

F.M. KIRBY FOUNDATION SOLICITATION EVALUATION FORM

DATE: November 13, 2018

REQUEST DATE: October 8, 2018

Last grant acknowledgement: Yes

Program Area: Human Services

APPLICANT:

Jersey Battered Women’s Service, Inc.

PO Box 1437

Morristown, NJ 07962

CONTACT: Ms. Diane Williams, President and CEO

PHONE: (973) 267-7520 x 120

PAYEE OTHER THAN ADDRESSEE:

AMOUNT REQUESTED: \$90,000 **NATURE OF REQUEST:** For general operating support

GRANT HISTORY

LAST GRANT DATE: 9/15/2017 **LAST GRANT AMOUNT:** \$85,000 **AFS DATE:** 4/13/2018

2013	\$85,000	9/23/2013	
2014	\$95,000	9/15/2014	For: One-time support of the Yellow Card campaign-\$5,000
2015	\$10,000	6/30/2015	In honor of Sandra Brown Sherman
2015	\$90,000	9/14/2015	
2016	\$85,000	9/12/2016	
2017	\$85,000	9/15/2017	

DLK COMMENTS: See financial analysis.

JFT COMMENTS: Bill and I did indeed have a good meeting with the new President and CEO, Diane Williams. Since she came on board in July, she was judicious in that she let Helen LeFrois, VP of Development who was also at the meeting, carry much of the conversation due to her comprehensive knowledge of the organization after coming on board over 8 years ago.

This proposal is one of the most comprehensive that we receive in the human services docket. I will add a little color by mentioning that The Center for Healthy Relationships was “designed to meet the needs of educated, upper-income people who may not self-identify as victims of abuse, but do report experiencing distress caused by a pattern of on-going verbal criticisms and emotional assaults in their marriages or intimate relationships.” Our visits seems to focus on the less fortunate (low-income) and immigrant population due to the lack of obtainability for private providers, but JBWS does provide services for all.

The 2017/2018 highlights are very informative and professionally presented. Of note is that the organization will now be known as “JBWS” with a tagline of Safety, Support and Solutions for Abuse. While a 2018-2020 strategic plan is included in the request, we were told at our September meeting that they were drafting the plan then, and yet it includes a search element for the replacement of former president and CEO, Patty Sly. Time for an update already.

All of the services numbers remain relatively flat compared to prior year, up or down less than 10% on average but still alarmingly high. On the bright side, the communications with community

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members on services available grew by 100% (4K to 8K). Note that Grace Shin (of Sherman Wells Sylvester & Stamelman LLP) is a Board member. This is a well-run organization that continues to expand its services without surrendering its mission. They work hand-in-hand with many of our human services organizations and I heartily recommend the budgeted \$85K.

WHB COMMENTS: Clearly one of the premier agencies not only within Morris County, but the entire state. With a renewed, 3-year continuation grant by the Office on Violence Against Women to support the Family Justice Center (FJC), JBWS has demonstrated once again that it accomplishes what it sets out to do. Having replicated the original FJC in Essex County, the Morris FJC is now the model others hope to emulate when the time is right. This is just one example of an organization with strong management, professional line staff, and strong governance driven by a mission everyone wishes would cease to be.

We are at the right level of support for the foreseeable future.

SDK COMMENTS: While a small program, glad to see that the ACT program, providing counseling to help batterers address their abusive behavior, is picking up steam after a lack of focus. As we know, domestic batterers cross all income levels (poor, middle income, high income).

Curious as to why it took eight (!) interviews to hire Diane. WHB/JFT- is your guess that they were not sure about her, or she was not sure about leaving Family Intervention Services (FIS)? I hope it works. **(WHB/JFT: We believe it was a combination of both but also believe Patty Sly pushed hard for Diane. Without knowing the other candidates, perhaps one or two were also of a high caliber thus requiring multiple interviews to whittle down to the preferred choice. Clearly the additional interviews provided clarity to Diane resulting in her “epiphany” and manifest destiny!)**

FM KIRBY FOUNDATION
Financial Statement Analysis

Grantee Name:	Jersey Battered Women's Service, Inc.	Date:	<u>10/19/2018</u>
Prepared By:	DLK		
Grant Request Amt.	\$ 90,000	Type of Financial Report Submitted	<u>Audit</u>
Budgeted Amt.	\$ 85,000	Period Covered in Financial Report	<u>12/31/2017</u>
Audit Firm	<u>Nisivoccia LLP</u>	Date of Report Issuance	<u>4/13/2018</u>
Opinion	<u>Present fairly</u>		
Basis of Acctg.	<u>GAAP</u>		

Current Ratio (Liquidity Ratio/Working Capital Ratio)	5.68	Amount of Unrestricted Net Assets (Operating Reserve)	\$ 4,882,867
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Note: A current ratio measures an organization's ability to pay short-term and long-term obligations. The higher the ratio, the more capable the organization is of paying its obligations. A ratio under 1 indicates that the organization's liabilities are greater than its assets.

Allocation of Functional Expenses	12/31/2017	%	Must Read Financial Statement Notes
A. Program Service Expenses	\$ 3,623,086.00	82%	Ideally program expenses should be at least 70% of total budget.
B. Management and General	\$ 418,742.00	9%	
C. Fundraising	\$ 380,075.00	9%	
D. Total Expenses	\$ 4,421,903.00	100%	

Comments/ Notes:

Budget: The 2018 budget is projecting a \$466K operating deficit vs a \$163K deficit for 2017. Total revenue and support is budgeted flat to 2017. The F.M. Kirby grant for 2017 accounted for 22% of JBWS's Foundation and Private Grants total. Total expenses are budgeted to increase by \$269K (6%) , with personnel expenses making up most of the increase (\$224K).

Audit: There was a \$330K surplus as of December 31, 2017. Total revenue and support declined \$104K (2%), with increases in grants (\$399K) and investment income (\$409K) being offset primarily by a decline in contributions (\$894K). Approximately 51% of the funding for JBWS came from federal (22%), state (27%) and county (2%) funding. Program expenses increased by \$223K (7%) over 2016, while supporting services increased \$69K (9%). Cash flow of \$666K was provided by operations, primarily due to the timing of accounts and pledges receivables.

JBWS had investments totaling \$5.7M as of December 31, 2017, of which \$4.8M were endowment related. JBWS has a \$500K line of credit which expired October 1, 2018. There were no borrowings in 2017, nor were there any amounts outstanding as of December 31, 2017. The audit identified no deficiencies in internal control that would be considered material weaknesses. There were no instances of noncompliance or other matters that are required to be reported under Government Auditing Standards. The Center complied with the types of compliance required by each of its major federal and state programs for 2017 and qualified as a low-risk auditee. Overall, there were no red flags as a result of my review.

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DISPOSITION:

- Rejection
- Hold for review on/about:
- Approval for: **\$85,000**
- Hold for Board Review
- Insert Information:
- Other:

Initials: *JD*

Date: *11/13/18*

Check #: _____

Date: _____