

COMMUNITY OPTIONS, INC.

BOARD MEETING 6/12/18

PRESENT:

Darcy Arnold
Dr. Lou Dwyer
Julie Hilmes
David Kienholz
Carolyn Rettig
Kristi Garner
Mike Schottelkotte
Trevor Harrison
Mary Turner

ABSENCES:

David Lane
Mary West

STAFF PRESENT:

Tom Turner
Joyce Cockroft
Steve Dahlman

GUEST:

Lori Sharp

- I. **Call to Order:** The meeting was called to order at 6:30 p.m. by President, Darcy Arnold.
- II. **Absences:** See above.
- III. **Minutes**
Motion was made (Trevor Harrison, Mike Schottelkotte) to approve the May meeting minutes as written. Motion carried.
- IV. **Public Comment: None**
 - A. Board emails – Darcy reminded the Board to check their emails.
- V. **Executive Director's Report: Tom reported on the following:**
 - A. Tom passed out his first Sunday article, which wasn't published until the second Sunday. Board members gave Tom several ideas for future articles, all having to do with donations – how, where, why, etc.
 - B. CF-CM – Rolling on. There was a meeting last week in GJ with several HCPF staff. Centered around requirements to be a Case Management Agency (CMA). One item pulled out, at least for the time being – no responsibilities for the waivers currently managed by the SEPS, and vice versa.
 - C. Business Continuity Plan – In process. We don't know if our Rural Exception has been submitted to CMS yet. May have till the Waiver rewrite in 2024 to get it all figured out.
 - D. FY18-19 Budget is in process. Admin Team is trying to figure out more ways to reduce expenses when what we need is more revenue. There will be changes in Leave/Holiday pay for staff in this budget cycle.
- VI. **Committee Reports:**
 - A. Finance/Audit Committee:
Steve presented and discussed the April financial picture. TCM is finally climbing again after an all time low in December.
Motion was made (Trevor Harrison, Mike Schottelkotte) to approve the financials thru 4/30/18, as presented. Motion carried.

B. PR/Fundraising Committee: Lori Sharp presented:

- Lori S. passed out “COI Fundraising Update – 6/12/18” with lots of good info included. She stressed the need to actively fund raise again, and to set a definite goal for FY 18-19. Also included were ideas for a summer campaign, a year-end campaign, and how important Board participation and support is. There was a lot of discussion and good ideas.

- People First T-shirts to possibly be sold at Second Impressions
- An art Show
- Recognition Walk
- Network for Good, a fund-raising database, complete with a consultant is being updated and fed by Lori, Tom and Holly. A mass mailing will result from their hard work, and is scheduled for July.

A motion was made (David Kienholz, Trevor Harrison) to set our fund-raising goal for FY18-19 at \$75,000 with the hope of making it to six figures. Motion carried.

Per Lori’s fact sheet, “Together We Can Do This!”

- Jim and Tom will meet Wed., 6/13 with the employee at Park Place, who along with her husband, are involved with a philanthropic motorcycle group (Jumpin’ Jacks) who sponsor rides, raffles, etc. to benefit charitable organizations. They would like to sponsor a fund-raiser for COI. Tom and Jim will get the details.

VII. Old Business: None

VIII. New Business: None

IX. Announcements: None

X. Adjournment: The regular meeting of the Board was adjourned at 8:00 PM to go into Executive Session.

Submitted by:

Joyce L. Cockroft
Office Manager

Finally, some help!

Montrose Daily
Press 6/16/18

Starting with the run up to the 2016 election, I have written multiple columns on the devastating impact that the constitutionally-required increase in the state's minimum wage has had on Community Options' finances. Because our agency operates almost exclusively on the rates the state pays us for the services we provide to local citizens with intellectual disabilities, and because we have had virtually no rate increases over the past 10 years, there has been no additional revenue to offset the hundreds of thousands of dollars in increased payroll expense. I am very happy to report that in the legislative session just completed by the Colorado General Assembly, they took a significant step in addressing that issue.

Thanks to the incredible support from all six members of the Joint Budget

Committee who carried the bill, and a huge amount of work by many, many people associated with the service system, House Bill 18-1407 was shepherded through the legislative process and signed by the governor.

