



# Financial Report

Results as of April 30, 2024

# All Funds/Divisions

| Activity                             | Budget as of April | Actual as of April | Variance           | %           |
|--------------------------------------|--------------------|--------------------|--------------------|-------------|
| Charges for Services                 | 20,553,044         | 20,937,602         | 384,557            | 2%          |
| Other                                | 416,667            | 552,287            | 135,620            | 33%         |
| Federal Revenue                      | 6,017,869          | 2,994,176          | (3,023,693)        | -50%        |
| Other Grant Revenue                  | 95,945             | 4,978              | (90,967)           | -95%        |
| Pass-Thru Revenue                    | 2,513,549          | 2,238,902          | (274,647)          | -11%        |
| State Revenue                        | 134,482            | 239,715            | 105,234            | 78%         |
| <b>Total FQHC Revenue</b>            | <b>29,731,556</b>  | <b>26,967,660</b>  | <b>(2,763,896)</b> | <b>-9%</b>  |
| Salaries                             | 7,221,232          | 6,641,660          | (579,572)          | -8%         |
| Taxes & Fringe Benefits              | 3,273,639          | 2,991,952          | (281,687)          | -9%         |
| Travel & Training                    | 71,325             | 58,941             | (12,384)           | -17%        |
| <b>Total Salaries &amp; Benefits</b> | <b>10,566,196</b>  | <b>9,692,553</b>   | <b>(873,643)</b>   | <b>-8%</b>  |
| Supplies                             | 15,609,773         | 14,617,276         | (992,497)          | -6%         |
| Capital Outlay                       | 16,250             | 43,798             | 27,548             | 170%        |
| Contractual                          | 1,941,563          | 981,630            | (959,932)          | -49%        |
| <b>Total Other Operating</b>         | <b>17,567,585</b>  | <b>15,642,704</b>  | <b>(1,924,881)</b> | <b>-11%</b> |
| Indirect Costs/Cost Allocations      | 4,375,297          | 3,860,436          | (514,861)          | -12%        |
| Transfers IN                         | (445,702)          | (602,371)          | (156,670)          | 35%         |
| Transfers OUT                        | 446,486            | 602,371            | 155,885            | 35%         |
| <b>Total Transfers</b>               | <b>4,376,081</b>   | <b>3,860,436</b>   | <b>(515,645)</b>   | <b>-12%</b> |
| <b>Total FQHC Expenses</b>           | <b>32,509,862</b>  | <b>29,195,693</b>  | <b>(3,314,170)</b> | <b>-10%</b> |
| <b>Net Position</b>                  | <b>(2,778,307)</b> | <b>(2,228,033)</b> | <b>550,274</b>     | <b>-20%</b> |

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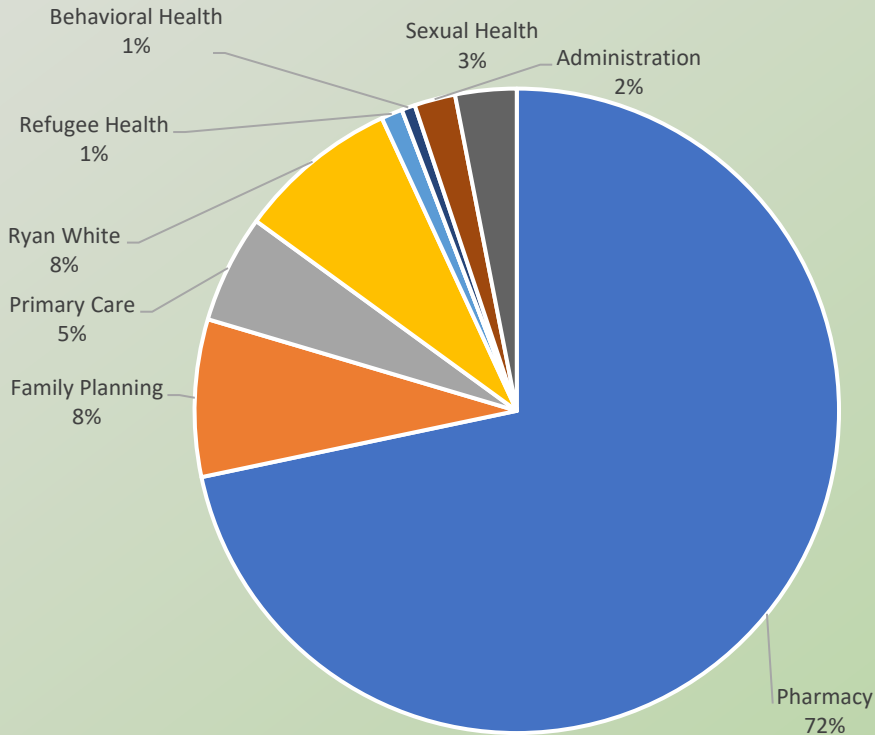
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NOTES:

