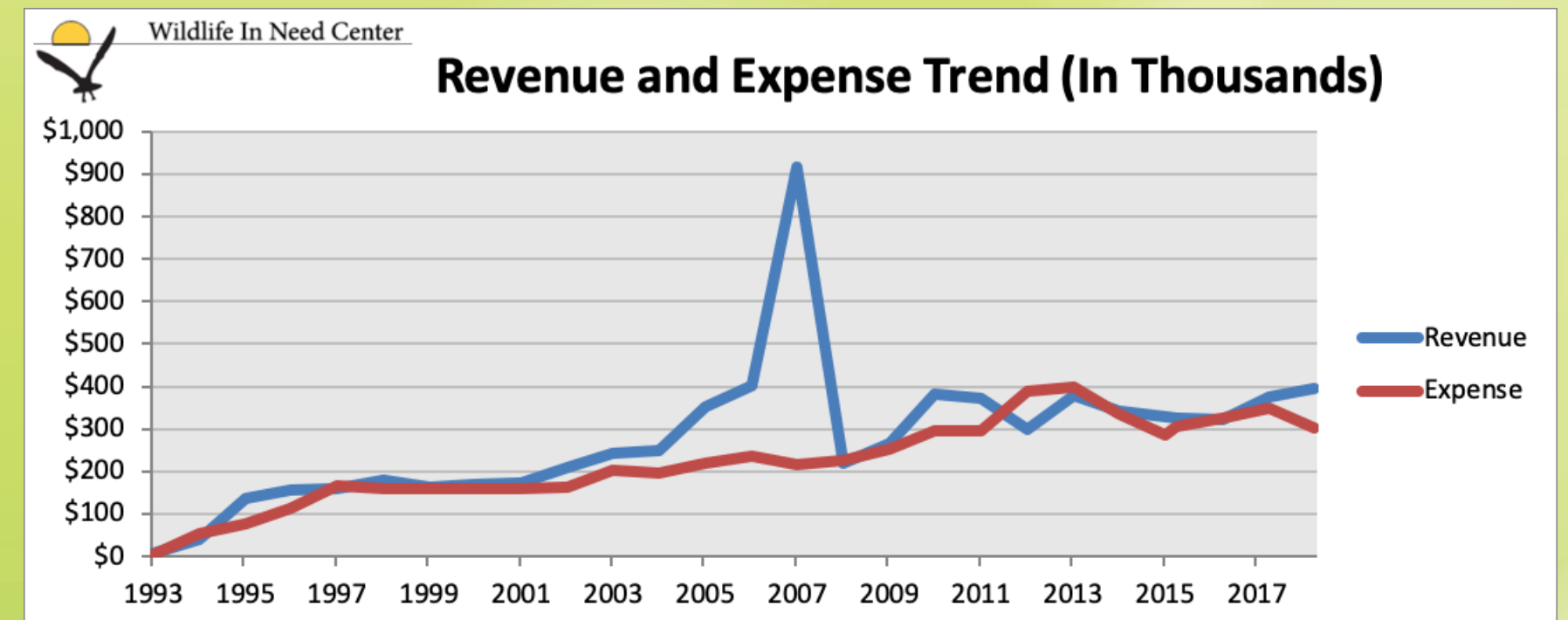
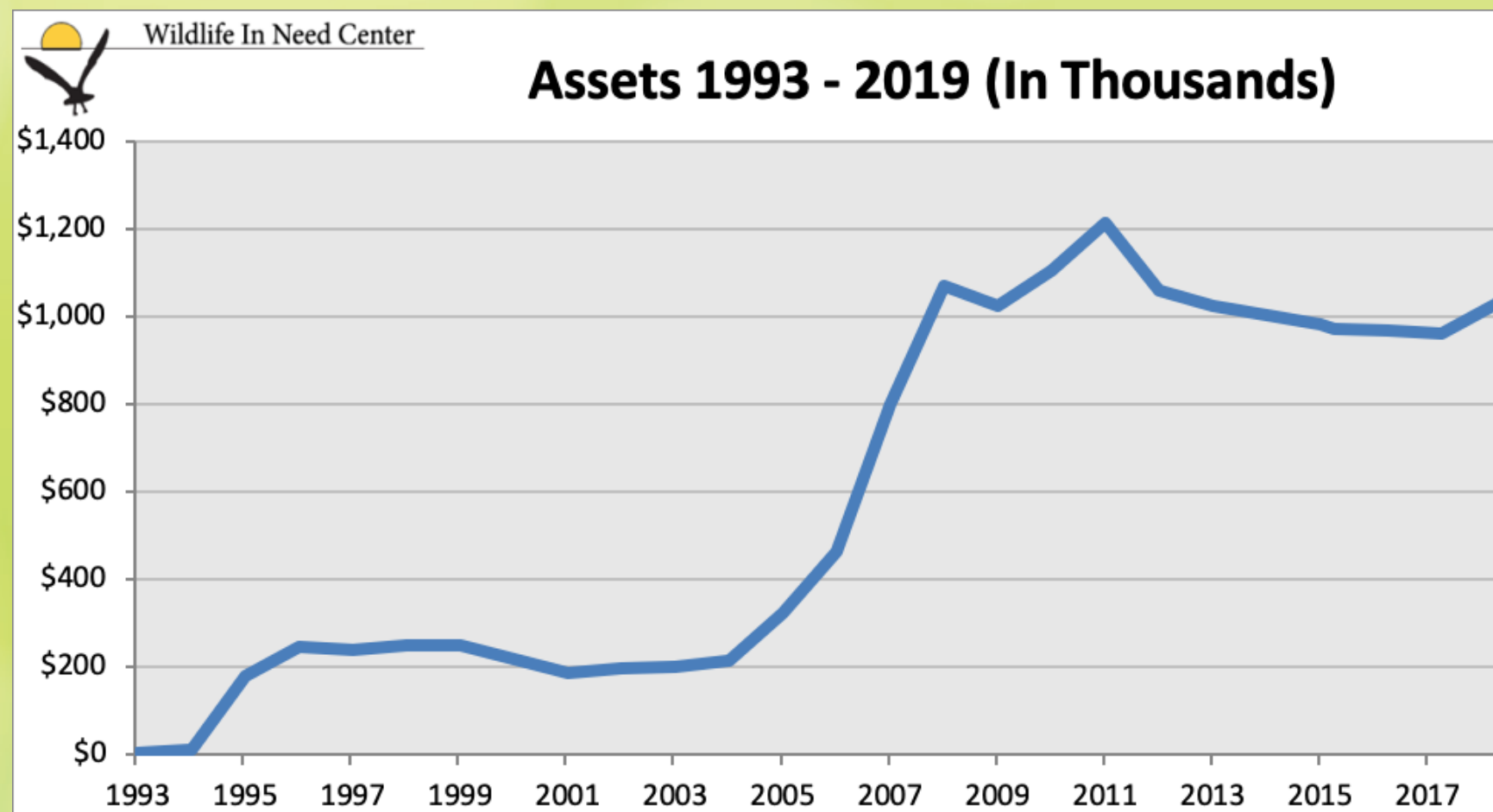




