

# 2016 FINANCIAL SUMMARY

This summary represents a combination of data from the Audited Financial Statements of the six (6) separate Salvation Army corporations in the United States: National Headquarters (New Jersey corporation authorized to do business in Virginia), The Salvation Army World Service Office [SAWSO] (District of Columbia corporation authorized to do business in Virginia), Central Territory (Illinois corporation), Eastern Territory (New York corporation), Southern Territory (Georgia corporation), and Western Territory (California corporation).

The four territories comprise of seven thousand five hundred and eighty (7,580) units of operation throughout the United States, including Puerto Rico, Guam, the Republic of the Marshall Islands, and the Federated States of Micronesia. The National Corporation and the World Service Office serve an essential role in helping the territories fulfill their mission. Inter-corporation transactions have been eliminated for presentation purposes.

The Salvation Army has successfully rendered service in America since 1880 by maintaining conservative financial policies, enabling us to meet human needs without discrimination. Doing the most good by reaching out to those in need in your community is our highest goal. Our pledge is to maintain the highest standards of financial accountability to continue to deserve your trust.

# REVENUE

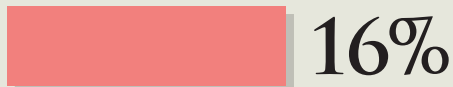
*\*Numbers represented in thousands*



DIRECT PUBLIC SUPPORT \$1,830,417



INVESTMENT INCOME \$646,706



SALES TO PUBLIC \$599,452



GOVERNMENT FUNDS \$351,669



PROGRAM SERVICE FEES \$159,619



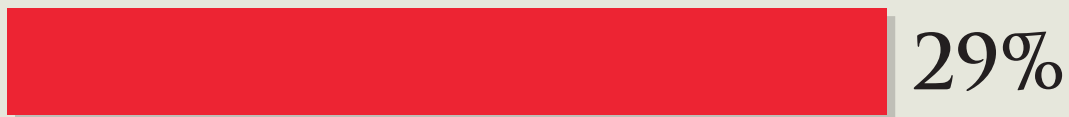
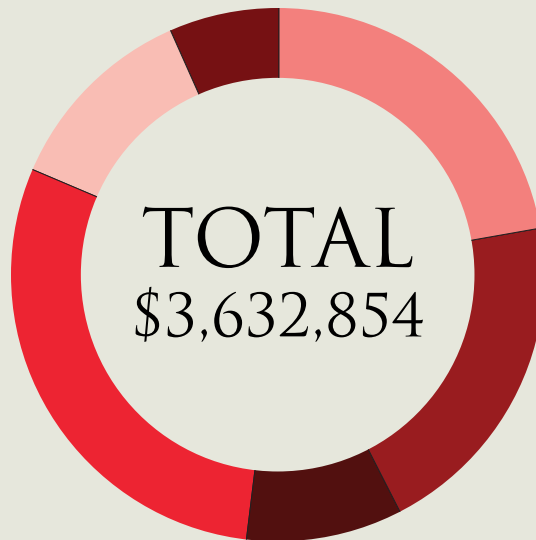
OTHER REVENUE \$90,263



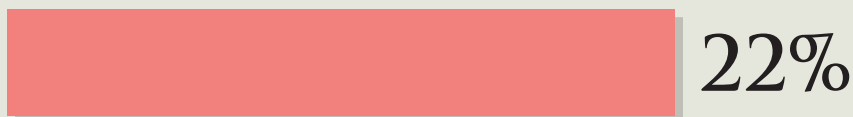
INDIRECT PUBLIC SUPPORT \$58,412

# EXPENSES

*\*Numbers represented in thousands*



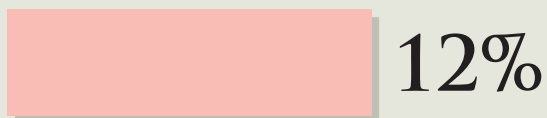
OTHER SOCIAL SERVICES \$1,071,048



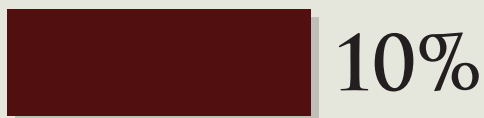
CORPS COMMUNITY CENTER \$817,215



REHABILITATION \$727,221



MANAGEMENT & GENERAL \$430,651



RESIDENTIAL & INSTITUTIONAL \$346,752



FUND RAISING \$239,967

# STATISTICAL HIGHLIGHTS

## CENTERS OF OPERATION

Corps	1,200
Outposts and Service Centers	191
Rehabilitation Centers	139
Thrift Shops	1,186
Community Centers, Boys/Girls Club	327
Child Day Care Centers	94
Adult Day Care Centers	9
Senior Citizen Centers	268
Group Homes/Temp Housing	598
Permanent Residences	90
Medical Facilities	20
Service Units	2,945
Camps	45
Divisions	40
Training Colleges	4
Other	424
<b>TOTAL Centers of Operation</b>	<b>7,580</b>

