



Villa Foundation Board Report

December 4, 2024

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Operations

Services

- Commercial insurance billing has finally started to show some traction. We have been working on getting contracts since January 2024 when the new law went into effect. It is exciting to report that Anthem just approved a contract retroactive to June 2024! We will continue to pursue contracts with other private companies to allow us to maximize revenue sources.
- We undergo national accreditation every 4 years. This is a rigorous process that signifies that we excel in all aspects of our organization. We are up for renewal and our Council on Accreditation (COA) planning has officially started. Clinical and compliance staff have begun the planning for the Villa's yearlong self-study. This study will be submitted to COA prior to the site visit. The site visit is scheduled October 27 – 29, 2025.
- Flagler Housing and Homeless Services hosted a Landlord Appreciation Event on October 9. Many landlords from the Petersburg and Richmond area attended the celebration and several were acknowledged for their contribution to Flagler family's success.
- Richmond City's Mayor Stoney visited the Villa on October 17. He came to specifically address students at the Dooley Center for Alternative Education, Dooley School, and Sarah Dooley Center for Autism. He spoke to the students at length about his personal and professional journey and all the obstacles he faced. He modeled for and advised them on what they could do to be successful regardless of the challenges they faced. The students had the opportunity to ask questions and interact directly with the mayor.
- All services prepared and presented their quarterly reports. Operational results were very positive for the quarter.
- Matt Sheerin, Admissions and Community Relations Manager, hosted 70 Hanover County Public School Counselors on November 4. They toured SDCA and the CSU. This event was an effort to strengthen our partnership and share our value as an important community resource.
- Landmark Properties has hired Brittany Hawn as the new Property Manager for Hollybrook Apartments.

Human Resources

- On January 1, 2025, The Department of Labor will increase the minimum wage requirement of the Fair Labor Standards Act from \$43,888 to \$58,656. We completed an assessment of the categorization of our staff as exempt vs non-exempt and eligibility for the increase. The impact on our budget was less than \$40,000. Update: At the last minute on November 15, the regulation was overturned.
- CATS Director, Garland Guion and Senior Director, Matt Kreydatus did a training course for our management staff on building strong relationships and communication with staff.
- We held our annual Staff Fall Festival on October 30. Food and Beverage trucks, raffles, a pumpkin carving contest, and games filled the afternoon with fun and fellowship.
- Staffing remains a challenge, particularly finding qualified, experienced staff. We continue to see a workforce with mental health challenges, life struggles, and difficulty working with our populations.

Strategic Plan

- The development of the new strategic plan is well under way. A staff project team has been identified to oversee the process. John Sarvay (Florican) completed 4 of the six scheduled focus groups with our staff. He will continue meeting with staff and stakeholders through December. He will complete an initial strategic plan draft to be shared at the January Board meeting.

Operations

Risk Management

- As we drill and practice for emergency situations, we can identify gaps and areas of needed improvement. As such, we are:
 - upgrading our emergency alert system to make verbal announcements (rather than just sound an alarm) to ensure clarity if there is an event
 - moving the “panic buttons” from the computer (and having to log on) to the wall (hit a button) to save vital minutes in an emergency
 - installing beacons on the exterior of several buildings to ensure staff and clients receive warnings if they are outside
 - upgrading our walkie talkies to ensure communication reliability

Finance

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

- October is reporting ahead of budget for the four months of FY25 – \$163 thousand.
- 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.
- Medicaid services are reporting behind revenue but are seeing employee cost savings, which is reducing the impact.
- Although enrollment is in excess of budget, OBT licensed staff have just recently been hired so the program will see an impact in the billable hours at licensed staff rates that have been lacking thus far.
- Day Support is experiencing lags in authorizations at the local and state level delaying billing of services provided.
- The Annual Fund is in great shape at 190% of its goal thus far in FY25, and 44% of its annual goal, due to several large gifts and one challenge gift.
- CSU is awaiting receipt of its awarded programmatic grant from RBHA through DBHDS. \$600 thousand per year for two years.

