

What We're Working on @ HQ

September/October 2019

"If your actions inspire others to dream more, learn more and become more, you are a leader"

John Quincy Adams

What an incredible convention!!! The convention was another great event for our organization. Listening to the sharing of stories during the cocktail hour, the powerful 1st hand experiences shared by our guest speaker, the tears of joy and celebration as awards and recognitions were distributed and the ongoing positive interactions throughout the day on Saturday, I am reminded of the above quote by John Quincy Adams. We are indeed an organization of leaders. Every person in our organization regardless of role or chapter, inspires all of us to dream more about our mission, learn more about how to deliver our mission and become more as individuals. It is part of our organizational DNA. It is who we are as an organization-we are the sum of our parts!!

As we dream more and learn more from each other, our impact continues to grow as well.

This last year:

We grew by 4 new chapters.

The number of dreams completed grew from 227 to 265!!

These numbers are amazing and strong, but due to your efforts, as an organization we are touching lives in 4 additional communities and we touched 38 more lives this year!!!

Highlights from the Board of Directors Meeting

- Congrats to:
- Virginia Avery (3 year term) elected to serve as president of the BOD, and
- Jerry Fischer (3 year term) elected to serve as chapter rep on the Executive Committee, and
- Laura Walitsky (3 year term) elected to serve as secretary to the BOD, and
- Tim Bach (2 year remaining term) elected as vice president of the BOD, and
- William O'Bryan (2 year remaining term) elected as treasurer for BOD, and
- Special thanks to Vicki Damron, Gayla Lane and Carol Olivarri for agreeing to serve as presidential appointees to the Executive Committee and the BOD.
- **The next Board meeting is Saturday, December 7th at 11:00 EST. More info to come.**

Policy Updates/Changes

- Background check process-if criminal activity is revealed on a completed background check, the CEO, in consultation with the BOD president, will make the final decision regarding the candidate. The appropriate chapter has the right to appeal the decision. Any convictions for crimes against children or sexual offenses automatically eliminate an individual from consideration as a volunteer in any capacity.
- Chapter expenses-When a chapter sends representation to a national meeting or convention, funds from the chapter may be used at the discretion of the membership. All expenses and the number of representatives will be voted on at a chapter meeting and documented in the meeting minutes. Funds raised by Dream Factory chapters may not be used to pay the travel expenses of individuals who are not active members of the chapter. This includes family members of active volunteers. In special situations, funds can be used for non-active volunteers with the approval of the National Director/CEO of the Dream Factory.

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**DREAM
FACTORY**

- **Fee Reclassification**-the current practice, which has been in place for a number of years is to include employee giving platforms as part of the 5% development fee. These platforms include, among others, Benevity, Network for Good, etc. There was no cap in place on this fee. This component of the development fee was reclassified as an administrative fee with a cap of \$25. **This is not a new fee.** Depending on the situation, there could be a savings to the chapters. Example-a company such as Nike makes a \$1,000 donation through their platform to the Memphis chapter, which Benevity, among their other donations to other chapters, sends to the HQ office in the form of one check. In the past, this would have resulted in a \$50 fee to the chapter. That fee is now reduced to \$25

Congratulations to the following Awards Winners:

Outstanding Fundraising Event Under \$10,000 was awarded to the Jersey Shore Chapter for their Jenkinson’s Mini Golf event.

Outstanding Fundraising Event Over \$10,000 was awarded to the Rochester Chapter for their Casino Night.

Most Unusual Dream was awarded to the Lake of the Ozarks Chapter for “Kylie’s Live Dance at the Disney Junior Dance Party”.

Best In Kind Dream was awarded to the Kansas City Chapter for their “It Takes a Village” dream.

Outstanding Special Project was awarded to the Nebraska Chapter for their “Tour de Brew” project.

Volunteer of the Year was awarded to Chris Chapin from the Portland, Maine Chapter.

President’s Daniel Forrest Award was presented to Rick Wallenhorst for his long time financial and personal commitment to the Dream Factory of Rochester.