Along the way it garnered a great deal of bi-partisan support whereby a remarkable 52 of 100 legislators signed on as co-sponsors, and it passed on a vote of 95-1 (4 absent). This bill accomplished two very important things. First, beginning 3/1/19 it increases our Medicaid



Community Options Ink

By Tom Turner

rates by 6.5 percent for some of our direct services. This revenue increase is required to be used to increase compensation for our direct support staff, which is exactly what the increase in the minimum wage has done, so it will not be difficult for us to document that those in-

creases have been spent as intended. The second thing this bill did is to allocate resources to enroll another 300 people into services off of the waiting list. There are approximately 3000 adults with intellectual disabilities statewide waiting to receive services, and many of these people live at

home with aging caregivers. While this certainly doesn't resolve the whole issue, it is a step in the right direction.

As I have reported in previous columns, we have calculated that the increase in the minimum wage will cost our agency an additional \$700,000 annually by 2020, and we anticipate this 6.5 percent rate increase will raise our revenues by about half that amount beginning in 2020. We are in year two of the minimum wage increase, and our payroll expense has already increased by over \$300,000. We are very happy that our direct support staff are being paid more, but until now there has been no increase in revenue to help cover that expense. We are still a long way from receiving rates that actually cover our costs, but some help has finally arrived, and for that we are extremely grateful.

COI Fundraising Update

6.12.18

FY 2017/2018 Summary

- Goal: Not defined for FY 2017/2018
- Raised To Date: To be provided at next board meeting
- Grants: \$18,500 awarded Jan-June 2018
- Montrose Community Foundation (\$3,000), Network for Good/MCF (\$3,000), Virginia Hill Foundation (\$5,000), Bacon Family Foundation (\$5,000), Goodwin Foundation (\$2,500)
- Government: \$7,500 Montrose County
\$15,870.88 City of Montrose "rebate"
- Notes:
- The Mize Family has completed their commitment, but continues to support the organization
 - Small wins with grant funders - some hard losses: continue to finesse the ask
 - Only fundraising activity was the year-end appeal letter: this is not enough

What's Next for FY 2018/2019

Define Fundraising Goal

- Suggest: \$75,000-\$100,000
- Grants, Government Support, Business, Personal, Board & Employees

Building Blocks

- Network for Good Database
- Online Giving
- Fundraising Plan
- Client, Employee and Board Member Showcase
- Board Participation & Support

Fundraising Plan

- Summer Campaign (July-Sept): "Getting to Know COI"
 - July:
 - Mailing (letter & brochure) - New Prospects, Former Donors
 - Social Media - Weekly feature on a client, employee or board
 - PR - Tom's column; Photos/events sent to local papers
 - August & September:
 - Social Media - Weekly feature on a client, employee or board
 - PR - Tom's column; Photos/events sent to local papers
- Year-End Campaign (Oct-Dec): TBD
 - October:
 - Mailing (postcard) - New Prospects, Former Donors
 - Social Media - Weekly feature on a client, employee or board
 - PR - Tom's column; Photos/events sent to local papers
 - Event (1-3): Suggestions include "Lunch & Learn", "Wine & Cheese Home Party", "Open House" @ Day Program facilities
 - November:
 - Mailing (letter with bookmark) - New Prospects, Former Donors
 - Social Media - Weekly feature on a client, employee or board
 - PR - Tom's column; Photos/events sent to local papers
 - Event: MountainFilm
 - December:
 - Social Media - Weekly feature on a client, employee or board
 - PR - Tom's column; Photos/events sent to local papers

Board Participation & Support

- New Prospects (2) to Darcy by June 30th
- Information Update (for all contacts you submitted in the past)
- Stuffing envelopes (July & Nov)
- Personalizing letters for your contacts with a hand-written note (Oct)
- "Friend" COI on Facebook; comment, like and share COI posts
- Make a financial contribution (important to have 100% board giving)
 - BEFORE June 30 to count toward FY 2017/2018 (for those that have not contributed this fiscal)
 - AFTER June 30 to count toward FY 2018/2019

TOGETHER, WE CAN DO THIS!

