

## WELCOME

GOOD NEWS HOME INC.

ANNUAL MEETING SEPTEMBER 28, 2022



**OUR RESIDENCE: 12 BED FACILITY** 



OUR OFFICES: "THE BARN" – OFFICES AND CLIENT SERVICES



## 33 BARTLES CORNER ROAD FLEMINGTON, NJ 08822 (908) 806-4220

www.GoodNewsHome.org



## BACKGROUND

- Founded in May 1983 by the late Tracy Ginsburg
  - > Became a censed residential facility in 1987
  - > First donation received from Tracy Ginsburg's brother for \$10,000
- Licensed by the State of New Jersey, Division of Mental Health and Addiction Services
- Served over 800+ women since our doors opened
- We are a long-term and short-term residential treatment facility
  - > Short-term 28 days or up to 90 days
  - > Long-term starts at 90 days to 1 year+
- Located within 55 acres of farmland
- Nonprofit/faith-based organization founded on biblical principals



# REV. DR. INGA A. BROCKINGTON, D.MIN, LCADC, CCS EXECUTIVE DIRECTOR



- Joined April 2020
- Leader in the Field of substance abuse counseling for over 29 years
- Ordained Elder at Abundant Life Family Worship Church, New Brunswick, NJ
- Cofounder of Handmaiden Ministries, Bristol, PA
- Private Counseling practice based in Bristol, PA



#### **Our Mission**

To provide a comprehensive long and short-term residential substance abuse treatment program that offers a professional, faith-based, non-denominational approach, focusing on healing the total woman utilizing Christian 12-steps, addiction counseling, life skills and spiritual counseling to overcome chemical addiction, with integrated treatment as appropriate for clients who have been diagnosed with co-occurring disorders.

#### **Our Purpose**

To rehabilitate women who have lifedestroying problems associated with substance abuse. The Good News Home provides support to women to become mentally sound, emotionally balanced, socially adjusted, physically well and spiritually alive.



## **OUR SCOPE**





#### **Our Clients**

Women 18-years of age and older, without regard to race, religion, color, national origin or the ability to pay

> Women with cooccurring disorders

Pregnant women wanting recovery



### Evidence Based Practices

Motivational Interviewing

**CBT** 

Mindfulness

Seeking Safety

DBT

**MRT** 

Coping with Anger

Breaking the Chains of Trauma



#### Counseling

Individual Counseling, Group Counseling, Addiction Counseling and Education, and Spiritual Counseling Peer Support

Participation in outside AA/NA meetings in the community

Health Services (Medical/Dental/Vision)

Legal Assistance



## Personal Development

Case Management

Life Skills Training

Health Counseling

Spiritual Development

Discharge Planning

Workforce and Selfsufficiency Preparation

Support and education for families



#### **Services**

Relapse Prevention strategies

Recreation &
Enrichment with
activities such as
YMCA
Membership, arts
& crafts therapy,
music therapy,
field trips and
special events



Rose Bailey Joseph Technology Senior Director & Transformational Leader



## **BOARD CHAIR**

**GNH Projects Report** 

- Mommy & Me Update
- Butterfly House Expectations (Alumni Support)
- Board Members Recruitment
- 2023 Vision & Scope



## BOARD OF TRUSTEES



Rose Bailey Joseph Chair



Jim Buccini Treasurer



Dr. Danielle Jennings Secretary



Open Vice-Chair



Doug Oines Board Member



Katherine Ma Board Member



Selene Haskins Board Member



Nathan Martin Board Member



Open 3 Board Members

## **BOARD CHAIR REPORT 2022**

**Expansion Update** 

#### Mommy & Me

### Key expansion initiative for 2022

- Vision: to provide a safe and accepting environment for young moms (18+ years old) who are homeless and impacted by substance abuse. While offering ongoing support through practical life skills training, therapy, continued education and spiritual discipleship
- Property: Currently investigating launch at Healing House, Deaconry Basking Ridge
- Funding: Gift received from LCPC to kick of grant RFP process.
- Grant applications are in progress, but are limited at present
- Looking at other capital funding events to raise forecast annual budget of \$400k

### Alumni Bridge Program

### The Alumni Bridge vision consists 3 bridges:

- Bridge 1 Butterfly House a step down program for graduates.
   Requires new property and staffing
- Bridge 2 Communication & Mentorship. Groups and 1-1 support to prepare women for full integration back into society
- Bridge 3 Case Management licensed support for clients' ongoing sobriety, as required
- Bridge 4 Giveback opportunities to volunteer or intern at various GNH programs.

