

SAN LUIS VALLEY COMMUNITY MENTAL HEALTH CENTER
STATEMENT OF REVENUES EXPENSES
June, 30, 2020

	CURRENT MONTH			YEAR TO DATE			
	ACTUAL	BUDGET	\$Variance	ACTUAL	BUDGET	\$Variance	%
OPERATING REVENUE	2,271,189	1,195,312	1,075,877	18,756,472	14,343,744	4,412,728	130.76%
Expenditures							
PERSONNEL							
Salaries	604,336	619,503	15,167	7,779,805	7,434,032	(345,773)	104.65%
Fringe	172,719	179,852	7,133	2,090,071	2,158,226	68,155	96.84%
Total PERSONNEL	777,055	799,355	22,300	9,869,877	9,592,258	(277,618)	102.89%
OCCUPANCY							
Repairs & Maintenance	175,458	12,875	(162,583)	431,063	154,503	(276,560)	279.00%
Insurance Property	1,899	1,855	(44)	21,571	22,264	693	96.89%
Bldg Leases	4,417	4,800	383	58,700	57,600	(1,100)	101.91%
Utilities	11,255	9,883	(1,372)	126,844	118,599	(8,245)	106.95%
Total OCCUPANCY	193,029	29,413	(163,615)	638,177	352,966	(285,212)	180.80%
OPERATIONS							
Postage & Printing	3,727	1,979	(1,748)	40,203	23,747	(16,456)	169.30%
Prof Liab Insur	5,580	4,860	(720)	63,224	58,316	(4,908)	108.42%
Office Supplies	19,415	3,629	(15,786)	76,268	43,550	(32,718)	175.13%
Dues, Fees & Licenses	2,681	7,417	4,736	46,635	89,010	42,375	52.39%
Recruiting & Hiring	9,399	1,083	(8,316)	44,458	13,000	(31,458)	341.98%
Vehicle, Fuel & Maint	7,847	8,642	795	107,355	103,700	(3,655)	103.52%
Travel, Conf & Staff Dev	4,168	26,758	22,590	219,431	321,097	101,666	68.34%
Advertising	20,197	2,667	(17,530)	81,477	32,000	(49,477)	254.62%
Publications & Subscriptions	432	113	(319)	1,948	1,350	(598)	144.30%
Computers <\$2k	52,786	9,078	(43,708)	370,375	108,940	(261,435)	339.98%
Internet	4,730	5,417	687	58,467	65,000	6,533	89.95%
Uniforms	12,008	125	(11,883)	14,710	1,500	(13,210)	980.67%
Leases	16,802	10,919	(5,883)	181,405	131,034	(50,371)	138.44%
Telephone	7,276	6,318	(958)	93,466	75,820	(17,646)	123.27%
Total OPERATIONS	167,048	89,005	(78,043)	1,399,421	1,068,063	(331,357)	131.02%
CLIENT EXPENSE							
Medical Services	90	417	327	3,031	5,000	1,969	60.62%
Prescription Drugs (Client Meds)	87,025	93,533	6,508	1,330,397	1,122,400	(207,997)	118.53%
Other	77,629	34,331	(43,298)	321,404	411,975	90,571	78.02%
Total CLIENT EXPENSE	164,744	128,281	(36,463)	1,654,831	1,539,375	(115,456)	107.50%
PROFESSIONAL FEES							
Consultants	19,128	13,042	(6,086)	218,748	156,500	(62,248)	139.78%
Legal Fees	1,000	917	(83)	17,697	11,000	(6,697)	160.88%
Audit	3,110	3,583	473	40,252	43,000	2,748	93.61%
Other	21,120	3,500	(17,620)	115,013	42,000	(73,013)	273.84%
Total PROFESSIONAL FEES	44,358	21,042	(23,316)	391,710	252,500	(139,210)	155.13%
ADMIN EXPENSE							
Administration	112,562	121,560	8,998	1,431,759	1,458,724	26,965	98.15%
Sycare withhold	18,750	15,417	(3,333)	280,032	185,000	(95,032)	1.5137
Total ADMIN EXPENSE	131,312	136,977	5,665	1,711,791	1,643,724	(68,067)	104.14%
Total Expenditures	1,477,546	1,204,074	(273,472)	15,665,807	14,448,888	(1,216,921)	108.42%
Total Revenue over(under) Expens	793,643	(8,763)	802,405	3,090,665	(105,144)	3,195,809	22.34%

San Luis Valley Mental Health Center
Financial Narrative
June 30, 2020

Statement of Revenue and Expenses

Revenue

Revenue - June revenue was \$2.2M MTD and \$18.7M YTD, favorable to budget by \$1.0M MTD and \$4.4M YTD. 1.31% of the budget. The majority of the increase comes from the COVID loan (\$1.5M)

Expenses

Personnel - Salaries and benefits \$777k MTD and \$9.8M YTD, favorable by \$22k MTD and unfavorable \$277k YTD. 102.89% of the overall budget. Due to 2% state salary increase, incentive pay due to over production and lastly, bonus due to high risk. No significant change from last month.

