

SLSF 2022 Budget Assumptions

| Account Number  | Name of Account   | Approved FY 2021    | PYE 2021            | PYE 2021 - FY 2021 | Proposed FY 2022    | Proposed FY 2022 - PYE 2021 | % Change FY 2021-Proposed FY 2022 |
|-----------------|---|---------------------|---------------------|--------------------|---------------------|-----------------------------|-----------------------------------|
| <b>Income</b>   |   |                     |                     |                    |                     |                             |                                   |
| 31110           | <b>BAC Account Interest Income-</b> This line item reflects interest earned on the SLSF bank account. FY 2022 budget is lower due to extremely low interest rates.  | \$500.00            | \$27.75             | -\$472.25          | \$35.00             | \$7.25                      | 26%                               |
| 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.   | \$83,000.00         | \$158,750.03        | \$75,750.03        | \$142,500.00        | -\$16,250.03                | -10%                              |
| 31300           | <b>Restricted Fundraising-</b> This line item includes all revenues received from the following restricted fundraising events: Ala Carte Entertainment/NWSRA Golf Classic, Palatine Hills Golf Classic, Lightning Booster Club. In FY2021, SLSF budgeted for COVID restrictions due to the time of year that these events occur. However, event sponsorship and registration were higher than anticipated.  | \$35,900.00         | \$65,728.83         | \$29,828.83        | \$69,297.00         | \$3,568.17                  | 5%                                |
| 31400           | <b>Restricted Donations-</b> This line item includes all restricted revenues received through memorial, general and annual appeal donation. In FY2020 and FY 2021, SLSF pivoted and requested unrestricted donations due to COVID-19 and the changing needs for the NWSRA staff and participants, such as PPE. In FY2022, the Spring appeal will be restricted to scholarships.   | \$5,500.00          | \$5,709.82          | \$209.82           | \$6,000.00          | \$290.18                    | 5%                                |
| 32300           | <b>Unrestricted Fundraising-</b> This line item includes all revenues received through the following unrestricted events: Buffalo Grove Golf Classic, Arlington Classic Golf Outing, Women's Golf Outing, T&M Golf Outing, Gold Medal Fashion Show, Celebrate Ability, Misc. events, Hole Sponsor Deal. FY2021, the GMFS was held virtually due to the COVID-19 pandemic. In FY2022, SLSF will budget for a hybrid GMFS and Celebrate Ability Gala. Budget similar to PYE 2021. | \$178,785.00        | \$175,339.35        | -\$3,445.65        | \$289,370.00        | \$114,030.65                | 65%                               |
| 32400           | <b>Unrestricted Donations-</b> This line item includes all unrestricted revenues received through memorial donations, general donations and annual appeal donations.  | \$71,600.00         | \$55,628.82         | -\$15,971.18       | \$62,600.00         | \$6,971.18                  | 13%                               |
|                 | <b>Total</b>  | <b>\$375,285.00</b> | <b>\$461,184.60</b> | <b>\$85,899.60</b> | <b>\$569,802.00</b> | <b>\$108,617.40</b>         | <b>24%</b>                        |
| <b>Expenses</b> |   |                     |                     |                    |                     |                             |                                   |

