



**Board of Directors Meeting
Wednesday, February 28, 2023, 11:00 am
Virtual via GoToMeeting**

AGENDA

Revised

	Action Needed	Attachment
Roll Call		
CALL TO ORDER		
APPROVAL OF MINUTES	✓	✓
<u>Board Chair’s Report</u>		
<u>President and CEO Report</u>		
Homeless Update		
C.F.R. Part 2		
<u>PROGRAM / QI COMMITTEE</u>		
Belmont, Harrison and Monroe Board Application (with Finance)	✓	✓
CSB Application (with Finance)	✓	✓
PATH Application (with Finance)	✓	✓
Revised Delaware Morrow Board Budget submission (with Finance)	✓	
<u>FINANCE</u>		
Financials	✓	✓
Line of Credit Renewal	✓	✓
Investment Report	✓	✓
Belmont, Harrison and Monroe Board Application (with Program)	✓	✓
CSB Application (with Program)	✓	✓
PATH Application (with Program)	✓	✓
Revised Delaware Morrow Board Budget submission (with Program)	✓	
<u>HUMAN RESOURCES COMMITTEE</u>		
New Privileging:		
Nicholas Holcman, Assessment Specialist		
<u>GOOD THINGS</u>		
Southeast was awarded \$199,695.91 for the 2024 Direct Services for Victims of Human Trafficking grant from The Ohio Department of Public Safety and the Office of Criminal Justice Services. The purpose of this grant is to support the development, expansion, and strengthening of victim service programs serving victims of human trafficking in Ohio.		
<u>EXECUTIVE SESSION</u>		
Adjournment		

**denotes emailed later*



**Board of Directors
Meeting Minutes
January 24, 2023, 5:30 PM
Location: Due Amici Restaurant
67 E. Gay Street, Columbus**

Members Present:

Rev. Tony Burns, Chairperson
Dave Lane, Immediate Past
Chair
Angela Fry, VP
Pat Halaiko
Sarah Lenkay
Steve Sielschott
Art DeLeon

Members Excused:

Kate Hamilton
Tom Shanahan
Eileen Goodman,
Secretary
Kim Krone
Kori Manus, Treasurer

SE Staff:

Bill Lee, President and CEO
Wendy Williams, Chief Operating Officer
Rebecca Carr, CFO
Sandy Stephenson, Special Projects
Director
Nisaa Robinson, Adult and Family
Clinical Director
Kim Cooksey, Clinical Director/SMD
Dave Collins, Regional Director Del/Mor
County
April Welch, Executive Assistant

Call to Order: Tony Burns called the meeting to order at 5:50pm and a quorum was confirmed.

Executive Session

Pay Halaiko moved to enter an Executive Session. Dave Lane seconded. Motion approved.

Dave Lane moved to end Executive Session. Art DeLeon seconded. Motion approved.

Approval of Board Minutes – Art DeLeon moved to approve the December board minutes, and Pat Halaiko seconded. Motion approved.

Board Chair’s Report – Tony Burns reviewed the Conflict of Interest policy and statement. Board members are to complete the statement and return to April Welch.

President and CEO Report – Bill Lee, President and CEO reported the resignation of Board Member Donald Strasser. Bill thanked Donald for his years of dedication to Southeast and his commitment to helping houseless individuals.

Program Committee

Angela Fry presented the Delaware/Morrow Board Application.

Delaware/Morrow Board Application

Southeast seeks funding from the Delaware/Morrow Mental Health and Recovery Services Board to continue to provide behavioral healthcare, crisis, and vocational services for residents of Delaware and Morrow Counties for state fiscal year 2025 (7/1/2024 – 6/30/2025). Programs included for funding will generally replicate the services funded by this Board in the previous year.

This proposal includes a request for funding to continue to provide the following: Adult Employment Services, Benefits Counseling, and RecoveryWorks North, Psychiatry, Counseling, Case Management, Nursing, Peer Support, Assertive Community Treatment (ACT), and Early Psychosis Intervention (EPI) services. Southeast also provides jail in-reach and re-entry support services in both counties.

Motion

Angela Fry moved the Southeast Healthcare Board of Directors to approve the submission of the SFY2025 provider application and budget to the Delaware/Morrow Mental Health and Recovery Services Board in the amount of up to \$1,500,000 and authorizes the Southeast President & CEO to negotiate and enter into the SFY2025 contract. Pat Halaiko seconded. Motion approved.

Finance Committee

Rebecca Carr presented the Financials and the Sliding Fee Scale Update.

Financials:

Rebecca Carr reviewed the finance packet for January 2024. Net revenue for the month of December was \$581,603. The operating net loss was \$124,139. Investments increased in value by 662,517. The cash balance decreased in December to under one million. This is a result of the retention bonus payout, Franklin County ADAMH payments not distributed in December, and Medicaid system issues that resulted in less payments for the month of December. A corrected accounts receivable amount will be reflected on the June 20, 2023, financial statement and we will begin to book gross revenue minus adjustments and allowance to the financial statements after the audit is complete.

Motion:

Dave Lane moved to approve the Financials. Angela Fry seconded. Motion approved.

