



Financial Report

Results as of October 31, 2023

All Funds/Divisions

| Activity | Budget as of October | Actual as of October | Variance | % |
|--------------------------------------|----------------------|----------------------|------------------|-------------|
| Charges for Services | 6,606,826 | 7,819,624 | 1,212,798 | 18% |
| Other | 171,112 | 234,792 | 63,680 | 37% |
| Federal Revenue | 1,668,159 | 1,377,416 | (290,743) | -17% |
| Other Grant Revenue | 60,344 | 4,978 | (55,366) | -92% |
| Pass-Thru Revenue | 770,330 | 767,280 | (3,050) | 0% |
| State Revenue | 174,356 | 51,420 | (122,935) | -71% |
| Total FQHC Revenue | 9,451,127 | 10,255,511 | 804,384 | 9% |
| Salaries | 3,062,317 | 2,660,222 | (402,095) | -13% |
| Taxes & Fringe Benefits | 1,356,948 | 1,199,099 | (157,849) | -12% |
| Travel & Training | 31,522 | 11,924 | (19,598) | -62% |
| Total Salaries & Benefits | 4,450,787 | 3,871,245 | (579,542) | -13% |
| Supplies | 4,367,565 | 5,268,514 | 900,948 | 21% |
| Capital Outlay | 3,333 | 34,399 | 31,066 | 932% |
| Contractual | 740,682 | 335,787 | (404,895) | -55% |
| Total Other Operating | 5,111,580 | 5,638,700 | 527,120 | 10% |
| Indirect Costs/Cost Allocations | 2,251,658 | 2,378,102 | 126,444 | 6% |
| Transfers IN | (473,251) | (338,812) | 134,439 | -28% |
| Transfers OUT | 457,867 | 338,812 | (119,055) | -26% |
| Total Transfers | 2,236,274 | 2,378,102 | 141,828 | 6% |
| Net Position | (2,347,514) | (1,632,536) | 714,979 | -30% |

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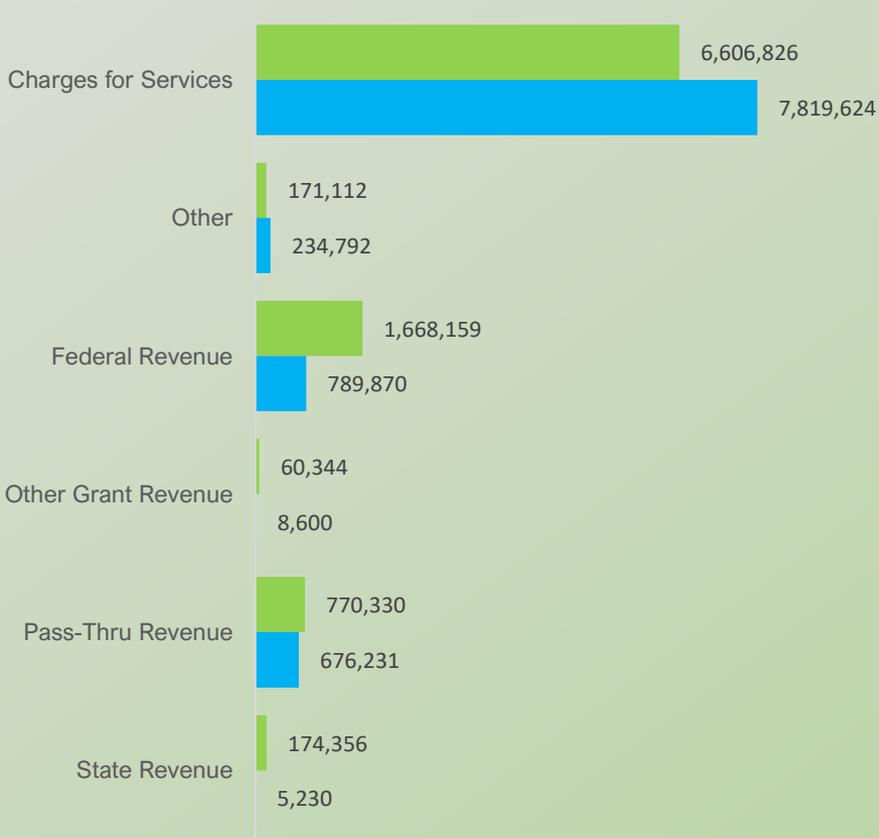
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NOTES:

