

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
November 30, 2019

RECYCLING CASH ON HAND:	\$600.00
KEY BANK STERLING:	\$107,924.68
CLIENT CHECKING	\$98,228.24
FARMERS STATE BANK OF BRUSH	\$45,408.15
BANK OF COLORADO STERLING	\$283,912.68
WRAY STATE BANK	\$204,449.20
MORGAN FEDERAL BANK	\$128,498.90
WELLS FARGO BANK	\$548,570.85
WELLS FARGO MONEY MARKET	\$126,217.64
POINTS WEST BANK	\$225,791.98
EQUITABLE S&L MONEY MARKET:	\$230,830.62
BANK OF THE WEST	\$203,740.38
TBK Bank	\$227,825.32
ACCOUNTS RECEIVABLE ALL ACCOUNTS:	\$824,486.50
PREPAID INSURANCE	\$43,418.38
WORKSHOP INVENTORY ON HAND:	\$8,377.48
CURRENT ASSETS	\$3,308,281.00
CURRENT LIABILITIES:	\$610,469.62
TOTAL NET WORKING CAPITAL	\$2,697,811.38

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
November 30, 2019
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	318936.24	878609.79	36%	921019.00	35%
SLS MW/CES	153632.37	457957.00	34%	435016.00	35%
SLS STATE	35202.69	100019.55	35%	110442.00	32%
FSSP	28306.12	120494.66	23%	120477.00	23%
COMPREHENSIVE	2695488.37	6914785.00	39%	7297466.00	37%
ADMINISTRATION **	213498.69	582032.00	37%	412550.00	52%
ADULT CASE MGMT	237027.14	714170.00	33%	475221.00	50%
TOTAL ALL PROGRAMS:	3682091.62	9768068.00	38%	9772191.00	38%
WORKSHOP CONTRACTS:	Expense	vs.	Revenue	Excess (Revenue) or Loss	
Total	47,330.27		58,685.86	(11355.59)	
Miscellaneous Funds:					
TOTAL ALL EXPENSES:	\$3,729,421.89				
TOTAL ALL REVENUE:	\$3,811,385.82				
YTD EXCESS (REVENUE)/LOSS:	(\$81,963.93)				

** 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, 2019

CURRENT ASSETS:

Cash - Recycling	\$ 600.00
Key Bank	107,924.68
Client Checking Accounts	98,228.24
Farmer State Bank of Brush	45,408.15
Bank of Colorado - Sterling	283,912.68
Wray State Bank	204,449.20
Morgan Federal Bank	128,498.90
Wells Fargo Bank	548,570.85
Wells Fargo Money Mkt	126,217.64
Points West Community Bank	225,791.98
Equitable S & L Money Mkt	230,830.62
Bank of the West	203,740.38
TBK Bank Colorado	227,825.32
Accounts Receivable	824,486.50
Prepaid Expense	<u>43,418.38</u>

TOTAL CURRENT ASSETS \$ 3,299,903.52

INVENTORY:

Inventory-Workshops	<u>8,377.48</u>
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TOTAL INVENTORY 8,377.48

FURNITURE & FIXTURES:

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

EQUIPMENT & VEHICLES:

Equipment & Vehicles	<u>1,108,859.10</u>
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TOTAL EQUIPMENT & VEHICLES 1,108,859.10

BUILDINGS & IMPROVEMENTS :

Buildings & Improvements	4,217,114.21
Accumulated Depreciation	<u>(3,059,175.53)</u>

TOTAL BUILDINGS & IMPROVEMENTS 1,157,938.68

TOTAL FIXED ASSETS & INVENTORY 5,575,736.73

OTHER ASSETS:

Land	290,953.47
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EASTERN CO SERV. FOR THE DEV DISABLED
Balance Sheet
as of November 30, 2019

