



**2019 S. L. Gimbel
Foundation Fund
Grant Application**

Internal Use Only:	
Grant No:	25,000

Organization / Agency Information

Organization/Agency Name: Surrey Services For Seniors Inc		
Physical Address: 60 Surrey Way, Devon PA 19333		
Mailing Address: 60 Surrey Way Devon PA 19333		
CEO or Director & Title: Mr. Robert Madonna, President & CEO		
Phone: (610) 647-9774	Fax:	Email: bobmadonna@surreyservices.com
Contact Person & Title: Maureen Cislo, Assistant Director of Development		
Phone: (610) 647-9774	Fax:	Email: mcislo@surreyservices.org
Web Site Address: http://www.surreyservices.org		Tax ID: 232610145

Program / Grant Information

Program Area: Human Dignity

Program/Project Name: Surrey Kitchen Expansion Project			Amount of Grant Requested: \$25,000
Total Organization Budget: \$50,333,360	Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 81%	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 12%	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 19%
Purpose of Grant Request (one sentence): To expand our cafe's seating space so Surrey can feed 24 more seniors			
Program Start Date (Month and Year): 8/5/2019		Program End Date (Month and Year): 8/5/2020	
Gimbel Grants Received: List Year(s) and Award Amount(s) N/A			

Signatures

Board President / Chair (print name and title): Maureen Brennan-Miller, Board of Directors, Chair	
Signature:	Date: 3/1/2019
Executive Director/President (print name and title): Robert M. Madonna, President and CEO	
Signature:	Date: 3/1/2019



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2019 S.L. Gimbel Foundation Fund APPLICATION

Narrative

I. Organization Background

In 1981, Wayne resident, Jeanne La Rouche saw a need, so she recruited neighbors to drive seniors to doctors' appointments and to help with grocery shopping. During the last 38 years of nurturing and growth, this grass-roots effort has grown into a comprehensive non-profit that is committed to shaping and delivering services that provide a holistic and healthier approach to growing older. Surrey has expanded and shaped its services and programming to meet the broader and increasing needs of older adults with 5 community centers in Delaware County (Havertown, Media and Broomall), the Center for Healthy Living in Devon and a center in East Goshen (Chester County), and in-home services for the most vulnerable.

Surrey provides: lifelong learning, fitness and wellness, served lunches and home delivered meals, home care, information and assistance, on-site dental clinic through a partnership with Community Volunteers in Medicine, minor home repairs and yard work, outbound calling, a wide-range of transportation services, and meaningful volunteer opportunities. In FY18, Surrey made a significant and positive impact on the lives of 6,200 seniors providing: 32,400 onsite meals, 55,600 home delivered meals, 15,500 rides, 60,000 volunteer hours, and 68,000 in-home care hours.

Organizational Accomplishments:

Surrey continues to regularly receive awards and accolades from the community. In 2018, Surrey was honored with the "Non-Profit of the Year" award from the Chester County Chamber of Business and Industry. Surrey has won the Non-Profit of the year award TWICE from the Main Line Chamber of Commerce.

The Pew Charitable Trust selected Surrey for its highly competitive Evaluation Capacity Building Initiative.

Surrey received accreditations by the Pennsylvania Association of Nonprofit Organizations and the National Institute of Senior Centers (a distinction held by only 200 centers nationwide).

Surrey continues to receive the highest rating from Charity Navigator based on low overhead ensuring that maximum dollars are used for direct services.

Surrey introduced two new fundraisers in an effort to engage a wider audience: The Ladies Fall Fashion Show and Golf Tournament sold out very quickly.

Every year- the number of volunteers increase based on word of mouth with how delightful and fulfilling it is to volunteer at Surrey. In 2018, 1,400 volunteers provided more than 60,000 worth of volunteer hours. That equates into a savings of \$1.5 Million in savings since Surrey does not have to employ such a large administrative office. Surrey could not run without its volunteers.

Program Activities:

Surrey's target population is adults aged 55 and older living in the Southeastern PA suburbs. Surrey does not discriminate for membership based upon financial, racial, or gender identification. Surrey serves the most active to those homebound through its variety of programming and services. Programs and services

strive to be offered at reasonable costs to Surrey's members but those unable to pay are often eligible for assistance. The typical Surrey member is female and living alone. Many Chester County seniors live in stark contrast to their affluent surroundings: 15% of the county's population live at the federal poverty level. For some, a daily dilemma is whether to spend limited money on food, medications, or rent. Many have no family locally or anywhere; others have lost their spouse, primary caregiver or social companion causing them to feel increasingly isolated.

