



C. L. Brumback

Primary Care Clinics

Health Care District Palm Beach County

FINANCE COMMITTEE

July 25, 2018

12:15 P.M.

Meeting Location

**1515 N. Flagler Drive, Suite 101
West Palm Beach, FL 33401**

If a person decides to appeal any decision made by the board, with respect to any matter at such meeting or hearing, he will need a record of the proceedings, and that, for such purpose, he may need to ensure that a verbatim record of the proceedings made, which record includes the testimony and evidence upon which the appeal is to be based.

**FINANCE COMMITTEE MEETING
AGENDA
July 25, 2018
1515 N. Flagler Drive
West Palm Beach, FL 33401**

- 1. Call to Order**
 - A. Roll Call
- 2. Agenda Approval**
 - A. Additions/Deletions/Substitutions
 - B. Motion to Approve Agenda
- 3. Awards, Introductions and Presentations**
- 4. Disclosure of Voting Conflict**
- 5. Public Comment**
- 6. Meeting Minutes**
 - A. **Staff recommends a MOTION TO APPROVE:**
Finance Committee Meeting Minutes of May 23, 2018. [Pages 1-4]
- 7. Consent Agenda – Motion to Approve Consent Agenda Items**
 - A. **ADMINISTRATION**
 - 7A-1 **RECEIVE AND FILE:**
July 2018 Internet Posting of District Public Meeting.
<http://www.hcdpbc.org/index.aspx?recordid=2597&page=15>
 - 7A-2 **RECEIVE AND FILE:**
Attendance Tracking. [Page 5]
- 8. Regular Agenda**
 - A. **FINANCE**
 - 8A-1 **RECEIVE AND FILE:**
C.L. Brumback Primary Care Clinics Finance Report June 2018.
(Dawn Richards) [Pages 6-23]

**C. L. Brumback Primay Care Clinics
Finance Committee
Meeting Agenda
July 25, 2018**

- 9. VP and Executive Director of Clinic Services Comments**
- 10. Board Member Comments**
- 11. Establishment of Upcoming Meetings**
 - August 22, 2018 (HCD Board Room)**
12:15pm Finance Committee
 - September 26, 2018 (HCD Board Room)**
12:15pm Finance Committee
 - October 24, 2018 (HCD Board Room)**
12:15pm Finance Committee
 - November 28, 2018 (HCD Board Room)**
12:15pm Finance Committee
 - December 19, 2018 (HCD Board Room)**
12:15pm Finance Committee
- 12. Motion to Adjourn**



C. L. Brumback

Primary Care Clinics

Health Care District Palm Beach County

**DISTRICT CLINIC HOLDINGS, INC.
d.b.a. C.L. BRUMBACK PRIMARY CARE CLINICS
BOARD OF DIRECTORS FINANCE COMMITTEE
MEETING MINUTES
May 23, 2018
1515 N. Flagler Drive
West Palm Beach, FL 33401**

1. Call to Order

David Kendle called the meeting to order at 2:12 p.m.

A. Roll Call

Committee members present: David Kendle, Chairperson; James Elder, Vice Chairperson, Frances Navarro, Bessie Brown.

Committee members absent: None

Staff present included: Dr. Belma Andric, VP & Executive Director of Clinic Services; Dawn Richards, Chief Financial Officer and Valerie Shahriari, General Counsel

Recording/transcribing Secretary:

B. Affirmation of Mission: To provide compassionate, comprehensive health services to all Palm Beach County residents, through collaboration and partnership, in a culturally sensitive environment.

2. Agenda Approval

A. Additions/Deletions/Substitutions

None. / Insert changes to agenda.

B. Motion to Approve Agenda

CONCLUSION/ACTION: Mrs. Navarro made a motion to approve the agenda as presented/amended. The motion was duly seconded by Mr. Elder. A vote was called, and the motion passed unanimously.

3. Awards and Presentations

A. None. / Insert award-introduction-presentation name & discussion.

4. Disclosure of Voting Conflict

None.

5. Public Comment

6. Meeting Minutes

- A. Staff Recommends a MOTION TO APPROVE:
C.L. Brumback Primary Care Clinics Finance Committee Minutes of April 26, 2018.

CONCLUSION/ACTION: Mr. Elder made a motion to approve the C.L. Brumback Primary Care Clinics Finance Committee minutes of April 26, 2018 as presented. The motion was duly seconded by Ms. Navarro. A vote was called, and the motion passed unanimously.

7. Consent Agenda – Motion to Approve Consent Agenda Items

CONCLUSION/ACTION: Mrs. Brown made a motion to approve the Consent Agenda items. The motion was duly seconded by Mr. Elder. A vote was called, and the motion passed unanimously.

A. ADMINISTRATION

- 7A-1 RECEIVE AND FILE:
May 2018 Internet Posting of District Public Meeting
<http://www.hcdpbc.org-Resources-Public Meetings>

- 7A-2 RECEIVE AND FILE:
Attendance Tracking

8. Regular Agenda

Reports

A. FINANCE

- 8A-1 Staff Recommends a MOTION TO APPROVE:
C.L. Brumback Primary Care Clinics Finance Committee Report and presented the following:

The April statements represent the financial performance for the seven months of the 2018 fiscal year for C.L. Brumback. Included below are year-to-date (YTD) explanations of volume, revenue and expense variances.

Summary

YTD Clinic volumes (both medical and dental combined), are below budget by 4.0% or 3,302 visits. Suboxone clinic visits YTD of 1,941 were below budget of 8,977 by 7,036 or 78.4% due to unanticipated changes to the MAT strategy. All other medical clinics combined (net of suboxone) were above budgeted volume by 5,153 visits. Total revenues, year to date, are over budget by 4.0% or \$498k due to volume variance in medical clinics. Total operating expenses are under budget by 6.8%, or \$957k due to implemented strategies. Net operating margin is a loss of \$2.2M compared to a budgeted loss of \$4.1M. YTD the Health Care District has subsidized the Primary Care Clinics with \$2.1M.

Volume Analysis

Total medical clinic visits YTD in all adult and pediatric clinics of 60,241 were under budget of 62,124 by 1,883 or 3.0% but were over prior year of 47,853 by 12,388 or 25.9%. Dental visits YTD of 18,619 were below budget of 20,038 by 1,419 or 7.1% and prior year of 19,387 by 768 or 4.0%. Suboxone clinic visits YTD of 1,941 were below budget of 8,977 by 7,036 or 78.4% due to unanticipated changes to the MAT strategy. All other medical clinics combined (net of suboxone) were above budgeted volume by 5,153 visits.

Net Revenue

Clinic net patient revenue YTD of \$8.4M exceeded budget of \$7.6M by \$784k or 10.3% and prior year of \$7.0M by \$1.4M or 19.9% due to positive volume variances in the medical clinics. Grant revenue YTD of \$4.6M was under budget of \$4.9M by \$340k or 6.9% and exceeded prior year of \$3.7M by \$813k or 21.7%. Current year grants for Belle Glade Construction, mobile van and MAT program have not been realized.