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u><u>\$ 5,866,690.20</u></u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(231,151.76)	
Deferred Revenue	(30,958.23)	
Accrued Annual Leave	(183,461.63)	
Accrued Wages	<u>(164,898.00)</u>	
TOTAL CURRENT LIABILITIES		(610,469.62)
LONG TERM LIABILITIES:		
TOTAL LIABILITIES		(610,469.62)
CONTRIBUTED CAPITAL:		
Investments	<u>(49,825.01)</u>	
TOTAL CONTRIBUTED CAPITAL		(49,825.01)
SURPLUS:		
Operating (Retained Earnings)	<u>(5,124,431.64)</u>	
TOTAL SURPLUS		(5,124,431.64)
Equity	<u>(81,963.93)</u>	
TOTAL CURRENT OPERATION		<u>(81,963.93)</u>
TOTAL CAPITAL & SURPLUS		<u><u>\$(5,866,690.20)</u></u>

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 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	\$(2,550.29)	\$(10,525.97)	(0.3)	(0.3)
State Funds - Case Management	(3,393.67)	(16,968.35)	(0.5)	(0.4)
State Funds - Management Fee	(1,700.46)	(17,851.30)	(0.2)	(0.5)
State Funds - Early Intervention	(46,295.26)	(163,591.51)	(6.3)	(4.3)
State Funds - FSSP	(10,304.94)	(51,524.70)	(1.4)	(1.4)
State Funds - SLS	(9,734.99)	(48,674.95)	(1.3)	(1.3)
State Funds - Children's Man. Fee	(1,814.58)	(9,072.90)	(0.2)	(0.2)
Non-Medicaid Functions	(3,815.01)	(19,337.62)	(0.5)	(0.5)
State Funds EI CM	(15,211.25)	(86,248.06)	(2.1)	(2.3)
State Funds EI M&G	(8,920.95)	(57,877.60)	(1.2)	(1.5)
Eligibility Determination Revenue	0.00	(1,575.42)	0.0	0.0
EI Indirect Revenue	<u>(9,965.57)</u>	<u>(30,633.73)</u>	<u>(1.4)</u>	<u>(0.8)</u>
TOTAL REVENUES-GENERAL	(113,706.97)	(513,882.11)	(15.4)	(13.5)
REVENUES-STATE MEDICAID FUNDS				
Utilization Review/Assesment	(1,849.98)	(7,988.55)	(0.3)	(0.2)
Quality Assurance	(6,988.05)	(36,179.64)	(0.9)	(0.9)
EI TCM Revenue	(4,290.00)	(20,263.75)	(0.6)	(0.5)
Medicaid Waiver - TCM	(21,562.74)	(131,755.89)	(2.9)	(3.5)
Medicaid Waiver - Residential	(374,287.64)	(1,890,467.11)	(50.8)	(49.6)
Medicaid Waiver - Sp. Hab	(90,333.93)	(546,597.68)	(12.2)	(14.3)
Medicaid Waiver - Transportation	(18,576.48)	(109,476.69)	(2.5)	(2.9)
Medicaid Waiver - Behavior	(1,780.20)	(10,603.80)	(0.2)	(0.3)
Medicaid Waiver - SLS	(21,638.19)	(136,734.08)	(2.9)	(3.6)
Medicaid Waiver Supp. Employmen	(7,367.55)	(42,913.80)	(1.0)	(1.1)
Medicaid Waiver Childrens HCBS	(473.82)	(1,698.60)	(0.1)	0.0
Medicaid Waiver - Vision	(221.00)	(5,507.00)	0.0	(0.1)
Medicaid Waiver - Sp Medical	(1,484.00)	(7,380.00)	(0.2)	(0.2)
CES - Waiver	(4,699.88)	(18,307.92)	(0.6)	(0.5)
MW Rev Almar Residential	<u>0.00</u>	<u>(1,000.00)</u>	<u>0.0</u>	<u>0.0</u>
TOTAL REVENUES-STATE ME	(555,553.46)	(2,966,874.51)	(75.3)	(77.8)
REVENUES-ROOM & BOARD				
Client Room and Board	(49,746.00)	(246,172.27)	(6.7)	(6.5)