Detailed proposal was drafted in June 2021 . We hope for initial kick off by  $Q_3$  2023



#### **Board Expansion**

#### **Project Drivers**

• We are looking for Board Members that can bring their experience and network to help with the execution of the current two visions as well to help with the 2023 vision of growth and expansion of the current program

#### Talent Development

 Provide skills and training input for client and staff personal development

#### Applications

• We are now taking applications and referrals for Board members. Please see one of the Board members tonight

#### 2023 Casting the Vision

- Q1
  - Engage Lease Owner on existing property for expansion opportunities
  - Secure Mommy & Me funding
  - Launch Pilot Mommy & Me program (temp location)
  - Fill all vacant positions
  - Research the feasibility of expanding the farmhouse
- Q2
  - Enhance our fundraising opportunities and sponsorships (i.e. golf tournament, designer bag bingo, gala, etc.)
  - Boost our social media presence and online fundraising and partnerships
  - Increase current program by 3 fee for service beds
- Q3
  - Initiate kick off for Butterfly House/Sober Living House
  - Increase funding in all areas by 20% (i.e. state funding, grants, fundraisings, individual contributions
- Q<sub>4</sub>
  - Pilot Alumni Bridge Program (Butterfly House)
    - Formalize alumni support group







- Client Updates
- Staffing Updates

D.Min, LCADC, CCS

- Building Renovation Updates
- Grant/Funding Updates
- Etc.



# EXECUTIVE DIRECTOR

**Operations Report** 



## **OUR WOMEN**

UNDERSTANDING THE NEEDS OF OUR WOMEN, SO THAT WE CAN ESTABLISH A BALANCED PROGRAM.



#### **Women Testimonials**

#### **Housing support from Peer Specialist:**

- Advocated to keep housing: Kim S, Tara J
- Obtained affordable housing: Regina W, Miriam M, Carolyn W

#### **Education:**

- Middlesex Community College: Nicole M
- Rutgers University: Lawren B, Vivian G
- Raritan Community College: Joanne M
- One Stop Training Program, Burlington NJ Vivian G





### **OUR STAFF**



Dawn Davidson
Outreach & HR
Director

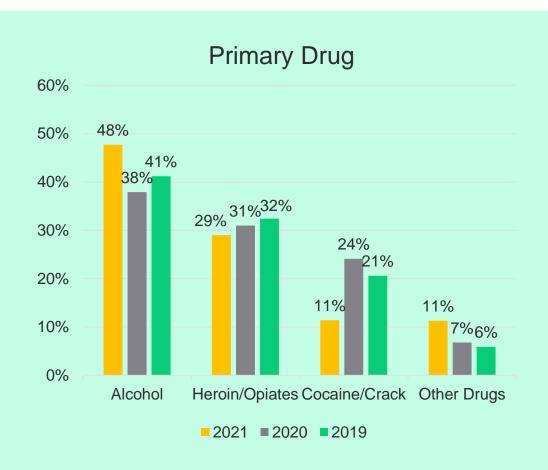
Ann Davis Administrative Director Robin Jackson Operations & Development Director

Clinical Staff
Dr. Inga Brockington
Alexandra Baez
Donna Laval
Lakeisha Alexander
Melissa Roth
Tosha Rutledge

Program Monitor Manager
Faun Walker
Program Monitors
Erin Thomas
Lorraine Monastersky
Marion Ingram
Shaheedah Orange

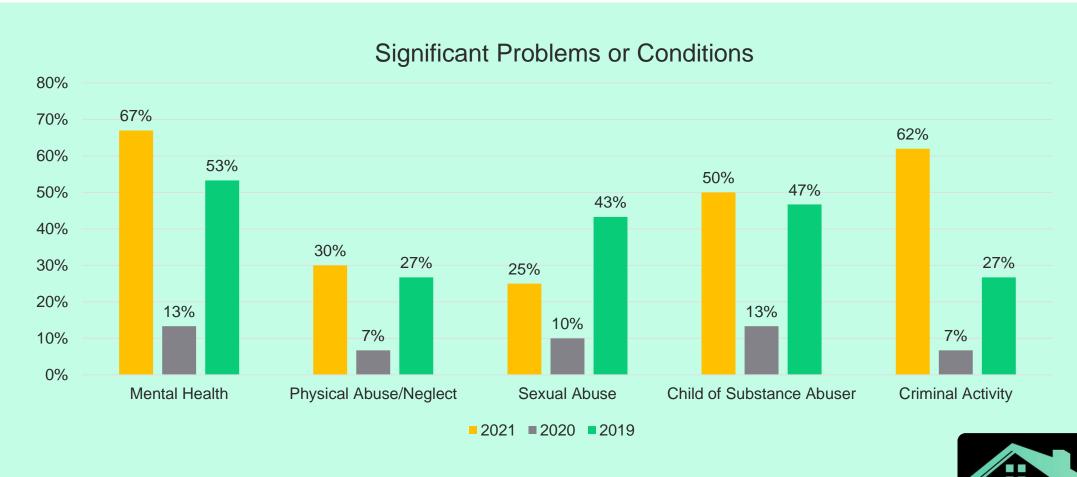
Board of Trustees
Rose Bailey Joseph
Jim Buccini
Dr. Danielle Jennings
Doug Oines
Katherine Ma
Selene Haskins
Nathan Martin

