



ST. JOSEPH'S VILLA

We never stop believing in children and their families.



Corporation Board Report

February 4, 2025

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Finance

FY25 – December Results for the Villa:

- December is reporting ahead of budget for the first half of fiscal year 2025 – \$187 thousand.
- Dooley School actual v. budgeted enrollments are positive and the Education systems are ahead of budget \$413 thousand.
- Medicaid services are reporting behind revenue but are seeing employee cost savings, which is reducing the impact. The Medicaid services are experiencing varying degrees and reasons for budget variances and each is being reviewed in detail to determine appropriate responses.
- CSU is awaiting receipt of its awarded programmatic grant from RBHA through DBHDS. \$600 thousand per year for two years.
- The Annual Fund is in great shape already 90% of its annual goal only halfway through the year!!
- Cottage 5 is underway. A new entity has been created Housing Success Center, LLC, which will house the activity of the renovation and the sale of the tax credits upon completion and certification of the renovation costs. We have been very fortunate to have Dan Gecker guide and assist us through each step of the process, the next of which will consist of an operating agreement and lease between entities.

Audit process – FY24

- Audit of St. Joseph's Villa, Foundation and Housing Corp are all complete.

990s – FY24

- The next step is completion of the Form 990s for all four organizations.
- Returns are due to the IRS with an extended deadline of May 15th.
- The Finance Committee will review all four returns and each Board will receive a copy of their Form 990 prior to filing with the IRS.

Financial Statements

ST. JOSEPH'S VILLA
FY 2025 SUMMARY OPERATIONS REPORT
FOR SIX MONTHS ENDED DECEMBER 31, 2024 - Preliminary - UNAUDITED

1/15/2025

PROGRAM		ACTUAL*	FY2025 BUDGET*	F/(U) VAR	FY2024 ACTUAL*	FY25-FY24 F/(U) VAR
CHILDREN'S EDUCATIONAL SERVICES	REVENUE	2,074,067	2,103,339	(29,272)	1,592,667	481,399
	EXPENSE	(1,656,419)	(1,783,694)	127,275	(1,526,958)	(129,461)
	INDIRECT	(154,389)	(150,311)	(4,078)	(136,761)	(17,628)
	SUB-TOTAL	263,259	169,334	93,924	(71,052)	334,311
AUTISM EDUCATIONAL SERVICES	REVENUE	4,528,685	4,605,360	(76,675)	3,944,051	584,634
	EXPENSE	(2,924,792)	(3,327,809)	403,017	(2,645,255)	(279,538)
	INDIRECT	(230,712)	(223,548)	(7,163)	(193,437)	(37,275)
	SUB-TOTAL	1,373,181	1,054,003	319,178	1,105,359	267,822
FLAGLER HOUSING & HOMELESS SERVICES	REVENUE	1,503,018	1,571,297	(68,279)	1,416,487	86,531
	EXPENSE	(1,275,387)	(1,401,250)	125,863	(1,432,615)	157,228
	INDIRECT	(167,252)	(164,683)	(2,569)	(152,893)	(14,359)
	SUB-TOTAL	60,380	5,364	55,016	(169,021)	229,401
COMMUNITY TRAINING AND SUPPORT SERVICES	REVENUE	22,575	30,000	(7,425)	24,893	(2,318)
	EXPENSE	(63,022)	(70,997)	7,975	(61,570)	(1,452)
	INDIRECT	-	-	-	0	0
	SUB-TOTAL	(40,447)	(40,997)	550	(36,677)	(3,770)
DEVELOPMENTAL DISABILITIES SERVICES	REVENUE	669,493	744,293	(74,801)	609,109	60,384
	EXPENSE	(815,375)	(735,574)	(79,801)	(621,404)	(193,971)
	INDIRECT	(85,690)	(84,753)	(937)	(73,675)	(12,015)
	SUB-TOTAL	(231,572)	(76,034)	(155,538)	(85,969)	(145,603)
DAY TREATMENT SERVICES	REVENUE	606,958	769,867	(162,909)	527,796	79,162
	EXPENSE	(638,855)	(737,487)	98,632	(571,811)	(67,044)
	INDIRECT	(112,526)	(108,901)	(3,625)	(98,471)	(14,055)
	SUB-TOTAL	(144,422)	(76,521)	(67,901)	(142,485)	(1,937)
BEHAVIORAL HEALTH SERVICES	REVENUE	628,677	891,764	(263,087)	743,946	(115,269)
	EXPENSE	(785,034)	(827,404)	42,371	(843,979)	58,945
	INDIRECT	(93,126)	(76,486)	(16,640)	(69,120)	(24,006)
	SUB-TOTAL	(249,483)	(12,127)	(237,357)	(169,153)	(80,330)
CLIENT SUPPORT SERVICES	REVENUE	32,088	29,325	2,763	31,799	290
	EXPENSE	(350,349)	(337,860)	(12,489)	(292,520)	(57,829)
	INDIRECT	77,827	71,868	5,959	50,659	27,168
	SUB-TOTAL	(240,433)	(236,668)	(3,766)	(210,062)	(30,371)
AGENCY SUPPORT SERVICES	REVENUE	633,351	515,990	117,361	475,521	157,830
	EXPENSE	(1,749,054)	(1,785,456)	36,402	(1,484,363)	(264,691)
	INDIRECT	765,868	736,816	29,053	673,947	91,922
	SUB-TOTAL	(349,835)	(532,651)	182,816	(334,895)	(14,940)
* TOTAL REVENUE		10,698,912	11,261,235	(562,323)	9,366,268	1,332,644
TOTAL EXPENSE		(10,258,286)	(11,007,531)	749,245	(9,480,474)	(777,813)
TOTAL INDIRECT		0	(0)	0	248	(248)
TOTAL OPERATIONS		440,626	253,704	186,922	(113,958)	554,584

