P.O. Box 31/336 South Tenth Street
Montrose, Colorado 81402-0031
Phone: (970) 249-1412 Fax: (970) 249-0245
www.communityoptionsinc.org

Providing Services to Persons
With Intellectual and Developmental Disabilities

community Options, Inc.
Empowering Abilities

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

BOARD MEETING AGENDA

The August 2021 Board Meeting will be held on Tuesday, the 10th, at 6:30 PM. The meeting will be held at Park Place, 932 N. Park Ave., Montrose.

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
   B. PR/Fund-Raising Committee

VII. Old Business
   A. Economic Impact Study Update
   B. Vertical Harvest

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.

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BOARD MEETING MINUTES

July 13, 2021

Present:
Darcy Arnold
Mary Turner
Dr. Lou Dwyer
Trevor Harrison
David Kienholz

Absences:
Carolyn Rettig
Traci Watson
Julie Hilmes
Mary West
Mike Schottelkotte

Guest:
Lori Sharp
Tanya Dwyer

Staff Present:
John Vastag
Steve Dahlman
Kevin Sowder
Holly Tea – via Zoom

I. Call to Order: Meeting called to order at 6:37 pm by President Darcy Arnold, accompanied by David Bowie's Grammy Hall-of-Famer "Changes."

II. Absences: See above

III. Minutes Review. Motion by Trevor Harrison and seconded by Mary Turner to approve minutes from the June 2021 meeting. All in favor, motion carried.

IV. Public Comment:
  A. Board Emails: Darcy reminded everyone to check your COI emails.

V. Executive Director's Report: John began by thanking Steve for his work on the budget.
  - Hillview was sanctioned by CDPH&E for violations in testing control procedures, the group home is awaiting their second survey. New supervisory staff have been sorting through Hillview's facility following the facility manager's departure.
  - Case Management redesign is still ongoing.
  - The agency currently has 14 full-time openings, but the labor crisis is nationwide at the moment.
  - COVID update: 22 counties in CO now have increased COVID measures, including Montrose & Delta. This means rapid testing daily prior to coming on-shift in our Group Homes, with twice weekly tests for un-vaccinated staff, and medical grade masks are now required in group homes.
  - John is traveling next week to meet with Alliance, HCPF staff and Mountain Valley CCB in Glenwood Springs. The Alliance Annual Summit will be held in September in Breckenridge, CO and will be attended by John & the Adult Services Director.

- Adult Services is undergoing a restructuring, primarily by having managers overseeing programs instead of locations.
- Other benefits from this reorganization is a saving of approximately $40,000 and greater consistency in communication and processes.
- While recent financial transactions have provided COI with a bit of a financial cushion, we need operational viability that would come from multiple, additional revenue streams. John would like to pursue a Mill Levy in Montrose and Delta County, as allowed by State Statute. First an economic impact study would be needed to demonstrate the value of the organization to the communities. John will continue to investigate, and this issue will be added to old business of the next scheduled meeting.
- In the next few weeks, John will begin to meet with local and state representatives; it was recommended that he pursue a meeting with Sandy Head of the Montrose Economic Development Corporation on the local scene.

VI. Committee Reports

A. Finance/Audit Committee: Steve presented the May financials, which yielded a $55,000 net income for the month due primarily to the enhanced and retroactive Medicaid rates and State billing catch-up.
  - Cash went down paying off long term debt; namely the Ute & Admin building (and the swap derivative) loan.
  - Darcy Arnold motioned to approve financial statements as presented, seconded by Dr. Lou Dwyer. All in favor, motion approved.

