



Financial Report

Results as of March 31, 2024

All Funds/Divisions

Activity	Budget as of March	Actual as of March	Variance	%
Charges for Services	18,497,740	18,300,980	(196,760)	-1%
Other	375,000	458,551	83,551	22%
Federal Revenue	5,416,082	2,699,122	(2,716,960)	-50%
Other Grant Revenue	86,350	7,506	(78,844)	-91%
Pass-Thru Revenue	2,262,194	2,114,566	(147,628)	-7%
State Revenue	121,033	200,052	79,019	65%
Total FQHC Revenue	26,758,400	23,780,778	(2,977,622)	-11%
Salaries	6,499,109	6,080,981	(418,129)	-6%
Taxes & Fringe Benefits	2,946,275	2,720,802	(225,473)	-8%
Travel & Training	64,192	58,228	(5,964)	-9%
Total Salaries & Benefits	9,509,576	8,860,010	(649,566)	-7%
Supplies	14,048,795	14,247,655	198,859	1%
Capital Outlay	14,625	43,798	29,173	199%
Contractual	1,747,406	866,224	(881,183)	-50%
Total Other Operating	15,810,827	15,157,677	(653,150)	-4%
Indirect Costs/Cost Allocations	3,937,767	3,228,794	(708,973)	-18%
Transfers IN	(401,131)	(569,354)	(168,222)	42%
Transfers OUT	401,837	569,354	167,517	42%
Total Transfers	3,938,473	3,228,794	(709,679)	-18%
Total FQHC Expenses	29,258,876	27,246,481	(2,012,395)	-7%
Net Position	(2,500,476)	(3,465,703)	(965,227)	39%

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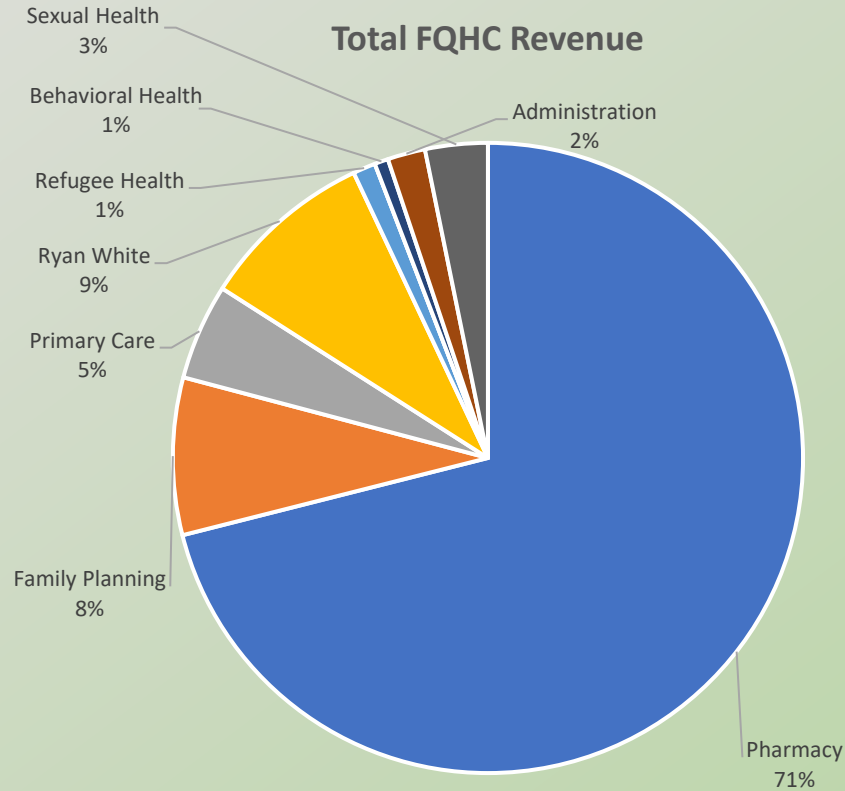
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NOTES:

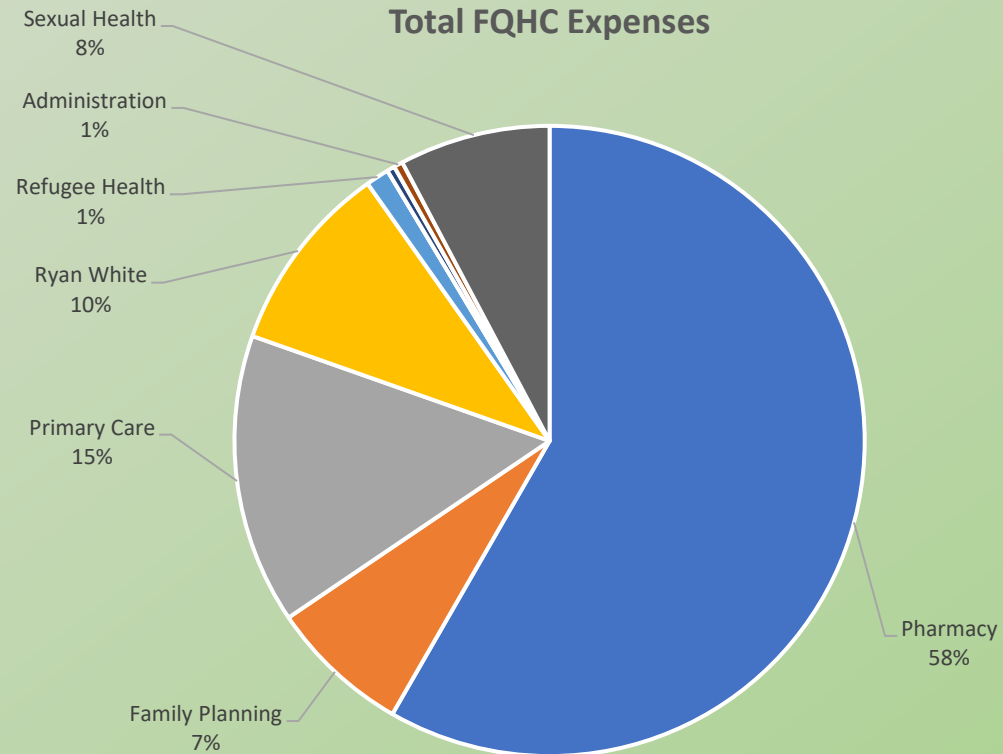
- 1) GRANT REVENUE AND PERSONNEL BUDGETS WILL BE ALIGNED TO EXPECTATIONS DURING AUGMENTATION.
- 2) CAPITAL EXPENSES FOR PURCHASE OF SURGICAL EQUIPMENT, SOFTWARE LICENSES, AND NEW PERMANENT SIGN.
- 3) SIGNIFICANT BUDGETED CONTRACTS EXPENSES NOT REQUIRED AS OF MARCH 2024.

Revenues and Expenses by Department

Total FQHC Revenue



Total FQHC Expenses



Revenue by Department

Department	Budget as of March	Actual as of March	Variance	%
Charges for Services, Other, Wrap				
Family Planning	349,494	206,262	(143,232)	-41%
Pharmacy	16,038,252	16,915,817	877,565	5%
Oral Health (Dental)	114,509	-	(114,509)	-100%
Primary Care	266,446	103,994	(162,452)	-61%
Ryan White	314,916	156,189	(158,727)	-50%
Refugee Health	97,763	97,600	(163)	0%
Behavioral Health	106,007	92,006	(14,001)	-13%
Administration	375,000	460,843	85,843	23%
Sexual Health	1,210,354	725,852	(484,502)	-40%
OPERATING REVENUE	18,872,740	18,758,563	(114,177)	-1%
Grants				
Family Planning	1,496,357	1,633,290	136,933	9%
Pharmacy	-	968	968	0%
Oral Health (Dental)	-	-	-	0%
Primary Care	3,986,389	1,242,293	(2,744,096)	-69%
Ryan White	2,071,103	1,901,145	(169,958)	-8%
Refugee Health	303,280	151,043	(152,237)	-50%
Behavioral Health	-	49,044	49,044	0%
Sexual Health	28,531	44,432	15,901	56%
SPECIAL REVENUE	7,885,660	5,022,215	(2,863,445)	-36%
TOTAL REVENUE	26,758,400	23,780,778	(2,977,622)	-11%

- NOTES:
- 1) ADDITIONAL 459K IN REVENUE RECEIVED FROM PRIOR YEAR'S ACTIVITY DUE TO VENDOR TRUE-UP FROM EFFECTIVE RATE CONTRACT.
 - 2) SERVICES NOT YET OPERATIONAL IN MARCH 2024 (ANTICIPATING GO-LIVE IN Q4 FY25).
 - 3) APPROVED SHC BUDGET ESTABLISHED PRIOR TO CONSOLIDATION IN JULY 2023. UPDATING EXPECTATIONS FOR FY24 AND FY25.
 - 4) NO BUDGETED GRANT ACTIVITY FOR FY 2024.
 - 5) GRANT REVENUE AND PERSONNEL BUDGETS WILL BE ALIGNED TO EXPECTATIONS DURING AUGMENTATION.
 - 6) CAPACITY RESERVED BUT ENCOUNTERS LIMITED BY COMMUNITY PARTNERSHIP ELIGIBLE REFERRALS.