Key programs include center-based health and wellness, education and enrichment activities including nourishing meals and exercise, health education and activities geared towards maintaining physical health and mental acuity. Examples: book clubs, music appreciation, a drama group, chorus program, technology classes and assistance, knitting, games, stress reduction, bridge, and fall-prevention classes. Surrey provides community based supportive services such as transportation, a volunteer-based home repair program, and programs that quietly and with dignity address needs of the most vulnerable of our population.

II. Project Information:

A) Statement of Need

Research shows that social isolation and loneliness contribute to illness, functional decline and mortality, particularly in older adults. A remedy is Surrey's onsite chef-prepared daily lunch in Devon, providing a nutritious meal and socialization in a bright, convivial dining space. Rather than the quiet of one's residence, there is laughter and conversation with old or new friends. The \$4.00 meal is affordable and may be a seniors' only hot meal of the day, and perhaps, the only one enjoyed in the company of others. Some guests plan their days around these modestly priced, delicious meals. This popularity means seating is now often at capacity. The current "fix," that of setting up tables and chairs in the lobby, is not sustainable. Seniors want to eat with their friends in the café and not feel like unexpected guests (some seniors will leave without lunch if the only option is sitting in the chaotic lobby). Keep in mind, Surrey relies heavily on volunteers who prep and serve the food. Volunteers help keep overhead costs down which ties directly into our ability to keep the actual cost of the meal to a senior at the low \$4.00 rate.

B) Project Description

More than any program at Surrey, the Cafe Expansion Project will have the most significant impact on its population benefitting at least 24 more seniors per day at the Devon location which could yield 5,880 additional on-site meals annually. This project will: Increase the likelihood that more seniors will participate in lunch and therefore decrease feelings of isolation and depression. It will also increase the number of seniors who will benefit from a hot nutritious meal. It will increase the connections with others and the overall appearance of the café so that space is inclusive and expansive. The overall goal of increasing dining space is to feed more seniors and give them something to look forward to, take better care of their health due to eating more nutritious meals, and ward off isolationism, loneliness and depression due to sharing a meal with friends.

Specifics of the project include:

1. Enclose a 400 sq. ft. outdoor patio to make a full-season indoor space adding 24 seats/ability to seat 24 additional seniors daily for lunch service yielding an estimated 5,880 onsite meals.
2. Expand the kitchen into an adjacent office for added space needed for a steam kettle to more efficiently prepare the daily hearty soups, create more dry storage, and create an area for a desk/office for the chef who can be fully accessible to the volunteer kitchen helpers.
3. Increase the number of seniors who eat in the café daily and the number of volunteer helpers and the number of delivered meals.

C) Project Goal, Objectives, Activities & Expected Outcomes

Project Goal:

To enclose a 400 square foot patio for year round seating.

Project Objectives:

Expansion will mean 24-30 additional seats will be added to our lunch sitting

Program Activities:

Surrey's target population is adults aged 55 and older living in the Southeastern PA suburbs. Surrey does not discriminate for membership based upon financial, racial, or gender identification. Surrey serves the most active to those homebound through its variety of programming and services. Programs and services strive to be offered at reasonable costs to Surrey's members but those unable to pay are often eligible for assistance. The typical Surrey member is female and living alone. Many Chester County seniors live in stark contrast to their affluent surroundings: 15% of the county's population live at the federal poverty level. For some, a daily dilemma is whether to spend limited money on food, medications, or rent. Many have no family locally or anywhere; others have lost their spouse, primary caregiver or social companion causing them to feel increasingly isolated.

Key programs include center-based health and wellness, education and enrichment activities including nourishing meals and exercise, health education and activities geared towards maintaining physical health and mental acuity. Examples: book clubs, music appreciation, a drama group, chorus program, technology classes and assistance, knitting, games, stress reduction, bridge, and fall-prevention classes. Surrey provides community based supportive services such as transportation, a volunteer-based home repair program, and programs that quietly and with dignity address needs of the most vulnerable of our population.

