



ST. JOSEPH'S VILLA

We never stop believing in children and their families.



Villa Corporation Board Report

October 1, 2024

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Operations

Services

- We wrapped up the school year in June with six graduates from SDCA and Dooley School.
- The state awarded the CRC (Crisis Receiving Center) a 1.4 million grant for FY 25. This grant will be renewed each year for the foreseeable future!
- DBHDS implemented new regulations specifically for crisis services and required that we comply by 8/30/24.
- DCAE will experience a significant funding reduction from the state based upon new allocation configurations.
- Hollybrook transitioned to Landmark Property on June 1.
- All 3 schools started on August 19. This schedule change will allow us to be in better alignment with many public-school jurisdictions.
- CATS (Career and Transition services) created a podcast room for our students to learn how to create digital audio/video files.
- CATS created and opened a coffee café to be managed by our students. It is currently a pilot that we hope will grow over time.

Human Resources

- Our annual Community Service Day was held on July 24. All staff and clients came together to clean, file, garden, beautify, create new spaces, and generally improve our campus. Of note, the entire administration building attic was cleared out! Everything was moved to the basement which has become our official file room.
- We had our annual Staff Awards Day on August 16. The event was held on campus with breakfast in the garden and a ceremony in the Robins Auditorium. We received a lot of positive feedback from staff. Two employees recognized for 40 years of service!

Strategic Plan

- The strategic plan was completed June 30, 2024.
- Leadership met with John Sarvay of Floricane and outlined our needs for a new strategic plan. We have received and are evaluating a proposal. We are scheduled to have the plan ready to present at the January 2025 board meeting.
- Matt Sheerin, Admissions, prepared and hosted a panel discussion/training for Hanover County Crisis Intervention Team on July 9. Several staff participated on the panel sharing their expertise in mental health and autism.

Risk Management

- The risk management plan was completed June 30, 2024. Several leadership staff are assessing our current needs and will have a new risk management plan in September to be shared with the board this fall.
- Our facilities department has been overseeing a major electrical upgrade costing approximately \$750,000. The impact to the campus has been contained to weekend electricity disruptions.
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Operations

FY24 Outcomes

- The Villa served 1,524 clients – 51% male, 48% female, 1% transgender/non-binary. The typical client was a black male, age 0-17, from Petersburg.
- 97% of CSU's 117 admissions were diverted from hospitalization.
- SDCA students learned 16,722 new words.
- Flagler Housing and Homeless Services housed 420 individuals.
- 94% of Intensive In-Home clients and 95% of Mental Health Skill Building clients were able to remain in their homes.
- Of the 122 Career and Transitions students, 100% improved their employment skills and knowledge.

Finance

- **FY24 Results for the Villa**

- June ended the year ahead of budget \$505 thousand, and \$673 thousand better than last year!
 - Big kudos to all the staff for streamlining when necessary and sustaining in a difficult environment.
 - The June budget is backloaded with expenses and contingencies, therefore we were anticipating ending the year in a net positive position; however \$500k was further than expectations.
 - Excluding contingencies, the June variance to budget was (\$263 thousand).
 - Trending all year were enrollment lags to budgeted revenue which were partially offset by savings in employee costs. Trends also continued that employee shortages limited enrollment capacity.
 - The Annual Fund recorded \$684 thousand for FY24, which is 119% of its annual goal!
 - The Villa, through Henrico County and the Department of Behavioral Health and Developmental Services (DBHDS), will be the recipient of ongoing funding beginning FY25 for the Crisis Receiving Center in the amount of \$1.4mil annually.

- **FY25 – Aug Results for the Villa**

- August is reporting ahead of budget \$62 thousand year to date.
- Education actual v. budgeted enrollments are off to a great start for the fiscal year. The school year started August 19th this year to align with surrounding localities' calendars.
- Several large capital projects currently happened on campus during the summer – Gym Floor, Electrical Distribution System, Sewer Line repairs.
- Advancement recorded a \$100k challenge gift to the Annual Fund.
- CSU is the recipient of a DBHDS budget increase to cover Medicaid shortfall and program enhancements and new positions.

