



*We believe in a life of opportunity, of choice, and of dignity
for every individual, regardless of age or ability.*

*The Mission of Foothills Gateway, Inc. is to advocate for and empower
individuals with disabilities to lead lives of their choice.*

**Board of Director's
Agenda
February 17, 2015
7:00pm**

MEETING CALLED TO ORDER

Open Forum-Please limit presentations to 10 minutes

CONSENT AGENDA

Approval of Minutes – 1/20/15

FINANCIAL REPORT

Oil and Gas Leases

OLD BUSINESS

NEW BUSINESS

Conflict Free Case Management – Sharon

TIF - Sharon

Person Centered Thinking – Debbie

Foundation Update – Diana

Board and Management

COMMITTEES

Executive Committee - Succession Planning & Board Officers

Legislative Affairs – Residential Rates Letter

Prop/Finance – No Meeting

Joint Resource

EXECUTIVE SESSION

Pursuant to 24-6-402(3)(a)(II) (state agency) or 24-6-402 (4)(b) (local agency) to discuss legal matters and receive legal advice

ADJOURNMENT

FOOTHILLS GATEWAY, INC.

Preliminary Financial Reports
for the 7 months ending January 31, 2015

MONTHLY FINANCIAL HIGHLIGHTS

- * Revenues are 5.3% under YTD Budget
- * Expenses are 7.6% under YTD Budget
- * Net Loss is \$407,258 less than YTD Budgeted Net Loss

Financial Status	at June 30, 2014	at January 31, 2015	Incr (Decr)
Total Assets	\$11,937,465	\$10,640,084	(\$1,297,381)
Total Liabilities	\$1,844,071	\$1,589,272	(\$254,799)
Net Assets (Fund Balances)	\$10,093,394	\$9,050,812	(\$1,042,582)
Working Capital	\$5,234,720	\$4,366,336	(\$868,384)

Current Year Financial Performance at 7 months / 58.3% of annual revenue and expense

	Actual Year to Date	YTD Budget	% Actual to YTD Budget	Annual Budget	% Actual to Annual Budget
Revenues					
State/Medicaid Funds	\$10,957,682	\$11,595,044	94.5%	\$19,930,765	55.0%
Vocational Income	225,764	192,969	117.0%	330,804	68.2%
Public Support	174,651	152,370	114.6%	241,520	72.3%
Larimer County Mill Levy	158,410	194,914	81.3%	3,227,095	4.9%
Other	282,496	319,529	88.4%	552,268	51.2%
Total Revenue	\$11,799,002	\$12,454,826	94.7%	\$24,282,452	48.6%
Expenses					
Salaries, Taxes & Benefits - Staff	\$5,704,223	\$6,305,280	90.5%	\$11,035,059	51.7%
Salaries, Taxes & Ben - Individuals in Svcs	165,220	134,939	122.4%	231,324	71.4%
Vocational/Contract Supplies	27,663	20,685	133.7%	35,460	78.0%
Supplies, Equipment & Building Expense	503,925	605,744	83.2%	1,021,443	49.3%
Vehicle Expense	302,428	320,282	94.4%	562,853	53.7%
Program Related Expense	1,339,624	1,609,983	83.2%	2,953,707	45.4%
Purchase of Service	4,622,552	4,700,225	98.3%	8,094,295	57.1%
Other	175,950	207,628	84.7%	416,966	42.2%
Total Expenses	\$12,841,584	\$13,904,766	92.4%	\$24,351,107	52.7%
Revenue Over (Under) Expense	(\$1,042,582)	(\$1,449,940)	71.9%	(\$68,655)	1518.6%
Less: Other Capital Expenditures	-32,046	-227,321	14.1%	-364,127	8.8%
Less: (Purch)Sell Long Term Invstmts	35,236	0	0.0%	0	0.0%
Plus: Non-Cash Expenses	171,008	208,081	82.2%	366,869	46.6%
Change in Working Capital	(\$868,384)	(\$1,469,180)	59.1%	(\$65,913)	1317.5%



February 17, 2015

Senator Vicki Marble
Colorado State Capitol
200 E. Colfax
Denver, CO 80203

RE: Underfunded Rates Impacting Residential Services

Dear Senator Marble,

The Board of Directors of Foothills Gateway, Inc. (the Community Centered Board in Larimer County) would like to bring to your attention and hopefully some action by the legislature a problem with approved rates for residential services for people with developmental /intellectual disabilities. Enclosed you will find a brief narrative discussing this issue and the impact on residential services at Foothills Gateway.

We request that you review the enclosed and lend your support to this matter as appropriate. Thank you in advance for your attention to this issue and we are available at any time to discuss this topic or any other perspective concern related to the I/DD field. As always, thank you for your continued support of Foothills Gateway and individuals with disabilities.

Respectfully,

John Haley
Chair, Legislative Affairs Committee
Foothills Gateway, Inc. Board of Directors



Underfunded Residential Rates – Individuals with Developmental Disabilities

Background: In 2007, Navigant (a consulting firm contracted by the Department of Health Care Policy and Financing) recommended a rate structure to the state for residential services.

