

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

RECYCLING CASH ON HAND:	\$600.00
KEY BANK STERLING:	\$117,789.10
CLIENT CHECKING	\$86,787.24
FARMERS STATE BANK OF BRUSH	\$25,918.08
BANK OF COLORADO STERLING	\$104,196.98
WRAY STATE BANK	\$203,615.87
MORGAN FEDERAL BANK	\$198,071.77
WELLS FARGO BANK	\$314,129.34
WELLS FARGO MONEY MARKET	\$225,954.48
POINTS WEST BANK	\$154,789.13
EQUITABLE S&L MONEY MARKET:	\$230,400.40
BANK OF THE WEST	\$193,338.39
TBK Bank	\$226,972.88
ACCOUNTS RECEIVABLE ALL ACCOUNTS:	\$819,580.92
PREPAID INSURANCE	\$41,401.61
WORKSHOP INVENTORY ON HAND:	\$8,354.38
<b>CURRENT ASSETS</b>	<b>\$2,951,900.57</b>
<b>CURRENT LIABILITIES:</b>	<b>\$697,917.02</b>
<b>TOTAL NET WORKING CAPITAL</b>	<b>\$2,253,983.55</b>

**EASTERN COLORADO SERVICES**  
**for the Developmentally Disabled, Inc.**  
MONTHLY FINANCIAL REPORT FOR:  
September 30, 2018  
25% of Year

PROGRAM	EXPENSES TO DATE	ANNUAL BUDGET	% OF EXPENSE PER BUDGET	REVENUE PER BUDGET	% of EXPENSE PER REVENUE
EARLY INT/PART C/TRUST	145903.31	826272.06	18%	572144.00	26%
SLS MW/CES	113091.92	415637.00	27%	334437.00	34%
SLS STATE	25928.18	147780.00	18%	102546.00	25%
FSSP	25536.44	121265.00	21%	131920.00	19%
COMPREHENSIVE	1601852.86	6397028.00	25%	6646035.00	24%
ADMINISTRATION **	112496.05	516140.00	22%	423608.00	27%
ADULT CASE MGMT	150454.46	673005.00	22%	592401.00	25%
<b>TOTAL ALL PROGRAMS:</b>	<b>2175263.22</b>	<b>9097127.06</b>	<b>24%</b>	<b>8803091.00</b>	<b>25%</b>
<b>WORKSHOP CONTRACTS:</b>	Expense	vs. Revenue	Excess (Revenue) or Loss		
<b>Total</b>	<b>27,947.23</b>		<b>27,513.04</b>	<b>434.19</b>	
<b>Miscellaneous Funds:</b>					
NVP/HUD					
<b>TOTAL ALL EXPENSES:</b>	<b>\$2,203,210.45</b>				
<b>TOTAL ALL REVENUE:</b>	<b>\$2,119,712.79</b>				
<b>YTD EXCESS (REVENUE)/LOSS:</b>	<b>\$83,497.66</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 September 30, 2018

CURRENT ASSETS:		
Cash - Recycling	\$ 600.00	
Key Bank	117,789.10	
Client Checking Accounts	86,787.24	
Farmer State Bank of Brush	25,918.08	
Bank of Colorado - Sterling	104,196.98	
Wray State Bank	203,615.87	
Morgan Federal Bank	198,071.77	
Wells Fargo Bank	314,129.34	
Wells Fargo Money Mkt	225,954.48	
Points West Community Bank	154,789.13	
Equitable S & L Money Mkt	230,400.40	
Bank of the West	193,338.39	
TBK Bank Colorado	226,972.88	
Accounts Receivable	819,580.92	
Prepaid Expense	<u>41,401.61</u>	
 TOTAL CURRENT ASSETS		 \$ 2,943,546.19
INVENTORY:		
Inventory-Workshops	<u>8,354.38</u>	
 TOTAL INVENTORY		 8,354.38
FURNITURE & FIXTURES:		
Furniture & Fixtures	<u>657.95</u>	
 TOTAL FURNITURE & FIXTURES		 657.95
EQUIPMENT & VEHICLES:		
Equipment & Vehicles	<u>1,083,142.34</u>	
 TOTAL EQUIPMENT & VEHICLES		 1,083,142.34
BUILDINGS & IMPROVEMENTS :		
Buildings & Improvements	4,119,249.55	
Accumulated Depreciation	<u>(2,838,431.05)</u>	
 TOTAL BUILDINGS & IMPROVEMENTS		 <u>1,280,818.50</u>
 TOTAL FIXED ASSETS & INVENTORY		 5,316,519.36
OTHER ASSETS:		
Land	290,953.47	

