



*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
June 16, 2015
7:00 pm**

MEETING CALLED TO ORDER

Open Forum-Please limit presentations to 10 minutes

NEW BOARD MEMBER & BOARD MEMBER RESIGNATION

CONSENT AGENDA

Approval of Minutes – 5/19/15 Board Meeting

PRESENTATION

Budget Process – Sharon Courtney

FINANCIAL REPORT

OLD BUSINESS

Parents Letter

Ex-employee Situation

NEW BUSINESS

Alliance Budget

COMMITTEE REPORTS

Executive Committee -

Legislative Affairs -

Prop/Finance -

Joint Resource -

ADJOURNMENT

FOOTHILLS GATEWAY, INC.

Preliminary Financial Reports
for the 11 months ending May 31, 2015

MONTHLY FINANCIAL HIGHLIGHTS

- * Revenues are 4.8% under YTD Budget
- * Expenses are 7.2% under YTD Budget
- * Net Gain is \$544,884 more than YTD Budgeted Net Loss

Financial Status	at June 30, 2014	at May 31, 2015	Incr (Decr)
Total Assets	\$11,937,465	\$11,729,275	(\$208,190)
Total Liabilities	\$1,844,071	\$1,564,984	(\$279,087)
Net Assets (Fund Balances)	\$10,093,394	\$10,164,291	\$70,897
Working Capital	\$5,234,720	\$5,620,700	\$385,980

Current Year Financial Performance at 11 months / 91.6% 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	\$17,157,845	\$18,215,562	94.2%	\$19,930,765	86.1%
Vocational Income	355,278	303,237	117.2%	330,804	107.4%
Public Support	253,247	228,110	111.0%	241,520	104.9%
Larimer County Mill Levy	2,435,501	2,449,096	99.4%	3,227,095	75.5%
Other	456,207	508,117	89.8%	552,268	82.6%
Total Revenue	\$20,658,079	\$21,704,122	95.2%	\$24,282,452	85.1%
Expenses					
Salaries, Taxes & Benefits - Staff	\$9,179,383	\$10,059,504	91.3%	\$11,035,059	83.2%
Salaries, Taxes & Ben - Individuals in Svcs	267,448	212,047	126.1%	231,324	115.6%
Vocational/Contract Supplies	39,017	32,505	120.0%	35,460	110.0%
Supplies, Equipment & Building Expense	798,891	939,560	85.0%	1,021,443	78.2%
Vehicle Expense	451,337	512,836	88.0%	562,853	80.2%
Program Related Expense	2,135,584	2,674,019	79.9%	2,953,707	72.3%
Purchase of Service	7,407,361	7,396,141	100.2%	8,094,295	91.5%
Other	308,160	361,497	85.2%	416,966	73.9%
Total Expenses	\$20,587,182	\$22,188,109	92.8%	\$24,351,107	84.5%
Revenue Over (Under) Expense	\$70,897	(\$483,987)	-14.6%	(\$68,655)	-103.3%
Less: Other Capital Expenditures	-31,913	-341,482	9.3%	-364,127	8.8%
Less: (Purch)Sell Long Term Invstmnts	108,734	0	0.0%	0	0.0%
Plus: Non-Cash Expenses	238,262	334,143	71.3%	366,869	64.9%
Change in Working Capital	\$385,980	(\$491,326)	-78.6%	(\$65,913)	-585.6%

Foothills Gateway and Envision
Cordially Invite You to Join Us for . . .

Alliance on the Road

- Meet Alliance Staff and learn who they are and what they do.
- Hear a Legislative Overview and ideas for contacting your legislators.
- Hear a recap of the June Summit and the hot topics that were discussed.
- This event is open to all individuals and families in services, staff members, Board Members, Program Approved Service Agencies, and Community Leaders.

