

BLAIR SENIOR SERVICES, INC.

REPORT ON AUDIT OF
FINANCIAL STATEMENTS

FOR THE YEAR ENDED
JUNE 30, 2024

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Independent Auditors' Report

Board of Directors
Blair Senior Services, Inc.
Altoona, Pennsylvania

Opinion

We have audited the accompanying financial statements of Blair Senior Services, Inc. (a nonprofit corporation), which comprise the statement of financial position as of June 30, 2024, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In our opinion, the financial statements present fairly, in all material respects, the financial position of Blair Senior Services, Inc. as of June 30, 2024, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of Financial Statements section of our report. We are required to be independent of Blair Senior Services, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Blair Senior Services, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditors' Responsibilities for the Audit of Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgement made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we

- Exercise professional judgement and maintain professional skepticism through the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Blair Senior Services, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgement, there are conditions or events, considered in the aggregate, that raise substantial doubt about Blair Senior Services, Inc.'s ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on pages 18 through 20 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information, except for the Narrative Discussion and Analysis presented under PennDOT's *Pennsylvania Public Transportation Audit Requirements for Fixed Route, Specialized, and Intercity Bus Transportation Providers* (dated July 2017) which has been marked "unaudited", has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated January 15, 2025 on our consideration of Blair Senior Services, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Blair Senior Services, Inc.'s internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering Blair Senior Services, Inc.'s internal control over financial reporting and compliance.



FIORE FEDELI SNYDER CAROTHERS, LLP

State College, Pennsylvania
January 15, 2025

BLAIR SENIOR SERVICES, INC.
STATEMENT OF FINANCIAL POSITION
JUNE 30, 2024

ASSETS

CURRENT ASSETS	
Cash and Cash Equivalents	\$ 3,046,674
Cash Held for Others	229,169
Accounts Receivable	1,521,084
Prepaid Expenses	<u>99,210</u>
Total Current Assets	<u>4,896,137</u>
PROPERTY AND EQUIPMENT	
Land	281,658
Building and Equipment	7,153,808
Vehicles	<u>2,736,690</u>
Total Property and Equipment	10,172,156
Less Accumulated Depreciation	<u>(6,230,417)</u>
Net Property and Equipment	<u>3,941,739</u>
Right to use assets, net	<u>44,754</u>
TOTAL ASSETS	\$ <u>8,882,630</u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	
Accounts Payable	\$ 327,653
Deposits Due Others	229,169
Payroll Withholding and Taxes Payable	215,221
Accrued Payroll, Vacation and Sick Pay	458,169
Refundable Advances	1,013,028
Lease Payable, Current Portion	<u>17,931</u>
Total Current Liabilities	<u>2,261,171</u>
LONG TERM LIABILITIES	
Lease Payable, Net Current Portion	<u>27,756</u>
TOTAL LIABILITIES	<u>2,288,927</u>
NET ASSETS	
Without Donor Restrictions	5,587,766
With Donor Restrictions	<u>1,005,937</u>
Total Net Assets	<u>6,593,703</u>
TOTAL LIABILITIES AND NET ASSETS	\$ <u>8,882,630</u>

See Accompanying Notes to Financial Statements

BLAIR SENIOR SERVICES, INC.
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2024

