

**NCHC ORGANIZATIONAL PERFORMANCE DASHBOARD**

**BALANCE IN BRIEF**

11/30/2019	YTD (2-months) Actual	FY 2020 Budget	2 months = 16.7%	FY 2019 Budget
Revenue	\$1,016,494	\$7,002,829	15%	\$ 7,436,467
Expense	\$1,029,324	\$7,002,787	15%	\$ 7,434,538
<b>Surplus (Deficit)</b>	<b>(\$12,830)</b>	<b>\$41</b>		<b>\$1,929</b>

**FINANCIAL RATIOS**

11/30/2019	September	October	November	3-Month Average
Current Ratio (Current Asset/Total Liabilities)	1.3	1.3	1.3	1.3

**GRANT/CLINICAL SERVICES REVENUE**

**\$901,909**

**TOP 3 MAJOR EXPENSES**

11/30/2019	YTD (2-months) Actual	Grant Period
AHEC	\$14,362	\$101,955 New Award: 9/1/19-8/31/20
Network Development	\$43,130	\$391,577 7/1/19-6/30/20 (Yr 6 of 6)
Integrated Delivery Network (IDN)	\$116,251	\$2,412,615 7/1/16-6/30/21 (Yrs 1 thru 5)
Community Health Workers	\$6,381	\$140,000 7/1/19-6/30/20 (Yr 2 of 2)

11/30/2019	YTD (2-months) Actual	FY 2020 (12-mo) Budget	2 months = 16.7%
Personnel	\$703,082	\$4,726,902	15%
MOA	\$51,194	\$960,092	5%
Dues, Memberships, Subscriptions	\$97,909	\$237,794	41%

Workforce Development

**CASH POSITION**

Monthly Average Cash Requirement	\$ 891,166
Available Cash	\$ 548,262
Months of Cash Available for Expenses	0.62
Line of Credit Borrowed	\$ -

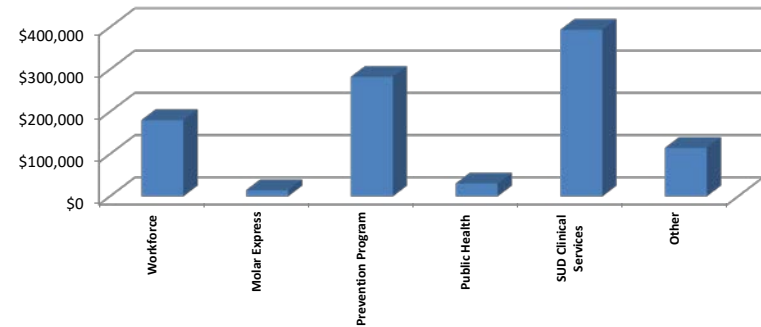
Prevention Program

Continuum of Care	\$8,536	\$80,873	7/1/19-6/30/20 (Yr 2 of 2)
DFC	\$24,221	\$125,000	9/30/19-9/29/20 (Yr 4 of 5)
Drug Court	\$54,848	\$160,000	7/1/19-6/30/20
IDN Award - Friendship House	\$3,516	\$69,279	6/15/19-12/15/19
NHCF Strategy Plan	\$17,903	\$125,000	7/1/19-6/30/20
Opioid RH Program	\$27,961	\$450,000	10/1/2018-9/30/2019(21)
Outreach - Opioid	\$27,927	\$200,000	5/1/19-4/30/20
SAP -7 Schools/1 College	\$54,432	\$300,000	7/1/19-6/30/20
Substance Misuse Program	\$13,497	\$77,776	7/1/19-6/30/20 (Yr 3 of 3)
Systems of Care	\$12,157	\$84,000	10/1/18-9/30/19 (Yr 2 of 2)
YA Strategies	\$16,137	\$90,000	7/1/19-6/30/20 (Yr 3 of 3)
PETRA Implementation	\$21,586	\$278,445	10/1/2019 - 9/30/2020 (Year 1 of 3)

**CURRENT STAFF: 72**

Positions Vacant: 2 FY20 Est. Benefit Rate: 22.5%

**FY2020 YTD Revenue through 11/30/2019**



Community / Public Health

Medical Reserve Corps	\$1,110	\$10,000	7/1/19-6/30/20
PHAC	\$4,563	\$30,000	7/1/19-6/30/20 (Yr 3 of 3)
Public Health Network	\$16,463	\$80,500	7/1/19-6/30/20 (Yr 3 of 3)
School-Based Clinics	\$6,993	\$9,120	7/1/19-6/30/20 (Yr 3 of 3)
Hep A Grant	\$1,170	\$17,208	7/1/2019 - 06/30/2020
Lead Grant	\$86	\$3,000	7/1/2019 - 06/30/2020

