

HORIZONS SPECIALIZED SERVICES  
Statement of Financial Position  
For the Eight Months Ending Saturday, February 29, 2020

ASSETS

Current Assets	
Cash	\$1,453,262
Accounts Receivable	806,258
Prepaid Expenses	103,907
Total Current Assets	<u>2,363,427</u>
Other Assets	
Restricted Cash	147,842
Deferred Loan Cost, Net	<u>                    </u>
Total Other Assets	147,842
Fixed Assets, Net	<u>2,054,878</u>
TOTAL ASSETS	<u><u>\$4,566,147</u></u>

LIABILITIES AND EQUITY

Current Liabilities	
Accounts Payable	\$40,659
Accrued Payroll and Employee Benefits	280,336
Deferred Revenue	4,000
Current Portion of Long Term Debt	<u>                    </u>
Total Current Liabilities	324,995
Long-term Debt	
Notes Payable	<u>                    </u>
Total Long-term Debt	<u>                    </u>
Net Assets	
Board Designated	2,064,586
Undesignated	2,240,102
Total Net Assets	<u>4,304,688</u>
Net Surplus (Deficit)	<u>(63,536)</u>
Total Equity	<u>4,241,152</u>
TOTAL LIABILITIES AND EQUITY	<u><u>\$4,566,147</u></u>

HORIZONS SPECIALIZED SERVICES  
NOTES TO FINANCIAL STATEMENTS  
FOR THE EIGHT MONTHS ENDED FEBRUARY 29, 2020

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**BALANCE SHEET:**

**Cash:**

1,104,354	Certificates of Deposit and Savings Accounts
<u>348,908</u>	Checking & Money Market Accounts
<b>1,453,262</b>	

**Accounts Receivable:**

348,195	Balances due from ACS for Medicaid Waiver billings (84% of this is current)
232,144	Balances due from the State. This also includes Part C.
4,162	Work Crew billings and miscellaneous A/R
214,384	Mill Levy Funds not yet received
<u>7,373</u>	A/R from SCA Inc.
<b>806,258</b>	

**Prepaid Expenses:**

1,095	Various maintenance and service contracts Mar, 2020 - Feb, 2021
67,381	Insurance (Health, Building, Liability, Workers Comp, D&O)
21,233	Cash Surrender Values of Life Insurance policies held by Horizons (as of 6/30/19)
<u>14,198</u>	Security Deposits paid on behalf of clients moving into new apts; office spaces
<b>103,907</b>	

**Restricted Cash**

119,272	Gift Annuity Fund as of 6/30/19
<u>28,570</u>	Yampa Valley Community Foundation Agency Fund as of 6/30/19
<b>147,842</b>	

**Year to Date Asset Summary:**

250,000	Total FY 2019-2020 Asset Budget
<u>(144,775)</u>	Assets purchased through 2/29/20
<b><u>105,225</u></b>	Balance of Asset Budget in FY 2019-2020

**Accrued Payroll and Employee Benefits:**

109,535	Accrued payroll for last ten days of the month
172,169	Accrued paid time off (PTO)
<u>(1,368)</u>	Other accrued employee benefits & taxes
<b>280,336</b>	

**Deferred Revenue:**

3,250	Security Deposits on 8th Street apartments
750	8th Street Rent received in advance
<u>-</u>	Mill Levy funds received in excess of amounts recognized as revenue
<b>4,000</b>	

**Fund Balance:**

<u>2,094,719</u>	Unrestricted Fund Balance @ 6/30/15
<u>(2,696)</u>	Deficit Through 6/30/16
<u>2,092,023</u>	Unrestricted Fund Balance @ 6/30/16
<u>97,167</u>	Surplus Through 6/30/17
<u>2,189,189</u>	Unrestricted Fund Balance @ 6/30/17
<u>32,630</u>	Surplus Through 6/30/18
<u>2,221,819</u>	Unrestricted Fund Balance @ 6/30/18
<u>18,283</u>	Surplus Through 6/30/19
<u>2,240,102</u>	Unrestricted Fund Balance @ 6/30/19
<u>(63,536)</u>	Deficit Through 2/29/20
<b><u>2,176,566</u></b>	Unrestricted Fund Balance @ 2/29/20

