

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
November 30, 2020

RECYCLING CASH ON HAND:	\$500.00
KEY BANK STERLING:	\$107,963.90
CLIENT CHECKING	\$159,017.08
FARMERS STATE BANK OF BRUSH	\$101,567.84
BANK OF COLORADO STERLING	\$413,849.18
WRAY STATE BANK	\$255,141.97
GOLDEN BELT BANK	\$128,685.43
WELLS FARGO BANK	\$381,424.04
WELLS FARGO MONEY MARKET	\$726,292.00
POINTS WEST BANK	\$251,623.02
EQUITABLE S&L MONEY MARKET:	\$256,805.59
BANK OF THE WEST	\$254,340.31
TBK Bank	\$814,076.25
ACCOUNTS RECEIVABLE ALL ACCOUNTS:	\$687,800.84
PREPAID EXPENSE	\$50,924.56
WORKSHOP INVENTORY ON HAND:	\$8,928.02
CURRENT ASSETS	\$4,598,940.03
CURRENT LIABILITIES:	\$1,870,504.29
TOTAL NET WORKING CAPITAL	\$2,728,435.74

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
November 30, 2020
42% of Year

PROGRAM	EXPENSES TO DATE	ANNUAL BUDGET	% OF EXPENSE PER BUDGET	REVENUE PER BUDGET	% of EXPENSE PER REVENUE
EARLY INT/PART C/TRUST	280011.16	968027.00	29%	1047718.00	27%
SLS MW/CES	27524.83	352991.00	8%	352248.00	8%
SLS STATE	9258.68	115341.00	8%	115737.00	8%
FSSP	20166.27	186282.00	11%	185508.00	11%
COMPREHENSIVE	2673317.31	7052225.00	38%	7139429.00	37%
ADMINISTRATION **	208079.58	573999.00	36%	316742.00	66%
ADULT CASE MGMT	260094.54	641345.00	41%	559580.00	46%
TOTAL ALL PROGRAMS:	3478452.37	9890210.00	35%	9716962.00	36%
WORKSHOP CONTRACTS:	Expense	vs.	Revenue	Excess (Revenue) or Loss	
Other Workshop Contracts	12026.07		11305.70	720.37	
Trophy Shop	<u>2682.12</u>		<u>1010.47</u>	<u>1671.65</u>	
Total	14,708.19		12,316.17	2392.02	
Miscellaneous Funds:					
NVP/HUD					
TOTAL ALL EXPENSES:	\$3,493,160.56				
TOTAL ALL REVENUE:	\$3,317,718.32				
YTD EXCESS (REVENUE)/LOSS:	\$175,442.24				

** 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 November 30, 2020

CURRENT ASSETS:

Cash - Recycling	\$ 500.00
Key Bank	107,963.90
Client Checking Accounts	159,017.08
Farmer State Bank of Brush	101,567.84
Bank of Colorado - Sterling	413,849.18
Wray State Bank	255,141.97
Golden Belt Bank (Morgan Federal)	128,685.43
Wells Fargo Bank	381,424.04
Wells Fargo Money Mkt	726,292.00
Points West Community Bank	251,623.02
Equitable S & L Money Mkt	256,805.59
Bank of the West	254,340.31
TBK Bank Colorado	814,076.25
Accounts Receivable	687,800.84
Prepaid Expense	<u>50,924.56</u>

TOTAL CURRENT ASSETS \$ 4,590,012.01

INVENTORY:

Inventory-Workshops	<u>8,928.02</u>
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TOTAL INVENTORY 8,928.02

FURNITURE & FIXTURES:

Furniture & Fixtures	<u>657.95</u>
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TOTAL FURNITURE & FIXTURES 657.95

EQUIPMENT & VEHICLES:

Equipment & Vehicles	<u>1,126,351.65</u>
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TOTAL EQUIPMENT & VEHICLES 1,126,351.65