Historical Financial Information

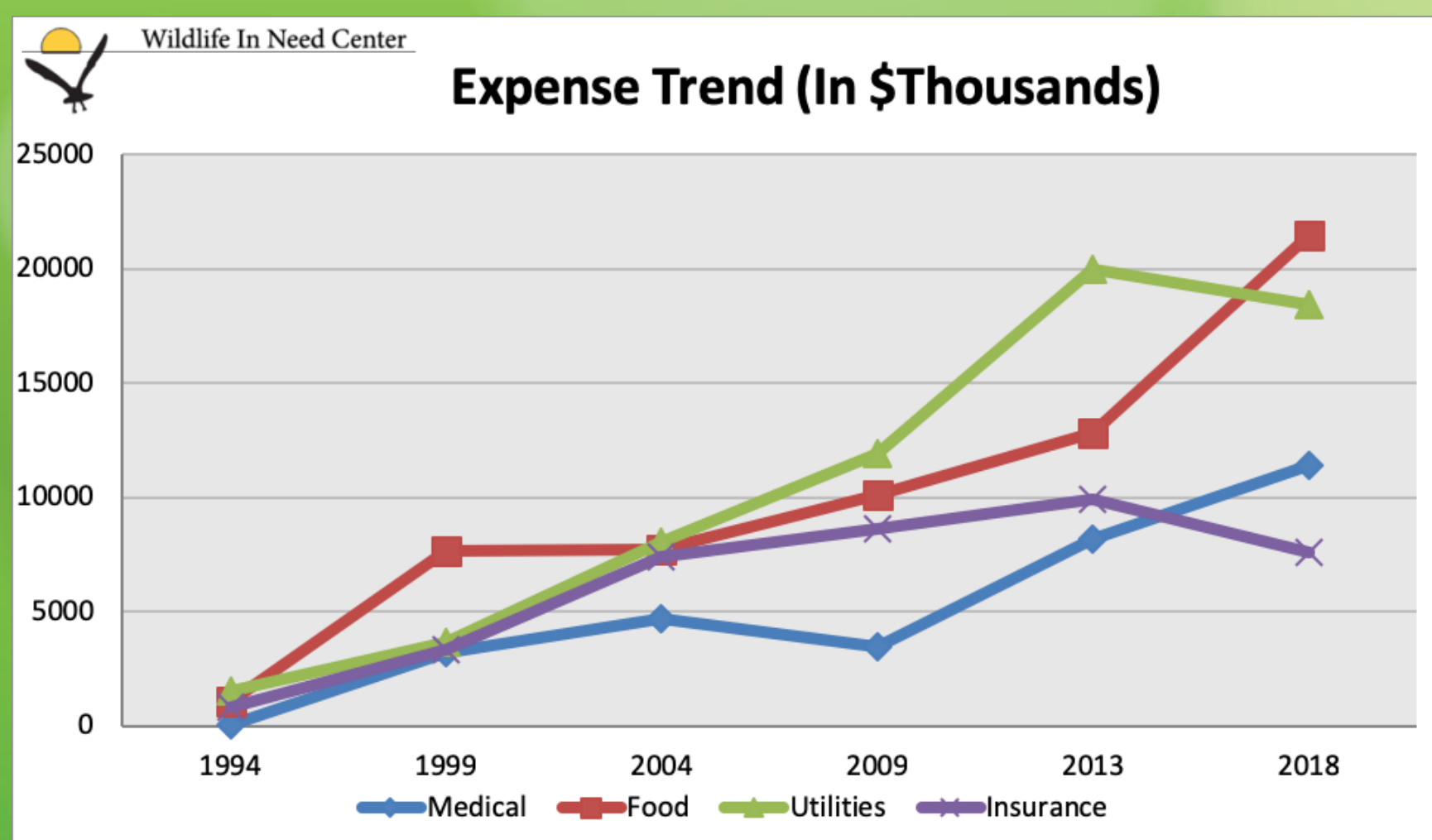
- 1993 - Opening checking balance in June 1993 was \$30.00; by the end of the year, passionate fundraising efforts had raised \$7,233.00.
- Roll forward 25 years and WINC's operating budget is \$378,000
- Today we have made noticeable progress in building liquidity reserves, AND the fundraising demand never sleeps!



