

# Foothills Gateway, Inc.

Supporting People with Disabilities

*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 October 16, 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.

Potential Board Members – Should any potential Board members be in attendance, the Board allocates this time for introductions.

PRESENTATIONS 15 min.  
IT Department - Paul Liptak, IT Director

CONSENT AGENDA 2 min.  
Approval of Board Meeting Minutes – September 18, 2018

FINANCIAL REPORT 10 min.  
Approval of Financial Report

OLD BUSINESS 15 min.  
Board Retreat Discussion

NEW BUSINESS 15 min.

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.

UNAUDITED

Preliminary Financial Reports  
for the 3 months ending September 30, 2018

MONTHLY FINANCIAL HIGHLIGHTS

- \* Revenues are 2.2% under YTD Budget
- \* Expenses are 4.4% under YTD Budget
- \* Net Loss is \$130,294 less than YTD Budgeted Net Loss

<i>Financial Status</i>	at June 30, 2018	at September 30, 2018	Incr (Decr)
Total Assets	\$12,991,027	\$11,817,994	(\$1,173,034)
Total Liabilities	\$1,598,780	\$1,323,751	(\$275,030)
Net Assets (Fund Balances)	\$11,392,247	\$10,494,243	(\$898,004)
Working Capital	\$7,047,481	\$5,626,058	(\$1,421,423)

*Current Year Financial Performance* at 3 months / 25% of annual revenue and expense

	Actual Year to Date	YTD Budget	% Actual to YTD Budget	Annual Budget	% Actual to Annual Budget
<b>Revenues</b>					
State/Medicaid Funds	\$3,291,814	\$3,459,160	95.2%	\$13,822,144	23.8%
Vocational Income	76,017	63,597	119.5%	254,388	29.9%
Public Support	11,457	26,100	43.9%	209,200	5.5%
Larimer County Mill Levy	82,937	91,595	90.5%	4,150,956	2.0%
Other	211,822	115,865	182.8%	322,460	65.7%
<b>Total Revenue</b>	<b>\$3,674,048</b>	<b>\$3,756,317</b>	<b>97.8%</b>	<b>\$18,759,148</b>	<b>19.6%</b>
<b>Expenses</b>					
Salaries, Taxes & Benefits - Staff	\$2,877,276	\$2,962,990	97.1%	\$11,950,081	24.1%
Salaries, Taxes & Ben - Individuals in Svcs	84,525	67,851	124.6%	271,404	31.1%
Vocational/Contract Supplies	8,560	7,550	113.4%	24,600	34.8%
Supplies, Equipment & Building Expense	231,700	336,616	68.8%	1,168,855	19.8%
Vehicle Expense	92,119	112,127	82.2%	429,991	21.4%
Program Related Expense	756,448	756,472	100.0%	2,915,762	25.9%
Purchase of Service	439,622	450,575	97.6%	1,787,244	24.6%
Other	81,800	90,434	90.5%	465,452	17.6%
<b>Total Expenses</b>	<b>\$4,572,051</b>	<b>\$4,784,615</b>	<b>95.6%</b>	<b>\$19,013,389</b>	<b>24.0%</b>
<b>Revenue Over (Under) Expense</b>	<b>(\$898,004)</b>	<b>(\$1,028,298)</b>	<b>87.3%</b>	<b>(\$254,241)</b>	<b>353.2%</b>
Less: Other Capital Expenditures	31,835	-45,089	0.0%	-47,576	-66.9%
Less: (Purch)Sell Long Term Invstmts	-620,945	0	0.0%	0	0.0%
Plus: Non-Cash Expenses	65,690	102,287	64.2%	290,725	22.6%
<b>Change in Working Capital</b>	<b>(\$1,421,423)</b>	<b>(\$971,100)</b>	<b>146.4%</b>	<b>(\$11,092)</b>	<b>12814.3%</b>

**Foothills Gateway**  
**Statement of Financial Condition**  
 Sunday, September 30, 2018  
 Unaudited

**ASSETS**

Current Assets	
Cash	\$2,107,150.79
Certificates of deposit	
Investments - Short Term	2,987,929.96
Sub Total Cash & Equivalents	<u>5,095,080.75</u>
Receivables	
Fees and grants from governmental agencies	1,682,314.03
Vocational contracts	29,675.63
Notes Receivable	
Other	95,113.38
Sub Total Receivables	<u>1,807,103.04</u>
Inventory	
Prepaid expense and other	47,624.59
Total Current Assets	<u>6,949,808.38</u>
Other Investments	3,051,266.42
Land, Building & Equipment, net	<u>1,816,918.87</u>
<b>Total Assets</b>	<b><u><u>11,817,993.67</u></u></b>

**LIABILITIES AND NET ASSETS**

Current Liabilities	
Accounts Payable and Accrued Expense	1,246,003.02
Current portion of Long-Term Debt	
Deferred Revenue	77,747.73
Total Current Liabilities	<u>1,323,750.75</u>
Long Term Debt	
Notes Payable (less current portion)	
<b>Total Liabilities</b>	<b><u><u>1,323,750.75</u></u></b>

**NET ASSETS (FUND BALANCES)**

Unrestricted Funds	
Designated Memorial Funds	160,582.56
Designated Capital Repair & Replacement	76,000.00
Designated YMCA Camp	7,500.00
Designated Other Purposes	192,369.22
Net Investment in Land, Bldg & Equipment	1,816,918.87
Undesignated	8,219,521.43
Total Unrestricted Funds	<u>10,472,892.08</u>
Temporarily Restricted Funds	<u>21,350.84</u>
<b>Total Net Assets (Fund Balances)</b>	<b><u><u>10,494,242.92</u></u></b>
<b>Total Liabilities and Fund Balances</b>	<b><u><u>11,817,993.67</u></u></b>