Community Options, Inc.
FY18 FINANCE REPORT AS OF 4/30./2018
6/12/2018



Reports attached:

1. Balance Sheet/Working Capital Report
2. Revenue and Expense Statement
3. Capital Budget Expenditures

Summary:

REVENUES

Revenues overall are off by about 4.6%. On a positive note, EI's supplemental revenue has helped some and TCM showed a very strong month of billing in April.

EXPENSES

Overall, expenses show a 1.9% savings from the budgeted number. The minimum wage will continue to erode this "savings". We did receive a dividend check from our S/C carrier, Pinnacol, which helped reduce our W/C premium cost by \$20,000.

Working Capital as of 4/30/18

	Current Month	7/1/2017 Balance	Net Change from 7/1/17	
	\$ 1,371,495	\$ 1,894,078	\$ (522,583)	Decrease of \$ 10,719 from last month

Balance Sheet as of 4/30/18

	Current Month	7/1/2017 Ratio	Net % Change from 7/1/17
Current Ratio	2.325	2.733	-14.94%
Curr Assets/All Liabilities	0.834	1.014	-17.82%

Capital/Ops Projects:

	\$ 9,771	Current Month	Began A/C installation at Hillview GH
	\$ 45,846	Year-to-Date	

Revenue to 4/30/2018

	Actual	Budget	+/-
Agency	78.67%	83.33%	-4.66%
Agency w/o Children's Svc	77.55%	83.33%	-5.79%

Community Options, Inc.
 FY18 FINANCE REPORT AS OF 4/30./2018

6/12/2018



Comparative Expense Review as of 4/30/2018				
Expenses:	Current Month over/(under)	Last Month over/(under)	Cur Mth/Last Yr over/(under)	Comment-See Summary
Agency	-2.97%	-2.02%	-2.61%	
Agency w/o Children's	-4.17%	-3.17%	-3.11%	
Children's Svc's	15.59%	15.71%	5.81%	
Day/SLS Program Svc's	-4.32%	-3.51%	-5.51%	
Residential Svc's	-3.46%	-2.30%	-3.45%	
Adult Services	-3.74%	-2.69%	-4.07%	
Case Mgmt.	1.69%	1.70%	-0.77%	
Transportation Svc's	-8.30%	-6.09%	-5.54%	
Admin	-5.23%	-4.86%	-3.54%	