BUILDINGS & IMPROVEMENTS :

Buildings & Improvements	4,122,831.53
Accumulated Depreciation	<u>(3,144,563.79)</u>

TOTAL BUILDINGS & IMPROVEMENTS 978,267.74

TOTAL FIXED ASSETS & INVENTORY 6,704,217.37

OTHER ASSETS:

Land	290,953.47
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EASTERN CO SERV. FOR THE DEV DISABLED
 Balance Sheet
 as of November 30, 2020

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u>\$ 6,995,170.84</u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(291,235.98)	
TBK PPP Loan	(1,184,034.45)	
Accrued Annual Leave	(223,683.19)	
Accrued Wages	<u>(171,550.67)</u>	
TOTAL CURRENT LIABILITIES		(1,870,504.29)
LONG TERM LIABILITIES:		
Note Payable Cty Rd 34 (Equitable)	<u>(2,236.50)</u>	
TOTAL LIABILITIES		(1,872,740.79)
CONTRIBUTED CAPITAL:		
Investments	<u>(49,825.01)</u>	
TOTAL CONTRIBUTED CAPITAL		(49,825.01)
SURPLUS:		
Operating (Retained Earnings)	<u>(5,248,047.28)</u>	
TOTAL SURPLUS		(5,248,047.28)
Equity	<u>175,442.24</u>	
TOTAL CURRENT OPERATION		<u>175,442.24</u>
TOTAL CAPITAL & SURPLUS		<u><u>\$(6,995,170.84)</u></u>

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2020

	Current Period	Year to Date	M-T-D %	Y-T-D %
REVENUES-STATE GENERAL FUND				
Revenues-State General Fund	\$(375.96)	\$(10,436.89)	(0.1)	(0.3)
State Funds - Case Management	(4,272.38)	(16,945.31)	(0.6)	(0.5)
State Funds - Management Fee	(701.90)	(2,134.70)	(0.1)	(0.1)
State Funds - Early Intervention	(17,279.75)	(90,695.25)	(2.6)	(2.7)
State Funds - FSSP	(3,443.63)	(18,465.71)	(0.5)	(0.6)
State Funds - SLS	(1,504.88)	(7,737.30)	(0.2)	(0.2)
State Funds - Children's Man. Fee	(268.23)	(1,639.01)	0.0	0.0
Non-Medicaid Functions	0.00	(88.71)	0.0	0.0
State Funds EI CM	(24,000.00)	(120,048.50)	(3.6)	(3.6)
State Funds EI M&G	(12,000.00)	(61,523.31)	(1.8)	(1.9)
Eligibility Determination Revenue	(129.97)	(3,932.77)	0.0	(0.1)
EI Indirect Revenue	(5,265.39)	(27,150.71)	(0.8)	(0.8)
TOTAL REVENUES-GENERAL	(69,242.09)	(360,798.17)	(10.5)	(10.9)
REVENUES-STATE MEDICAID FUNDS				
Utilization Review/Assesment	(5,497.02)	(19,434.43)	(0.8)	(0.6)
Quality Assurance	(1,546.75)	(20,082.92)	(0.2)	(0.6)
EI TCM Revenue	(2,177.50)	(13,845.00)	(0.3)	(0.4)
Medicaid Waiver - TCM	(40,127.31)	(190,742.68)	(6.1)	(5.7)
Medicaid Waiver - Residential	(377,850.79)	(1,886,770.25)	(57.3)	(56.9)
Medicaid Waiver - Sp. Hab	(77,103.37)	(423,395.40)	(11.7)	(12.8)
Medicaid Waiver - Transportation	(1,351.12)	(4,907.24)	(0.2)	(0.1)
Medicaid Waiver - Behavior	(1,889.96)	(9,654.12)	(0.3)	(0.3)
Medicaid Waiver - SLS	(2,742.38)	(25,248.89)	(0.4)	(0.8)
Medicaid Waiver Supp. Employmen	(3,191.80)	(22,121.03)	(0.5)	(0.7)
Medicaid Waiver Childrens HCBS	(79.65)	(433.65)	0.0	0.0
Medicaid Waiver - Vision	(597.00)	(4,896.00)	(0.1)	(0.1)
Medicaid Waiver - Sp Medical	(692.00)	(3,476.00)	(0.1)	(0.1)
CES - Waiver	(688.40)	(2,803.36)	(0.1)	(0.1)
TOTAL REVENUES-STATE ME	(515,535.05)	(2,627,810.97)	(78.2)	(79.2)
REVENUES-ROOM & BOARD				
Client Room and Board	(50,349.95)	(246,911.00)	(7.6)	(7.4)