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

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

<u>Investment</u>	<u>Market Value</u>	
		at 1/28/25
Schwab - Funding ⁽²⁾	\$ 14,525	14,525
	<u>\$ 14,525</u>	
Brown:		
Schwab - 1184	\$ 1,830,794	1,926,892
Schwab - 2524	\$ 2,193,416	2,202,134
Schwab - 4472	\$ 0	0
Schwab - 6835	\$ 7,158,278	7,349,370
Schwab - 7192	\$ 611,072	634,914
Schwab - Gregg	\$ 347,237	357,017
	<u>\$ 12,140,796</u>	12,470,327
Vanguard:		at 1/28/25
Main	\$ 13,807,490	14,150,354
Gregg	\$ 404,436	414,479
Sub-total	<u>\$ 14,211,926</u>	14,564,833
Alternatives:		
Harbinger Class L ⁽¹⁾	\$ 820	
Harbinger Class PE ⁽¹⁾	\$ 4,801	
Sub-total	<u>\$ 5,621</u>	
Total Invested Balance	<u>\$ 26,372,867</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>\$ 26,372,867</u>	

Full Redemption Schedule for Alternatives

Harbinger Class L	Unknown
Harbinger Class PE	Unknown

St. Joseph's Villa Foundation
Portfolio Overview quarter ended **December 31, 2024**

	Fiscal 1st Quarter	Fiscal 2nd Quarter	Fiscal 3rd Quarter	Fiscal 4th Quarter	Since Inception (A)	Calendar 2024
	7/1/24 - 9/30/24	10/1/24 - 12/31/24	1/1/25 - 3/31/25	4/1/25 - 6/30/25		1/1/24-12/31/24
Beginning Market Value	25,797,563	27,407,266	26,372,867	26,372,867	23,200,587	25,109,299
Net Flows (Transfers-SJV)					(6,598,013)	(742,820)
Total Income/Expenses	(22,051)	(592,611)			(1,557,259)	(800,052)
Gross Earnings	1,631,753	(441,788)	-	-	11,327,552	2,806,439
Dividends/Capital Gains	128,176	443,921				816,431
Accrued Income						-
Realized	34,620	148,218				402,498
Unrealized	1,468,957	(1,033,928)				1,587,511
Ending Market Value	27,407,266	26,372,867	26,372,867	26,372,867	26,372,867	26,372,867

(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

Advancement

FY25 Fundraising Progress

Annual Giving:	\$861,304	Housing Success Center:	\$3,270,928
Gov. Grants:	\$2,147,433	Speaking/Training:	\$32,625
Private Grants:	\$873,000		

Total: \$3,914,363 (excluding Housing Success Center)

Annual Giving

- Thus far in FY25, the Annual Fund has raised \$561,132 (95% of our \$590,000 goal). We completed Larry Page's challenge, raising more than \$200,000 towards the effort that began on Giving Tuesday.
- The Thanksgiving appeal was fruitful, bringing in more than \$10,000 and the Tax Mailing dropped at the end of January to all donors who made personal gifts in 2024.

Grants and Major Gifts

- Thus far in FY25, we have been awarded more than \$873,000 in private grants and more than \$2.1 million in government grants. Of the private grants, \$631,000 is for Flagler, \$85,000 is for CATS, \$95,000 is for mental health, and \$70,000 is for capital needs.
- Recent private grants received: Scott Foundation \$50,000, Sauer Lewis \$50,000, Duff Trust \$5,000, Anonymous \$50,000, Publix \$10,000, Sentara \$40,000, Atlantic Union Bank \$5,000, United Way (2 grants) \$39,000, among others.
- We received a major gift from Claiborne Robins, bringing his total contribution to our capital project to \$1 million!
- We're already working on some grants for FY26 and have submitted LOIs to the Cameron Foundation and Bon Secours, both for Flagler Petersburg.

