



**Board of Directors Meeting  
Wednesday, March 22, 2023, 11:00 am  
Virtual via GoToMeeting**

**AGENDA**

	Action Needed	Attachment
<b>Roll Call</b>		
<b>CALL TO ORDER</b>		
<b>Program Presentation</b> H.O.P.E. Task Force (FCSSO) Human Trafficking Task Force <i>Keri Bull, Crisis Intervention Specialist</i>		
<b>APPROVAL OF MINUTES</b>	✓	✓
<b><u>Board Chair's report</u></b>		
Revision of Bylaws	✓	✓
Ratification of Executive Committee Minutes for Belmont Harrison and Monroe (BHM) County Provider service application.	✓	✓
<b><u>CEO Report</u></b>		
<b><u>PROGRAM / QI COMMITTEE</u></b>		
Tuscarawas and Carroll County ADAMHS Board application (with finance)✓		✓
<b><u>FINANCE</u></b>		
Financials	✓	✓
Draft Audit		*
Tuscarawas and Carroll County ADAMHS Board application (with program) )✓		✓
<b><u>HUMAN RESOURCES COMMITTEE</u></b>		
<b><u>New Privileging</u></b>	✓	
Ashley Hunt – Assessment Specialist		
<b><u>Re-Privileging</u></b>		✓
Dr. Anand Satiani - Psychiatrist		
Amy Snedeker – Nurse Practitioner		
Melissa Henry Sweet – Nurse Practitioner		
Colleen Horvath - Therapist		
<b><u>Good Things</u></b>		

\*denotes emailed later



**Board of Directors  
Meeting Minutes  
February 22, 2023 11:00 AM  
Virtual GoToMeeting**

**Members Present:**

Tony Burns, Chair  
Angela Fry, VP  
Eileen Goodman, Secretary  
Art DeLeon  
Pat Halaiko  
Sarah Lenkay  
Tom Shanahan

**Members Excused:**

Dave Lane, Immediate  
Past Chair  
Kori Manus, Treasurer  
Kate Hamilton  
Kim Krone  
Don Strasser  
Tim Wheat

**Members Absent:**

Steve Sielschott

**SE Staff:**

Bill Lee, CEO  
Rebecca Carr, CFO  
Kim Cooksey, Clinical Director SMD  
Abul Hasan, Chief Medical Director  
Melissa Miller, HR Director  
Melissa Powers, Regional Clinical  
Director  
Myken Pullins, Exec Assistant & PR  
Director  
Nisaa Robinson, Adult and Family  
Clinical Director  
Sandy Stephenson, Project Director  
Wendy Williams, Chief Operating Officer

**Absent:**

Dave Collins, Clinical Director DelMo

**Call to Order:** Tony Burns called the meeting to order at 11:03 am.

**Approval of Board Minutes** – Pat Halaiko moved to approve the board minutes from January 2023 and Art DeLeon seconded. All in favor.

Executive Committee Minutes Approval – Tony Burns reported the executive committee met on February 20, 2023, to review and approve the SFY2024 provider application and budget to the Delaware/Morrow Mental Health and Recovery Services Board. Art DeLeon moved to ratify approval for the Southeast Healthcare Board of Directors to approve the submission of the SFY2024 provider application and budget to the Delaware/Morrow Mental Health and Recovery Services Board in the amount of up to \$2,000,000 and authorizes the Southeast CEO to negotiate and enter into the SFY2024 contract. Tom Shanahan seconded the motion in the amount of \$2,000,000. All in favor.

Bill Lee noted we cannot approve the revision of the bylaws because two thirds of the board were not present. The Bylaws change was to reflect the changes to the CEO title. This item will be tabled.

Tony Burns has reported that Board Member Tim Wheat has resigned from the Board. Southeast will send a letter of appreciation to Tim and all are encouraged to reach out and show your support while he goes through some health challenges.

## **CEO (BKA Director's Report) Report -**

Bill Lee reported the Board to Board meeting with Community Shelter Board was held in January. Thank you to Angie Fry and Tony Burns for attending the meeting along with Bill Lee and Wendy Williams. This was an opportunity to meet other provider organizations and the CSB new CEO.

Bill reported the new ADAMH Franklin County Crisis Services broke ground and expected to open in 2025. In the interim they are leasing space in the Netcare building and RI is assisting with running the space and doing crisis out of that building.

## **Program Committee**

PATH Application (with Finance Comm)

Angela Fry presented the PATH application. RESOLVED, the Board of Directors of Southeast, Inc. hereby approves the submission of an application by March 3, 2023 to request PATH funding of \$253,977 in accordance with the application guidelines; FURTHER RESOLVED, the Board of Directors of Southeast, Inc. hereby authorizes the Executive Director to prepare, sign, and submit all documents required for inclusion in the proposal by March 3, 2023, and to execute all subsequent agreements necessary to receive funding. Pat Halaiko seconded the motion. All in favor.

Community Shelter Board (CSB) Gateway Application for Friends of the Homeless (FOH) (with Finance Comm)

Angela Fry presented the CSB Gateway application for FOH. RESOLVED, the Board of Directors of Southeast, Inc. hereby approves the submission of an application to the Community Shelter Board by 5:00 PM on March 9, 2023 to provide funding for the Men's Shelter in the amount to be identified by the Community Shelter Board on March 3, 2023 of up to \$1,350,000 in accordance with the application guidelines;

FURTHER RESOLVED, the Board of Directors of Southeast, Inc. hereby authorizes the Executive Director to prepare, sign, and submit all documents required for inclusion in the proposal by March 9, 2023, and to execute all subsequent agreements necessary to receive funding. Angela Fry moved to approve and Tom Shanahan seconded the motion. All in favor.

Angela Fry reported that the Ohio Mental Health and Addiction Services Survey Visit was recent and there were no findings.

DMMHRSB Budget Application review proposal was approved by executive committee and ratified by the full board as noted above.

Angela Fry shared CMHC (Community Mental Health Center) outcomes and key performance indicators and reviewed the slides and changes noting there's been positive improvement in all of the outcomes.

## **HUMAN RESOURCES COMMITTEE**

New Privileging Patrick Britton – Therapist  
Re-Privileging Dr. Lisa Johns, Assistant Medical Director

Pat Halaiko moved to approve the above staff for privileging and re-privileging and Art DeLeon seconded. All in favor.

Exempt Staff Work Schedules Policy- It is the policy of Southeast, Inc. to schedule exempt employee work hours consistent with the minimum requirements described in the employee job description and according to the needs of the clients, community, and the organization.

If an employee believes that an improper payroll practice, such as an improper deduction from an exempt salary, has occurred, he or she may make a complaint to the (former title Director of Human Resources) to Chief of Human Resources.

Another change the policy is that nursing mothers shall have reasonable breaks to express milk, as frequently as needed by the nursing mother, and private space that is shielded shall be provided for breaks and made available as needed.

Motion - Pat Halaiko moved to approve. Eileen Goodman seconded the motion. All in favor.

## **FINANCE**

Rebecca Carr presented the Financial Report for the Month ended January 31, 2023 and noted the Finance Committee Meeting was held on February 21, 2023.

Statement of Revenue and Expenditures

Net Gain for the current month of \$437,405 brings the year to date to Net Gain of \$2,672,272. Operating Gain (Net Income less Investment income, interest income, rent, other income and gain/loss on disposals) is (\$171,477). This operating loss is a result of ADAMH-FFS billing for Franklin County that was on hold for a portion of the month and pharmacy sales that were less than December amounts. Expenses were less in January when compared to December because of the one-time bonus given in December. Investment values increased in January by \$559,035.

