

NCHC ORGANIZATIONAL PERFORMANCE DASHBOARD

BALANCE IN BRIEF

FINANCIAL RATIOS

Effective 10/31/2019	YTD (1-month) Actual	FY 2019 Budget	12 months = 8%	FY 2019 Budget
Revenue	\$551,618	\$7,002,829	8%	\$7,436,467
Expense	\$574,575	\$7,002,787	8%	\$7,434,538
Surplus (Deficit)	(\$22,958)	\$41		\$1,929

Effective 10/31/2019	August	September	October	3-Month Average
Current Ratio (Current Asset/Total Liabilities)	1.3	1.3	1.3	1.3

GRANT/CLINICAL SERVICES REVENUE

\$453,779

TOP 3 MAJOR EXPENSES

Effective 10/31/2019	YTD (1-month) Actual	Grant Period
AHEC	\$7,099	\$101,955 New Award: 9/1/19-8/31/20
Network Development	\$21,555	\$391,577 7/1/19-6/30/20 (Yr 6 of 6)
Integrated Delivery Network (IDN)	\$61,095	\$2,412,615 7/1/16-6/30/21 (Yrs 1 thru 5)
Community Health Workers	\$3,207	\$140,000 7/1/19-6/30/20 (Yr 2 of 2)

Effective 10/31/2019	YTD (1-month) Actual	FY 2019 (12-mo) Budget	12 months = 8%
Personnel	\$385,700	\$4,726,902	8%
MOA	\$12,648	\$960,092	1%
Dues, Memberships, Subscriptions	\$89,430	\$237,794	38%

CASH POSITION

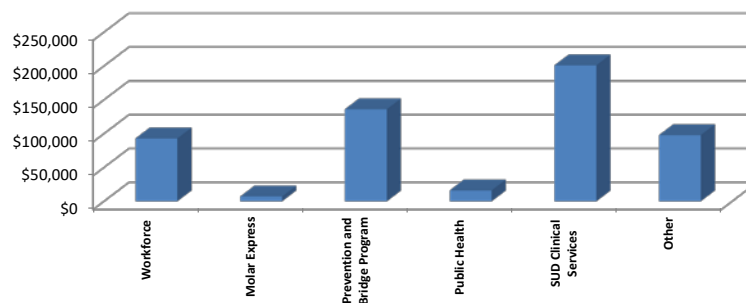
Monthly Average Cash Requirement	\$ 436,417
Available Cash	\$ 557,402
Months of Cash Available for Expenses	1.28
Line of Credit Borrowed	\$ -

CURRENT STAFF: 73

Positions Vacant: 4 FY20 Estimated Benefit Rate: 22.5%

Continuum of Care	\$4,712	\$80,873	7/1/19-6/30/20 (Yr 2 of 2)
DFC	\$13,949	\$125,000	9/30/19-9/29/20 (Yr 4 of 5)
Drug Court	\$24,894	\$160,000	7/1/19-6/30/20
IDN Award - Friendship House	\$1,431	\$69,279	6/15/19-12/15/19
NHCF Strategy Plan	\$13,737	\$125,000	7/1/19-6/30/20
Opioid Bridge (Planning: 1-year & R)	\$16,286	\$450,000	10/1/2018-9/30/2019(21)
Outreach - Opioid	\$12,767	\$200,000	5/1/19-4/30/20
SAP -7 Schools/1 College	\$15,849	\$300,000	7/1/19-6/30/20
Substance Misuse Program	\$7,280	\$77,776	7/1/19-6/30/20 (Yr 3 of 3)
Systems of Care	\$4,979	\$84,000	10/1/18-9/30/19 (Yr 2 of 2)
YA Strategies	\$9,948	\$90,000	7/1/19-6/30/20 (Yr 3 of 3)
PETRA Implementation	\$10,374	\$278,445	10/1/2019 - 9/30/2020 (Year 1 of 3)