	<u>Operations</u>	<u>Property and Equipment</u>	<u>Total</u>
<u>REVENUE AND SUPPORT</u>			
Grants and Contracts	\$ 11,387,375		\$ 11,387,375
Program Income	2,332,912		2,332,912
Other	55,483		55,483
Interest	11,518		11,518
Net Assets Released from Restriction	<u>554,576</u>		<u>554,576</u>
Total Revenue and Support	<u>14,341,864</u>		<u>14,341,864</u>
<u>EXPENSES</u>			
Program Services			
Access Services	698,593	\$ 20,681	719,274
In-Home Services	4,123,005	79,378	4,202,383
Long-Term Care Support Services	902,244	23,555	925,799
Transportation	3,577,651	300,914	3,878,565
Volunteer Services	479,000	17,804	496,804
Advocacy	971,798	8,461	980,259
Senior Community Centers	775,256	25,453	800,709
	<u>11,527,547</u>	<u>476,246</u>	<u>12,003,793</u>
Support Services			
General and Administrative	<u>2,040,588</u>	<u>26,951</u>	<u>2,067,539</u>
Total Expenses	<u>13,568,135</u>	<u>503,197</u>	<u>14,071,332</u>
Change in Net Assets Without Donor Restrictions	<u>773,729</u>	(<u>503,197</u>)	<u>270,532</u>
Net Assets With Donor Restrictions			
Contributions	6,471	--	6,471
Net Assets Released from Restriction	(<u>554,576</u>)	<u>--</u>	(<u>554,576</u>)
Change in Net Assets With Donor Restrictions	(<u>548,105</u>)	<u>--</u>	(<u>548,105</u>)
Change in Net Assets	225,624	(503,197)	(277,573)
Net Assets, Beginning	<u>4,343,645</u>	<u>2,527,631</u>	<u>6,871,276</u>
Net Assets, Ending	<u>\$ 4,569,269</u>	<u>\$ 2,024,434</u>	<u>\$ 6,593,703</u>

See Accompanying Notes to Financial Statements

BLAIR SENIOR SERVICES
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED JUNE 30, 2024

	PROGRAM SERVICES							GENERAL AND ADMINI- STRATIVE	TOTAL EXPENSES	
	ACCESS SERVICES	IN HOME SERVICES	LONG TERM CARE SUPPORT SERVICES	TRANSPORT- ATION	VOLUNTEER SERVICES	ADVOCACY	SENIOR COMMUNITY CENTERS			TOTAL PROGRAM SERVICES
Salaries	\$ 320,349	\$1,835,597	\$ 548,191	\$ 1,453,610	\$ 100,695	\$ 634,635	\$ 318,087	\$ 5,211,164	\$1,293,524	\$ 6,504,688
Payroll Taxes and Fringe Benefits	349,535	369,617	207,902	468,223	33,123	206,678	95,825	1,730,903	500,248	2,231,151
Utilities and Telephone	12,751	116,398	16,743	87,137	6,276	34,323	105,633	379,261	38,637	417,898
Rent	147	582	785	414	85	261	--	2,274	1,367	3,641
Supplies	3,867	417,715	13,438	59,648	36,327	27,665	21,695	580,355	8,832	589,187
Repairs and Maintenance	2,764	23,648	17,063	62,354	1,063	6,637	58,662	172,191	11,370	183,561
Professional Fees	--	20,653	--	9,823	923	16,607	--	48,006	26,964	74,970
Travel, Meetings and Conferences	1,110	5,264	21,724	5,787	59,781	20,953	5,135	119,754	8,674	128,428
Fuel and Repairs	1	13,227	4	259,336	--	1,064	3,900	277,532	142	277,674
Insurance	1,903	10,784	4,677	136,140	1,378	6,253	11,313	172,448	7,809	180,257
Staff Training	--	--	--	1,031	--	--	--	1,031	--	1,031
Purchased Meals	--	313,097	--	--	--	--	--	313,097	--	313,097
Contracted Services	1,614	915,478	60,440	4,899	217,157	--	74,333	1,273,921	--	1,273,921
Dues and Subscriptions	--	--	--	2,200	416	--	668	3,284	11,676	14,960
MATP Reimbursements	--	--	1,118	872,737	--	--	--	873,855	--	873,855
Other Program Costs	--	--	2,902	374	8,586	2,364	75,720	89,946	--	89,946
Other	4,430	20,678	7,061	153,591	13,146	12,586	4,141	215,633	131,050	346,683
Interest	122	60,267	196	347	44	1,772	144	62,892	295	63,187
Depreciation and Amortization	20,681	79,378	23,555	300,914	17,804	8,461	25,453	476,246	26,951	503,197
Total Expenses	\$ <u>719,274</u>	\$ <u>4,202,383</u>	\$ <u>925,799</u>	\$ <u>3,878,565</u>	\$ <u>496,804</u>	\$ <u>980,259</u>	\$ <u>800,709</u>	\$ <u>12,003,793</u>	\$ <u>2,067,539</u>	\$ <u>14,071,332</u>

