

The Haven Financial Report bullets

Revenue:

- Revenue for January was \$460,656, with estimates of lost revenue due to the evacuation at Residential being \$68,000
- January's Revenue is less than the budget by \$107,520 – 81% of budget
- Year-to-date Revenue is \$161,481 less than budget 93% of budget
- Units of service are 25% less than budget for January.

Expense

- Expenses for January were \$556,300
- January's Expenses were over budget by \$701 - 100% of budget.
- Year-to-date Expenses are 102% of budget over budget by \$45,067

Bottom Line

- **January's Operating deficit was (\$95,644) an unfavorable variance to budget of \$108,221**
- **Year-to-date for the first four months of fiscal 2024 the Operating deficit is (\$268,842) an unfavorable variance to budget of \$206,548**

Balance Sheet

- Cash balances are: \$259,654 in checking, \$3,493,675 in investments.
- Net client Accounts Receivables \$541,175 91% aged 90-days or less.
- Accounts Payable and Credit Card balances are \$281,898 and aged at 30 days.
- Payroll accruals are (18 days' expense, vacation, and 403b) \$397,027.

Other

- Total year to date Federal funds income is \$255,563 – the threshold for the Federal audit is \$750,000
- Days of Cash + AR + Investments on hand 233, 8 months, down 15 days from December
- Current Ratio 5.05:1
- Donor Restricted Fund Balances \$214,676 – Reyn's Fund balance 174,062 – amount in Reyn's investment \$145,521 = under-water \$28,541
- Deferred revenues of \$6,786

The Haven
Statement of Financial Position
As of January 31, 2024

	Jan 31, 24	Dec 31, 23	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Cash & Equivalents	259,284	510,038	-250,754	-49%
1170 - Petty Cash	370	370	0	0%
Total Checking/Savings	259,654	510,408	-250,754	-49%
Accounts Receivable				
1199 - Accounts Receivable	706,455	705,545	910	0%
1201 - (Reserve for Uncollectible A/R)	-165,280	-148,115	-17,165	-12%
Total Accounts Receivable	541,175	557,430	-16,255	-3%
Other Current Assets				
Investments	3,493,675	3,493,675	0	0%
Other Receivables	19,162	19,162	0	0%
Prepaid Expenses	154,975	135,405	19,570	14%
Total Other Current Assets	3,667,812	3,648,242	19,570	1%
Total Current Assets	4,468,641	4,716,080	-247,439	-5%
Fixed Assets				
Fixed Assets	3,045,761	3,083,155	-37,394	-1%
1605 - Software	302,303	302,303	0	0%
Total Fixed Assets	3,348,064	3,385,458	-37,394	-1%
TOTAL ASSETS	7,816,705	8,101,538	-284,833	-4%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable Account	52,978	236,462	-183,484	-78%
Total Accounts Payable	52,978	236,462	-183,484	-78%
Credit Cards				
2006.89 - Chase Visa	25,193	33,458	-8,265	-25%
2007.00 - NBAZ Visa	3,727	4,612	-885	-19%
Total Credit Cards	28,920	38,070	-9,150	-24%
Other Current Liabilities				
Accrued Expenses	397,027	344,213	52,814	15%
2060 - Deferred revenues	6,786	16,886	-10,100	-60%
2062.1 - Copier Lease - current portion	12,276	12,178	98	1%
2062.2 - Campbell Oper Lease Current	336,372	334,257	2,115	1%
2063 - Unapplied Payments	32,051	32,051	0	0%
27778 - Current Portion Mortgage	18,537	18,471	66	0%
Total Other Current Liabilities	803,049	758,056	44,993	6%
Total Current Liabilities	884,947	1,032,588	-147,641	-14%
Long Term Liabilities				
2851 - Mortgage 3727 E Glenn	592,950	594,490	-1,540	-0%
2852 - Copier Lease - long term portio	7,726	8,795	-1,069	-12%
2853 - Campbell Oper Lease Long	1,387,373	1,412,635	-25,262	-2%
Total Long Term Liabilities	1,988,049	2,015,920	-27,871	-1%
Total Liabilities	2,872,996	3,048,508	-175,512	-6%
Equity				
Net Assets	1,374,664	1,374,664	0	0%
3900 - Net Assets without Restrictions	3,757,914	3,757,914	0	0%
Net Income	-188,868	-79,549	-109,319	-137%
Total Equity	4,943,710	5,053,029	-109,319	-2%
TOTAL LIABILITIES & EQUITY	7,816,706	8,101,537	-284,831	-4%

