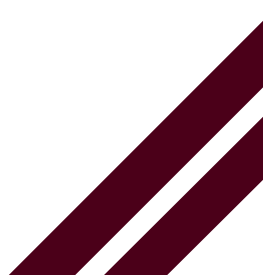




Financial Statements and  
Independent Auditor's Report

**Foothills Gateway, Inc.**

June 30, 2016



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Logan, Thomas & Johnson, LLC  
Certified Public Accountants

INDEPENDENT AUDITOR'S REPORT

Board of Directors  
Foothills Gateway, Inc.

We have audited the accompanying financial statements of Foothills Gateway, Inc. (the Center), which comprise the statement of financial position as of June 30, 2016, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

**Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America as established by the Auditing Standards Board of the American Institute of Certified Public Accountants. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence that we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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## **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Foothills Gateway, Inc. as of June 30, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

## **Report on Summarized Comparative Information**

We have previously audited the Center's 2015 financial statements, and our report dated October 19, 2015, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Logan, Thomas + Johnson, LLC*

Broomfield, Colorado

October 17, 2016

## *Financial Statements*

Foothills Gateway, Inc.  
STATEMENT OF FINANCIAL POSITION  
June 30, 2016  
(With summarized financial information as of June 30, 2015)

	2016	2015
ASSETS		
Current assets		
Cash and cash equivalents	\$ 2,672,778	\$ 3,006,980
Certificates of deposit	-	65,867
Investments	2,229,544	1,801,297
Accounts receivable		
Fees and grants from governmental agencies	3,200,218	2,684,892
Vocational contracts	42,675	37,378
Other	104,603	75,626
Prepaid expenses and other	142,222	54,707
Total current assets	8,392,040	7,726,747
Investments	2,761,138	2,469,408
Land, building and equipment, net	1,886,442	2,041,967
Total assets	\$ 13,039,620	\$ 12,238,122
LIABILITIES AND NET ASSETS		
Current liabilities		
Accounts payable and accrued expenses	\$ 2,200,313	\$ 1,789,675
Deferred revenue	31,153	93,915
Total current liabilities	2,231,466	1,883,590
Net assets		
Unrestricted		
Designated memorial funds	175,990	157,120
Designated for capital repair and replacements	100,000	100,000
Net investment in land, building and equipment	1,886,442	2,041,967
Undesignated	8,538,310	7,925,295
Total unrestricted net assets	10,700,742	10,224,382
Temporarily restricted	107,412	130,150
Total net assets	10,808,154	10,354,532
Total liabilities and net assets	\$ 13,039,620	\$ 12,238,122

The accompanying notes are an integral part of this statement.

Foothills Gateway, Inc.  
STATEMENT OF ACTIVITIES  
Year ended June 30, 2016

(With summarized financial information for the year ended June 30, 2015)

	Unrestricted	Temporarily restricted	Total	
			2016	2015
Revenues and support				
Fees and grants from governmental agencies				
Fees for services				
State of Colorado				
State General Fund	\$ 2,985,278	\$ -	\$ 2,985,278	\$ 2,800,763
Medicaid	16,049,461	-	16,049,461	15,635,215
Larimer County	3,528,269	-	3,528,269	3,071,759
Grants and other				
Part C	374,073	-	374,073	174,130
U.S. Department of Housing and Urban Development	52,298	-	52,298	63,101
Other	213,926	-	213,926	49,963
Total fees and grants from governmental agencies	23,203,305	-	23,203,305	21,794,931
Public support				
Contributions	173,643	67,064	240,707	293,433
United Way	7,064	-	7,064	5,172
Residential room and board	47,480	-	47,480	86,957
In-kind contributions	38,685	-	38,685	25,365
Vocational revenue	371,719	-	371,719	386,784
Other revenue	383,965	-	383,965	433,371
Net assets released from restrictions				
Satisfaction of program restrictions	89,802	(89,802)	-	-
Total revenues and support	24,315,663	(22,738)	24,292,925	23,026,013

(Continued)

The accompanying notes are an integral part of this statement.