Sliding Fee Scale Update

Rebecca Carr presented the new Sliding Fee Scale. There was no update to the Sliding Fee Scale policy but there is a new 2024 Sliding Fee Scale with Nominal Fee added.

Motion:

Dave Lane moved to approve the 2024 Sliding Fee Scale. Art DeLeon seconded. Motion approved.

Good Things

Southeast's ODRC application for Re-Entry Coalition Program in Morrow County was approved.

Southeast RREACT Team partnered with Community Shelter Board to help move 37 houseless individuals off the street during the snowstorm.

Bill Lee and Tony Burns thanked board members for their continued participation and support of Southeast Healthcare.

Adjournment – Tony Burns moved to adjourn the meeting.

Board Minutes submitted by April Welch, executive assistant for Steve Sielschott, Secretary.

Steve Sielschott, Secretary

Funding Application Summary

Southeast Healthcare Board of Directors – February 2024

Belmont, Harrison, and Monroe Counties Mental Health and Recovery Board Provider Service Plan – SFY 2025

Funding Source: Mental Health and Recovery Board serving Belmont, Harrison, and Monroe Counties		
Funding Opportunity: Contract Services for Fiscal Year 2025		
Funding Amount: Up to \$2,077,730		
Deadline for Proposal: 3/4/2024		
Award Start Date: July 1, 2024	Funding Period: 1 year	Renewal Available: Yes
<p>Program Summary</p> <p>Southeast will submit our SFY 2025 provider service plan and budget to the Belmont, Harrison, Monroe Mental Health and Recovery Board for funding by March 4th. 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>Programs included for funding largely replicate the services funded by this Board in previous years. Southeast is proposing a few expansions of our existing services for SFY25 noted below:</p> <ul style="list-style-type: none"> • Nurse Care Coordinator Program – Southeast will add an LPN to this program to provide recovery supports, appointment assistance, and child development education to the mothers served by this program. We have seen an increased number of referrals to this program over the past year. • Medication Assisted Treatment – Southeast will add a 1.0 FTE nurse practitioner to this program. We have seen increased referrals during recent months after a community service provider ceased operations. • Court Navigator – Southeast will add a 1.0 FTE licensed staff member to provide services to the Monroe County Courts. <p>Recommended Action</p> <p>RESOLVED, The Southeast Healthcare Board of Directors approves the submission of the SFY2025 application to the Belmont, Harrison, Monroe Mental Health and Recovery Board by March 4, 2024 in the amount of up to \$2,077,730 and authorizes the Southeast President & CEO to negotiate and enter into the SFY2025 contract.</p> <p>FURTHER RESOLVED, the Board of Directors of Southeast Healthcare hereby authorizes the President & CEO to prepare, sign, and submit all documents required for inclusion in the proposal by March 4, 2024, and to execute all subsequent agreements necessary to receive funding.</p>		

Funding Application Summary
Southeast Healthcare Board of Directors – February 2024
Friends of the Homeless Men’s Shelter – Community Shelter Board Funding



Funding Source: Community Shelter Board		
Title of Funding Opportunity: Community Shelter Board FY25 Gateway Application		
Amount Requested: Up to \$2,200,000		
Deadline for Proposal: 3/14/2024		
Award Start Date: 7/1/2024	Funding Period: 1 year – renewal	Renewal Available: Yes, dependent on Community Shelter Board budget
<p>Background: Southeast is a provider of shelter services to homeless adult males funded by the Community Shelter Board. The Community Shelter Board is accepting applications for funding for shelter operations for the period July 1, 2024 – June 30, 2025. We have received annual Community Shelter Board funding for our shelter program since the shelter became a program of Southeast. The Community Shelter Board will announce by March 11, 2024 our allocated shelter funding for the upcoming SFY. Our SFY24 shelter base funding from the Community Shelter Board is \$1,382,083.</p> <p>Program Summary: Friends of the Homeless currently provides shelter services to 160 men on a daily basis. Current FOH staff include .8 FTE FOH Director, 1 FTE Shelter Manager, 1 FTE Housing Case Manager, 2.6 FTE Security staff, 1 FTE Maintenance, 2 FTE Shift Leader, and 15 FTE Service Specialists.</p> <p>Total program budget is \$1,771,111 in SFY24 (including surge funding). Any funding increase in SFY25 would be allocated to shelter operations, including staff.</p> <p>Financial Impact on Southeast: The proposed action will not change the financial impact of the FOH shelter program. FOH is a service location for PATH and a feeder to our FQHC.</p> <p>Proposed Action: RESOLVED, the Board of Directors of Southeast Healthcare hereby approves the submission of an application to the Community Shelter Board by 5:00 PM on March 15, 2024 to provide funding for the Men’s Shelter in the amount to be identified by the Community Shelter Board on March 11, 2024 of up to \$2,200,000 in accordance with the application guidelines;</p> <p>FURTHER RESOLVED, the Board of Directors of Southeast, Inc. hereby authorizes the President & CEO to prepare, sign, and submit all documents required for inclusion in the proposal by March 14, 2024, and to execute all subsequent agreements necessary to receive funding.</p>		

Funding Application Summary
Southeast Healthcare Board of Directors – February 2024
PATH (Projects for Assistance in Transition from Homelessness)