- **Audit process**

- Audit of the SJV Foundation began 9/9/24. It is being done remotely.
- Audit of St. Joseph's Villa began 9/16/24. There will be some remote work and on-site work.
- Audit of St. Joseph's Villa Housing Corp. is complete and due to be filed with HUD on 9/30/24.

Financial Statements

St. Joseph's Villa Foundation
Portfolio Overview year ended **June 30, 2024**

	Fiscal 1st Quarter	Fiscal 2nd Quarter	Fiscal 3rd Quarter	Fiscal 4th Quarter	Since Inception	Calendar 2023
	7/1/23 - 9/30/23	10/1/23 - 12/31/23	1/1/24 - 3/31/24	4/1/24 - 6/30/24	(A)	1/1/23-12/31/23
Beginning Market Value	23,967,490	23,233,579	25,109,299	26,413,197	23,200,587	23,274,958
Net Flows (Transfers-SJV)		(263,205)		(742,820)	(6,598,013)	(1,479,271)
Total Income/Expenses	(10,649)	(35,254)	(20,548)	(164,842)	(942,598)	(84,491)
Gross Earnings	(723,262)	2,174,179	1,324,446	292,029	10,137,587	3,398,103
Dividends/Capital Gains	91,479	270,823	121,142	123,191		557,887
Accrued Income						-
Realized	(17,086)	92,625	52,916	166,744		25,137
Unrealized	(797,655)	1,810,732	1,150,388	2,094		2,815,080
Ending Market Value	23,233,579	25,109,299	26,413,197	25,797,563	25,797,563	25,109,299

^(A) Beginning Market Value represents initial amount transferred to Brown Advisory accounts \$11,425,643 on 7/10/18 and initial amount transferred to Vanguard accounts \$11,433,735 on 10/12/18 and market value held by Harbinger and Schwab funding 7/1/2018

St Joseph's Villa Foundation

Portfolio Assets (As of June 30, 2024)

<u>Investment</u>	<u>Market Value</u>
Schwab - Funding ⁽²⁾	\$ 14,502
	<u>\$ 14,502</u>
Brown:	
Schwab - 1184	\$ 1,679,135
Schwab - 2524	\$ 2,144,192
Schwab - 4472	\$ -
Schwab - 6835	\$ 7,216,781
Schwab - 7192	\$ 585,663
Schwab - Gregg	\$ 340,950
	<u>\$ 11,966,721</u>
Vanguard:	
Main	\$ 13,460,672
Gregg	\$ 393,681
Sub-total	<u>\$ 13,854,352</u>
Alternatives:	
Harbinger Class L ⁽¹⁾	\$ 820
Harbinger Class PE ⁽¹⁾	\$ 4,801
Sub-total	<u>\$ 5,621</u>
Total Invested Balance	<u>\$ 25,841,197</u>
(1) as of September 30, 2021 - no updated balances since	
(2) as of October 31, 2023	
Expenses Due to Villa	\$ (43,633)
Loan Receivable (principal)	
	<u>\$ (43,633)</u>
Total Portfolio	<u>\$ 25,797,563</u>

Full Redemption Schedule for Alternatives

Harbinger Class L	Unknown
Harbinger Class PE	Unknown

St Joseph's Villa Foundation
Portfolio Assets (As of August 31, 2024)

<u>Investment</u>	<u>Market Value</u>
Schwab - Funding ⁽²⁾	\$ 14,513
	<u>\$ 14,513</u>
Brown:	
Schwab - 1184	\$ 1,756,508
Schwab - 2524	\$ 2,219,668
Schwab - 4472	\$ 0
Schwab - 6835	\$ 7,566,163
Schwab - 7192	\$ 618,906
Schwab - Gregg	\$ 357,548
	<u>\$ 12,518,793</u>
Vanguard:	
Main	\$ 13,998,220
Gregg	\$ 410,024
Sub-total	<u>\$ 14,408,244</u>
Alternatives:	
Harbinger Class L ⁽¹⁾	\$ 820
Harbinger Class PE ⁽¹⁾	\$ 4,801
Sub-total	<u>\$ 5,621</u>
Total Invested Balance	<u>\$ 26,947,171</u>

