

East River Legal Services
March 2025 YTD vs. Budget and Comparative Financials (FY21-FY24) - UNAUDITED

Revenue, Expenses, Net Assets Breakdown	March 2025 YTD (UNAUDITED)			Prior Year Actuals (Audited)			
	Actual	Budget	Variance	FY24 -Prelim	FY23	FY20	FY21
REVENUES							
LSC - Basic Field Grant	\$ 166,122	\$ 141,273	\$ 24,849	\$ 499,831	\$ 510,536	\$ 463,440	\$ 468,878
LSC PAI - Internal Costs ¹	-	24,931	(24,931)	85,500	74,795	45,507	18,555
LSC PAI - External Donated Services ²	-	-	-	25,306	24,753	42,653	47,681
LSC - Rural Summer Legal Corp Fellowship	-	-	-	7,000	7,000	-	5,000
LSC - Disaster Grant	61,378	38,924	22,454 ³	79,631	-	-	-
LSC - Technology Initiative Grant	-	-	-	-	4,132	30,868	-
LSC - COVID-19 and Telework Capacity Grant	-	-	-	-	-	-	-
Attorney Fees - LSC	-	-	-	-	-	326	-
Victims of Crime Act (VOCA)	36,681	53,625	(16,944) ⁴	234,200	676,799	458,762	894,404
Attorney Fees - VOCA	-	-	-	-	-	8,453	-
VOCA - Donated Services (Law Students/Interns)	-	-	-	5,200	-	-	6,992
SD Attorney General - Victim Services Grant	38,749	88,601	(49,852) ⁵	51,277	-	-	-
Technology Services Contract - A2J & DPLS	-	-	- ⁶	22,000	21,500	25,800	25,800
Commission on Equal Access to Courts (CEAC)	-	43,750	(43,750) ⁷	253,500	200,000	67,500	65,000
Older Americans	33,314	26,000	7,314 ⁸	99,421	90,821	66,253	44,809
Bush Foundation Grant - HRS pilot	-	-	-	-	-	148,555	58,445
Wells Fargo Grant - HRS pilot	-	-	-	20,000	-	20,000	20,000
Emergency Rental Assistance Contract (ERA2)	115,997	153,333	(37,336) ⁹	534,258	307,966	207,040	95,445
United Way	22,249	20,375	1,874 ¹⁰	6,200	3,333	-	-
Unrestricted Contributions-Second Circuit Bar	-	-	-	25,000	25,000	25,000	25,000
Contributions/Donations	50	18,750	(18,700) ¹¹	55,245	69,385	52,538	59,939
LSV-H VA Grant	440	23,137	(22,697) ¹²	6,006	-	-	-
Mental Health Grant	-	-	-	3,689	151	-	-
ACB Pro Bono Grant	-	-	-	-	10,000	-	-
SD Network - Justice for Families Grant	1,073	3,575	(2,502) ¹³	15,267	-	-	-
Paycheck Protection Program & FVPSA Cares Act	-	-	-	-	-	-	5,976
Interest Income/Other Income	133	-	133	730	12	4	1
TOTAL REVENUE	\$ 476,186	\$ 636,274	\$ (160,088) ¹⁴	\$ 2,029,261	\$ 2,026,183	\$ 1,662,699	\$ 1,841,925
Percentage Change from Prior Year	-76.5%			0.2%	21.9%	-9.7%	24.8%
EXPENSES, ENDING NET ASSETS							
Personnel & Benefits 71%	\$ 361,278	\$ 436,636	\$ (75,358) ¹⁵	\$ 1,418,499	71% \$ 1,250,837	\$ 1,164,409	\$ 1,278,893
Operating 29%	145,402	\$ 155,640	(10,238) ¹⁶	568,721	29% 607,388	505,151	430,666
TOTAL EXPENSES 100%	\$ 506,681	\$ 592,276	\$ (85,595) ¹⁷	\$ 1,987,220	\$ 1,858,225	\$ 1,669,560	\$ 1,709,559
Excess (Deficit) of Revenue over Expenditures	(30,495)	43,998	(74,493) ¹⁷	42,041	167,958	(6,861)	132,366
Beginning Net Assets	499,565	499,565	-	457,524	289,566	296,427	164,062
NET ASSETS, ENDING	\$ 469,070	\$ 543,563	\$ (74,493) ¹⁸	\$ 499,565	\$ 457,524	\$ 289,566	\$ 296,428
Percentage Change from Prior Year	-6.1%			9.2%	58.0%	-2.3%	80.7%
Breakdown of Net Assets							
Net Assets With Donor Restrictions	\$ 62,696	\$ 80,496	\$ (17,800) ¹⁸	\$ 96,300	\$ 79,771	\$ 18,652	\$ 20,784
Net Assets Without Donor Restrictions	312,443	369,137	(56,694)	305,903	276,310	138,888	98,129
Property	93,931	93,930	1	97,362	101,443	132,026	177,515
NET ASSETS	\$ 469,070	\$ 543,563	\$ (74,493) ¹⁹	\$ 499,565	\$ 457,524	\$ 289,566	\$ 296,428

