



Foothills Gateway, Inc.

Supporting People with Disabilities

This meeting will be virtual. For additional information and to learn how you can participate:

Please go to <http://www.foothillsgateway.org/event> and click on "Board of Director's Meeting" on October 17th.

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 Meeting Agenda

October 17, 2023

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 45 min.

Audit Exit Report – Cal Logan

CONSENT AGENDA 2 min.

Approval of Board Meeting Minutes – September 19, 2023

FINANCIAL REPORT 10 min.

Approval of Financial Report

OLD BUSINESS 15 min.

NEW BUSINESS 20 min.

Family Support Council Change
Case Management Agency Update

OFFICER UPDATES 15 min.

COMMITTEE REPORTS 20 min.

Executive Committee
Fiscal and Property Committee

EXECUTIVE SESSION (*CRS 25.5-10-209-2, b, IV (C)*) – *Matters required to be kept confidential by federal or state law or rules and based on Foothills Gateway's Bylaws.*

ADJOURNMENT

FOOTHILLS GATEWAY, INC.

UNAUDITED

Preliminary Financial Reports

for the 3 months ending September 30, 2023

MONTHLY FINANCIAL HIGHLIGHTS

- * Revenues are 13.6% under YTD Budget
- * Expenses are 9.3% under YTD Budget
- * Net Loss is \$46,429 more than YTD Budget

<i>Financial Status</i>	at June 30, 2023	at September 30, 2023	Change
Total Assets	\$12,155,315	\$10,711,983	(\$1,443,331)
Total Liabilities	\$1,626,952	\$1,490,947	(\$136,005)
Net Assets (Fund Balances)	\$10,528,362	\$9,221,036	(\$1,307,326)
Undesignated Net Assets	\$2,278,406	\$804,024	(\$1,474,382)
Designated Net Assets	\$8,249,957	\$8,417,012	\$167,055

<i>Current Year Financial Performance</i>	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
<i>Revenues</i>					
El State, Part C & Trust Fund	\$787,915	\$740,315	106.4%	\$3,237,966	24.3%
State General Funds	619,213	703,739	88.0%	2,718,846	22.8%
Medicaid Funds	1,769,059	2,108,922	83.9%	8,296,243	21.3%
Public Support	8,095	53,825	15.0%	225,800	3.6%
Larimer County Mill Levy	101,789	114,297	89.1%	5,633,490	1.8%
Other	-1,897	81,774	-2.3%	360,788	-0.5%
Total Revenue	\$3,284,174	\$3,802,872	86.4%	\$20,473,133	16.0%
<i>Expenses</i>					
Salaries, Taxes & Benefits - Staff	\$2,883,811	\$3,246,854	88.8%	\$13,119,234	22.0%
Supplies, Equipment & Building Expense	231,563	237,017	97.7%	1,030,464	22.5%
Vehicle Expense	94,298	88,268	106.8%	351,356	26.8%
Program Related Expense	859,303	865,130	99.3%	3,504,056	24.5%
Purchase of Service	451,970	538,741	83.9%	2,149,502	21.0%
Other	70,555	87,759	80.4%	440,845	16.0%
Total Expenses	\$4,591,500	\$5,063,769	90.7%	\$20,595,457	22.3%
<i>Revenue Over (Under) Expense</i>	(\$1,307,326)	(\$1,260,897)	103.7%	(\$122,324)	1068.7%