- **Audit process – FY24**

- Audit of the SJV Foundation is complete and financial statements are in the review stage.
- Audit of St. Joseph's Villa is mostly complete. The numbers are set but there is some review still to be finished. The draft financial statement will be presented by Keiter on 11/19/24 at the finance committee meeting.
 - One item of note includes a restatement of the prior year 2023 financial statements with regard to the deferred compensation liability that became payable as Kathleen Barrett retired 6/30/23. This liability was recorded as of 6/30/2023 and will be paid down over the course of the agreement.
 - New accounting standard for Financial Instruments – Credit Losses required additional considerations in the estimation of credit loss. An allowance of uncollectible receivables was booked as of 6/30/2024.

Financial Statements

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

11/12/2024

PROGRAM		ACTUAL*	FY2025 BUDGET*	F/(U) VAR	FY2024 ACTUAL*	FY25-FY24 F/(U) VAR
CHILDREN'S EDUCATIONAL SERVICES	REVENUE	1,355,411	1,346,886	8,525	894,647	460,764
	EXPENSE	(1,006,355)	(1,057,436)	51,081	(889,166)	(117,189)
	INDIRECT	(94,496)	(91,658)	(2,838)	(79,294)	(15,202)
	SUB-TOTAL	254,560	197,792	56,768	(73,812)	328,372
AUTISM EDUCATIONAL SERVICES	REVENUE	3,116,120	3,150,840	(34,720)	2,679,697	436,424
	EXPENSE	(1,853,078)	(2,029,000)	175,922	(1,638,526)	(214,553)
	INDIRECT	(137,675)	(137,944)	269	(118,810)	(18,865)
	SUB-TOTAL	1,125,367	983,896	141,471	922,361	203,006
FLAGLER HOUSING & HOMELESS SERVICES	REVENUE	929,191	1,008,461	(79,269)	845,201	83,990
	EXPENSE	(808,392)	(885,787)	77,396	(850,162)	41,771
	INDIRECT	(99,714)	(99,065)	(649)	(94,582)	(5,133)
	SUB-TOTAL	21,085	23,608	(2,523)	(99,543)	120,628
COMMUNITY TRAINING AND SUPPORT SERVICES	REVENUE	5,525	24,000	(18,475)	20,143	(14,618)
	EXPENSE	(38,167)	(42,991)	4,823	(37,543)	(624)
	INDIRECT	-	-	-	0	0
	SUB-TOTAL	(32,642)	(18,991)	(13,652)	(17,401)	(15,241)
DEVELOPMENTAL DISABILITIES SERVICES	REVENUE	455,041	496,734	(41,693)	345,444	109,597
	EXPENSE	(514,385)	(458,611)	(55,774)	(374,995)	(139,390)
	INDIRECT	(49,760)	(52,073)	2,313	(44,734)	(5,026)
	SUB-TOTAL	(109,104)	(13,950)	(95,155)	(74,285)	(34,819)
DAY TREATMENT SERVICES	REVENUE	409,946	482,963	(73,017)	310,501	99,445
	EXPENSE	(401,575)	(445,975)	44,400	(351,530)	(50,045)
	INDIRECT	(66,265)	(67,136)	870	(60,600)	(5,665)
	SUB-TOTAL	(57,894)	(30,147)	(27,746)	(101,628)	43,735
BEHAVIORAL HEALTH SERVICES	REVENUE	445,785	594,509	(148,725)	513,014	(67,229)
	EXPENSE	(480,720)	(516,701)	35,981	(506,622)	25,902
	INDIRECT	(60,340)	(47,302)	(13,038)	(42,792)	(17,548)
	SUB-TOTAL	(95,275)	30,506	(125,781)	(36,400)	(58,875)
CLIENT SUPPORT SERVICES	REVENUE	21,078	20,550	528	16,921	4,156
	EXPENSE	(207,393)	(219,532)	12,139	(177,543)	(29,850)
	INDIRECT	39,453	51,802	(12,349)	33,304	6,148
	SUB-TOTAL	(146,863)	(147,181)	318	(127,317)	(19,546)
AGENCY SUPPORT SERVICES	REVENUE	339,764	159,660	180,104	122,733	217,031
	EXPENSE	(1,088,407)	(1,112,584)	24,177	(909,565)	(178,842)
	INDIRECT	468,798	443,376	25,423	407,755	61,043
	SUB-TOTAL	(279,845)	(509,548)	229,704	(379,076)	99,231
* TOTAL REVENUE		7,077,861	7,284,603	(206,742)	5,748,301	1,329,560
TOTAL EXPENSE		(6,398,472)	(6,768,618)	370,146	(5,735,651)	(662,821)
TOTAL INDIRECT		0	(0)	0	248	(248)
TOTAL OPERATIONS		679,389	515,985	163,404	12,898	666,491