(1) as of September 30, 2021 - no updated balances since

(2) as of October 31, 2023

Expenses Due to Villa	\$ -
Loan Receivable (principal)	
	<u>\$ -</u>
Total Portfolio	<u>\$ 26,947,171</u>

Full Redemption Schedule for Alternatives

Harbinger Class L	Unknown
Harbinger Class PE	Unknown

ST. JOSEPH'S VILLA

8/1/2024

FY 2024 SUMMARY OPERATIONS REPORT
FOR YEAR ENDED JUNE 30, 2024 - Preliminary - UNAUDITED

PROGRAM		FY2024			FY2023	
		ACTUAL*	BUDGET*	F/(U) VAR	ACTUAL*	F/(U) VAR
CHILDREN'S EDUCATIONAL SERVICES	REVENUE	3,698,545	3,823,849	(125,303)	3,224,935	473,611
	EXPENSE	(3,369,233)	(3,408,199)	38,966	(3,118,099)	(251,134)
	INDIRECT	(277,684)	(302,993)	25,309	(248,544)	(29,141)
	SUB-TOTAL	51,628	112,656	(61,028)	(141,707)	193,336
AUTISM EDUCATIONAL SERVICES	REVENUE	8,036,126	8,818,285	(782,160)	6,977,243	1,058,883
	EXPENSE	(5,640,886)	(6,452,745)	811,858	(5,293,981)	(346,905)
	INDIRECT	(411,648)	(461,689)	50,040	(401,548)	(10,100)
	SUB-TOTAL	1,983,591	1,903,852	79,739	1,281,713	701,877
FLAGLER HOUSING & HOMELESS SERVICES	REVENUE	3,112,400	3,038,510	73,889	3,025,278	87,122
	EXPENSE	(3,001,792)	(2,733,047)	(268,744)	(2,986,201)	(15,591)
	INDIRECT	(315,759)	(330,544)	14,784	(301,734)	(14,025)
	SUB-TOTAL	(205,151)	(25,080)	(180,071)	(262,657)	57,506
COMMUNITY TRAINING AND SUPPORT SERVICES	REVENUE	47,045	105,886	(58,841)	8,882	38,163
	EXPENSE	(132,971)	(138,673)	5,702	(31,326)	(101,645)
	INDIRECT	-	-	-	0	0
	SUB-TOTAL	(85,925)	(32,787)	(53,139)	(22,443)	(63,482)
DEVELOPMENTAL DISABILITIES SERVICES	REVENUE	1,259,198	1,606,750	(347,552)	1,402,246	(143,048)
	EXPENSE	(1,361,335)	(1,446,416)	85,081	(1,402,478)	41,142
	INDIRECT	(154,920)	(173,917)	18,996	(139,872)	(15,048)
	SUB-TOTAL	(257,057)	(13,583)	(243,475)	(140,103)	(116,954)
DAY TREATMENT SERVICES	REVENUE	1,155,121	1,685,386	(530,265)	1,257,746	(102,625)
	EXPENSE	(1,219,378)	(1,456,922)	237,545	(1,202,995)	(16,382)
	INDIRECT	(208,015)	(223,460)	15,445	(195,391)	(12,624)
	SUB-TOTAL	(272,272)	5,003	(277,275)	(140,640)	(131,631)
BEHAVIORAL HEALTH SERVICES	REVENUE	3,220,430	2,896,084	324,345	1,664,705	1,555,725
	EXPENSE	(3,384,938)	(2,834,281)	(550,656)	(1,736,162)	(1,648,775)
	INDIRECT	(144,062)	(158,685)	14,623	(148,157)	4,095
	SUB-TOTAL	(308,569)	(96,882)	(211,688)	(219,614)	(88,955)
CLIENT SUPPORT SERVICES	REVENUE	73,959	52,326	21,633	66,229	7,730
	EXPENSE	(657,322)	(672,173)	14,852	(555,287)	(102,034)
	INDIRECT	117,581	129,392	(11,811)	76,411	41,170
	SUB-TOTAL	(465,782)	(490,455)	24,674	(412,647)	(53,135)
AGENCY SUPPORT SERVICES	REVENUE	830,369	668,880	161,489	743,132	87,237
	EXPENSE	(3,150,377)	(4,543,716)	1,393,339	(3,202,556)	52,179
	INDIRECT	1,394,508	1,521,680	(127,172)	1,358,834	35,674
	SUB-TOTAL	(925,500)	(2,353,156)	1,427,656	(1,100,590)	175,090
* TOTAL REVENUE		21,433,193	22,695,956	(1,262,763)	18,370,396	3,062,797
TOTAL EXPENSE		(21,918,230)	(23,686,173)	1,767,943	(19,529,085)	(2,389,145)
TOTAL INDIRECT		-	(214)	214	(0)	0
TOTAL OPERATIONS		(485,037)	(990,431)	505,394	(1,158,689)	673,652