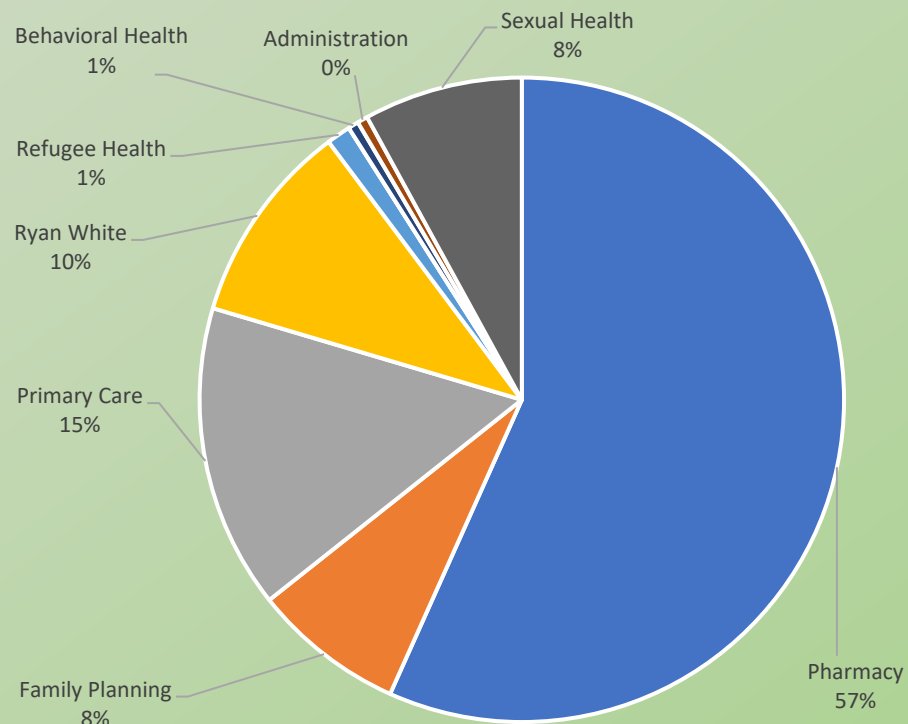
- 1) GRANT REVENUE AND PERSONNEL BUDGETS WILL BE ALIGNED TO EXPECTATIONS DURING AUGMENTATION.
- 2) CAPITAL EXPENSES FOR PURCHASE OF SURGICAL EQUIPMENT, SOFTWARE LICENSES, AND NEW PERMANENT SIGN.
- 3) SIGNIFICANT BUDGETED CONTRACTS EXPENSES NOT REQUIRED AS OF APRIL 2024.

# Revenues and Expenses by Department

## Total FQHC Revenue



## Total FQHC Expenses



# Revenue by Department

| Department                               | Budget as of April | Actual as of April | Variance           | %           |
|--|--------------------|--------------------|--------------------|-------------|
| <b>Charges for Services, Other, Wrap</b> |                    |                    |                    |             |
| Family Planning                          | 388,327            | 239,329            | (148,997)          | -38%        |
| Pharmacy                                 | 17,820,280         | 19,334,992         | 1,514,713          | 8%          |
| Oral Health (Dental)                     | 127,232            | -                  | (127,232)          | -100%       |
| Primary Care                             | 296,051            | 163,652            | (132,399)          | -45%        |
| Ryan White                               | 349,907            | 179,402            | (170,504)          | -49%        |
| Refugee Health                           | 108,625            | 119,211            | 10,586             | 10%         |
| Behavioral Health                        | 117,786            | 113,571            | (4,215)            | -4%         |
| Administration                           | 416,667            | 554,578            | 137,911            | 33%         |
| Sexual Health                            | 1,344,838          | 784,183            | (560,655)          | -42%        |
| <b>OPERATING REVENUE</b>                 | <b>20,969,711</b>  | <b>21,488,920</b>  | <b>519,209</b>     | <b>2%</b>   |
| <b>Grants</b>                            |                    |                    |                    |             |
| Family Planning                          | 1,662,619          | 1,887,712          | 225,093            | 14%         |
| Pharmacy                                 | -                  | 968                | 968                | 0%          |
| Oral Health (Dental)                     | -                  | -                  | -                  | 0%          |
| Primary Care                             | 4,429,321          | 1,300,699          | (3,128,622)        | -71%        |
| Ryan White                               | 2,301,226          | 2,007,330          | (293,896)          | -13%        |
| Refugee Health                           | 336,978            | 169,194            | (167,783)          | -50%        |
| Behavioral Health                        | -                  | 68,404             | 68,404             | 0%          |
| Sexual Health                            | 31,701             | 44,432             | 12,731             | 40%         |
| <b>SPECIAL REVENUE</b>                   | <b>8,761,845</b>   | <b>5,478,740</b>   | <b>(3,283,105)</b> | <b>-37%</b> |
| <b>TOTAL REVENUE</b>                     | <b>29,731,556</b>  | <b>26,967,660</b>  | <b>(2,763,896)</b> | <b>-9%</b>  |

