

Imagine! Board of Directors Meeting Agenda
May 30, 2017
7:00PM
Eldridge Room, 1665 Coal Creek Dr., Lafayette, 80026

Creating a world of opportunity for all abilities.

1. Introductions and public input. (I) ***We kindly request that guests limit their comments to 3 minutes or less and regret that minutes are not transferrable.***
2. Approval of minutes of the March, 2017 meeting. (D,A)
3. Board Training: ***Introduction to the IDD System.*** (I.D.)
4. Finance Committee Report (I.D.A.)
5. Services Committee Report (I.D.)
6. Foundation Report (I.D.)
7. Executive Committee Report (I.D.)
8. Executive Director's Report (I.D.)
9. Adjourn (A)
10. Executive session as needed.

I = information

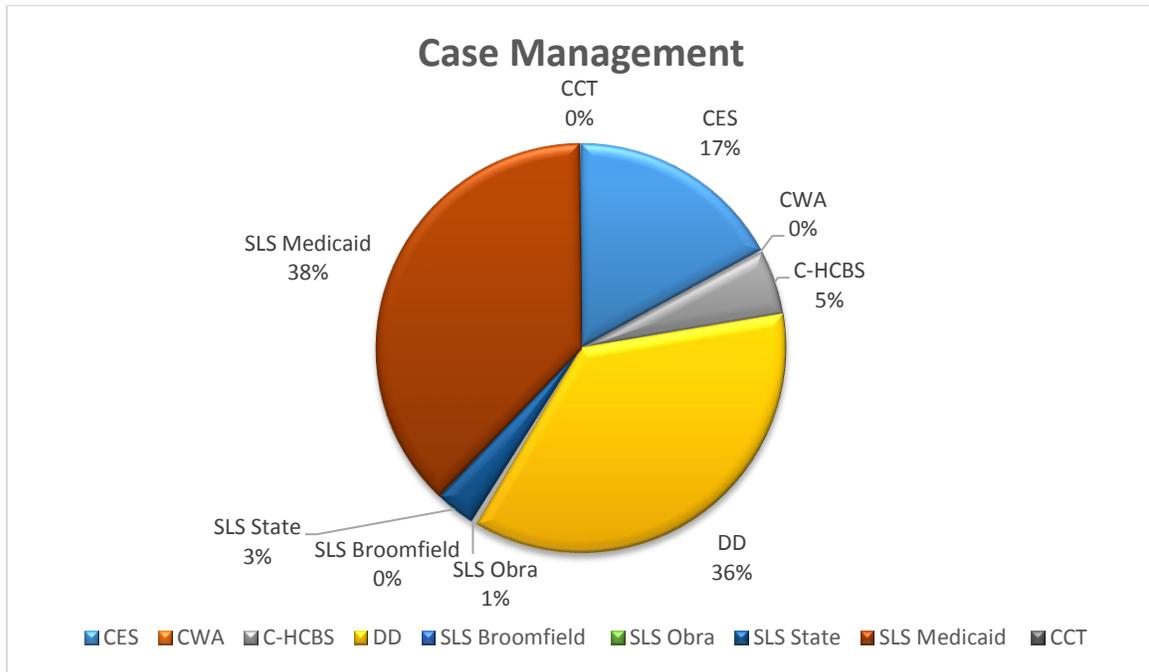
D= discussion

A= action

Care Coordination Board Report April/May 2017

Case Management

- As of May 18, 2017, Imagine! CCB serves 1,167 individuals in Case Management, broken down as follows:

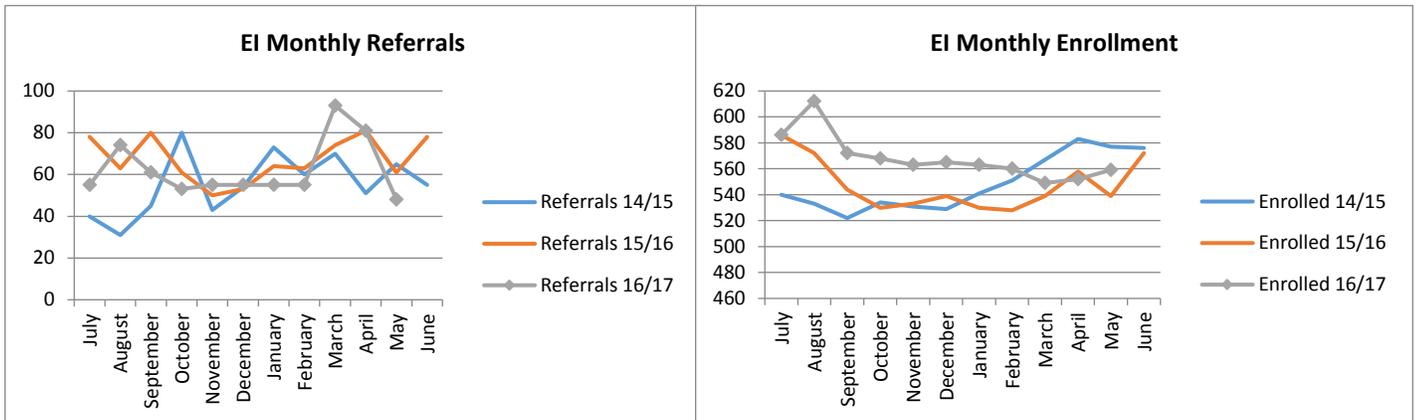


- Case Management is hiring for one Case Manager at this time.

Early Intervention

- As of May 18th, 2017, Imagine! CCB serves 559 children in Early Intervention, with another 29 currently in the referral process.
- Early Intervention is on track with spending for the Fiscal year for direct service funds

- Early Intervention hired two Lead Service Coordinators (internal) and has posted to replace the regular Service Coordinator jobs at this time.



Family Support

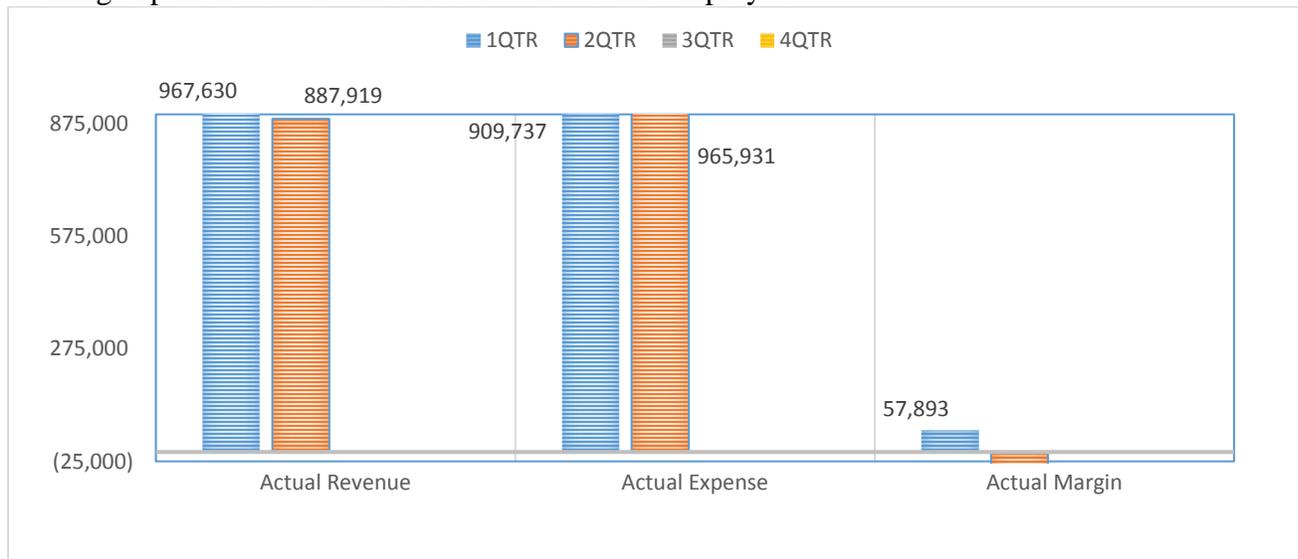
- Family Support is serving 1,120 individuals (including 36 in the ASD program).
- Family Support has completed all grant runs for this Fiscal Year. Total spending for FY17 so far is as follows:

Grant Type	Grants Distributed	Amount	Additional Respite
Standard	339	\$891,680.70	\$239,384
Direct Pay to Vendor	38	\$50,688.44	\$4,762.11
2 nd Chance	14	\$11,920.99	\$0
Special Reserve	0	\$0	\$0
Total	391	\$954,290.13	\$244,146.11

- Family Support is fully staffed at this time.

*Submitted by: Jenna Corder, Director of Client Relations
May 18, 2017*

Purpose Statement: Imagine! CORE/Labor Source (CLS) provides a curriculum based learning experience so that individuals can become employed.



