

HORIZONS SPECIALIZED SERVICES
Statement of Financial Position
For the Five Months Ending Friday, November 30, 2018

ASSETS

Current Assets	
Cash	\$2,422,112
Accounts Receivable	471,794
Prepaid Expenses	<u>72,092</u>
Total Current Assets	2,965,999
Other Assets	
Restricted Cash	109,981
Deferred Loan Cost, Net	<u>8,493</u>
Total Other Assets	118,474
Fixed Assets, Net	<u>2,111,078</u>
TOTAL ASSETS	<u><u>\$5,195,551</u></u>

LIABILITIES AND EQUITY

Current Liabilities	
Accounts Payable	\$73,190
Accrued Payroll and Employee Benefits	260,452
Deferred Revenue	79,304
Current Portion of Long Term Debt	<u>38,056</u>
Total Current Liabilities	451,002
Long-term Debt	
Notes Payable	<u>410,120</u>
Total Long-term Debt	410,120
Net Assets	
Board Designated	2,064,586
Undesignated	<u>2,221,819</u>
Total Net Assets	4,286,405
Net Surplus (Deficit)	<u>48,024</u>
Total Equity	<u>4,334,429</u>
TOTAL LIABILITIES AND EQUITY	<u><u>\$5,195,551</u></u>

HORIZONS SPECIALIZED SERVICES
NOTES TO FINANCIAL STATEMENTS
FOR THE FIVE MONTHS ENDED NOVEMBER 30, 2018

BALANCE SHEET:

Cash:

1,401,639	Certificates of Deposit and Savings Accounts
1,020,473	Checking & Money Market Accounts
<u>2,422,112</u>	

Accounts Receivable:

361,510	Balances due from ACS for Medicaid Waiver billings (90% of this is current)
99,211	Balances due from the State. This also includes Part C.
6,102	Work Crew billings and miscellaneous A/R
4,971	A/R from SCA Inc.
<u>471,794</u>	

Prepaid Expenses:

967	Various maintenance and service contracts Dec 2018 - Dec 2019
51,482	Insurance (Health, Building, Liability, Workers Comp, D&O)
19,643	Security Deposits paid on behalf of clients moving into new apts, office spaces and the Maple Street project
<u>72,092</u>	

Restricted Cash

109,981 Gift Annuity Fund This is the market value as of the end of June, 2018.

Year to Date Asset Summary:

150,000	Total FY 2018-2019 Asset Budget
(64,252)	Assets purchased through 11/30/18
<u>85,748</u>	Balance of Asset Budget in FY 2018-2019

Accrued Payroll and Employee Benefits:

101,299	Accrued payroll for last ten days of the month
166,585	Accrued paid time off (PTO)
(7,432)	Other accrued employee benefits & taxes
<u>260,452</u>	

Deferred Revenue:

3,250	Security Deposits on 8th Street apartments
750	8th Street Rent received in advance
75,304	Mill Levy funds received in excess of amounts recognized as revenue
<u>79,304</u>	

Fund Balance:

<u>1,960,800</u>	Unrestricted Fund Balance @ 6/30/12
<u>187,615</u>	Surplus Through 6/30/13
<u>2,148,415</u>	Unrestricted Fund Balance @ 6/30/13
<u>(297,727)</u>	Deficit Through 6/30/14
<u>1,850,688</u>	Unrestricted Fund Balance @ 6/30/14
<u>(63,618)</u>	Deficit Through 6/30/15
<u>1,787,070</u>	Unrestricted Fund Balance @ 6/30/15
<u>(2,696)</u>	Deficit Through 6/30/16
<u>1,784,374</u>	Unrestricted Fund Balance @ 6/30/16
<u>97,167</u>	Surplus Through 6/30/17
<u>1,881,540</u>	Unrestricted Fund Balance @ 6/30/17
<u>32,630</u>	Surplus Through 6/30/18
<u>1,914,170</u>	Unrestricted Fund Balance @ 6/30/18
<u>48,024</u>	Surplus Through 11/30/18
<u>1,962,194</u>	Unrestricted Fund Balance @ 10/31/18

7 : 1 Working Capital Ratio [Current Assets/Current Liabilities]

HORIZONS SPECIALIZED SERVICES
Statement of Activity
For the Five Months Ending Friday, November 30, 2018

