



FY2022 Budget
Jewish Social Service Agency & Premier
Homecare, Inc.

FY22 Budget Breakdown

DESCRIPTION	2022 Proposed
Existing operations, including FY2022 extraordinary items	
REVENUE	
TOTAL OPERATING PHILANTHROPY SUPPORT	\$ 7,344,549
TOTAL SERVICE FEES	25,575,015
TOTAL PUBLIC SUPPORT AND OTHER REVENUE	7,624,359
TOTAL REVENUE	<u>\$ 40,543,923</u>
EXPENSES	
TOTAL PERSONNEL COSTS	\$ 32,473,503
TOTAL OCCUPANCY	1,148,847
TOTAL OTHER THAN PERSONNEL SERVICES	6,225,799
DEPRECIATION	591,751
TOTAL EXPENSE	<u>\$ 40,439,900</u>
EXCESS OF REVENUE OVER EXPENSE	\$ 104,023
Extraordinary items (\$446,541)	
Board initiatives: DEI training, Strategic plan	(120,000)
Covid related expenses (net of client reimbursements)	<u>(326,541)</u>
EXCESS OF REVENUE OVER EXPENSE	<u>\$ (342,518)</u>

New Initiatives for FY2022

- DEI engagement
- Strategic Planning
- Employment Services expansion into D.C.
- Director of Jewish Engagement and Enrichment
- CARF accreditation (Mental Health and Employment Services)
- Migration to Single Entry Point (JSSA Contact Center)
- 3 new electronic systems (Donor Management/CRM, Financial software/ERP, Board software)
- Program and Infrastructure growth

FY2022 Key Assumptions

Revenue

- Philanthropy revenue – 9% increase
- Modest growth in programs
- Included any announced rate increases from government sources
- Includes an endowment spend of 5.5%

Expense

- Staff salary increases
- Staff 403b match continuation

Key Unknown Factors

- Pace of strategic expansion and associated start-up costs
- Impact of resumption of in-office client service
- New program revenue opportunities
- Long-term market performance of the portfolio and effect on future endowment support to programs

Potential Budget Effects

Areas of Risk

- Philanthropy sustaining and exceeding current year levels
- Government Funding and taxpayer revenue effecting program revenue
- Outsized impact of Hospice performance on agency budget
- A resurgence of the virus and associated impact

Upside Possibilities

- Growth of existing programs could outpace budget
- New program development
 - Convert the existing Transitions program to a billable medical model
 - New programs and/or geographic expansion
- Additional government relief

Capital Budget

Ongoing computer and printer replacement	\$	425,000
Investments in new CRM and Accounting software		350,000
Customization to existing EHRs		50,000
Investments in new systems: Vendor/Visitor Management System		15,000
Facility modifications and ongoing capital replacement		<u>80,000</u>
	\$	<u><u>920,000</u></u>