- 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 APRIL 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 April | Actual as of April | Variance           | %           |
|---|--------------------|--------------------|--------------------|-------------|
| <b>Employment (Salaries, Taxes, Fringe)</b>         |                    |                    |                    |             |
| Family Planning                                     | 1,454,751          | 1,416,456          | (38,294)           | -3%         |
| Pharmacy  | 312,359            | 292,026            | (20,333)           | -7%         |
| Oral Health (Dental)                                | -                  | -                  | -                  | 0%          |
| Primary Care  | 3,941,924          | 3,437,089          | (504,835)          | -13%        |
| Ryan White  | 2,386,044          | 2,256,011          | (130,033)          | -5%         |
| Refugee Health                                      | 244,039            | 227,383            | (16,656)           | -7%         |
| Behavioral Health                                   | 45,103             | 132,455            | 87,352             | 194%        |
| Administration                                      | 78,568             | 82,076             | 3,508              | 4%          |
| Sexual Health                                       | 2,032,084          | 1,790,115          | (241,969)          | -12%        |
| <b>Total Personnel Costs</b>                        | <b>10,494,871</b>  | <b>9,633,612</b>   | <b>(861,259)</b>   | <b>-8%</b>  |
| <b>Other (Supplies, Contractual, Capital, etc.)</b> |                    |                    |                    |             |
| Family Planning                                     | 404,011            | 516,426            | 112,416            | 28%         |
| Pharmacy  | 14,740,613         | 14,073,643         | (666,970)          | -5%         |
| Oral Health (Dental)                                | 46,008             | -                  | (46,008)           | -100%       |
| Primary Care  | 1,760,293          | 428,788            | (1,331,505)        | -76%        |
| Ryan White  | 238,603            | 323,055            | 84,453             | 35%         |
| Refugee Health                                      | 145,553            | 79,055             | (66,498)           | -46%        |
| Behavioral Health                                   | 10,500             | 814                | (9,686)            | -92%        |
| Administration                                      | 67,530             | 50,270             | (17,260)           | -26%        |
| Sexual Health                                       | 225,798            | 229,594            | 3,796              | 2%          |
| <b>Total Other Expenses</b>                         | <b>17,638,910</b>  | <b>15,701,645</b>  | <b>(1,937,265)</b> | <b>-11%</b> |
| <b>Total Operating Expenses</b>                     | <b>28,133,781</b>  | <b>25,335,257</b>  | <b>(2,798,524)</b> | <b>-10%</b> |
| Indirect Costs/Cost Allocations                     | 4,375,297          | 3,860,436          | (514,861)          | -12%        |
| Transfers IN  | (445,702)          | (602,371)          | (156,670)          | 35%         |
| Transfers OUT                                       | 446,486            | 602,371            | 155,885            | 35%         |
| <b>Total Transfers &amp; Allocations</b>            | <b>4,376,081</b>   | <b>3,860,436</b>   | <b>(515,645)</b>   | <b>-12%</b> |
| <b>TOTAL EXPENSES</b>                               | <b>32,509,862</b>  | <b>29,195,693</b>  | <b>(3,314,170)</b> | <b>-10%</b> |

NOTES:

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

# Patients Encounters by Department

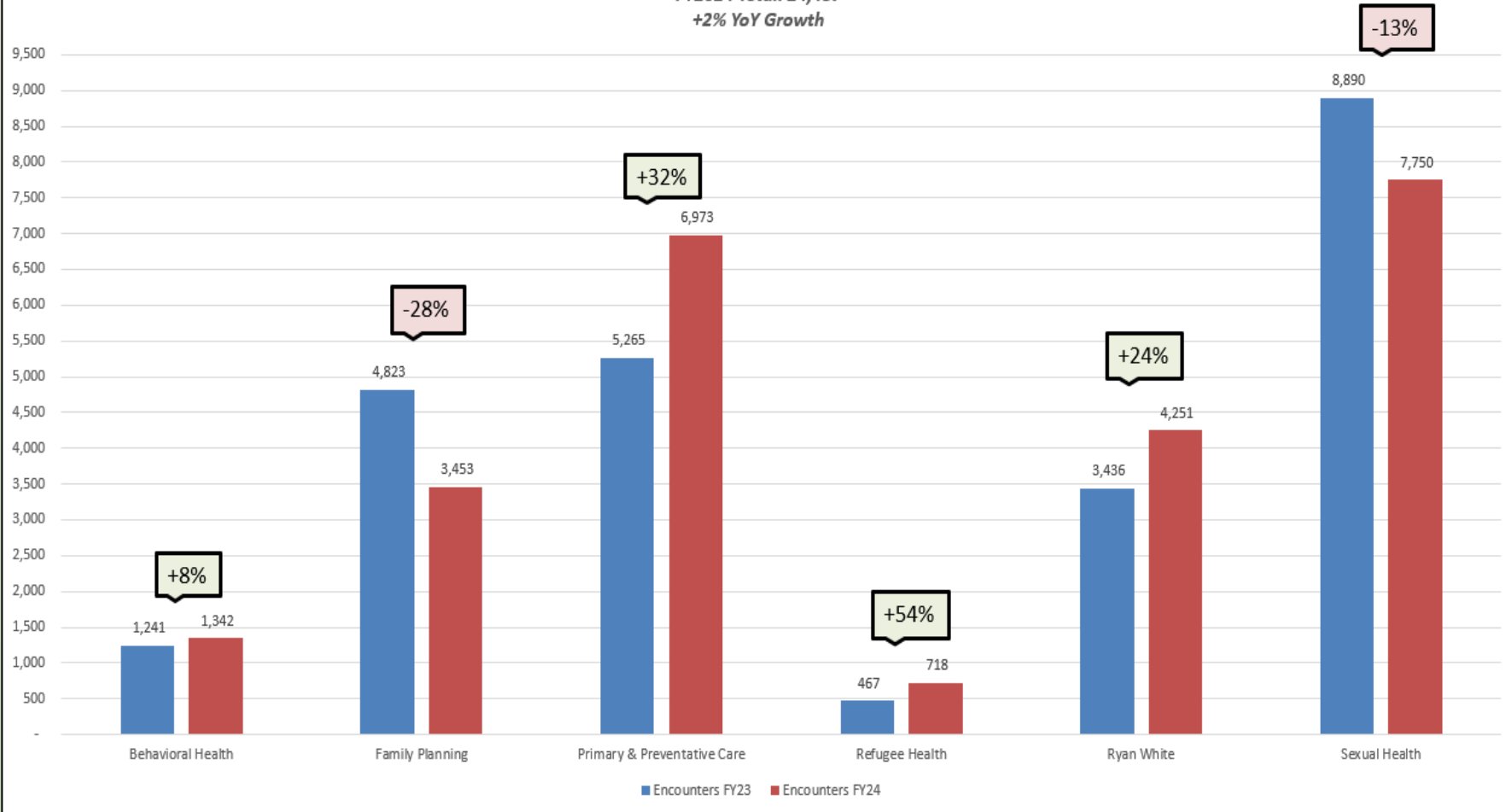
## Patient Encounters - April 2024

Year-Over-Year Comparison by Program

FY2023 Total: 24,122

FY2024 Total: 24,487

+2% 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

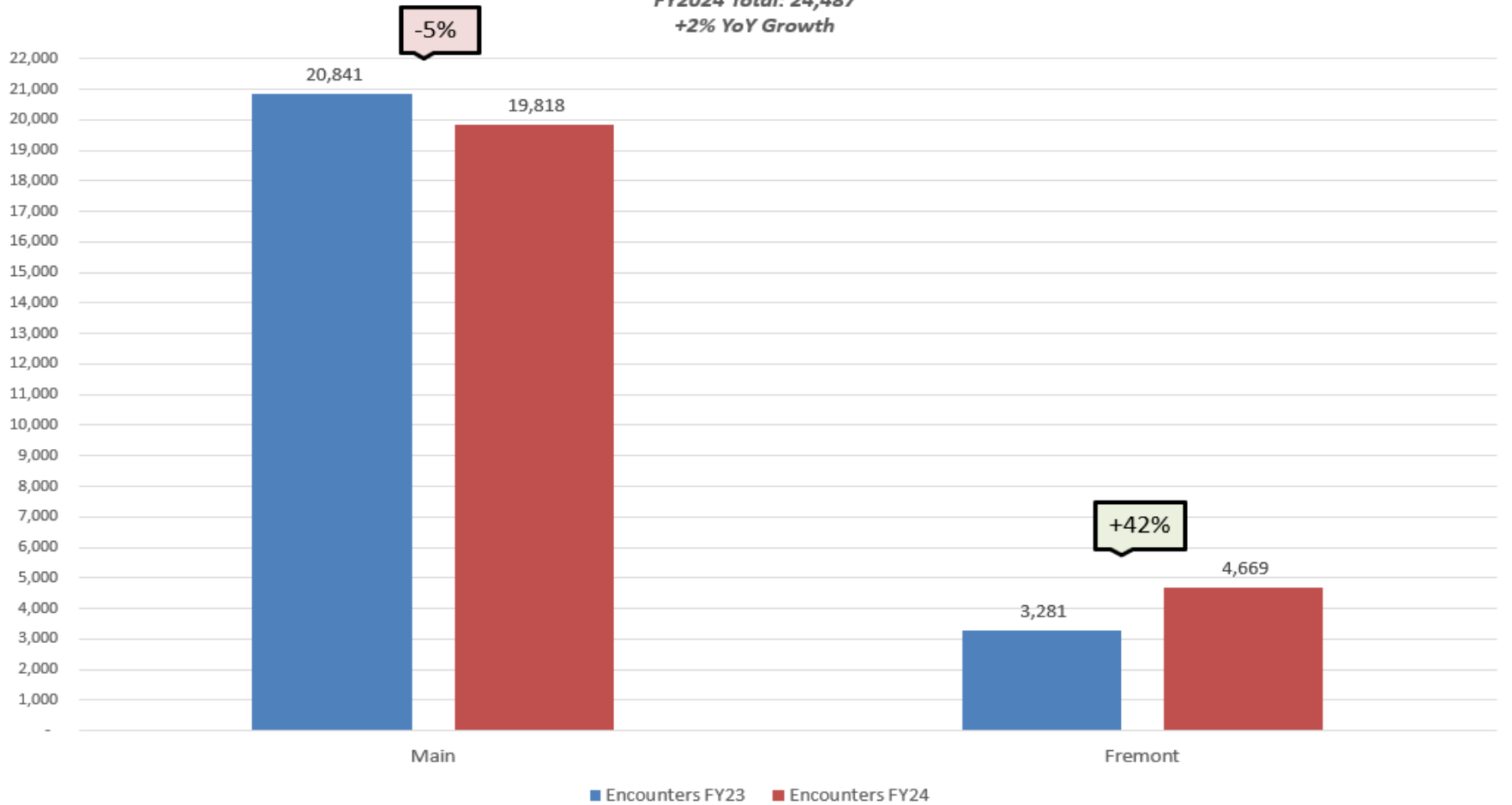
## Patient Encounters - April 2024

Year-Over-Year Comparison by Clinic

FY2023 Total: 24,122

FY2024 Total: 24,487

+2% YoY Growth



