

## The Haven Financial Report bullets

### Revenue:

- Revenue for February was \$463,117 with an average daily census at Residential of 30
- February's Revenue is less than the budget by \$51,249 – 90% of budget
- Year-to-date Revenue is \$211,526 less than budget 93% of budget
- Units of service are 24% less than budget for February.

### Expense

- Expenses for February were \$509,184
- February's Expenses were less than budget by \$7,359 - 99% of budget.
- Year-to-date Expenses are 102% of budget, over budget by \$68,965

### Bottom Line

- **February's Operating deficit was (\$46,067) an unfavorable variance to budget of \$43,890**
- **Year-to-date for the first five months of fiscal 2024 the Operating deficit is (\$318,916) an unfavorable variance to budget of \$280,491**

### Balance Sheet

- Cash balances are: \$287,355 in checking, \$3,493,675 in investments.
- Net client Accounts Receivables \$495,815 84% aged 90-days or less.
- Accounts Payable and Credit Card balances are \$110,031 and aged at 30 days.
- Payroll accruals are (19 days' expense, vacation, and 403b) \$393,845.

### Other

- Total year to date Federal funds income is \$323,064 – the threshold for the Federal audit is \$750,000
- Days of Cash + AR + Investments on hand 231, 8 months, down 2 days from January
- Current Ratio 4.87
- Donor Restricted Fund Balances \$214,498 – Reyn's Fund balance 174,312 – amount in Reyn's investment \$145,521 = under-water \$28,791
- Deferred revenues of \$6,786

The Haven  
Statement of Financial Position  
As of February 29, 2024

	Feb 29, 24	Jan 31, 24	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
Cash & Equivalents	246,835	259,195	-12,360	-5%
1060 · First Citizens checking	40,000	0	40,000	100%
1170 · Petty Cash	520	370	150	41%
<b>Total Checking/Savings</b>	<b>287,355</b>	<b>259,565</b>	<b>27,790</b>	<b>11%</b>
<b>Accounts Receivable</b>				
1199 · Accounts Receivable	684,117	707,659	-23,542	-3%
1201 · (Reserve for Uncollectible A/R)	-188,302	-165,280	-23,022	-14%
<b>Total Accounts Receivable</b>	<b>495,815</b>	<b>542,379</b>	<b>-46,564</b>	<b>-9%</b>
<b>Other Current Assets</b>				
Investments	3,493,675	3,493,675	0	0%
Other Receivables	19,162	17,669	1,493	8%
Prepaid Expenses	146,013	154,975	-8,962	-6%
<b>Total Other Current Assets</b>	<b>3,658,850</b>	<b>3,666,319</b>	<b>-7,469</b>	<b>-0%</b>
<b>Total Current Assets</b>	<b>4,442,020</b>	<b>4,468,263</b>	<b>-26,243</b>	<b>-1%</b>
<b>Fixed Assets</b>				
Fixed Assets	3,008,307	3,045,761	-37,454	-1%
1605 · Software	302,303	302,303	0	0%
<b>Total Fixed Assets</b>	<b>3,310,610</b>	<b>3,348,064</b>	<b>-37,454</b>	<b>-1%</b>
<b>TOTAL ASSETS</b>	<b>7,752,630</b>	<b>7,816,327</b>	<b>-63,697</b>	<b>-1%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable Account	84,130	56,944	27,186	48%
<b>Total Accounts Payable</b>	<b>84,130</b>	<b>56,944</b>	<b>27,186</b>	<b>48%</b>
<b>Credit Cards</b>				
2006.89 · Chase Visa	23,021	25,193	-2,172	-9%
2007.00 · NBAZ Visa	2,880	3,392	-512	-15%
<b>Total Credit Cards</b>	<b>25,901</b>	<b>28,585</b>	<b>-2,684</b>	<b>-9%</b>
<b>Other Current Liabilities</b>				
Accrued Expenses	393,845	397,027	-3,182	-1%
2060 · Deferred revenues	6,786	6,786	0	0%
2062.1 · Copier Lease - current portion	12,375	12,276	99	1%
2062.2 · Campbell Oper Lease Current	338,492	336,372	2,120	1%
2063 · Unapplied Payments	32,051	32,051	0	0%
27778 · Current Portion Mortgage	18,604	18,537	67	0%
<b>Total Other Current Liabilities</b>	<b>802,153</b>	<b>803,049</b>	<b>-896</b>	<b>-0%</b>
<b>Total Current Liabilities</b>	<b>912,184</b>	<b>888,578</b>	<b>23,606</b>	<b>3%</b>
<b>Long Term Liabilities</b>				
2851 · Mortgage 3727 E Glenn	591,404	592,950	-1,546	-0%
2852 · Copier Lease - long term portio	6,649	7,726	-1,077	-14%
2853 · Campbell Oper Lease Long	1,362,046	1,387,373	-25,327	-2%
<b>Total Long Term Liabilities</b>	<b>1,960,099</b>	<b>1,988,049</b>	<b>-27,950</b>	<b>-1%</b>
<b>Total Liabilities</b>	<b>2,872,283</b>	<b>2,876,627</b>	<b>-4,344</b>	<b>-0%</b>
<b>Equity</b>				
<b>Net Assets</b>				
3900 · Net Assets without Restrictions	3,757,914	3,757,914	0	0%
Net Income	-252,230	-192,877	-59,353	-31%
<b>Total Equity</b>	<b>4,880,348</b>	<b>4,939,701</b>	<b>-59,353</b>	<b>-1%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>7,752,631</b>	<b>7,816,328</b>	<b>-63,697</b>	<b>-1%</b>