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2019

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL REVENUES-ROOM & B	(49,746.00)	(246,172.27)	(6.7)	(6.5)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(459.34)	(2,120.26)	(0.1)	(0.1)
Non-emergent Medical Revenue	(360.36)	(3,682.80)	0.0	(0.1)
Client Food Stamp Money	(1,932.96)	(10,095.12)	(0.3)	(0.3)
Misc. Donations	(40.00)	(133.82)	0.0	0.0
School Districts	(1,630.76)	(5,606.02)	(0.2)	(0.1)
Other/Misc.	(48.00)	(351.00)	0.0	0.0
Gain On Sale	0.00	(200.00)	0.0	0.0
State Nvp	(154.64)	(773.20)	0.0	0.0
TOTAL REVENUES-OTHER NO	(4,626.06)	(22,962.22)	(0.6)	(0.6)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	(2,640.00)	(2,808.85)	(0.4)	(0.1)
TOTAL REVENUES-PRIVATE P	(2,640.00)	(2,808.85)	(0.4)	(0.1)
REVENUES-WORKSHOPS:				
Revenues-Workshops	(7,576.05)	(40,406.93)	(1.0)	(1.1)
Kelandy Trophy Shop	(1,647.26)	(9,232.32)	(0.2)	(0.2)
Downtown Duds	(1,943.29)	(9,046.61)	(0.3)	(0.2)
TOTAL REVENUES-WORKSHO	(11,166.60)	(58,685.86)	(1.5)	(1.5)
TOTAL REVENUES	(737,439.09)	(3,811,385.82)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	41,949.56	208,654.54	5.7	5.6
Professional Salaries	64,413.27	310,684.10	8.8	8.3
Admin Asst. Salaries	18,817.95	83,604.95	2.6	2.2
Managers Salaries	51,614.41	240,283.46	7.1	6.4

EASTERN CO SERV. FOR THE DEV DISABLED

Income Statement

for the period ending November 30, 2019

	Current Period	Year to Date	M-T-D %	Y-T-D %
Direct Care Salaries	226,534.71	1,254,625.69	31.0	33.6
Housekeeping/Maint. Salaries	2,820.96	13,629.33	0.4	0.4
Transportation-Bus Driver Sal.	5,752.25	30,946.54	0.8	0.8
Other Salaries	0.00	14,898.00	0.0	0.4
Client-Salaries	1,588.72	9,716.34	0.2	0.3
Client-C.I.E.	1,217.78	6,656.95	0.2	0.2
Downtown Duds- Wages	765.90	4,173.20	0.1	0.1
F.I.C.A.	30,300.52	147,592.18	4.2	4.0
Health/Group Ins.	31,951.90	133,724.65	4.4	3.6
Unemployment Comp.	366.90	2,307.63	0.1	0.1
Workmans Compensation	22,218.94	94,250.71	3.0	2.5
Employee Physicals	25.04	1,469.02	0.0	0.0
Deferred Compensation	12,385.37	59,705.84	1.7	1.6
TOTAL SALARIES & BENEFITS	512,724.18	2,616,923.13	70.2	70.2
OPERATING EXPENSES:				
Dues & Subscriptions	0.00	8,956.73	0.0	0.2
Equipment Repairs/Maintenance	4,626.39	9,569.94	0.6	0.3
Telephone	5,926.06	32,140.81	0.8	0.9
Meetings & Conferences	845.50	4,031.61	0.1	0.1
Supplies	40,570.99	133,074.32	5.6	3.6
Contract Services	62,881.92	351,994.31	8.6	9.4
General Insurance	5,520.18	27,600.90	0.8	0.7
Equipment Depreciation	1,218.25	6,091.25	0.2	0.2
Mileage	2,718.26	8,601.63	0.4	0.2
Postage & Freight	14.31	3,069.31	0.0	0.1
Administration-Acctg & Audit	0.00	12,900.00	0.0	0.3
Administration-Legal Fees	226.00	1,646.00	0.0	0.0
Food Stamps	1,932.96	10,095.12	0.3	0.3
Miscellaneous	0.00	991.25	0.0	0.0
MW/SIs Waiver-Client Expenses	725.95	6,038.97	0.1	0.2
CES - Client Needs	2,877.00	17,091.97	0.4	0.5
Fssp-Special Reserve	3,791.05	28,035.44	0.5	0.8
Client-Sales Tax	0.00	475.26	0.0	0.0
Client-Recycling Exp.	0.00	98.80	0.0	0.0
Food	11,914.28	59,510.56	1.6	1.6
Medical/Dental	1,518.00	8,999.96	0.2	0.2
Medical/Dental Vision	370.00	5,493.00	0.1	0.1
Medical/Dental-Wipes	1,120.00	7,136.00	0.2	0.2