Achievements:

CLS’s use of JIVE, a social intranet, is in full swing. Staff receive daily schedules and immediate updates as they change. They have access to abridged client files, bios and protocols for easy reference. They are able to collaborate and share ideas about supporting clients, creating vibrant activities, developing curriculum, and troubleshoot issues. As myEvolv and the new LMS come on line we aim to blend the electronic information into a seamless and very accessible information system that supports staff in navigating their busy and packed days.

JIVE has given us the opportunity embrace new things and ways of sharing information while discovering things we didn’t think of or plan for. Staff have been using their devices with such increasing frequency that many began to experience drained batteries and were unable to access maps while navigating our community nor able to view schedule updates and other important information. We have purchased charging stations, equipped vehicles with chargers and installed phone mounts so that mapping services can be easily displayed.

A collaborative group of CLS staff is working at designing the system in an effort to improve communication, collaboration and creativity. CLS will present JIVE’s impact, successes and failures, at a later date.

Hurdles:

Recruitment issues, though much improved, continue to delay enrollment of clients awaiting to join CLS. We have 15+ clients needing services who will join CLS as we hire the requisite numbers of staff. This ongoing staffing issue has resulted in a lower census (from 242 to 231) over the last year and has negatively impacted our operating margin. However, we are experiencing improved numbers of applicants (mostly recent graduates) and we have begun to enroll clients for the first time since last spring.

We recently filled our vacant art teacher (2) and communications teacher (2) positions and have hired several DSPs in the last couple of months. We are looking to hire another 6 staff before July.

Initiatives:

CLS continues to make progress on our goal to significantly increase the number of clients who are independently employed. Our job coaches recently received a certification in job development and coaching. We have nearly 35 people employed independently and are supporting another 6 job seekers.

CLS is actively developing our annual Art Exhibition and Performance and The Dairy. The art will be on display from August 12th to the 22nd and the performance and gala will be held on August 18th.

CLS is working with the Division of Vocational Rehabilitation (DVR) to meet newly enacted requirements under the Workforce Innovation Opportunity Act (WIOA). Each of our clients working in subminimum wage jobs must be informed annually regarding DVR and their opportunities for independent competitive wage earning jobs. We have organized several presentations by DVR to inform clients about independent work opportunities. As clients show interest we will work with their teams (IDTs) to make the necessary referrals to DVR.

CLS met with BVSD and several parents with transitioning aged children to discuss adult services and what we have to offer. The parents who attended shared that the discussion was helpful and informative and relieved them of many of their concerns relating to future services for their adult children.



Imagine!
Dayspring
education • therapy • inspiration

May 2017
Board Report

Achievements

- Shannon Bundy took over for Caitlin Looney as the new Program Manager for Dayspring in February 2017 and has established strong relationships with each Dayspring Provider. Within the few months of this management change, the entire Dayspring team has been working vigorously on program development in hopes to make the department more financially stable.
- Dayspring is now able to accept Medicaid as of 5/1/2017. This will expand our services to more families in need of Early Intervention services and be an additional revenue source.
- All Dayspring Providers are trained and able to provide services using Telehealth. Telehealth will allow Providers the option of performing services via technology. There are many research based benefits to families which include increased child responsiveness to parents, increased skills of family members, improved child language development and listening skills, and families have increased confidence in helping their child pursue their goals. There are also Provider benefits that include decreased travel constraints, reduces health-related cancellations, easier access to interpreters, increased use of family-centered coaching strategies, supporting family involvement goals, and providing opportunities to work as a team.
- Dayspring will be helping provide parent training through the Hanen Centre Program starting in the Fall of 2017. We are partnering with Sheila Goetz, who is currently running the program in the area, providing language development training to families. Jenny Kozlowski, one of Dayspring's Speech Therapists, will be going through the training course in June 2017 and co-teaching a Hanen classes with Sheila in the Fall. Janine Randol will be getting recertified in July 2017 and will be teaching her own class in the Fall. Partnering with Sheila has the potential to open many doors for the department, for example eventually providing additional training besides language development, building our Provider's caseloads, and providing additional services to families we serve.
- Kate Hines is in the process of developing the Dayspring Dialogue where a Dayspring Provider will be discussing a particular topic and answering parent's questions on a quarterly basis. This idea came about from a need that was not being met. A survey was sent out asking families if they would benefit from Parent Discussion/Support groups and the results showed over 70% of parents were interested. It will also be a way for families

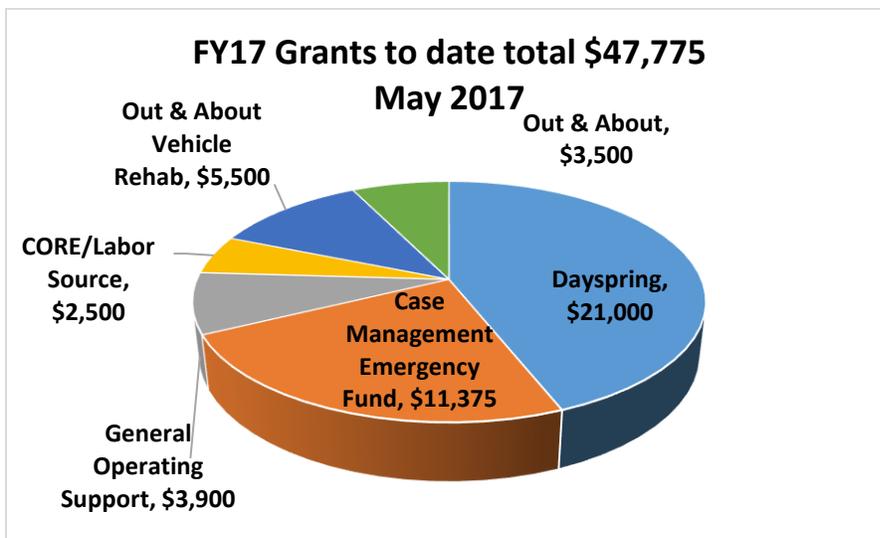
to connect, share stories, and develop relationships with one another. The Dayspring Dialogue will be hosted by different Dayspring Providers depending on the topic. Parents can either attend in person or via webinar. We are currently in the marketing and planning stages. Our first Dayspring Dialogue will be held in October 2017.

Hurdles

- Dayspring is currently not meeting the established budget. With the new Program Manager in place we are establishing new processes and systems to address the budget concerns. These systems will be reviewed as part of the budget development process in June.
- Dayspring's staff has undergone several changes over the course of FY17. We have continued to have turnover which has not been typical for Dayspring. Circumstances such as retirements and wanting to pursue one's own private practice are some of the reasons for the turnover. Dayspring has developed a new onboarding process to meet the needs of the department, support programmatic development and strategic planning, and meet the needs of Imagine!'s Early Intervention program. We are hopeful to increase the departments FTE from 7.35 to 10.55 in FY17-18 through program development, providing additional revenue sources, and partnering more with the Early Intervention program.
- The transition from NetSuite to MyEvolv, while necessary and ultimately a positive shift, has taxed our administrative staff, as Dayspring is a small department, several additional responsibilities have been assumed by staff. With MyEvolv's go live date being 6/1/2017, the administrative staff will be able to focus more on program development in FY17-18.
- Cancellations continue to be an issue for Dayspring. On average, Dayspring has 50-60 cancellations a month with little room for rescheduling. We are hopeful that the ability to provide Telehealth services will decrease the cancellations within the next fiscal year.
- Low referrals from Early Intervention continue to be an issue for Dayspring. Referral data has been collected over the past quarter showing that we only receive about 25% of the overall EI referrals. There was a thought that the low referrals were due to a poor relationship between the EI and Dayspring departments. This has been proven to be untrue as both parties have expressed a great deal of positive feedback about both departments. The low referrals have been determined to be due to departmental changes over the years that have caused a lot of disorganization and miscommunication around correct processes and provider availability. Brittany Siegel and I are working closely together to bridge these gaps in communication and find ways to benefit both departments in the future.



Purpose Statement: The Imagine! Foundation raises funds beyond its expenses annually and increases awareness of Imagine!'s clients, families, and needs in the local community in order to provide opportunities defined by Imagine! for increased independence and quality of life for those Imagine! serves.



We have exceeded our goal of \$555,000.
 This includes grants (charted left), as well as recurring, one-time and memorial contributions from individuals, foundations, churches and businesses, and event sponsorships.

Grant Applications Pending/Pledged
 There are six pending proposals (total \$18,000).

