

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
September 30, 2017

RECYCLING CASH ON HAND:	\$600.00
KEY BANK STERLING:	\$119,661.13
CLIENT CHECKING	\$91,292.98
FARMERS STATE BANK OF BRUSH	\$67,780.02
BANK OF COLORADO STERLING	\$184,669.08
WRAY STATE BANK	\$204,903.15
MORGAN FEDERAL BANK	\$199,679.57
WELLS FARGO BANK	\$212,291.64
WELLS FARGO MONEY MARKET	\$225,746.52
POINTS WEST BANK	\$156,130.80
EQUITABLE S&L MONEY MARKET:	\$233,169.44
BANK OF THE WEST	\$195,144.76
NORTHSTAR BANK	\$226,640.15
ACCOUNTS RECEIVABLE ALL ACCOUNTS:	\$938,225.14
PREPAID INSURANCE	\$28,948.82
WORKSHOP INVENTORY ON HAND:	\$7,414.49
CURRENT ASSETS	<u>\$3,092,297.69</u>
CURRENT LIABILITIES:	\$442,773.66
TOTAL NET WORKING CAPITAL	<u><u>\$2,649,524.03</u></u>

EASTERN COLORADO SERVICES
for the Developmentally Disabled, Inc.
MONTHLY FINANCIAL REPORT FOR:
September 30, 2017
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	153111.05		536096.42	29%	572144.00	27%
SLS MW/CES	96707.00		380671.00	25%	334437.00	29%
SLS STATE	29407.84		142649.00	21%	102546.00	29%
FSSP	29703.19		122331.58	24%	131920.00	23%
COMPREHENSIVE	1456116.11		6435636.00	23%	6646035.00	22%
ADMINISTRATION **	117494.03		509042.00	23%	423608.00	28%
ADULT CASE MGMT	147312.34		637253.00	23%	592401.00	25%
TOTAL ALL PROGRAMS:	2029851.56		8763679.00	23%	8803091.00	23%

WORKSHOP CONTRACTS:	Expense	vs.	Revenue	Excess (Revenue) or Loss
Downtown Duds	1687.55		0.00	1687.55
Other Workshop Contracts	14618.10		20459.71	(5841.61)
	0.00		0.00	0.00

Miscellaneous Funds:
NVP/HUD

TOTAL ALL EXPENSES: \$2,046,157.21

TOTAL ALL REVENUE: \$2,144,873.56

YTD EXCESS (REVENUE)/LOSS: (\$98,716.35)

** 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, 2017

CURRENT ASSETS:

Cash - Recycling	\$ 600.00
Key Bank	119,670.97
Client Checking Accounts	91,292.98
Farmer State Bank of Brush	67,780.02
Bank of Colorado - Sterling	184,669.08
Wray State Bank	204,903.15
Morgan Federal Bank	199,679.57
Wells Fargo Bank	212,291.64
Wells Fargo Money Mkt	225,746.52
Points West Community Bank	156,130.80
Equitable S & L Money Mkt	233,169.44
Bank of the West	195,144.76
Northstar Bank Colorado	226,640.15
Accounts Receivable	938,225.14
Prepaid Expense	<u>28,948.82</u>

TOTAL CURRENT ASSETS

\$ 3,084,893.04

INVENTORY:

Inventory-Workshops	<u>7,414.49</u>
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TOTAL INVENTORY

7,414.49

FURNITURE & FIXTURES:

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

657.95

EQUIPMENT & VEHICLES:

Equipment & Vehicles	<u>1,122,327.95</u>
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TOTAL EQUIPMENT & VEHICLES

1,122,327.95

BUILDINGS & IMPROVEMENTS :

Buildings & Improvements	4,049,270.85
Accumulated Depreciation	<u>(2,749,081.30)</u>

TOTAL BUILDINGS & IMPROVEMENTS

1,300,189.55

TOTAL FIXED ASSETS & INVENTORY

5,515,482.98

OTHER ASSETS:

Land	290,953.47
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EASTERN CO SERV. FOR THE DEV DISABLED
Balance Sheet
as of September 30, 2017