Occupancy – (Building related expenses) \$193k MTD and \$638k YTD, unfavorable to budget by \$163k MTD and \$2851k YTD. Del Norte & La Jara renovation expenses that were in contruction in progress. Furniture purchased for psych offices and lobby. Ft. Garland concrete work. We are at 180.80% of the budget.

Operations – \$167k MTD and \$1.3M YTD, unfavorable to budget \$78k MTD and \$331k YTD. EMDR headset instruments. Del Norte office furniture & supplies. Varidesks for staff. Computers for staff, board and schools. Billboard permits for our different locations. Uniforms - T-shirts to identify staff when then go into the community. Masks, gloves and sanitizers for staff and building. . We are at 131.02% of the budget.

Client Expense - \$164k MTD and \$1.6M YTD, unfavorable to budget by \$36k MTD and unfavorable to budget \$115k YTD. Prescription drugs were less than prior months. Client food boxes were delivered to homeless. Play room therapy equipment. Back to school backpacks with school supply kits. Straight talk phones for clients. Client masks and hygiene products. Safecare family supplies. K9 client security. We are at 107.50% of the budget.

Professional Fees – \$44k MTD and \$391k YTD, unfavorable to budget by \$23k MTD and unfavorable to budget by \$139k YTD. Slight adjustment in consulting fees. Payroll software package conversion. Computer license renewal, We are at 155.13% of the budget.

Administrative – Administrative expense \$131k MTD and \$1.7M YTD, favorable to budget by \$5k MTD and unfavorable by \$104.14 YTD. Unexpected cash call from Sycare due to program growth, additonal licenses for staff. At 104.14% of budget.

Total Expenses- Expenditures of \$1.4M MTD and \$15.6M YTD, expenses are unfavorable to budget by \$273k MTD and unfavorable \$1.2M YTD. Total expenses is 108.42% of budget.

Total Revenue Over Expenses – \$793k MTD and \$3.0M YTD and 22.34% of Revenue over Expenses

SAN LUIS VALLEY ASSET MANAGEMENT
STATEMENT OF REVENUES EXPENSES
June 30, 2020

	CURRENT MONTH			YEAR TO DATE			
	ACTUAL	BUDGET	\$Variance	ACTUAL	BUDGET	\$Variance	%
OPERATING REVENUE	115,573	37,928	77,645	664,642	455,140	209,502	146.03%
Expenditures							
PERSONNEL							
Salaries	7,363	7,830	467	106,789	93,961	(12,828)	113.65%
Fringe	2,110	1,404	(706)	26,554	16,846	(9,708)	157.63%
Total PERSONNEL	9,473	9,234	(239)	133,343	110,807	(22,536)	120.34%
OCCUPANCY							
Repairs & Maintenance	4,016	6,200	2,184	63,207	74,400	11,193	84.96%
Insurance Property	0	250	250	0	3,000	3,000	0.00%
Building Lease	0	0	0	6,392	0	(6,392)	0.00%
Utilities	3,358	3,417	59	40,898	41,000	102	99.75%
Total OCCUPANCY	7,374	9,867	2,492	110,497	118,400	7,903	93.33%
OPERATIONS							
Office Supplies	539	1,167	628	21,448	14,000	(7,448)	153.20%
Dues, Fees & Licenses	252	550	298	11,975	6,600	(5,375)	181.44%
Recruiting & Hiring	0	8	8	30	100	70	30.00%
Travel, Conf & Staff Dev	0	91	91	0	1,088	1,088	0.00%
Advertising	0	0	0	100	0	(100)	0.00%
Transfer Out	2,146,603	0	0	2,146,603	0	(2,146,603)	
Internet	40	0	(40)	225	0	(225)	0.00%
Uniforms	969	33	33	969	400	(569)	242.25%
Total OPERATIONS	2,148,403	1,849	1,018	2,181,349	22,188	(2,159,161)	9831.21%
CAFE							
Cafe Food	8,103	6,917	(1,186)	77,249	83,000	5,751	93.07%
Cafe Non-Food Items	1,096	1,250	154	10,329	15,000	4,671	68.86%
Total CAFE	9,199	8,167	(1,033)	87,578	98,000	10,422	89.37%
PROFESSIONAL FEES							
Legal Fees	0	50	50	742	600	(142)	123.67%
Total PROFESSIONAL FEES	0	50	(50)	742	600	(142)	123.67%
DEPRECIATION							
Depreciation	40,664	0	(40,664)	465,441	0	(465,441)	0.00%
Total Expenditures	2,215,111	29,166	(38,476)	2,978,951	349,995	(2,628,954)	718.16%
Total Revenue over(under) Expenses	(2,099,539)	8,762	(2,108,301)	(2,314,307)	105,145	(2,419,452)	(5.72)
Actual Revenue over(under)	(2,058,875)			(1,848,866)			
	89,528			297,737			