Program Achievements or Initiatives

- The Imagine! Celebration grossed \$367,000 and netted \$291,000!
- 100% of Imagine! Foundation Board Members have made a philanthropic gift this fiscal year.
- Colorado Gives Day brought in \$31,829 from 140 donors.
- The Employee Giving campaign has 77 donors, \$8,000 for Imagine! Behavioral Health Services Social Skills classes.
- The Housing commitment to Imagine! should be complete by the end of this calendar year.
- This quarter, the Foundation is focusing on:
 - Onboarding 2 new board members (approval of Steve Bryant at May Board Meeting)
 - Preparing for next fiscal year, including considering a venue change for the Imagine! Celebration

Ways you can be involved with the Foundation:

- Mark a philanthropic gift to the Foundation (70% of the Imagine! board have made a gift this fiscal year.)
- Subscribe to Foundation Friday (email Patti)

- Attend our board meeting on Tuesday, June 6, 7:30 a.m. – the Foundation Board has expressed a desire for cross-representation

Patti Micklin, 303-926-6443, pmicklin@imaginecolorado.org

Family Recruited Employee Board Report
April 2017
Jenna Sallee, FRE Program Manager

Update:

Total # of active employees in April: 225

9 new employees hired

8 employees terminated

Happenings:

- Continuing Pay for Performance data
- Continuing to build/test MyEvolv site-waiting on multi-browser capability
- Working toward move to new training website
- Raises of 3% implemented starting 4/24/17
- Continuing budget review
- Implementing changes to rate and wage for group respite service
- Implementing 30 day post hire check in survey for new hires

Total # of individuals with authorizations for FRE services in April: 196

Total # of individuals using FRE services in April: 142

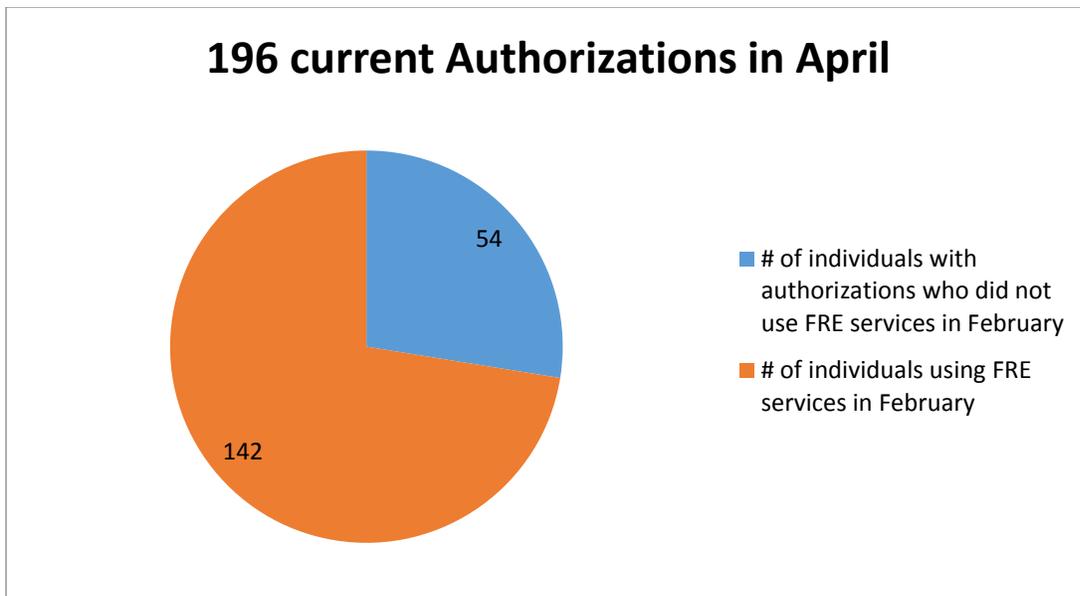
FSSP:0

State: 1

CES: 62

ASD: 1

Medicaid: 78



To: Imagine! Board of Directors
From: Karen Kalis
RE: HR Report for May 30th, 2017 Board Meeting
Prepared: 5/18/2017

HR Purpose Statement:

The HR purpose is to empower our employees to best serve our consumers through attracting, developing and retaining top talent in the field of developmental disabilities.

<p><u>Current Employee Census by Status</u> As of 5/18/2017: Full-time: 301 Part-time (benefits): 24 Casual (scheduled 1-19 hours/wk): 20 Family Recruited Employee's: 240 Substitute: 33 Temporary: 4 Receiving services through Labor Source: 124 Total: 622 (doesn't include people in services) Volunteer Program: <u>April 2017</u> # of volunteers: 139 April Volunteer Hours: 605 Volunteer FY Hours to Date: 8,799.25</p>	<p><u>Census Variance from Previous Year %</u> As of 5/23/2016: Full-time: 305 (decrease 1.3%) Part-time (benefits): 19 (increase 26%) Casual (scheduled 1-19 hours/wk): 23 (decrease 13%) Family Recruited Employee's: 268 (decrease 10.4%) Substitute: 47 (decrease 30%) Temporary: 2 Consumers: 111 (increase 11.7%) Total: 664 (doesn't include people in services) Volunteer Program: <u>April 2016</u> # of volunteers: 167 April Volunteer Hours: 1,275.25 Volunteer FY Hours to Date: 10,255.75</p>
<p><u>Current Staffing</u> HR 6 FTE Volunteer Program .6 FTE</p>	

Recent Achievements

- Imaginect launch
- Cost of living increases
- New performance management

May 2017 Objectives

- Out & About Summer Camp hiring
- Mass recruitment mailing
- Imaginect use

Current Job Openings: 29

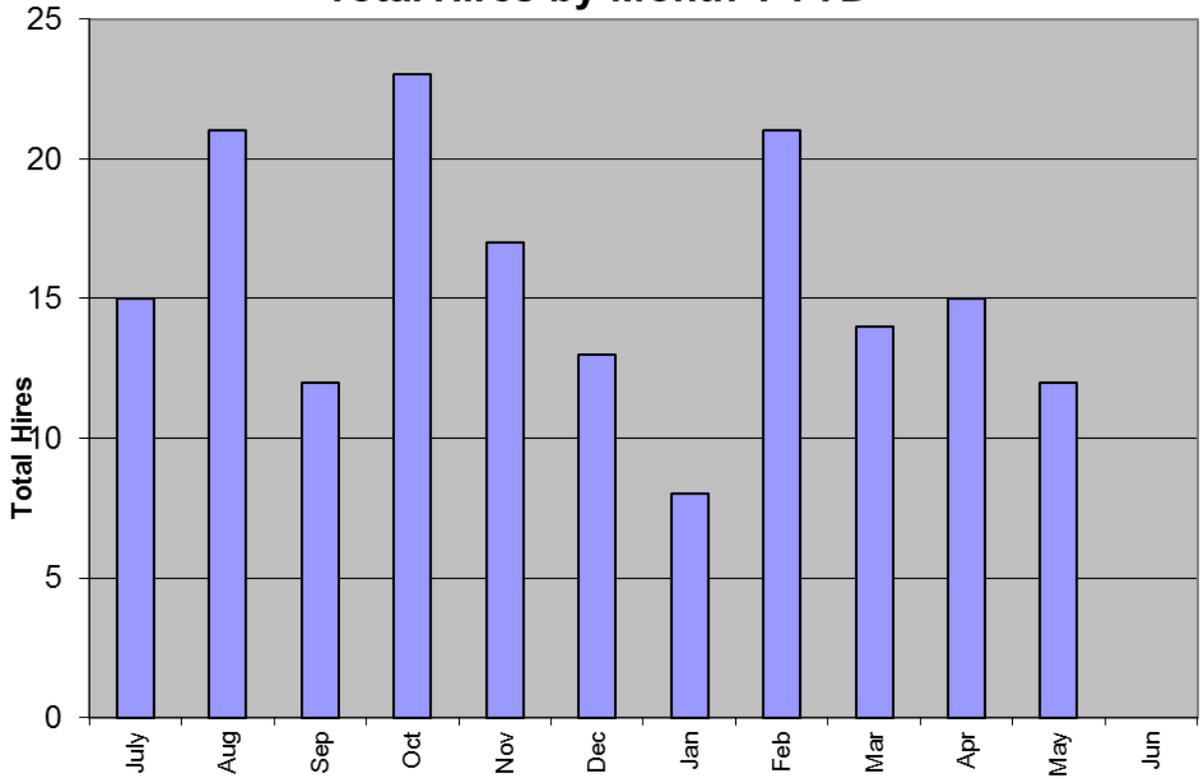
FYTD Hiring Data:

- FY New Hires: 171 (includes 79 FREs)