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2020

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL REVENUES-ROOM & B	\$(50,349.95)	\$(246,911.00)	(7.6)	(7.4)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(389.99)	(2,086.45)	(0.1)	(0.1)
Non-emergent Medical Revenue	0.00	(67.76)	0.0	0.0
Client Food Stamp Money	(7,437.93)	(41,163.23)	(1.1)	(1.2)
Misc. Donations	(10,000.00)	(17,006.00)	(1.5)	(0.5)
Other/Misc.	(7.05)	(727.06)	0.0	0.0
Insurance Monies	(4,862.38)	(7,986.56)	(0.7)	(0.2)
State Nvp	(154.64)	(773.20)	0.0	0.0
TOTAL REVENUES-OTHER NO	(22,851.99)	(69,810.26)	(3.5)	(2.1)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	(14.35)	(71.75)	0.0	0.0
TOTAL REVENUES-PRIVATE P	(14.35)	(71.75)	0.0	0.0
REVENUES-WORKSHOPS:				
Revenues-Workshops	(705.20)	(11,305.70)	(0.1)	(0.3)
Kelandy Trophy Shop	(404.98)	(1,010.47)	(0.1)	0.0
TOTAL REVENUES-WORKSHO	(1,110.18)	(12,316.17)	(0.2)	(0.4)
TOTAL REVENUES	(659,103.61)	(3,317,718.32)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	40,746.16	200,854.02	5.9	5.7
Professional Salaries	66,998.57	332,014.45	9.8	9.5
Admin Asst. Salaries	23,982.18	112,200.13	3.5	3.2
Managers Salaries	53,780.29	249,496.63	7.8	7.1
Direct Care Salaries	210,487.42	1,159,830.51	30.7	33.2
Housekeeping/Maint. Salaries	3,103.06	13,758.29	0.5	0.4

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2020

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
Transportation-Bus Driver Sal.	102.75	935.04	0.0	0.0
Other Salaries	0.00	21,550.67	0.0	0.6
Client-Salaries	1,722.00	8,579.60	0.3	0.2
F.I.C.A.	29,209.38	141,237.48	4.3	4.0
Health/Group Ins.	33,036.11	140,819.30	4.8	4.0
Unemployment Comp.	202.23	1,154.71	0.0	0.0
Workmans Compensation	26,373.36	132,848.70	3.8	3.8
Employee Physicals	0.00	133.00	0.0	0.0
Deferred Compensation	12,920.60	62,626.32	1.9	1.8
TOTAL SALARIES & BENEFITS	502,664.11	2,578,038.85	73.2	73.8
OPERATING EXPENSES:				
Dues & Subscriptions	50.00	6,573.00	0.0	0.2
Equipment Repairs/Maintenance	4,857.80	7,342.78	0.7	0.2
Telephone	6,836.71	33,991.79	1.0	1.0
Meetings & Conferences	94.08	2,046.09	0.0	0.1
Supplies	31,170.35	124,856.08	4.5	3.6
Contract Services	45,602.57	264,250.12	6.6	7.6
General Insurance	5,716.65	28,583.25	0.8	0.8
Equipment Depreciation	1,330.25	6,651.25	0.2	0.2
Mileage	161.98	3,790.45	0.0	0.1
Postage & Freight	969.00	2,609.00	0.1	0.1
Administration-Legal Fees	312.00	712.00	0.0	0.0
Food Stamps	7,940.47	41,665.77	1.2	1.2
Miscellaneous	82.50	312.24	0.0	0.0
MW/SIs Waiver-Client Expenses	1,652.00	4,870.26	0.2	0.1
CES - Client Needs	873.00	2,563.69	0.1	0.1
Fssp-Special Reserve	1,040.78	20,106.49	0.2	0.6
Client-Sales Tax	0.00	(3,870.95)	0.0	(0.1)
Food	6,385.55	32,024.14	0.9	0.9
Medical/Dental	1,628.00	8,538.00	0.2	0.2
Medical/Dental Vision	590.00	5,482.30	0.1	0.2
Medical/Dental-Wipes	664.00	3,336.00	0.1	0.1
Purchased Services	1,116.16	6,888.20	0.2	0.2
TOTAL OPERATING EXPENSE	119,073.85	603,321.95	17.3	17.3

