

HORIZONS SPECIALIZED SERVICES
Statement of Financial Position
For the Five Months Ending Thursday, November 30, 2017

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ASSETS

Current Assets	
Cash	\$2,535,746
Accounts Receivable	\$425,304
Prepaid Expenses	\$65,266
Total Current Assets	<u>\$3,026,316</u>
Other Assets	
Restricted Cash	\$102,124
Deferred Loan Cost, Net	\$8,493
Total Other Assets	<u>\$110,617</u>
Fixed Assets, Net	<u>\$2,108,634</u>
TOTAL ASSETS	<u><u>\$5,245,567</u></u>

LIABILITIES AND EQUITY

Current Liabilities	
Accounts Payable	\$68,365
Accrued Payroll and Employee Benefits	\$236,484
Deferred Revenue	\$79,423
Current Portion of Long Term Debt	\$35,163
Total Current Liabilities	<u>\$419,435</u>
Long-term Debt	
Notes Payable	\$487,068
Total Long-term Debt	<u>\$487,068</u>
Net Assets	
Board Designated	\$2,064,586
Undesignated	\$2,189,189
Total Net Assets	<u>\$4,253,775</u>
Net Surplus (Deficit)	\$85,289
Total Equity	<u>\$4,339,064</u>
TOTAL LIABILITIES AND EQUITY	<u><u>\$5,245,567</u></u>

HORIZONS SPECIALIZED SERVICES
NOTES TO FINANCIAL STATEMENTS
FOR THE FIVE MONTHS ENDED NOVEMBER 30, 2017

BALANCE SHEET:

Cash:

1,296,013	Certificates of Deposit and Savings Accounts
1,239,733	Checking & Money Market Accounts
<u>2,535,746</u>	

Accounts Receivable:

307,398	Balances due from ACS for Medicaid Waiver billings (85% of this is current)
79,578	Balances due from the State. This also includes Part C.
3,416	Work Crew billings and miscellaneous A/R
34,911	A/R from SCA Inc.
<u>425,304</u>	

Prepaid Expenses:

1,483	Various maintenance and service contracts, Dec 2017 - Dec 2018
52,625	Insurance (Health, Building, Liability, Workers Comp, D&O)
11,158	Security Deposits paid on behalf of clients moving into new apts and office spaces
<u>65,266</u>	

Restricted Cash

102,124 Gift Annuity Fund This is the market value as of the end of June, 2017.

Year to Date Asset Summary:

150,000	Total FY 2017-2018 Asset Budget
<u>(20,703)</u>	Assets purchased through 11/30/17
<u>129,297</u>	Balance of Asset Budget in FY 2017-2018

Accrued Payroll and Employee Benefits:

101,296	Accrued payroll for last ten days of the month
133,846	Accrued paid time off (PTO)
1,342	Other accrued employee benefits & taxes
<u>236,484</u>	

Deferred Revenue:

3,250	Security Deposits on 8th Street apartments
76,173	Mill Levy funds received in excess of amounts recognized as revenue
<u>79,423</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>85,289</u>	Surplus Through 11/30/17
<u>1,997,286</u>	Unrestricted Fund Balance @ 11/30/17

HORIZONS SPECIALIZED SERVICES
Statement of Activity
For the Five Months Ending Thursday, November 30, 2017