- Due to budget restrictions, the state adjusted these rates downward to approximately 76% of the rates recommended.
- The state has continued to **reduce** residential rates and the modest increases during the past couple of years have not brought residential rates to levels that cover the cost of providing staffed services.
- Current state approved residential rates are only 70.3% of the Navigant recommended rates for 2007 (see attached). This is significantly impacting the residential services provided by Foothills Gateway to the people we serve.

Scope of the Problem: Each of the staffed residential settings provided by Foothills Gateway's direct service provision is operating at a deficit due to the rate issue and the level of staff needed to provide support at each setting.

- Currently, the deficit for Foothills Gateway's residential program is approximately \$400,000 per year.
- Staffed residential settings at Foothills Gateway include:
 - Four 3-person Personal Care Alternatives (PCAs)
 - Three Companion settings (1 individual living in their own home with support staff who live with them).
- Foothills Gateway has continued to provide quality services to individuals in these various settings for several years, however, it has become apparent that the continuation of such a deficit will force Foothills Gateway to make significant changes to the residential program and alter services individuals have enjoyed for many years.

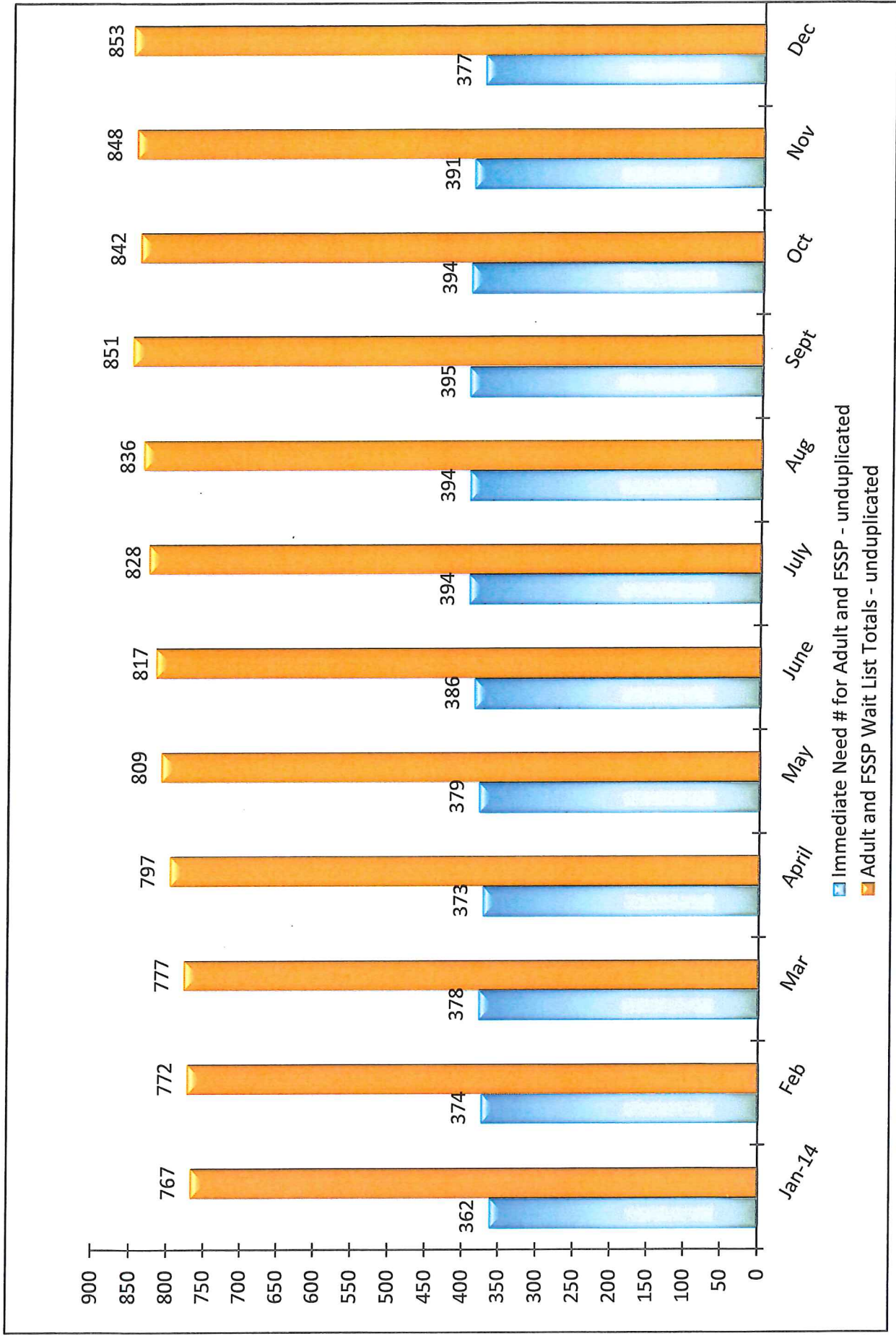
Potential Solution: Collaborate in the legislature to help close the gap between the current rates and those recommend by an independent consulting firm (Navigant) to avoid further negative residential services impacts to people we serve.

**February
2015**

FOOTHILLS GATEWAY, INC

JANUARY 2015

WAITING LIST REPORT



Waiting List Effective January 31, 2015. Effective 8/1/12, adults aged 18-21, waiting for SLS with an As Soon As Available time line are included in the Immediate Need number.