

SAN LUIS VALLEY COMMUNITY MENTAL HEALTH CENTER
STATEMENT OF REVENUES EXPENSES
March 31, 2020

	CURRENT MONTH			YEAR TO DATE			
	ACTUAL	BUDGET	\$Variance	ACTUAL	BUDGET	\$Variance	%
OPERATING REVENUE	1,389,562	1,195,312	194,250	12,194,334	10,757,808	1,436,526	113.35%
Expenditures							
PERSONNEL							
Salaries	593,565	619,503	25,938	5,568,467	5,575,524	7,057	99.87%
Fringe	175,931	179,852	3,921	1,524,488	1,618,670	94,182	94.18%
Total PERSONNEL	769,496	799,355	29,859	7,092,955	7,194,194	101,239	98.59%
OCCUPANCY							
Repairs & Maintenance	25,408	12,875	(12,533)	209,972	115,877	(94,095)	181.20%
Insurance Property	1,773	1,855	82	16,125	16,698	573	96.57%
Bldg Leases	4,687	4,800	113	43,680	43,200	(480)	101.11%
Utilities	10,734	9,883	(851)	92,348	88,949	(3,399)	103.82%
Total OCCUPANCY	42,602	29,413	(13,189)	362,126	264,723	(97,401)	136.79%
OPERATIONS							
Postage & Printing	2,742	1,979	(763)	30,321	17,810	(12,511)	170.25%
Prof Liab Insur	5,580	4,860	(720)	46,483	43,737	(2,746)	106.28%
Office Supplies	3,382	3,629	247	38,750	32,662	(6,088)	118.64%
Dues, Fees & Licenses	1,941	7,417	5,476	37,697	66,757	29,060	56.47%
Recruiting & Hiring	15,129	1,083	(14,046)	29,800	9,750	(20,050)	305.64%
Vehicle, Fuel & Maint	11,894	8,642	(3,252)	90,427	77,775	(12,652)	116.27%
Travel, Conf & Staff Dev	11,994	26,758	14,764	211,552	240,823	29,271	87.85%
Advertising	3,643	2,667	(976)	54,322	24,000	(30,322)	226.34%
Publications & Subscriptions	0	113	113	1,396	1,013	(383)	137.81%
Computers <\$2k	52,024	9,078	(42,946)	159,796	81,705	(78,091)	195.58%
Internet	2,828	5,417	2,589	33,705	48,750	15,045	69.14%
Uniforms	0	125	125	506	1,125	619	44.98%
Leases	17,059	10,919	(6,140)	130,404	98,275	(32,129)	132.69%
Telephone	6,931	6,318	(613)	61,553	56,865	(4,688)	108.24%
Total OPERATIONS	135,148	89,005	(46,143)	926,712	801,047	(125,665)	115.69%
CLIENT EXPENSE							
Medical Services	2,166	417	(1,749)	2,849	3,750	901	75.97%
Prescription Drugs (Client Meds)	117,435	93,533	(23,902)	1,039,048	841,800	(197,248)	123.43%
Other	19,999	34,331	14,332	210,949	308,981	98,032	68.27%
Total CLIENT EXPENSE	139,600	128,281	(11,319)	1,252,846	1,154,531	(98,315)	108.52%
PROFESSIONAL FEES							
Consultants	19,786	13,042	(6,744)	164,965	117,375	(47,590)	140.55%
Legal Fees	1,009	917	(92)	14,549	8,250	(6,299)	176.35%
Audit	3,110	3,583	473	30,921	32,250	1,329	95.88%
Other	9,688	3,500	(6,188)	49,649	31,500	(18,149)	157.62%
Total PROFESSIONAL FEES	33,594	21,042	(12,553)	260,084	189,375	(70,709)	137.34%
ADMIN EXPENSE							
Administration	103,312	121,560	18,248	1,060,407	1,094,044	33,637	96.93%
Sycare withhold	73,782	15,417	(58,365)	223,782	138,750	(85,032)	1.6128
Total ADMIN EXPENSE	177,094	136,977	(40,117)	1,284,189	1,232,795	(51,395)	104.17%
Total Expenditures	1,297,536	1,204,073	(93,462)	11,178,911	10,836,666	(342,247)	103.16%
Total Revenue over(under) Expenses	92,027	(8,762)	100,790	1,015,423	(78,857)	1,094,280	10.20%