Expenses by Department

Department	Budget as of March	Actual as of March	Variance	%
Employment (Salaries, Taxes, Fringe)				
Family Planning	1,309,276	1,256,788	(52,487)	-4%
Pharmacy	281,123	260,731	(20,391)	-7%
Oral Health (Dental)	-	-	-	0%
Primary Care	3,547,732	3,180,491	(367,241)	-10%
Ryan White	2,147,439	2,061,160	(86,279)	-4%
Refugee Health	219,635	211,538	(8,098)	-4%
Behavioral Health	40,593	95,150	54,558	134%
Administration	70,711	75,353	4,642	7%
Sexual Health	1,828,875	1,660,570	(168,305)	-9%
Total Personnel Costs	9,445,384	8,801,782	(643,602)	-7%
Other (Supplies, Contractual, Capital, etc.)				
Family Planning	363,610	477,369	113,759	31%
Pharmacy	13,266,552	13,744,316	477,764	4%
Oral Health (Dental)	41,408	-	(41,408)	-100%
Primary Care	1,584,264	391,295	(1,192,969)	-75%
Ryan White	214,742	292,692	77,950	36%
Refugee Health	130,998	75,704	(55,294)	-42%
Behavioral Health	9,450	814	(8,636)	-91%
Administration	60,777	35,056	(25,721)	-42%
Sexual Health	203,218	198,660	(4,558)	-2%
Total Other Expenses	15,875,019	15,215,905	(659,114)	-4%
Total Operating Expenses	25,320,403	24,017,687	(1,302,716)	-5%
Indirect Costs/Cost Allocations	3,937,767	3,228,794	(708,973)	-18%
Transfers IN	(401,131)	(569,354)	(168,222)	42%
Transfers OUT	401,837	569,354	167,517	42%
Total Transfers & Allocations	3,938,473	3,228,794	(709,679)	-18%
TOTAL EXPENSES	29,258,876	27,246,481	(2,012,395)	-7%

NOTES:

- 1) SERVICES NOT YET OPERATIONAL IN MARCH 2024.
- 2) BUDGET FOR GRANT-FUNDED EXPENSES WILL BE INCREASED IN AUGMENTATION.
- 3) SIGNIFICANT BUDGETED CONTRACTS EXPENSES NOT REQUIRED AS OF MARCH 2024.