FY2020 YTD Revenue through 10/31/2019



Medical Reserve Corps	\$536	\$10,000	7/1/19-6/30/20
PHAC	\$2,070	\$30,000	7/1/19-6/30/20 (Yr 3 of 3)
Public Health Network	\$7,545	\$80,500	7/1/19-6/30/20 (Yr 3 of 3)
School-Based Clinics	\$5,122	\$9,120	7/1/19-6/30/20 (Yr 3 of 3)
Hep A Grant	\$980	\$17,208	7/1/2019 - 06/30/2020
Lead Grant	\$86	\$3,000	7/1/2019 - 06/30/2020

HNN Foundation	\$4,821	\$30,000	1/1/19-12/31/19
HNN Foundation-II	\$2,355	\$20,000	7/1/2019 - 6/30/2020

NON-GRANT REVENUE

Effective 10/31/2019	YTD (1-month) Actual	FY 2020 (12-month) Budget	Funding Period
Interest Income	\$452	\$5,500	10/1/2019-9/30/2020
Member Dues	\$4,700	\$11,000	10/1/2019-9/30/2020
Misc. Program Fees	\$84,353		
NHCF-Operations Support	\$8,333	\$100,000	7/1/2019-6/30/2020 (YR 2 of 3)

SUD Clinical Services (includes Friendship House)	\$201,101	Funding Resources:
		Medicaid and MCOs
	\$737,000	7/1/19-6/30/20 (BDAS)

Average Daily Census

10/1/2019 - 10/31/2019

25

North Country Health Consortium			
BALANCE SHEET			
Through October 31, 2019			
		FY 2020	FY 2019
ASSETS			
Current Assets:			
	Cash and Cash Equivalents	3,505,238	3,684,420
	Accounts Receivable	926,133	1,157,142
	Allowance for Doubtful Accounts	-12,847	-12,847
	Certificates of Deposit	126,701	126,701
	Prepaid Expenses	34,894	33,068
	Restricted Cash - IDN		
	Total Current Assets	4,580,119	4,988,484
	Property and Equipment:	211,425	228,922
	Accumulated Depreciation	-189,054	-204,219
	Other Assets - IDN Restricted Cash		
	TOTAL ASSETS	4,602,490	5,013,187
LIABILITIES AND NET ASSETS			
Current Liabilities			
	Commercial Line of Credit		
	Accounts Payable Accrued Expenses	156,364	383,687
	Accrued Wages and Related Liabilities	174,760	202,350
	Deferred Revenue	3,134,265	3,219,919
	Total Current Liabilities	3,465,389	3,805,955
	Total Beginning Net Assets	1,160,058	1,320,235
	Surplus/(Deficit)	(22,958)	(113,003)
	NET ASSETS	1,137,100	1,207,232
	TOTAL LIABILITIES AND NET ASSETS	4,602,490	5,013,187

