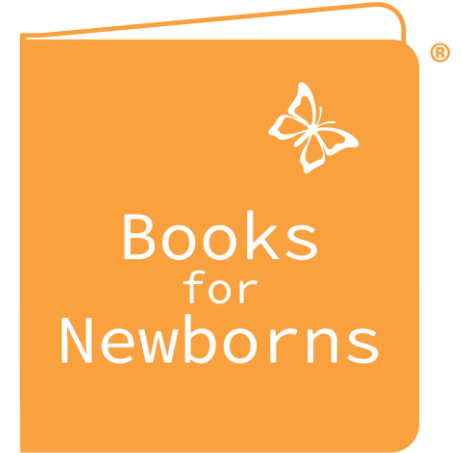
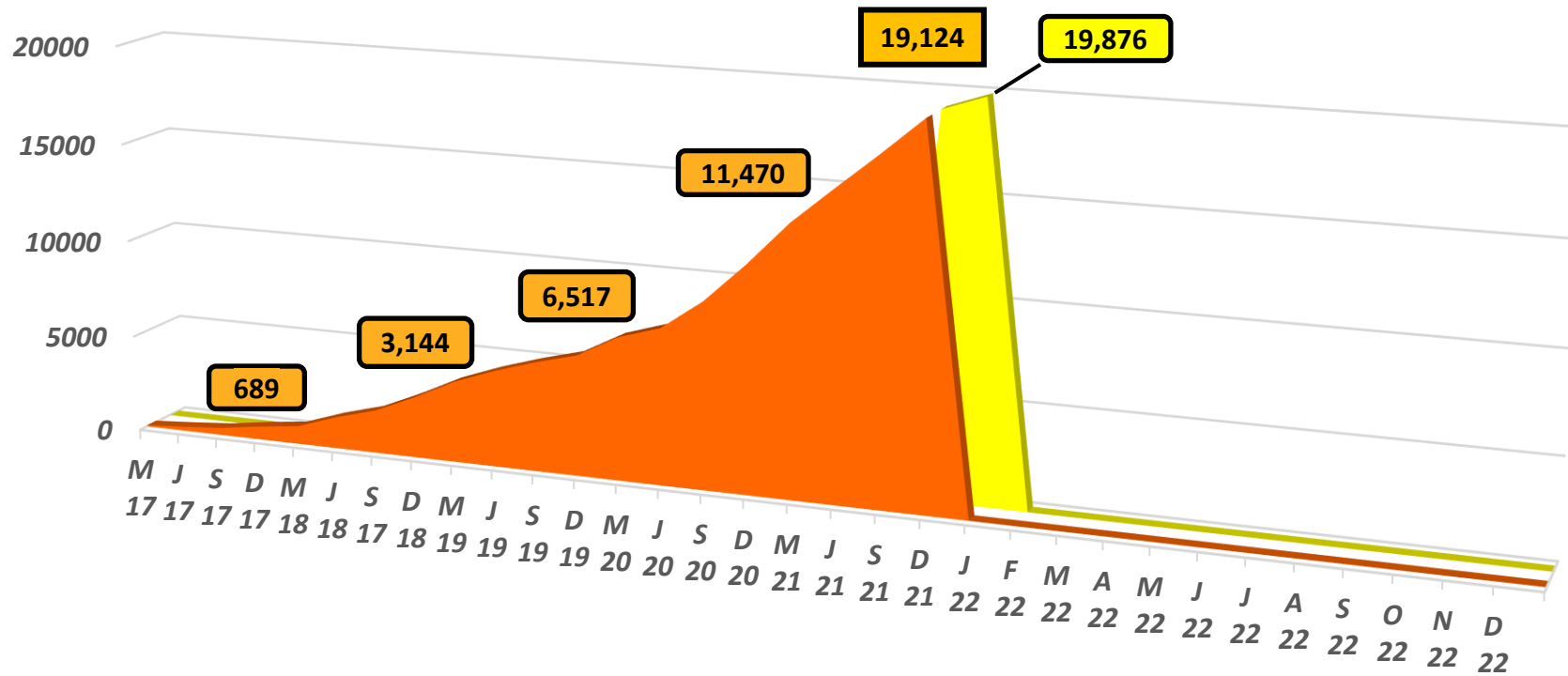