Rebecca Carr reported we will be hiring an outside independent accounting firm to help clean up our accounts receivables.

Motion - Pat Halaiko moved to approve the financials ended January 31, 2023 as presented and Eileen Goodman seconded the motion. All in favor.

Motion - Pat Halaiko moved to approve the FQHC Sliding Fee Scale and Art DeLeon seconded the motion. All in favor.

Motion - Pat Halaiko moved to approve the Sliding Fee discount Policy Changes and Eileen Goodman seconded. All in favor.

Motion - Rebecca Carr presented to the Southeast Board for approval of the selection of Colliers as the property management company for 16 W. Long St. not to exceed \$183,580.00 annually. Eileen Goodman moved approve and Pat Halaiko seconded. All in favor.

Good Things – Myken Pullins presented the 2023 Fresh A.I.R. Gallery exhibition season. There are 6 solo shows and one group show at the Greater Columbus Arts Council with an opening on May 3.

Bill Lee explained that Southeast receives funding from the Greater Columbus Arts Council (GCAC) to support the Fresh A.I.R. Gallery and SEEN Studios. GCAC requires basic demographic information from the Board and Staff working in the gallery to be collected from all applicants/grantees as part of the grant application process. They view data collection as an essential tool to their commitment to diversity, equity and inclusion. The data collected will serve multiple purposes: to help them understand how they reflect the communities served, to utilize data to better serve the needs of our artistic community, and to track the arts community's progress with Inclusion, Diversity, Equity and Access (I.D.E.A.) efforts. Myken Pullins will be sending a short demographic survey to the Board members asking them to complete. All parts will be voluntary by including a "prefer not to answer" or "decline to state" option for each question and the responses will be stored privately and kept confidential.

Sandy Stephenson reported as part of our marketing efforts and the newly created speakers bureau she and Keri Bull attended recently at the Kiwanis club and talked about the HOPE program with the Franklin County Sheriff's Office and Keri's efforts with assisting women in Franklin County who are victims of human and drug trafficking.

**Adjournment** – Eileen moved to adjourn and Pat Halaiko seconded. All in favor.

Board Minutes submitted by Myken Pullins, executive assistant for Eileen Goodman, secretary.

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Eileen Goodman, secretary

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Effective Date: March 9, 1978  
Issue/Revision Date: 02/23/2022  
Supersedes: 12/14/93, 9/26/94, May 6, 2002, 06/07/04,  
September 09, 2008, 11/01/2010, 01/03/11, 04/01/13, 9/10/13, 8/1/15, 6/6/16, 9/12/16, 9/12/16, 09/16/19

Approved by: Board of Directors  
Signatory: Chief Executive Officer

**ARTICLE I**

**NAME, MISSION AND LOCATION OF CORPORATION**

Section 1. Name. The name of this corporation shall be Southeast, Inc.

Section 2. Mission. Southeast, Inc. is a comprehensive provider of mental health, chemical dependency, healthcare, and homeless services assisting diverse populations regardless of their economic status. With the belief that all people have the capacity to grow and change, we provide our services to people of all ages, cultures, races, religious preferences, genders, and sexual orientations in order to enhance wellness and recovery, thereby improving families, workplaces, and communities.

Section 3. Service Area. The primary areas to be served by this corporation are Franklin, Delaware, Morrow, Tuscarawas, Carroll, Belmont, Harrison, and Monroe Counties, Ohio. The Corporation may contract to serve other areas from time to time as appropriate and consistent with the health and human services needs of people and communities.

Section 4. Office Location. The principal office of the corporation is to be located within Franklin County.

Section 5. Non-Discrimination Provisions. The corporation will not discriminate regarding employment, appointment, or election to the Board of Directors or as an Officer, or to be a member of the corporation on the basis of race, color, national origin, ancestry, religion, veteran status or veterans of the Vietnam-era, ethnicity, age, gender, gender identity, disability, marital status and/or sexual orientation. Services will not be denied on the basis of race, color, religion, veteran status or veterans of the Vietnam-era, ethnicity, age, national origin, gender, gender identity, disability, marital status and/or sexual orientation.

**ARTICLE II**

**PURPOSE**

Section 1. The purpose of this corporation shall be:

- a. To establish, equip, staff, maintain and operate comprehensive healthcare services exclusively for charitable purposes and for not-for-profit purposes;

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- b. To provide a comprehensive range of coordinated and integrated mental health, chemical dependency and physical health care services; and, to provide human and social services including vocational, employment and emergency shelter and housing interventions for people who are homeless;
- c.. To cooperate and/or contract, when necessary, with public, not-for-profit, and for-profit organizations to provide needed services;
- d. To provide opportunities for training and research in the areas of health, vocational and homeless services;
- e. To provide, administer and foster programs for the prevention of illness, and the promotion of wellness and recovery;
- f. To assure the maximum utilization of all existing resources and initiate services not in existence for the benefit of persons living in the geographic areas served by the organization;
- g. To solicit and receive direct and indirect contributions from private and public sources, to be used exclusively for the exercise or performance of the not-for-profit purposes for which this corporation is formed;
- h. To provide education, training, internship and residency opportunities; and
- i. To do any and all things incident and appropriate to the foregoing purposes .

**ARTICLE III**

**BOARD OF DIRECTORS**

Section 1. Governing Powers. The property and affairs of the corporation shall be managed and controlled by a Board of Directors and such officers and agents as they shall from time to time duly elect and appoint. The Board shall retain full authorities, responsibilities, and functions as prescribed in legislation and/or regulations of all local, state, and federal funding authorities including but no limited to: Board composition; executive committee function and composition; selection of Board President; selection of Board members; strategic planning; approval of the annual budget; selection/dismissal and evaluation of the **CEOPRESIDENT & CEO**/executive director; adoption of policies and procedures for personnel and financial management and policies for all other enterprise operations; establishment of organizational priorities; establishment of eligibility requirements for consumer/patient partial payment for services; adoption of organization's healthcare policies including scope and availability

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of services, sites and locations, hours of operation and quality of care and quality improvement/assurance plan.

Section 2. Number and Qualifications. The Board of Directors shall consist of no fewer than nine (9) members and no greater than twenty-five (25) who have interest in the mission of the organization. In the event board membership falls below 13, at least one board member must be added within three (3) months. The members shall be residents, be employed, or have a nexus of interest in areas in which Southeast, Inc. is a service provider. No fewer than fifty-one percent (51%) of members of the Board will receive services from the organization's Federally Qualified Health Center, and as a group, will be representative of the Health Center's service area. The user members must live or work in the Health Centers's service area. The Board shall provide representation of service area residents taking into consideration geographic location, age, gender, economic, consumer and patient status, race and ethnic origin, and sexual orientation of the service area population. At least one member will be a person who is homeless or formally homeless. A majority of non-patient board members shall not derive more than 10% of their annual income from the healthcare industry. No person shall be eligible for membership on the Board of Directors of Southeast, Inc. if he/she holds another position or board membership which is incompatible with Board membership of this corporation as this conflict of interest is defined in an Attorney General's opinion or regulations of the State of Ohio. Directors will sign a conflict of interest statement annually. No person is eligible to be elected to Board membership if an immediate family member holds a current Southeast, Inc. Board of Directors membership.