COMMUNITY OPTIONS, INC.--BALANCE SHEET & WORKING CAPITAL REPORT
FY18 PERIOD ENDING 4/30/2018 (83.3% OF FY)
6/12/2018

ASSETS:	4/30/2018	3/31/2018	2/28/2018	6/30/2017	6/30/2016	6/30/2015
Current Assets						
Operating Cash Accts	\$ 745,009	\$ 804,220	\$ 785,955	\$ 863,547	\$ 1,084,706	\$ 1,309,596
Invested Cash Accts	\$ 754,527	\$ 737,623	\$ 731,049	\$ 992,900	\$ 483,007	\$ 483,774
Prepaid Expenses	\$ 55,509	\$ 43,615	\$ 57,640	\$ 124,744	\$ 47,398	\$ 52,614
Medicaid A/R	\$ 603,776	\$ 593,425	\$ 588,974	\$ 790,224	\$ 677,160	\$ 662,689
State A/R	\$ 179,869	\$ 166,302	\$ 128,594	\$ 155,786	\$ 256,081	\$ 66,525
Misc. A/R (Spec Nds, VR, Gen'l)	\$ 55,148	\$ 58,282	\$ 49,407	\$ 47,273	\$ 132,834	\$ 15,430
Voc Trade A/R	\$ 4,174	\$ 4,045	\$ 4,030	\$ 3,211	\$ 4,791	\$ 5,602
Client A/R	\$ 8,413	\$ 7,484	\$ 9,330	\$ 9,049	\$ 7,283	\$ 9,382
Total Current Assets *	\$ 2,406,425	\$ 2,414,996	\$ 2,354,979	\$ 2,986,734	\$ 2,693,260	\$ 2,605,612
Notes Receivable	\$ 161,316	\$ 166,174	\$ 171,108	\$ 206,464	\$ 349,278	\$ 487,371
Assets held for sale	\$ 1,087,471	\$ 1,087,471	\$ 1,087,471	\$ 1,087,471	\$ 1,370,000	\$ 487,371
Fixed Assets						
Office Eqmt	\$ 10,112	\$ 12,444	\$ 14,776	\$ 33,432	\$ 55,898	\$ 42,340
Trans Eqmt	\$ 72,399	\$ 77,190	\$ 81,981	\$ 120,309	\$ 139,487	\$ 148,685
Land	\$ 629,626	\$ 629,626	\$ 629,626	\$ 584,626	\$ 584,626	\$ 584,626
Bldgs & Imprvmts	\$ 2,295,402	\$ 2,313,522	\$ 2,331,642	\$ 2,296,602	\$ 2,500,784	\$ 1,713,908
Program Eqmt	\$ 12,850	\$ 13,170	\$ 13,490	\$ 16,051	\$ 18,697	\$ 12,303
Cur. Yr. Capital & Work In Progress	\$ 423,095	\$ 412,984	\$ 411,259	\$ 199,782	\$ -	\$ 10,586
Total Fixed Assets	\$ 3,443,484	\$ 3,458,936	\$ 3,482,774	\$ 3,250,802	\$ 3,299,492	\$ 2,512,448
TOTAL ASSETS	\$ 7,098,696	\$ 7,127,577	\$ 7,096,332	\$ 7,531,471	\$ 7,712,030	\$ 5,605,431
LIABILITIES & FUND BALANCES:						
Liabilities						
Current Liabilities*	\$ 1,034,930	\$ 1,084,332	\$ 1,035,034	\$ 1,092,656	\$ 1,105,631	\$ 906,552
Long Term Liabilities	\$ 1,852,191	\$ 1,852,191	\$ 1,852,191	\$ 1,852,191	\$ 1,996,731	\$ 1,424,711
Total Liabilities	\$ 2,887,121	\$ 2,936,523	\$ 2,887,225	\$ 2,944,847	\$ 3,102,362	\$ 2,331,263
Fund Balance	\$ 4,586,625	\$ 4,586,625	\$ 4,586,625	\$ 4,609,669	\$ 3,266,766	\$ 2,556,120
Net Income	\$ (375,049)	\$ (395,572)	\$ (377,518)	\$ (23,043)	\$ 1,342,902	\$ 718,050
Total Fund Bal & Net Income	\$ 4,211,576	\$ 4,191,053	\$ 4,209,107	\$ 4,586,626	\$ 4,609,668	\$ 3,274,170
TOTAL LIABILITIES & FUND BALANCE	\$ 7,098,696	\$ 7,127,577	\$ 7,096,332	\$ 7,531,471	\$ 7,712,030	\$ 5,605,431

	4/30/2018	3/31/2018	2/28/2018	6/30/2017	6/30/2016	6/30/2015
*WORKING CAPITAL BALANCE	1,371,495	1,330,664	1,319,945	1,894,078	1,587,629	1,699,060
Change:						
From Previous Month	40,831	10,719	(151,258)			
FY to Date:						
(Balance at 7/1/17)= \$ 1,894,078	(522,583)	(563,414)	(574,133)	306,449	(111,431)	507,609
	(from 7/1/17)	(from 7/1/17)	(from 7/1/17)	(from 7/1/16)	(from 7/1/15)	(from 7/1/14)