MONTHLY UPDATE

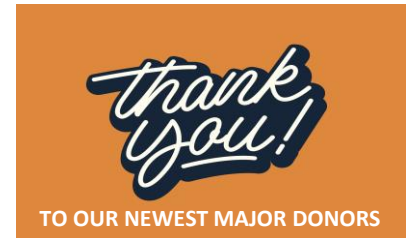
January 2022

BOOKS FOR NEWBORNS

19,876 Book Bags Distributed Over First 61 Months



5th Anniversary
5 Years Serving Kids



theSAIGHfoundation

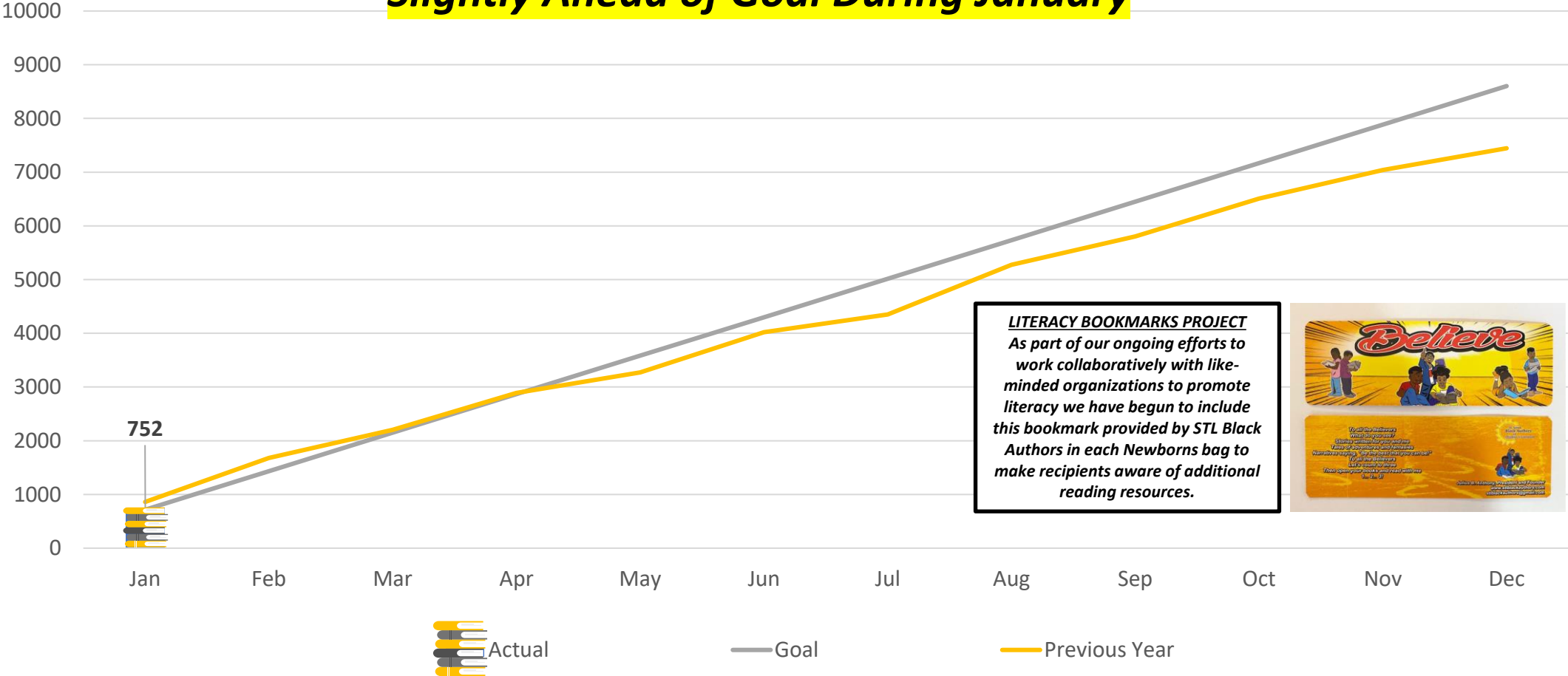


J.P.Morgan

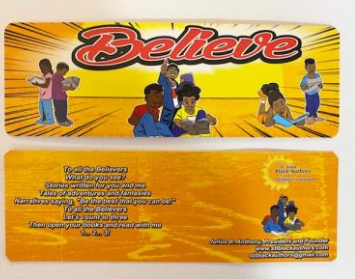
BOOKS FOR NEWBORNS

2022 YTD Cumulative Deliveries Vs. Goal

Slightly Ahead of Goal During January



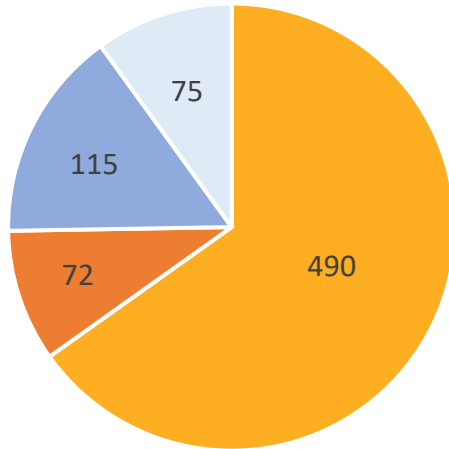
LITERACY BOOKMARKS PROJECT
 As part of our ongoing efforts to work collaboratively with like-minded organizations to promote literacy we have begun to include this bookmark provided by STL Black Authors in each Newborns bag to make recipients aware of additional reading resources.



BOOKS FOR NEWBORNS

Deliveries By Program & Type of Partner to Whom Delivered