Foothills Gateway, Inc.
Statement of Financial Condition
9/30/23
Unaudited

Assets	
<i>Current Assets</i>	
Cash	\$2,050,380.71
Investments - Money Mkt	870,721.62
Investments - Short Term	2,718,685.66
	<hr/>
<i>Sub Total Cash</i>	\$5,639,787.99
Receivables	
Fees and grants from governmental agencies	2,004,783.56
Vocational contracts	-
Other	69,351.85
	<hr/>
<i>Sub Total Receivables</i>	2,074,135.41
Inventory	-
Prepaid expense and other	68,396.59
	<hr/>
<i>Total Current Assets</i>	7,782,319.99
Other investments - Long Term	2,162,764.75
Land, Building & Equipment, net	766,898.59
	<hr/>
Total Assets	10,711,983.33
	<hr/> <hr/>
LIABILITIES AND NET ASSETS	
<i>Current Liabilities</i>	
Accounts Payable and Accrued Expense	1,479,673.86
Current portion of Long-Term Debt	5,943.16
Deferred Revenue	-
	<hr/>
<i>Total Current Liabilities</i>	1,485,617.02
Long Term Debt	
Leases Payable	5,330.01
	<hr/>
Total Liabilities	1,490,947.03
	<hr/> <hr/>
NET ASSETS (FUND BALANCES)	
Unrestricted Funds	
Designated Memorial Funds	140,014.99
Designated Capital Repair & Replacement	50,000.00
Designated YMCA Camp	10,409.91
Designated Other Purposes	107,258.20
Designated CFM Project	1,982,694.50
Designated 3 Mths Bdgt Exp	5,047,566.00
Net Investment in Land, Bldg & Equipment	766,898.59
Undesignated	1,039,427.18
	<hr/>
<i>Total Unrestricted Funds</i>	9,144,269.37
Temporarily Restricted Funds	76,766.93
	<hr/>
Total Net Assets (Fund Balances)	9,221,036.30
	<hr/> <hr/>
Total Liabilities and Fund Balances	10,711,983.33
	<hr/> <hr/>

Foothills Gateway, Inc.
Fund Detail
September 30, 2023

BOARD DESIGNATED:

Cash in Bank	142,696.86
Due (To) / From General Fund	(2,681.87)
	<u>140,014.99</u>

FUND BALANCES:

Memorial Fund	140,014.99
<i>Total</i>	<u>140,014.99</u>

Foothills Gateway, Inc.
Fund Detail
September 30, 2023

DONOR DESIGNATED:

Cash in Bank	105,010.82
Accounts Payable	(28,243.89)
Total	76,766.93

FUND BALANCES:

Miscellaneous Restricted Donations	76,291.70
Colorado Gives Day - CM Resource Coord	-
Colorado Gives Day - Adult Services	406.90
Game Show Paddle Raise - Child/Fam Needs	8,705.58
Game Show Paddle Raise - Adult Needs	12,687.50
Comm Found - Boone - Supported Employment	1,000.00
Denise Peters - Supported Employment	250.00
EI Education Workgroup - Child/Family Needs	7,200.00
Foothills Gateway Foundation - Adult Needs	6,064.24
FSS - Unbillable Services	4,411.31
FSS - Prior years fundraisers	35,566.17
FSS - Flying Pig 5k Run/Walk Current Year	-
Foothills Service League	475.23
Supported Employment	475.23
Total	76,766.93

Foothills Gateway
Statement of Revenue and Expense
Preliminary - UNAUDITED
Consolidated
For the Three Months Ending Saturday, September 30, 2023

