

| Location #                     | 10-77-630<br>Middle Tennessee<br>Combined       | 2016<br>Budget | 2015<br>Forecast | 2015<br>Budget | 2014<br>Actual |
|--------------------------------|-------------------------------------------------|----------------|------------------|----------------|----------------|
| <b>REVENUE</b>                 |                                                 |                |                  |                |                |
| <b>Domestic Adoptions</b>      |                                                 |                |                  |                |                |
| 3510                           | Adoption Services                               | -              | -                | -              | 3,000          |
| 3511                           | Preliminary Application                         | -              | -                | 3,300          | 2,450          |
| 3512                           | Formal Application                              | 22,000         | 21,000           | 18,700         | 16,000         |
| 3513                           | Home Study                                      | 38,000         | 32,000           | 40,000         | 40,000         |
| 3514                           | Support Services Fee                            | 79,322         | 18,000           | 40,000         | -              |
| 3515                           | Placement Fee                                   | 182,000        | 195,000          | 98,000         | 105,800        |
| 3516                           | Post Placement Services                         | 19,500         | 4,500            | -              | 3,600          |
| 3517                           | Other & Reimbursements                          | -              | 26,000           | -              | 17,691         |
| 3518                           | Birth Mother Fund                               | -              | 16,000           | 40,000         | 58,500         |
| 3519                           | Birth Parent Advertising                        | -              | -                | -              | -              |
| 3520                           | Independent                                     | 10,000         | 17,200           | 2,400          | 10,963         |
| 3535                           | Pregnancy Counseling                            | -              | -                | 40,000         | -              |
| 3540                           | Fee Splits, Other Offices                       | 12,000         | (7,500)          | -              | 10,000         |
| 3546                           | Fee Splits, Satellites                          | -              | -                | -              | -              |
| 3550                           | Pass-Thru Medical                               | -              | -                | -              | -              |
| 3560                           | Pass-Thru Legal                                 | -              | -                | -              | -              |
| 3570                           | Pass-Thru Foster Care                           | -              | -                | -              | -              |
| 3580                           | Pass-Thru Other                                 | -              | -                | -              | -              |
|                                | <b>Total Domestic Adoptions</b>                 | <b>362,822</b> | <b>322,200</b>   | <b>282,400</b> | <b>268,004</b> |
| <b>International Adoptions</b> |                                                 |                |                  |                |                |
| 3609                           | Preliminary Application                         | -              | -                | -              | -              |
| 3610                           | Adoption Services                               | -              | -                | -              | -              |
| 3611                           | Other & Reimbursements                          | -              | -                | -              | 520            |
| 3612                           | Formal Applications                             | 1,650          | 1,100            | 1,000          | 680            |
| 3613                           | Home Study                                      | 7,800          | 5,200            | 14,700         | 10,800         |
| 3614                           | Coordination/Program Fee 1                      | 4,100          | 2,050            | 7,900          | 6,140          |
| 3615                           | Placement/Program Fee 2                         | 7,000          | -                | 1,750          | 1,800          |
| 3616                           | Post Placement Services                         | 1,800          | 1,600            | 1,800          | 1,700          |
| 3618                           | Completion                                      | -              | -                | -              | -              |
| 3619                           | Closed                                          | -              | -                | -              | -              |
| 3620                           | Independent                                     | 2,000          | -                | -              | -              |
| 3630                           | Holt Fees                                       | -              | -                | -              | -              |
| 3635                           | Fee Splits, Other Offices                       | -              | -                | -              | -              |
| 3636                           | Fee Splits, Satellites                          | -              | -                | -              | -              |
| 3640                           | Global Placement                                | -              | -                | -              | -              |
| 3645                           | Global Independent Home Study Review            | -              | -                | -              | -              |
| 3646                           | Global Other Fees                               | -              | -                | -              | -              |
| 3647                           | Global Program Fees/ Case Coordination (BCSG On | -              | -                | -              | -              |
| 3648                           | Global Family Withdrawals (BCSG Only)           | -              | -                | -              | -              |
| 3649                           | Global Other Fees (BCSG Only)                   | -              | -                | -              | -              |
