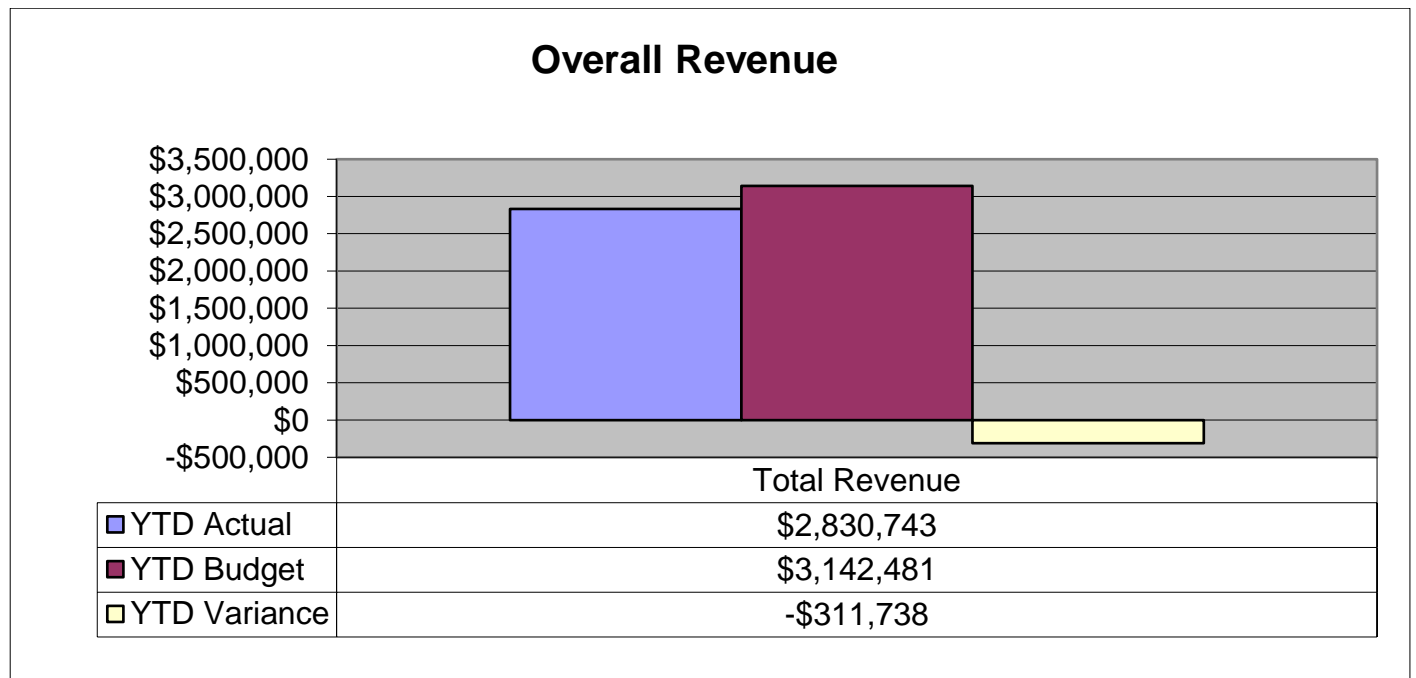




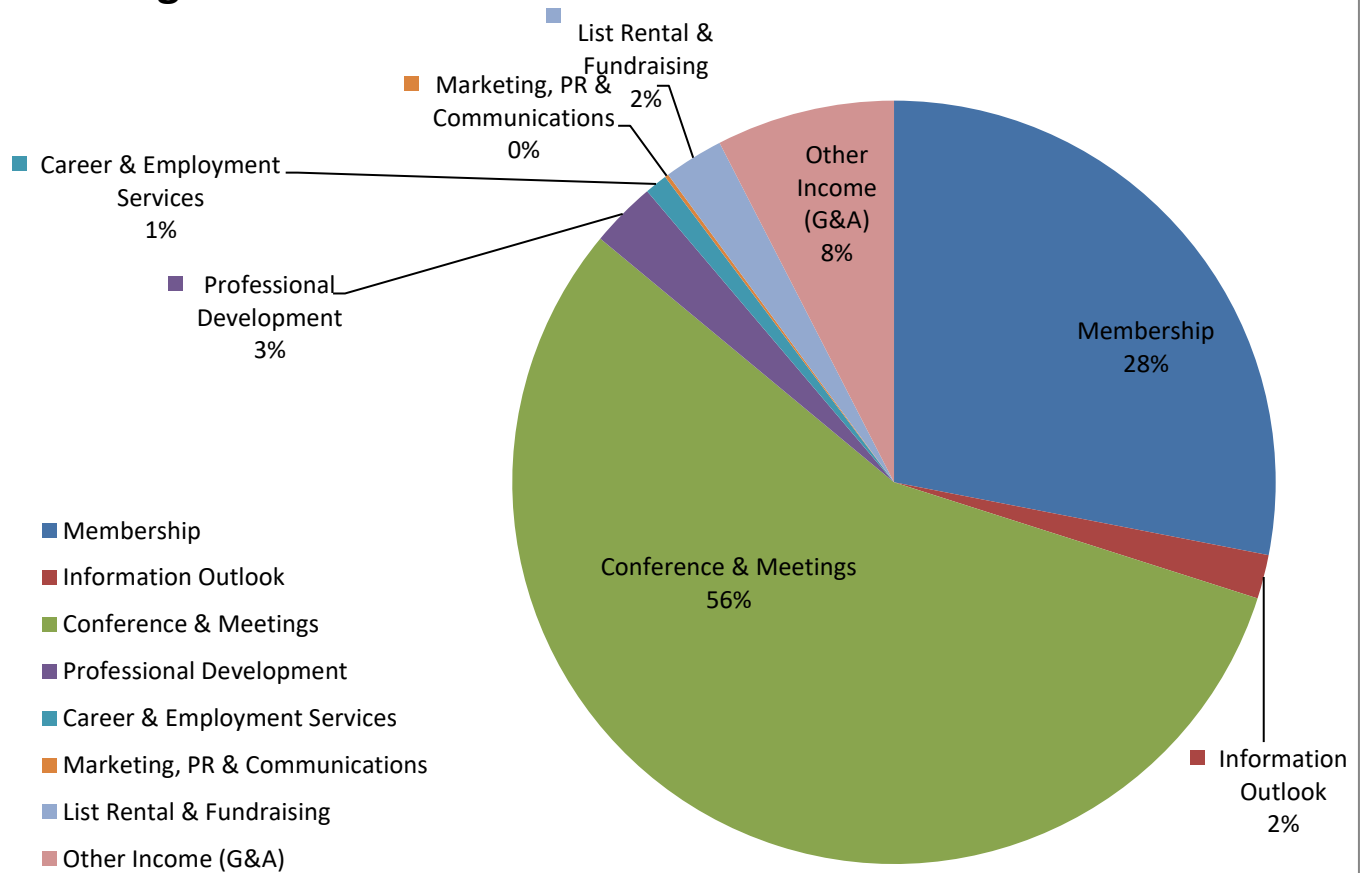
## Highlights of 2016 Financials

### 2016 Revenue

As of December 31, 2016, SLA generated overall revenue in the amount of \$2,830,743—which is less than budget by \$311,738.