* Actual and Budgeted revenue does not include the subsidy to the Villa of \$.99 million for FY2024 and \$1.04 million for FY2023

ST. JOSEPH'S VILLA

9/16/2024

FY 2025 SUMMARY OPERATIONS REPORT

FOR TWO MONTHS ENDED AUGUST 31, 2024 - Preliminary - UNAUDITED

PROGRAM		ACTUAL*	FY2025 BUDGET*	F/(U) VAR	FY2024 ACTUAL*	FY25-FY24 F/(U) VAR
CHILDREN'S EDUCATIONAL SERVICES	REVENUE	502,300	492,742	9,558	211,791	290,508
	EXPENSE	(415,981)	(426,379)	10,398	(350,139)	(65,842)
	INDIRECT	(47,694)	(44,021)	(3,674)	(35,689)	(12,005)
	SUB-TOTAL	38,624	22,343	16,282	(174,037)	212,661
AUTISM EDUCATIONAL SERVICES	REVENUE	1,330,560	1,391,280	(60,720)	1,197,845	132,715
	EXPENSE	(878,485)	(947,336)	68,851	(793,466)	(85,020)
	INDIRECT	(67,674)	(64,896)	(2,778)	(54,382)	(13,292)
	SUB-TOTAL	384,401	379,048	5,353	349,998	34,403
FLAGLER HOUSING & HOMELESS SERVICES	REVENUE	441,781	503,696	(61,915)	422,029	19,751
	EXPENSE	(375,244)	(429,167)	53,923	(421,466)	46,222
	INDIRECT	(45,605)	(48,085)	2,480	(42,297)	(3,308)
	SUB-TOTAL	20,932	26,444	(5,512)	(41,734)	62,666
COMMUNITY TRAINING AND SUPPORT SERVICES	REVENUE	525	12,000	(11,475)	11,843	(11,318)
	EXPENSE	(17,960)	(19,653)	1,693	(18,407)	447
	INDIRECT	-	-	-	0	0
	SUB-TOTAL	(17,435)	(7,653)	(9,782)	(6,565)	(10,870)
DEVELOPMENTAL DISABILITIES SERVICES	REVENUE	206,762	215,977	(9,215)	123,060	83,701
	EXPENSE	(247,480)	(222,426)	(25,054)	(193,908)	(53,572)
	INDIRECT	(23,374)	(24,862)	1,487	(20,575)	(2,799)
	SUB-TOTAL	(64,092)	(31,311)	(32,781)	(91,422)	27,330
DAY TREATMENT SERVICES	REVENUE	185,306	200,495	(15,189)	118,302	67,004
	EXPENSE	(190,770)	(210,995)	20,225	(159,958)	(30,812)
	INDIRECT	(31,192)	(31,988)	796	(28,238)	(2,954)
	SUB-TOTAL	(36,656)	(42,489)	5,833	(69,894)	33,238
BEHAVIORAL HEALTH SERVICES	REVENUE	213,236	297,255	(84,018)	225,069	(11,833)
	EXPENSE	(221,277)	(247,909)	26,632	(244,520)	23,243
	INDIRECT	(21,548)	(22,496)	949	(19,009)	(2,539)
	SUB-TOTAL	(29,588)	26,850	(56,438)	(38,460)	8,871
CLIENT SUPPORT SERVICES	REVENUE	11,963	10,275	1,688	9,727	2,236
	EXPENSE	(103,710)	(100,804)	(2,906)	(89,634)	(14,077)
	INDIRECT	26,860	21,554	5,306	21,402	5,458
	SUB-TOTAL	(64,888)	(68,975)	4,088	(58,504)	(6,383)
AGENCY SUPPORT SERVICES	REVENUE	152,926	70,330	82,596	82,038	70,888
	EXPENSE	(468,377)	(525,066)	56,688	(410,368)	(58,009)
	INDIRECT	210,227	214,793	(4,567)	178,788	31,438
	SUB-TOTAL	(105,225)	(239,943)	134,718	(149,542)	44,317
* TOTAL REVENUE		3,045,359	3,194,049	(148,690)	2,401,706	643,653
TOTAL EXPENSE		(2,919,285)	(3,129,736)	210,450	(2,681,865)	(237,420)
TOTAL INDIRECT		(0)	(0)	0	0	(0)
TOTAL OPERATIONS		126,073	64,313	61,760	(280,159)	406,233

