

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
March 31, 2019

| | |
|-----------------------------------|----------------|
| RECYCLING CASH ON HAND: | \$600.00 |
| KEY BANK STERLING: | \$117,847.85 |
| CLIENT CHECKING | \$86,787.24 |
| FARMERS STATE BANK OF BRUSH | \$32,112.31 |
| BANK OF COLORADO STERLING | \$58,778.72 |
| WRAY STATE BANK | \$203,971.47 |
| MORGAN FEDERAL BANK | \$198,269.39 |
| WELLS FARGO BANK | \$443,868.16 |
| WELLS FARGO MONEY MARKET | \$126,141.06 |
| POINTS WEST BANK | \$155,175.44 |
| EQUITABLE S&L MONEY MARKET: | \$230,514.68 |
| BANK OF THE WEST | \$193,434.81 |
| TBK Bank | \$227,142.70 |
| ACCOUNTS RECEIVABLE ALL ACCOUNTS: | \$1,077,946.37 |
| PREPAID INSURANCE | \$34,819.74 |
| WORKSHOP INVENTORY ON HAND: | \$8,226.97 |
| CURRENT ASSETS | \$3,195,636.91 |
| CURRENT LIABILITIES: | \$701,263.13 |
| TOTAL NET WORKING CAPITAL | \$2,494,373.78 |

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
March 31, 2019
75% of Year

| PROGRAM | EXPENSES TO DATE | ANNUAL BUDGET | % OF EXPENSE PER BUDGET | REVENUE PER BUDGET | % of EXPENSE PER REVENUE |
|-----------------------------------|-----------------------|-------------------|-------------------------|--------------------------|--------------------------|
| EARLY INT/PART C/TRUST | 482834.26 | 826272.06 | 58% | 895351.00 | 54% |
| SLS MW/CES | 320697.95 | 415637.00 | 77% | 418540.00 | 77% |
| SLS STATE | 75196.44 | 147780.00 | 51% | 157256.00 | 48% |
| FSSP | 60634.83 | 121265.00 | 50% | 121265.00 | 50% |
| COMPREHENSIVE | 4733355.99 | 6397028.00 | 74% | 6549412.00 | 72% |
| ADMINISTRATION ** | 399339.81 | 516140.00 | 77% | 428629.00 | 93% |
| ADULT CASE MGMT | 496612.65 | 673005.00 | 74% | 527365.00 | 94% |
| TOTAL ALL PROGRAMS: | 6568671.93 | 9097127.06 | 72% | 9097818.00 | 72% |
| WORKSHOP CONTRACTS: | Expense | vs. | Revenue | Excess (Revenue) or Loss | |
| Total | 68,379.91 | | 71,242.25 | (2862.34) | |
| Miscellaneous Funds: | | | | | |
| NVP/HUD | | | | | |
| TOTAL ALL EXPENSES: | \$6,637,051.84 | | | | |
| TOTAL ALL REVENUE: | \$6,750,420.06 | | | | |
| YTD EXCESS (REVENUE)/LOSS: | (\$113,368.22) | | | | |

** We only receive state dollars for administration costs. The remainder of the admin costs are disbursed out to all programs at the end of the fiscal year.

EASTERN CO SERV. FOR THE DEV DISABLED
Balance Sheet
as of March 31, 2019

| | | |
|-------------------------------|-----------------------|--------------------------------|
| | | |
| TOTAL OTHER ASSETS | | <u>\$ 290,953.47</u> |
| TOTAL ASSETS | | <u><u>\$ 5,807,684.82</u></u> |
| CURRENT LIABILITIES: | | |
| A/P & Curr. Liab. | (270,901.67) | |
| Deferred Revenue | (26,962.07) | |
| Accrued Annual Leave | (203,399.39) | |
| Accrued Wages | <u>(200,000.00)</u> | |
| TOTAL CURRENT LIABILITIES | | (701,263.13) |
| LONG TERM LIABILITIES: | | |
| TOTAL LIABILITIES | | (701,263.13) |
| CONTRIBUTED CAPITAL: | | |
| Investments | <u>(49,825.01)</u> | |
| TOTAL CONTRIBUTED CAPITAL | | (49,825.01) |
| SURPLUS: | | |
| Operating (Retained Earnings) | <u>(4,943,228.46)</u> | |
| TOTAL SURPLUS | | (4,943,228.46) |
| Equity | <u>(113,368.22)</u> | |
| TOTAL CURRENT OPERATION | | <u>(113,368.22)</u> |
| TOTAL CAPITAL & SURPLUS | | <u><u>\$(5,807,684.82)</u></u> |