San Luis Valley Asset Management
Financial Narrative
June 30, 2020

Statement of Revenue and Expenses

Revenue

Revenue - June revenue was \$115k MTD and \$664k YTD, favorable to budget by \$77k MTD and favorable \$209k YTD. We are recovering some of our losses due to the stock market response due to COVID - 19. We are currently we are at 146.03% of the budget

Expenses

Personnel - \$9k MTD and \$133k YTD, unfavorable to budget by \$239.k. MTD and unfavorable by \$22k YTD please note that it is related to bonus recognition. We are at 120.34% of budget.

Occupancy – \$7k MTD and \$110k YTD, favorable to budget by \$2k MTD and favorable to budget \$7k YTD. Repair costs to buildings were charged to the MHC. We are at 93.33% of budget.

Operations – \$2.1M MTD and \$2.1M YTD, unfavorable to budget by \$2.1M MTD and unfavorable by \$2.1k. YTD. The auditor has requested that we record the PPP loan of \$2.1M as an expense which will show a bigger deficit in the Asset Corp financials. Please note that the revenue shows up in Mental Health as an offset to this expense. We are at 156.60% excluding the PPP Loan.

Cafe – Café expenses \$5k MTD and \$78k YTD, favorable to budget by \$2k MTD and favorable to budget \$11k YTD. We are at 87.25% of the budget. Has been trending positively for a few months.

Depreciation - \$40k MTD and \$465k YTD, depreciation is a non-cash item.

Total Expenses - \$2.2M MTD and \$2.9M YTD, with the PPP Covid loan and \$68k MTD and \$832k YTD without the PPP loan, unfavorable to budget \$38k MTD and \$482k YTD. We are at 104.83% of the budget.

Total Revenue over Expenses – \$47k MTD and \$(167)k YTD, unfavorable to budget by \$38k MTD and \$(272)k YTD Minor uptick in expenses but majority is due to the effect Covid had on the stock market.

Actual Revenue - adding back the depreciation \$87k MTD and \$297k YTD.