* Actual and Budgeted revenue does not include the subsidy to the Villa of \$.999 million for FY2025 and \$.990 million for FY2024

Advancement

FY24 Results

Annual Giving: \$928,479
Grants: \$8,435,110
Speaking/Training: \$28,492

Total: \$9,392,081

FY25 Progress

Annual Giving: \$170,492
Grants: \$440,000
Speaking/Training: \$800

Total: \$611,292

Annual Giving

- The annual fund raised more than ever in FY24, totaling \$687,651 (119% of \$575,600 goal) compared to \$680,730 for FY23. We saw fewer, but larger gifts this year and the average annual gift size increased from \$756 to \$811. Retention rate increased from 66% in FY23 to 70% in FY24 (AFP national average is 42%).
- Thus far in FY25, we have raised \$152,052 (25% of our \$590,000 goal). This includes Larry Page's early commitment of \$100,000 to the annual fund for the Good Friends Challenge that we will kick off on Giving Tuesday.
- Birdies for Charity raised \$23,000 for annual giving in FY24 (compared to \$14,000 in FY23). We've already raised more than \$5,000 in FY25 thanks to 3 generous donors who have taken advantage of the PGA's 10% bonus! **There's still time to make a gift through mid-October.**
- Our "Moe the Hawk" Fall Appeal was sent to over 2,000 donors in September, and we're currently preparing content for our busiest season of giving (November-December).
- This year, we received NAP credits from DOE instead of DSS – increasing our allotment to nearly \$150,000 (from \$22,000 in FY24).

Grants and Major Gifts

- We were awarded \$8,435,110 in Private and Government grants in FY24. This includes more than \$1.6 million for the Housing Success Center, bringing our total raised for the project to \$2.04 million.
- We completed the Gym Floor Replacement Project, raising \$100,000.
- Thus far in FY25, we have received \$440,000 in private grants for Flagler and CATS and have \$1.9 million out in pending requests.
- In September alone, we received major grants from Capital One (Flagler), the Anne Carter and Waler R. Robins, Jr. Foundation (Flagler), and the Annabella Jenkins Foundation (Mental Health)!