B. Budget: Last year was not normal, projections for next year are less confident.
  - General overview is $250,000 less in expenses projected, due mainly to 8 less FTE levels, however, revenue is down $500,000; attrition and program modelling (closing a group home, reduction of SLS services, etc.) are factors. Bottom line is a projected deficit of almost $400,000 for 2022.
  - Included in the budget: 2.5% Medicaid rate increase, Major reorganization of Adult Services, ensuring Director and Assistant Director positions are above exempt salary level, added back a maintenance worker, 1.5% Host Home providers rate adjustment.
  - Client Attrition: net of 4 losses during FY21, COI is waiting for 9 resources incoming from the wait list in FY22 and an attempt was made to place an estimate of derived revenue was placed in the FY22 budget.
  - Day program and transportation revenues will depend upon possible additional restrictions and how fast and complete service levels return to pre-pandemic levels—With a conservative revenue projection, a loss of just over $350,000 is expected.
  - Second Impressions: The program is budgeted for a loss of $70,000. The Board would be comfortable with subsidizing a little bit but not this much. Staff were directed to develop and implement a strategy to make this operation more self-sustaining.
  - Glencoe: COI signed into a 4-month lease to 10/31/21. Renter would like to buy the facility. Discussion on whether we would like to divest ourselves of this facility or retain it for rental income or possible program residential use in the future. Staff input was that the location of this facility from other services make it a less desirable location and property management/maintenance on rentals is not a direction staff can embrace at this time. Working up a selling price and putting it on the market after the current lease expires is recommended. Staff noted selling a

property as 501(c)3 organization is tax-exempt but carrying the note counts as outside income and would be taxed.

- Trevor recommended looking at Private Pay Clients; also incorporating Geriatric Day Programs. John informed the board that North Dakota just added Geriatric Day services to DD providers, and it went well. Steve brought up that COI had pursued this a few years ago and while the service is needed and the rates are decent, staffing requirements would directly compete with existing I/DD programs that cannot meet needed staff levels.
- Lori asked about "full capacity" status at day programs, restrictions are mostly lifted but not everyone has returned.
- Darcy addressed COI's core business and where the company's core competencies should remain.
- Darcy asked David L.'s opinion, he thinks COI cannot cut expenses any further, so additional revenue streams are needed.
- David Kienholz motioned to approve budget as presented, seconded by Trevor Harrison. All in favor, motion carried.
- Audit work scheduled for the last week of September, should be presented to the Board at their November meeting.

C. PR/Fund-Raising Committee: John, Tom, & Darcy conducted an interview with Our Town Matters.

- CDOT vehicle grant coming up; green light to apply for a grant from Rocky Mountain Health Foundation was obtained, Vehicle sponsorship campaign to begin in January. Lori would like to coordinate an event at that time.
- John is going to approach legislators about endowment donation tax credits.

VII. Old Business:

A. Vertical Harvest discussion by Tanya Dwyer.

- Vertical Harvest has moved towards housing development & sent a basic package of questions and standards to go through, giving doubts about their intentions.
- Darcy would like to explore partnering with the city.
- The next step is determining the scale of a feasibility study and finding a fundraising source. Tanya Dwyer would like permission to use company's and board member's names in her research process. The board agrees.

VIII. New Business:

A. Darcy is working to recruit a new board member and encouraged every member to bring in new board members.
Board Resolutions on the following matters were presented to the Board for their consideration:

- Conducting any final matters up to and including the closing on a property in August.
- Bank account signatory authorizations to remove the past Executive Director, Tom Turner and add the new Executive Director, John Vastag as well as the Assistant Finance Director, Kevin Sowder while retaining Director of Finance, Steve Dahlman.
- David Lane motioned to convey, in the absence of the Board's Secretary, signatory proxy to Darcy for the purpose of attesting to these board resolutions, Trevor Harrison seconds. David K. recused himself from the vote due to the specific real estate transaction also involving his services as the broker for Community Options. All in favor, motion carried.

Trevor Harrison motioned to approve the proposed Board Resolutions, seconded by David Lane. All in favor, motion carries.

