



## COMMUNITY **REPORT**

### Fiscal Year 2019

*“To be strong into the future we have to build strength and capacity and to leverage service results in an increasingly challenging business environment.”*

Exceptional Persons, Inc.



## **LIVING OUR MISSION**

Connecting people, creating opportunities,  
and nurturing growth since 1957.

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A MESSAGE FROM OUR EXECUTIVE DIRECTOR

## CHRIS SPARKS

***How do we summarize our current business environment?*** We are three and one-half years into a fully

managed care system – one that includes large insurance companies authorizing and overseeing service funding for Medicaid Long Term Services and Supports (LTSS).

The only rate adjustments we have received in that time are reductions and we have no idea when we might receive a rate increase.

Over the last three and one-half years two of the four contracted managed care companies have terminated their contract with the state and closed up shop – citing an underfunded system as the problem causing their exit.

EPI leadership has always made a specific point of remaining aware of trending information in our business environment. Over the last couple of decades this has taken the form of environmental scanning and tracking changes in customer demands, regulatory changes, and payer system reform.

Medicaid is by far EPI's largest source of funding. Iowa's move to a fully managed care system for all Medicaid funded services on April 1, 2016, along with the federal evolution of Medicaid funding has sharpened our focus on rightsizing services, efficiency, and managing antiquated and often inadequate rates.

The governing board and leadership of EPI has been intentional about evaluating the ideal budget size, service geography, and number of covered lives needed to be successful in a managed care system. ***To be strong into the future we have to build strength and capacity and to leverage service results in an increasingly challenging business environment.***

EPI leadership staff and board are committed to evaluating opportunities that strengthen agency services, build capacity, help with leadership and succession planning, and most of all keep us strong for current and future customers.

***The environment is challenging indeed. But our response is focused, optimistic, and designed to make progress on areas that we think are the biggest difference makers.***

### EXPENSES

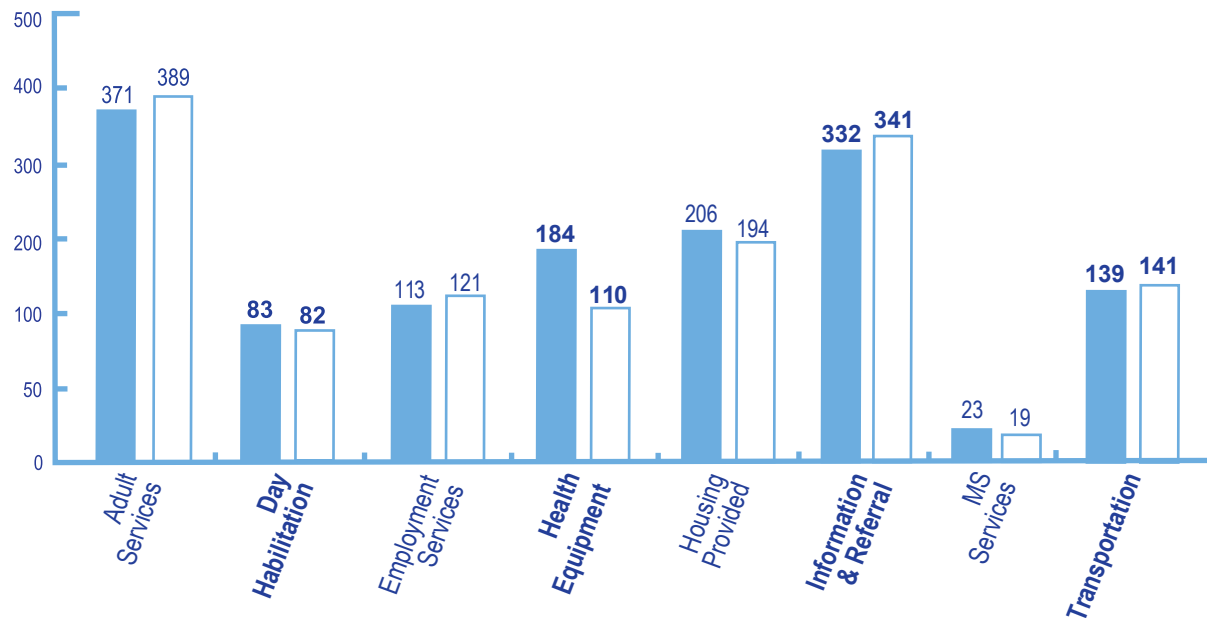
Net Administration is 10.34% of Total Expenses

