

2017 FINANCIAL SUMMARY

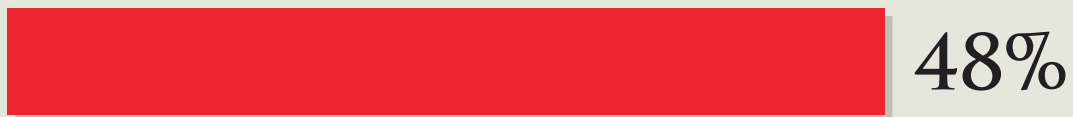
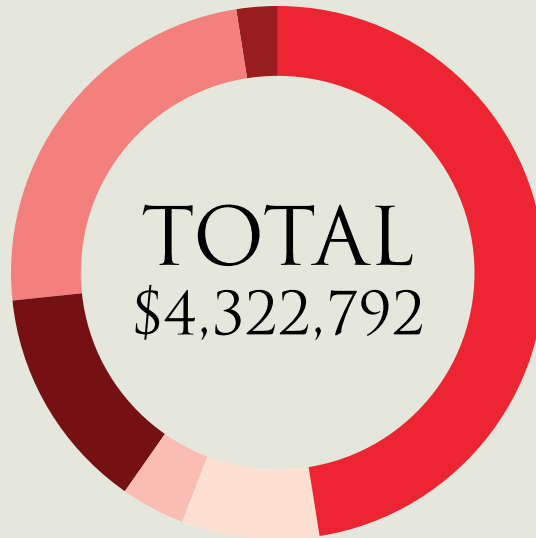
This summary represents a combination of data from the Audited Financial Statements of the six (6) separate Salvation Army corporations in the United States: National Headquarters (New Jersey corporation authorized to do business in Virginia), The Salvation Army World Service Office [SAWSO] (District 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 (7,617) 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.

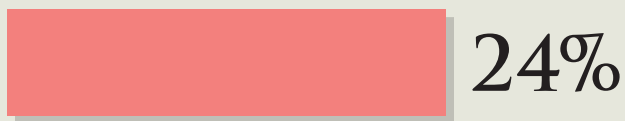
The Salvation Army has successfully rendered service in America since 1880 by maintaining conservative financial policies, enabling us to meet human needs without discrimination. Doing the most good by reaching out to those in need in your community is our highest goal. Our pledge is to maintain the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

REVENUE

**Numbers represented in thousands*



DIRECT PUBLIC SUPPORT \$2,059,398



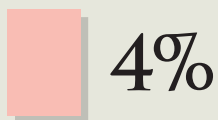
INVESTMENT INCOME \$1,043,344



SALES TO PUBLIC \$587,266



GOVERNMENT FUNDS \$366,067



PROGRAM SERVICE FEES \$161,027



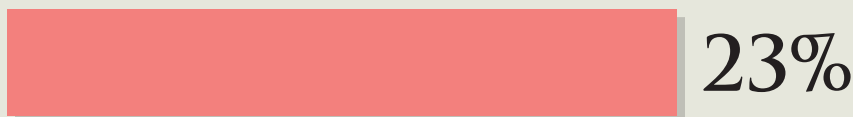
OTHER REVENUE \$105,690

EXPENSES

**Numbers represented in thousands*



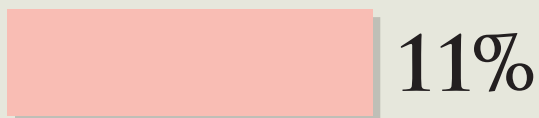
OTHER SOCIAL SERVICES \$1,089,014



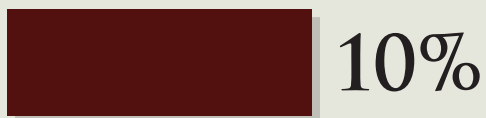
CORPS COMMUNITY CENTER \$832,237



REHABILITATION \$732,508



MANAGEMENT & GENERAL \$433,242



RESIDENTIAL & INSTITUTIONAL \$362,349



FUND RAISING \$251,249

STATISTICAL HIGHLIGHTS

CENTERS OF OPERATION

Corps	1,190
Outposts and Service Centers	198
Rehabilitation Centers	141
Thrift Shops	1,173
Community Centers, Boys/Girls Club	346
Child Day-Care Centers	88
Adult Day-Care Centers	13
Senior Citizen Centers	237
Group Homes /Temp Housing	605
Permanent Residences	90
Medical Facilities	20
Service Units	2,934
Camps	44
Divisions	40
Training Colleges	4
Other	494
TOTAL Centers of Operations	7,617

