Letter from Leadership

As the leading organization in the all-volunteer driven dream-granting world, we continue to provide dreams to critically or chronically ill children. By providing dreams to chronically ill children, we serve a group of children and their families that other dream granting organizations do not serve.

During this past year, after an exhaustive search and selection process, the board of directors selected Mike McKenzie our new National Director/CEO. Mike comes to us with a wealth of leadership experience, including more than 25 years volunteering with the Lexington, KY Dream Factory chapter. Mike joins a dedicated team of professionals at headquarters serving the 32 Dream Factory chapters.

The key to providing dreams to over 227 children and their families is the network of hard working volunteers who are dedicated to the mission of the Dream Factory. The passion of each volunteer for the mission of the Dream Factory creates a culture of service to others that serves as a model for other organizations. The overwhelming success rate of the Dream Factory is due to the commitment of our nearly 500 volunteers throughout our chapters.

A second, yet vitally important measure of our success is the expenditure of funds for dream fulfillment. We are very proud to share that the percentage of funds utilized for program services rose from 91.28% in 2017 to 91.60% in 2018.

As we look back and reflect on 2018, we are proud of the level and quality of service we have delivered to our dream children and their families. The high level of service, passion and dedication will serve as a foundation for an outstanding 2019!

We are sad to share that as this annual report was going through the final draft, Daniel Forrest, our Board of Directors President, suddenly passed away. His laser like focus on children and their families marked Daniel’s six-year tenure in this role. He was truly a champion of our mission to provide dreams to chronically and critically ill children between the ages of 3-18. Virginia Avery the vice-president, will serve as interim president until the full board selects a new president in September 2019.
On the Cover - Julia becomes a STAR

Fittingly for Julia, her Facebook tagline is “Believe in Miracles.” The 14-year-old girl, who is wheelchair bound with an illness that once baffled doctors and was later blessed by the Pope, recently had her spirits lifted in March thanks to our Brooklyn Chapter and Rossetti Productions. Julia has always dreamed of making a difference. In May 2015, this young, vibrant, active girl suddenly fell ill. Throughout the summer, she was admitted to four different hospitals for more than 30 days, visited an ER on six different occasions, and had seen numerous specialists. “Doctors were baffled,” her mother said. “Julia, 11 years old at the time, was being told by doctors that it was all in her head, that she was faking it.” Julia soon lost her ability to walk and all sensation in her legs and remained undiagnosed with a slew of severe symptoms. Finally, years later, Julia was diagnosed with Lyme disease that also caused POTS Syndrome and Gullain-Barre Syndrome.

When the Dream Factory Brooklyn Chapter asked her what her dream was, Julia responded with, “I want to raise awareness about Lyme disease,” and planning began. Knowing that to fulfill her dream she would need to be able to reach a large audience, the chapter began to think outside of the box. With the help of Rossetti Productions, Julia became a "star for the day." She was provided with a real movie script, make-up, hair, wardrobe, personal assistant, person stylist, healthy catered food and drink, celebrity meetings, talent agents, etc. At the end of the day Chip Rossetti and Mark Potts of Rossetti Productions offered Julia the role of "Hope," the MAIN role in a movie called Saving Hope. Her passion for life and spreading awareness of her disease, as well as her natural talent for acting, made the decision incredibly easy and her dream of making a difference has just begun.
Where do your donations go?

227

Your donations made it possible for...

Olivia to go fishing in Florida

Josephine to meet her idols at ComiCon

Callie to go to Disney World

Madi to have her dream basketball court built

DREAMS GRANTED IN 2018
92% of every dollar raised goes directly to program services. *see financials pg. 19

Children who receive a dream are...

2.5 TIMES MORE LIKELY TO HAVE DECREASED HOSPITALIZATIONS

1.9 TIMES LESS LIKELY TO HAVE EMERGENCY DEPARTMENT VISITS

Those who received a dream experienced improved health and it led to a decline in cost of care of $10,130 two years after the dream, saving more than the average cost of a dream.

*numbers based on a recent study conducted by the chief of Neurology at Nationwide Children’s Hospital and published in the journal Pediatric Research
WHAT IS THIS AWARD?

The Volunteer of the Year award is presented each year in memory of Stephen Douglas, the founder of the Memphis Chapter, who died of cancer in his late twenties.

Stephen exemplified the qualities most desirable in a volunteer: he was dedicated, positive, energetic, and motivational.

