



BOARD OF DIRECTORS MEETING – AUGUST 25, 2020

PRESENT FROM BOARD:

Terry Pickens, Tawny Espinoza, Jim Grisier, Kevin Fitzgerald, Tracey Garchar, Justin Aubert, Mike Nordine, Krista Ubersox, Scott Coleman, Dave Hayden, Stephanie Keller

EXCUSED ABSENCE(S):

Justin Ward, Steve Ammentorp, Randy Brown

PRESENT FROM STRIVE:

Grant Jackson, Mary Anne Lawrie, Chris Bergquist

OVERVIEW OF MEETING
Minutes from the previous meeting were approved.
Grant provided State and organizational updates.
Financials were presented and accepted

A quorum was achieved, and the meeting was called to order at 11:59 p.m. Tawny Espinoza resided.

MINUTES FROM 6/30/2020 MEETING

The minutes from the meeting on 6/30/2020 were reviewed and approved.

It was M/S/P (Grisier/Pickens) to approve 6/30/2020 minutes as presented.

PRESIDENT/CEO UPDATES

Grant reminded members of the discontinuation of the retainer payments for vocational programs. There has been a large nationwide pushback from providers, legislators and congressional delegation towards CMS and the impact it has on organizations if not reinstated. In the interim, we reopened some of the day programs and attempt to maintain that revenue stream. Grant extended his appreciation to members that reached out to legislators in support of reinstating the retainer payments. Tawny received the letter that Representative Bennett sent and will forward it on to anyone who is interested in reading it.

We have started to reopen some of the vocational programs based on the strict guidelines issued by the State. Many of the individuals opted to return where others chose to continue to stay at home and participate virtually and work on their weekly assignments. Grant will invite Doug to next month's meeting to report on the vocational programs along with an update on Alida's now that the peach season is upon us. Alida's appears to be receiving a lot of out of state orders for the peaches. Individuals are busy assisting with the packaging of these orders. On a positive note, MaryAnne's son has offered to do a couple of short 15 second and 30 second spots to upload on YouTube.

We are currently entertaining Chris' idea of opening a used sporting good store. Grant further noted that sports play a major factor in the community and there are not really any great sporting goods stores around that you can go to. We are currently working on building up the inventory and have received some donations.

On a final note, we have been very lucky with no reported COVID cases. We continue to follow the infection control protocols when staff and/or individual show any symptoms.

A question arose regarding how the Case Managers are adjusting with all the changes. Grant responded they are feeling the changes with the increase in caseloads due to the recent layoffs. The suggested caseload is around 45 where they are carrying 60. Under the new Case Management leadership, they have developed a very strong team along with a vast improvement in morale within the Department.

FINANCIAL REPORT

Chris provided an overview of July financials. This is the first month of the new fiscal year so monthly financials will be identical to year-to-date. Before delving further, Chris informed members of billing changes for vocational programs. Upon clarification from the State on billing requirements, we will need to back out some of the vocational billing since it does not fall with the guidelines. Chris projects this would be about \$100-\$200K. July's net income stands over \$42K, removing donations we stand over \$26K. Year-to-date income is the same. Please note that backing out some of the vocational billing we would be at a loss.

Attention turned towards the various graphs presented:

- Revenue is slightly down due to loss of host homes and the 1% decrease in provider rates. The forecast shows a spike in August. Chris is predicting forgiveness on the PPP loan which will then convert to income and able to record it as such.
- Personnel expenses under forecast due to staff shortages. A group home was closed earlier this month so that should help fill vacancies in other homes.
- Operating expenses are under forecast due to programs being shut down.
- Operating income and net income reflect where we are currently at for the first month of the fiscal year.

Chris then reviewed the metric analysis for July, highlighting on the following areas:

- Total residency occupancy, inclusive of group homes and host homes, is at 91.5% which is under the target goal of 93%. This is based on some host homes transitioning to another provider.
- Group home residential occupancy is at 77.68% and is below the target goal. As previously stated, one of the group homes were shut down earlier this month. Grant & Chris continue to talk with DOLA and other entities on repurposing the house. One entity is showing an interest and has requested another tour of the home.
- Behavior billing units were over target amount.
- Behavior billing units were over target amount due to the utilization of Telehealth.
- Total Vocational units billed were over the targeted goal. Again, as previously stated this will reflect a decrease since some of the billing will be backed out and will be under the targeted goal.
- Staffing is below the targeted goal.
- Operating costs were under projection due to lack of use.

The balance sheet shows a positive upward trend due to the PPP funding impacting the cash, working capital, net asset, accounts receivable and months unrestricted cash.

It was M/S/P (Coleman/Fitzgerald) to accept the financials as presented.

At 12:32 p.m., it was M/S/P (Pickens/Coleman) to adjourn the business portion of the meeting and proceed into Executive Session to discuss a potential issue.

Approved at September 29 Meeting – Not
Signed due to covid

Secretary

Date