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| 40000 | Administration   |            |            |            |            |            |       |
|-------|--|------------|------------|------------|------------|------------|-------|
| 40100 | <b>Postage-</b> This line item includes yearly post office renewal fees and postage. FY2022 budget to account for increase in cost of postage to \$0.58  | \$3,500.00 | \$5,016.38 | \$1,516.38 | \$6,000.00 | \$983.62   | 20%   |
| 40200 | <b>Office/Equipment Expenses-</b> This line item includes all office supplies purchased, bank fees and deposit slip fees as well as misc event supplies and annual zoom membership. FY2022 budgeting for one time purchase misc. event supplies, including 3 iPads. These misc. expenses were previously listed under 40600.   | \$300.00   | \$233.22   | -\$66.78   | \$6,700.00 | \$6,466.78 | 2773% |
| 40250 | <b>Credit Card Fees-</b> This line item includes all fees associated with credit card processing and bank fees. FY2020 and FY 2021, fees lower due to lower than anticipated guests due to COVID19 restrictions. FY 2022, budget reflects increased credit card use with the addition to GiveSmart to two hybrid events and increased event attendance.  | \$4,500.00 | \$4,838.18 | \$338.18   | \$6,000.00 | \$1,161.82 | 24%   |
| 40300 | <b>Newsletter Printing-</b> Starting in FY 2020, the newsletter is no longer printed. Staff utilized social media platforms for messaging.   | \$0.00     | \$0.00     | \$0.00     | \$0.00     | \$0.00     | 0%    |
| 40400 | <b>Professional Memberships-</b> This line item includes all expenses related to membership fees with the Rolling Meadows Chamber, Arlington Heights Chamber, Mount Prospect Chamber, Schaumburg Business Association, Associate of Fundraising Professionals and the Rotary Clubs of Schaumburg/Hoffman Estates and Buffalo Grove. SLSF continues to pay for the membership of all service clubs. | \$3,000.00 | \$2,377.00 | -\$623.00  | \$4,815.00 | \$2,438.00 | 103%  |
| 40500 | <b>Education/Training-</b> This line item includes all expenses related to continuing education fees for fundraising development workshops. In FY 2021, due to COVID19, many webinars were offered at no cost. In FY 2022, SLSF budgeting for three staff members to attend the Nonprofit Storytellers Conference that will be hosted in San Antonio and one staff member CMP designation.         | \$1,500.00 | \$1,949.00 | \$449.00   | \$3,200.00 | \$1,251.00 | 64%   |

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|              |  |             |             |             |             |             |      |
|--------------|--|-------------|-------------|-------------|-------------|-------------|------|
| 40600        | <p><b>Public Education/Information-</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. IPRF Silent Auction expenses go into and come out of this line item. FY 2022 budget based on average PYE 2018-2021 with 8% increase.</p> | \$17,500.00 | \$14,539.16 | -\$2,960.84 | \$18,300.00 | \$3,760.84  | 26%  |
| 40700        | <p><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. In FY2021, SLSF sent the Annual Report electronically and the Spring Appeal was sent as a letter. FY2022 includes printing the Annual report, but continuing to send the Spring Appeal as a letter.</p>   | \$2,000.00  | \$4,573.00  | \$2,573.00  | \$6,400.00  | \$1,827.00  | 40%  |
| 40800        | <p><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. In FY2021, legal services were required for review of the SLSF Admin and Board Manual. FY2022 budget based on FY2020 and FY2021 budget.</p>  | \$5,500.00  | \$3,946.00  | -\$1,554.00 | \$5,500.00  | \$1,554.00  | 39%  |
| <b>41300</b> |  |             |             |             |             |             |      |
| 41300        | <p><b>Restricted Fundraising-</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. In FY2021 expenses higher than anticipated due to higher than expected registration.</p>                 | \$7,900.00  | \$11,423.18 | \$3,523.18  | \$23,771.75 | \$12,348.57 | 108% |
| <b>42300</b> |  |             |             |             |             |             |      |

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|                     |   |                     |                     |                   |                     |                    |            |
|---------------------|---|---------------------|---------------------|-------------------|---------------------|--------------------|------------|
|                     | <b>Unrestricted Fundraising -</b><br>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. In FY2021 budgeted for a virtual GMFS and possible attendee guidelines for the first two golf outings, but budgeted for "normal" attendance for the remaining golf outings and an in person Gala. FY2022 budgeting for all events in-person. |                     |                     |                   |                     |                    |            |
| 42300               |   | \$67,365.00         | \$68,656.51         | \$1,291.51        | \$123,659.25        | \$55,002.74        | 80%        |
|                     | <b>Administration</b>   | <b>\$113,065.00</b> | <b>\$117,551.63</b> | <b>\$4,486.63</b> | <b>\$204,346.00</b> | <b>\$86,794.37</b> | <b>74%</b> |
| <b>Grants Given</b> |   |                     |                     |                   |                     |                    |            |
| <b>43000</b>        | <b>Grants Given</b>   |                     |                     |                   |                     |                    |            |
| 43100               | <b>NWSRA Lightning Athletes-</b><br>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. In FY2021, budgeted for competitions to begin in the summer. FY2022 expecting all competitions to be running.   | \$18,000.00         | \$18,000.00         | \$0.00            | \$35,000.00         | \$17,000.00        | 94%        |
| 43200               | <b>Accessible Vehicle Support-</b><br>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. In FY2022, funds will be granted for maintenance and mileage.   | \$61,000.00         | \$61,000.00         | \$0.00            | \$65,000.00         | \$4,000.00         | 7%         |
| 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. In FY2022, majority of scholarships will be for summer day camp.   | \$40,000.00         | \$40,000.00         | \$0.00            | \$63,000.00         | \$23,000.00        | 58%        |
| 43350               | <b>Misc. Grants</b> -New line item in 2021. This line item includes funds used to assist with purchasing PPE, updating sites for pandemic readiness and help support NWSRA with staff costs, if necessary. Not budgeting for FY2022.  | \$26,000.00         | \$26,000.00         | \$0.00            | \$0.00              | -\$26,000.00       | 0%         |