Foothills Gateway, Inc.  
STATEMENT OF ACTIVITIES (CONTINUED)  
Year ended June 30, 2016  
(With summarized financial information for the year ended June 30, 2015)

	Unrestricted	Temporarily restricted	Total	
			2016	2015
Expenses				
Program services				
Medicaid comprehensive	\$ 11,633,440	\$ -	\$ 11,633,440	\$ 11,741,417
State adult supported living	602,411	-	602,411	662,017
Medicaid adult supported living	3,021,327	-	3,021,327	2,626,895
Children's extensive support	712,119	-	712,119	551,005
Early intervention	1,441,808	-	1,441,808	1,220,472
Family support	451,299	-	451,299	429,618
Case management	3,293,147	-	3,293,147	3,024,586
Other program services	453,804	-	453,804	249,094
Vocational program	334,420	-	334,420	347,091
Total program services	21,943,775	-	21,943,775	20,852,195
Supporting services				
Management and general	1,876,493	-	1,876,493	1,895,129
Fundraising	19,035	-	19,035	17,550
Total expenses	23,839,303	-	23,839,303	22,764,874
CHANGE IN NET ASSETS	476,360	(22,738)	453,622	261,139
Net assets, beginning of year	10,224,382	130,150	10,354,532	10,093,393
Net assets, end of year	\$ 10,700,742	\$ 107,412	\$ 10,808,154	\$ 10,354,532

The accompanying notes are an integral part of this statement.



Foothills Gateway, Inc.  
STATEMENT OF CASH FLOWS  
Year ended June 30, 2016  
(With summarized financial information for the year ended June 30, 2015)

	2016	2015
Cash flows from operating activities		
Change in net assets	\$ 453,622	\$ 261,139
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	411,805	470,730
Interest income re-invested in certificates of deposit	-	(360)
Realized/unrealized loss on investments	32,590	57,822
Loss (gain) on sale of fixed assets	80,062	(19,273)
Change in assets and liabilities		
Increase in accounts receivable	(549,600)	(368,773)
(Increase) decrease in prepaid expenses and other	(87,515)	8,930
Increase in accounts payable and accrued expenses	410,638	146,996
Decrease in deferred revenue	(62,762)	(107,477)
Net cash provided by operating activities	688,840	449,734
Cash flows from investing activities		
Purchase of land, building and equipment	(352,528)	(266,856)
Proceeds from sale of fixed assets	16,186	35,658
Purchases of investments	(2,171,286)	(924,642)
Proceeds from sale of investments	1,418,719	1,014,240
Proceeds from sale of certificates of deposit	65,867	-
Net cash used in investing activities	(1,023,042)	(141,600)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(334,202)	308,134
Cash and cash equivalents, beginning of year	3,006,980	2,698,846
Cash and cash equivalents, end of year	\$ 2,672,778	\$ 3,006,980

The accompanying notes are an integral part of this statement.

Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This description of Foothills Gateway, Inc.'s (the Center) nature of activities and summary of significant accounting policies is presented to assist in understanding the Center's financial statements.

1. *Summary of Business Activities*

Foothills Gateway, Inc., a Colorado nonprofit corporation, was incorporated under the laws of the State of Colorado in 1968 for the purpose of providing a community center board to coordinate programs through interagency cooperation and local agencies to provide services to persons with developmental disabilities in Larimer County. The Center's revenue comes primarily from the State of Colorado and Larimer County for services provided.