Funding Source: SAMHSA through Ohio Department of Mental Health and Addiction Services		
Title of Funding Opportunity: PATH (Projects for Assistance in Transition from Homelessness)		
Amount Requested: \$256,643		
Deadline for Proposal: 3/1/2024 to OhioMHAS		
Award Start Date: 7/1/2024	Funding Period: 1 year – renewal annually	Renewal Available: Possibly, pending federal government action
<p>Background:</p> <p>Southeast is a provider of PATH (Projects for Assistance in Transition from Homelessness) services to people in Franklin County with serious mental illness, including those with co-occurring substance use disorders, who are experiencing homelessness or at risk of becoming homeless. Federal funding from the Substance Abuse and Mental Health Services Administration is awarded through the Ohio Department of Mental Health and Addition Services with a local match from the Franklin County ADAMH Board.</p> <p>Among the services eligible for funding under PATH are:</p> <ol style="list-style-type: none"> 1) Outreach services 2) Screening and diagnostic treatment services 3) Habilitation and rehabilitation services 4) Community mental health services 5) Alcohol and drug treatment services 6) Staff training 7) Case management services 8) Supportive and supervisory services in residential settings 9) Referrals for primary health services, job training, educational services 10) Relevant housing services <p>Southeast has been a provider of PATH funded services in Franklin County for many years. The outreach strategies that Southeast’s PATH program staff use to reach and serve the priority population of individuals who are literally homeless include in-reach into shelters, visiting homeless camps, and receiving referrals from other organizations.</p> <p>Program Summary:</p> <p>Key strategies employed to engage vulnerable, literally homeless adults include building trusting relationships, providing assertive case management, and assisting with immediate tangible needs. As these are successful, linkages are made to more appropriate ongoing treatment providers.</p> <p>PATH staff include 3 FTE outreach workers, 1 FTE substance abuse specialist, 0.1 FTE nurse, 1 FTE program manager, and 1 FTE data entry and coordination.</p>		

Funding Application Summary
Southeast Healthcare Board of Directors – February 2024
PATH (Projects for Assistance in Transition from Homelessness)



Match for this program is provided through the Franklin County ADAMH Board as part of our allocation in the amount of at least \$85,548. (Application requires budgeted match to be precisely 1/3 of Federal funding amount. Actual ADAMH allocation devoted to PATH may be larger.)

Total program budget is at least \$341,191.

Financial Impact on Southeast:

This program is part of our overall HRSA scope of services and is a feeder to our primary care services. The funder has told us to request the specified amount, which is the same as our 2023-2024 grant.

Proposed Action:

RESOLVED, the Board of Directors of Southeast Healthcare hereby approves the submission of an application by March 1, 2024 to request PATH funding of \$256,643 in accordance with the application guidelines;

FURTHER RESOLVED, the Board of Directors of Southeast Healthcare hereby authorizes the President & CEO to prepare, sign, and submit all documents required for inclusion in the proposal by March 1, 2024, and to execute all subsequent agreements necessary to receive funding.



Financial Statements

January 31, 2024



Southeast Healthcare Financial Report Narrative

- Net loss for the month of January was \$289,659. Operating net loss was \$602,643. Investment increased in value by \$121,872.
- The cash balance increased in January to over \$3.5 million.
- A corrected accounts receivable amount will be reflected on the June 20, 2023, financial statement and we will begin to book gross revenue minus adjustments and allowance to the financial statements after the audit is complete. The audit will be presented at the finance committee meeting in March.