* 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 October 31, 2024)

<u>Investment</u>	<u>Market Value</u>
Schwab - Funding ⁽²⁾	\$ 14,521
	<u>\$ 14,521</u>
Brown:	
Schwab - 1184	\$ 1,774,563
Schwab - 2524	\$ 2,197,194
Schwab - 4472	\$ 0
Schwab - 6835	\$ 7,490,889
Schwab - 7192	\$ 608,852
Schwab - Gregg	\$ 355,358
	<u>\$ 12,426,856</u>
Vanguard:	
Main	\$ 13,977,870
Gregg	\$ 409,434
Sub-total	<u>\$ 14,387,304</u>
Alternatives:	
Harbinger Class L ⁽¹⁾	\$ 820
Harbinger Class PE ⁽¹⁾	\$ 4,801
Sub-total	<u>\$ 5,621</u>
Total Invested Balance	<u>\$ 26,834,302</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>\$ 26,834,302</u>

Full Redemption Schedule for Alternatives

Harbinger Class L	Unknown
Harbinger Class PE	Unknown

St. Joseph's Villa Foundation
Portfolio Overview quarter ended **September 30, 2024**

	Fiscal 1st Quarter	Fiscal 2nd Quarter	Fiscal 3rd Quarter	Fiscal 4th Quarter	Since Inception	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	(A)	1/1/24-12/31/24
Beginning Market Value	25,797,563	27,401,645	27,401,645	27,401,645	23,200,587	25,109,299
Net Flows (Transfers-SJV)					(6,598,013)	(742,820)
Total Income/Expenses	(22,051)				(964,649)	(207,441)
Gross Earnings	1,626,132	-	-	-	11,763,719	3,242,607
Dividends/Capital Gains	128,176					372,510
Accrued Income						-
Realized	34,620					254,280
Unrealized	1,463,336					2,615,818
Ending Market Value	27,401,645	27,401,645	27,401,645	27,401,645	27,401,645	27,401,645

(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

90 - Special Projects
8624 - 908624 SJV Foundation

	October			4 months ended October 31, 2024			Remaining	
	Month Actual	Month Budget	Month Budget Variance	YTD Actual	YTD Budget	YTD Budget Variance	Annual Budget	Budget
EXPENDITURES								
Employee Cost	\$ 7,083	\$ 6,918	\$ (165)	\$ 26,229	\$ 30,121	\$ 3,892	\$ 105,295	\$ 79,066
Professional Fees	9,000	9,000	0	10,025	9,000	(1,025)	18,995	8,970
Supplies	0	10	10	0	40	40	120	120
Telephone Expense	3	0	(3)	10	0	(10)	0	(10)
Postage and Delivery	455	275	(180)	455	391	(64)	1,366	911
Insurance	1,072	1,072	(0)	4,290	4,290	0	12,870	8,580
Printing and Publications	1,255	750	(505)	1,255	1,375	120	4,275	3,020
Vehicles and Transportation	749	0	(749)	1,149	0	(1,149)	1,500	351
Membership Dues	325	0	(325)	524	900	376	1,805	1,281
Technology	0	0	0	0	0	0	5,000	5,000
Miscellaneous	1,325	875	(450)	2,354	5,750	3,396	12,650	10,296
Total EXPENDITURES	\$ 21,267	\$ 18,900	\$ (2,367)	\$ 46,291	\$ 51,867	\$ 5,576	\$ 163,876	\$ 117,585