### CLIENTS SERVED OVER PAST THREE YEARS





### CLIENTS SERVED OVER PAST THREE YEARS



## **EXECUTIVE DIRECTOR REPORT 2022**



#### Client & Staff Update

#### 11 Clients

- 8 Long term
- 3 Short term
- 5 on waiting list
- 3 completed "Coping with Anger" 1 in school for her GED

#### 8 New Staff Members

- Dr. Sandra Braimbridge, MD
- Charlene Mason-Reese, LCSW
- Melissa Roth, RN
- Lakeisha Alexander, CADC Intern
- Alexandra Baez, CADC Intern
- Erin Thomas, Monitor
- Marion Ingram, Monitor
- Shaheedah Orange, Monitor

#### Volunteer Update

- Phillips-Van Heusen Corp. (PVH) decluttered and organized file/storage room
- Kim Seppelt, Zufall started vegetable garden
- Church of the Holy Spirit, Lebanon painted two staff offices
- Janine Santé choreographed "Joy"
- video played at banquet Francine Mautone and her staff from J&J did surprise makeover to Robin's office
- Jesse Neuman, Musicworks performs concerts regularly
- Residents had hair, nails and makeup done for banquet by Blair, a former resident
- Justin & Greg are always available when needed for events, maintenance, repairs, moving furniture, anything

#### 2021 - 2022Accomplishments

- \$15,000 grant from Norwescap to remodel kitchen
- Launched EHR (Zoobooks) in July 2022 Began billing for FFS in
- July 2022
- Incorporated MRT curriculum
  - Breaking the Chains Trauma Group
- Coping with Anger
   Renovation of staff
   office at the farmhouse
- Renovation of staff offices at the barn

## **EXECUTIVE DIRECTOR REPORT 2022**



#### 2nd Floor Renovation

Project scope: Fit out the second floor of the barn with 2 additional classrooms, 2 bathrooms, and storage room.

- The total construction cost is \$234,584, about \$250,000 when including all associated costs.
- All funds are in hand to complete the project from grants and private donations.
- The construction contact has been awarded to Eckelmann Brothers Construction.
- Construction will begin in about two weeks and will be completed by end January 2023

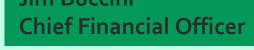
#### Grant/Funding

- Grants & Funding Received
  Freed Foundation \$10,000
- LCPC \$15,000
- LCPC Mommy & Me- \$15,000
- State PPE Grant \$20,000
- PVH Corp. \$10,000
- Presbyterian Church of South Jersey (2021) - \$7,<u>000</u>
- Affinity Foundation \$2,500
- Norwescap Foodbank \$14,000
- Central Presbyterian Church Lena Willis Mission Fund - \$7,500
- Large Foundation \$5,000
- Selective Insurance Group Foundation - \$500
- Annual Banquet \$44,480 Zion Lutheran Church 5K Walk —
- \$2,200 Golf Tournament \$8,768.29
- Designer Bag Bingo \$5,142.60

#### Potential Grants

- Hunterdon County Mommy & Me - \$200,00
- Large Foundation \$8,000 Presbyterian Church of South Jersey - \$8,000
- CFNJ \$15,000
- Hyde & Watson \$20,000
- Catholic Community Human Services Foundation \$15,000
- Scholler Foundation \$30,000





- Accounting Matters
- Federal Grants
- Church & Private Foundations
- Individual Donations
- Financial Matters
- Liquidity and Availability