San Luis Valley Mental Health Center
Financial Narrative
March 31, 2020

Statement of Revenue and Expenses

Revenue

Revenue - March revenue was \$1.3M MTD and \$12.1M YTD, favorable to budget by \$194k MTD and \$1.4M YTD. 1.13% of the budget.

Expenses

Personnel - Salaries and benefits \$769k MTD and \$7.0M YTD, favorable by \$29k MTD and \$101k favorable YTD. 98.59% of the overall budget.

Occupancy – \$42k MTD and \$362k YTD, unfavorable to budget by \$13k MTD and \$97k YTD. Due to facility renovations. We are at 136.79% of the budget.

Operations – \$125k MTD and \$926k YTD, unfavorable to budget \$46k MTD and \$125k YTD. Due to unbudgeted billboards, new signage and vehicle leases. We are at 115.69% of the budget.

Client Expense - \$139k MTD and \$1.2M YTD, unfavorable to budget by \$11k MTD and \$98k YTD. Due to prescriptions drugs and client medical supply spend down. We are at 108.52% of the budget.

Professional Fees – \$33k MTD and \$260k YTD, unfavorable to budget by \$12k MTD and unfavorable to budget by \$70k YTD. We are at 137.34% of the budget.

Administrative – Administrative expense \$177k MTD and \$1.2M YTD, unfavorable to budget by \$40k MTD and unfavorable by \$51k YTD. 101.03% of budget. There was a \$50k cash call for Sycare and \$6k cash call for Netsmart

Total Expenses- Expenditures of \$1.2M MTD and \$11.1M YTD, expenses are unfavorable to budget by \$93k MTD and unfavorable \$342k YTD. 103.16% of budget.

Total Revenue Over Expenses – \$92k MTD and \$1.0M YTD and 10% of Revenue over Expenses

SAN LUIS VALLEY ASSET MANAGEMENT
STATEMENT OF REVENUES EXPENSES
March 31, 2020

	CURRENT MONTH			YEAR TO DATE			
	ACTUAL	BUDGET	\$Variance	ACTUAL	BUDGET	\$Variance	%
OPERATING REVENUE	(414,900)	37,928	(452,828)	108,080	341,355	(233,275)	31.66%
Expenditures							
PERSONNEL							
Salaries	7,377	7,830	453	75,698	70,471	(5,227)	107.42%
Fringe	2,207	1,404	(803)	19,061	12,635	(6,426)	150.86%
Total PERSONNEL	9,584	9,234	(350)	94,759	83,106	(11,653)	114.02%
OCCUPANCY							
Repairs & Maintenance	4,673	6,200	1,527	48,338	55,800	7,462	86.63%
Insurance Property	0	250	250	0	2,250	2,250	0.00%
Building Lease	0	0	0	6,392	0	(6,392)	0.00%
Utilities	3,576	3,417	(159)	31,255	30,750	(505)	101.64%
Total OCCUPANCY	8,249	9,867	1,618	85,985	88,800	2,815	96.83%
OPERATIONS							
Office Supplies	3,335	1,167	(2,168)	20,123	10,500	(9,623)	191.65%
Dues, Fees & Licenses	601	550	(51)	11,571	4,950	(6,621)	233.76%
Recruiting & Hiring	0	8	8	0	75	75	0.00%
Travel, Conf & Staff Dev	0	91	91	0	816	816	0.00%
Advertising	0	0	0	100	0	(100)	0.00%
Internet	40	0	(40)	105	0	(105)	0.00%
Uniforms	0	33	33	0	300	300	0.00%
Total OPERATIONS	3,976	1,849	(2,127)	31,898	16,641	(15,258)	191.68%
CAFE							
Cafe Food	5,135	6,917	1,782	59,898	62,250	2,352	96.22%
Cafe Non-Food Items	929	1,250	321	8,445	11,250	2,805	75.07%
Total CAFE	6,064	8,167	2,103	68,343	73,500	5,157	92.98%
PROFESSIONAL FEES							
Legal Fees	0	50	50	742	450	(292)	164.89%
Total PROFESSIONAL FEES	0	50	(50)	742	450	(292)	164.89%
DEPRECIATION							
Depreciation	36,988	0	0	336,907	0	0	0.00%
Total Expenditures	64,861	29,167	1,194	618,631	262,497	(19,231)	107.32%
Total Revenue over(under) Expenses	<u>(479,763)</u>	<u>8,762</u>	<u>(488,525)</u>	<u>(510,551)</u>	<u>78,858</u>	<u>(252,506)</u>	<u>-75.66%</u>
Actual Revenue over(under)	(442,775)			(173,644)			

