

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
November 30, 2018

RECYCLING CASH ON HAND:	\$600.00
KEY BANK STERLING:	\$117,808.79
CLIENT CHECKING	\$86,787.24
FARMERS STATE BANK OF BRUSH	\$27,021.98
BANK OF COLORADO STERLING	\$231,159.26
WRAY STATE BANK	\$203,734.99
MORGAN FEDERAL BANK	\$198,140.16
WELLS FARGO BANK	\$395,718.50
WELLS FARGO MONEY MARKET	\$126,036.57
POINTS WEST BANK	\$154,922.74
EQUITABLE S&L MONEY MARKET:	\$230,438.91
BANK OF THE WEST	\$193,370.70
TBK Bank	\$227,031.65
ACCOUNTS RECEIVABLE ALL ACCOUNTS:	\$745,333.63
PREPAID INSURANCE	\$39,642.75
WORKSHOP INVENTORY ON HAND:	\$8,862.61
CURRENT ASSETS	\$2,986,610.48
CURRENT LIABILITIES:	\$709,771.44
TOTAL NET WORKING CAPITAL	\$2,276,839.04

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
November 30, 2018
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	250240.73	826272.06	30%	895351.00	28%
SLS MW/CES	194164.17	415637.00	47%	418540.00	46%
SLS STATE	42970.25	147780.00	29%	157256.00	27%
FSSP	40977.73	121265.00	34%	121265.00	34%
COMPREHENSIVE	2553351.47	6397028.00	40%	6549412.00	39%
ADMINISTRATION **	201731.41	516140.00	39%	428629.00	47%
ADULT CASE MGMT	262525.95	673005.00	39%	527365.00	50%
TOTAL ALL PROGRAMS:	3545961.71	9097127.06	39%	9097818.00	39%
WORKSHOP CONTRACTS:	Expense	vs.	Revenue	Excess (Revenue) or Loss	
Downtown Duds	8847.57		2973.67	5873.90	
Other Workshop Contracts	23635.68		29602.24	(5966.56)	
Yuma Trophy Shop	<u>9741.73</u>		<u>7330.33</u>	<u>2411.40</u>	
Total	42,224.98		39,906.24	2318.74	
Miscellaneous Funds:					
NVP/HUD					
TOTAL ALL EXPENSES:	\$3,588,186.69				
TOTAL ALL REVENUE:	\$3,526,277.71				
YTD EXCESS (REVENUE)/LOSS:	\$61,908.98				

** 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, 2018

CURRENT ASSETS:

Cash - Recycling	\$ 600.00
Key Bank	117,808.79
Client Checking Accounts	86,787.24
Farmer State Bank of Brush	27,021.98
Bank of Colorado - Sterling	231,159.26
Wray State Bank	203,734.99
Morgan Federal Bank	198,140.16
Wells Fargo Bank	395,718.50
Wells Fargo Money Mkt	126,036.57
Points West Community Bank	154,922.74
Equitable S & L Money Mkt	230,438.91
Bank of the West	193,370.70
TBK Bank Colorado	227,031.65
Accounts Receivable	745,333.63
Prepaid Expense	<u>39,642.75</u>

TOTAL CURRENT ASSETS

\$ 2,977,747.87

INVENTORY:

Inventory-Workshops	<u>8,862.61</u>
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TOTAL INVENTORY

8,862.61

FURNITURE & FIXTURES:

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

657.95

EQUIPMENT & VEHICLES:

Equipment & Vehicles	<u>1,043,978.28</u>
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TOTAL EQUIPMENT & VEHICLES

1,043,978.28

BUILDINGS & IMPROVEMENTS :

Buildings & Improvements	4,135,899.45
Accumulated Depreciation	<u>(2,817,183.70)</u>

TOTAL BUILDINGS & IMPROVEMENTS

1,318,715.75

TOTAL FIXED ASSETS & INVENTORY

5,349,962.46

OTHER ASSETS:

Land	290,953.47
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EASTERN CO SERV. FOR THE DEV DISABLED
 Balance Sheet
 as of November 30, 2018