Key Dates

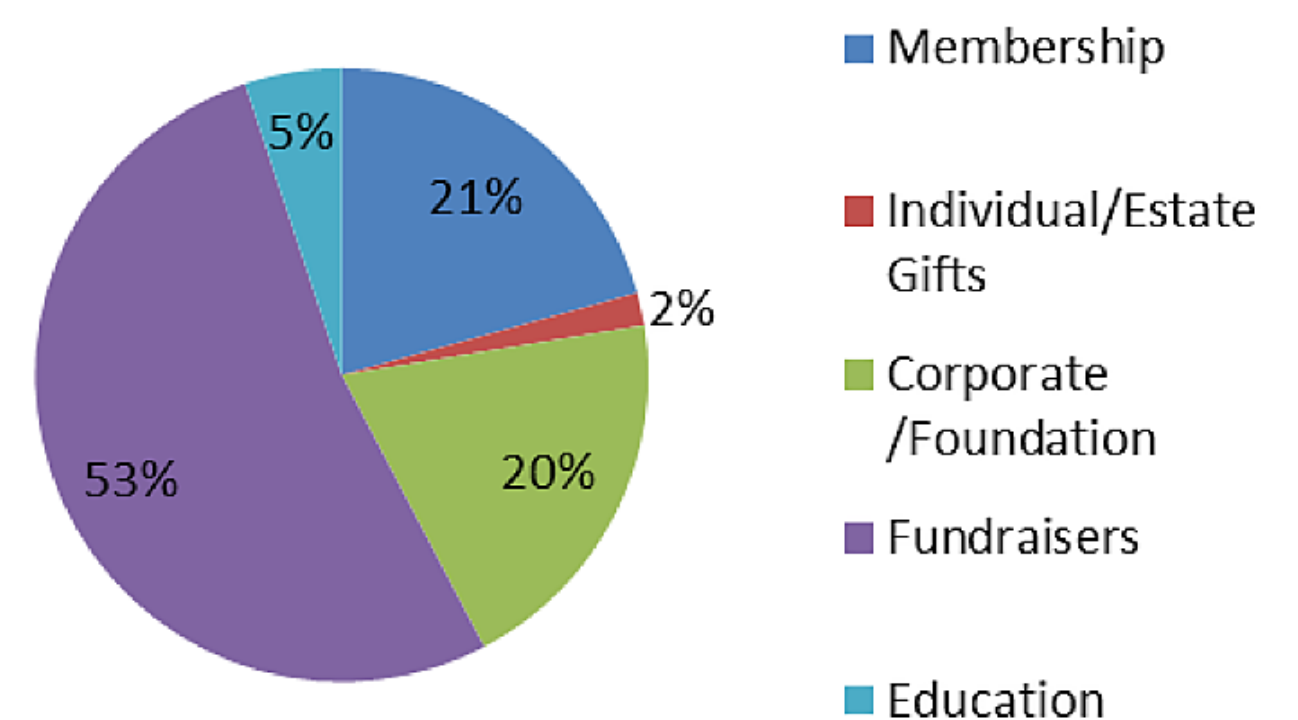
- 1994-1995 operated out of 1 bedroom house in Waukesha with monthly rent payments
- Fall of 1995 purchased farm on Hwy C in Oconomowoc with monthly mortgage payments
- 2007 Farm paid off in full
- 2011 Completion of a capital campaign to build 6,000 sq. ft. facility and resulting in no loan

- Included in Revenue in 2005-2007 are the proceeds of the successful capital campaign



- Expenses reflect more complex medical care as well as increasing admissions and longer patient stays

F2018 Revenue by Percent



- Slightly more than 50% of revenue comes from fundraising events
- Every year WINC is challenged to raise revenue to meet increasing expenses