Expenses

Clinic operating expenses YTD of \$13.2M were under budget of \$14.1M by \$957k or 6.8% and above prior year of \$10.9M by \$2.3M or 21.0%. Most of this positive variance related to salaries, benefits, and software costs. Salaries and benefits were under budget due to unimplemented strategies in West Boca, Lake Worth and Lantana (suboxone). Software costs were under budget due to the delayed implementation of Athena.

CONCLUSION/ACTION: Mr. Elder made a motion to approve the C.L. Brumback Primary Care Clinics Finance Committee Report. The motion was duly seconded by Ms. Navarro. A vote was called, and the motion passed unanimously.

9. VP and Executive Director of Clinic Services Comments

None.

10. Board Member Comments

None.

11. Establishment of Upcoming Meetings

June 27, 2018 (HCD Board Room) - Cancel

- 12 p.m., Finance Committee

July 25, 2018 (HCD Board Room)

- 12 p.m., Finance Committee

August 22, 2018 (HCD Board Room)

- 12 p.m., Finance Committee

September 26, 2018 (HCD Board Room)

- 12 p.m., Finance Committee

October 24, 2018 (HCD Board Room)

- 12 p.m., Finance Committee

November 28, 2018 (HCD Board Room)

- 12 p.m., Finance Committee

December 19, 2018 (HCD Board Room)

- 12 p.m., Finance Committee

12. Motion to Adjourn

Ms. Navarro made a motion to adjourn. The motion was duly seconded by Ms. Navarro. A vote was called, and the motion passed unanimously.

There being no further business, the meeting was adjourned at 2:42 p.m.

DCHI Finance Committee Chair

Date

**C. L. Brumback Primary Care Clinics
Finance Committee**

Attendance Tracking

	1/24/18	2/28/18	3/27/18	4/25/2018	5/23/18	6/27/18	7/25/18	8/22/18	9/26/18	10/24/18	11/28/18	12/1918
David Kendle	X	X	X	X	X	C						
James Elder	X	X	X	X	X	C						
Bessie Brown	X	X	X	X	X	C						
Frances Navarro	X	X	X	X	X	C						

X= Present

C= Cancel

E= Excused

A= Absent

DISTRICT CLINIC HOLDINGS, INC.
FINANCE COMMITTEE
July 25, 2018

1. Description: C. L. Brumback Financial Statements

2. Summary:

The YTD June 2018 financial statements for the C.L. Brumback Primary Care Clinics are presented for your information.

3. Substantive Analysis:

Management has provided the income statements for C.L. Brumback Primary Care Clinics. Additional Management discussion and analysis is incorporated into the financial statements presentation.

4. Fiscal Analysis & Economic Impact Statement:

The attached report provides the detailed financial statements.

5. Comments:

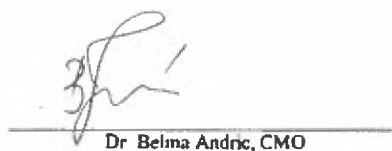
None.

6. Recommendation:

Staff recommends District Clinic Holdings, Inc.'s Finance Committee receive and file the YTD C.L. Brumback Primary Care Clinics' financial statements.



Dawn Richards
VP and Chief Financial Officer



Dr. Belina Andric, CMO
Chief Medical Officer, VP & Executive
Director of Clinic Services

MEMO

To: Finance Committee
From: Dawn L. Richards
Chief Financial Officer
Date: July 12, 2018

Subject: Management Discussion and Analysis of YTD June 2018 C.L. Brumback Primary Care Clinic Financial Statements

The June statements represent the financial performance for the nine months of the 2018 fiscal year for C.L. Brumback. Included below are year-to-date (YTD) explanations of volume, revenue and expense variances.

Summary

YTD Clinic volumes (both medical and dental combined), are below budget by 8.1% or 8,748 visits. Suboxone clinic visits YTD of 2,649 were below budget of 11,543 by 8,894 or 77.1% due to unanticipated changes to the MAT strategy. All other medical clinics combined (net of suboxone) were above budgeted volume by 3,480 visits or 5.0%. Total revenues, year to date, are over budget by 9.9% or \$1.6M due to volume variance in medical clinics. Total operating expenses are under budget by 7.0%, or \$1.3M due to unimplemented strategies. Net operating margin is a loss of \$1.7M compared to a budgeted loss of \$5.3M. YTD the Health Care District has subsidized the Primary Care Clinics with \$2.2M.

Volume Analysis

Total medical clinic visits YTD in all adult and pediatric clinics of 76,269 were under budget of 81,683 by 5,414 or 6.6% but are over prior year of 65,251 by 11,018 or 16.9%. Dental visits YTD of 23,371 were under budget of 26,705 by 3,334 or 12.5% and below prior year of 25,510 by 2,139 or 8.4%. Suboxone clinic visits YTD of 2,649 were below budget of 11,543 by 8,894 or 77.1% due to unanticipated changes to the MAT strategy. All other medical clinics combined (net of Suboxone) were above budgeted volume by 3,480 visits or 5.0%.

Net Revenue

Clinic net patient revenue YTD of \$12.1M exceeded budget of \$10.0M by \$2.0M or 20.3% and above of prior year of \$9.3M by \$2.7M or 29.1%. Clinics received a LIP payment in April 2018 of \$1.2M, this was unbudgeted. Grant revenue YTD of \$5.9M was below budget of \$6.4M by \$492k or 7.7% and exceeded prior year of \$4.9M by \$1.0M or 20.6%. Current year grants for mobile van and MAT program have not been realized.



Expenses

Clinic operating expenses YTD of \$17.2M were under budget of \$18.5M by \$1.3M or 7.0% and above prior year of \$14.4M by \$2.8M or 19.2%. Most of this positive variance related to salaries, benefits, and software costs. Salaries and benefits were under budget due to unimplemented strategies in West Boca, Lake Worth and Lantana (Suboxone).

DISTRICT CLINIC HOLDINGS, INC.
COMPARATIVE STATEMENT OF NET POSITION

	<u>Jun 30, 2018</u>	<u>May 31, 2018</u>	<u>Increase (Decrease)</u>
Assets			
Cash and Cash Equivalents	(1,324,404)	280,955	\$ (1,605,359)
Accounts Receivable, net	1,210,309	1,056,308	154,001
Due From Other Funds	-	-	-
Due from Other Governments	3,791,208	2,997,474	793,734
Other Current Assets	273,033	306,386	(33,353)
Net Investment in Capital Assets	477,520	494,242	(16,722)
Total Assets	<u>\$ 4,427,666</u>	<u>\$ 5,135,365</u>	<u>\$ (707,699)</u>
Liabilities			
Accounts Payable	186,662	155,404	31,259
Due To Other Governments	-	(72,123)	72,123
Deferred Revenue	22,123	27,632	(5,509)
Other Current Liabilities	616,604	1,213,910	(597,305)
Non-Current Liabilities	729,254	729,254	-
Total Liabilities	<u>1,554,644</u>	<u>2,054,077</u>	<u>(499,433)</u>
Net Position			
Net Investment in Capital Assets	477,520	494,242	(16,722)
Unrestricted	2,395,501	2,587,046	(191,545)
Total Net Position	<u>2,873,022</u>	<u>3,081,288</u>	<u>(208,267)</u>
Total Liabilities and Net Position	<u>\$ 4,427,666</u>	<u>\$ 5,135,365</u>	<u>\$ (707,699)</u>

Note: Amounts may not foot due to rounding.

District Clinics Holdings, Inc. Statement of Revenues and Expenses

FOR THE NINE MONTHS ENDED JUNE 30, 2018

Current Month							Fiscal Year To Date						
Actual	Budget	Variance	%	Prior Year	Variance	%	Actual	Budget	Variance	%	Prior Year	Variance	%
1,801,509	2,008,432	(206,923)	(10.3%)	1,731,452	70,057	4.0%	16,620,718	16,734,693	(113,974)	(0.7%)	14,407,480	2,213,218	15.4%
196,239	577,512	381,274	66.0%	462,470	266,231	57.6%	2,618,906	4,820,311	2,201,405	45.7%	3,546,214	927,308	26.1%
58,983	189,212	130,228	68.8%	56,145	(2,838)	(5.1%)	535,199	1,146,110	1,030,911	89.7%	588,981	73,782	12.9%
248,396	38,115	(210,281)	(55.1%)	65,097	(183,299)	(281.6%)	1,417,840	335,614	(1,082,227)	(322.5%)	926,775	(491,065)	(53.0%)
503,618	804,838	301,220	37.4%	583,713	80,095	13.7%	4,551,946	6,704,035	2,150,090	32.1%	5,061,970	510,025	10.1%
1,297,891	1,203,594	94,297	7.8%	1,147,739	150,152	13.1%	12,068,773	10,032,657	2,036,115	20.3%	9,345,510	2,723,263	29.1%
71.04%	59.81%			66.29%			72.61%	51.95%		64.87%			
612,112	761,312	(149,400)	(19.6%)	619,667	(7,555)	(1.2%)	5,896,691	6,388,978	(492,287)	(7.7%)	4,889,893	1,006,799	20.6%
3,771	16,235	(12,454)	(76.8%)	2,189	1,382	57.8%	236,606	146,025	90,581	62.0%	51,872	184,735	356.1%
615,883	777,757	(161,854)	(20.8%)	622,056	(6,173)	(1.0%)	6,133,298	6,535,003	(401,705)	(6.1%)	4,941,764	1,191,533	24.1%
1,913,774	1,881,331	(67,557)	(3.4%)	1,769,795	143,979	8.1%	18,202,070	16,567,660	1,634,410	9.9%	14,287,274	3,914,796	27.4%
<i>Direct Operational Expenses:</i>													
1,174,280	1,306,077	131,797	10.1%	1,067,285	(106,995)	(10.0%)	11,030,303	11,608,341	578,038	5.0%	9,183,276	(1,847,027)	(20.1%)
345,001	360,092	15,092	4.2%	297,090	(47,911)	(16.1%)	2,982,430	3,119,576	137,147	4.4%	2,491,348	(491,082)	(19.7%)
102,800	59,582	(43,218)	(72.5%)	56,655	(46,145)	(81.4%)	570,363	515,788	(54,575)	(10.6%)	458,191	(112,173)	(24.5%)
36,607	51,659	15,051	29.1%	35,679	(928)	(2.6%)	365,130	409,693	44,563	10.9%	276,340	(88,790)	(32.1%)
16,237	16,276	39	0.2%	43,970	27,733	63.1%	125,044	117,348	(7,696)	(6.6%)	268,523	143,479	53.4%
-	-	-	0.0%	-	-	0.0%	15,355	-	(15,355)	0.0%	-	(15,355)	0.0%
-	-	-	0.0%	-	-	0.0%	-	-	-	0.0%	-	-	0.0%
26,793	58,036	31,243	53.8%	52,784	25,991	49.2%	409,180	485,742	76,563	15.8%	365,605	(43,575)	(11.9%)
23,703	108,467	84,764	78.1%	33,484	9,780	29.2%	378,186	935,996	557,810	59.6%	314,469	(63,718)	(20.3%)
95,932	115,600	19,668	17.0%	108,659	12,728	11.7%	1,069,193	1,027,791	(41,402)	(4.0%)	912,331	(156,862)	(17.2%)
5,547	8,025	2,478	30.9%	6,749	1,202	17.8%	56,298	66,955	10,657	15.9%	29,129	(27,169)	(93.3%)
21,355	21,890	535	2.4%	26,687	5,332	20.0%	204,092	209,681	5,589	2.7%	132,131	(71,961)	(54.5%)
2,417	2,690	273	10.1%	1,826	(591)	(32.3%)	14,938	19,885	4,947	24.9%	18,436	1,498	9.1%
1,850,671	2,108,393	257,723	12.2%	1,730,868	(119,803)	(6.9%)	17,220,512	18,516,797	1,296,285	7.0%	14,447,778	(2,772,735)	(19.2%)
<i>Net Performance before Depreciation & Overhead Allocations</i>													
63,104	(127,062)	190,165	(149.7%)	38,927	24,176	62.1%	981,558	(1,949,136)	2,930,695	(150.4%)	(160,504)	1,142,062	(711.5%)