San Luis Valley Asset Management
Financial Narrative
March 31, 2020

Statement of Revenue and Expenses

Revenue

Revenue - March revenue was \$(415)k MTD and \$108k YTD, unfavorable to budget by \$452k MTD and favorable \$341k YTD. Decrease is due to the effect the coronavirus had on the stock market. Our stocks decreased by \$493k in one month in the RJames investment account. The \$300k transfer to RJ did not get transferred this month due to the instability of the stock market. We are at 31.66% of the budget

Expenses

Personnel - \$9k MTD and \$94k YTD, unfavorable to budget by \$350. MTD and unfavorable by \$11k YTD due to unexpected increase in staff benefits. We are at 114.02% of budget.

Occupancy – \$8k MTD and \$85k YTD, favorable to budget by \$1.6k MTD and favorable to budget \$2.8k YTD. We are at 96.83% of budget.

Operations – \$3k MTD and \$31k YTD, unfavorable to budget by \$2k MTD and unfavorable by \$15k. YTD, due to licenses and office supplies purchased.

Cafe – Café expenses \$6k MTD and \$68k YTD, favorable to budget by \$2k MTD and favorable to budget \$5k YTD. We are at 92.98% of the budget.

Depreciation - \$37k MTD and \$336k YTD, depreciation was not budgeted due to it being a non-cash item.

Total Expenses - \$64k MTD and \$618k YTD, unfavorable to budget by \$35k MTD and \$19k YTD. We are at 107.32% of the budget.

Total Revenue over Expenses – \$-4790k MTD and \$-510k YTD, unfavorable to budget by \$488k MTD and \$589k YTD

Actual Revenue - adding back the depreciation \$-442k MTD and \$510K YTD.