SAN LUIS VALLEY BEHAVIORAL HEALTH GROUP

CONSOLIDATED

STATEMENT OF REVENUES EXPENSES

June 30, 2020

	CURRENT MONTH			YEAR TO DATE			
	ACTUAL	BUDGET	\$Variance	ACTUAL	BUDGET	\$Variance	%
OPERATING REVENUE	2,386,761	1,233,240	1,153,521	19,421,114	13,565,644	5,855,470	143.16%
Expenditures							
PERSONNEL							
Salaries	691,547	709,311	17,764	8,902,104	7,802,425	(1,099,679)	114.09%
Fringe	192,150	200,951	8,801	2,322,353	2,210,458	(111,895)	105.06%
Total PERSONNEL	883,698	910,262	26,565	11,224,457	10,012,883	(1,211,574)	112.10%
OCCUPANCY							
Repairs & Maintenance	179,803	19,075	(160,728)	501,756	209,827	(291,929)	239.13%
Insurance Property	2,054	2,105	51	23,520	23,159	(361)	101.56%
Bldg Leases	4,417	4,800	383	65,092	52,800	(12,292)	123.28%
Utilities	15,462	13,300	(2,162)	178,388	146,299	(32,089)	121.93%
Total OCCUPANCY	201,735	39,280	(162,455)	768,756	432,085	(336,672)	177.92%
OPERATIONS							
Postage & Printing	4,051	1,979	(2,072)	41,712	21,768	(19,944)	191.62%
Prof Liab Insur	6,067	4,860	(1,207)	68,801	53,456	(15,345)	128.71%
Office Supplies	21,549	5,296	(16,253)	107,287	58,254	(49,033)	184.17%
Transfer In/Out	2,146,603	0	0	2,146,603	0	0	0.00%
Dues, Fees & Licenses	3,315	8,512	5,197	63,820	93,637	29,817	68.16%
Recruiting & Hiring	9,429	1,133	(8,296)	46,171	12,467	(33,704)	370.35%
Vehicle, Fuel & Maint	8,670	9,965	1,295	120,591	109,615	(10,976)	110.01%
Travel, Conf & Staff Dev	4,539	33,557	29,018	253,526	369,128	115,602	68.68%
Advertising	20,197	2,667	(17,530)	81,577	29,333	(52,244)	278.11%
Publications & Subscriptions	1,047	173	(874)	4,011	1,902	(2,109)	210.88%
Computers <\$2k	54,054	9,078	(44,976)	384,511	99,862	(284,649)	385.04%
Internet	5,828	6,317	489	68,324	69,483	1,159	98.33%
Uniforms	12,977	158	(12,819)	15,679	1,742	(13,937)	900.06%
Leases	17,848	12,586	(5,262)	193,509	138,448	(55,061)	139.77%
Telephone	8,831	7,710	(1,121)	107,970	84,810	(23,160)	127.31%
Total OPERATIONS	2,325,006	103,991	(74,413)	3,704,092	1,143,906	(413,583)	323.81%
CLIENT EXPENSE							
Medical Services	90	417	327	3,031	4,583	1,552	66.14%
Prescription Drugs (Client Meds)	87,025	93,533	6,508	1,330,397	1,028,867	(301,530)	129.31%
Other	77,629	34,331	(43,298)	321,404	377,644	56,240	85.11%
Total CLIENT EXPENSE	164,743	128,281	(36,462)	1,654,831	1,411,094	(243,737)	117.27%
PROFESSIONAL FEES							
Consultants	19,235	17,292	(1,943)	220,961	190,208	(30,753)	116.17%
Legal Fees	1,000	967	(33)	18,439	10,633	(7,806)	173.41%
Audit	3,375	3,583	208	43,917	39,417	(4,500)	111.42%
Other	25,252	6,000	(19,252)	176,254	66,000	(110,254)	267.05%
Total PROFESSIONAL FEES	48,862	27,842	(21,020)	459,570	306,258	(153,312)	150.06%
CAFE							
Cafe Food	8,103	6,917	(1,186)	77,249	76,083	(1,166)	101.53%
Cafe Non-Food Items	1,096	1,250	154	10,329	13,750	3,421	75.12%
Total CAFE	9,199	8,167	(1,033)	87,578	89,833	2,255	97.49%
ADMIN EXPENSE							
Administration	0	0	0	0	0	0	0.00%
Sycare withhold	18,750	15,417	(3,333)	280,032	169,583	(110,449)	165.13%
Total ADMIN EXPENSE	18,750	15,417	(3,333)	280,032	169,583	(110,449)	165.13%
DEPRECIATION							
Depreciation	40,664	0	(40,664)	465,441	0	(465,441)	0.00%
Total Expenditures	3,692,657	1,233,240	(312,816)	18,644,757	13,565,644	(2,932,511)	137.44%
Total Revenue over(under) Expenses	(1,305,896)	0	(1,305,896)	776,357	0	776,357	5.72%
Actual Revenue over(under)	(1,265,232)			1,241,798			
	2,146,603			2,146,603			
	881,371			3,388,401			

SAN LUIS VALLEY BEHAVIORAL HEALTH GROUP

CONSOLIDATED BALANCE SHEET

June 30, 2020

	SLV Community Mental Health Center	SLV Asset Management Corporation	San Luis Valley Behavioral Health Group, Inc	Total
Assets				
Current Assets				
Cash & Cash Equivalents	5,042,362	(125,041)	(187,884)	4,729,437
Accounts Receivable	1,830,629	852,246	112,073	2,794,948
Prepaid Expenses	29,423	0	2,908	32,331
Total Current Assets	6,902,414	727,205	(72,903)	7,556,716
Long-term Assets				
Property & Equipment	0	8,113,608	0	8,113,608
Long-term Investments	852,778	3,737,504	16,940,045	21,530,327
Total Long-term Assets	852,778	11,851,112	16,940,045	29,643,934
Total Assets	7,755,192	12,578,317	16,867,142	37,200,651
Liabilities				
Short-term Liabilities				
Accounts Payable	339,943	2,166,496	112,011	2,618,450
Deferred Revenue	110,546	0	0	110,546
Other Short-term Liabilities	0	0	0	0
Total Short-term Liabilities	450,489	2,166,496	112,011	2,728,996
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	450,489	2,166,496	112,011	2,728,996
Net Assets				
Total Net Assets	7,304,702	10,411,822	16,755,130	34,471,654
Total Liabilities and Net Assets	7,755,190	12,578,319	16,867,142	37,200,650

