

LEGAL SERVICES OF NORTHWEST JERSEY™



2010 ANNUAL REPORT



PROVIDING EQUAL JUSTICE FOR LOW-INCOME PEOPLE IN
HUNTERDON, MORRIS, SOMERSET, SUSSEX AND WARREN COUNTIES



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LSNWJ STAFF (as of December 31, 2010)

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Gerald Brennan, Esq., Housing Team Leader
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Claudia Ruiz Von Briel, Paralegal
Billie Jean Staples, Paralegal

Irene L. Corcoran, Intake Supervisor
Maggie Lattrell, Senior Support Staff
Michele Curcio, Legal Assistant
Leanne D'Angelo, Legal Assistant
Gladys Gil, Support Staff
Elizabeth Imagna, Support Staff
Sulma Marino, Support Staff
Patricia Melillo, Intake Staff
Mary Anne Wright, Support Staff



This past year has been incredibly difficult for low-income people. Unemployment remains stubbornly high. Government services and the safety net they provide have been slashed. Private foundations and contributors, overwhelmed with need, are not able to bridge the gap. Access to justice for low-income people remains an unfulfilled promise.

LSNWJ, like other providers of essential services, has faced an impossible task – to somehow meet the critical needs of our client community with declining resources. In the first half of 2010, requests for services by eligible applicants increased by 12%. At the same time, support from two of our major funding streams, the State of New Jersey and the IOLTA Fund, plummeted. Left with no alternative, LSNWJ laid off 14% of its staff, including three attorneys, in October 2010.

Each of our Teams (Consumer, Family, Housing, Protective Services, Public Entitlements and Autonomy) took a critical look at our services and restructured the work of the team to reflect our diminished capacity to meet the needs of our clients. For the first time ever, LSNWJ reduced its income eligibility guidelines so that our smaller staff would not be overwhelmed with requests for services to which we could not respond.





LSNWJ has not been frozen by these difficult times. LSNWJ will meet these challenging times with a willingness to grow and change our organization. We are looking carefully at what we do and how we do it.

