

# 2018 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).

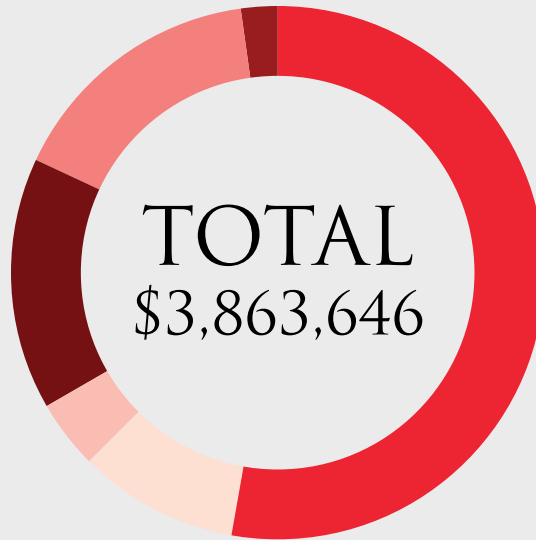
The four territories comprise seven thousand six hundred and seventeen (7,685) units of operation throughout the United States, including Puerto Rico, Guam, the Republic of the Marshall Islands, and the Federated States of Micronesia. The National Corporation and the World Service Office serve an essential 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.

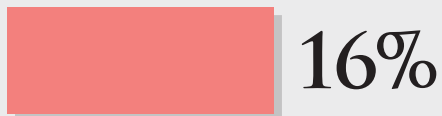
For a closer look at how our income and expenses Do the Most Good, see below.

# REVENUE

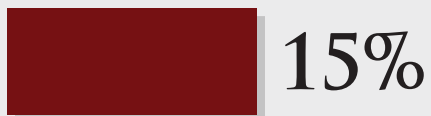
*\*Numbers represented in thousands*



DIRECT PUBLIC SUPPORT \$2,044,090



INVESTMENT INCOME \$613,031



SALES TO PUBLIC \$593,167



GOVERNMENT FUNDS \$373,324



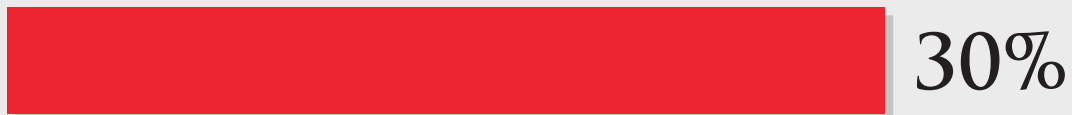
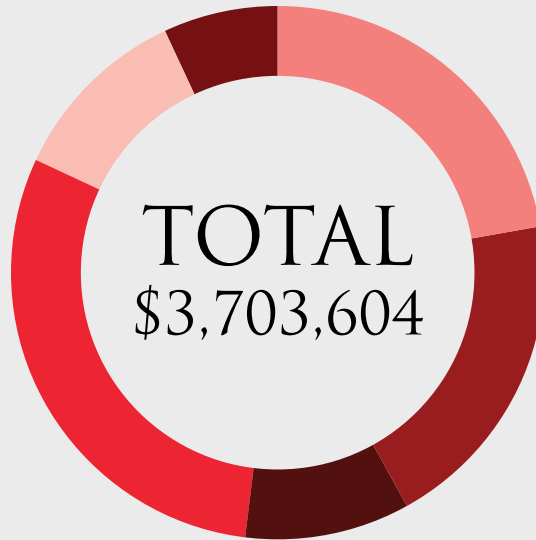
PROGRAM SERVICE FEES \$159,000