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2020

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
OCCUPANCY EXPENSE:				
Occup.-Depreciation	12,069.57	59,744.75	1.8	1.7
Occup.-Insurance	1,972.60	9,764.95	0.3	0.3
Occup.-Utilities	10,531.61	65,171.67	1.5	1.9
Occup.-Facility Maint./Repairs	5,143.46	38,336.21	0.7	1.1
Occup.-Rent	<u>1,179.00</u>	<u>5,895.00</u>	<u>0.2</u>	<u>0.2</u>
 TOTAL OCCUPANCY EXPENS	 30,896.24	 178,912.58	 4.5	 5.1
 TRANSPORTATION EXPENSE:				
Trans.-Depreciation	9,074.08	49,747.76	1.3	1.4
Trans.-Gas & Oil	6,028.05	38,350.79	0.9	1.1
Trans.-Maintenance & Repairs	13,169.49	19,058.54	1.9	0.5
Trans.-Insurance & License	<u>5,784.76</u>	<u>25,730.09</u>	<u>0.8</u>	<u>0.7</u>
 TOTAL TRANSPORTATION EX	 <u>34,056.38</u>	 <u>132,887.18</u>	 <u>5.0</u>	 <u>3.8</u>
 TOTAL EXPENDITURES	 686,690.58	 3,493,160.56	 100.0	 100.0
EXCESS (REVENUE)/LOSS	<u>\$ 27,586.97</u>	<u>\$ 175,442.24</u>	<u>100.0</u>	<u>100.0</u>

EASTERN CO SERV. FOR THE DEV DISABLED
Statement of Cash Flows
for the period ending November 30, 2020

	<u>Current Period</u>	<u>Year to Date</u>
Cash flows from operating activities :		
Net Income (Loss)	\$(27,586.97)	\$(175,442.24)
Adjustments to reconcile the change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	22,473.90	116,143.76
Decrease in Accounts Receivable	39,159.05	318,645.63
Increase in Inventory	(230.67)	(298.08)
Increase in Accounts Payable	<u>38,402.80</u>	<u>(345,353.80)</u>
Net cash provided by operations	72,218.11	(86,304.73)
Cash flows from investing activities :		
Increase in property and equipment	<u>5,762.35</u>	<u>(23,559.73)</u>
Net cash used by investing activitie	5,762.35	(23,559.73)
Cash flows from financing activities :		
Net Increase In Cash And Equivalents	77,980.46	(109,864.46)
Cash and equivalents At Beginning Of Period	<u>3,773,306.15</u>	<u>3,961,151.07</u>
Cash and equivalents at end of period	<u><u>\$ 3,851,286.61</u></u>	<u><u>\$ 3,851,286.61</u></u>