Foothills Gateway, Inc.  
Fund Detail  
September 30, 2018

**DONOR DESIGNATED:**

Cash in Bank	114,462.93
Accounts Payable	(93,112.09)
<i>Total</i>	<u>21,350.84</u>

**FUND BALANCES:**

Miscellaneous Restricted Donations		19,152.38
Applebee - Respite Care	3,840.26	
Comm Found - Boone - Supported Employment	1,000.00	
CLCI / United Way - Adult Respite	5,123.05	
Hair Farmers Contest - Individual's Hygeine	523.33	
FSS - Prior years fundraisers	8,665.74	
Foothills Service League		2,198.46
Parent Training	1,613.98	
Supported Employment	584.48	
<i>Total</i>		<u>21,350.84</u>

Foothills Gateway, Inc.  
Fund Detail  
September 30, 2018

<b>BOARD DESIGNATED:</b>	
Cash in Bank	182,197.30
Due (To) / From General Fund	(21,614.74)
	<u>160,582.56</u>
<b>FUND BALANCES:</b>	
Memorial Fund	160,582.56
<i>Total</i>	<u>160,582.56</u>

Foothills Gateway  
Statement of Revenue and Expense  
Preliminary - UNAUDITED  
Consolidated  
For the Three Months Ending Sunday, September 30, 2018

	Current Month Balance	Year to Date Balance	Budget FY17-18	Variance YTD Budget	Percent YTD Budget
<b>REVENUES</b>					
<b>State General Fund</b>					
4010...	92,106	306,786	1,183,684	(876,898)	25.9%
4040...	49,748	154,858	667,572	(512,714)	23.2%
4050	37,784	109,679	366,444	(256,765)	29.9%
4060	39,842	119,525	680,608	(561,083)	17.6%
4071	35,187	107,155	534,959	(427,804)	20.0%
4071	Management Fees			(1,625)	11.3%
4062	0	207	1,832	(1,625)	20.2%
4062	PASRR - State			(25,635)	27.9%
4067	2,860	6,499	32,134	(25,635)	27.9%
4067	IDD Determination			(100,809)	27.9%
4063	15,288	38,967	139,776	(100,809)	27.9%
4063	Special Purpose Funds				
	<b>272,814</b>	<b>843,676</b>	<b>3,607,009</b>	<b>2,763,333</b>	<b>23.4%</b>
	<b>Total State General Fund</b>				
<b>Part C</b>					
4090...			162,500	(162,500)	0.0%
4092	7,196	23,051	108,000	(84,949)	21.3%
4092	Part C - Private Ins Trust Fund			(14,441)	21.3%
4093	1,223	3,919	18,360	(14,441)	21.3%
4093	Part C - Private Ins Broker Fee			(56,958)	22.2%
4096	5,428	16,285	73,243	(56,958)	22.2%
4096	Part C - Service Coordination			(35,381)	22.9%
4097	3,167	10,483	45,864	(35,381)	22.9%
4097	Part C - Private Ins Serv Coord			(63,324)	17.1%
4098	3,826	13,099	76,423	(63,324)	17.1%
4098	Part C - Management Fee				
	<b>20,841</b>	<b>66,837</b>	<b>484,390</b>	<b>(417,553)</b>	<b>13.8%</b>
	<b>Total Part C</b>				
<b>Medicaid Waiver</b>					
4110	51,744	148,542	560,708	(412,166)	26.5%
4110	CES Program			300	0.0%
4111	300	300	300	300	0.0%
4111	EPSDT			(25,216)	39.9%
4112	4,846	16,724	41,940	(25,216)	39.9%
4112	HCBS			(1,381,029)	24.7%
4114	138,485	451,790	1,832,819	(1,381,029)	24.7%
4114	Day Services - Non-Integrated			(613,480)	21.6%
4120	52,016	168,659	782,139	(613,480)	21.6%
4120	Day Services - Integrated			(1,973,697)	23.2%
4130	194,809	595,254	2,568,951	(1,973,697)	23.2%
4130	Residential Services			(790,143)	24.0%
4140	89,615	249,317	1,039,460	(790,143)	24.0%
4140	Supported Living Services			(1,530,410)	27.3%
4162	193,993	573,845	2,104,255	(1,530,410)	27.3%
4162	Targeted Case Management			(51,140)	27.0%
4163	6,911	18,900	70,040	(51,140)	27.0%
4163	Util Review/BUS Assmnt/SEP			(165,060)	25.8%
4165	19,478	57,364	222,424	(165,060)	25.8%
4165	Quality Assurance			(14,802)	20.5%
4166	1,432	3,819	18,621	(14,802)	20.5%
4166	Case Management -SIS			(292,601)	24.9%
4180	28,540	96,787	389,388	(292,601)	24.9%
4180	Transportation				
	<b>782,169</b>	<b>2,381,302</b>	<b>9,630,745</b>	<b>(7,249,443)</b>	<b>24.7%</b>
	<b>Total Medicaid Waiver</b>				
<b>Other Service Related Revenue</b>					
4215	2,031	6,093	24,616	(18,523)	24.8%
4215	Room & Board			(7,413)	38.2%
4230	102	4,587	12,000	(7,413)	38.2%
4230	NVP			(16,818)	44.2%
4245	3,547	13,338	30,156	(16,818)	44.2%
4245	Private Pay Revenue			(4,601)	45.2%
4250	1,310	3,799	8,400	(4,601)	45.2%
4250	Billing Agent Fees				
	<b>6,990</b>	<b>27,817</b>	<b>75,172</b>	<b>(47,355)</b>	<b>37.0%</b>
	<b>Total Other Service Related Revenue</b>				
<b>Other Gov't Fees &amp; Grants</b>					
4320	12,365	82,937	4,150,956	(4,068,019)	2.0%
4320	Larimer County Mill Levy			(33,126)	24.8%
4350	3,634	10,902	44,028	(33,126)	24.8%
4350	Colo Division of Housing			(21,055)	34.8%
4360	3,626	11,225	32,280	(21,055)	34.8%
4360	Division of Vocational Rehabilitation - DD			(81,671)	18.3%
4365	18,329	18,329	100,000	(81,671)	18.3%
4365	CSCR Crisis Grant				
	<b>37,954</b>	<b>123,394</b>	<b>4,327,264</b>	<b>(4,203,870)</b>	<b>2.9%</b>
	<b>Total Other Gov't Fees &amp; Grants</b>				