COMMUNITY LIVING - RESIDENTIAL   67.04%	\$13,267,768
<b>CHILDREN/FAMILY SERVICES   14.49%</b>	<b>\$2,867,526</b>
TRANSPORTATION   5.57%	\$1,102,472
<b>COMMUNITY LIVING - DAY HABILITATION   3.50%</b>	<b>\$693,390</b>
PROPERTY MANAGEMENT   3.4%	\$672,976
<b>COMMUNITY LIVING - EMPLOYMENT SERVICES   3.12%</b>	<b>\$618,507</b>
COORDINATION & CONSULTATION/ AFFILIATED   1.08%	\$213,084
<b>FOUNDATION   0.81%</b>	<b>\$161,269</b>
REPRESENTATIVE PAYEE   0.62%	\$121,913
<b>MANAGEMENT &amp; GENERAL OTHER REVENUE   0.35%</b>	<b>\$68,538</b>
HEALTH EQUIPMENT   0.02%	\$4,830

**TOTAL \$19,792,273**

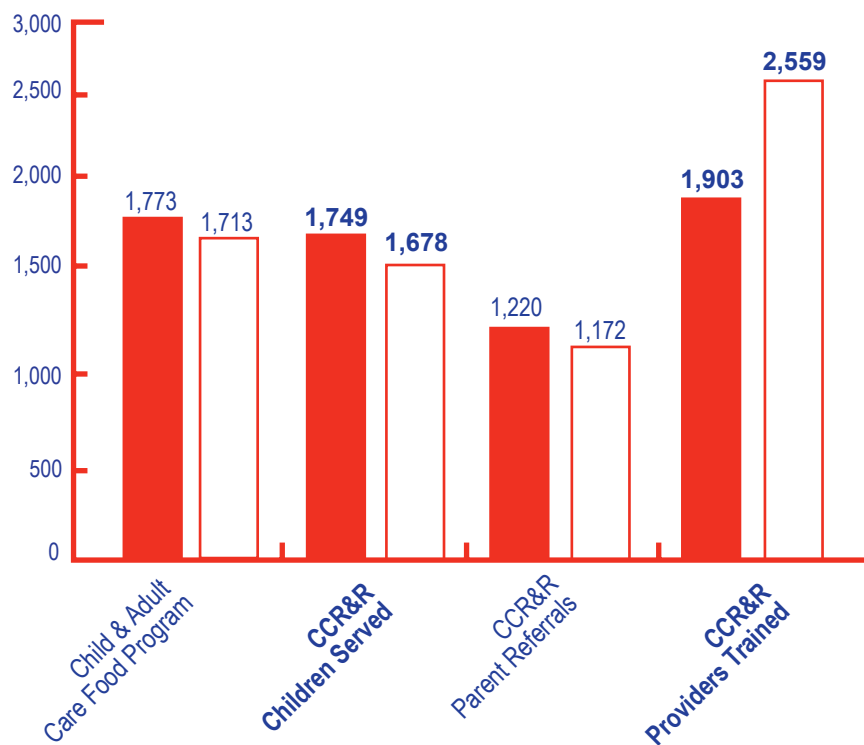
## COMMUNITY SERVICES

FY 2018 FY 2019



## COMMUNITY CHILDREN & FAMILY SERVICES

FY 2018 FY 2019



## REVENUE

Fiscal Year 2019 | Pre-audit Figures

MEDICAID   68.99%	\$14,264,727
STATE/FEDERAL GRANTS   13.17%	\$2,723,656
CONTRACTED SERVICES   3.36%	\$694,974
TRANSPORTATION VEHICLE REPAIR & RENTALS   3.36%	\$694,576
RENTAL INCOME & PROPERTY REPAIRS   2.91%	\$602,257
CONSUMER FEES & SSA   2.81%	\$581,669
DONATIONS   2.72%	\$562,870
COUNTY FUNDED/VOC REHAB   2.3%	\$475,848
CHILD CARE FEES/ASSISTANCE   0.37%	\$75,832

**TOTAL \$20,676,439**

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## OUR MISSION

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## OUR VISION FOR TOMORROW

Working together we will realize a future where all people are recognized as valued citizens – encouraged and supported to live, work, and grow – in their communities.



## GET SOCIAL

Follow, like, add us on social media! We have Facebook, Vimeo, Twitter, LinkedIn, and Instagram. This is a great way to keep up with the latest news and events for EPI!



## QUESTIONS?

Contact our Communications Specialist, Bethany Giachino, with any questions about this community report.