Section 3. Election, Vacancies, and Orientation. Elections to the Board of Directors shall be made and vacancies, including Board Officer vacancies, shall be filled by the nominating and selection procedure of the Board of Directors of Southeast, Inc. Should the Board President resign, the Vice-Chair shall assume the position as President of the Board. No Board Member shall be appointed by a third party. Opportunity shall be open to all members of the Board to make recommendations to fill a vacancy to the chair of the Nominating Committee. Upon the recommendation of the Nominating Committee, a vacancy shall be filled by action of the remaining members of the Board of Directors. All newly elected Directors shall participate in an orientation process.

Section 4. Term of Office. The term of office of a Director shall be up to twelve (12) automatically renewing one-year terms beginning on the date of election to the Board. Board members who do not wish their term to renew shall notify the Board President in writing. At the completion of twelve (12) terms, a Director must retire from the Board. Any retired Director shall be eligible to re-apply for Board membership after an absence of one full year. During the one-year absence, a retired Director shall be eligible to serve on ad-hoc committees as appointed by the Board President or GEOPRESIDENT & CEO. Notwithstanding the foregoing, the President of the Board shall be eligible to remain in that role to complete three (3) full one-year terms of office as outlined in Article V. Section 2. The immediate past President of the Board shall be eligible to remain on the



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Board in the role of President Emeritus for at least one full year regardless of length of service.

Section 5. Leave of Absence: Board members may take a declared leave of absence for up to four (4) continuous months. Board members on a leave of absence for more than four (4) months, will be considered to have resigned and must reapply for Board membership.

Section 6. Resignation and Disqualification. Any member of the Board of Directors may resign by tendering a written resignation to the President of the Board. No person may sit on the Board who is an employee of the organization. Former Board Members seeking employment at Southeast, Inc. must have resigned their position on the Board at least two years prior to applying for an employment position. Any member will automatically vacate his/her position on the Board if he/she accepts a position or Board membership which is incompatible as defined in Section 2 of this Article. Any member who has an unexcused absence (no call, no show) from two (2) consecutive Board meetings, displays conduct detrimental to the Organization and its Mission, or is suspended or disbarred from participation Federal programs, may be removed from membership subject to review by the Nominating Committee with recommended action taken to the Board. The Executive Committee of the Board may introduce a motion to the full Board to terminate a Director/Officer for any action or behavior determined to be detrimental to the Organization.

Section 7. Compensation. No officer or member of the Board shall receive compensation or payment except as reimbursement for funds actually expended in conduct of the business for the Board.

**ARTICLE IV**

**MEETINGS**

Section 1. Regular Meeting. The Board shall meet every month for a minimum of twelve (12) regular meetings per year. To be considered a Regular Meeting, a quorum must be present.

Section 2. Annual Meeting. The annual meeting of the Board shall be the regular meeting held in December.

Section 3. Special Meetings. Special meetings of the Board may be called by the President or at the request of any four (4) members and must include a quorum for transactions of business..

Section 4. Notice of Meetings. Notice of each regular meeting of the Board shall be sent by mail or email in advance of the meeting and shall include an agenda. Notice of

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special meetings may be made by mail or by telephone, or by email and shall give members at least forty-eight (48) hours notice and shall state the purpose of the meeting.

Section 5. Waiver of Notice. Before, at or after any meeting of the Board of Directors, any Director may, in writing, waive notice of any meeting and such waiver shall be deemed equivalent to the giving of notice. Attendance by a Director at any meeting of the Board shall be a waiver of notice by him/her of the time and place thereof. If all Directors are present at any meeting of the Board, no notice shall be required and any business may be transacted at the meeting. To the extent permitted by law, any lawful action of the Board of Directors may be taken without a meeting, if done pursuant to the unanimous consent of the Directors.

Section 6. Quorum. Seven (7) Board Members present at any Board meeting shall constitute a quorum of members for the transaction of business. Authority is given to the President of the Board, or his/her designee, to poll by telephone or by email the members of the Board to determine the will of the Board on special or urgent matters. 100% of the membership must respond to the poll and a majority of the respondents must respond in the affirmative to approve proposed action. Such action shall be subject to formal approval at the next regular Board Meeting and such action shall be reflected in the minutes of the next Board meeting. Time sensitive urgent matters may be taken to the Executive Committee of the Board. Action of the Executive Committee must be presented to the full Board at the next scheduled meeting and ratified by the Board.

**ARTICLE V**

**OFFICERS**

Section 1. Designation and Election. The officers of the Board shall be a President, Vice President, Secretary and Treasurer. Officers shall be elected by the Board from membership of the Board at the Annual Meeting and shall take office immediately upon the conclusion of such meeting. The immediate Past President shall be a designated officer of the Board.

Section 2. Term. The term of office for Officers shall be for one (1) year with opportunity for election to a maximum of three (3) consecutive terms. No elected officer may serve more than three (3) consecutive terms in the same office unless current elected officer has specific skills that benefit a specific officer role then the officer can be eligible to be elected to additional term.

Section 3. President. The President shall preside at all meetings of the Board and shall be an ex-officio member of all committees of the Board, except the Nominating Committee. The President may designate the Vice President to sit on such committees in his/her place. The President shall be the Chair of the Board and shall in addition

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exercise such authority and perform such duties as the Board may, from time to time, assign to him or her.

Section 4. Vice President. The Vice President shall perform the duties of the President during the absence of the President or the inability of the President to discharge the duties of office, and shall perform such other duties as the President or Board may from time to time assign to him or her.

Section 5. Secretary. The Secretary shall be responsible for the minutes and records of the meetings of the Board and shall perform such other duties as the President or Board may delegate, or from time to time may assign to him or her or as determined by the needs of the organization.

Section 6. Treasurer. The Treasurer shall have oversight of all monies and securities of the Board and may delegate these responsibilities with the approval of the Board. The Treasurer shall be responsible for assuring that sound fiscal policies are maintained concerning all funds of the Board and shall perform other duties as the President or Board may delegate or from time to time may assign to him or her.

Section 7. Immediate Past President. The immediate Past President shall provide historical perspective for the President and the Board. In addition, the Immediate Past President shall perform such other duties as the President the Board may from time to time delegate or assign.

Section 8. ~~GEOPRESIDENT & CEO.~~ The Board shall select, appoint, directly employ, evaluate, and/or dismiss a ~~GEOPRESIDENT & CEO~~ who shall be directly responsible to the Board of Directors. The ~~GEOPRESIDENT & CEO~~ shall be the ~~President~~/Chief Executive Officer of the corporation and will be responsible for the day-to-day operation of corporate affairs. Board members and Board officers may not usurp or unneccessarily impinge upon the authority of the ~~GEOPRESIDENT & CEO~~ for the day to day management and operaton of the Organization. The ~~GEOPRESIDENT & CEO~~ shall also be an ex-officio member, without vote, of the Board of Directors and other standing and ad hoc Committees as the Board may from time to time assign and direct. The general duties and responsibilities of the ~~GEOPRESIDENT & CEO~~ shall be as follows:

- a. Day-to-day operations of all corporate affairs.
- b. Preparing and submitting to the Board of Directors an annual budget representing the projected operations of the Corporation.
- c. Administering the operational and fiscal affairs of the Corporation consistent with the policies as determined by the Board of Directors.

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- d. Recruiting, selecting, hiring, assigning, supervising, evaluating and removing when indicated, personnel of the Corporation.
- e. Negotiating and entering into contractual agreements on behalf of the Corporation as outlined and authorized by the Board of Directors.
- f. Preparing and presenting any and all manner of information and/or reports as may from time to time be assigned by the Board.
- g. Functioning as a staff resource to the Board in the formulation of Corporate policy.
- h. Performing any other related and/or appropriate duties and tasks as may be assigned by the Board of Directors.