Patients Encounters by Department

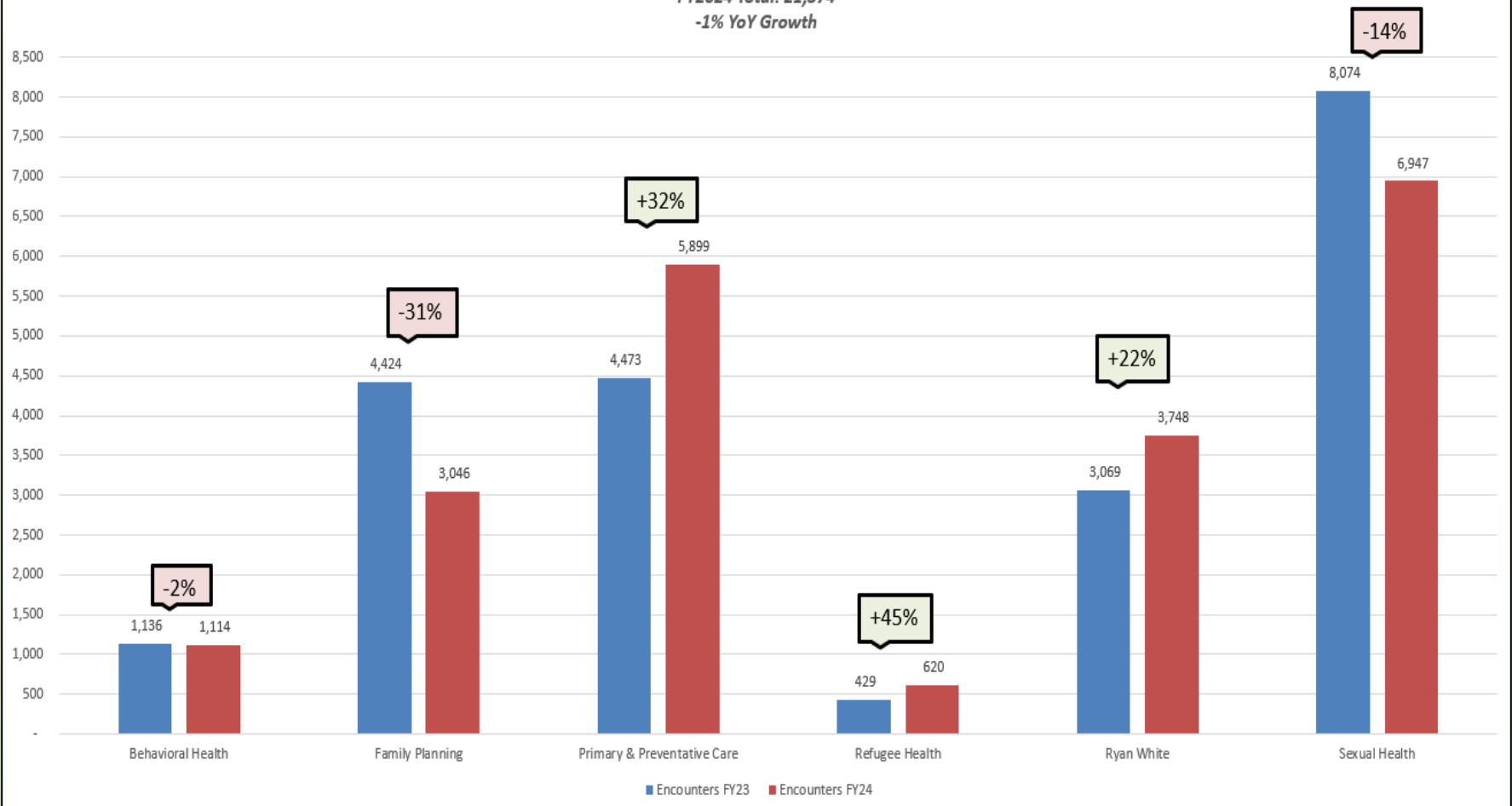
Patient Encounters - March 2024

Year-Over-Year Comparison by Program

FY2023 Total: 21,605

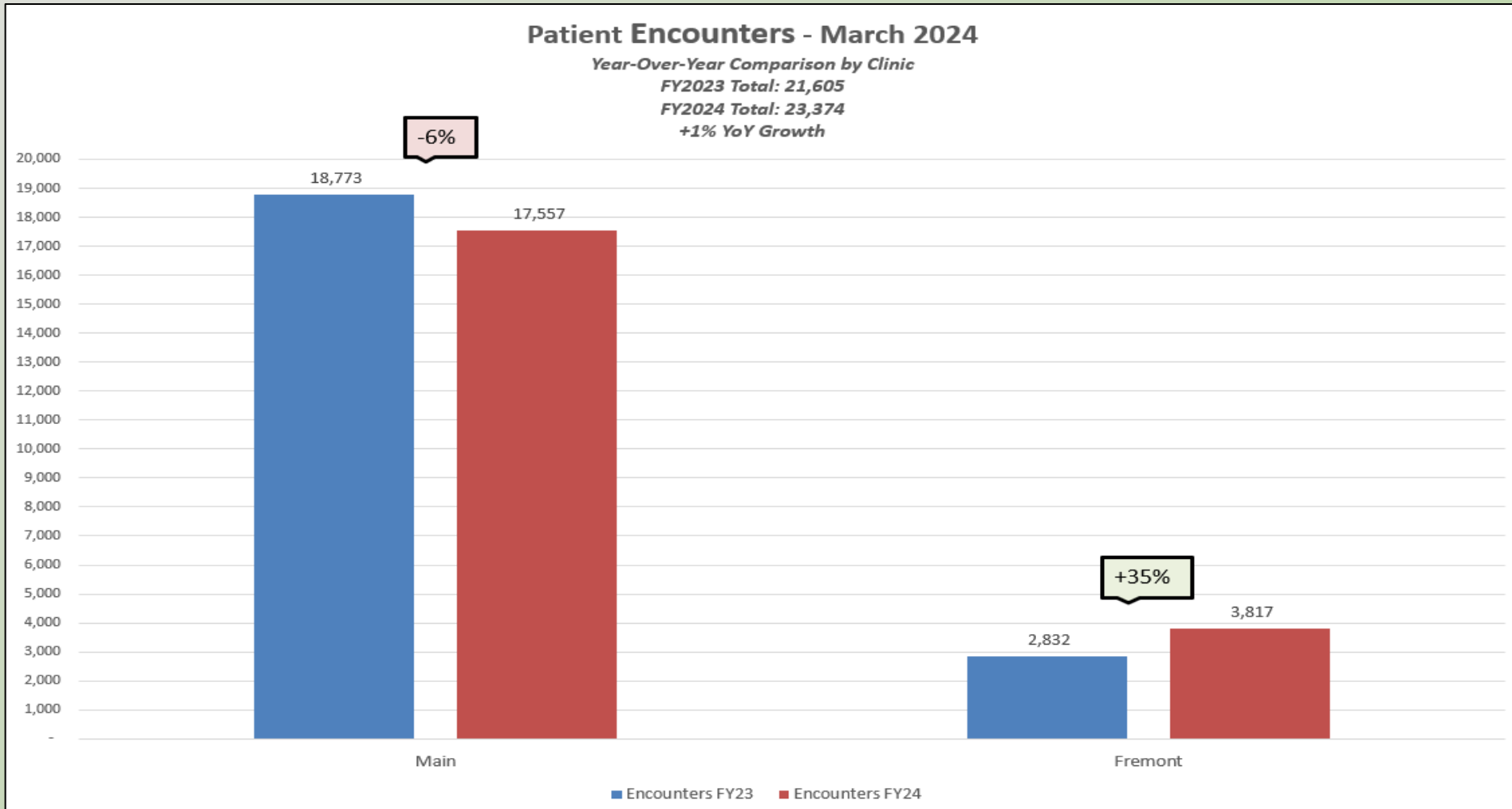
FY2024 Total: 21,374

-1% YoY Growth



NOTE: PATIENT ENCOUNTERS INCLUDE VISITS PROVIDED BY LICENSED INDEPENDENT PRACTITIONERS (LIPS) AND NURSES. FY24 SEXUAL HEALTH CLINIC ENCOUNTERS DO NOT INCLUDE SELECT NURSE VISITS THAT ARE NOW PROVIDED IN THE PRIMARY AND PREVENTATIVE CARE DIVISION.

