



# Foothills Gateway, Inc.

Empowering Every Ability

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 21<sup>th</sup>.

*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 to lead lives of their choice.*

## Board of Director's Meeting Agenda

October 21, 2025

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 Presentation(s) – Cal Logan

CONSENT AGENDA 2 min.

Approval of Board Meeting Minutes – September 21, 2025  
Annual Policy Review

FINANCIAL REPORT 10 min.

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, 2025

## MONTHLY FINANCIAL HIGHLIGHTS

- \* Revenues are 6.1% under YTD Budget
- \* Expenses are 1.9% under YTD Budget
- \* Net Loss is \$155,505 more than YTD Budget

<u>Financial Status</u>	at June 30, 2025	at September 30, 2025	Change
Total Assets	\$15,867,039	\$14,074,338	(\$1,792,700)
Total Liabilities	\$1,886,921	\$1,601,933	(\$284,988)
Net Assets (Fund Balances)	\$13,980,117	\$12,472,405	(\$1,507,713)
Undesignated Net Assets	\$2,607,804	\$212,269	(\$2,395,535)
Designated Net Assets	\$11,372,313	\$12,260,136	\$887,823

<u>Current Year Financial Performance</u>	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>					
El State, Part C & Trust Fund	\$979,008	\$1,105,906	88.5%	\$4,426,693	22.1%
State General Funds	597,774	770,667	77.6%	3,167,022	18.9%
Medicaid Funds	1,915,835	1,902,830	100.7%	7,810,560	24.5%
Public Support	68,906	77,895	88.5%	207,740	33.2%
Larimer County Mill Levy	134,578	142,346	94.5%	6,239,286	2.2%
Other	344,664	302,240	114.0%	630,868	54.6%
<b>Total Revenue</b>	<b>\$4,040,765</b>	<b>\$4,301,884</b>	<b>93.9%</b>	<b>\$22,482,169</b>	<b>18.0%</b>
<b>Expenses</b>					
Salaries, Taxes & Benefits - Staff	\$3,791,395	\$3,734,793	101.5%	\$15,042,599	25.2%
Supplies, Equipment & Building Expense	232,134	264,765	87.7%	1,010,463	23.0%
Vehicle Expense	51,087	50,963	100.2%	186,675	27.4%
Program Related Expense	949,992	1,142,431	83.2%	4,850,114	19.6%
Purchase of Service	189,794	198,054	95.8%	792,216	24.0%
Other	334,075	263,086	127.0%	875,844	38.1%
<b>Total Expenses</b>	<b>\$5,548,478</b>	<b>\$5,654,092</b>	<b>98.1%</b>	<b>\$22,757,911</b>	<b>24.4%</b>
<b>Revenue Over (Under) Expense</b>	<b>(\$1,507,713)</b>	<b>(\$1,352,208)</b>	<b>111.5%</b>	<b>(\$275,742)</b>	<b>546.8%</b>

**Foothills Gateway, Inc.**  
**Statement of Financial Condition**  
**9/30/25**  
**Unaudited**

<b>Assets</b>	
<i>Current Assets</i>	
Cash	\$696,581.57
Investments - Money Mkt	904,113.95
Investments - Short Term	4,362,221.72
	\$5,962,917.24
 <i>Sub Total Cash</i>	
 Receivables	
Fees and grants from governmental agencies	2,393,081.12
Other	81,801.56
	2,474,882.68
 <i>Sub Total Receivables</i>	
Prepaid expense and other	163,174.11
	8,600,974.03
 <i>Total Current Assets</i>	
Other investments - Long Term	4,703,256.53
Land, Building & Equipment, net	770,107.58
	14,074,338.14
 <b>Total Assets</b>	
 <b>LIABILITIES AND NET ASSETS</b>	
<i>Current Liabilities</i>	
Accounts Payable and Accrued Expense	1,510,663.86
Current portion of Long-Term Debt	21,388.26
Deferred Revenue	-
	1,532,052.12
 <i>Total Current Liabilities</i>	
Long Term State Deferred Revenue	-
Leases Payable	69,881.29
	1,601,933.41
 <b>Total Liabilities</b>	
 <b>NET ASSETS (FUND BALANCES)</b>	
Unrestricted Funds	
Designated Memorial Funds	99,539.33
Designated Capital Repair & Replacement	590,815.93
Designated Non-Idd Reserves	2,360,710.45
Designated CFCM Project	2,403,736.80
Designated 3 Mths Bdgt Exp	5,689,478.00
Net Investment in Land, Bldg & Equipment	770,107.58
Undesignated	503,249.44
	12,417,637.53
 <i>Total Unrestricted Funds</i>	
Temporarily Restricted Funds	54,767.20
	12,472,404.73
 <b>Total Net Assets (Fund Balances)</b>	
 <b>Total Liabilities and Fund Balances</b>	
	14,074,338.14