Planned Giving

- In FY24, the Archway Society welcomed 5 new members and one existing member increased their intention from \$10,000 to \$30,000.
- So far this fiscal year, we have had two members increase the percentage or amount of their planned gift to the Villa. Thank you!

- The fall mailing and newsletter will honor Patsy McNamara by sharing how the Villa's respite care services became a lifeline in caring for a child with special needs after her husband's passing. The mailing is set to drop on October 8th.
- In August we sent out our first e-blast promoting National Make-A-Will Month to 629 individuals. We had a 50% open rate and a 4.5% click through to the estate planning guide.
- P.J. will be attending the National Association of Charitable Gift Planners national conference in Orlando from October 28-30.
- Save the Date: Our 3rd Annual Archway Society Lunch is scheduled for Friday, December 13th.

Events and Trainings

- In FY24, John conducted 44 community trainings, raising nearly \$30,000. John also represented the Villa as the keynote speaker for the VA Association for the Education of Young Children's annual conference in Roanoke and conducted several group trainings on campus for community partners, including first responders.
- The Innsbrook Classic had another record year, raising nearly \$125,000! Save the date for next year's event: May 12, 2025!
- The AACA Car Show was another huge success in June, bringing in more than \$14,000 in support for the Villa.
- In all, we hosted/were the beneficiaries of 7 events in FY24, including the Open House event for the Crisis Receiving Center which brought more than 100 guests to campus.
- We've already held 2 events in FY25 – the GRTC Block Party and the Innsbrook Classic Sponsorship Breakfast!

Volunteers and Community Engagement

- In FY24, nearly 550 volunteers contributed more than 6,400 hours of service to the Villa, representing more than \$170,000. Community groups held 40 off-campus collection drives and we welcomed 15 volunteer groups to campus (outside of our Capital One Season of Hope program).
- We also established a very fruitful partnership with the Community Foundation and Altria who helped us transform part of Cottage 4 into a Coffee Shop and improved restaurant training center for our students. These projects represented more than \$20,000 in in-kind support from Altria.
- Season of Hope served 520 clients and we received nearly 1,000 items from our Amazing Wishlist. We were also able to distribute 250 hygiene bags, nearly \$2,500 in gift cards to 325 clients, and 600 holiday meals. A new donation item this year as the "Family Experience Kit," of which we received more than 200 for families to do activities together over the holidays.
- We've wrapped up "Back to School" for FY25 and were able to provide all of our teachers, students, and classrooms with the supplies they need for the upcoming year. This included \$10,000 of in-kind support from Altria and South State's annual "Stuff the Bus" campaign! We've also booked volunteer groups for the garden through the fall and are starting to turn our attention to FY25 Season of Hope planning!

Marketing Communications

- Staff represented the Villa and our legislative priorities during Mental Health and Housing Advocacy Days at the 2024 Virginia General Assembly. We also held our first-ever Villa Lobby Day! Several delegates have since visited campus for a tour of our programs.
- We raised nearly \$9,500 through The Giving Wall in FY24 to meet urgent client needs – a record year! We celebrated four years of partnership with a social media video series featuring our Flagler Housing & Homeless Services staff who shared stories of impact. We are approaching \$25,000 total raised.

- Major FY24 publications included our fall and spring Villa Views newsletters (approx. 3,900 mailed each), and our Annual Report (“Blueprints for Success”).
- The Crisis Receiving Center grand opening received coverage from ABC8, NBC12 and the Henrico Citizen. Henrico County’s PR team created a virtual tour video which we have shared on our website, in Admissions newsletters, and in trainings. We also shared a “Meet the Team” video featuring our CRC staff in recognition of Mental Health Month in May.
- A new Villa website is in development! We are collaborating with Fireside Digital, a local digital marketing agency that has created websites for clients including Johns Hopkins University, Donate Life America, United Network for Organ Sharing, Behavioral Health Systems of Baltimore, and the Nova Institute for Health. Launch is anticipated for late October/early November.

On this day in Villa history...