Expected Outcomes:

Expected outcomes are that Surrey is able to feed 24-30 additional seniors a day in the new dining space. Diners will feel more included and not that they are sitting in a drafty, congested lobby without ample space to pull their chair out, or maneuver around with a cane, walker or wheelchair. It will also make it easier for servers and bussers to serve diners which will result in a higher quality of customer service..

Evaluation:

5. Evaluation

Surrey's annual survey will be used to ask all café diners about their experience in the café. Typically, annual survey results reveal that individuals report a 90% satisfaction rate with the café program. They come to the center for meals that make them feel more happy and more satisfied with their lives, it gives them something to look forward to, allowed them to take better care for their health, eat more nutritious meals and make new friends.

D) Timeline

Provide a timeline for implementing the project. State the start date and ending date of the project, include timeframes for specific activities, as appropriate.

The possible start date for this project is August 1, 2019. However, this is subject to change based on weather. Surrey is actively seeking funding from various sources so that all funding will be pooled together prior to starting the project. Surrey will not be taking out a loan to fund this project. We have applied to several foundation and have several grants pending:

- \$15,000 - Timekin Foundation (we should receive word from them by July 1,2019.)
- \$5,000 – Walter Miller Foundation

Surrey has secured the following and has this money IN HAND for this project:

- \$5,000 private donor
- \$50,000 WW Smith Foundation
- \$17,000 25th Century Foundation

E) Target Population

Who will this grant serve? How many people will be impacted? Provide a breakdown: Number of Children, Youth, Adults, Seniors, Animals.

Surrey's target population is adults aged 55 and older living in Southeastern PA. Between July 1, 2016 and June 30, 2018, the Devon Café served 30,000 meals to nearly 1,000 unique older adults.

F) Projects in the Community

How does this project relate to other existing projects in the community? Who else in the community is providing this service or has a similar project? Who are your community partners (if any)? How are you utilizing volunteers?

Surrey is not aware of any other senior based organizations that provide café style lunches that are packed with vitamins and nutrients while tasting so delicious. Surrey partnered with Meals on Wheels to provide food delivery to seniors who are homebound. The same meals served in the café, are also delivered to those in their homes. The partnership which as follows:

Surrey chef prepares the meals, Meal on Wheels AND Surrey volunteers pack them up and deliver them to the appropriate geographical area. Volunteers are used for food prep, packing meals, serving meals in the café and bussing and cleaning all café tables. Surrey's community partners include Meals on Wheels and several local corporations. The café only employs a full time chef and part time assistant. All server, food preppers, dishwashers and bussers are volunteers. In 2018, 1400 volunteers logged more than 60,000 hours of volunteer time for Surrey. Surrey could not operate without its strong corps of volunteers. Their hours of manpower equates into a savings of \$1.2 million Surrey need not fundraise for for salaries, etc.

G) Use of Grant Funds

How will you use the grant funds?

Surrey proposes to enclose its 400 sq. ft. outdoor patio to make a full season indoor space adding an additional 24 seats to its café (we might be able to squeeze in a total of 30!). This project is a one-time expense with all funds going to the building materials and supplies needed to convert the patio into a 4-season dining room. The budget also includes labor costs of all contractors needed to complete the work. Feeding an additional 30 seniors a day equates into 6,500 more on site meals a year.

III. Project Future

A) Sustainability

One the Devon café is expanded by enclosing the patio into a 4-season room, no other sustainability costs will be needed.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

A) Governance

The Board is governed by regularly reviewed Bylaws indicating the Board's leadership structure and singles out the roles of the following committees to be essential for proper governance: Executive, Audit, and Governance (focuses on Board recruitment and overall governance). Oversight for fundraising is done by the Development and Finance Committees, the volunteer program is primarily operational with Board involvement on the volunteer committee. Other committees also include Home Services, Human Resources, Risk Management, Transportation, and Community Outreach with task forces as needed for business development, expand our ability to provide transportation services to seniors; expand our presence by partnering with other organizations where we can provide Surrey classes and workshops; provide additional health/medical services similar to the free dental provided by Community Volunteers in Medicine. (CVIM)

B) Management

Describe the qualifications of key personnel/staff responsible for the project.