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u><u>\$ 5,640,915.93</u></u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(251,358.04)	
Deferred Revenue	(55,014.01)	
Accrued Annual Leave	(203,399.39)	
Accrued Wages	<u>(200,000.00)</u>	
TOTAL CURRENT LIABILITIES		(709,771.44)
LONG TERM LIABILITIES:		
TOTAL LIABILITIES		(709,771.44)
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>61,908.98</u>	
TOTAL CURRENT OPERATION		<u>61,908.98</u>
TOTAL CAPITAL & SURPLUS		<u><u>\$(5,640,915.93)</u></u>

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2018

	Current Period	Year to Date	M-T-D %	Y-T-D %
REVENUES-STATE GENERAL FUND				
Revenues-State General Fund	\$(1,487.67)	\$(7,388.08)	(0.2)	(0.2)
State Of Colo. Pasaar	(204.65)	(204.65)	0.0	0.0
State Funds - Case Management	(3,405.37)	(17,202.35)	(0.5)	(0.5)
State Funds - Management Fee	(1,700.46)	(8,672.83)	(0.3)	(0.2)
State Funds - Early Intervention	(28,244.94)	(131,985.14)	(4.2)	(3.7)
State Funds - FSSP	(10,105.38)	(50,526.90)	(1.5)	(1.4)
State Funds - SLS	(9,734.99)	(49,634.32)	(1.4)	(1.4)
State Funds - Children's Man. Fee	(1,786.40)	(8,932.00)	(0.3)	(0.3)
Non-Medicaid Functions	(3,854.87)	(19,274.35)	(0.6)	(0.5)
State Funds EI CM	(7,339.58)	(36,697.90)	(1.1)	(1.0)
State Funds EI M&G	(2,795.58)	(13,977.90)	(0.4)	(0.4)
Eligibility Determination Revenue	(2,403.51)	(5,199.40)	(0.4)	(0.1)
EI Indirect Revenue	4,648.39	(18,003.19)	0.7	(0.5)
TOTAL REVENUES-GENERAL	(68,415.01)	(367,699.01)	(10.1)	(10.4)
REVENUES-STATE MEDICAID FUNDS				
Utilization Review/Assesment	(1,998.24)	(8,492.52)	(0.3)	(0.2)
Quality Assurance	(7,206.36)	(35,979.55)	(1.1)	(1.0)
Medicaid Waiver - TCM	(35,490.00)	(180,407.50)	(5.2)	(5.1)
Medicaid Waiver - Residential	(344,563.91)	(1,776,840.43)	(50.7)	(50.4)
Medicaid Waiver - Sp. Hab	(89,374.62)	(473,038.62)	(13.1)	(13.4)
Medicaid Waiver - Transportation	(21,081.16)	(109,753.90)	(3.1)	(3.1)
Medicaid Waiver - Behavior	(2,196.44)	(9,271.02)	(0.3)	(0.3)
Medicaid Waiver - SLS	(30,208.72)	(168,303.99)	(4.4)	(4.8)
Medicaid Waiver Supp. Employmen	(8,781.65)	(50,552.23)	(1.3)	(1.4)
Medicaid Waiver Childrens HCBS	(504.45)	(1,601.85)	(0.1)	0.0
Medicaid Waiver - Vision	(644.00)	(3,859.00)	(0.1)	(0.1)
Medicaid Waiver - Sp Medical	(992.00)	(4,306.00)	(0.1)	(0.1)
CES - Waiver	(11,261.53)	(25,820.07)	(1.7)	(0.7)
TOTAL REVENUES-STATE ME	(554,303.08)	(2,848,226.68)	(81.5)	(80.8)
REVENUES-ROOM & BOARD				
Client Room and Board	(48,067.00)	(239,902.20)	(7.1)	(6.8)