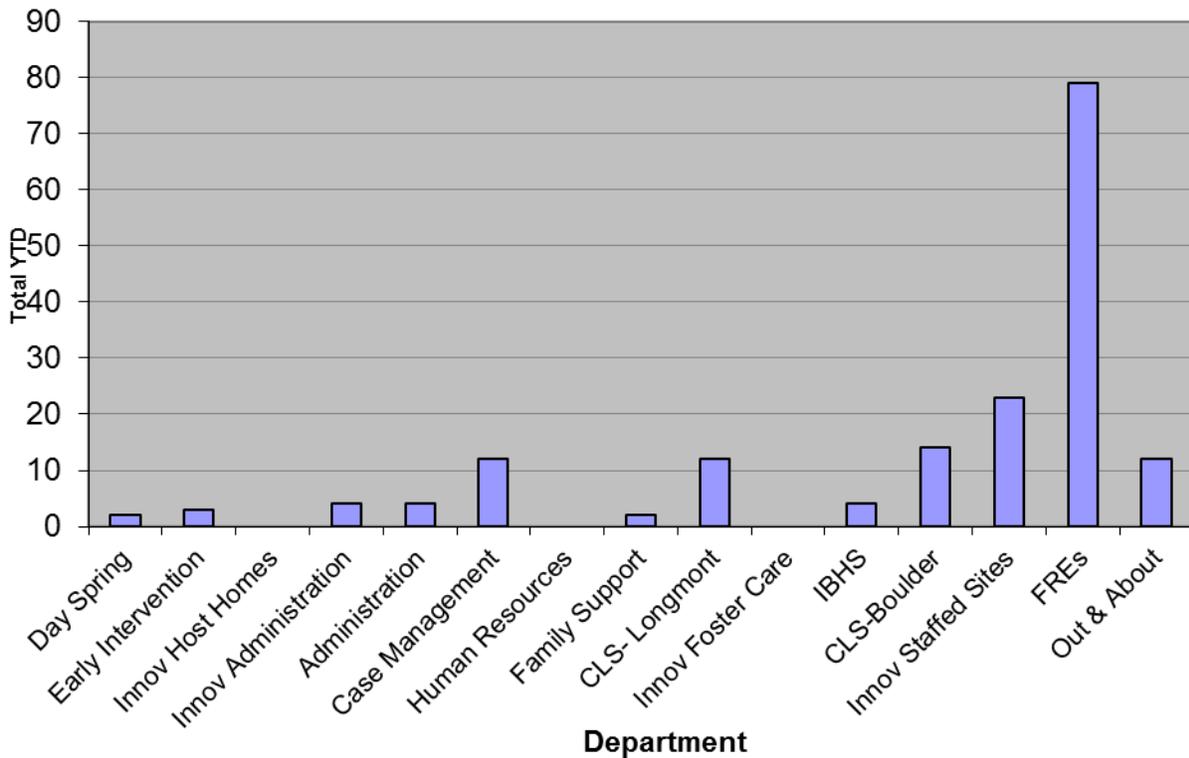
FYTD Termination Data:

- FY Terms (w/o FREs or temporary): 114
- Involuntary Terms: 10
- Voluntary Terms: 104 (includes 5 retired)

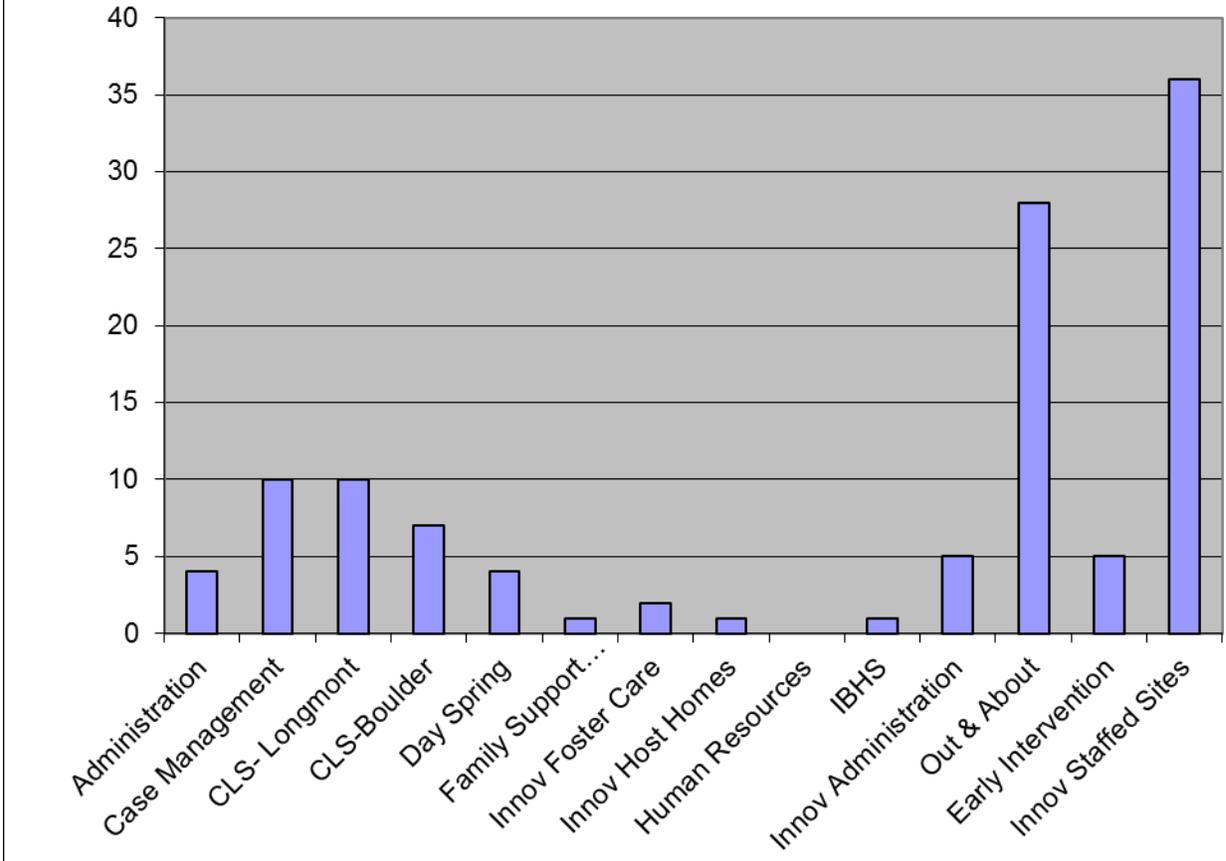
Total Hires by Month FYTD



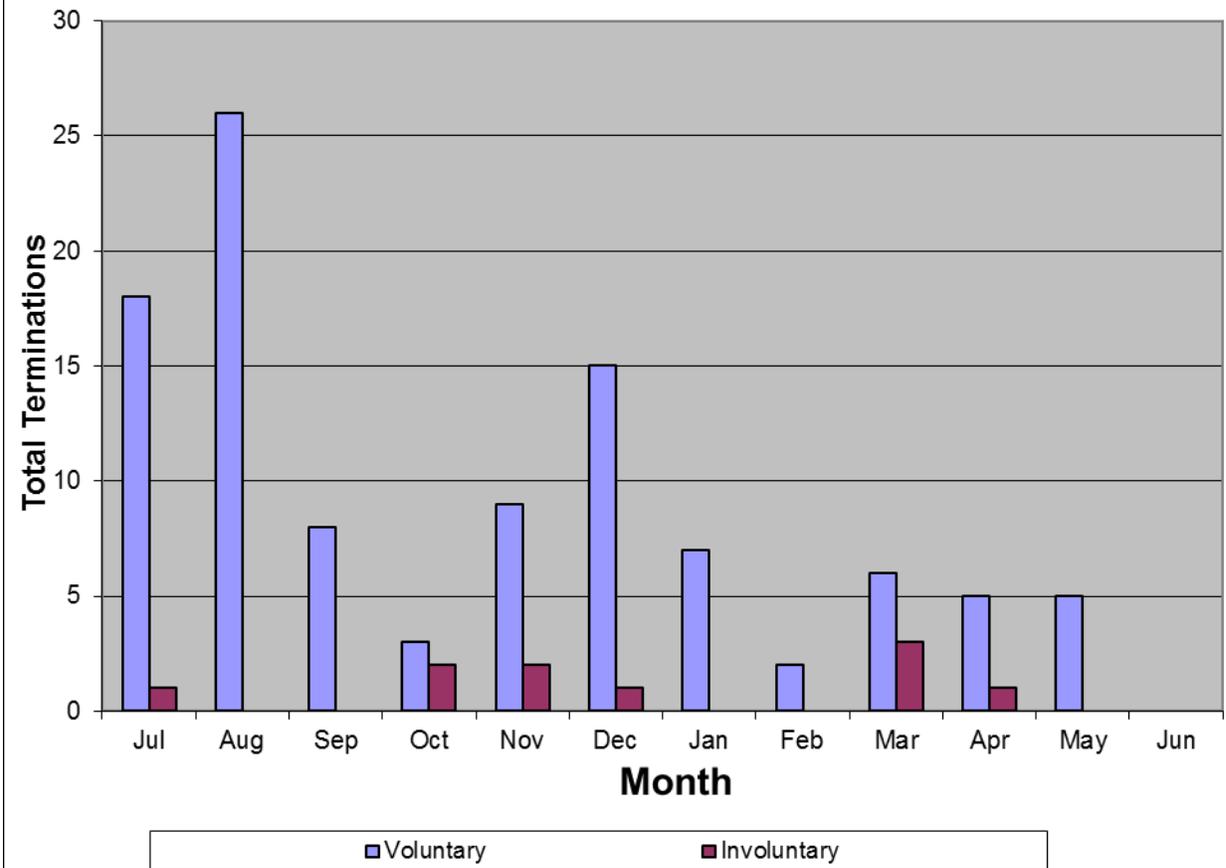
New Hires by Dept FYTD



Terminations by Department FYTD



Voluntary and Involuntary Termination FYTD





Purpose Statement:

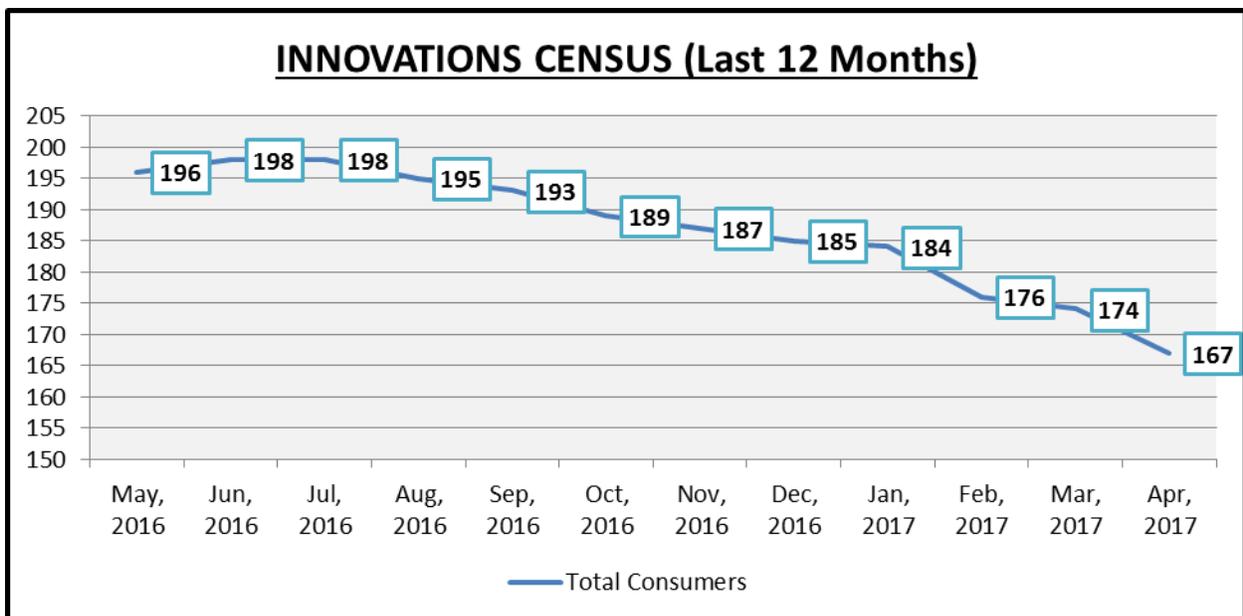
Innovations provides quality services that promote a culture of choice and integration through creative solutions.

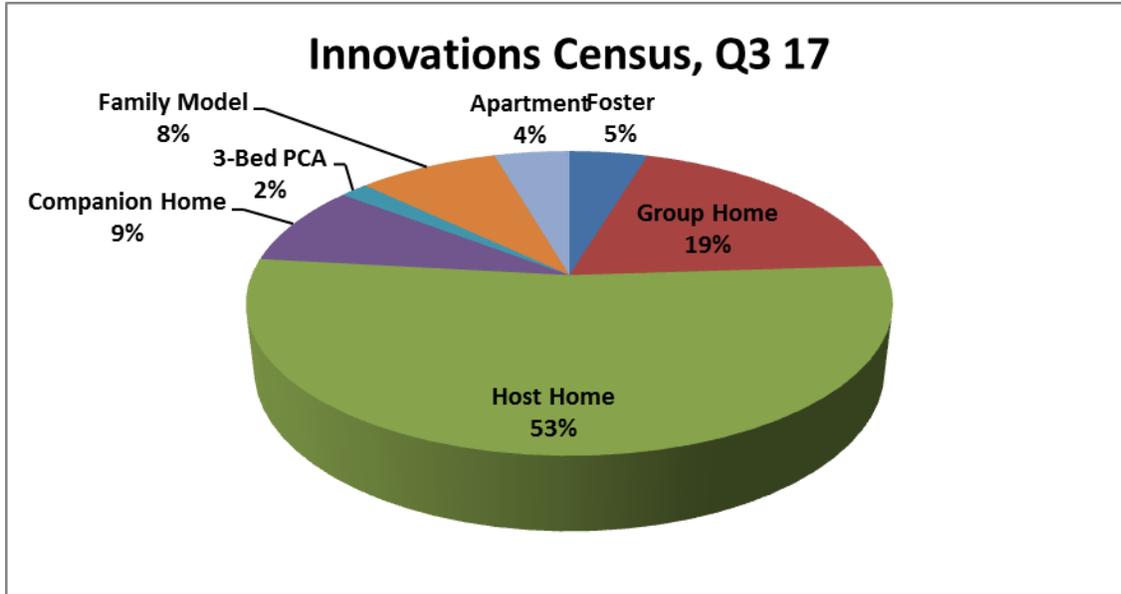
Greatest success & concern:

- Success
 - We are making good progress in our development of the new Evolv EHR. The new system will provide us with better data, will improve monitoring, and will make some of our processes more efficient.
- Concern
 - Being unable to recruit for direct care positions at our Group Homes and staffed PCAs remains our largest concern.
 - There are many State and Federal program changes coming down the pike in the next few years. There is still a lot of uncertainty in what those changes will be, and whether there will be any additional funding to comply with the changes.

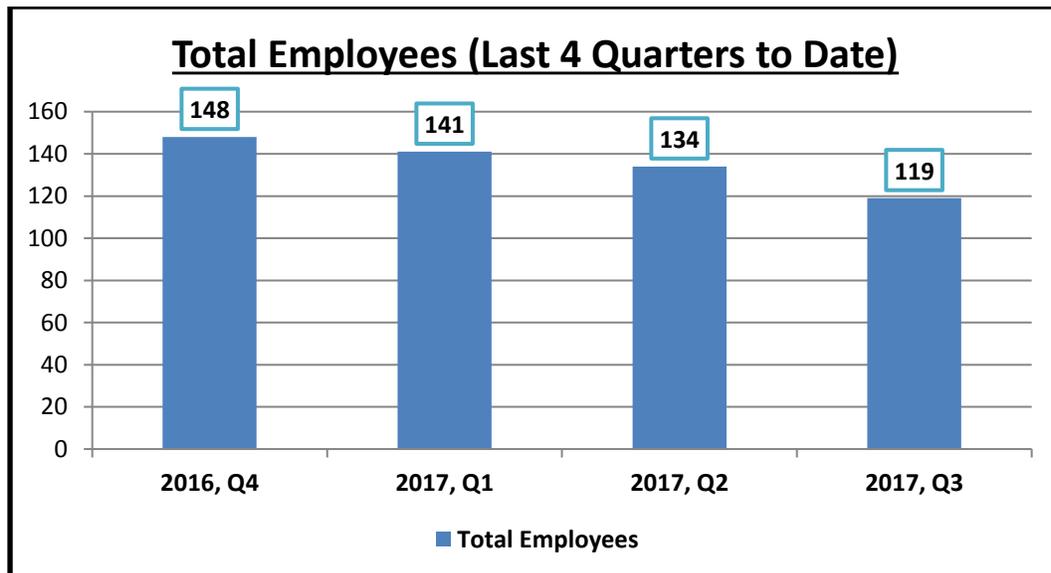
Census graph for FY

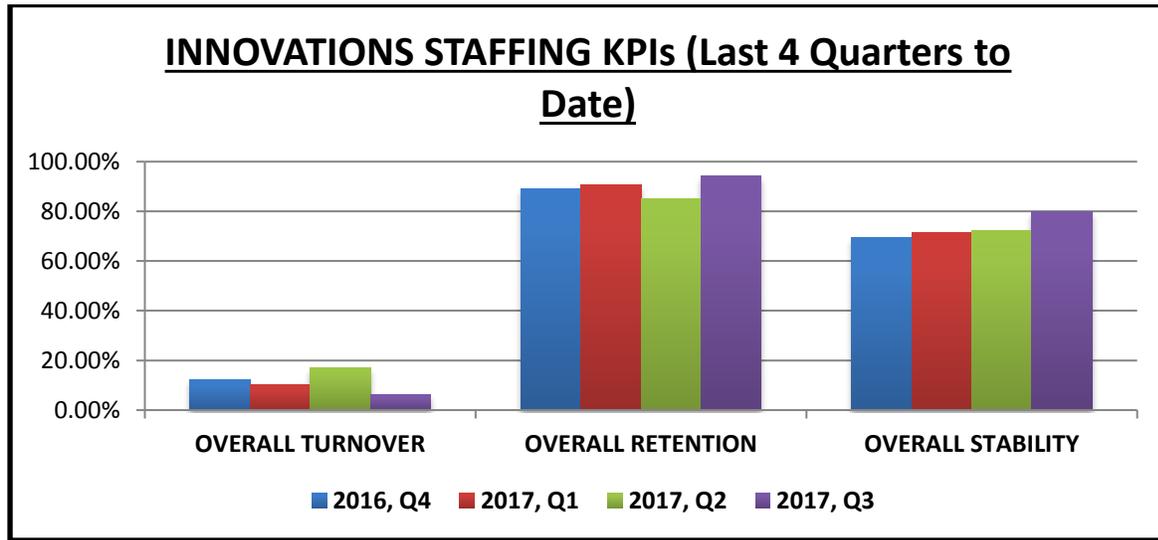
QUARTER	AVERAGE
Q4 16	198
Q1 17	195
Q2 17	187
Q3 17	178



