

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

RECYCLING CASH ON HAND:	\$500.00
KEY BANK STERLING:	\$107,963.02
CLIENT CHECKING	\$159,017.08
FARMERS STATE BANK OF BRUSH	\$101,559.49
BANK OF COLORADO STERLING	\$389,228.31
WRAY STATE BANK	\$255,089.55
GOLDEN BELT BANK	\$128,674.50
WELLS FARGO BANK	\$328,454.44
WELLS FARGO MONEY MARKET	\$726,292.00
POINTS WEST BANK	\$251,586.49
EQUITABLE S&L MONEY MARKET:	\$256,718.38
BANK OF THE WEST	\$254,319.46
TBK Bank	\$813,903.43
ACCOUNTS RECEIVABLE ALL ACCOUNTS:	\$725,538.68
PREPAID EXPENSE	\$52,345.77
WORKSHOP INVENTORY ON HAND:	\$8,697.35
CURRENT ASSETS	\$4,559,887.95
CURRENT LIABILITIES:	\$1,832,101.49
<b>TOTAL NET WORKING CAPITAL</b>	<b>\$2,727,786.46</b>

**EASTERN COLORADO SERVICES**  
**for the Developmentally Disabled, Inc.**  
MONTHLY FINANCIAL REPORT FOR:  
October 31, 2020  
34% of Year

PROGRAM	EXPENSES TO DATE	ANNUAL BUDGET	% OF EXPENSE PER BUDGET	REVENUE PER BUDGET	% of EXPENSE PER REVENUE
EARLY INT/PART C/TRUST	229015.80	968027.00	24%	1047718.00	22%
SLS MW/CES	24020.05	352991.00	7%	352248.00	7%
SLS STATE	8039.71	115341.00	7%	115737.00	7%
FSSP	19125.49	186282.00	10%	185508.00	10%
COMPREHENSIVE	2145430.59	7052225.00	30%	7139429.00	30%
ADMINISTRATION **	163045.83	573999.00	28%	316742.00	51%
ADULT CASE MGMT	207638.29	641345.00	32%	559580.00	37%
<b>TOTAL ALL PROGRAMS:</b>	<b>2796315.76</b>	<b>9890210.00</b>	<b>28%</b>	<b>9716962.00</b>	<b>29%</b>
<b>WORKSHOP CONTRACTS:</b>	Expense	vs.	Revenue	Excess (Revenue) or Loss	
Other Workshop Contracts	8670.28		10600.50	(1930.22)	
Trophy Shop	<u>1483.94</u>		<u>605.49</u>	<u>878.45</u>	
<b>Total</b>	<b>10,154.22</b>		<b>11,205.99</b>	<b>(1051.77)</b>	
<b>Miscellaneous Funds:</b>					
NVP/HUD					
<b>TOTAL ALL EXPENSES:</b>	<b>\$2,806,469.98</b>				
<b>TOTAL ALL REVENUE:</b>	<b>\$2,658,614.71</b>				
<b>YTD EXCESS (REVENUE)/LOSS:</b>	<b>\$147,855.27</b>				

\*\* 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 October 31, 2020

CURRENT ASSETS:

Cash - Recycling	\$ 500.00
Key Bank	107,963.02
Client Checking Accounts	159,017.08
Farmer State Bank of Brush	101,559.49
Bank of Colorado - Sterling	389,228.31
Wray State Bank	255,089.55
Golden Belt Bank (Morgan Federal)	128,674.50
Wells Fargo Bank	328,454.44
Wells Fargo Money Mkt	726,292.00
Points West Community Bank	251,586.49
Equitable S & L Money Mkt	256,718.38
Bank of the West	254,319.46
TBK Bank Colorado	813,903.43
Accounts Receivable	725,538.68
Prepaid Expense	<u>52,345.77</u>

TOTAL CURRENT ASSETS

\$ 4,551,190.60

INVENTORY:

