

# What We're Working on @ HQ

February, 2019

It is hard to imagine that February is nearly over and the March mid-year meeting is just days away. A quick thanks to everyone who is planning on attending the meeting this coming weekend in Louisville.

**Dream Count**-WOW!! Thanks to the efforts of everyone, 90 dreams have been completed this year. That is 11 more than last year and 22 more than the year before at the same time period. While it is hard to call attention to everyone, a special shout-out this month to Kansas City for completing 27 dreams, Louisville for completing 13 dreams and Maine, Portland for completing 8 dreams-the same number as their total for the entire year last year. **You all are rockin it!!!!**

**Do you know?** Based on Charity Navigator reports as of 8/1/2018-**Do you know that the Dream Factory has an overall rating by Charity Navigator of 92.38 and a 4 Star rating-the highest star rating a charity can earn?** Other dream granting organizations have scores in the 70's and low 80's with 2 and 3 star ratings. **Do you know that the Dream Factory spends 96.4% of monies raised on program services?** Other dream granting organizations spend 74% and 72.9%. **Do you know that the Dream Factory spends 1.3% on fundraising expenses?** Other dream granting organizations spend 15.2% and 13.9%. **Do you know that the ratio of liabilities to assets is 1.6% for the Dream Factory?** Other dream granting organizations have a ratio of 36.1% and 85.2%

**Thanks/Help**-we need your help. We recently had over \$40,000 in outstanding invoices at the chapter level owed to HQ. Thanks to many of who have submitted payment. If you have not done so, please take a minute and submit your payments.

**Succession Planning**-those of you attending the March meeting may notice an extra chair for one or more chapters during the board meeting. One succession planning strategy is to get young people involved as much as possible and appropriate. While they will not be casting votes or other official type actions, they will be participating when appropriate.

**Convention 2019** We are excited to announce that we will be in Rochester, NY for Convention 2019. **The dates are September 19-21, 2019.** Side trips include a visit to Niagara Falls scheduled for both Friday AND Sunday for those that arrive late on Friday. Other side trips include wine and beer tours as well as local museums. As additional plans are developed, we will share with everyone.

**Mid-year March meeting**- those of you coming to the meeting, you have a bit of homework to complete. Whether in the car while driving to the meeting or on the plane. If you are not familiar with the game-show "Family Feud" be sure to watch an episode and become familiar with the game. We will be playing a variation called "Chapter Feud". With prizes to the winning team!! Also, on a much deeper and serious level, try to find some reflective time to think about your legacy and the Dream Factory.



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**The Year was 1980!** These were two hit songs- <https://www.youtube.com/watch?v=HNO6enPC7U> and <https://www.youtube.com/watch?v=5X-Mrc211d0> in 1980. Mount St Helen erupted. Millions were asking “Who shot JR?” and Mike got married-though millions weren’t asking or watching! **But, do you know the biggest event that overshadowed all of these events in 1980?** Come to the March meeting or if you are unable to attend, ask someone who does come to the meeting.

**Atlantis**-big change!! The Atlantis Bahamas Resort has recently changed its donation policy. In past years, we requested 3-6 vacation certificates on an annual basis, which were then used throughout the year on a first come, first serve basis to our chapters. Instead, the Atlantis Resort will only respond to specific dream requests, and these are not guaranteed. If your chapter has a child with the dream request to visit the Atlantis Bahamas, reach out to Tommie at Nationals for the next steps.

**Training Videos:** Following the mid-year meetings, the new training videos for dream fulfillment will be available in the volunteer section on our national website using password 1234 and on each chapter’s Box.com account. All of these videos are for dreams to Orlando and are split into two categories – GKTW dreams and non-GKTW dreams. Please share these with all new volunteers or with any volunteer who is in dream fulfillment.

## Financial Overview thru January 31, 2019

	Sep - Jan 19	YTD Budget	\$ Over (Under) Budget
<b>Total Income</b>	\$ 96,930.52	\$ 111,604.23	\$ (14,673.71)
<b>Total Program Services Expenses</b>	\$ 23,234.70	\$ 23,622.50	\$ (387.80)
<b>Total Fundraising Expenses</b>	\$ 20,073.44	\$ 22,027.80	\$ (1,954.36)
<b>Total Administrative Expenses</b>	\$ 76,905.13	\$ 87,787.55	\$ (10,882.42)
<b>Net Income</b>	\$ (23,282.75)	\$ (21,833.62)	\$ 1,449.13

## Total Dreams

Dec-18	Dec-17	Dec-16
90	79	68



**DREAM  
FACTORY**