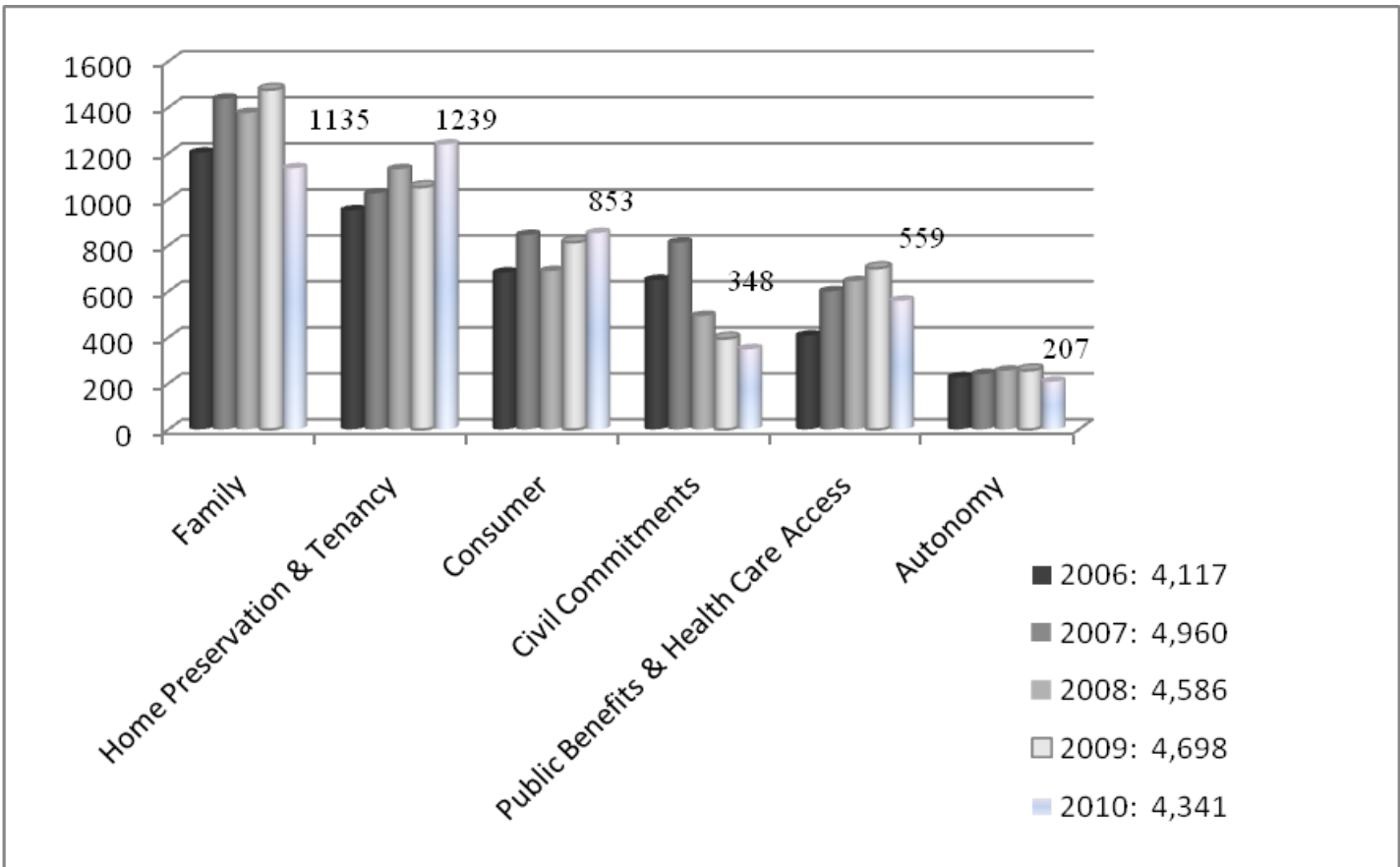
We have undertaken a process to set strategic directions for our future. We have created collaborations with corporations, private law firms and other non-profit service agencies to create special projects that meet the essential needs of vulnerable populations - tenants, veterans, victims of domestic abuse, and people affected by HIV/AIDS. We have engaged in succession planning to ensure the future of the organization. In partnership with the private bar, we are examining how volunteer services can supplement our work and best serve our clients. We are creating structure to help us manage our legal work. LSNWJ will endeavor to show the same strength and determination throughout these times as that shown by our clients every day.



William F. Matrician, Esq. in his early days with Legal Aid. Bill has fought for equal justice for 40 years.

Thomas J. Welchman, President

Diane K. Smith, Executive Director



In addition to the 4,341 households, comprised of 5,618 adults and 3,616 children, who received direct legal assistance in 2010, 800 people received self-help booklets, 1600 people accessed educational and self-help materials from the LSNWJ website, 4200 people received legal education materials and 1100 people attended community education provided by LSNWJ.

LSNWJ BALANCE SHEET

For the Years Ended December 31, 2010 & 2009

	December 31,	
	2010	2009
Assets		
Current assets		
Cash and cash equivalents	\$ 346,972	472,898
Cash - temporarily restricted	254,600	382,853
Cash - escrow	6,575	6,840
Due from grants and contracts	258,335	245,560
Prepaid expenses	65,404	82,176
Misc Receivables	32,596	23,393
Total current assets	<u>964,482</u>	<u>1,213,720</u>
Property & equipment, net	97,749	133,213
Other assets		
Cash - permanently restricted	48,277	48,277
Security Deposit	8,233	8,233
Total other	<u>56,510</u>	<u>56,510</u>
	<u>\$ 1,118,741</u>	<u>1,403,443</u>
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable & Accrued expenses	\$ 57,286	71,389
Accrued Leave	153,317	132,212
Client escrow	6,575	6,840
Refundable Advances	11,531	104,253
Total current liabilities	<u>228,709</u>	<u>314,694</u>
Net Assets		
Unrestricted net assets:		
Operations, undesignated	489,406	489,406
Operations, designated by board	0	35,000
Property & Equipment	97,749	133,213
Temporarily restricted*	254,600	382,853
Permanently restricted	48,277	48,277
Total Net assets	<u>890,032</u>	<u>1,088,749</u>
TOTAL LIABILITIES & ASSETS	<u>\$ 1,118,741</u>	<u>1,164,664</u>