**Foothills Gateway, Inc.**  
**Fund Detail**  
**September 30, 2025**

<b>BOARD DESIGNATED:</b>	
<hr/>	
Cash in Bank	113,454.61
Due (To) / From General Fund	(13,915.24)
	<hr/>
	99,539.37
	<hr/> <hr/>
<b>FUND BALANCES:</b>	
<hr/>	
Memorial Fund	99,539.37
	<hr/>
<i>Total</i>	99,539.37
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**Foothills Gateway, Inc.**  
**Fund Detail**  
**September 30, 2025**

**DONOR DESIGNATED:**

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Cash in Bank		108,793.89
Accounts Payable		<u>(54,026.69)</u>
<b>Total</b>		<u><u>54,767.20</u></u>

**FUND BALANCES:**

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Miscellaneous Restricted Donations		54,767.20
Game Show Paddle Raise - Adult Needs ID	5,448.54	
Flying Pigs 5k Fundraiser - Children/Family Needs General	10,672.86	
FSS - Unbillable Services	12,649.48	
Game Show Paddle Raise - Child/Fam Needs General	-	
FSS - Prior years fundraisers	25,996.32	
<b>Total</b>		<u><u>54,767.20</u></u>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
For the Three Months Ending Tuesday, September 30, 2025

	Current Month Balance	Year to Date Balance	Budget FY25-26	Variance YTD Budget	Percent YTD Budget
<b>REVENUES</b>					
<b>State General Fund</b>					
4066...	191,648	592,118	2,737,980	(2,145,862)	21.6%
4011	17,636	33,065	151,068	(118,003)	21.9%
4061	85,314	233,835	1,000,452	(766,617)	23.4%
4073...	14,799	67,983	289,193	(221,210)	23.5%
4040	48,535	153,368	673,872	(520,504)	22.8%
4041	13,063	34,152	120,000	(85,848)	28.5%
4068	7,766	19,250	76,388	(57,138)	25.2%
4075	1,011	2,022	12,132	(10,110)	16.7%
4050	54,739	119,024	937,583	(818,559)	12.7%
4064	26,711	83,145	376,691	(293,546)	22.1%
4074	565	1,131	6,780	(5,649)	16.7%
4060	52,328	163,072	863,546	(700,474)	18.9%
4070	0	723	10,395	(9,672)	7.0%
4065	1,196	2,540	15,307	(12,767)	16.6%
4067	4,284	10,426	50,985	(40,559)	20.4%
4063	3,393	8,919	23,343	(14,424)	38.2%
<b>Total State General Fund</b>	<b>522,988</b>	<b>1,524,775</b>	<b>7,345,715</b>	<b>5,820,940</b>	<b>20.8%</b>
<b>EI Trust Fund</b>					
4092	12,467	35,304	165,000	(129,696)	21.4%
4093	2,119	6,002	28,000	(21,998)	21.4%
4097	3,494	10,702	55,000	(44,298)	19.5%
<b>Total Part C and Trust Fund</b>	<b>18,081</b>	<b>52,008</b>	<b>248,000</b>	<b>(195,992)</b>	<b>21.0%</b>
<b>Medicaid Waiver</b>					
4110	29,239	49,643	83,236	(33,593)	59.6%
4130	11,027	34,787	139,992	(105,205)	24.8%
4140	4,230	14,277	76,860	(62,583)	18.6%
4180			1,200	(1,200)	0.0%
4161	29,646	97,496	405,012	(307,516)	24.1%
4162	442,456	1,319,251	5,325,988	(4,006,737)	24.8%
4163	79,469	225,382	875,059	(649,677)	25.8%
4160	52,328	163,072	863,546	(700,474)	18.9%
4170	0	723	10,395	(9,672)	7.0%
4166	1,196	2,540	13,752	(11,212)	18.5%
4167	4,195	8,662	15,520	(6,858)	55.8%
<b>Total Medicaid Waiver</b>	<b>653,784</b>	<b>1,915,835</b>	<b>7,810,560</b>	<b>(5,894,726)</b>	<b>24.5%</b>
<b>Other Service Related Revenue</b>					
4245	2,425	5,380	24,864	(19,484)	21.6%
<b>Total Other Service Related Revenue</b>	<b>2,425</b>	<b>5,380</b>	<b>24,864</b>	<b>(19,484)</b>	<b>21.6%</b>
<b>Other Gov't Fees &amp; Grants</b>					
4320	19,639	134,578	6,239,286	(6,104,708)	2.2%
4350	0	6,827	45,144	(38,318)	15.1%
4351	159	317	2,652	(2,335)	12.0%
4360	0	799	3,900	(3,101)	20.5%
<b>Total Other Gov't Fees &amp; Grants</b>	<b>19,797</b>	<b>142,521</b>	<b>6,290,982</b>	<b>(6,148,461)</b>	<b>2.3%</b>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
For the Three Months Ending Tuesday, September 30, 2025