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
REVENUES					
State General Fund					
4010... Infant/Toddler	157,179	482,152	1,535,815	(1,053,663)	31.4%
4061 Service Coord - EI	58,152	164,328	791,031	(626,703)	20.8%
4073... Management Fees - EI	30,741	89,982	368,976	(278,994)	24.4%
4040 SGF - SLS	38,684	121,769	651,764	(529,995)	18.7%
4041 SGF - OBRA	3,467	9,063	29,990	(20,927)	30.2%
4068 Case Mgmt - St SLS/ OBRA	9,740	29,757	123,299	(93,542)	24.1%
4075 Management Fees - St SLS/ OBRA	0	1,952	11,700	(9,748)	16.7%
4050 Family Support Services-Direct	94,563	226,999	1,032,000	(805,001)	22.0%
4064 Case Mgmt - FSSP	26,446	71,802	306,093	(234,291)	23.5%
4074 Management Fees - FSSP	0	1,091	6,552	(5,461)	16.7%
4060 Case Mgmt - Waivers	25,159	88,049	376,584	(288,535)	23.4%
4070 Management Fees - Waivers	0	3,802	13,290	(9,488)	28.6%
4065 Case Mgmt - SIS	2,801	7,702	29,760	(22,058)	25.9%
4062 PASRR			450	(450)	0.0%
4067 IDD Determination / Delay	9,167	18,698	74,928	(56,230)	25.0%
4063 Special Purpose Funds	94	38,529	62,436	(23,907)	61.7%
Total State General Fund	456,192	1,355,676	5,414,668	4,058,993	25.0%
Part C and Trust Fund					
4090... Part C - Direct Services	0	0	241,545	(241,545)	0.0%
4092 Part C - Private Ins Trust Fund	12,970	33,150	120,000	(86,850)	27.6%
4093 Part C - Private Ins Broker Fee	2,205	5,635	35,004	(29,369)	16.1%
4096 Part C - Service Coord			67,624	(67,624)	0.0%
4097 Part C - Private Ins Serv Coord	4,040	12,667	45,000	(32,333)	28.1%
4098 Part C - Management Fees			32,971	(32,971)	0.0%
Total Part C and Trust Fund	19,215	51,452	542,144	(490,692)	9.5%
Medicaid Waiver					
4110 CES Program	13,393	41,721	278,542	(236,821)	15.0%
4112 HCBS	4,641	9,014	45,000	(35,986)	20.0%
4114 Day Services - Non-Integrated	92,264	214,983	773,756	(558,773)	27.8%
4120 Day Services - Integrated	(189)	83,611	560,986	(477,375)	14.9%
4130 Residential Services	174,905	549,374	2,762,950	(2,213,576)	19.9%
4140 Supported Living Services	49,395	157,167	826,626	(669,459)	19.0%
4161 Service Coord TCM - EI	34,989	104,779	478,023	(373,244)	21.9%
4162 Case Mgmt PMPM / Monitoring	172,494	511,991	2,060,148	(1,548,157)	24.9%
4164 Case Mgmt CHRP	486	486	1,848	(1,362)	26.3%
4180 Transportation	31,974	95,934	508,364	(412,430)	18.9%
Total Medicaid Waiver	574,352	1,769,059	8,296,243	(6,527,184)	21.3%
Other Service Related Revenue					
4245 Private Pay Revenue	4,796	16,122	72,528	(56,406)	22.2%
Total Other Service Related Revenue	4,796	16,122	72,528	(56,406)	22.2%
Other Gov't Fees & Grants					
4320 Larimer County Mill Levy	12,174	101,789	5,633,490	(5,531,701)	1.8%
4350 Colo Division of Housing	4,009	11,130	46,872	(35,742)	23.7%
4360 Division of Vocational Rehabilitation - DD	1,891	5,188	44,988	(39,800)	11.5%
Total Other Gov't Fees & Grants	18,073	118,107	5,725,350	(5,607,243)	2.1%

Foothills Gateway
Statement of Revenue and Expense
Preliminary - UNAUDITED
Consolidated
For the Three Months Ending Saturday, September 30, 2023

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
Public Support					
4530 Donor Restricted Contributions			54,000	(54,000)	0.0%
4560 Donations - Unrestricted	1,376	8,095	159,500	(151,405)	5.1%
4580 In Kind Revenue			12,300	(12,300)	0.0%
Total Public Support	1,376	8,095	225,800	217,705	3.6%
Other Income					
4810 Rent Income	1,200	3,600	14,400	(10,800)	25.0%
4820 Grant Income			27,600	(27,600)	0.0%
4850 Interest Income	(5,760)	25,059	70,000	(44,941)	35.8%
4855 Change in Market Value	(101,485)	(81,965)		(81,965)	0.0%
4870 Dividend Income	6,474	15,969	60,000	(44,031)	26.6%
4880 Miscellaneous Income	1,000	3,000	14,400	(11,400)	20.8%
4896 (Gain)/Loss on Sale of Assets			10,000	(10,000)	0.0%
Total Other Income	(98,571)	(34,338)	196,400	(230,738)	(17.5%)
TOTAL REVENUE	975,434	3,284,174	20,473,133	(17,188,959)	16.0%