## PEOPLE SERVED

Basic Social Services	14,373,948
Holiday Assistance	3,247,980
Summer & Day Camps	232,726
Disaster Assistance	275,940
Persons Visited in Institutions	1,569,600
Job Referrals	42,913
Correctional Services	232,463
Community Centers Participants	1,071,084
Day Care	159,800
Senior Citizens	982,810
Substance Abuse	173,474
Medical Care	20,323
Institutional Care	565,228
Missing Persons	46,624
Transportation Provided	1,207,272
<b>TOTAL Persons Assisted</b>	<b>24,202,185</b>

## PERSONNEL

Officers/Lieutenants/Auxiliary Cpt	3,577
Cadets	352
Soldiers	109,354
Members	400,431
Employees	67,008
Volunteers	2,998,765
Advisory Organization Members	57,450

## SERVICES

Meals Served	55,440,783
Lodgings Supplied	10,393,788
Welfare Orders - Cash Grants	7,270,619
Tangible Items Distributed - Clothes, Furniture, Gifts	18,110,614

## GROUP MEETING ATTENDANCE

Outdoor Meetings	403,249
Sunday School	1,872,809
Sunday Meetings	4,431,008
Weekday Public Meetings	1,805,693
Soldier Development	537,812
Group Activities	7,750,050
Music Organizations	1,097,210
Other	6,293,695
<b>TOTAL Group Meeting Attendance</b>	<b>24,191,526</b>

# THE SALVATION ARMY-USA

## UNAUDITED COMBINED STATEMENT OF FINANCIAL POSITION

For the year ended September 30, 2016

(Dollars in thousands)

ASSETS	2016	2015
Cash and cash equivalents	\$379,975	\$351,630
Collateral received under securities lending	66,151	45,075
Accounts receivable	113,137	104,429
Legacies and bequests receivable	727,715	704,259
Pledges receivable	56,342	60,556
Inventory	43,982	42,987
Prepaid expenses and deferred charges	28,767	31,496
Mortgages and notes receivable	182,833	131,001
Investments	7,429,841	7,132,973
Assets held under split-interest agreements	998,285	1,001,430
Land, building, improvements & equipment	5,187,780	5,144,392
Other assets	7,624	7,564
<b>Total Assets</b>	<b>\$15,222,432</b>	<b>\$14,757,792</b>

### LIABILITIES & NET ASSETS

<b>Total Liabilities</b>	<b>\$5,143,352</b>	<b>\$4,485,768</b>
<b>NET ASSETS:</b>		
Unrestricted:		
Available for operations	314,654	319,048
Designated for capital & specific program expenditures	1,037,236	1,378,879
Land, building & equipment	4,492,293	4,456,908
<b>Total Unrestricted</b>	<b>5,844,183</b>	<b>6,154,835</b>
Temporarily restricted	1,625,291	1,548,179
Permanently restricted	2,609,606	2,569,010
<b>Total Net Assets</b>	<b>10,079,080</b>	<b>10,272,024</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$15,222,432</b>	<b>\$14,757,792</b>

# THE SALVATION ARMY-USA

## UNAUDITED COMBINED STATEMENT OF ACTIVITIES

For the year ended September 30, 2016

(Dollars in thousands)

REVENUE	2016	2015
<b>PUBLIC SUPPORT:</b>		
Received Directly:		
Contributions	\$839,468	\$846,790
Donations-in-kind and contributed services	573,608	564,878
Special events	24,825	23,397
Legacies and bequests income	297,034	313,366
Pledges revenue	34,304	29,845
Contributions from split-interest agreements	55,093	62,100
Change in value of split-interest agreements	6,085	(29,025)
<b>Total Received Directly</b>	<b>1,830,417</b>	<b>1,811,351</b>
Received indirectly by federated campaigns	58,412	64,120
<b>Total Public Support</b>	<b>1,888,829</b>	<b>1,875,471</b>
Fees and grants from government agencies	351,669	352,445
Program service fees	159,619	152,525
Sales to the public	599,452	611,233
Investment earnings	646,706	(114,727)
Other revenue	90,263	49,909
<b>TOTAL REVENUE</b>	<b>\$3,736,538</b>	<b>\$2,926,856</b>
 <b>EXPENSES</b>		
<b>PROGRAM SERVICES:</b>		
Corps community centers	\$817,215	\$758,260
Rehabilitation	727,221	727,540
Residential and institutional services	346,752	351,337
Other social services	1,071,048	1,056,074
<b>Total Program Services</b>	<b>2,962,236</b>	<b>2,893,211</b>
 <b>SUPPORTING SERVICES:</b>		
Management and general	430,651	415,216
Fund raising	239,967	228,550
<b>Total Supporting Services</b>	<b>670,618</b>	<b>643,766</b>
<b>TOTAL EXPENSES</b>	<b>3,632,854</b>	<b>3,536,977</b>
Other changes in net assets	(296,628)	(278,060)
<b>CHANGE IN NET ASSETS</b>	<b>\$(192,944)</b>	<b>\$(888,181)</b>