

# **JFS Financial Statements**

**August 2025**

# JFS Statement of Activity vs. Budget - Month

	<u>August Month-end</u>				
	Actual	Budget	over Budget	% of Budget	Revised Budget
<b>Revenue</b>					
<b>40000 Revenue</b>					
<b>40100 Individual Contributions</b>	3,098	5,100	(2,002)	61%	43,401
<b>41000 Campaigns</b>	23,307	0	23,307	116533200%	171,714
<b>42000 Allocations</b>	-	1,875	(1,875)	0%	172,855
<b>43000 Special Events</b>	-	-	-		-
<b>44000 Contracts</b>					
State Contracts	122,266	126,179	(3,913)	97%	1,199,009
HIAS Contracts	97,381	94,088	3,294	104%	757,928
Fellowship Contract	-	-	-		137,519
Other Contracts	12,141	64,354	(52,213)	19%	323,527
<b>Total Contracts</b>	<b>231,788</b>	<b>284,621</b>	<b>(52,832)</b>	<b>81%</b>	<b>2,417,984</b>
<b>44500 Counseling Fees</b>	144,628	217,325	(72,697)	67%	2,106,982
<b>45000 Corporations</b>	15,035	4,033	11,001	373%	165,067
<b>46000 Program Fees Income</b>	14,425	26,965	(12,539)	53%	279,807
<b>47000 Foundations</b>	20,000	-	20,000		214,133
<b>48000 Other Income</b>	1,937	-	1,937		147,566
<b>Total Revenue</b>	<b>454,218</b>	<b>539,918</b>	<b>(85,701)</b>	<b>84%</b>	<b>5,719,509</b>
<b>Expenditures</b>					
<b>50000 Payroll Expenses and Fringe</b>	426,503	594,474	(167,971)	72%	5,726,911
<b>60000 Professional Fees</b>	30,487	27,436	3,051	111%	373,288
<b>70000 Occupancy</b>	15,454	14,630	825	106%	172,900
<b>74000 Program Expenses</b>	38,703	8,300	30,403	466%	220,092
<b>75000 Staff Field Expense</b>	1,883	8,973	(7,090)	21%	102,023
<b>76000 Operations Expenses</b>	22,481	29,608	(7,127)	76%	385,682
<b>77000 Equipment /Computer Expenses</b>	17,648	19,048	(1,401)	93%	258,999
<b>78000 Facilities and Equipment</b>	-	-	-		-
<b>CEO Discretionary Expense</b>	114	732	(618)	16%	6,119
<b>Contract Admin Expenses</b>	-	-	-		-
<b>Allocation from M&amp;G</b>	-	(1,500)	1,500	0%	16,765
<b>Ask My Accountant</b>	(199)	-	(199)		-
<b>96510 Bank Service Charges</b>	-	-	-		15
<b>Total Expenditures</b>	<b>553,074</b>	<b>701,702</b>	<b>(148,628)</b>	<b>79%</b>	<b>7,262,796</b>
<b>Net Operating Revenue</b>	<b>(98,857)</b>	<b>(161,784)</b>	<b>62,927</b>	<b>61%</b>	<b>(1,543,287)</b>

# JFS Statement of Activity vs. Budget – Month Cont.

	<u>August Month-end</u>				
	Actual	Budget	over Budget	% of Budget	Revised Budget
Other Revenue					
91000 Investment Gains & Losses	490	1,700	(1,210)	29%	37,500
Total Other Revenue	<b>490</b>	<b>1,700</b>	<b>(1,210)</b>	<b>29%</b>	<b>37,500</b>
Other Expenditures					
93000 Depreciation	1,064	2,200	(1,136)	48%	26,400
Total Other Expenditures	<b>1,064</b>	<b>2,200</b>	<b>(1,136)</b>	<b>48%</b>	<b>26,400</b>
Net Other Revenue	<b>(574)</b>	<b>(500)</b>	<b>(74)</b>	<b>115%</b>	<b>11,100</b>
Net Revenue	<b>(99,431)</b>	<b>(162,284)</b>	<b>62,853</b>	<b>61%</b>	<b>(1,532,187)</b>
Restricted Funds Released	42,394	60,955	(18,561)	70%	813,268
Bottom Line Profit/(Loss)	<b>(57,037)</b>	<b>(101,329)</b>	<b>44,292</b>	<b>56%</b>	<b>(718,919)</b>