Oral Health

HNN Foundation	\$10,872	\$30,000	1/1/19-12/31/19
HNN Foundation-II	\$3,787	\$20,000	7/1/2019 - 6/30/2020

SUD Clinical

SUD Clinical Services (includes Friendship House)	\$394,023	Funding Resources: Medicaid and MCOs
		\$737,000 7/1/19-6/30/20 (BDAS)

**NON-GRANT REVENUE**

11/30/2019	YTD (2-months) Actual	FY 2020 (12-month) Budget	Funding Period
Interest Income	\$896	\$5,500	10/1/2019-9/30/2020
Member Dues	\$5,400	\$11,000	10/1/2019-9/30/2020
Misc. Program Fees	\$91,623		
NHCF-Operations Support	\$16,667	\$100,000	7/1/2019-6/30/2020 (YR 2 of 3)

**Average Daily Census**

11/1/2019 - 11/30/2019 24

North Country Health Consortium				
BALANCE SHEET				
Through November 30, 2019				
			FY 2020	FY 2019
<b>ASSETS</b>				
Current Assets:				
	Cash and Cash Equivalents		3,490,599	3,684,420
	Accounts Receivable		779,422	1,157,142
	Allowance for Doubtful Accounts		-12,847	-12,847
	Certificates of Deposit		126,701	126,701
	Prepaid Expenses		23,751	33,068
	Restricted Cash - IDN			
	<b>Total Current Assets</b>		<b>4,407,627</b>	<b>4,988,484</b>
	Property and Equipment:		211,425	228,922
	Accumulated Depreciation		-191,388	-204,219
	Other Assets - IDN Restricted Cash			
	<b>TOTAL ASSETS</b>		<b>4,427,665</b>	<b>5,013,187</b>
<b>LIABILITIES AND NET ASSETS</b>				
Current Liabilities				
	Commercial Line of Credit			
	Accounts Payable Accrued Expenses		113,297	383,687
	Accrued Wages and Related Liabilities		185,582	202,350
	Deferred Revenue		3,057,043	3,219,919
	<b>Total Current Liabilities</b>		<b>3,355,922</b>	<b>3,805,955</b>
	Total Beginning Net Assets		1,084,573	1,320,235
	Surplus/(Deficit)		(12,830)	(113,003)
	<b>NET ASSETS</b>		<b>1,071,743</b>	<b>1,207,232</b>
	<b>TOTAL LIABILITIES AND NET ASSETS</b>		<b>4,427,665</b>	<b>5,013,187</b>