The Haven Actual Performance VS Budget January 2024

	Jan 24	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
40001 · AHCCCS & Judicial	392,131	491,221	-99,090	80%
40002 · Insurance / SelfPay	0			
40006 · Contributions/Grants	68,525	76,955	-8,430	89%
40007 · Miscellaneous Income	0			
Total Income	<u>460,656</u>	<u>568,176</u>	<u>-107,520</u>	<u>81%</u>
Cost of Goods Sold	<u>0</u>			
Gross Profit	<u>460,656</u>	<u>568,176</u>	<u>-107,520</u>	<u>81%</u>
Expense				
50001 · Salaries and Benefits	410,311	400,814	9,497	102%
500011 · Professional Services	32,495	28,082	4,413	116%
50002 · Facilities Rental	29,079	29,488	-409	99%
50004 · Advertising and Marketing	49	530	-481	9%
50005 · Supplies	19,791	26,130	-6,339	76%
50005.1 · Bad debt	2,509			
50006 · Housekeeping and Food	19,057	28,265	-9,208	67%
50008 · Dues and Subscriptions	2,046	2,492	-446	82%
50009 · Miscellaneous Expense	484	358	126	135%
5410-1 · Meetings & Conferences	3,493	2,847	646	123%
5570 · Property and Equipment Rental	2,220	1,550	670	143%
5710-1 · Fundraising Expenses	50	0	50	100%
5815 · Insurance Prop & Casualty	6,537	5,641	896	116%
5910 · Interest Expense	2,423	2,468	-45	98%
60001 · Travel	6,691	8,726	-2,035	77%
600012 · Postage & Shipping	820	160	660	513%
6110 · Repairs and Maintenance	3,225	5,578	-2,353	58%
6111 · Utilities	15,020	12,470	2,550	120%
6999 · Uncategorized Expenses	0			
Total Expense	<u>556,300</u>	<u>555,599</u>	<u>701</u>	<u>100%</u>
Net Ordinary Income	<u>-95,644</u>	<u>12,577</u>	<u>-108,221</u>	<u>-760%</u>
Other Income/Expense				
Other Income				
40008 · Investment Income (Loss)	<u>24</u>			
Total Other Income	<u>24</u>			
Other Expense				
5510-1 · Depreciation & Amort Expense	<u>13,701</u>	<u>17,274</u>	<u>-3,573</u>	<u>79%</u>
Total Other Expense	<u>13,701</u>	<u>17,274</u>	<u>-3,573</u>	<u>79%</u>
Net Other Income	<u>-13,677</u>	<u>-17,274</u>	<u>3,597</u>	<u>79%</u>
Net Income	<u><u>-109,321</u></u>	<u><u>-4,697</u></u>	<u><u>-104,624</u></u>	<u><u>2,327%</u></u>

The Haven

Actual Performance VS Budget

January 2024

	Oct '23 - Jan 24	YTD Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
40001 · AHCCCS & Judicial	1,955,927	2,137,965	-182,038	91%
40002 · Insurance / SelfPay	0	0	0	0%
40006 · Contributions/Grants	322,585	302,819	19,766	107%
40007 · Miscellaneous Income	791			
Total Income	2,279,303	2,440,784	-161,481	93%
Cost of Goods Sold	0	0	0	0%
Gross Profit	2,279,303	2,440,784	-161,481	93%
Expense				
50001 · Salaries and Benefits	1,885,279	1,849,620	35,659	102%
500011 · Professional Services	187,842	154,643	33,199	121%
50002 · Facilities Rental	116,189	117,952	-1,763	99%
50004 · Advertising and Marketing	2,756	4,618	-1,862	60%
50005 · Supplies	83,920	93,415	-9,495	90%
50005.1 · Bad debt	576			
50006 · Housekeeping and Food	90,152	108,777	-18,625	83%
50008 · Dues and Subscriptions	10,304	14,968	-4,664	69%
50009 · Miscellaneous Expense	2,996	1,432	1,564	209%
5410-1 · Meetings & Conferences	18,428	10,955	7,473	168%
5570 · Property and Equipment Rental	7,459	6,198	1,261	120%
5710-1 · Fundraising Expenses	50	0	50	100%
5815 · Insurance Prop & Casualty	23,457	22,566	891	104%
5910 · Interest Expense	9,531	9,870	-339	97%
60001 · Travel	23,975	31,113	-7,138	77%
600012 · Postage & Shipping	1,301	638	663	204%
6110 · Repairs and Maintenance	25,270	23,432	1,838	108%
6111 · Utilities	58,660	52,881	5,779	111%
6999 · Uncategorized Expenses	0	0	0	0%
Total Expense	2,548,145	2,503,078	45,067	102%
Net Ordinary Income	-268,842	-62,294	-206,548	432%
Other Income/Expense				
Other Income				
40008 · Investment Income (Loss)	135,588	0	135,588	100%
Total Other Income	135,588	0	135,588	100%
Other Expense				
5510-1 · Depreciation & Amort Expense	55,614	69,094	-13,480	80%
Total Other Expense	55,614	69,094	-13,480	80%
Net Other Income	79,974	-69,094	149,068	-116%
Net Income	-188,868	-131,388	-57,480	144%