| 3650                           | Global Maintenance Fees                         | -              | -                | -              | -              |
|                                | <b>Total International Adoptions</b>            | <b>24,350</b>  | <b>9,950</b>     | <b>27,150</b>  | <b>21,640</b>  |
| <b>Foster Care Adoptions</b>   |                                                 |                |                  |                |                |
| 3710                           | Adoption Services                               | -              | -                | -              | -              |
| 3711                           | Application Fee                                 | 3,000          | 1,000            | -              | -              |
| 3712                           | Family Search Fee                               | 7,500          | 3,000            | -              | -              |
| 3713                           | Home Study                                      | 7,500          | 3,000            | -              | -              |
| 3714                           | Program Service Fee                             | -              | -                | -              | -              |
| 3715                           | Orientation                                     | -              | -                | -              | -              |
| 3716                           | Child Preparation                               | -              | -                | -              | -              |
| 3717                           | Child Profile                                   | -              | -                | -              | -              |
| 3718                           | Child Specific Recruitment (CSR)                | -              | -                | -              | -              |
| 3719                           | Family Profile                                  | -              | -                | -              | -              |
| 3720                           | Placement                                       | 7,500          | -                | -              | -              |

| Location # | 10-77-630                           | 2016          | 2015         | 2015     | 2014     |
|------------|-------------------------------------|---------------|--------------|----------|----------|
|            | Middle Tennessee                    | Budget        | Forecast     | Budget   | Actual   |
|            | <b>Combined</b>                     |               |              |          |          |
| 3730       | Finalization                        | 4,500         | -            | -        | -        |
| 3771       | Permanency                          | -             | -            | -        | -        |
| 3735       | Fee Splits, Other Offices           | -             | -            | -        | -        |
| 3736       | Fee Splits, Satellites              | -             | -            | -        | -        |
| 3925       | CWTI Training Reimbursement         | -             | -            | -        | -        |
| 3750       | Project Embrace                     | -             | -            | -        | -        |
|            | <b>Total Foster Care Adoptions</b>  | <b>30,000</b> | <b>7,000</b> | -        | -        |
|            | <b>Foster Care</b>                  |               |              |          |          |
| 3110       | Administrative                      | -             | -            | -        | -        |
| 3210       | Boarding                            | -             | -            | -        | -        |
| 3115       | Waiver                              | -             | -            | -        | -        |
| 3120       | Infants                             | -             | -            | -        | -        |
| 3175       | Independent Living, Admin           | -             | -            | -        | -        |
| 3165       | Independent Living, Boarding        | -             | -            | -        | -        |
| 3920       | CWTI Reimbursements                 | -             | -            | -        | -        |
| 3220       | Other                               | -             | -            | -        | -        |
|            | <b>Total Foster Care</b>            | -             | -            | -        | -        |
|            | <b>Counseling</b>                   |               |              |          |          |
| 3810       | Private                             | 1,500         | 375          | -        | -        |
| 3815       | Insurance Adjustment                | -             | -            | -        | -        |
| 3820       | Church                              | -             | -            | -        | -        |
| 3830       | State                               | -             | -            | -        | -        |
| 3840       | CMH                                 | -             | -            | -        | -        |
| 3845       | Post Adoption Services              | 750           | -            | -        | -        |
| 3905       | Medicare                            | -             | -            | -        | -        |
|            | <b>Total Counseling</b>             | <b>2,250</b>  | <b>375</b>   | -        | -        |
|            | <b>Refugee Services</b>             |               |              |          |          |
| 3360       | Foster Care, Admin                  | -             | -            | -        | -        |
| 3363       | Foster Care, Admin, YAVFC           | -             | -            | -        | -        |
| 3365       | Foster Care, Boarding               | -             | -            | -        | -        |
| 3370       | Foster Care, Other                  | -             | -            | -        | -        |
| 3170       | Independent Living, Admin           | -             | -            | -        | -        |
| 3160       | Independent Living, Boarding        | -             | -            | -        | -        |
| 3380       | Contract Revenue                    | -             | -            | -        | -        |
|            | <b>Total Refugee Services</b>       | -             | -            | -        | -        |
|            | <b>Other Service Revenue</b>        |               |              |          |          |
| 3450       | Bethany's Thrift Store              | -             | -            | -        | -        |
| 3130       | Families First                      | -             | -            | -        | -        |
| 3140       | In-Home                             | -             | -            | -        | -        |
| 3180       | Government Funded Programs          | -             | -            | -        | -        |