IX. Announcements: None.

X. Adjournment: Motion to adjourn put forth by Darcy. Meeting was adjourned at 8:53 PM.

Respectfully submitted,
Kevin Sowder

COMMUNITY OPTIONS, INC.--BALANCE SHEET & WORKING CAPITAL REPORT
FY21 PERIOD ENDING 5/31/2021 (91.7% OF FY21)
7/13/2021

ASSETS:	5/31/2021		4/30/2021		3/31/2021		6/30/2020		6/30/2019		6/30/2018	
Current Assets												
Operating Cash Accts	$ 1,940,873		$ 2,284,966		$ 2,175,349		$ 2,157,846		$ 1,069,872		$ 706,828	
Cash Held in Trust	$ 217,478		$ 179,788		$ 103,398		$ 199,748		$ 63,912		$ 772,149	
Prepaid Expenses	$ 40,018		$ 50,236		$ 81,135		$ 39,116		$ 37,232		$ 114,115	
Medicaid A/R	$ 489,842		$ 485,840		$ 527,582		$ 590,569		$ 532,669		$ 497,328	
State A/R	$ 142,094		$ 105,067		$ 72,579		$ 54,620		$ 192,542		$ 168,289	
Misc. A/R (Spec Nds, VR, Gen'l)	$ 119,937		$ 113,576		$ 110,251		$ 178,547		$ 7,793		$ 24,143	
Voc Trade A/R	$ 2,539		$ 1,816		$ 1,186		$ 2,775		$ 4,710		$ 4,704	
Client A/R	$ 4,802		$ 3,178		$ 6,693		$ 9,100		$ 9,548		$ 7,210	
Total Current Assets *		**$ 2,957,583**		**$ 3,224,467**		**$ 3,078,173**		**$ 3,232,321**		**$ 1,918,278**		**$ 2,294,766**
Notes Receivable	$ 42,118	**$ 42,118**	$ 42,474	**$ 42,474**	$ 42,881	**$ 42,881**	$ 46,001	**$ 46,001**	$ 147,884	**$ 147,884**	$ 207,729	**$ 207,729**
Assets held for sale		**$ 875,000**		**$ 875,000**		**$ 875,000**		**$ 1,087,471**		**$ 1,087,471**		**$ 1,087,471**
Fixed Assets												
Office Eqmt	$ 3,116		$ 3,819		$ 4,522		$ 10,849		$ 20,145		$ 5,448	
Trans Eqmt	$ 200,483		$ 203,491		$ 206,499		$ 233,571		$ 71,273		$ 62,817	
Land	$ 604,605		$ 604,605		$ 604,605		$ 604,605		$ 604,605		$ 629,626	
Bldgs & Imprvmts	$ 2,069,418		$ 2,088,765		$ 2,108,112		$ 2,282,235		$ 2,482,235		$ 2,259,162	
Program Eqmt	$ 15,941		$ 16,417		$ 16,893		$ 21,177		$ 23,780		$ 12,210	
Cur. Yr. Capital & Work In Progress	$ 118,427		$ 118,427		$ 118,427		$ -		$ -		$ 455,774	
Total Fixed Assets		**$ 3,011,990**		**$ 3,035,524**		**$ 3,059,058**		**$ 3,152,437**		**$ 3,202,038**		**$ 3,425,037**
TOTAL ASSETS		**$ 6,886,691**		**$ 7,177,465**		**$ 7,055,112**		**$ 7,518,230**		**$ 6,355,671**		**$ 7,015,003**
LIABILITIES & FUND BALANCES:												
Liabilities												
Current Liabilities*	$ 1,116,269		$ 1,166,467		$ 1,093,560		$ 2,780,789		$ 1,649,834		$ 1,025,978	
Long Term Liabilities	$ 1,107,743		$ 1,402,816		$ 1,408,880		$ 706,362		$ 876,287		$ 1,812,285	
Total Liabilities		**$ 2,224,012**		**$ 2,569,283**		**$ 2,502,440**		**$ 3,487,151**		**$ 2,526,121**		**$ 2,838,263**
Fund Balance	$ 3,777,867		$ 3,777,867		$ 3,777,867		$ 3,876,594		$ 4,176,740		$ 4,587,774	
Net Income	**$ 884,813**		**$ 830,317**		**$ 774,804**		**$ 154,485**		**$ (347,189)**		**$ (411,034)**	
Total Fund Bal & Net Income		**$ 4,662,680**		**$ 4,608,184**		**$ 4,552,671**		**$ 4,031,079**		**$ 3,829,551**		**$ 4,176,740**
TOTAL LIABILITIES & FUND BALANCE		**$ 6,886,691**		**$ 7,177,465**		**$ 7,055,112**		**$ 7,518,230**		**$ 6,355,672**		**$ 7,015,004**