Robert "Bob" Madonna who joined Surrey in January 2016, brings more than 40 years of leadership experience in both the profit and non-profit sectors. Bob was a Principal and Executive Vice President of Sales and Marketing for McCoy Enterprises, a leading corporate employee training and consulting firm. Before that, he held Executive Vice President, Sales & Marketing positions at EchoBurst Corporation, a wireless Location Based Service provider, and Numerex Corporation, NASDAQ:NMRX, where he was responsible for the successful turnaround of four business units. His background also includes a diverse and successful career at Bell Atlantic Corporation. Bob's non-profit work includes board membership on several large and small organizations and was a founding director of the Golden Cradle Adoption. Bob holds degrees from Widener University and Delaware County Community College.

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Organization Name:

Surrey Services for Seniors, Inc.

V. Project Budget and Narrative (Do not delete these instructions on your completed form).

A) Budget Table: Provide a detailed line-item budget for your entire project by completing the table below.

Requested line items should be limited to Ten (10) line items. The less the better.

A breakdown of specific line item requests and attendant costs should include:

1) Line item requests for materials, supplies, equipment and others:

a. Identify and list the type of materials, supplies, equipment, etc.

b. Specify the unit cost, number of units, and total cost

c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000) 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**

a. Identify the position; for each position request, specify the hourly rate and the number of hours (i.e.

\$20/hr x 20 hours/week x 20 weeks = \$8,000)

b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)

3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.

Line Item Request	Line Item Description (Maximum two lines)	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel/TCF	Line Item Total of Project
Windows	6 windows at \$500 each			\$3,000.00	\$3,000.00
Interior Finishes	400 at \$20.50 a square foot			\$8,200.00	\$8,200.00
HVAC	400 at \$22.00 a square foot			\$8,800.00	\$8,800.00
Electric	400 at \$10.25 a square foot			\$4,100.00	\$4,100
Fire Protection	400 at \$9.55 a square foot		\$2,920.00	\$900.00	\$3,820.00
Exterior Framing and Finishes	300 at \$150.00 square foot		\$45,000		\$45,000

TOTALS:		\$	\$47,920.00	\$25,000.00	\$72,920.00

B) **Narrative:** The budget narrative is the justification of "how" and/or "why" a line item helps to meet the project deliverables. Provide a description for each line item request as necessary. Explain how the line item relates to the project. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Project Budget and Budget Narrative

Budget Narrative:

Surrey seeks to add additional seating for 24 people. Currently our café in our Devon Center is at seating capacity and staff has to set up card tables in our lobby for those coming to eat lunch. As a result, our lobby is very congested and there is not enough space for seniors outside with walkers or canes to maneuver around. Surrey would like to expand a 400 square foot patio to make a full season indoor space which would add 24 additional seats in which to serve lunches and special themed dinners. Surrey has met with an architect to determine the costs involved with enclosing the patio. The construction costs for enclosing the patio include the price tags on the building supplies AND labor. For example:

1. Six windows will be installed to make this dining space inviting and pleasing. Each window costs \$500. This equates to \$3,000.00
2. Interior finishing will include 400 square feet of such items as drywall and molding and the installation costs needed for a crew. The cost is \$20.50 per square foot and 400 square feet are needed. This equates to \$8,200.00
3. HVAC will need to be installed for heat and air conditioning to be in this space. The cost is \$22.00 a square foot and the space is 400 square feet which totals \$8,800.00
4. Electrical work is needed for wiring the walls for lighting fixtures. The cost is \$10.25 a square foot and there are 400 square feet-this equates into \$4,100.00
5. Fire protection is required under the local government's zoning laws. The cost for the sprinkler system is \$9.55 a square foot and there are 400 square feet. This equates into \$3,820.00.
6. The exterior framing and finishes are the most expensive cost of the project at \$45,000.00 (300 square feet multiplied by \$150.00 per square foot = \$45,000.00)

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VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
The Pew Charitable Trust	\$160,000
Chester County Department of Aging	\$90,000
The Foundation for Delaware County	\$40,000
Charles C. Knox Charitable Trust	\$30,000
The Philadelphia Foundation	\$25,000
W.W. Smith Charitable Trust	\$25,000
The United Way of Chester County	\$15,000
Fox Chase Bank Charitable Fund	\$15,000