See Accompanying Notes to Financial Statements

BLAIR SENIOR SERVICES, INC.
STATEMENT OF CASH FLOWS
YEAR ENDED JUNE 30, 2024

<u>CASH FLOWS FROM OPERATING ACTIVITIES:</u>	
Cash received from grantors and others	\$ 14,614,542
Cash payments to suppliers and employees	(13,833,722)
Cash received from investing	<u>11,518</u>
Net cash used for operating activities	<u>792,338</u>
<u>CASH FLOWS FROM INVESTING ACTIVITIES:</u>	
Purchase of property and equipment	(536,558)
Net increase in cash and cash equivalents	255,780
Cash and cash equivalents at beginning of year	<u>2,790,894</u>
Cash and cash equivalents at end of year	\$ <u>3,046,674</u>
Reconciliation of Change in Net Assets to Net Cash Provided by Operating Activities:	
Change in Net Assets	\$ (277,573)
Adjustment to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:	
Depreciation and amortization	503,197
Payments on lease	(9,872)
Changes in Assets and Liabilities:	
Decrease in accounts receivable	545,916
Decrease in prepaid expenses	1,995
Decrease in accounts payable	(193,617)
Decrease in payroll withholding and taxes payable	(64,093)
Increase in refundable advances	<u>286,385</u>
Net Cash Provided by Operating Activities	\$ <u>792,338</u>

See Accompanying Notes to Financial Statements

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

A. Nature of Activities

Blair Senior Services, Inc. (the "Organization" or "Agency") was incorporated as a non-profit corporation on February 1, 1974 under the laws of the Commonwealth of Pennsylvania for the purpose of providing or coordinating a wide array of social services to consumers who are sixty years of age or older.

A substantial portion of the Organization's services are provided with federal funds through Pennsylvania's Department of Aging and others.

B. Summary of Significant Accounting Policies

Basis of Accounting - The financial statements have been prepared on the accrual basis of accounting as applied to not for profit organizations.

Basis of Presentation - Financial statement presentation follows the requirements of the Financial Accounting Standards Board. The Organization is required to report information regarding its financial position and activities according to two classes of net assets: net assets without donor restrictions and net assets with donor restrictions.

Cash and Cash Equivalents - For purposes of the financial statements, cash equivalents include time deposits, certificates of deposit and all highly liquid investments with original maturities of three months or less to be cash equivalents.

Cash Held for Others - For purposes of the financial statements, cash held for others represents nonoperating cash on hand payable to consumers with an offsetting liability deposits due to others.

Use of Estimates - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Subsequent Events - Subsequent events have been evaluated through January 15, 2025, which is the date the financial statements were available to be issued.

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

B. Summary of Significant Accounting Policies (continued)

Property and Equipment - Acquisitions of property and equipment in excess of \$5,000 are capitalized. Property and equipment are carried at cost. Depreciation is computed using primarily the straight-line method over the estimated useful life.

Building	40 years
Building improvements	20 years
Equipment and vehicles	3-10 years

Repairs and maintenance are expensed; betterments are capitalized.

Assets acquired with federal funds are considered expenditures of the corresponding federal program. Assets so purchased are depreciated over their useful life, however no subsequent depreciation is charged to such programs.

Leases - The Organization is lessee under a noncancellable lease. The lease is accounted for as follows:

At the commencement of a lease, the Organization initially measures the lease liability at the present value of payments expected to be made during the lease term discounted at the appropriate rate of interest. The lease asset is initially measured as the initial amount of the lease liability, adjusted for lease payment made at or before the lease commencement date, plus certain initial direct costs. Subsequently, the lease asset is amortized in a systematic and rational manner over the shorter of the lease term or the useful life of the underlying asset. Lease assets: the lease liability is reduced by the principal portion of lease payments made.

Expense Allocation - Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are charged to programs and supporting services on the basis of periodic time and expense studies or management estimates. Management and general expenses include those expenses that are not directly identifiable with any specific function but provide for the overall support and direction of the Organization.