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

**HORIZONS SPECIALIZED SERVICES**  
**Statement of Activity**  
For the Eight Months Ending Saturday, February 29, 2020

	Actual	Budget	Variance	Notes
<b>Revenue</b>				
Day Program	\$407,352	\$411,172	(\$3,820)	1
Early Intervention	263,602	290,649	(27,047)	2
Case Management	132,781	164,412	(31,631)	3
Administration	68,944	68,116	827	
Homes	1,706,421	1,691,533	14,888	1
Supported Living Services	244,942	249,816	(4,874)	4
Vocational Rehabilitation	124	2,667	(2,543)	
Work Crews	4,463	4,907	(444)	
CES	1,905	600	1,305	
Room & Board	216,540	208,253	8,287	5
Other Income	39,750	38,383	1,367	
Gov't Grant Support/HUD, etc	41,749	46,995	(5,246)	6
Gov't Grant Support/Part C	54,804	26,873	27,931	2
Individual Pledges and Donations	43,489	36,667	6,822	7
Foundation Grants/Support	24,540	26,667	(2,127)	7
Cities and Counties - Grants/Support	4,250	15,000	(10,750)	7
County Mill Levy	789,955	797,182	(7,228)	
Fundraisers	35,156	22,667	12,490	7
United Way - Grants/Support	14,250	14,000	250	7
<b>Total Revenue</b>	<b>\$4,095,016</b>	<b>\$4,116,557</b>	<b>(\$21,542)</b>	
<b>Expenses</b>				
Salaries, P/R Taxes & Benefits	\$2,916,722	\$2,964,110	(\$47,388)	8
Vehicle Expenses	44,405	40,433	3,972	
Purchased & Medical Services	63,693	77,908	(14,215)	9
Depreciation & Amortization	111,923	123,962	(12,039)	
Telephone	22,661	23,074	(413)	
Utilities	44,575	44,082	494	
Insurance	501,653	500,348	1,306	
Bank Charges	151	412	(261)	
Dues, Subscriptions & Fees	17,036	17,875	(838)	
Supplies	84,006	111,298	(27,292)	10
Fundraising Expense	7,212	8,333	(1,121)	
Professional Fees	27,357	33,674	(6,317)	
Food (net of stamps)	49,336	61,509	(12,173)	11
Postage & Express	2,707	3,136	(429)	
Repair & Maintenance	66,564	69,106	(2,542)	
Building Lease	114,302	106,596	7,705	12
Property Tax	3,813	2,667	1,146	
Staff Development & Recognition	16,438	16,007	430	
Meetings, Conferences & Training	11,349	14,342	(2,992)	

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	Actual	Budget	Variance	Notes
Promotional Expense	14,569	5,700	8,869	13
Travel	0	936	(936)	
Mileage Reimbursement	15,348	19,610	(4,263)	
Client Assistance	18,180	21,232	(3,052)	
In-kind	4,552	1,867	2,685	
<b>Total Expenses</b>	<b>4,158,552</b>	<b>4,268,217</b>	<b>(109,666)</b>	
<b>Net Surplus (Deficit)</b>	<b>(\$63,536)</b>	<b>(\$151,660)</b>	<b>\$88,124</b>	
To Reconcile to "Cash" Activity:				
Add Back: Depreciation and Amortization	111,923	123,962	(12,039)	
Less: Fixed Asset Acquisitions	(144,775)	(144,775)	0	
<b>Net "Cash" Activity for this Period</b>	<b>(\$96,388)</b>	<b>(\$172,473)</b>	<b>\$76,085</b>	

**HORIZONS SPECIALIZED SERVICES  
NOTES TO FINANCIAL STATEMENTS  
FOR THE EIGHT MONTHS ENDED FEBRUARY 29, 2020**

**INCOME STATEMENT:**

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

<u>#</u>	<u>Amount</u>	<u>%</u>
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**REVENUE:**

**Day Program & Homes**

1.	(3,820)	(0.9%)	Day Program revenue (Specialized Hab & Community Connection) is under budget in both Routt and Moffat counties by \$6k and \$11k respectively. The Supported Employment program continues to be successful in each county, Routt is \$3.4k favorable to budget and Moffat is \$7.6k favorable. Revenue in the Homes is almost \$15k more than budget due to the additional enrollments during FY20. HCPF has increased residential rates by 8% due to the COVID-19 pandemic effective April 1st; we anticipate revenue in the Homes to outpace the FY20 Budget for the remainder of the fiscal year.
	14,888	0.9%	

**Early Intervention/Gov't Grant Support/Part C**

2.	(27,047)	(9.3%)	I have combined these two lines to show that the overall Early Intervention program is at budgeted levels. The EI team has done a great job of adjusting to the challenges presented by the pandemic, but I would anticipate future shortfalls, albeit minor, in revenue due to the many changes that have occurred.
	27,931	103.9%	
	884		