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
Chester County Department of Aging	\$75,000	unknown
W.W. Smith Charitable Trust	\$50,000	6/1/2019
Pennsylvania Department of Aging	\$146,000	8/1/2019
Health Partners Plan	\$5,000	7/1/2019
Neighborhood League Shop	\$5,000	9/1/2019
Kistler Tiffany Foundation	\$5,000	5/1/2019

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$1,010,828	21%	Program Fees	\$2,768,523	57%
Fundraising/Special Events	\$266,399	6%	Interest Income	\$108,056	2%

Corp/Foundation Grants	\$446,148	9%	Other:	\$ 8,748	1%
Government Grants	\$178,855	4%	Other:	\$	%

Notes:

Total revenue from finances closing out on June 30, 2018 = \$4,787,557.00

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VII. Financial Analysis

Agency Name: Surrey Services for Seniors, Inc.

Most Current Fiscal Year (Dates): From 7/1/2017 To: 6/20/2018

This section presents an overview of an applicant organization’s financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$ 4,603,921	\$3,721,163	\$569,189	\$313,571

2) Calculate the percentages of Columns B, C, and D, over A (per totals above)

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	81%	12%	7%

3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)

Percentage of Organization’s <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
12%	\$569,187	4%

If the differential is above (+) or below (-) 10%, provide an explanation:

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Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$63,512	\$194,788	\$247,312	1.04

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
\$170,147	\$209,875

Notes:

Income	6/30/2018	43,646
Individual Contributions	1,277,227	1,296,675
Corporate Contributions	22,830	20,000
Foundation Grants	423,318	340,000
Government	178,855	77,000
Other Earned Income	2,768,523	3,017,681
Interest & Dividend Income	116,804	34,500
Total Income	4,787,557	4,785,856
Personnel		
Salary CEO	148,681	160,000
Personnel	2,537,916	2,725,760
Payroll Taxes	194,006	218,161
Insurance-Workmen's Comp	49,796	52,460
Insurance-Health	230,325	253,968
Payroll Services	31,608	34,800
Retirement	33,437	71,233 (moving to a Safe Harbor Plan 3% all eligible employees)
Total Personnel	3,225,769	3,516,382
General Program/Administrative		
Bank/Investment Fee	13,930 credit card fees	14,400
Publications	19,386 Subscriptions	17,780
Client Services	322,217	318,038
Conferences & Meetings	10,556	16,044
Mileage	17,839	9,396
Audit & Accounting	24,000	23,000
Professional Fees	63,290	72,996
Program Fees	100,652	109,288
Insurance Expense	35,026	36,250
Telephone- Land Lines	6,665	7,200
DSL & Internet, Technology	32,378	33,212
Website	6,000	6,000
Office Supplies	54,758	56,891
Postage	23,833	24,050
Printing & Copying	72,107	63,150
Public Relations/Advertising	59,021	96,000
Occupancy	62,981	58,535
Rent	65,130	72,996
Supplies	37,156	36,891
Technology	96,311	113,811
Training	20,187	19,754
Miscellaneous	55,322	47,312
	<u>1,198,745</u>	<u>1,252,994</u>
Total Expenses prior Depreciation	4,424,514	4,769,376
Depreciation	192,896	200,000
Total Expenses	4,617,410	4,969,376
Net Income	170,147	(183,520)

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members	322,217.	322,217.		
5 Compensation of current officers, directors, trustees, and key employees	133,903.	107,123.	17,457.	9,323.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	2,552,694.	2,042,168.	332,800.	177,726.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	33,437.	26,226.	4,726.	2,485.
9 Other employee benefits	274,796.	215,536.	38,839.	20,421.
10 Payroll taxes	194,006.	153,529.	26,793.	13,684.
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	24,000.	12,867.	7,102.	4,031.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	80,807.	59,344.	7,456.	14,007.
12 Advertising and promotion	55,272.	48,397.	3,334.	3,541.
13 Office expenses	54,758.	35,239.	15,029.	4,490.
14 Information technology				
15 Royalties				
16 Occupancy	65,130.	65,130.		
17 Travel	10,556.	2,313.	7,310.	933.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest	281.		281.	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	192,896.	158,175.	23,147.	11,574.
23 Insurance	84,822.	69,554.	10,179.	5,089.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a REPAIRS AND MAINTENANCE	195,351.	160,188.	23,442.	11,721.
b ACTIVITIES	100,652.	100,652.		
c PRINTING AND PUBLICATIO	72,107.	46,290.	1,697.	24,120.
d TELEPHONE	39,043.	14,614.	24,152.	277.
e All other expenses	117,193.	81,601.	25,443.	10,149.
25 Total functional expenses. Add lines 1 through 24e	4,603,921.	3,721,163.	569,187.	313,571.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 08-2 (ASC 958-720)

