

SLSF ASSUMPTIONS FY 2018

Line Item #	Description	FY 2017	PYE 2017	PYE 2017 - FY 2018	Proposed FY 2018	Proposed FY 2018 - FY 2017	% Change FY 2017 - Proposed FY 2018
<b>Income</b>							
31110	<b>BAC Account Interest Income-</b> This line item reflects interest earned on the SLSF bank account. The new account at Village Bank and Trust is a non-interest earning account so no additional interest is expected.	110.00	61.80	-48.20	0.00	-\$110.00	-100.0%
31200	<b>Grants Received-</b> This line item includes all private and public foundation grants for the five focuses of SLSF and any capital improvement grants	75,500.00	271,195.16	195,695.16	80,350.00	4,850.00	6.4%
31300	<b>Restricted Fundraising-</b> This line item includes all revenues received from the following restricted fundraising events and endeavors: Ala Carte Entertainment/NWSRA Golf Classic, Palatine Hills Golf Classic, Lightning Booster Club	55,910.00	58,220.50	2,310.50	58,434.00	2,524.00	4.5%
31400	<b>Restricted Donations-</b> This line item includes all restricted revenues received through memorial, general and annual appeal donations	3,900.00	19,000.00	15,100.00	1,950.00	-1,950.00	-50.0%
32300	<b>Unrestricted Fundraising-</b> This line item includes all revenues received through the following unrestricted events and endeavors: Buffalo Grove Golf Classic, Arlington Classic Golf Outing, Women's Golf Outing, T&M Golf Outing, Gold Medal Fashion Show, Celebrate Ability, Miscellaneous events, Hole Sponsor Deal	245,260.00	256,855.60	11,595.60	249,995.50	4,735.50	1.9%
32400	<b>Unrestricted Donations-</b> This line item includes all unrestricted revenues received through memorial donations, general donations and annual appeal donations. SLSF is planning to focus on a new giving plan, Kevin's Club. The focus will be on asking those who knew Kevin to assist SLSF in keeping his legacy alive.	50,000.00	32,195.51	-17,804.49	50,000.00	0.00	0.0%

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33700	<b>Investment Transfer-</b> This is money transferred from the BF Edwards account to pay for the improvements needed in the PURSUIT 3 space that may not be covered by the Wheaton Franciscan Sisters grant	275,000.00	275,000.00	0.00	100,000.00	-175,000.00	-63.6%
<b>Total Income</b>		<b>705,680.00</b>	<b>912,528.57</b>	<b>206,848.57</b>	<b>540,729.50</b>	<b>-164,950.50</b>	<b>-4.2%</b>
<b>Operating Expenses-Administration</b>							
40100	<b>Postage-</b> This line item includes yearly post office renewal fees and postage	6,000.00	3,997.34	-2,002.66	6,000.00	0.00	0.0%
40200	<b>Office Expense-</b> This line item includes all office supplies purchased, bank fees and deposit slip fees	3,000.00	2,248.95	-751.05	2,500.00	-500.00	-16.7%
40250	<b>Credit Card Fees-</b> This line item is a cost of doing business. To maintain or grow donations/registrations, SLSF must allow donors to use credit cards. SLSF will work diligently to negotiate the lowest fees possible	4,500.00	4,379.64	-120.36	4,598.62	98.62	2.2%
40300	<b>Newsletter Printing-</b> This line item includes all expenses related to the Impact Newsletter. In 2015 the SLSF Impact moved to an email format so this budget item is no longer used	0.00	0.00	0.00	0.00	0.00	0.0%
40400	<b>Professional Memberships-</b> This line item includes all expenses related to membership fees with the Rolling Meadows Chamber, Arlington Heights Chamber, Associate of Fundraising Professionals and the Rotary Clubs of Schaumburg/Hoffman Estates and Rolling Meadows. SLSF continues to pay for the membership of all service clubs. SLSF will join the Mount Prospect Chamber in 2018. Megan has joined the Palatine Jaycees and Nanette will join AFP.	1,570.00	1,413.00	-157.00	4,300.00	2,730.00	173.9%

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40500	<b>Education/Training-</b> This line item includes all expenses related to continuing education fees for fundraising development workshops. SLSF wants to continue to provide opportunities for staff members to increase their knowledge of fundraising best practices.	700.00	672.50	-27.50	1,845.00	1,145.00	163.6%