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
December 31, 2020

RECYCLING CASH ON HAND:	\$500.00
KEY BANK STERLING:	\$107,964.82
CLIENT CHECKING	\$159,017.08
FARMERS STATE BANK OF BRUSH	\$101,576.47
BANK OF COLORADO STERLING	\$265,290.52
WRAY STATE BANK	\$255,180.77
GOLDEN BELT BANK	\$128,696.36
WELLS FARGO BANK	\$201,895.38
WELLS FARGO MONEY MARKET	\$726,310.25
POINTS WEST BANK	\$251,655.08
EQUITABLE S&L MONEY MARKET:	\$256,887.20
BANK OF THE WEST	\$254,361.85
TBK Bank	\$814,249.10
ACCOUNTS RECEIVABLE ALL ACCOUNTS:	\$683,888.20
PREPAID EXPENSE	\$88,750.43
WORKSHOP INVENTORY ON HAND:	\$8,884.30
CURRENT ASSETS	\$4,305,107.81
CURRENT LIABILITIES:	\$1,835,702.84
TOTAL NET WORKING CAPITAL	\$2,469,404.97

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
December 31, 2020
50% of Year

PROGRAM	EXPENSES TO DATE	ANNUAL BUDGET	% OF EXPENSE PER BUDGET	REVENUE PER BUDGET	% of EXPENSE PER REVENUE
EARLY INT/PART C/TRUST	343903.24	968027.00	36%	1047718.00	33%
SLS MW/CES	28651.34	352991.00	8%	352248.00	8%
SLS STATE	10750.56	115341.00	9%	115737.00	9%
FSSP	29811.35	186282.00	16%	185508.00	16%
COMPREHENSIVE	3371810.97	7052225.00	48%	7139429.00	47%
ADMINISTRATION **	269727.12	573999.00	47%	316742.00	85%
ADULT CASE MGMT	334030.99	641345.00	52%	559580.00	60%
TOTAL ALL PROGRAMS:	4388685.57	9890210.00	44%	9716962.00	45%
WORKSHOP CONTRACTS:	Expense	vs.	Revenue	Excess (Revenue) or Loss	
Other Workshop Contracts	14112.17		11931.70	2180.47	
Trophy Shop	<u>3255.94</u>		<u>1755.83</u>	<u>1500.11</u>	
Total	17,368.11		13,687.53	3680.58	
Miscellaneous Funds:					
NVP/HUD					
TOTAL ALL EXPENSES:	\$4,406,053.68				
TOTAL ALL REVENUE:				\$3,949,190.76	
YTD EXCESS (REVENUE)/LOSS:					\$456,862.92

** 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 December 31, 2020

CURRENT ASSETS:

Cash - Recycling	\$ 500.00
Key Bank	107,964.82
Client Checking Accounts	159,017.08
Farmer State Bank of Brush	101,576.47
Bank of Colorado - Sterling	265,290.52
Wray State Bank	255,180.77
Golden Belt Bank (Morgan Federal)	128,696.36
Wells Fargo Bank	201,895.38
Wells Fargo Money Mkt	726,310.25
Points West Community Bank	251,655.08
Equitable S & L Money Mkt	256,887.20
Bank of the West	254,361.85
TBK Bank Colorado	814,249.10
Accounts Receivable	683,888.20
Prepaid Expense	88,750.43

TOTAL CURRENT ASSETS

\$ 4,296,223.51

INVENTORY:

Inventory-Workshops	8,884.30
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TOTAL INVENTORY

8,884.30

FURNITURE & FIXTURES:

Furniture & Fixtures	657.95
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TOTAL FURNITURE & FIXTURES

657.95

EQUIPMENT & VEHICLES:

Equipment & Vehicles	1,126,351.65
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TOTAL EQUIPMENT & VEHICLES

1,126,351.65

BUILDINGS & IMPROVEMENTS :

Buildings & Improvements	4,122,831.53
Accumulated Depreciation	(3,166,953.70)