# August Bottom Line Loss is (\$57k), \$44k higher than budget

## Revenue – (\$85.7k) lower than budget, primarily driven by

- **Campaigns** – \$23k higher than budget primarily driven by early Friends donations
- **Foundations** – \$20k higher than budget primarily driven by Your Meet the Moment grant
- **Contracts** – (\$52.8k) lower than budget primarily driven by Contract - Other (\$52k) (planned HIAS carryover)
- **Counseling Fees** – (\$72.7k) lower due to lower PBH revenue
- **Corporations** - \$11k higher due to timing of TD Bank grant for RISE
- **Program Fees** – (\$12.5k) lower than budget driven by (\$9.1k) lower COMPASS primarily due to lower counseling revenue and (\$3.4k) lower Care Navigation billings

## Expenditures – (\$148.6k) lower than budget, primarily due to

- **Payroll Expenses** – (\$168k) lower than budget
- **Program Expenses** – \$30.4k higher due to Crisis Assistance in RISE and PSSF.

# JFS Statement of Activity vs. Budget - YTD

	<u>August YTD</u>				
	Actual	Budget	over Budget	% of Budget	Revised Budget
<b>Revenue</b>					
<b>40000 Revenue</b>					
40100 Individual Contributions	39,870	38,401	1,469	104%	43,401
41000 Campaigns	90,655	39,998	50,657	227%	171,714
42000 Allocations	338,923	169,105	169,818	200%	172,855
43000 Special Events	-	-	-		-
<b>44000 Contracts</b>					
State Contracts	895,779	864,546	31,234	104%	1,199,009
HIAS Contracts	646,651	663,841	(17,189)	97%	757,928
Fellowship Contract	134,270	137,519	(3,249)	98%	137,519
Other Contracts	65,883	222,231	(156,348)	30%	323,527
<b>Total Contracts</b>	<b>1,742,584</b>	<b>1,888,136</b>	<b>(145,553)</b>	<b>92%</b>	<b>2,417,984</b>
44500 Counseling Fees	1,144,159	1,200,115	(55,956)	95%	2,106,982
45000 Corporations	125,035	118,933	6,101	105%	165,067
46000 Program Fees Income	121,954	167,749	(45,795)	73%	279,807
47000 Foundations	160,500	90,500	70,000	177%	214,133
48000 Other Income	218,632	147,566	71,066	148%	147,566
<b>Total Revenue</b>	<b>3,982,311</b>	<b>3,860,504</b>	<b>121,807</b>	<b>103%</b>	<b>5,719,509</b>
<b>Expenditures</b>					
50000 Payroll Expenses and Fringe	3,558,357	3,709,526	(151,168)	96%	5,726,911
60000 Professional Fees	246,619	274,822	(28,203)	90%	373,288
70000 Occupancy	112,664	114,381	(1,717)	98%	172,900
74000 Program Expenses	255,317	203,817	51,500	125%	220,092
75000 Staff Field Expense	59,206	46,067	13,139	129%	102,023
76000 Operations Expenses	271,582	265,728	5,854	102%	385,682
77000 Equipment /Computer Expenses	157,639	163,877	(6,238)	96%	258,999
78000 Facilities and Equipment	-	-	-		-
CEO Discretionary Expense	1,212	3,199	(1,988)	38%	6,119
Contract Admin Expenses	-	-	-		-
Allocation from M&G	-	(3,000)	3,000	0%	16,765
Ask My Accountant	(199)	-	(199)		-
96510 Bank Service Charges	-	15	(15)	0%	15
<b>Total Expenditures</b>	<b>4,662,397</b>	<b>4,778,431</b>	<b>(116,035)</b>	<b>98%</b>	<b>7,262,796</b>
<b>Net Operating Revenue</b>	<b>(680,086)</b>	<b>(917,928)</b>	<b>237,842</b>	<b>74%</b>	<b>(1,543,287)</b>

# JFS Statement of Activity vs. Budget – YTD Cont.

	<u>August YTD</u>				
	Actual	Budget	over Budget	% of Budget	Revised Budget
<b>Other Revenue</b>					
<b>91000 Investment Gains &amp; Losses</b>	51,227	19,300	31,927	265%	37,500
<b>Total Other Revenue</b>	<b>51,227</b>	<b>19,300</b>	<b>31,927</b>	<b>265%</b>	<b>37,500</b>
<b>Other Expenditures</b>					
<b>93000 Depreciation</b>	8,514	17,600	(9,086)	48%	26,400
<b>Total Other Expenditures</b>	<b>8,514</b>	<b>17,600</b>	<b>(9,086)</b>	<b>48%</b>	<b>26,400</b>
<b>Net Other Revenue</b>	<b>42,713</b>	<b>1,700</b>	<b>41,013</b>	<b>2513%</b>	<b>11,100</b>
<b>Net Revenue</b>	<b>(637,373)</b>	<b>(916,228)</b>	<b>278,855</b>	<b>70%</b>	<b>(1,532,187)</b>
<b>Restricted Funds Released</b>	625,194	592,565	32,629	106%	813,268
<b>Bottom Line Profit/(Loss)</b>	<b>(12,179)</b>	<b>(323,663)</b>	<b>311,484</b>	<b>4%</b>	<b>(718,919)</b>