**Foothills Gateway**  
**Statement of Revenue and Expense**  
 Preliminary - UNAUDITED  
 Consolidated  
 For the Three Months Ending Sunday, September 30, 2018

	Current Month Balance	Year to Date Balance	Budget FY17-18	Variance YTD Budget	Percent YTD Budget
<b>Vocational Income</b>					
4402	2,785	8,903	34,200	(25,298)	26.0%
4404	1,653	5,719	21,672	(15,953)	26.4%
4406	1,191	3,267	13,716	(10,449)	23.8%
4410	13,929	58,128	184,800	(126,672)	31.5%
	<b>19,557</b>	<b>76,017</b>	<b>254,388</b>	<b>(178,371)</b>	<b>29.9%</b>
<b>Total Vocational Income</b>					
<b>Public Support</b>					
4510	0	622	5,000	(4,378)	12.4%
4530	0	0	83,600	(83,600)	0.0%
4560	3,785	8,516	100,000	(91,484)	8.5%
4580	2,319	2,319	20,600	(18,281)	11.3%
	<b>6,104</b>	<b>11,457</b>	<b>209,200</b>	<b>197,743</b>	<b>5.5%</b>
<b>Total Public Support</b>					
<b>Other Income</b>					
4810	1,200	3,600	14,400	(10,800)	25.0%
4820	0	0	17,000	(17,000)	0.0%
4850	5,947	70,043	102,000	(31,957)	68.7%
4855	(5,450)	47,951		47,951	0.0%
4870	5,608	13,385	380	13,005	3,522.4%
4880	1,540	2,746	7,200	(4,454)	38.1%
4896	0	5,822	10,000	(4,178)	58.2%
	<b>8,845</b>	<b>143,548</b>	<b>150,980</b>	<b>(7,432)</b>	<b>95.1%</b>
<b>Total Other Income</b>					
	<b>1,155,273</b>	<b>3,674,048</b>	<b>18,739,148</b>	<b>(15,065,100)</b>	<b>19.6%</b>
<b>TOTAL REVENUE</b>					

Foothills Gateway  
Statement of Revenue and Expense  
Preliminary - UNAUDITED  
Consolidated  
For the Three Months Ending Sunday, September 30, 2018

	Current Month Balance	Year to Date Balance	Budget FY17-18	Variance YTD Budget	Percent YTD Budget
<b>EXPENSES</b>					
<b>Salaries &amp; Wages</b>					
5010	627,005	2,035,686	8,456,844	6,421,158	24.1%
5011	48,682	183,206	709,249	526,043	25.8%
5012	14,754	18,591	51,479	32,888	36.1%
5509	(37,897)	(32,321)	33,942	66,263	(95.2%)
5015	6,518	18,282	45,317	27,035	40.3%
5016	0	282	1,547	1,265	18.2%
	<b>659,062</b>	<b>2,223,728</b>	<b>9,298,378</b>	<b>7,074,650</b>	<b>23.9%</b>
<b>Total Salaries &amp; Wages</b>					
<b>Wages - Individuals in Services</b>					
5020	15,386	50,911	163,920	113,009	31.1%
5030	3,754	10,173	15,360	5,187	66.2%
5031	50	230	780	550	29.5%
5041	2,374	7,020	30,720	23,700	22.9%
5044	1,459	4,361	21,888	17,527	19.9%
5060	1,035	2,861	12,156	9,295	23.5%
	<b>24,057</b>	<b>75,558</b>	<b>244,824</b>	<b>169,266</b>	<b>30.9%</b>
<b>Total Wages - Individuals in Svcs</b>					
<b>Contract Wages</b>					
5105			150	150	0.0%
5110	3,218	9,946	69,320	59,374	14.3%
5120	12	12,981	82,150	69,169	15.8%
	<b>3,230</b>	<b>22,927</b>	<b>151,620</b>	<b>128,693</b>	<b>15.1%</b>
<b>Total Contract Wages</b>					
<b>Staff Payroll Taxes</b>					
5310	51,279	167,033	685,807	518,774	24.4%
5315	11,791	42,228	145,846	103,618	29.0%
	<b>63,070</b>	<b>209,261</b>	<b>831,653</b>	<b>622,392</b>	<b>25.2%</b>
<b>Total Staff Payroll Taxes</b>					
<b>Payroll Taxes - Individuals in Svcs</b>					
5320	1,177	3,904	12,540	8,636	31.1%
5325	535	2,271	5,220	2,949	43.5%
5330	287	779	1,176	397	66.3%
5331	4	18	60	42	29.4%
5335	131	365	504	139	72.4%
5336	2	9	24	15	37.6%
5341	182	539	2,352	1,813	22.9%
5344	112	335	1,680	1,345	19.9%
5346	83	260	984	724	26.5%
5349	51	163	720	557	22.6%
5360	79	220	924	704	23.8%
5365	37	106	396	290	26.8%
	<b>2,679</b>	<b>8,967</b>	<b>26,580</b>	<b>17,613</b>	<b>33.7%</b>
<b>Total Payroll Taxes - Indiv in Svcs</b>					
<b>Staff Benefits</b>					
5500			3,541	3,541	0.0%
5510	103,687	306,580	1,307,527	1,000,947	23.4%
5515	4,714	14,142	60,260	46,118	23.5%
5520	6,807	20,623	93,011	72,388	22.2%
5530	930	2,815	12,696	9,881	22.2%
5540	29,094	100,128	343,015	242,887	29.2%
	<b>145,231</b>	<b>444,287</b>	<b>1,820,050</b>	<b>1,375,763</b>	<b>24.4%</b>
<b>Total Staff Benefits</b>					