EASTERN CO SERV. FOR THE DEV DISABLED

Income Statement

for the period ending March 31, 2019

| | <u>Current Period</u> | <u>Year to Date</u> | <u>M-T-D %</u> | <u>Y-T-D %</u> |
|--------------------------------------|---------------------------|-------------------------|--------------------|--------------------|
| REVENUES-STATE GENERAL FUND | | | | |
| Revenues-State General Fund | \$(1,736.31) | \$(15,814.89) | (0.2) | (0.2) |
| State Of Colo. Pasaar | 0.00 | (618.07) | 0.0 | 0.0 |
| State Funds - Case Management | (3,405.37) | (30,823.83) | (0.4) | (0.5) |
| State Funds - Management Fee | (1,700.46) | (15,474.67) | (0.2) | (0.2) |
| State Funds - Early Intervention | (23,000.00) | (219,699.14) | (2.5) | (3.3) |
| State Funds - FSSP | (10,105.38) | (90,948.42) | (1.1) | (1.3) |
| State Funds - SLS | (9,734.99) | (88,574.28) | (1.0) | (1.3) |
| State Funds - Children's Man. Fee | (1,786.40) | (16,077.60) | (0.2) | (0.2) |
| Non-Medicaid Functions | (3,854.87) | (34,693.33) | (0.4) | (0.5) |
| State Funds EI CM | (23,403.29) | (129,015.99) | (2.5) | (1.9) |
| State Funds EI M&G | (13,974.27) | (83,026.64) | (1.5) | (1.2) |
| Eligibility Determination Revenue | (500.00) | (7,519.19) | (0.1) | (0.1) |
| EI Indirect Revenue | <u>(7,074.25)</u> | <u>(44,076.65)</u> | <u>(0.8)</u> | <u>(0.7)</u> |
| TOTAL REVENUES-GENERAL | (100,275.59) | (776,362.70) | (10.8) | (11.5) |
| REVENUES-STATE MEDICAID FUNDS | | | | |
| Utilization Review/Assesment | (2,000.00) | (20,363.20) | (0.2) | (0.3) |
| Quality Assurance | (7,000.00) | (59,557.03) | (0.8) | (0.9) |
| EI TCM Revenue | (27,543.75) | (27,543.75) | (3.0) | (0.4) |
| Medicaid Waiver - TCM | (9,148.75) | (285,983.75) | (1.0) | (4.2) |
| Medicaid Waiver - Residential | (395,303.21) | (3,228,705.33) | (42.5) | (47.8) |
| Medicaid Waiver - Sp. Hab | (111,652.76) | (891,311.87) | (12.0) | (13.2) |
| Medicaid Waiver - Transportation | (22,715.50) | (197,817.18) | (2.4) | (2.9) |
| Medicaid Waiver - Behavior | (2,119.82) | (17,597.06) | (0.2) | (0.3) |
| Medicaid Waiver - SLS | (26,479.31) | (287,348.67) | (2.8) | (4.3) |
| Medicaid Waiver Supp. Employmen | (7,180.14) | (76,914.66) | (0.8) | (1.1) |
| Medicaid Waiver Childrens HCBS | (150.45) | (2,663.85) | 0.0 | 0.0 |
| Medicaid Waiver - Dental | 796.84 | 0.00 | 0.1 | 0.0 |
| Medicaid Waiver - Vision | (427.00) | (6,910.00) | 0.0 | (0.1) |
| Medicaid Waiver - Sp Medical | (944.00) | (7,181.00) | (0.1) | (0.1) |
| CES - Waiver | <u>(2,877.14)</u> | <u>(39,083.63)</u> | <u>(0.3)</u> | <u>(0.6)</u> |
| TOTAL REVENUES-STATE ME | (614,744.99) | (5,148,980.98) | (66.0) | (76.3) |

