

HORIZONS SPECIALIZED SERVICES  
Statement of Financial Position  
For the Three Months Ending Saturday, September 30, 2017

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ASSETS

Current Assets	
Cash	\$2,659,778.61
Accounts Receivable	493,231.52
Prepaid Expenses	69,797.09
Total Current Assets	<u>3,222,807.22</u>
Other Assets	
Restricted Cash	102,124.36
Deferred Loan Cost, Net	<u>8,493.12</u>
Total Other Assets	110,617.48
Fixed Assets, Net	<u>2,122,198.92</u>
TOTAL ASSETS	<u><u>\$5,455,623.62</u></u>

LIABILITIES AND EQUITY

Current Liabilities	
Accounts Payable	\$90,525.94
Accrued Payroll and Employee Benefits	223,460.73
Deferred Revenue	240,038.51
Current Portion of Long Term Debt	45,009.86
Total Current Liabilities	<u>599,035.04</u>
Long-term Debt	
Notes Payable	<u>487,068.42</u>
Total Long-term Debt	487,068.42
Net Assets	
Board Designated	2,064,586.00
Undesignated	<u>2,189,188.75</u>
Total Net Assets	4,253,774.75
Net Surplus (Deficit)	<u>115,745.41</u>
Total Equity	<u>4,369,520.16</u>
TOTAL LIABILITIES AND EQUITY	<u><u>\$5,455,623.62</u></u>

**HORIZONS SPECIALIZED SERVICES  
NOTES TO FINANCIAL STATEMENTS  
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2017**

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**BALANCE SHEET:**

**Cash:**

1,296,013 Certificates of Deposit and Savings Accounts  
1,363,765 Checking & Money Market Accounts  
2,659,779

**Accounts Receivable:**

347,512 Balances due from ACS for Medicaid Waiver billings (85% of this is current)  
107,894 Balances due from the State. This also includes Part C.  
4,142 Work Crew billings and miscellaneous A/R  
33,683 A/R from SCA Inc.  
493,232

**Prepaid Expenses:**

1,252 Various maintenance and service contracts Oct, 2017 - Oct, 2018  
57,462 Insurance (Health, Building, Liability, Workers Comp, D&O)  
11,083 Security Deposits paid on behalf of clients moving into new apts and office spaces  
69,797

**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  
(4,048) Assets purchased through 9/30/17  
145,952 Balance of Asset Budget in FY 2017-2018

**Accrued Payroll and Employee Benefits:**

101,274 Accrued payroll for last ten days of the month  
122,908 Accrued paid time off (PTO)  
(721) Other accrued employee benefits & taxes  
223,461

**Deferred Revenue:**

3,250 Security Deposits on 8th Street apartments  
236,789 Mill Levy funds received in excess of amounts recognized as revenue  
240,039

**Fund Balance:**

1,960,800 Unrestricted Fund Balance @ 6/30/12  
187,615 Surplus Through 6/30/13  
2,148,415 Unrestricted Fund Balance @ 6/30/13  
(297,727) Deficit Through 6/30/14  
1,850,688 Unrestricted Fund Balance @ 6/30/14  
(63,618) Deficit Through 6/30/15  
1,787,070 Unrestricted Fund Balance @ 6/30/15  
(2,696) Deficit Through 6/30/16  
1,784,374 Unrestricted Fund Balance @ 6/30/16  
97,167 Surplus Through 6/30/17  
1,881,540 Unrestricted Fund Balance @ 6/30/17  
115,745 Surplus Through 9/30/17  
1,997,286 Unrestricted Fund Balance @ 9/30/17

HORIZONS SPECIALIZED SERVICES  
Statement of Activity  
For the Three Months Ending Saturday, September 30, 2017