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

B. Summary of Significant Accounting Policies (continued)

Concentration of Credit Risk - Financial instruments that potentially subject the Organization to concentrations of credit risk consist of cash and cash equivalents on deposit with one bank amounting to \$3,295,018 at June 30, 2024. Such bank balances are insured up to \$250,000 by the Federal Deposit Insurance Corporation.

Concentration of Revenues - The Organization receives approximately 79% of its support from various governmental grants and contracts and, of that total amount, the Block Grant from the Pennsylvania Department of Aging is approximately 56% of grant and contract revenues.

Restricted and Unrestricted Revenue and Support - Contributions received are recorded as support without donor restrictions or support with donor restrictions, depending on the existence and/or nature of any donor restrictions.

Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in net assets with donor restrictions, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities as net assets released from restrictions. The Organization did not receive any support with donor restrictions.

Income Taxes

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. It is similarly exempt from Pennsylvania corporate taxes.

The Organization has examined its tax positions and believes they will be sustained upon examination. Tax years 2020 through 2023 remain open to IRS examination.

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

C. Receivables and Revenues

The Organization recognizes revenue from grants and contracts when the related services are performed. As of June 30, 2024, the following revenues have been recognized but have not yet been received primarily from federal, state and local governmental agencies:

PA Department of Aging	\$ 491,941
Medical Assistance Transportation Program	191,887
Transportation Program	170,253
Aging Well	72,921
Tax Credits - Solar	140,687
Regional Cooperatives	131,609
Other State Grants - ABG	204,000
Other	21,514
Foster Grandparent Program	44,541
Senior Companion Program	<u>51,731</u>
	<u>\$1,521,084</u>

Some grantors and contractors advance funds to the Agency. These grants and contract advances are recorded as unearned revenues until the related services are performed. The following unearned revenues are considered refundable advances as of June 30, 2024:

PDA Block Grant	\$ 870,792
PDA Title XIX	2,656
Medical Assistance Transportation Program	60,555
Other	<u>79,025</u>
	<u>\$1,013,028</u>

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

D. Property & Equipment

Property and equipment consist of the following:

Buildings	\$ 5,871,622
Equipment	1,282,186
Vehicles	2,736,690
Land	<u>281,658</u>
Total Costs	<u>10,172,156</u>
Less accumulated depreciation:	
Buildings	(3,015,134)
Equipment	(1,033,791)
Vehicles	<u>(2,181,492)</u>
Total Accumulated Depreciation	<u>(6,230,417)</u>
Net Book Value	\$ <u>3,941,739</u>

Buildings includes \$208,125 of capital outlays related to a transportation building which is not in service and is not being depreciated at June 30, 2024.

Depreciation expense was \$492,394 for the year ended June 30, 2024.

E. Accrued Vacation and Sick Time

Effective March 9, 2020, the Organization replaced vacation and sick time categories with a single Paid Time Off (PTO) category. Vacation and sick time were combined into a single PTO balance which is provided as a lump sum on the employee's anniversary date. The Organization allows full and part time employees who have reached their 3rd anniversary date to accrue up to 893 hours of Paid Time Off as a termination benefit. Accrual limits vary by hire date/grandfathered status, full or part time status, position, and length of service. The accrued liability for such benefits as of June 30, 2024 was \$260,908.

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

F. Line of Credit

As of June 30, 2024, the Organization had a \$2,000,000 line of credit to be drawn upon as needed, subject to interest at the prime interest rate (8.50% at June 30, 2024). This line is collateralized by all grants, contracts, and accounts receivable, and all of its right, title and interest in its Commonwealth of Pennsylvania Department of Aging Cooperative Agreement including funds maintained by the Blair Senior Fund. The line was temporarily increased to \$3,000,000 during the year but was returned to \$2,000,000 at March 31, 2024. The line was closed July 16, 2024 when the collateral was released. There was no outstanding balance at June 30, 2024. Interest expense on the line was \$60,989 for the year.

G. Right to Use Assets/Operating Leases

In December 2023 the Organization entered into a lease for copier machines for its offices, the leases run through December 2026. In accordance with the Accounting Standards update 2016-02 the Organization has capitalized the lease as right-to-use assets along with related long term liabilities.