| 3190       | Holdover - Administrative           | -             | -            | -        | -        |
| 3195       | Holdover - Boarding                 | -             | -            | -        | -        |
| 3310       | Institutional Care                  | -             | -            | -        | -        |
| 3965       | Rent Revenue                        | -             | -            | -        | -        |
|            | <b>Total Other Service Revenue</b>  | -             | -            | -        | -        |
|            | <b>Miscellaneous Revenue</b>        |               |              |          |          |
| 3889       | Branch Office Services              | -             | -            | -        | -        |
| 3935       | Seminar Registrations               | -             | -            | -        | -        |
| 3960       | Product Sales                       | -             | -            | -        | -        |
| 3965       | Rent Revenue                        | -             | -            | -        | -        |
| 3970       | Investment and Interest Income      | -             | -            | -        | -        |
| 3972       | Gain/Loss on Sale of Investments    | -             | -            | -        | -        |
| 3973       | Unrealized Gain/Loss on Investments | -             | -            | -        | -        |
| 3977       | Working Capital Administration      | (15,250)      | (14,983)     | (12,000) | (14,347) |

| Location #     | 10-77-630<br>Middle Tennessee<br>Combined          | 2016<br>Budget  | 2015<br>Forecast | 2015<br>Budget  | 2014<br>Actual  |
|----------------|----------------------------------------------------|-----------------|------------------|-----------------|-----------------|
| 3990           | Miscellaneous                                      | -               | -                | -               | -               |
|                | <b>Total Miscellaneous Revenue</b>                 | <b>(15,250)</b> | <b>(14,983)</b>  | <b>(12,000)</b> | <b>(14,347)</b> |
|                | <b>Total Earned Revenue</b>                        | <b>404,172</b>  | <b>324,542</b>   | <b>297,550</b>  | <b>275,297</b>  |
| <b>EXPENSE</b> |                                                    |                 |                  |                 |                 |
|                | <b>Salaries</b>                                    |                 |                  |                 |                 |
| 4001           | Regular                                            | 163,330         | 131,696          | 128,700         | 106,006         |
| 4002           | Overtime                                           | -               | -                | -               | 6               |
| 4003           | On-Call                                            | 2,280           | 660              | 2,600           | -               |
| 4004           | Earned Time Off                                    | 12,469          | 11,684           | -               | 8,190           |
| 4005           | Paid Absence                                       | 250             | 250              | -               | 291             |
| 4006           | Holiday                                            | 8,377           | 7,727            | -               | 1,951           |
| 4007           | Incentive                                          | -               | -                | -               | -               |
| 4008           | Cash Option                                        | -               | -                | -               | -               |
| 4009           | Transfers                                          | -               | -                | -               | (14,338)        |
| 4010           | Other                                              | -               | -                | -               | 15,107          |
|                | <b>Total Salaries</b>                              | <b>186,706</b>  | <b>152,017</b>   | <b>131,300</b>  | <b>117,213</b>  |
|                | <b>Fringes</b>                                     |                 |                  |                 |                 |
| 4015           | Health Insurance                                   | 26,500          | 18,634           | 13,636          | 19,093          |
| 4020           | Retirement                                         | 3,420           | 3,408            | 4,677           | 3,413           |
| 4021           | Additional Retirement Expense                      | 240             | 244              | 35              | 312             |
| 4022           | 403b Employer Contribution                         | 1,510           | 1,261            | 994             | (61)            |
| 4023           | 403b Employer Match (new account, previously 4055) | 750             | -                | -               | -               |
| 4025           | Life Insurance                                     | 730             | 337              | 560             | 440             |
| 4030           | FICA                                               | 14,280          | 11,744           | 10,040          | 9,880           |
| 4035           | Disability Insurance                               | 100             | 42               | -               | 16              |
| 4040           | Workman's Compensation                             | 910             | 551              | 700             | 585             |
| 4045           | Unemployment Insurance                             | 2,700           | 1,496            | 1,400           | 1,041           |
| 4050           | General Liability                                  | 3,780           | 5,216            | 2,400           | 2,953           |
| 4055           | Other Benefits                                     | 310             | 290              | 640             | 142             |
| 4060           | Tuition Reimbursement                              | -               | -                | -               | -               |
| 4090           | Transfers                                          | -               | -                | -               | (3,566)         |
|                | <b>Total Fringes</b>                               | <b>55,230</b>   | <b>43,223</b>    | <b>35,082</b>   | <b>34,248</b>   |
|                | <b>Total Salaries and Fringes</b>                  | <b>241,936</b>  | <b>195,240</b>   | <b>166,382</b>  | <b>151,461</b>  |
|                | <b>Professional Fees</b>                           |                 |                  |                 |                 |