NORTH COUNTRY HEALTH CONSORTIUM
REVENUE AND EXPENSE SUMMARY
THROUGH 10/31/2019

Line #	NCHC ORGANIZATION-WIDE				Line #	WORKFORCE PROGRAM				Line #	PUBLIC HEALTH PROGRAM				Line #
	Pre-Audit FY2019 Actual	FY2020 Actual through 10/31/2019	FY2020 Month- To-Date Budget	FY2020 Annual Budget		Pre-Audit FY2019 Actual	FY2020 Actual through 10/31/2019	FY2020 Month-To- Date Budget	FY2020 Annual Budget		Pre-Audit FY2019 Actual	FY2020 Actual through 10/31/2019	FY2020 Month-To- Date Budget	FY2020 Annual Budget	
	REVENUE	6,724,414	551,618	583,569	7,002,829		2,455,787	170,898	145,826	1,749,909		123,072	16,339	12,588	151,050
	EXPENSES														
	Personnel:														
1	Salary and Wages	3,535,668	320,251	321,736	3,860,827	1	946,268	48,903	48,029	576,348	1	70,420	8,957	7,789	93,471
2	Payroll Taxes & Employee Benefits	741,061	64,162	70,811	849,730	2	185,171	9,919	10,263	123,152	2	15,182	1,804	1,752	21,020
	Subtotal	4,276,729	384,413	392,546	4,710,556		1,131,438	58,823	58,292	699,500		85,603	10,762	9,541	114,491
	Site Expenses:														
3	Internet Connectivity	42,162	4,555	3,956	47,478	3	10,816	1,125	1,223	14,673	3	831	104	69	824
4	MOA	979,461	12,648	80,008	960,092	4	621,730	0	58,826	705,914	4	1,400	2,800	399	4,788
5	Media	27,441	600	2,556	30,678	5	8,300	0	400	4,794	5	410	0	0	0
6	Office Supplies	110,941	3,853	7,115	85,379	6	5,898	102	924	11,090	6	2,801	103	162	1,947
	Subtotal	1,160,005	21,655	93,636	1,123,626		646,744	1,227	61,373	736,472		5,442	3,007	630	7,558
	General:														
7	Bad debts	0	0	0	0	7	0	0	0	0	7	0	0	0	0
8	Depreciation	33,483	2,333	2,208	26,500	8	0	0	0	0	8	0	0	0	0
9	Dues, memberships, subscriptions	256,249	89,430	19,816	237,794	9	229,321	88,158	12,015	144,184	9	30	0	0	0
10	Education and training	4,203	395	430	5,157	10	1,298	225	108	1,291	10	627	0	0	0
11	Equipment and maintenance	7,630	1,077	333	4,000	11	0	0	0	0	11	0	0	0	0
12	Rent and occupancy	323,573	25,885	28,594	343,133	12	44,521	2,209	1,585	19,024	12	3,906	412	257	3,085
13	Insurance	25,208	2,061	1,911	22,929	13	5,519	299	189	2,269	13	1,187	56	95	1,139
14	Miscellaneous	19,664	999	2,833	34,000	14	66	4	0	0	14	0	0	0	0
15	Payroll processing fees	10,430	1,287	1,362	16,345	15	115	0	0	0	15	50	50	0	0
16	Postage	4,127	500	733	8,798	16	1,129	126	326	3,915	16	69	14	12	139
17	Printing	15,718	3,207	1,203	14,432	17	3,800	425	171	2,056	17	179	79	0	0
18	Professional fees	164,757	10,862	6,975	83,704	18	9,328	0	492	5,900	18	793	0	79	953
19	Events, Training fees and Supplies	219,449	6,836	7,542	90,507	19	65,704	1,052	47	563	19	2,985	0	76	906
20	Travel	137,468	7,457	10,524	126,285	20	50,676	1,439	1,453	17,439	20	4,705	0	346	4,154
21	Telephone	39,144	2,953	2,359	28,309	21	10,013	656	203	2,434	21	953	20	47	562
22	Vehicle expense	6,156	396	667	8,000	22	0	0	0	0	22	0	0	0	0
23	Food - Friendship House only	74,718	7,525	6,250	75,000	23	0	0	0	0	23	0	0	0	0
24	Direct Program Supplies/Svcs (Clinical/Drug Court)	58,704	5,304	5,530	66,358	24	0	0	0	0	24	0	0	110	1,325
	Subtotal	1,400,683	168,507	99,271	1,191,250		421,491	94,593	16,590	199,075		15,484	631	1,022	12,263
	Administrative Allocation (Indirect)						152,249	7,426		114,862		12,687	1,382		16,738
	Total Expenses	6,837,417	574,575	585,453	7,025,433		\$2,351,922	\$162,069	136,254	\$1,749,908		\$119,215	\$15,782	11,193	\$151,050
	Surplus (Deficit)	-\$113,003	-\$22,958	-\$1,884	-\$22,604		\$103,865	\$8,829	\$9,572	\$0		\$3,857	\$557	\$1,395	\$0