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2018

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL REVENUES-ROOM & B	\$(48,067.00)	\$(239,902.20)	(7.1)	(6.8)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(310.47)	(1,384.77)	0.0	0.0
Non-emergent Medical Revenue	(1,375.88)	(4,602.25)	(0.2)	(0.1)
Client Food Stamp Money	(1,435.00)	(11,650.45)	(0.2)	(0.3)
Misc. Donations	(100.00)	(2,187.00)	0.0	(0.1)
School Districts	(1,030.13)	(6,050.40)	(0.2)	(0.2)
Other/Misc.	(72.55)	(720.75)	0.0	0.0
Insurance Monies	0.00	(2,761.96)	0.0	(0.1)
State Nvp	(154.64)	(773.20)	0.0	0.0
TOTAL REVENUES-OTHER NO	(4,478.67)	(30,130.78)	(0.7)	(0.9)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	(99.90)	(412.80)	0.0	0.0
TOTAL REVENUES-PRIVATE P	(99.90)	(412.80)	0.0	0.0
REVENUES-WORKSHOPS:				
Revenues-Workshops	(3,117.25)	(29,602.24)	(0.5)	(0.8)
Kelandy Trophy Shop	(635.60)	(7,330.33)	(0.1)	(0.2)
Downtown Duds	(680.29)	(2,973.67)	(0.1)	(0.1)
TOTAL REVENUES-WORKSHO	(4,433.14)	(39,906.24)	(0.7)	(1.1)
TOTAL REVENUES	(679,796.80)	(3,526,277.71)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	42,319.18	215,438.40	6.2	6.0
Professional Salaries	62,441.43	289,305.94	9.1	8.1
Admin Asst. Salaries	13,770.81	74,511.83	2.0	2.1
Managers Salaries	46,634.08	227,890.63	6.8	6.4

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2018

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
Direct Care Salaries	205,602.90	1,242,998.00	30.1	34.6
Transportation Salaries	5,630.95	29,333.88	0.8	0.8
Client-Salaries	2,277.14	12,037.41	0.3	0.3
Client-C.I.E.	767.63	3,699.28	0.1	0.1
Downtown Duds- Wages	404.62	1,811.89	0.1	0.1
F.I.C.A.	27,661.23	138,717.33	4.0	3.9
Health/Group Ins.	32,122.59	144,544.23	4.7	4.0
Unemployment Comp.	391.19	2,239.91	0.1	0.1
Workmans Compensation	16,369.52	71,954.73	2.4	2.0
Employee Physicals	0.00	719.00	0.0	0.0
Deferred Compensation	11,583.42	58,481.80	1.7	1.6
TOTAL SALARIES & BENEFITS	467,976.69	2,513,684.26	68.5	70.1
OPERATING EXPENSES:				
Dues & Subscriptions	113.00	8,209.81	0.0	0.2
Equipment Repairs/Maintenance	6,021.97	14,230.56	0.9	0.4
Telephone	6,995.46	35,543.67	1.0	1.0
Meetings & Conferences	1,115.68	7,157.80	0.2	0.2
Supplies	20,946.20	119,795.60	3.1	3.3
Contract Services	65,625.07	314,237.60	9.6	8.8
General Insurance	4,913.65	24,568.25	0.7	0.7
Equipment Depreciation	2,269.03	11,259.05	0.3	0.3
Mileage	1,515.24	6,786.38	0.2	0.2
Postage & Freight	1,334.00	3,815.19	0.2	0.1
Administration-Acctg & Audit	0.00	800.00	0.0	0.0
Administration-Legal Fees	220.00	2,600.00	0.0	0.1
Food Stamps	1,435.00	11,650.45	0.2	0.3
Miscellaneous	5,253.93	6,271.34	0.8	0.2
MW/SIs Waiver-Client Expenses	1,416.00	9,727.13	0.2	0.3
CES - Client Needs	11,088.75	26,471.55	1.6	0.7
Fssp-Special Reserve	5,601.00	40,977.73	0.8	1.1
Client-Sales Tax	0.00	287.76	0.0	0.0
Client-Recycling Exp.	0.00	274.60	0.0	0.0
Food	12,202.92	61,203.13	1.8	1.7
Medical/Dental	1,474.00	8,244.00	0.2	0.2
Medical/Dental Vision	1,444.00	4,617.00	0.2	0.1
Medical/Dental-Wipes	991.52	3,991.75	0.1	0.1
Purchased Services	4,564.00	24,983.00	0.7	0.7