COMMUNITY OPTIONS, INC. 6/12/2018		FY18 Initial Budget Revenue & Expense by Program				PERIOD ENDING: 4/30/2018		83.3% of FY18	
ITEM	REVENUE: FY18 INITIAL BUDGET	REVENUE: CURRENT MONTH	Y-T-D REVENUE:	% OF BUDGET	EXPENSE: FY2018 INITIAL BUDGET	EXPENSE: CURRENT MONTH	Y-T-D EXPENSE	% OF BUDGET	
TOTAL ALL PROGRAMS	8,744,552	686,910	6,879,476	78.7%	9,027,142	666,694	7,254,526	80.4%	
Without Children & Family:									
REVENUE BUDGET / MONTH / YTD	\$ 8,218,181	\$ 642,295	\$ 6,372,800	77.5%					
EXPENSE BUDGET MONTH / YTD	\$ 8,477,939	\$ 621,592	\$ 6,711,256	79.2%					
SURPLUS/(DEFICIT) BUDGET / MONTH / YTD	\$ (259,758)	\$ 20,703	\$ (338,456)						
CHILDREN/FAMILY SVCS:									
EARLY INTERVENTION-State	163,762	0	223,762	136.6%	155,656	3,850	245,651	157.8%	
EARLY INTERVENTION-Medicaid		8,082	15,512						
EARLY INTERV INS TRUST	15,885	0	7,300	46.0%	15,885	0	6,298	39.6%	
EARLY INTERV INS TRUST M&G	2,700	0	1,241	46.0%					
SUBTOTAL EARLY INTERVENTION	182,347	8,082	247,815	135.9%	171,541	3,850	251,949	146.9%	
PART C	22,120	14,518	23,105	104.5%	0	22,245	22,245	#DIV/0!	
SUBTOT E/I+PART C	204,467	22,600	270,920	132.5%	171,541	26,095	274,194	159.8%	
FSS PROGRAM:									
DIRECT FAMILY	109,165	9,097	90,971	83.3%	109,829	3,858	100,164	91.2%	
PROGRAM MSO,C/M	30,770	3,206	32,061	104.2%	56,000	4,057	46,836	83.6%	
FSSP GRANT PROCEEDS	0	0	5,000		0	0	0	#DIV/0!	
SUBTOTAL FSSP	139,935	12,303	128,032	91.5%	165,829	7,915	147,000	88.6%	
CHILDRENS' EXTENSIVE SUP(CES)	150,000	6,956	84,740	56.5%	150,000	6,947	83,479	55.7%	
SUBT CHILD/FAMILY SVCS	494,402	41,859	483,692	97.8%	487,370	40,957	504,673	103.6%	
PROGRAM ADMIN/OTHER:									
EARLY INTER-MGMT FEE	20,132	1,678	16,777	83.3%					
PART C MGMT FEE	6,838	1,078	6,207	90.8%	0			#DIV/0!	
GO4IT GRANT	4,999				4,999				
CHILDREN'S SERVICES' ADMIN					55,914	4,092	38,067	68.1%	
DEPRECIATION					920	53	530	57.6%	
SUBT PROGRAM ADMIN/OTHER	31,970	2,756	22,984	71.9%	61,833	4,145	38,597	62.4%	
1 SUBTOTAL CHILD/FAMILY SVCS	526,372	44,615	506,676	96.3%	549,203	45,102	543,270	98.9%	

COMMUNITY OPTIONS, INC.
6/12/2018

FY18 Initial Budget Revenue & Expense by Program

PERIOD ENDING: 4/30/2018

83.3% of FY18

ITEM	REVENUE: FY18 INITIAL BUDGET	REVENUE: CURRENT MONTH	Y-T-D REVENUE:	% OF BUDGET	EXPENSE: FY2018 INITIAL BUDGET	EXPENSE: CURRENT MONTH	Y-T-D EXPENSE	% OF BUDGET
ADULT SVCS:								
DAY/SLS PROGRAM:								
MEDICAID DAY SVCS	1,090,072	88,140	857,644	78.7%				
MED SUPPORTED LVG SVCS	805,000	57,209	563,814	70.0%				
STATE SUPPORTED LVG SVCS	170,300	13,843	129,678	73.3%				
OBSS SVCS	18,600	856	8,818					
MONTROSE PROD REV	18,200	963	9,475	52.1%				
DELTA/ASPEN CREST PROD REV	7,100	669	6,629	93.4%	301,471	18,276	217,407	72.12%
JOB COACH/SCHOOL DAY	35,000	3,329	20,794	59.4%				
SECOND IMPRESSIONS	112,000	6,152	82,056	73.3%	154,740	10,720	131,106	84.73%
PARK PLACE					346,790	23,064	267,608	77.17%
PARK PLACE SE					166,694	10,104	124,122	74.46%
ASPEN CREST SE					66,251	2,343	34,315	51.80%
PRIVATE PAY		531	4,606					#DIV/0!
DAY DEPRECIATION					62,189	8,152	81,520	131.08%
MONTROSE ADMIN					121,173	21,313	139,687	115.28%
DELTA/ASPEN CREST ADMIN					107,858	7,794	88,022	81.61%
2 SUBT DAY/SLS PROGRAM SVCS	2,256,272	171,693	1,683,514	74.6%	1,327,166	101,766	1,083,787	81.66%
CONTRACT SERVICES								
SIX POINTS(SE/CA)				0	45,000	3,075	26,979	60.0%
SUBT CONTRACT SERVICES	0	0	0	0	45,000	3,075	26,979	60.0%
SLS PERSONAL CARE/ SUPPORT:								
MED SLS PERS CARE/SUPPORT					435,474	36,335	364,395	83.68%
ST SLS PERS CARE/SUPPORT					199,814	9,307	106,329	53.21%
OBSS (NURSING HOME C.S.)					0	502	4,615	#DIV/0!
3 SUBT SLS PERS CARE/SUPPORT:	0	0	0	0	635,288	46,144	475,339	74.8%
4 SUBT DAY/SLS PROGRAM:	2,256,272	171,693	1,683,514	74.6%	2,007,454	150,985	1,586,105	79.0%

COMMUNITY OPTIONS, INC.
6/12/2018

FY18 Initial Budget Revenue & Expense by Program

PERIOD ENDING: 4/30/2018

83.3% of FY18

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RESIDENTIAL PROGRAM:								
MEDICAID RESIDENTIAL SVCS	4,196,795	314,963	3,284,901	78.3%				
BRADFORD GH								#DIV/0!
VISTA VIEW GH					314,534	23,343	258,300	82.1%
CASCADE GH					288,566	18,170	238,383	82.6%
HILLVIEW GH					526,170	32,906	401,006	76.2%
GLENCOE GH					386,148	28,657	300,556	77.8%
CANYONVIEW GH					369,263	23,883	278,398	75.4%
UTE HOUSE GH					482,633	34,224	394,296	81.7%
SUBTOTAL GRP HMS					2,367,314	161,183	1,870,939	79.0%
MONTROSE PCA BILLING					345,388	25,779	277,718	80.4%
DELTA PCA BILLING					234,937	16,990	177,526	75.6%
PCA MEADOWS	0	700	5,600	#DIV/0!	6,776	558	6,657	98.2%
PCA JUNIPER JUNCTION								
HOST HOME SVCS					522,100	39,300	425,141	81.4%
HOST HM ADMIN					69,644	6,964	58,665	84.2%
SUBT PCA/HH		700	5,600		1,178,845	89,591	945,707	80.2%
HUD	528	45	401	75.9%				
CLIENT R/B	722,904	57,046	574,023	79.4%				
SUBT RESID PROGRAM	4,920,227	372,754	3,864,925	78.6%	3,546,159	250,774	2,816,646	79.4%
CONTRACT SERVICES								
SIX POINTS(RES)					250,000	18,809	192,033	76.8%
SIX POINTS(Prof Svc)					4,500	818	2,000	44.4%
SUBT CONTRACT SERVICES					254,500	19,627	194,033	76.2%
PROGRAM ADMIN/OTHER:								
RESID ADMIN/SUPPORT					93,641	7,126	72,613	77.5%
MEDICAL SUPPORTS					265,367	20,763	239,097	90.1%
OTHER(Vacation Clearing)	1,000	0	739	73.9%	2,326	0	739	31.8%
RESID DEPRECIATION					117,690	9,509	95,090	80.8%
SUBT PROGRAM ADMIN/OTHER:	1,000	0	739	1	479,024	37,398	407,539	85.1%
5 SUBT RESIDENTIAL PROGRAM:	4,921,227	372,754	3,865,664	78.6%	4,279,683	307,799	3,418,218	79.9%
6 SUBTOTAL ADULT SVCS:	7,177,498	544,447	5,549,177	77.3%	6,287,137	458,784	5,004,323	79.6%

COMMUNITY OPTIONS, INC.
6/12/2018

FY18 Initial Budget Revenue & Expense by Program

PERIOD ENDING: 4/30/2018

83.3% of FY18

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CASE MANAGEMENT:								
CS MGMT(STATE)	93,191	6,044	62,043	66.6%	464,194	40,299	398,930	85.9%
CS MGMT(TCM)	389,048	36,573	239,758	61.6%				
PART C SVC COORD	10,715	1,016	10,163	94.8%				
EARLY INTERV INS TRUST/SC	4,260	0	2,107	49.5%				
EI REFERREAL EVAL NOT ELIG				#DIV/0!				
CRISIS PILOT	24,000	0	6,925	28.9%	18,288	(9)	3,446	18.8%
PASARR	1,125	0	1,049	93.2%				
NON-MEDICAID FUNCTIONS	23,250	0	23,250	100.0%				
OTHER-MEDICAID ASSESSMENTS	17,120	1,237	12,201	71.3%	1,800	0	0	0.0%
OTHER--CWA; PCT GRANT				#DIV/0!	0	0	9,253	#DIV/0!
OTHER--SIDD, SISL, DETERMINATIONS	1,050	772	4,891	465.8%				
DEPRECIATION					2,417	216	2,160	89.4%
7 SUBTOTAL CS MGMT	563,759	45,642	362,388	64.3%	486,699	40,506	413,789	85.0%
TRANSPORTATION SVCS/SUPPORT:								
TRANS	298,070	24,072	229,380	77.0%	386,094	21,703	277,201	71.8%
OTHER(Vehicle sales, Insurance)	5,000			0.0%				
DEPRECIATION					49,720	4,791	47,910	96.4%
SUBTOT TRANS(IN-HOUSE)	303,070	24,072	229,380	75.7%	435,814	26,494	325,111	74.6%
SX PTS & HH TRANS PURCHASE SVCS					23,500	1,618	19,524	83.1%
8 SUBTOTAL ALL TRANS	303,070	24,072	229,380	75.7%	459,314	28,112	344,635	75.0%

COMMUNITY OPTIONS, INC.
6/12/2018

FY18 Initial Budget Revenue & Expense by Program

PERIOD ENDING: 4/30/2018

83.3% of FY18

ITEM	REVENUE:	REVENUE:	Y-T-D REVENUE:	% OF BUDGET	EXPENSE:	EXPENSE:	Y-T-D EXPENSE	% OF BUDGET
	FY18 INITIAL BUDGET	CURRENT MONTH			FY2018 INITIAL BUDGET	CURRENT MONTH		
ADMINISTRATION/SUPPORT:								
ADMIN	59,874	3,859	59,471	99.3%				
ADMIN FEE/QA; Ops	57,900	4,526	46,108	79.6%				
BUSINESS OPERATIONS	0	0	600		587,169	46,556	447,931	76.3%
MAINTENANCE					152,880	14,123	130,547	85.4%
SAFETY					43,486	3,361	36,184	83.2%
HR & TRAINING					232,416	18,483	178,318	76.7%
I.T. SUPPORT					118,526	9,583	91,859	77.5%
FUNDRAISING					29,200	(255)	15,192	52.0%
DEPRECIATION					25,112	2,843	28,421	113.2%
9 SUBTOTAL ADMIN/SUPPORT	117,774	8,384	106,179	90.2%	1,188,789	94,694	928,452	78.1%
LOCAL & OTHER:								
CITIES & COUNTIES	17,500	0	12,500	71.4%				
IN-KIND		0	2,025	#DIV/0!		0	2,025	
LOCAL-UNRESTRICTED/ASSET SALES	0	0	7,219	#DIV/0!				
LOCAL-RESTRICTED	18,380	46	16,010	87.1%	6,000	0	11,340	189.0%
INTEREST INCOME (Inc. CMU Note)	6,000	841	7,666	127.8%	0			
OTHER (W/C, SLS ON-BOARDING)	14,200	0	18,380	129.4%				
PLUG		2,237	0			(504)	2,227	
OPERATING PROJECT EXPENDITURES					50,000	0	4,465	8.9%
CAPITAL CAMPAIGN		16,625	61,876					
10 SUBTOTAL L & O	56,080	19,749	125,676	224.1%	56,000	(504)	20,057	35.8%
11 TOTAL ALL PROGRAMS	8,744,552	686,910	6,879,476	78.7%	9,027,142	666,694	7,254,526	80.4%
ADJUSTMENT				0	0	0	0	0
12 TOTAL ALL PROGR, ADJ'D	8,744,552	686,910	6,879,476	78.7%	9,027,142	666,694	7,254,526	80.4%
REV. BUDGET FISCAL YEAR COMPARATIVE	8,744,552	686,910	6,879,476	7,287,127	(407,651)			
EXP. BUDGET /FISCAL YEAR COMPARATIVE	9,027,142	666,694	7,254,526	7,522,618	268,092			
13 SURPLUS/(DEFICIT) BY YEARS	(282,590)	20,216	(375,050)	(235,491)	(375,050)			