Patients Encounters by Clinic



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

Financial Report Categorization

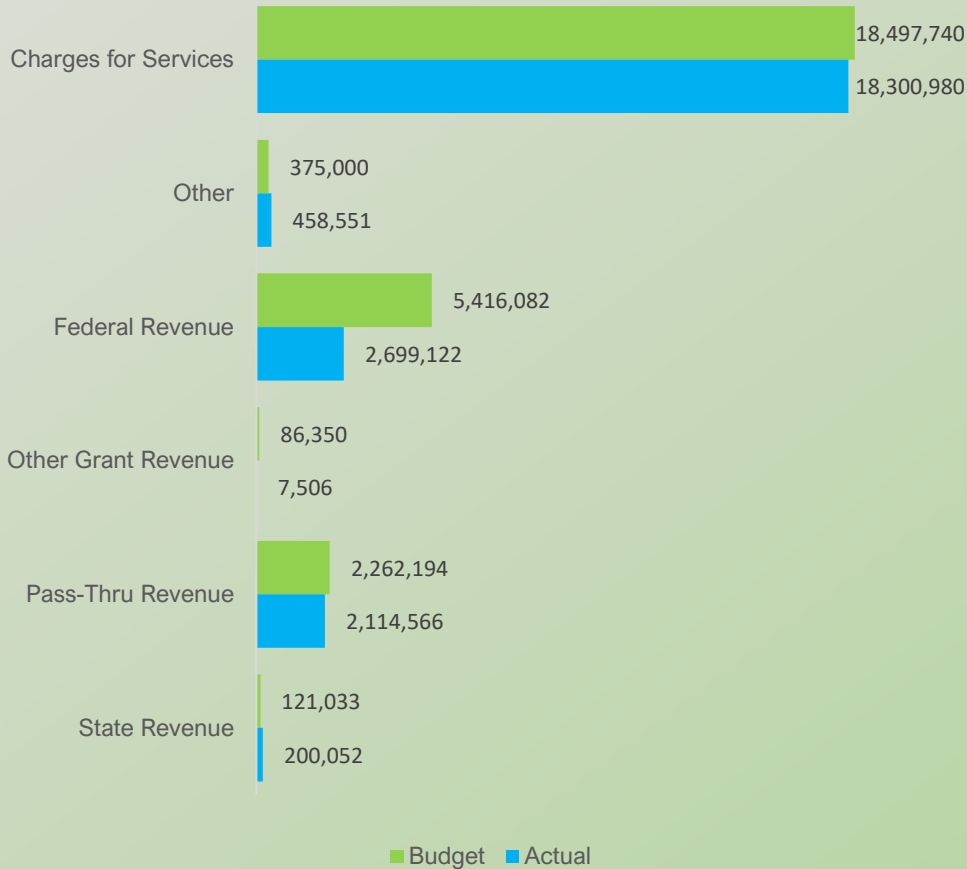
Statement Category – Revenue	Elements
Charges for Services	Fees received for medical services provided from patients, insurance companies, Medicare, and Medicaid.
Other	Medicaid MCO reimbursements (the wrap), administrative fees, and miscellaneous income (sale of fixed assets, payments on uncollectible 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.)