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2018

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL OPERATING EXPENSE	\$ 156,540.42	\$ 747,703.35	22.9	20.8
OCCUPANCY EXPENSE:				
Occup.-Depreciation	12,535.99	63,576.95	1.8	1.8
Occup.-Insurance	1,825.76	9,128.80	0.3	0.3
Occup.-Utilities	10,908.56	69,575.93	1.6	1.9
Occup.-Facility Maint./Repairs	6,389.24	46,100.58	0.9	1.3
Occup.-Rent	<u>1,873.00</u>	<u>9,214.00</u>	<u>0.3</u>	<u>0.3</u>
TOTAL OCCUPANCY EXPENS	33,532.55	197,596.26	4.9	5.5
TRANSPORTATION EXPENSE:				
Trans.-Depreciation	7,006.90	37,645.65	1.0	1.0
Trans.-Gas & Oil	12,584.44	77,123.22	1.8	2.1
Trans.-Maintenance & Repairs	3,571.63	7,087.15	0.5	0.2
Trans.-Insurance & License	<u>2,098.66</u>	<u>7,346.80</u>	<u>0.3</u>	<u>0.2</u>
TOTAL TRANSPORTATION EX	<u>25,261.63</u>	<u>129,202.82</u>	<u>3.7</u>	<u>3.6</u>
TOTAL EXPENDITURES	683,311.29	3,588,186.69	100.0	100.0
EXCESS (REVENUE)/LOSS	<u>\$ 3,514.49</u>	<u>\$ 61,908.98</u>	<u>100.0</u>	<u>100.0</u>

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
December 31, 2018

RECYCLING CASH ON HAND:	\$600.00
KEY BANK STERLING:	\$117,818.79
CLIENT CHECKING	\$86,787.24
FARMERS STATE BANK OF BRUSH	\$28,088.51
BANK OF COLORADO STERLING	\$218,486.25
WRAY STATE BANK	\$203,795.55
MORGAN FEDERAL BANK	\$198,173.82
WELLS FARGO BANK	\$392,180.52
WELLS FARGO MONEY MARKET	\$126,063.33
POINTS WEST BANK	\$154,988.53
EQUITABLE S&L MONEY MARKET:	\$230,457.85
BANK OF THE WEST	\$193,387.12
TBK Bank	\$227,060.57
ACCOUNTS RECEIVABLE ALL ACCOUNTS:	\$758,102.41
PREPAID INSURANCE	\$39,642.12
WORKSHOP INVENTORY ON HAND:	\$8,892.68
CURRENT ASSETS	\$2,984,525.29
CURRENT LIABILITIES:	\$698,081.56
TOTAL NET WORKING CAPITAL	\$2,286,443.73

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
December 31, 2018
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	294685.12	826272.06	36%	895351.00	33%
SLS MW/CES	225892.59	415637.00	54%	418540.00	54%
SLS STATE	51314.50	147780.00	35%	157256.00	33%
FSSP	46190.43	121265.00	38%	121265.00	38%
COMPREHENSIVE	3039670.17	6397028.00	48%	6549412.00	46%
ADMINISTRATION **	241435.86	516140.00	47%	428629.00	56%
ADULT CASE MGMT	320629.56	673005.00	48%	527365.00	61%
TOTAL ALL PROGRAMS:	4219818.23	9097127.06	46%	9097818.00	46%
WORKSHOP CONTRACTS:	Expense	vs.	Revenue	Excess (Revenue) or Loss	
Downtown Duds	10167.71		4039.73	6127.98	
Other Workshop Contracts	27015.13		33490.11	(6474.98)	
Yuma Trophy Shop	<u>10658.06</u>		<u>9870.52</u>	<u>787.54</u>	
Total	47,840.90		47,400.36	440.54	
Miscellaneous Funds:					
NVP/HUD					
TOTAL ALL EXPENSES:	\$4,267,659.13				
TOTAL ALL REVENUE:	\$4,193,626.90				
YTD EXCESS (REVENUE)/LOSS:	\$74,032.23				

** 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, 2018

CURRENT ASSETS:

Cash - Recycling	\$ 600.00
Key Bank	117,818.79
Client Checking Accounts	86,787.24
Farmer State Bank of Brush	28,088.51
Bank of Colorado - Sterling	218,486.25
Wray State Bank	203,795.55
Morgan Federal Bank	198,173.82
Wells Fargo Bank	392,180.52
Wells Fargo Money Mkt	126,063.33
Points West Community Bank	154,988.53
Equitable S & L Money Mkt	230,457.85
Bank of the West	193,387.12
TBK Bank Colorado	227,060.57
Accounts Receivable	758,102.41
Prepaid Expense	<u>39,224.12</u>

TOTAL CURRENT ASSETS

\$ 2,975,214.61

INVENTORY:

Inventory-Workshops	<u>8,892.68</u>
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TOTAL INVENTORY

8,892.68

FURNITURE & FIXTURES:

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

657.95

EQUIPMENT & VEHICLES:

Equipment & Vehicles	<u>1,043,978.28</u>
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TOTAL EQUIPMENT & VEHICLES

1,043,978.28

BUILDINGS & IMPROVEMENTS :

Buildings & Improvements	4,135,899.45
Accumulated Depreciation	<u>(2,838,493.64)</u>

TOTAL BUILDINGS & IMPROVEMENTS

1,297,405.81

TOTAL FIXED ASSETS & INVENTORY

5,326,149.33

OTHER ASSETS:

Land	290,953.47
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EASTERN CO SERV. FOR THE DEV DISABLED
 Balance Sheet
 as of December 31, 2018

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u>\$ 5,617,102.80</u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(239,668.16)	
Deferred Revenue	(55,014.01)	
Accrued Annual Leave	(203,399.39)	
Accrued Wages	<u>(200,000.00)</u>	
TOTAL CURRENT LIABILITIES		(698,081.56)
LONG TERM LIABILITIES:		
TOTAL LIABILITIES		(698,081.56)
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>74,032.23</u>	
TOTAL CURRENT OPERATION		<u>74,032.23</u>
TOTAL CAPITAL & SURPLUS		<u>\$ (5,617,102.80)</u>

EASTERN CO SERV. FOR THE DEV DISABLED

Income Statement

for the period ending December 31, 2018

	Current Period	Year to Date	M-T-D %	Y-T-D %
REVENUES-STATE GENERAL FUND				
Revenues-State General Fund	\$(3,045.37)	\$(10,433.45)	(0.5)	(0.2)
State Of Colo. Pasaar	0.00	(204.65)	0.0	0.0
State Funds - Case Management	(3,405.37)	(20,607.72)	(0.5)	(0.5)
State Funds - Management Fee	(1,700.46)	(10,373.29)	(0.3)	(0.2)
State Funds - Early Intervention	(17,275.75)	(149,260.89)	(2.6)	(3.6)
State Funds - FSSP	(10,105.38)	(60,632.28)	(1.5)	(1.4)
State Funds - SLS	(9,734.99)	(59,369.31)	(1.5)	(1.4)
State Funds - Children's Man. Fee	(1,786.40)	(10,718.40)	(0.3)	(0.3)
Non-Medicaid Functions	(3,854.37)	(23,128.72)	(0.6)	(0.6)
State Funds EI CM	(7,339.58)	(44,037.48)	(1.1)	(1.1)
State Funds EI M&G	(2,795.58)	(16,773.48)	(0.4)	(0.4)
Eligibility Determination Revenue	(259.97)	(5,459.37)	0.0	(0.1)
EI Indirect Revenue	(3,193.69)	(21,196.88)	(0.5)	(0.5)
TOTAL REVENUES-GENERAL	(64,496.91)	(432,195.92)	(9.7)	(10.3)
REVENUES-STATE MEDICAID FUNDS				
Utilization Review/Assesment	(915.86)	(9,408.38)	(0.1)	(0.2)
Quality Assurance	(7,206.36)	(43,185.91)	(1.1)	(1.0)
Medicaid Waiver - TCM	(28,957.50)	(209,365.00)	(4.3)	(5.0)
Medicaid Waiver - Residential	(353,416.58)	(2,130,257.01)	(53.0)	(50.8)
Medicaid Waiver - Sp. Hab	(83,422.38)	(556,461.00)	(12.5)	(13.3)
Medicaid Waiver - Transportation	(19,179.56)	(128,933.46)	(2.9)	(3.1)
Medicaid Waiver - Behavior	(1,915.50)	(11,186.52)	(0.3)	(0.3)
Medicaid Waiver - SLS	(31,172.89)	(199,476.88)	(4.7)	(4.8)
Medicaid Waiver Supp. Employmen	(5,956.35)	(56,508.58)	(0.9)	(1.3)
Medicaid Waiver Childrens HCBS	(283.20)	(1,885.05)	0.0	0.0
Medicaid Waiver - Dental	(796.84)	(796.84)	(0.1)	0.0
Medicaid Waiver - Vision	(977.00)	(4,836.00)	(0.1)	(0.1)
Medicaid Waiver - Sp Medical	(1,054.00)	(5,360.00)	(0.2)	(0.1)
CES - Waiver	(3,054.98)	(28,875.05)	(0.5)	(0.7)
TOTAL REVENUES-STATE ME	(538,309.00)	(3,386,535.68)	(80.7)	(80.8)
REVENUES-ROOM & BOARD				
Client Room and Board	(47,054.51)	(286,956.71)	(7.1)	(6.8)