## **TREASURER**

**Operations Report** 



## Accounting Matters



- Good News Home, Inc. is a New Jersey not-for-profit corporation founded by G. Tracey Ginsburg in 1983.
   Income is tax exempt under Section 501(c)(3) of the Internal Revenue Code and under Title 15 of the State of New Jersey Corporations and Associations Not-for-Profit Act.
- We are licensed by the State of New Jersey, Department of Human Services, Division of Addiction Services, as
  a residential substance abuse treatment facility.
- Financial Statements are based on the accrual basis of accounting in accordance with GAAP, FASB Accounting
  Standards for Not-For-Profit Entities, and FASB Accounting for Contributions Received and Made. As required,
  we classify and report Net Assets Without Donor Restrictions and Net Assets with Donor Restrictions.
- A portion of our revenue is from cost-reimbursable federal contracts, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses.
- An Audit is performed each year in accordance with Government Auditing Standards. Over the past several
  years, Nisivoccia LLP has performed this audit, prepared our Financial Statements, and prepared and filed our
  required Informational Returns: IRS Form 990 and NJ Form CRI-300R.
- Our residence and treatment facility occupy premises located in Raritan Township, NJ, at 33 Bartles Corner Road under the terms of a 13-year lease dated Nov 30, 1997. This lease expired on Oct 31, 2020, and was renewed for an additional 5 years expiring on Oct 25, 2025.

## Federal Grant Support



In 2021, we received \$673,641 from two Federal Grants from the U.S. Department of Health and Human Services (HHS); \$582,542 was for treatment services and \$99,999 was for Shelter Support (2020 COVID)

| Good News Home, Inc.                       |
|--|
| Schedule of Expenditures of Federal Awards |
| For the Year Ended December 31, 2021       |

| Federal Grantor/Pass-Through Grantor/Program Title   | Federal<br>CFDA<br>Number | Grant Period       | Grant<br>Awards | Cumulative<br>Program<br>Disbursements |
|--|---------------------------|--------------------|-----------------|--|
|  |                           |                    |                 |  |
| U.S. Department of Health and Human Services:  |                           |                    |                 |  |
| Passed-Through the New Jersey Department of Human Services,  |                           |                    |                 |  |
| Division of Addiction Services   |                           |                    |                 |  |
| Alcohol and Drug Treatment Services to Women   | 93.959                    | 1/1/21-12/31/21    | \$ 582,542      | \$ 582,542                             |
| Total U.S. Department of Health and Human Services:  |                           |                    | 582,542         | 582,542                                |
| U.S. Department of Housing and Urban Development Passed-Through the New Jersey Department of Community Affairs Division of Housing nad Community Resources |                           |                    |                 |  |
| Shelter Support  | 14.231                    | 1/1/2020-6/30/2022 | 99,999          | 91,099                                 |
| Total U.S. Department of Housing and Urban Development   |                           |                    | 99,999          | 91,099                                 |
| Total Federal Expenditures   |                           |                    |                 | \$ 673,641                             |

# Church & Private Foundation Support, 2021 and 2022 YTD



| GRANTS RECEIVED                                    |              |                    | 09/27/2022    |
|--|--------------|--------------------|---------------|
| January 1, 2021 through September 28, 2022         |              |                    | Accrual Basis |
|  | Jan - Dec 21 | Jan 1 - Sep 28, 22 | TOTAL         |
| 40300 · CHURCH/MISSIONS/RELIGIOUS ORG              |              |                    |               |
| Central Presbyterian                               | 7,500        | -                  |               |
| Liberty Corner Presbyterian Church                 | 18,750       | 11,250             |               |
| Presbytery for Southern NJ                         | 7,443        | 4,667              |               |
| Total 40300 · CHURCH/MISSIONS/RELIGIOUS ORG        | 33,693       | 15,917             | 49,610        |
| 41000 · FOUNDATIONS                                |              |                    |               |
| Donor Advised - Schwab                             | 300          | 1,000              | 1,300         |
| Freed Foundation \$10,000 Shoprite \$500           | 10,500       | 500                | 11,000        |
| Prudential 5000, Affinity 2500 Large 5000          | 12,500       | -                  | 12,500        |
| Total 41000 · FOUNDATIONS                          | 23,300       | 1,500              | 24,800        |
| 92100 · CONSTRUC/IMPROV RESTR INCOME               |              |                    |               |
| 9217 Phase II- Scholler Foundation GRANT APPL 2022 | 5,000        | -                  | 5,000         |
| Total 92100 · CONSTRUC/IMPROV RESTR INCOME         | 5,000        | -                  | 5,000         |
| 94200 · NON-BUDGET RESTRICTED INCOME               |              |                    |               |
| 9422 CFNJ Grant Kitchen Renovations                | 14,047       | -                  | 14,047        |
| Total 94200 · NON-BUDGET RESTRICTED INCOME         | 14,047       | -                  | 14,047        |
| Total Other Income (Donor Restricted)              | 19,047       | _                  | 19,047        |
| GRAND TOTALS                                       | 76,040       | 17,417             | 93,457        |