The CEOPRESIDENT & CEO's professional performance will be reviewed and evaluated annually by the Board of Directors.

**ARTICLE VI**

**COMMITTEES**

Section 1. Committee Memberships. It is expected that all Board members will serve on at least one committee of personal interest or ability based on the need of the organization. Members may serve on more than one committee. Each committee shall keep minutes of committee meetings. Committee memberships will be reviewed annually by the Board at the meeting following the annual meeting. Committees shall assume responsibilities delegated by the Board and shall make recommendations to the full Board with regard to authorities and responsibilities of the Board as defined in Article III, Section 1, Governing Powers. Committees will take all recommended action to the full board in the form of motions. Term limits for committee chairs and members will not exceed overall term limits.

Section 2. Standing Committees. In addition to those committees defined herein, the President may appoint committees he/she feels are necessary from within the Board, to carry out the functions and purposes of the Board. Each committee shall consist of at least two (2) members of the Board.

Section 3. Special Committees. The President may appoint committees he/she feels are necessary from without the Board, to carry out the functions and purposes of the Board. Each committee from without shall consist of at least two (2) members of the Board.

Section 4. Executive Committee. The Executive Committee will be composed of the President, Immediate Past President, Vice President, Treasurer and Secretary. The Executive Committee will be chaired by the President or, in his/her absence, the Vice

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President or his/her designee. In the event the Immediate Past President position is vacant, the Board will elect an at-large member to serve on the Executive Committee. The Committee will meet as determined by the President to review and determine substantive matters of Board Policy and/or action for recommendation to the full Board. The Executive Committee may take action on behalf of the Board of Directors in emergency situations, or when the Board cannot meet and delay would have a detrimental effect on operations of the Corporation. Such action will be reviewed by the full Board at the next scheduled meeting for ratification. The Executive Committee shall confirm all committee appointments made by the President and provide counsel and advice to the President; other officers of the Board and CEOPRESIDENT & CEO. The Executive Committee shall also serve as the Corporate Compliance Committee.

Section 5. Finance Committee. The Finance Committee shall be responsible for formulating, supervising and evaluating the fiscal policies of the corporation. The Finance Committee will be chaired by the Treasurer and shall meet prior to the regular meeting of the Board of Directors or as determined by the Treasurer. The Finance Committee shall also serve as the Audit Committee and shall be responsible for the hiring, review and oversight of the auditor's activity. The Finance Committee will review and recommend budget priorities and budget approvals to the full Board.

Section 6. Nominating Committee. The Nominating Committee shall present nominations for the election of officers at the Annual Meeting, and shall serve for the following year to recommend individuals to fill vacancies. The Nominating Committee shall make recommendations to the Board regarding the appointment of new members and shall assure orientation for newly elected members of the Board.

Section 7. Program and Quality Improvement Committee. The Program and Quality Improvement Committee shall provide the ongoing review, evaluation and recommendation of Southeast service area needs and service delivery within Behavioral Health, Community Health Center (FQHC), Homeless Programs Vocational Programs, and all other Human Services Programs. The committee shall evaluate patient satisfaction and client grievance reports and program and services outcome data and make quality improvement recommendations to the full Board for review and action. The Committee shall monitor and evaluate the Southeast Quality Improvement Plan and activities, review reports from the Southeast Quality Council and look for trends, potential problem areas or deficiencies and participate in the evaluation of corrective actions and make recommendations for further actions. Areas of focus will include service utilization and efficiency and at least an annual review of the Organization's Unified Data (UDS) as submitted to HRSA and the Health Center's scope and availability of services, sites and hours of service. The Program Committee, in cooperation with the CEOPRESIDENT & CEO, will establish community advisory and advocacy committees if and when appropriate and as defined by the Board of Directors to meet a funder's contractual obligation. These committees will meet on a scheduled basis and will provide a means for flow of information both to and from the community and clients of Southeast.

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Section 8. Human Resources Committee. The Human Resources Committee shall review and approve a system of personnel policies to guide the administration on personnel matters. The Committee shall review FQHC staff credentialing and all staff applications for privileging and make recommendations to the full Board. Personnel Policy and Procedures will be reviewed for update and/or amendment on an annual basis with a review and recommendations presented to the full Board. The committee will also serve as a consultative resource to the CEOPRESIDENT & CEO and/or designee, relative to personnel administration matters and will regularly review the affirmative action reports of the organization. This committee is also responsible for conducting the annual performance evaluation of the CEOPRESIDENT & CEO and annually reviewing staff officers' salaries and benefits and staff salary scales.

**ARTICLE VII**

**FISCAL MANAGEMENT**

Section 1. The fiscal year of Southeast, Inc. shall be July 1 to June 30 of each year.

Section 2. The Southeast Fiscal Audit shall be conducted by an independent accounting firm. Results of fiscal audits will be reviewed by the Finance Committee and reported to the full Board on an annual basis.

**ARTICLE VIII**

**VOTING**

Section 1. Each Board member shall have one vote. Members may be present in person, via phone or video. A simple majority at any duly called meeting of the Board at which a quorum is present at the time of the vote, will decide all other matters, unless otherwise specified herein. A Board member is required to abstain in a vote on any matter, if the matter presents a conflict of interest. A Board member with a conflict of interest in any Board proceeding shall not participate or be present in the discussion and shall not be present for the vote. Any Board member on a leave of absence is not eligible to vote.

Section 2. A two-thirds (2/3) majority of eligible members of the entire board membership is required for the approval of the following: amendments to the By-Laws, termination of the CEOPRESIDENT & CEO, accepting a settlement in which the Board has standing equal to or greater than \$50,000, initiating a lawsuit, removing a Board member, or approving a merger or acquisition.

**ARTICLE IX**

**EXPENSES**

Section 1. It is clearly intended that this Board will operate on a not-for-profit basis. Neither the corporation itself nor members of the Board shall at any time receive compensation for any expenses except those incurred in the business of the Board.

**Article X**

**CONFLICT OF INTEREST**

Section 1. No Board member shall be an employee or an immediate family member of an employee of Southeast, Inc. No Board member shall be considered for employment in any position of Southeast, Inc., until at least one year has elapsed since the person was a Board member.

Section 2. No Board member shall discuss or participate in any Board action in which a conflict of interest exists due to a financial or other benefit that exists directly or indirectly with an immediate family member, the Board member's business or place of employment or with the Board member him or herself. In such situations, the Board member shall leave the Board meeting during any discussion of the action and vote.

Section 3. An immediate family member is defined as a person's spouse or domestic partner; parents immediate in-laws, children, siblings, grandparents, and grandchildren whether biological, through marriage or through adoption.

**ARTICLE XI**  
**DISSOLUTION**

Section 1. Upon the dissolution of the corporation, the Board of Directors shall, after paying or making provision for the payment of all of the liabilities of the corporation, dispose of all of the assets of the corporation exclusively for the purposes of the corporation in such a manner, or to such organization or organizations organized and operated exclusively for charitable, educational, religious or scientific purposes as shall at the time qualify as an exempt organization or organizations under Section 501 (c) (3) of the Internal Revenue Code of 1954 (or the corresponding provision of any future United States Internal Revenue law), as the Board of Directors shall determine. Any of such assets not so disposed of shall be disposed of by the Court of Common Pleas of the county in which the principal office of the corporation is then located, exclusively for such purposes or to such organization or organizations, as said court shall determine, which are organized and operated exclusively for such purposes.

