



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 20, 2018
7:00 pm**

MEETING CALLED TO ORDER	10 min.
Public Comment - The Board allocates 10 minutes at the beginning of each board meeting for "Public Comment". Each speaker, at the Chair’s discretion, may speak for up to five minutes.	
PRESENTATIONS	
HCBS-DD Case Management: Marla Maxey 15 min.	
Ascend Results Presentation – Lea Anderson	20 min
CONSENT AGENDA	2 min.
Approval of Board Meeting Minutes – January 16, 2018	
FINANCIAL REPORT	10 min.
OLD BUSINESS	10 min.
State of the State Update	
NEW BUSINESS	15 min
Early Intervention Issues	
Slate of New Officers	
EXECUTIVE TEAM UPDATES	15 min
COMMITTEE REPORTS	20 min.
Executive Committee	
Fiscal and Property Committee	
Legislative Affairs Committee	
Joint Resource Committee	
ADJOURNMENT	

FOOTHILLS GATEWAY, INC.

Preliminary Financial Reports
for the 7 months ending January 31, 2018

MONTHLY FINANCIAL HIGHLIGHTS

- * Revenues are 3.0% over YTD Budget
- * Expenses are 4.4% under YTD Budget
- * Net Loss is \$732,925 less than YTD Budgeted Net Loss

<u>Financial Status</u>	at June 30, 2017	at January 31, 2018	Incr (Decr)
Total Assets	\$12,796,028	\$10,952,498	(\$1,843,529)
Total Liabilities	\$1,664,592	\$1,249,310	(\$415,282)
Net Assets (Fund Balances)	\$11,131,436	\$9,703,188	(\$1,428,248)
Working Capital	\$6,277,772	\$5,160,953	(\$1,116,819)

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	\$7,537,708	\$7,690,433	98.0%	\$12,895,464	58.5%
Vocational Income	230,684	236,397	97.6%	405,252	56.9%
Public Support	254,105	135,300	187.8%	225,600	112.6%
Larimer County Mill Levy	378,782	238,988	158.5%	4,115,587	9.2%
Other	460,900	302,844	152.2%	513,268	89.8%
Total Revenue	\$8,862,179	\$8,603,962	103.0%	\$18,155,171	48.8%
Expenses					
Salaries, Taxes & Benefits - Staff	\$6,195,848	\$6,696,793	92.5%	\$11,350,770	54.6%
Salaries, Taxes & Ben - Individuals in Svcs	194,687	187,768	103.7%	321,888	60.5%
Vocational/Contract Supplies	28,209	27,293	103.4%	46,788	60.3%
Supplies, Equipment & Building Expense	642,821	656,346	97.9%	1,117,238	57.5%
Vehicle Expense	236,462	231,115	102.3%	396,294	59.7%
Program Related Expense	1,675,968	1,541,852	108.7%	2,580,888	64.9%
Purchase of Service	1,120,579	1,208,279	92.7%	1,976,360	56.7%
Other	195,854	215,689	90.8%	459,471	42.6%
Total Expenses	\$10,290,427	\$10,765,135	95.6%	\$18,249,697	56.4%
Revenue Over (Under) Expense	(\$1,428,248)	(\$2,161,173)	66.1%	(\$94,526)	1511.0%
Less: Other Capital Expenditures	51,947	-65,126	-79.8%	-77,683	-66.9%
Less: (Purch)Sell Long Term Invstmnts	166,096	0	0.0%	0	0.0%
Plus: Non-Cash Expenses	93,385	-165,980	-56.3%	274,818	34.0%
Change in Working Capital	(\$1,116,819)	(\$2,392,279)	46.7%	\$102,609	-1088.4%

Conflict-Free Case Management (CFCM) Update:

With the passage of House Bill (HB) 17-1343 in 2017, the State of Colorado/Health Care Policy and Financing (HCPF) issued expectations regarding the implementation of Conflict-Free Case Management and the steps that need to occur in 2018. Currently, HCPF and the 20 Community Centered Boards (CCBs) are working together on the components of the **Business Continuity Plan (BCP)**.

All 20 CCBs, including Foothills Gateway, must develop and submit a BCP to HCPF by July 1, 2018. The BCP must indicate which one of the four CFCM options the CCBs have chosen along with the transition plan and timelines for compliance. The four options to choose from are:

1. CCBs choose to become a case management agency only;
2. CCBs choose to become a direct service provider only;
3. CCBs choose to be a case management agency and direct service provider, but not to the same person as well as implement appropriate firewalls and safeguards to prevent conflict of interest; or,
4. CCBs discontinue providing Home and Community Based Services (HCBS) case management and direct services.

Foothills Gateway has received the guidelines from HCPF for completing the BCP and, over the next few months, our BCP will be developed. Expertise in financial, business operations, and legal consultation will be utilized in developing the BCP for Foothills Gateway. Additionally, HCPF is scheduling webinars and meetings with CCBs in the next few weeks to help guide us through the completion of the BCP. Once Foothills Gateway submits the BCP on 7/1/18, HCPF will have until 6/30/19 to review each CCBs' BCP to determine if State and Federal criteria are met.

An additional requirement of HB 17-1343 was for HCPF to develop qualifications for case management agencies and case managers (CMA and CM). HCPF held stakeholder meetings in November, 2017 to gather input on CMA and CM qualifications. By the end of February, 2018, HCPF will release draft CMA and CM qualifications for consideration by current CMAs. By the end of March, 2018, HCPF will draft the rules for CMAs and CM qualifications for stakeholder review and feedback. During the 2nd quarter of 2018 (April – June), HCPF will begin amending the HCBS waivers and the Medicaid State Plan prior to presenting the new regulations to the Colorado Medical Services Board (MSB) for review/approval. Before the regulations can be presented to the MSB, the waivers and Medicaid State Plan changes have to be approved by the Centers for Medicare and Medicaid Services (CMS). Finalization of the new CMA and CM regulations are anticipated to be completed and reviewed by the MSB in the July-September 2018 timeframe.

Legislative CFMC Timelines:

- **7/1/2018** FGI's BCP submitted to HCPF;
- **7/1/2019** HCPF has until this date to determine if CCBs' BCPs meet state and federal criteria along with the community impacts and costs of the transition;
- **6/30/2020** CCBs will have completed all necessary changes to business operations;
- **6/30/2021** 25% of individuals receiving HCBS must be conflict free (FGI is currently around 60% conflict free); and,
- **6/30/2022** 100% of individuals receiving HCBS must be served through a system of CFCM.