District Clinics Holdings, Inc. Statement of Revenues and Expenses

FOR THE NINE MONTHS ENDED JUNE 30, 2018

Current Month							Fiscal Year To Date						
Actual	Budget	Variance	%	Prior Year	Variance	%	Actual	Budget	Variance	%	Prior Year	Variance	%
16,722	26,945	10,222	37.9%	18,017	1,295	7.2%	153,186	242,501	89,315	36.8%	147,712	(5,474)	(3.7%)
							<i>Overhead Allocations:</i>						
13,092	12,912	(180)	(1.4%)	5,422	(7,670)	(141.5%)	90,608	109,587	18,979	17.3%	48,037	(42,572)	(88.6%)
35,835	52,005	11,171	37.1%	18,519	(17,315)	(93.5%)	377,331	480,136	101,805	21.4%	144,288	(233,043)	(161.5%)
5,328	5,460	131	2.4%	7,381	2,052	27.8%	24,444	46,339	21,895	47.3%	45,568	21,125	46.4%
19,871	32,462	12,591	38.8%	-	(19,871)	0.0%	223,790	292,161	68,371	23.4%	-	(233,790)	0.0%
-	-	-	0.0%	-	-	0.0%	-	-	-	0.0%	-	-	0.0%
22,096	26,593	4,497	16.9%	18,941	(3,155)	(16.7%)	223,497	225,699	2,201	1.0%	168,944	(54,553)	(32.3%)
29,915	35,298	5,384	15.3%	23,943	(5,971)	(24.9%)	261,363	286,634	25,271	8.8%	213,987	(47,376)	(22.1%)
12,734	13,480	746	5.5%	3,910	(8,824)	(225.7%)	94,337	114,407	20,070	17.5%	72,142	(22,194)	(30.8%)
5,944	6,155	311	5.0%	1,836	(4,108)	(223.8%)	60,302	53,089	(7,213)	(13.6%)	27,583	(32,719)	(118.6%)
5,513	8,691	3,177	36.6%	4,498	(1,015)	(22.6%)	53,153	73,758	20,605	27.9%	35,266	(17,887)	(50.7%)
1,093	1,530	437	28.6%	-	(1,093)	0.0%	15,673	12,983	(2,690)	(20.7%)	-	(15,673)	0.0%
24,580	29,116	4,595	15.7%	8,797	(15,784)	(179.4%)	247,885	247,618	(268)	(0.1%)	178,300	(69,585)	(39.0%)
-	-	-	0.0%	-	-	0.0%	-	-	-	0.0%	-	-	0.0%
7,531	19,548	12,018	61.5%	5,555	(1,976)	(35.6%)	64,502	165,910	101,408	61.1%	55,785	(8,718)	(15.6%)
65,435	94,872	29,437	31.0%	64,153	(1,282)	(2.0%)	720,729	805,192	84,463	10.5%	531,565	(189,163)	(35.6%)
-	3,152	3,652	100.0%	4,211	4,211	100.0%	13,118	30,998	17,880	57.7%	30,170	17,052	56.5%
3,675	3,077	(598)	(19.4%)	-	(3,945)	0.0%	31,130	26,119	(5,011)	(19.2%)	-	(27,454)	0.0%
2,006	11,123	9,118	82.0%	-	(7,962)	0.0%	48,543	93,688	45,146	48.2%	-	(46,517)	0.0%
254,648	361,134	106,486	29.5%	167,165	(93,709)	(56.1%)	2,550,405	3,064,318	511,913	16.7%	1,551,636	(993,088)	(64.0%)
2,122,041	2,406,472	374,431	15.0%	1,916,050	(212,217)	(11.1%)	19,924,103	21,823,615	1,899,512	8.7%	16,147,125	(3,776,977)	(23.4%)
\$ (208,267)	\$ (515,140)	\$ 306,874	(59.6%)	\$ (146,255)	\$ (68,238)	46.7%	\$ (1,722,032)	\$ (5,255,955)	\$ 3,533,922	(67.2%)	\$ (1,859,851)	\$ 137,819	(7.4%)
-	195,350	195,350	100.0%	318	318	100.0%	-	2,722,697	2,722,697	100.0%	318	318	100.0%
\$ -	\$ 800,000	\$ 800,000	100.0%	\$ -	\$ -	0.0%	\$ 2,170,000	\$ 7,200,000	\$ 5,030,000	69.9%	\$ -	\$ (2,170,000)	0.0%

District Clinic Holdings, Inc.- Medical Statement of Revenue and Expenses

FOR THE NINE MONTHS ENDED JUNE 30, 2018

Current Month							Fiscal Year To Date						
Actual	Budget	Variance	%	Prior Year	Variance	%	Actual	Budget	Variance	%	Prior Year	Variance	%
1,476,579	1,578,810	(102,231)	(6.5%)	1,365,713	110,869	8.1%	13,661,154	13,333,252	328,003	2.5%	11,184,298	2,476,856	22.1%
238,450	525,451	287,002	54.6%	459,940	221,491	48.2%	3,221,489	4,415,298	1,193,809	27.0%	3,242,183	20,694	0.6%
38,957	163,378	124,422	76.2%	41,977	3,021	7.2%	419,291	1,338,671	919,381	68.7%	456,316	37,026	8.1%
239,438	34,945	(204,492)	(585.2%)	77,130	(162,308)	(210.4%)	1,446,361	311,829	(1,134,533)	(363.8%)	818,516	(627,845)	(76.7%)
516,844	723,775	206,931	28.6%	579,047	62,203	10.7%	5,087,141	6,065,797	978,656	16.1%	4,517,015	(570,125)	(12.6%)
859,735	855,035	104,700	12.2%	786,664	173,072	22.0%	8,574,014	7,267,354	1,306,659	18.0%	6,667,283	1,906,730	28.6%
65.00%	54.16%			57.60%			62.76%	54.51%		59.61%			
501,737	505,781	(4,044)	(0.8%)	491,420	10,317	2.1%	4,819,763	4,580,027	239,736	5.2%	3,754,099	1,065,664	28.4%
3,771	7,725	(3,954)	(51.2%)	2,389	1,382	57.8%	202,606	69,525	133,081	191.4%	51,871	150,736	290.6%
505,508	513,506	(7,998)	(1.6%)	493,809	11,699	2.4%	5,022,370	4,649,552	372,818	8.0%	3,805,970	1,216,400	32.0%
1,485,243	1,368,541	96,702	7.1%	1,289,473	184,770	14.4%	13,596,383	11,916,906	1,679,477	14.1%	10,473,253	3,123,130	29.8%
Direct Operational Expenses:													
977,759	1,014,559	36,801	3.6%	845,043	(132,715)	(15.7%)	9,065,945	9,311,557	245,612	2.6%	7,244,705	(1,821,240)	(25.1%)
279,156	271,863	(7,193)	(2.6%)	233,911	(45,245)	(19.3%)	2,402,599	2,444,512	41,913	1.7%	1,961,790	(440,809)	(22.5%)
92,551	47,839	(44,712)	(93.5%)	46,356	(46,196)	(99.7%)	483,751	429,167	(54,584)	(12.7%)	374,539	(109,212)	(29.2%)
14,653	20,157	5,504	27.3%	14,791	138	0.9%	121,934	172,683	50,749	29.4%	109,426	(12,508)	(11.4%)
8,415	9,713	1,298	13.4%	39,593	31,179	78.7%	97,306	86,037	(11,269)	(13.1%)	248,768	151,462	60.9%
-	-	-	0.0%	-	-	0.0%	15,355	-	(15,355)	0.0%	-	(15,355)	0.0%
-	-	-	0.0%	-	-	0.0%	-	-	-	0.0%	-	-	0.0%
26,789	55,427	28,639	51.7%	50,840	24,052	47.3%	398,249	470,897	72,649	15.4%	352,608	(45,640)	(12.9%)
22,464	95,420	73,156	76.5%	32,334	9,870	30.5%	311,187	848,078	516,892	60.9%	272,906	(58,281)	(21.4%)
62,658	83,814	21,157	25.2%	81,620	18,963	23.2%	768,042	754,330	(13,712)	(1.8%)	669,227	(98,815)	(14.8%)
4,813	6,231	1,418	22.8%	6,749	1,936	28.7%	48,893	56,077	7,185	12.8%	29,129	(19,763)	(67.8%)
20,067	20,583	516	2.5%	23,174	3,107	13.4%	176,348	183,350	7,002	3.8%	114,775	(61,573)	(53.6%)
2,342	2,318	(24)	(1.0%)	1,715	(627)	(36.5%)	14,143	16,691	2,548	15.3%	15,436	1,292	8.4%
1,511,666	1,628,224	116,559	7.2%	1,376,126	(135,539)	(9.8%)	13,923,751	14,773,481	849,730	5.8%	11,393,309	(2,530,442)	(22.2%)
Net Performance before													
(46,423)	(259,684)	213,261	(82.1%)	(95,654)	49,231	(51.5%)	(327,368)	(2,856,574)	2,529,207	(88.5%)	(920,056)	592,688	(64.4%)
Depreciation & Overhead Allocations													