Foothills Gateway
Statement of Revenue and Expense
Preliminary - UNAUDITED
Consolidated
For the Three Months Ending Saturday, September 30, 2023

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
EXPENSES					
Salaries & Wages					
5010 Full Time Wages	697,030	2,150,453	9,601,459	7,451,006	22.4%
5011 Part Time Wages	38,868	109,744	627,872	518,128	17.5%
5012 Bonus	5,878	46,925	50,669	3,744	92.6%
5509 PTO	(40,366)	(30,366)	29,718	60,084	(102.2%)
5015 Full Time Wages-Overtime	1,170	3,598	18,817	15,219	19.1%
5016 Part Time Wages-Overtime	614	1,715	60	(1,655)	2,858.7%
Total Salaries & Wages	703,194	2,282,069	10,328,595	8,046,526	22.1%
Contract Wages					
5105 Contract Wages			150	150	0.0%
5110 Consulting	0	4,275	69,000	64,725	6.2%
5120 Professional Fees	4,383	5,719	67,430	61,711	8.5%
Total Contract Wages	4,383	9,994	136,580	126,586	7.3%
Staff Payroll Taxes					
5310 Staff FICA	54,410	169,757	771,221	601,464	22.0%
5315 Worker's Comp	6,266	5,051	86,939	81,888	5.8%
Total Staff Payroll Taxes	60,675	174,809	858,160	683,351	20.4%
Staff Benefits					
5500 CUC	5,544	5,544	6,000	456	92.4%
5510 Health Insurance	93,806	284,705	1,285,486	1,000,781	22.1%
5511 EAP Expense	279	840	2,244	1,404	37.4%
5513 FAMLI	3,049	9,258	46,391	37,133	20.0%
5515 Dental Insurance	3,761	11,469	52,007	40,538	22.1%
5520 Disability	6,862	20,572	87,681	67,109	23.5%
5530 Life Insurance	802	2,346	10,636	8,290	22.1%
5540 Retirement	30,815	92,200	442,034	349,834	20.9%
Total Staff Benefits	144,918	426,934	1,932,479	1,505,545	22.1%