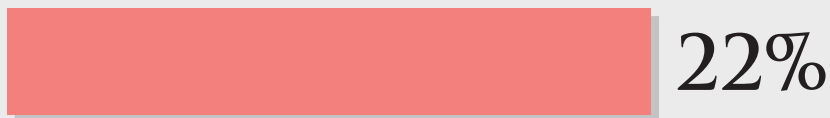
OTHER REVENUE \$81,034

# EXPENSES

*\*Numbers represented in thousands*



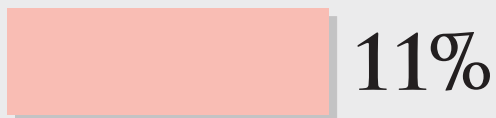
OTHER SOCIAL SERVICES \$1,116,085



CORPS COMMUNITY CENTER \$828,293



REHABILITATION \$727,347



MANAGEMENT & GENERAL \$407,845



RESIDENTIAL & INSTITUTIONAL \$371,024



FUND RAISING \$253,010

# STATISTICAL HIGHLIGHTS

## CENTERS OF OPERATION

<u>Corps</u>	<u>1,177</u>
<u>Outposts and Service Centers</u>	<u>190</u>
<u>Rehabilitation Centers</u>	<u>144</u>
<u>Thrift Shops</u>	<u>1,141</u>
<u>Community Centers, Boys/Girls Club</u>	<u>309</u>
<u>Child Day-Care Centers</u>	<u>80</u>
<u>Adult Day-Care Centers</u>	<u>11</u>
<u>Senior Citizen Centers</u>	<u>260</u>
<u>Group Homes/Temp Housing</u>	<u>598</u>
<u>Permanent Residences</u>	<u>90</u>
<u>Medical Facilities</u>	<u>21</u>
<u>Service Units</u>	<u>2,888</u>
<u>Camps</u>	<u>42</u>
<u>Divisions</u>	<u>39</u>
<u>Training Colleges</u>	<u>4</u>
<u>Other</u>	<u>692</u>
<b><u>TOTAL Centers of Operation</u></b>	<b><u>7,686</u></b>

## PEOPLE SERVED

<u>Basic Social Services</u>	<u>14,001,013</u>
<u>Holiday Assistance</u>	<u>2,640,047</u>
<u>Summer &amp; Day Camps</u>	<u>264,241</u>
<u>Disaster Assistance</u>	<u>798,336</u>
<u>Persons Visited in Institutions</u>	<u>1,220,499</u>
<u>Job Referrals</u>	<u>39,716</u>
<u>Correctional Services</u>	<u>133,559</u>
<u>Community Centers Participants</u>	<u>1,181,521</u>
<u>Day Care</u>	<u>32,389</u>
<u>Senior Citizens</u>	<u>909,659</u>
<u>Substance Abuse</u>	<u>150,643</u>
<u>Medical Care</u>	<u>12,006</u>
<u>Institutional Care</u>	<u>533,344</u>
<u>Missing Persons</u>	<u>73,409</u>
<u>Transportation Provided</u>	<u>1,256,221</u>
<b><u>TOTAL Persons Assisted</u></b>	<b><u>23,246,603</u></b>

## PERSONNEL

<u>Officers/Lieutenants/Auxiliary Cpts</u>	<u>3,480</u>
<u>Cadets</u>	<u>184</u>
<u>Soldiers</u>	<u>107,564</u>
<u>Members</u>	<u>381,372</u>
<u>Employees</u>	<u>59,731</u>
<u>Volunteers</u>	<u>2,814,692</u>
<u>Advisory Organization Members</u>	<u>53,020</u>

## SERVICES

<u>Meals Served</u>	<u>52,581,300</u>
<u>Lodgings Supplied</u>	<u>9,778,100</u>
<u>Welfare Orders - Cash Grants</u>	<u>7,763,080</u>
<u>Tangible Items Distributed - Clothes, Furniture, Gifts</u>	<u>16,848,216</u>