Foothills Gateway  
Statement of Revenue and Expense  
Preliminary - UNAUDITED  
Consolidated  
For the Three Months Ending Sunday, September 30, 2018

	Current Month Balance	Year to Date Balance	Budget FY17-18	Variance YTD Budget	Percent YTD Budget
<b>Supplies</b>					
5700	1,386	7,266	44,704	37,438	16.3%
5720	2,088	5,167	25,620	20,453	20.2%
5725	1,147	1,341	3,660	2,319	36.6%
5730	756	2,044	5,640	3,596	36.2%
5740	434	3,086	15,896	12,810	19.4%
5750	1,137	3,309	26,645	23,336	12.4%
	<b>6,947</b>	<b>22,213</b>	<b>122,165</b>	<b>99,952</b>	<b>18.2%</b>
<b>Total Supplies</b>					
<b>Vocational/Contract Supplies</b>					
5810	(2)	284	600	316	47.3%
5815	1,267	8,277	24,000	15,723	34.5%
	<b>1,265</b>	<b>8,560</b>	<b>24,600</b>	<b>16,040</b>	<b>34.8%</b>
<b>Total Vocational/Contract Supplies</b>					
<b>Occupancy</b>					
5900	1,441	4,389	18,768	14,379	23.4%
5903	9,351	25,994	113,648	87,654	22.9%
5910	9,723	26,259	102,630	76,371	25.6%
5920	6,223	10,744	157,840	147,096	6.8%
5925	1,538	8,099	30,240	22,141	26.8%
5930	0	1,586	1,325	(261)	119.7%
5940	18,491	55,525	220,331	164,806	25.2%
5950	1,028	4,201	12,720	8,519	33.0%
5960	8,130	26,454	101,940	75,486	26.0%
5965	2,041	4,685	17,880	13,195	26.2%
5971	1,450	925	17,625	16,700	5.2%
5985	894	1,550	2,160	610	71.8%
	<b>60,308</b>	<b>170,413</b>	<b>797,107</b>	<b>626,694</b>	<b>21.4%</b>
<b>Total Occupancy</b>					
<b>Equipment</b>					
6100	114	1,563	6,268	4,705	24.9%
6110	559	6,806	62,055	55,249	11.0%
6125	2,144	7,779	29,640	21,861	26.2%
	<b>2,817</b>	<b>16,148</b>	<b>97,963</b>	<b>81,815</b>	<b>16.5%</b>
<b>Total Equipment</b>					
<b>Professional Growth</b>					
6300	3,088	5,726	25,604	19,878	22.4%
6310	7,249	9,072	36,045	26,973	25.2%
6320	2,248	8,950	45,334	36,384	19.7%
6330	9,313	12,670	27,050	14,380	46.8%
6340	1,972	4,262	30,691	26,429	13.9%
6341	189	3,381	2,200	(1,181)	153.7%
6342	14	554	11,673	11,119	4.7%
6350	2,954	4,219	10,990	6,771	38.4%
	<b>27,027</b>	<b>48,834</b>	<b>189,587</b>	<b>140,753</b>	<b>25.8%</b>
<b>Total Professional Growth</b>					
<b>Vehicle Expense</b>					
6410	4,650	13,886	68,534	54,648	20.3%
6420	6,973	22,408	75,480	53,072	29.7%
6430	3,510	10,106	64,370	54,264	15.7%
6450	3,304	10,534	43,308	32,774	24.3%
6460	781	2,142	5,700	3,558	37.6%
6465	13,701	42,688	172,599	129,911	24.7%
6480	0	(9,645)		9,645	0.0%
	<b>32,919</b>	<b>92,119</b>	<b>429,991</b>	<b>337,872</b>	<b>21.4%</b>
<b>Total Vehicle Expense</b>					

**Foothills Gateway**  
**Statement of Revenue and Expense**  
 Preliminary - UNAUDITED  
 Consolidated  
 For the Three Months Ending Sunday, September 30, 2018