TOTAL OTHER ASSETS		<u>\$ 290,953.47</u>
TOTAL ASSETS		<u>\$ 5,806,436.45</u>
CURRENT LIABILITIES:		
A/P & Curr. Liab.	(253,846.12)	
Accrued Annual Leave	<u>(188,927.54)</u>	
TOTAL CURRENT LIABILITIES		(442,773.66)
LONG TERM LIABILITIES:		
TOTAL LIABILITIES		(442,773.66)
CONTRIBUTED CAPITAL:		
Investments	<u>(49,825.01)</u>	
TOTAL CONTRIBUTED CAPITAL		(49,825.01)
SURPLUS:		
Operating (Retained Earnings)	<u>(5,215,121.43)</u>	
TOTAL SURPLUS		(5,215,121.43)
Equity	<u>(98,716.35)</u>	
TOTAL CURRENT OPERATION		<u>(98,716.35)</u>
TOTAL CAPITAL & SURPLUS		<u>\$ (5,806,436.45)</u>

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending September 30, 2017

	Current Period	Year to Date	M-T-D %	Y-T-D %
REVENUES-STATE GENERAL FUND				
Revenues-State General Fund	\$(1,114.92)	\$(4,190.11)	(0.2)	(0.2)
State Of Colo. Pasaar	0.00	(204.65)	0.0	0.0
State Funds - Case Management	(3,754.48)	(11,053.18)	(0.5)	(0.5)
State Funds - Management Fee	(2,185.91)	(6,093.59)	(0.3)	(0.3)
State Funds - Early Intervention	(26,048.00)	(85,122.75)	(3.8)	(4.0)
State Funds - FSSP	(10,194.00)	(30,582.30)	(1.5)	(1.4)
State Funds - SLS	(12,612.68)	(34,953.96)	(1.8)	(1.6)
State Funds - Children's Man. Fee	(1,798.32)	(5,394.96)	(0.3)	(0.3)
Non-Medicaid Functions	0.00	(46,650.68)	0.0	(2.2)
State Funds EI CM	(5,194.17)	(15,582.51)	(0.8)	(0.7)
State Funds EI M&G	(1,826.17)	(5,478.51)	(0.3)	(0.3)
Eligibility Determination Revenue	(514.80)	(2,059.20)	(0.1)	(0.1)
EI Indirect Revenue	(4,576.46)	(10,627.80)	(0.7)	(0.5)
TOTAL REVENUES-GENERAL	(69,819.91)	(257,994.20)	(10.2)	(12.0)
REVENUES-STATE MEDICAID FUNDS				
Utilization Review/Assesment	(1,978.56)	(10,583.70)	(0.3)	(0.5)
Quality Assurance	(7,137.36)	(15,891.22)	(1.0)	(0.7)
Medicaid Waiver - TCM	(40,069.66)	(122,345.93)	(5.9)	(5.7)
Medicaid Waiver - Residential	(347,035.78)	(1,050,709.15)	(50.7)	(49.0)
Medicaid Waiver - Sp. Hab	(87,279.81)	(282,285.58)	(12.8)	(13.2)
Medicaid Waiver - Transportation	(19,137.21)	(60,430.78)	(2.8)	(2.8)
Medicaid Waiver - Behavior	(1,719.99)	(4,984.56)	(0.3)	(0.2)
Medicaid Waiver - SLS	(30,861.73)	(92,820.58)	(4.5)	(4.3)
Medicaid Waiver Supp. Employmen	(11,548.00)	(34,231.84)	(1.7)	(1.6)
Medicaid Waiver Childrens HCBS	(224.64)	(535.68)	0.0	0.0
Medicaid Waiver - Vision	(992.00)	(4,106.00)	(0.1)	(0.2)
Medicaid Waiver - Sp Medical	(744.00)	(1,585.00)	(0.1)	(0.1)
CES - Waiver	(2,245.99)	(7,355.03)	(0.3)	(0.3)
TOTAL REVENUES-STATE ME	(550,974.73)	(1,687,865.05)	(80.6)	(78.7)
REVENUES-DEPT. OF ED PART C				
Part C Service Coordinator	(2,145.42)	(10,243.71)	(0.3)	(0.5)
Part C Management & General	(969.42)	(2,908.26)	(0.1)	(0.1)
Part C Indirect	310.75	(1,059.43)	0.0	0.0