2022 100% = 752



Percent of 2022 Deliveries

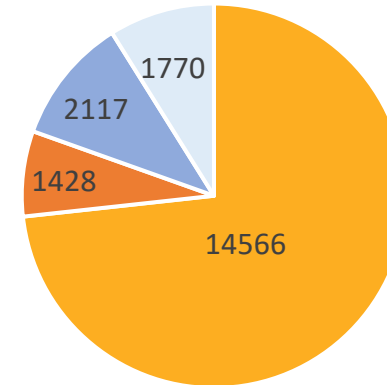
9 Main Partners: 80%
Newborns: 75%

Percent of Deliveries to Date

9 Main Partners: 84%
Newborns: 80%

- Newborns (9 Main Partners)
- Newborns (Other)
- Big Brothers Big Sisters (9 Main Partners)
- Big Brothers Big Sisters (Other)

Since Inception 100% = 19,876



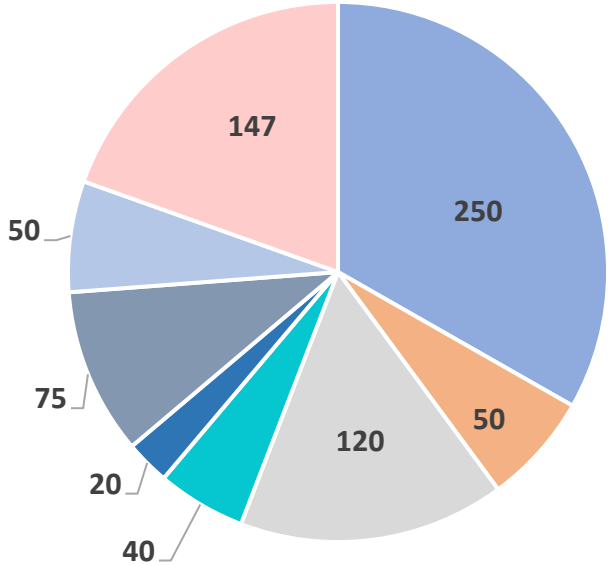
- Newborns (9 Main Partners)
- Newborns (Other)
- Big Brothers Big Sisters (9 Main Partners)
- Big Brothers Big Sisters (Other)

9 Main Partners (in Order by Size) Are: BJC Kingshighway, Children's, St. Mary's, SSM Health Cardinal Glennon, Sweet Babies, Alton Memorial Member BJC Healthcare, Birthright STL, Birthright St Charles & Mercy Clinic Pediatrics (Mercy Kids)