**Case Management**

3.	(31,631)	(19.2%)	Case Management revenue is unfavorable to budget by \$26k mainly due to staffing changes in Moffat County which has resulted in a \$25k shortfall in revenue compared to budget. Routt County TCM revenue is \$6.3k under budget.
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**SLS**

4.	(4,874)	(2.0%)	SLS revenue is 2% below budget, mainly in Moffat County (\$8.4k under budget), due to enrollment issues with an individual that typically utilizes a high level of services. In addition, Horizons was not going to utilize the full contracted amount of the State SLS allocation which has changed the monthly revenue total. Lastly, the addition of an individual in the OBSS program has partially offset these revenue shortages.
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**Room & Board**

5.	8,287	4.0%	This variance represents additional individuals enrolled in our Residential program.
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**Gov't Grant Support/HUD, etc.**

6.	(5,246)	(11.2%)	This variance is due to timing in the reimbursement of EI evaluations which are billed typically twice a year.
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**Individual Donations, Foundation Grants/Cities/Counties, Fundraisers, United Way**

7.	6,822	18.6%	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. The reason for the large variance in Fundraising is the death of one of the individuals in which we held a life insurance policy from the late '90s endowment.
	(2,127)	(8.0%)	
	(10,750)	(71.7%)	
	12,490	55.1%	
	250	1.8%	
	6,685		

**EXPENSES:**

**Salaries, P/R Taxes and Benefits.**

8.	(47,388)	(1.6%)	This variance has decreased slightly over the past several months. There are a variety of savings compared to budget, many of them in the Homes. This will likely continue through March, however as we get into April this variance will change drastically with the implementation of COVID related bonuses and hero pay.
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**Purchased & Medical Services**

9.	(14,215)	(18.2%)	This variance is mainly due to the timing and type of Family Support reimbursements.
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**Supplies**

10.	(27,292)	(24.5%)	While there are currently significant savings in Supplies, this will change with the onset of the pandemic and the resulting purchases of PPE.
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**Food**

11.	(12,173)	(19.8%)	There continues to be savings in Food as a result of the large volume of donated meat. A big thanks to Terry and everyone else who continue to step forward to help us with this, especially during the pandemic. It is truly a difference maker.
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**Building Lease**

12.	7,705	7.2%	Building Lease is over budget due to the EI office move as well as the addition of PCA clients during fiscal year.
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**Promotional Expense**

13.	8,869	155.6%	Promotional Expense is over budget due to expenses incurred for Susan's retirement/45th Anniversary Party and the development of our new website.
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**HORIZONS SPECIALIZED SERVICES  
NOTES TO FINANCIAL STATEMENTS  
FOR THE EIGHT MONTHS ENDED FEBRUARY 29, 2020**

**RESOURCE DEVELOPMENT ANALYSIS**

	FY 2020	FY 2019
<b>Received to date:</b>		
Individuals	43,489	68,269
Grand County		10,000
Moffat County HRC		936
Rio Blanco County	4,250	8,500
<b>Total Counties</b>	<b>4,250</b>	<b>19,436</b>
Ability Experience	820	1,500
CAF	100	
Grand Foundation	5,000	
Heart of Steamboat	500	
Knights of Columbus	2,500	
Kroger Cares Program		
Lions Club of Fraser Valley	2,000	450
Meeker HRC		
Moffat County High School Key Club (RB United Way)		
Mountain Parks Electric		1,500
Mountain Valley Bank	250	
Operating Round Up - YVEA		1,460
Push America		
Seivert Family Foundation		
Steamboat Ace Hardware	1,500	
Summit Foundation	5,000	
Tater Family Foundation		500
United Jewish Foundation	250	
WEH2 Foundation	5,000	
Wells Fargo		
Yampa Valley Community Foundation - Women's Giving Circle	1,120	5,117
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		
Vanguard Charitable Foundation	500	
<b>Total Foundations, etc</b>	<b>24,540</b>	<b>15,527</b>
Moffat County United Way	14,250	19,500
United Way - Other		600
<b>Total United Way</b>	<b>14,250</b>	<b>20,100</b>
Meeker Holiday Home Tour		905
Little Points of Light	10,124	17,027
Pick a Dish		
Meeker Events		
Other	25,032	1,832
<b>Total Fundraisers</b>	<b>35,156</b>	<b>19,764</b>
<b>Sub-Total</b>	<b>121,685</b>	<b>143,097</b>
<i>Less: Resource Development Salary and Payroll expenses</i>	<i>51,122</i>	<i>33,407</i>
<i>Other Direct Costs</i>	<i>16,816</i>	<i>15,382</i>
<b>Net "Gain" (Loss) in Resource Development for 2020, 2019</b>	<b>53,746</b>	<b>94,308</b>