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending September 30, 2017

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
TOTAL REVENUES-DEPT. OF	(2,804.09)	(14,211.40)	(0.4)	(0.7)
REVENUES-ROOM & BOARD				
Client Room and Board	<u>(46,340.00)</u>	<u>(138,305.28)</u>	<u>(6.8)</u>	<u>(6.4)</u>
TOTAL REVENUES-ROOM & B	(46,340.00)	(138,305.28)	(6.8)	(6.4)
REVENUES-OTHER NON SPECIFIED FUNDS				
Revenues-Other Non Specified	(170.84)	(723.57)	0.0	0.0
Non-emergent Medical Revenue	(520.22)	(1,073.12)	(0.1)	(0.1)
Client Food Stamp Money	(2,620.07)	(8,576.26)	(0.4)	(0.4)
Misc. Donations	0.00	(564.00)	0.0	0.0
School Districts	(1,004.50)	(2,972.51)	(0.1)	(0.1)
Other/Misc.	(2,930.37)	(3,554.37)	(0.4)	(0.2)
Gain On Sale	0.00	(2,850.00)	0.0	(0.1)
Insurance Monies	(95.00)	(3,120.52)	0.0	(0.1)
State Nvp	<u>(154.64)</u>	<u>(463.92)</u>	<u>0.0</u>	<u>0.0</u>
TOTAL REVENUES-OTHER NO	(7,495.64)	(23,898.27)	(1.1)	(1.1)
REVENUES-PRIVATE PAY FUNDS				
Day Program Private Pay	<u>(816.95)</u>	<u>(2,139.65)</u>	<u>(0.1)</u>	<u>(0.1)</u>
TOTAL REVENUES-PRIVATE P	(816.95)	(2,139.65)	(0.1)	(0.1)
REVENUES-WORKSHOPS:				
Revenues-Workshops	<u>(5,726.07)</u>	<u>(20,459.71)</u>	<u>(0.8)</u>	<u>(1.0)</u>
TOTAL REVENUES-WORKSHO	(5,726.07)	(20,459.71)	(0.8)	(1.0)

EASTERN CO SERV. FOR THE DEV DISABLED

Income Statement

for the period ending September 30, 2017

	Current Period	Year to Date	M-T-D %	Y-T-D %
TOTAL REVENUES	\$(683,977.39)	\$(2,144,873.56)	(100.0)	(100.0)
EXPENSES-SALARIES & BENEFITS:				
Directors Salaries	43,235.36	128,900.27	6.2	6.3
Professional Salaries	51,169.68	160,818.27	7.3	7.9
Admin Asst. Salaries	13,016.73	39,607.66	1.9	1.9
Managers Salaries	48,893.37	135,407.67	7.0	6.6
Direct Care Salaries	219,398.59	620,352.41	31.5	30.3
Transportation Salaries	5,685.69	16,876.73	0.8	0.8
Client-Salaries	2,033.93	6,471.47	0.3	0.3
Client-C.I.E.	1,117.58	2,598.44	0.2	0.1
F.I.C.A.	27,585.04	79,668.40	4.0	3.9
Health/Group Ins.	38,467.36	118,580.53	5.5	5.8
Unemployment Comp.	521.43	2,201.69	0.1	0.1
Workmans Compensation	17,166.64	53,051.37	2.5	2.6
Employee Physicals	233.00	921.00	0.0	0.0
Deferred Compensation	13,585.85	39,214.23	1.9	1.9
TOTAL SALARIES & BENEFITS	482,110.25	1,404,670.14	69.2	68.6
OPERATING EXPENSES:				
Dues & Subscriptions	3,457.91	6,929.00	0.5	0.3
Equipment Repairs/Maintenance	8,751.79	10,946.79	1.3	0.5
Telephone	5,269.58	20,113.66	0.8	1.0
Meetings & Conferences	731.78	2,507.17	0.1	0.1
Supplies	20,489.80	58,234.28	2.9	2.8
Contract Services	62,730.86	199,055.36	9.0	9.7
General Insurance	5,237.75	15,713.25	0.8	0.8
Equipment Depreciation	1,945.55	5,286.51	0.3	0.3
Mileage	1,217.96	2,436.50	0.2	0.1
Postage & Freight	616.00	2,929.20	0.1	0.1
Administration-Acctg & Audit	0.00	196.21	0.0	0.0
Administration-Legal Fees	0.00	1,120.00	0.0	0.1
Food Stamps	2,620.07	8,576.26	0.4	0.4
MW/SIs Waiver-Client Expenses	2,341.95	6,362.85	0.3	0.3
CES - Client Needs	1,770.38	5,973.68	0.3	0.3
Fssp-Special Reserve	5,194.70	29,703.19	0.7	1.5
Client-Sales Tax	51.00	51.00	0.0	0.0
Food	11,940.38	30,608.51	1.7	1.5
Medical/Dental	2,124.00	4,948.30	0.3	0.2

