



Magic City Enterprises, Inc.



2010

ANNUAL REPORT



Affiliations and Association Memberships

Regional Service Providers

ARC of Laramie County

The ARC of the United States

National Rehabilitation Association

National Industries for the Severely Handicapped

Accredited By CARF

(The Rehabilitation Accreditation Commission)

Employment Services

Organizational Employment Services

Community Employment Services

Community Support Services

Personal, Social, and Community Support Services

Mailing Address: MCE

1780 Westland Road

Cheyenne, WY 82001

Phone: (307) 637-8869 Fax: (307) 638-0467

E-Mail: mce@mcewyo.org

Web Site: www.mcewyo.org

AWARDS 2009 -2010

Outstanding Performance Award

Linda Kelly
Shay Ingram

Support Staff of the Year
Direct Staff of the Year

Certificates of Appreciation

Outstanding Staff of the Year

Darcy Fournier

Lydia Rivera

Nicole Davis

Laurie Nelson

Joni Jacobsen

Nicole LeMarr

Kenny Williams

Rich Tennant

Tony Scoville

Corey Moore

Kathy Wood

Lydia Rivera

Amanda Newtz

Sharron Kelsey

Pat Cowley

Audra O'Connor

Mac McCracken

Cathie Langie

Nicole Fenton

Crystal Thompson

Pat Cowley

Jennifer Waln

Janet Hatten

Andrea Sands

Sam Eliopoulos

LaDonna Metzger

Lupe Jones

Kim Shaw

Amanda Green

Jessica Dean

Quent Russell

Allen Beisner

Shea Sparks

Carolyn Kennedy

Karla Brummond

Lorraine Wilcox

Bonnie Martens

Katherine Yurgilevich

Leslie Ross

Robin Brown

Tracy Frederick

Corey Smith

AWARDS 2009-2010

Outstanding Performance Award

Certificates of Appreciation

Outstanding Clients of the Year

Zoanna Faith	Residential
Beth Nevin	Community Employment
Shaw Talbot	Supported Employment
Jill Hooker	Day Habilitation
Eric Stenbeck	Commissary
James McCord	ECO
Aaron Adams	GSA
Tom Giacobazzi	License Plates



MISSION STATEMENT

MCE and Cheyenne Professional Rehabilitation Services primary mission is to create opportunities for people with disabilities to achieve individual success.

MCE LOCATIONS

MCE Office Complex
1780 Westland Road
Cheyenne, WY 82001
(307) 637-8869

MCE Staff Development
MCE Conference Center
301 Deming
Cheyenne, WY 82001

MCE Foundation
1780 Westland Rd.
Cheyenne, WY 82001

Community Employment
1704 Westland Rd.
Cheyenne, WY 82001

Day Programs
1750 Westland Rd.
Cheyenne, WY 82001

ECO Center-Recycling
2600 Missile Dr.
Cheyenne, WY 82001
(307) 638-0278

**MCE Mechanic
& Maintenance**
301 Deming
Cheyenne, WY 82001

FY' 2010 MCE Board of Director's

**Laura L. McKinney, CEO
Magic City Enterprises
2008
Kiwanis Member**

**Vernice Miller
School District
Parent of Client served
MCE Board of Directors 1998**

**Martin McGuffey
Retired Principal Alta Vista School
Chairman of the Board
MCE Board since 2004**

**Robert Godfrey
Retired Bank President
MCE Board Director 1985**

**Lisa Lindeman
Attorney, State Of Wyoming
Vice Chairman of the Board
MCE Board Director 2004**

**Fred Reed
Attorney at Law
MCE Board Director 1984
Kiwanis Member**

**Col. Wayne Hansen
Retired Military
CEO Cheyenne Depot
MCE Board Director 1998**

**Dr. William Rideout
Retired Doctor Veteran's Admin.
MCE Board Director 1990
Kiwanis Member**

**Chuck Kline
Retired LCCC
MCE Board Director 1984
Parent of Client served**

**Terri Lorenzon
Retired State Attorney
MCE Board Director 1998
Kiwanis Member**

**Jim O'Connor
Retired State of Wyoming
MCE Treasurer
MCE Board Director 2008
Kiwanis Member**

**Floyd Esquibel
State Senator-Attorney at Law
MCE Board Secretary
MCE Board Director 2000
Kiwanis Member**

*Your volunteer service to Magic City Enterprises
over the years is greatly appreciated!
"Thank You" for all of your support.*

MCE MAJOR GOALS

In 2008, MCE established five major goals to achieve over the ensuing five years. Several new goals have been added during the past two years. The current status is:

Elderhome, to serve the growing needs of an aging and more medically fragile population. Focus will be on the care of various illnesses along with 24 hour nursing support. Plans have been completed with site planning in progress with the City of Cheyenne. Construction was temporarily delayed because of financial concerns which developed in 2009. We have been approached by two different parties with ideas for ways to proceed with construction in the near future. We will evaluate these proposals and determine the best course of action to take.