	5/31/2021	4/30/2021	3/31/2021	6/30/2020	6/30/2019	6/30/2018
*WORKING CAPITAL BALANCE	**1,841,314**	**2,058,000**	**1,984,613**	**451,532**	**268,444**	**1,268,788**
Change:						
From Previous Month	(216,686)	73,387	(90,376)			
FY to Date:						
(Balance at 7/1/20)= $ 451,532	1,389,782	1,606,468	1,533,081	183,088	(1,000,344)	#REF!
	(from 7/1/20)	(from 7/1/20)	(from 7/1/20)	(from 7/1/19)	(from 7/1/18)	(from 7/1/17)

COMMUNITY OPTIONS, INC. **FY21 Initial Budget-- Revenue & Expense by Program** 91.67% 7/13/2021

As of 5/31/2021

ITEM	REVENUE: FY21 INITIAL BUDGET	REVENUE: FY21 ACTUAL MONTH	REVENUE: FY21 ACTUAL Y-T-D	REVENUE: ACT-->BUD %% CHANGE	EXPENSE: FY2021 INITIAL BUDGET	EXPENSE: FY2021 ACTUAL MONTH	EXPENSE: FY2021 ACTUAL Y-T-D	EXPENSES: ACTUAL21/ BUD21 %% CHANGE
TOTAL ALL PROGRAMS	**8,060,439**	**687,570**	**7,911,056**	**98%**	**8,148,919**	**633,090**	**7,026,245**	**86.2%**
Without Children & Family:								
REVENUE BUDGET / MONTH / YTD	**$ 7,486,145**	**617,917**	**$ 7,501,261**	100%				
EXPENSE BUDGET MONTH / YTD	**$ 7,633,691**	**591,378**	**$ 6,597,093**	86%				
SURPLUS/(DEFICIT) BUDGET / MONTH / YTD	**$ (147,546)**	**26,539**	**$ 904,168**					
CHILDREN/FAMILY SVCS:								
EARLY INTERVENTION UNICORN	140,607	8,661	63,339	45.0%	173,239	11,551	138,866	**80.2%**
EARLY INTRVTN CONTRACT DIRECT	41,553	2,028	53,913	129.7%	25,000	0	0	**0.0%**
MEDICAID EI	0	-	0	#DIV/0!	0	0	0	**#DIV/0!**
EARLY INTERV INS TRUST	12,550	3,800	16,043	127.8%	9,885	1,520	5,270	**53.3%**
EARLY INTERV INS TRUST/BROKER	2,134	646	2,727	127.8%	0	0	2,980	**#DIV/0!**
SUBTOTAL E/I	**196,844**	**15,135**	**136,023**	**69.1%**	**208,124**	**13,071**	**147,116**	**70.7%**
FSS PROGRAM:								
DIRECT FAMILY	113,793	46,272	151,238	132.9%	113,793	18,186	159,329	**140.0%**
PROGRAM MSO,C/M	112,342	5,211	53,900	48.0%	58,162	4,689	54,176	**93.1%**
SUBTOTAL FSSP	**226,135**	**51,483**	**205,139**	**90.7%**	**171,955**	**22,875**	**213,505**	**124.2%**
CHILDRENS' EXTENSIVE SUP(CES)	79,157	1,007	14,720	18.6%	79,157	1,183	16,246	**20.5%**
SUBT CHILD/FAMILY SVCS	**502,135**	**67,624**	**355,882**	70.9%	**459,236**	**37,129**	**376,867**	**2**
PROGRAM ADMIN/OTHER:								
EARLY INTER-ADMIN CONTRACT	72,159	2,028	53,913	74.7%	55,678	4,580	52,252	**93.8%**
DEPRECIATION					314	3	33	**10.5%**
SUBT PROGRAM ADMIN/OTHER	**72,159**	**2027.915**	**53,913**	74.7%	**55,992**	**4,583**	**52,285**	**93.4%**
SUBTOTAL CHILD/FAMILY SVCS	**574,294**	**69652.295**	**409,795**	**71.4%**	**515,228**	**41,712**	**429,152**	**83.3%**

COMMUNITY OPTIONS, INC. **FY21 Initial Budget-- Revenue & Expense by Program** 91.67% 7/13/2021