	Current Month Balance	Year to Date Balance	Budget FY25-26	Variance YTD Budget	Percent YTD Budget
<b>Public Support</b>					
4530 Donor Restricted Contributions			37,000	(37,000)	0.0%
4560 Donations - Unrestricted	6,941	68,683	162,100	(93,417)	42.4%
4580 In Kind Revenue	64	223	8,640	(8,417)	2.6%
<b>Total Public Support</b>	<b>7,005</b>	<b>68,906</b>	<b>207,740</b>	<b>138,834</b>	<b>33.2%</b>
<b>Other Income</b>					
4810 Rent Income	4,859	14,578	58,308	(43,730)	25.0%
4820 Grant Income			26,000	(26,000)	0.0%
4850 Interest Income	25,776	49,185	90,000	(40,815)	54.7%
4855 Change in Market Value	66,560	209,504	96,000	113,504	218.2%
4870 Dividend Income	10,977	24,352	72,000	(47,648)	33.8%
4880 Miscellaneous Income	1,000	3,000	12,000	(9,000)	25.0%
4896 Gain/(Loss) on Sale of Assets	9,921	30,722	200,000	(169,278)	15.4%
<b>Total Other Income</b>	<b>119,093</b>	<b>331,342</b>	<b>554,308</b>	<b>(222,966)</b>	<b>59.8%</b>
<b>TOTAL REVENUE</b>	<b>1,343,173</b>	<b>4,040,765</b>	<b>22,482,169</b>	<b>(18,441,404)</b>	<b>18.0%</b>

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**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
For the Three Months Ending Tuesday, September 30, 2025