2. *Description of Services Provided*

The major program services or supports and functional activities directly provided or purchased by the Center are:

**Program Services or Supports**

Comprehensive (Medicaid) refers to residential services, adult day services or supports and transportation activities as specified in the eligible person's Individualized Plan (IP). Included are a number of different types of residential settings, which provide an array of training, learning, experiential and support activities provided in residential living alternatives designed to meet individual needs. Additionally, adult day services provide opportunities for individuals to experience and actively participate in valued roles in the community. These services and supports enable individuals to access and participate in typical community activities such as work, recreation, and senior citizen activities. Finally, transportation activities refer to "Home to Day Program transportation" services relevant to an individual's work schedule as specified in the IP. For these purposes, "work schedule" is defined broadly to include adult and retirement activities such as education, training, community integration and employment.

Adult Supported Living (State and Medicaid) provides individualized living services for persons who are responsible for their own living arrangements in the community.

Children's Extensive Support is a deeming waiver (only the child's income is considered in determining eligibility) intended to provide needed services and supports to eligible children under the age of 18 years in order for the children to remain in or return to the

Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2. *Description of Services Provided (Continued)*

**Program Services or Supports (Continued)**

Children's Extensive Support (Continued)

family home. Waiver services are targeted to children having extensive support needs, which require constant line-of-sight supervision due to significantly challenging behaviors and/or coexisting medical conditions. Available services include personal assistance, household modification, specialized medical equipment and supplies, professional services, and community connection services.

Early Intervention is for children from birth through age two which offer infants and toddlers and their families services and supports to enhance child development in the areas of cognition, speech, communication, physical, motor, vision, hearing, social-emotional development, and self help skills; parent-child or family interaction; and early identification, screening and assessment services.

Family Support provides an array of supportive services to the person with a developmental disability and his/her family when the person remains within the family home, thereby preventing or delaying the need for out-of-home placement, which is unwanted by the person or the family.

Case Management is the determination of eligibility for services and supports, service and support coordination, and the monitoring of all services and supports delivered pursuant to the IP, and the evaluation of results identified in the IP.

Other Program Services – In addition to Supported Living Services and residential services in Larimer County, the Resource Coordination and Development Department also administers Section 8 (HUD) housing subsidies. The Section 8 program enables participants to better afford housing in Larimer County by subsidizing their rent with federal funds. The Center has contracts with organizations which are not State or Medicaid funded. These contracts provide community employment opportunities for disabled individuals. The Center provides family respite and supervision services for adults at the Adult Care Services facility.

Vocational Program refers to vocational contracts which are not State or Medicaid funded. These contracts provide community employment opportunities for disabled individuals.

Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

2. *Description of Services Provided (Continued)*

**Supporting Services**

Management and General includes those activities necessary for planning, coordination and overall direction of the organization, financial administration, general board activities and other related activities indispensable to the Center's corporate existence.

Fundraising represents the Center's costs to develop and maintain a fundraising effort that generates awareness and increases support for persons with disabilities.

3. *Basis of Accounting*

Financial statements of the Center have been prepared on the accrual basis, whereby revenue is recorded when services are performed and expenses are recognized when incurred.

4. *Use of Estimates*

In preparing financial statements in conformity with accounting principles generally accepted in the United States of America, management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues, support and expenses during the reporting period. Actual results could differ from those estimates.

5. *Subsequent Events*

The Center has evaluated events and transactions occurring subsequent to the end of the fiscal year for potential recognition or disclosure through October 17, 2016, the date on which the financial statements were issued. The Center did not identify any events or transactions that would have a material impact on the financial statements.

6. *Cash and Cash Equivalents*

For purposes of the statement of cash flows, the Center considers cash to be all cash on hand, cash on deposit, and money market accounts subject to immediate withdrawal; and considers cash equivalents to be certificates of deposit and commercial paper with an original maturity of three months or less.

Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

6. *Cash and Cash Equivalents (Continued)*

The Center maintains some of its cash balances at financial institutions located in Fort Collins, Colorado, which at times, may exceed federally insured limits. The Center has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

7. *Accounts Receivable*

The majority of the Center's accounts receivable are due from the State of Colorado. Accounts receivable are due according to contractual terms and are stated at the amount management expects to collect from outstanding balances. The Center believes all receivables are collectible and that no allowance for doubtful accounts is necessary. The Center writes off accounts receivable to bad debt expense after reasonable collection efforts have been made. Payments subsequently received on such receivables, if any, are recorded as other revenue.