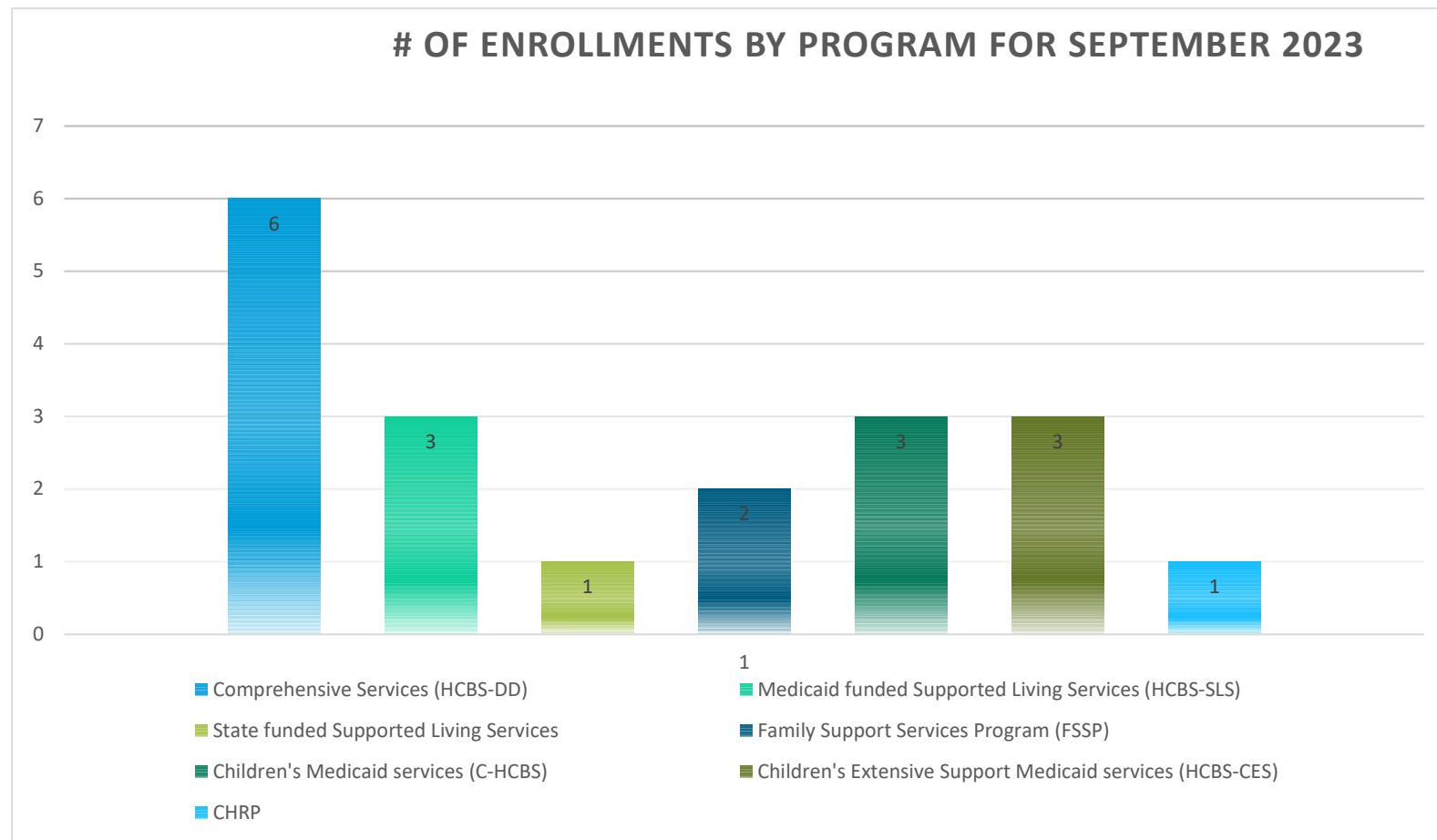
Foothills Gateway
Statement of Revenue and Expense
Preliminary - UNAUDITED
Consolidated
For the Three Months Ending Saturday, September 30, 2023

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
Supplies					
5700 Office Supplies	1,497	6,353	27,906	21,553	22.8%
5720 Center Supplies	724	4,155	15,000	10,845	27.7%
5725 Nursing Supplies	(280)	240	3,500	3,260	6.9%
5730 Janitorial Supplies	297	937	7,800	6,863	12.0%
5740 Unit Supplies	552	891	7,790	6,899	11.4%
5750 Postage	(1)	2,330	20,767	18,437	11.2%
Total Supplies	2,787	14,906	82,763	67,857	18.0%
Occupancy					
5900 Telephone	1,758	5,306	21,360	16,054	24.8%
5903 Cell / Digital Phones	7,212	21,761	95,740	73,979	22.7%
5910 Board & Liability Insurance	10,036	31,567	131,328	99,761	24.0%
5920 Building Maintenance	8,792	21,758	45,052	23,294	48.3%
5925 Grounds Maintenance	4,057	9,658	58,130	48,472	16.6%
5940 Depreciation	16,777	49,878	211,171	161,293	23.6%
5950 Security	1,904	9,154	21,120	11,966	43.3%
5960 Utilities	10,986	34,557	150,640	116,083	22.9%
5965 Refuse Collection	797	3,238	13,848	10,610	23.4%
5971 Rent	1,000	1,000	1,275	275	78.4%
5985 Moving Exp	0	139	1,440	1,301	9.7%
Total Occupancy	63,319	188,016	751,104	563,088	25.0%