OPERATING PROJECTS--FY 2018

As of 4/30/2018

G/L Code	Description	DONE	FY18 Budget	Expended Cur Mth	Year-to-Date Expended	Balance	% Expended
5401-40-000	Admin-Repair Split Rail Fence		\$ 400			\$ 400	0%
5401-72-020	Replace rear steps		\$ 900			\$ 900	0%
xxxx-72-030	Duplex--Exterior painting		\$ 3,400			\$ 3,400	0%
5402-75-040	Painting--Remainder Upstairs		\$ 1,600			\$ 1,600	0%
54xx-75-040	Deck Refinished		\$ 600			\$ 600	0%
54xx-75-070	Apt. #1 interior painting		\$ 1,200			\$ 1,200	0%
54xx-75-070	New roof including sheeting		\$ 10,400			\$ 10,400	0%
54xx-75-070	New mini-blinds all apts.		\$ 983			\$ 983	0%
54xx-75-080	Rear patio covering		\$ 2,700			\$ 2,700	0%
54xx-75-090	Landscaping		\$ 800			\$ 800	0%
5402-75-120	Cover 1/2 wall for W/C protection		\$ 950			\$ 950	0%
5403-75-120	Ute-Rear step & patio concrete finish		\$ 4,200			\$ 4,200	0%
xxxx-75-120	Ute--Rails to rear patio		\$ 300			\$ 300	0%
Total All	Total Operating Projects Budgeted		\$ 28,433	\$ -	\$ -	\$ 28,433	

CAPITAL ITEMS--FY 2018

As of 4/30/2018

G/L Code	Description	DONE	FY18 Budget	Expended Cur Mth	Year-to-Date Expended	Balance	% Expended
5xxx-40-600	5 replacement PC systems		\$ 5,500.00	-	-	\$ 5,500	0%
5xxx-40-600	Terminal Server Replacement		\$ 3,800.00			\$ 3,800	0%
5xxx-40-600	IPad/Mobile		\$ 1,500.00		1,732	\$ (232)	115%
5xxx-40-600	Intranet/SharePoint Project		\$ 10,000.00			\$ 10,000	0%
5xxx-40-600	Agency Laptops		\$ 6,000.00			\$ 6,000	0%
5xxx-40-600	Paging System/Comp. Peripheral Equipment--Park Place		\$ 3,000.00	-	-	\$ 3,000	0%
5xxx-60-300	Refurbished Copier at Aspen Crest		\$ 7,500		\$ 7,300	\$ 200	97%
5xxx-90-000	Refurbished Copier at Park Place		\$ 2,000			\$ 2,000	0%
52xx-79-000	Maintenance Van (replacement)		\$ 14,000			\$ 14,000	0%
52xx-79-000	Hillview Focus		\$ 17,500			\$ 17,500	0%
52xx-79-000	Cascade 10-pass. Van		\$ 22,000			\$ 22,000	0%
52xx-79-000	Full-Size Van		\$ 23,000		\$ 22,578	\$ 422	98%
52xx-79-000	Delta PCA Ford Focus		\$ 17,500			\$ 17,500	0%
Total All	Total Capital Budgeted		\$ 133,300	\$ -	\$ 31,610	\$ 101,690	24%

Unbudgeted Items

Temporary Holding on Park Place Projects				-	4,465		
Hillview A/C				9,771	9,771		
Grand Total				9,771	45,846		