8. *Investments*

The Center records investments in equity and debt securities at fair value in the statement of financial position as determined by quoted market prices. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the statement of financial position.

9. *Land, Building and Equipment*

Land, building and equipment are reported at cost for purchased assets with a cost of \$3,000 or more, and at estimated fair value, at date of receipt, for donated property. Depreciation is provided on the straight-line method over the following estimated useful lives:

	<u>Years</u>
Buildings and improvements	10-50
Program and administrative equipment	3-10

Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

10. *Accounting for Contributions*

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted for future periods, or are restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes. Unconditional promises to give, which do not state a due date, are presumed to be time-restricted by the donor until received and are reported as temporarily restricted net assets.

A donor restriction expires when a stipulated time restriction ends, when an unconditional promise with an implied time restriction is collected, or when a purpose restriction is accomplished. Upon expiration, temporarily restricted net assets are reclassified to unrestricted net assets and are reported in the statement of activities as net assets released from restrictions.

11. *In-Kind Contributions*

Contributions of property, materials and personal services are known as in-kind contributions and are recorded at estimated fair value at the date of receipt. The amount recorded for these contributions (other than contributions of land, building and equipment) is also included as program costs to properly reflect the total cost of the particular program.

12. *Income Taxes*

The Center is operated as a nonprofit organization exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Center recognizes tax liabilities when, despite the Center's belief that its tax return positions are supportable, the Center believes that certain positions may not be fully sustained upon review by tax authorities. Benefits from tax positions are measured at the largest amount of benefit that is greater than fifty percent likely of being realized upon settlement. The Center has concluded there is no tax liability or benefit required to be recorded as of June 30, 2016. The Center is subject to routine audits by taxing jurisdictions; however, there are currently no audits in progress for any tax periods. The Center believes it is no longer subject to income tax examinations for the years prior to the year ended June 30, 2013.

13. *Fair Value Measurements*

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. A fair value hierarchy has been established under generally accepted

Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

13. *Fair Value Measurements (Continued)*

accounting principles, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value:

Level 1 – Quoted prices in active markets for identical assets or liabilities. Level 1 assets and liabilities include debt and equity securities and mutual funds that are traded in an active exchange market.

Level 2 – Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. This category generally includes certain U.S. Government agency debt securities and corporate debt securities. The Center's Level 2 securities are primarily valued using quoted market prices for similar instruments and nonbinding market prices that are corroborated by observable market data.

Level 3 – Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the asset or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

Fair value estimates are made at a specific point in time, based on available market information and judgments about the financial asset, including estimates of timing, amount of expected future cash flows, and the credit standing of the issuer. In some cases, the fair value estimates cannot be substantiated by comparison to independent markets. In addition, the disclosed fair value may not be realized in the immediate settlement of the financial asset. The disclosed fair values do not reflect any premium or discount that could result from offering for sale at one time an entire holding of a particular financial asset. Potential taxes and other expenses that would be incurred in an actual sale or settlement are not reflected in amounts disclosed.

14. *Prior Year Summarized Information and Reclassifications*

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles

Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE A – NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

14. *Prior Year Summarized Information and Reclassifications (Continued)*

generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Center’s financial statements for the year ended June 30, 2015, from which the summarized information was derived. Certain financial information as of and for the year ended June 30, 2015, has been reclassified to conform with the presentation for the current year.

NOTE B – INVESTMENTS

Investments are classified between current and noncurrent based on their maturity dates.