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending March 31, 2019

| | <u>Current Period</u> | <u>Year to Date</u> | <u>M-T-D %</u> | <u>Y-T-D %</u> |
|-------------------------------------------|---------------------------|-------------------------|--------------------|--------------------|
| REVENUES-ROOM & BOARD | | | | |
| Client Room and Board | <u>\$(50,657.60)</u> | <u>\$(437,801.31)</u> | <u>(5.4)</u> | <u>(6.5)</u> |
| TOTAL REVENUES-ROOM & B | (50,657.60) | (437,801.31) | (5.4) | (6.5) |
| REVENUES-OTHER NON SPECIFIED FUNDS | | | | |
| Revenues-Other Non Specified | (303.18) | (2,399.61) | 0.0 | 0.0 |
| Non-emergent Medical Revenue | (1,745.48) | (7,429.25) | (0.2) | (0.1) |
| Client Food Stamp Money | (2,426.01) | (21,750.76) | (0.3) | (0.3) |
| Misc. Donations | (1,225.40) | (10,147.68) | (0.1) | (0.2) |
| School Districts | 0.00 | (6,675.66) | 0.0 | (0.1) |
| Other/Misc. | (23.84) | (1,061.25) | 0.0 | 0.0 |
| Gain On Sale | (400.00) | (400.00) | 0.0 | 0.0 |
| Insurance Monies | (13,791.25) | (44,605.15) | (1.5) | (0.7) |
| State Nvp | <u>(154.64)</u> | <u>(1,391.76)</u> | <u>0.0</u> | <u>0.0</u> |
| TOTAL REVENUES-OTHER NO | (20,069.80) | (95,861.12) | (2.2) | (1.4) |
| REVENUES-PRIVATE PAY FUNDS | | | | |
| Day Program Private Pay | <u>(86.70)</u> | <u>(725.70)</u> | <u>0.0</u> | <u>0.0</u> |
| TOTAL REVENUES-PRIVATE P | (86.70) | (725.70) | 0.0 | 0.0 |
| REVENUES-COUNTY/PUBLIC FUNDS | | | | |
| Logan County | (63,957.00) | (85,276.00) | (6.9) | (1.3) |
| Morgan County | (41,020.50) | (54,694.00) | (4.4) | (0.8) |
| Sedgwick County | 0.00 | (24,468.00) | 0.0 | (0.4) |
| Yuma County | (17,413.50) | (23,218.00) | (1.9) | (0.3) |
| Phillips County | (9,636.00) | (9,636.00) | (1.0) | (0.1) |
| Washington County | (5,014.50) | (6,686.00) | (0.5) | (0.1) |
| Lincoln County | 0.00 | (13,144.00) | 0.0 | (0.2) |
| Cheyenne County | <u>0.00</u> | <u>(2,324.00)</u> | <u>0.0</u> | <u>0.0</u> |
| TOTAL REVENUES-COUNTY /P | (137,041.50) | (219,446.00) | (14.7) | (3.3) |

EASTERN CO SERV. FOR THE DEV DISABLED

Income Statement

for the period ending March 31, 2019

| | Current Period | Year to Date | M-T-D % | Y-T-D % |
|--------------------------------|-------------------|-----------------|------------|------------|
| REVENUES-WORKSHOPS: | | | | |
| Revenues-Workshops | (4,550.00) | (50,096.12) | (0.5) | (0.7) |
| Kelandy Trophy Shop | (1,964.15) | (13,084.08) | (0.2) | (0.2) |
| Downtown Duds | (1,505.51) | (8,062.05) | (0.2) | (0.1) |
| TOTAL REVENUES-WORKSHO | (8,019.66) | (71,242.25) | (0.9) | (1.1) |
| TOTAL REVENUES | (930,895.84) | (6,750,420.06) | (100.0) | (100.0) |
| EXPENSES-SALARIES & BENEFITS: | | | | |
| Directors Salaries | 64,436.89 | 407,891.29 | 6.7 | 6.1 |
| Professional Salaries | 96,226.02 | 582,900.53 | 10.0 | 8.8 |
| Admin Asst. Salaries | 20,420.20 | 137,150.30 | 2.1 | 2.1 |
| Managers Salaries | 65,497.81 | 429,588.67 | 6.8 | 6.5 |
| Direct Care Salaries | 336,336.72 | 2,261,093.03 | 35.1 | 34.1 |
| Housekeeping/Maint. Salaries | 3,542.52 | 6,762.69 | 0.4 | 0.1 |
| Transportation-Bus Driver Sal. | 8,734.63 | 54,794.63 | 0.9 | 0.8 |
| Client-Salaries | 1,655.64 | 18,097.98 | 0.2 | 0.3 |
| Client-C.I.E. | 1,525.86 | 6,944.38 | 0.2 | 0.1 |
| Downtown Duds- Wages | 1,104.46 | 3,859.93 | 0.1 | 0.1 |
| F.I.C.A. | 44,319.20 | 271,487.24 | 4.6 | 4.1 |
| Health/Group Ins. | 31,806.44 | 268,084.91 | 3.3 | 4.0 |
| Unemployment Comp. | 4,124.47 | 12,240.85 | 0.4 | 0.2 |
| Workmans Compensation | 16,544.14 | 138,039.03 | 1.7 | 2.1 |
| Employee Physicals | 420.00 | 1,629.00 | 0.0 | 0.0 |
| Deferred Compensation | 18,025.96 | 112,484.53 | 1.9 | 1.7 |
| TOTAL SALARIES & BENEFITS | 714,720.96 | 4,713,048.99 | 74.5 | 71.0 |
| OPERATING EXPENSES: | | | | |
| Dues & Subscriptions | 2,325.00 | 16,166.95 | 0.2 | 0.2 |
| Equipment Repairs/Maintenance | 5,291.55 | 23,249.07 | 0.6 | 0.4 |
| Telephone | 7,368.40 | 63,463.31 | 0.8 | 1.0 |
| Meetings & Conferences | 1,568.04 | 11,563.08 | 0.2 | 0.2 |
| Supplies | 24,543.73 | 223,014.96 | 2.6 | 3.4 |
| Contract Services | 81,589.09 | 578,922.37 | 8.5 | 8.7 |
| General Insurance | 4,913.66 | 44,222.88 | 0.5 | 0.7 |