	Current Month Balance	Year to Date Balance	Budget FY17-18	Variance YTD Budget	Percent YTD Budget
<b>Other Expense</b>					
6605 Board Expense	48	52	2,140	2,088	2.4%
6610 Public Relations	2,242	2,939	21,050	18,111	14.0%
6616 Misc Fees & Expenses	885	2,877	10,830	7,953	26.6%
6625 Advertising	0	75	3,350	3,275	2.2%
6650 Data Processing	3,759	15,399	68,150	52,751	22.6%
6660 Mill Levy - County Admin Fees	247	1,655	87,173	85,518	1.9%
6670 Staff Medical Supplies			60	60	0.0%
6675 Ergonomical Evaluations	200	2,480	4,376	1,896	56.7%
6680 Staff Hep B Shots	87	302	1,259	957	24.0%
6681 CBI Checks	811	1,416	5,077	3,661	27.9%
6689 In-kind Donations Expense	2,319	2,319	20,600	18,281	11.3%
6690 Contribution	300	3,453	1,800	(1,653)	191.8%
6695 Grants			50,000	50,000	0.0%
<b>Total Other Expense</b>	<b>10,897</b>	<b>32,966</b>	<b>275,865</b>	<b>242,899</b>	<b>12.0%</b>
<b>Direct Exp - Individuals in Svcs</b>					
7010 Supplies	4,095	12,631	44,876	32,245	28.1%
7017 Household Supplies	119	466	1,740	1,274	26.8%
7020 Telephone	102	267	780	513	34.3%
7025 Cleaning	18,558	59,484	187,129	127,645	31.8%
7040 Recreational Services	701	2,450	16,072	13,622	15.2%
7045 Food & Personal Needs	1,095	4,646	17,340	12,694	26.8%
7046 Medical Supplies	152	292		(292)	0.0%
7048 Clothing Allowance	9	9	120	111	7.3%
057 Personal Assist - HHA's	0	260	8,965	8,705	2.9%
060 Transportation	1,310	4,212	9,696	5,484	43.4%
7070 Family Direct Pmts	37,784	109,679	396,000	286,321	27.7%
7075 Direct Service Payments	97,846	317,677	1,388,115	1,070,438	22.9%
7078 Home Modification	17,186	20,704	59,391	38,687	34.9%
7079 Assistive Technology	10,137	30,087	61,630	31,543	48.8%
7081 Therapies	28,707	85,026	413,203	328,177	20.6%
7082 Medical Prof Services - Other	4,350	7,574	66,593	59,019	11.4%
7085 Craft Supplies	26	44	660	616	6.6%
7086 Women's Group	18	11		(11)	0.0%
7087 Men's Group	25	61		(61)	0.0%
<b>Total Direct Exp - Indiv in Svcs</b>	<b>222,220</b>	<b>655,579</b>	<b>2,672,310</b>	<b>2,016,731</b>	<b>24.5%</b>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
 Preliminary - UNAUDITED  
 Consolidated  
 For the Three Months Ending Sunday, September 30, 2018

	Current Month Balance	Year to Date Balance	Budget FY17-18	Variance YTD Budget	Percent YTD Budget
<b>Room &amp; Board Expense</b>					
7205	58	173	2,556	2,383	6.7%
7210	472	881	3,600	2,719	24.5%
7215	102	760	2,880	2,120	26.4%
7220	859	2,577	10,308	7,731	25.0%
7225	180	193	540	347	35.8%
7230			480	480	0.0%
7240	97	352	1,440	1,088	24.4%
7247	136	136	420	284	32.4%
7250	(3,390)	(2,347)	1,800	4,147	(130.4%)
7260	406	1,672	5,760	4,088	29.0%
<b>Total Room &amp; Board Expense</b>	<b>(1,080)</b>	<b>4,397</b>	<b>29,784</b>	<b>25,387</b>	<b>14.8%</b>
<b>Unallowable Expenses</b>					
7310	(800)	41,903	97,404	55,502	43.0%
7314	6,307	12,079	30,000	17,921	40.3%
7317	(15)	1,189		(1,189)	0.0%
7318	(225)	0		0	0.0%
7319	0	30		(30)	0.0%
7320	51	51	1,104	1,054	4.6%
7337	13	50		(50)	0.0%
7339	7,623	30,587	46,260	15,673	66.1%
<b>Total Unallowable Ex</b>	<b>12,953</b>	<b>85,887</b>	<b>174,768</b>	<b>88,881</b>	<b>49.1%</b>
<b>Other Program Related Expense</b>					
7440	102	4,587	12,000	7,413	38.2%
7450	2,332	4,497	15,900	11,403	28.3%
7460	0	1,500	11,000	9,500	13.6%
<b>Total Other Program Related Expense</b>	<b>2,434</b>	<b>10,584</b>	<b>38,900</b>	<b>28,316</b>	<b>27.2%</b>