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 11/30/2019	FY2020 Month- To-Date Budget	FY2020 Annual Budget		Pre-Audit FY2019 Actual	FY2020 Actual through 11/30/2019	FY2020 Month-To- Date Budget	FY2020 Annual Budget		Pre-Audit FY2019 Actual	FY2020 Actual through 11/30/2019	FY2020 Month-To- Date Budget	FY2020 Annual Budget	
	<b>REVENUE</b>	6,724,414	1,016,494	1,167,138	7,002,829		2,455,787	266,432	291,651	1,749,909		123,072	29,697	25,175	151,050
	<b>EXPENSES</b>														
	<b>Personnel:</b>														
1	Salary and Wages	3,535,668	576,206	643,471	3,860,827	1	946,268	103,881	96,058	576,348	1	70,420	18,277	15,578	93,471
2	Payroll Taxes & Employee Benefits	741,061	124,515	141,622	849,730	2	185,171	21,840	20,525	123,152	2	15,182	1,702	3,503	21,020
	Subtotal	4,276,729	700,721	785,093	4,710,556		1,131,438	125,721	116,583	699,500		85,603	19,978	19,082	114,491
	<b>Site Expenses:</b>														
3	Internet Connectivity	42,162	8,497	7,913	47,478	3	10,816	1,775	2,446	14,673	3	831	181	137	824
4	MOA	979,461	51,194	160,015	960,092	4	621,730	6,300	117,652	705,914	4	1,400	3,500	798	4,788
5	Media	27,441	2,591	5,113	30,678	5	8,300	520	799	4,794	5	410	0	0	0
6	Office Supplies	110,941	8,589	14,230	85,379	6	5,898	272	1,848	11,090	6	2,801	161	324	1,947
	Subtotal	1,160,005	70,871	187,271	1,123,626		646,744	8,866	122,745	736,472		5,442	3,842	1,260	7,558
	<b>General:</b>														
7	Bad debts	0	0	0	0	7	0	0	0	0	7	0	0	0	0
8	Depreciation	33,483	4,666	4,417	26,500	8	0	0	0	0	8	0	0	0	0
9	Dues, memberships, subscriptions	256,249	97,909	39,632	237,794	9	229,321	95,620	24,031	144,184	9	30	0	0	0
10	Education and training	4,203	545	860	5,157	10	1,298	225	215	1,291	10	627	0	0	0
11	Equipment and maintenance	7,630	1,577	667	4,000	11	0	0	0	0	11	0	0	0	0
12	Rent and occupancy	323,573	54,753	53,415	320,487	12	44,521	4,744	0	0	12	3,906	714	0	0
13	Insurance	25,208	4,104	3,821	22,929	13	5,519	632	378	2,269	13	1,187	95	190	1,139
14	Miscellaneous	19,664	1,199	5,667	34,000	14	66	4	0	0	14	0	0	0	0
15	Payroll processing fees	10,430	2,361	2,724	16,345	15	115	0	0	0	15	50	50	0	0
16	Postage	4,127	557	1,466	8,798	16	1,129	126	652	3,915	16	69	14	23	139
17	Printing	15,718	4,068	2,405	14,432	17	3,800	425	343	2,056	17	179	79	0	0
18	Professional fees	164,757	23,076	13,951	83,704	18	9,328	0	983	5,900	18	793	0	159	953
19	Events, Training fees and Supplies	219,449	19,300	15,084	90,507	19	65,704	2,481	94	563	19	2,985	59	151	906
20	Travel	137,468	14,856	21,047	126,285	20	50,676	3,282	2,907	17,439	20	4,705	248	692	4,154
21	Telephone	39,144	7,232	4,718	28,309	21	10,013	1,551	406	2,434	21	953	93	94	562
22	Vehicle expense	6,156	883	1,333	8,000	22	0	0	0	0	22	0	0	0	0
23	Food - Friendship House only	74,718	14,173	12,500	75,000	23	0	0	0	0	23	0	0	0	0
24	Direct Program Supplies/Svcs (Clinical/Drug Court)	58,704	6,474	11,060	66,358	24	0	0	0	0	24	184.1	221	1,325	24
	Subtotal	1,400,683	257,732	194,767	1,168,605		421,491	109,090	30,008	180,050		15,484	1,535	1,530	9,178
	Administrative Allocation (Indirect)						152,249	17,459		133,886		12,687	2,619		19,824
	<b>Total Expenses</b>	6,837,417	1,029,324	1,167,131	7,002,787		\$2,351,922	\$261,136	269,337	\$1,749,908		\$119,215	\$27,974	21,871	\$151,050
	<b>Surplus (Deficit)</b>	-\$113,003	-\$12,830	\$7	\$41		\$103,865	\$5,296	\$22,314	\$0		\$3,857	\$1,722	\$3,304	\$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 11/30/2019	FY2020 Month-To-Date Budget	FY2020 Annual Budget		Pre-Audit FY2019 Actual	FY2020 Actual through 11/30/2019	FY2020 Month-To-Date Budget	FY2020 Annual Budget		Pre-Audit FY2019 Actual	FY2020 Actual through 11/30/2019	FY2020 Month-To-Date Budget	FY2020 Annual Budget	
	<b>REVENUE</b>	110,145	14,772	5,333	32,000		1,845,279	286,022	328,989	1,973,934		2,082,038	394,023	450,696	2,704,173
	<b>EXPENSES</b>														
	<b>Personnel:</b>														
1	Salary and Wages	69,292	8,670	2,706	16,236	1	806,401	159,271	168,958	1,013,746	1	1,409,877	225,260	299,820	1,798,922
2	Payroll Taxes & Employee Benefits	13,158	1,789	547	3,285	2	154,849	34,533	34,178	205,066	2	279,273	51,943	69,289	415,735
	Subtotal	82,450	10,459	3,254	19,521		961,250	193,804	203,135	1,218,812		1,689,149	277,202	369,109	2,214,657
	<b>Site Expenses:</b>														
3	Internet Connectivity	989	273	127	759	3	8,026	2,051	2,787	16,721	3	17,032	3,407	1,667	10,000
4	MOA	2,000	0	0	0	4	340,563	40,522	37,232	223,391	4	13,768	872	1,000	6,000
5	Media	0	0	0	0	5	14,154	812	3,314	19,883	5	3,743	1,104	833	5,000
6	Office Supplies	560	123	66	397	6	39,250	244	5,991	35,945	6	45,308	5,687	4,583	27,500
	Subtotal	3,549	396	193	1,156		401,992	43,629	49,323	295,940		79,852	11,070	8,083	48,500
	<b>General:</b>														
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	623	600	3,600
9	Dues, memberships, subscriptions	190	50	0	0	9	478	257	882	5,292	9	16,659	0	500	3,000
10	Education and training	201	0	0	0	10	1,448	170	478	2,866	10	292	0	83	500
11	Equipment and maintenance	0	0	0	0	11	318	81	0	0	11	4,608	1,047	667	4,000
12	Rent and occupancy	2,977	386	0	0	12	37,817	8,365	17,075	102,447	12	222,387	37,721	36,340	218,040
13	Insurance	929	52	26	153	13	4,371	1,036	978	5,868	13	7,989	1,297	1,400	8,400
14	Miscellaneous	-2,278	52	0	0	14	13,403	0	5,417	32,500	14	2,491	2	0	0
15	Payroll processing fees	0	0	0	0	15	130	25	0	0	15	995	100	167	1,000
16	Postage	66	10	10	59	16	784	180	323	1,935	16	1,387	182	242	1,450
17	Printing	250	58	34	205	17	4,935	775	895	5,372	17	4,690	1,578	833	5,000
18	Professional fees	386	0	68	408	18	5,894	0	3,024	18,143	18	136,618	20,076	8,083	48,500
19	Events, Training fees and Supplies	83	59	0	0	19	116,277	8,128	7,956	47,738	19	11,656	90	2,083	12,500
20	Travel	2,094	824	250	1,500	20	50,436	6,842	12,232	73,391	20	22,416	2,192	3,333	20,000
21	Telephone	398	35	17	102	21	6,032	1,681	652	3,911	21	20,607	3,423	3,333	20,000
22	Vehicle expense	405	0	0	0	22	0	0	0	0	22	5,751	883	1,333	8,000
23	Food - Friendship House only		0	0	0	23	0	0	0	0	23	74,718	14,173	12,500	75,000
24	Direct Program Supplies/Svcs (Clinical/Drug Court)	6,627	3,802	1,067	6,400	24	41,409	499	7,772	46,633	24	10,668	1,989	2,000	12,000
	Subtotal	15,462	5,327	1,471	8,828		283,732	28,039	57,683	346,096		547,669	85,375	73,498	440,990
	Administrative Allocation (Indirect)	9,984	1,404		2,493		122,317	28,570		113,092		67,403	35,830		0
	<b>Total Expenses</b>	<b>\$111,445</b>	<b>\$17,587</b>	<b>4,917</b>	<b>\$31,998</b>		<b>1,769,292</b>	<b>294,041</b>	<b>310,141</b>	<b>\$1,973,940</b>		<b>2,384,073</b>	<b>409,477</b>	<b>450,691</b>	<b>2,704,146</b>
	<b>Surplus (Deficit)</b>	<b>-\$1,300</b>	<b>-\$2,815</b>	<b>\$416</b>	<b>\$2</b>		<b>\$75,987</b>	<b>-\$8,019</b>	<b>\$18,848</b>	<b>-\$6</b>		<b>-\$302,035</b>	<b>-\$15,454</b>	<b>\$4</b>	<b>\$27</b>