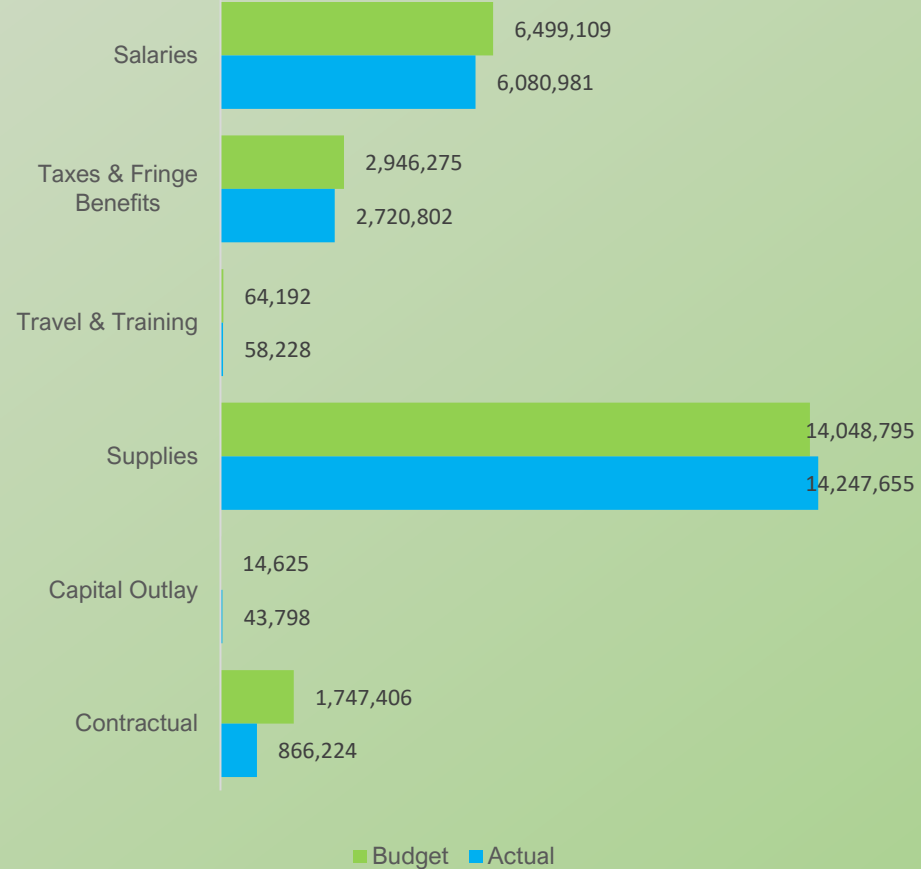
Additional Information

Revenues & Expenses

FQHC Total Revenue by Type

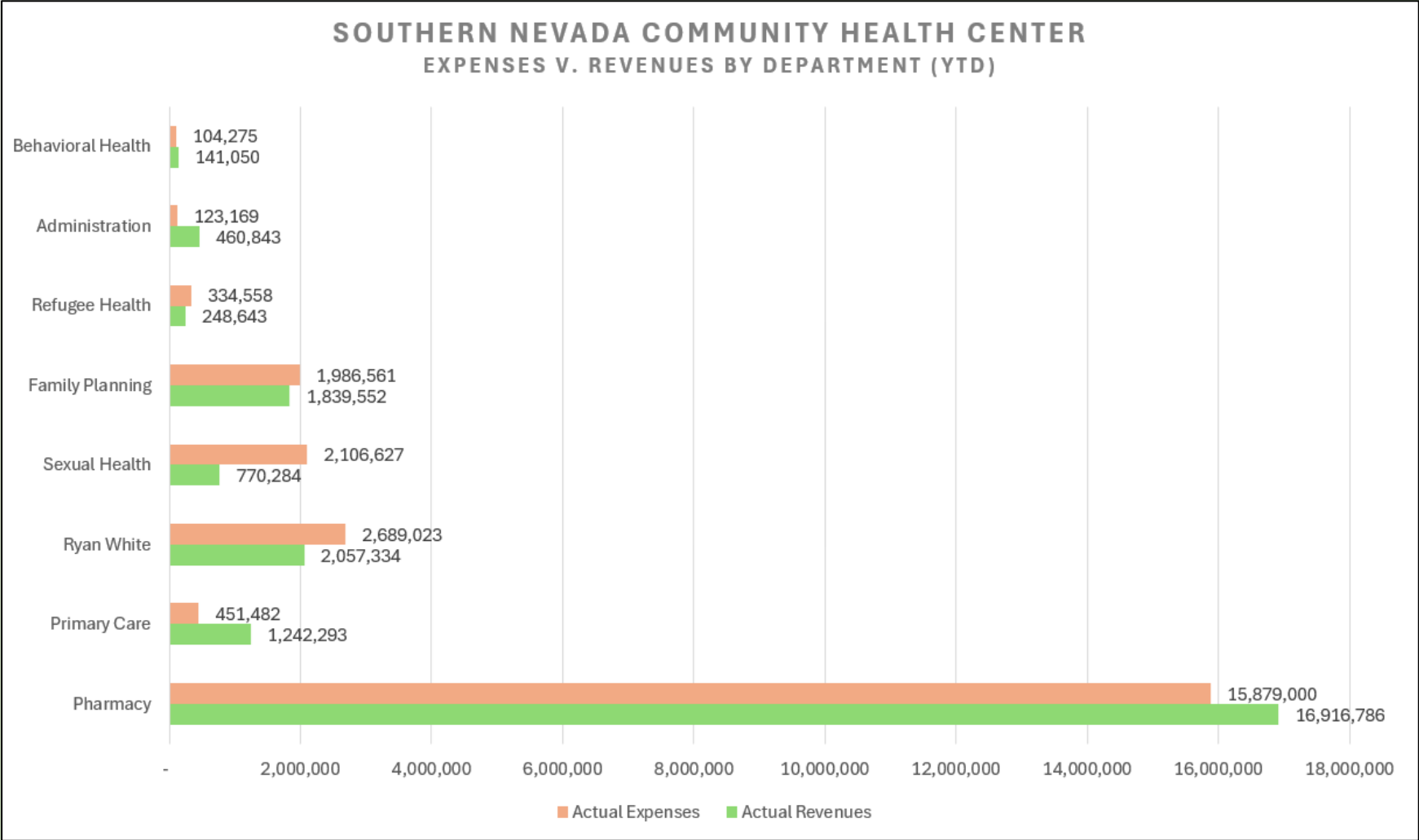