Wednesday, August 12, 2015

1:00 – 3:00pm

**Space is limited.
Please R.S.V.P to April at
april@foothillsgateway.org
or call 970.266.5379
by Aug. 7th, 2015**

**Poudre Valley REA's
Community Room
7649 REA Pkwy
Fort Collins, 80528**



MEMORANDUM

TO: ALLIANCE EXECUTIVE COMMITTEE
FROM: JOSH RAEL & ROB DEHERREA
SUBJECT: FY2015-16 BUDGET ASSUMPTIONS
DATE: MAY 15, 2015

Budget Assumptions/Background

FYE 6/30/2016

Revenue

Dues:

It has been over 5 years since membership dues have been adjusted to account for changes in member's revenues. Since that time there have been significant changes to the DIDD budget including elimination of the SLS and CES waitlists, rate increases, a large number of new HCBS-DD resources and funding for EI growth. In addition there has been a continuation of providers electing to bill HCPF directly. The last time dues were adjusted; all existing members at the time received a 13% reduction to account for new members.

For the FYE 6/30/2016 budget dues have been adjusted to account for changes in individual member's revenue. This will now be done on annual basis as approved by the Board. Future changes to dues should be minor. The current dues structure will remain in effect from July 1st through December 31st with the new dues effective January 1, 2016.

Expenses

General:

Total budgeted expenses for FYE 6/30/2016 are \$6,500 less than the 6/30/2015 budget.

Health Insurance Expense:

Staff modified the health insurance coverage effective 12/1/2014. This new plan will result in a decrease in health insurance expense of over \$8,000 for the proposed 6/30/2016 budget. The decrease includes an estimated 12% increase effective 12/1/2015.

Salaries Expense:

Salary expense includes an adjustment for staff with the new fiscal year budget. Even with the salary adjustment, total salary expense decreased by \$2,800.

Telephone Expense:

The proposed budget includes a decrease of telephone expense of \$4,500. This decrease was a result of changing providers for teleconferencing.

Alliance is a statewide association of Community-Centered Boards (CCBs) and Program-Approved Service Agencies (PASAs) who provide services and supports to individuals with intellectual and developmental disabilities.

Josh Rael, JD, Alliance Executive Director, jrael@alliancecolorado.org
303.946.9858 cell/text
www.AllianceColorado.org



↑ Alliance's Proposed Budget for FY 15-16

DRAFT

Ordinary Income/Expense	6/30/2015	Proposed	6/30/2016	
	Budget			
Income				
Meals	15,500	14,500		Budget based on CY projections
Membership Dues	544,638	563,982		See budget assumptions
Total Income	560,138	578,482		
Expense				
Accounting	1,225	1,325		990 and 5500 tax returns
Awards/Gifts	1,000	1,500		Budget based on CY projections
Total Awards/Gifts	1,000	1,500		
Computer Support	4,500	5,340		Budget based on CY projections, plus the addition of in-house marketing software
Conferences				
Conferences - General	14,250	16,750		Budget based on projection of CY expenses (DD Day \$7,500, \$2,250 for U. of Delaware and others \$7,000)
Total Conferences	14,250	16,750		
Contract Labor				
Contract Labor - Other	94,061	95,468		Based on current contracts
Total Contract Labor	94,061	95,468		
Copying	3,600	3,200		Toshiba monthly rental and usage of \$267 per month
Dues/Subscriptions				
Dues/Subscriptions - General	9,430	9,000		Budget based on CY projections which includes ANCOR \$6295.
Total Dues/Subscriptions	9,430	9,000		
Insurance - Employee Health	36,518	28,392		See budget assumptions
Insurance - Employee Life	684	552		Based on a combined staff monthly rate of \$46 per month
Insurance - Employee Dental	2,760	1,920		Based on monthly premium of \$160 per month
Insurance - Workers Compensation	1,369	1,466		\$866 for w/c plus \$600 for general insurance
Marketing/Public Relations				
Marketing - General	5,000	5,000		Marketing/Public relation for special events
Total Marketing	5,000	5,000		
Meals/Entertain				
Meals/Entertain - General	4,250	5,500		Budget based on CY projections
Total Meals/Entertain	4,250	5,500		
Meetings				
Meetings - General	8,200	9,900		Budget based on CY projections
Total Meetings	8,200	9,900		
Mileage Reimbursement	4,976	4,976		Rollover looks adequate
Miscellaneous	230	230		Rollover looks adequate
Office Supplies	4,400	4,700		Budget based on CY projections removing one time expenses for new computers
Parking Expense	5,430	6,150		Based on current parking rates of \$500 for 12 months plus \$150 for other parking
Payroll Service Charges	1,620	1,850		Budget based on service charge of \$154 per month
Payroll Taxes	21,615	22,022		See budget assumptions
Postage/Shipping				
Postage/Shipping - General	420	150		Miscellaneous postage during the year.
Total Postage/Shipping	420	150		
Publishing/Printing				
Publishing/Printing - General	400	600		Budget based on CY projections
Total Publishing/Printing	400	600		
Rent	22,800	22,800		Based on current lease
Salaries	290,751	287,872		See budget assumptions
SEP Annuity Contributions	14,538	14,394		See budget assumptions

