



*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
May 19, 2015
7:00pm**

MEETING CALLED TO ORDER

Open Forum-Please limit presentations to 10 minutes

CONSENT AGENDA

Approval of Minutes – 4/21/15 Board Meeting

PRESENTATION

Board Member emails - Paul

FINANCIAL REPORT

OLD BUSINESS

Board Survey - Gregg

Conflict Free Case Management/Waiver Redesign – Sharon/Debbie

Person Centered Thinking – Debbie

NEW BUSINESS

Great Leaders Training Series - Erin

COMMITTEE REPORTS

Executive Committee -

Legislative Affairs -

Prop/Finance -

Joint Resource -

ADJOURNMENT

FOOTHILLS GATEWAY, INC.

Preliminary Financial Reports
for the 10 months ending April 30, 2015

MONTHLY FINANCIAL HIGHLIGHTS

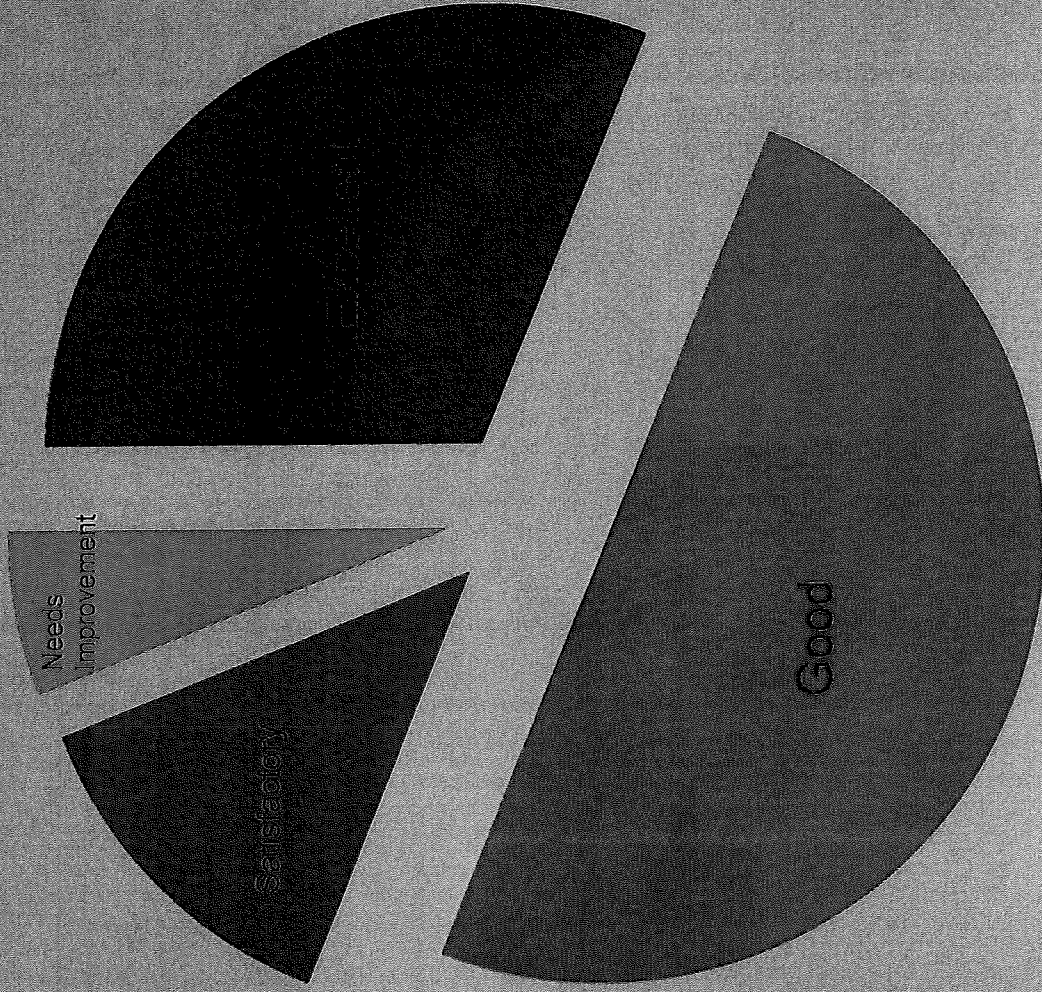
- * Revenues are 5.1% under YTD Budget
- * Expenses are 7.1% under YTD Budget
- * Net Loss is \$412,053 less than YTD Budgeted Net Loss

Financial Status	at June 30, 2014	at April 30, 2015	Incr (Decr)
Total Assets	\$11,937,465	\$11,523,358	(\$414,106)
Total Liabilities	\$1,844,071	\$1,486,169	(\$357,902)
Net Assets (Fund Balances)	\$10,093,394	\$10,037,190	(\$56,204)
 Working Capital	 \$5,234,720	 \$5,571,071	 \$336,351

