Susquehanna Community Health & Dental Clinic, Inc.
Financial Report
For the Month Ended – October 31, 2019

Note: October 4th was Go-Live of eCW and a budgeted 40% reduction in volume

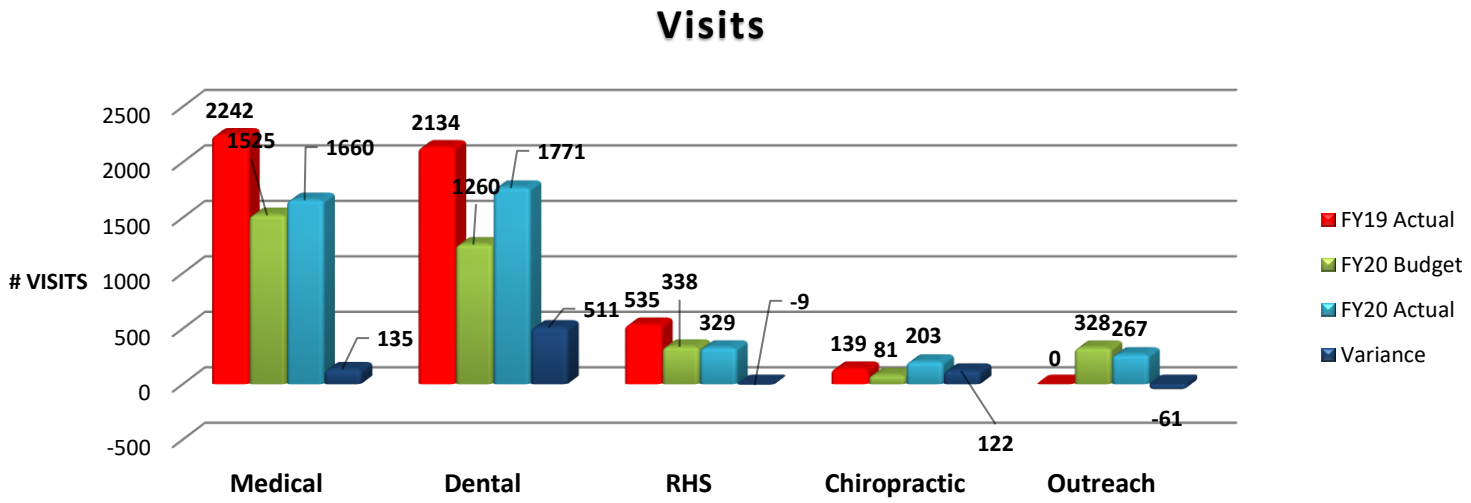
	Actual	Budget	$ Over/Under
Monthly Excess (Deficiency) of Revenues over Expenses	($165,831)	($257,067)	$91,236
YTD Excess (Deficiency) of Revenues over Expenses	($202,550)	$23,582	($226,132)

	Actual	Budget	$ Over/Under
Monthly Increase (Decrease) in Net Assets	($165,530)	($257,067)	$91,537
YTD Increase (Decrease) in Net Assets	($175,724)	$23,582	($199,307)