SOUTHEAST HEALTHCARE
CONSOLIDATED STATEMENT OF ACTIVITY
FOR THE PERIOD ENDED JANUARY 31, 2024

	FY24 BUDGET	***** ACTUAL *****		LAST YEAR YTD	YTD BUDGET	ACT vs. BUD \$ VARIANCE	% VAR OF BUDGET
		January	YTD				
REVENUE							
<i>ADAMH FUNDING</i>							
ADAMH-FFS	\$ 7,155,738	\$ 330,251	\$ 2,923,331	\$ 3,337,318	\$ 4,174,181	(\$1,250,850)	(30.0%)
ADAMH - BLOCK GRANT	6,283,766	360,110	3,379,595	1,166,100	3,665,530	(285,935)	(7.8%)
ADAMH PHARMACY	2,000	0	0	-	1,167	(1,167)	(100.0%)
ADAMH - OTHER	-	0	0	-	-	-	
TOTAL	13,441,504	690,361	6,302,926	4,503,418	7,840,877	(1,537,951)	(19.6%)
<i>FIRST & THIRD PARTY</i>							
CLIENT FEES	94,564	10,875	70,174	53,161	55,162	15,012	27.2%
INSURANCE	1,298,968	98,711	806,723	568,012	757,731	48,992	6.5%
MEDICARE	1,134,719	102,819	680,416	497,722	661,919	18,497	2.8%
MEDICAID	13,829,675	876,066	7,566,437	7,223,210	8,067,310	(500,873)	(6.2%)
CONTRACTS	10,780,603	1,004,237	7,565,299	6,880,331	6,288,685	1,276,614	20.3%
PHARMACY SALES	25,034,750	2,319,948	16,508,017	17,326,590	14,603,604	1,904,413	13.0%
IN KIND REVENUE	-	0	0	-	-	0	#DIV/0!
TOTAL THIRD PARTY	52,173,279	4,412,656	33,197,066	32,549,026	30,434,413	2,762,653	9.1%
OPERATING REVENUE	\$ 65,614,783	\$ 5,103,017	\$ 39,499,992	\$ 37,052,444	\$ 38,275,290	\$1,224,702	3.2%
<i>EXPENSES</i>							
SALARIES	33,443,731	2,814,256	19,216,835	17,982,457	19,508,843	(292,008)	(1.5%)
EMPLOYEE BENEFITS	7,692,058	574,893	4,466,662	3,533,801	4,487,034	(20,372)	(.5%)
CONTRACT SERVICES	1,480,000	189,254	898,250	749,853	863,333	34,917	4.0%
COMPUTER EXPENSE	1,271,991	154,946	682,197	676,279	741,995	(59,798)	(8.1%)
OPERATING SUPPLIES	700,890	17,129	(9,505)	349,402	408,853	(418,358)	(102.3%)
OPERATING EXPENSES	3,250,000	126,687	1,903,934	1,870,720	1,895,833	8,101	.4%
OFFICE EXPENSES	350,000	54,907	341,867	177,836	204,167	137,700	67.4%
MOBILE PHONES	350,000	25,997	187,957	198,187	204,167	(16,210)	(7.9%)
TRAVEL/TRANSPORTATION	900,000	85,673	548,603	525,822	525,000	23,603	4.5%
BUILDING & GROUNDS	2,637,325	226,734	1,211,316	1,379,500	1,538,440	(327,124)	(21.3%)
DEPRECIATION	795,758	46,705	327,010	342,552	464,192	(137,182)	(29.6%)
AUDIT & LEGAL FEES	250,000	40,095	155,902	90,462	145,833	10,069	6.9%
INSURANCE EXPENSE	750,000	73,563	518,093	424,971	437,500	80,593	18.4%
PHARMACY COG	12,650,000	1,251,940	8,778,906	7,055,478	7,379,167	1,399,739	19.0%
IN KIND EXPENSE	-	0	0	-	-	0	#DIV/0!
OTHER EXPENSES	250,000	22,881	162,473	148,558	145,833	16,640	11.4%
TOTAL EXPENSES	\$ 66,771,753	\$ 5,705,660	\$ 39,390,500	\$ 35,505,878	\$ 38,950,189	\$440,311	1.1%
OPERATING NET INCOME/(LOSS)	\$ (1,156,970)	\$ (602,643)	\$ 109,492	1,546,566	\$ (674,899)	\$784,391	
<i>MISCELLANEOUS REVENUE</i>							
INTEREST INCOME	408	57	359	215	238	121	50.8%
INVESTMENT	885,446	121,872	1,004,492	600,530	516,510	487,982	94.5%
RENT	145,500	13,652	98,813	84,715	84,875	13,938	16.4%
GAIN/(LOSS) ON PURCHASE	-	0	0	-	-	-	
OTHER	810,000	177,403	633,989	440,246	472,500	161,489	34.2%
TOTAL MISCELLANEOUS	1,841,354	312,984	1,737,653	1,125,706	1,074,123	663,530	61.8%
SOUTHEAST NET REVENUE	\$ 684,384	\$ (289,659)	\$ 1,847,145	2,672,272	\$399,224	\$1,447,921	
Margin on Operating Revenue	(1.8%)	(11.8%)	.3%	4.2%			
Margin on Total Revenue	1.0%	(5.3%)	4.5%	7.0%			

SE Southeast Healthcare
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
FOR THE PERIOD ENDED JANUARY 31, 2024

ASSETS

<i>CASH:</i>			
CASH IN BANK - UNRESTRICTED	\$	3,513,958	
SCHOLARSHIP ACCOUNT			
BUILDING MANAGEMENT		-	
PETTY CASH		3,430	3,517,388
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<i>INVESTMENTS:</i>			
SHORT TERM INVESTMENTS		3,997,944	
AMERICAN FUNDS		10,497,842	
RESTRICTED INVESTMENTS		292,517	14,788,303
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<i>ACCOUNTS RECEIVABLE:</i>			
Claims Based Receivables		15,502,265	
Other Receivables			
OTHER GRANTS & CONTRACTS		980,626	
APOTHECARE		3,291,049	
MISCELLANEOUS		-	19,773,940
Total Other Receivables		4,271,675	
APOTHECARE INVENTORY		1,548,995	
PREPAIDS		882,093	
EMPLOYEE LOAN/EPP		13,263	
OTHER		9,087	2,453,438
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TOTAL CURRENT ASSETS			40,533,069
<i>OT</i> VEHICLES		579,879	
BUILDING, LAND & IMPROVEMENTS		12,891,661	
FURNITURE & EQUIPMENT		3,899,526	
TENANT IMPROVEMENT		174,753	
subtotal		17,545,819	
LESS accumulated depreciation		(11,839,258)	
NET FIXED ASSETS			5,706,561
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<i>FIX</i> TOTAL ASSETS			\$ 46,239,632