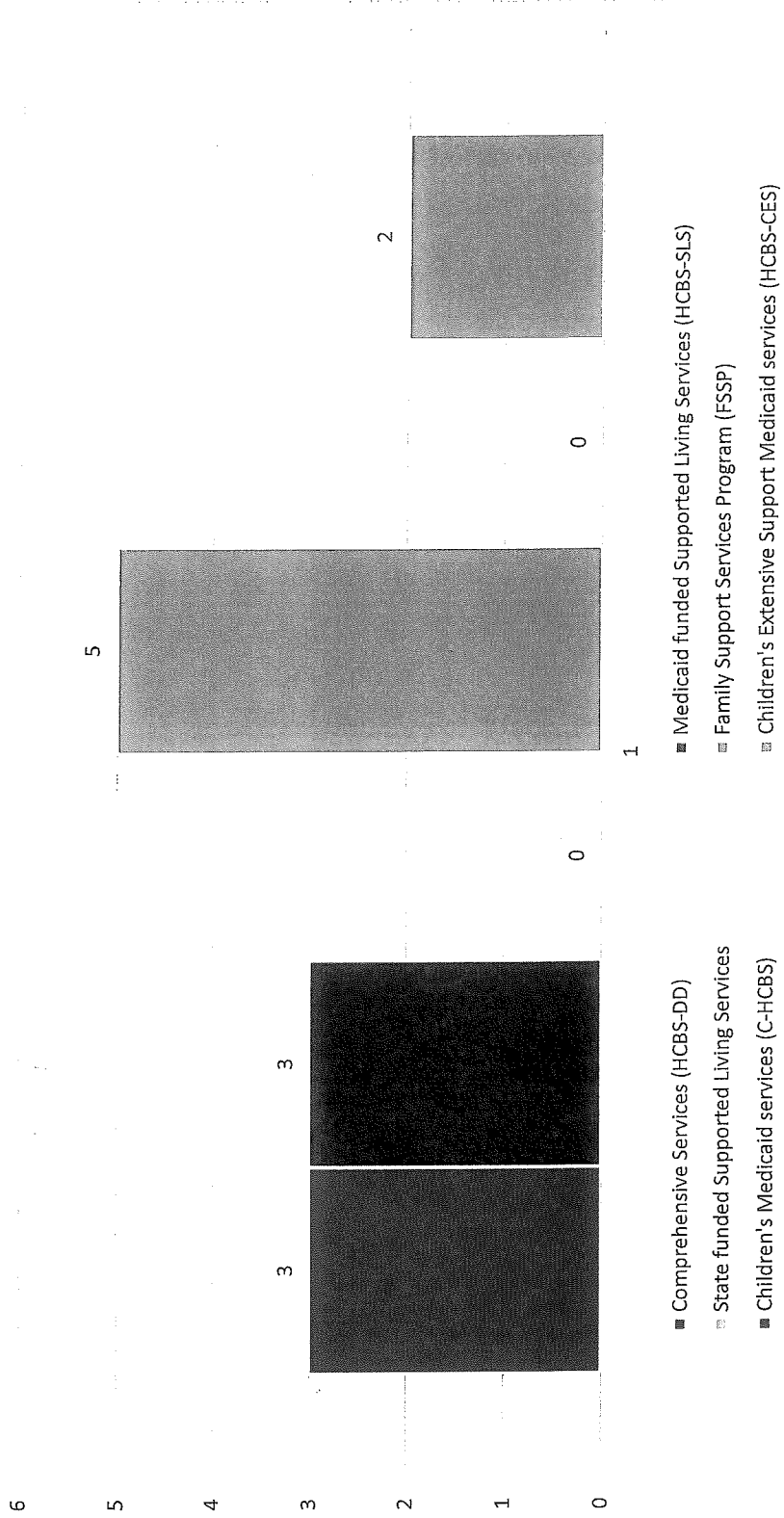
**Foothills Gateway**  
**Statement of Revenue and Expense**  
 Preliminary - UNAUDITED  
 Consolidated  
 For the Three Months Ending Sunday, September 30, 2018

	Current Month Balance	Year to Date Balance	Budget FY17-18	Variance YTD Budget	Percent YTD Budget
<b>Purchase of Service</b>					
7510 P/S Transportation Other	7,889	25,105	101,560	76,455	24.7%
7534 Ability in Motion, LLC.	7,477	20,847	103,912	83,065	20.1%
7524 Chill, LLC	1,970	6,649	28,055	21,406	23.7%
7525 Colorado State University	347	1,026	6,004	4,978	17.1%
7540 Community Advantage	2,653	6,713	23,282	16,569	28.8%
7546 Desert Springs, LLC.	1,846	5,283	16,827	11,544	31.4%
7551 Easter Seals	2,484	6,182	29,721	23,539	20.8%
7538 Eleos Services LLC			3,792	3,792	0.0%
7550 Elevate Music Therapy	290	720		(720)	0.0%
7553 Family Home Health	371	2,763		(2,763)	0.0%
7559 HighPointe Services	0	2,499	15,276	12,777	16.4%
7575 Mosaic	1,052	3,839	16,416	12,577	23.4%
7562 Otero Corp	2,048	5,194	22,829	17,635	22.7%
7564 Peak Community Services	443	2,202	11,147	8,945	19.8%
7566 Sample Supports	258	258		(258)	0.0%
7567 Shine, LLC	1,684	4,329	20,744	16,415	20.9%
7569 Spears Respite Services	192	528	2,811	2,283	18.8%
7570 Spectrum	1,731	7,901	47,503	39,602	16.6%
7574 Stellar Care and Svcs., LLC	867	1,451	16,614	15,163	8.7%
7578 Trailhead Support Svcs, LLC.	4,649	16,348	65,221	48,873	25.1%
7580 Tungland Corp	264	863	6,330	5,467	13.6%
7590 Host Homes	103,117	318,921	1,249,200	930,279	25.5%
<b>Total Purchase of Service</b>	<b>141,629</b>	<b>439,622</b>	<b>1,787,244</b>	<b>1,347,622</b>	<b>24.6%</b>
<b>TOTAL EXPENSES</b>	<b>1,417,665</b>	<b>4,572,051</b>	<b>19,013,389</b>	<b>14,441,338</b>	<b>24.0%</b>
<b>REVENUE OVER (UNDER) EXP</b>	<b>(262,392)</b>	<b>(898,004)</b>	<b>(274,241)</b>	<b>(623,763)</b>	<b>327.5%</b>

September

Comprehensive Services (HCBS-DD)	3
Medicaid funded Supported Living Services (HCBS-SLS)	3
State funded Supported Living Services	0
Family Support Services Program (FSSP)	5
Children's Medicaid services (C-HCBS)	0
Children's Extensive Support Medicaid services (HCBS-CES)	2