Area: Board of Directors  
Subject: By-Laws

Page 11 of 11  
SE Doc#: 01.01.02.00

**ARTICLE XII**  
**BOARD RELATED DOCUMENTS**

**Section 1.** Organizing documents, articles of incorporation, by-laws, amendments and minutes will be retained as long as the corporation is in existence. The most recent three years of Board minutes are kept in the Executive Assistant's office. Electronic minutes are stored on the server. Older paper records are archived.

**ARTICLE XII**  
**AMENDMENTS**

**Section 1.** These articles may be amended by a two-thirds vote of the eligible members of the entire board membership and after written notice of the proposed changes has been distributed to the members at least two (2) weeks prior to the meeting.



**Funding Application Summary**  
**Southeast Healthcare Board of Directors – March 2023**



**Belmont, Monroe, and Harrison Counties Mental Health and Recovery Board Provider Service Plan – SFY 2024**

Funding Source: Mental Health and Recovery Board serving Belmont, Harrison, and Monroe Counties		
Funding Opportunity: Contract Services for Fiscal Year 2024		
Funding Amount: Up to \$1,650,000		
Deadline for Proposal: 3/6/2023		
Award Start Date: July 1, 2023	Funding Period: 1 year	Renewal Available: Yes
<p><b>Program Summary</b></p> <p>Southeast will submit our SFY 2024 provider service plan and budget to the Belmont, Harrison, Monroe Mental Health and Recovery Board for funding by March 6<sup>th</sup>. Southeast serves as the primary mental health treatment organization for Belmont, Harrison, and Monroe counties, working collaboratively with other behavioral health partners in the area. In Belmont County, Southeast provides behavioral health assessments, psychiatric outpatient services, individual and group therapy, Medication Assisted Treatment (MAT), case management, and vocational services. Southeast also operates the Belmont County School-Based Program and the Four Oaks residential care facility. In Harrison County, Southeast provides behavioral health assessments, psychiatric outpatient services, individual and group therapy, case management, MAT, and vocational services. In Monroe County, Southeast provides behavioral health assessments, psychiatric outpatient services, individual counseling, case management, and vocational services.</p> <p>Southeast no longer provides crisis and behavioral health hotline services in Belmont, Harrison, and Monroe counties. Southeast came to a mutual agreement with the board to discontinue Southeast’s management of the BH Hotline. Southeast recognizes that for continuity of services and more streamlined crisis interventions for the community, Coleman Services will now manage the entire BH Hotline. Southeast will continue to provide crisis services to our patients during daytime hours.</p> <p>Programs included for funding largely replicate the services funded by this Board in previous years. Southeast is not proposing any new services or significant changes to existing services for the upcoming year.</p> <p><b>Recommended Action</b></p> <p>RESOLVED, The Southeast Healthcare Board of Directors approves the submission of the SFY2024 application to the Belmont, Harrison, Monroe Mental Health and Recovery Board by March 6, 2023 in the amount of up to \$1,650,000 and authorizes the Southeast CEO to negotiate and enter into the SFY2024 contract.</p> <p>FURTHER RESOLVED, the Board of Directors of Southeast Healthcare hereby authorizes the CEO to prepare, sign, and submit all documents required for inclusion in the proposal by March 6, 2023, and to execute all subsequent agreements necessary to receive funding.</p>		

## Funding Opportunity Summary

### Southeast Program/Finance Committee – March 2023

#### Tuscarawas/Carroll Alcohol, Drug Addiction, and Mental Health Services Board Provider Application – SFY 2024



Funding Source: ADAMHS Board of Tuscarawas and Carroll Counties		
Funding Opportunity: Contract Services for State Fiscal Year 2024		
Funding Request: Up to \$10,000		
Deadline for Proposal: 4/14/2023		
Start Date: July 1, 2023	Funding Period: 1 year	Renewal Available: Yes
<b>Program Summary</b>		
<p>Southeast seeks funding from the ADAMHS Board of Tuscarawas and Carroll Counties for SFY 2024 in order to continue to provide behavioral healthcare services to adults and pediatric psychiatric services to Board funded clients not covered by Medicaid. There is a high level of need for pediatric psychiatric services in Tuscarawas and Carroll Counties, particularly for patients without Medicaid or another payer source who face a shortage of service providers.</p> <p>Pediatric psychiatric services include both face-to-face and telemedicine. Southeast also provides individual counseling services for youth, family therapy, and youth case management to ensure that patients have access to the full continuum of mental health services. In SFY2020, Southeast added counseling and pharmacological management services for parents of children who receive pediatric psychiatric services to our Board contract.</p> <p>Because nearly all of the youth we have seen for pediatric psychiatry have had Medicaid or another payer source, for SFY 2021 Southeast requested that our contract also cover behavioral healthcare services provided to adults who do not have Medicaid. Services provided to these clients in either Tuscarawas or Carroll Counties may include case management, individual counseling, psychiatric care, family counseling, and drug and alcohol counseling. We have not utilized this allocation for SFY 2023 as all patients seen have had Medicaid or other health coverage. However, we anticipate that utilization of this allocation may increase during SFY 2024 with the end of the COVID-19 public health emergency and Medicaid unwinding.</p>		
<b>Recommended Action</b>		
<p>RESOLVED, the Board of Directors of Southeast Healthcare hereby approves the submission of the SFY 2024 application to the ADAMHS Board of Tuscarawas and Carroll Counties in the amount of up to \$10,000 per year in accordance with the application guidelines;</p> <p>FURTHER RESOLVED, the Board of Directors of Southeast Healthcare hereby authorizes the CEO to prepare, sign, and submit all documents required for inclusion in the proposal, and to negotiate and enter into the SFY 2024 contract.</p>		



Financial Statements

February 28, 2023



## **Southeast, Inc.**

### **Financial Report**

For the Month ended February 28, 2023

Finance Committee Meeting held March 20, 2023

Board Meeting held March 22, 2023

#### **Statement of Revenue and Expenditures**

- Net Gain for the current month of \$667,155 brings the year to date to Net Gain of \$3,339,094, primarily due to increased fee for service billing and pharmacy sales. Operating Gain (Net Income less Investment income, interest income, rent, other income and gain/loss on disposals) is \$911,512.
- February ADAMH and pharmacy revenue increased when compared to January revenue, and payroll expenses decreased in February when compared to January.
- Investment values decreased in February by \$280,243.

#### **Balance Sheet & Statement of Cash Flows**

- The cash balance decreased in January to just under \$1.4 million. This is due to outstanding cash receipts from the Franklin County ADAHM Board.
- We continue to review accounts receivable balance and are in the process of developing a contractual model to appropriately account for allowance for doubtful accounts in accordance with accounting standards. Documentation has been sent to the accounting firm assisting us with this process.

#### **Risk & Opportunities**

- We are streamlining accounting processes to eliminate paper checks for travel and accounts payable to decrease costs to Southeast. Invoice billing for services rendered by Southeast is also being streamlined to allow timely and accurate billing which should increase cash flow.
- Medicaid Eligibility determination continues to be a concern for Southeast. We are collaborating with a consultant to ensure we capture patients that need linked to services if their Medicaid eligibility is termed.
- We continue to watch the recent banking news and continue to look for ways to diversify Southeast Funds.