LIABILITIES & NET ASSETS

<i>LIABILITIES:</i>			
ACCOUNTS PAYABLE	\$	1,138,300	
ACCRUED EXPENSES		91,541	
PROPERTY TAX PAYABLE		48,625	
TENANT DEPOSIT		6,857	1,285,323
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<i>ACCRUED WAGES & FRINGE BENEFITS:</i>			
ACCRUED VACATION		1,644,522	
ACCRUED PAYROLL		2,557,494	
ACCRUED RETIREMENT		-	
ACCRUED OTHER		423,831	4,625,847
<hr/>			
TOTAL CURRENT LIABILITIES			5,911,170
<i>DEFERRED REVENUE</i>			734,528
<i>LONG TERM DEBT</i>			2,427,932
<i>ADVANCES FROM THE STATE</i>			474,688
<i>CAPITALIZED LEASE AGREEMENT</i>			220,403
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TOTAL LIABILITIES			9,768,721
<i>NET ASSETS:</i>			
UNRESTRICTED		34,313,592	
DESIGNATED		1,825,690	
RESTRICTED		39,112	
SCHOLARSHIP		292,517	
<hr/>			
TOTAL NET ASSETS			36,470,911
TOTAL LIABILITIES & NET ASSETS			\$ 46,239,632

Southeast Healthcare
STATEMENT OF CASH FLOW
FOR THE PERIOD ENDED JANUARY 31, 2024

	Current Period
Cash From Operations	
Change in net assets	(289,660)
Adjustments to reconcile change in net assets to net cash	
Depreciation	46,705
Forgiveness of advance from State of Ohio	(4,615)
Total Adjustments to reconcile change in net assets to net cash	42,091
(Increase) decrease in:	
Accounts receivable	1,895,894
Inventory	-37,069
Other current assets	607,331
Total (Increase) decrease in:	2,466,156
Increase (decrease)	
Accounts payable	264,962
Accrued expenses and taxes	453,394
Total Increase (decrease)	718,355
Total Cash From Operations	2,936,942
Cash From Investing Activities	
Purchases of property and equipment	(58,497)
Purchase of investments	(193,122)
Total Cash From Investing Activities	(251,619)
Cash Flows From Financing Activities	
Principal payments on long-term debt	(4,188)
Principal payments on capital lease obligations	(8,051)
Total Cash Flows From Financing Activities	(12,239)
Net Increase/Decrease in Cash	2,673,085
Cash and Cash Equivalents, beginning of period	844,303
Cash and Cash Equivalents, end of period	3,517,388