Expansion of Employment Programs and Case Management to other communities in our general service region. Employment services and case management are currently being provided in Laramie. Employment services, Nursing and Case Management are being provided in the Wheatland area.

COAPTS to provide less intense staffing levels for those participants living in shared apartments. A survey was recently given to participants, families and guardians to understand the level of interest in this new service model. 50% of those responding indicated that they would be interested in receiving residential services through the COAPT model. With this high level of response we will continue to move forward as MCE views this as a preferred model of providing residential services in the future.

Develop more energy efficient and environmental friendly practices. A "Green Team" has been developed to give recommendations for ways that MCE can use less energy and produce less waste. Recommended practices, such as recycling printer cartridges, and placing recycling containers in all homes have been implemented. Reusable shopping bags have been acquired through donations for all shared family homes and individuals who live on their own. Continuation of these and other practices is anticipated during FY 2011.

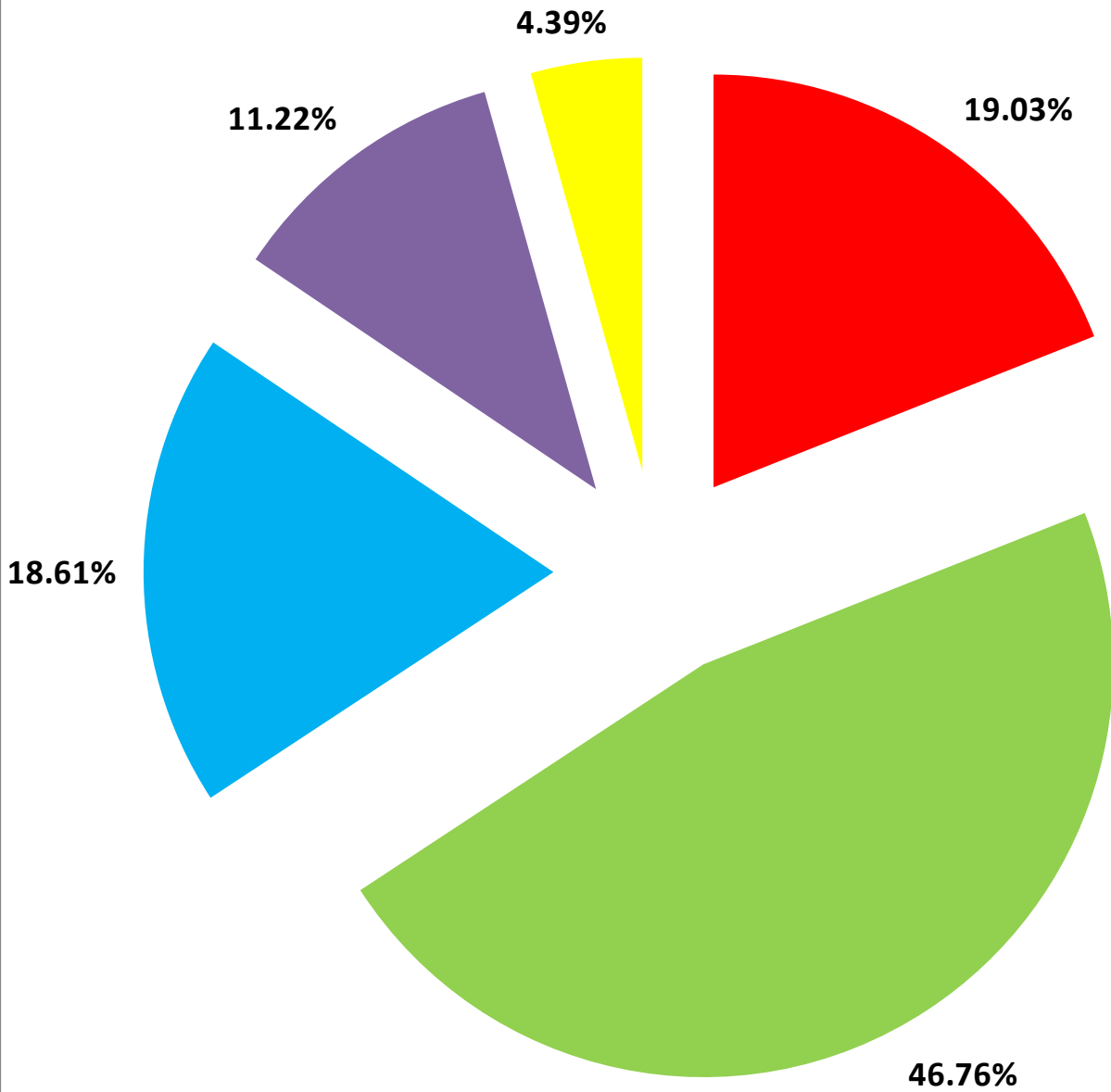
Continue to improve communication with employees, persons served, families, guardians, and other stakeholders. The use of the Therap system for documentation and communication of participants continues to grow. The number of family members, independent providers, and guardians who use the system continues to grow. We began using Therap for documenting participant goals and objectives in May, 2009 and to document medication administration in July, 2010. We plan to continue to utilize the Therap system to update our electronic communication.