	Actual	Budget	Variance	Notes
<b>Revenue</b>				
Day Program	\$138,854.14	\$151,500.00	(\$12,645.86)	1
Early Intervention	89,293.85	105,896.28	(16,602.43)	2
Case Management	82,603.89	92,723.61	(10,119.72)	3
Administration	16,301.46	12,486.48	3,814.98	
Homes	598,262.88	598,348.93	(86.05)	1
Supported Living Services	127,165.55	124,293.26	2,872.29	4
Vocational Rehabilitation	475.00	1,125.00	(650.00)	
Work Crews	1,854.50	1,812.51	41.99	
Private Pay	27.00	0.00	27.00	
CES	7,286.33	10,740.00	(3,453.67)	5
Room & Board	78,116.00	78,414.97	(298.97)	
Other Income	14,175.05	13,017.00	1,158.05	
Gov't Grant Support/HUD, etc	33,001.00	12,057.00	20,944.00	6
Gov't Grant Support/Part C	18,822.33	21,073.50	(2,251.17)	
Individual Pledges and Donations	5,409.27	5,000.01	409.26	7
Foundation Grants/Support	11,500.00	24,999.99	(13,499.99)	7
Cities and Counties - Grants/Support	9,250.00	4,374.99	4,875.01	7
County Mill Levy	277,200.00	277,200.00	0.00	
Fundraisers	0.00	7,250.01	(7,250.01)	7
United Way - Grants/Support	6,500.00	6,249.99	250.01	7
<b>Total Revenue</b>	<b>\$1,516,098.25</b>	<b>\$1,548,563.53</b>	<b>(\$32,465.28)</b>	
<b>Expenses</b>				
Salaries, P/R Taxes & Benefits	\$950,199.40	\$1,032,046.73	(\$81,847.33)	8
Vehicle Expenses	14,494.06	15,674.85	(1,180.79)	
Purchased & Medical Services	58,098.77	49,776.96	8,321.81	9
Depreciation & Amortization	44,974.89	52,094.34	(7,119.45)	10
Telephone	8,964.55	8,974.41	(9.86)	
Utilities	15,687.83	14,430.21	1,257.62	
Insurance	151,585.06	157,435.51	(5,850.45)	
Interest	6,234.44	5,932.65	301.79	
Bank Charges	350.83	706.26	(355.43)	
Dues, Subscriptions & Fees	4,824.64	4,948.77	(124.13)	
Supplies	30,212.65	35,261.94	(5,049.29)	11
Fundraising Expense	3,665.27	2,000.01	1,665.26	
Professional Fees	3,654.25	11,566.26	(7,912.01)	12
Food (net of stamps)	19,970.05	22,263.54	(2,293.49)	
Postage & Express	1,595.73	1,682.46	(86.73)	
Repair & Maintenance	27,380.14	23,524.98	3,855.16	
Building Lease	36,600.53	37,935.09	(1,334.56)	
Property Tax	0.00	875.01	(875.01)	
Staff Development & Recognition	4,987.54	3,951.24	1,036.30	
Meetings, Conferences & Training	3,642.58	5,874.99	(2,232.41)	

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Promotional Expense	4,972.09	2,012.52	2,959.57	13
Travel	(697.48)	457.44	(1,154.92)	
Mileage Reimbursement	3,182.13	5,782.56	(2,600.43)	
Client Assistance	4,184.21	12,881.13	(8,696.92)	14
In-kind	1,588.68	600.00	988.68	
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Total Expenses	1,400,352.84	1,508,689.86	(108,337.02)	
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Net Surplus (Deficit)	\$115,745.41	\$39,873.67	\$75,871.74	
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To Reconcile to "Cash" Activity:				
Add Back: Depreciation and Amortization	44,974.89	52,094.34	(7,119.45)	
Less: Principal Loan Payments	(14,600.14)	(14,600.14)	0.00	
Less: Fixed Asset Acquisitions	(4,048.00)	(4,048.00)	0.00	
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Net "Cash" Activity for this Period	\$142,072.16	\$73,319.87	\$68,752.29	
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HORIZONS SPECIALIZED SERVICES  
 NOTES TO FINANCIAL STATEMENTS  
 FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2017