Advancement

FY25 Fundraising Progress

Annual Giving: \$316,603
Grants: \$1,833,867

Housing Success Center: \$2,041,000
Speaking/Training: \$7,200

Total: \$4,198,670

Annual Giving

- Thus far in FY25, the Annual Fund has raised \$281,612 (48% of our \$590,000 goal). December is historically the highest-performing month for the annual fund, so we expect see a big leap towards our goal at the January meeting.
- The Thanksgiving appeal was sent to more than 1,000 people earlier this month, and in December we will send out SJV calendars and hand-written holiday cards to more than 400 donors.
- Our digital Giving Tuesday campaign was yesterday, and we used it to launch our “Twice the Good Challenge” to match Larry Page’s \$100,000 gift.
- Birdies for Charity wrapped up in October and was another record-breaking success for the Villa, raising over \$40,000! Payment will come in December so this is not reflected in the current totals.

Grants and Major Gifts

- Thus far in FY25, we have been awarded \$580,500 in private grants, and \$1.2 million in government grants, with more than \$1.5 Million in requests currently pending.
- For the first time, we received two major grants from Capital One in one year!
- Since the last meeting, we have been awarded grants from Capital One, Walmart, the Jenkins Foundation, Regirer Foundation, Universal Leaf, Christmas Mother, Altria, REB Foundation, and Memorial Foundation for Children.

Planned Giving

- In FY24, the Archway Society welcomed 5 new members and 3 Members increased their gift allocation.
- On Friday, December 13th, we will host our third annual Archway Society Holiday Luncheon.
- When looking through the archives, Jenny came across the files of 16 previously unknown Archway Society members. The dates on the files ranged from the late 1800's through the 1950's.
- P.J. Shaver attended the NACGP Conference in Orlando from Oct 28-30.
- We are working to better identify and code QCD gifts and gifts from Donor Advised Funds and have a greater focus on asset-based fundraising (Stocks, IRAs, DAFs).
- Fall mailing was a donor feature on Patsy McNamara that went to 594 households.
- We've begun mailing or 70½ Birthday cards!

Events and Trainings

- So far in FY25, we have already hosted or benefited from 6 events. This includes an on-campus reception to recognize landlords who offer housing to our Flagler clients.
- In November, the Villa hosted a “History Hotspot,” highlighting the campus and organizational history for a group of Valentine Museum donors.
- Upcoming events include: the holiday antique car parade (12/5), the Archway Society luncheon (12/13), and next year’s Innsbrook Classic (5/12/25).

Volunteers and Community Engagement

- This fall, we welcomed five volunteer groups to support initiatives related to the Villa garden, food pantry, and Flagler services.
- On November 6th, we partnered with Capital One to kick off the Season of Hope event at their West Creek campus. Volunteer opportunities for this event are filling up quickly, and gifts are already coming in via your Amazon wish list. In addition to the support from Capital One, eight community partners are hosting collection drives for toys, food, gift cards, and household items.
- In October, we received \$3,500 from the Richmond Christmas Mother to help with winter coats and clothing for those in need.
- Capital One awarded a \$50,000 grant to complete enhancement projects for Cottage 4, which was supported by nearly 50 volunteers on a single day in November. The volunteers upgraded student work training spaces, including a new podcast room and pizza kitchen. The funding also supported updating kitchen equipment for our culinary services to maintain a safe and efficient work environment.

