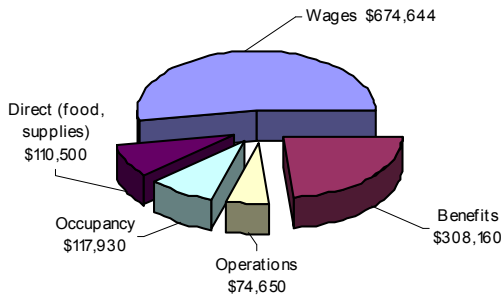


# Saint John's Hospice

## Financials ~ July 1, 2010 thru June 30, 2011

### Budgeted Expenses ~ \$1,285,884



### Expenses

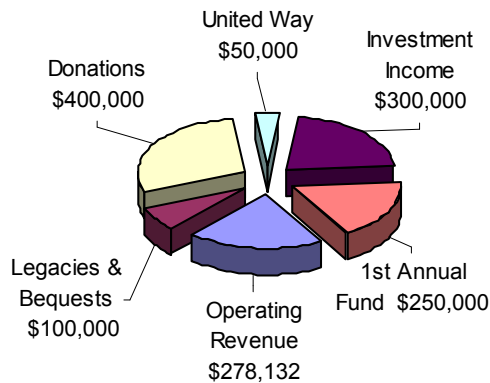
Because of the generous gifts of food & clothing, wages/benefits are our highest expenses. "Occupancy" ~ facility expenses (maintenance, insurance, heating, electricity, ...) "Operations" ~ phone service, vehicles, gas, computers, ...

### Revenue

Our operating fund has helped sustain us for the past 4 lean years. We now need to replenish it.

"Operating Revenue" ~ government and private stipends. Saint John's Hospice needs to sustain itself to maintain viable services to the homeless for many years to come.

### Projected Revenue ~ \$1,378,132



~ We operate on an annual budget of almost \$1.3 million. We receive almost \$300,000 (~23 percent) each year from federal and local governments ("operating revenue"). We believe we have a more stable operating base than if we were more dependant on volatile government funding. Thus we embrace and welcome the charity of others for the remaining \$1 million each year.

~ Revenues consist of legacies and bequests, private donations, the United Way campaign plus investment income from our operating fund. This fund provides a cushion in lean years and is available for major capital improvements. We have drawn on this fund over the past three years, though, to meet day-to-day operating expenses.

~ 1st Annual Fund. Without this Fund, our projected revenues are only \$850,000. We thus need the additional \$250,000 to keep our doors open (\$150,000) as well as to replenish the operating fund and to adequately prepare for the future (\$100,000).

~ Gifts in Kind are not shown in these charts. We conservatively estimate over \$200,000 per year in casseroles, breads, desserts, clothing, toiletries. Plus, volunteers worked over 20,000 hours last year, valued at over \$200,000.