Surrey Services for Seniors
Budget - Surrey Services
July 2018 through June 2019

	<u>Jul '18 - Jun 19</u>
Income	
Community Services Income	113,246
Consignment Shop Sales	133,250
Contracts	310,968
Fundraising	1,733,675
Home Services Income	2,000,000
Member Services Income	184,740
Nutrition Program Income	181,357
Other Income	46,900
Transportation Income	145,680
Total Income	<u>4,849,816</u>
Gross Profit	4,849,816
Expense	
Admin Expense	1,079,958
Community Services Expense	93,644
Consignment Shop Expense	63,960
Home Services Expense	0
Member Services Expense	74,644
Nutrition Program Expense	135,152
Outreach Expense	0
Personnel Expense	3,525,978
Transportation Expense	60,000
Total Expense	<u>5,033,336</u>
Net Income	<u><u>-183,520</u></u>

**Commonwealth of Pennsylvania
Department of Revenue**

CERTIFICATE OF EXEMPTION

SURREY SERVICES FOR SENIORS
60 SURREY WAY
DEVON PA 19333 USA

Account ID: 75343010
Revenue ID: 1001068317

Exemption Type: Charitable
Expiration Date: 11/30/2019

USE OF THIS CERTIFICATE FOR PERSONAL OR NONEXEMPT PURCHASES WILL RESULT IN
CANCELLATION OF EXEMPT STATUS

This certificate is not assignable or transferable.



**SURREY SERVICES FOR SENIORS
BOARD OF DIRECTORS FY19
AFFILIATIONS**

Andrew S. Addis
R:SK Advisory
President & CEO
353 West Lancaster Avenue
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Strategic Communications & Planning
President
34 West Avenue, Ste E
Wayne, PA 19087

Maureen Brennan-Miller
Board Chair
Community Volunteer
Chesterbrook, PA 19087

Karen Coley
In Transition from
Teva Pharmaceuticals
Lansdale, PA

Rick Davis
First Vice Chair
Magis Insurance Group, LLC
President
531 E. Lancaster Avenue
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Sun Oil (Ret.)
266 Valley Stream Lane
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Pennsylvania Institute of Technology
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Media, PA 19063

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Govatos Investment Consulting
President (Ret.)
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Inglis Foundation
VP, Co-Exec. Dir & Administrator
(Ret.)
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Immediate Past Chair
Main Line Women's Health Care Assn.
Managing Partner, (Ret.)
363 Pond View Drive
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Second Vice Chair
Main Line Health
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Tredyffrin-Easttown School Dist. (Ret.)
Berwyn, PA 19312

Jack Lavender
Independent Technology Consultant
Berwyn, PA 19312

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Alpha Scientific
President
820 Springdale Dr.
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President of the Corporation
Surrey Services for Seniors
President and CEO
60 Surrey Way
Devon, PA 19333

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1867 Capital
Malvern, PA 19355

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MZ Bierly Consulting
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Secretary of the Corporation
Coatesville Savings Bank
VP, Retail Banking Officer
185 E. Lincoln Highway
PO Box 390
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Kevin OBrien
Treasurer of the Corporation
Sanofi-Aventis
Dir., Financial Svcs-Alliances, (Ret.)
1602 Ulster Lane
West Chester, PA 19380

Daniel T. O'Connell
QVC, Inc.
EVP, CFO, & Treasurer (Ret.)
Downingtown, PA 19335

Paul W. Olson
ANA Laboratories, Inc.
President (Ret.)
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Bellmawr, NJ 08031

Carole Rubley
Former PA State Representative
West Chester, PA 19380

Analisa Sondergaard, Esq.
Magisterial District Court 15-4-01
Commonwealth of PA
Magisterial District Judge
Wayne, PA 19087

Honorary Board Members
Stephen W. Bajus
M. Parker Blatchford
Robert M. Campbell, Jr.