- 1) GRANT REVENUE IS LAGGING BUDGET EXPECTATIONS DUE TO DELAYED NOTICES OF AWARDS PREVENTING SUBMISSION OF REQUESTS FOR REIMBURSEMENT.
- 2) EMPLOYMENT BUDGET INCLUDES ANTICIPATED FY24 HIRING OF MULTIPLE POSITIONS (MEDICAL DIRECTOR, PHARMACIST, PHARMACY TECHNICIAN) WHICH WERE NOT FILLED AS OF OCTOBER 2023.
- 3) PHARMACY MEDICATIONS CONTINUE TO DRIVE INCREASED SUPPLIES EXPENSE DUE TO INCREASED PATIENT ENCOUNTERS AND MEDICATION INFLATION.
- 4) SIGNIFICANT BUDGETED CONTRACTS FOR THE YEAR HAVE NOT BEGUN AS OF OCTOBER 2023.

Revenues & Expenses

FQHC Total Revenue by Type



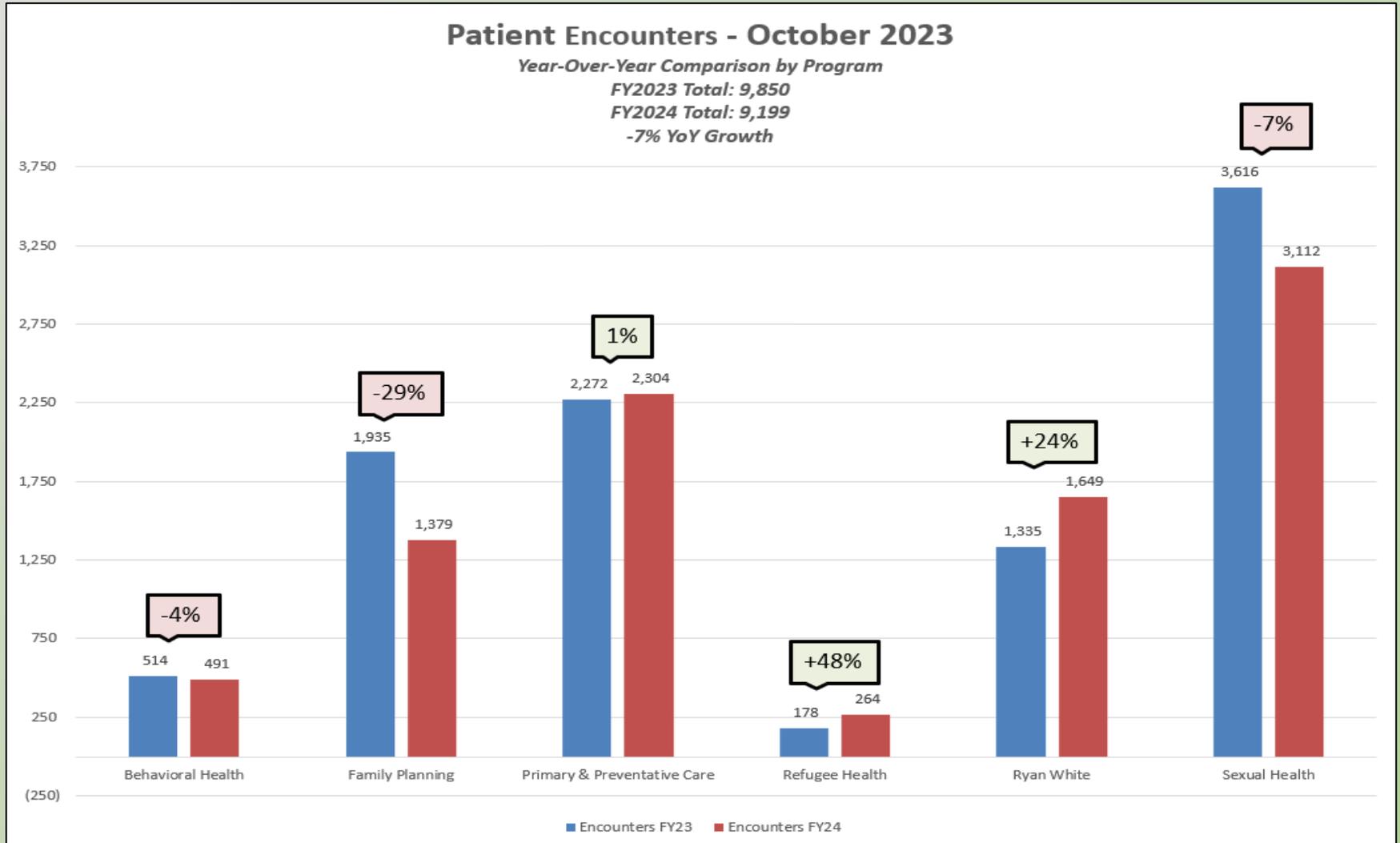
■ Budget ■ Actual

FQHC Total Expense by Type



■ Budget ■ Actual

Patients Encounters by Department



NOTE: SEXUAL HEALTH WAS MOVED TO FQHC IN JULY 2023 (FISCAL YEAR 2024). PRIOR YEAR DATA IS ACTIVITY FROM DEPARTMENT WHILE UNDER SNHD PRIMARY AND PREVENTATIVE CARE.