NORTH COUNTRY HEALTH CONSORTIUM
REVENUE AND EXPENSE SUMMARY
THROUGH 10/31/2019

Line #	DENTAL PROGRAM				Line #	PREVENTION PROGRAM				Line #	SUD Clinical Services (includes FH)				
	Pre-Audit FY2019 Actual	FY2020 Actual through 10/31/2019	FY2020 Month-To-Date Budget	FY2020 Annual Budget		Pre-Audit FY2019 Actual	FY2020 Actual through 10/31/2019	FY2020 Month-To-Date Budget	FY2020 Annual Budget		Pre-Audit FY2019 Actual	FY2020 Actual through 10/31/2019	FY2020 Month-To-Date Budget	FY2020 Annual Budget	
	REVENUE	110,145	7,176	2,667	32,000		1,845,279	140,176	164,495	1,973,934		2,082,038	201,101	225,348	2,704,173
	EXPENSES														
	Personnel:														
1	Salary and Wages	69,292	2,507	1,353	16,236	1	806,401	81,304	84,479	1,013,746	1	1,409,877	149,244	149,910	1,798,922
2	Payroll Taxes & Employee Benefits	13,158	549	274	3,285	2	154,849	17,552	17,089	205,066	2	279,273	28,672	34,645	415,735
	Subtotal	82,450	3,056	1,627	19,521		961,250	98,856	101,568	1,218,812		1,689,149	177,916	184,555	2,214,657
	Site Expenses:														
3	Internet Connectivity	989	192	63	759	3	8,026	1,093	1,393	16,721	3	17,032	1,659	833	10,000
4	MOA	2,000	0	0	0	4	340,563	9,151	18,616	223,391	4	13,768	697	500	6,000
5	Media	0	0	0	0	5	14,154	352	1,657	19,883	5	3,743	248	417	5,000
6	Office Supplies	560	0	33	397	6	39,250	-305	2,995	35,945	6	45,308	2,464	2,292	27,500
	Subtotal	3,549	192	96	1,156		401,992	10,291	24,662	295,940		79,852	5,068	4,042	48,500
	General:														
7	Bad debts	0	0	0	0	7	0	0	0	0	7	0	0	0	0
8	Depreciation	3,134	0	0	0	8	0	0	0	0	8	3,735	311	300	3,600
9	Dues, memberships, subscriptions	190	50	0	0	9	478	94	441	5,292	9	16,659	0	250	3,000
10	Education and training	201	0	0	0	10	1,448	20	239	2,866	10	292	0	42	500
11	Equipment and maintenance	0	0	0	0	11	318	41	0	0	11	4,608	812	333	4,000
12	Rent and occupancy	2,977	301	45	536	12	37,817	4,329	6,650	79,801	12	222,387	17,303	18,170	218,040
13	Insurance	929	41	13	153	13	4,371	545	489	5,868	13	7,989	634	700	8,400
14	Miscellaneous	-2,278	0	0	0	14	13,403	0	2,708	32,500	14	2,491	0	0	0
15	Payroll processing fees	0	0	0	0	15	130	0	0	0	15	995	75	83	1,000
16	Postage	66	10	5	59	16	784	180	161	1,935	16	1,387	126	121	1,450
17	Printing	250	58	17	205	17	4,935	775	448	5,372	17	4,690	1,578	417	5,000
18	Professional fees	386	0	34	408	18	5,894	0	1,512	18,143	18	136,618	10,862	4,042	48,500
19	Events, Training fees and Supplies	83	0	0	0	19	116,277	5,246	3,978	47,738	19	11,656	90	1,042	12,500
20	Travel	2,094	374	125	1,500	20	50,436	4,350	6,116	73,391	20	22,416	643	1,667	20,000
21	Telephone	398	15	9	102	21	6,032	589	326	3,911	21	20,607	1,583	1,667	20,000
22	Vehicle expense	405	0	0	0	22	0	0	0	0	22	5,751	396	667	8,000
23	Food - Friendship House only		0	0	0	23	0	0	0	0	23	74,718	7,525	6,250	75,000
24	Direct Program Supplies/Svcs (Clinical/Drug Court)	6,627	2,859	533	6,400	24	41,409	471	3,886	46,633	24	10,668	1,974	1,000	12,000
	Subtotal	15,462	3,707	780	9,363		283,732	16,640	26,954	323,450		547,669	43,912	36,749	440,990
	Administrative Allocation (Indirect)	9,984	1,012		1,957		122,317	22,915		135,738		67,403	3,047		0
	Total Expenses	\$111,445	\$7,966	2,503	\$31,998		1,769,292	148,701	153,184	\$1,973,940		2,384,073	229,944	225,346	2,704,146
	Surplus (Deficit)	-\$1,300	-\$790	\$163	\$2		\$75,987	-\$8,526	\$11,311	-\$6		-\$302,035	-\$28,843	\$2	\$27