Carole Olivarri began her journey with the Dream Factory almost 20 years ago. Within a year she was stepping-up into leadership roles and wearing many hats to make sure the chapter was successful. She is an irreplaceable part of the Dream Factory Lake of the Ozarks Chapter, as well as the organization as a whole.

She is always there for the dream children she works with, even long after their dream is fulfilled as a shoulder to lean on and an ear for listening.
Get to know Carole!

Carole has contributed to every role in a Dream Factory chapter including treasurer, secretary, fundraiser, dream planner, event planner, community speaker, and mentor.

In 2018 Carole’s family suffered a tragic house fire. Her first call was to her chapter because she was worried about Dream Factory invitations that were lost! Throughout the disaster she managed to find a way to be positive and complete everything with a smile.

WORDS THAT DESCRIBE CAROL:
Irreplaceable
Strong
Caring
Joyful
Mentor
To qualify for a dream a child must:

- be ages three through eighteen;
- have a medically diagnosed, treated, and documented critical or chronic illness signed off by a treating physician;
- reside or be treated in an area where a Dream Factory chapter is currently located; and
- NOT have received services from another wish-granting organization.
The Dream Factory is an all-volunteer wish-granting organization with the sole mission of granting the dreams of critically and chronically ill children ages three through eighteen.

Started in 1980, in Hopkinsville KY, the Dream Factory was the "dream" of a young business man who wanted to change the lives of children battling illness.

Approximately 250 children and their families served annually.
Dream Spotlights

Andrew: Northwest Missouri Chapter
Andrew dreamed of meeting his heroes Chris and Martin from the show Wild Kratts. Diagnosed with an innoperable brain tumor, the chapter wanted to make sure every aspect of Andrew's dream came true. He and his family spent days in Houston visiting the zoo and other attractions before he was the guest of honor at a live show of Wild Kratts. He was able to be on stage, meet the Kratt brothers, try on props, and even have dinner with them!

Emily: Jersey Shore Chapter
Emily is Dolly Parton's BIGGEST fan. From her music to her style, everything about Dolly inspires Emily on a daily basis. When it came time for this young Crohn's sufferer to decide what her dream would be, it was an easy choice. A day with Dolly was more than Emily could have ever dreamed of. At the end she said, "she does love me! Just like she told me!"

Khai: Kansas City Chapter
"With great power, comes great responsibility." Spider-Man is Khai's favorite superhero and when it came to choosing his dream he couldn't think of anyone he would rather meet more. He and his family were able to visit "the happiest place on earth" - Disney World! - where he got to meet his hero Spider-Man! He also got to ride the rides, visit the sites, and even meet a few princesses.
Dream Spotlights

Keera: Iowa Chapter
Keera loves the Animal Planet show "Gator Boys" because it inspires her to never give up. How? Because no matter what life gives you, even if it is a 100lb gator, you keep moving forward. Her only dream was to meet the Gator Boys and tour their park, the Everglades, in Florida. A gator in her arms, and one on her head, and meeting Gator Boy Paul himself made this dream come true!

Lydia: Rochester Chapter
Lydia’s dream set sail across Lake Ontario as she boarded Off the Hook fishing for an afternoon on the water catching fish with her family. Lydia and her family enjoyed lunch by the shore, a guided fishing tour across the lake, and the creation of many magical memories. “It just makes us so happy that they’re here in the community supporting so many children with medical needs. We’re very excited for this opportunity... very grateful," said Lydia’s mother, Shanna.

Michael: Arizona Chapter
Michael has been a Chicago Cubs fan since he was 4 years old and doesn't miss a single game either in person or on TV. His dream was to throw out the first pitch on field, be on field during batting practice, walk down to the Cubs dugout through the "Cubs tunnel," and receive a signed ball from Javier Báez! All that came true and more, starting with his name on the welcome sign of the Chicago Cubs training field!
Chapter Recognition/Awards

What is it? Each year at the Dream Factory annual national convention the people who make the organization possible are recognized. The awards are reviewed by a panel of impartial judges who are aware of the Dream Factory’s mission.

Outstanding Fundraising Event Under $10,000
Rivalries between fire departments and police departments for some good fun are pretty common. Using those rivalries to raise money for a cause, not so common. But that is exactly what this chapter did. When patrol officer Darrow of the York Police Department approached our York, Maine Chapter about hosting a fundraiser they knew they couldn’t let the opportunity go by. With teams from the police department and the local fire departments, many hotdogs, a lot of junk food, and the first pitch thrown in by the chapter’s 100th Dream Child they were able to “pitch” their way into a “homerun” of over $4,000 to make dreams come true! Congratulations to our York, Maine Chapter!