Planned Giving

- We received paperwork from an anonymous donor for a \$25,000 planned gift intention on January 13th.
- Current number of Archway Society members: 56 (32 legacy members and 24 living members)
- Mailed 43 Villa Calendars and 195 Holiday Cards to top planned giving prospects.
- P.J. is working with Stelter to track website traffic and beginning conversations to price out their email marketing services for FY2026. The email marketing serves as a tool to drive traffic to the planned giving website, and the content within those emails can be educational in nature or very targeted, but is all planned giving related.

Events and Trainings

- John has been busy with training! He has continued to provide training for Better Housing Coalition's client-facing team members to better ensure positive interactions with residents/clients and has continued to support Challenge Discovery Projects by providing individual/group supervisions for clinicians delivering services within Richmond City Schools and the surrounding communities.
- In December, John keynoted a virtual conference for a group in Phoenix focusing on childhood trauma and presented at LSU-Shreveport on Healing Centered Engagement. He was also invited to be the keynote at a virtual forum of the National Association of Social Workers on the state of youth mental health in America.
- Upcoming training highlights: Franklin County Schools; Rappahannock CSB (keynote); Virginia HeadStart; Health Brigade; Child Abuse Prevention conference put on by the VA Cooperative Extension services (keynote); Circles of Peace, Nogales, AZ; VA Association for the Education of the Young Child conference; Families Forward VA conference; Southeastern School Behavioral Health Conference; Southeastern School Climate Conference
- We hosted 16 friends for the annual Archway Society Holiday Lunch. It was a nice event that brought some new faces to campus and highlighted the importance of planned giving.
- Hard Hat Tours of Cottage 5 will begin this Spring. Please consider visiting and inviting friends.
- Registration is now open for the Innsbrook Classic on May 12th at the Federal Club! More information about teams and sponsorships can be found at innsbrookclassic.org. Thus far, we've raised nearly \$50,000!
- Save the date for our annual Donor Celebration on June 5th at the home of John Atkins.

Volunteers and Community Engagement

- Season of Hope served more than 400 families this year and provided more than 300 holiday meals to families in need. In addition to individual donors, 21 community groups hosted collection drives (big shout out to Capital One!), and volunteers contributed nearly 130 hours of service in December alone!
- Target selected the Villa to receive \$500 from their "Great Gift Together Program" which supports the needs of families over the holidays. Two Flagler families will receive bedding and household essentials.
- The Community Foundation awarded \$1,250 to support a MLK Day of Service volunteer project on 1/17/2024. Volunteers assembled "Fresh Start Baskets" for Flagler families.
- The Villa is the recipient of "The Giving Project" via Lewis Ginter Botanical Gardens. This program donates a winter clothing item each time one is purchased from the Victoria Leland collection.

Public Relations & Advocacy

- Our new website launched in December! Key new features include improved navigation, streamlined menus, accessibility tools, and dedicated program pages.
- Our second annual Villa Lobby Day will take place on February 5th, a few days after the House and Senate release their budgets. This will be a valuable opportunity to advocate for our services and strengthen relationships with legislators. Leadership from all service areas will participate, and will be joined by a few board members.
- Richmond Magazine's January article *Meeting the Next Generation's Needs* features the Crisis Receiving Center as a vital youth mental health resource.
- We're creating an in-house video to celebrate the groundbreaking of our Housing Success Center.

Operations

The Villa has been busy with holiday activities, celebrations, closing out the year, and planning for the new year. Our children and families participated in holiday parties, door decorating contests, Season of Hope shopping, and tree trimmings. Our students expressed their talents in two events, Light the Music Showcase and the 2nd Annual SDCA Talent Show. They sang, danced, shared comedy, and entertained their families and staff with their gifts!

Our staff also enjoyed the season with holiday luncheons, tree trimming happy hour, holiday bingo games, and an all-staff holiday party. As always, the end of the year was festive, fun and filled with fellowship!

Human Resources

- We have been approached by VAISEF (Virginia Association of Independent Specialized Education Facilities) and by Scott Insurance to consider exploring Captive Options and Health Care Consortiums for the provision of employee health care coverage. We have joined other private day school members of VAISEF in researching and evaluating current policies and comparing options.

Strategic Plan

- John Sarvay (Florican) completed the staff phase of the strategic planning process. He will present this draft to the board at the January meeting for review, input, and consideration. We hope to have final approval from the board in March 2025.

Risk Management

- New beacons were installed on the exterior of several buildings to alert staff and clients of an emergency when they are on the playground or outside.

The new year brought new challenges! The early January weather and local water contamination issues significantly impacted our campus. Several of our services were unable to open as scheduled after the holiday and remained closed for an additional week. Our facilities staff were diligent and did an awesome job ensuring the safety of our clients, staff and campus. We are now fully open and ready to re-boot the new year!