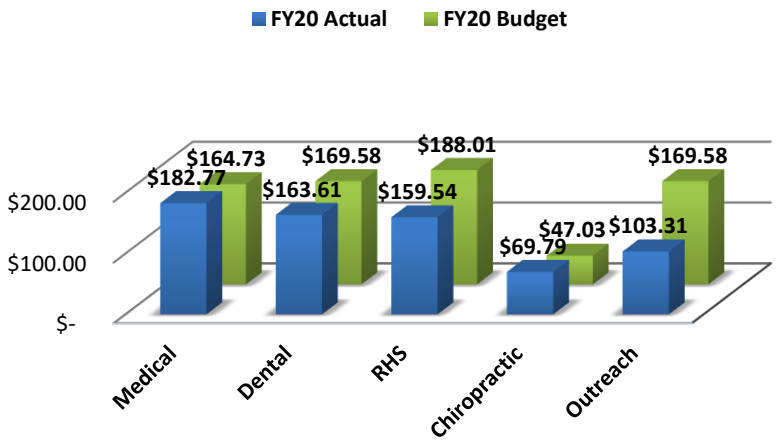
Net Income by Department

Department	Monthly			Yearly		
	Actual	Budget	Over/Under	Actual	Budget	Over/Under
General Dental	($74,464)	($111,586)	$37,121	($76,917)	($11,014)	($65,903)
Medical	($65,258)	($104,579)	$39,322	($11,978)	$26,099	($38,077)
Reproductive Health	$2,568	($20,767)	$23,335	$55,773	$63,301	($7,527)
Pediatric Dental	($363)	($4,136)	$3,773	($26,026)	($36,396)	$10,370
Pharmacy	($20,310)	($861)	($19,448)	($101,454)	($3,446)	($98,008)
Outreach Services	($8,005)	($15,137)	$7,133	($41,949)	($14,961)	($26,987)