Equipment					
6100 Equip Maint & Repair	1,088	1,199	2,975	1,776	40.3%
6110 Equip under \$3000	0	10,567	30,450	19,883	34.7%
6125 Equipment Lease Expense	1,044	6,880	26,592	19,712	25.9%
Total Equipment	2,132	18,646	60,017	41,371	31.1%
Professional Growth					
6300 Travel	0	1,253	7,151	5,898	17.5%
6310 Meetings & Conferences	1,005	3,206	15,017	11,811	21.4%
6320 Professional Dues & Publications	(40)	10,505	30,177	19,672	34.8%
6330 Staff Recognition	1,818	1,918	28,600	26,682	6.7%
6340 Staff Training	4,724	21,443	44,694	23,251	48.0%
6341 Computer Training	150	1,348	4,950	3,602	27.2%
6342 PCT Training			6,557	6,557	0.0%
6350 Employee Relations	1,352	3,166	7,500	4,334	42.2%
Total Professional Growth	9,008	42,838	144,646	101,808	29.6%
Vehicle Expense					
6410 Mileage Reimbursement Expense	3,314	7,363	40,026	32,663	18.4%
6420 Fuel & Oil Expense	5,031	16,630	79,885	63,255	20.8%
6430 Vehicle Repair & Maintenance	7,322	32,494	61,305	28,811	53.0%
6450 Vehicle Insurance Expense	6,852	20,555	85,032	64,477	24.2%
6460 Vehicle Licensing Expense	(14)	1,297	5,450	4,153	23.8%
6465 Vehicle Depreciation	5,574	16,752	79,658	62,906	21.0%
6480 Veh Repair Reimb by Insurance	0	(793)		793	0.0%
Total Vehicle Expense	28,079	94,298	351,356	257,058	26.8%

