

What We're Working on @ HQ

May 2019



**DREAM
FACTORY**

A heartfelt welcome to the newest members of the Dream Factory family. Welcome to **the Dream Factory of South Dakota** (located in Madison, SD-about an hour out of Sioux Falls), the **Dream Factory of Florida** (located in Boca Raton, FL), and the **Dream Factory of Southwest Missouri** (located in Springfield, MO). These three chapters, along with **Texas**, make a great addition to the DF family. We now have 35 chapters in 19 states! And, we are in active conversations with several other locations to open more chapters. All of this is happening because of the hard work, commitment and passion demonstrated by each of you at the chapter level. **When we talk with people who are interested in opening a new chapter, we share your stories, the dreams you have completed and the lifetime impact you are having on kids and their families!!**

Speaking of sharing stories of dreams-our dream count for the year is 150 dreams completed as of March. At this point in time last year we had completed 112 dreams-an increase of 38 dreams!!

Chapter Highlights(while it is impossible to share all the great things going on in all the chapters, this section is designed to share some of those great things each month) Kansas City completed 13 dreams in March and they have completed 48 dreams year to date!! Texas just completed their very first dream. Lots of great things happening-whether it be a chapter completing their first dream in a year or a chapter completing their 10th dream this year. **Chapter Invoices** Thanks to all our chapters and treasurers for embracing the new **Net 30 days** invoice due date. Our Accounts Receivables have reduced from \$46K on 3/1/19 to \$16K at the end of May. It has already made a big difference!

In May, I traveled to Boca Raton, Florida, Madison, South Dakota and Springfield, Missouri to open new chapters. In addition, I visited Lincoln, Nebraska to support their golf scramble fundraiser.

June Board of Directors Meeting On Saturday, June 1, 2019 at 11:00am EST we will be having a Board of Directors meeting via conference call. All chapters are expected to have someone in attendance. These calls typically last about an hour so please plan accordingly within your chapter.

Sponsored Dreams We are very pleased to announce that we have had several chapters step up and agree to sponsor dreams for some of our newest chapters. Thank you **Lexington** for sponsoring the first dream for **Texas**, **Memphis** for sponsoring a dream for a child who lives in Charleston, South Carolina but receiving services at St Jude's Hospital in Memphis, and **Lake of the Ozarks** for sponsoring the first dream for our newest chapter the **Dream Factory of Southwest Missouri**,. Other sponsored dreams are pending local chapter approval so more announcements to come.

50/50 Raffle The National staff, in conjunction with the Fundraising Committee, has announced and launched a 50/50 raffle to raise funds at the national level. Each ticket is \$100 and our goal is to sell 100 tickets with \$5,000 going to the winner and \$5,000 for HQ. More information will be presented on the June 1st conference call. If you would like information now please e-mail Sierra at sierra.arbuckle@dreamfactoryinc.org.



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24-Hour Run For Dreams: This event has a new race director and will be managed by Headfirst Performance, which we hope will increase the event in terms of the number of participants and the revenue. This event is scheduled for Aug. 3-4 at Red Orchard Park in Shelbyville, KY and has 12-hour, 24-hour and relay options. This is a social event and runners, walkers and/or hikers are welcome, and you DO NOT have to run the entire time. If you want to support this event or want to participate, or know anyone in your community who would, reach out to me at HQ.

Harlem Wizards-very similar to the Harlem Globetrotters but they do not receive nearly the recognition. They sell over 200,000 tickets via their website. In order to purchase a ticket, you must go to their website. They do shows all over the country from late September until late May, many times 3-4 shows per day in different cities. After several months of hard work, persistence and relationship building, click on the link below, click on About the Wizards and scroll down to the bottom.

<https://www.harlemwizards.com/>

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. We anticipate registration packets and related info will be out soon.

Auto-response Email: Based on feedback from the chapters, the auto-response email that is generated whenever a person completes the on line referral form, has been slightly modified. It was tweaked in order to make it clear to the person completing the form that it is a referral form, and no decision is made until the completed application is submitted, reviewed and voted on by the chapter.

Financial Overview thru April 30, 2019

	Sep -April 19	YTD Budget	\$ Over (Under) Budget
Total Income	\$ 147,967.45	\$ 178,516.13	\$ (30,548.68)
Total Program Services Expenses	\$ 40,036.07	\$ 37,931.00	\$ 2,105.07
Total Fundraising Expenses	\$ 34,921.31	\$ 35,944.60	\$ (1,023.29)
Total Administrative Expenses	\$ 124,778.66	\$ 136,302.35	\$ (11,523.69)
Net Income	\$ (51,768.59)	\$ (31,661.82)	\$ 20,106.77

Dream Count

Mar-19	Mar-18	Mar-17
150	112	115

“A Dream doesn’t become a reality through magic; it takes sweat, determination and hard work.” Colin Powell