

2019 FINANCIAL SUMMARY

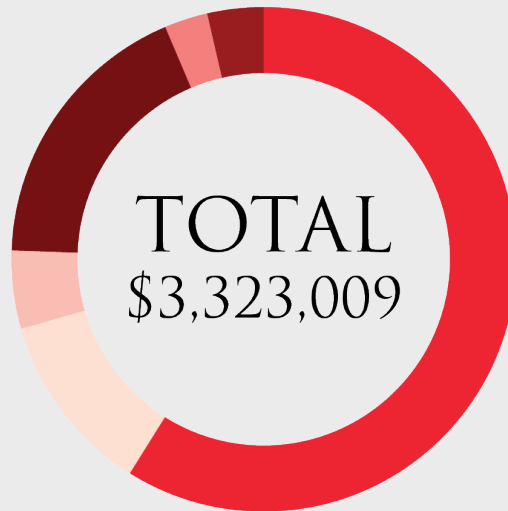
This summary represents a combination of data from the Audited Financial Statements of the six (6) separate Salvation Army corporations in the United States: National Headquarters (New Jersey corporation authorized to do business in Virginia), The Salvation Army World Service Office [SAWSO] (District 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 seven thousand five hundred sixty-five (7,565) 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 \$1,958,750



SALES TO PUBLIC \$598,449



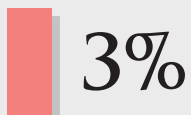
GOVERNMENT FUNDS \$393,282



PROGRAM SERVICE FEES \$164,748



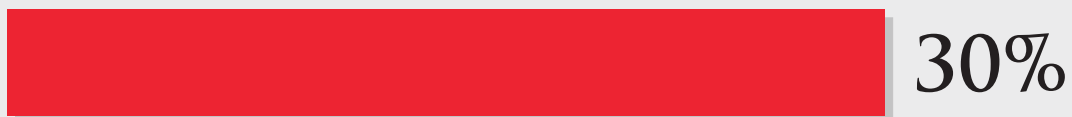
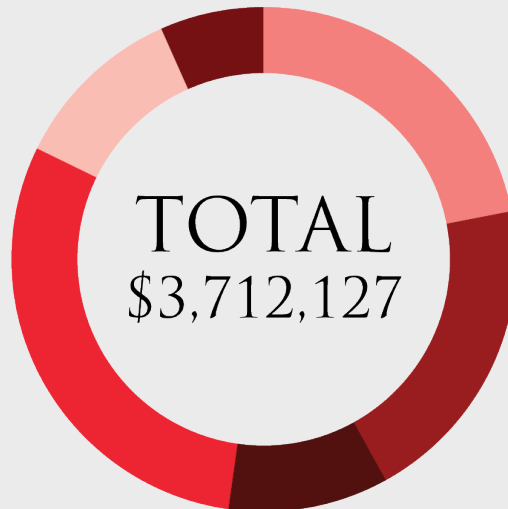
OTHER REVENUE \$118,807



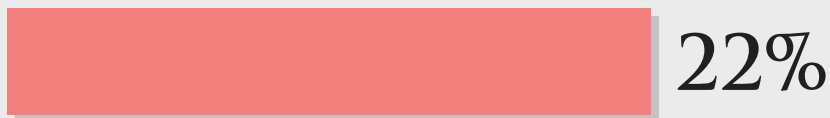
INVESTMENT INCOME \$88,973

EXPENSES

**Numbers represented in thousands*



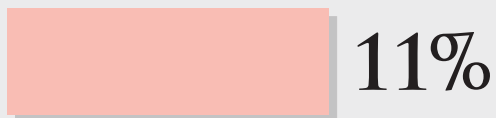
OTHER SOCIAL SERVICES \$1,105,979



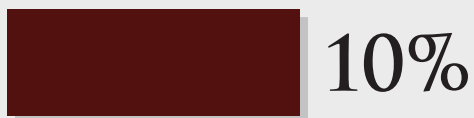
CORPS COMMUNITY CENTER \$818,001



REHABILITATION \$741,222



MANAGEMENT & GENERAL \$416,404



RESIDENTIAL & INSTITUTIONAL \$388,497



FUND RAISING \$242,024

STATISTICAL HIGHLIGHTS

CENTERS OF OPERATION

<u>Corps</u>	<u>1,156</u>
<u>Outposts and Service Centers</u>	<u>193</u>
<u>Rehabilitation Centers</u>	<u>143</u>
<u>Thrift Shops</u>	<u>1,116</u>
<u>Community Centers, Boys/Girls Club</u>	<u>292</u>
<u>Kroc Centers</u>	<u>26</u>
<u>Child Day-Care Centers</u>	<u>75</u>
<u>Adult Day-Care Centers</u>	<u>11</u>
<u>Senior Citizen Centers</u>	<u>235</u>
<u>Group Homes/Temp Housing</u>	<u>571</u>
<u>Permanent Residences</u>	<u>90</u>
<u>Medical Facilities</u>	<u>21</u>
<u>Service Units</u>	<u>2,793</u>
<u>Camps</u>	<u>42</u>
<u>Divisions</u>	<u>39</u>
<u>Training Colleges</u>	<u>4</u>
<u>Anti Human Trafficking Centers</u>	<u>46</u>
<u>Other</u>	<u>712</u>
<u>TOTAL Centers of Operation</u>	<u>7,565</u>

PERSONNEL

<u>Officers/Lieutenants/Auxiliary Cpts/Cadets</u>	<u>3,479</u>
<u>Soldiers/Members</u>	<u>466,004</u>
<u>Employees</u>	<u>58,982</u>
<u>Volunteers</u>	<u>2,699,485</u>
<u>Advisory Organization Members</u>	<u>60,534</u>
<u>Echelon</u>	<u>694</u>