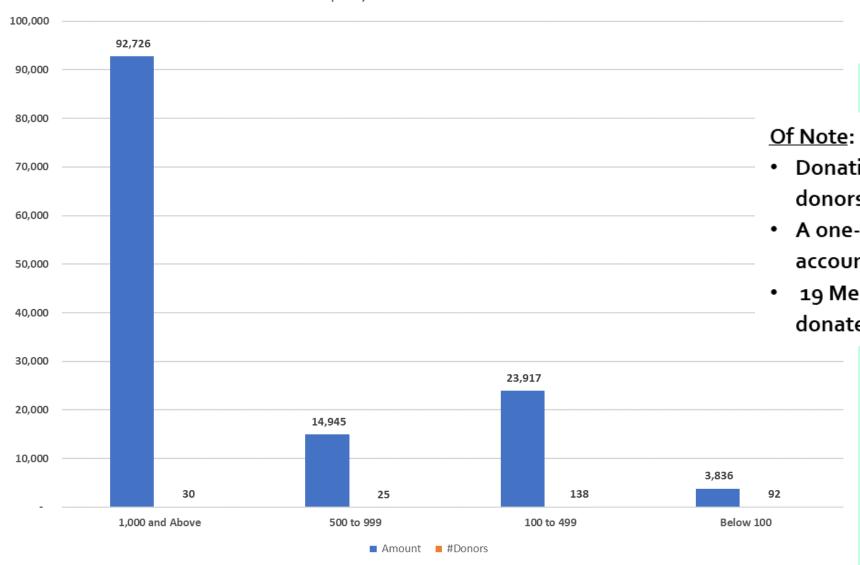
#### Of Note:

- Freed Foundation no longer exists for 2022 (\$0)
- NJ State Grant to cover Zoobooks Implementation (ZooBook is a cloud-based EHR and practice management software built for behavioral health, addiction, and mental health facilities.
- Board Member Employer Grant Pending (\$10,000)
- Large Foundation Grant (\$5,000) Pending
- Scholler Foundation Grant (\$5,000) Pending (Restricted)
- Liberty Corner Church: Seed Money (\$15,000) for Mommy & Me Program (Restricted)
- Submitted grant application to Hunterdon County (\$200,000) for Mommy and Me Program

## Individual Donations, 2021 (Full Year)





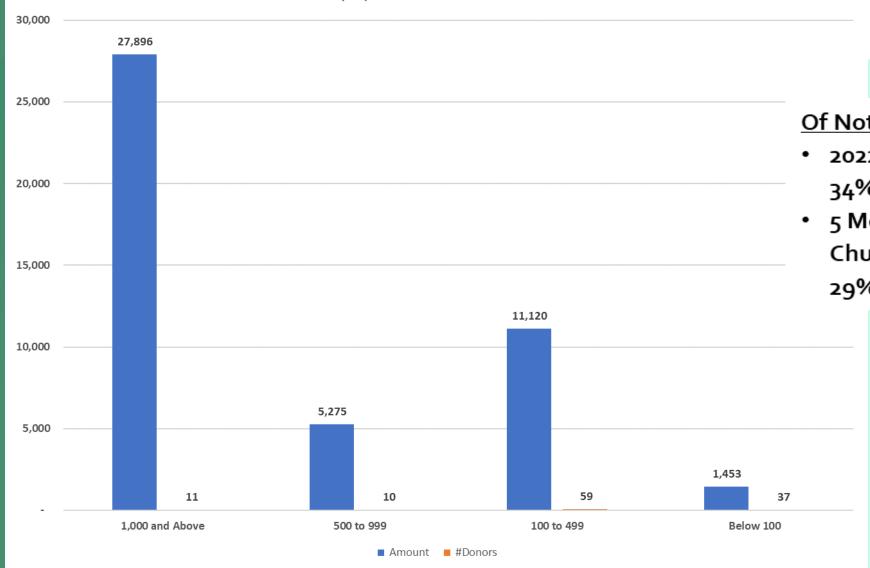


- Donations \$1,000 and above from 30 donors represented 68% of Total
- A one-time \$24,000 Stock donation accounted for 17.6% of Total
- 19 Members of Liberty Corner Church donated \$16,940, or 12.5% of Total

## Individual Donations, 2022 (YTD)







#### Of Note:

- 2022 YTD donations represent 34% of Total received in 2021
- 5 Members of Liberty Corner Church donated \$13,375, or 29% of Total 2022 YTD

