

## Narrative for November 2022 YTD Financials

VITL is below budget on revenue and expenses for the year to date through November 30, mostly due to the previous reprioritization of projects by the State. Some deliverables had been pushed out to later in the fiscal year, which will be reflected in an amended contract with DVHA.

### Revenue

- November revenue is \$844K, includes \$267K of FY22 deferred revenue
  - YTD revenue is \$3,564K, below budget by -\$1,803K. The difference is largely due to the timing of Design, Development & Implementation (DDI) milestones that are currently underway, but not completed due to the reprioritization of projects.
  - At this time, we expect to recognize all of deferred revenue in this fiscal year. Project status is continued to be monitored and the impact it may have on revenue recognition. This is a timing difference and does not have any impact on cash.

### Expenses

- Total expenses for November are \$648K, below budget by \$250K.
  - The largest driver of the gap is Software (-\$110K) and Outside Support (-\$118K) being lower than expected. This is due to timing on projects.
  - Personnel costs are -\$45K under budget related to planned, but unfilled and open positions as well as lower than anticipated fringe expenses.
- Fiscal year-to-date expenses are \$3,246K, below budget by \$1,408K.
  - The majority of the \$1,408K gap to budget consists of Software (-\$569K) and Outside Support (-\$274K), largely related to the reprioritization of projects.
  - Personnel costs are below budget by -\$367K for unfilled and open positions. Some of these open positions are being addressed through contracted labor, which is reflected in the overall expenses. This also has an effect on fringe expenses being lower than expected.

### Balance Sheet

The Balance Sheet remains in a strong position with \$5,702K cash on hand or 194 days.



**Vermont Information Technology Leaders**  
**Statement of Activities**  
**For FY 2023 - Period Ending November 30, 2022**

	Current Period	Current Period Budget	Current Period Budget Variance	YTD	YTD Budget	YTD Budget Variance
<b>Revenue</b>						
Contract Revenue	824,807	925,497	(100,690)	3,471,834	5,302,683	(1,830,849)
Program Fees	12,351	11,974	377	65,435	61,122	4,313
Other Income	7,447	750	6,697	27,270	3,750	23,520
<b>Total Revenue</b>	<b>844,605</b>	<b>938,221</b>	<b>(93,616)</b>	<b>3,564,539</b>	<b>5,367,555</b>	<b>(1,803,016)</b>
<b>Personnel Costs</b>						
Salaries & Wages	200,408	218,303	(17,895)	848,010	1,091,515	(243,505)
Fringe Benefits	64,571	90,954	(26,383)	334,331	458,221	(123,890)
<b>Total Personnel Costs</b>	<b>264,979</b>	<b>309,257</b>	<b>(44,278)</b>	<b>1,182,341</b>	<b>1,549,736</b>	<b>(367,395)</b>
<b>Materials/Serv Expenses</b>						
Network Expenses	30,245	47,869	(17,624)	174,199	242,543	(68,344)
Software	178,874	289,751	(110,877)	974,934	1,544,006	(569,072)
Outside Support	134,305	186,683	(52,378)	746,332	1,020,817	(274,485)
Education & Outreach	17,209	11,958	5,251	24,622	59,792	(35,170)
Travel	0	417	(417)	4,036	19,583	(15,547)
Supplies	1,722	542	1,180	3,788	4,308	(520)
Occupancy	2,390	2,143	247	11,020	10,717	303
Telecom	2,979	3,725	(746)	15,566	18,625	(3,059)
Insurance	8,904	13,576	(4,672)	46,574	67,881	(21,307)
Other	6,242	4,167	2,075	29,560	20,833	8,727
Training/Prof. Develop.	551	28,724	(28,173)	33,790	96,370	(62,580)
UFF Contract Costs	0	0	0	0	0	0
Loss Provision	0	0	0	0	0	0
<b>Total Materials/Serv Expenses</b>	<b>383,421</b>	<b>589,555</b>	<b>(206,134)</b>	<b>2,064,421</b>	<b>3,105,475</b>	<b>(1,041,054)</b>
<b>Total Expenses</b>	<b>648,400</b>	<b>898,812</b>	<b>(250,412)</b>	<b>3,246,762</b>	<b>4,655,211</b>	<b>(1,408,449)</b>
<b>Change in Net Assets</b>	<b>196,205</b>	<b>39,409</b>	<b>156,796</b>	<b>317,777</b>	<b>712,344</b>	<b>(394,567)</b>



**Vermont Information Technology Leaders**  
**Balance Sheet**  
**As of November 30, 2022**

<b>ASSETS</b>	
<b>Current Assets</b>	
Cash	5,702,985
Billed Receivable	1,071,896
Unbilled Receivable	1,221,829
Unfulfilled Contract Costs	63,385
Other Current Assets	<u>185,788</u>
	8,245,883
<b>Non Current Assets</b>	
Fixed Assets	312,761
Accumulated Depreciation	-266,728
Other Non Current Assets	<u>3,510</u>
	49,543
<b>Total Assets</b>	<b><u>8,295,426</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Current Liabilities</b>	
Accounts Payable	697,645
Accrued Expenses	331,526
Deferred Revenue	1,201,077
Loss Provision	<u>108,919</u>
	2,339,168
<b>Retained Earnings</b>	
Retained Earnings	5,956,258
<b>Total Liabilities &amp; Equity</b>	<b><u>8,295,426</u></b>



**Vermont Information Technology Leaders, Inc.**  
**Statement of Cash Flows**

	FY23 YTD Nov
Cash Flows from Operating Activities	
Cash receipts:	
Contracts	2,768,684
Programs	70,601
Interest Income & Other	28,990
Total	<u>2,868,275</u>
Cash disbursements:	
Health Catalyst/Verato/Medicasoft	(745,250)
Collab Services - Cureous, Consultants	(656,785)
Payroll (Net Pay & PR Taxes)	(974,953)
Fringe Expense	(264,711)
All Other	(638,020)
Total	<u>(3,279,719)</u>
Cash Flow increase / (decrease)	<u>(411,445)</u>
Cash Balance as of June 30, 2022	<u>6,114,430</u>
Cash Balance as of November 30, 2022	<u><u>5,702,985</u></u>