

**SLSF ASSUMPTIONS FY 2019**

Line Item #	Description	FY 2018	PYE 2018	PYE 2018 - FY 2019	Proposed FY 2019	Proposed FY 2019- FY 2018	% Change FY 2018 - Proposed FY 2019
<b>Income</b>							
31110	<b>BAC Account Interest Income-</b> This line item reflects interest earned on the SLSF bank account. The new account at Village Bank and Trust is a non-interest earning account so no additional interest is expected.	0.00	14.46	0.00	0.00	\$0.00	#DIV/0!
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	80,350.00	89,927.33	9,577.33	268,000.00	187,650.00	233.5%
31300	<b>Restricted Fundraising-</b> This line item includes all revenues received from the following restricted fundraising events and endeavors: Ala Carte Entertainment/NWSRA Golf Classic, Palatine Hills Golf Classic, Lightning Booster Club	58,434.00	56,854.00	-1,580.00	55,640.00	-2,794.00	-4.8%
31400	<b>Restricted Donations-</b> This line item includes all restricted revenues received through memorial, general and annual appeal donation. Spring Appeal will target scholarships and day camp through an in-house letter. \$6,266.12 from Northwest Covenant deferred to 2019 from 2018 donations for MP Sensory Room. \$18,505 from Impact Auction and \$7,850 from GMFS deferred from 2018.	1,950.00	3,891.62	1,941.62	13,266.12	11,316.12	580.3%
32300	<b>Unrestricted Fundraising-</b> This line item includes all revenues received through the following unrestricted events and endeavors: Buffalo Grove Golf Classic, Arlington Classic Golf Outing, Women's Golf Outing, T&M Golf Outing, Gold Medal Fashion Show, Celebrate Ability, Miscellaneous events, Hole Sponsor Deal.	249,995.50	267,967.95	17,972.45	257,920.00	7,924.50	3.2%

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32400	<b>Unrestricted Donations-</b> This line item includes all unrestricted revenues received through memorial donations, general donations and annual appeal donations. SLSF is planning to focus on procuring additional individual donors and will be encouraging planned gifts. \$5,000 donation from NWCH deferred from 2018.	50,000.00	130,997.73	80,997.73	80,100.00	30,100.00	60.2%

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32500	<b>NWSRA Workshops</b> -monies that come in for inservices or workshops presented by NWSRA staff, registration is via Eventbrite so funds go to SLSF	0.00	410.00	410.00	0.00	0.00	#DIV/0!
33700	<b>Investment Transfer</b> -This is money transferred from the BF Edwards account to pay for needed improvements to NWSRA program spaces. <b>\$100,000 will be kept in reserve to accomodate cost overruns, but won't be added to budget at this time.</b> Upcoming projects include Mt. Prospect Sensory Room, Sensory Garden at Hanover Park, Tech Room at Rolling Meadows, and Wheeling Program space	100,000.00	100,000.00	0.00		-100,000.00	-100.0%
<b>Total Income</b>		<b>540,729.50</b>	<b>650,063.09</b>	<b>109,319.13</b>	<b>674,926.12</b>	<b>134,196.62</b>	<b>-4.2%</b>
<b>Operating Expenses-Administration</b>							
40100	<b>Postage</b> - This line item includes yearly post office renewal fees and postage	6,000.00	4,971.92	-1,028.08	5,500.00	-500.00	-8.3%
40200	<b>Office Expense</b> - This line item includes all office supplies purchased, bank fees and deposit slip fees	2,500.00	1,512.97	-987.03	1,500.00	-1,000.00	-40.0%
40250	<b>Credit Card Fees</b> - This line item is a cost of doing business. To maintain or grow donations/registrations, SLSF must allow donors to use credit cards. SLSF will work diligently to negotiate the lowest fees possible, however fee percentages continue to rise.	4,598.62	5,732.50	1,133.88	6,019.12	1,420.50	30.9%
40300	<b>Newsletter Printing</b> - This line item includes all expenses related to the Impact Newsletter. In 2015 the SLSF Impact moved to an email format so <b>this budget item is no longer used</b>	0.00	0.00	0.00	0.00	0.00	0.0%