Convert personnel information to digital format. MCE entered into an agreement with ADP in July, 2009 to provide payroll and human resources services. The ADP system is completely automated. All information regarding wage and hours is available to each employee and to their supervisor to review. Personnel files are partially maintained electronically with paper files being maintained only as required by regulatory agencies. All staff training information is now available through Therap. Staff members may review their training schedules and credits on Therap, thus empowering them to manage their own training.

Implement “Get Fit” Program. MCE’s commitment to help our participants and employees be as healthy as possible continues with “Get Fit” which was added in April, 2010. The program uses Pioneer Park gym in the winters and Mylar Park in the summers. A variety of fun, active opportunities are available to all who are interested in participating. Some of the sports include soccer, kick ball, softball, bowling, field hockey and gymnastics.

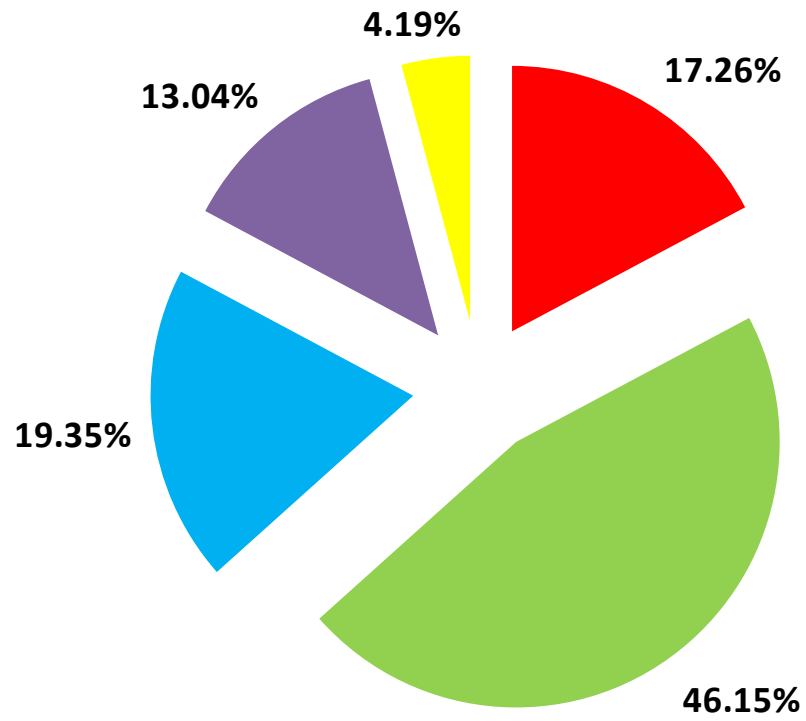
The 2011 Goal Plan document is currently available for all interested stakeholders to review and use.