Current Year Financial Performance at 10 months / 83.3% 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	\$15,551,599	\$16,530,636	94.1%	\$19,930,765	78.0%
Vocational Income	324,203	275,670	117.6%	330,804	98.0%
Public Support	217,713	212,400	102.5%	241,520	90.1%
Larimer County Mill Levy	2,078,370	2,117,257	98.2%	3,227,095	64.4%
Other	419,781	458,720	91.5%	552,268	76.0%
Total Revenue	\$18,591,666	\$19,594,683	94.9%	\$24,282,452	76.6%
Expenses					
Salaries, Taxes & Benefits - Staff	\$8,379,072	\$9,121,924	91.9%	\$11,035,059	75.9%
Salaries, Taxes & Ben - Individuals in Svcs	242,566	192,770	125.8%	231,324	104.9%
Vocational/Contract Supplies	35,192	29,550	119.1%	35,460	99.2%
Supplies, Equipment & Building Expense	705,993	860,111	82.1%	1,021,443	69.1%
Vehicle Expense	413,377	464,143	89.1%	562,853	73.4%
Program Related Expense	1,916,511	2,368,324	80.9%	2,953,707	64.9%
Purchase of Service	6,682,781	6,699,343	99.8%	8,094,295	82.6%
Other	272,378	326,775	83.4%	416,966	65.3%
Total Expenses	\$18,647,870	\$20,062,940	92.9%	\$24,351,107	76.6%
 Revenue Over (Under) Expense	 (\$56,204)	 (\$468,257)	 12.0%	 (\$68,655)	 81.9%
Less: Other Capital Expenditures	-34,766	-321,482	10.8%	-364,127	9.5%
Less: (Purch)Sell Long Term Invstmnts	211,478	0	0.0%	0	0.0%
Plus: Non-Cash Expenses	215,843	289,515	74.6%	366,869	58.8%
 Change in Working Capital	 \$336,351	 (\$500,224)	 -67.2%	 (\$65,913)	 -510.3%