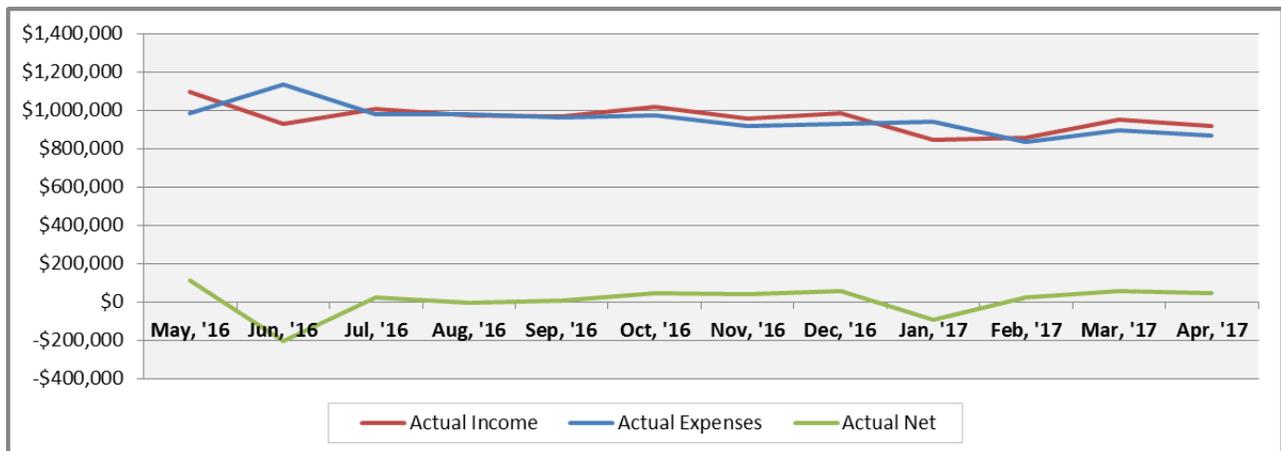


Staffing graph for FY





Budget Graph of revenue over expenses for FY





Imagine!

Out & About

community based therapeutic recreation

O&A CHILDREN's April 2017 Board Report

Summary of March's Achievements:

- We had 3 volunteers for a total of 15 volunteer hours.
- Summer Camp 2017 hiring is in full swing. We are receiving applications, coordinating Ride Alongs, and Interviews.
- Hired and began training our new Children's Services Coordinator.
- Held March TGIS: Thank Goodness its Saturday event on March 4th. 10 parents and 10 children registered. Parents went to Boulder Beer Garden for a tour and dinner.
- We offered 4 Therapeutic Recreation students summer internships confirmed to begin May 30th.
- We held 5 School Closure Days, offering some new activities, such as CrossFit.
- Centre Stage continued to hold rehearsals for the final Centre Stage for Kids production scheduled for April 21st.
- After School Program's Community Adventures class theme was Health and Wellness/ Healthy Lifestyle focused on healthy eating habits, healthy activity routines, and menu reading.
- Therapeutic Specialists held meet & greets with children and their families new to O&A services and Summer Camp.

Summary of hurdles:

- Running a smooth After School Program and Spring School Closure Days while being understaffed.
- Planning for Summer Camp, finalizing orientation week, and continuing to train new Children's Services Coordinator.
- Continuing to participate in the MyEvolv implementation while keeping up with the management and coordination needs of the program.

Summary of current Program Initiatives:

- Continue to schedule and conduct intakes for children new to Out & About.
- Continue bulk hiring efforts for Summer Camp 2017.
- Continue planning process for Summer Camp 2017.
- Continue MyEvolv implementation efforts.
- Continue planning for Bike Block Party and 20th Anniversary Celebration Event August 19th..

April 2017 Catalog Board Report

Summary of March's Achievements:

- We ran a total of 34 activities, including 40 classes, 4 FNO, and 4 Saturday one-time events.

- We had 2 volunteer for a total of 8 hours.
- Continued hiring staff to work the Summer Catalog programs.
- Continued collaboration with IBHS for specialized behavioral supports for several participants.
- Spring 2017 Catalog began and we offering *Book Worms* again this quarter, as well as launching a new program called *Spread the Word* focused on community resources and self-advocacy.
- The Catalog Therapeutic Specialist continued to utilize Outcome Measurement Assessment Tool to track participant development during participation in Healthy Living.
- We sent representatives to Lucky's Market to do outreach and encourage customers to utilize the Bags-for-Change program to benefit O&A.
- O&A's Assistant Manager received a donation from "Raising the Bar" while at Lucky's Market doing promotion for the Bags-for- Change. The owner of the locally owned company donated 35 health bars which we used as a catalyst to a Healthy Living Activity, talking about what makes a healthy bar and provided the opportunity for participants to make their own health bar.
- We received \$166.17 from Lafayette's Pizza Rev, who hosted a fundraiser on March 29th, donating 10% of pizza sales with the mention of Out & About when ordering.
- We began creating the Summer 2017 Catalog, which will include a new activity, *Saturday Night Out*, which will run for June, July and August.

Summary of hurdles:

- Managing a tight activities budget as more participants with Medicaid funding attend O&A and fewer participants with Private Pay funding.
- Continuing to participate in the MyEvolv implementation while keeping up with the management and coordination needs of the program.
- Continuing to provide high quality programing while navigating staff shortage.

Summary of current Program Initiatives:

- Finalize Summer Catalog Plans and scheduling.
- Continue MyEvolv implementation efforts.
- Continue hiring process for Temporary Instructor positions for the summer months.
- Continue 20th Anniversary Bike Block Party Fundraiser planning.



Imagine!
Out & About
community based therapeutic recreation

May 2017 Catalog Board Report

Summary of April's Achievements:

- We ran a total of 36 activities, including 28 classes, 4 FNO, and 4 Saturday one-time events.
- We had 2 volunteer for a total of 14 hours.
- Continued hiring process for Summer Catalog to accommodate the program needs.
- Spring 2017 Catalog *Book Worms* began with reading a chapter book together, discussing characters, plot, setting, and theme.
- *Spread the Word* focused on topics of Privilege vs. Oppression, learned about the Jewish Community Center, and learned about how to Lobby at the State Capitol (sat in a hearing).
- Sent staff members to Lucky's Market to do outreach and encourage customers to donate their bag credits in Lucky's Bags-for- change program.
- Mailed the Summer 2017 Catalog publication, opening registration for our summer program.

Summary of hurdles:

- Managing a tight activities budget as more participants with Medicaid funding attend O&A and fewer participants with Private Pay funding.
- Continuing to participate in the MyEvolv implementation while keeping up with the management and coordination needs of the program.
- Continue to provide high quality programming while navigating shortage in staff.

Summary of current Program Initiatives:

- Finalize Summer Catalog Plans and scheduling.
- Continue MyEvolv implementation efforts.
- Continue hiring process for Temporary Instructor positions.
- Continue 20th Anniversary Bike Block Party and Fundraiser planning.

O&A CHILDREN's May 2017 Board Report

Summary of April's Achievements:

- We had 3 volunteers for a total of 21 volunteer hours.
- Assistant Manager continued participation in the My Evolve implementation team.
- Summer Camp 2017 hiring continues. We are receiving applications, coordinating interviews, and intend to hire approximately 33 Temporary Staff for Summer Programming.
- We held the final performance of the Centre Stage for Kids program April 21st. We had the largest audience turn out to date.

- We received \$55 in donations from the Centre Stage for Kids performance.
- 2 of our Therapeutic Specialists provided a presentation on working with children with disabilities to the YMCA Global Teen Leadership group traveling to Peru this summer.
- The Community Adventures class focused on leisure pursuits last month, exploring different activities such as hiking, walking, making bird feeders, making books/journals.
- Therapeutic Specialists held meet & greets with 10 children and their families who are new to O&A and will be attending Summer Camp this year.
- We continue planning for the upcoming O&A 20TH Anniversary Bike Block Party & fundraiser !