As of 5/31/2021

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DAY/SLS PROGRAM:								
MEDICAID DAY SVCS	992,886	105,987	832,489	83.8%				
MED SUPPORTED LVG SVCS	663,648	47,556	425,188	64.1%				
STATE SUPPORTED LVG SVCS	91,618	6,987	26,552	29.0%				
OBSS SVCS	14,330	409	2,251	15.7%				
MONTROSE PROD REV	12,016	454	3,573	29.7%				
DELTA/ASPEN CREST PROD REV	4,979	270	2,995	60.1%	334,270	22,604	209,682	**62.7%**
JOB COACH	14,632	-	688	4.7%				
SCHOOL DAY	5,722	1,970	17,793	311.0%				
SECOND IMPRESSIONS	74,651	4,501	36,607	49.0%	147,485	7,093	65,889	**44.7%**
PARK PLACE					382,275	24,115	281,371	**73.6%**
PARK PLACE SE					173,459	3,261	109,622	**63.2%**
ASPEN CREST SE					26,946	0	6,563	**24.4%**
DAY PRIVATE PAY	12,653	416	2,296	18.1%	0	0	0	**0.0%**
PARK PLACE DEPRECIATION					102,000	8,324	91,564	**89.8%**
DELTA/ASPEN CREST DEPRECIATION					22,710	1,955	21,505	**94.7%**
MONTROSE ADMIN					236,311	14,850	199,070	**84.2%**
DELTA/ASPEN CREST ADMIN					112,990	9,507	93,138	**82.4%**
SUBT DAY/SLS PROGRAM SVCS	**1,887,135**	**168,552**	**1,350,431**	**71.6%**	**1,538,446**	**91,709**	**1,078,404**	**70.1%**
SLS PERSONAL CARE/ SUPPORT:								
MED SLS PERS CARE/SUPPORT					163,669	19,910	185,674	**113.4%**
ST SLS PERS CARE/SUPPORT					96,380	3,455	41,007	**42.5%**
SUBT SLS PERS CARE/SUPPORT:					**260,049**	**23,365**	**226,681**	**87.2%**
SUBT DAY/SLS PROGRAM:	**1,887,135**	**168,552**	**1,350,431**	**71.6%**	**1,798,495**	**115,074**	**1,305,085**	**72.6%**

COMMUNITY OPTIONS, INC. **FY21 Initial Budget-- Revenue & Expense by Program** **91.67%** **7/13/2021**

As of 5/31/2021

ITEM	REVENUE: FY21 INITIAL BUDGET	REVENUE: FY21 ACTUAL MONTH	REVENUE: FY21 ACTUAL Y-T-D	REVENUE: ACT-->BUD %% CHANGE	EXPENSE: FY2021 INITIAL BUDGET	EXPENSE: FY2021 ACTUAL MONTH	EXPENSE: FY2021 ACTUAL Y-T-D	EXPENSES: ACTUAL21/ BUD21 %% CHANGE
RESIDENTIAL PROGRAM:								
MEDICAID RESIDENTIAL SVCS								
VISTA VIEW GH	377,694	30,361	355,724	94.2%	361,170	29,612	324,163	**89.8%**
CASCADE GH	353,537	32,207	335,231	94.8%	309,521	26,794	287,297	**92.8%**
HILLVIEW GH	539,238	42,196	481,147	89.2%	523,438	39,523	499,334	**95.4%**
GLENCOE GH--CLOSED OCT20	87,417	-	90,731	103.8%	79,470	819	105,223	**132.4%**
CANYONVIEW GH	443,506	42,702	443,502	100.0%	421,394	35,593	407,276	**96.6%**
UTE HOUSE GH	509,225	45,267	447,040	87.8%	434,659	34,895	437,201	**100.6%**
SUBTOTAL GRP HMS	**2,310,616**	**192,734**	**2,153,375**	**93.2%**	**2,129,652**	**167,236**	**2,060,494**	**96.8%**
MONTROSE PCA BILLING	197,277	16,709	180,561	91.5%	269,786	18,606	216,394	**80.2%**
DELTA PCA BILLING	318,536	28,503	309,329	97.1%	247,498	18,160	225,051	**90.9%**
HOST HOME SVCS	1,118,013	81,687	897,883	80.3%	647,640	56,871	611,889	**94.5%**
HOST HM ADMIN					69,321	1,176	35,781	**51.6%**
SUBT PCA/HH	1,633,827	126,899	1,387,773	84.9%	**1,234,245**	**94,813**	**1,089,115**	**88.2%**
ALL REIMBURSED MEDICAL	20,000	495	3,420	17.1%				
HUD	10,000	883	9,737	97.4%				
CLIENT R/B	**680,400**	54,475	613,066	90.1%				
SUBT RESID PROGRAM	4,654,843	375,486	4,167,371	89.5%	**3,363,897**	**262,049**	**3,149,609**	**93.6%**
CONTRACT SERVICES								
OHCDS (Prof Svc)					15,000	546	4,979	33.2%
SUBT CONTRACT SERVICES					**15,000**	**546**	**4,979**	**33.2%**
PROGRAM ADMIN/OTHER:								
RESID ADMIN/SUPPORT					82,136	11,509	90,932	110.7%
MONTROSE MEDICAL SUPPORTS					179,476	11,067	135,095	75.3%
DELTA MEDICAL SUPPORTS					89,158	4,186	52,468	58.8%
OTHER(Clt Vacation Clearing)	0	0	0	0.0%	976	0	0	0.0%
RESID DEPRECIATION					102,000	8,466	93,126	91.3%
SUBT PROGRAM ADMIN/OTHER:	**0**	**0**	**0**	0.0%	**453,746**	**35,228**	**371,621**	**81.9%**
SUBT RESIDENTIAL PROGRAM:	**4,654,843**	**375,486**	**4,167,371**	**89.5%**	**3,832,643**	**297,823**	**3,526,209**	**92.0%**
SUBTOTAL ADULT SVCS:	**6,541,978**	**544,037**	**5,517,803**	**84.3%**	**5,631,138**	**412,897**	**4,831,294**	**85.8%**

