

Financial Highlights

Statement of Operations for the Year End March 31, 2011

Revenue

	2011	2010
Campaigns	\$749,865	\$729,082
Direct Marketing	142,460	152,842
Donations	751,251	608,997
Grants	148,277	109,515
Interest & Other Income	17,309	27,066
Program	80,195	90,507
Total	\$1,889,357	\$1,718,009

Expenses

Client Services	\$272,627	\$268,460
Community Development	96,213	97,027
Education	482,124	434,515
Organizational Development	41,381	53,546
Program & Office Administration	290,911	293,284
Research	151,872	75,774
Revenue Development	441,188	400,622
Total	\$1,776,316	\$1,623,228

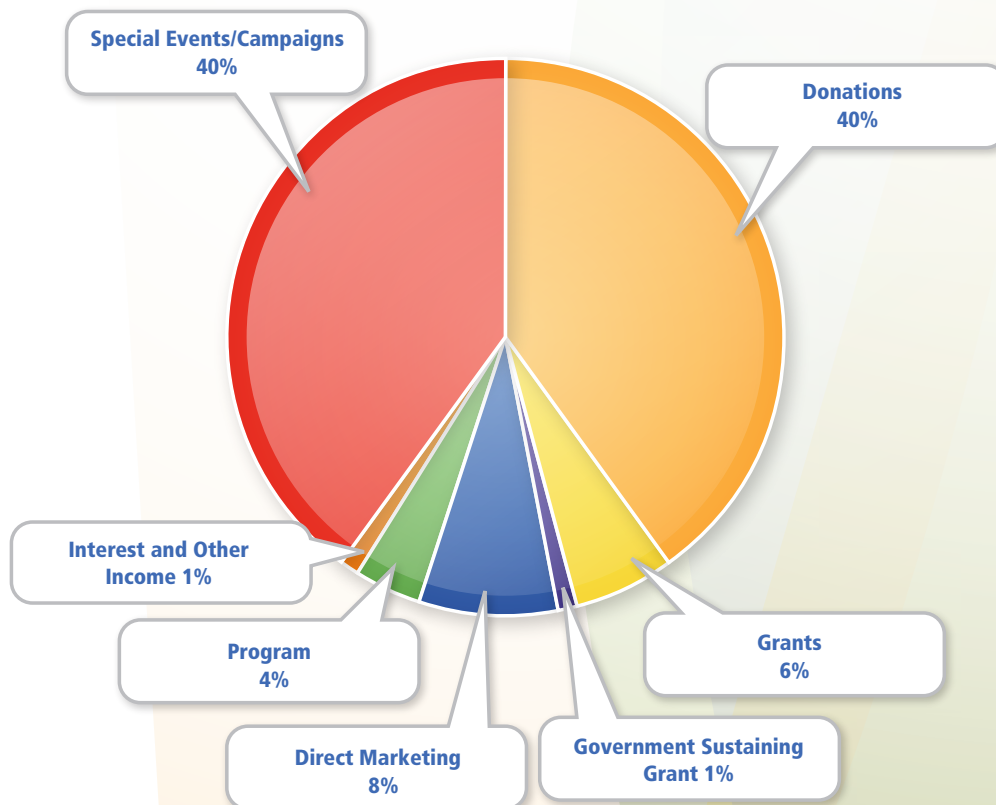
Revenues over Expenditures

	\$113,041	\$113,041
Amortization	33,504	33,219
Excess of revenue over expenses for the year	\$79,537	\$61,562

* This financial information has been extracted from the Annual Financial Statements reported on by our auditing firm Ernst and Young. A complete set of Financial Statements with Auditors' report is available upon request.

Revenue Breakdown

	2011	2010
Donations	39.76%	35.45%
Grants	6.34%	4.72%
Government Sustaining Grant	1.51%	1.66%
Direct Marketing	7.54%	8.90%
Program	4.24%	5.27%
Interest & other income	0.92%	1.58%
Special Events/Campaigns	39.69%	42.44%



Combined revenue from Campaigns and Direct Marketing increased by \$150,875 while Revenue Development expenses increased by \$66,339. The largest reasons for this increase were attendance at Gala and participation in Memory Walk.

Donations decreased by \$136,055. The largest contribution to this decline was significant Bequests in the previous year.

Grant Revenues decreased by \$68,665 due to non recurring grants received in the previous year.

Research Contributions decreased by \$13,675. This decrease is offset by a commitment to double our research funding for the 2011 fiscal year.