

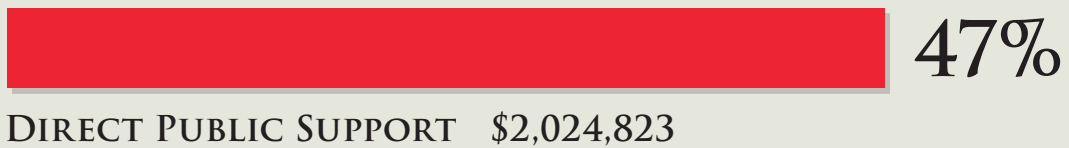
# 2013 FINANCIAL SUMMARY

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).

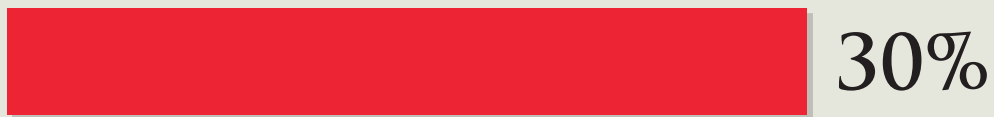
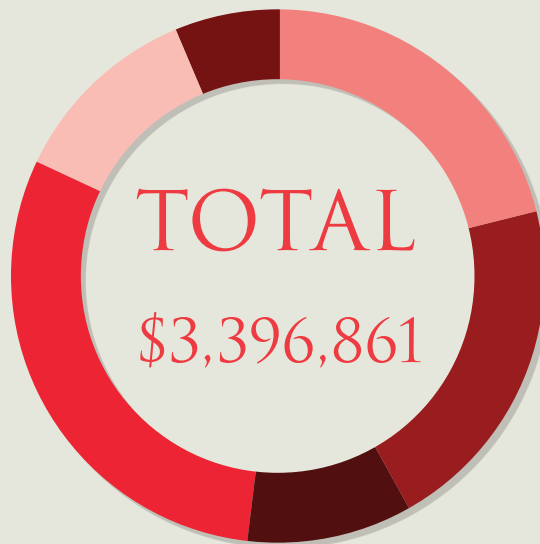
The four territories comprise seven thousand four hundred seventy-five (7,475) units of operation throughout the United States, including Puerto Rico, Guam, the Republic of the Marshall Islands, and the Federated States of Micronesia. The National Corporation and the World Service Office serve an essential 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.

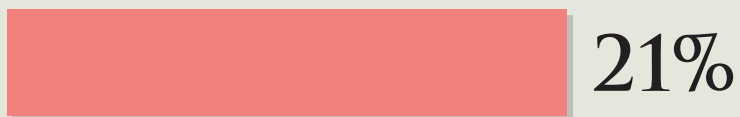
# REVENUE



# EXPENSES



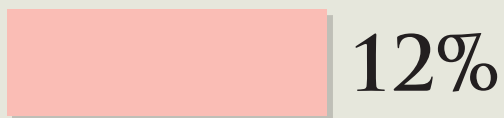
OTHER SOCIAL SERVICES \$1,019,123



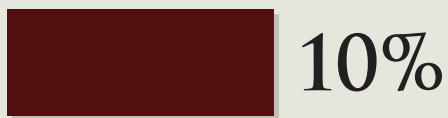
CORPS COMMUNITY CENTER \$723,853



REHABILITATION \$702,539



MANAGEMENT & GENERAL \$392,635



RESIDENTIAL & INSTITUTIONAL \$347,335



FUNDRAISING \$211,376

# STATISTICAL HIGHLIGHTS

## CENTERS OF OPERATION

Corps	1,216
Outposts and Service Centers	167
Rehabilitation Centers	142
Thrift Shops	1,232
Community Centers, Boys/Girls Club	339
Child Day Care Centers	96
Adult Day Care Centers	10
Senior Citizen Centers	272
Group Homes/Temp Housing	583
Permanent Residences	87
Medical Facilities	24
Service Units	2,886
Camps	46
Divisions	40
Training Colleges	4
Other	331
<b>TOTAL Centers of Operations</b>	<b>7,475</b>