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending December 31, 2018

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL REVENUES-ROOM & B	(47,054.51)	(286,956.71)	(7.1)	(6.8)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(261.52)	(1,646.29)	0.0	0.0
Non-emergent Medical Revenue	0.00	(4,602.25)	0.0	(0.1)
Client Food Stamp Money	(2,653.79)	(14,304.24)	(0.4)	(0.3)
Misc. Donations	(6,107.04)	(8,294.04)	(0.9)	(0.2)
School Districts	(625.26)	(6,675.66)	(0.1)	(0.2)
Other/Misc.	(166.00)	(886.75)	0.0	0.0
Insurance Monies	0.00	(2,761.96)	0.0	(0.1)
State Nvp	(154.64)	(927.84)	0.0	0.0
TOTAL REVENUES-OTHER NO	(9,968.25)	(40,099.03)	(1.5)	(1.0)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	(26.40)	(439.20)	0.0	0.0
TOTAL REVENUES-PRIVATE P	(26.40)	(439.20)	0.0	0.0
REVENUES-WORKSHOPS:				
Revenues-Workshops	(3,887.87)	(33,490.11)	(0.6)	(0.8)
Kelandy Trophy Shop	(2,540.19)	(9,870.52)	(0.4)	(0.2)
Downtown Duds	(1,066.06)	(4,039.73)	(0.2)	(0.1)
TOTAL REVENUES-WORKSHO	(7,494.12)	(47,400.36)	(1.1)	(1.1)
TOTAL REVENUES	(667,349.19)	(4,193,626.90)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	42,567.36	258,005.76	6.3	6.0
Professional Salaries	67,971.10	357,277.04	10.0	8.4
Admin Asst. Salaries	13,691.86	88,203.69	2.0	2.1
Managers Salaries	46,186.20	274,076.83	6.8	6.4