SERVICES

<u>Total Meals Served</u>	<u>146,754,830</u>
<u>Lodgings Supplied</u>	<u>9,753,419</u>
<u>Financial Assistance</u>	<u>2,478,071</u>
<u>Tangible Items Distributed</u>	<u>16,209,506</u>

PEOPLE SERVED

<u>Basic Social Services</u>	<u>8,221,525</u>
<u>Referrals</u>	<u>2,785,158</u>
<u>Interviews Conducted</u>	<u>6,449,028</u>
<u>Holiday Assistance</u>	<u>2,506,317</u>
<u>Summer & Day Camps</u>	<u>845,332</u>
<u>Disaster Assistance</u>	<u>370,772</u>
<u>Persons Visited in Institutions</u>	<u>1,064,283</u>
<u>Job Training</u>	<u>29,936</u>
<u>Job Placement</u>	<u>10,743</u>
<u>Correctional Services</u>	<u>127,096</u>
<u>Community Centers Participants</u>	<u>5,661,022</u>
<u>Day Care</u>	<u>32,029</u>
<u>Senior Citizens</u>	<u>770,085</u>
<u>Substance Abuse</u>	<u>158,667</u>
<u>Medical Care</u>	<u>11,011</u>
<u>Institutional Care</u>	<u>549,624</u>
<u>Transportation Provided</u>	<u>1,320,843</u>
<u>Permanent Placement/Housing</u>	<u>20,970</u>
<u>TOTAL Persons Assisted</u>	<u>30,934,441</u>

SERVICE HIGHLIGHTS

<u>Virtual Ministry</u>	<u>121,779</u>
<u>Youth Programming</u>	<u>3,081,911</u>
<u>Music Education</u>	<u>1,050,315</u>
<u>KROC Membership</u>	<u>1,088,948</u>
<u>Anti-Human Trafficking (Survivors Helped)</u>	<u>4,012</u>
<u>Anti-Human Trafficking (Nights of Shelter)</u>	<u>24,774</u>
<u>Anti-Human Trafficking (Referrals)</u>	<u>5,904</u>
<u>Food Pantries</u>	<u>1,572</u>
<u>Shelters</u>	<u>584</u>
<u>Disaster Response Events</u>	<u>4,310</u>
<u>Total Prepared Meals</u>	<u>50,972,350</u>
<u>Total Food Boxes (1 box = 20 meals)</u>	<u>4,789,124</u>

THE SALVATION ARMY-USA

UNAUDITED COMBINED STATEMENT OF FINANCIAL POSITION

For the year ended September 30, 2019

(Dollars in thousands)

ASSETS	2019	2018
Cash and cash equivalents	\$443,808	\$387,838
Accounts receivable	152,151	140,577
Legacies and bequests receivable	753,347	788,273
Pledges receivable	45,643	43,651
Inventory	44,969	44,665
Prepaid expenses and deferred charges	34,283	32,660
Mortgages and notes receivable	95,752	96,200
Investments	7,851,025	8,271,855
Assets held under split-interest agreements	1,106,230	1,081,965
Land, building, improvements & equipment	5,221,187	5,169,472
Other assets	6,455	6,067
TOTAL ASSETS	\$15,754,850	\$16,063,223
LIABILITIES & NET ASSETS		
Total liabilities	\$5,063,910	\$4,593,257
NET ASSETS:		
Without donor restrictions:		
Available for operations	311,263	301,810
Designated for capital & specific program expenditures	1,079,791	1,870,445
Land, building & equipment	4,488,354	4,472,936
Total net assets without donor restrictions	5,879,408	6,645,191
With donor restrictions:		
Amounts to be held in perpetuity	2,786,859	2,800,019
Other restrictions	2,024,673	2,024,756
Total net assets with donor restrictions	4,811,532	4,824,775
 Total Net Assets	 10,690,940	 11,469,966
 TOTAL LIABILITIES & NET ASSETS	 \$15,754,850	 \$16,063,223

THE SALVATION ARMY-USA

UNAUDITED COMBINED STATEMENT OF ACTIVITIES

Financial Summary for Fiscal Year 2019

(Dollars in thousands)

REVENUE	2019	2018
PUBLIC SUPPORT:		
Received directly:		
Contributions	\$916,631	\$943,549
Donations-in-kind and contributed services	576,015	589,432
Special events	24,112	23,903
Legacies and bequests income	285,670	326,135
Pledges revenue	19,881	13,991
Contributions from split-interest agreements	92,011	64,830
Total received directly	1,914,320	1,961,840
Received indirectly by federated campaigns	44,430	49,014
Total public support	1,958,750	2,010,854
Fees and grants from government agencies	393,282	373,324
Program service fees	164,748	159,000
Sales to the public	598,449	593,167
Investment earnings	88,973	613,031
Other revenue	118,807	81,034
TOTAL REVENUE	\$3,323,009	\$3,830,410
EXPENSES		
PROGRAM SERVICES:		
Corps community centers	\$818,001	\$828,293
Rehabilitation	741,222	727,347
Residential and institutional services	388,497	371,024
Other social services	1,105,979	1,116,085
Total program services	3,053,699	3,042,749
SUPPORTING SERVICES:		
Management and general	416,404	407,845
Fund raising	242,024	253,010
Total supporting services	658,428	660,855
TOTAL EXPENSES	3,712,127	3,703,604
Other changes in net assets	(389,908)	388,459
CHANGE IN NET ASSETS	\$(779,026)	\$515,265