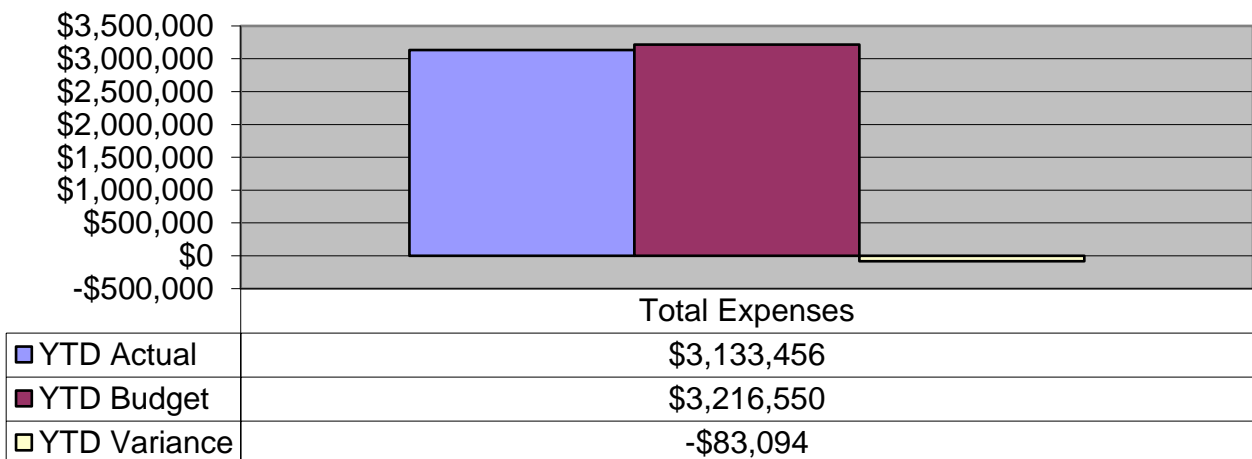
## 2016 Program Revenue



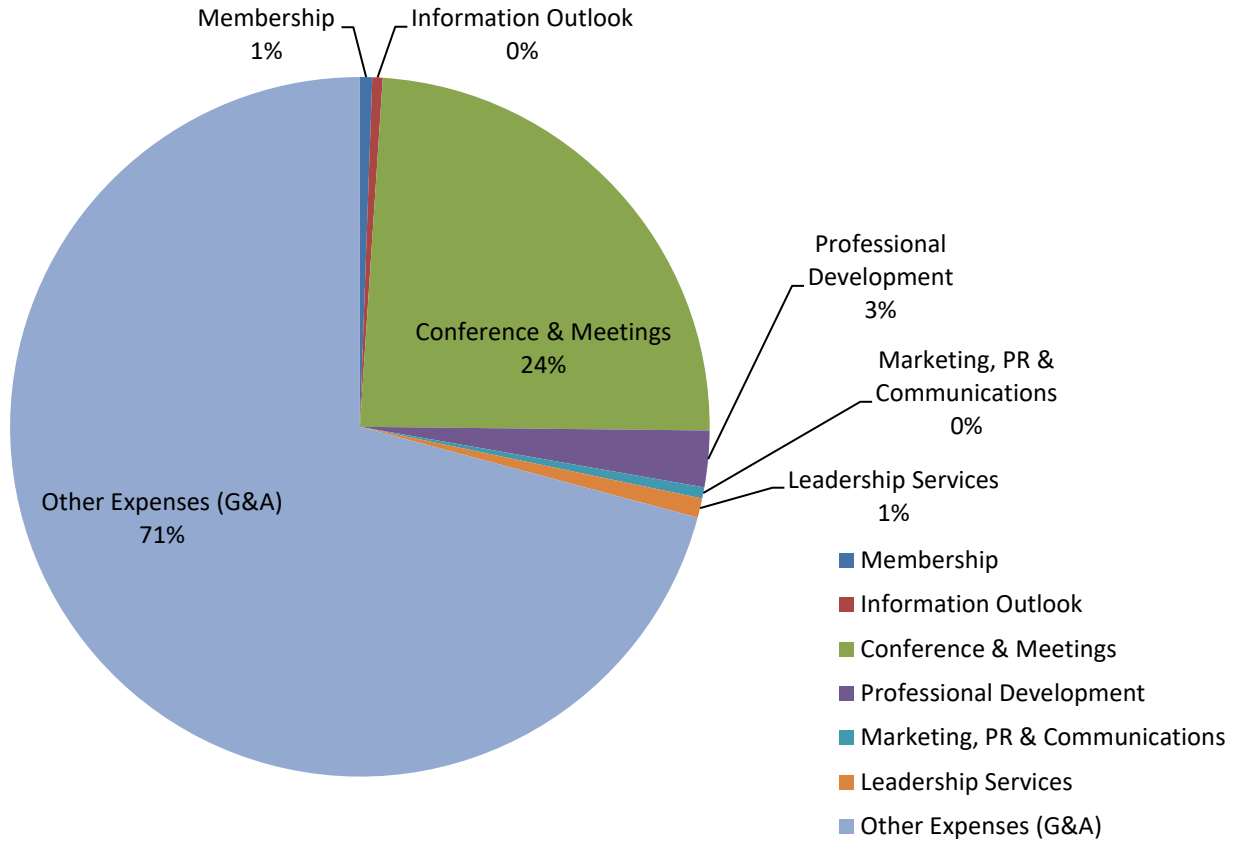
## 2016 Expenses:

As of December 31, 2016, SLA incurred expenses of \$3,133,456 which is less than budgeted by \$83,094.

## Overall Expense



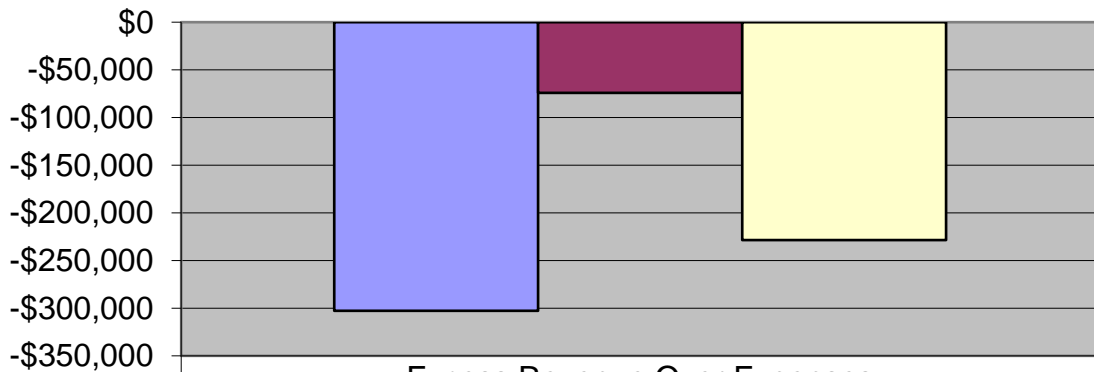
## 2016 Program Expense



### Other Expenses Include:

- 3% - Building Expense
- 5% - IT Backbone (Clear Vantage, Higher logic, Reg Online)
- 5% - Merchant Fees
- 9% - Other / Miscellaneous
- 19% - Employee compensation, payouts, and expense
- 59% - Management Fee

## Overall Profitability



Excess Revenue Over Expenses	
■ YTD Actual	-\$302,713
■ YTD Budget	-\$74,069
□ YTD Variance	-\$228,644

### **Overall Profitability**

As of December 31, 2016, SLA incurred a deficit of \$302,713, which is more than budget by \$228,644.

***\*As a reminder, to ensure year-over-year financial reporting is consistent and accurate, the net gain on sale of the SLA Building was moved below the line and is not reflected in the information presented. \****