# of Enrollments by Program for September 2018

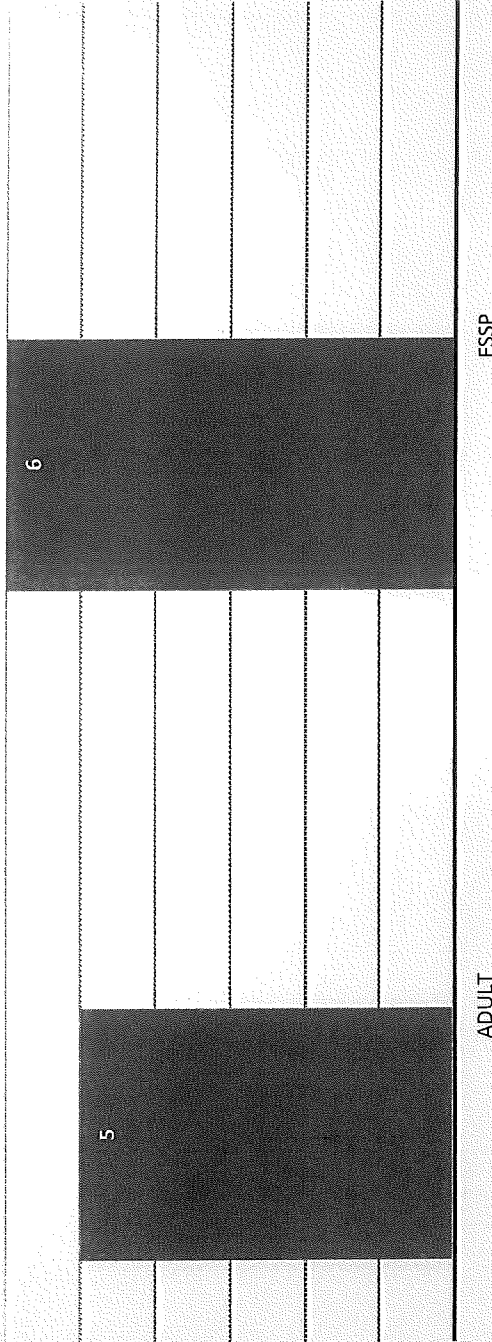


Determinations completed July 2018

Eligible Not Eligible

Adult	5	0
FSSP	6	0
Total	11	0

## DD Determinations September 2018

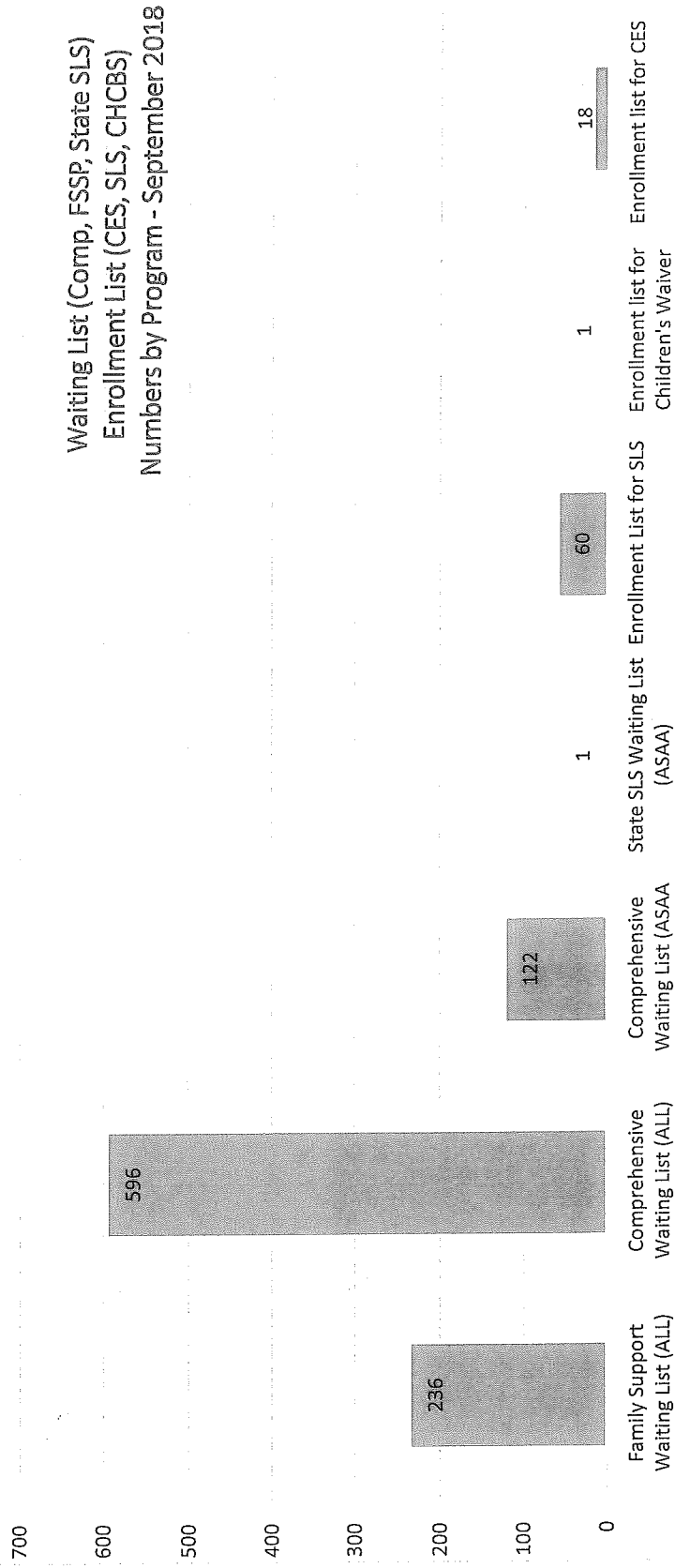


September

236  
596  
122  
1  
60  
1  
18

Waiting List numbers

Family Support Waiting List (ALL)  
Comprehensive Waiting List (ALL)  
Comprehensive Waiting List (ASAA only)  
State SLS Waiting List (ASAA)  
Enrollment List for SLS  
Enrollment list for Children's Waiver  
Enrollment list for CES



Waiting List (Comp, FSSP, State SLS)  
Enrollment List (CES, SLS, CHCBS)  
Numbers by Program - September 2018