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for the period ending March 31, 2019

| | <u>Current Period</u> | <u>Year to Date</u> | <u>M-T-D %</u> | <u>Y-T-D %</u> |
|--------------------------------|---------------------------|-------------------------|--------------------|--------------------|
| Equipment Depreciation | 1,218.25 | 18,233.61 | 0.1 | 0.3 |
| Mileage | 1,125.81 | 11,948.81 | 0.1 | 0.2 |
| Postage & Freight | 0.00 | 5,281.19 | 0.0 | 0.1 |
| Administration-Acctg & Audit | 23,000.00 | 23,800.00 | 2.4 | 0.4 |
| Administration-Legal Fees | 300.00 | 3,510.00 | 0.0 | 0.1 |
| Food Stamps | 2,426.01 | 21,750.76 | 0.3 | 0.3 |
| Miscellaneous | 0.00 | 6,271.34 | 0.0 | 0.1 |
| MW/SIs Waiver-Client Expenses | 1,283.90 | 16,273.88 | 0.1 | 0.2 |
| CES - Client Needs | 2,298.20 | 37,117.30 | 0.2 | 0.6 |
| Fssp-Special Reserve | 5,836.10 | 60,634.83 | 0.6 | 0.9 |
| Client-Sales Tax | 353.62 | 929.59 | 0.0 | 0.0 |
| Client-Recycling Exp. | 106.40 | 381.00 | 0.0 | 0.0 |
| Food | 12,521.67 | 110,566.28 | 1.3 | 1.7 |
| Medical/Dental | 1,826.00 | 15,593.00 | 0.2 | 0.2 |
| Medical/Dental Vision | 420.00 | 6,755.30 | 0.0 | 0.1 |
| Medical/Dental-Wipes | 720.00 | 6,821.75 | 0.1 | 0.1 |
| Purchased Services | <u>4,676.00</u> | <u>44,499.00</u> | <u>0.5</u> | <u>0.7</u> |
| TOTAL OPERATING EXPENSE | 185,711.43 | 1,350,970.26 | 19.4 | 20.4 |
| OCCUPANCY EXPENSE: | | | | |
| Occup.-Depreciation | 12,657.27 | 114,117.83 | 1.3 | 1.7 |
| Occup.-Insurance | 1,825.75 | 16,431.81 | 0.2 | 0.2 |
| Occup.-Utilities | 13,357.34 | 124,639.48 | 1.4 | 1.9 |
| Occup.-Facility Maint./Repairs | 6,458.07 | 84,727.31 | 0.7 | 1.3 |
| Occup.-Rent | <u>1,629.00</u> | <u>15,730.00</u> | <u>0.2</u> | <u>0.2</u> |
| TOTAL OCCUPANCY EXPENS | 35,927.43 | 355,646.43 | 3.7 | 5.4 |
| TRANSPORTATION EXPENSE: | | | | |
| Trans.-Depreciation | 7,066.63 | 64,426.06 | 0.7 | 1.0 |
| Trans.-Gas & Oil | 9,385.45 | 122,208.32 | 1.0 | 1.8 |
| Trans.-Maintenance & Repairs | 1,239.82 | 12,372.08 | 0.1 | 0.2 |
| Trans.-Insurance & License | <u>5,188.85</u> | <u>18,379.70</u> | <u>0.5</u> | <u>0.3</u> |
| TOTAL TRANSPORTATION EX | <u>22,880.75</u> | <u>217,386.16</u> | <u>2.4</u> | <u>3.3</u> |

EASTERN CO SERV. FOR THE DEV DISABLED

Income Statement

for the period ending March 31, 2019

| | <u>Current Period</u> | <u>Year to Date</u> | <u>M-T-D %</u> | <u>Y-T-D %</u> |
|-----------------------|---------------------------|-------------------------|--------------------|--------------------|
| TOTAL EXPENDITURES | 959,240.57 | 6,637,051.84 | 100.0 | 100.0 |
| EXCESS (REVENUE)/LOSS | <u>\$ 28,344.73</u> | <u>\$(113,368.22)</u> | <u>100.0</u> | <u>(100.0)</u> |