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending November 30, 2019

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
Purchased Services	<u>3,738.00</u>	<u>19,824.00</u>	0.5	<u>0.5</u>
TOTAL OPERATING EXPENSE	152,535.10	763,467.14	20.9	20.5
OCCUPANCY EXPENSE:				
Occup.-Depreciation	11,917.91	62,031.11	1.6	1.7
Occup.-Insurance	1,905.50	9,527.50	0.3	0.3
Occup.-Utilities	11,110.66	69,490.11	1.5	1.9
Occup.-Facility Maint./Repairs	12,695.67	51,989.07	1.7	1.4
Occup.-Rent	<u>1,629.00</u>	<u>8,185.00</u>	0.2	<u>0.2</u>
TOTAL OCCUPANCY EXPENS	39,258.74	201,222.79	5.4	5.4
TRANSPORTATION EXPENSE:				
Trans.-Depreciation	7,377.98	40,917.70	1.0	1.1
Trans.-Gas & Oil	10,166.17	67,890.67	1.4	1.8
Trans.-Maintenance & Repairs	3,953.96	23,355.12	0.5	0.6
Trans.-Insurance & License	<u>4,052.38</u>	<u>15,645.34</u>	0.6	<u>0.4</u>
TOTAL TRANSPORTATION EX	<u>25,550.49</u>	<u>147,808.83</u>	3.5	<u>4.0</u>
TOTAL EXPENDITURES	730,068.51	3,729,421.89	100.0	100.0
EXCESS (REVENUE)/LOSS	<u><u>\$(7,370.58)</u></u>	<u><u>\$(81,963.93)</u></u>	<u><u>(100.0)</u></u>	<u><u>(100.0)</u></u>

EASTERN CO SERV. FOR THE DEV DISABLED
Statement of Cash Flows
for the period ending November 30, 2019

	<u>Current Period</u>	<u>Year to Date</u>
Cash flows from operating activities :		
Net Income (Loss)	\$ 7,370.58	\$ 81,963.93
Adjustments to reconcile the change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	20,514.14	109,040.06
Decrease in Accounts Receivable	28,125.24	298,383.15
Increase in Inventory	(190.44)	(331.41)
Increase in Accounts Payable	<u>(37,090.19)</u>	<u>(212,519.10)</u>
Net cash provided by operations	18,729.33	276,536.63
Cash flows from investing activities :		
Increase in property and equipment	<u>0.00</u>	<u>(83,362.60)</u>
Net cash used by investing activitie	0.00	(83,362.60)
Cash flows from financing activities :		
Net Increase In Cash And Equivalentents	18,729.33	193,174.03
Cash and equivalentents At Beginning Of Period	<u>2,413,269.31</u>	<u>2,238,824.61</u>
Cash and equivalentents at end of period	<u>\$ 2,431,998.64</u>	<u>\$ 2,431,998.64</u>

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

CURRENT ASSETS:

Cash - Recycling	\$ 600.00
Key Bank	107,933.85
Client Checking Accounts	98,228.24
Farmer State Bank of Brush	47,520.97
Bank of Colorado - Sterling	282,988.18
Wray State Bank	204,509.97
Morgan Federal Bank	128,521.43
Wells Fargo Bank	508,538.25
Wells Fargo Money Mkt	326,233.94
Points West Community Bank	225,890.96
Equitable S & L Money Mkt	230,906.51
Bank of the West	203,844.20
TBK Bank Colorado	227,935.18
Accounts Receivable	885,046.03
Prepaid Expense	<u>41,689.52</u>

TOTAL CURRENT ASSETS

\$ 3,520,387.23

INVENTORY:

Inventory-Workshops	<u>8,408.48</u>
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TOTAL INVENTORY

8,408.48

FURNITURE & FIXTURES:

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

657.95

EQUIPMENT & VEHICLES:

Equipment & Vehicles	<u>1,108,859.10</u>
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TOTAL EQUIPMENT & VEHICLES

1,108,859.10

BUILDINGS & IMPROVEMENTS :

Buildings & Improvements	4,232,230.46
Accumulated Depreciation	<u>(3,079,689.67)</u>

TOTAL BUILDINGS & IMPROVEMENTS

1,152,540.79

TOTAL FIXED ASSETS & INVENTORY

5,790,853.55

OTHER ASSETS:

Land	290,953.47
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EASTERN CO SERV. FOR THE DEV DISABLED
 Balance Sheet
 as of December 31, 2019

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u>\$ 6,081,807.02</u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(290,835.20)	
Deferred Revenue	(183,391.35)	
Accrued Annual Leave	(183,461.63)	
Accrued Wages	<u>(164,898.00)</u>	
TOTAL CURRENT LIABILITIES		(822,586.18)
LONG TERM LIABILITIES:		
TOTAL LIABILITIES		(822,586.18)
CONTRIBUTED CAPITAL:		
Investments	<u>(49,825.01)</u>	
TOTAL CONTRIBUTED CAPITAL		(49,825.01)
SURPLUS:		
Operating (Retained Earnings)	<u>(5,124,431.64)</u>	
TOTAL SURPLUS		(5,124,431.64)
Equity	<u>(84,964.19)</u>	
TOTAL CURRENT OPERATION		<u>(84,964.19)</u>
TOTAL CAPITAL & SURPLUS		<u>\$(6,081,807.02)</u>

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending December 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	\$(2,013.18)	\$(12,539.15)	(0.3)	(0.3)
State Funds - Case Management	(3,393.67)	(20,362.02)	(0.5)	(0.4)
State Funds - Management Fee	(1,700.46)	(19,551.76)	(0.2)	(0.4)
State Funds - Early Intervention	(33,000.00)	(196,591.51)	(4.5)	(4.3)
State Funds - FSSP	(10,304.94)	(61,829.64)	(1.4)	(1.4)
State Funds - SLS	(9,734.99)	(58,409.94)	(1.3)	(1.3)
State Funds - Children's Man. Fee	(1,814.58)	(10,887.48)	(0.2)	(0.2)
Non-Medicaid Functions	(3,815.01)	(23,152.63)	(0.5)	(0.5)
State Funds EI CM	(15,000.00)	(101,248.06)	(2.0)	(2.2)
State Funds EI M&G	(11,000.00)	(68,877.60)	(1.5)	(1.5)
Eligibility Determination Revenue	0.00	(1,575.42)	0.0	0.0
EI Indirect Revenue	<u>(5,899.99)</u>	<u>(36,533.72)</u>	<u>(0.8)</u>	<u>(0.8)</u>
TOTAL REVENUES-GENERAL	(97,676.82)	(611,558.93)	(13.3)	(13.4)
REVENUES-STATE MEDICAID FUNDS				
Utilization Review/Assesment	(1,500.00)	(9,488.55)	(0.2)	(0.2)
Quality Assurance	(7,000.00)	(43,179.64)	(1.0)	(0.9)
EI TCM Revenue	(4,371.25)	(24,635.00)	(0.6)	(0.5)
Medicaid Waiver - TCM	(24,089.88)	(155,845.77)	(3.3)	(3.4)
Medicaid Waiver - Residential	(379,783.26)	(2,270,250.37)	(51.6)	(49.9)
Medicaid Waiver - Sp. Hab	(97,691.38)	(644,289.06)	(13.3)	(14.2)
Medicaid Waiver - Transportation	(19,882.89)	(129,359.58)	(2.7)	(2.8)
Medicaid Waiver - Behavior	(2,089.80)	(12,693.60)	(0.3)	(0.3)
Medicaid Waiver - SLS	(25,829.43)	(162,563.51)	(3.5)	(3.6)
Medicaid Waiver Supp. Employmen	(7,359.54)	(50,273.34)	(1.0)	(1.1)
Medicaid Waiver Childrens HCBS	(232.44)	(1,931.04)	0.0	0.0
Medicaid Waiver - Vision	(803.00)	(6,310.00)	(0.1)	(0.1)
Medicaid Waiver - Sp Medical	(1,440.00)	(8,820.00)	(0.2)	(0.2)
CES - Waiver	(1,956.84)	(20,264.76)	(0.3)	(0.4)
MW Rev Almar Residential	<u>0.00</u>	<u>(1,000.00)</u>	<u>0.0</u>	<u>0.0</u>
TOTAL REVENUES-STATE ME	(574,029.71)	(3,540,904.22)	(77.9)	(77.9)
REVENUES-ROOM & BOARD				
Client Room and Board	(49,051.00)	(295,223.27)	(6.7)	(6.5)