| 4100           | Auditing                                           | -               | -                | -               | -               |
| 4110           | Legal                                              | 14,160          | 11,300           | 4,900           | 5,872           |
| 4120           | Court Costs                                        | 360             | 357              | 1,630           | 189             |
| 4130           | Consultants                                        | 60              | 58               | 580             | 577             |
| 4140           | Temporary Workers                                  | -               | -                | -               | -               |
| 4145           | Payments to Annuitants                             | -               | -                | -               | -               |
| 4150           | Contracted Services                                | 10,950          | 10,624           | 9,053           | 9,344           |
|                | <b>Total Professional Fees</b>                     | <b>25,530</b>   | <b>22,339</b>    | <b>16,163</b>   | <b>15,982</b>   |
|                | <b>Supplies</b>                                    |                 |                  |                 |                 |
| 4205           | Office                                             | 2,230           | 2,538            | 2,570           | 2,007           |
| 4210           | Building & Grounds                                 | 10              | 7                | -               | 6               |
| 4215           | Medical                                            | -               | -                | -               | -               |
| 4225           | Food & Kitchen                                     | 680             | 664              | 361             | 241             |
| 4230           | Psychological                                      | -               | -                | -               | -               |
| 4235           | Other                                              | 1,190           | 1,151            | 334             | 295             |

| Location # 10-77-630<br>Middle Tennessee<br>Combined |                                                  | 2016<br>Budget | 2015<br>Forecast | 2015<br>Budget | 2014<br>Actual |
|------------------------------------------------------|--------------------------------------------------|----------------|------------------|----------------|----------------|
| <b>Total Supplies</b>                                |                                                  | <b>4,110</b>   | <b>4,360</b>     | <b>3,265</b>   | <b>2,549</b>   |
| <b>Communications</b>                                |                                                  |                |                  |                |                |
| 4250                                                 | Telephone                                        | 4,430          | 4,309            | 4,236          | 4,764          |
| 4255                                                 | Telephone, Cell Phones                           | 3,220          | 3,126            | 550            | 1,670          |
| 4260                                                 | Telephone, Internet Charges                      | 3,220          | 3,122            | 2,160          | 2,144          |
| 4400                                                 | Printing                                         | 5,130          | 4,986            | 2,000          | 2,788          |
| <b>Total Communications</b>                          |                                                  | <b>16,000</b>  | <b>15,543</b>    | <b>8,946</b>   | <b>11,366</b>  |
| <b>Postage</b>                                       |                                                  |                |                  |                |                |
| 4280                                                 | Postage                                          | 3,100          | 3,018            | 1,676          | 2,436          |
| 4290                                                 | Express Mail                                     | 820            | 802              | 943            | 888            |
| <b>Total Postage</b>                                 |                                                  | <b>3,920</b>   | <b>3,820</b>     | <b>2,619</b>   | <b>3,324</b>   |
| <b>Occupancy</b>                                     |                                                  |                |                  |                |                |
| 4310                                                 | Rent                                             | 31,268         | 31,981           | 25,956         | 51,311         |
| 4320                                                 | Utilities                                        | 6,030          | 5,857            | 3,600          | -              |
| 4340                                                 | Care of Buildings & Grounds                      | 3,660          | 3,551            | 3,634          | 278            |
| 4350                                                 | Equip. & Furnish. Maint.                         | 1,470          | 1,426            | 757            | 678            |
| 4360                                                 | Property Insurance                               | 580            | 568              | 500            | 485            |
| 4370                                                 | Property Taxes                                   | -              | -                | -              | 310            |
| 4380                                                 | Mortgage Interest                                | -              | -                | -              | -              |
| 4800                                                 | Depreciation, Equipment                          | 1,305          | 1,256            | 1,148          | 1,065          |
| 4802                                                 | Depreciation, Buildings & Leasehold Improvements | -              | -                | -              | -              |
| <b>Total Occupancy</b>                               |                                                  | <b>44,313</b>  | <b>44,639</b>    | <b>35,595</b>  | <b>54,127</b>  |
| <b>Advertising</b>                                   |                                                  |                |                  |                |                |
| 4450                                                 | General                                          | -              | -                | -              | -              |