District Clinic Holdings, Inc. - Medical Statement of Revenue and Expenses

FOR THE NINE MONTHS ENDED JUNE 30, 2018

Current Month							Fiscal Year To Date						
Actual	Budget	Variance	%	Prior Year	Variance	%	Actual	Budget	Variance	%	Prior Year	Variance	%
4,125	8,105	3,980	49.1%	5,575	1,450	26.0%	40,054	72,942	32,888	45.1%	35,727	(4,327)	(12.1%)
<i>Overhead Allocations:</i>													
10,271	9,783	(488)	(5.0%)	4,383	(5,888)	(134.3%)	71,083	86,874	15,792	18.2%	38,415	(32,668)	(85.0%)
27,774	42,483	14,710	34.6%	14,764	(13,009)	(88.1%)	292,452	376,540	84,088	22.3%	113,566	(178,886)	(157.5%)
4,180	4,137	(44)	(1.1%)	5,958	1,777	29.8%	19,176	36,735	17,558	47.8%	36,441	17,265	47.4%
17,030	27,789	10,778	38.8%	-	(17,010)	0.0%	191,570	250,097	58,527	23.4%	-	(191,570)	0.0%
-	-	-	0.0%	-	-	0.0%	-	-	-	0.0%	-	-	0.0%
17,335	20,148	2,813	14.0%	15,312	(2,023)	(13.2%)	174,183	178,920	4,737	2.6%	134,948	(39,235)	(29.1%)
22,575	25,138	2,563	10.2%	19,266	(3,308)	(17.2%)	199,650	220,144	20,494	9.3%	170,259	(28,391)	(17.3%)
9,990	10,213	223	2.2%	3,156	(6,834)	(216.5%)	74,295	90,695	16,400	18.1%	57,460	(16,835)	(29.3%)
4,663	4,739	76	1.6%	1,550	(3,114)	(201.0%)	47,284	42,086	(5,198)	(12.4%)	22,095	(25,188)	(114.0%)
4,325	6,584	2,259	34.3%	3,608	(717)	(19.9%)	42,744	58,471	15,727	27.8%	28,176	(14,068)	(49.9%)
857	1,159	302	26.0%	-	(857)	0.0%	9,472	10,292	821	8.0%	-	(9,472)	0.0%
19,284	22,104	2,821	12.8%	7,061	(12,223)	(173.1%)	196,764	196,297	(467)	(0.2%)	142,342	(54,422)	(38.2%)
-	-	-	0.0%	-	-	0.0%	-	-	-	0.0%	-	-	0.0%
5,908	14,810	8,902	60.1%	4,484	(1,424)	(31.8%)	51,164	131,524	80,359	61.1%	44,599	(6,566)	(14.7%)
51,335	71,878	20,543	28.6%	51,823	489	0.9%	565,422	638,308	72,886	11.4%	424,623	(140,799)	(33.2%)
-	2,767	2,767	100.0%	3,399	3,399	100.0%	8,068	24,573	16,505	67.2%	24,073	16,005	66.5%
2,883	2,332	(552)	(23.7%)	-	(2,883)	0.0%	24,422	20,705	(3,716)	(17.9%)	-	(24,422)	0.0%
1,555	8,290	6,735	81.2%	-	(1,555)	0.0%	37,623	73,474	35,850	48.8%	-	(37,623)	0.0%
199,945	274,353	74,408	27.1%	134,763	(65,182)	(48.4%)	2,004,872	2,435,735	430,863	17.7%	1,236,999	(767,873)	(62.1%)
1,715,735	1,910,682	194,947	10.2%	1,516,464	(199,271)	(13.1%)	15,968,677	17,282,158	1,313,481	7.6%	12,666,035	(3,302,642)	(26.3%)
\$ (250,492)	\$ (542,141)	\$ 291,649	(53.8%)	\$ (235,991)	\$ (14,501)	6.1%	\$ (2,372,294)	\$ (5,365,251)	\$ 2,992,958	(55.8%)	\$ (2,192,781)	\$ (179,512)	8.2%
-	52,700	52,700	100.0%	318	318	100.0%	-	712,300	712,300	100.0%	318	318	100.0%
\$ -	\$ 800,000	\$ 800,000	100.0%	\$ -	\$ -	0.0%	\$ 2,170,000	\$ 7,200,000	\$ 5,030,000	69.9%	\$ -	\$ (2,170,000)	0.0%