## PEOPLE SERVED

Basic Social Services	17,615,838
Holiday Assistance	3,543,153
Summer & Day Camps	198,053
Disaster Assistance	264,054
Persons Visited in Institutions	2,275,943
Job Referrals	65,724
Correctional Services	307,869
Community Centers Participants	1,336,139
Day Care	42,796
Senior Citizens	819,272
Substance Abuse	177,711
Medical Care	27,753
Institutional Care	653,681
Missing Persons	37,418
Transportation Provided	1,022,258
<b>TOTAL Persons Assisted</b>	<b>28,387,662</b>

## PERSONNEL

Officers/Lieutenants/Auxiliary Cpts	3,551
Cadets	343
Soldiers	108,708
Members	417,834
Employees	60,791
Volunteers	3,521,314
Advisory Organization Members	57,665

## SERVICES

Meals Served	58,434,217
Lodgings Supplied	10,847,192
Welfare Orders - Cash Grants	7,632,666
Tangible Items Distributed - Clothes, Furniture, Gifts	19,577,943

## GROUP MEETING ATTENDANCE

Outdoor Meetings	370,367
Sunday School	2,124,582
Sunday Meetings	5,013,319
Weekday Public Meetings	2,060,208
Soldier Development	586,851
Group Activities	8,543,156
Music Organizations	1,154,020
Other	5,997,878
<b>TOTAL Group Meeting Attendance</b>	<b>25,850,381</b>

# THE SALVATION ARMY - USA

## UNAUDITED COMBINED STATEMENT OF ACTIVITIES

For the year ended September 30, 2013

(Dollars in thousands)

### REVENUE

#### PUBLIC SUPPORT:

Received Directly:	
Contributions	\$882,361
Donations-in-kind and contributed services	560,224
Special events	20,434
Legacies and bequests income	459,752
Pledges revenue	18,078
Contributions from split-interest agreements	73,797
Change in value of split-interest agreements	10,177
<b>Total Received Directly</b>	<b>2,024,823</b>
Received indirectly by federated campaigns	65,596
<b>Total Public Support</b>	<b>2,090,419</b>
Fees and grants from government agencies	347,070
Program service fees	158,493
Sales to the public	638,839
Investment earnings	1,028,163
Other revenue	52,609
<b>TOTAL REVENUE</b>	<b>\$4,315,593</b>

### EXPENSES

#### PROGRAM SERVICES:

Corps community centers	\$723,853
Rehabilitation	702,539
Residential and institutional services	347,335
Other social services	1,019,123
<b>Total Program Services</b>	<b>2,792,850</b>

#### SUPPORTING SERVICES:

Management and general	392,635
Fundraising	211,376
<b>Total Supporting Services</b>	<b>604,011</b>

<b>TOTAL EXPENSES</b>	<b>3,396,861</b>
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Other changes in net assets	430,807
<b>CHANGE IN NET ASSETS</b>	<b>\$1,349,539</b>

# THE SALVATION ARMY - USA

## UNAUDITED COMBINED STATEMENT OF FINANCIAL POSITION

For the year ended September 30, 2013

*(Dollars in thousands)*

### ASSETS

Cash and cash equivalents	\$379,751
Collateral received under securities lending	25,187
Accounts receivable	133,071
Legacies and bequests receivable	449,951
Pledges receivable	56,903
Inventory	45,893
Prepaid expenses and deferred charges	26,361
Mortgages and notes receivable	95,795
Investments	7,329,990
Assets held under split-interest agreements	984,035
Land, building, improvements & equipment	4,976,839
Other assets	6,772

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<b>Total Assets</b>	<b>\$14,510,548</b>
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### LIABILITIES & NET ASSETS

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<b>Total Liabilities</b>	<b>\$3,819,370</b>
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#### NET ASSETS:

Unrestricted:	
Available for operations	463,634
Designated for capital & specific program expenditures	2,048,045
Land, building & equipment	4,288,306
<b>Total Unrestricted</b>	<b>6,799,985</b>
Temporarily restricted	1,566,929
Permanently restricted	2,324,264
<b>Total Net Assets</b>	<b>10,691,178</b>

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<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$14,510,548</b>
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