| 4455                                                 | Internet                                         | 14,720         | 13,521           | 8,500          | 6,080          |
| 4456                                                 | Web Development                                  | -              | -                | -              | -              |
| 4459                                                 | Birth Parent                                     | -              | -                | -              | -              |
| 4460                                                 | Print                                            | 50             | 48               | 500            | 48             |
| 4465                                                 | Radio                                            | 5,000          | 590              | 2,000          | -              |
| 4470                                                 | Signage                                          | 90             | 84               | -              | -              |
| 4475                                                 | Television                                       | -              | -                | -              | -              |
| 4480                                                 | Yellow Pages                                     | -              | 893              | 1,580          | 1,592          |
| <b>Total Advertising</b>                             |                                                  | <b>19,860</b>  | <b>15,136</b>    | <b>12,580</b>  | <b>7,720</b>   |
| <b>Technology</b>                                    |                                                  |                |                  |                |                |
| 4500                                                 | Computers, General                               | 10             | 9                | -              | -              |
| 4510                                                 | Computers, Hardware                              | 1,990          | 1,933            | 1,070          | 2,599          |
| 4520                                                 | Computers, Software                              | 3,650          | 2,090            | 312            | 539            |
| 4530                                                 | Computers, Maintenance                           | 140            | 134              | 281            | 107            |
| 4540                                                 | Computers, Training                              | -              | -                | -              | -              |
| 4805                                                 | Depreciation, Software                           | -              | -                | -              | -              |
| <b>Total Technology</b>                              |                                                  | <b>5,790</b>   | <b>4,166</b>     | <b>1,663</b>   | <b>3,245</b>   |
| <b>Travel</b>                                        |                                                  |                |                  |                |                |
| 4610                                                 | General                                          | 620            | 599              | 220            | 533            |
| 4611                                                 | Mileage                                          | 13,170         | 9,383            | 10,975         | 9,631          |
| 4612                                                 | Hotel                                            | 1,410          | 1,915            | 2,500          | 1,801          |
| 4613                                                 | Meals                                            | 2,410          | 2,337            | 550            | 572            |
| 4614                                                 | Airfare                                          | 520            | 905              | -              | 25             |
| 4615                                                 | Car Rental                                       | 2,630          | 2,889            | 350            | 547            |
| 4630                                                 | Agency Vehicles                                  | 220            | 114              | -              | -              |
| 4640                                                 | Auto Insurance                                   | 30             | 27               | -              | (836)          |
| 4804                                                 | Depreciation, Vehicles                           | -              | -                | -              | -              |
| <b>Total Travel</b>                                  |                                                  | <b>21,010</b>  | <b>18,169</b>    | <b>14,595</b>  | <b>12,273</b>  |

| Location # | 10-77-630                                   | 2016           | 2015           | 2015           | 2014           |
|------------|---------------------------------------------|----------------|----------------|----------------|----------------|
|            | Middle Tennessee                            | Budget         | Forecast       | Budget         | Actual         |
|            | Combined                                    |                |                |                |                |
|            | <b>Client Assistance</b>                    |                |                |                |                |
| 4705       | Adoption Assistance                         | -              | -              | -              | -              |
| 4710       | General                                     | 4,300          | 3,300          | 50             | 194            |
| 4715       | Client Stipend                              | -              | -              | -              | -              |
| 4720       | Foster Care Boarding                        | -              | -              | -              | -              |
| 4721       | Boarding, Refugee                           | -              | -              | -              | -              |
| 4722       | Boarding, Group Home                        | -              | -              | -              | -              |
| 4725       | Rent/Housing                                | 4,330          | 4,200          | 2,500          | 3,448          |
| 4730       | Recreation                                  | -              | -              | -              | -              |
| 4740       | Medical                                     | 820            | 1,804          | 3,500          | 4,159          |
| 4750       | Education                                   | -              | -              | -              | -              |