NOTE: FREMONT CLINIC OPENED ON AUGUST 30<sup>TH</sup>, 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.   |

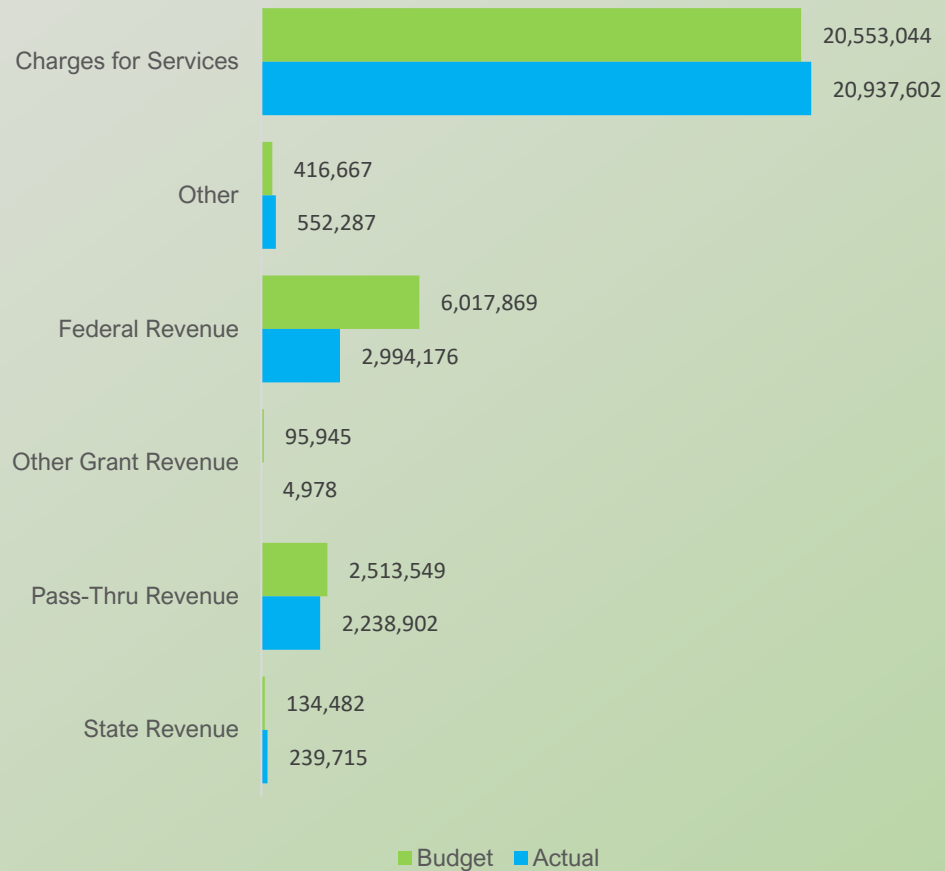
| Statement Category – Expenses | Elements   |
|-------------------------------|--|
| Salaries, Taxes, and Benefits | Salaries, overtime, stand-by pay, retirement, health insurance, long-term disability, life insurance, etc.   |
| Travel and Training           | Mileage reimbursement, training registrations, 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.)     |