SOUTHEAST HEALTHCARE
RATIO ANALYSIS
FOR THE PERIOD ENDED JANUARY 31, 2024

Year to date performance

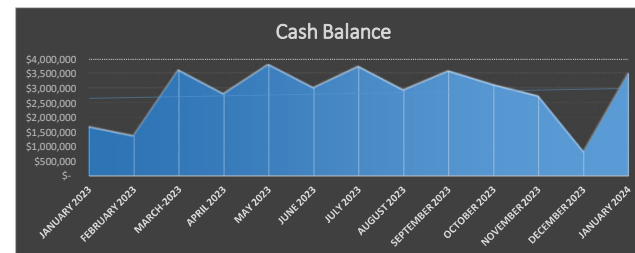
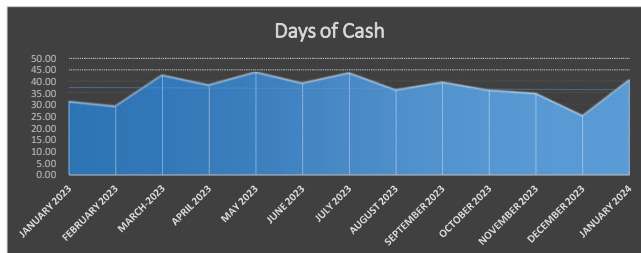
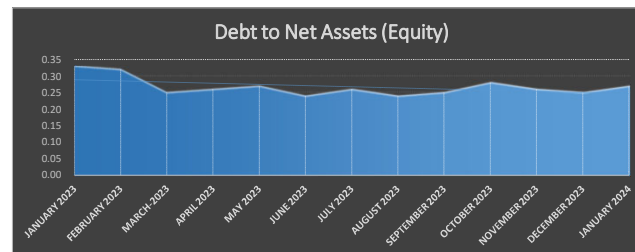
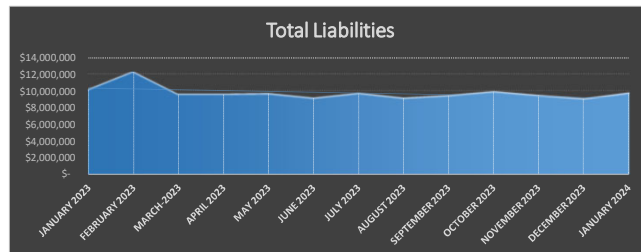
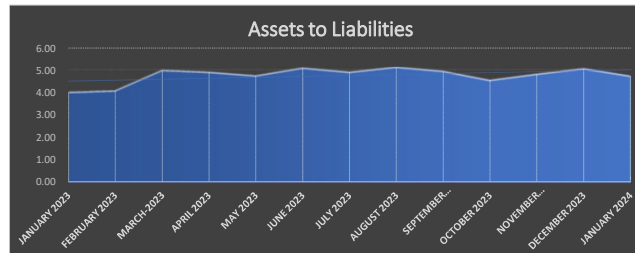
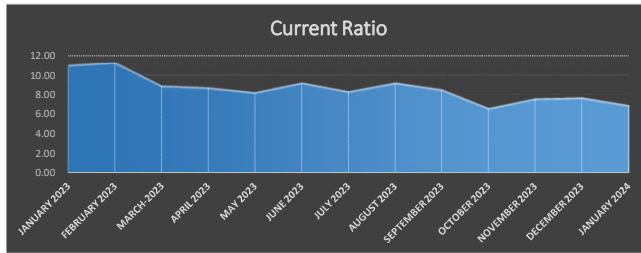
Current Ratio	(CURRENT ASSETS/CURRENT LIABILITIES)	6.9	Ability to pay current debt with current assets; 2 to 4 is standard.
Revenue over Expense Margin	(YTD REVENUE/YTD EXPENSES)	1.060	Indicates revenues (net income) over expenses; Over 1.03 is excellent.
Assets to Liabilities	(TOTAL ASSETS/TOTAL LIABILITIES)	4.73	Indicates debt structure of Organization; 2.0 is standard.
Debt to Net Assets (Equity)	(TOTAL LIABILITIES/NET ASSETS)	.27	Compares borrowed capital to invested capital; .40 is standard.
Days of Cash	CASH & ST INVESTMENTS/AVE. DAY'S EXPENSES	40.6	Indicates number of days of cash SE has on hand. 90 days is good
Average Days in Receivables	(REVENUE/365)AR/Revenue per day)	107.63	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)	13.19%	7% - 9.99%	10% - 10.99%	3
Debt to Equity Ratio (Total Liabilities/Net Assets)	0.268	.40 - .49	.50 - 1.19	5
Revenue to Expenses (Total Revenue / Total Expense)	0.93	1.03 - 1.0599	1 - 1.0299	3
Current Ratio (Current Assets/Current Liabilities)	4.43	1.80 - 2.39	1.4 - 1.79	5
Cash to Avg. Mo. Expense (Days) (Cash + ST Invest/Total Expenses)	40.6	80 - 89.99	50 - 79.99	3
Fund Balance Reserve (Net Assets / Ave. Monthly expenses- including CGS)	8.41	6 - 6.99	4 - 5.99	5
% of Revenue from ADAMH (ADAMH Revenue/Total Revenue)	12.7%	< 55.0%	70% - 55%	5
				4.1

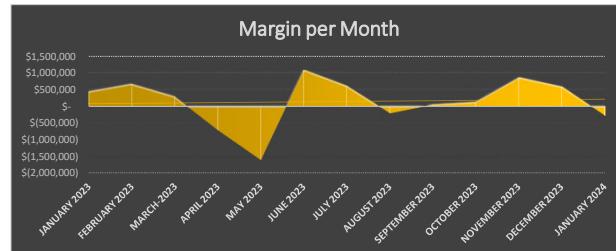
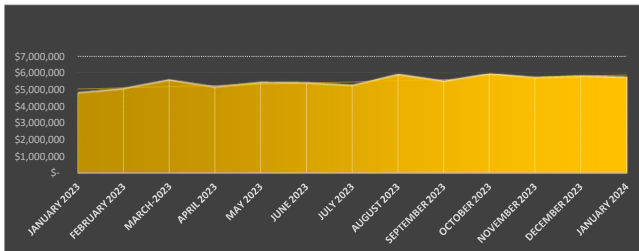
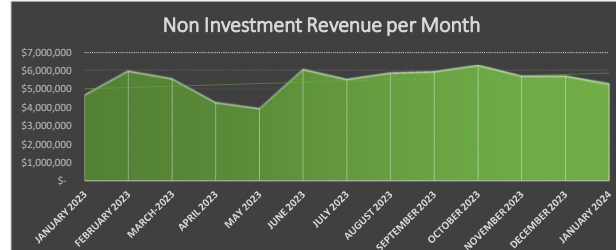
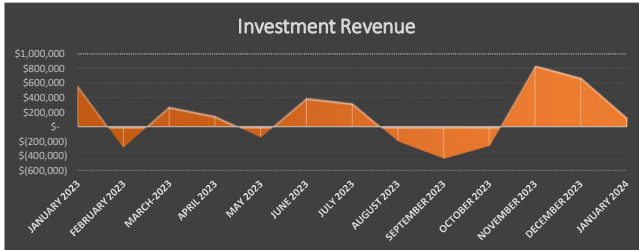
Index Coding
5 - Excellent
4 - Good
3 - Fair
2 - Poor
1 - Correction Required