Current investments	\$ 2,229,544
Noncurrent investments	<u>2,761,138</u>
Total investments	\$ <u>4,990,682</u>

The following table presents the Center’s investments and the fair value hierarchy for those assets measured at fair value as of June 30, 2016:

	<u>Fair value</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Financial assets:				
Equity income securities:				
Domestic	\$ 826,814	\$ 826,814	\$ -	\$ -
International	122,637	122,637	-	-
Other	345,339	-	345,339	-
U.S. Government agency securities	2,006,427	-	2,006,427	-
Corporate bonds	1,495,848	-	1,495,848	-
Municipal bonds	<u>193,617</u>	<u>-</u>	<u>193,617</u>	<u>-</u>
	\$ <u>4,990,682</u>	\$ <u>949,451</u>	\$ <u>4,041,231</u>	\$ <u>-</u>

Investment return for the year ended June 30, 2016, consists of the following:

Investment income	\$ 144,831
Unrealized gain on investments	10,428
Realized loss on investments	<u>(43,018)</u>
	\$ <u>112,241</u>



Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE C – LAND, BUILDING AND EQUIPMENT

Land, building and equipment consist of the following at June 30, 2016:

Buildings and improvements	\$ 5,972,894
Program and administrative equipment	<u>2,163,846</u>
	8,136,740
Less accumulated depreciation	<u>6,386,598</u>
	1,750,142
Land	<u>136,300</u>
	<u>\$ 1,886,442</u>

Depreciation expense was \$411,805 for the year ended June 30, 2016.

NOTE D – DEFERRED REVENUE

Deferred revenue of \$31,153 at June 30, 2016 consists of unearned revenue from the U.S. Department of Housing and Urban Development. The revenue is recognized when services are performed.

NOTE E – NET ASSETS

From time to time, the Center's Board of Directors approves designating net assets for future use for a specific purpose. Net investment in land, building and equipment is comprised of net land, building and equipment. Temporarily restricted net assets are restricted for the following as of June 30, 2016:

Adult care services (respite house)	\$ 16,681
Adult needs	24,822
Children and family	9,841
FSS council	42,233
Other	<u>13,835</u>
	<u>\$ 107,412</u>

NOTE F – RETIREMENT PLAN

The Center has established a defined contribution retirement plan for all employees age 21 and over who have completed one year of service. The Center contributes an amount equal to 5% of the salary of each participant totaling \$282,229 for the year ended June 30, 2016.

Foothills Gateway, Inc.  
NOTES TO FINANCIAL STATEMENTS  
June 30, 2016

NOTE G – LEASES

The Center leases office space, transportation and workshop equipment as well as residential facilities under operating lease arrangements in the operation of its programs. The total rent expense for operating leases for the year ended June 30, 2016 was \$181,574.

Future minimum rental payments for these leases at June 30, 2016 are as follows:

Year ending June 30,	
2017	\$ 19,838
2018	17,228
2019	16,128
2020	7,136
2021	25
Thereafter	<u>75</u>
	\$ <u>60,430</u>

NOTE H – RELATED PARTY TRANSACTIONS

The Center receives a substantial amount of revenue from the State of Colorado. The amount of receivables the Center has from the State of Colorado is \$2,427,638, at June 30, 2016. The Center has a payable to the State of Colorado in the amount of \$47,317 at June 30, 2016. These transactions are considered to be transactions with a related party by virtue of the significant management influence exercised by the State of Colorado through contract provisions.

NOTE I – TRUST ACTIVITY

Foothills-Gateway Rehabilitation Center Charitable Foundation Trust (the Trust) was created to provide support to the Center for the Center's work in rehabilitating developmentally disabled individuals in the Larimer County area. The Trust leases houses to developmentally disabled consumers of the Center at below market rates. The Trust did not receive any funds on behalf of the Center for the year ended June 30, 2016. During the year ended June 30, 2016, the Trust contributed \$62,528 to the Center for the support of the adult and children special needs in the Adult Supported Living Services, Medicaid Comprehensive and Family Support programs.