**SOUTHEAST, INC.**  
**CONSOLIDATED STATEMENT OF ACTIVITY**  
**FOR THE PERIOD ENDED FEBRUARY 28, 2023**

	FY23 BUDGET	***** ACTUAL *****		LAST YEAR YTD	YTD BUDGET	ACT vs. BUD \$ VARIANCE	% VAR OF BUDGET
		February	YTD				
<b>REVENUE</b>							
<i>ADAMH FUNDING</i>							
ADAMH-FFS	\$ 9,232,154	\$ 453,515	\$ 3,790,834	\$ 6,426,892	\$ 6,154,769	(\$2,363,935)	(38.4%)
ADAMH - BLOCK GRANT	4,928,013	200,227	1,366,327	4,329,361	3,285,342	(1,919,015)	(58.4%)
ADAMH PHARMACY	11,161	0	0	2,000	7,441	(7,441)	(100.0%)
ADAMH - OTHER	-	0	0	-	-	-	
<b>TOTAL</b>	<b>14,171,327</b>	<b>653,742</b>	<b>5,157,161</b>	<b>10,758,253</b>	<b>9,447,552</b>	<b>(4,290,391)</b>	<b>(45.4%)</b>
<i>FIRST &amp; THIRD PARTY</i>							
CLIENT FEES	131,627	9,886	63,046	69,866	87,751	(24,705)	(28.2%)
INSURANCE	700,440	4,210	572,222	343,986	466,960	105,262	22.5%
MEDICARE	1,449,197	81,644	579,365	945,400	966,131	(386,766)	(40.0%)
MEDICAID	12,371,238	979,485	8,202,695	6,272,017	8,247,492	(44,797)	(.5%)
CONTRACTS	6,662,770	1,720,739	8,601,070	6,585,536	4,441,847	4,159,223	93.6%
PHARMACY SALES	21,454,297	2,498,279	19,824,870	13,231,719	14,302,865	5,522,005	38.6%
IN KIND REVENUE	-	0	0	-	-	0	#DIV/0!
<b>TOTAL THIRD PARTY</b>	<b>42,769,570</b>	<b>5,294,243</b>	<b>37,843,268</b>	<b>27,448,524</b>	<b>28,513,047</b>	<b>9,330,221</b>	<b>32.7%</b>
<b>OPERATING REVENUE</b>	<b>\$ 56,940,897</b>	<b>\$ 5,947,985</b>	<b>\$ 43,000,429</b>	<b>\$ 38,206,777</b>	<b>\$ 37,960,598</b>	<b>\$5,039,831</b>	<b>13.3%</b>
<i>EXPENSES</i>							
SALARIES	28,840,383	2,363,070	20,345,527	18,030,294	19,226,922	1,118,605	5.8%
EMPLOYEE BENEFITS	8,209,534	642,881	4,176,682	4,308,249	5,473,023	(1,296,341)	(23.7%)
CONTRACT SERVICES	1,142,255	144,088	893,940	698,264	761,503	132,437	17.4%
COMPUTER EXPENSE	710,896	52,220	728,498	578,603	473,931	254,567	53.7%
OPERATING SUPPLIES	526,375	40,844	390,246	93,249	350,917	39,329	11.2%
OPERATING EXPENSES	2,625,925	205,952	2,076,673	1,598,953	1,750,617	326,056	18.6%
OFFICE EXPENSES	485,906	152,835	330,671	264,415	323,938	6,733	2.1%
MOBILE PHONES	192,689	29,981	228,168	173,883	128,459	99,709	77.6%
TRAVEL/TRANSPORTATION	1,205,723	46,375	572,197	413,197	803,816	(231,619)	(28.8%)
BUILDING & GROUNDS	2,237,448	171,117	1,550,953	1,233,903	1,491,632	59,321	4.0%
DEPRECIATION	714,627	49,850	392,402	440,593	476,418	(84,016)	(17.6%)
AUDIT & LEGAL FEES	165,111	9,168	99,629	167,477	110,074	(10,445)	(9.5%)
INSURANCE EXPENSE	882,770	60,760	485,731	486,100	588,514	(102,783)	(17.5%)
PHARMACY COG	10,254,996	1,054,092	8,109,570	6,684,782	6,836,664	1,272,906	18.6%
IN KIND EXPENSE	-	0	0	-	-	0	#DIV/0!
OTHER EXPENSES	228,752	13,240	161,798	192,318	152,502	9,296	6.1%
<b>TOTAL EXPENSES</b>	<b>\$ 58,423,393</b>	<b>\$ 5,036,473</b>	<b>\$ 40,542,685</b>	<b>\$ 35,364,280</b>	<b>\$ 38,948,929</b>	<b>\$1,593,756</b>	<b>4.1%</b>
<b>OPERATING NET INCOME/(LOSS)</b>	<b>\$ (1,482,495)</b>	<b>\$ 911,512</b>	<b>\$ 2,457,744</b>	<b>\$ 2,842,497</b>	<b>\$ (988,330)</b>	<b>\$3,446,074</b>	
<i>MISCELLANEOUS REVENUE</i>							
INTEREST INCOME	123	38	254	21	82	172	209.5%
INVESTMENT	145,218	(280,243)	320,287	(274,330)	96,812	223,475	230.8%
RENT	135,913	6,540	91,255	106,425	90,608	647	.7%
GAIN/(LOSS) ON PURCHASE	-	0	0	55,000	-	-	
OTHER	1,420,557	29,308	469,554	491,504	947,038	(477,484)	(50.4%)
<b>TOTAL MISCELLANEOUS</b>	<b>1,701,811</b>	<b>(244,357)</b>	<b>881,350</b>	<b>378,620</b>	<b>1,134,541</b>	<b>(253,191)</b>	<b>(22.3%)</b>
<b>SOUTHEAST NET REVENUE</b>	<b>\$ 219,316</b>	<b>\$ 667,155</b>	<b>\$ 3,339,094</b>	<b>3,221,117</b>	<b>\$146,211</b>	<b>\$3,192,883</b>	
Margin on Operating Revenue	(2.6%)	15.3%	5.7%	7.4%			
Margin on Total Revenue	.4%	11.7%	7.6%	8.3%			

**SOUTHEAST, INC.**  
**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**  
**FOR THE PERIOD ENDED FEBRUARY 28, 2023**

ASSETS		
<i>CASH:</i>		
CASH IN BANK - UNRESTRICTED	\$ 1,354,063	
SCHOLARSHIP ACCOUNT		
BUILDING MANAGEMENT	24,502	
PETTY CASH	3,430	1,381,995
<hr/>		
<i>INVESTMENTS:</i>		
SHORT TERM INVESTMENTS	3,497,486	
AMERICAN FUNDS	9,165,085	
RESTRICTED INVESTMENTS	283,174	12,945,745
<hr/>		
<i>ACCOUNTS RECEIVABLE:</i>		
Claims Based Receivables		
CLIENT & THIRD PARTY	4,890,436	
MEDICAID	8,543,311	
ADAMH		5,863,620
Franklin County	4,620,119	
Delaware & Morrow Counties	765,159	
Belmont, Harrison & Monroe Counties	478,536	
Tuscarawas & Carroll Counties	(194)	
ALLOWANCE FOR DOUBTFUL ACCOUNTS	0	
Total Claims Based Receivables	19,297,367	
Other Receivables		
OTHER GRANTS & CONTRACTS	3,677,982	
APOTHECARE	4,568,083	
MISCELLANEOUS	62,028	27,605,460
Total Other Receivables	8,308,093	
<hr/>		
<i>OTHER CURRENT ASSETS:</i>		
APOTHECARE INVENTORY	1,455,039	
PREPAIDS	1,251,748	
EMPLOYEE LOAN/EPP	7,553	
OTHER	9,087	2,723,427
<hr/>		
<b>TOTAL CURRENT ASSETS</b>		<b>44,656,627</b>
<hr/>		
<i>FIXED ASSETS:</i>		
VEHICLES	542,458	
BUILDING, LAND & IMPROVEMENTS	12,634,388	
FURNITURE & EQUIPMENT	3,650,666	
TENANT IMPROVEMENT	174,753	
subtotal	17,002,265	
LESS accumulated depreciation	(11,308,055)	
<hr/>		
<b>NET FIXED ASSETS</b>		<b>5,694,210</b>
<hr/>		
<b>TOTAL ASSETS</b>		<b>\$ 50,350,839</b>

