

# ELEVATOR ESCALATOR SAFETY FOUNDATION

## 1999 & 2000 Financial Results

The Foundation continues to allocate more of the contributor dollar to programs. In its sixth year of operation, the Foundation is well above the Council of Better Business Bureau's guidelines with 62.7% of revenues allocated to programs in 2000. Results for 1999 and 2000 follow:

<b>Revenues</b>	<b>1999</b>	<b>2000</b>
Direct Contributions	\$260,381	\$279,167
Grant Income	5,160	25,000
Other Income (events, sales, etc.)	105,469	94,702
Net Assets (released from restrictions)**		
<b>TOTAL</b>	<b>\$371,010</b>	<b>\$398,869</b>

<b>Expenses</b>	<b>1999</b>	<b>2000</b>
Administration	\$ 100,628	\$ 112,432
Fund Raising	42,606	37,064
Programs	227,244	251,673
Endowment Contribution	0	0
<b>TOTAL GROSS EXPENSES</b>	<b>370,478</b>	<b>401,169</b>
Surplus (Deficit)	\$532	(2,300)
Program Inventory	27,000	12,000
<b>PROGRAMS</b>		
<b>Safe-T Rider®</b>	<b>99/00</b>	<b>00/01</b>
<b>School Year</b>		
Classrooms	16,008	20,000
Children	400,198	452,158
Cost Per Child	.25	.25
Volunteers	180	180
<b>A Safe Ride®</b>		
People Reached	20,000	20,000
<b>National Week</b>		

Cities	20	11
Volunteers —	75	75
Other Programs		
Staff	3.425	3.425
<b>Cost Breakout</b>		
Administration	27.1	28.0
(%)		
Fundraising (%)	11.5	9.2
Programs	61.3	62.7

The US Council of Better Business Bureau, Inc. has set the following benchmarks for nonprofit organizations:

Program Spending - at least 50%

Fund Raising Costs - less than 35 % of contributions