Inventory-Workshops	<u>8,697.35</u>
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TOTAL INVENTORY

8,697.35

FURNITURE & FIXTURES:

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

657.95

EQUIPMENT & VEHICLES:

Equipment & Vehicles	<u>1,229,966.93</u>
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TOTAL EQUIPMENT & VEHICLES

1,229,966.93

BUILDINGS & IMPROVEMENTS :

Buildings & Improvements	4,122,831.53
Accumulated Depreciation	<u>(3,219,942.82)</u>

TOTAL BUILDINGS & IMPROVEMENTS

902,888.71

TOTAL FIXED ASSETS & INVENTORY

6,693,401.54

OTHER ASSETS:

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

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u>\$ 6,984,355.01</u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(252,833.18)	
TBK PPP Loan	(1,184,034.45)	
Accrued Annual Leave	(223,683.19)	
Accrued Wages	<u>(171,550.67)</u>	
TOTAL CURRENT LIABILITIES		(1,832,101.49)
LONG TERM LIABILITIES:		
Note Payable Cty Rd 34 (Equitable)	<u>(2,236.50)</u>	
TOTAL LIABILITIES		(1,834,337.99)
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>147,855.27</u>	
TOTAL CURRENT OPERATION		<u>147,855.27</u>
TOTAL CAPITAL & SURPLUS		<u><u>\$(6,984,355.01)</u></u>

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

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
<b>REVENUES-STATE GENERAL FUND</b>				
Revenues-State General Fund	\$(1,282.93)	\$(10,060.93)	(0.2)	(0.4)
State Funds - Case Management	(3,748.65)	(12,672.93)	(0.6)	(0.5)
State Funds - Management Fee	(701.90)	(1,432.80)	(0.1)	(0.1)
State Funds - Early Intervention	(20,113.50)	(73,415.50)	(3.1)	(2.8)
State Funds - FSSP	950.32	(15,022.08)	0.1	(0.6)
State Funds - SLS	(1,851.92)	(6,232.42)	(0.3)	(0.2)
State Funds - Children's Man. Fee	(268.23)	(1,370.78)	0.0	(0.1)
Non-Medicaid Functions	0.00	(88.71)	0.0	0.0
State Funds EI CM	(29,146.51)	(96,048.50)	(4.4)	(3.6)
State Funds EI M&G	(14,029.27)	(49,523.31)	(2.1)	(1.9)
Eligibility Determination Revenue	(2,636.17)	(3,802.80)	(0.4)	(0.1)
EI Indirect Revenue	<u>(6,315.51)</u>	<u>(21,885.32)</u>	<u>(1.0)</u>	<u>(0.8)</u>
<b>TOTAL REVENUES-GENERAL</b>	<b>(79,144.27)</b>	<b>(291,556.08)</b>	<b>(12.0)</b>	<b>(11.0)</b>
<b>REVENUES-STATE MEDICAID FUNDS</b>				
Utilization Review/Assesment	(3,850.32)	(13,937.41)	(0.6)	(0.5)
Quality Assurance	(3,935.78)	(18,536.17)	(0.6)	(0.7)
EI TCM Revenue	(3,168.75)	(11,667.50)	(0.5)	(0.4)
Medicaid Waiver - TCM	(35,769.25)	(150,615.37)	(5.4)	(5.7)
Medicaid Waiver - Residential	(375,680.37)	(1,508,919.46)	(57.2)	(56.8)
Medicaid Waiver - Sp. Hab	(79,705.34)	(346,292.03)	(12.1)	(13.0)
Medicaid Waiver - Transportation	(1,239.96)	(3,556.12)	(0.2)	(0.1)
Medicaid Waiver - Behavior	(1,992.12)	(7,764.16)	(0.3)	(0.3)
Medicaid Waiver - SLS	(3,417.58)	(22,506.51)	(0.5)	(0.8)
Medicaid Waiver Supp. Employmen	(5,160.55)	(18,929.23)	(0.8)	(0.7)
Medicaid Waiver Childrens HCBS	(86.70)	(354.00)	0.0	0.0
Medicaid Waiver - Vision	(2,061.00)	(4,299.00)	(0.3)	(0.2)
Medicaid Waiver - Sp Medical	(784.00)	(2,784.00)	(0.1)	(0.1)
CES - Waiver	<u>(1,227.60)</u>	<u>(2,114.96)</u>	<u>(0.2)</u>	<u>(0.1)</u>
<b>TOTAL REVENUES-STATE ME</b>	<b>(518,079.32)</b>	<b>(2,112,275.92)</b>	<b>(78.8)</b>	<b>(79.5)</b>
<b>REVENUES-ROOM &amp; BOARD</b>				
Client Room and Board	(49,434.00)	(196,561.05)	(7.5)	(7.4)

