



## BOARD OF DIRECTORS MEETING – OCTOBER 31, 2017

### PRESENT FROM BOARD:

Joe Warner, Steve Ammentorp, Marna Lake, Scott Coleman, Judy Thornburg, Mike Nordine, Tawny Espinoza Jim Grisier, Vicki Woods, Rachelle Miller, Jeff Kuhr, Tom Motz, Stephanie Keller, Jeff Parker

### PRESENT FROM STRIVE:

Sharon Jacksi, Mary Anne Lawrie, Chris Bergquist, Doug Sorter

OVERVIEW OF MEETING
The minutes from the previous Board meeting were approved.
The majority of Sharon's was addressing operating expenses and plans being implemented to decrease these costs. Sharon also provided a brief government update.
Chris provided the current financial report which was accepted by the Board.
Doug provided updates on PR and Development.

A quorum was achieved and the meeting was called to order at 12:06 p.m. Scott Coleman presided.

### MINUTES FROM 9/26/2017

The Board minutes were approved as presented.

**It was M/S/P (Grieser/Nordine) to approve the Board minutes of 9/26/2017.**

### CEO REPORT

The primary focus of the CEO report will be addressing operating costs and proactively putting plans into place in order to be financially sound by year-end. Chris will emphasis on financials through September but basically there was a \$95K loss in August and \$200K loss for September. Sharon presented our budget requests to the County Commissioners recently. They appeared to be positive but informed Sharon that if the bond issue did not pass, they would need to look at cutting our request by 3%. The County will finalize their budget in December. Revenue is low due to billing efficiencies being down

especially with Case Management due to staff turnover. In addition, the State is conducting an audit on Case Management and implementing new requirements and regulations making it more difficult to get the same amount of billing units as in the past. With this in mind, focus has been on reducing operating expenses and the following plans are being put in place:

- With Joan retiring, Sarah will oversee the department for the remainder of the year. Sarah is very familiar with Case Management rules and regulations along with operations of the department. She will proactively seek to increase billing in an effort to generate more revenue. Sharon will keep members apprised on this department.
- Dr. Katen, Behavior Department, will reduce her hours to 25 a week. Her main focus will be conducting assessments to determine eligibility.
- A Nursing Supervisor was hired to replace Cheri M. There is currently a vacant Case Manager Nurse position that will not be filled.
- A new host home individual is coming into services in March which should generate additional revenue.
- Another host home possibility for a high needs individual in our services is in the works. She resides in one of our Personal Care Alternative (PCA) – Intensive locations and requires staffing 24/7. Though this would not help our revenue, it would allow us to decrease staffing which would be a cost savings.
- Considering closing 393 and moving those individuals to either a group home or host home setting. This will also allow us to reshuffle staffing to fill some of the current staffing vacancies. We are also relooking at the residential schedules to ensure that staff and individual ratios are correct.

Sharon and the CEO from Imagine! (Boulder) met with the State departments (Governor's Office, DHS and HCPF) last week to discuss to request additional funds to support group homes in general. The proposal is a pilot program in stabilizing group homes, retention of staff resulting in less group home closures in addition to a less costly alternative to regional centers. Sharon and Gayle met with the new JBC Analyst recently to share information and issues concerning the regional center. In regards to the Regional Center, we recently received a referral from them. This is the first one this calendar year.

### **FINANCIAL REPORT**

Chris reviewed the "one-time" revenue and write off sources that affected the bottom line in September. Write offs for this period amounted to (\$53K) and we received \$53K from the State for SLS leaving a net income of (\$205K).

Revenue is lower in comparison to last month and last year. The same

problems continue to exist with Case Management, Behavior and SLS. Payroll expenses are within budget. Operating expenses are way over budget. The big increase is due to contracting expenses and outsourcing of IT and payroll. Maintenance will factor into this next month. Net income reveals July and September showed losses while August was positive due to a property sale. Balance sheet looks good with current ratio 4.2, debt to equity 0.24 and months unrestricted cash 3.45.

Due to time constraints, departments in the "Spotlight" will be tabled for the November/December meeting.

**It was M/S/P (Parker/Thornburg) to accept the October financials as presented.**

## **REPORTS**

### **PR & DEVELOPMENT UPDATES**

- "*Rollin on the River*" was a huge success netting over \$32K this year. This is around \$5K more in comparison to last year. The event continues to positively grow year after year.
- Doug has been receiving positive feedback and involvement from the community in relation to the capital campaign:
  - He met with the City regarding a Community Development Block Grant (CDBG) in support of the new building. After explaining the proposed floor plan to them inclusive of the plan for the children's area, they are very interested in providing some funding the project.
  - He also met with Western Colorado Community Foundation and once again, they are very interested in the project and they are interested in contributing.
  - He also had a chance to talk with the Daniels Fund to see about potential grant opportunities. The representative requested Doug to submit the campaign breakdown for their consideration. Doug further commented that there are other grant opportunities that they will be pursuing, i.e. El Pomar, Rocky Mountain Health Foundation, Boettcher and few more.
- Striving for Success continues to open doors for new opportunities. At the last one, representatives from Western Slope Colorado and Gas Company attended and were very impressed with our organization. They have designated STRiVE as the beneficiary for their Christmas Charitable Gifts this year.

Jeff noted in the Newsletter that Maintenance was outsourced to Bray Properties and wondered how that was going to work. Doug responded there were a few maintenance situations that occurred that could have been prevented. Our maintenance department didn't have some of the expertise that was required. Since utilizing Bray, they are doing an assessment on all properties and creating a preventative maintenance schedule. They are also available 24-7 in case of emergencies.

On a final note, a retirement party for Joan is scheduled for November 15<sup>th</sup> from 4:00 to 6:00 at the Botanical Gardens.

**It was M/S/P (Warner/Lake) to adjourn the meeting at 1:15 p.m.**

  
Secretary

12-13-17  
Date