District Clinics Holdings, Inc. - Dental Statement of Revenues and Expenses

FOR THE NINE MONTHS ENDED JUNE 30, 2018

Current Month							Fiscal Year To Date							
Actual	Budget	Variance	%	Prior Year	Variance	%	Actual	Budget	Variance	%	Prior Year	Variance	%	
324,930	429,622	(104,693)	(24.4%)	365,741	(40,812)	(11.2%)	Gross Patient Revenue	2,959,564	3,401,541	(441,977)	(13.0%)	3,223,181	(263,617)	(8.2%)
(42,211)	52,061	94,272	181.1%	2,529	44,741	1,768.8%	Contractual Allowances	(602,583)	405,013	1,007,596	248.8%	304,031	906,614	298.2%
20,027	25,833	5,807	22.5%	14,168	(5,859)	(41.4%)	Charity Care	95,908	207,439	111,531	53.8%	132,665	36,756	27.7%
8,958	3,169	(5,789)	(182.7%)	(12,032)	(20,990)	174.5%	Bad Debt	(28,521)	23,785	52,306	219.9%	108,259	136,780	126.3%
(13,226)	81,063	94,290	116.3%	4,665	17,892	383.5%	Total Contractuals and Bad Debts	(535,195)	636,238	1,171,433	184.1%	544,955	1,080,150	198.2%
338,156	348,559	(10,403)	(3.0%)	361,076	(22,920)	(6.3%)	Net Patient Revenue	3,494,759	2,765,303	729,456	26.4%	2,678,226	816,533	30.5%
104,07%	81.13%			98.72%			Collection %	118.08%	81.30%		83.09%			
110,375	255,732	(145,356)	(56.8%)	128,247	(17,872)	(13.9%)	Grant Funds	1,076,928	1,808,951	(732,023)	(40.5%)	1,135,793	(58,855)	(5.2%)
-	8,500	(8,500)	(100.0%)	-	-	0.0%	Other Revenue	34,000	76,500	(42,500)	(55.6%)	1	33,999	3,207,447.2%
110,375	264,232	(153,856)	(58.2%)	128,247	(17,872)	(13.9%)	Total Other Revenues	1,110,928	1,885,451	(774,523)	(41.1%)	1,135,794	(24,866)	(2.2%)
448,531	612,791	(164,259)	(26.8%)	489,323	(40,793)	(8.3%)	Total Revenues	4,605,687	4,650,754	(45,067)	(1.0%)	3,814,021	791,666	20.8%
<i>Direct Operational Expenses:</i>														
196,521	291,518	94,997	32.6%	222,242	25,721	11.6%	Salaries and Wages	1,964,358	2,296,784	332,426	14.5%	1,938,570	(25,787)	(1.3%)
65,845	88,129	22,284	25.3%	63,179	(2,666)	(4.2%)	Benefits	579,831	675,064	95,234	14.1%	529,558	(50,273)	(9.5%)
10,249	11,743	1,494	11.7%	10,300	51	0.5%	Purchased Services	86,611	86,521	(91)	(0.1%)	83,652	(2,961)	(3.5%)
21,954	31,501	9,548	30.3%	20,888	(1,066)	(5.1%)	Medical Supplies	243,196	237,011	(6,186)	(2.6%)	166,914	(76,282)	(45.7%)
7,822	6,583	(1,259)	(19.2%)	4,376	(3,445)	(78.7%)	Other Supplies	27,738	31,311	3,573	11.4%	19,755	(7,983)	(40.4%)
-	-	-	0.0%	-	-	0.0%	Contracted Physician Expense	-	-	-	0.0%	-	-	0.0%
-	-	-	0.0%	-	-	0.0%	Medical Services	-	-	-	0.0%	-	-	0.0%
4	2,608	2,604	99.8%	1,944	1,939	99.8%	Drugs	10,931	14,845	3,914	26.4%	12,997	2,066	15.9%
1,240	12,847	11,608	90.4%	1,150	(90)	(7.8%)	Repairs & Maintenance	47,000	87,918	40,918	46.5%	41,563	(5,437)	(13.1%)
33,274	31,786	(1,488)	(4.7%)	27,039	(6,235)	(23.1%)	Lease & Rental	301,151	273,462	(27,690)	(10.1%)	243,104	(58,047)	(23.9%)
734	1,794	1,061	59.1%	-	(734)	0.0%	Utilities	7,405	10,877	3,472	31.9%	-	(7,405)	0.0%
1,288	1,306	19	1.4%	3,513	2,225	63.3%	Other Expense	27,744	26,331	(1,413)	(5.4%)	17,356	(10,388)	(59.9%)
75	372	297	79.8%	111	36	32.5%	Insurance	795	3,193	2,399	75.1%	1,000	206	20.6%
339,005	480,169	141,164	29.4%	354,742	35,737	4.4%	Total Operational Expenses	3,296,761	3,743,316	446,555	11.9%	3,054,468	(242,293)	(7.9%)
104,526	132,622	(28,096)	(17.4%)	134,581	(25,055)	(18.6%)	Net Performance before Depreciation & Overhead Allocations	1,308,926	907,438	401,488	44.2%	759,552	549,374	73.3%