The right to use asset consists of the following at June 30, 2024:

Right to use asset	\$55,557
Less accumulated amortization	<u>10,803</u>
Right to use asset, net	<u>\$44,754</u>

During the year ended June 30, 2024 the Organization recognized \$10,803 of amortization on the leased assets. The Organization also recorded principal payments on the lease liability of \$9,870 and interest expense of \$2,198.

Future required payments on the lease are as follows:

	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2025	\$17,931	\$2,757	\$20,688
2026	19,292	1,396	20,688
2027	<u>8,464</u>	<u>156</u>	<u>8,620</u>
Total	<u>\$45,687</u>	<u>\$4,309</u>	<u>\$49,996</u>

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

H. Commitments and Contingencies

The Organization receives federal funds in connection with certain projects and programs. Such funds are subject to periodic audits whereby costs claimed may be questioned by local auditors, the Auditor General of the Commonwealth of Pennsylvania and/or Federal Inspectors General. To the extent such costs are disallowed by the provider, repayment would be required by the Organization from other funds.

I. Pension Plan

The Organization adopted the Ameriserv Trust & Financial Services Company Prototype Money Purchase Pension Plan effective September 1, 1980. The Organization contributes 7.50% of all participant compensation annually. Total expense for the year ended June 30, 2024 was \$405,595, including administration expenses. Total covered payroll for the year ended June 30, 2024 was \$5,407,933.

The vesting schedule is as follows:

<u>Years of Service With the Employer</u>	<u>Vested Percentage</u>
1	0%
2	0%
3	0%
4	100%

An employee will receive credit for all worked and most non-worked hours with the employer. The employee will be credited with a year of service when they achieve 400 hours in a 12-month period. The 12-month period for eligibility begins on the date of hire. The 12-month period for both vesting and entitlement to contributions is the plan year.

J. Description of Program and Supporting Services

Access Services - Includes programs to inform the older residents of the County as to what services are available to them to include employment opportunities and housing assistance.

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

J. Description of Program and Supporting Services (Continued)

In-Home Services - Includes programs to assist persons with problems to coordinate and develop service plans to meet their needs to include home delivered meals, home support for persons with disabilities, personal care to include housekeeping and homemaker services when needed, adult day programs and counseling to individuals and their family members.

Long-Term Care Support Services - Includes programs for persons with long-term needs. Provides support for alternative in-home service for persons needing nursing home care, aid in placement service to long-term care facilities, and protective living arrangements.

Transportation - Includes a door-to-door van service throughout the county for older persons and persons with disabilities.

Volunteer Services - Includes programs that enable older persons to volunteer their skills and talents to local non-profit organizations and to provide support for other needy older persons and companionship in their home.

Advocacy - Includes programs for crisis intervention services to incapacitated older adults who may be victims of abuse, neglect, exploitation or abandonment and investigates and mediates complaints related to health, safety or rights of older individuals who are customers of long-term care services.

Senior Community Centers - Operates centers for socialization, education and recreational activities and to furnish congregate meals for older persons.

Other - Includes all other programs or activities that are unable to be classified in the above functions.

General and Administrative - Includes the functions necessary to maintain employment programs, adequate working environment, coordinate and supervise program activities operated for the benefit of the County's older residents, administrative functions for the programs of the Agency and manage the financial and budgetary responsibilities of the Agency. Reported on the IRS Form 990 are direct fundraising costs and allocated expenses consisting primarily of salaries, benefits and payroll taxes.

BLAIR SENIOR SERVICES, INC.
NOTES TO FINANCIAL STATEMENTS
YEAR ENDED JUNE 30, 2024

K. Related Party

Blair Senior Services, Inc. is related to the Blair Senior Fund because of common board members. During the year, the Blair Senior Fund contributed \$164,428 to Blair Senior Services, Inc. for the purpose of funding program operations for the benefit of older residents of the County. Blair Senior Services made a contribution of \$13,824 to the Blair Senior Fund. The financial statements of Blair Senior Services, Inc. do not reflect any assets or transactions of the Blair Senior Fund.

L. Donated Services

Many individuals also volunteer their time and perform a variety of tasks that assist the Organization with specific programs. No amounts have been reflected in the financial statements for those donated services.