EASTERN CO SERV. FOR THE DEV DISABLED  
 Balance Sheet  
 as of September 30, 2018

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u><u>\$ 5,607,472.83</u></u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(267,555.55)	
Deferred Revenue	(26,962.07)	
Accrued Annual Leave	(203,399.39)	
MassMutual 5%	(0.01)	
Accrued Wages	<u>(200,000.00)</u>	
TOTAL CURRENT LIABILITIES		(697,917.02)
LONG TERM LIABILITIES:		
TOTAL LIABILITIES		(697,917.02)
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>83,497.66</u>	
TOTAL CURRENT OPERATION		<u>83,497.66</u>
TOTAL CAPITAL & SURPLUS		<u><u>\$(5,607,472.83)</u></u>

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

	<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	\$(1,715.45)	\$(4,180.22)	(0.2)	(0.2)
State Funds - Case Management	(3,405.37)	(10,391.61)	(0.5)	(0.5)
State Funds - Management Fee	(1,700.46)	(5,271.61)	(0.2)	(0.2)
State Funds - Early Intervention	(27,338.70)	(75,740.20)	(4.0)	(3.6)
State Funds - FSSP	(10,105.38)	(30,316.14)	(1.5)	(1.4)
State Funds - SLS	(9,734.99)	(30,164.34)	(1.4)	(1.4)
State Funds - Children's Man. Fee	(1,786.40)	(5,359.20)	(0.3)	(0.3)
Non-Medicaid Functions	(3,854.87)	(11,564.61)	(0.6)	(0.5)
State Funds EI CM	(11,630.40)	(22,018.74)	(1.7)	(1.0)
State Funds EI M&G	(4,734.40)	(8,386.74)	(0.7)	(0.4)
Eligibility Determination Revenue	(1,039.88)	(2,079.76)	(0.2)	(0.1)
EI Indirect Revenue	<u>(12,757.10)</u>	<u>(19,001.31)</u>	<u>(1.9)</u>	<u>(0.9)</u>
<b>TOTAL REVENUES-GENERAL</b>	(89,803.40)	(224,474.48)	(13.1)	(10.6)
<b>REVENUES-STATE MEDICAID FUNDS</b>				
Utilization Review/Assesment	(1,914.98)	(4,579.30)	(0.3)	(0.2)
Quality Assurance	(7,258.58)	(21,592.94)	(1.1)	(1.0)
Medicaid Waiver - TCM	(35,782.50)	(110,093.75)	(5.2)	(5.2)
Medicaid Waiver - Residential	(346,289.77)	(1,069,003.96)	(50.4)	(50.4)
Medicaid Waiver - Sp. Hab	(83,045.41)	(279,884.66)	(12.1)	(13.2)
Medicaid Waiver - Transportation	(19,281.64)	(64,274.32)	(2.8)	(3.0)
Medicaid Waiver - Behavior	(1,736.72)	(4,571.66)	(0.3)	(0.2)
Medicaid Waiver - SLS	(31,635.11)	(100,793.84)	(4.6)	(4.8)
Medicaid Waiver Supp. Employmen	(8,486.29)	(31,601.50)	(1.2)	(1.5)
Medicaid Waiver Childrens HCBS	(354.00)	(946.95)	(0.1)	0.0
Medicaid Waiver - Vision	(487.00)	(2,475.00)	(0.1)	(0.1)
Medicaid Waiver - Sp Medical	(750.00)	(2,590.00)	(0.1)	(0.1)
CES - Waiver	<u>(3,325.72)</u>	<u>(11,690.10)</u>	<u>(0.5)</u>	<u>(0.6)</u>
<b>TOTAL REVENUES-STATE ME</b>	(540,347.72)	(1,704,097.98)	(78.6)	(80.4)
<b>REVENUES-DEPT. OF ED PART C</b>				
Part C Service Coordinator	4,290.84	0.00	0.6	0.0
Part C Management & General	1,938.84	0.00	0.3	0.0
Part C Indirect	622.96	0.00	0.1	0.0