LIABILITIES & NET ASSETS		
<i>LIABILITIES:</i>		
ACCOUNTS PAYABLE	\$ 639,126	
ACCRUED EXPENSES	22,593	
PROPERTY TAX PAYABLE	25,714	
TENANT DEPOSIT	6,670	694,103
<hr/>		
<i>ACCRUED WAGES &amp; FRINGE BENEFITS:</i>		
ACCRUED VACATION	1,563,054	
ACCRUED PAYROLL	1,350,242	
ACCRUED RETIREMENT		
ACCRUED OTHER	359,802	3,273,098
<hr/>		
<b>TOTAL CURRENT LIABILITIES</b>		<b>3,967,201</b>
<hr/>		
<i>DEFERRED REVENUE</i>		4,974,941
<hr/>		
<i>LONG TERM DEBT</i>		2,537,021
<hr/>		
<i>ADVANCES FROM THE STATE</i>		525,448
<hr/>		
<i>CAPITALIZED LEASE AGREEMENT</i>		292,610
<hr/>		
<b>TOTAL LIABILITIES</b>		<b>12,297,221</b>
<hr/>		
<i>NET ASSETS:</i>		
UNRESTRICTED	36,198,159	
DESIGNATED	1,533,173	
RESTRICTED	39,112	
SCHOLARSHIP	283,174	
<b>TOTAL NET ASSETS</b>		<b>38,053,618</b>
<hr/>		
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>		<b>\$ 50,350,839</b>

**SOUTHEAST, INC.**  
**RATIO ANALYSIS**  
**FOR THE PERIOD ENDED FEBRUARY 28, 2023**

*Year to date performance*

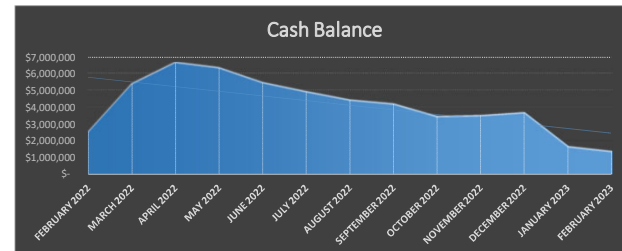
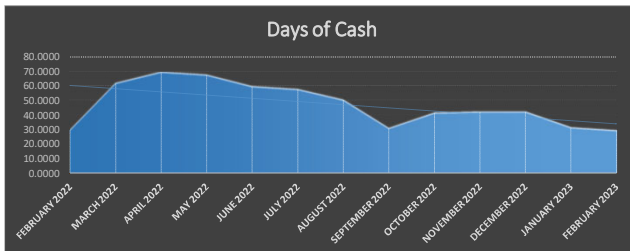
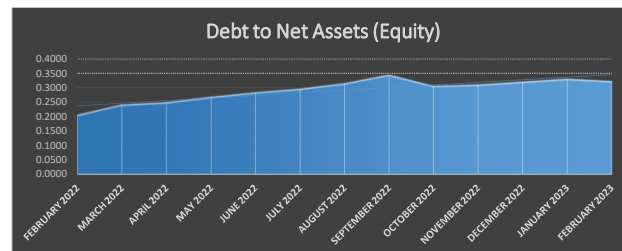
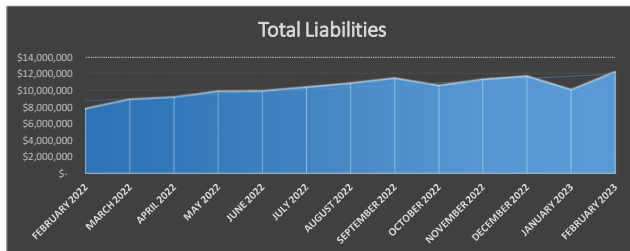
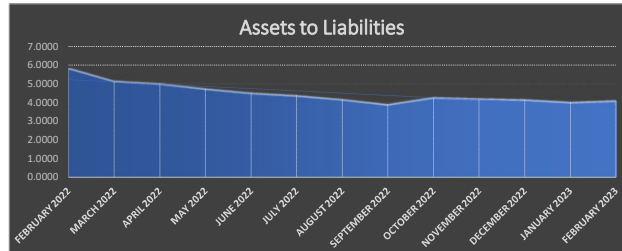
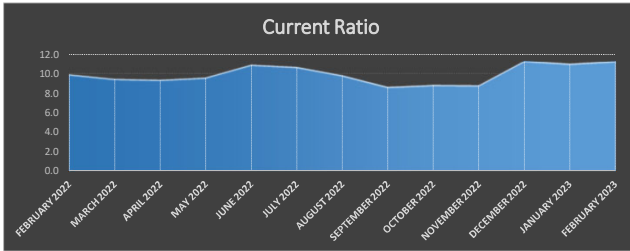
Current Ratio	(CURRENT ASSETS/CURRENT LIABILITIES)	<b>11.3</b>	Ability to pay current debt with current assets; 2 to 4 is standard.
Revenue over Expense Margin	(YTD REVENUE/YTD EXPENSES)	<b>1.103</b>	Indicates revenues (net income) over expenses; Over 1.03 is excellent.
Assets to Liabilities	(TOTAL ASSETS/TOTAL LIABILITIES)	<b>4.09</b>	Indicates debt structure of Organization; 2.0 is standard.
Debt to Net Assets (Equity)	(TOTAL LIABILITIES/NET ASSETS)	<b>.32</b>	Compares borrowed capital to invested capital; .40 is standard.
Days of Cash	CASH & ST INVESTMENTS/AVE. DAY'S EXPENSES	<b>29.3</b>	Indicates number of days of cash SE has on hand. 90 days is good
Average Days in Receivables	(REVENUE/365)AR/Revenue per day)	<b>177.3</b>	Indicates the number of days it takes to collect our receivables

**ADAMH Key Performance Indicators**

	SOUTHEAST RATIO	ADAMH STANDARDS		INDEX PTS
		EXCELLENT	GOOD	
Administrative Costs to Expenses (Admin/Total expenses)	<b>11</b>	7% - 9.99%	10% - 10.99%	<b>4</b>
Debt to Equity Ratio (Total Liabilities/Net Assets)	<b>0.323</b>	.40 - .49	.50 - 1.19	<b>5</b>
Revenue to Expenses (Total Revenue / Total Expense)	<b>1.17</b>	1.03 - 1.0599	1 - 1.0299	<b>5</b>
Current Ratio ( Current Assets/Current Liabilities)	<b>11.26</b>	1.80 - 2.39	1.4 - 1.79	<b>5</b>
Cash to Avg. Mo. Expense (Days) (Cash + ST Invest/Total Expenses)	<b>29.3</b>	80 - 89.99	50 - 79.99	<b>3</b>
Fund Balance Reserve ( Net Assets / Ave. Monthly expenses- including CGS)	<b>7.5</b>	6 - 6.99	4 - 5.99	<b>5</b>
% of Revenue from ADAMH (ADAMH Revenue/Total Revenue)	<b>11.8%</b>	< 55.0%	70% - 55%	<b>5</b>
				<b>4.6</b>