| 4760       | Christian Education                         | 100            | -              | -              | -              |
| 4770       | Food                                        | 360            | 350            | 450            | 348            |
| 4780       | Clothing                                    | -              | -              | 200            | -              |
| 4785       | Interpretation                              | -              | -              | -              | -              |
| 4790       | Transportation                              | 80             | 82             | 100            | -              |
| 4791       | Utilities                                   | 1,520          | 500            | 4,250          | 3,488          |
| 4794       | Security Deposits                           | 520            | 500            | -              | -              |
| 4795       | Maintenance Repairs                         | -              | -              | 100            | -              |
| 4796       | Telephone                                   | -              | -              | 300            | -              |
| 4797       | Supplies                                    | -              | -              | 100            | -              |
| 4798       | Day Care                                    | -              | -              | 500            | -              |
|            | <b>Total Client Assistance</b>              | <b>12,030</b>  | <b>10,736</b>  | <b>12,050</b>  | <b>11,637</b>  |
|            | <b>International Development</b>            |                |                |                |                |
| 4920       | Sponsorship                                 | -              | -              | -              | -              |
| 4925       | Program Development                         | 100            | 90             | 20             | 673            |
| 4926       | Overseas Contributions                      | -              | -              | -              | -              |
| 4927       | In-Country Contracted Services (BCSG only)  | -              | -              | -              | -              |
|            | <b>Total International Development</b>      | <b>100</b>     | <b>90</b>      | <b>20</b>      | <b>673</b>     |
| 4995       | <b>Branch Fundraising</b>                   | <b>11,790</b>  | <b>8,469</b>   | <b>11,000</b>  | <b>237</b>     |
|            | <b>Other Expenses</b>                       |                |                |                |                |
| 4850       | Cost of Goods Sold - Bethany's Thrift Store | -              | -              | -              | -              |
| 4650       | Conferences, External Training              | 2,780          | 3,948          | 250            | 335            |
| 4660       | Staff, Board and Group Meetings             | 3,830          | 3,231          | 900            | 1,502          |
| 4670       | Meetings, Foster Care                       | -              | -              | -              | -              |
| 4680       | Special Events                              | 2,800          | 2,200          | -              | 45             |
| 4890       | Fees, Foreign Insurance                     | -              | -              | -              | -              |
| 4905       | Memberships & Dues                          | 2,260          | 2,186          | 685            | 1,389          |
| 4910       | Publications & Subscriptions                | -              | -              | -              | (1)            |
| 4915       | Equipment & Furnishings                     | 1,300          | 1,258          | 1,300          | -              |
| 4917       | Equipment, Leased                           | 510            | 496            | 561            | 560            |
| 4931       | Recruitment                                 | -              | -              | 25             | 13             |
| 4935       | Vendored Services                           | -              | -              | 250            | -              |
| 4940       | Books and Videos                            | 910            | 541            | 350            | 378            |
| 4945       | Bad Debt                                    | 40             | 39             | -              | 39             |
| 4955       | Office Services                             | -              | -              | -              | 403            |
| 4960       | Shared Services, Billable                   | 45,380         | 41,500         | 33,153         | 31,407         |
| 4961       | Shared Services, Non-billable               | 27,890         | 22,340         | 17,310         | 19,041         |
| 4962       | Regional Branch Administration              | -              | -              | -              | -              |
| 4980       | Bank Charges                                | 130            | 126            | 400            | 25             |
| 4982       | Credit Card Fees                            | 5,760          | 5,596          | 3,825          | 4,436          |
| 4985       | Interest on Loans                           | -              | -              | -              | -              |
| 4990       | Miscellaneous                               | 520            | 510            | -              | 363            |
|            | <b>Total Other Expenses</b>                 | <b>94,110</b>  | <b>83,971</b>  | <b>59,009</b>  | <b>59,936</b>  |
| 4999       | <b>Total Expenses</b>                       | <b>500,499</b> | <b>426,678</b> | <b>343,887</b> | <b>334,529</b> |

| Location # 10-77-630<br>Middle Tennessee<br>Combined |                                | 2016<br>Budget | 2015<br>Forecast | 2015<br>Budget | 2014<br>Actual |
|------------------------------------------------------|--------------------------------|----------------|------------------|----------------|----------------|
| Gain/Loss on Operations                              |                                | (96,327)       | (102,136)        | (46,337)       | (59,232)       |
| Contributions Recorded in DMS                        |                                |                |                  |                |                |
| 3010                                                 | Personal                       | 35,250         | 41,140           | 28,025         | 26,881         |
| 3015                                                 | Church                         | 25,500         | 19,087           | 20,500         | 17,300         |
| 3035                                                 | Business                       | 18,000         | 11,050           | 2,800          | 1,887          |