EASTERN CO SERV. FOR THE DEV DISABLED

Income Statement

for the period ending December 31, 2018

	Current Period	Year to Date	M-T-D %	Y-T-D %
Direct Care Salaries	224,423.79	1,467,421.79	33.0	34.4
Transportation-Bus Driver Sal.	5,628.11	34,961.99	0.8	0.8
Client-Salaries	1,789.80	13,827.21	0.3	0.3
Client-C.I.E.	607.13	4,306.41	0.1	0.1
Downtown Duds- Wages	240.01	2,051.90	0.0	0.0
F.I.C.A.	29,468.53	168,185.86	4.3	3.9
Health/Group Ins.	29,798.46	174,342.69	4.4	4.1
Unemployment Comp.	516.09	2,756.00	0.1	0.1
Workmans Compensation	16,428.98	88,383.71	2.4	2.1
Employee Physicals	0.00	719.00	0.0	0.0
Deferred Compensation	11,931.25	70,413.05	1.8	1.6
TOTAL SALARIES & BENEFITS	491,248.67	3,004,932.93	72.3	70.4
OPERATING EXPENSES:				
Dues & Subscriptions	0.00	8,209.81	0.0	0.2
Equipment Repairs/Maintenance	1,271.84	15,502.40	0.2	0.4
Telephone	5,919.64	41,463.31	0.9	1.0
Meetings & Conferences	669.38	7,827.18	0.1	0.2
Supplies	30,279.86	150,075.46	4.5	3.5
Contract Services	58,234.20	372,471.80	8.6	8.7
General Insurance	4,913.65	29,481.90	0.7	0.7
Equipment Depreciation	2,269.03	13,528.08	0.3	0.3
Mileage	1,167.75	7,954.13	0.2	0.2
Postage & Freight	0.00	3,815.19	0.0	0.1
Administration-Acctg & Audit	0.00	800.00	0.0	0.0
Administration-Legal Fees	0.00	2,600.00	0.0	0.1
Food Stamps	2,653.79	14,304.24	0.4	0.3
Miscellaneous	0.00	6,271.34	0.0	0.1
MW/SIs Waiver-Client Expenses	1,575.95	11,303.08	0.2	0.3
CES - Client Needs	1,567.24	28,038.79	0.2	0.7
Fssp-Special Reserve	5,212.70	46,190.43	0.8	1.1
Client-Sales Tax	288.21	575.97	0.0	0.0
Client-Recycling Exp.	0.00	274.60	0.0	0.0
Food	12,159.59	73,362.72	1.8	1.7
Medical/Dental	1,782.00	10,026.00	0.3	0.2
Medical/Dental Vision	114.50	4,731.50	0.0	0.1
Medical/Dental-Wipes	1,054.00	5,045.75	0.2	0.1
Purchased Services	4,662.00	29,645.00	0.7	0.7

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending December 31, 2018

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL OPERATING EXPENSE	\$ 135,795.33	\$ 883,498.68	20.0	20.7
OCCUPANCY EXPENSE:				
Occup.-Depreciation	12,779.28	76,356.23	1.9	1.8
Occup.-Insurance	1,825.76	10,954.56	0.3	0.3
Occup.-Utilities	10,834.51	80,410.44	1.6	1.9
Occup.-Facility Maint./Repairs	4,837.50	50,938.08	0.7	1.2
Occup.-Rent	<u>1,629.00</u>	<u>10,843.00</u>	<u>0.2</u>	<u>0.3</u>
TOTAL OCCUPANCY EXPENS	31,906.05	229,502.31	4.7	5.4
TRANSPORTATION EXPENSE:				
Trans.-Depreciation	6,427.74	44,073.39	0.9	1.0
Trans.-Gas & Oil	13,048.81	90,172.03	1.9	2.1
Trans.-Maintenance & Repairs	(698.79)	6,388.36	(0.1)	0.1
Trans.-Insurance & License	<u>1,744.63</u>	<u>9,091.43</u>	<u>0.3</u>	<u>0.2</u>
TOTAL TRANSPORTATION EX	<u>20,522.39</u>	<u>149,725.21</u>	<u>3.0</u>	<u>3.5</u>
TOTAL EXPENDITURES	679,472.44	4,267,659.13	100.0	100.0
EXCESS (REVENUE)/LOSS	<u>\$ 12,123.25</u>	<u>\$ 74,032.23</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, 2018

	<u>Current Period</u>	<u>Year to Date</u>
Cash flows from operating activities :		
Net Income (Loss)	\$(12,123.25)	\$(74,032.23)
Adjustments to reconcile the change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	21,476.05	133,957.70
Decrease in Accounts Receivable	(12,350.15)	107,539.96
Increase in Inventory	(30.07)	(129.98)
Increase in Accounts Payable	<u>(11,689.88)</u>	<u>(149,775.51)</u>
Net cash provided by operations	(14,717.30)	17,559.94
Cash flows from investing activities :		
Increase in property and equipment	<u>(166.11)</u>	<u>(112,920.41)</u>
Net cash used by investing activitie	(166.11)	(112,920.41)
Cash flows from financing activities :		
Net Increase In Cash And Equivalents	(14,883.41)	(95,360.47)
Cash and equivalents At Beginning Of Period	<u>2,192,771.49</u>	<u>2,273,248.55</u>
Cash and equivalents at end of period	<u><u>\$ 2,177,888.08</u></u>	<u><u>\$ 2,177,888.08</u></u>