PEOPLE SERVED

Basic Social Services	13,804,263
Holiday Assistance	2,934,171
Summer & Day Camps	260,546
Disaster Assistance	241,638
Persons Visited in Institutions	1,388,521
Job Referrals	38,978
Correctional Services	234,032
Community Centers Participants	1,129,712
Day Care	166,573
Senior Citizens	936,475
Substance Abuse	146,990
Medical Care	13,730
Institutional Care	544,196
Missing Persons	78,642
Transportation Provided	1,217,720
TOTAL Persons Assisted	23,136,187

PERSONNEL

Officers /Lieutenants/Auxiliary Cpts	3,567
Cadets	230
Soldiers	108,505
Members	399,919
Employees	63,743
Volunteers	3,002,309
Advisory Organization Members	54,398

SERVICES

Meals Served	52,259,152
Lodgings Supplied	9,905,970
Welfare Orders - Cash Grants	7,154,977
Tangible Items Distributed - Clothes, Furniture, Gifts	16,528,404

GROUP MEETING ATTENDANCE

Outdoor Meetings	377,237
Sunday School	1,794,282
Sunday Meetings	4,160,899
Weekday Public Meetings	1,574,382
Soldier Development	514,508
Group Activities	7,397,975
Music Organizations	1,054,125
Other	5,887,005
TOTAL Group Meeting Attendance	22,760,413

THE SALVATION ARMY-USA

UNAUDITED COMBINED STATEMENT OF FINANCIAL POSITION

For the year ended September 30, 2017

(Dollars in thousands)

ASSETS	2017	2016
Cash and cash equivalents	\$411,864	\$379,975
Collateral received under securities lending	47,153	66,151
Accounts receivable	107,731	113,137
Legacies and bequests receivable	796,454	727,715
Pledges receivable	45,554	56,342
Inventory	44,681	43,982
Prepaid expenses and deferred charges	33,393	28,767
Mortgages and notes receivable	135,073	182,833
Investments	7,961,096	7,429,841
Assets held under split-interest agreements	1,060,143	998,285
Land, building, improvements & equipment	5,187,046	5,187,780
Other assets	7,581	7,624
Total Assets	\$15,837,769	\$15,222,432

LIABILITIES & NET ASSETS

Total Liabilities	\$4,883,068	\$5,143,352
Net Assets:		
Unrestricted:		
Available for operations	323,261	314,654
Designated for capital & specific program expenditures	1,483,677	1,037,236
Land, building & equipment	4,482,192	4,492,293
Total Unrestricted	6,289,130	5,844,183
Temporarily restricted	1,973,021	1,625,291
Permanently restricted	2,692,550	2,609,606
Total Net Assets	10,954,701	10,079,080
TOTAL LIABILITIES & NET ASSETS	\$15,837,769	\$15,222,432

THE SALVATION ARMY-USA

UNAUDITED COMBINED STATEMENT OF ACTIVITIES

For the year ended September 30, 2017

(Dollars in thousands)

REVENUE	2017	2016
Public Support:		
Received Directly:		
Contributions	\$920,982	\$839,468
Donations-in-kind and contributed services	566,119	573,608
Special events	22,848	24,825
Legacies and bequests income	358,275	297,034
Pledges revenue	21,637	34,304
Contributions from split-interest agreements	90,383	55,093
Change in value of split-interest agreements	26,638	6,085
Total Received Directly	2,006,882	1,830,417
Received indirectly by federated campaigns	52,516	58,412
Total Public Support	2,059,398	1,888,829
Fees and grants from government agencies	366,067	351,669
Program service fees	161,027	159,619
Sales to the public	587,266	599,452
Investment earnings	1,043,344	646,706
Other revenue	105,690	90,263
TOTAL REVENUE	\$4,322,792	3,736,538
 EXPENSES		
PROGRAM SERVICES:		
Corps community centers	\$832,237	\$817,215
Rehabilitation	732,508	727,221
Residential and institutional services	362,349	346,752
Other social services	1,089,014	1,071,048
Total Program Services	3,016,108	2,962,236
SUPPORTING SERVICES:		
Management and general	433,242	430,651
Fund raising	251,249	239,967
Total Supporting Services	684,491	670,618
TOTAL EXPENSES	3,700,599	3,632,854
Other changes in net assets	253,428	(296,628)
CHANGE IN NET ASSETS	\$875,621	(\$192,944)