SAN LUIS VALLEY BEHAVIORAL HEALTH GROUP

CONSOLIDATED STATEMENT OF REVENUES EXPENSES

March 31, 2020

	CURRENT MONTH			YEAR TO DATE			
	ACTUAL	BUDGET	\$Variance	ACTUAL	BUDGET	\$Variance	%
OPERATING REVENUE	974,661	1,233,240	(258,579)	12,302,415	11,099,163	1,203,252	110.84%
Expenditures							
PERSONNEL							
Salaries	674,673	709,311	34,638	6,390,937	6,383,802	(7,135)	100.11%
Fringe	194,575	200,951	6,376	1,694,516	1,808,556	114,040	93.69%
Total PERSONNEL	869,248	910,262	41,014	8,085,453	8,192,358	106,905	98.70%
OCCUPANCY							
Repairs & Maintenance	30,661	19,075	(11,586)	264,308	171,677	(92,631)	153.96%
Insurance Property	1,928	2,105	177	17,611	18,948	1,337	92.94%
Bldg Leases	4,687	4,800	113	50,072	43,200	(6,872)	115.91%
Utilities	15,216	13,300	(1,916)	131,749	119,699	(12,050)	110.07%
Total OCCUPANCY	52,491	39,280	(13,212)	463,740	353,524	(110,217)	131.18%
OPERATIONS							
Postage & Printing	2,890	1,979	(911)	31,327	17,810	(13,517)	175.90%
Prof Liab Insur	6,067	4,860	(1,207)	50,599	43,737	(6,862)	115.69%
Office Supplies	6,798	5,296	(1,502)	62,769	47,662	(15,107)	131.70%
Dues, Fees & Licenses	2,917	8,512	5,595	53,202	76,612	23,410	69.44%
Recruiting & Hiring	15,436	1,133	(14,303)	30,966	10,200	(20,766)	303.59%
Vehicle, Fuel & Maint	12,845	9,965	(2,880)	100,130	89,685	(10,445)	111.65%
Travel, Conf & Staff Dev	14,192	33,557	19,365	245,274	302,014	56,740	81.21%
Advertising	3,643	2,667	(976)	54,421	24,000	(30,421)	226.75%
Publications & Subscriptions	0	173	173	2,803	1,556	(1,247)	180.14%
Computers <\$2k	52,024	9,078	(42,946)	171,342	81,705	(89,637)	209.71%
Internet	3,502	6,317	2,815	40,061	56,850	16,789	70.47%
Uniforms	0	158	158	506	1,425	919	35.51%
Leases	17,614	12,586	(5,028)	139,848	113,275	(26,573)	123.46%
Telephone	7,813	7,710	(103)	72,128	69,390	(2,738)	103.95%
Total OPERATIONS	145,742	103,991	(41,750)	1,055,376	935,923	(119,455)	112.76%
CLIENT EXPENSE							
Medical Services	2,166	417	(1,749)	2,849	3,750	901	75.97%
Prescription Drugs (Client Meds)	117,435	93,533	(23,902)	1,039,048	841,800	(197,248)	123.43%
Other	19,999	34,331	14,332	210,949	308,981	98,032	68.27%
Total CLIENT EXPENSE	139,600	128,281	(11,320)	1,252,846	1,154,531	(98,316)	108.52%
PROFESSIONAL FEES							
Consultants	20,185	17,292	(2,893)	166,868	155,625	(11,243)	107.22%
Legal Fees	1,009	967	(42)	15,291	8,700	(6,591)	175.76%
Audit	3,375	3,583	208	33,792	32,250	(1,542)	104.78%
Other	13,908	6,000	(7,908)	95,148	54,000	(41,148)	176.20%
Total PROFESSIONAL FEES	38,478	27,842	(10,635)	311,099	250,575	(60,524)	124.15%
CAFE							
Cafe Food	5,135	6,917	1,782	59,898	62,250	2,352	96.22%
Cafe Non-Food Items	929	1,250	321	8,445	11,250	2,805	75.07%
Total CAFE	6,064	8,167	2,103	68,343	73,500	5,156	92.98%
ADMIN EXPENSE							
Administration	0	0	0	0	0	0	0.00%
Sycare withhold	73,782	15,417	(58,365)	223,782	138,750	(85,032)	161.28%
Total ADMIN EXPENSE	73,782	15,417	(58,365)	223,782	138,750	(85,032)	161.28%
DEPRECIATION							
Depreciation	36,988	0	(36,988)	336,907	0	(336,907)	0.00%
Total Expenditures	1,362,393	1,233,240	(129,153)	11,797,544	11,099,163	(698,388)	106.29%
Total Revenue over(under) Expenses	(387,732)	0	(387,732)	504,871	0	504,871	4.55%
	(350,744)			841,778			

San Luis Valley Behavioral Health Group
Consolidated Financial Narrative
March 31, 2020

STATEMENT OF REVENUE & EXPENSES

Revenue - March revenue was \$974k MTD and \$12.3M YTD, unfavorable to budget by \$258k MTD and favorable \$1.2M YTD. 1.10% of the budget.