Summary of hurdles:

- Running a smooth After School Program and preparing for Summer Camp while being understaffed.
- Finalizing Summer Camp and orientation week plans and continuing the bulk hiring process.
- Continuing to participate in the MyEvolv implementation while keeping up with the management and coordination needs of the program.

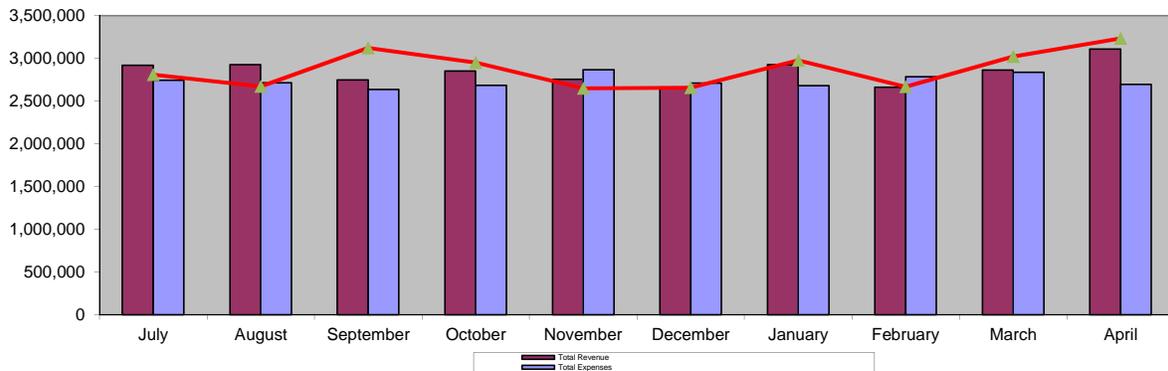
Summary of current Program Initiatives:

- Continue to schedule and conduct intakes for children new to Out & About.
- Complete hiring and staffing needs for Summer Camp 2017.
- Continue MyEvolv implementation efforts.
- Continue planning for 20th Anniversary Event.

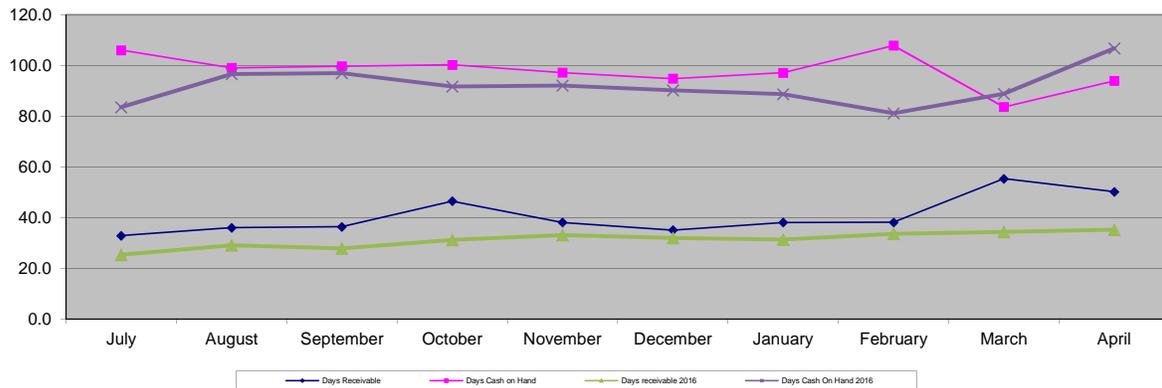
Imagine! Financial Indicators FY 2016/2017

	July	August	September	October	November	December	January	February	March	April	YTD
Revenue	2,869,856	2,919,713	2,736,217	2,838,693	2,762,946	2,651,829	2,893,267	2,617,408	2,837,710	3,073,716	28,201,355
Investments Gains (Loss)	49,321	6,030	11,278	11,259	(6,666)	11,510	32,515	43,468	25,360	33,559.00	217,634
Total Revenue	2,919,177	2,925,743	2,747,495	2,849,952	2,756,280	2,663,339	2,925,782	2,660,876	2,863,070	3,107,275	28,418,989
Total Expenses	2,745,126	2,712,647	2,636,066	2,684,708	2,866,883	2,710,842	2,681,704	2,783,513	2,837,736	2,694,215	27,353,440
Other Expense											
Margin	124,730	207,066	100,151	153,985	(103,937)	(59,013)	211,563	(166,105)	(26)	379,501	847,915
Margin %	4.3%	7.1%	3.6%	5.4%	-3.8%	-2.2%	7.2%	-6.2%	0.0%	12.2%	3.0%
Net Income	174,051	213,096	111,429	165,244	(110,603)	(47,503)	244,078	(122,637)	25,334	413,060	1,065,549
Cash Flow	1,379,232	(671,522)	\$50,666	14,055	(117,784)	(240,017)	176,587	1,044,107	(2,148,867)	927,194	413,651
Medicaid Denials	112,948	200,303	239,326		214,640	107,140					
Total WF Cash & CDs	9,394,331	8,722,809	8,773,474	8,787,529	8,669,745	8,429,727	8,606,315	9,650,422	7,501,555	8,428,749	
Total Receivables	3,091,974	3,391,567	3,398,568	4,324,988	3,530,837	3,213,280	3,505,109	3,507,214	5,094,251	4,675,088	
Days Receivable	32.8	36.0	36.4	46.5	38.0	35.1	38.1	38.1	55.3	50.2	
Days Cash on Hand	106.1	99.1	99.7	100.3	97.2	94.8	97.2	107.9	83.7	94.0	

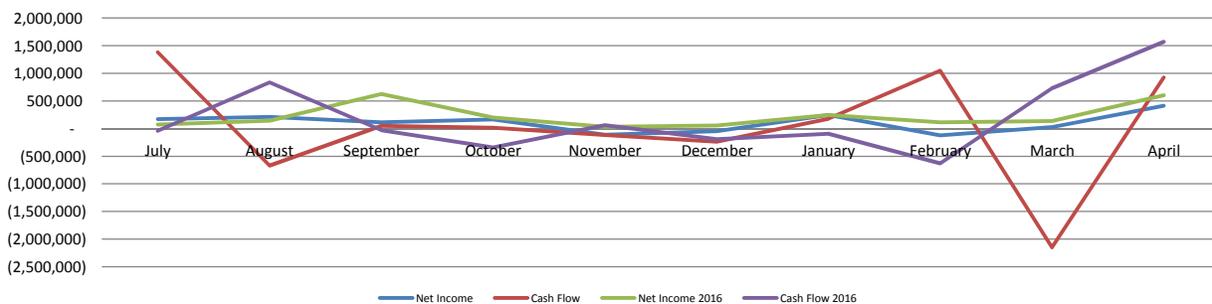
Imagine! Revenue & Expenses FY 2017



Receivables & Cash On Hand Indicators



Cash Flow/ Net Income



IMAGINE! FINANCIAL SUMMARY

April 2017

Revenues

Revenues for the month were \$3,073,716, \$88,274 over budget. Major line item variances for the month were as follows:

- Medicaid Revenue – under budget by \$63,092. This included Residential revenue under by \$37k, Foster care was under by \$23k as that program has ended, and Case Management under by \$25k. Year-to-date, Medicaid revenue is under budget by \$257,979.
- City and County – over budget by \$61,383 as the new Boulder County Pay for Performance initiative started. This added an additional \$82k to the budget. County foster care was under by \$43k as well.
- Donations – over budget by \$114,061 due to a higher third quarter transfer than budgeted.

Expenses

Expenses for the month totaled \$3,073,716, \$32,089 under budget. Major line item variances for the month included the following:

- Salaries – \$22,805 under budget even though overtime continues to be high due to staffing shortages. Foster care represents \$16k of the variance.
- Professional services – over budget by \$33,451 mostly due to IT (Netsmart implementation), and HR (investigation expense).
- Other Expense – over by \$15,678 primarily due to Family Support grants. This should be the last grant run of the year, and will even equal the budget at year end.
- PASA – under by \$34,250 as all PASAs are now being paid directly by the State due to the new State fiscal intermediary system.

Operating Margin

The Operating Margin was a positive \$379,501 for the month, \$120,363 over budget. Year to date, the margin is \$849,017, \$56,476 over budget. Most of the margin variance in March was due to the additional donations from the Foundation 3rd quarter transfer. We had a negative margin in Family Support because of the timing of the grants, and a negative margin in CORELS as well.

Net Revenue

There was a positive return on investments performance last month resulting in a positive net income of -\$413,060 for the month, and a positive \$1,065,549 for the year.

Cash Flow

There was a positive cash flow of \$927,194 in April primarily due to the quarterly payment from Boulder County, but also from payments from the State on outstanding receivables.

Receivables

We are finally getting paid from the State on most claims. However, at the end of April, we still a significant amount of State billing outstanding, as you can see from the days receivable outstanding at 50 days. As of this week, we are still not getting paid on EI TCM claims, and for billing adjustments. We hope to have those resolved this week as well.