**INCOME STATEMENT:**

**VARIANCE REPORT - OVER (UNDER) BUDGET:**

#	Amount	%	
<b>REVENUE:</b>			
<b><u>Day Program &amp; Homes</u></b>			
1.	(12,646)	(8.3%)	Routt Day Program unfavorable to Budget by \$4.6k and Moffat by \$8k. Largest variance is in Moffat Day Hab/Community Connection services (unfavorable by \$7k). Moffat Supported Employment is favorable by \$1k or 10%. Both counties Transportation reimbursements are unfavorable (Routt \$1.4k and Moffat \$2k). September reimbursements were unusually low following a very strong August. This is due in part to timing in Individuals Plans, running out of units, and continued issues with the state billing/PAR electronic platforms.
	(86)	(0.0%)	
<b><u>Early Intervention</u></b>			
2.	(16,602)	(15.7%)	Early Intervention revenue is unfavorable to budget due to timing with the spread of State General Fund revenue and Part C revenue. SGF revenue is spread among the first nine months of the year, while Part C revenue is utilized in the last three after SGF funds are exhausted. Other funding sources for EI include Trust payments, Medicaid payments and SGF Case Management payments. Notably, Trust payments are \$8.4k favorable to budget or 80%.
<b><u>Case Management</u></b>			
3.	(10,120)	(10.9%)	Routt TCM reimbursements are \$6.6k unfavorable. This is mainly due to timing in the use of each individuals 240 units of Targeted Case Management. Other timing issues are prevalent with Eligibility Determinations and contract adjustments or incentive payments from the state.
<b><u>SLS</u></b>			
4.	2,782	2.2%	This might be the first time in my two years here that I am reporting on SLS revenue beating budget! Moffat SLS revenue has been strong through the first three months of FY18, exceeding budget by \$4.3k. In addition, Rio Blanco county has exceeded budget by \$5.7k due to a large PAR item for Special Medical Supplies (\$5k).
<b><u>CES</u></b>			
5.	(3,454)	(32.2%)	CES revenue is below budget in Moffat County by \$2k due to continued staffing issues and \$1.5k in Grand County due to a client move.
<b><u>Gov't Grant Support/HUD, etc.</u></b>			
6.	20,944	173.7%	This category is favorable due to the receipt of our USDA grant for a vehicle in Rio Blanco County (\$8k) and \$10k from the Moffat County School District for Child Find.
<b><u>Individual Donations, Foundation Grants/Cities/Counties, Fundraisers, United Way</u></b>			
7.	409	8.2%	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.
	(13,500)	(54.0%)	
	4,875	111.4%	
	(7,250)	(100.0%)	
	250	4.0%	
	(15,216)		
<b>EXPENSES:</b>			
<b><u>Salaries, P/R Taxes and Benefits.</u></b>			
8.	(81,847)	(7.9%)	Salaries are favorable by \$82k to budget through the first three months of the year. The new wage increases approved for FY18 will not take effect until October. Salaries are actually \$7k less than FY17 through September due to continued difficulties in finding staff.
<b><u>Purchased &amp; Medical Services</u></b>			
9.	8,322	16.7%	Purchased & Medical Services are \$8.3k over budget due to the Medical Supplies purchases for our Rio Blanco SLS program mentioned above (\$5k) and the type of Family Support reimbursements that we have paid out thus far in FY18. The remainder of those payments are listed in Client Assistance, which is favorable to budget. It is important to note that this category will save money from January through July due to our Routt Host Home client moving to a group home.
<b><u>Depreciation Expense</u></b>			
10.	(7,119)	(13.7%)	Depreciation is favorable by \$7.1k due to timing in the purchase of capital additions.
<b><u>Supplies</u></b>			
11.	(5,049)	(14.3%)	Supplies are underspent to budget by \$5k mainly in Day Program purchases, but also in the timing of the requested purchases of certain office supplies, for example new staff computers. Day Program purchases can fluctuate seasonally for payments such as the STARS ski program.
<b><u>Professional Fees</u></b>			
12.	(7,912)	(68.4%)	Professional Fees are favorable due to the timing of the payment for the prior year's audit every June.
<b><u>Promotional Expense</u></b>			
13.	2,960	147.1%	This variance exists at this time of year annually. It is mainly comprised of the payment for the printing of our annual newsletter.
<b><u>Client Assistance</u></b>			
14.	(8,697)	(67.5%)	Client Assistance is favorable by \$8.7k on timing and the type of Family Support payments (see Purchased & Medical). In addition, Mill Levy Family Support payments are budgeted here and occur in June.

**HORIZONS SPECIALIZED SERVICES  
NOTES TO FINANCIAL STATEMENTS  
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2017**

<u>RESOURCE DEVELOPMENT ANALYSIS</u>		FY 2018	FY 2017
<b>Received to date:</b>			
Individuals	5,409	5,409	54,036
Grand County	5,000		1,250
Moffat County HRC			
Rio Blanco County	4,250		4,250
<b>Total Counties</b>		9,250	5,500
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			
Moffat County High School Key Club (RB United Way)			
Push America			
Seivert Family Foundation			
Sprout Foundation			
Summit Foundation			
United Jewish			
WEH2 Foundation	5,000		
Wells Fargo			
Yampa Valley Community Foundation - Women's Giving Circle			1,500
Yampa Valley Community Foundation - Lufkin Family Foundation			
Yampa Valley Community Foundation - Gloria Gossard Memorial			
Yampa Valley Community Foundation - Community Grant Endowment			
Yampa Valley Community Foundation - Ski Corp Charitable Fund			
Yampa Valley Community Foundation - Turkey Bowl			
<b>Total Foundations, etc</b>		11,500	7,454
Moffat County United Way	6,500		6,000
United Way - Other			600
<b>Total United Way</b>		6,500	6,600
Meeker Holiday Home Tour			
Little Points of Light			
Pick a Dish			
Meeker Events			
Other			
<b>Total Fundraisers</b>		-	-
<b>Sub-Total</b>		32,659	73,590
<i>Less: Resource Development Salary and Payroll expenses</i>		12,120	12,393
<i>Other Direct Costs</i>		7,951	6,315
<b>Net "Gain" (Loss) in Resource Development for 2016, 2015</b>		12,589	54,882