REVENUE FOR FYE JUNE 2010



- CONTRACT**
- DAY PROGRAMS**
- SUPPORTED LIVING**
- RESIDENTIAL**
- PROFESSIONAL**

EXPENSES FOR FYE JUNE 2010



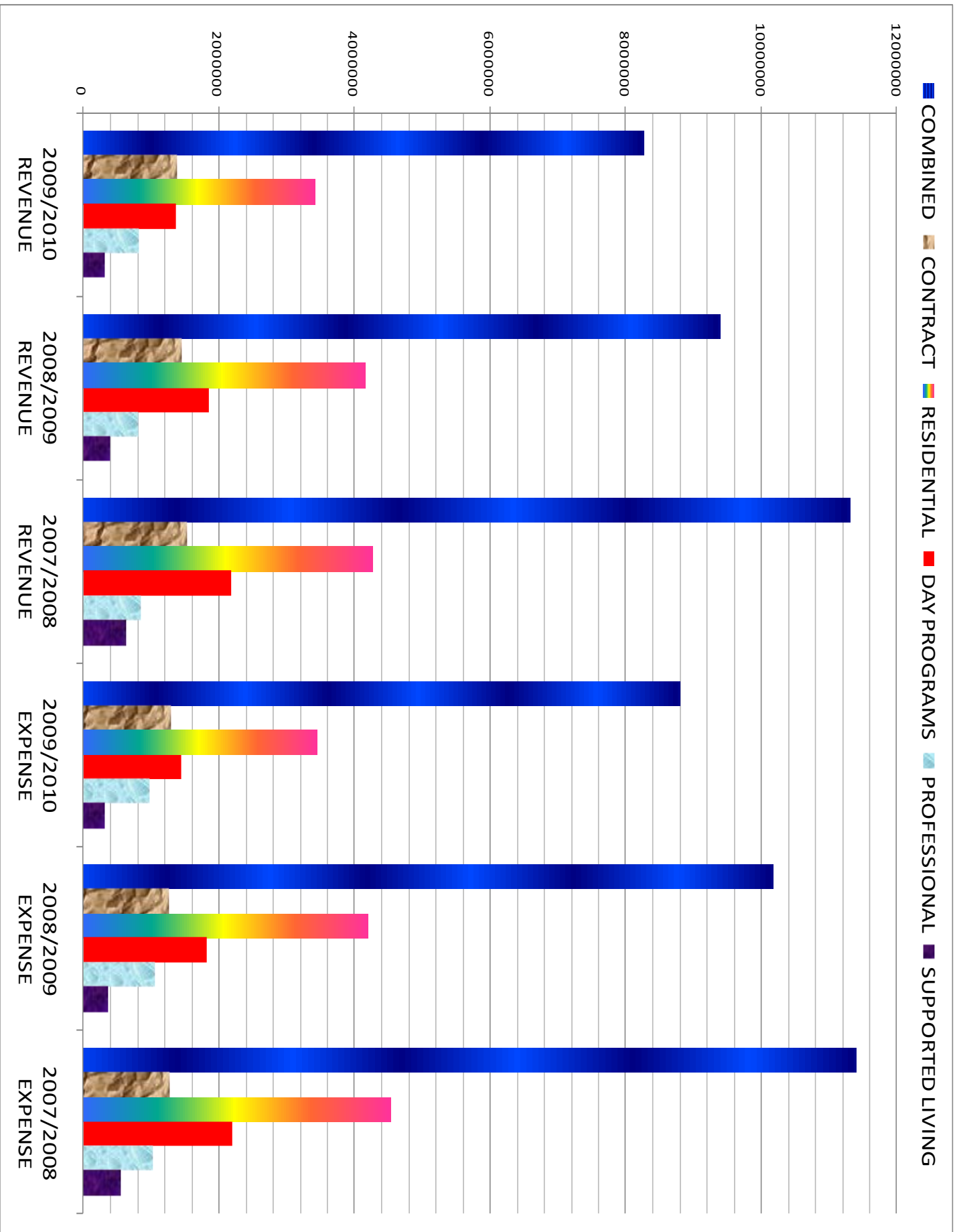
■ CONTRACT

■ RESIDENTIAL

■ DAY PROGRAMS

■ PROFESSIONAL

■ SUPPORTED LIVING



Message from the President/CEO
Laura McKinney

Accomplishments in FY' 2010

Magic City Enterprises was established by the Cheyenne Kiwanis Foundation in 1971 with the mission of providing opportunities for people with developmental disabilities. The organization has remained true to this mission for 39 years and continues to provide services to meet the needs of children and adults with developmental disabilities.

