175)	(139,544)	(59,631)	30%
Transfers OUT	199,175	139,544	59,631	30%
Total Transfers	3,217,476	2,707,504	509,972	16%
Total FQHC Expenses	15,134,053	14,188,212	945,841	6%
Net Position	(3,459,108)	(2,481,498)	977,610	-28%

#### NOTES:

- 1) FY26 ADOPTED BUDGET INCLUDED EIGHT ELIGIBILITY WORKERS THAT WOULD HAVE BEEN 100%-GRANT FUNDED WHO WERE NOT HIRED DUE TO CHANGING FEDERAL PRIORITIES. ADDITIONALLY, SOME RYAN WHITE REIMBURSEMENTS WERE DELAYED DUE TO FUNDING CONSTRAINTS.
- 2) REGISTRATIONS PAID FOR PROVIDER/ADMINISTRATOR TRAINING EVENT IN SEPTEMBER. EXPENSES WILL NORMALIZE OVER THE REST OF THE YEAR.

# Percentage of Revenues and Expenses by Department (September 30, 2025)



## Revenues by Department Budget to Actuals

Department	Budget as of September	Actual as of September	Variance Favorable (Unfavorable)	%			
Charges for Services, Other, Wrap							
Family Planning	73,393	74,496	1,103	2%			
Pharmacy	8,789,420	9,711,065	921,645	10%			
Primary Care	163,674	150,256	(13,418)	-8%			
Ryan White	69,126	32,918	(36,208)	-52%			
Refugee Health	5,078	(3,279)	(8,357)	-165%			
Behavioral Health	68,950	61,320	(7,630)	-11%			
Administration	401,745	452,563	50,818	13%			
Sexual Health	194,801	110,055	(84,746)	-44%			
OPERATING REVENUE	9,766,187	10,589,394	823,207	8%			
Grants							
Family Planning	577,386	420,573	(156,813)	-27%			
Primary Care	311,054	257,562	(53,492)	-17%			
Ryan White	936,782	435,705	(501,077)	-53%			
Refugee Health	31,113	3,480	(27,633)	-89%			
Behavioral Health	52,423	-	(52,423)	-100%			
SPECIAL REVENUE	1,908,758	1,117,320	(791,438)	-41%			
TOTAL REVENUE	11,674,945	11,706,714	31,769	0%			

#### NOTES:

- 1) REFUGEE HEALTH CLINIC PATIENT ENCOUNTERS REDUCED BY 96% YEAR-OVER-YEAR. NEGATIVE REVENUE DUE TO CONTRACTUAL ADJUSTMENTS/WRITE-OFFS FROM PRIOR PERIODS EXCEEDING REVENUE.
- 2) PATIENT ENCOUNTERS TRENDING 7% UNDER PRIOR FISCAL YEAR DUE TO INTEGRATING PROVIDERS ACROSS SH AND PC CLINICS.
- 3) FY26 ADOPTED BUDGET INCLUDED EIGHT ELIGIBILITY WORKERS THAT WOULD HAVE BEEN 100%-GRANT FUNDED WHO WERE NOT HIRED DUE TO CHANGING FEDERAL PRIORITIES. ADDITIONALLY, SOME RYAN WHITE REIMBURSEMENTS WERE DELAYED DUE TO FUNDING CONSTRAINTS.
- 4) BH INCUBATOR GRANT ENDED IN FY25, ALL FY26 EXPENSES AND REVENUES ARE GENERAL FUNDED AND WILL BE UPDATED IN FIRST BUDGET AUGMENTATION.

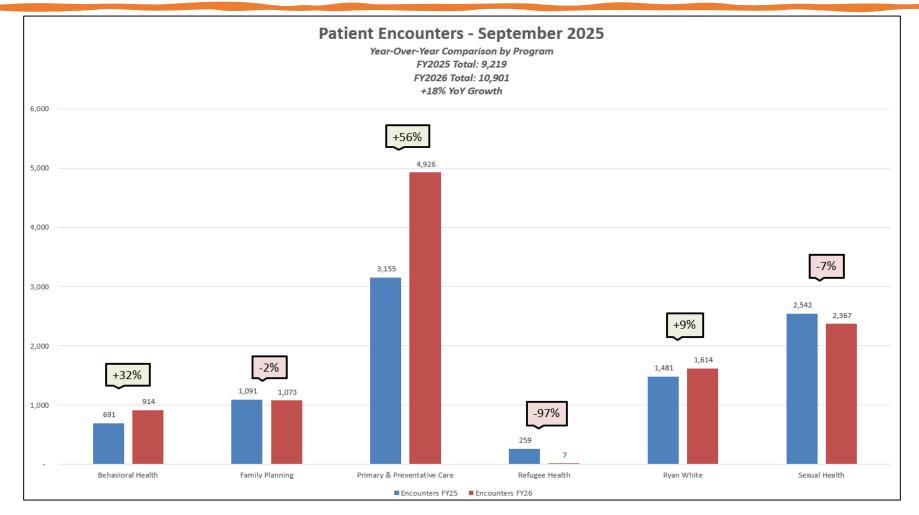
# Expenses by Department Budget to Actuals