	Current Month Balance	Year to Date Balance	Budget FY25-26	Variance YTD Budget	Percent YTD Budget
<b>EXPENSES</b>					
<b>Salaries &amp; Wages</b>					
5010	1,011,739	2,951,855	11,613,471	8,661,616	25.4%
5011	24,700	71,848	284,732	212,884	25.2%
5012	3,511	6,412	53,274	46,862	12.0%
5509	(18,628)	(8,628)	85,670	94,298	(10.1%)
5015	2,442	3,813	21,930	18,117	17.4%
5016	63	63		(63)	0.0%
	<b>1,023,827</b>	<b>3,025,362</b>	<b>12,059,077</b>	<b>9,033,715</b>	<b>25.1%</b>
<b>Contract Wages</b>					
5110	8,944	14,005	63,876	49,871	21.9%
5120	1,777	2,793	53,700	50,907	5.2%
	<b>10,721</b>	<b>16,798</b>	<b>117,576</b>	<b>100,778</b>	<b>14.3%</b>
<b>Staff Payroll Taxes</b>					
5310	77,986	224,468	881,497	657,029	25.5%
5315	3,613	8,585	37,277	28,692	23.0%
	<b>81,599</b>	<b>233,052</b>	<b>918,774</b>	<b>685,722</b>	<b>25.4%</b>
<b>Staff Benefits</b>					
5500			20,000	20,000	0.0%
5510	113,053	335,145	1,364,228	1,029,083	24.6%
5512	8,235	24,390	101,070	76,680	24.1%
5513	6,223	14,345	53,057	38,712	27.0%
5515	4,529	13,358	51,720	38,362	25.8%
5520	3,669	10,865	47,615	36,750	22.8%
5530	796	2,350	9,668	7,318	24.3%
5540	57,226	132,527	417,390	284,863	31.8%
	<b>193,732</b>	<b>532,981</b>	<b>2,064,748</b>	<b>1,531,767</b>	<b>25.8%</b>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
For the Three Months Ending Tuesday, September 30, 2025

	Current Month Balance	Year to Date Balance	Budget FY25-26	Variance YTD Budget	Percent YTD Budget
<b>Supplies</b>					
5700	1,731	4,648	28,050	23,402	16.6%
5720	1,856	3,613	12,555	8,942	28.8%
5725			1,400	1,400	0.0%
5730	494	1,173	7,585	6,412	15.5%
5740	422	1,771	7,460	5,689	23.7%
5750	999	4,024	20,615	16,591	19.5%
<b>Total Supplies</b>	<b>5,502</b>	<b>15,228</b>	<b>77,665</b>	<b>62,437</b>	<b>19.6%</b>
<b>Occupancy</b>					
5900	2,304	6,660	23,386	16,726	28.5%
5903	7,937	24,781	124,826	100,045	19.9%
5910	9,468	30,331	132,621	102,290	22.9%
5920	9,513	27,556	80,810	53,254	34.1%
5925	2,501	10,865	86,815	75,950	12.5%
5930			3,020	3,020	0.0%
5940	8,730	28,996	111,894	82,898	25.9%
5950	7,612	12,057	28,530	16,473	42.3%
5960	9,885	34,101	115,100	80,999	29.6%
5965	2,030	6,363	27,280	20,917	23.3%
5971	2,900	2,900	9,375	6,475	30.9%
<b>Total Occupancy</b>	<b>62,881</b>	<b>184,611</b>	<b>743,657</b>	<b>559,046</b>	<b>24.8%</b>
<b>Equipment</b>					
6100			3,665	3,665	0.0%
6110	1,905	10,014	42,675	32,661	23.5%
6125	1,181	5,482	25,225	19,743	21.7%
<b>Total Equipment</b>	<b>3,086</b>	<b>15,496</b>	<b>71,565</b>	<b>56,069</b>	<b>21.7%</b>
<b>Professional Growth</b>					
6300	1,923	3,062	12,030	8,968	25.5%
6310	1,013	2,490	19,516	17,026	12.8%
6320	684	5,054	24,131	19,077	20.9%
6330	2,121	6,691	23,552	16,861	28.4%
6340	115	24,369	39,956	15,588	61.0%
6341	690	989	5,800	4,811	17.1%
6342	0	40	8,590	8,550	0.5%
6350	4,195	4,195	8,000	3,805	52.4%
<b>Total Professional Growth</b>	<b>10,742</b>	<b>46,890</b>	<b>141,575</b>	<b>94,685</b>	<b>33.1%</b>
<b>Vehicle Expense</b>					
6410	5,123	16,357	75,225	58,868	21.7%
6420	2,160	6,645	30,310	23,665	21.9%
6430	821	11,402	27,360	15,958	41.7%
6450	5,293	16,749	37,820	21,071	44.3%
6460	215	857	3,052	2,195	28.1%
6465	856	2,568	12,908	10,340	19.9%
6480	0	(3,492)		3,492	0.0%
<b>Total Vehicle Expense</b>	<b>14,467</b>	<b>51,087</b>	<b>186,675</b>	<b>135,588</b>	<b>27.4%</b>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
For the Three Months Ending Tuesday, September 30, 2025