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40400	<b>Professional Memberships-</b> This line item includes all expenses related to membership fees with the Rolling Meadows Chamber, Arlington Heights Chamber, Associate of Fundraising Professionals and the Rotary Clubs of Schaumburg/Hoffman Estates and Rolling Meadows. SLSF continues to pay for the membership of all service clubs. Tracey will join AFP.	4,300.00	5,037.55	737.55	4,250.00	-50.00	-1.2%
40500	<b>Education/Training-</b> This line item includes all expenses related to continuing education fees for fundraising development workshops. 2019 amount includes Asking Matters membership that provides ongoing education. In 2018, SLSF paid for 3 staff members to attend the 2019 Storytelling Conference	1,845.00	3,807.00	1,962.00	1,250.00	-595.00	-32.2%
40600	<b>Public Awareness-</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. The Superintendent of Development will continue to meet with each SLSF Board Member on an annual basis. In 2019, TC and NS plan to spend more time in the community meeting with donors and possible large funders.	20,000.00	17,454.98	-2,545.02	20,000.00	0.00	0.0%
40700	<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.	9,700.00	10,505.75	805.75	9,000.00	-700.00	-7.2%

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40800	<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. Included in this budget are additional funds for legal fees incurred with the new representation.	7,775.00	8,742.24	967.24	5,775.00	-2,000.00	-25.7%
41300	<b>Fundraising Restricted-</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	13,799.00	9,943.19	-3,855.81	12,245.00	-1,554.00	-11.3%
42300	<b>Fundraising Unrestricted-</b> 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	92,432.00	82,555.70	-9,876.30	98,767.50	6,335.50	6.9%
<b>Subtotal Administration Expenses</b>		<b>162,949.62</b>	<b>150,263.80</b>	<b>-12,685.82</b>	<b>164,306.62</b>	<b>1,357.00</b>	<b>0.8%</b>
<b>Grants Given</b>							
43100	<b>NWSRA Lightning Athletes-</b> 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	25,000.00	25,000.00	0.00	30,000.00	5,000.00	20.0%
43200	<b>Accessible Vehicles-</b> 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	70,000.00	70,000.00	0.00	70,000.00	0.00	0.0%

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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	81,000.00	81,000.00	0.00	86,000.00	5,000.00	6.2%
43400	<b>Inclusion / ADA Compliance-</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	14,000.00	14,000.00	0.00	19,000.00	5,000.00	35.7%
43500	<b>General Program Support / Adaptive Equipment-</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. \$5,000 from Northwest Community Healthcare is unrestricted. \$20,505 from Impact Auction will be used toward the purchase of furniture for the Wheeling Park District programming space.	144,000.00	144,000.00	0.00	145,000.00	1,000.00	0.7%
43700	<b>RMCC Lease. SLSF is not scheduled to pay for this lease in 2018</b>	0.00	0.00	0.00	0.00	0.00	0.0%
	<b>Subtotal Grants Given</b>	<b>334,000.00</b>	<b>334,000.00</b>	<b>0.00</b>	<b>350,000.00</b>	<b>16,000.00</b>	<b>4.8%</b>
	<b>Capital Improvements</b>						
43650	<b>Capital Improvements-</b>	262,000.00	264,152.91	2,152.91	191,766.09	-70,233.91	
	2019 Snoezelen Room MPPD, RMCC Tech Room, Sensory Garden. \$27,499.97 are grants received from Zurich, Elk Grove Township, Northrop Grumman for the Mt. Prospect Sensory Room. \$6,266.12 from Northwest Covenant for MP Sensory Room						
	2019 PURSUIT 4						
	<b>Subtotal Capital Improvements</b>	<b>262,000.00</b>	<b>264,152.91</b>	<b>2,152.91</b>	<b>191,766.09</b>	<b>-70,233.91</b>	<b>-26.8%</b>
	<b>Total Grants</b>	<b>596,000.00</b>	<b>598,152.91</b>	<b>2,152.91</b>	<b>541,766.09</b>	<b>-54,233.91</b>	<b>-9.1%</b>
	<b>Total Expense</b>	<b>758,949.62</b>	<b>748,416.71</b>	<b>-10,532.91</b>	<b>706,072.71</b>	<b>-52,876.91</b>	<b>-7.0%</b>
	<b>Net Income</b>	<b>-218,220.12</b>	<b>-98,353.62</b>	<b>119,866.50</b>	<b>-31,146.59</b>	<b>187,073.53</b>	<b>-85.7%</b>
	<b>Reserves/Investment Income</b>						

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31205	<b>Grant Reserves-</b> This line item contains grants received in 2018 for 2019 designated projects. \$27,499.97 are grants received from Zurich, Elk Grove Township, Northrop Grumman for the Mt. Prospect Sensory Room. \$5,000 from Northwest Community Healthcare is unrestricted, may be used toward Wheeling Programming Space.	221,000.00	221,000.00		32,499.97		
	Net Income plus reserve	2,779.88	122,646.38	119,866.50	1,353.38	-1,426.50	-51.3%
31100	<b>Reserve/Investment Income-</b> In years that yield \$25,000 or greater the money is transferred to the Benjamin F Edwards invement account. The goal is to replace the \$150,000 used to fund the NWSRA program space in the RMCC building						