

ELEVATOR ESCALATOR SAFETY FOUNDATION

2001 & 2002 Financial Results

The Foundation continues to allocate more of the contributor dollar to programs. The Foundation is well above the Council of Better Business Bureau's guidelines with 60.2% of revenues allocated to programs in 2002. Results for 2001 and 2002 follow:

Revenues	2001	2002
Direct Contributions	\$244,832	\$285,934
Grant Income	27,500	0
Other Income (events, sales, etc.)	102,710	115,899
Net Assets (released from restrictions)**		
TOTAL	\$375,042	\$401,833

Expenses	2001	2002
Administration	\$142,467	\$130,028
Fund Raising	28,336	30,766
Programs	225,944	297,081
TOTAL GROSS EXPENSES	\$396,747	\$457,875

Surplus (Deficit)	(\$21,705)	(\$56,042)
Program Inventory	\$38,587	\$45,105

PROGRAMS

Safe-T Rider[®]	02/03	01/02
School Year		
Classrooms	21,604	17,805
Children	456,131	406,383
Cost Per Child	.26	.26

National Week	2002	2001
Cities	6	9
Volunteers —		
Other Programs	20	18
Staff	3.425	3.425

Cost Breakout

Administration (%)	38.0	32.4
Fundraising (%)	7.6	7.7
Programs	60.2	73.9

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