The Salvation Army, an international movement, is an evangelical part of the universal Christian church. Its message is based on the Bible. Its ministry is motivated by the love of God. Its mission is to preach the gospel of Jesus Christ and to meet human needs in His name without discrimination.

For answers to your questions, please contact:
Scott Klann, Senior Donor Relations Director
3637 Broadway
Kansas City, MO 64111-2503
scott_klann@usc.salvationarmy.org
Cell: 316-209-9517 Office: 816-968-0420
2018 Statistical Review

391,700  Meals served in various feeding programs
133,000  Nights of lodging provided
273,100  People received emergency assistance
161,600  Gifts distributed to children and elderly
173     Children cared for at the Children’s Shelter
4,860    People served at disaster sites
2,246    Children of inmates served
1,450    Children and adults attended summer camp
115     Apartments for the elderly
11,800   Utility bills paid
## KANSAS & WESTERN MISSOURI DIVISION

<table>
<thead>
<tr>
<th>Income</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>United Way</td>
<td>1,262,522</td>
<td>2.56%</td>
</tr>
<tr>
<td>Direct Contributions</td>
<td>42,332,517</td>
<td>85.71%</td>
</tr>
<tr>
<td>Government Fees and Grants</td>
<td>5,792,815</td>
<td>11.73%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>49,387,854</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expense</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Management &amp; General</td>
<td>6,448,488</td>
<td>13.33%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>6,388,284</td>
<td>13.21%</td>
</tr>
<tr>
<td>Program Expenses</td>
<td>35,529,786</td>
<td>73.46%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>48,366,557</td>
<td></td>
</tr>
<tr>
<td><strong>Net Income (Expense)</strong></td>
<td>1,021,297</td>
<td></td>
</tr>
</tbody>
</table>

This report reflects amounts for the fiscal year ended September 30, 2018.

Surpluses are used to fund deficits in future years.

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### FROM THE MAJORS

While ringing the bell at one of our Christmas kettles, a young woman put a dollar in the bucket and said, “I want to let you know that I don’t need you anymore.” This greeting surprised me until she said, “last year you helped my family get our utility bill paid and kept us in our home. We are ok now and I want to thank you all for helping us out. I am glad that I can now help someone else.” When she was thanking me, she was really thanking you for your giving. Your support helped keep her and thousands like her fed, off the streets and with their heat on in cold winter months.

As Darlene and I travel across the Kansas and Western Missouri division, we see the Shield of The Salvation Army protecting men, women and children every day. This protection comes through our officers, staff, and volunteers. This spirit of service only takes place because of the generous prayers and support that our donors give to our mission.

The following report will share with you the great impact that The Salvation Army is having in your city and surrounding communities. Thank you again for helping through your support to your Salvation Army. If you are interested in learning more, please feel free to give our office a call. You are our partner in impact and I pray God will continue to bless you as you have helped so many through our efforts.

Sincerely,

David Harvey (Major)
DIVISIONAL COMMANDER
“The goal of the Children’s Shelter is to teach kids how to live safely in a family environment. For a lot of kids this is an opportunity to practice skills that are going to help them down the road. Negotiation, advocacy, conflict resolution, all of which they start learning the minute they walk through the door. That’s what it takes to live safely and happily in a family situation, whatever that family situation looks like.” -Erin Eaton

Erin is the director of The Salvation Army Children’s Shelter in Kansas City, MO. The Children’s Shelter has been operating for nearly 40 years, with over 9,200 kids helped. Unfortunately, 300 of these children have come in more than once.

Mike is a part of the wonderful staff at our Linwood Center location in Kansas City, MO., where we’ve hosted our Community Thanksgiving Day Dinner annually for more than 30 years. We’re so thankful for the countless volunteers who have helped make this event possible year after year, as well as staff members like Mike who work tirelessly on a holiday to bring Thanksgiving to our community. We’re also thankful for our volunteers who help us deliver nearly 1,000 holiday meals to homebound and elderly individuals.
“For the underprivileged, there’s a place you can go if you want a Thanksgiving meal and a place where you know you’re loved. We don’t turn anybody away for any reason, which is something I really like. If you’re a church, and you’re representing Jesus… Jesus didn’t turn anybody away, and that’s the way The (Salvation) Army is.” –Mike

“People don’t realize that The Salvation Army isn’t just outside at Christmas time with the little bells asking for money, they are a 24-7, 365-day organization.”

After a recent doctors appointment, it was determined that Janet’s kidneys were not functioning as they should. Around the same time, her husband and the granddaughter under her care both required expensive medications for their own unexpected medical concerns. “All a sudden, all these medical bills and prescriptions came in and took over our financials.”

Though she had never had to ask for help before, she was running out of options. Janet contacted The Salvation Army to see if there was anything they could do.

“I was a little nervous because I’ve never asked for assistance before. I didn’t know what to expect or what I should do.”

The Salvation Army worked with Janet’s family to provide for their basic needs during this time of crisis. Janet received far more than assistance with food and utility bills; she received the blessing of a peace of mind that her family was going to be OK.
It is said that our first encounter with someone or something leaves a lasting impression. Through camp we are given a great opportunity to give children who may never have even been out of their neighborhoods or communities those lasting experiences and impressions. This past summer we had one of those first encounters for many of our campers during a camp over the July 4th holiday. We wanted to make the day special and were able to take the campers and staff to a T-Bones game in Kansas City, KS which included fireworks after the game. It was the first time for a majority of our campers to ever step foot into a baseball stadium and their very first baseball game. A favorite moment was when one of our campers “Connor” who was 8 years old came running up to the staff to show them the baseball that one of the players had thrown to him from Third Base. He could not wait to show me his baseball, his very first one he has ever had and gave me a hug thanking me for bringing them to the game. It is for children like “Connor” that we have the camping ministry. It is for children like him that we have camp where they can leave the world, that sometimes can be harsh behind and just enjoy being a kid.