Outstanding Fundraising Event Over $10,000
Creating a successful event can be incredibly challenging. Creating an incredibly successful event two months after becoming a chapter is outstanding! The Taste of Quincy event combined food, the love of cooking, and local talent into a night of gourmet dining that raised over $10,000! The best part, the event had NO OVERHEAD. Everything was donated from the food, room, and décor so that all the money raised went directly to making dreams come true.

Congratulations to our Western Illinois Chapter!

Most Unusual Dream
Dream Child Luke lives with multiple conditions that leave him unable to talk and had doctors telling his mom that walking by himself was not possible. At 12 years old Luke “shook it off” and proved them wrong. You see, Luke has always loved Taylor Swift, especially her song “Shake it Off.” What started as bouncing on the floor to the song ended with Luke’s first steps at 12 years old. The chapter knew that they would have to make Luke’s dream of seeing Taylor Swift live come true. They started with VIP “Snake Pit” passes that you could only get if you were on the priority list. These volunteers watched music videos 20 times a day, shared on social media every day, and bought merchandise to make it possible. With VIP tickets secured the chapter sent Luke, his mother, and his sister to the concert in California. What a dream come true! Congratulations to our Oregon Chapter!
Chapter Recognition/Awards

What is it? Each year at the Dream Factory annual national convention the people who make the organization possible are recognized. The awards are reviewed by a panel of impartial judges who are aware of the Dream Factory’s mission.

Volunteer Service Milestones

5-years:
- Megan Vincent – Bowling Green
- Alisa Madson – Kansas City
- Josh Madson – Kansas City
- Taylor McElhaney – Kansas City
- Mark Simpson – Kansas City
- Margaret Scamman – Maine, York
- Brenda Pennington - Memphis
- Aubrey Weisner - Memphis
- Jackie Haire - Memphis
- Kasi Grzebielski - Oregon
- Margaret Scamman – Maine, York
- Brenda Pennington – Memphis
- Aubrey Weisner - Memphis
- Jackie Haire - Memphis
- Kasi Grzebielski - Oregon
- Britany Sullivan – Oregon

10-years:
- Jennifer Daniel – Bowling Green
- Tonya Gaines – Bowling Green
- Bob Compton – Kansas City
- Sarah Schiltz – Kansas City
- Heather Reekout – Maine, York
- Allison Fisher – North Carolina

15-years:
- Staci Nash – Bowling Green
- Norma Clark – Maine, York
- Jeff Cuyler – Memphis

20-years:
- Steve Causey – Bowling Green
- Lou Ann Hayes – Bowling Green
- Dick Smith – Kansas City
- Tanya Crump – Memphis

25-years:
- Gail Rengel - Oregon
- Phil Rengel – Oregon

30-years:
- Bonnie Silvey – Audrain
- Rose Wheat – Bowling Green
- Nick Wilkins – Bowling Green
- Vicki Weaver – Bowling Green
- Brian Juengling – Memphis
- Margo Juengling – Memphis

Outstanding Special Project

The Outstanding special project award is meant to acknowledge the chapter that does an outstanding job with any program, outing, special event or project that promotes the mission of The Dream Factory. This project was inspired by a child who arrived at the airport for their dream trip with all their belongings in Walmart bags. It ensures that every child from the chapter who is granted a traveling dream does so with everything they need from a suitcase to toiletries. The project is entirely self-funded and donated. Congratulations to our Western Illinois Chapter!

Tammy Keel Dream Award

The Tammy Keel Dream Award is named after the first ever Dream Factory child. Tammy’s dream was granted by our founder Charles Henault in 1980. Tammy was a young lady from Hopkinsville, KY who was ill for some time with neuroblastoma. She was selected by the screening committee of the Dream Factory to be the recipient of her one wish in life. She went to Disney World and passed away shortly after returning home. This year’s Tammy Keel Dream Award winner is our Oregon Chapter for a 183% increase in dreams granted from last year. They increased their dream count from 6 dreams to 17 dreams.

Congratulations to our Oregon Chapter!