Imagine! Budget vs. Actual From Jul 2016 to Apr 2017

Financial Row	Actual (Apr 2017)	Budget Amount (Apr 2017)	Amount over Budget	YTD Amount (Jul 2016 - Apr 2017)	YTD Budget (Jul 2016 - Apr 2017)	YTD Variance	PYTD Amount (Jul 2015 - Apr 2016)	Annual Budget (Jul 2016 - Jun 2017)
Revenue								
State Income	\$295,613	\$290,112	\$5,501	\$2,909,321	\$2,901,119	\$8,202	\$3,193,427	\$3,481,343
Medicaid Revenue	\$1,608,185	\$1,671,277	-\$63,092	\$16,617,036	\$16,875,016	-\$257,979	\$16,651,954	\$20,310,444
City and County	\$604,741	\$543,358	\$61,383	\$5,459,886	\$5,433,583	\$26,303	\$5,596,220	\$6,520,300
Other Government	\$16,502	\$20,356	-\$3,854	\$172,571	\$203,161	-\$30,590	\$171,152	\$244,773
Customer Fees	\$99,174	\$115,278	-\$16,104	\$1,058,547	\$1,152,775	-\$94,228	\$1,174,750	\$1,383,330
Other Revenue	\$124,642	\$134,263	-\$9,620	\$1,331,029	\$1,344,326	-\$13,297	\$1,371,374	\$1,622,251
Donations	\$324,859	\$210,798	\$114,061	\$654,067	\$455,183	\$198,884	\$634,955	\$555,000
Total Operating Revenue	\$3,073,716	\$2,985,442	\$88,274	\$28,202,457	\$28,365,163	-\$162,706	\$28,793,832	\$34,117,441
EXPENSES								
Salaries	\$1,158,445	\$1,181,249	-\$22,805	\$11,873,363	\$11,963,271	-\$89,907	\$11,701,922	\$14,406,138
Payroll Taxes	\$105,401	\$107,367	-\$1,966	\$1,034,616	\$1,076,197	-\$41,580	\$1,053,571	\$1,294,145
Benefits	\$230,763	\$243,607	-\$12,844	\$2,288,124	\$2,435,866	-\$147,742	\$2,170,647	\$2,923,129
Professional Services	\$803,859	\$770,408	\$33,451	\$7,800,569	\$7,704,334	\$96,235	\$7,334,919	\$9,245,850
Staff Development	\$9,895	\$13,019	-\$3,124	\$95,161	\$130,191	-\$35,029	\$86,812	\$156,229
Staff Mileage & Travel	\$16,672	\$21,563	-\$4,891	\$185,327	\$215,630	-\$30,303	\$182,958	\$258,756
Vehicle	\$20,606	\$19,882	\$723	\$210,986	\$199,025	\$11,961	\$197,081	\$238,590
Occupancy	\$59,575	\$60,950	-\$1,374	\$634,256	\$609,499	\$24,758	\$664,499	\$731,398
Equipment	\$27,225	\$25,301	\$1,924	\$368,832	\$359,013	\$9,819	\$323,509	\$444,951
Supplies	\$45,987	\$46,697	-\$710	\$363,400	\$468,197	-\$104,796	\$377,821	\$562,016
Food	\$10,749	\$10,048	\$701	\$103,012	\$100,481	\$2,531	\$133,814	\$120,577
Telephone	\$7,138	\$7,289	-\$151	\$71,098	\$73,065	-\$1,967	\$78,619	\$87,793
Dues & Fees	\$3,424	\$9,626	-\$6,202	\$110,097	\$96,260	\$13,837	\$96,905	\$115,511
Interdepartment	(\$0)	\$0	\$0	\$0	-\$500	\$500	\$0	\$0
Insurance	\$18,121	\$17,039	\$1,083	\$178,949	\$170,369	\$8,580	\$169,672	\$204,446
Interest	\$3,457	\$3,551	-\$94	\$37,547	\$35,510	\$2,037	\$36,908	\$42,612
Other Expense	\$118,339	\$102,660	\$15,678	\$1,201,106	\$1,075,734	\$125,372	\$1,084,319	\$1,373,671
PASA	\$0	\$34,250	-\$34,250	\$285,750	\$342,500	-\$56,750	\$346,122	\$411,000
Depreciation	\$54,559	\$51,798	\$2,761	\$511,246	\$517,982	-\$6,736	\$470,494	\$621,579
Total Expenses	2,694,215	2,726,304	-32,089	27,353,441	27,572,622	-219,182	26,510,591	33,238,391
Operating Margin	379,501	259,138	120,363	849,017	792,541	56,476	2,283,241	879,051
Other Income and Expenses								
Other Income	\$33,559	\$8,333	\$25,226	\$216,533	\$83,333	\$133,199	(\$39,590)	\$100,000
Net Other Income	\$33,559	\$8,333	\$25,226	\$216,533	\$83,333	\$133,199	(\$39,590)	\$100,000
Net Income	\$413,060	\$267,471	\$145,589	\$1,065,549	\$875,874	\$189,675	\$2,243,651	\$979,051

Imagine! Statement of Financial Position Apr 2017

Financial Row	Comparison		Variance	% Variance
	Amount (As of Apr 2017)	Amount (As of Mar 2017)		
ASSETS				
Current Assets				
Bank	\$8,428,748.63	\$7,501,554.69	\$927,193.94	12.36%
Accounts Receivable	\$4,675,087.97	\$5,094,251.42	(\$419,163.45)	-8.23%
Investments	\$1,263,518.37	\$1,245,571.77	\$17,946.60	1.44%
Other Current Asset	\$568,510.71	(\$305,856.15)	\$874,366.86	-285.88%
Total Current Assets	\$14,935,865.68	\$13,535,521.73	\$1,400,343.95	10.35%
Fixed Assets	\$6,829,348.43	\$6,883,907.43	(\$54,559.00)	-0.79%
Other Assets	\$2,049,460.94	\$2,049,460.94	\$0.00	0.00%
Total ASSETS	\$23,814,675.05	\$22,468,890.10	\$1,345,784.95	5.99%
LIABILITIES & EQUITY				
Current Liabilities				
Accounts Payable	\$2,019,260.00	\$1,948,467.04	\$70,792.96	3.63%
Other Current Liability	\$1,319,774.32	\$456,257.27	\$863,517.05	189.26%
Total Current Liabilities	\$3,339,034.32	\$2,404,724.31	\$934,310.01	38.85%
Long Term Liabilities				
2502 - Pension Benefits	\$1,361,568.00	\$1,361,568.00	\$0.00	0.00%
2510 - 457 Plan Liabilities	\$20,974.00	\$20,974.00	\$0.00	0.00%
2606 - Bonds Payable - WF	\$1,525,000.00	\$1,525,000.00	\$0.00	0.00%
2617 - Notes Payable Centennial Bank	\$133,910.59	\$135,004.15	(\$1,093.56)	-0.81%
2618 - Notes Payable - LEAF	(\$2,950.48)	(\$2,458.76)	(\$491.72)	20.00%
2660 - Long-Term Vehicle Lease Obligation	\$24,701.03	\$24,701.03	\$0.00	0.00%
Total Long Term Liabilities	\$3,063,203.14	\$3,064,788.42	(\$1,585.28)	-0.05%
Equity				
Retained Earnings	\$7,509,143.87	\$7,509,143.87	\$0.00	0.00%
Net Income	\$1,065,549.27	\$652,489.05	\$413,060.22	63.31%
Total Equity	\$17,412,437.59	\$16,999,377.37	\$413,060.22	2.43%
Total LIABILITIES & EQUITY	\$23,814,675.05	\$22,468,890.10	\$1,345,784.95	5.99%

Imagine!
Cash Flow Statement
From Jul 2016 to Apr 2017

Financial Row	Current Month (Apr 2017)	Year-To-Date (Jul 2016 - Apr 2017)
Operating Activities		
Net Income	\$413,060.22	\$1,065,549.27
Adjustments to Net Income		
Accounts Receivable	\$419,163.45	(\$1,402,216.75)
Other Current Asset	(\$892,313.46)	(\$172,020.98)
Accounts Payable	\$55,892.48	(\$3,691.75)
Sales Tax Payable	\$3.17	(\$25.40)
Other Current Liabilities	\$878,414.36	\$1,026,095.43
Total Adjustments to Net Income	\$461,160.00	(\$551,859.45)
Total Operating Activities	\$874,220.22	\$513,689.82
Investing Activities		
Fixed Asset	\$54,559.00	(\$85,246.34)
Total Investing Activities	\$54,559.00	(\$85,246.34)
Financing Activities		
Long Term Liabilities	(\$1,585.28)	(\$14,793.96)
Total Financing Activities	(\$1,585.28)	(\$14,793.96)
Net Change in Cash for Period	\$927,193.94	\$413,649.52
Cash at Beginning of Period	\$7,501,554.69	\$8,015,099.11
Cash at End of Period	\$8,428,748.63	\$8,428,748.63