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

	Current Period	Year to Date	M-T-D %	Y-T-D %
TOTAL REVENUES-DEPT. OF	\$ 6,852.64	\$ 0.00	1.0	0.0
REVENUES-ROOM & BOARD				
Client Room and Board	(48,067.00)	(143,524.00)	(7.0)	(6.8)
TOTAL REVENUES-ROOM & B	(48,067.00)	(143,524.00)	(7.0)	(6.8)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(357.72)	(831.40)	(0.1)	0.0
Non-emergent Medical Revenue	(606.56)	(2,037.05)	(0.1)	(0.1)
Client Food Stamp Money	(2,259.06)	(7,429.19)	(0.3)	(0.4)
Misc. Donations	(1,777.00)	(2,027.00)	(0.3)	(0.1)
School Districts	(1,684.01)	(3,726.77)	(0.2)	(0.2)
Other/Misc.	(358.25)	(539.50)	(0.1)	0.0
Insurance Monies	0.00	(2,761.96)	0.0	(0.1)
State Nvp	(154.64)	(463.92)	0.0	0.0
TOTAL REVENUES-OTHER NO	(7,197.24)	(19,816.79)	(1.0)	(0.9)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	(86.70)	(286.50)	0.0	0.0
TOTAL REVENUES-PRIVATE P	(86.70)	(286.50)	0.0	0.0
REVENUES-WORKSHOPS:				
Revenues-Workshops	(3,335.69)	(19,386.25)	(0.5)	(0.9)
Kelandy Trophy Shop	(4,673.42)	(6,256.14)	(0.7)	(0.3)
Downtown Duds	(552.58)	(1,870.65)	(0.1)	(0.1)
TOTAL REVENUES-WORKSHO	(8,561.69)	(27,513.04)	(1.2)	(1.3)

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

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL REVENUES	(687,211.11)	(2,119,712.79)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	43,911.64	128,912.68	6.3	5.9
Professional Salaries	59,045.79	168,101.72	8.5	7.6
Admin Asst. Salaries	13,304.60	40,808.79	1.9	1.9
Managers Salaries	52,696.32	134,114.40	7.6	6.1
Direct Care Salaries	218,209.69	826,322.02	31.4	37.5
Transportation Salaries	6,146.78	17,643.50	0.9	0.8
Client-Salaries	2,388.14	7,757.02	0.3	0.4
Client-C.I.E.	632.98	2,180.34	0.1	0.1
Downtown Duds- Wages	325.20	996.79	0.0	0.0
F.I.C.A.	28,809.40	82,603.06	4.1	3.7
Health/Group Ins.	34,492.78	80,535.07	5.0	3.7
Unemployment Comp.	487.11	1,447.70	0.1	0.1
Workmans Compensation	13,862.00	44,073.49	2.0	2.0
Employee Physicals	439.00	509.00	0.1	0.0
Deferred Compensation	<u>12,384.58</u>	<u>35,116.57</u>	<u>1.8</u>	<u>1.6</u>
TOTAL SALARIES & BENEFITS	487,136.01	1,571,122.15	70.1	71.3
OPERATING EXPENSES:				
Dues & Subscriptions	74.00	3,900.01	0.0	0.2
Equipment Repairs/Maintenance	2,362.47	6,392.84	0.3	0.3
Telephone	10,066.05	23,927.74	1.4	1.1
Meetings & Conferences	1,501.86	5,001.03	0.2	0.2
Supplies	22,323.22	66,213.90	3.2	3.0
Contract Services	59,666.11	184,821.93	8.6	8.4
General Insurance	4,913.65	14,740.95	0.7	0.7
Equipment Depreciation	2,269.03	6,720.99	0.3	0.3
Mileage	2,611.78	5,647.73	0.4	0.3
Postage & Freight	29.19	1,251.19	0.0	0.1
Administration-Acctg & Audit	0.00	800.00	0.0	0.0
Administration-Legal Fees	1,770.00	2,380.00	0.3	0.1
Food Stamps	2,259.06	7,429.19	0.3	0.3
Miscellaneous	1,017.41	1,017.41	0.1	0.0
MW/Sl's Waiver-Client Expenses	3,083.28	6,887.18	0.4	0.3
CES - Client Needs	2,387.50	12,420.06	0.3	0.6
Fssp-Special Reserve	6,517.21	25,536.44	0.9	1.2