District Clinics Holdings, Inc.- Dental Statement of Revenues and Expenses

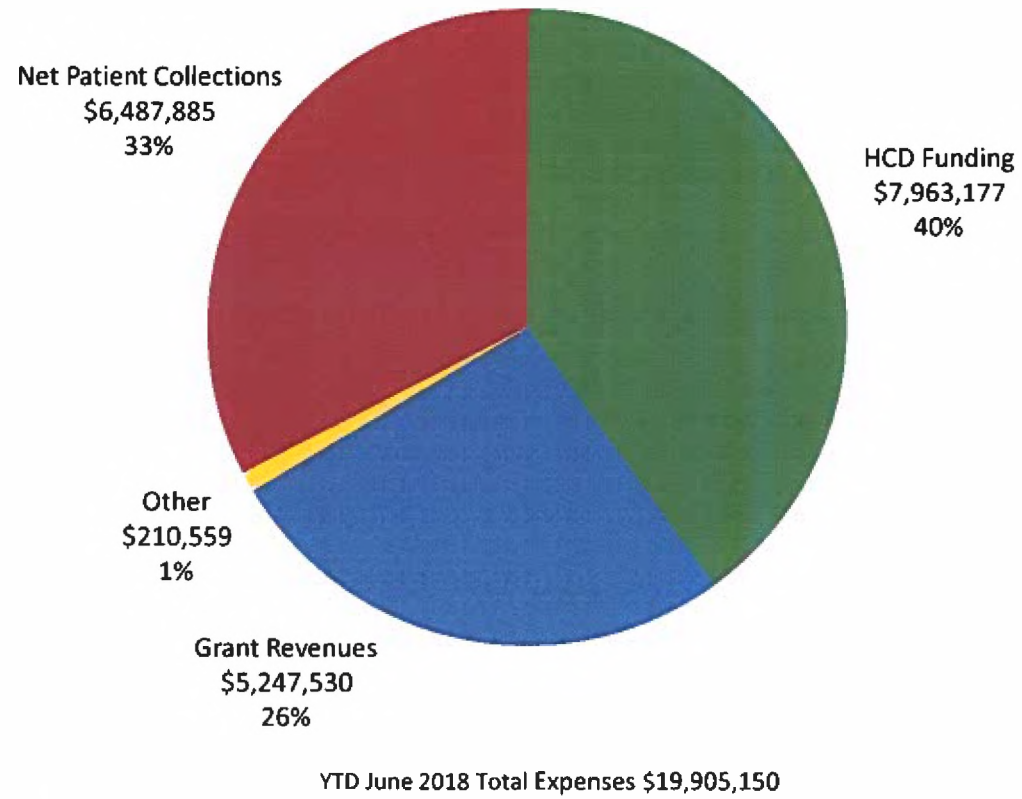
FOR THE NINE MONTHS ENDED JUNE 30, 2018

Current Month								Fiscal Year To Date							
Actual	Budget	Variance	%	Prior Year	Variance	%		Actual	Budget	Variance	%	Prior Year	Variance	%	
12,597	18,840	6,242	33.1%	12,443	(155)	(1.2%)	Depreciation	113,131	169,558	56,427	33.3%	111,985	(1,147)	(1.0%)	
<i>Overhead Allocations:</i>															
2,821	3,129	308	9.9%	1,039	(1,782)	(171.6%)	Risk Mgt	19,526	22,713	3,187	14.0%	9,622	(9,904)	(102.9%)	
8,061	14,522	6,461	44.5%	3,755	(4,306)	(114.7%)	Rev Cycle	84,879	101,596	18,717	18.1%	10,722	(54,157)	(176.3%)	
1,148	1,323	175	13.2%	1,423	275	19.3%	Internal Audit	5,267	9,604	4,337	45.2%	9,127	3,860	42.3%	
2,861	4,674	1,813	38.8%	-	(2,861)	0.0%	Palm Springs Facility	32,220	42,064	9,844	23.4%	-	(32,220)	0.0%	
-	-	-	0.0%	-	-	0.0%	Legislative Affairs	-	-	-	0.0%	-	-	0.0%	
4,761	6,445	1,684	26.1%	3,629	(1,137)	(31.2%)	Administration	49,314	46,778	(2,536)	(5.4%)	33,996	(15,318)	(45.1%)	
7,339	10,160	2,821	27.8%	4,677	(2,662)	(56.9%)	Human Resources	61,712	86,490	4,777	7.2%	43,727	(17,985)	(41.1%)	
2,744	3,267	523	16.0%	754	(1,990)	(264.0%)	Legal	20,042	23,712	3,670	15.5%	14,682	(5,359)	(36.5%)	
1,281	1,516	235	15.5%	186	(995)	(347.3%)	Records	13,018	11,003	(2,015)	(18.3%)	5,488	(7,531)	(137.2%)	
1,188	2,106	918	43.6%	890	(298)	(33.5%)	Compliance	10,909	15,287	4,378	28.6%	7,090	(3,819)	(53.9%)	
295	371	135	36.5%	-	(235)	0.0%	Planning/Research	6,202	2,691	(3,511)	(130.5%)	-	(6,202)	0.0%	
5,297	7,071	1,774	25.1%	1,736	(3,561)	(205.2%)	Finance	51,120	51,311	201	0.4%	35,958	(15,163)	(42.2%)	
-	-	-	0.0%	-	-	0.0%	Communications	-	-	-	0.0%	-	-	0.0%	
1,623	4,738	3,115	65.7%	1,071	(552)	(51.5%)	Public Relations	13,338	34,386	21,048	61.2%	11,186	(2,152)	(19.2%)	
14,100	22,994	8,893	38.7%	12,330	(1,771)	(14.4%)	Information Technology	155,306	166,884	11,577	6.9%	106,942	(48,365)	(45.2%)	
-	885	885	100.0%	812	812	100.0%	Budget & Decision Support	5,050	6,425	1,374	21.4%	6,097	1,047	17.2%	
792	746	(46)	(6.2%)	-	(792)	0.0%	Corporate Quality	6,708	5,413	(1,295)	(23.9%)	-	(6,708)	0.0%	
451	2,834	2,382	84.1%	-	(451)	0.0%	Managed Care Contract	10,919	20,215	9,295	46.0%	-	(10,919)	0.0%	
54,703	86,781	32,078	37.0%	32,402	(22,301)	(68.8%)	Total Overhead Allocations	545,533	628,583	83,050	13.2%	314,633	(230,895)	(73.4%)	
406,306	585,790	179,484	30.6%	399,586	(6,720)	(1.7%)	Total Expenses	3,955,426	4,541,457	586,032	12.0%	3,481,090	(474,335)	(13.6%)	
\$ 42,225	\$ 27,001	\$ 15,225	56.4%	\$ 89,736	\$ (47,511)	(52.9%)	Net Margin	\$ 650,262	\$ 109,297	\$ 540,965	493.0%	\$ 332,930	\$ 317,331	95.3%	
-	142,650	142,650	100.0%	-	-	0.0%	Capital	-	2,010,397	2,010,397	100.0%	-	-	0.0%	
\$ -	\$ -	\$ -	0.0%	\$ -	\$ -	0.0%	General Fund Support/ Transfers In	\$ -	\$ -	\$ -	0.0%	\$ -	\$ -	0.0%	