EASTERN CO SERV. FOR THE DEV DISABLED  
Income Statement  
for the period ending October 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	\$(49,434.00)	\$(196,561.05)	(7.5)	(7.4)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(399.76)	(1,696.46)	(0.1)	(0.1)
Non-emergent Medical Revenue	0.00	(67.76)	0.0	0.0
Client Food Stamp Money	(7,769.30)	(33,725.30)	(1.2)	(1.3)
Misc. Donations	(400.00)	(7,006.00)	(0.1)	(0.3)
Other/Misc.	0.00	(720.01)	0.0	0.0
Insurance Monies	0.00	(3,124.18)	0.0	(0.1)
State Nvp	(154.64)	(618.56)	0.0	0.0
TOTAL REVENUES-OTHER NO	(8,723.70)	(46,958.27)	(1.3)	(1.8)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	(14.35)	(57.40)	0.0	0.0
TOTAL REVENUES-PRIVATE P	(14.35)	(57.40)	0.0	0.0
REVENUES-WORKSHOPS:				
Revenues-Workshops	(1,786.50)	(10,600.50)	(0.3)	(0.4)
Kelandy Trophy Shop	(87.99)	(605.49)	0.0	0.0
TOTAL REVENUES-WORKSHO	(1,874.49)	(11,205.99)	(0.3)	(0.4)
TOTAL REVENUES	(657,270.13)	(2,658,614.71)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	41,736.85	160,107.86	6.0	5.7
Professional Salaries	69,163.06	265,015.88	9.9	9.4
Admin Asst. Salaries	24,508.77	88,217.95	3.5	3.1
Managers Salaries	51,788.16	195,716.34	7.4	7.0
Direct Care Salaries	213,406.26	949,343.09	30.6	33.8
Housekeeping/Maint. Salaries	2,866.75	10,655.23	0.4	0.4