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

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
Client-Sales Tax	287.76	287.76	0.0	0.0
Client-Recycling Exp.	0.00	153.60	0.0	0.0
Food	12,537.84	33,748.28	1.8	1.5
Medical/Dental	1,646.00	4,088.00	0.2	0.2
Medical/Dental Vision	905.50	2,305.00	0.1	0.1
Medical/Dental-Wipes	600.47	2,440.23	0.1	0.1
Purchased Services	<u>4,522.00</u>	<u>15,281.00</u>	<u>0.7</u>	<u>0.7</u>
 TOTAL OPERATING EXPENSE	 143,351.39	 433,392.46	 20.6	 19.7
 OCCUPANCY EXPENSE:				
Occup.-Depreciation	12,811.02	38,229.94	1.8	1.7
Occup.-Insurance	1,825.76	5,477.28	0.3	0.2
Occup.-Utilities	15,936.28	45,776.90	2.3	2.1
Occup.-Facility Maint./Repairs	9,947.09	29,789.31	1.4	1.4
Occup.-Rent	<u>2,626.00</u>	<u>5,768.00</u>	<u>0.4</u>	<u>0.3</u>
 TOTAL OCCUPANCY EXPENS	 43,146.15	 125,041.43	 6.2	 5.7
 TRANSPORTATION EXPENSE:				
Trans.-Depreciation	7,870.18	23,038.01	1.1	1.0
Trans.-Gas & Oil	14,723.17	47,362.55	2.1	2.1
Trans.-Maintenance & Repairs	(2,699.83)	(233.53)	(0.4)	0.0
Trans.-Insurance & License	<u>1,551.20</u>	<u>3,487.38</u>	<u>0.2</u>	<u>0.2</u>
 TOTAL TRANSPORTATION EX	 <u>21,444.72</u>	 <u>73,654.41</u>	 <u>3.1</u>	 <u>3.3</u>
 TOTAL EXPENDITURES	 695,078.27	 2,203,210.45	 100.0	 100.0
EXCESS (REVENUE)/LOSS	<u>\$ 7,867.16</u>	<u>\$ 83,497.66</u>	<u>100.0</u>	<u>100.0</u>



EASTERN CO SERV. FOR THE DEV DISABLED  
Statement of Cash Flows  
for the period ending September 30, 2018

	<u>Current Period</u>	<u>Year to Date</u>
Cash flows from operating activities :		
Net Income (Loss)	\$(7,867.16)	\$(83,497.66)
Adjustments to reconcile the change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	22,950.23	67,988.94
Decrease in Accounts Receivable	22,536.13	43,883.96
Decrease in Inventory	101.38	408.32
Increase in Accounts Payable	<u>29,686.05</u>	<u>(149,940.05)</u>
Net cash provided by operations	67,406.63	(121,156.49)
Cash flows from investing activities :		
Increase in property and equipment	<u>(11,300.00)</u>	<u>(69,528.40)</u>
Net cash used by investing activitie	(11,300.00)	(69,528.40)
Cash flows from financing activities :		
Net Increase In Cash And Equivalents	56,106.63	(190,684.89)
Cash and equivalents At Beginning Of Period	<u>2,026,457.03</u>	<u>2,273,248.55</u>
Cash and equivalents at end of period	<u><u>\$ 2,082,563.66</u></u>	<u><u>\$ 2,082,563.66</u></u>