Tammy Keel Dream Award was presented to the Lake of the Ozarks Chapter for their 120% increase in dreams from 5 in 2017 to 11 in 2018!

Service Pins were awarded to the following:

30 years	Linda Johnson (Sedalia), Dan Liston (Kansas City)
20 years	Angelo Caruso (Rochester), Lisa Caruso (Rochester), Rita Hook (Northwest Missouri), Carol Olivarri (Lake of the Ozarks), John Olivarri (Lake of the Ozarks)
15 years	Carol Bridges (York, Maine), Liz Upchurch (Memphis), Angela Uxa (Lake of the Ozarks)
10 years	Robin Biggers (Audrain County), Suzanne Colsey (Memphis), Paula Haythorn (Audrain County), John Pardoe (York, Maine), Brenda Pennington (Memphis), Lisa Silver (Audrain County), Aubrey Waisner (Memphis), Sharon Waisner (Memphis)
5 years	Bobbi Jo Azdello (Audrain County), Jerry Fisher (North Carolina), Vicki Grannemen (Lake of the Ozarks), Jane Lemonde (Memphis), Gene Matson (Oregon), Cynthia Richter (Jersey Shore), Jo Taylor (Kansas City), Melissa Yamello (Jersey Shore), Dianna Yanes (Kansas City), Becca Youmell (Rochester)

340 years of experience giving dreams to kids and their families in 2018

470 years of experience giving dreams to kids and their families in 2017

810 years of service to kids and their families recognized the last 2 years.

Special Recognition and Thanks: Every year all of our chapters assist other chapters in a variety of ways. Some provide dream-granting ideas, others provide fundraising ideas and others provide financial support to both new chapters and chapters that are facing temporary roadblocks to funding dreams. **As special note of thanks to the following chapters for providing financial assistance to other chapters to fund dreams-Lexington, Lake of The Ozarks, Central New York, Memphis, Northwest Missouri, Louisville and Sedalia!!!**

Welcome Aboard-at this time we would like to recognize the newest chapter to the Dream Factory family-a warm welcome to Dream Factory of Phoenix!!

40 year anniversary-we spent a significant amount of time discussing and brainstorming ideas and strategies on how to best celebrate our 40th anniversary beginning January 1, 2020. The creativity of everyone involved was impressive. One of the first ideas we will be rolling out is new t-shirts that include a 40th anniversary logo. Look for more information to come!!

Reminders

Chapter contracts, board member list for 2019-2020 and financial solvency forms are now due to Ellen.

Chapters should have someone checking their **Dream Factory email** on a regular basis. We receive **volunteer referrals** almost daily and the best way to keep our mission going is to continue to bring new volunteers on board.

Background Checks: As per the SOP, "It is the policy of The Dream Factory, Inc. that all paid staff, members of the National Executive Committee, Chapter Board Members and most volunteers must be screened by a firm approved by The Dream Factory prior to their involvement in organizational activities. **As approved by the Board of Directors in September 2010, this screening must be repeated every three years.**" Each chapter should have an up-to-date list of their volunteers. If you need to know who in your chapter needs to have screening, please email Ellen at ellen.wilson@dreamfactoryinc.org. The screening form is available on the website.

Financial Overview thru August 31, 2019

	Sep -Aug 19	YTD Budget	\$ Over (Under) Budget
Total Income	\$ 265,664.98	\$ 311,250.00	\$ (45,585.02)
Total Program Services Expenses	\$ 59,839.24	\$ 57,809.00	\$ 2,030.24
Total Fundraising Expenses	\$ 48,317.59	\$ 53,367.00	\$ (5,049.41)
Total Administrative Expenses	\$ 187,920.18	\$ 199,970.00	\$ (12,049.82)
Net Income	\$ (30,412.03)	\$ 104.00	\$ 30,516.03

Dream Count

Aug-19	Aug-18	Aug-17
265	227	234