TOTAL BUILDINGS & IMPROVEMENTS

955,877.83

TOTAL FIXED ASSETS & INVENTORY

6,387,995.24

OTHER ASSETS:

Land	290,953.47
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EASTERN CO SERV. FOR THE DEV DISABLED
 Balance Sheet
 as of December 31, 2020

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u>\$ 6,678,948.71</u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(256,434.53)	
TBK PPP Loan	(1,184,034.45)	
Accrued Annual Leave	(223,683.19)	
Accrued Wages	<u>(171,550.67)</u>	
TOTAL CURRENT LIABILITIES		(1,835,702.84)
LONG TERM LIABILITIES:		
Note Payable Cty Rd 34 (Equitable)	<u>(2,236.50)</u>	
TOTAL LIABILITIES		(1,837,939.34)
CONTRIBUTED CAPITAL:		
Investments	<u>(49,825.01)</u>	
TOTAL CONTRIBUTED CAPITAL		(49,825.01)
SURPLUS:		
Operating (Retained Earnings)	<u>(5,248,047.28)</u>	
TOTAL SURPLUS		(5,248,047.28)
Equity	<u>456,862.92</u>	
TOTAL CURRENT OPERATION		<u>456,862.92</u>
TOTAL CAPITAL & SURPLUS		<u>\$ (6,678,948.71)</u>

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending December 31, 2020

	<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	\$(975.27)	\$(11,412.16)	(0.2)	(0.3)
State Funds - Case Management	(4,045.58)	(20,990.89)	(0.6)	(0.5)
State Funds - Management Fee	(701.90)	(2,836.60)	(0.1)	(0.1)
State Funds - Early Intervention	(15,108.50)	(105,803.75)	(2.4)	(2.7)
State Funds - FSSP	(1,831.98)	(20,297.69)	(0.3)	(0.5)
State Funds - SLS	(1,213.64)	(8,950.94)	(0.2)	(0.2)
State Funds - Children's Man. Fee	(268.23)	(1,907.24)	0.0	0.0
Non-Medicaid Functions	(177.42)	(266.13)	0.0	0.0
State Funds EI CM	(17,987.08)	(138,035.58)	(2.8)	(3.5)
State Funds EI M&G	(10,500.53)	(72,023.84)	(1.7)	(1.8)
Eligibility Determination Revenue	(302.23)	(4,235.00)	0.0	(0.1)
EI Indirect Revenue	<u>(4,288.60)</u>	<u>(31,439.31)</u>	<u>(0.7)</u>	<u>(0.8)</u>
TOTAL REVENUES-GENERAL	(57,400.96)	(418,199.13)	(9.1)	(10.6)
REVENUES-STATE MEDICAID FUNDS				
Utilization Review/Assesment	(1,969.07)	(21,403.50)	(0.3)	(0.5)
Quality Assurance	(1,558.25)	(21,641.17)	(0.2)	(0.5)
EI TCM Revenue	(2,518.75)	(16,363.75)	(0.4)	(0.4)
Medicaid Waiver - TCM	(43,698.56)	(234,441.24)	(6.9)	(5.9)
Medicaid Waiver - Residential	(370,912.99)	(2,257,683.24)	(58.7)	(57.2)
Medicaid Waiver - Sp. Hab	(84,193.56)	(507,588.96)	(13.3)	(12.9)
Medicaid Waiver - Transportation	(539.56)	(5,446.80)	(0.1)	(0.1)
Medicaid Waiver - Behavior	0.00	(9,654.12)	0.0	(0.2)
Medicaid Waiver - SLS	(979.11)	(26,228.00)	(0.2)	(0.7)
Medicaid Waiver Supp. Employmen	(2,266.38)	(24,387.41)	(0.4)	(0.6)
Medicaid Waiver Childrens HCBS	(88.50)	(522.15)	0.0	0.0
Medicaid Waiver - Vision	(369.00)	(5,265.00)	(0.1)	(0.1)
Medicaid Waiver - Sp Medical	(1,168.00)	(4,644.00)	(0.2)	(0.1)
CES - Waiver	<u>(48.00)</u>	<u>(2,851.36)</u>	<u>0.0</u>	<u>(0.1)</u>
TOTAL REVENUES-STATE ME	(510,309.73)	(3,138,120.70)	(80.8)	(79.5)
REVENUES-ROOM & BOARD				
Client Room and Board	(47,829.50)	(294,740.50)	(7.6)	(7.5)