Expenses

Personnel - Salaries and benefits \$869k MTD and \$8.0M YTD, favorable by \$41k MTD and \$106k favorable YTD. 98.70% of the overall budget.

Occupancy – \$52k MTD and \$463k YTD, unfavorable to budget by \$13k MTD and \$110k YTD. Due to the renovations in the outlying offices. We are at 131.18% of the budget.

Operations – \$145k MTD and \$1.0M YTD, unfavorable to budget \$41k MTD and \$119k YTD. Due to billboards, new signage, computer upgrades and vehicle leases. We are at 112.76% of the budget.

Client Expense - \$139k MTD and \$1.2M YTD, unfavorable to budget by \$11k MTD and \$98k YTD. Due to prescriptions drugs and client medical supply spend down. We are at 108.52% of the budget.

Professional Fees – \$38k MTD and \$311k YTD, unfavorable to budget by \$10k MTD and \$60k YTD. We are at 124.15% of the budget.

Cafe Expense - \$6k MTD and \$68k YTD, favorable to budget by \$2k MTD and favorable by \$5k YTD. We are at 92.98% of the budget.

Admin Expense - \$73k MTD and \$223k YTD, unfavorable to budget by \$58k MTD and \$85k YTD, this is due to Sycare's final budget increasing by \$40k more than we had budgeted, we are at 161.28% of the budget.

Depreciation Expense - \$37k MTD and \$337k YTD, unbudgeted expense due to it being a non-cash item.

Total Expenses - March expenses \$1.3M MTD and \$11.7M YTD unfavorable to budget by \$129k MTD and unfavorable \$698k YTD, 106.29% over budget YTD.

Total Revenue over Expenses - \$-387 MTD and \$504k YTD, the monthly negative is due to the effect the coronavirus has had on the stock market. Revenue over expense YTD is 4.55%

Actual Revenue - adding back the depreciation \$-350k MTD and \$841k YTD.

SAN LUIS VALLEY BEHAVIORAL HEALTH GROUP

CONSOLIDATED BALANCE SHEET

March 31, 2020

B

	SLV Community Mental Health Center	SLV Asset Management Corporation	San Luis Valley Behavioral Health Group, Inc	Total
Assets				
Current Assets				
Cash & Cash Equivalents	3,840,216	(55,700)	(83,373)	3,701,143
Accounts Receivable	825,603	1,188,000	0	2,013,603
Prepaid Expenses	157,644	0	8,969	166,613
Total Current Assets	4,823,463	1,132,300	(74,404)	5,881,359
Long-term Assets				
Property & Equipment	0	7,720,207	0	7,720,207
Long-term Investments	852,778	3,383,537	16,940,045	21,176,360
Total Long-term Assets	852,778	11,103,744	16,940,045	28,896,566
Total Assets	5,676,241	12,236,044	16,865,641	34,777,926
Liabilities				
Short-term Liabilities				
Accounts Payable	305,918	19,031	110,510	435,459
Deferred Revenue	140,862	0	0	140,862
Other Short-term Liabilities	0	0	0	0
Total Short-term Liabilities	446,780	19,031	110,510	576,321
Long-term Liabilities				
Long-term Liabilities	0	0	0	0
Other Long-term Liabilities	0	0	0	0
Total Long-term Liabilities	0	0	0	0
Total Liabilities	446,780	19,031	110,510	576,321
Net Assets				
Total Net Assets	5,229,462	12,217,012	16,755,131	34,201,604
Total Liabilities and Net Assets	5,676,241	12,236,044	16,865,641	34,777,926