	Actual	Budget	Variance	Notes
Revenue				
Day Program	\$252,657.15	\$234,335.55	\$18,321.60	1
Early Intervention	168,976.97	152,282.05	16,694.92	2
Case Management	116,864.97	101,633.15	15,231.82	3
Administration	47,481.05	45,609.20	1,871.85	
Homes	996,399.79	994,293.97	2,105.82	1
Supported Living Services	156,693.01	151,589.44	5,103.57	4
Vocational Rehabilitation	1,311.75	1,041.65	270.10	
Work Crews	3,329.40	3,270.85	58.55	
Private Pay	180.00	0.00	180.00	
CES	10,769.23	10,000.00	769.23	
Room & Board	129,984.00	129,984.00	0.00	
Other Income	24,521.63	23,778.30	743.33	
Gov't Grant Support/HUD, etc	24,430.00	26,231.65	(1,801.65)	5
Gov't Grant Support/Part C	0.00	14,090.40	(14,090.40)	6
Individual Pledges and Donations	44,664.73	16,875.00	27,789.73	7
Foundation Grants/Support	13,027.00	19,166.65	(6,139.65)	7
Cities and Counties - Grants/Support	15,186.00	7,708.35	7,477.65	7
County Mill Levy	485,275.00	485,275.00	0.00	
Fundraisers	3,382.22	12,083.35	(8,701.13)	7
United Way - Grants/Support	13,000.00	11,458.35	1,541.65	7
Total Revenue	\$2,508,133.90	\$2,440,706.91	\$67,426.99	
Expenses				
Salaries, P/R Taxes & Benefits	\$1,710,041.77	\$1,749,768.37	(\$39,726.60)	8
Vehicle Expenses	26,336.60	27,620.81	(1,284.21)	
Purchased & Medical Services	55,734.50	49,076.09	6,658.41	
Depreciation & Amortization	74,866.93	82,276.30	(7,409.37)	
Telephone	13,919.88	16,205.43	(2,285.55)	9
Utilities	24,242.98	26,496.30	(2,253.32)	10
Insurance	271,079.47	276,552.01	(5,472.54)	
Interest	6,452.41	5,787.50	664.91	
Bank Charges	398.94	1,072.95	(674.01)	
Dues, Subscriptions & Fees	13,109.78	9,273.02	3,836.76	
Supplies	59,282.93	66,145.59	(6,862.66)	
Fundraising Expense	4,371.73	5,208.35	(836.62)	
Professional Fees	7,536.34	19,335.45	(11,799.11)	11
Food (net of stamps)	29,038.70	37,922.00	(8,883.30)	12
Postage & Express	2,385.74	2,268.65	117.09	
Repair & Maintenance	55,269.24	41,777.20	13,492.04	
Building Lease	63,273.20	64,916.60	(1,643.40)	
Property Tax	0.00	1,666.70	(1,666.70)	
Staff Development & Recognition	7,916.03	11,939.58	(4,023.55)	13
Meetings, Conferences & Training	9,625.53	10,950.05	(1,324.52)	

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Promotional Expense	5,372.62	3,041.70	2,330.92
Travel	31.00	1,033.25	(1,002.25)
Mileage Reimbursement	10,898.96	12,827.58	(1,928.62)
Client Assistance	6,830.57	16,569.50	(9,738.93)
In-kind	2,094.32	1,166.65	927.67
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Total Expenses	2,460,110.17	2,540,897.63	(80,787.46)
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Net Surplus (Deficit)	\$48,023.73	(\$100,190.72)	\$148,214.45
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To Reconcile to "Cash" Activity:			
Add Back: Depreciation and Amortization	74,866.93	82,276.30	(7,409.37)
Less: Principal Loan Payments	(26,388.69)	(26,388.69)	0.00
Less: Fixed Asset Acquisitions	(64,251.53)	(64,251.53)	0.00
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Net "Cash" Activity for this Period	\$32,250.44	(\$108,554.64)	\$140,805.08
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**HORIZONS SPECIALIZED SERVICES
NOTES TO FINANCIAL STATEMENTS
FOR THE FIVE MONTHS ENDED NOVEMBER 30, 2018**

INCOME STATEMENT:

VARIANCE REPORT - OVER (UNDER) BUDGET:

<u>#</u>	<u>Amount</u>	<u>%</u>	
<u>REVENUE:</u>			
1.	18,322	7.8%	<u>Day Program & Homes</u>
	2,106	0.2%	Routt County Day Program reimbursements continue to trend above budget in all three categories; Specialized Hab/Community Connection revenue is \$21.8k favorable to budget (19%), Supported Employment is \$1k favorable (6%) and Transportation is \$5.7k favorable (25%). Meanwhile, Moffat Day Program revenues are unfavorable in those categories by \$8.4k (17%), \$1k (5%) and \$1k (7%) respectively. Revenue at the Homes continues to be within 0.2% of budget, however this will change due to attrition in Routt County, which will also impact Day Program revenue (beginning in Feb).
2.	16,695	11.0%	<u>Early Intervention</u>
			Early Intervention revenue appears to have a healthy favorable variance to budget, however this line remains a bit uncertain due to the delayed changes in the EI Colorado reimbursement model. Due to increased caseloads, I would be surprised if Horizons does not utilize the full contract for FY19. Trust reimbursements are lagging a bit behind budget while Medicaid revenue is favorable to budget (\$5.6k and \$3.8k respectively).
3.	15,232	15.0%	<u>Case Management</u>
			TCM revenue is favorable to budget in Routt County by \$4.1k and in Moffat County by \$7.8k, and revenue in both counties have improved by \$6k compared to last fiscal year. The remainder of the variance in Case Management revenue is due to timing surrounded Waitlist Management funds from the State.
4.	5,104	3.4%	<u>SLS</u>
			I am happy to report that SLS revenue in Moffat County continues to be strong at almost \$8k favorable to budget or an increase of 16%. SLS Revenue in Routt County has actually decreased significantly (\$9k) compared to last fiscal year. Grand and Rio Blanco counties have struggled with staffing shortages, particularly Rio Blanco.
5.	(1,802)	(6.9%)	<u>Gov't Grant Support/HUD, etc</u>
			We recently received payment from BOCES in Routt County for Child Find assessments which decreased this variance. HUD Client Rent Support is slightly below budget, however revenue should increase thanks to some work Tommy has done.
6.	(14,090)	(100.0%)	<u>Gov't Grant Support/HUD, etc.</u>
			This is another EI budget variance. I budgeted the 10% indirect costs associated with the EI contract, however the revenue was booked to Admin. I am waiting for the transition to the new billing/reimbursement model to make changes here.
7.	27,790	164.7%	<u>Individual Donations, Foundation Grants/Cities/Counties, Fundraisers, United Way</u>
	(6,140)	(32.0%)	Fundraising revenue sources vary widely to budget due to the timing of the receipt of these funds. The budget is spread evenly throughout the twelve months of the year. However, Individual Donations spike around December with Colorado Gives Day; Fundraisers occur in December and April (Little Points of Light and Pick-a-Dish); and Foundation Grant payments might be received quarterly, once a year, or sporadically.
	7,478	97.0%	
	(8,701)	(72.0%)	
	<u>1,542</u>	13.5%	
	21,968		
<u>EXPENSES:</u>			
8.	(39,727)	(2.3%)	<u>Salaries, P/R Taxes and Benefits.</u>
			This variance remains virtually unchanged compared to last month. Although we are short staffed in Routt County, our overtime numbers have been high. Remember that the \$1.00 DSP increase doesn't begin until the March report. We will have some savings associated with turnover, however I would expect that at year end Salaries will be close to, if not over budget.
9.	(2,286)	(14.1%)	<u>Telephone</u>
			Telephone costs are below budget agency wide due to the changes that Tracy worked so hard to implement. She was able to find savings over our previous carriers, which has translated to a 14% reduction compared to budget.
10.	(2,253)	(8.5%)	<u>Utilities</u>
			Horizons is 8.5% under budget in Utilities mainly due to savings in the Homes, so a big thanks to everyone that has worked to keep these costs low. While it doesn't show up here, we will also save thousands of dollars at SCA due to Susan and Tatum's work to reduce our water costs with the City.
11.	(11,799)	(61.0%)	<u>Professional Fees</u>
			Remember that this variance will disappear at year end when we pay for last fiscal year's budget.
12.	(8,883)	(23.4%)	<u>Food</u>
			I like to highlight this variance as it shows the impact of the donated meat and continued hard work on the part of our staff at the Homes to utilize food stamps.
13.	(4,024)	(33.7%)	<u>Staff Development & Recognition</u>
			The main expense in this line item is advertising in local newspapers for open positions. As such, I would expect this variance to decrease over time.

**HORIZONS SPECIALIZED SERVICES
NOTES TO FINANCIAL STATEMENTS
FOR THE FIVE MONTHS ENDED NOVEMBER 30, 2018**

RESOURCE DEVELOPMENT ANALYSIS

		FY 2019	FY 2018
Received to date:			
Individuals	44,665	44,665	8,548
Grand County	10,000		5,000
Moffat County HRC	936		
Rio Blanco County	4,250		4,250
Total Counties		15,186	9,250
Ability Experience	1,500		
Cigna Health			5,000
Colorado Group Realty			710
Grand Foundation			5,000
Knights of Columbus			
Kroger Cares Program			
Lions Club of Fraser Valley			1,500
Meeker HRC			
Meeker Lions Club			2,000
Moffat County High School Key Club (RB United Way)			
Operation Round Up - YVEA	1,460		
Push America			
Safeway (FS)			2,500
Sprout Foundation			
Summit Foundation			
United Jewish			
WEH2 Foundation			5,000
Wells Fargo			
Yampa Valley Community Foundation - Women's Giving Circle	5,067		2,845
Yampa Valley Community Foundation - Lufkin Family Foundation			
Yampa Valley Community Foundation - Gloria Gossard Memorial	5,000		
Yampa Valley Community Foundation - Community Grant Endowment			
Yampa Valley Community Foundation - Ski Corp Charitable Fund			
Yampa Valley Community Foundation - Turkey Bowl			
Total Foundations, etc		13,027	24,555
Moffat County United Way	13,000		13,000
United Way - Other			1,260
Total United Way		13,000	14,260
Meeker Holiday Home Tour			950
Little Points of Light	1,750		1,300
Pick a Dish			
Meeker Events			
Other	1,632		
Total Fundraisers		3,382	2,250
Sub-Total		89,260	58,863
<i>Less: Resource Development Salary and Payroll expenses</i>		22,325	20,607
<i>Other Direct Costs</i>		8,931	11,417
Net "Gain" (Loss) in Resource Development for 2019, 2018		58,004	26,839