## Financial Matters: Income 2021 (Full Year)



|      | GOOD NEWS HOME             |  |
|------|----------------------------|--|
| 2021 | Actual vs. Budget Analysis |  |

|   | 2021 Actual vs. Budget Analysis |                         |                         |  |  |  |
|---|---------------------------------|-------------------------|-------------------------|--|--|--|
|   | <u>Actual</u>                   | <u>Budget</u>           | <u>Variance</u>         |  |  |  |
| Income                                      | 210 619 07                      | 202 977 00              | 6 744 07                |  |  |  |
| Contributions (excl. spE) Government Grants | 210,618.07                      | 203,877.00              | 6,741.07                |  |  |  |
|   | 582,542.00<br>56,688.75         | 582,542.00<br>48,401.00 | <u>0.00</u><br>8,287.75 |  |  |  |
| Program Revenue<br>Interest & Securities    | 263.07                          | 0.00                    | 263.07                  |  |  |  |
| Special Event Fundraisers (Net)             | 48,300.16                       | 45,000.00               | 3,300.16                |  |  |  |
| Misc Fundraising Activities                 | 6,769.13                        | 0.00                    | 6,769.13                |  |  |  |
| Total Income                                | \$ 905,181.18                   | \$ 879,820.00           | \$ 25,361.18            |  |  |  |

## Financial Matters: Expenses 2021 (Full Year)



GOOD NEWS HOME 2021 Actual vs. Budget Analysis

|                                   | 2021 Actual vs. Budget Analysis |               |                     |  |  |
|-----------------------------------|---------------------------------|---------------|---------------------|--|--|
|                                   | <u>Actual</u>                   | <u>Budget</u> | <u>Variance</u>     |  |  |
| Expenses                          |                                 |               |                     |  |  |
| Equip. Rental, Repairs & Maint.   | 5,651.87                        | 3,571.00      | 2,080.87            |  |  |
| Facility Repairs                  | 22,227.12                       | 14,000.00     | 8,227.12            |  |  |
| Insurance                         | 20,448.78                       | 18,353.00     | 2,095.78            |  |  |
| Int Exp                           | 2,050.50                        | 600.00        | 1,450.50            |  |  |
| Licenses, Dues & Permits          | 4,464.90                        | 4,000.00      | 464.90              |  |  |
| Office Expense                    | 7,404.57                        | 5,980.00      | 1,424.57            |  |  |
| Salaries & Wages                  | 599,780.40                      | 594,380.00    | 5,400.40            |  |  |
| Payroll tax Expense + WC          | 65,770.55                       | 71,845.00     | ( <u>6,074.45</u> ) |  |  |
| Employee Benefits                 | 70,225.64                       | 66,170.00     | 4,055.64            |  |  |
| Postage & Delivery                | 1,677.41                        | 1,800.00      | ( <u>122.59</u> )   |  |  |
| Professional Fees                 | 30,612.75                       | 28,710.00     | 1,902.75            |  |  |
| Program Household,Res Care & Ed.  | 44,316.41                       | 42,024.00     | 2,292.41            |  |  |
| Public Relations/Promo            | 2,338.34                        | 0.00          | 2,338.34            |  |  |
| Staff Ed Expenses                 | 379.86                          | 450.00        | ( <u>70.14</u> )    |  |  |
| Telecommunications                | 11,009.60                       | 8,677.00      | 2,332.60            |  |  |
| Transportation                    | 4,881.66                        | 6,360.00      | ( <u>1,478.34</u> ) |  |  |
| Utilities                         | 16,408.16                       | 12,900.00     | 3,508.16            |  |  |
| Other Misc, In Kind, & Non-Budget | 0.00                            | 0.00          | 0.00                |  |  |
| Total Expenses                    | \$ 909,648.52                   | \$ 879,820.00 | \$ 29,828.52        |  |  |
| Net Surplus ( Deficit )           | \$ (4,467.34)                   |               |                     |  |  |