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Rollover looks adequate
 Budget based on monthly expense of \$265 per month.
 Adjusted to correspond with conference expense

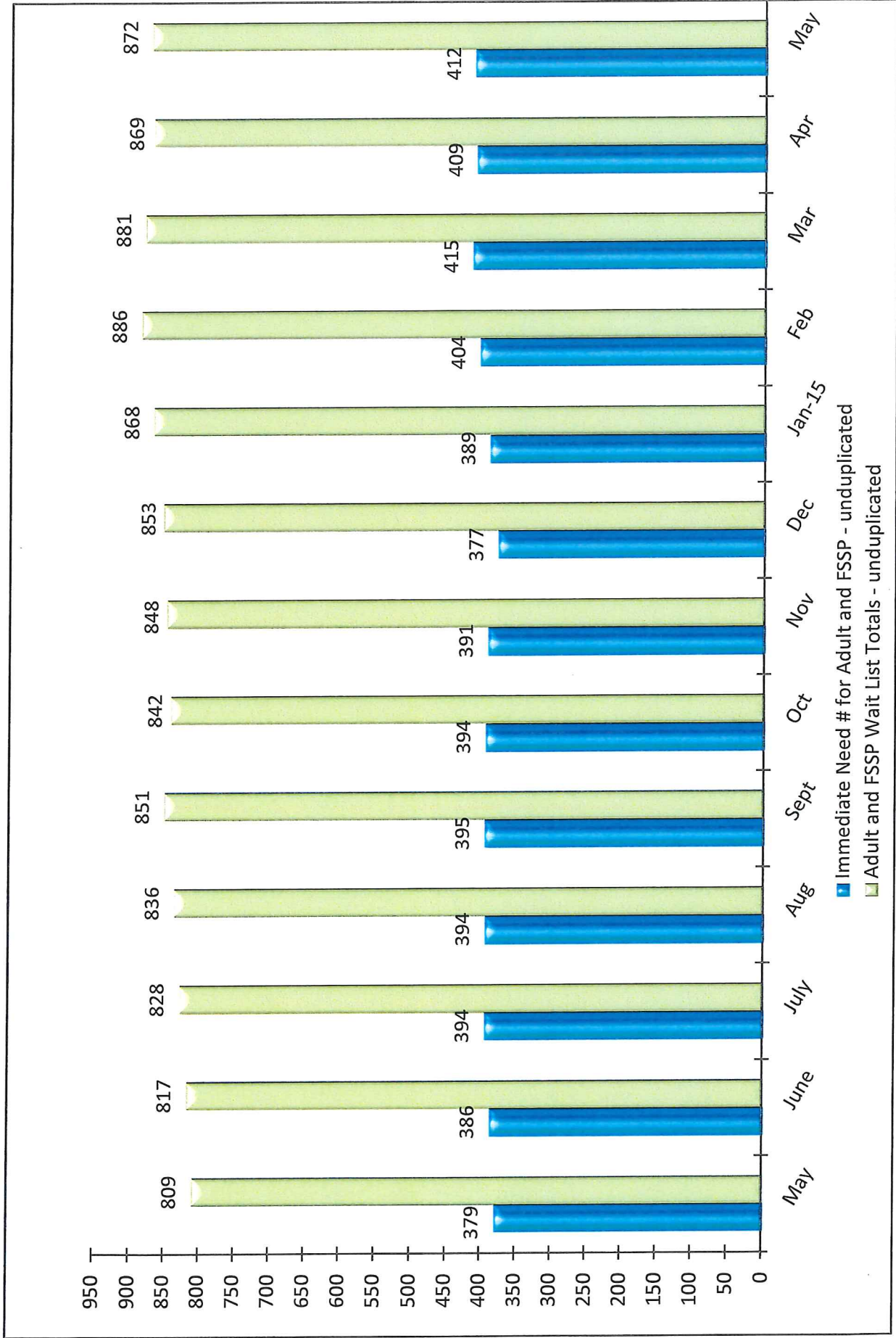
Based on interest income of approximately \$5 per month
 Based on income of approximately \$230 per month