COMMUNITY OPTIONS, INC. **FY21 Initial Budget-- Revenue & Expense by Program** **91.67%** **7/13/2021**

As of 5/31/2021

ITEM	REVENUE: FY21 INITIAL BUDGET	REVENUE: FY21 ACTUAL MONTH	REVENUE: FY21 ACTUAL Y-T-D	REVENUE: ACT-->BUD %% CHANGE	EXPENSE: FY2021 INITIAL BUDGET	EXPENSE: FY2021 ACTUAL MONTH	EXPENSE: FY2021 ACTUAL Y-T-D	EXPENSES: ACTUAL21/ BUD21 %% CHANGE
CASE MANAGEMENT:								
ADULT C/M								
TCM-ADULTS	316,711	27,238	320,668	101.2%	337,128	28,346	323,067	95.8%
CHILDREN'S SVC COORDINATION								
CS MGMT(STATE)	15,011	5,211	53,900	359.1%				
EI SVC COORDINATORS	61,561	2,427	48,487	78.8%	104,732	7,363	83,055	79.3%
CM Covid Homebound Project	104,027	2,526	2,526	2.4%				
EARLY INTERV INS TRUST/SC	5,388	2,293	3,740	69.4%				
TCM-EARLY INTERVENTION	42,000	2,616	25,724	61.2%				
OTHER--DRAWER FUND	0	22	22	#DIV/0!	1,800	251	251	13.9%
DEPRECIATION					500	0	0	0.0%
SUBTOTAL CS MGMT	**544,698**	**42,333**	**455,067**	**83.5%**	**444,160**	**35,960**	**406,373**	**91.5%**
TRANSPORTATION SVCS/SUPPORT:								
TRANS	191,757	13,575	125,251	65.3%	426,522	31,163	319,587	74.9%
OTHER(Vehicle sales, Insurance)	0	-	5,952	#DIV/0!				
DEPRECIATION					50,000	3,076	33,836	67.7%
SUBTOT TRANS(IN-HOUSE)	**191,757**	**13,575**	**131,203**	68.4%	**476,522**	**34,239**	**353,423**	**74.2%**
HH TRANS PURCHASE SVCS					18,000	3,050	27,918	155.1%
SUBTOTAL ALL TRANSPORTATION	**191,757**	**13,575**	**131,203**	**68.4%**	**494,522**	**37,289**	**381,341**	**77.1%**

COMMUNITY OPTIONS, INC. **FY21 Initial Budget-- Revenue & Expense by Program** **91.67%** **7/13/2021**