## Financial Matters: P&L, 2022 vs 2021 (YTD)



#### **Profit & Loss Comparison - Aug 2022**

| Aug21    | Aug22    | Diff     | _                  |                                   | AugYTD21 | AugYTD22 | Diff     |  |
|----------|----------|----------|--------------------|-----------------------------------|----------|----------|----------|--|
|          |          |          | Income             |                                   |          |          |          |  |
| 11,212   | 10,835   | (377)    | 40000              | · CONTRIBUTIONS-excludes SpEvents | 110,580  | 100,916  | (9,664)  | -9%                                      |
| 0        | 24       | 24       |                    | · UNITED WAY [Indirect PublicSup] | 1,147    | 224      | (923)    | Benevity Matching Donations              |
| 0        | 0        | 0        | 41000              | · FOUNDATIONS (for budget exp)    | 8,300    | 1,659    | (6,641)  | 0% 2021 Prudential Match,                |
| 48,545   | 48,545   | 0        | 42000              | · GOVERNMENT FUNDING (for budget) | 388,360  | 402,686  | 14,326   | 4% HHS Phase 4 Stimulus!                 |
| 5,190    | 6,824    | 1,634    | 43000              | PROGRAM REVENUE                   | 36,801   | 47,369   | 10,568   | 29% Higher Avg Occupancy                 |
| 13       | 13       | (0)      | 46000              | INTEREST INCOME & SECURITES       | 210      | 102      | (108)    | -51% No stock currently held             |
| 0        | 0        | 0        | 51000              | · SPECIAL EVENT FUNDRAISERS / Net | 0        | 12,272   | 12,272   | Golf Event, Bingo                        |
| (176)    | (91)     | 86       | 56000              | MISC FUNDRAISING ACTIVITIES/Net   | 1,065    | 71       | (994)    | -93% Appeal Letter                       |
| 64,784   | 66,150   | 1,366    | Total Income       |                                   | 546,461  | 565,297  | 18,836   |  |
|          |          |          | Expense            |                                   |          |          |          |  |
| 444      | 20,464   | 20,019   | 73100              | OFFICE EQUIP RENTAL/MAINT/REPAIR  | 3,676    | 33,070   | 29,394   | 800% Zoobrook Software, More Comp Reps   |
| 3,061    | 1,315    | (1,746)  | 74100              | FACILITY REPAIRS & MAINTENANCE    | 16,492   | 9,126    | (7,366)  | -45% Fewer General Repairs               |
| 0        | 0        | 0        | 74500              | FUNDRAISING (Indirect Exp Only)   | 0        | 0        | 0        | Acct no longer used                      |
| 2,304    | 2,409    | 105      |                    | ·INSURANCE                        | 16,045   | 15,962   | (83)     | -1% Timing of Bills                      |
| 341      | 307      | (33)     | 77100              | · INT. EXP/OTHER CHGS             | 1,076    | 1,094    | 18       | 2% Pay Pal Donation Fees                 |
| 2,072    | 136      | (1,936)  | 78100              | · LICENSES, DUES & PERMITS        | 2,357    | 1,381    | (976)    | License&Insp Coming Sep                  |
| 268      | 1,078    | 811      | 79500              | · OFFICE EXPENSE                  | 3,274    | 4,684    | 1,410    | 43% Higher Costs                         |
| 51,158   | 50,434   | (724)    | 81200              | SALARIES & WAGES                  | 396,334  | 401,228  | 4,893    | 1% Higher Wages!                         |
| 5,541    | 5,741    | 199      |                    | PAYROLL TAX EXPENSE               | 47,801   | 42,835   | (4,965)  | -10% Lower WC but adj coming Sep         |
| 5,955    | 4,978    | (977)    | 81600              | · EMPLOYEE BENEFITS               | 49,880   | 44,284   | (5,596)  | -11% Varies w/number on policy           |
| 0        | 0        | 0        | 82100              | POSTAGE & DELIVERY                | 1,117    | 707      | (410)    | -37% Fewer Mailings                      |
| 1,101    | 1,927    | 826      | 83100              | PROFESSIONAL CONTRACT SERVICES    | 13,124   | 24,812   | 11,688   | 89% Higher Med D, LCSW, Audit Final Bill |
| 3,332    | 3,219    | (113)    | 84100              | PROGRAM HOUSEHOLD                 | 22,092   | 28,570   | 6,478    | 29% Higher Occupancy                     |
| 923      | 1,287    | 364      | 84300              | PROGRAM-RESIDENTS' CARE           | 6,171    | 8,409    | 2,238    | 36% Higher Occupancy                     |
| 58       | 210      | 153      | 84500              | PROGRAM SPECIFIC EXPENSES         | 1,404    | 2,608    | 1,204    | 86% Higher Occupancy                     |
| 213      | 632      | 419      |                    | PUBLIC RELATIONS/PROMO            | 1,254    | 3,469    | 2,214    | Job Ads                                  |
| 281      | (60)     | (341)    |                    | - STAFF ED EXPENSES               | 472      | 172      | (300)    | 0% Backgr Checks                         |
| 879      | 893      | 14       |                    | TELECOMMUNICATIONS                | 6,645    | 6,332    | (313)    | -5% 2022 JAN bill allocated 2021         |
| 208      | 270      | 62       |                    | TRANSPORTATION                    | 1,246    | 2,672    | 1,426    | 114% More Outside Travel                 |
| 809      | 1,056    | 246      |                    | · UTILITIES                       | 9,710    | 9,140    | (569)    | -6% 2022 JAN bill allocated 2021         |
| 78,948   | 96,296   |          |                    |                                   | 600,169  | 640,553  | 40,384   | 7%                                       |
| (14,164) | (30,146) | (15,982) | Net Operating Inco | ome                               | (53,708) | (75,256) | (21,548) |  |

## Liquidity and Availability



Good News Home, Inc. strives to maintain liquid financial assets sufficient to meet six months of normal operating expenses.