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending December 31, 2020

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL REVENUES-ROOM & B	\$(47,829.50)	\$(294,740.50)	(7.6)	(7.5)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(385.59)	(2,472.04)	(0.1)	(0.1)
Non-emergent Medical Revenue	0.00	(67.76)	0.0	0.0
Client Food Stamp Money	(9,010.12)	(50,173.35)	(1.4)	(1.3)
Misc. Donations	(4,996.19)	(22,002.19)	(0.8)	(0.6)
Other/Misc.	0.00	(727.06)	0.0	0.0
Insurance Monies	0.00	(7,986.56)	0.0	(0.2)
State Nvp	(154.64)	(927.84)	0.0	0.0
TOTAL REVENUES-OTHER NO	(14,546.54)	(84,356.80)	(2.3)	(2.1)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	(14.35)	(86.10)	0.0	0.0
TOTAL REVENUES-PRIVATE P	(14.35)	(86.10)	0.0	0.0
REVENUES-WORKSHOPS:				
Revenues-Workshops	(626.00)	(11,931.70)	(0.1)	(0.3)
Kelandy Trophy Shop	(745.36)	(1,755.83)	(0.1)	0.0
TOTAL REVENUES-WORKSHO	(1,371.36)	(13,687.53)	(0.2)	(0.3)
TOTAL REVENUES	(631,472.44)	(3,949,190.76)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	61,435.00	262,289.02	6.7	6.0
Professional Salaries	103,299.09	435,313.54	11.3	9.9
Admin Asst. Salaries	36,129.85	148,329.98	4.0	3.4
Managers Salaries	75,697.03	325,193.66	8.3	7.4
Direct Care Salaries	340,382.48	1,500,212.99	37.3	34.0
Housekeeping/Maint. Salaries	4,356.61	18,114.90	0.5	0.4

EASTERN CO SERV. FOR THE DEV DISABLED

Income Statement

for the period ending December 31, 2020

	Current Period	Year to Date	M-T-D %	Y-T-D %
Transportation-Bus Driver Sal.	102.75	1,037.79	0.0	0.0
Other Salaries	0.00	21,550.67	0.0	0.5
Client-Salaries	1,338.00	9,917.60	0.1	0.2
F.I.C.A.	46,254.97	187,492.45	5.1	4.3
Health/Group Ins.	31,027.72	171,847.02	3.4	3.9
Unemployment Comp.	399.28	1,553.99	0.0	0.0
Workmans Compensation	25,423.35	158,272.05	2.8	3.6
Employee Physicals	171.00	304.00	0.0	0.0
Deferred Compensation	20,414.46	83,040.78	2.2	1.9
TOTAL SALARIES & BENEFITS	746,431.59	3,324,470.44	81.8	75.5
OPERATING EXPENSES:				
Dues & Subscriptions	0.00	6,573.00	0.0	0.1
Equipment Repairs/Maintenance	2,600.95	9,943.73	0.3	0.2
Telephone	6,754.02	40,745.81	0.7	0.9
Meetings & Conferences	30.00	2,076.09	0.0	0.0
Supplies	22,489.74	147,345.82	2.5	3.3
Contract Services	44,176.08	308,426.20	4.8	7.0
General Insurance	5,716.65	34,299.90	0.6	0.8
Equipment Depreciation	1,330.25	7,981.50	0.1	0.2
Mileage	85.93	3,876.38	0.0	0.1
Postage & Freight	1,204.00	3,813.00	0.1	0.1
Administration-Legal Fees	0.00	712.00	0.0	0.0
Food Stamps	9,010.12	50,675.89	1.0	1.2
Miscellaneous	0.00	312.24	0.0	0.0
MW/SIs Waiver-Client Expenses	572.00	5,442.26	0.1	0.1
CES - Client Needs	240.00	2,803.69	0.0	0.1
Fssp-Special Reserve	9,645.08	29,751.57	1.1	0.7
Client-Sales Tax	53.85	(3,817.10)	0.0	(0.1)
Food	8,925.37	40,949.51	1.0	0.9
Medical/Dental	0.00	8,538.00	0.0	0.2
Medical/Dental Vision	870.00	6,352.30	0.1	0.1
Medical/Dental-Wipes	1,168.00	4,504.00	0.1	0.1
Purchased Services	1,426.52	8,314.72	0.2	0.2
TOTAL OPERATING EXPENSE	116,298.56	719,620.51	12.7	16.3