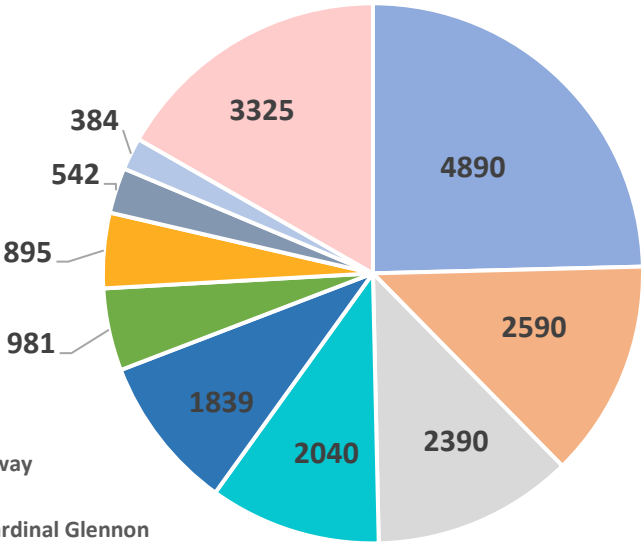
BOOKS FOR NEWBORNS

Book Bags By Delivery Partner

2022 100% = 752



Since Inception 100% = 19,876

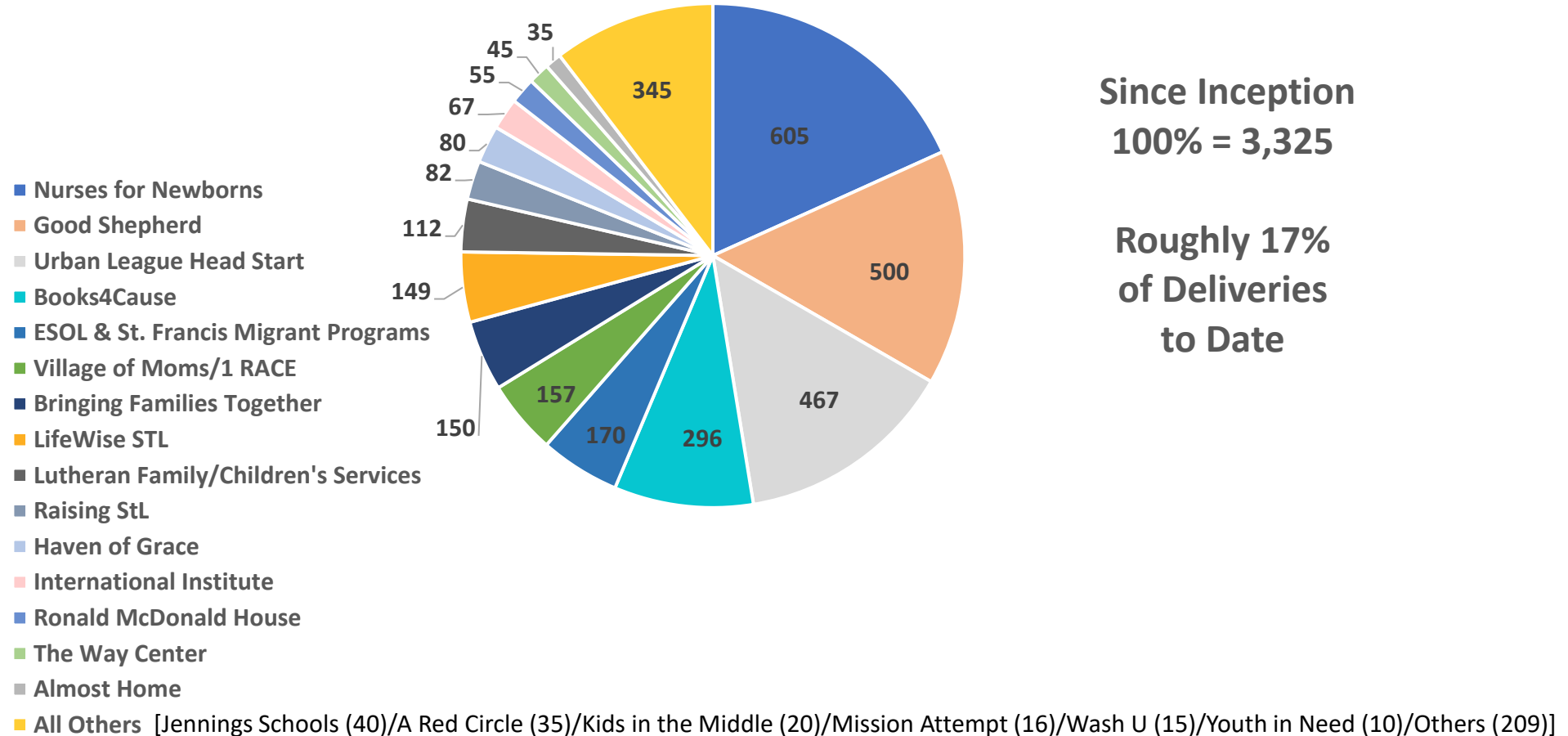


- BJC Kingshighway
- Children's
- SSM Health Cardinal Glennon
- SSM Health St. Mary's
- Sweet Babies
- Mercy Kids
- Alton Memorial (BJC)
- Birthright STL
- Birthright St. Charles
- All Others*

<i>January Book Bag Deliveries</i>	
<i>BJC Kingshighway</i>	<i>250</i>
<i>SSM Health Cardinal Glennon</i>	<i>120</i>
<i>Lutheran Family & Children's Services (Early Childhood Ctr)*</i>	<i>112</i>
<i>Birthright STL Children's</i>	<i>75</i>
<i>Birthright St. Charles</i>	<i>50</i>
<i>A Red Circle*</i>	<i>35</i>
<i>Sweet Babies</i>	<i>20</i>
<i>SSM St. Mary's</i>	<i>40</i>
TOTAL	752
<i>* Counted in "All Others"</i>	