| 3040                                                 | Foundations                    | 26,500         | 3,078            | 6,750          | 1,519          |
| 3050                                                 | Other                          | -              | 155              | -              | 2,945          |
| 3095                                                 | Goods and Services             | -              | -                | -              | -              |
| 3940                                                 | Sponsorship                    | -              | -                | -              | -              |
| 3089                                                 | Pledge Writeoffs               | (650)          | (2,500)          | -              | (450)          |
| Contributions Recorded in DMS                        |                                | 104,600        | 72,010           | 58,075         | 50,082         |
| Other Funds Raised                                   |                                |                |                  |                |                |
| 3094                                                 | Designated for International   | 2,350          | 2,205            | 1,878          | 2,518          |
| 3099                                                 | Transfer to Fundraising Events | -              | -                | -              | -              |
| 3930                                                 | Fundraising Event Proceeds     | -              | -                | 8,000          | 219            |
| 3098                                                 | Transfers to Fundraising       | -              | -                | -              | -              |
| Other Funds Raised                                   |                                | 2,350          | 2,205            | 9,878          | 2,737          |
| Interagency Transfers                                |                                |                |                  |                |                |
| 3090                                                 | From (To) Major Gift           | -              | -                | -              | -              |
| 3091                                                 | From (To) Caring Connection    | -              | -                | -              | -              |
| 3097                                                 | From (To) Life Impact Funds    | -              | (7,000)          | -              | -              |
| 3097                                                 | From (To) Assistance Funds     | -              | -                | -              | -              |
| 3096                                                 | From (To) International        | (2,350)        | (1,470)          | (1,878)        | (2,518)        |
| 3976                                                 | From (To) Children's Fund      | -              | 15,000           | -              | 1,546          |
| Total Interagency Transfers                          |                                | (2,350)        | 6,530            | (1,878)        | (972)          |
| Total Contributions                                  |                                | 104,600        | 80,745           | 66,075         | 51,847         |
| 5000                                                 | NET REVENUE                    | 8,273          | (21,391)         | 19,738         | (7,385)        |

## Statistics

|                                                 |                                               |           |           |           |           |
|-------------------------------------------------|-----------------------------------------------|-----------|-----------|-----------|-----------|
| 9001                                            | Domestic Preliminary Applications             | -         | -         | 22        | 25        |
| 9002                                            | Domestic Formal Applications                  | 22        | 21        | 22        | 21        |
| 9019                                            | Domestic Home Studies                         | 19        | 16        | 20        | 20        |
| 9091                                            | Domestic Support Services Fee / Program Fee 1 | 17        | 3         | -         | -         |
| 9000                                            | Domestic Placements / Program Fee 2           | 14        | 15        | 7         | 8         |
| 9093                                            | Domestic Post Placement Report Fee            | 13        | 3         | -         | -         |
| <b>Total Domestic Activity</b>                  |                                               | <b>85</b> | <b>58</b> | <b>71</b> | <b>74</b> |
| 9004                                            | Independent Domestic Home Studies             | 5         | 3         | 1         | -         |
| 9005                                            | Independent Domestic Placements               | -         | 1         | 4         | 8         |
| <b>Total Independent Domestic Activity</b>      |                                               | <b>5</b>  | <b>4</b>  | <b>5</b>  | <b>8</b>  |
| 9003                                            | International Formal Applications             | 3         | 2         | 6         | 4         |
| 9018                                            | International Homestudies                     | 3         | 2         | 2         | 4         |
| 9010                                            | International Placements                      | -         | -         | 3         | 4         |
| 9006                                            | International Adoption Fee (BCSGlobal only)   | -         | -         | -         | -         |
| <b>Total International Activity</b>             |                                               | <b>6</b>  | <b>4</b>  | <b>11</b> | <b>12</b> |
| 9007                                            | Independent International Formal Applications | -         | -         | -         | -         |
| 9008                                            | Independent International Home Studies        | 1         | -         | -         | -         |
| 9009                                            | Independent International Placements          | -         | -         | -         | -         |
| <b>Total Independent International Activity</b> |                                               | <b>1</b>  | <b>-</b>  | <b>-</b>  | <b>-</b>  |
| 9035                                            | FCA Adoption Services                         | -         | -         | -         | -         |