# August YTD Bottom Line Loss is (\$12.2k), \$311.5k higher than budget

## Revenue – \$121.8k higher than budget, primarily driven by

- **Campaigns** – \$50.7k higher than budget primarily driven by early Friends donations
- **Allocations** – \$170k higher than budget driven by \$110k higher Grant in Aid, \$46k higher United Way of Delaware and \$10k higher Jewish Federation allocation
- **Foundations** – \$70k higher than budget primarily driven by timing of Middle Run Charitable Foundation grant and Your Meet the Moment grant
- **Other Income** – \$71.1k higher than budget primarily driven by Accounts Payable write-offs (duplicate entries)
- **Contracts** – (\$145.6k) lower than budget primarily driven by Contract - Other (\$104k) (planned HIAS carryover)
- **Program Fees** – (\$45.8k) lower than budget driven by lower COMPASS primarily due to lower counseling revenue and lower Care Navigation billings.
- **Counseling Fees** – (\$56k) lower than budget primarily driven by lower PBH counseling revenue (\$69k) and lower Prescribers (\$9k), partially offset by higher Full Time and Fee for Service therapy \$23k

## Expenditures – (\$116k) lower than budget, primarily due to

- **Payroll Expenses** – (\$151.2k) lower than budget
- **Professional Fees** – (\$28k) lower due to timing and grant writer's reduced hours.
- **Program Expenses** – \$51.5k higher due to Crisis Assistance in RISE and PSSF
- **Staff Field Expenses** – \$13.1k higher staff training (\$19k SPACE training for OBH staff)

# JFS Development

Revenue Source	Budgeted goal for year	YTD Progress	Remaining Needed
Grants	552,055	624,457	(72,402)
Individual Donors	38,401	39,870	(1,469)
Campaigns	39,998	90,655	(50,657)
Totals	630,454	754,982	(124,528)

## Grants Received in August 2025

Your Meet the Moment	20,000
TD Bank	15,000
<b>Total</b>	<b>35,000</b>

# JFS Statement of Financial Position

## ASSETS

### Current Assets

Bank Accounts	422,523
Accounts Receivable	1,281,512
Other Current Assets	-

<b>Total Current Assets</b>	<b>1,704,034</b>
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<b>Fixed Assets</b>	<b>252,094</b>
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### Other Assets

18000 Prepays	56,864
18510 ROU Asset	377,098
19000 Investments	448,870
19500 Security Deposits	5,949

<b>Total Other Assets</b>	<b>888,780</b>
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<b>TOTAL ASSETS</b>	<b>2,844,909</b>
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## LIABILITIES AND NET ASSETS (EQUITY)

### Liabilities

#### Current Liabilities

Accounts Payable	79,880
Other Current Liabilities	210,021

<b>PNC Line of Credit</b>	<b>250,000</b>
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<b>Long-term Liabilities</b>	<b>375,137</b>
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<b>Total Liabilities</b>	<b>915,038</b>
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### Net Assets (Equity)

Unrestricted Net Assets	1,833,344
Purpose Driven Restrictions*	452,137
Donor Driven Endowment Funds	282,282
Net Revenue	(637,891)

<b>Total Net Assets (Equity)</b>	<b>1,929,871</b>
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<b>TOTAL LIABILITIES AND NET ASSETS (EQUITY)</b>	<b>2,844,909</b>
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\*Total unspent restricted program revenue