### NOTES:

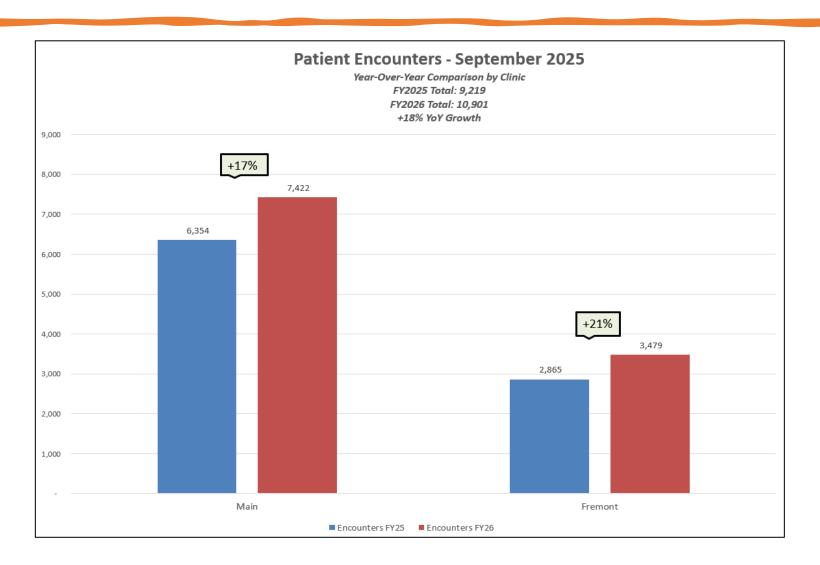
- 1) GRANT-FUNDED VACANCIES ARE DRIVING SAVINGS IN Q1 FY26.
- 2) REFUGEE HEALTH CLINIC PATIENT ENCOUNTERS REDUCED BY 97% YEAR-OVER-YEAR.
- 3) BH FTE ALLOCATIONS UPDATED FOLLOWING END OF THE STATE INCUBATOR GRANT AND PROVIDER TIME AND EFFORT ADJUSTMENTS. ALLOCATIONS WILL BE UPDATED IN FIRST AUGMENTATION TO REFLECT CHANGES.
- 4) PATIENT ENCOUNTERS INCREASING DRIVING HIGHER SUPPLIES EXPENSE INCLUDING HIGH-COST PHARMACY MEDICATIONS.

Department	Budget as of September	Actual as of September	Variance Favorable (Unfavorable)	%	
Employment (Salaries, Taxes, Fringe)					
Family Planning	587,818	451,414	136,404	23%	1
Pharmacy	158,618	154,240	4,378	3%	
Primary Care	1,448,457	1,413,976	34,481	2%	
Ryan White	987,711	704,254	283,457	29%	1
Refugee Health	75,003	3,146	71,857	96%	2
Behavioral Health	150,123	180,842	(30,719)	-20%	3
Administration	94,883	83,626	11,257	12%	
Sexual Health	646,042	616,292	29,750	5%	
Total Personnel Costs	4,148,655	3,607,790	540,865	13%	
Other (Supplies, Contractual, Capital, etc.)					
Family Planning	145,267	122,803	22,464	15%	
Pharmacy	7,148,842	7,375,789	(226,947)	-3%	4
Primary Care	119,937	113,103	6,834	6%	
Ryan White	74,496	71,847	2,649	4%	
Refugee Health	36,037	334	35,703	99%	2
Behavioral Health	3,000	-	3,000	100%	
Administration	181,120	123,980	57,140	32%	
Sexual Health	59,223	65,062	(5,839)	-10%	
Total Other Expenses	7,767,922	7,872,918	(104,996)	-1%	
Total Operating Expenses	11,916,577	11,480,709	435,868	4%	
ndirect Costs/Cost Allocations	3,217,476	2,707,504	509,972	16%	
Transfers IN	(199,175)	(139,544)	(59,631)	30%	
Transfers OUT	199,175	139,544	59,631	30%	
Total Transfers & Allocations	3,217,476	2,707,504	509,972	16%	
TOTAL EXPENSES	15,134,053	14,188,212	945,841	6%	

# Patient Encounters By Department



# Patient Encounters By Clinic



# Financial Report Categorization

Statement Category – Revenue	Elements
Charges for Services	Fees received for medical services provided from patients, insurance companies, Medicare, and Medicaid.
Other	Medicaid MCO reimbursements (the wrap), administrative fees, and miscellaneous income (sale of fixed assets, payments on uncollectible charges, etc.).
Grants	Reimbursements for grant-funded operations via Local, State, Federal, and Pass-Through grants.