North Country Health Consortium				
BALANCE SHEET				
Through September 30, 2019				
			FY 2019	FY 2018
<b>ASSETS</b>				
Current Assets:				
	Cash and Cash Equivalents		3,684,420	3,194,322
	Accounts Receivable		1,157,142	1,348,646
	Allowance for Doubtful Accounts		-12,847	-15,647
	Certificates of Deposit		126,701	126,065
	Prepaid Expenses		33,068	21,355
	Restricted Cash - IDN			
	Total Current Assets		4,988,484	4,674,742
	Property and Equipment:		228,922	228,922
	Accumulated Depreciation		-204,219	-170,735
	Other Assets - IDN Restricted Cash			
	<b>TOTAL ASSETS</b>		<b>5,013,187</b>	<b>4,732,929</b>
<b>LIABILITIES AND NET ASSETS</b>				
Current Liabilities				
	Commercial Line of Credit			
	Accounts Payable Accrued Expenses		383,687	492,558
	Accrued Wages and Related Liabilities		202,350	265,715
	Deferred Revenue		3,219,919	2,654,421
	Total Current Liabilities		3,805,955	3,412,694
	Total Beginning Net Assets		1,320,235	1,418,178
	Surplus/(Deficit)		(113,003)	(97,943)
	<b>NET ASSETS</b>		<b>1,207,232</b>	<b>1,320,235</b>
	<b>TOTAL LIABILITIES AND NET ASSETS</b>		<b>5,013,187</b>	<b>4,732,929</b>