BOOKS FOR NEWBORNS

Book Bags – “All Others” Delivery Partner Details

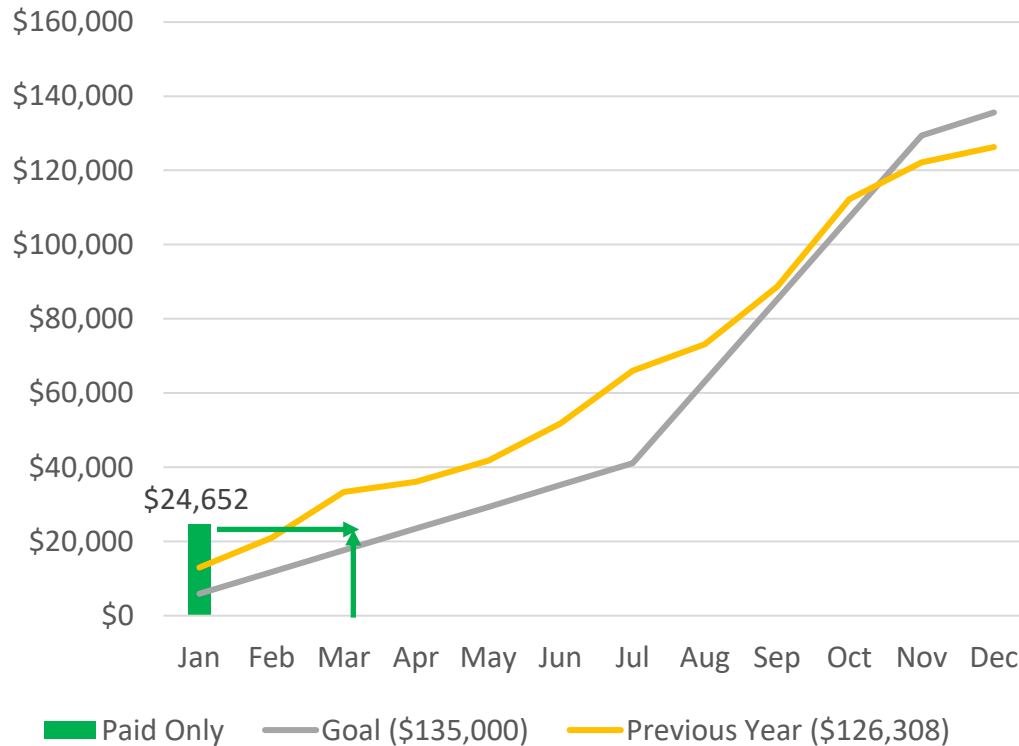


BOOKS FOR NEWBORNS

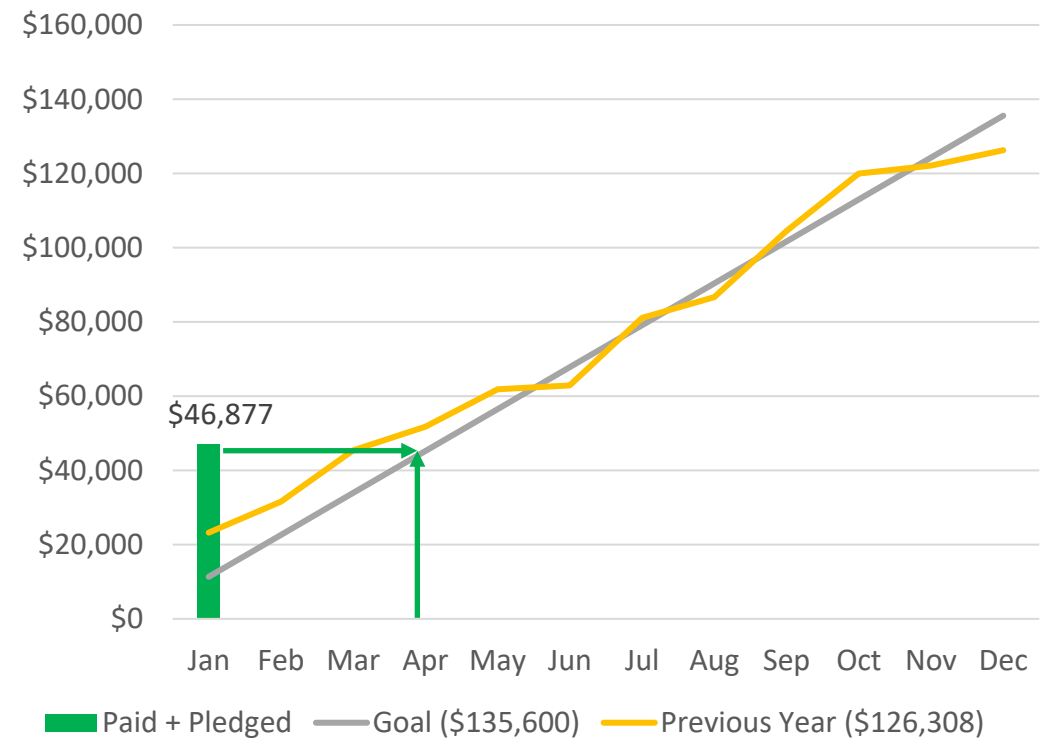
2022 YTD Vs. Goal

EXCEPTIONALLY STRONG START -- 1/3 of Annual Goal Raised in January

Cumulative Paid Funds Raised (\$s)



Cumulative Total Funds Raised (\$s)



Totals = \$126,308 (2021); \$97,178 (2020); \$87,582 (2019); \$23,230 (2018); \$26,570 (2017); \$2,300 (2016)

GOAL: All But Oktoberfest (\$65,000 Spread \$16,250 Per Month From Aug to Nov) Spread Evenly Throughout The Year TOTAL GOAL: \$135,600 Spread Evenly Throughout Year

Total Funds Raised Through Jan Include Pledges Of: Oktoberfest IV (\$13,150); Saigh Foundation (\$7,500); Oktoberfest III Matches (\$500); Wielansky (\$1,000); and Kelley MO Foundation for Health Match (\$75). Does **Not** Include Pledged \$10,000 Butler's Pantry Event Discount.

BOOKS FOR NEWBORNS

January 2022 YTD Income Statement

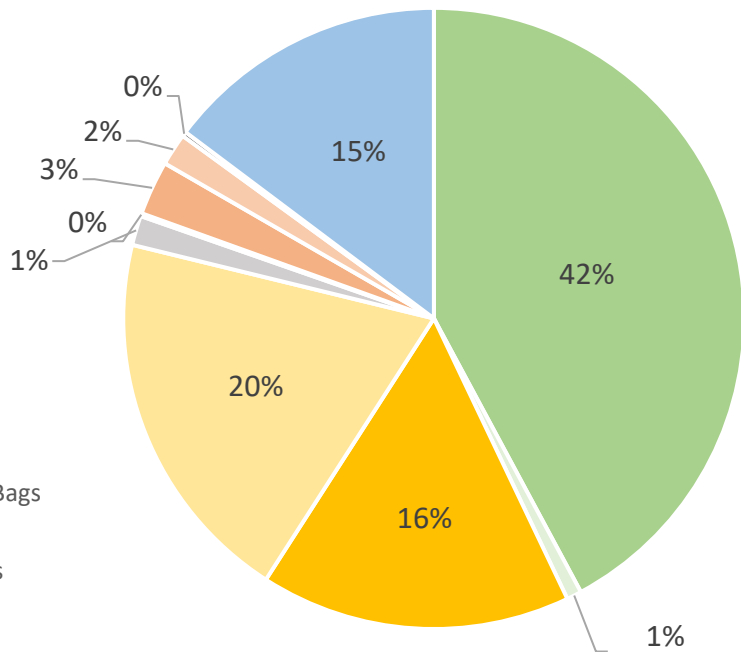
	Newborns	Big Brothers Big Sisters	COMBINED
Revenues (Cash)	\$24,448		\$24,448
Donor Books Received	\$ 110	\$ 3,597	\$ 3,707
TOTAL INFLOWS	\$24,558	\$ 3,597	\$28,155
Books/Bags/Cards/Printing	\$ 7,172	\$ 573	\$ 7,745
Donor Books Used	\$ 110	\$ 3,041	\$ 3,151
Fundraising			
Accounting/Legal/PR/Web/Other Fees	\$ 79		\$ 79
UPS Box Rental			
Miscellaneous/Supplies/Other			
TOTAL OUTFLOWS	\$ 7,361	\$ 3,614	\$10,975
CHANGE IN AVAILABLE SURPLUS	\$17,197	(\$ 17)	\$17,180

BOOKS FOR NEWBORNS

January 2022 Balance Sheet

1/31/22 Assets
100% = \$171,657

- Free Cash
- Restricted Cash
- Newborns Books
- Big Brother/Big Sisters Books
- Book Bags (All Types)
- Mother's Day/Insert Cards
- Packed Newborns Bags
- Packed Big Brothers/Big Sisters Bags
- Donor Appreciation Books/Items
- 2022 Pledges Receivable