Overall Percentage of Survey Responses



■ Excellent 31%

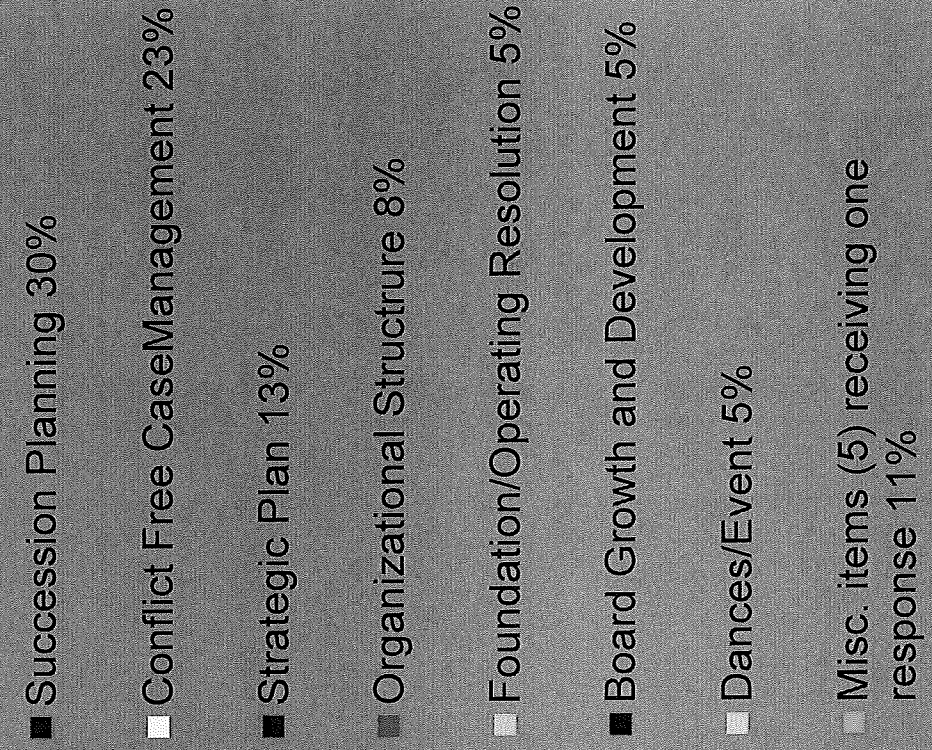
■ Good 50%

■ Satisfactory 13%

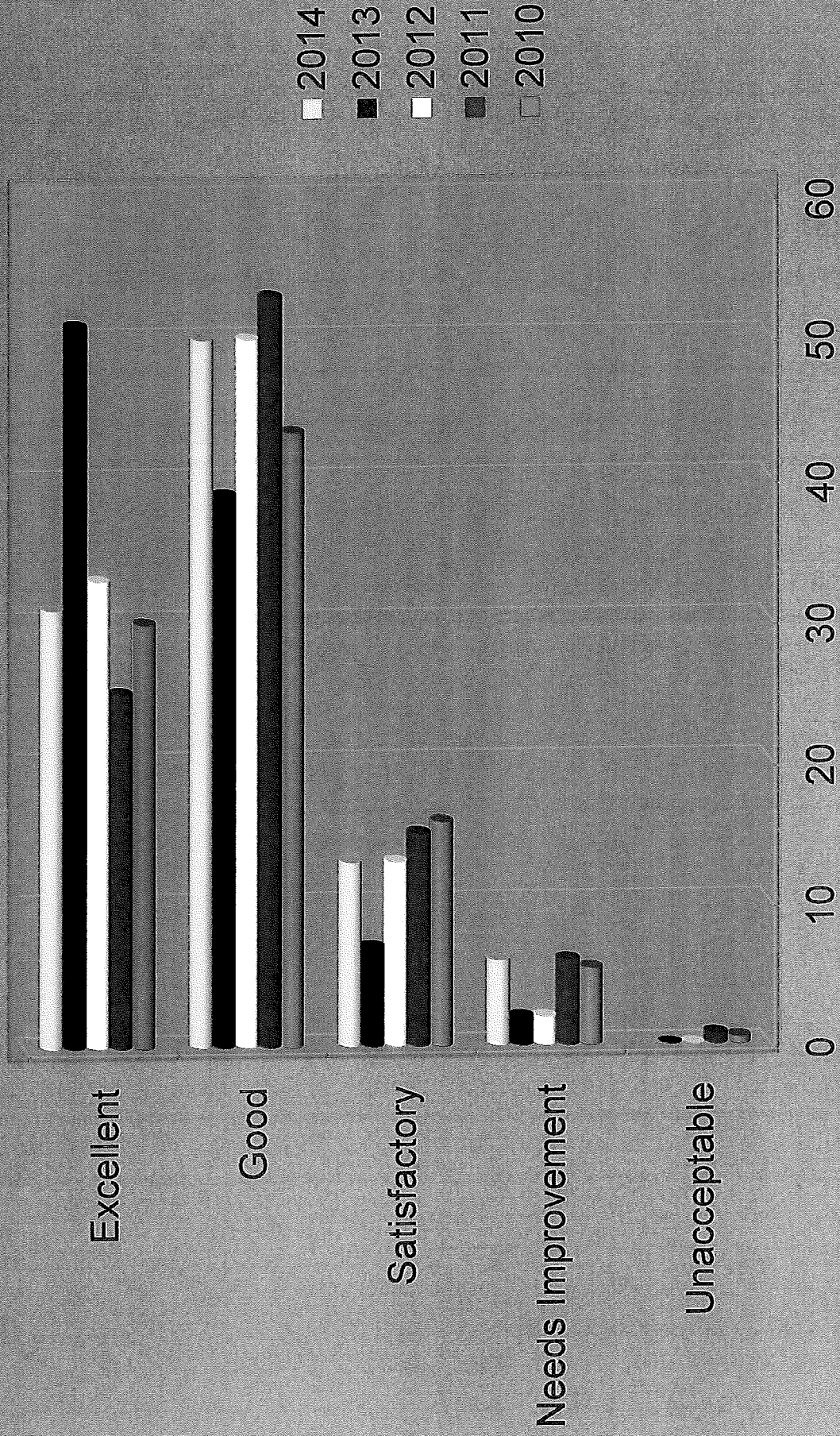
■ Needs Improvement 6%

■ Unacceptable 0%

Focus for the Coming Year



Overall Survey Response Comparison 2010 to 2014



Top 4 Focus Categories Comparison 2010 to 2014

	2010	2011	2012	2013	2014
Fundraising/Market ing 40%	Board Growth 28%	Community Awareness 32%	Person Centered Thinking 32%	Succession Planning 30%	
Miscellaneous Other 28%	Fundraising/Market ing 26%	Person Centered Thinking 18%	Strategic Planning 13%	Conflict Free Case Management 23%	
Systems Change 18%	Systems Change 22%	Systems Change 11%	Waiting List 10%	Strategic Planning 13%	
Strategic Planning 14%	Strategic Planning 20%	Waiting List 11% Legislative Awareness 11%	Succession Planning 8% Community Awareness 8% Board Growth and Development 8%	Organization Structure 8%	