# JFS YTD Statement of Cash Flows – Operating Activities

## OPERATING ACTIVITIES

Net Revenue	(637,891)
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
11100 Accounts Receivable:Clients and Other	37,243
11101 Accounts Receivable:Grants Receivables	80,828
11102 Accounts Receivable:Insurance Reimbursement	(365,647)
11107 Accounts Receivable:Accounts Receivable - CCC	(34,280)
20000 Accounts Payable	50,208
28300 PNC Credit Card	(129,651)
28300-01 PNC Credit Card:PNC Card - Renna	3,317
28300-02 PNC Credit Card:PNC Credit Card - Jill	(458)
28300-03 PNC Credit Card:PNC Credit Card - Dee	86,392
28300-04 PNC Credit Card:PNC Credit - Sophie	2,225
28300-05 PNC Credit Card:PNC Credit Card - Jenevive	(13)
28300-06 PNC Credit Card:PNC Card - Liberty	2,327
28300-07 PNC Credit Card:PNC Credit Card - Lisa	806
28300-08 PNC Credit Card:PNC Credit Card - John	4,467
28300-09 PNC Credit Card:PNC Credit Card - Wendell	481
28300-10 PNC Credit Card:PNC Credit Card - Liberty New	15,312
28400 Elan Credit Card - CCC	-
21100 Payroll Liabilities:Social Security Withholding	(125)
21101 Payroll Liabilities:Medicare Withholding	(29)
21102 Payroll Liabilities:Federal Withholding	(5)
21103 Payroll Liabilities:Delaware Withholding	(26)
21104 Payroll Liabilities:Local Tax Withholding	-
21105 Payroll Liabilities:Child Support Liability	-
21106-1 Payroll Liabilities:Dental, Vision, Other Insurance Payable:Dental & Vision Payable	1,135
21106-2 Payroll Liabilities:Dental, Vision, Other Insurance Payable:Other Insurance Payable	(88)
22101 Accrued Expenses:Accrued Payroll	(109,165)
22102 Accrued Expenses:Accrued Vacation Pay	(69,607)
22104 Accrued Expenses:Accrued 401k Match-current year	45,945
22105 Accrued Expenses:Accrued Expenses Agency	(43,803)
24400 Other Current Liabilities:Deferred Revenue - Current	(15,582)
24460 Other Current Liabilities:CCC Counseling Revenue Payable	(2,430)
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	(440,222)
Net cash provided by operating activities	(1,078,113)

# JFS Statement of Cash Flows – Investing Activities

## INVESTING ACTIVITIES

16050 Fixed Assets:Construction in Progress	-
16102 Fixed Assets:Leasehold Improvements	(200,680)
17100 Accumulated Depreciation:A/D Furniture & Fixtures	209
17102 Accumulated Depreciation:A/D Leasehold Improvements	8,306
18100-1a Prepaids:Prepaid Insurance:Prepaid Insurance - General	(15,679)
18100-1b Prepaids:Prepaid Insurance:Prepaid Insurance - Directors & Officers	(356)
18100-1c Prepaids:Prepaid Insurance:Prepaid Insurance - Cyber Liability	(2,442)
18100-1d Prepaids:Prepaid Insurance:Prepaid Insurance - Property	(350)
18100-2 Prepaids:Prepaid Insurance:Prepaid Insurance - Workman's Comp	(267)
18101 Prepaids:Prepaids - Other	11,875
18102-1 Prepaids:Prepaid - Benefits:Prepaid - Benefits - Medical	15,135
18102-3 Prepaids:Prepaid - Benefits:Prepaid - Benefits - Medicare & Supplementary Ins	(771)
18510-1 ROU Asset:ROU Asset - Newark Office	24,509
18510-2 ROU Asset:ROU Asset - Copier Lease	24,161
18510-3 ROU Asset:ROU Asset - Wilmington Office Lease	51,218
19010 Investments:Donated Investments	-
19101 Investments:Delaware Community Foundation:Delaware Comm Found Gen Fund	50,676
19102 Investments:Delaware Community Foundation:Grayson Fund	(264)
19103 Investments:Delaware Community Foundation:Evelyn & Jacob Zatuchni Fund	6,624
19104 Investments:Delaware Community Foundation:Tanny Fund	2,131
19201 Investments:Jewish Fund for the Future:Tanny Fund 2	(1,168)
19202 Investments:Jewish Fund for the Future:Pizor Fund	(4,014)
19203 Investments:Jewish Fund for the Future:Sloan Fund	(2,772)
19204 Investments:Jewish Fund for the Future:Volunteer Network Fund	(1,212)
19205 Investments:Jewish Fund for the Future:Barrett Fund	(673)
19206 Investments:Jewish Fund for the Future:Engelmann Fund	(713)
19207 Investments:Jewish Fund for the Future:Blumberg Fund	(550)
19208 Investments:Jewish Fund for the Future:Weiss Fund	(259)
19209 Investments:Jewish Fund for the Future:Zatuchni Family Endowment Fund	(603)
19210 Investments:Jewish Fund for the Future:Jewish Fund Future Gen Fund	(1,888)
19211 Investments:Jewish Fund for the Future:Ruth Balick Legacy Fund	(996)
Net cash provided by investing activities	<b>(40,814)</b>

# **JFS Statement of Cash Flows – Financing Activities**

## **FINANCING ACTIVITIES**

25250 Other Long Term Liabilities	-
28010-1 Lease Liability:Lease Liability - Newark Office	(24,435)
28010-2 Lease Liability:Lease Liability - Copiers	(24,161)
28010-3 Lease Liability:Lease Liability - Wilmington Office	(53,253)
30100 Opening Balance Equity - CCC	228,949
33100 Unrestricted Net Assets - CCC	235,214
Net cash provided by financing activities	<b>362,315</b>
Net cash increase for period	<b>(756,613)</b>
Cash at beginning of period	1,179,135
Cash at end of period	<b>422,523</b>

# **Restricted Net Assets**

All number presented on cash basis , not accrual basis.

# Restricted Net Assets by Program

	12/31/2024	Individual Contributions	Grants	Admin - 20% unless otherwise specified	Adjustments	Expenditures	08/31/2025	Portion of month end balance leftover from Previous Year
RESTRICTED FUNDS								
Restricted Funds, by Program:								
Counseling	49,626	-	50,000	10,000	-	45,540	48,127	17,887
Community & Support Services	353,458	-	145,500	29,100	-	187,809	282,049	170,284
RISE	128,846	9,354	20,000	5,871	-	113,520	38,809	21,329
COMPASS	75,219	2,355	-	471	-	43,883	33,220	720
Management & General	282,887	1,485	-	-	-	234,442	49,931	47,362
Total Restricted	890,037	13,194	215,500	45,442	-	625,194	452,137	257,582
Restricted Funds, by Source:								
State ARPA	114,947	-	-	-	-	62,102	52,845	70,694
NCC ARPA	175,990	-	-	-	-	104,162	71,828	-
Other Restricted	599,101	13,194	215,500	45,442	-	458,931	327,463	186,888
Total Restricted	890,037	13,194	215,500	45,442	-	625,194	452,137	257,582
EARMARKED* FUNDS								
Fellowship Program Revenue	180,178	85,428	-	3,685	-	199,032	75,477	42,312
Longwood	456,514	-	-	-	-	204,630	251,884	251,884
Crystal Trust	18,121	-	-	-	-	6,521	11,600	11,600
Cancer Care Connection	-	330,544	-	-	-	-	330,544	-
Total Earmarked	654,813	415,972	-	3,685	-	410,183	669,505	305,796
*Earmarked funds are not audit-required restrictions, but there is an expectation/obligation for JFS to spend those funds in specific ways.								

\*Amounts are not based on accrual accounting.

# APPENDIX

# Account Receivable Status

Grants Receivable < 30 days	455,046
Pledge Receivable	212,718
Net Insurance A/R*	602,598
Other Clients	11,150
<b>Total Accounts Receivable</b>	<b>1,281,512</b>

## **\*Net of reserve for Doubtful Accounts**

A/R - Insurance Reimbursement	967,995
Reserve for Doubtful Accounts	(305,765)
Reserve for Insurance Adjustments	(59,633)
<b>Net Insurance A/R</b>	<b>602,598</b>

# September 30th Cash Estimate

9/14/2025 \$ 477,491

Deposits by EOM:

Insurance Reimbursement	40,000	
B'nai B'rith Senior Housing	20,293	
Emigre	66,965	
Epilogue	16,233	
HIAS	191,589	*
PSSF	18,876	
Training on Evidence-Based Treatments (EBTs)	20,900	
	-	
<b>Estimated Deposits by EOM</b>	<b>\$</b>	<b>374,855</b>

**Total Cash** \$ **852,347**

Accounts Payable / Credit Card	74,457	
Payroll - 9/26/2025	170,000	
2024 401k Match (waiting to be charged)	50,000	
	-	
<b>Estimated Payments by EOM</b>	<b>\$</b>	<b>294,457</b>

**Net Cash Available** \$ **557,890**

**Estimated Restricted Balance 09/30/2025** \$ **432,137**

**Estimated Unrestricted Cash Available** \$ **125,753**

State ARPA	\$	48,845
NCC ARPA	\$	65,828
Other Restricted Balance	\$	317,463
<b>Estimated Restricted Balance 09-30-25</b>	<b>\$</b>	<b>432,137</b>

\*Per HIAS, "The rapid change in our bank has resulted in some delays in payments. We'll update you when the change in banks is completed and we are processing payments."