January 2022 Balance Sheet

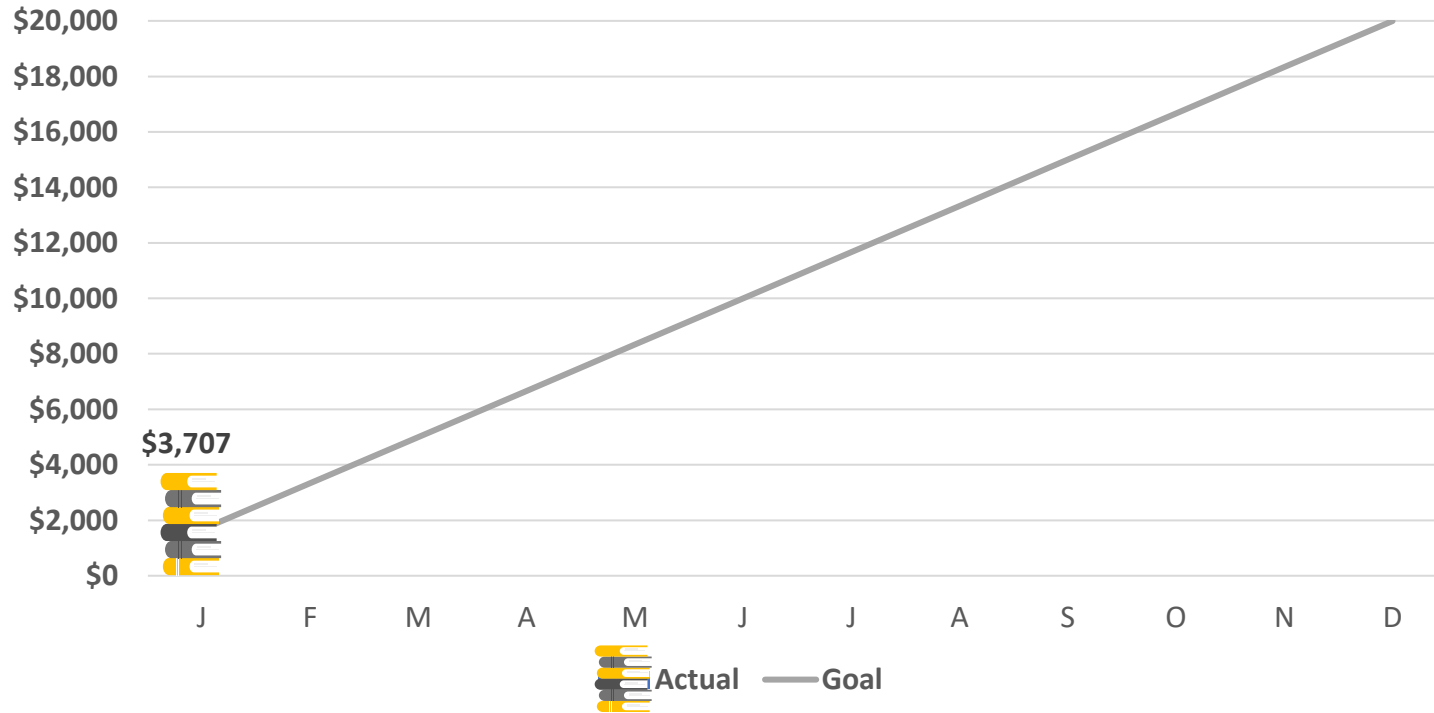
	<i>Newborns</i>	<i>BBBS</i>	<i>Total</i>
<i>Free Cash (UMB)</i>	\$ 68,842		\$68,842
<i>Free Cash (Fidelity Investments)</i>	\$ 3,515		\$ 3,515
<i>Restricted Cash (Ameren Illinois – Alton Memorial)</i>	\$ 710		\$ 710
<i>Restricted Cash (Rotary Club – Rock What You Got)</i>	<u>\$</u>	<u>\$ 620</u>	<u>\$ 620</u>
Subtotal Cash:	\$ 73,067	\$ 620	\$73,687
<i>Newborns Books</i>	\$ 27,756	\$	\$27,756
<i>Big Brothers/Big Sisters Books</i>		\$ 33,843	\$33,843
<i>Book Bags (All Types)</i>	\$ 1,501	\$ 1,134	\$ 2,635
<i>Mother's Day/Insert Cards</i>	\$ 195	\$ 66	\$ 261
<i>Packed Newborns Bags</i>	\$ 4,849		\$ 4,849
<i>Packed Big Brothers Big Sisters Bags</i>		\$ 2,887	\$ 2,887
<i>Donor Appreciation Books/Items</i>	<u>\$ 414</u>		<u>\$ 414</u>
Subtotal Inventory:	\$ 34,715	\$ 37,930	\$ 72,645
TOTAL ASSETS ON HAND (EXCLUDING PLEDGES)	\$ 107,782	\$ 38,550	\$146,332
2022 Pledges Receivable (Including Oktoberfest)	\$ 25,325		\$25,325
TOTAL ASSETS	\$ 133,107	\$ 38,550	\$171,657
ACCOUNTS PAYABLE	\$ 0	\$ 0	\$ 0
AVAILABLE NET ASSETS	\$ 133,107	\$ 38,550	\$171,657

BOOKS FOR NEWBORNS

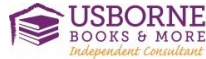
Cumulative Book Donations From Others In 2022

459 Books (\$3,707 "In Kind" Value) Donated to Books for Newborns This Year

\$ Value of Donated Books Received



Books Donated By

Gwen Hoffman	37 New Books	\$ 267
Merilee Litchfield	412 New Books	\$3,330
 <i>Independent Consultants</i>		
DAR (January)	10 New Books	\$ 110

2020: 5,838 Books 2021: 13,685 Books
 >\$150,000 in "In Kind" Value in 2020 and 2021