The following table reflects the Organization's financial assets as of December 31, 2021 and 2020, reduced by amounts that are not available to meet general expenditures within one year of the statement of financial position date because of contractual restrictions or internal board designations. Amounts not available to meet general expenditures within one year also may include net assets with donor restrictions.

| Financial Assets:                                | <br>2021      | 2020 |           |  |
|--|---------------|------|-----------|--|
| Cash   | \$<br>313,193 | \$   | 239,248   |  |
| Contributions receivable                         | <br>3,385     |      | 5,721     |  |
| Total financial assets                           | 316,578       |      | 244,969   |  |
| Less those unavailable for general expenditures: |               |      |           |  |
| Donor-imposed restrictions:                      |               |      |           |  |
| Funds subject to purpose restriction             | <br>(265,390) |      | (177,197) |  |
| Financial assets available to meet               |               |      |           |  |
| general expenditures within one year             | \$<br>51,188  | \$   | 67,772    |  |
|  |               |      |           |  |

In addition to these available financial assets, a significant portion of the Organization's annual expenditures will be funded by current year operating revenues including donations, grant income, program services and special events revenue. The Organization also has a \$25,000 line of credit which it could access if a liquidity need arises.



- Financial Partnership
- Ad Forms
- Pledges
- Banquet
- Special Donations
- Fundraising Events
- etc.



### **UPCOMING FUNDRAISING EVENTS**

Speak to a Staff member or visit our website to purchase your ticket or donate.



Grace Tracy Ginsburg Fundraising Gala

Fri, Nov 18 | Razberry's Banquet Center









### **VOLUNTEER OPPORTUNITIES**

- Board Membership/Advisory Counsel
- Financial Partnership
- Assist in Fundraising
- Church & Community Liaison
- Grant Research & Writing
- Transportation
- Office/Administrative Assistance

- √ Mailings
- **√**Skill sharing
  - √Banking/Budgeting Consulting
  - ✓ Maintenance/Landscaping/ Repairs
  - **√**Painting
  - ✓Photography/Videographer
  - ✓Rug Cleaning
  - ✓ Much more!

### Follow Us



www.goodnewshome.org



### WAYS TO GIVE

Good News Home, Inc. is a 501(c)(3) nonprofit organization. Donations are tax-deductible to the extent allowed by law.

#### There are many ways to support Good News Home for Women

#### Online by Credit Card

To donate using your credit card, or existing PayPal account, click on the "Donate" button for a secure credit card transaction.









#### Employer Matching Gift Program

If you work for an employer that offers matching gifts to health care organizations, your gift to the Good News Home can be doubled.

Contact your employer for details.

#### Donate Your Used Vehicle

Make a tax-deductible car donation and the proceeds go to Good News

Call 1-877-227-7487, to arrange for a hassle-free donation of your car.

#### Share Your Heart

We've partnered with Roman Jewelers who will donate the profit to us when you purchase a Share Your Heart pendant. Click here for more details:



#### Text to Donate

Text "GIVE2GNH" to 44-321



#### By Mail

Complete this donation form and mail it with your check or money order payable to:

Good News Home for Women 33 Bartles Corner Rd Flemington, NJ 08822

#### Donation of Appreciated Securities

Certain tax advantages may be gained through a gift of appreciated securities, check with your tax advisor.

Contact us for details of how to complete that transaction.

#### Good News Home Giving Tree

Sponsor a space on our Giving Tree to support the Good News Home.

Details are available here.

#### Walmart Registry for Good Causes

Support Good News Home by purchasing and donating items we have a need for.

Details are available here.





#### AmazonSmile

Amazon will donate a percent of your purchases to Good News Home. Click here for details:



#### Volunteering

Volunteers are key at Good News Home. They help with fundraising administrative tasks, operations, and spreading the word about our

Visit our volunteer page here.

#### In-Kind Gifts

In-kind gifts for the Good News Home are gladly accepted. We can us household items, office supplies, kitchen supplies, etc.

Please call (908) 806-7531 for details.

#### Give Lively





### www.goodnewshome.org



Main Number: (908) 806-4220



Admissions

(908) 483-5401

intake@goodnewshome.org

## THANK YOU