

SLSF
FY 2016
Financial Report
January-December 2016

Line Item #	Description	FY 2016 Budget	January-December 2016	% Change from Budget	Explanation
Income					
31110	Interest Income	180.00	104.49	58.1%	Anticipated interest income was over estimated for FY2016.
31200	Grants Received	83,000.00	104,816.02	126.3%	The overage in this account is due to successful grants over \$50,000 written for the new Snoezelen room, an unbudgeted expense.
31300	Restricted Fundraising	54,000.00	56,929.75	105.4%	Additional registrants accounted for the overage in this line item as well as a slight increase in sponsorship.
31400	Restricted Donations	4,350.00	2,990.00	68.7%	The spring annual appeal is the source of most of SLSF's restricted donations. The 2016 spring appeal brought in less money than budgeted.
32300	Unrestricted Fundraising	232,629.00	246,008.50	105.8%	Similar to the restricted events, the unrestricted fundraising events brought in additional revenue from a slight uptick in registrations and sponsorship.
32400	Unrestricted Donations	47,000.00	54,872.17	116.7%	The increase in this account can be ascribed to three unexpected participant memorial requests for funds to be given to SLSF as well as an uptick in miscellaneous donations.
33700	Investment Transfer	-	21,547.00	0.0%	Assist with payment for the Snoezelen room.
	Total Revenue	421,159.00	487,267.93	115.7%	SLSF was vigilant in contacting new and former donors about the need for unbudgeted dollars for the Snoezelen room. Successful grant-writing also contributed to the additional dollars raised for that room. SLSF marketed the need for additional dollars to support NWSRA initiatives which translated into additional donations. The SLSF board also was active in seeking additional donations in 2016. Examples being the \$10,000 ESPN grant initiated by Jonathan Salk and Tom Campone's request for SLSF donations in lieu of birthday gifts.
Expense					
Administration					
40100	Postage	3,297.00	6,404.43	194.3%	Additional sponsors, event attendees and donors mean that additional thank you letters needed to be sent. SLSF also sent a postcard to all on the NWSRA and SLSF mailing lists to advertise the Gala and the Fashion Show. That postage was unbudgeted, but paid off in the fact that additional people attended events.
40200	Office Expense	3,000.00	2,147.67	71.6%	This expense is for all office supplies including frames for awards and items that are used for all events and fundraising initiatives. SLSF staff worked to keep these costs at a minimum because we were aware of the overage in the credit card fees.
40250	Credit Card Fees	3,500.00	4,237.08	121.1%	Credit card activity higher than anticipated for FY2016.
40400	Professional Memberships	1,620.00	1,294.00	79.9%	SLSF did not pay for a membership in Association of Fundraising Professionals this year which resulted in savings in this line item.

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40500	Education/Training	800.00	873.16	109.1%	SLSF paid for an unbudgeted, but necessary board webinar and membership in "Asking Matters" to assist the board in understanding how each of them can use the skills they have to request donations.
40600	Public Education/Information	16,000.00	12,789.31	79.9%	The SLSF staff is careful about the way they spend the dollars entrusted to the foundation. This account pays for the Holiday Luncheon, board member meetings, sponsorship of other agencies, events and various outreach and informational messages for the foundation. The staff budgets what should be an adequate amount and then are careful with spending.
40700	Printing	2,500.00	2,902.25	116.1%	As mentioned under postage, SLSF sent a postcard to all on the SLSF and NWSRA mailing lists. The donor of the programs for the Gala and the Fashion Show was no longer able to do the printing for free and SLSF had to pay for the printing of those pieces in 2016.
40800	Professional Fees	4,625.00	3,775.00	81.6%	SLSF spent less than the budgeted amount in this account because money is budgeted to pay legal fees if they occur, in 2016 there were no unexpected legal fees billed.
41300	Fundraising Restricted	12,002.00	11,703.88	97.5%	This expense is down slightly due to much of the food for the Moretti's/NWSRA Outing; the steaks and all of the produce was donated in 2016.
42300	Fundraising Unrestricted	88,758.00	90,934.95	102.5%	There were additional attendees at most of the events in 2016. This increases the amount of money raised, but also increases the cost of food, tee-gifts and supplies.
	Subtotal	136,102.00	137,061.73	100.7%	The SLSF staff worked to stay as close to the budget as possible because we were aware that some of the year's costs (credit card fees and the cost of printing the Fashion Show/Gala postcards) were going to be higher than expected which also increased the postage costs.
Grants Given					
43100	NWSRA Lightning Athletes	45,000.00	44,306.25	98.5%	Costs for NWSRA athletes were just under the amount budgeted due to the Booster Club donating funds to pay for needed athletic equipment.
43200	Accessible Vehicles	65,000.00	61,699.00	94.9%	The actual cost of the bus purchased by NWSRA is less than the budgeted amount of \$65,000.
43300	Scholarships	75,000.00	73,783.00	98.4%	Scholarships were redesigned to allow for most to be given at a 50% rate rather than a 100% rate allowing additional scholarships to be awarded, but each scholarship awarded was slightly less than in past years.
43400	Inclusion/ADA Compliance	50,000.00	85,594.70	171.2%	Inclusion costs continue to increase so all monies that were saved in the other four funding focuses were granted to inclusion.
43500	General Program Support	50,000.00	19,617.05	39.2%	Money that would have been spent in this line item was allocated to Inclusion.

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43650	Capital Improvements	-	70,195.50	0.0%	These costs represent dollars for the Snoezelen room and were paid via additional grant dollars and \$21,547 that the SLSF board approved to be moved from investments to pay for the room.
	Subtotal	285,000.00	355,195.50	124.6%	
	Total Expense	421,102.00	492,257.23	116.9%	SLSF raised money over and above the amount budgeted and was able to assist with the building of the Snoezelen room. The SLSF board had approved SLSF to use up to \$85,000 from investments to pay for the room, but due to successful fundraising initiatives, only \$21,547 was actually needed.
	Net Total	57.00	(4,989.30)		