As of 5/31/2021

ITEM	REVENUE: FY21 INITIAL BUDGET	REVENUE: FY21 ACTUAL MONTH	REVENUE: FY21 ACTUAL Y-T-D	REVENUE: ACT-->BUD %% CHANGE	EXPENSE: FY2021 INITIAL BUDGET	EXPENSE: FY2021 ACTUAL MONTH	EXPENSE: FY2021 ACTUAL Y-T-D	EXPENSES: ACTUAL21/ BUD21 %% CHANGE
ADMINISTRATION/SUPPORT:								
SGF ADMIN PAYMENTS	52,064	-	19,405	37.3%				
EI INDIRECT (UNICORN 10%)	56,421	866	7,015	12.4%				
EI GAE INDIRECT (10%)	17,527	648	15,631	89.2%				
BUSINESS OPERATIONS	0	1,078	34,703	#DIV/0!	472,358	57,960	420,488	89.0%
MAINTENANCE					106,102	10,266	112,247	105.8%
SAFETY	0	-	-	#DIV/0!	32,719	2,518	29,523	90.2%
TRAINING					43,206	3,351	29,478	68.2%
HR		-		#DIV/0!	167,973	10,834	153,360	91.3%
I.T. SUPPORT					140,714	8,947	114,686	81.5%
FUNDRAISING		-		#DIV/0!	23,800	178	13,312	55.9%
DEPRECIATION					22,000	1,710	18,810	85.5%
SUBTOTAL ADMIN/SUPPORT	**126,012**	**2,593**	**76,754**	**60.9%**	**1,008,872**	**95,764**	**891,904**	**88.4%**
LOCAL & OTHER:								
CITIES & COUNTIES	16,500	0	2,000	12.1%				
IN-KIND	5,000	300	4,350	87.0%		300	4,350	#DIV/0!
PAYROLL PROTECTION PLAN	0	-	1,048,000	#DIV/0!				
LOCAL-RESTRICTED	10,000	1,848	41,254	412.5%		9,713	45,820	#DIV/0!
INTEREST INCOME (inc cmu note)	2,700	260	2,310	85.6%				
VAN LOGOS (RESTRICTED)	20,000	11,300	139,839	699.2%				
OTHER (Plug)		(2,160)	-			(545)	(4,277)	
OPERATING PROJECTS					55,000	0	40,288	73.3%
FUNDRAISING (UNRESTRICTED)	25,000	(1,168)	75,181	300.7%				
CAPITAL CAMPAIGN	2,500	5000	7,500	300.0%				
SUBTOTAL LOCAL & OTHER	**81,700**	**15,380**	**1,320,435**	**1616.2%**	**55,000**	**9,468**	**86,181**	**156.7%**
TOTAL ALL PROGRAMS	**8,060,439**	**687,570**	**7,911,056**	**98.1%**	**8,148,919**	**633,090**	**7,026,245**	**86.2%**
TOTAL ALL PROGR, ADJ'D	**8,060,439**	**687,570**	**7,911,056**	**98.1%**	**8,148,919**	**633,090**	**7,026,245**	**86.2%**

COMMUNITY OPTIONS, INC. FY21 Initial Budget-- Revenue & Expense by Program 91.67% 7/13/2021

As of 5/31/2021

ITEM		REVENUE: FY21 INITIAL BUDGET	REVENUE: FY21 ACTUAL MONTH	REVENUE: FY21 ACTUAL Y-T-D	REVENUE: ACT-->BUD %% CHANGE	EXPENSE: FY2021 INITIAL BUDGET	EXPENSE: FY2021 ACTUAL MONTH	EXPENSE: FY2021 ACTUAL Y-T-D	EXPENSES: ACTUAL21/ BUD21 %% CHANGE

ITEM		REVENUE: FY21 INITIAL BUDGET	REVENUE: FY21 ACTUAL MONTH	REVENUE: FY21 ACTUAL Y-T-D	REVENUE: ACT-->BUD %
REVENUE BUDGET TO ACTUAL COMPARATIVE		8,060,439	687,570	7,911,056	98.1%
EXPENSE BUDGET TO ACTUAL COMPARATIVE		8,148,919	633,090	7,026,245	86.2%
SURPLUS/(DEFICIT)		(88,480)	54,480	884,811	1000.0%