Foothills Gateway
Statement of Revenue and Expense
Preliminary - UNAUDITED
Consolidated
For the Three Months Ending Saturday, September 30, 2023

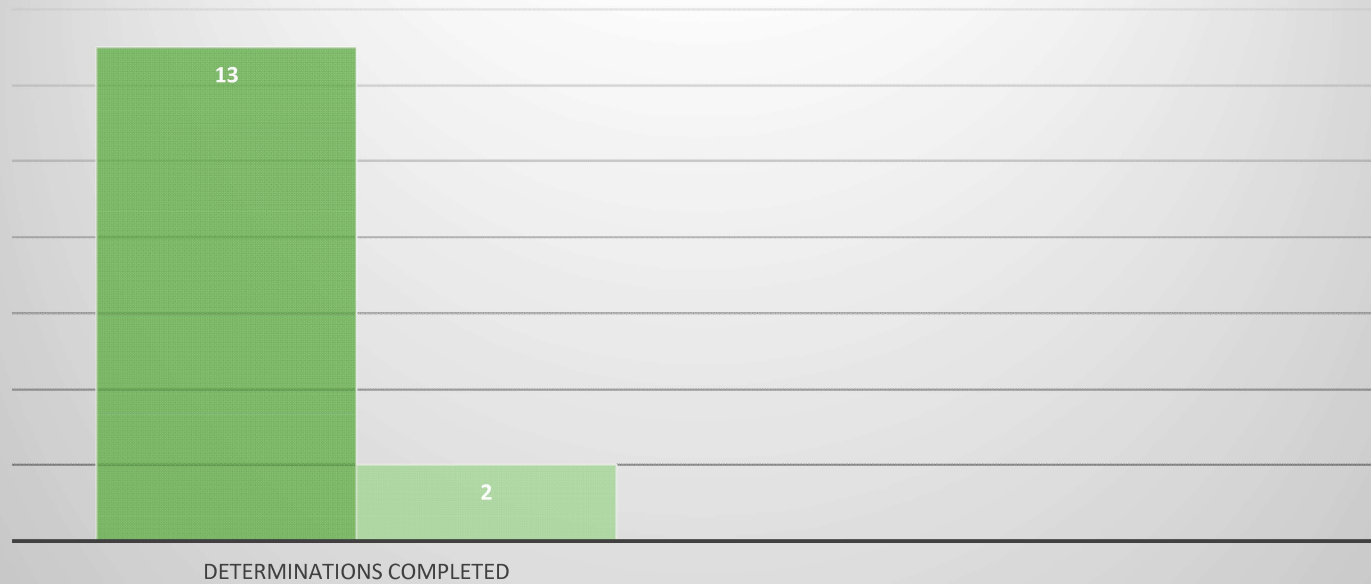
	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
Other Expense					
6605 Board Expense			1,450	1,450	0.0%
6610 Public Relations	994	1,098	18,650	17,552	5.9%
6616 Misc Fees & Expenses	937	3,030	14,200	11,170	21.3%
6625 Advertising			1,630	1,630	0.0%
6650 Data Processing	3,137	15,516	96,721	81,205	16.0%
6660 Mill Levy - County Admin Fees	243	2,034	118,303	116,269	1.7%
6675 Ergonomical Evaluations	184	920	5,380	4,460	17.1%
6680 Staff Hep B Shots			1,823	1,823	0.0%
6681 CBI Checks	108	385	6,742	6,357	5.7%
6689 In-kind Donations Expense			12,300	12,300	0.0%
6690 Contribution	300	4,734	19,000	14,266	24.9%
Total Other Expense	5,903	27,717	296,199	268,483	9.4%
Direct Exp - Individuals in Svcs					
7010 Supplies	2,924	8,071	45,240	37,169	17.8%
7017 Household Supplies	179	634	1,740	1,106	36.5%
7020 Telephone			1,080	1,080	0.0%
7040 Recreational Services	1,753	3,107	13,812	10,705	22.5%
7045 Food & Personal Needs	1,005	3,387	14,940	11,553	22.7%
7046 Medical Supplies			720	720	0.0%
7048 Clothing Allowance			60	60	0.0%
7057 Personal Assist - HHA's	471	1,270	2,400	1,130	52.9%
7060 Transportation	1,062	2,955	22,584	19,629	13.1%
7070 Family Direct Pmts	88,128	217,829	1,020,125	802,296	21.4%
7072 Family Training	7,495	10,268	14,875	4,607	69.0%
7075 Direct Service Payments	168,686	512,490	1,874,800	1,362,310	27.3%
7079 Assistive Technology	18,154	40,022	157,470	117,448	25.4%
7081 Therapies	8,620	23,004	99,000	75,996	23.2%
7082 Medical Prof Services - Other	2,421	11,637	48,420	36,783	24.0%
7085 Craft Supplies	73	239	1,820	1,581	13.2%
7086 Women's Group	15	(48)		48	0.0%
7087 Men's Group	(40)	(40)		40	0.0%
Total Direct Exp - Indiv in Svcs	300,947	834,825	3,319,086	2,484,261	25.2%
Unallowable Expenses					
7310 Unallow - Mental Health	(400)	12,513	98,570	86,057	12.7%
7314 Unallow - Prof Svcs Other	868	2,661	8,600	5,939	30.9%
7320 Unallow - Provider Other	1,187	4,027	4,200	173	95.9%
7339 Unallow - Other	550	3,819	53,700	49,881	7.1%
Total Unallowable Ex	2,204	23,020	165,070	142,050	13.9%
Other Program Related Expense					
7450 Provider Training	1,458	1,458	11,900	10,442	12.3%
7460 Guardianship Expense			8,000	8,000	0.0%
Total Other Program Related Expense	1,458	1,458	19,900	18,442	7.3%
Purchase of Service					
7510 P/S Transportation Other	5,141	12,603	45,346	32,743	27.8%
7524... Program Approved Service Agencies	28,038	86,624	408,000	321,376	21.2%
7590 Host Homes	106,763	352,742	1,696,156	1,343,414	20.8%
Total Purchase of Service	139,942	451,970	2,149,502	1,697,532	21.0%
TOTAL EXPENSES	1,468,949	4,591,500	20,595,457	16,003,957	22.3%
REVENUE OVER (UNDER) EXP	(493,516)	(1,307,326)	(122,324)	(1,185,002)	1,068.7%