Current Month	1/31/2024			last month		change
cash	259,654			cash	510,408	(250,754)
net AR	541,175			net AR	557,430	(16,255)
investments	3,493,675			investments	3,493,675	-
	<u>4,294,504</u>				<u>4,561,513</u>	(267,009)
days in the year	123				92	
Operating expense YTD	2,213,810	arpa	334,336	1,650,514		
depr	55,614			41,913		
	<u>2,269,424</u>			<u>1,692,427</u>		
cost per day	\$ 18,450.60			\$ 18,395.95		\$ 54.66
days \$ on hand	233	8 months		248	(15)	
current A's	4,468,641			4,715,739		(247,098)
current L's	884,946			971,603		(86,657)
	5.05	current ratio - bigger is better		4.85	current ratio	0.20
average income	2,279,303	4	569,826	current mo	460,656	(109,170)
average expense	2,548,146	4	637,037	current mo	556,298	(80,739)
	1/31/2024	quarter				Q to Q change
	5.05	4.85	current ratio	current a's / current l's		0.20
	(0.47)	(0.20)	debt service ratio	net income (loss) to current portion of ltd		(0.27)
	18,451	18,396	avg daily oper cost	cost / # days in year		54.60
cost per unit of service	\$ 95.51			\$ 89.51		\$ 6.00

**The Haven
Donor Restricted Fund Balances**

Donor	project	Balance 9/30/2022	FY24 Additions	FY24 Releases	Balance 11/30/2023	
Altrusa	literature grant	749		-85	664	
AZ Blue Foundation	staff training	43,439		(15,113)	28,326	
Children's Fund	Kid Costs	-	5,000	(48)	4,952	
Dental Services	cardinal charities & leveler	3,221		(50)	3,171	
Sundt	Kid Costs	80		(80)	-	
TMC Foundation		(215)	-	(1,204)	(1,419)	
Tucson Osteopathic	Native Ways	1,967			1,967	
Various	Not Simply Red	497			497	
Various	Wellbriety	2,455			2,455	
Stonewall, et. al. - quasi endowme	Voevodsky Honorarium	168,975	5,087		174,062	
		221,168	10,087	(16,580)	214,676	
					Reyn offset	28,541
					Reyn's	145,521
					nbaz 1730	40,623
					nbaz 5225	-
					ovr (sht)	8.50

QMPI Indicators 2024	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Jul-24	Aug-24	Sep-24	Target	more(less)
Res Bed Days H0018	1137	1078	1135	885									1,247	(362)
Res Avg Daily Census	37	36	37	29									41	(12)
Outpatient/IOP UoS	4,612	3,847	3,755	4,153									4,815	(662)
Intake UoS	72	51	49	50									80	(30)
Days Cash+AR on hand	281	246	248	233									183	51
Meet or Exceed Budget	-521%	-2486%	80%	-860%									100%	-760%
Days Sales Outstanding	38	33	38	32									35	(3)
Cost per Unit of service	\$ 90.08	\$ 88.87	\$ 89.51	\$ 95.51									\$ 164.00	\$ (68.49)
Native Ways Units of Service	1,268	1,314	1,245	1,323										