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40600	<b>Public Awareness-</b> This line item includes involvement with community organizations through networking events, Holiday Luncheon expenses, awards and recognition, memorial flowers/cards, SLSF marketing staff shirts and giveaways for events and volunteers. The Superintendent of Development will continue to meet with each SLSF Board Member on an annual basis. In 2018 TC and NS plan to spend more time in the community meeting with donors and possible large funders.	16,000.00	17,716.25	1,716.25	20,000.00	4,000.00	25.0%
40700	<b>Printing-</b> This line item includes the printing of the Annual Report and any other printing expenses outside of the fundraising expense line items. SLSF continues to go green and use electronic versions of communication and marketing thus spending less on printing	3,000.00	4,677.00	1,677.00	9,700.00	6,700.00	223.3%
40800	<b>Professional Fees-</b> This line item includes professional fees for the SLSF Audit, Charity Status Tax Filing, Attorney Fees and the Annual Report Filing with the Secretary of State. Included in this budget is \$3500 for American Philanthropic to provide profiles of foundations and high net worth individuals who are located in the NWSRA footprint who give to charities supporting people with disabilities.	14,225.00	13,767.47	-457.53	7,775.00	-6,450.00	-45.3%
41300	<b>Fundraising Restricted-</b> This line item includes any event related expense toward restricted fundraising. Events include: Ala Carte Entertainment/NWSRA Golf Classic, Palatine Hills Golf Classic. SLSF staff will continue to strive toward the 70/30 rule. Spending only 30% of the gross event revenue	12,880.00	10,632.54	-2,247.46	13,799.00	919.00	7.1%

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42300	<b>Fundraising Unrestricted-</b> This line item includes any event related expense toward unrestricted fundraising. Events include: Buffalo Grove Golf Classic, Arlington Classic Golf Outing, Women's Golf Outing, Celebrate Ability, T&M Golf Outing, Gold Medal Fashion Show. SLSF staff will continue to strive toward the 70/30 rule. Spending only 30% of the gross event revenue	93,275.00	93,820.91	545.91	92,432.00	-843.00	-0.9%
<b>Subtotal Administration Expenses</b>		<b>155,150.00</b>	<b>153,325.60</b>	<b>-1,824.40</b>	<b>162,949.62</b>	<b>7,799.62</b>	<b>5.0%</b>
<b>Grants Given</b>							
43100	<b>NWSRA Lightning Athletes-</b> This line item includes any funds for purchases made toward uniforms, housing, transportation and more for NWSRA Lightning athletes. This is one of the five focus areas for SLSF fundraising efforts granted to NWSRA	30,000.00	30,000.00	0.00	25,000.00	-5,000.00	-16.7%
43200	<b>Accessible Vehicles-</b> This line item includes any funds granted for the purchase and maintenance of accessible vehicles. This is one of the five focus areas for SLSF fundraising efforts granted to NWSRA	48,000.00	48,000.00	0.00	70,000.00	22,000.00	45.8%
43300	<b>Scholarships-</b> This line item includes any funds granted for scholarships to NWSRA. This is one of the five focus areas for SLSF fundraising efforts granted to NWSRA	70,000.00	70,000.00	0.00	81,000.00	11,000.00	15.7%
43400	<b>Inclusion / ADA Compliance-</b> This line item includes any funds granted for Inclusion / ADA Compliance to NWSRA. This is one of the five focus areas for SLSF fundraising efforts granted to NWSRA	39,000.00	39,000.00	0.00	14,000.00	-25,000.00	-64.1%

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43500	<b>General Program Support / Adaptive Equipment-</b> This line item includes any funds used for general program support including PURSUIT, Star Academy, Snoezelen rooms, Adaptive Equipment and other newly developed programs. \$59,000 will be used for technology costs in the PURSUIT 3 space. This is one of the five focus areas for SLSF fundraising efforts granted to NWSRA	88,000.00	88,000.00	0.00	144,000.00	56,000.00	63.6%
43700	<b>RMCC Lease. SLSF is not scheduled to pay for this lease in 2018</b>	0.00	0.00	0.00	0.00	0.00	0.0%
<b>Subtotal Grants Given</b>		<b>275,000.00</b>	<b>275,000.00</b>	<b>0.00</b>	<b>334,000.00</b>	<b>59,000.00</b>	<b>21.5%</b>
<b>Capital Improvements</b>							
43650	<b>Capital Improvements-</b>	275,000.00	275,000.00	0.00	262,000.00	-13,000.00	
	2018 Snoezelen Room HPPD						
	2018 PURSUIT 3						
<b>Subtotal Capital Improvements</b>		<b>275,000.00</b>	<b>275,000.00</b>	<b>0.00</b>	<b>262,000.00</b>	<b>-13,000.00</b>	<b>-4.7%</b>
<b>Total Expense</b>		<b>705,150.00</b>	<b>703,325.60</b>	<b>-1,824.40</b>	<b>758,949.62</b>	<b>53,799.62</b>	<b>7.6%</b>
<b>Net Income</b>		<b>530.00</b>	<b>209,202.97</b>	<b>208,672.97</b>	<b>-218,220.12</b>	<b>-218,750.12</b>	<b>-41273.6%</b>
<b>Reserves/Investment Income</b>							
31205	<b>Grant Reserves-</b> This line item includes grant funds to be used for future projects. The money from the Wheaton Franciscan Sisters is reserved for use to open PURSUIT 3				221,000.00	221,000.00	
31100	<b>Reserve/Investment Income-</b> In years that yield \$25,000 or greater the money is transferred to the Benjamin F Edwards investment account. The goal is to replace the \$150,000 used to fund the NWSRA program space in the RMCC building						