

HORIZONS SPECIALIZED SERVICES  
Statement of Financial Position  
For the Seven Months Ending Friday, January 31, 2020

ASSETS

Current Assets	
Cash	\$1,641,431
Accounts Receivable	628,381
Prepaid Expenses	117,981
Total Current Assets	<u>2,387,793</u>
Other Assets	
Restricted Cash	147,842
Deferred Loan Cost, Net	
Total Other Assets	<u>147,842</u>
Fixed Assets, Net	<u>2,069,660</u>
TOTAL ASSETS	<u><u>\$4,605,295</u></u>

LIABILITIES AND EQUITY

Current Liabilities	
Accounts Payable	\$46,537
Accrued Payroll and Employee Benefits	274,490
Deferred Revenue	4,000
Current Portion of Long Term Debt	
Total Current Liabilities	<u>325,027</u>
Long-term Debt	
Notes Payable	
Total Long-term Debt	
Net Assets	
Board Designated	2,064,586
Undesignated	2,240,102
Total Net Assets	<u>4,304,688</u>
Net Surplus (Deficit)	<u>(24,420)</u>
Total Equity	<u>4,280,267</u>
TOTAL LIABILITIES AND EQUITY	<u><u>\$4,605,295</u></u>

HORIZONS SPECIALIZED SERVICES  
NOTES TO FINANCIAL STATEMENTS  
FOR THE SEVEN MONTHS ENDED JANUARY 31, 2020

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**BALANCE SHEET:**

**Cash:**

1,104,349 Certificates of Deposit and Savings Accounts  
537,082 Checking & Money Market Accounts  
1,641,431

**Accounts Receivable:**

315,243 Balances due from ACS for Medicaid Waiver billings (84% of this is current)  
198,545 Balances due from the State. This also includes Part C.  
642 Work Crew billings and miscellaneous A/R  
107,192 Mill Levy Funds not yet received  
6,759 A/R from SCA Inc.  
628,381

**Prepaid Expenses:**

13,036 Various maintenance and service contracts Feb, 2020 - Jan, 2021  
70,013 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)  
13,698 Security Deposits paid on behalf of clients moving into new apts; office spaces  
117,981

**Restricted Cash**

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

**Year to Date Asset Summary:**

250,000 Total FY 2019-2020 Asset Budget  
(144,305) Assets purchased through 1/31/20  
105,695 Balance of Asset Budget in FY 2019-2020

**Accrued Payroll and Employee Benefits:**

109,696 Accrued payroll for last ten days of the month  
165,616 Accrued paid time off (PTO)  
(822) Other accrued employee benefits & taxes  
274,490

**Deferred Revenue:**

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

**Fund Balance:**

2,094,719 Unrestricted Fund Balance @ 6/30/15  
(2,696) Deficit Through 6/30/16  
2,092,023 Unrestricted Fund Balance @ 6/30/16  
97,167 Surplus Through 6/30/17  
2,189,189 Unrestricted Fund Balance @ 6/30/17  
32,630 Surplus Through 6/30/18  
2,221,819 Unrestricted Fund Balance @ 6/30/18  
18,283 Surplus Through 6/30/19  
2,240,102 Unrestricted Fund Balance @ 6/30/19  
(24,420) Deficit Through 1/31/20  
2,215,682 Unrestricted Fund Balance @ 1/31/20

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

HORIZONS SPECIALIZED SERVICES  
Statement of Activity  
For the Seven Months Ending Friday, January 31, 2020