M. Net Assets Released from Restrictions

Net assets released from restrictions represent expenses totaling \$554,576.

Included in net assets with donor restrictions are assets held under and for the purpose of specific programs at June 30, 2024.

Transportation	\$ 605,937
Local Program Income	<u>400,000</u>
	<u>\$1,005,937</u>

N. Liquidity and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, are comprised of the following at June 30, 2024.

Cash and equivalents	\$3,046,674
Accounts receivable	<u>1,521,084</u>
	<u>\$4,567,758</u>

SUPPLEMENTARY INFORMATION

BLAIR SENIOR SERVICES, INC.
MEDICAL ASSISTANCE TRANSPORTATION PROGRAM
SCHEDULE OF REVENUES AND EXPENDITURES
YEAR ENDED JUNE 30, 2024

<u>Revenues</u>		
Block Grant		\$ 1,966,178
<u>Expenditures</u>		
<u>Group I</u>		
Reimbursements		47,286
Paratransit		1,541,501
Senior Shared Ride		15,908
Mass transit		7,803
Allocation of administrative expenditures		<u>353,680</u>
Total Group I		1,966,178
<u>Group II</u>		
Reimbursements		--
Paratransit		--
No shows		--
Mass transit		--
Allocation of administrative expenditures		<u>--</u>
Total Group II		--
<u>Administrative Expenditures</u>		
Reimbursement - salaries and benefits		321,353
Reimbursement - rent/lease of space		12,383
Reimbursement - materials and supplies		5,786
Reimbursement - data processing		5,890
Reimbursement - travel		738
Reimbursement - fees - other related costs		<u>7,530</u>
Total Administrative Expenses		353,680
Allocation to Group I		(<u>353,680</u>)
Total Expenditures		<u>1,966,178</u>
Excess of Revenues Over Expenditures		\$ <u><u>--</u></u>

BLAIR SENIOR SERVICES, INC.
TRANSPORTATION
SCHEDULE OF REVENUES AND EXPENDITURES
YEAR ENDED JUNE 30, 2024

Operating Revenue

Passenger fares	\$ 101,343
State Medical Assistance Transportation Program	616,153
State Shared Ride Program	773,873
State Persons with Disabilities Program	19,245
Area Agency on Aging	34,282
Other contract revenue	<u>212,892</u>
Total operating revenue	<u>1,757,788</u>

Operating Expenses

Salaries and Wages	1,333,878
Fringe Benefits	435,176
Services	82,917
Fuel & Lubricants	259,335
Tires & Tubes	15,254
Other Materials & Supplies	40,971
Utilities	47,952
Casualty & Liability Insurance	134,710
Miscellaneous expense	35,774
Depreciation	<u>300,914</u>
Total operating expenses	<u>2,686,881</u>
Loss from Operations	(929,093)

Non-Operating Revenue/(Expenses)

Operating grants

Federal government	--
Other private/public sources	338
Interest income	11,518
Gain/(loss) on disposal of capital assets	<u>--</u>
Total non-operating revenues/(expenses)	<u>11,856</u>

Capital grant funding

Federal	142,208
State	<u>228,840</u>
Total capital grant funding	<u>371,048</u>

Increase/(decrease) in net assets \$ (546,189)

BLAIR SENIOR SERVICES, INC.
TRANSPORTATION
NARRATIVE DISCUSSION AND ANALYSIS
UNAUDITED
YEAR ENDED JUNE 30, 2024

Blair Senior Services, Inc., a private non-profit corporation, offers convenient and affordable door-to-door transportation to Blair County residents through the Shared-Ride Transportation Program. Shared-Ride Transportation is a Pennsylvania Lottery funded program that pays 85% of the fare for eligible consumers. The Agency contracts with the Pennsylvania Department of Transportation, Pennsylvania Department of Aging and other entities to provide trips to different age and demographic groups.

In the 2023-2024 fiscal year, the Shared-Ride program efficiencies and excessive revenue were negatively affected by loss of trips since the COVID-19 pandemic. In comparison to previous fiscal years, the department trips declined from 450 per day to 345. For the fourth consecutive year, the department's expenses exceed the revenue resulting in an operating loss for the fiscal year.