Marketing Communications

- We mailed our fall Villa Views newsletter in mid-October to more than 3,800 recipients, and followed it with our e-newsletter.
- Our FY24 Annual Impact Report “Resilience in Action” is in the final stages of production. It will be mailed to nearly 700 supporters and is expected to reach homes before Thanksgiving.
- Drew Melson met with faculty from the ACE (Advanced Career Education) Center Printshop at Hermitage High School. We are exploring ways to collaborate and transition some of our printing needs to support their program. HCPS students have already completed one print project for us!
- Our Staff Legislative Committee continues to work with our lobbyist, Elizabeth Parker, to define our legislative priorities prior to the 2025 Virginia General Assembly. We are planning our second annual Villa Lobby Day for Wednesday, February 5th. Stay tuned for more details!
- We are preparing to launch our new Villa website! Content has been revamped across all pages and we have streamlined navigation to improve the user experience. A prototype will soon be ready for review and final feedback.

On this day in Villa history...

1848

Be it enacted by the General Assembly, Timothy O'Brien, John Dooley, Edward McAdams, John Ahev and John S. Gallaher, and they are hereby appointed trustees of St. Joseph's Female Academy and Orphan Asylum in the City of Richmond, instituted for the support and education of destitute female orphan children.

November 13, 1915

On motion of Mr. Dooley, the Building Committee was authorized to loan \$3,000 of its funds to Sister Rose, entitled Sister Servant, to be used for the immediate wants of the Asylum, for which she shall give her due bill payable on demand with interest of 5% per annum.

December 7, 1922

A special meeting was called of the Board of Trustees of St. Joseph's Academy and Orphan Asylum, held at 4:30 at 312 N. 4th Street. President, Rt. Rev. D.J. O'Connell stated the object of the meeting was to offer a resolution of condolence on the death of our departed member, Major Jas. H. Dooley.

September 21, 1925

At 5:00 p.m., 312 N. 4th Street, a special meeting was called by the president. The purpose of the meeting was to pass a resolution of acceptance by the Board of the Dooley Legacy of \$3,000,000. The resolution, read by the secretary, was passed unanimously by the Board.

October 29, 1948

On a motion made by Mr. Hagan and seconded by Sister Benedicta, Sister Celeste was authorized by the Board to sell the old school bus for \$500.

December 11, 1966

The Talley Neon Sign Company requested permission from the Board to erect a sign for Aunt Sara's Pancake House on our property. The Board decided not to do so.

Roanoke Vending Machine Company donated a jukebox and Mr. Boyd Alley made all necessary repairs and adjustments for he cost of parts only.

1868		November	
Cash in hand			\$988 95
Contributions from Cathedral	\$ 34 77		
Donations	10 30		
Cash from Children's Relations	59 00		
for Children's work Tayloring	48 75		
" " " Plain Sewing	23 97		
Tuition Day School	220 00		
" " " "	29 43		
for fuel	27 00		
Books sold in school	25 48		
			\$ 489 22
Marketing One month	\$ 72 29		
Greens \$76.38, Marketing \$7.20	83 88		
to J. H. Walsh for books	90 00		
" Taylor for shoes	36 70		
Rebimms Children's Shoes	17 80		
Bread bill \$82.00, Corn Meal \$14.00	96 00		
Iron Goods \$6.67, Express \$3.00	9 67		
Cash to St. Joseph's	350 00		
Children's Bonnets lining	50 00		
Mrs. Byron's Wages	8 00		
Iron Box, Altar Wine	6 50		
Cash to Mr. Whelan	5 00		
" " Robt Murphy - Taylorist	12 00		
Repairing Furnace	10 75		
Marketing expended &c. &c.	32 75		
			\$ 883 34

November 1868 Financial Report to the Board



**ST. JOSEPH'S
VILLA**