October, 1915

It was moved that Mr. Sitterding, Treasurer be appointed a committee to see which is the best that can be done with the timber at Hollybrook Farm and report to a future meeting. Unanimously adopted.

September, 1925

The treasurer reported an increase of one percent in the income from Atlantic Coast RR stock. The Board authorized its President and Secretary to sign a declaration expressing the institution's willingness to accept the Dooley legacy.

The Board heartily endorsed the action to be taken by a committee of men and women by way of picnic, or similar entertainment on Labor Day for the benefit of the Asylum.

September, 1928

A lengthy discussion was held as to the problem of children in the diocese who cannot, at this time, be received into St. Joseph's Orphan Asylum here. On motion, the Board decided to take care of all such cases by boarding such children in private homes, and meeting the expense so incurred from the funds of the Corporation.

September, 1942

A motion made and duly carried authorized sister Madeline to insure the full value of all Norfolk properties for Air Raid Damage Insurance. The Board decided to defer the placing of Air Raid Insurance on Villa Property.

The extermination of the large black roaches from the Villa was discussed. Mr. Cowardin, Secretary, thought it would be a great expense, but necessary as they have become a real nuisance.

October, 1960

The Farm Manager requested the permission of the Board to purchase a corn picker costing \$950. After much discussion on motion made by Sister Rosa and seconded by Sister Ignatia, with a vote from the Board, the request was granted.

October, 1965

A special meeting of the Board of Trustees was called. The purpose of the meeting was to discuss the problem

10

1867 September

Cash in hand		\$ 406.39
Collection from Cathedral	\$ 22.75	
Donations	20.85	
Children's Relations	11.75	
Children's Work	17.20	
" " Tayloring	20.70	
" " Plain Sewing	595.35	
Tuition Pay School	40.75	
" " " "	48.00	
To pay for fuel		\$ 779.16
Marketing One month	\$ 81.27	
Groceries	101.21	
Cash to St. Joseph's	300.00	
St. Blaise's	27.00	
Cash to Greenham & Co. Flour	180.00	
Cash to Hawk & Co. Coal 25 Tons	200.00	
" " Kelly & Co. Groceries	100.00	
" " J. Meyer & Co. Hardware & C	45.00	
Sister Grace Children	34.43	
Mr. Ware Monticello	0.40	
Bushel, Just's land & C	0.20	
Cash to Mrs. Bartley Mud. Teacher	20.00	
" " Mrs. Byron on up	4.00	
Marketing	7.50	
		\$ 1115.16

September 1867 Financial Report to the Board

of boys trespassing on the Villa grounds after 9pm, particularly around cottages 6,7, and 8. On motion made by Mr. Kenny and seconded by Mr. Smith with the vote of the Board it was decided to hire a night watchman to be on duty from 6pm to 2am every night.

October, 1980

The Board received a report of staff gratitude for allowing the Villa to invest \$120,000 to convert a boiler from burning heating oil to coal, producing FY79 savings of ~\$48,000.

A comparison was presented to the Board that fuel oil usage was averaging 104,000 gallons per year at a cost of approximately \$100,000 for the season, versus the use of 406 tons of coal the following year at a cost of \$50,000.

Board Member BINGO



Attend an Advocacy Day at the Virginia General Assembly



Make a Planned Gift



Sponsor or participate in the 2025 Innsbrook Classic



Make a gift to the Housing Success Center capital project



Make an Annual Fund gift before December 31



Host an event on campus or at your home to thank Villa friends, or help us make new ones



Help provide what our children and families need most through our Amazon Wishlist



Hold a donation drive



Volunteer or help connect us with a group of volunteers to further the Villa mission



Serve on a Villa Committee (Finance, Investment, Advancement, Governance and others)



Like us on social media, and share 3 posts



Attend a student event on campus (Flag football, basketball, Villa Mile, prom, graduation)



Make a gift to support a Villa client through the Giving Wall



Take advantage of the PGA's 10% bonus by making a gift through Birdies for Charity



Show your Villa pride by wearing your swag



Treat yourself and a friend at the Villa Coffee Shop, our newest work training center

Attend an Advocacy Day at the Virginia General Assembly:

Our staff engages with local and state representatives to discuss legislative priorities during Mental Health and Housing Advocacy Days, and Villa Lobby Day. Contact Drew Melson (dmelson@sjvmail.net) to learn how you can participate.