BOARD EXPENSES

March 31, 2020

EXPENSE	<u>Current Month</u>			<u>Year to Date</u>			%
	Actual	Budget	\$Variance	Actual	Budget	\$Variance	
Benefits	453	112	(342)	4,080	1,005	(3,075)	406.0%
OPERATIONS							
Office Supply	33	83	50	471	750	279	62.80%
Internet	67	417	350	4,802	3,750	(1,052)	128.05%
Local Travel	0	250	250	1,575	2,250	675	70.00%
Meeting Expense	569	792	223	9,520	7,125	(2,395)	133.61%
Training Expense	0	583	583	1,423	5,250	3,827	27.10%
Airfare	399	133	(266)	1,954	1,200	(754)	162.83%
Lodging	1,170	667	(503)	5,128	6,000	872	85.47%
Ground Transportation	0	292	292	1,904	2,625	721	72.53%
Meals (Per Diem)	0	217	217	2,622	1,950	(672)	134.46%
Total OPERATIONS	<u>2,239.00</u>	<u>3,434.00</u>	<u>1,196.00</u>	<u>29,399</u>	<u>30,900.00</u>	<u>1,501.00</u>	<u>95.14%</u>
Total EXPENSE	<u>2,692.00</u>	<u>3,546.00</u>	<u>854.00</u>	<u>33,479</u>	<u>31,905.00</u>	<u>(1,574.00)</u>	<u>104.93%</u>

SAN LUIS VALLEY BEHAVIORAL HEALTH GROUP
STATEMENT OF EXPENSES
March 31, 2020

	<u>CURRENT MONTH</u>			<u>YEAR TO DATE</u>			
	ACTUAL	BUDGET	\$Variance	ACTUAL	BUDGET	\$Variance	%
Expenditures							
PERSONNEL							
Salaries	73,731	81,979	8,248	746,772	737,808	(8,964)	101.21%
Fringe	16,437	19,695	3,258	150,967	177,251	26,285	85.17%
Total PERSONNEL	90,169	101,674	11,506	897,738	915,059	17,321	98.11%
OCCUPANCY							
Repairs & Maintenance	579	0	(579)	5,999	0	(5,999)	0.00%
Insurance Property	154	0	(154)	1,486	0	(1,486)	0.00%
Utilities	906	0	(906)	8,146	0	(8,146)	0.00%
Total OCCUPANCY	1,639	0	(1,639)	15,630	0	(15,630)	0.00%
OPERATIONS							
Postage & Printing	148	0	(148)	1,006	0	(1,006)	0.00%
Prof Liab Insur	487	0	(487)	4,116	0	(4,116)	0.00%
Office Supplies	81	500	419	3,897	4,500	603	86.60%
Dues, Fees & Licenses	375	545	170	3,933	4,905	972	80.18%
Recruiting & Hiring	307	42	(265)	1,166	375	(791)	310.93%
Vehicle, Fuel & Maint	951	1,323	372	9,703	11,910	2,207	81.47%
Travel, Conf & Staff Dev	2,198	6,708	4,510	33,722	60,375	26,653	55.85%
Publications & Subscriptions	0	60	60	1,407	544	(863)	258.64%
Computers <\$2k	0	0	0	11,545	0	(11,545)	0.00%
Internet	634	900	266	6,252	8,100	1,848	77.19%
Leases	556	1,667	1,111	9,445	15,000	5,555	62.97%
Telephone	882	1,392	510	10,575	12,525	1,950	84.43%
Total OPERATIONS	6,619	13,137	6,518	96,767	118,233	21,466	81.84%
PROFESSIONAL FEES							
Consultants	400	4,250	3,850	1,903	38,250	36,347	4.98%
Audit	265	0	(265)	2,871	0	(2,871)	0.00%
Other	4,220	2,500	(1,720)	45,498	22,500	(22,998)	202.21%
Total PROFESSIONAL FEES	4,885	6,750	1,865	50,271	60,750	10,478	82.75%
ADMIN EXPENSE							
Administration	(103,312)	(121,560)	(18,248)	1,060,407	(1,094,042)	(33,635)	-96.93%
Total ADMIN EXPENSE	103,312	121,560	(18,248)	1,060,407	1,094,042	(33,635)	96.93%
Total Expenditures	0	0	0	0	0	0	0
Total Revenue over(under) Expenses	0	0	0	0	0	0	0