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

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL REVENUES-ROOM & B	(49,051.00)	(295,223.27)	(6.7)	(6.5)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(498.11)	(2,618.37)	(0.1)	(0.1)
Non-emergent Medical Revenue	(329.56)	(4,012.36)	0.0	(0.1)
Client Food Stamp Money	(2,071.75)	(12,166.87)	(0.3)	(0.3)
Misc. Donations	(2,914.41)	(3,048.23)	(0.4)	(0.1)
School Districts	(1,241.38)	(6,847.40)	(0.2)	(0.2)
Other/Misc.	0.00	(351.00)	0.0	0.0
Gain On Sale	0.00	(200.00)	0.0	0.0
State Nvp	<u>(154.64)</u>	<u>(927.84)</u>	<u>0.0</u>	<u>0.0</u>
TOTAL REVENUES-OTHER NO	(7,209.85)	(30,172.07)	(1.0)	(0.7)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	<u>(26.40)</u>	<u>(2,835.25)</u>	<u>0.0</u>	<u>(0.1)</u>
TOTAL REVENUES-PRIVATE P	(26.40)	(2,835.25)	0.0	(0.1)
REVENUES-WORKSHOPS:				
Revenues-Workshops	(4,150.85)	(44,557.78)	(0.6)	(1.0)
Kelandy Trophy Shop	(2,411.52)	(11,643.84)	(0.3)	(0.3)
Downtown Duds	<u>(2,112.03)</u>	<u>(11,158.64)</u>	<u>(0.3)</u>	<u>(0.2)</u>
TOTAL REVENUES-WORKSHO	(8,674.40)	(67,360.26)	(1.2)	(1.5)
TOTAL REVENUES	(736,668.18)	(4,548,054.00)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	42,431.42	251,085.96	5.8	5.6
Professional Salaries	66,566.59	377,250.69	9.1	8.5
Admin Asst. Salaries	17,687.59	101,292.54	2.4	2.3
Managers Salaries	46,639.29	286,922.75	6.4	6.4

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

	Current Period	Year to Date	M-T-D %	Y-T-D %
Direct Care Salaries	247,752.82	1,502,378.51	33.8	33.7
Housekeeping/Maint. Salaries	3,143.37	16,772.70	0.4	0.4
Transportation-Bus Driver Sal.	4,918.51	35,865.05	0.7	0.8
Other Salaries	0.00	14,898.00	0.0	0.3
Client-Salaries	1,387.40	11,103.74	0.2	0.2
Client-C.I.E.	1,259.16	7,916.11	0.2	0.2
Downtown Duds- Wages	591.27	4,764.47	0.1	0.1
F.I.C.A.	31,681.64	179,273.82	4.3	4.0
Health/Group Ins.	29,711.12	163,435.77	4.0	3.7
Unemployment Comp.	346.00	2,653.63	0.0	0.1
Workmans Compensation	19,350.60	113,601.31	2.6	2.5
Employee Physicals	140.00	1,609.02	0.0	0.0
Deferred Compensation	12,670.95	72,376.79	1.7	1.6
TOTAL SALARIES & BENEFITS	526,277.73	3,143,200.86	71.7	70.4
OPERATING EXPENSES:				
Dues & Subscriptions	2,483.49	11,440.22	0.3	0.3
Equipment Repairs/Maintenance	4,941.82	14,511.76	0.7	0.3
Telephone	6,580.23	38,721.04	0.9	0.9
Meetings & Conferences	833.72	4,865.33	0.1	0.1
Supplies	24,767.66	157,841.98	3.4	3.5
Contract Services	72,525.86	424,520.17	9.9	9.5
General Insurance	5,520.18	33,121.08	0.8	0.7
Equipment Depreciation	1,218.25	7,309.50	0.2	0.2
Mileage	1,290.17	9,891.80	0.2	0.2
Postage & Freight	0.00	3,069.31	0.0	0.1
Administration-Acctg & Audit	0.00	12,900.00	0.0	0.3
Administration-Legal Fees	0.00	1,646.00	0.0	0.0
Food Stamps	2,071.75	12,166.87	0.3	0.3
Miscellaneous	0.00	991.25	0.0	0.0
MW/SIs Waiver-Client Expenses	1,316.67	7,355.64	0.2	0.2
CES - Client Needs	1,567.00	18,658.97	0.2	0.4
Fssp-Special Reserve	4,249.12	32,284.56	0.6	0.7
Client-Sales Tax	604.21	1,079.47	0.1	0.0
Client-Recycling Exp.	0.00	98.80	0.0	0.0
Food	11,841.84	71,352.40	1.6	1.6
Medical/Dental	1,902.00	10,901.96	0.3	0.2
Medical/Dental Vision	789.00	6,282.00	0.1	0.1
Medical/Dental-Wipes	1,496.00	8,632.00	0.2	0.2