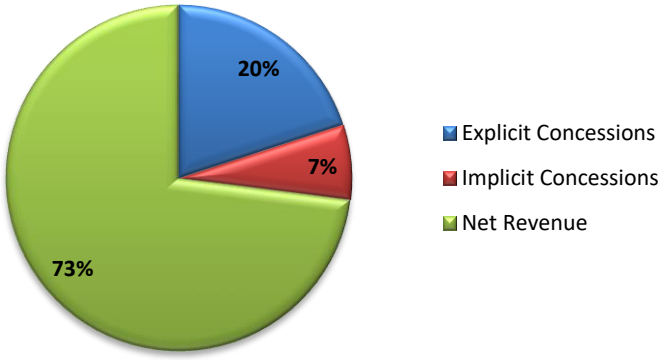
Patient Revenue Analysis



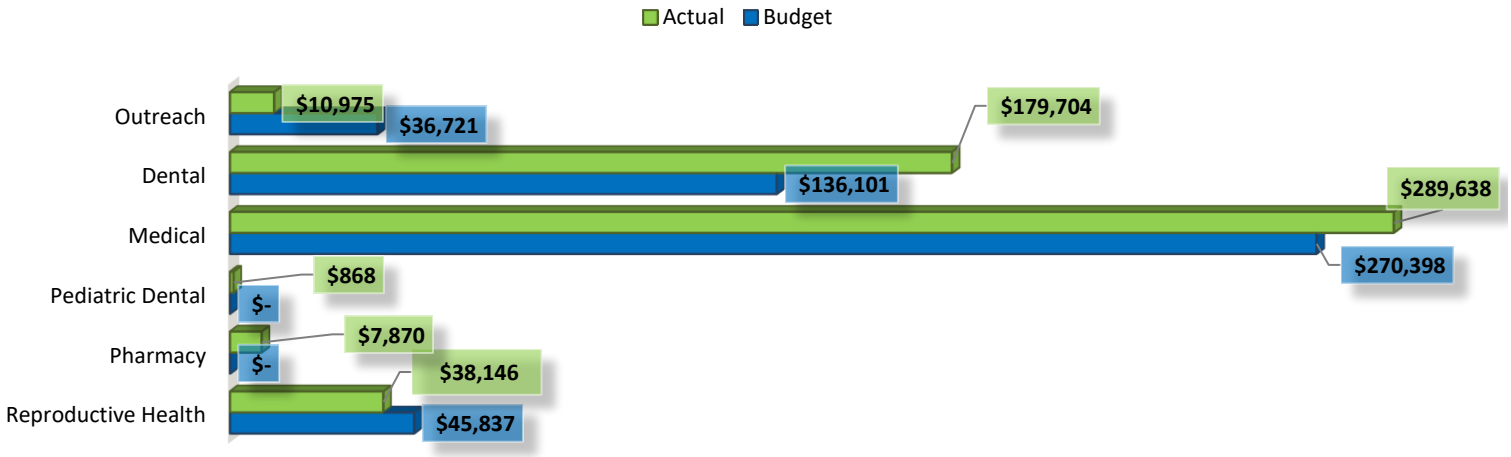
Average Gross Charges per Visit



Gross vs. Net Revenue



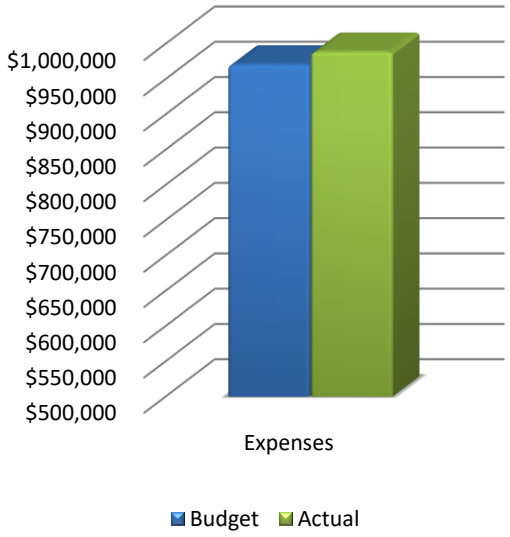
- Patient Revenue for the month was over budget by **$38,144** due to:
  - Medical Revenue was over budget by **$19,240**.
  - General Dental Revenue was over budget by **$43,603.**
  - Reproductive Health Revenue was under budget by **$7,691.**
  - Pharmacy Revenue was over budget by **$7,870** due to unbudgeted revenue.
  - Outreach Revenue was under budget by **$25,746.**



Other Revenue Analysis

- Incentive/Care Gaps Revenue was under budget by **$1,708.**
- 340b Drug Program Income (Contract Pharmacy) was over budget by **$2,634**.
- Based on feedback from Baker Tilly from the FY19 Audit, new grant revenue accounts have been added to the Income Statement that shows the breakdown of funds received from each grant. Total Federal Grant Income was over budget by $82,351 due largely to an additional base grant drawdown for the November 1st payroll. These funds were budgeted in November, however due to timing of payroll transfer they were drawn down and recorded on October 31st.

Expense Analysis



- Expenses were over budget by **$18,021.**
  - Total Salaries, Benefits, & Payroll Expenses were under budget by **$35,653** due to savings from retroactive health insurance credits and reduced FICA expenses.
  - Supplies – Medical were over budget by **$10,370** due largely to a purchase associated with the IBHS grant. *Note: There was off-setting grant revenue to cover the expense.*
  - Miscellaneous Supplies had a credit of **$6,586**, in relation to an overcharge by HP that was refunded this month.
  - Clinical software was over budget by **$14,540** due to a Greenway invoice that incorrectly coded in FY19 when it was for FY20 services.
  - Telehealth services were under budget by **$20,107** due to delay in the startup of services.
  - Chiropractic Services were over budget by **$6,408** due to increase in provider hours to full-time.
  - Pharmacist Contract services were over budget by **$14,625** due to opening the pharmacy in July.
  - Non-CME Staff Education was over budget by **$11,323** due to costs associated with conference registrations supported by the IBHS grant as well as the PACHC conference.
  - Consulting Fees were over budget by **$10,436** due largely to a consultant for the upcoming federal SAC application.
  - 340B Admin Fees – Contract Pharmacy were over budget by **$5,443** due to increased 340B revenues.
  - Depreciation expenses were over budget by **$3,408** due to purchases of PP&E covered by grant funds.

Balance Sheet Highlights

- Accounts Payable was at **$248,539** a decrease over the prior month of **$16,143.**
- Accrued PTO Payable increased by **$5,510** and Accrued Med Leave Payable decreased by $**1,330.**
- Medicaid Settlement Receivable remained at **$760,077.99**
  - "Reserve" Funds at October 31st were **$7,503.62**.
- Short-Term Investments:
  - Super Money Market Fund balance is **$345,875.90** with **$0.00** in transfers occurring for the month of October.
    - Interest Accrued of **$146.82**.
- Total cash in the operating accounts at month-end was **$259,762.66.**
- Total unrestricted cash, including the super money market fund, at month-end was $**605,638.56.**