	6/30/2015	Proposed	6/30/2016
Supplies			
Telephone Expense	200		200
Travel (Air/Hotel/Meals)	7,700		3,180
Travel (Air/Hotel/Meals) - General	7,500		8,500
Total Travel (Air/Hotel/Meals)	<u>7,500</u>		<u>8,500</u>
Total Expense	569,427		562,937
Net Ordinary Income	(9,289)		15,545
Other Income/Expense			
Other Income			
Interest/Dividend Income	150		60
Miscellaneous Income	3,640		2,755
Total Other Income	<u>3,790</u>		<u>2,815</u>
Net Other Income	3,790		2,815
	<u>(5,499)</u>		<u>13,360</u>

FOOTHILLS STEWAY, INC

May 2015

WAITING LIST REPORT





SLS On-boarding Data Collection

TO THE BEST OF YOUR ABILITY, PLEASE ANSWER THESE QUESTIONS AS THEY PERTAIN TO THE NEW RESOURCES AS ALLOCATED IN HB 14-1252.

Date of Report: June 8, 2015

Report Prepared by: Steve Espinosa

Month/Year Reported On: May 2015

CCB: Foothills Gateway

Cumulative Data (since March 2014)	
Total Offers:	147 – This number includes 18 resources that were filled as vacancies but are now considered New Resources
Total Enrolled (NEW resources only):	75
Total Accepted and/or <i>Currently</i> in Enrollment Process:	total enrolled - 75; admits in process - 35
Total Pending Decision:	0
<i>Optional:</i> Total Requested Later Offer Date:	0
Total Declined:	37
Reason for decline (enter totals in each category):	
Satisfied with HCBS-EBD or other HCBS Waiver:	6
Satisfied with HCA or other non-waiver services:	0
Could not be located or lives out of state:	6
In jail or other institution:	0
Not Medicaid eligible:	4
Not ready to enroll due to personal or family situation:	21
Other:	

Explain other:

Current Month's Data - May 2015	
Total Offers:	11 (# of people offered to complete a SIS, which is the primary step at Foothills Gateway in the SLS enrollment process)
Total Enrolled (Current Month):	5
Total Accepted and/or <i>Currently</i> in Enrollment Process:	35 SLS admits in process
Total Pending Decision:	0
<i>Optional:</i> Total Requested Later Offer Date:	0
Total Declined:	1
Reason for decline (enter totals in each category):	
Satisfied with HCBS-EBD or other HCBS Waiver:	0
Satisfied with HCA or other non-waiver services:	0
Could not be located, lives out of state or is moving out of county:	0
In jail or other institution:	0
Not Medicaid eligible:	0
Not ready to enroll due to personal or family situation:	1
Other:	

Explain other:

Some CCBs have reported having issues with provider capacity and availability of services for individuals enrolling in SLS. If that is occurring in your area, please explain here: