

## JFS CEO Report for 9/25/2025

### Appreciation!

Thank you to the members of the **Finance Committee** for continuing to work together to help find solutions. Shout out to **Clint** for reaching out to multiple contacts, donors, and advisors, and getting meetings on the calendar, and offering to host a gathering! These contacts will help on multiple fronts. Shout outs to **Ginger, Jaimie and Liberty** for getting some “Gatherings for Good” on the calendar. And a big thank you to Liz for all her work on committee recruitment, staying on top of strategy, and donor meetings (including Holiday Helper connections). And big appreciation for **Kelly** for all the marketing magic she has worked!

### Our Story

Check out the JFS Blog for the latest story: “Today is my Day – Gill’s Journey.” Feel free to post this on social media, to drive people to our website: <https://www.jfsdelaware.org/gills-journey/>

**Strategic Planning** - Liz will be providing a PowerPoint with details at this meeting.

### Since last we left – the Headlines

- **Development** – the Friends Campaign (Fall Appeal) is off to an early start. Our budgeted goal isn’t really relevant – we need to keep pushing to get in as much as possible for this year!
- **Operations** –
  - Several contracts have been updated to pare down and renegotiate essential needs. We will be closing our storage unit, and revisiting our document storage.
  - A cyber-security – all laptops are in the process of being updated, logged, and set up for new security standards. We are still working towards cyber-security in our Dover and Lewes offices.
  - HR – the PayCor system has been undergoing a re-evaluation with customized training for JFS. John has been able to streamline processes and eliminate components we can neither afford or need.
  - COA (Counsel on Accreditation) We are already beginning to prepare for evaluation in 2026.
- **Program**
  - Contracts with HIAS, and the Office of Refugee Resettlement were and are being finalized

- Site visit with RISE next week and one in October for PBH
- Started the Youth Anxiety Groups in Wilmington and Newark
- Will be starting a Grief Therapy and Yoga Group (starting 9/30/25)
- Looking to establishing Bereavement Groups specifically geared toward the Synagogues.
- The Savvy Caregiver group started last month (for those with loved ones with dementia).

#### Clinical Operations –

- **KPI's** – we are monitoring a multitude of data regarding our Outpatient Behavioral health program. These include: Accounts Receivable, Denials, Rejections, Aging reports, and provide us with information to stay on top of all clinical operations and related revenue cycles.

#### **Upcoming Board Meeting**

Special items include welcome of new (and returning) board members, financial issues, fundraising needs, and progress towards our strategic goals.

#### **Final Notes:**

We have been working tirelessly to review revenue and cost-saving efforts, but are still facing a gap. We need you more than ever to help with our fundraising efforts, forming any sort of profitable alliances or other creative ideas you may have.