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Income Statement  
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	Current Period	Year to Date	M-T-D %	Y-T-D %
Transportation-Bus Driver Sal.	297.98	832.29	0.0	0.0
Other Salaries	0.00	21,550.67	0.0	0.8
Client-Salaries	1,092.00	6,857.60	0.2	0.2
F.I.C.A.	29,508.85	112,028.10	4.2	4.0
Health/Group Ins.	33,117.14	107,783.19	4.7	3.8
Unemployment Comp.	208.10	952.48	0.0	0.0
Workmans Compensation	25,426.25	106,475.34	3.6	3.8
Employee Physicals	133.00	133.00	0.0	0.0
Deferred Compensation	13,167.83	49,705.72	1.9	1.8
<b>TOTAL SALARIES &amp; BENEFITS</b>	<b>506,421.00</b>	<b>2,075,374.74</b>	<b>72.5</b>	<b>73.9</b>
<b>OPERATING EXPENSES:</b>				
Dues & Subscriptions	3,730.50	6,523.00	0.5	0.2
Equipment Repairs/Maintenance	0.00	2,484.98	0.0	0.1
Telephone	7,110.12	27,155.08	1.0	1.0
Meetings & Conferences	168.82	1,952.01	0.0	0.1
Supplies	37,929.98	93,685.73	5.4	3.3
Contract Services	53,063.19	218,647.55	7.6	7.8
General Insurance	5,716.65	22,866.60	0.8	0.8
Equipment Depreciation	1,330.25	5,321.00	0.2	0.2
Mileage	711.65	3,628.47	0.1	0.1
Postage & Freight	275.00	1,640.00	0.0	0.1
Administration-Legal Fees	0.00	400.00	0.0	0.0
Food Stamps	7,769.30	33,725.30	1.1	1.2
Miscellaneous	0.00	229.74	0.0	0.0
MW/SIs Waiver-Client Expenses	867.94	3,218.26	0.1	0.1
CES - Client Needs	813.00	1,690.69	0.1	0.1
Fssp-Special Reserve	3,968.63	19,065.71	0.6	0.7
Client-Sales Tax	(3,885.05)	(3,870.95)	(0.6)	(0.1)
Food	7,746.42	25,638.59	1.1	0.9
Medical/Dental	1,718.00	6,910.00	0.2	0.2
Medical/Dental Vision	944.80	4,892.30	0.1	0.2
Medical/Dental-Wipes	784.00	2,672.00	0.1	0.1
Purchased Services	1,525.68	5,772.04	0.2	0.2
<b>TOTAL OPERATING EXPENSE</b>	<b>132,288.88</b>	<b>484,248.10</b>	<b>18.9</b>	<b>17.3</b>

EASTERN CO SERV. FOR THE DEV DISABLED  
Income Statement  
for the period ending October 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	11,972.48	47,675.18	1.7	1.7
Occup.-Insurance	1,972.60	7,792.35	0.3	0.3
Occup.-Utilities	11,375.90	54,640.06	1.6	1.9
Occup.-Facility Maint./Repairs	6,501.17	33,192.75	0.9	1.2
Occup.-Rent	<u>2,358.00</u>	<u>4,716.00</u>	<u>0.3</u>	<u>0.2</u>
 TOTAL OCCUPANCY EXPENS	 34,180.15	 148,016.34	 4.9	 5.3
 TRANSPORTATION EXPENSE:				
Trans.-Depreciation	9,945.72	40,673.68	1.4	1.4
Trans.-Gas & Oil	8,202.45	32,322.74	1.2	1.2
Trans.-Maintenance & Repairs	2,294.49	5,889.05	0.3	0.2
Trans.-Insurance & License	<u>5,089.79</u>	<u>19,945.33</u>	<u>0.7</u>	<u>0.7</u>
 TOTAL TRANSPORTATION EX	 <u>25,532.45</u>	 <u>98,830.80</u>	 <u>3.7</u>	 <u>3.5</u>
 TOTAL EXPENDITURES	 698,422.48	 2,806,469.98	 100.0	 100.0
EXCESS (REVENUE)/LOSS	<u>\$ 41,152.35</u>	<u>\$ 147,855.27</u>	<u>100.0</u>	<u>100.0</u>



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

	Current Period	Year to Date
Cash flows from operating activities :		
Net Income (Loss)	\$(41,152.35)	\$(147,855.27)
Adjustments to reconcile the change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	23,248.45	93,669.86
Decrease in Accounts Receivable	75,461.26	279,486.58
Increase in Inventory	(23.00)	(67.41)
Increase in Accounts Payable	(26,774.96)	(383,756.60)
Net cash provided by operations	30,759.40	(158,522.84)
Cash flows from investing activities :		
Increase in property and equipment	0.00	(29,322.08)
Net cash used by investing activitie	0.00	(29,322.08)
Cash flows from financing activities :		
Net Increase In Cash And Equivalents	30,759.40	(187,844.92)
Cash and equivalents At Beginning Of Period	3,742,546.75	3,961,151.07
Cash and equivalents at end of period	\$ 3,773,306.15	\$ 3,773,306.15