Historical Ratio Dashboard
For the period ended January 31, 2024



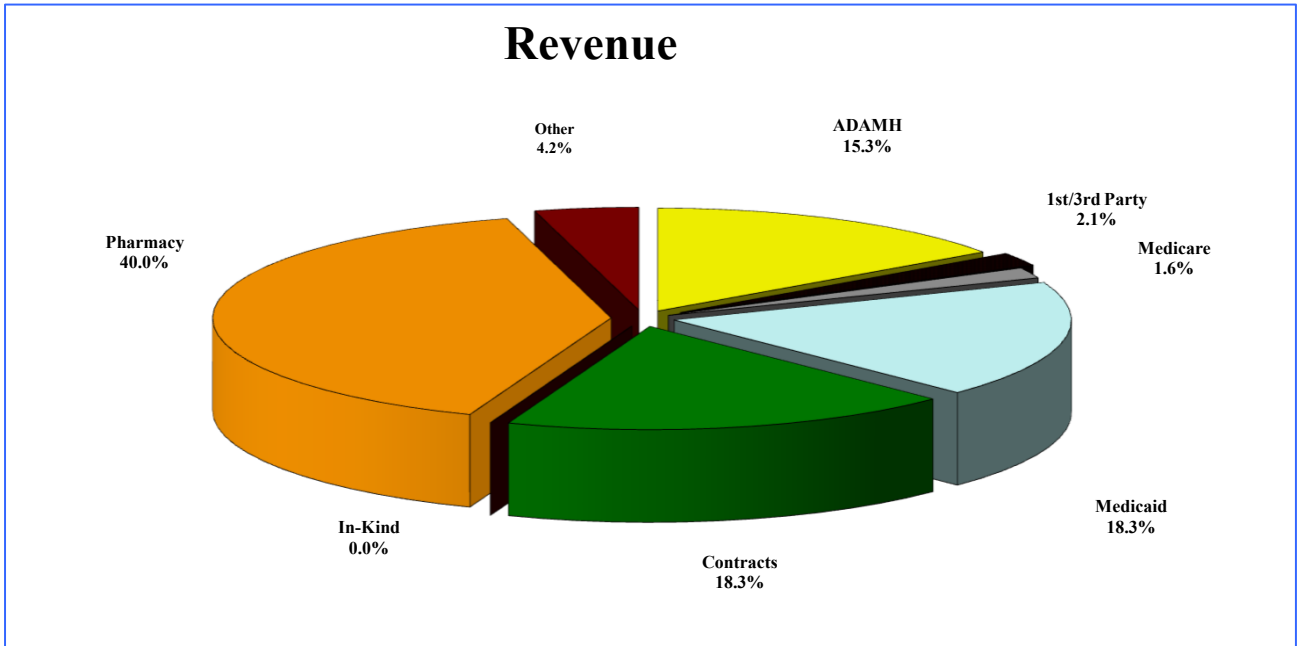
Ratio	Formula	Description
Current Ratio	(CURRENT ASSETS/CURRENT LIABILITIES)	Ability to pay current debt with current assets; 2 to 4 is standard.
Revenue over Expense Margin	(YTD REVENUE/YTD EXPENSES)	Indicates revenues (net income) over expenses; Over 1.03 is excellent.
Assets to Liabilities	(TOTAL 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 January 31, 2024