	Current Month Balance	Year to Date Balance	Budget FY25-26	Variance YTD Budget	Percent YTD Budget	
<b>Other Expense</b>						
6605	Board Expense		1,325	1,325	0.0%	
6610	Public Relations	5,661	8,525	20,740	41.1%	
6616	Misc Fees & Expenses	1,014	3,091	13,310	23.2%	
6625	Advertising	1,961	8,037	29,500	27.2%	
6650	Data Processing	7,407	26,779	149,556	17.9%	
6660	Mill Levy - County Admin Fees	393	2,692	130,838	2.1%	
6675	Ergonomical Evaluations	199	398	1,404	28.3%	
6680	Staff Hep B Shots	0	52	875	5.9%	
6681	CBI Checks	77	1,072	5,581	19.2%	
6689	In-kind Donations Expense	64	223	8,640	2.6%	
6690	Contribution	309	5,345	22,500	23.8%	
6695	Grants	22,500	230,972	350,000	66.0%	
	<b>Total Other Expense</b>	<b>39,585</b>	<b>287,186</b>	<b>734,269</b>	<b>447,083</b>	<b>39.1%</b>
<b>Direct Exp - Individuals in Svcs</b>						
7010	Supplies	7,226	12,492	45,417	27.5%	
7017	Household Supplies	82	747	2,400	31.1%	
7040	Recreational Services	19	79	300	26.4%	
7045	Food & Personal Needs	898	2,306	9,600	24.0%	
7070	Family Direct Prmts	52,474	115,483	1,333,500	8.7%	
7072	Family Training	2,831	7,958	20,436	38.9%	
7075	Direct Service Payments	206,655	628,706	2,867,730	21.9%	
7079	Assistive Technology	28,965	50,497	154,726	104,229	32.6%
7081	Therapies	5,879	15,878	36,048	20,170	44.0%
7082	Medical Prof Services - Other	5,012	24,973	125,047	100,074	20.0%
7085	Craft Supplies	109	283	845	562	33.5%
7090	HUD Rent	400	400	(400)	(400)	0.0%
	<b>Total Direct Exp - Indiv in Svcs</b>	<b>310,551</b>	<b>859,804</b>	<b>4,596,049</b>	<b>3,736,245</b>	<b>18.7%</b>
<b>Unallowable Expenses</b>						
7310	Unallow - Mental Health	0	60,615	124,866	64,252	48.5%
7314	Unallow - Prof Svcs Other	1,555	1,864	18,600	16,737	10.0%
7320	Unallow - Provider Other	0	162	1,500	1,338	10.8%
7339	Unallow - Other	12,576	26,107	93,099	66,992	28.0%
	<b>Total Unallowable Ex</b>	<b>14,131</b>	<b>88,747</b>	<b>238,065</b>	<b>149,318</b>	<b>37.3%</b>
<b>Other Program Related Expense</b>						
7450	Provider Training	663	1,442	9,000	7,558	16.0%
7460	Guardianship Expense	0	0	7,000	7,000	0.0%
	<b>Total Other Program Related Expense</b>	<b>663</b>	<b>1,442</b>	<b>16,000</b>	<b>14,558</b>	<b>9.0%</b>
<b>Purchase of Service</b>						
7510	P/S Transportation Other	3,377	10,831	48,216	37,385	22.5%
7524...	Program Approved Service Agencies	62,753	178,963	744,000	565,037	24.1%
	<b>Total Purchase of Service</b>	<b>66,130</b>	<b>189,794</b>	<b>792,216</b>	<b>602,422</b>	<b>24.0%</b>
	<b>TOTAL EXPENSES</b>	<b>1,837,617</b>	<b>5,548,478</b>	<b>22,757,911</b>	<b>17,209,433</b>	<b>24.4%</b>
	<b>REVENUE OVER (UNDER) EXP</b>	<b>(494,444)</b>	<b>(1,507,713)</b>	<b>(275,742)</b>	<b>(1,231,971)</b>	<b>546.8%</b>