QMPI Indicators 2023	Oct-22	Nov	Dec	Jan-23	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep-23	Target	Sep variance
Res Bed Days H0018	1350	1105	1007	1063	1058	1198	1202	1258	1116	1040	1286	1254	1,501	(247)
Res Avg Daily Census	44	37	32	34	38	39	40	41	37	34	41	42	48	(6)
IOP Units H0015 - group	486	394	469	563	441	786	760	859	650	590	930	704	792	(88)
IOP/OP Units H0004 - indiv	1168	974	1649	1237	923	1149	962	868	2278	2275	970	812	2318	(1,506)
Outpatient UoS	2891	2329	3000	2759	2404	3478	2640	2720	4172	5312	3875	3773		
Intake UoS	54	47	59	40	56	73	69	54	64	61	58	45	80	(35)
Days Cash+AR on hand	252	251	222	238	238	239	244	266	269	267	262	243	365	(122)
Meet or Exceed Budget	-8%	-614%	-702%	104%	6%	1625%	1018%	75%	-1358%	-2026%	64%	-389%	100%	-389%
Days Sales Outstanding	57	51	34	42	42	47	42	40	40	48	38	39	35	4
Cost per Unit of service	\$ 181.86	\$ 188.97	\$ 200.07	\$ 194.52	\$ 237.11	\$ 196.28	\$ 196.41	\$ 193.99	\$ 186.93	\$ 181.75	\$ 182.41	\$ 170.89	\$ 105.01	\$ 65.88

QMPI Indicators 2022	Oct-21	Nov	Dec	Jan-22	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep-22	Target	Sept variance
Bed Days H0018	1169	939	1039	1042	1043	1033	1213	1234	1206	1476	1314	1246	1,395	(149)
Res ADC	38	31	33	34	37	33	40	40	40	48	42	42	42.5	(1)
IOP/OP Units of service H0015	473	533	709	700	659	907	814	784	690	605	836	748	600	148
IOP/OP Units of service H0004	2442	1180	1309	1540	1495	1472	1331	1259	1375	1853	1872	1423	1609	(186)
Outpatient UoS	5547	3538	3640	4608	5449	6564	4869	3320	3166	4017	3721	3243		
Intake UoS	49	37	59	48	46	87	61	57	69	63	86	34	80	(46)
Days Cash+AR on hand	295	288	286	288	284	277	295	299	282	286	294	254	365	(71)
Meet or Exceed Budget	70%	86%	19%	95%	125%	91%	225%	258%	53%	475%	235%	-1909%	100%	-335%
Days Sales Outstanding	44	40	49	45	44	39	46	43	51	41	34	44	39	5
Cost per Unit of service	\$ 129.18	\$ 153.58	\$ 162.90	\$ 159.90	\$ 204.17	\$ 161.81	\$ 159.49	\$ 165.88	\$ 169.56	\$ 168.08	\$ 184.60	\$ 187.48	\$ 112.80	\$ 71.80

QMPI Indicators 2021	Oct-20	Nov	Dec	Jan-21	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep-21	Target	Sep variance
Res ADC	38	32	33	31	35	30	33	35	32	28	27	33.93	30	4
IOP/OP Client Count	83	89	86	97	113	131	116	107	123	111	111	110	124.5	(15)
Days Cash+AR on hand	392	377	357	323	334	347	328	324	330	321	319	303	365	(62)
Res Bed Days	1169	946	1008	776	992	928	988	1070	966	850	879	1018	915	103
Billable Units of Service OP/IOP	6219	6303	8680	10649	9758	12935	8715	8963	5936	5491	5298	4732	1801	2,931
Intake UoS	7	11	19	30	38	71	48	47	59	52	66	62	80	(18)
Cost / Unit of Service	\$ 61.50	\$ 65.67	\$ 54.71	\$ 44.00	\$ 42.12	\$ 35.50	\$ 48.57	\$ 53.68	\$ 72.35	\$ 93.48	\$ 78.69	\$ 172.82	\$ 170.33	\$ 2.49
Income / Unit of Service	\$ 61.12	\$ 51.56	\$ 47.33	\$ 37.35	\$ 39.70	\$ 38.06	\$ 45.67	\$ 45.54	\$ 64.76	\$ 65.31	\$ 60.50	\$ 136.05	\$ 174.04	\$ (37.99)