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending December 31, 2020

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
OCCUPANCY EXPENSE:				
Occup.-Depreciation	11,985.58	71,730.33	1.3	1.6
Occup.-Insurance	1,972.60	11,737.55	0.2	0.3
Occup.-Utilities	11,075.94	76,247.61	1.2	1.7
Occup.-Facility Maint./Repairs	5,356.12	43,692.33	0.6	1.0
Occup.-Rent	<u>1,185.46</u>	<u>7,080.46</u>	<u>0.1</u>	<u>0.2</u>
 TOTAL OCCUPANCY EXPENS	 31,575.70	 210,488.28	 3.5	 4.8
 TRANSPORTATION EXPENSE:				
Trans.-Depreciation	9,074.08	58,821.84	1.0	1.3
Trans.-Gas & Oil	5,564.61	43,915.40	0.6	1.0
Trans.-Maintenance & Repairs	(1,749.79)	17,308.75	(0.2)	0.4
Trans.-Insurance & License	<u>5,698.37</u>	<u>31,428.46</u>	<u>0.6</u>	<u>0.7</u>
 TOTAL TRANSPORTATION EX	 <u>18,587.27</u>	 <u>151,474.45</u>	 <u>2.0</u>	 <u>3.4</u>
 TOTAL EXPENDITURES	 912,893.12	 4,406,053.68	 100.0	 100.0
EXCESS (REVENUE)/LOSS	<u>\$ 281,420.68</u>	<u>\$ 456,862.92</u>	<u>100.0</u>	<u>100.0</u>

EASTERN CO SERV. FOR THE DEV DISABLED
Statement of Cash Flows
for the period ending December 31, 2020

	<u>Current Period</u>	<u>Year to Date</u>
Cash flows from operating activities :		
Net Income (Loss)	\$(281,420.68)	\$(456,862.92)
Adjustments to reconcile the change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	22,389.91	138,533.67
Decrease in Accounts Receivable	(33,913.23)	284,732.40
Increase in Inventory	43.72	(254.36)
Increase in Accounts Payable	<u>(34,801.45)</u>	<u>(380,155.25)</u>
Net cash provided by operations	(327,701.73)	(414,006.46)
Cash flows from investing activities :		
Increase in property and equipment	<u>0.00</u>	<u>(23,559.73)</u>
Net cash used by investing activitie	0.00	(23,559.73)
Cash flows from financing activities :		
Net Increase In Cash And Equivalents	(327,701.73)	(437,566.19)
Cash and equivalents At Beginning Of Period	<u>3,851,286.61</u>	<u>3,961,151.07</u>
Cash and equivalents at end of period	<u><u>\$ 3,523,584.88</u></u>	<u><u>\$ 3,523,584.88</u></u>