Patients Encounters by Clinic

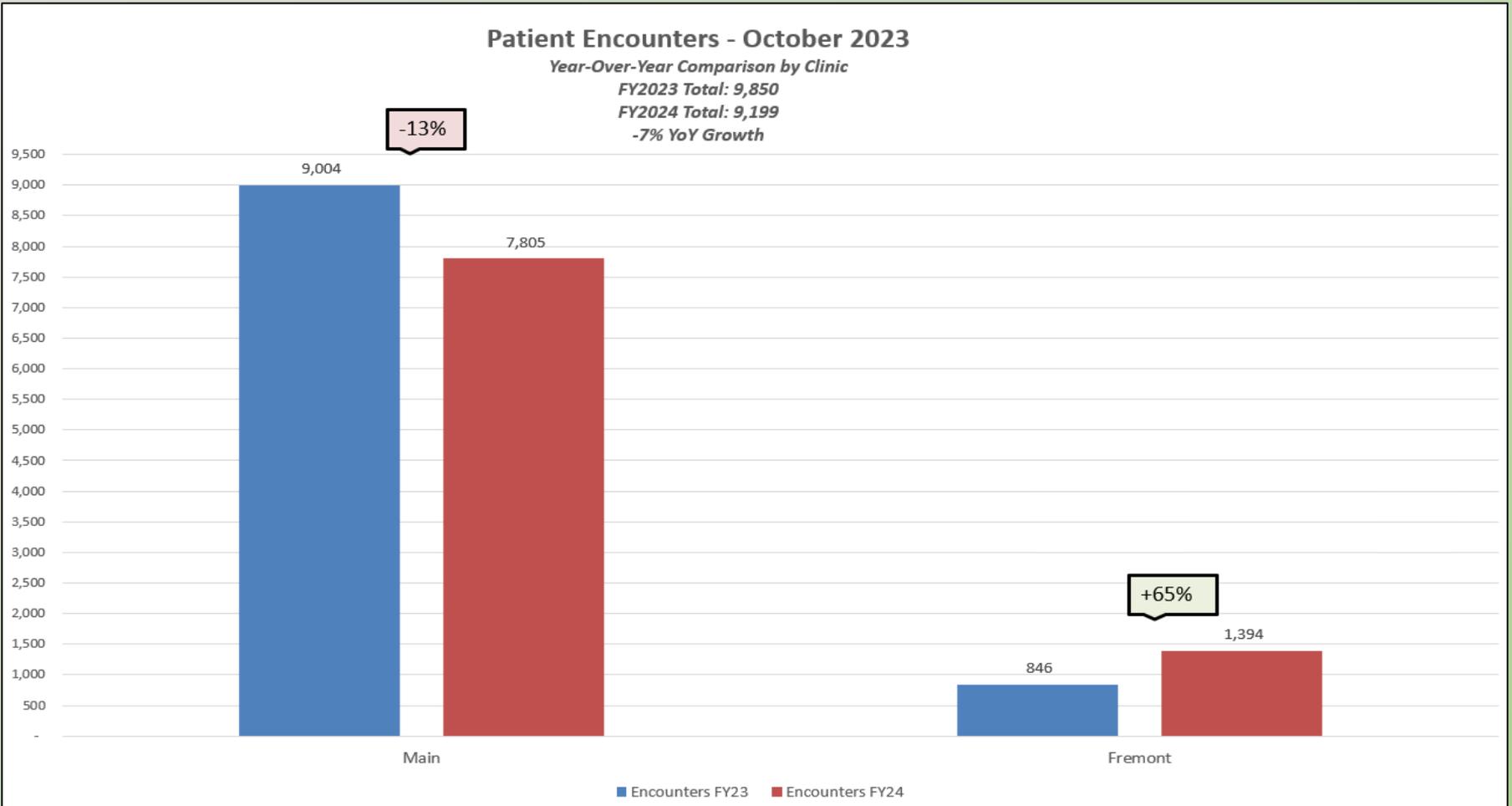
Patient Encounters - October 2023

Year-Over-Year Comparison by Clinic

FY2023 Total: 9,850

FY2024 Total: 9,199

-7% YoY Growth



NOTE: FREMONT CLINIC OPENED ON AUGUST 30TH, 2022.