Best In-Kind Dream

The Louisville Chapter was contacted on a Friday and by Sunday evening all the arrangements for a dream had been made. Dream child Camryn was confined to the hospital and wasn’t given much time due to a failing heart. His dream, a “party” at the hospital with his favorite TV show characters. Volunteers from the Bowling Green Chapter stepped in by playing Barney and friends, Chase from Paw Patrol, and Big Bird - all of Camryn’s favorites. Camryn’s favorite pizza place, Beamos, donated food for everyone.

Because of all the support, the total cost of this dream was only $478. But more importantly, the community came together so Camryn’s dream came true before he passed away on April 12th. Congratulations to our Louisville Chapter!
Each year an award is presented to someone who has the best interest of the Dream Factory as a national organization at heart and works tirelessly to insure the entire organization is successful.

This year the award was presented to three individuals whose passion and dedication led them to successfully leading the national organization. For the past year, the staff at headquarters, Ellen Wilson, Tommie Kendall and Sierra DeMasters, worked together to support the volunteers in their quest to provide more dreams to children and their families.

While the year-long search for a new CEO was underway, Ellen stepped in to serve as interim CEO and both Tommie and Sierra stepped up and assumed additional duties. Each of them went far beyond the normal to insure that chapters, parents and children received a high level of services. They never flinched when faced with a new and different task or an unfamiliar challenge.

Their individual efforts and their ability to function as a high-level team enabled the entire organization to remain focused on the mission-to grant dreams to chronically and/or critically ill children. These three leaders, as with every board member and volunteer throughout the Dream Factory family, both individually and together, embody the best characteristics of servant leadership.
The Dream Factory, Inc. is governed by an all-volunteer National Executive Committee and an all-volunteer Board of Directors that consists of one representative from each chapter.
Major Donors and Contributors

Over $100,000
Give Kids the World

Over $50,000 to $100,000
Jamaganze/Golfaganze Events
Post Anderson Layon, LLP Trust
Something mAAgic Foundation
Tim C Crummett Family Charitable Fund

Over $10,000 to $50,000
BMA Foundation
Houchens Food Group
John Robinson
June Beaver
Mark & Jean Johnson
Miller Memorial Bowling Tournament
Nancy Stagen Trust
Phil and Gail Rengel
Primalyn Enterprises
Red Polston Memorial Golf Tournament
Remaxx Lake of the Ozarks Charitable Foundation
Royals Charities
The Bacchus Foundation
The Kansas City Pinstripers

Over $5,000 to $10,000
Bob Hook Chevrolet
Collierville Ski Club
Columbia State Bank
Cruisin’ for Dreams
Gene and Lar Matson
Glenn’s Commercial Service LLC
Kyle and Kathleen Gardner
Mike’s Car Wash
Odyssey Grant
Proforma Communications Group
Robert Schwan - Anne Kriescher Charitable Foundation
Roderick J & Jo Anne Cyr Foundation
Roy and Nancy Hibbard
Schwab Charitable
Stephens Instruments
Terry and Diane Carter
The Buchanan Family Foundation
Veterans United Home Loans
S5,000 and Under

Agents National Title Insurance Co
Ameritas
Amy Hutchins (Mr. Cooper)
Anderson Ford
Anthony and Teri Sabatino
AT Industries
Baron BMW
Bartlett Fire Department
Belfonte
Brinda Swanson
Brock and Tammy Bukowsky
Carey Jones
Central Bank of Boone County
Chiefs Ambassadors Charitable Foundation
Citizens Bank & Trust
Cottone & Co.
D. K. Dance
Dale and Sharon Engle
Dana Hart
David and Modesty McNally
Eagle’s Ladies Auxiliary
Ed and Lori Brown
Emery Sapp & Sons Inc.
Encompass
Flat Branch Home Loans
FOP
GEHA, Inc.
Grady and Chella Colson
Hanna’s Day of Hope
Harmony Middle School
HOK Group Inc
Hy-Vee Grocery
Informative Research
Jared Coones Pumpkin Run
JE Dunn Construction
Joan Mauritz
John A Marshal Co
KECO Coatings
Kevin and Dianna Sleyster
Kosair Charities
LBX Company
Leslie Petroff and Bruce Jenkins
Lewis Tree Service
Little Dixie Construction
Manish Vyas
Marathon Financial
MarksNelson LLC
Mary Lou Helmig
Michael and Lori Butler
Morgan Family Foundation
Nate and Abby Long
Nick Barker and Kasi Grzebielski
Major Donors and Contributors