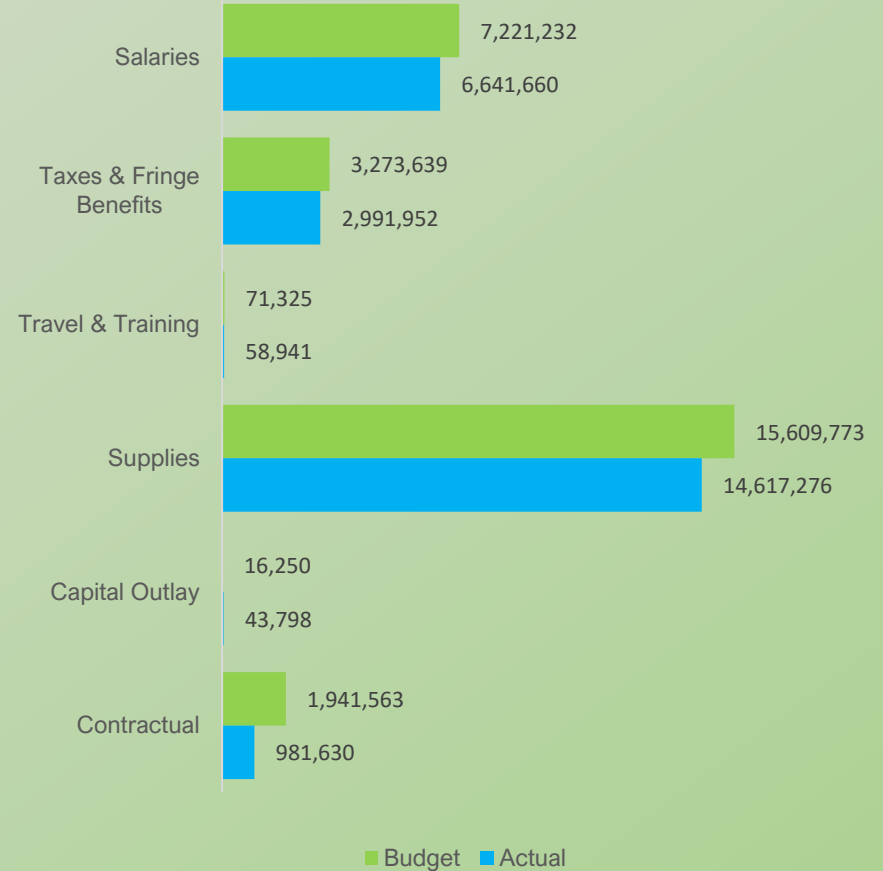
# Additional Information

# Revenues & Expenses

## FQHC Total Revenue by Type

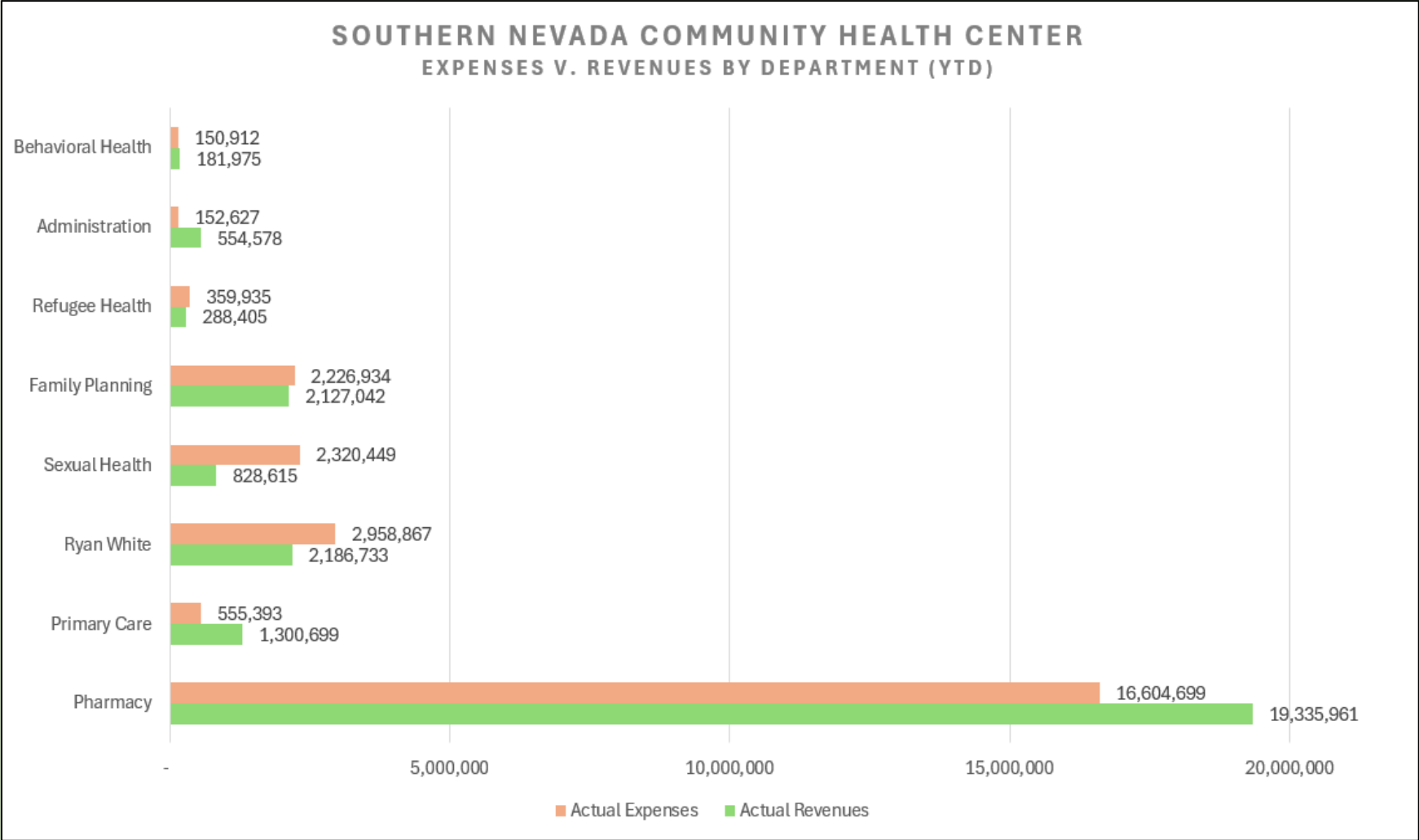