Revenue by Department

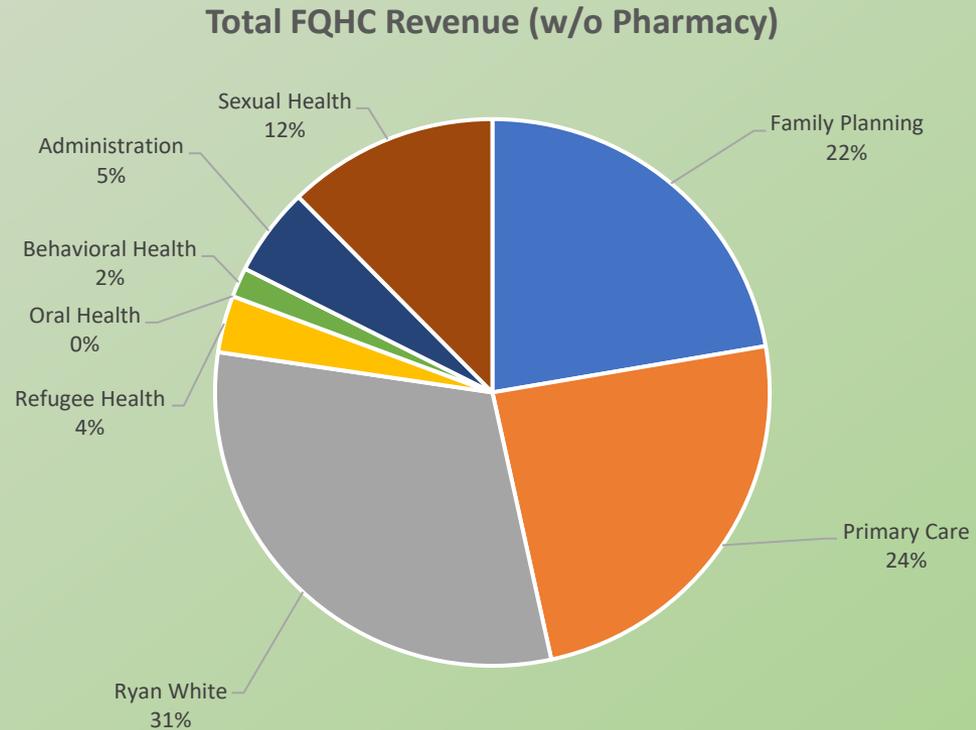
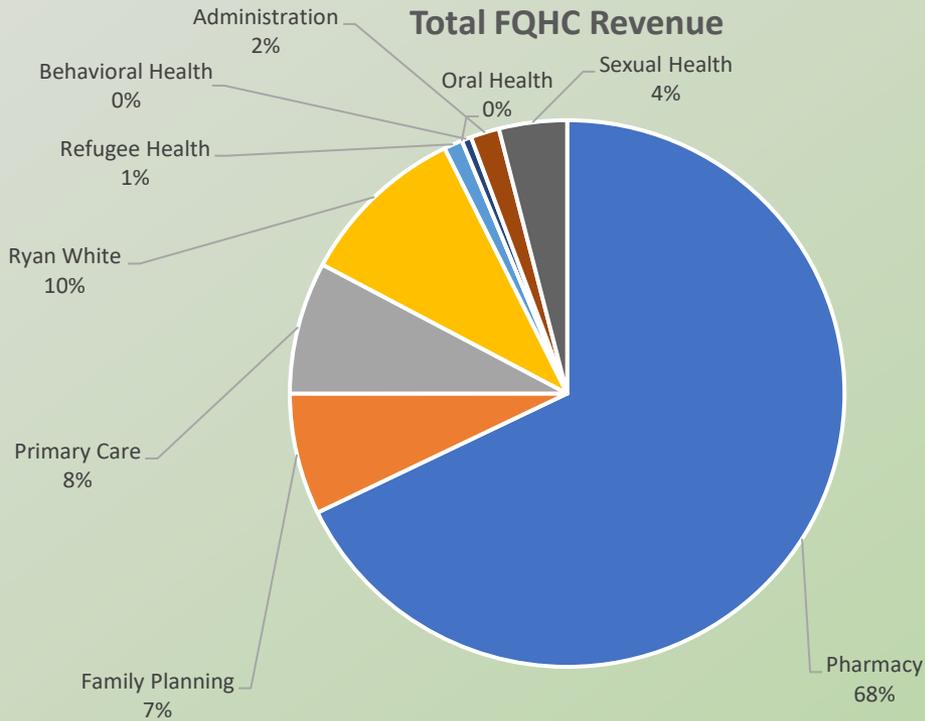
| Department | Budget as of October | Actual as of October | Variance | % |
|--------------------------------------|----------------------|----------------------|------------------|-------------|
| Charges for Services (+ Wrap) | | | | |
| Family Planning | 151,598 | 150,857 | (740) | 0% |
| Pharmacy | 4,962,551 | 6,912,332 | 1,949,782 | 39% |
| Oral Health (Dental) | 49,637 | - | (49,637) | -100% |
| Primary Care | 656,087 | 140,515 | (515,572) | -79% |
| Ryan White | 136,510 | 135,051 | (1,459) | -1% |
| Refugee Health | 42,378 | 36,449 | (5,930) | -14% |
| Behavioral Health | 173,173 | 57,264 | (115,908) | -67% |
| Administration | 167,106 | 234,792 | 67,687 | 41% |
| Sexual Health | 438,899 | 387,155 | (51,744) | -12% |
| OPERATING REVENUE | 6,777,938 | 8,054,416 | 1,276,478 | 19% |
| Grants | | | | |
| Family Planning | 746,609 | 579,962 | (166,647) | -22% |
| Pharmacy | - | - | - | 0% |
| Oral Health (Dental) | - | - | - | 0% |
| Primary Care | 1,115,948 | 656,252 | (459,695) | -41% |
| Ryan White | 716,591 | 873,954 | 157,363 | 22% |
| Refugee Health | 84,556 | 74,049 | (10,506) | -12% |
| Behavioral Health | - | - | - | 0% |
| Sexual Health | 9,486 | 16,877 | 7,391 | 78% |
| SPECIAL REVENUE | 2,673,189 | 2,201,095 | (472,094) | -18% |
| TOTAL REVENUE | 9,451,127 | 10,255,511 | 804,384 | 9% |

NOTES:

- 1) ADDITIONAL PATIENT ENCOUNTERS ARE DRIVING MORE REVENUE AND REIMBURSABLE EXPENSES VIA THE PHARMACY.
- 2) SERVICES NOT YET OPERATIONAL IN OCTOBER 2023.
- 3) PATIENT VOLUME LAGGING EXPECTATIONS DUE TO OPEN POSITIONS LIMITING CAPACITY.
- 4) PATIENT VOLUME LAGGING EXPECTATIONS DUE TO LESS-THAN-EXPECTED DEMAND.
- 5) WRAP REVENUE FROM STATE POSTED TO ADMINISTRATION "OTHER REVENUE" CATEGORY SINCE IT IS NOT BROKEN DOWN BY PROGRAM/CLAIM WHEN PAID BY STATE.
- 6) GRANT REVENUES ARE TRAILING BUDGET DUE TO PENDING ONBOARDING OF GRANT-FUNDED POSITIONS AND ASSOCIATED REVENUE AND REIMBURSABLE EXPENSES.
- 7) NO BUDGETED GRANT ACTIVITY FOR FY 2024.

Revenue by Department

(With and without Pharmacy)



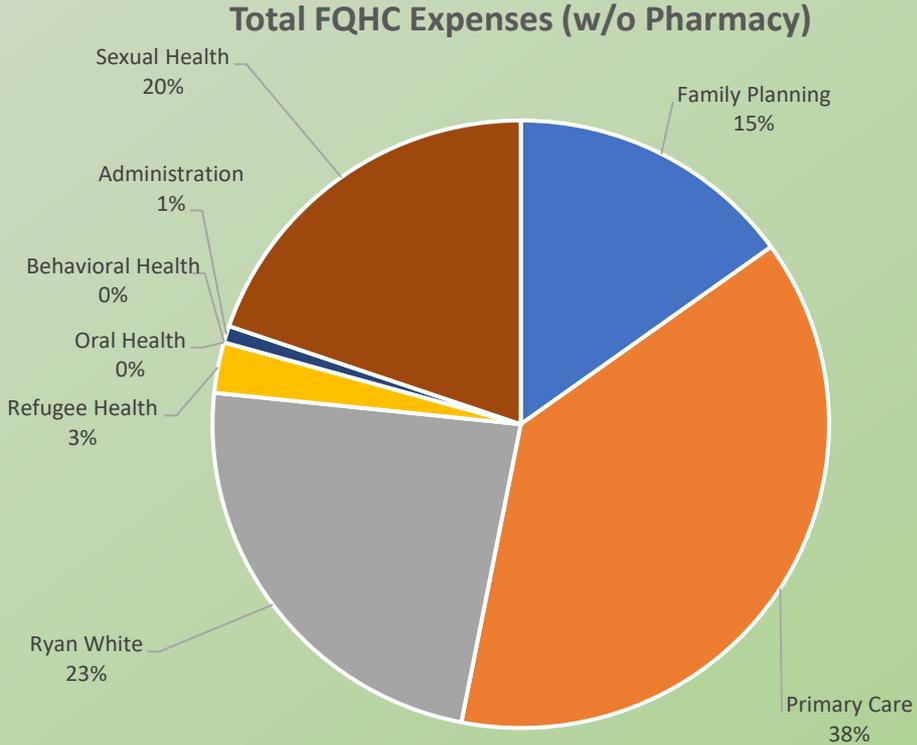
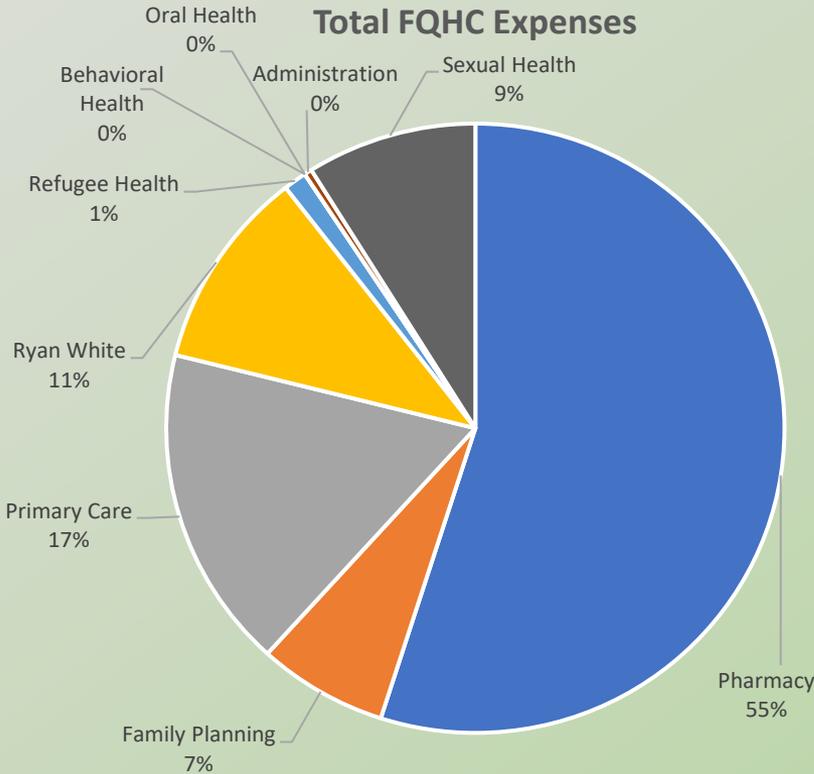
Expenses by Department

