

2018

ANNUAL REPORT

**NATIONAL COUNCIL
FOR BEHAVIORAL
HEALTH**



A YEAR OF SUCCESS AND SIGNIFICANCE

Nearly 50 years ago, the National Council for Behavioral Health was founded on a single vision: To ensure all Americans living with mental illnesses and addictions have access to comprehensive, high-quality care. Since then, we have steadily strengthened behavioral health care to benefit our membership and those they serve. From raising the public's awareness about mental health and substance use issues through Mental Health First Aid (MHFA), to fiercely advocating for policies that support community behavioral health and providing hundreds of trainings on clinical and business best practices, we have made considerable progress.

This year was no different. In many ways, 2018 was a year of investment. As providers struggled to offer quality care to all who need it due to insufficient funding, we invested in Certified Community Behavioral Health Clinics (CCBHCs). As agencies fought to stay competitive by transforming their practice, we enabled their growth through leadership trainings and consultancy work. We helped pass legislation that incentivizes providers to adopt electronic health records, trained 400,000+ people in MHFA and educated 5,000+ leaders at NatCon18, among other achievements.

We accomplished a lot this year, thanks to the National Council's hard-working staff and our dynamic membership—but we have more to do. With funding cuts and inadequate reimbursement rates continuing to impair service delivery, and communities struggling to understand and support the mental health needs of their residents, our fight on behalf of providers continues. In 2019, we will recommit ourselves to ensuring all individuals have access to high-quality, science-based treatment and recovery support services. They deserve nothing less.

Jeff Richardson

Chairman of the Board

National Council for Behavioral Health



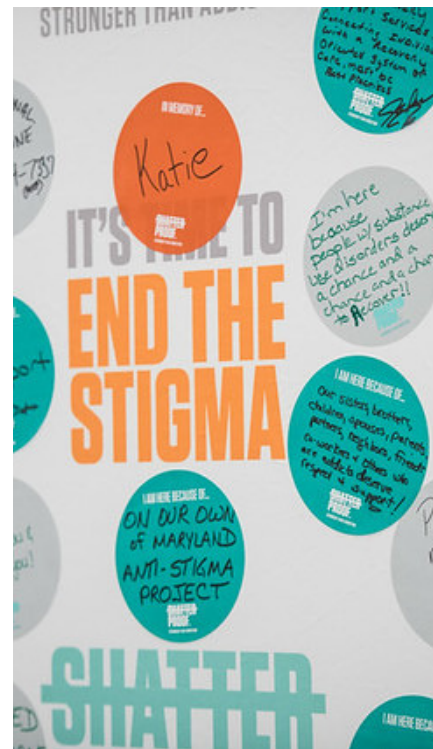
2018: Our Impact & Influence

Looking back, 2018 was a year of impact and influence. We strengthened communities, moved the needle on critical policy issues and enabled providers to effect positive change. And we did it all with leadership from our board of directors, support from our membership and contributions from our partners. In this annual report, we take a look at some of our biggest wins this year:



- **We** hosted NatCon18, which boasted 200+ sessions, 400+ speakers and nearly 200+ exhibitors, enabling 5,000+ participants to learn, network and “Be Heard”
- **We** advocated for the implementation and expansion of the CCBHC model, resulting in an appropriation of \$100 million this year and \$150 million in 2019
- **We** collaborated with foundations and other health care stakeholders to reform systems that will better serve justice-involved individuals with behavioral health conditions, identify and address trauma in a multitude of settings, and support multiple pathways to recovery
- **We** trained 400,000+ people in MHFA, introduced new curriculum, rolled out an opioid response supplement for Instructors, launched a Youth MHFA video series and helped train 100,000 school personnel after the Marjory Stoneman Douglas High School shooting in Parkland, Florida
- **We** invested in providers through more than a dozen types of training—from integrated health solutions to workforce development and practice improvement
- **We** published a policy guide for expanding quality recovery housing, as well as an advocacy guide to advance behavioral health care under managed care arrangements
- **We** published a Medical Director Institute paper about the causes and solutions to medical non-adherence
- **We** hosted Hill Day 2018, which moved the needle on important policy priorities and saw 600+ people visiting congressional offices in April
- **We** fought for life-saving legislation, working to:
 - Champion a loan repayment program for substance use disorder treatment providers
 - Pass the National Suicide Hotline Improvement Act
 - Secure substantial funding for MHFA through federal appropriations
 - Improve coordinated care for providers through the use of electronic health records

2019: Charting a New Path Forward



While we made considerable progress this year, we have more work to do. With support from our board of directors, members and partners, we will focus on the following in 2019:

- 01 Continue investing in providers:** Finding success in a value-based, outcomes-oriented health care system requires an investment in leadership and a capacity for practice improvement. We will maximize our investment in providers so they can further invest in their communities.
- 02 Raise our voice on Capitol Hill:** From fighting for the Excellence in Mental Health and Addiction Treatment Expansion Act to advocating for expanding the Medicare workforce to include marriage and family therapists and mental health counselors, we will serve as a megaphone for providers across the country.
- 03 Inspire through our thought leadership:** We will use our nearly 50 years of experience to solve pressing problems, promote social justice and ensure health equity across the nation, while also sharing our knowledge through speaking engagements that enable us to raise awareness about behavioral health issues and solutions across the country.
- 04 Commit to being high-tech and high-touch:** We will help providers embrace technologies that educate staff, increase treatment capacity, measure outcomes, deliver services from afar and put patients on a path toward recovery.

As we prepare for 2019, we will do so with a renewed commitment to increasing access to care, improving treatment quality, enforcing parity and creating an integrated care culture. And we will continue to safeguard the right of all Americans to have access to affordable care when and where they need it. Together with our leadership, members and partners, we will build a better tomorrow.



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CONSOLIDATED STATEMENT OF FINANCIAL POSITION

	AUDITED	AUDITED
	Sept 30, 2018	Sept 30, 2017
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	3,990,903	1,700,107
Receivables, net	13,961,299	12,539,392
Inventory	610,390	685,184
Prepaid expenses and other assets	636,936	300,540
Total Current Assets	19,199,528	15,225,223
OTHER ASSETS		
Investments	14,582,318	15,029,370
Investment in subsidiary	305,456	305,706
Property and equipment, net	2,417,835	2,722,702
Other Assets	147,913	147,913
Total other assets	17,453,522	18,205,691
TOTAL ASSETS	36,653,050	33,430,914
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	6,983,478	7,589,334
Accrued vacation	715,440	530,976
Deferred revenue	2,457,503	1,706,030
Deferred rent and lease incentive, current portion	297,569	55,540
Total Current Liabilities	10,453,990	9,881,880
Deferred rent and lease incentive, net of current portion	1,352,822	1,718,643
TOTAL LIABILITIES	11,806,812	11,600,523
NET ASSETS		
UNRESTRICTED	18,805,040	18,156,752
TEMPORARILY RESTRICTED	6,041,198	3,673,639
TOTAL NET ASSETS	24,846,238	21,830,391
TOTAL LIABILITIES AND NET ASSETS	36,653,050	33,430,914



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CONSOLIDATED STATEMENT OF ACTIVITIES

			AUDITED	AUDITED
			Sept 30, 2018	Sept 30, 2017
	Unrestricted	Temporarily Restricted	Total	Total
OPERATING REVENUE AND SUPPORT				
Grants and contracts	20,382,838	6,500,093	26,882,931	24,495,176
Publication sales and royalties	8,368,376	-	8,368,376	6,496,260
Training and support	7,146,901	-	7,146,901	6,366,984
Consulting services	6,184,584	-	6,184,584	5,216,374
Registration fees	3,528,585	-	3,528,585	3,937,848
Membership dues	2,909,213	-	2,909,213	2,919,498
Donated goods	-	1,687,070	1,687,070	-
Exhibit fees	890,925	-	890,925	926,075
Other	155,404	-	155,404	498,321
Net assets released from restrictions:				
Satisfaction of program restrictions	5,819,604	(5,819,604)	-	-
TOTAL OPERATING REVENUE AND SUPPORT	55,386,430	2,367,559	57,753,989	50,856,536
OPERATING EXPENSES				
PROGRAM SERVICES				
Practice improvement	15,522,964	-	15,522,964	15,350,701
Public education	13,530,785	-	13,530,785	12,352,921
Educational and consulting services	11,152,814	-	11,152,814	9,893,751
Public policy	5,181,937	-	5,181,937	3,693,193
Integrated health	2,340,550	-	2,340,550	2,337,522
Membership services	1,824,955	-	1,824,955	2,048,732
Communications	1,267,200	-	1,267,200	908,913
Total Program Services	50,821,205	-	50,821,205	46,585,733
Supporting Services: Management and general	4,663,647	-	4,663,647	3,678,128
TOTAL OPERATING EXPENSES	55,484,852	-	55,484,852	50,263,861
Change in net assets before non-operating activities	(98,422)	2,367,559	2,269,137	592,675
Non-operating Activities: Investment income	746,710	-	746,710	996,386
CHANGE IN NET ASSETS	648,288	2,367,559	3,015,847	1,589,061
NET ASSETS, BEGINNING OF YEAR	18,156,752	3,673,639	21,830,391	20,241,330
NET ASSETS, END OF YEAR	18,805,040	6,041,198	24,846,238	21,830,391