LSNWJ STATEMENT OF ACTIVITIES

For the Years Ended December 31, 2010 & 2009

Support and Revenue	Year 2010	Year 2009
Grants and contracts		
Federal funds	1,117,334	947,967
State funds	1,855,977	2,243,353
IOLTA funds	174,180	588,212
County funds	231,069	212,402
Foundations		
Merck & Co., Inc	50,000	2,500
Johnson & Johnson	12,000	9,000
Large Foundation	2,310	2,100
ExxonMobil Foundation	2,000	2,000
ERS Charitable Foundation	1,000	2,000
United Ways	156,236	104,973
Contributions		
County Bar Associations & Foundations	22,728	10,895
Morris County In-kind Space	62,536	62,536
Volunteer Services	729,805	616,122
Campaign for Justice	7,645	7,645
Cy Pres Awards	5,142	293,804
Individual Contributions	7,321	12,972
Interest & Miscellaneous	14,950	2,739
TOTAL REVENUE	\$4,452,233	\$5,121,220
Expenses	Year 2010	Year 2009
Program Services	4,145,716	4,321,042
Management and Administration	505,234	530,108
TOTAL EXPENSES	\$4,650,950	\$4,851,150
Support and revenue over expenses	(163,253)	316,313
Depreciation	(35,464)	(46,243)
Balance – beginning	1,088,749	818,679
Balance - ending	\$890,032	\$1,088,749

LSNWJ revenue decreased by 13% from 2009 to 2010. The most dramatic decreases were in IOLTA (70% when compared to 2009, but almost 90% when compared to 2007-2008) and state funds (34% from the prior state fiscal year, however, only one-half of the decrease is recognized in calendar year 2010). Foundation funds increased by 50%, support from our county bar associations and foundations doubled, and volunteer services increased by 18%. One-time *cy pres* awards received in 2009 had been allocated to temporarily restricted funds and designated for use in 2010-2011. LSNWJ used \$35,000 of Board-designated reserves and \$128,253 of temporarily restricted funds to meet 2010 expenses.

LSNWJ CONTACT INFORMATION

Websites: www.lsnj.org/[lsnwj](http://www.lsnwj.org)

www.lsnwj.org

E-mail: lsnwj@lsnj.org

TDD: (866) 201-3672

Hunterdon County Division

82 Park Avenue

Flemington, NJ 08822-1172

Phone: (908) 782-7979

Fax: (908) 782-9761

E-mail: lsnwj-hunterdon@lsnj.org

Morris County Division

30 Schuyler Place, 2nd floor

P.O. Box 900

Morristown, NJ 07963-0900

Phone: (973) 285-6911

Fax: (973) 605-8991

E-mail: lsnwj-morris@lsnj.org

Somerset County Division

34 W. Main St., Suite 301

Somerville, NJ 08876-2218

Phone: (908) 231-0840

Fax: (908) 231-6780

E-mail: lsnwj-somerset@lsnj.org

Sussex County Division

18 Church Street, Suite 120

Newton, NJ 07860-1702

Phone: (973) 383-7400

Fax: (973) 383-3469

E-mail: lsnwj-sussex@lsnj.org

Warren County Division

91 Front Street

Belvidere, NJ 07823-1437

Phone: (908) 475-2010

Fax: (908) 475-1719

E-mail: lsnwj-warren@lsnj.org

LSNWJ

34 W. Main Street, Suite 301

Somerville NJ 08876-2218