| Department | Budget as of October | Actual as of October | Variance | % |
|---|----------------------|----------------------|------------------|-------------|
| Employment (Salaries, Taxes, Fringe) | | | | |
| Family Planning | 629,106 | 532,693 | (96,412) | -15% |
| Pharmacy | 179,630 | 99,337 | (80,293) | -45% |
| Oral Health (Dental) | - | - | - | 0% |
| Primary Care | 1,759,802 | 1,414,552 | (345,250) | -20% |
| Ryan White | 823,013 | 907,196 | 84,184 | 10% |
| Refugee Health | 59,634 | 101,046 | 41,412 | 69% |
| Behavioral Health | 111,725 | - | (111,725) | -100% |
| Administration | 75,707 | 33,690 | (42,017) | -55% |
| Sexual Health | 780,648 | 770,805 | (9,843) | -1% |
| Total Personnel Costs | 4,419,265 | 3,859,321 | (559,944) | -13% |
| Other (Supplies, Contractual, Capital, etc.) | | | | |
| Family Planning | 204,338 | 113,196 | (91,142) | -45% |
| Pharmacy | 3,964,585 | 5,126,681 | 1,162,096 | 29% |
| Oral Health (Dental) | 18,403 | - | (18,403) | -100% |
| Primary Care | 702,939 | 213,941 | (488,998) | -70% |
| Ryan White | 95,441 | 102,254 | 6,813 | 7% |
| Refugee Health | 58,221 | 14,291 | (43,930) | -75% |
| Behavioral Health | 4,200 | - | (4,200) | -100% |
| Administration | 27,012 | 4,420 | (22,592) | -84% |
| Sexual Health | 67,964 | 75,842 | 7,878 | 12% |
| Total Other Expenses | 5,143,102 | 5,650,624 | 507,522 | 10% |
| Total Operating Expenses | 9,562,367 | 9,509,945 | (52,422) | -1% |
| Indirect Costs/Cost Allocations | 2,251,658 | 2,378,102 | 126,444 | 6% |
| Transfers IN | (473,251) | (338,812) | 134,439 | -28% |
| Transfers OUT | 457,867 | 338,812 | (119,055) | -26% |
| Total Transfers & Allocations | 2,236,274 | 2,378,102 | 141,828 | 6% |
| TOTAL EXPENSES | 11,798,641 | 11,888,046 | 89,405 | 1% |

- NOTES:
- 1) EXPENSES ARE TRAILING BUDGETED EXPECTATIONS DUE TO ANTICIPATED GRANT-FUNDED, REIMBURSABLE EXPENSES NOT YET SPENT/OPERATIONALIZED.
 - 2) SERVICES NOT YET OPERATIONAL IN OCTOBER 2023.
 - 3) PHARMACY MEDICATIONS CONTINUE TO DRIVE INCREASED SUPPLIES EXPENSE DUE TO INCREASED PATIENT ENCOUNTERS AND MEDICATION INFLATION.
 - 4) GRANT-FUNDED EXPENSES NOT YET RECORDED DUE TO PENDING BUDGET REALLOCATION BETWEEN SHND PRIMARY CARE AND FQHC.

Expenses by Department

(With and Without Pharmacy)



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 | 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.) |