FQHC Total Expense by Type

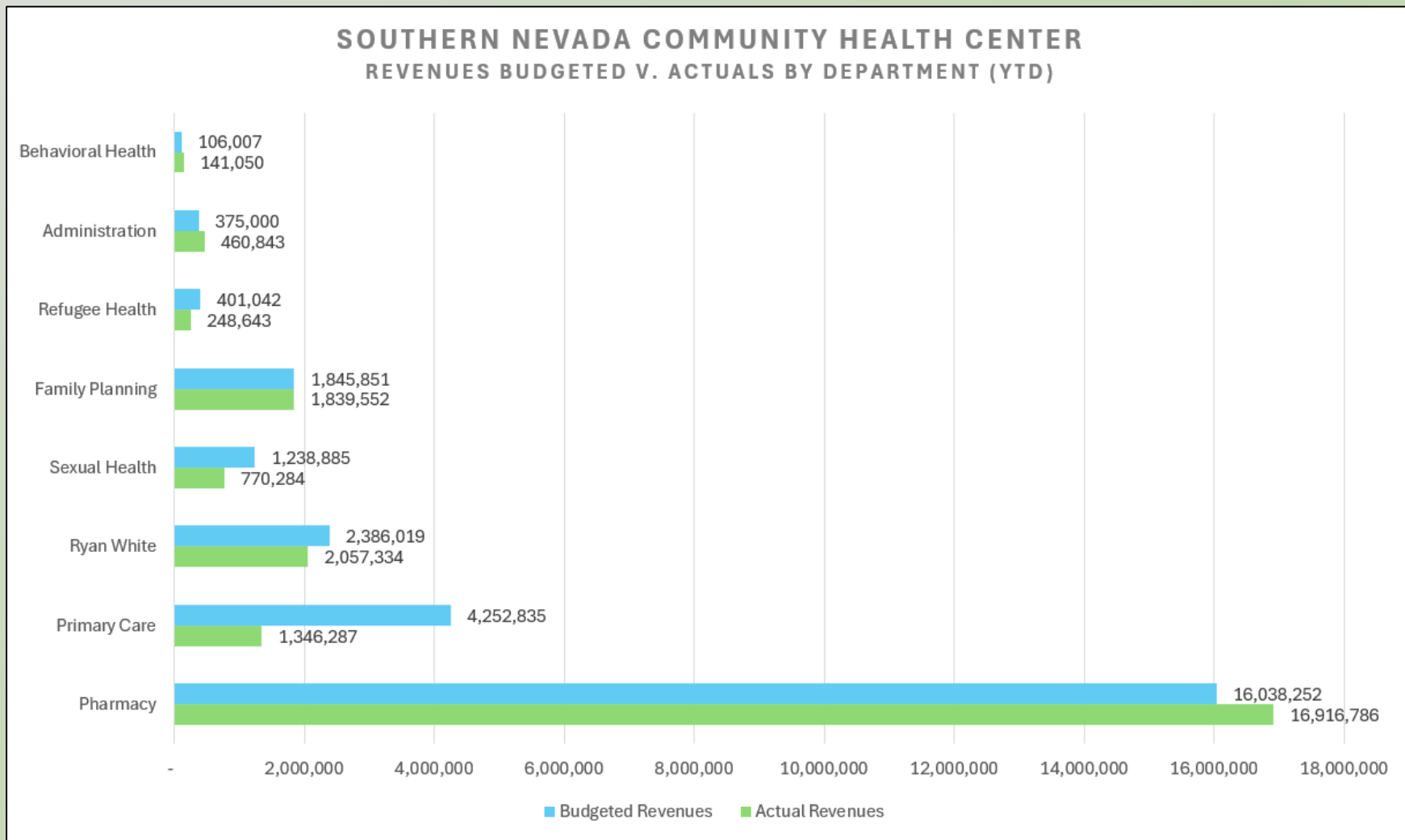


Expenses v. Revenues by Department

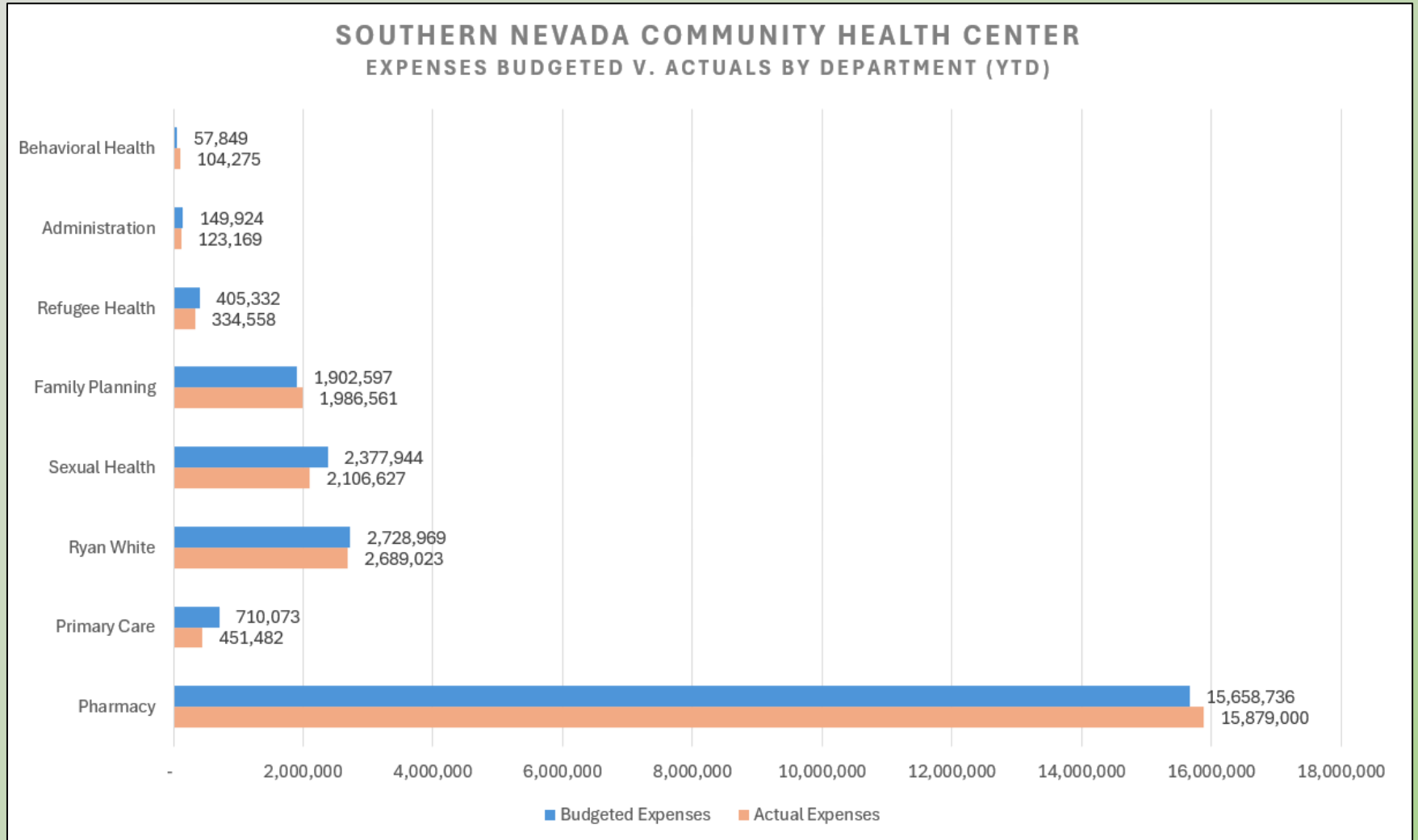
Year-to-Date



Revenues Budgeted v. Actuals by Department Year-to-Date



Expenses Budgeted v. Actuals by Department Year-to-Date





Questions?