Statement Category – Expenses	Elements
Salaries, Taxes, and Benefits	Salaries, overtime, stand-by pay, retirement, health insurance, long-term disability, life insurance, etc.
Travel and Training	Mileage reimbursement, training registrations, hotel, flights, rental cars, and meeting expenses pre-approved, job-specific training and professional development.
Supplies	Medical supplies, medications, vaccines, laboratory supplies, office supplies, building supplies, books and reference materials, etc.
Contractual	Temporary staffing for medical/patient/laboratory services, subrecipient expenses, dues/memberships, insurance premiums, advertising, and other professional services.
Property/Capital Outlay	Fixed assets (i.e. buildings, improvements, equipment, vehicles, computers, etc.)
Indirect/Cost Allocation	Indirect/administrative expenses for grant management and allocated costs for shared services (i.e. Executive leadership, finance, IT, facilities, security, etc.)

## Month-to-Month Comparisons

Year-to-Date revenues and expenses by department and by type.

# YTD by Month – September 30, 2025 *By Department*

DEPARTMENT	Jul-25	Aug-25	Sep-25	YTD TOTALS	YTD AVERAGES
Administration (301)	206,479	123,480	122,605	452,563	150,854
Family Planning (309)	124,841	227,027	188,365	540,233	180,078
Pharmacy (333)	3,483,772	2,844,477	3,382,815	9,711,064	3,237,021
Dental Health (336)	-	-	-	-	-
Primary Care (337)	122,170	178,371	137,287	437,828	145,943
Ryan White (338)	174,872	182,512	175,154	532,538	177,513
Refugee Health (344)	(347)	(678)	1,680	655	218
Behavioral Health (345)	33,197	27,124	999	61,320	20,440
Sexual Health (350)	72,637	32,065	5,352	110,055	36,685
TOTAL REVENUES	4,217,621	3,614,379	4,014,256	11,846,256	3,948,752
DEPARTMENT	Jul-25	Aug-25	Sep-25	YTD TOTALS	YTD AVERAGES
Administration (301)	70,680	79,215	104,726	254,622	84,874
Family Planning (309)	138,478	267,099	335,380	740,957	246,986
Pharmacy (333)	3,374,348	3,228,001	2,822,073	9,424,422	3,141,474
Dental Health (336)	-	-	-	-	-
Primary Care (337)	468,407	590,367	822,617	1,881,391	627,130
Ryan White (338)	241,702	315,381	422,000	979,082	326,361
Refugee Health (344)	2,709	-	1,680	4,389	1,463
Behavioral Health (345)	43,031	67,285	106,886	217,202	72,401
Sexual Health (350)	193,372	258,395	373,922	825,690	275,230
TOTAL EXPENSES	4,532,727	4,805,743	4,989,284	14,327,754	4,775,918
NET POSITION:	(315,106)	(1,191,364)	(975,028)	(2,481,498)	(827,166)

## YTD by Month – September 30, 2025 By Type

REVENUE TYPE	Jul-25	Aug-25	Sep-25	YTD TOTALS	YTD AVERAGES
Charges for Services	3,702,564	3,032,383	3,400,119	10,135,066	3,378,355
Other	206,479	125,245	122,605	454,328	151,443
Contributions	-	-	-	-	-
Intergovernmental	264,027	394,677	458,616	1,117,320	372,440
TOTAL REVENUES	4,173,070	3,552,304	3,981,339	11,706,714	3,902,238
EXPENSE TYPE	Jul-25	Aug-25	Sep-25	YTD TOTALS	YTD AVERAGES
Salaries	523,875	723,389	1,179,888	2,427,153	809,051
Taxes and Benefits	264,484	358,856	557,297	1,180,637	393,546
Travel and Training	6,022	12,281	7,060	25,363	8,454
Supplies	2,669,698	2,587,149	2,257,815	7,514,662	2,504,887
Contractual	122,225	108,848	101,820	332,894	110,965
Property	-	-	-	-	-
TOTAL EXPENSES	3,586,304	3,790,524	4,103,881	11,480,709	3,826,903
TRANSFER TYPE	Jul-25	Aug-25	Sep-25	YTD TOTALS	YTD AVERAGES
Indirect/Cost Allocation	901,872	953,145	852,486	2,707,503	902,501
Transfer In	(44,551)	(62,075)	(32,918)	(139,544)	(46,515)
Transfer Out	44,551	62,075	32,918	139,544	46,515
TOTAL TRANSFERS	901,872	953,145	852,486	2,707,503	902,501
NET POSITION:	(315,106)	(1,191,364)	(975,028)	(2,481,498)	(827,166)

Questions?



### **MOTION**

Motion to Accept the September 2025 Year to Date Financial Report, as presented.