Index Coding
<b>5 - Excellent</b>
4 - Good
3 - Fair
2 - Poor
1 - Correction Required

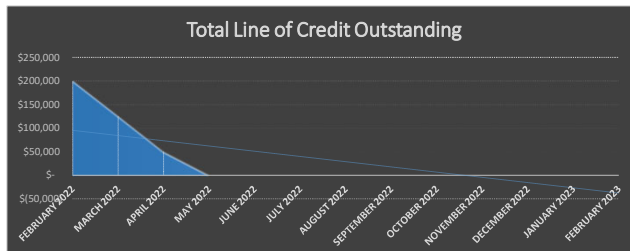
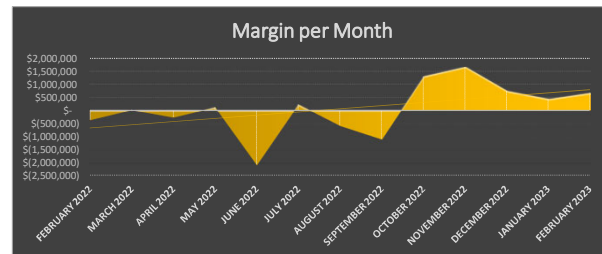
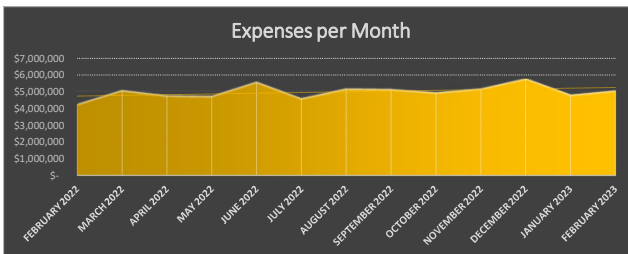
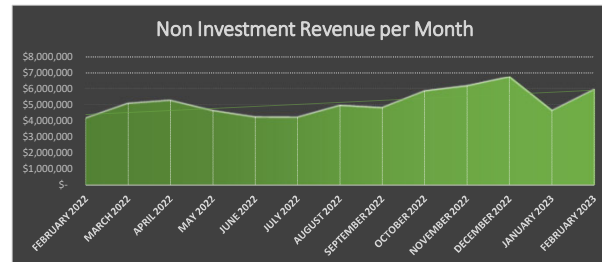
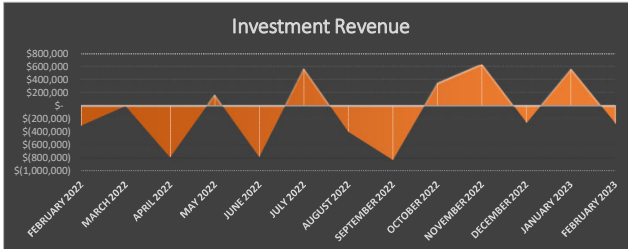
Historical Ratio Dashboard  
For the period ended February 28, 2023



Ratio	Formula	Description
Current Ratio	(CURRENT ASSETS/CURRENT LIABILITIES)	Ability to pay current debt with current assets; 2 to 4 is standard.
Revenue over Expense Margin	(YTD REVENUE/YTD EXPENSES)	Indicates revenues (net income) over expenses; Over 1.03 is excellent.
Assets to Liabilities	(TOTAL ASSETS/TOTAL LIABILITIES)	Indicates debt structure of Organization; 2.0 is standard.
Debt to Net Assets (Equity)	(TOTAL LIABILITIES/NET ASSETS)	Compares borrowed capital to invested capital; .40 is standard.
Days of Cash	CASH & ST INVESTMENTS/AVE. DAY'S EXPENSES	Indicates number of days of cash SE has on hand. 90 days is good
Average Days in Receivables	(REVENUE/365)/AR/Revenue per day	Indicates the number of days it takes to collect our receivables
Total Liabilities	Current Liabilities + Long Term Liabilities	Note - December 2018 Garage purchase closed @ 2.4M

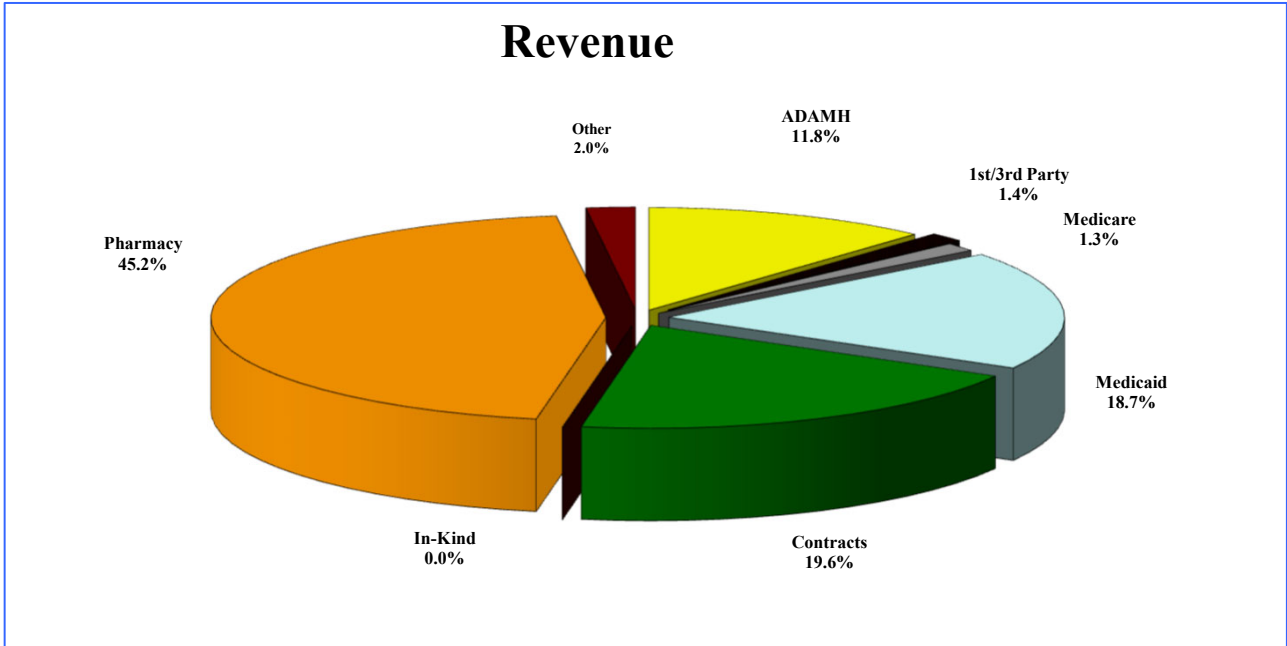


Historical Ratio Dashboard  
For the period ended February 28, 2023



## Southeast, Inc. Revenue & Expenses by Category

**YTD FY 2023 TOTAL CONSOLIDATED REVENUE \$43,881,779**



**YTD FY 2023 TOTAL CONSOLIDATED EXPENSES \$40,542,685**