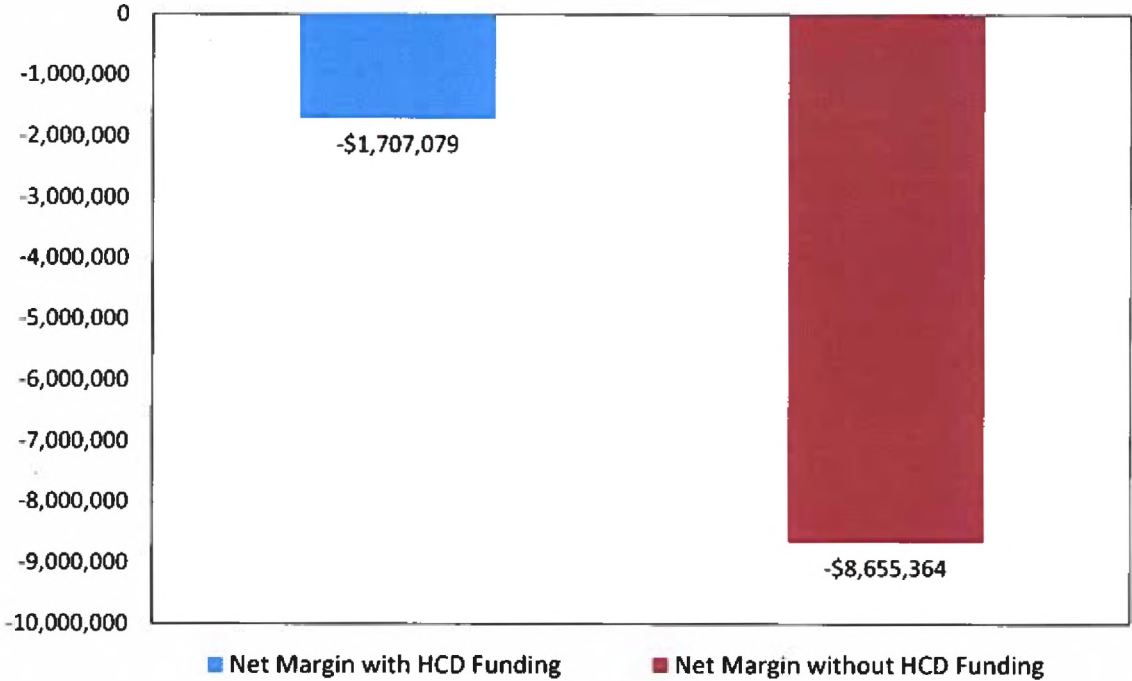
Clinic Visits - Adults and Pediatrics	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Current Year Total	Current YTD Budget	Prior Year Total
West Palm Beach	1,878	1,467	1,814	1,583	1,648	1,561	1,681	1,300	1,570				14,111	12,833	13,638
Delray	1,890	1,367	1,429	1,307	1,439	1,420	1,441	1,021	1,240				12,254	12,262	13,243
Lantana	1,448	1,214	1,212	1,304	1,112	1,399	1,373	1,036	1,303				11,601	11,478	11,450
Belle Glade	834	904	805	856	947	988	920	871	832				7,559	7,190	7,547
Jerome Golden Center	294	214	238	206	239	278	310	235	246				2,260	2,441	2,621
Lewis Center	197	169	205	166	203	212	218	191	257				1,818	1,773	1,822
Lake Worth & Women's Health Care	1,540	1,431	1,497	1,527	1,554	1,660	1,557	1,251	1,520				13,537	12,384	12,198
Jupiter Clinic	479	406	485	495	552	592	552	340	515				4,416	4,445	1,369
West Boca	407	353	438	510	702	812	859	809	774				5,664	4,484	690
Mobility Van	-	-	-	-	-	-	-	-	-				-	750	-
Suboxone	278	269	216	214	308	352	383	384	324				2,649	11,543	673
Total Clinic Visits	8,668	7,794	8,139	8,168	8,904	9,274	9,294	7,438	8,590				76,269	81,683	65,251
Total Budget Visits															
Dental Visits															
West Palm Beach	1,085	816	926	870	803	858	887	897	754				7,996	8,397	8,602
Lantana	833	711	699	697	671	754	749	709	623				6,446	6,711	6,581
Delray	824	651	649	627	609	602	592	516	504				5,574	6,892	6,813
Belle Glade	423	334	346	390	313	442	358	386	363				3,355	3,511	3,514
Lake Worth	-	-	-	-	-	-	-	-	-				-	994	-
West Boca	-	-	-	-	-	-	-	-	-				-	200	-
Total Dental Visits	3,165	2,512	2,620	2,584	2,396	2,656	2,686	2,508	2,244				23,371	16,705	25,510
Total Budget Visits															
Total Medical and Dental Visits	11,833	10,306	10,759	10,752	11,300	11,930	11,980	9,946	10,834				99,640	100,388	90,761
Mental Health Counselors (see separate)															
West Palm Beach	80	61	63	94	105	110	111	97	150				871	-	720
Delray	84	94	95	86	78	71	90	79	138				815	-	846
Lantana	225	126	149	63	158	136	150	146	222				1,385	-	900
Belle Glade	17	7	21	7	17	15	16	15	18				133	-	168
Lewis Center	61	40	74	105	137	158	189	172	195				1,140	-	486
Lake Worth	112	105	65	114	145	183	177	195	166				1,262	-	768
Jupiter	23	24	21	34	36	38	42	23	27				268	-	30
West Boca	7	14	23	24	23	27	34	19	30				201	-	16
Total Mental Health Screenings	619	480	511	527	699	738	809	746	946				6,075	-	3,934

Primary Care Clinics Funding Sources

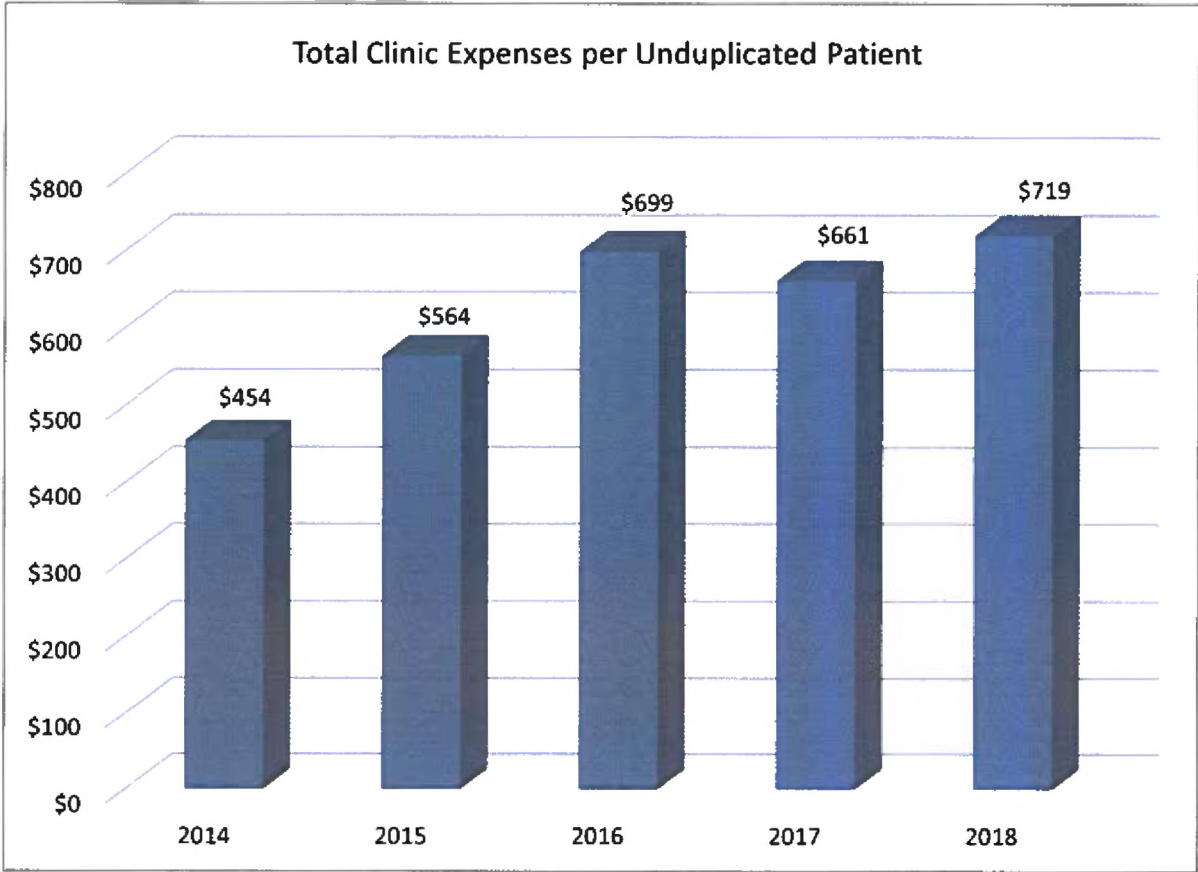


*Total expenses include overhead allocations and capital, and excludes depreciation.

Net Margin



* Net Margin includes overhead allocations and capital, and excludes depreciation.



- 2018 data reflects fiscal year-to-date June expenses annualized

Total Clinic Revenue per Visit