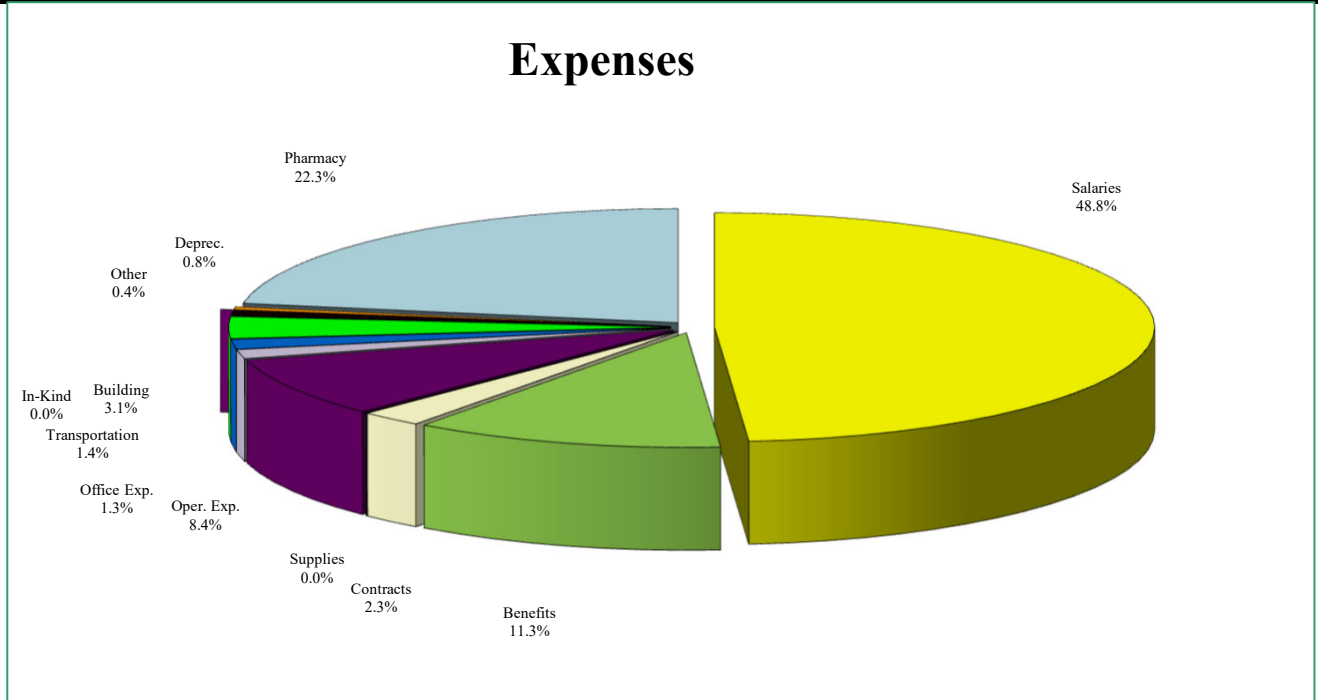


Southeast Healthcare Revenue & Expenses by Category

YTD FY 2024 TOTAL CONSOLIDATED REVENUE \$41,237,645



YTD FY 2024 TOTAL CONSOLIDATED EXPENSES \$39,390,502



Southeast Board Motion

Line of Credit

Background:

Southeast, Inc. had an available line of credit extended by Huntington National Bank in the amount of \$3,000,000. For the past several years our rate has been based tied to the Prime Rate +.50%. Huntington presented us with a new option of using SOFR, which is more of a market index, whereas the Prime Rate is directly impacted based on the actions of the Federal Reserve. The SOFR rate can change daily, but Huntington uses the 30 day average which is reflected in the statements Southeast will receive in the event there are borrowings on the line of credit.

The options are Prime + 50% (7.50%) currently or SOFR + 3% which would currently be 8.32%. We have been approved for SOFR +3%. Both options would have a 25 basis point fee amounting to \$7,500. ($3,000,0000 \times .0025$) associated with it.

The line of credit is a safety net should Southeast experience unexpected cash shortfalls or increased expenses.

Recommended Resolution:

RESOLVED, the Board of Directors of Southeast, Inc. approves the renewal of the Line of Credit through Huntington National Bank based on SOFR + 3% in the amount of \$3,000,000 and authorizes Bill Lee, CEO to singly authorize that extension with Huntington as the authorized signor. The line of credit is available through February 28, 2024 and is secured by the business assets of Southeast Inc.

Southeast, Inc.

Investment Funds

	FISCAL YEAR					CALENDAR YEAR		
	As of 12/31/2023	6/30/2023	As of 7/1/23	GAIN/(LOSS) 7/1/22 - 6/30/23	% of Gain/(Loss)	As of 1/1/23	GAIN/(LOSS) 1/1/23- 9/30/2023	Percent
AMERICAN FUNDS								
AMCAP Fund - A	884,890	807,775	807,775	77,115	9.5%	675,613	209,277	31.0%
EUROPACIFIC GROWTH FUND	291,856	282,884	282,884	8,972	3.2%	252,473	39,383	15.6%
GROWTH FUND OF AMERICA	1,188,001	1,065,339	1,065,339	122,662	11.5%	865,883	322,118	37.2%
NEW WORLD FUND-A (Growth)	100,169	96,709	96,709	3,460	3.6%	86,562	13,607	15.7%
CAPITAL WORLD GROWTH & INCOME	719,582	669,561	669,561	50,021	7.5%	595,672	123,910	20.8%
FUNDAMENTAL INVESTORS	1,001,388	909,051	909,051	92,337	10.2%	795,534	205,854	25.9%
WASHINGTON MUTUAL INVESTORS FUND	1,235,333	1,134,658	1,134,658	100,675	8.9%	1,053,837	181,496	17.2%
CAPITAL INCOME BUILDER (Equity Income)	1,260,051	1,197,494	1,197,494	62,557	5.2%	1,156,486	103,565	9.0%
INCOME FUND OF AMERICA (Equity Income)	1,461,658	1,388,521	1,388,521	73,137	5.3%	1,358,596	103,062	7.6%
AMERICA HIGH INCOME TRUST (Bond)	807,238	750,513	750,513	56,725	7.6%	720,414	86,824	12.1%
INTERMEDIATE BOND FUND of AMERICA	768,279	740,385	740,385	27,894	0.0%	735,772	32,507	0.0%
CAPITAL WORLD BOND	738,911	706,503	706,503	32,408	4.6%	698,321	40,590	5.8%
TOTAL AMERICAN FUND INVESTMENTS	10,457,356	9,749,394	9,749,394	707,962	7.3%	8,995,163	1,462,193	16.3%
BANK FUNDS								
PREMIER MONEY MARKET/Scholarship Fd.	291,621	286,408	286,408	5,213	1.8%	281,667	9,954	3.5%
5/3 BANK - Money Market & Fixed Income	2,461,974	2,376,621	2,376,621	85,353	3.6%	3,294,086	(832,112)	(25.3)%
TOTAL BANK FUND INVESTMENTS	2,753,595	2,663,029	2,663,029	90,566	3.4%	3,575,753	(822,158)	(23.0)%
TOTAL SOUTHEAST INVESTMENTS	13,210,951	12,412,423	12,412,423	798,528	6.4%	12,570,916	640,035	5.1%