BOARD EXPENSES

June 30,2020

EXPENSE	<u>Current Month</u>			<u>Year to Date</u>			%
	Actual	Budget	\$Variance	Actual	Budget	\$Variance	
Benefits	453	112	(342)	5,440	1,340	(4,100)	406.0%
OPERATIONS							
Office Supply	0	83	83	471	1,000	529	47.10%
Internet	878	417	(461)	5,815	5,000	(815)	116.30%
Local Travel	162	250	88	1,738	3,000	1,262	57.93%
Meeting Expense	1,650	792	(858)	11,170	9,500	(1,670)	117.58%
Training Expense	0	583	583	1,423	7,000	5,577	20.33%
Airfare	0	133	133	1,954	1,600	(354)	122.13%
Lodging	0	667	667	3,624	8,000	4,376	45.30%
Ground	0	292	292	1,904	3,500	1,596	54.40%
Meals (Per Diem)	0	217	217	2,622	2,600	(22)	100.85%
Total OPERATIONS	<u>2,690.00</u>	<u>3,433.00</u>	<u>743.00</u>	<u>30,720</u>	<u>41,200.00</u>	<u>10,480.00</u>	<u>74.56%</u>
Total EXPENSE	<u>3,143.00</u>	<u>3,545.00</u>	<u>401.00</u>	<u>36,160</u>	<u>42,540.00</u>	<u>6,380.00</u>	<u>85.00%</u>

SAN LUIS VALLEY BEHAVIORAL HEALTH GROUP
STATEMENT OF EXPENSES
June 30, 2020

	<u>CURRENT MONTH</u>			<u>YEAR TO DATE</u>			
	ACTUAL	BUDGET	\$Variance	ACTUAL	BUDGET	\$Variance	%
Expenditures							
PERSONNEL							
Salaries	79,848	81,979	2,131	1,015,509	983,744	(31,765)	103.23%
Fringe	17,322	19,695	2,373	205,728	236,335	30,608	87.05%
Total PERSONNEL	97,170	101,674	4,505	1,221,237	1,220,079	(1,157)	100.09%
OCCUPANCY							
Repairs & Maintenance	330	0	(330)	7,487	0	(7,487)	0.00%
Insurance Property	154	0	(154)	1,949	0	(1,949)	0.00%
Utilities	849	0	(849)	10,646	0	(10,646)	0.00%
Total OCCUPANCY	1,334	0	(1,332)	20,082	0	(20,082)	0.00%
OPERATIONS							
Postage & Printing	324	0	(324)	1,509	0	(1,509)	0.00%
Prof Liab Insur	487	0	(487)	5,577	0	(5,577)	0.00%
Office Supplies	1,595	500	(1,095)	9,571	6,000	(3,571)	159.52%
Dues, Fees & Licenses	383	545	162	5,211	6,540	1,329	79.68%
Recruiting & Hiring	30	42	12	1,683	500	(1,183)	336.60%
Vehicle, Fuel & Maint	823	1,323	500	13,237	15,880	2,643	83.36%
Travel, Conf & Staff Dev	371	6,708	6,337	34,095	80,500	46,405	42.35%
Publications & Subscriptions	615	60	(555)	2,063	725	(1,338)	284.55%
Computers <\$2k	1,269	0	(1,269)	14,137	0	(14,137)	0.00%
Internet	1,058	900	(158)	9,633	10,800	1,167	89.19%
Leases	1,046	1,667	621	12,105	20,000	7,895	60.53%
Telephone	1,555	1,392	(163)	14,504	16,700	2,196	86.85%
Total OPERATIONS	9,555	13,137	3,582	123,323	157,646	34,322	78.23%
PROFESSIONAL FEES							
Consultants	107	4,250	4,143	2,213	51,000	48,787	4.34%
Audit	265	0	(265)	3,664	0	(3,664)	0.00%
Other	4,132	2,500	(1,632)	61,241	30,000	(31,241)	204.14%
Total PROFESSIONAL FEES	4,504	6,750	2,246	67,118	81,000	13,882	82.86%
ADMIN EXPENSE							
Administration	(112,562)	(121,560)	(8,998)	(1,431,760)	(1,458,725)	(26,965)	98.15%
Total ADMIN EXPENSE	112,562	121,560	(8,998)	1,431,760	1,458,725	26,965	98.15%
Total Expenditures	0	0	0	0	0	0	0
Total Revenue over(under) Expenses	0	0	0	0	0	0	0