

## Seraj Finances, Summary

### 1. A Remarkable 10 Year History.

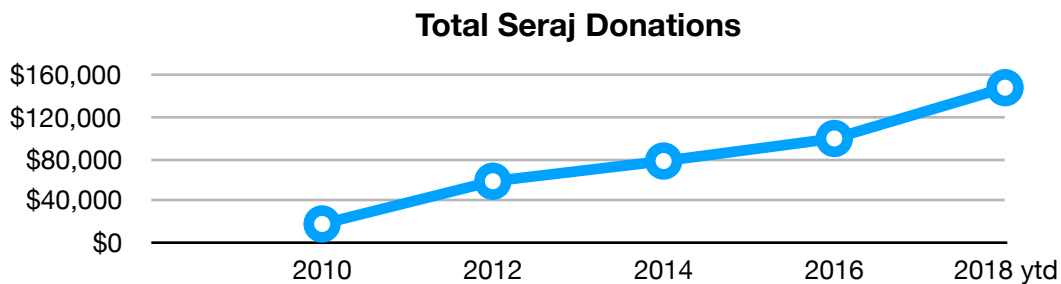
**People.** Since starting to use our on-line data base (Bloomerang) in 2014. we have increased the number of active individual donors on our list by 142%. Churches and organizations by 92%.

Our annual retention rate (number of folks who gave last year, and again this year) hovers at about 60%. The national non-profit retention average for 2015 was 42%. In this regard we are doing very well.

	2014	2017	3 year change
active donors	306	739	142%
churches and organizations	24	46	92%
inactive & deceased	156	182	17%
TOTAL	486	967	99%

**Financial Support.** Seraj's first 10 years have shown significant increases in funds contributed, concluding with an amazing fy 2018 (we received in excess of \$148 K). Total income across the 10 year history of Seraj is in excess of \$670,000. Notably, 40% came in the form of large gifts (> \$5,000). 16% from churches and organizations, 45% from smaller gifts, including Benefit income.

	2010	2012	2014	2016	2018 ytd
total annual Income	\$17,547	\$58,517	\$77,879	\$99,507	\$148,186



### 2. Current Finances. Looking Ahead - Projected Budgets

Seraj US will likely end our fiscal year (June 30) with a balance of \$117,229. \$85,000 of this balance is needed for us to complete libraries # 9 & 10. This leaves \$29,717 for other expenses in 2019.

Next year, Seraj Palestine will need an additional \$70,000 of support, in addition to funds for the new libraries. If US support levels hold, we will be able to fund these projected programs, with a small reserve. See the data on the reverse.

## June 2018 US Balance

<b>Balance Forward (bfy)</b>	\$78,414
<b>INCOME</b>	
Individuals	\$132,099
Organzations	\$18,434
<b>Fiscal Year Income</b>	<b>\$150,533</b>
<b>Available Funds</b>	\$228,947
<b>EXPENSE</b>	
Library Grants	\$95,000
Benefit - Direct Exp.	\$11,842
Organizational Expense	\$4,875
<b>Year Expenses</b>	<b>\$111,717</b>
<b>Balance Forward (efy)</b>	<b>\$117,230</b>

## Seraj Palestine Proposed 2019

	Item	2019 Budget
1	on hand 7/1 (est)	\$9,022
2	Seraj grants	\$157,000
3	Available Funds	<b>\$166,022</b>
<b><u>Palestine Expenses</u></b>		
4	New Library Development	\$85,000
		Abu Falah
5	Library Upgrades/ maintenance	\$10,000
7	Library Programs (inc Coordinator)	\$23,000
8	Fellows Scholarship Program	\$22,000
9	Support (inc rent & accounting)	\$15,000
11	<b>FY Palestine Total</b>	<b>\$155,000</b>
12	Balance (efy)	\$11,022

Seraj US - Proposed	2019 Budget
<b>Balance Forward (bfy)</b>	\$117,230
<b>INCOME</b>	
Individuals	\$70,000
Organzations	\$17,100
<b>Fiscal Year Income</b>	<b>\$87,100</b>
<b>Available Funds</b>	\$204,330
<b>EXPENSE</b>	
Library Grants	<b>\$157,000</b>
Benefit - Direct Exp.	\$15,000
Organizational Expense	\$6,400
<b>Year Expenses</b>	<b>\$178,400</b>
<b>Balance Forward (efy)</b>	<b>\$25,930</b>

**Going Forward:** The challenge, as I see it, is how we can keep our momentum in terms of support and finances. Thanks to each Advisory Council member for **your personal** interest and support.

**John Cassel**, co-chair and treasurer  
 May 19, 2018  
 Advisory Council \$ Report 2018