## FQHC Total Expense by Type

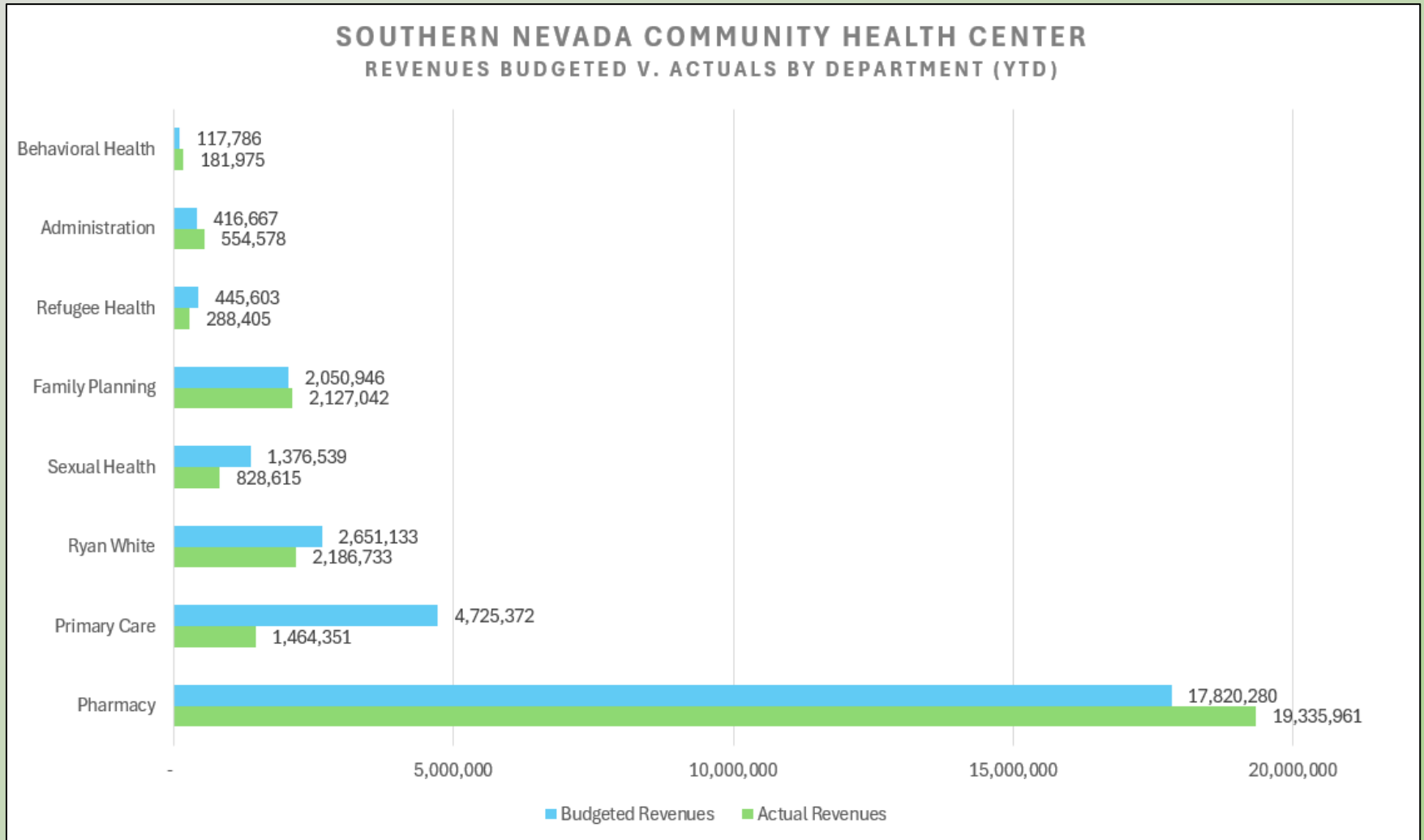


# Expenses v. Revenues by Department

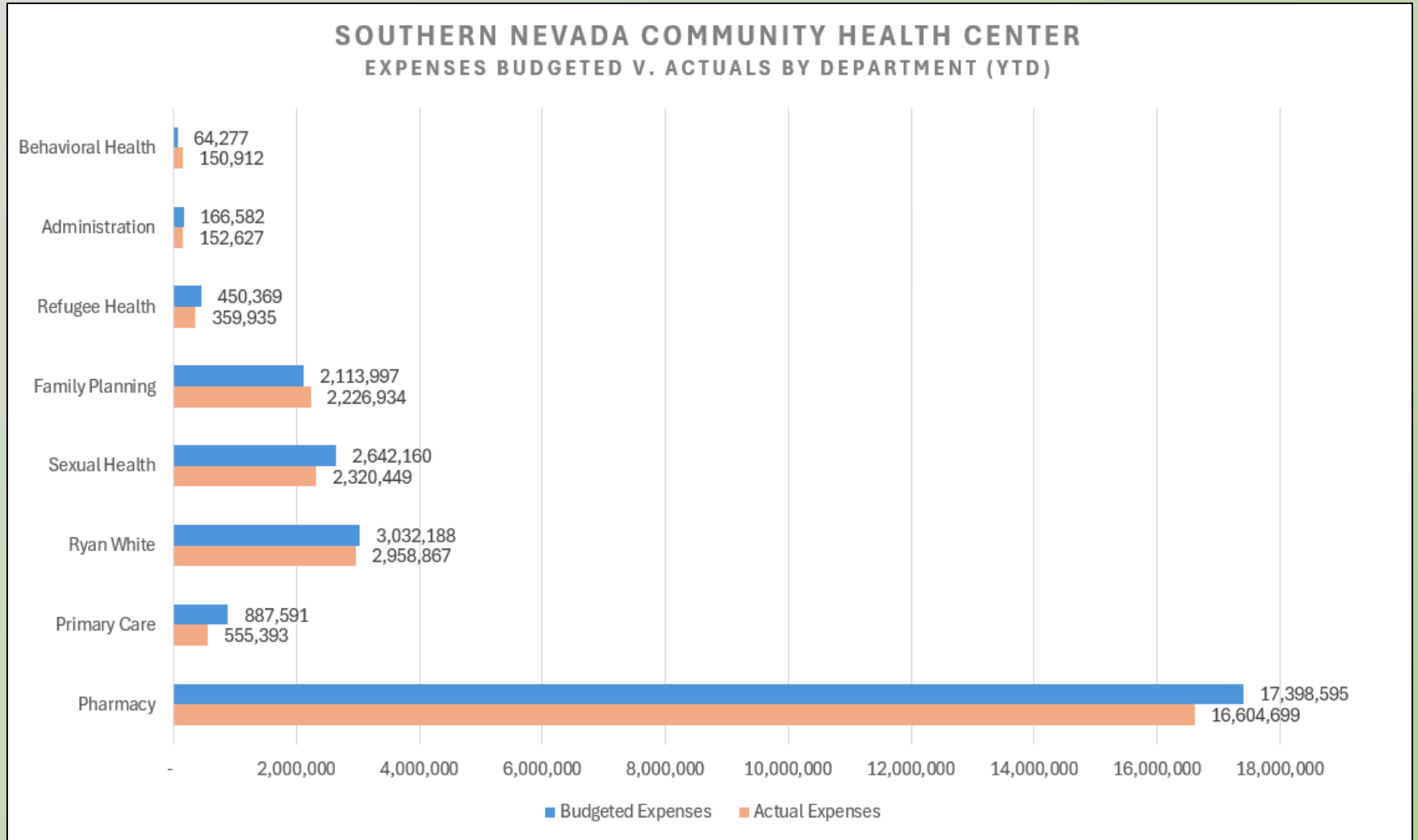
## Year-to-Date



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



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





Questions?