Fiscal Year 2010 presented a challenge for MCE as the Governor of Wyoming reduced funding by 10%. The organization continued to strive to provide the best possible services within shrinking means. Even though it was a difficult year, financially, we were able to accomplish the following:

225 INDIVIDUALS SERVED COMPARED WITH 197 IN 2009
139 PARTICIPANTS IN THE COMMUNITY EMPLOYMENT PROGRAM
40 PARTICIPANTS IN CONTRACT EMPLOYMENT
67 PARTICIPANTS IN SHARED FAMILY HOMES AND SUPERVISED APARTMENT RESIDENTIAL PROGRAM
45 PARTICIPANTS RECEIVING SUPPORTED LIVING SERVICES
18 PARTICIPANTS RECEIVED COMMUNITY EMPLOYMENT SERVICES IN LARAMIE, WY

We continued to expand our recycling and document destruction service to new customers. We entered into a recycling contract with Laramie County School District #1 in May, 2010 to collect and process all recyclables. We have actively pursued new markets for our recyclables and have been able to increase our profits because of the positive reputation we enjoy. We continued the recycling contract with the City of Cheyenne to process all recyclables from the "blue bin" program. Even with the implementation of curbside recycling in much of Cheyenne, the volume of recyclables in the "blue bins" continues to grow. The F.E. Warren Air Force Base recycling contract was renewed for two consecutive six month terms.

MCE applied for and received several small grants during FY 2010. The Cheyenne Women's Civic League donated money for a snow cone machine which was greatly enjoyed during several parties and picnics. The Daughters of Penelope gave MCE a grant to fund the Valentine's Day Dance. Wal-Mart also granted money for the construction of a new float for the Cheyenne Christmas Parade. Donations of money and goods were also given by many organizations, groups and individuals. These donations were very helpful in meeting a variety of needs during the difficult financial year of 2010. For an entire list of donors to MCE please visit our web site: mcwyor.org.

MCE continued to focus on improving health, safety and the general environment of our homes and facilities in 2010. We replaced roofs on several facilities and continued to upgrade carpet and flooring as needed.

We were able to significantly decrease expenses in several areas which include insurance, overtime, and unemployment while decreasing employee turnover and improving services to our participants.

Even though 2010 was a very challenging year financially, it has proven to be one of the best years we have had for quality of services, quality of employees and participant satisfaction. These successes can only be attributed to a team of professional, dedicated employees who, even though wages, hours and benefits were decreased, were willing to work together to assure that MCE continued to be the best service provider around.

FINANCIAL REPORT FY' 2010

Fiscal year 2010 was a difficult one for Magic City Enterprises. Overall revenues decreased by \$1,017,220 from fiscal year 2009. Our expenses decreased by \$1,369,520 compared to the previous fiscal year, which is a 14% decrease.

The primary source of the decrease in revenue was due to a 10% across the board funding decrease mandated by Governor Freudenthal. MCE and other providers, in cooperation with many family members, guardians and participants, were able to work with the Wyoming State Legislature to have 6% of the decreases restored for fiscal year 2011.

MCE served 225 participants in FY 2010. This is a significant increase over the 197 that we served in 2009. We were able to serve the 14% more people at 14% lower overall expense. We were forced to close two homes, one in June and one in October. These closures resulted in individuals moving to other homes and more participants living in some of the individual homes.

Sales revenue is primarily related to our contract areas. Most of our government contracts are very tightly budgeted but provide highly competitive wages to participants. Sales revenue decreased by \$59,058 as compared to last fiscal year. This is a 4% decrease from the previous year. Most of this can be attributed to the recyclables market. The Eco Center continues to search for the best markets for our materials. The G.S.A. contract was renewed in October, 2009 resulting in a reduction of manager salary and some labor hours. This also contributed to the decrease in sales revenue. Contract revenue continues to be a vital contributor to the services and supports provided to all persons served by MCE and receives much credit for allowing MCE to continue to operate when service revenues decreased.

In response to the decrease in revenues MCE converted Medicaid Waiver documentation and billing to an automated system to maximize waiver revenues. This automation allowed us to invoice weekly which helped greatly with cash flow. It still became necessary to borrow money through a line of credit and an interest free loan in order to assist with cash flow. It also became necessary to reduce hours, wages and benefits of all employees. A total of five individuals were laid off and 50 positions were eliminated.

Even though MCE ended the fiscal year with a loss of \$464,354, the financial picture brightened with the final four months of the fiscal year showing a net gain of revenue over expenses. The economy of the State of Wyoming continues to be somewhat fragile but newer revenue predictions indicate higher revenues to come earlier than originally expected. The Wyoming State Legislature appointed a Select Committee on Intellectual/Developmental Programs which met during the off-session. This committee was tasked to determine what financial issues exist in the DD provider community and to make recommendations to the legislature to correct these. The committee's last meeting was held in September, 2010 and resulted in a report which will be given to the management council of the Wyoming State Legislature. The only additional revenues that were recommended will correct some inequities in the rate based funding system. If these additional revenues are approved, MCE should see an additional \$250,000 per year in Medicaid Waiver funding.