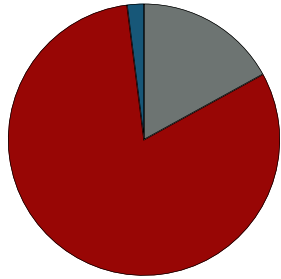


REVENUE

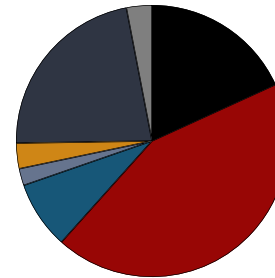


	2017	2016
Donations under \$1,000 (80%)	\$3,822,594	\$3,761,072
Donations \$1,000 or greater (19%)	954,995	886,798
Events, Interest & Other (1%)	39,251	53,129
Total Revenue	\$4.8M	\$4.7M

SUPPORTERS (2017)	137,215
DONATIONS < \$1,000	30,563
DONATIONS > \$1,000	544

A supporter is anyone who voluntarily signs onto a CTF campaign or join appeal. There is no cost associated with being a supporter. Supporters will be asked for financial contributions.

EXPENDITURES

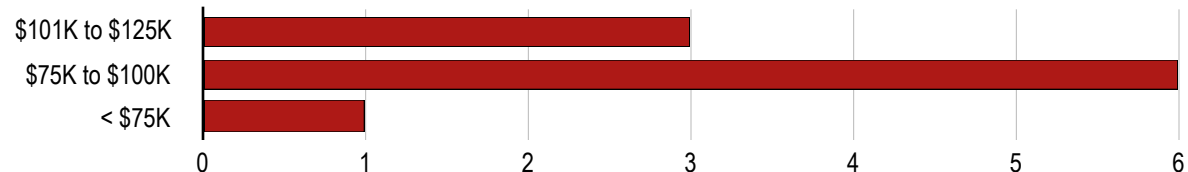


	2017	2016
Publications & Supporter Services (41%)	\$1,955,891	\$2,009,997
Communications & Campaigns (24%)	1,173,509	1,071,503
Development & Events (17%)	816,121	785,639
Administration (9%)	415,524	431,624
Meetings & Travel (4%)	175,527	161,883
Student Programs (3%)	157,398	112,001
Technology (2%)	117,490	95,545
Total Expenses	\$4.8M	\$4.7M

EXCESS REVENUE OVER EXPENDITURE

2017	\$5,410
2016	\$32,808

EMPLOYEE COMPENSATION



TOP 10 HIGHEST COMPENSATED POSITIONS