## GROUP MEETING ATTENDANCE

<u>Outdoor Meetings</u>	<u>311,583</u>
<u>Sunday School</u>	<u>1,684,736</u>
<u>Sunday Meetings</u>	<u>3,994,504</u>
<u>Weekday Public Meetings</u>	<u>1,434,545</u>
<u>Soldier Development</u>	<u>495,288</u>
<u>Group Activities</u>	<u>7,171,496</u>
<u>Music Organizations</u>	<u>1,042,278</u>
<u>Other</u>	<u>5,802,312</u>
<b><u>TOTAL Group Meeting Attendance</u></b>	<b><u>21,936,742</u></b>

**THE SALVATION ARMY-USA**  
**UNAUDITED COMBINED STATEMENT OF FINANCIAL**  
**POSITION**

**For the year ended September 30, 2018**

*(Dollars in thousands)*

<b>ASSETS</b>	<b>2018</b>	<b>2017</b>
Cash and cash equivalents	\$387,838	\$411,864
Accounts receivable	140,577	107,731
Legacies and bequests receivable	788,273	796,454
Pledges receivable	43,651	45,554
Inventory	44,665	44,681
Prepaid expenses and deferred charges	32,660	33,393
Mortgages and notes receivable	96,200	135,073
Investments	8,271,855	7,961,096
Assets held under split-interest agreements	1,081,965	1,060,143
Land, building, improvements & equipment	5,169,472	5,187,046
Other assets	6,067	7,581
<b>Total Assets</b>	<b>\$16,063,223</b>	<b>\$15,837,769</b>

**LIABILITIES & NET ASSETS**

<b>Total Liabilities</b>	<b>\$4,593,257</b>	<b>\$4,883,068</b>
Net Assets:		
Unrestricted:		
Available for operations	301,810	323,261
Designated for capital & specific program expenditures	1,870,445	1,483,677
Land, building & equipment	4,472,936	4,482,192
<b>Total Unrestricted</b>	<b>6,645,191</b>	<b>6,289,130</b>
Temporarily restricted	2,024,756	1,973,021
Permanently restricted	2,800,019	2,692,550
<b>Total Net Assets</b>	<b>11,469,966</b>	<b>10,954,701</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$16,063,223</b>	<b>\$15,837,769</b>

# THE SALVATION ARMY-USA

## UNAUDITED COMBINED STATEMENT OF ACTIVITIES

For the year ended September 30, 2018

(Dollars in thousands)

REVENUE	2018	2017
Public Support:		
Received Directly:		
Contributions	\$943,549	\$920,982
Donations-in-kind and contributed services	589,432	566,119
Special events	23,903	22,848
Legacies and bequests income	326,135	358,275
Pledges revenue	13,991	21,637
Contributions from split-interest agreements	64,830	90,383
Change in value of split-interest agreements	33,236	26,638
<b>Total Received Directly</b>	<b>1,995,076</b>	<b>2,006,882</b>
Received indirectly by federated campaigns	49,014	52,516
<b>Total Public Support</b>	<b>2,044,090</b>	<b>2,059,398</b>
Fees and grants from government agencies	373,324	366,067
Program service fees	159,000	161,027
Sales to the public	593,167	587,266
Investment earnings	613,031	1,043,344
Other revenue	81,034	105,690
<b>TOTAL REVENUE</b>	<b>\$3,863,646</b>	<b>\$4,322,792</b>
 <b>EXPENSES</b>		
PROGRAM SERVICES:		
Corps community centers	\$828,293	\$832,237
Rehabilitation	727,347	732,508
Residential and institutional services	371,024	362,349
Other social services	1,116,085	1,089,014
<b>Total Program Services</b>	<b>3,042,749</b>	<b>3,016,108</b>
SUPPORTING SERVICES:		
Management and general	407,845	433,242
Fund raising	253,010	251,249
<b>Total Supporting Services</b>	<b>660,855</b>	<b>684,491</b>
<b>TOTAL EXPENSES</b>	<b>3,703,604</b>	<b>3,700,599</b>
Other changes in net assets	355,223	253,428
<b>CHANGE IN NET ASSETS</b>	<b>\$515,265</b>	<b>\$875,621</b>