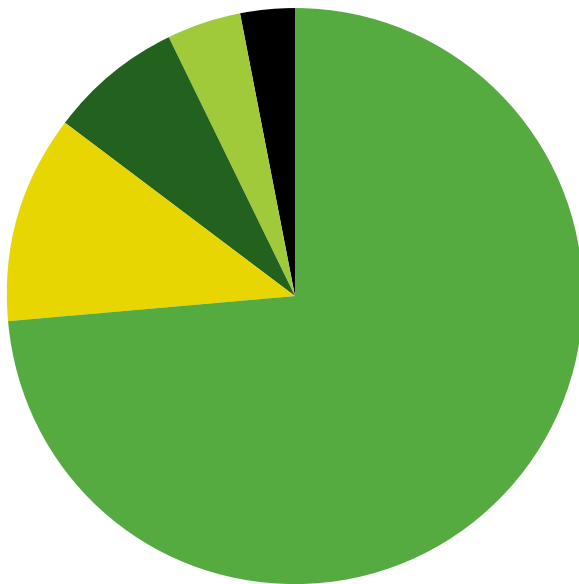


FINANCIAL REVIEW

More than 85 cents of every dollar donated to Heartland Alliance goes directly to programs for the most vulnerable members of our community.

TOTAL REVENUE \$102,848,000



73.7% Grants and Contractors

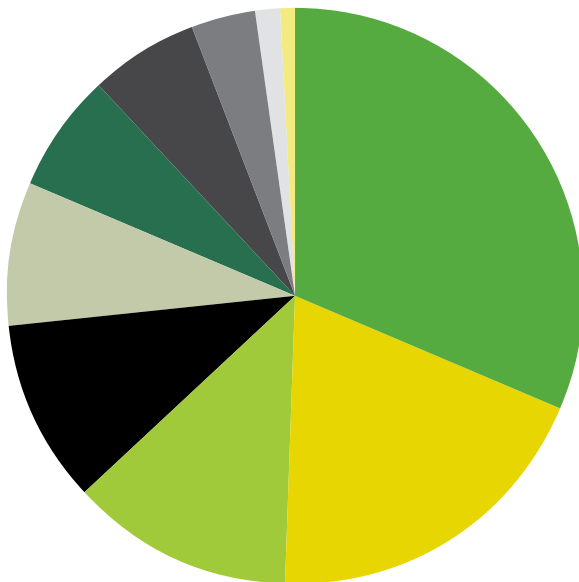
11.7% Contributions

7.4% Rental and Related Revenue

4.2% Miscellaneous Income

3.1% Program Services and Third-party Revenue

TOTAL EXPENSES \$102,848,000



31.4% Social Services for Impoverished Individuals and Families

19.9% Housing Services

12.7% Administration

10.1% Health Care

8.2% International Programs

6.5% Services to Immigrants and Refugees

6.3% Future Program Commitments

3.4% Public Policy Programs

1.5% Fundraising

0.7% Planning and Communications