	Actual	Budget	Variance	Notes
Revenue				
Day Program	\$233,499	\$252,500	(\$19,001)	1
Early Intervention	\$140,310	\$176,494	(\$36,184)	2
Case Management	\$116,812	\$138,980	(\$22,167)	3
Administration	\$24,616	\$20,811	\$3,806	
Homes	\$990,503	\$992,859	(\$2,356)	1
Supported Living Services	\$192,937	\$183,117	\$9,820	4
Vocational Rehabilitation	\$1,000	\$1,875	(\$875)	
Work Crews	\$3,159	\$3,021	\$138	
Private Pay	\$27	\$0	\$27	
CES	\$12,007	\$17,660	(\$5,653)	5
Room & Board	\$129,752	\$130,051	(\$299)	
Other Income	\$23,208	\$22,195	\$1,013	
Gov't Grant Support/HUD, etc	\$40,072	\$20,095	\$19,977	6
Gov't Grant Support/Part C	\$31,152	\$35,123	(\$3,971)	
Individual Pledges and Donations	\$8,548	\$8,333	\$215	7
Foundation Grants/Support	\$24,555	\$41,667	(\$17,112)	7
Cities and Counties - Grants/Support	\$9,250	\$7,292	\$1,958	7
County Mill Levy	\$462,000	\$462,000	\$0	
Fundraisers	\$2,250	\$12,083	(\$9,833)	7
United Way - Grants/Support	\$14,260	\$10,417	\$3,843	7
Total Revenue	\$2,459,918	\$2,536,571	(\$76,654)	
Expenses				
Salaries, P/R Taxes & Benefits	\$1,621,306	\$1,721,410	(\$100,104)	8
Vehicle Expenses	\$23,392	\$26,125	(\$2,733)	
Purchased & Medical Services	\$93,591	\$82,937	\$10,653	9
Depreciation & Amortization	\$75,195	\$86,824	(\$11,629)	10
Telephone	\$15,431	\$14,957	\$473	
Utilities	\$25,041	\$24,050	\$991	
Insurance	\$248,229	\$257,063	(\$8,834)	
Interest	\$10,277	\$9,888	\$389	
Bank Charges	\$942	\$1,177	(\$236)	
Dues, Subscriptions & Fees	\$11,030	\$8,248	\$2,782	
Supplies	\$60,455	\$58,770	\$1,685	
Fundraising Expense	\$6,635	\$3,333	\$3,302	
Professional Fees	\$6,095	\$19,277	(\$13,182)	
Food (net of stamps)	\$33,629	\$37,106	(\$3,477)	
Postage & Express	\$2,459	\$2,804	(\$345)	
Repair & Maintenance	\$44,818	\$39,208	\$5,610	11
Building Lease	\$60,990	\$63,225	(\$2,235)	
Property Tax	\$0	\$1,458	(\$1,458)	
Staff Development & Recognition	\$10,149	\$6,585	\$3,564	12
Meetings, Conferences & Training	\$5,147	\$9,792	(\$4,644)	

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Statement of Activity
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Promotional Expense	\$5,556	\$3,354	\$2,201
Travel	(\$697)	\$762	(\$1,460)
Mileage Reimbursement	\$5,971	\$9,638	(\$3,667)
Client Assistance	\$7,188	\$21,469	(\$14,280)
In-kind	\$1,801	\$1,000	\$801
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Total Expenses	\$2,374,628	\$2,510,462	(\$135,834)
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Net Surplus (Deficit)	\$85,289	\$26,109	\$59,180
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To Reconcile to "Cash" Activity:			
Add Back: Depreciation and Amortization	\$75,195	\$86,824	(\$11,629)
Less: Principal Loan Payments	(\$24,447)	(\$24,447)	\$0
Less: Fixed Asset Acquisitions	(\$20,703)	(\$20,703)	\$0
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Net "Cash" Activity for this Period	\$115,334	\$67,783	\$47,551
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HORIZONS SPECIALIZED SERVICES
 NOTES TO FINANCIAL STATEMENTS
 FOR THE FIVE MONTHS ENDED NOVEMBER 30, 2017

INCOME STATEMENT:

VARIANCE REPORT - OVER (UNDER) BUDGET:

Amount %

REVENUE:

Day Program & Homes

1. (19,001) (7.5%)
 (2,356) (0.2%)
 Routt Day Program revenue is \$2.9k under budget and Moffat \$12.2k under budget. Routt Supported Employment is \$2.6k under budget, while Moffat reimbursements are \$3k favorable to budget. Transportation revenue is unfavorable in both counties, \$1.3k in Routt and \$2.9k in Moffat. This is partly due to a delay in the increase for these reimbursements - the 7% increase was slated to begin October 1, but was not enacted until December 1. Compared to last year, Day Program revenue is within \$300, meaning that the total units of service have decreased slightly as the Medicaid rate increase was 1.4%. Revenue in the Homes is within 0.2% of budget.

Early Intervention

2. (36,184) (20.5%)
 Early Intervention revenue is under budget partly due to the often discussed spread of the State General Fund portion of the budget over the first nine months of the year, and partly due to less than expected reimbursements against our State funds. On the other hand, Trust revenue is almost \$7k favorable. Medicaid reimbursements are \$1.7k over budget. Of note, our contract with the state was decreased by \$75k recently, so expect this variance to remain throughout the year.

3. (22,167) (15.9%) **Case Management**

Case Management revenue is under budget by \$12.1k due to less TCM revenue in Routt and Moffat counties (\$12k and \$1.7k respectively). Often these variances are affected by the timing surrounding individual plans. Case Management is approximately \$5k less than last fiscal year.

Supported Living Services

4. 9,820 5.4%
 SLS reimbursements continue to trend above budget driven by strong revenue in Moffat county, which is \$17.6k favorable to budget. State SLS and Family Support are at budget and we anticipate fully utilizing those funds.