\* ALL means everyone on the waiting list including safety net, As Soon As Available and Specific Date Status

\*\* All 5 State SLS people on the waiting list have been offered SLS, in process for enrollment

DCSS Prevocational Program Billing Customer List  
July - September 2018

<u>Company</u>	<u>Job Description</u>
Advertising Development Specialists	Assembly
Alpha Gold	Bindery
American Educational Products	Packaging
BMW Billiards	Bindery
Connective Systems	Assembly
Coyote Camp/Supply Cache	Packaging
Environmental Office Solutions	Packaging
FullPro	Packaging
Jorgensen Lab	Packaging
Pins and Fins	Assembly
Power Line Sentry	Assembly
Pulsed Harmonix	Assembly
Ram's Waste	Assembly
Sensitively Yours	Assembly
Stroker	Assembly
Walker Manufacturing	Packaging
Wild West Munchies	Packaging
World by the Tail	Assembly
Your True Nature	Packaging

**\*Volunteer/Paid Opportunities and Locations**

Prevoc; Community Skills Development Program (CSDP); Personal, Social and Community Services (PSCS)

<u>Company</u>	<u>Job Description</u>
American Baptist Church	Pick up donations from Whole Foods and take to the Salvation Army
ARC (Fort Collins/Loveland)	Sort books in the 'book nook', remove colored tags off racks, straighten store, sort toy shelves, hang plastic bags on the hooks and clear/organize the shelves
Aveda Salon (paid employment)	Recycling
City of Fort Collins Parks (paid employment)	Cleaning park bathrooms
Everyday Joe's	Cleaning, filling water jugs, various tasks as needed
Good Will Health	Sorting, organizing and cleaning
Golden Peaks (Fort Collins)	Visit Senior residents
Habitat for Humanity (Loveland)	Sort books/clothing
Matthew's House	Recycle, wipe down counters, sweep and empty trash
Meals on Wheels (Fort Collins/Loveland)	Deliver meals to home bound individuals
Salvation Army	Pick up donated food



Saturday Morning

Transporting food from food bank for  
Saturday morning breakfast

### Supported Employment Commercial Cleaning

LaPorte Presbyterian Church  
Mosaic

Red Rocks Biofuel

### Supported Employment Diversified Career Services

#### Company

1st Bank (S. College and Lemay)  
ARC (Fort Collins)  
ARC (Loveland)  
Aspen Grove Vet Clinic  
Austin's American Grill  
Big Deal Tire  
Bones du Jour  
Casa Del Matador  
Chick Fil A (Loveland)  
Child Advocacy Center  
Chipper's Lanes  
Cinemark Cinemas  
Cinemark Theater and Bistro  
City of Loveland Library  
Collinwood  
Colorado State University  
Colorado State University  
Columbine Health Systems  
Columbine Health Systems  
Culver's  
Earle's Loveland Floral  
Fazolis  
Fazolis  
Fiona's Delicatessen and Catering  
Gib's Bagels (Lemay)  
Gib's Bagels (Shields)  
Goodwill Thrift Store  
Hach  
Hallmark  
High Country Beverage  
Home Depot (Fort Collins/JFK Pkwy)  
Home Depot (Fort Collins/Magnolia)  
Jorgensen Labs  
King Soopers (Timberline)  
Kohl's (Fort Collins)  
Kohl's (Loveland)

#### Individual Job Sites

Hospitality  
Merchandising Associate (2)  
Associate  
Groundskeeper/Janitor  
Maintenance  
Associate  
Kitchen Asst.  
Kitchen Prep  
Lobby Attendant  
Groundskeeper/Janitor  
Crew Member  
Ticket taker  
Custodian  
Library Page  
Dishwasher  
Lory Student Center (1)  
Moby Gym (1)  
Laundry Assistant  
Dietary Aide  
Dining Room Attendant  
Floral Asst.  
Janitorial/Lobby  
Kitchen/Cashier (2)  
Dishwasher (2)  
Dining Area Attendant  
Dining Area Attendant  
Associate  
Kitchen Asst.  
Associate/Stocker  
Warehouse Assistant (2)  
Associate (1)  
Associate  
Assembly/Packaging  
Courtesy Clerk  
Maintenance  
Dock Assistant

Mackenzie Place  
McDonald's (W. Elizabeth)  
Nita Crisp Crackers  
Palmer Flowers  
Panera Bread (Fort Collins)  
PetCo  
Pet City  
Pizza Hut (Loveland)  
Poudre School District  
Red Robin (Fort Collins)  
Rollins Landscaping  
Safeway (Fort Collins)  
Safeway (Loveland)  
Silver Grill  
Summit Construction Supply  
Taco Bell (Fort Collins)  
Taco Bell (Loveland)  
The Aggie  
The Rio  
Thompson Valley Schools  
Torchy's Tacos  
Tres Margarita's (Fort Collins)  
Walmart (Mason)  
Walrus Ice Cream  
Wendy's (Loveland)  
Whole Foods  
Wing Shack

Dishwasher  
Lobby Attendant  
Packagers (11)  
Floral Assistant  
Dining Room Attendant  
Associate  
Associate  
Box Assembler  
Janitor - PHS  
Food Prep/Dining Room Attendant  
Maintenance  
Courtesy Clerk  
Courtesy Clerk  
Dining Room Attendant  
Packaging/Assembly  
Dining Room Attendant  
Dining Room Attendant  
Janitorial  
Dining Room Attendant  
Dietary/Kitchen Asst.  
Kitchen Prep  
Dining Room Attendant  
Courtesy Clerk/Lot Attendant  
Groundskeeper/Janitorial  
Dining Room Attendant (3)  
Cart Attendant  
Kitchen Prep/Cleaning