Palmyra Lodge #1420, Inc.
Penny Haakinson
Peter Clune
Point Blank Distributing
Populous Group LLC
Primalyn Enterprises
Private National Mortgage Acceptance Co.
Racing for Corey
Reardon Pallet Company
Santa Fe Tow Service, Inc.
Scott and Lisa Willis
Ski Freeze
Socket Telecom LLC
Sportsdrome Speedway
Starnet Commercial Flooring
Susan Townsend and Craig Bauld
The Crossing EPC of Columbia
Thomas Meo Jr. Scholarship Fund
Tiger Pediatrics
Toyota of Nicholasville
Toyota South
UK Healthcare
UPS
Waddell and Reed Companies
WalMart
Western Forms
Wilkerson and Reynolds Wealth Management

The Dream Factory, Inc. is incredibly thankful for all donors, large and small, who make it possible for dreams to come true for critically and chronically ill children across the country. Without dedicated donors, like you, these dreams would not be able to come true. Thank you!
The Dream Factory fiscal year runs from September 1st to August 31st.

Figures below are taken from consolidated financial statements. The full audit is available on our website, www.dreamfactoryinc.org

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<th>Assets</th>
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<th>FY 2017-2018</th>
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<th>Expenses by Classification</th>
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<td>Program Services</td>
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<th>Sources of Income</th>
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<tr>
<td>Contributions</td>
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<td>$827,678</td>
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<td>Special Events</td>
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<td>1,004,843</td>
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<tr>
<td>Donations In-Kind</td>
<td>862,612</td>
<td>798,507</td>
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| Total Expenses:               | $2,455,970   | $2,432,672   |

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<tr>
<th>Support and Revenue:</th>
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<td>Support</td>
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<td>Contributions</td>
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<td>Donations In-Kind</td>
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<td>Total Support</td>
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| Other Revenue                 |              |              |
| Investment Income             | $29,598      | $29,985      |
| Gain (loss) on Investments    | 60,645       | 75,472       |
| Other Income                  | 35,860       | 32,969       |

| Total Support and Revenue:    | $2,838,371   | $2,769,454   |

| Total Expenses:               | $2,455,970   | $2,432,672   |

Financial Statement of Activities
Current Chapters

The Dream Factory, Inc. is all-volunteer and therefore only grants dreams in areas where chapters are located.

Arizona
The Dream Factory of Arizona
Tucson, AZ

Illinois
The Dream Factory of Central Illinois
Peoria, IL
The Dream Factory of Western Illinois
Quincy, IL

Iowa
The Dream Factory of Iowa
Cedar Rapids, IA

Kansas
The Dream Factory of Greater Kansas City
Kansas City, KS

Kentucky
The Dream Factory of Bowling Green
Bowling Green, KY
The Dream Factory of Lexington
Lexington, KY
The Dream Factory of Louisville
Louisville, KY

Maine
The Dream Factory of Portland
Portland, ME
The Dream Factory of York
York, ME

Missouri
The Dream Factory of Audrain County
Mexico, MO
The Dream Factory of Central Missouri
Columbia, MO
The Dream Factory of Greater Kansas City
Kansas City, MO
The Dream Factory Lake of the Ozarks
Osage Beach, MO
The Dream Factory of Northwest Missouri
St. Joseph, MO
The Dream Factory of Sedalia
Sedalia, MO
The Dream Factory of Southeast Missouri
Grape Girardeau, MO
The Dream Factory of St. Louis
St. Louis, MO

Nebraska
The Dream Factory of Nebraska
Lincoln, NE

New Jersey
The Dream Factory of the Jersey Shore
Brick, NJ

New York
The Dream Factory of Brooklyn
Brooklyn, NY
The Dream Factory of Central New York
Ithaca, NY

The Dream Factory of Rochester
Rochester, NY

North Carolina
The Dream Factory of North Carolina
Greenville, NC

Ohio
The Dream Factory of Northeast Ohio
Chillicothe, OH

Oregon
The Dream Factory of Oregon
Portland, OR

Pennsylvania
The Dream Factory of Pennsylvania
Wayne, PA

Tennessee
The Dream Factory of Clarksville
Clarksville, TN
The Dream Factory of Dyersburg
Dyersburg, TN
The Dream Factory of Memphis
Memphis, TN

Texas
The Dream Factory of San Antonio
San Antonio, TX
The Dream Factory of Texas
Dallas, TX

Utah
The Dream Factory of Utah
Salt Lake City, UT

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