CES

5. (5,653) (32.0%)
 CES revenue is unfavorable in Moffat by \$3.6k and Grand by \$2.2k. In the case of Moffat, reimbursements have been low due to staffing issues; in Grand the kiddo moved out of state and did not receive any services.

6. 19,977 99.4% **Gov't Grant Support/HUD, etc.**

This category is favorable due to high amounts of Child Find evaluations (\$4k in Routt/\$10k in Moffat). Also the USDA grant revenue for our Rio Blanco vehicle is in this variance (\$8k).

Individual Donations, Foundation Grants/Cities/Counties, Fundraisers, United Way

7. 215 2.6%
 (17,112) (41.1%)
 1,958 26.9%
 (9,833) (81.4%)
 3,843 36.9%
 (20,929)

Resource Development revenue is highly dependent upon the timing of the receipt of these funds and when our fundraisers are scheduled throughout the year. At this point, we have no concerns about the FY18 RD revenue.

EXPENSES:

Salaries, P/R Taxes and Benefits.

8. (100,104) (5.8%)
 Salaries are favorable by \$100k to budget through the first five months of the year. Salaries in November alone were \$20k favorable to budget. Salaries have actually decreased by almost \$9k compared to last year.

Purchased & Medical Services

9. 10,653 12.8%
 About half of this variance corresponds to a SLS reimbursement, the remainder are Family Support reimbursements that are offset in Client Assistance. It is important to note that this variance will change drastically as we now have two fewer Host Home clients.

Depreciation

10. (11,629) (13.4%)
 Depreciation is favorable due to the timing in the purchase of new assets. This variance should decrease once asset acquisitions, especially valuable ones such as the new wheelchair van, hit the books.

Repair & Maintenance

11. 5,610 14.3%
 We have had a variety of repair and maintenance projects this fiscal year, causing an overrun compared to budget of \$5.6k and an increase compared to last year of \$7k.

Staff Development & Recognition

12. 3,564 54.1%
 Staff Development & Recognition is overspent due to the difficulties in hiring staff across counties. This is where we code newspaper advertisements for open positions. Significant overages exist in Grand SLS, Rainbow and Rose.

Mileage Reimbursement

13. (3,667) (38.0%)
 Mileage reimbursements are \$3.7k under budget; this trend has continued from last fiscal year as we add vehicles to our fleet. Significantly, reimbursements for Rio Blanco EI and Grand SLS are well under budget due to new purchases.

**HORIZONS SPECIALIZED SERVICES
NOTES TO FINANCIAL STATEMENTS
FOR THE FIVE MONTHS ENDED NOVEMBER 30, 2017**

RESOURCE DEVELOPMENT ANALYSIS		FY 2018	FY 2017
Received to date:			
Individuals	8,548		
Total		8,548	56,417
Grand County	5,000		3,750
Moffat County HRC			
Rio Blanco County	4,250		4,250
Total Counties		9,250	8,000
Cigna Health	5,000		
Colorado Group Realty	710		
Daniels Fund (PCT)			
Grand Angels Trinity Church			
Grand Foundation	5,000		4,954
Knights of Columbus			
Kroger Cares Program			
Lions Club of Fraser Valley	1,500		1,000
Meeker HRC			500
Meeker Lions Club	2,000		
Moffat County High School Key Club (RB United Way)			
Push America			
Safeway (FS)	2,500		
Seivert Family Foundation			
Sprout Foundation			
Summit Foundation			
United Jewish			
WEH2 Foundation	5,000		
Wells Fargo			
Yampa Valley Community Foundation - Women's Giving Circle	2,845		4,000
Yampa Valley Community Foundation - Lufkin Family Foundation			
Yampa Valley Community Foundation - Gloria Gossard Memorial			1,082
Yampa Valley Community Foundation - Community Grant Endowment			918
Yampa Valley Community Foundation - Ski Corp Charitable Fund			2,000
Yampa Valley Community Foundation - Anonymous Fund			1,000
Total Foundations, etc		24,555	15,454
Moffat County United Way	13,000		12,000
United Way - Other	1,260		600
Total United Way		14,260	12,600
Meeker Holiday Home Tour	950		450
Little Points of Light	1,300		
Pick a Dish			
Meeker Events			
Other			
Total Fundraisers		2,250	450
Sub-Total		58,863	92,921
<i>Less: Resource Development Salary and Payroll expenses</i>		<i>20,607</i>	<i>20,399</i>
<i>Other Direct Costs</i>		<i>11,417</i>	<i>6,902</i>
Net "Gain" (Loss) in Resource Development for 2018, 2017		26,840	65,620