EASTERN CO SERV. FOR THE DEV DISABLED
Income Statement
for the period ending September 30, 2017

	<u>Current Period</u>	<u>Year to Date</u>	<u>M-T-D %</u>	<u>Y-T-D %</u>
Medical/Dental Vision	901.80	2,941.97	0.1	0.1
Medical/Dental-Wipes	663.76	1,215.59	0.1	0.1
Purchased Services	<u>6,216.00</u>	<u>22,820.00</u>	<u>0.9</u>	<u>1.1</u>
 TOTAL OPERATING EXPENSE	 144,273.02	 438,669.28	 20.7	 21.4
 OCCUPANCY EXPENSE:				
Occup.-Depreciation	12,495.10	37,284.11	1.8	1.8
Occup.-Insurance	1,913.08	5,739.24	0.3	0.3
Occup.-Utilities	11,957.10	39,534.59	1.7	1.9
Occup.-Facility Maint./Repairs	9,752.14	38,412.32	1.4	1.9
Occup.-Rent	<u>1,258.00</u>	<u>3,504.00</u>	<u>0.2</u>	<u>0.2</u>
 TOTAL OCCUPANCY EXPENS	 37,375.42	 124,474.26	 5.4	 6.1
 TRANSPORTATION EXPENSE:				
Trans.-Depreciation	7,246.31	20,848.13	1.0	1.0
Trans.-Gas & Oil	15,831.78	44,068.84	2.3	2.2
Trans.-Maintenance & Repairs	10,957.21	15,235.05	1.6	0.7
Trans.-Insurance & License	<u>(920.11)</u>	<u>(1,808.49)</u>	<u>(0.1)</u>	<u>(0.1)</u>
 TOTAL TRANSPORTATION EX	 <u>33,115.19</u>	 <u>78,343.53</u>	 <u>4.8</u>	 <u>3.8</u>
 TOTAL EXPENDITURES	 696,873.88	 2,046,157.21	 100.0	 100.0
EXCESS (REVENUE)/LOSS	<u>\$ 12,896.49</u>	<u>\$(98,716.35)</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, 2017

	<u>Current Period</u>	<u>Year to Date</u>
Cash flows from operating activities :		
Net Income (Loss)	\$(12,896.49)	\$ 98,716.35
Adjustments to reconcile the change in net assets to net cash provided by (used in) operating activities:		
Depreciation and amortization	21,686.96	63,418.75
Decrease in Accounts Receivable	21,010.34	3,633.39
Increase in Inventory	369.19	(29.11)
Increase in Accounts Payable	<u>(33,608.06)</u>	<u>(360,730.06)</u>
Net cash provided by operations	(3,438.06)	(194,990.68)
Cash flows from investing activities :		
Increase in property and equipment	<u>0.00</u>	<u>(55,095.51)</u>
Net cash used by investing activitie	0.00	(55,095.51)
Cash flows from financing activities :		
Net Increase In Cash And Equivalentents	(3,438.06)	(250,086.19)
Cash and equivalentents At Beginning Of Period	<u>2,121,157.14</u>	<u>2,367,805.27</u>
Cash and equivalentents at end of period	<u>\$ 2,117,719.08</u>	<u>\$ 2,117,719.08</u>