	Actual	Budget	Variance	Notes
<b>Revenue</b>				
Day Program	\$365,767	\$359,775	\$5,992	1
Early Intervention	237,209	254,230	(17,021)	2
Case Management	119,180	145,179	(25,999)	3
Administration	60,813	59,602	1,211	
Homes	1,494,603	1,482,780	11,824	1
Supported Living Services	215,488	220,740	(5,252)	4
Vocational Rehabilitation	124	2,333	(2,210)	
Work Crews	3,858	4,293	(436)	
CES	1,519	525	994	
Room & Board	188,540	182,314	6,226	5
Other Income	35,307	33,515	1,792	
Gov't Grant Support/HUD, etc	36,418	41,120	(4,702)	
Gov't Grant Support/Part C	49,243	23,514	25,729	2
Individual Pledges and Donations	43,831	32,083	11,748	7
Foundation Grants/Support	19,523	23,333	(3,810)	7
Cities and Counties - Grants/Support	4,250	13,125	(8,875)	7
County Mill Levy	682,763	695,309	(12,547)	6
Fundraisers	35,056	19,833	15,223	7
United Way - Grants/Support	14,250	12,250	2,000	7
<b>Total Revenue</b>	<b>\$3,607,742</b>	<b>\$3,605,855</b>	<b>\$1,887</b>	
<b>Expenses</b>				
Salaries, P/R Taxes & Benefits	\$2,550,239	\$2,602,540	(\$52,301)	8
Vehicle Expenses	40,927	35,379	5,548	9
Purchased & Medical Services	57,242	69,412	(12,170)	
Depreciation & Amortization	96,672	108,466	(11,795)	
Telephone	19,747	20,189	(442)	
Utilities	37,895	38,571	(677)	
Insurance	441,644	437,466	4,179	
Bank Charges	125	360	(235)	
Dues, Subscriptions & Fees	14,400	15,643	(1,244)	
Supplies	75,552	97,419	(21,867)	9
Fundraising Expense	6,972	7,292	(320)	
Professional Fees	14,324	29,476	(15,152)	
Food (net of stamps)	42,962	53,821	(10,858)	11
Postage & Express	2,584	2,744	(159)	
Repair & Maintenance	53,339	60,468	(7,129)	12
Building Lease	98,913	93,272	5,642	
Property Tax	3,813	2,333	1,479	
Staff Development & Recognition	15,493	14,011	1,481	
Meetings, Conferences & Training	11,024	12,552	(1,528)	
Promotional Expense	13,998	4,988	9,011	13
Travel	0	819	(819)	

HORIZONS SPECIALIZED SERVICES

Statement of Activity

For the Seven Months Ending Friday, January 31, 2020

	Actual	Budget	Variance	Notes
Mileage Reimbursement	14,147	17,160	(3,013)	
Client Assistance	15,599	18,578	(2,979)	
In-kind	4,552	1,633	2,918	
<b>Total Expenses</b>	<b>3,632,163</b>	<b>3,744,593</b>	<b>(112,430)</b>	
<b>Net Surplus (Deficit)</b>	<b>(\$24,420)</b>	<b>(\$138,738)</b>	<b>\$114,317</b>	
To Reconcile to "Cash" Activity:				
Add Back: Depreciation and Amortization	96,672	108,466	(11,795)	
Less: Fixed Asset Acquisitions	(144,305)	(144,305)	0	
<b>Net "Cash" Activity for this Period</b>	<b>(\$72,054)</b>	<b>(\$174,576)</b>	<b>\$102,522</b>	