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

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
Purchased Services	<u>3,934.00</u>	<u>23,758.00</u>	0.5	0.5
TOTAL OPERATING EXPENSE	149,932.97	913,400.11	20.4	20.5
OCCUPANCY EXPENSE:				
Occup.-Depreciation	11,917.91	73,949.02	1.6	1.7
Occup.-Insurance	1,905.50	11,433.00	0.3	0.3
Occup.-Utilities	11,151.71	80,641.82	1.5	1.8
Occup.-Facility Maint./Repairs	7,773.97	59,763.04	1.1	1.3
Occup.-Rent	<u>1,629.00</u>	<u>9,814.00</u>	<u>0.2</u>	<u>0.2</u>
TOTAL OCCUPANCY EXPENS	34,378.09	235,600.88	4.7	5.3
TRANSPORTATION EXPENSE:				
Trans.-Depreciation	7,377.98	48,295.68	1.0	1.1
Trans.-Gas & Oil	11,854.66	79,745.33	1.6	1.8
Trans.-Maintenance & Repairs	216.02	23,571.14	0.0	0.5
Trans.-Insurance & License	<u>3,630.47</u>	<u>19,275.81</u>	<u>0.5</u>	<u>0.4</u>
TOTAL TRANSPORTATION EX	<u>23,079.13</u>	<u>170,887.96</u>	<u>3.1</u>	<u>3.8</u>
TOTAL EXPENDITURES	733,667.92	4,463,089.81	100.0	100.0
EXCESS (REVENUE)/LOSS	<u><u>\$(3,000.26)</u></u>	<u><u>\$(84,964.19)</u></u>	<u><u>(100.0)</u></u>	<u><u>(100.0)</u></u>

EASTERN CO SERV. FOR THE DEV DISABLED
Statement of Cash Flows
for the period ending December 31, 2019

	<u>Current Period</u>	<u>Year to Date</u>
Cash flows from operating activities :		
Net Income (Loss)	\$ 3,000.26	\$ 84,964.19
Adjustments to reconcile the change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	20,514.14	129,554.20
Decrease in Accounts Receivable	(58,830.67)	239,552.48
Increase in Inventory	(31.00)	(362.41)
Increase in Accounts Payable	<u>212,116.56</u>	<u>(402.54)</u>
Net cash provided by operations	176,769.29	453,305.92
Cash flows from investing activities :		
Increase in property and equipment	<u>(15,116.25)</u>	<u>(98,478.85)</u>
Net cash used by investing activitie	(15,116.25)	(98,478.85)
Cash flows from financing activities :		
Net Increase In Cash And Equivalents	161,653.04	354,827.07
Cash and equivalents At Beginning Of Period	<u>2,431,998.64</u>	<u>2,238,824.61</u>
Cash and equivalents at end of period	<u>\$ 2,593,651.68</u>	<u>\$ 2,593,651.68</u>