Program	Sep-23
Comprehensive Services (HCBS-DD)	6
Medicaid funded Supported Living Services (HCBS-SLS)	3
State funded Supported Living Services	1
Family Support Services Program (FSSP)	2
Children's Medicaid services (C-HCBS)	3
CHRP	3
Children's Extensive Support Medicaid services (HCBS-CES)	3

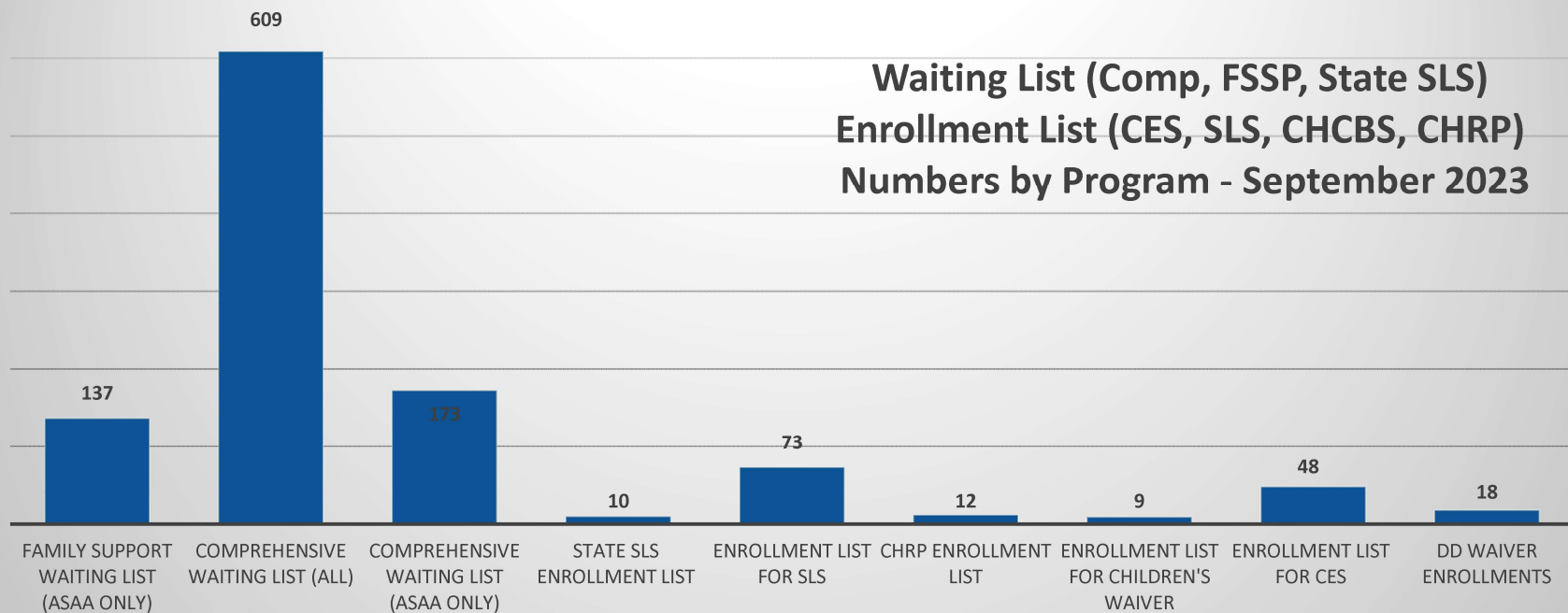


Sep-23	Eligible	Not Eligible	Total
Determinations completed	13	2	
Total			15

DD Determinations September 2023



Waiting List & Enrollment	Sep-23
Family Support Waiting List (ASAA ONLY)	137
Comprehensive Waiting List (ALL)	609
Comprehensive Waiting List (ASAA only)	173
State SLS Enrollment List	10
Enrollment List for SLS	73
CHRP enrollment list	12
Enrollment list for Children's Waiver	9
Enrollment list for CES	48
DD Waiver Enrollments	18



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