HORIZONS SPECIALIZED SERVICES  
 NOTES TO FINANCIAL STATEMENTS  
 FOR THE SEVEN MONTHS ENDED JANUARY 31, 2020

**INCOME STATEMENT:**

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

#	Amount	%	
<b>REVENUE:</b>			
<b>Day Program &amp; Homes</b>			
1.	5,992	1.7%	Specialized Hab/Community Connection reimbursements are under budget in both counties (\$2.1k in Routt and \$6.4k in Moffat), while Supported Employment and Transportation revenue is above budget in both counties (Routt SE \$3.6; Moffat SE \$7.2k; Routt Transportation \$1.4k; Moffat Transportation \$1.6k). Revenue in the Homes will continue to outpace budget as two individuals have DD resources that were not budgeted for. Also, this is the first month of the Targeted Rate Increase: and there were no issues from a billing standpoint.
	11,824	0.8%	
<b>Early Intervention/Gov't Grant Support/Part C</b>			
2.	(17,021)	(6.7%)	I have combined these two lines to show that the overall Early Intervention program is at budgeted levels. While there have been some changes in the service delivery model in Moffat and Rio Blanco counties, EI caseloads continue to be strong and overall reimbursements are at expected levels.
	25,729	109.4%	
	8,708		
<b>Case Management</b>			
3.	(25,999)	(17.9%)	Case Management revenue is unfavorable to budget by \$26k mainly due to staffing changes in Moffat County which has resulted in a \$20.7k shortfall in revenue compared to budget. Routt County TCM revenue is \$4.5k under budget.
<b>SLS</b>			
4.	(5,252)	(2.4%)	SLS revenue continues to trend below budget due to a paperwork issue preventing one individual from receiving services in Moffat County. Routt is \$1.7k under budget and Moffat \$5.8k under budget, while the additional of an OBRA resource has State SLS revenue \$2.2k above budget, however this variance will even out as we have reverted \$5k in State SLS funds due to one of our higher utilizers of services moving to the SLS waiver. The individual who lost eligibility is now re-enrolled in services.
<b>Room &amp; Board</b>			
5.	6,226	3.4%	This variance represents additional individuals enrolled in our Residential program.
<b>County Mill Levy</b>			
6.	(12,547)	(1.8%)	This variance decreased by \$5k compared to last month due to the new calendar year revenue amount being recognized. By fiscal year end the variance should be favorable to budget by around \$13k.
<b>Individual Donations, Foundation Grants/Cities/Counties, Fundraisers, United Way</b>			
7.	11,748	36.6%	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.
	(3,810)	(16.3%)	
	(8,875)	(67.6%)	
	15,223	76.8%	
	2,000	16.3%	
	16,286		
<b>EXPENSES:</b>			
<b>Salaries, P/R Taxes and Benefits.</b>			
8.	(52,301)	(2.0%)	This variance remains basically unchanged compared to December. Because of the COVID-19 pandemic, I anticipate overspending compared to budget by a fairly significant amount. You will not see this occur until the April financials, when a \$500 bonus was provided to all DSPs and "Hero Pay" for the homes was implemented. The overages compared to budget will be more than offset by the fact that much, if not all, of the PPP loan will turn into a grant if used for accepted purposes (payroll, etc.).
<b>Vehicle Expenses</b>			
9.	5,548	15.7%	Vehicle Expenses continue to grow relative to budget, due to relatively high maintenance needs in some of our older vehicles.
<b>Supplies</b>			
10.	(21,867)	(22.4%)	There are a variety of savings in supplies (Office, Program, Household and Client) that are related to timing. Expect supply purchases in the Group Homes to increase as well as Program supplies to increase over the course of the fiscal year.
<b>Food</b>			
11.	(10,858)	(20.2%)	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.
<b>Repair &amp; Maintenance</b>			
12.	(7,129)	(11.8%)	Repair & Maintenance is \$7k under budget mainly due to the fact that we received insurance reimbursements for last winter's 8th Street Apartments frozen pipes at the beginning of this fiscal year.
<b>Promotional Expense</b>			
13.	9,011	180.7%	Promotional Expense is over budget due to expenses incurred for Susan's retirement/45th Anniversary Party and the development of our new website.

HORIZONS SPECIALIZED SERVICES  
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FOR THE SEVEN MONTHS ENDED JANUARY 31, 2020

RESOURCE DEVELOPMENT ANALYSIS

	FY 2020	FY 2019
<b>Received to date:</b>		
Individuals	43,831	67,404
Grand County		10,000
Moffat County HRC		936
Rio Blanco County	4,250	4,250
<b>Total Counties</b>	<b>4,250</b>	<b>15,186</b>
Ability Experience	820	1,500
CAF	83	
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		
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>19,523</b>	<b>15,527</b>
Moffat County United Way	14,250	19,500
United Way - Other		
<b>Total United Way</b>	<b>14,250</b>	<b>19,500</b>
Meeker Holiday Home Tour		905
Little Points of Light	10,024	14,922
Pick a Dish		
Meeker Events		
Other	25,032	1,832
<b>Total Fundraisers</b>	<b>35,056</b>	<b>17,659</b>
<b>Sub-Total</b>	<b>116,910</b>	<b>135,276</b>
<i>Less: Resource Development Salary and Payroll expenses</i>	<i>43,248</i>	<i>31,581</i>
<i>Other Direct Costs</i>	<i>16,006</i>	<i>14,989</i>
<b>Net "Gain" (Loss) in Resource Development for 2020, 2019</b>	<b>57,656</b>	<b>88,706</b>