



**BOD:** Darcy Arnold, Dr. Lou Dwyer, Trevor Harrison, Julie Hilmes, David Kienholz, David Lane, Carolyn Rettig, Mike Schottelkotte, Mary Turner, Mary West.

## **BOARD MEETING AGENDA**

**The June 2020 Board Meeting will be held on Tuesday, the 9th, at 6:30 PM at the Allinson Admin Building, 336 S. 10<sup>th</sup> St., Montrose. This meeting will be held remotely and an invite will be sent.**

- I. Call to Order
- II. Absences
- III. Minutes
- IV. Public Comment
  - A. Board Emails
- V. Executive Director's Report
- VI. Committee Reports
  - A. Finance/Audit Committee
    - 1) IRS 990 Review and Approval
  - B. PR/Fund-Raising Committee
- VII. Old Business
- VIII. New Business
- IX. Announcements
- X. Adjournment

### **FINANCE/AUDIT COMMITTEE:**

**The Finance/Audit Committee will meet from 6:00 – 6:30 preceding the regular Board meeting.**



## BOARD MEETING MINUTES

June 9, 2020

**Present:**

Darcy Arnold  
Mary Turner  
Mary West  
David Lane  
Dr. Lou Dwyer  
Julie Hilmes  
Mike Schottelkotte  
Trevor Harrison

**Absences:**

Carolyn Rettig  
David Kienholz

**Staff Present:**

Tom Turner  
Steve Dahlman  
Chris McDonald  
Kevin Sowder  
Aimee Pruitt

**Guest:**

Lori Sharp

- I. Call to Order: Meeting called to order at 6:32 pm by President Darcy Arnold.
- II. Absences: See above
- III. Minutes Review. Motion by Mike Schottelkotte and seconded by Trevor Harrison to approve minutes from the May meeting. Motion carried.
- IV. Public Comment:
  - A. Board Emails: Darcy reminded everyone to check your COI emails.
- V. Executive Director's Report: Tom emailed the Board his June article from The Daily Press. A few acknowledgements are in order; first off Tom wants to give kudos to our partners at the State for doing an exemplary job keeping us afloat. We would also like to thank Mary West and the ladies of the Methodist Women's Group for their wonderful care packages delivered to all of the staff at COI. Everyone was touched to feel the community support. Tom would also like to thank Mike and Nancy Schottelkotte for the nice card.
  - A. The Long Bill finalized by JBC at the Colorado Assembly, should be signed by the Governor Wednesday or Thursday of this week. We know our cut will be a 1% Medicaid rate decrease which will likely be around \$100k loss next year. When you take into consideration all of the cuts being made to education it's miraculous, we only got hit with a 1% decrease. Tom sent emails to Senators Rankin and Zenzinger as well as Representative McCluskie thanking them for hanging in there with us.
  - B. Monday through Wednesday of last week, (June 1<sup>st</sup>-3<sup>rd</sup>) the surveyors from the Colorado Department of Public Health and Environment completed their infection control surveys at six of our Group Homes. They went well; four out of the six homes had no deficiencies, one home had two deficiencies, and one home had one.

Serving Delta, Gunnison, Hinsdale, Montrose, Ouray, and San Miguel Counties



To give an idea of what counted as a deficiency, the surveyors observed staff going from one client to another, they changed their gloves but didn't wash their hands before putting on the new pair of gloves. Congrats to staff for protecting us, to date there is still no COVID in the agency.

- C. The additional 8% increase from the state that was strongly encouraged to be used for staff recognition/hazard pay which for us worked out to about \$25k was indeed given to our excellent staff in the form of a \$1.25 per hour worked increase. We were able to do this for April/May, it was extremely well received, and we will be doing it again for May/June.

VI. Committee Reports:

- A. Finance/Audit Committee: Steve presented the financials for April 2020. The PPP loan shows up in April and is classified as long-term debt until the note is forgiven. We also accepted delivery of the CDOT vans which shows up as \$158k in revenue, bringing the yearly deficit down to \$66k.
- There are two on-going programs to give assistance during COVID times.
    - One is through HCPF and relates to Day Program Services. In order to assist with the loss of facility-based programming, alternative services are being allowed as are payments being made for identified service levels, even if not provided. This form of billing is being allowed through June at least.
    - The second program is 8% increase on residential services from the state from 4/1 through 6/30 at least. This funding is being strongly recommended to be used as recognition/hazard pay for staff.
  - The Finance Committee members have reviewed the IRS 990 for the last fiscal year ending June 30, 2019. The committee had no questions and saw no issues. The documentation will be posted on our website as soon as it's been submitted. Mike Schottelkotte moves to approve the IRS 990 as presented and reviewed, seconded by David Lane. All in favor, Motion carried.

Trevor Harrison moves to approve the financial statements for April 2020, as presented, seconded by Mike Schottelkotte. All in favor, Motion carried.

- B. PR/Fund-Raising Committee: Darcy wants to let Lori and everyone know the vans look awesome. Lori opened with a huge shout out to Damon for working relentlessly to get the mockups rolling. Lori also wants to thank the Board for the nudge to look into different companies for the logos. We ended up having to go in a different direction with a new vendor and an all new design, which everyone agreed is really nice. Tom thanked Dr. Dwyer for pushing to have a tagline to let the public know what we do added to the vans: "Supporting people with intellectual and developmental disabilities". Lori is working on a special thank-you for all of the people involved with this event for their patience and generosity. It's also been decided the official "time-clicker" won't start until the logos are done and the vans are able to be seen. Mary West asked if both vans are wheelchair accessible, yes, they are. Lori let the Board know she will have flyers ready soon for the next wave of our "No-Event Fundraiser" to help get logos for the two newest vans. Lori also informed everyone we have applied for a grant with RMH and she is keeping her fingers crossed. Darcy thanked Lori, the vans really do look cool and she can't wait to see them driving around.

VII. Old Business: None.

VIII. New Business: None.

IX. Announcements:

- Tom encouraged the Board to go see all of the changes taking place at Park Place, it's looking really nice.
- It was decided that barring any closures, the Board meeting in July will be held at Park Place so there will be enough room for social distancing and the meeting can be held in person with an option to Zoom for anyone still uncomfortable with the idea of face to face interaction. Then everyone can take a look at the new flowers and the vans while we're there.

X. Adjournment: Motion to adjourn put forth by Mike Schottelkotte. Meeting was adjourned at 7:18 PM.

Respectfully submitted,

Aimee Pruitt



# Colorado leads the way

From my previous columns, many of you are aware that the financial viability of Community Options has been precarious for the past several years. Throw in a pandemic and the collapse of the economy, and this situation certainly hasn't gotten any better.

In the midst of this, however, the state of Colorado has been a national leader and model in its response to this crisis on behalf of people with intellectual/developmental disabilities and the agencies that support them. We've heard horror stories from other states about agencies curtailing services, furloughing and laying off employees, or closing down completely. Fortunately, that has not been the case in Colorado.

At the onset of the crisis, the Department of Health Care Policy and Financing sought federal approval to provide services in alternative locations and remotely to minimize exposure, and authorized short-term retainer funding to keep providers viable. In partnership with the Colorado Department of Public Health and Environment, they also have provided frequent, on-going, timely information to help us navigate this "new normal" in service provision, and to keep people healthy and safe. As reported in my last column, the Department of Human Services has done the same relative to our Early Intervention program and allowed us the flexibility to continue serving infants and their families via tele-therapy.

Additionally, in drafting the "Stay-at-Home" and "Safer-at-



## Community Options Ink

By Tom Turner

Home" orders, Gov. Jared Polis included disability providers as critical businesses, allowing our employees to travel to and from work to continue providing daily supports in our group homes and other residential

settings, and he also ensured that hospital crisis plans did not discriminate against people with disabilities.

And last but certainly not least, our hearts go out to the members of the Joint Budget Committee and our local legislators who are struggling through the gut-wrenching process of cutting billions of dollars from all aspects of the state budget. We know they are doing their best to shelter the vulnerable people we serve from these devastating cuts.

We are incredibly grateful to all our state partners for their effective mobilization of government resources that have helped us keep the people we support and our staff healthy and safe. I also cannot say enough about our amazing employees and their herculean efforts during these difficult times. We've heard a lot about "heroes" lately, and these incredible people certainly rank among them.

We fully realize that this pandemic and the resulting economic impacts are far from over. Given our precarious financial situation entering this crisis, we also realize that we have difficult days and difficult decisions ahead. But somehow, when you're just trying to keep people alive, it puts those challenges in perspective.

*Tom Turner is executive director of Community Options Inc.*

**Community Options, Inc.**  
**FY20 FINANCE REPORT AS OF 4/30/2020**  
**6/9/2020**



**Reports attached:**

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

**Summary:**

**REVENUES**

Revenues during April had the following influences: Stay-at-Home orders reduced billable services in Day Program, Transportation, and SLS. Revenue enhancements came in the form of Day Program retainer units, an 8% rate increase on Residential Services and a large revenue recognition from accepting delivery of the 3 CDOT vehicles.

**EXPENSES**

With restricted activity levels due to the Corona virus, expenses were down in the month of April. Personnel cost slightly below average and \$25k additional compensation based on April work, was posted to May instead of April. Operational, expenses are 3.4% below budget.

**Working Capital as of 4/30/20**

Current Month	7/1/2019 Balance	Net Change from 7/1/19
\$ 1,396,284	\$ 268,444	\$ 1,127,840

PPP loan long-term debt at this point. Cash proceeds increase working capital  
Increase of \$ 1,221,341 from last month

**Balance Sheet as of 4/30/20**

	Current Month	7/1/2019 Ratio	Net % Change from 7/1/19
Current Ratio	1.884	1.163	62.01%
Curr Assets/All Liabilities	1.503	0.759	97.89%

**Capital/Ops Projects:**

\$ 1,888	<b>Current Month</b>
\$ 261,436	<b>Year-to-Date</b>

Bathroom and Art Room floor at Park Place

Most of this is just booking the CDOT vehicles as assets. COI received and must pay vendor so pass-through on non-match portion. This occurred in April.

**Revenue to 4/30/2020**

	Actual	Budget	+/-
Agency	82.24%	83.33%	-1.09%
Agency w/o Children's Svc	82.67%	83.33%	-0.66%

**Comparative Expense Review as of 4/30/2020**

Expenses:	Current Month over/(under)	Last Month over/(under)	Cur Mth/Last Yr over/(under)

**Comment-See Summary**

<b>Agency</b>	<b>-2.58%</b>	<b>-1.69%</b>	<b>-2.92%</b>
<b>Agency w/o Children's</b>	<b>-2.37%</b>	<b>-1.53%</b>	<b>-2.76%</b>

Community Options, Inc.  
FY20 FINANCE REPORT AS OF 4/30/2020



6/9/2020

Children's Svc's	-5.76%	-3.95%	-5.22%	
Day/SLS Program Svc's	-7.25%	-5.18%	-2.51%	
Residential Svc's	1.09%	1.13%	-4.16%	
Adult Services	-1.74%	-1.01%	-3.62%	
Case Mgmt.	-9.77%	-8.79%	4.69%	
Transportation Svc's	7.61%	9.31%	7.04%	Have had many major repairs
Admin	-1.51%	-1.05%	-4.27%	



**COMMUNITY OPTIONS, INC.--BALANCE SHEET & WORKING CAPITAL REPORT**  
**FY20 PERIOD ENDING 4/30/2019 (83.3% OF FY)**  
**6/9/2020**

<b>ASSETS:</b>	<b>4/30/2020</b>	<b>3/31/2020</b>	<b>2/29/2020</b>	<b>6/30/2019</b>	<b>6/30/2018</b>	<b>6/30/2017</b>
Current Assets						
Operating Cash Accts	\$ 2,122,978	\$ 1,016,719	\$ 1,029,654	\$ 1,069,872	\$ 706,828	\$ 872,028
Cash Held in Trust	\$ 97,041	\$ 76,771	\$ 86,031	\$ 63,912	\$ 772,149	\$ 992,900
Prepaid Expenses	\$ 28,871	\$ 40,432	\$ 51,993	\$ 37,232	\$ 114,115	\$ 124,744
Medicaid A/R	\$ 532,179	\$ 578,475	\$ 569,215	\$ 532,669	\$ 497,328	\$ 790,224
State A/R	\$ 99,614	\$ 101,830	\$ 75,794	\$ 192,542	\$ 168,289	\$ 155,786
Misc. A/R (Spec Nds, VR, Gen'l)	\$ 70,687	\$ 69,994	\$ 85,155	\$ 7,793	\$ 24,143	\$ 47,273
Voc Trade A/R	\$ 3,134	\$ 3,469	\$ 5,046	\$ 4,710	\$ 4,704	\$ 3,211
Client A/R	\$ 21,886	\$ 24,416	\$ 23,349	\$ 9,548	\$ 7,210	\$ 9,049
<b>Total Current Assets *</b>	<b>\$ 2,976,390</b>	<b>\$ 1,912,106</b>	<b>\$ 1,926,237</b>	<b>\$ 1,918,278</b>	<b>\$ 2,294,766</b>	<b>\$ 2,995,215</b>
<b>Notes Receivable</b>	<b>\$ 106,292</b>	<b>\$ 106,714</b>	<b>\$ 107,106</b>	<b>\$ 147,884</b>	<b>\$ 207,729</b>	<b>\$ 206,464</b>
<b>Assets held for sale</b>	<b>\$ 1,087,471</b>	<b>\$ 1,087,471</b>	<b>\$ 1,087,471</b>	<b>\$ 1,087,471</b>	<b>\$ 1,087,471</b>	<b>\$ 1,087,471</b>
Fixed Assets						
Office Eqmt	\$ 8,615	\$ 9,768	\$ 10,921	\$ 20,145	\$ 5,448	\$ 33,432
Trans Eqmt	\$ 40,193	\$ 43,301	\$ 46,409	\$ 71,273	\$ 62,817	\$ 120,309
Land	\$ 604,605	\$ 604,605	\$ 604,605	\$ 604,605	\$ 629,626	\$ 584,626
Bldgs & Imprvmts	\$ 2,289,705	\$ 2,308,958	\$ 2,328,211	\$ 2,482,235	\$ 2,259,162	\$ 2,296,602
Program Eqmt	\$ 19,770	\$ 20,171	\$ 20,572	\$ 23,780	\$ 12,210	\$ 16,051
Cur. Yr. Capital & Work In Progress	\$ 221,175	\$ 221,175	\$ 62,346	\$ -	\$ 455,774	\$ 199,782
<b>Total Fixed Assets</b>	<b>\$ 3,184,063</b>	<b>\$ 3,207,978</b>	<b>\$ 3,073,064</b>	<b>\$ 3,202,038</b>	<b>\$ 3,425,037</b>	<b>\$ 3,250,802</b>
<b>TOTAL ASSETS</b>	<b>\$ 7,354,216</b>	<b>\$ 6,314,270</b>	<b>\$ 6,193,878</b>	<b>\$ 6,355,671</b>	<b>\$ 7,015,003</b>	<b>\$ 7,539,952</b>
<b>LIABILITIES &amp; FUND BALANCES:</b>						
Liabilities						
<b>Current Liabilities*</b>	<b>\$ 1,580,106</b>	<b>\$ 1,737,163</b>	<b>\$ 1,627,892</b>	<b>\$ 1,649,834</b>	<b>\$ 1,025,978</b>	<b>\$ 1,099,987</b>
Long Term Liabilities	\$ 1,980,680	\$ 937,075	\$ 942,830	\$ 876,287	\$ 1,812,285	\$ 1,852,191
<b>Total Liabilities</b>	<b>\$ 3,560,786</b>	<b>\$ 2,674,238</b>	<b>\$ 2,570,722</b>	<b>\$ 2,526,121</b>	<b>\$ 2,838,263</b>	<b>\$ 2,952,178</b>
Fund Balance	\$ 3,860,117	\$ 3,860,117	\$ 3,860,117	\$ 4,176,740	\$ 4,587,774	\$ 4,609,669
<b>Net Income</b>	<b>\$ (66,686)</b>	<b>\$ (220,084)</b>	<b>\$ (236,962)</b>	<b>\$ (347,189)</b>	<b>\$ (411,034)</b>	<b>\$ (21,895)</b>
<b>Total Fund Bal &amp; Net Income</b>	<b>\$ 3,793,431</b>	<b>\$ 3,640,033</b>	<b>\$ 3,623,155</b>	<b>\$ 3,829,551</b>	<b>\$ 4,176,740</b>	<b>\$ 4,587,774</b>
<b>TOTAL LIABILITIES &amp; FUND BALANCE</b>	<b>\$ 7,354,216</b>	<b>\$ 6,314,270</b>	<b>\$ 6,193,878</b>	<b>\$ 6,355,672</b>	<b>\$ 7,015,004</b>	<b>\$ 7,539,952</b>

	<b>4/30/2020</b>	<b>3/31/2020</b>	<b>2/29/2020</b>	<b>6/30/2019</b>	<b>6/30/2018</b>	<b>6/30/2017</b>
<b>*WORKING CAPITAL BALANCE</b>	<b>1,396,284</b>	<b>174,943</b>	<b>298,345</b>	<b>268,444</b>	<b>1,268,788</b>	<b>1,895,228</b>
Change:						
From Previous Month	1,221,341	(123,402)	(49,790)			
FY to Date:						
(Balance at 7/1/19)= \$ 268,444	1,127,840	(93,501)	29,901	(1,000,344)	(626,440)	307,599
	(from 7/1/19)	(from 7/1/19)	(from 7/1/19)	(from 7/1/18)	(from 7/1/17)	(from 7/1/16)



COMMUNITY OPTIONS, INC. 6/9/2020		FY20 Initial Budget Revenue & Expense by Program				To 4/30/20			
ITEM		REVENUE: FY20 INITIAL BUDGET	REVENUE: FY20 November-19	Y-T-D REVENUE	REVENUE: % OF BUDGET	EXPENSE: FY2020 REVISED BUDGET	EXPENSE: FY2020 November-19	Y-T-D EXPENSE	EXPENSE: % OF BUDGET
<b>TOTAL ALL PROGRAMS</b>		8,489,442	812,825	6,981,615	82%	8,714,515	659,428	7,036,936	80.7%
<b>Without Children &amp; Family:</b>									
REVENUE BUDGET / MONTH / YTD		\$ 7,938,218	\$ 783,342	\$ 6,562,774	82.7%				
EXPENSE BUDGET MONTH / YTD		\$ 8,163,291	\$ 612,080	\$ 6,609,330	81.0%				
SURPLUS/(DEFICIT) BUDGET / MONTH / YTD		\$ (225,073)	\$ 171,262	\$ (46,556)	20.7%				
<b>CHILDREN/FAMILY SVCS:</b>									
EARLY INTERVENTION UNICORN		171,272	10,656	130,192	76.0%	171,272	15,475	171,156	66.2%
EARLY INTRVNTN GAE DIRECT		32,192	0	7,246	22.5%	32,192			
MEDICAID EI		55,000	2,580	37,984	69.1%	55,000			
EARLY INTERV INS TRUST		3,930	0	8,395	213.6%	3,930	0	7,140	181.7%
EARLY INTERV INS TRUST/BROKER		668	0	1,427	213.6%	668			
SUBTOTAL E/I		263,062	13,236	185,244	70.4%	263,062	15,475	178,296	67.8%
PART C		0	0	0	#DIV/0!				
SUBTOT E/I+PART C		263,062	13,236	185,244	70.4%	263,062	15,475	178,296	67.8%
<b>FSS PROGRAM:</b>									
DIRECT FAMILY SERVICES		113,793	9,025	95,743	84.1%	113,793	10,759	99,943	87.8%
PROGRAM MSO,C/M		39,829	1,610	33,189	83.3%	39,829	4,557	48,282	121.2%
SUBTOTAL FSSP		153,622	10,635	128,932	83.9%	153,622	15,316	148,225	96.5%
CHILDRENS' EXTENSIVE SUP(CES)		58,000	5,612	71,185	122.7%	58,000	12,242	56,816	98.0%
SUBT CHILD/FAMILY SVCS		474,684	29,483	385,360	81.2%	474,684	43,033	383,337	80.8%
<b>PROGRAM ADMIN/OTHER:</b>									
EARLY INTER-MGMT FEE		76,540	0	33,481	43.7%	76,226	4,289	44,009	57.7%
COORD SYSTEM MGMT FEE				0					
PART C MGMT FEE		0	0	0	#DIV/0!				
GO4IT GRANT		0	0	0			0	0	#DIV/0!
SUPPORT SERVICES' ADMIN		0	0	0	#DIV/0!				
DEPRECIATION						314	26	260	82.8%
SUBT PROGRAM ADMIN/OTHER		76,540	0	33,481	43.7%	76,540	4,315	44,269	57.8%
1	<b>SUBTOTAL CHILD/FAMILY SVCS</b>	<b>551,224</b>	<b>29,483</b>	<b>418,841</b>	<b>76.0%</b>	<b>551,224</b>	<b>47,348</b>	<b>427,606</b>	<b>77.6%</b>
<b>ADULT SVCS:</b>									
<b>DAY/SLS PROGRAM:</b>									
MEDICAID DAY SVCS		1,050,000	95,847	861,890	82.1%				
MED SUPPORTED LVG SVCS		813,500	52,551	635,468	78.1%				
STATE SUPPORTED LVG SVCS		130,265	9,483	108,299	83.1%				
OBSS SVCS		26,263	1,439	19,043	72.5%				
MONTROSE PROD REV		12,617	0	10,014	79.4%				
DELTA/ASPEN CREST PROD REV		7,240	0	4,149	57.3%	321,306	20,667	245,743	76.48%
JOB COACH		35,173	0	12,193	34.7%				
SCHOOL DAY		13,933	0	4,768	34.2%				
SECOND IMPRESSIONS		87,000	0	74,651	85.8%	142,471	2,838	101,858	71.49%
PARK PLACE						377,186	30,108	289,428	76.73%
PARK PLACE (SE)						170,994	14,173	147,439	86.22%
ASPEN CREST SE						39,795	0	13,493	33.91%
PRIVATE PAY		7,650	64	10,544	137.8%				#DIV/0!
PARK PLACE DEPRECIATION						101,990	8,499	84,990	83.33%
DELTA/ASPEN CREST DEPRECIATION						22,709	1,893	18,930	83.36%
MONTROSE ADMIN						214,217	18,549	193,378	90.27%
DELTA/ASPEN CREST ADMIN						109,138	9,216	89,792	82.27%
2	<b>SUBT DAY/SLS PROGRAM SVCS</b>	<b>2,183,641</b>	<b>159,384</b>	<b>1,741,021</b>	<b>79.7%</b>	<b>1,499,806</b>	<b>105,943</b>	<b>1,185,051</b>	<b>79.01%</b>
CONTRACT SERVICES									

COMMUNITY OPTIONS, INC. 6/9/2020		FY20 Initial Budget Revenue & Expense by Program				To 4/30/20		83.33%	
ITEM	REVENUE: FY20 INITIAL BUDGET	REVENUE: FY20 November-19	Y-T-D REVENUE	REVENUE: % OF BUDGET	EXPENSE: FY2020 REVISED BUDGET	EXPENSE: FY2020 November-19	Y-T-D EXPENSE	EXPENSE: % OF BUDGET	
SIX POINTS(SE/CA)				0	(0)	0	0	0.0%	
SUBT CONTRACT SERVICES	0	0	0	0	(0)	0	0	0.0%	
SLS PERSONAL CARE/ SUPPORT:									
MED SLS PERS CARE/SUPPORT					387,130	16,011	295,303	76.28%	
ST SLS PERS CARE/SUPPORT					176,872	7,294	89,874	50.81%	
SUPPORT SERVICES' ADMIN				0		0	0	#DIV/0!	
3 SUBT SLS PERS CARE/SUPPORT:	0	0	0	0	564,002	23,305	385,177	68.3%	
4 SUBT DAY/SLS PROGRAM:	2,183,641	159,384	1,741,021	79.7%	2,063,807	129,248	1,570,228	76.1%	
RESIDENTIAL PROGRAM:									
MEDICAID RESIDENTIAL SVCS									
VISTA VIEW GH	370,000	34,005	300,356	81.2%	362,699	28,209	294,264	81.1%	
CASCADE GH	330,000	28,320	223,298	67.7%	299,124	25,419	264,633	88.5%	
HILLVIEW GH	530,000	49,002	447,992	84.5%	520,470	44,170	408,770	78.5%	
GLENCOE GH	410,000	32,618	300,620	73.3%	341,180	27,678	287,670	84.3%	
CANYONVIEW GH	435,000	39,623	353,477	81.3%	397,469	33,903	336,163	84.6%	
UTE HOUSE GH	505,000	42,333	393,683	78.0%	427,175	36,123	396,057	92.7%	
SUBTOTAL GRP HMS	2,580,000	225,901	2,019,427	78.3%	2,348,117	195,502	1,987,557	84.6%	
MONTROSE PCA BILLING	250,000	17,640	185,336	74.1%	317,748	21,552	234,744	73.9%	
DELTA PCA BILLING	310,000	30,810	266,287	85.9%	254,335	21,248	206,285	81.1%	
MEADOWS RENTAL	8,400	0	3,500	41.7%	7,414	283	4,829	65.1%	
HOST HOME SVCS	830,000	83,854	773,994	93.3%	551,000	55,686	513,149	93.1%	
HOST HM ADMIN	1	0	3,214	321390.0%	69,323	5,323	59,719	86.1%	
SUBT PCA/HH	1,398,401	132,304	1,232,330	88.1%	1,199,820	104,092	1,018,726	84.9%	
ALL REIMBURSED MEDICAL	8,000	0	17,273	215.9%					
HUD	5,400	886	8,463	156.7%					
CLIENT R/B	692,220	58,800	579,886	83.8%					
SUBT RESID PROGRAM	4,684,021	417,891	3,857,378	82.4%	3,547,937	299,594	3,006,283	84.7%	
CONTRACT SERVICES						0	0	#DIV/0!	
SIX POINTS(RES)					2,500	1,047	13,067	522.7%	
OHCDs (Prof Svc)									
SUBT CONTRACT SERVICES					2,500	1,047	13,067	522.7%	
PROGRAM ADMIN/OTHER:									
RESID ADMIN/SUPPORT					79,821	7,176	78,089	97.8%	
MONTROSE MEDICAL SUPPORTS					206,806	14,464	149,867	72.5%	
DELTA MEDICAL SUPPORTS					75,758	2,105	56,564	74.7%	
OTHER(Clt Vacation Clearing)	900	0	0	0.0%	976	0	956	98.0%	
RESID DEPRECIATION					101,402	8,494	84,940	83.8%	
SUBT PROGRAM ADMIN/OTHER:	900	0	0	0	464,763	32,239	370,416	79.7%	
5 SUBT RESIDENTIAL PROGRAM:	4,684,921	417,891	3,857,378	82.3%	4,015,200	332,880	3,389,766	84.4%	
6 SUBTOTAL ADULT SVCS:	6,868,562	577,275	5,598,399	81.5%	6,079,008	462,128	4,959,994	81.6%	

COMMUNITY OPTIONS, INC. 6/9/2020		FY20 Initial Budget Revenue & Expense by Program To 4/30/20				83.33%		
ITEM	REVENUE: FY20 INITIAL BUDGET	REVENUE: FY20 November-19	Y-T-D REVENUE	REVENUE: % OF BUDGET	EXPENSE: FY2020 REVISED BUDGET	EXPENSE: FY2020 November-19	Y-T-D EXPENSE	EXPENSE: % OF BUDGET
<b>CASE MANAGEMENT:</b>								
CS MGMT(STATE)	22,420	1,912	19,976	89.1%	505,592	37,051	372,169	73.6%
EI SVC COORDINATORS	95,241	0	42,234	44.3%				
CS MGMT(TCM)	353,500	27,934	261,453	74.0%				
PART C SVC COORD		0	0	#DIV/0!				
EARLY INTERV INS TRUST/SC	2,043	0	3,604	176.4%				
PASARR & DETERMINATIONS	2,098	0	1,838	87.6%				
WAIT-LIST	18,318	0	18,318	100.0%				
ASSESSMENTS	15,966	1,093	11,941	74.8%				
OTHER--CWA; CRISIS	1	0	456	45600.0%	0		186	#DIV/0!
OTHER--SIDD, SISL, DRAWER FUND	7,500	0	0	0.0%	1,800	250	832	46.2%
DEPRECIATION					471	39	390	82.8%
<b>7 SUBTOTAL CS MGMT</b>	<b>517,087</b>	<b>30,939</b>	<b>359,819</b>	<b>69.6%</b>	<b>507,863</b>	<b>37,340</b>	<b>373,577</b>	<b>73.6%</b>
<b>TRANSPORTATION SVCS/SUPPORT:</b>								
TRANS	310,100	2,200	216,102	69.7%	389,475	25,150	361,639	92.9%
OTHER(Vehicle sales, Insurance )	0	0	1,171	#DIV/0!				
DEPRECIATION					37,598	3,133	31,330	83.3%
SUBTOT TRANS(IN-HOUSE)	310,100	2,200	217,273	70.1%	427,073	28,283	392,969	92.0%
SX PTS & HH TRANS PURCHASE SVCS					18,000	1,232	11,792	65.5%
<b>8 SUBTOTAL ALL TRANS</b>	<b>310,100</b>	<b>2,200</b>	<b>217,273</b>	<b>70.1%</b>	<b>445,073</b>	<b>29,515</b>	<b>404,761</b>	<b>90.9%</b>
<b>ADMINISTRATION/SUPPORT:</b>								
ADMIN	26,842	1,925	21,472	80.0%				
ADMIN FEE/QA; Ops	56,250	4,641	47,018	83.6%				
EI GAE INDIRECT (10%)	20,685	0	9,493	45.9%				
BUSINESS OPERATIONS	1	0	820	82007.0%	478,999	41,070	405,689	84.7%
MAINTENANCE					116,220	12,860	119,416	102.7%
SAFETY	1	0	75	7500.0%	41,820	3,570	34,244	81.9%
TRAINING					47,691	1,173	40,683	85.3%
HR					150,644	10,124	104,223	69.2%
I.T. SUPPORT					135,212	8,752	92,427	68.4%
FUNDRAISING					23,800	595	16,618	69.8%
DEPRECIATION					21,962	1,831	18,310	83.4%
<b>9 SUBTOTAL ADMIN/SUPPORT</b>	<b>103,779</b>	<b>6,566</b>	<b>78,878</b>	<b>76.0%</b>	<b>1,016,348</b>	<b>79,975</b>	<b>831,610</b>	<b>81.8%</b>

COMMUNITY OPTIONS, INC. 6/9/2020		FY20 Initial Budget Revenue & Expense by Program				To 4/30/20		83.33%	
ITEM	REVENUE: FY20 INITIAL BUDGET	REVENUE: FY20 November-19	Y-T-D REVENUE	REVENUE: % OF BUDGET	EXPENSE: FY2020 REVISED BUDGET	EXPENSE: FY2020 November-19	Y-T-D EXPENSE	EXPENSE: % OF BUDGET	
LOCAL & OTHER:									
CITIES & COUNTIES	17,500	0	16,500	94.3%					
IN-KIND		0	2,025			0	1,525		
STATE--CAPACITY BUILDING FUNDS	23,810	0	23,810	100.0%					
SECOND IMPRESSIONS-DONATED COMM.	3,500	0	0						
LOCAL-RESTRICTED	10,458	0	10,197	97.5%	15,000	0	188	1.3%	
INTEREST INCOME (inc cmu note)	8,422	207	5,579	66.2%					
OTHER(Court Restitution)									
OTHER (Proceeds asset sale)									
OTHER(Proceeds from Locust)									
OTHER (Plug)		1,716	(1,998)			1,234	(2,585)		
VAN LOGOS (RESTRICTED)	40,000	158,064	213,164	532.9%					
OPERATING PROJECTS					100,000	1,888	40,260	40.3%	
FUNDRAISING (UNRESTRICTED)	35,000	6,375	36,878	105.4%					
CAPITAL CAMPAIGN	0	0	2,250	#DIV/0!					
10 SUBTOTAL L & O	138,690	166,362	308,404	222.4%	115,000	3,122	39,388	34.3%	
11 TOTAL ALL PROGRAMS	8,489,442	812,825	6,981,615	82.2%	8,714,515	659,428	7,036,936	80.7%	
ADJUSTMENT				0	0	0	0	0	
12 TOTAL ALL PROGR, ADJ'D	8,489,442	812,825	6,981,615	82.2%	8,714,515	659,428	7,036,936	80.7%	
REV. BUDGET FISCAL YEAR COMPARATIVE **	8,489,442	812,825	6,981,615	82.2%					
EXP. BUDGET /FISCAL YEAR COMPARATIVE **	8,714,515	659,431	7,036,936	80.7%					
13 SURPLUS/(DEFICIT) BY YEARS	(225,073)	153,394	(55,321)	24.6%					