## The Haven Actual Performance VS Budget February 2024

	Feb 24	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
40001 · AHCCCS & Judicial	374,113	430,721	-56,608	87%
40002 · Insurance / SelfPay	5,565			
40006 · Contributions/Grants	80,451	83,645	-3,194	96%
40007 · Miscellaneous Income	2,988			
<b>Total Income</b>	463,117	514,366	-51,249	90%
<b>Cost of Goods Sold</b>	0			
<b>Gross Profit</b>	463,117	514,366	-51,249	90%
<b>Expense</b>				
50001 · Salaries and Benefits	367,213	366,314	899	100%
500011 · Professional Services	27,969	18,781	9,188	149%
50002 · Facilities Rental	29,079	29,488	-409	99%
50004 · Advertising and Marketing	114	530	-416	22%
50005 · Supplies	16,808	22,130	-5,322	76%
50005.1 · Bad debt	5,035			
50006 · Housekeeping and Food	30,612	38,343	-7,731	80%
50008 · Dues and Subscriptions	1,413	2,492	-1,079	57%
50009 · Miscellaneous Expense	112	358	-246	31%
5410-1 · Meetings & Conferences	59	2,847	-2,788	2%
5570 · Property and Equipment Rental	926	1,550	-624	60%
5710-1 · Fundraising Expenses	0	0	0	0%
5815 · Insurance Prop & Casualty	5,640	5,641	-1	100%
5910 · Interest Expense	2,363	2,468	-105	96%
60001 · Travel	4,182	7,393	-3,211	57%
600012 · Postage & Shipping	0	160	-160	0%
6110 · Repairs and Maintenance	4,015	5,578	-1,563	72%
6111 · Utilities	13,644	12,470	1,174	109%
6999 · Uncategorized Expenses	0			
<b>Total Expense</b>	509,184	516,543	-7,359	99%
<b>Net Ordinary Income</b>	-46,067	-2,177	-43,890	2,116%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
40008 · Investment Income (Loss)	413			
<b>Total Other Income</b>	413			
<b>Other Expense</b>				
5510-1 · Depreciation & Amort Expense	13,701	17,274	-3,573	79%
<b>Total Other Expense</b>	13,701	17,274	-3,573	79%
<b>Net Other Income</b>	-13,288	-17,274	3,986	77%
<b>Net Income</b>	-59,355	-19,451	-39,904	305%