Make a Planned Gift:

The Villa Foundation provides financial stability for our organization to withstand unpredictable changes in public funding and in educational and social service policies, especially in difficult economic times. Contact P.J. Shaver (pshaver@sjvmail.net) or visit www.sjvarchwaysociety.org for more information.

Sponsor or participate in the 2025 Innsbrook Classic:

Registration and sponsorship opportunities are available at www.innsbrookclassic.org.

Make a gift to the Housing Success Center capital project:

The Housing Success Center will bring our Richmond-based homeless services back to campus and unite them with our community-based mental health services. Contact Elizabeth Foster (efoster@sjvmail.net) for more information.

Make an Annual Fund gift before December 31:

You can easily make a gift on our website, or mail us a check. For your gift to qualify for a year-end deduction, online gifts must be processed by midnight on Dec. 31 and checks must be postmarked and dated no later than Dec. 31.

Host an event on campus or at your home to thank Villa friends, or help us make new ones:

Even hosting 1-2 people makes a difference! Contact Elizabeth Foster (efoster@sjvmail.net) to learn more.

Help provide what our children and families need most through our Amazon Wishlist:

Visit our website (www.neverstopbelieving.org/donate-goods) for our current wishlist, or contact Mary Rousis (mrousis@sjvmail.net).

Hold a donation drive:

We welcome drives to collect school supplies, non-perishable food, household essentials for newly housed families, care packages for youth in our Crisis Stabilization Unit, holiday gifts for our Season of Hope, and much more. Contact Mary Rousis (mrousis@sjvmail.net) for current needs and help getting started.

Volunteer or help connect us with a group of volunteers to further the Villa mission:

From working in our Learning & Therapy Garden to providing fun experiences for our students, volunteers are a vital part of our work. Contact Mary Rousis (mrousis@sjvmail.net) about volunteer opportunities.

Serve on a Villa Committee (Finance, Investment, Advancement, Governance and others):

The insights and guidance from our committee members help ensure the Villa's goals are effectively met. Contact Caitlin Sneed (csneed@sjvmail.net) to get involved.

Like us on social media, and share 3 posts:

The Villa is on Facebook, Instagram, YouTube and LinkedIn, with a combined 6,400+ followers. Sharing our posts raises greater awareness of our programs!

Attend a student event on campus (Flag football, basketball, Villa Mile, prom, graduation):

Your encouragement means so much to our children and families! Upcoming events will be shared at board meetings and via email.

Make a gift to support a Villa client through the Giving Wall:

The Giving Wall is a Richmond-based digital platform that connects Villa clients in need with community members who want to provide direct financial help. Visit www.thegivingwall.org for current needs, or contact Drew Melson (dmelson@sjvmail.net) for information.

Take advantage of the PGA's 10% bonus by making a gift through Birdies for Charity:

When you donate to the Villa through Birdies for Charity before October 20, PGA Tours will add 10% to your gift! Contact Elizabeth Foster (efoster@sjvmail.net) for more information.

Show your Villa pride by wearing your swag:

We have t-shirts, hoodies, socks, and more! We're always refreshing our gear and would love your help getting the Villa name out in the community. Contact Caitlin Sneed (csneed@sjvmail.net) to get yours!

Treat yourself and a friend at the Villa Coffee Shop, our newest work training center:

The Villa Coffee Shop is the latest addition to our Career and Wellness Center in Cottage 4, run entirely by our students. Your visit will help them build communication, customer service, and other job readiness skills. Contact Caitlin Sneed (csneed@sjvmail.net) to make arrangements.