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|                                      |  |                     |                     |                    |                     |                      |                |
|--------------------------------------|--|---------------------|---------------------|--------------------|---------------------|----------------------|----------------|
| 43400                                | <b>Inclusion</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. In FY2022 includes grant for COVID equipment support.   | \$10,000.00         | \$10,000.00         | \$0.00             | \$10,000.00         | \$0.00               | 0%             |
| 43500                                | <b>General Program Support</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. This is one of the five focus areas for SLSF fundraising efforts granted to NWSRA. FY2022 budget includes support for Hoffman Estates programming space and equipment for the sensory garden. | \$105,000.00        | \$105,000.00        | \$0.00             | \$87,000.00         | -\$18,000.00         | -17%           |
| 43700                                | <b>RMCC Lease.</b> SLSF is scheduled to pay the storage portion of the lease in 2026.  | \$0.00              | \$0.00              | \$0.00             | \$0.00              | \$0.00               | #DIV/0!        |
| <b>Subtotal SLSF Grant to NWSRA</b>  |  | <b>\$260,000.00</b> | <b>\$260,000.00</b> | <b>\$0.00</b>      | <b>\$260,000.00</b> | <b>\$0.00</b>        | <b>0%</b>      |
| <b>Capital Improvements</b>          |  |                     |                     |                    |                     |                      |                |
| 43650                                | <b>Capital Improvements</b>  | \$0.00              | \$0.00              | \$0.00             | \$135,000.00        | \$135,000.00         | #DIV/0!        |
|                                      | In FY2022 capital improvements include Hoffman Estates Voagelei House Furniture, First Year's rent, and additional expenses. Nothing was budgeted for capital improvements in FY 2021.   |                     |                     |                    |                     |                      |                |
| <b>Subtotal Capital Improvements</b> |  | <b>\$0.00</b>       | <b>\$0.00</b>       | <b>\$0.00</b>      | <b>\$135,000.00</b> | <b>\$135,000.00</b>  | <b>#DIV/0!</b> |
| <b>Total Grants</b>                  |  | <b>\$260,000.00</b> | <b>\$260,000.00</b> | <b>\$0.00</b>      | <b>\$395,000.00</b> | <b>\$135,000.00</b>  | <b>52%</b>     |
| <b>Total Expense</b>                 |  | <b>\$373,065.00</b> | <b>\$377,551.63</b> | <b>\$4,486.63</b>  | <b>\$599,346.00</b> | <b>\$221,794.37</b>  | <b>59%</b>     |
| <b>Net Income</b>                    |  | <b>\$2,220.00</b>   | <b>\$83,632.97</b>  | <b>\$81,412.97</b> | <b>-\$29,544.00</b> | <b>-\$113,176.97</b> | <b>-135%</b>   |
| <b>Reserves/Investment Income</b>    |  |                     |                     |                    |                     |                      |                |
| 31205                                | <b>Grant Reserves- Not using in 2022.</b>  | 0.00                | 0.00                |                    | 0.00                | 0.00                 | <b>0.0%</b>    |
| 33700                                | <b>Investment Transfer</b>   | \$0.00              | \$0.00              | \$0.00             | \$378,450.56        | \$378,450.56         | #DIV/0!        |
| <b>BALANCE</b>                       |  | <b>\$2,220.00</b>   | <b>\$83,632.97</b>  | <b>\$81,412.97</b> | <b>\$348,906.56</b> | <b>\$265,273.59</b>  | <b>317%</b>    |