## The Haven Actual Performance VS Budget February 2024

	Oct '23 - Feb 24	YTD Budget	\$ Over Budget	% of Budget
40001 · AHCCCS & Judicial	2,330,040	2,568,686	-238,646	91%
40002 · Insurance / SelfPay	5,565	0	5,565	100%
40006 · Contributions/Grants	404,240	386,464	17,776	105%
40007 · Miscellaneous Income	3,779			
<b>Total Income</b>	<b>2,743,624</b>	<b>2,955,150</b>	<b>-211,526</b>	<b>93%</b>
<b>Cost of Goods Sold</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Gross Profit</b>	<b>2,743,624</b>	<b>2,955,150</b>	<b>-211,526</b>	<b>93%</b>
<b>Expense</b>				
50001 · Salaries and Benefits	2,254,589	2,203,334	51,255	102%
500011 · Professional Services	214,093	169,585	44,508	126%
50002 · Facilities Rental	145,268	147,440	-2,172	99%
50004 · Advertising and Marketing	2,870	5,148	-2,278	56%
50005 · Supplies	100,728	113,545	-12,817	89%
50005.1 · Bad debt	5,611			
50006 · Housekeeping and Food	124,745	142,180	-17,435	88%
50008 · Dues and Subscriptions	11,717	17,460	-5,743	67%
50009 · Miscellaneous Expense	3,108	1,790	1,318	174%
5410-1 · Meetings & Conferences	18,487	13,802	4,685	134%
5570 · Property and Equipment Rental	9,503	7,748	1,755	123%
5710-1 · Fundraising Expenses	50	0	50	100%
5815 · Insurance Prop & Casualty	29,096	28,207	889	103%
5910 · Interest Expense	11,894	12,338	-444	96%
60001 · Travel	27,920	35,839	-7,919	78%
600012 · Postage & Shipping	1,301	798	503	163%
6110 · Repairs and Maintenance	29,284	29,010	274	101%
6111 · Utilities	72,276	65,351	6,925	111%
6999 · Uncategorized Expenses	0	0	0	0%
<b>Total Expense</b>	<b>3,062,540</b>	<b>2,993,575</b>	<b>68,965</b>	<b>102%</b>
<b>Net Ordinary Income</b>	<b>-318,916</b>	<b>-38,425</b>	<b>-280,491</b>	<b>830%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
40008 · Investment Income (Loss)	136,002	0	136,002	100%
<b>Total Other Income</b>	<b>136,002</b>	<b>0</b>	<b>136,002</b>	<b>100%</b>
<b>Other Expense</b>				
5510-1 · Depreciation & Amort Expense	69,315	86,368	-17,053	80%
<b>Total Other Expense</b>	<b>69,315</b>	<b>86,368</b>	<b>-17,053</b>	<b>80%</b>
<b>Net Other Income</b>	<b>66,687</b>	<b>-86,368</b>	<b>153,055</b>	<b>-77%</b>
<b>Net Income</b>	<b>-252,229</b>	<b>-124,793</b>	<b>-127,436</b>	<b>202%</b>

Current Month	2/29/2024			last month		change
cash	287,355			cash	259,654	27,701
net AR	495,816			net AR	541,175	(45,359)
investments	3,493,675			investments	3,493,675	-
	<u>4,276,846</u>				<u>4,294,504</u>	(17,658)
days in the year	151				123	
Operating expense YTD	2,728,205	arpa	334,336	2,213,810		
depr	69,315			55,614		
	<u>2,797,520</u>			<u>2,269,424</u>		
cost per day	\$ 18,526.62			\$ 18,450.60		\$ 76.02
days \$ on hand	231	8 months		233	(2)	
current A's	4,442,021			4,468,641		(26,620)
current L's	912,183			884,946		27,237
	4.87	current ratio - bigger is better		5.05	current ratio	(0.18)
average income	2,409,288	5	481,858	current mo	463,117	(18,741)
average expense	2,728,205	5	545,641	current mo	509,182	(36,459)
	<b>2/29/2024</b>	<b>quarter</b>				<b>Q to Q change</b>
	4.87	4.85	current ratio	current a's / current l's		0.02
	(0.62)	(0.20)	debt service ratio	net income (loss) to current portion of ltd		(0.42)
	18,527	18,396	avg daily oper cost	cost / # days in year		130.62
cost per unit of service	\$ 97.11			\$ 95.51		\$ 1.60

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	856								1,247	(391)
Res Avg Daily Census	37	36	37	29	30								41	(11)
Outpatient/IOP UoS	4,612	3,847	3,755	4,153	4,184								4,815	(631)
Intake UoS	72	51	49	50	65								80	(15)
Days Cash+AR on hand	281	246	248	233	231								183	49
Meet or Exceed Budget	-521%	2486%	80%	860%	-2116%								100%	-2116%
Days Sales Outstanding	51	44	50	44	36								35	1
Cost per Unit of service	\$ 90.08	\$ 88.87	\$ 89.51	\$ 95.51	\$ 97.11								\$ 164.00	\$ (66.89)
Native Ways Units of Service	1,268	1,314	1,245	1,323	797.00									

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	1169	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)

**The Haven  
Donor Restricted Fund Balances**

		<b>Balance</b>	<b>FY24</b>	<b>FY24</b>	<b>Balance</b>
<b>Donor</b>	<b>project</b>	<b><u>9/30/2022</u></b>	<b><u>Additions</u></b>	<b><u>Releases</u></b>	<b><u>2/29/2024</u></b>
Altrusa	literature grant	749		-101	648
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 & levele	3,221		(50)	3,171
Sundt	Kid Costs	80		(80)	-
TMC Foundation		(215)	-	(1,616)	(1,831)
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	5,337		174,312
		<b>221,168</b>	<b>10,337</b>	<b>(17,008)</b>	<b>214,498</b>
				Reyn offset	28,337
				Reyn's	145,521
				nbaz 1730	640
				First Citizens	40,000
				nbaz 5225	-
				<b>ovr (sht)</b>	<b>-</b>