Assets Without Donor Restrictions - green font

Prior years funding awarded due to COVID-19 or to utilize towards COVID-19 related expenses - highlighted gray.

- Private Attorney Involvement (PAI) - internal direct salaries/benefits and associated indirect costs as well as contract service costs. YTD has not been calculated yet - LSC requires a minimum 12.50%.
- PAI credit for pro bono services received from external firms; rev based on avg attorney hourly rate for service area which is offset by Volunteer Donated Services Exp on Inc Stmt.
- LSC Disaster Grant - 2 year grant starting in April 2024. Invoices are submitted semi-annually as of March 31 and September 30.
- YTD 2025 is \$69K less than YTD 2024. FY25 Grant is \$214,500 which is approx 50% of FY24 Grant
- New one-time grant from the SD Attorney General office to assist with revenue lost from VOCA grant. Total funds available \$371K 10/1/24 to 9/30/25.
- Agreement with DPLS & A2J will be on a reimbursement of website costs. ERLS invoiced these costs in December 2024. Future funding will come from CEAC.
- \$51K was received in April 2025.
- Expanded focus at the group case level on Older Americans. Also slight increase in reimbursement rates. \$8,836 increase over YTD 2024.
- This funding is expected to end September 2025. YTD 2025 is \$23K less than YTD 2024.
- Continuation of grants from 2023 from NE SD United Way and Yankton Area United Way plus \$75K annual grant from Sioux Empire United Way. Proceeds are being primarily used for general operating expenses.
- The timing of contributions is not consistent throughout the year.
- New grant from Dept of Veterans Affairs for Legal Services for Homeless Veterans and Veterans At-Risk for Homelessness began August 1, 2024. Total grant is \$185K
- SD Network - Justice for Families Grant - To be used to represent clients in protection orders in Minnehaha Cty. Revenue also includes total grant plus small reimbursements of approved expenses.
- Overall decrease in all revenue sources. Budgeted revenue was primarily spread evenly for the year unless known grant will end earlier in the year.
- Salaries were \$63.8K lower than budget. Staff changes in Q1 resulted in 1 intake position not currently filled and 1 paralegal position not full time as expected. Also budgeted Managing Attorney position is still open. Payroll taxes and employee group insurance also lower than budget, partially due to open positions.
- Overall most every expense line item is below budget.
- Total variance to budget is due to deficit in revenues noted above offset by lower net expenses.
- Net asset with donor restrictions is the following: \$5.2K ACB Pro Bono funds not spent, \$12.1K Wells Fargo Unmet Needs Fund not spent, and \$45.4K OA revenue billed over expenses.
- Lower than expected revenue somewhat offset by lower than expected costs. There is some timing in the billing of the revenue versus the budget spread. There were \$3.8K in new asset purchases.