DREAM FACTORY

www.dreamfactoryinc.org
The Dream Factory's mission is to grant dreams to critically and chronically ill children ages three through eighteen.

During the 2019 year, thanks to the generosity of our volunteers and supporters, we were able to provide dreams to 265 children and their families. This is a 16.2% increase over the 2018 year! With only four paid positions in the entire organization, the key to such an increase are our hard working volunteers who are not only dedicated to the mission of the Dream Factory, but they share an unmatched passion for children and their families. Combining the passion and dedication of the volunteers with the same level of passion and dedication to the mission of the staff creates an unmatched culture of service to others.

A second, vitally important measure of our success is the expenditure of funds for dream fulfillment. We are extremely proud to share that the percentage of funds utilized for program services rose from 91.60% in 2018 to 96.1% in 2019. In addition we experienced unprecedented growth in number of chapters, adding five chapters in a number of different states.

Looking back at 2019, we are proud of the high quality of service delivered to our children and their families. The unyielding passion for our mission combined with the high level of passion and dedication will serve as a strong foundation as we move into 2020!

As this Annual Report is being written and developed, like everyone else we find ourselves in the midst of the Coronavirus challenge. While the impact of this challenge is unknown please know that we are taking the necessary steps to provide dreams to children for the next 40 years. Thanks to the support from communities across the country as well as the commitment of our volunteers, a strong framework has been developed for the Dream Factory.
Mason is 6 years old and lives with Eosinophilic Esophagitis (EOE) and Dystonia. EOE causes him to have chest and abdominal pain, reflux symptoms, vomiting, trouble swallowing and food impaction. Dystonia is a movement disorder that causes muscle control problems. Beginning in the brain, abnormal signals are send to muscles in the body. Mason wears a leg brace at night and sees a physical therapist weekly for his Dystonia in addition to taking daily medication for EOE.

Mason's dream was to go to Disney World and swim with dolphins. The Dream Factory of Nebraska sent Mason, his parents, his twin and younger brother to Discovery Cove and Lego Land to make his dreams come true!
Your Impact

96.1% of each dollar raised goes directly towards granting dreams.

3.9% of each dollar raised goes towards administration and operations.

265 Dreams Granted in 2019

37 Active Chapters Across the Country

168 Conditions Represented

193 Travel Dreams Completed
Where did your dollars go?

Ally and Neria went to Disney World!

Abram went to the beach!

Lily saw The Lion King on Broadway!

Sasha had a home makeover!
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.

After the new President of the Portland, Maine chapter resigned, Chris Chapin volunteered to return to her former role despite a busy job full of travel. For many years, Chris has been the cornerstone of the Portland, Maine chapter as President, a dedicated fundraiser and committed dream director. No matter what was happening in her life, Chris would step in to help out in any capacity needed. Last year she passed the torch but due to several life changing events, the new President stepped down. It was no surprise when Chris stepped in to take over the chapter once again. Chris would move mountains to continue to grant dreams across fifteen counties in Maine and we are thrilled to recognize her hard work, achievements and devotion to the Dream Factory.
Get to know Chris!

First Car: It was a Mazda Z something or another. The windshield wipers did 360’s. Once across the windshield and then it would randomly take a swipe across the hood. The floor boards had holes in the back seat so in the winter the water would freeze and I would dig out cup holders in the ice for my back seat passengers. I spent 6 months with the sun roof stuck open. Winter in Buffalo, NY was fun!

Favorite Food: Pizza and wings (from Buffalo). I also LOVE day-after cold white wedding cake.

Proudest Accomplishment: I do have two amazingly smart, successful and kind post-teens that make me feel like I did something right. I also am proud of two awards I have won. One was Director of Sales of the year for Hilton, I did get a really nice trip with my husband to Hawaii but the Volunteer of the Year award for Dream Factory may have been the award that meant the most to me.

Top of the Bucket List: More travel. Greece, Ireland and Italy with my family.

Best Dream Factory Memory: I love our summer outings the most. Seeing our dream kids grow up makes my heart full.
Who Gets a Dream?

A qualified Dream applicant must:

- be between 3 and 18 years old
- 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;
- NOT have received services from any other wish-granting organization.
History & Facts

The Dream Factory began in 1980 in Hopkinsville, KY as the dream of a young business man who wanted to change the lives of critically and chronically ill children.

- The first dream was for a 7-year-old girl fighting cancer to go to Disney World
- We operate 37 all-volunteer chapters serving over 20 states
- The Dream Factory is the largest all-volunteer driven children’s wish-granting organization that does not limit its mission to children who have life-threatening illness.
Dream Spotlights

Devin: Arizona Chapter

Devin is a ballerina who loves princesses and all things Disney. Her dream was to celebrate Christmas at Walt Disney World with her mother and sister. Devin was surprised with a full princess makeover at the Bibbidi Bobbidi Boutique! Her magical dream was topped off with “Breakfast with The Grinch,” which was the icing on the cake.

Cody: Pennsylvania Chapter

Cody’s dream was to have his very own, custom-made gaming system! Cody has Cerebral Palsy and his absolute favorite thing to do is play games. After receiving the system, Cody’s mother said he was “so excited about using his computer system. He wants to make Youtube videos to help teach other kids to play games, which he can now do.”

Zariah: Louisville Chapter

Zariah’s dream was to go on a Disney Cruise. She traveled with her mother, two siblings and her mother’s significant other in August to the Bahamas. Disney Cruise Lines provided Zariah with a special surprise; they gave her and her family Castaway Island tickets so they could enjoy additional amenities Disney’s private island offered!
Like so many other children, Larissa's dream was to go to Disney! In November, her dream was granted and she visited Disney World with her family and stayed at the magical Give Kids the World Village! She visited theme parks and got "a day to be a princess" at the happiest place on Earth!

Ray is an active little guy whose dream was to go to Disney World, meet Mickey Mouse and meet the Disney security team. He endures weekly chemo transfusions. In July he, his parents and his 2 sisters checked off every item on his list including a behind the scenes look at the park with a security officer!

Seven-year-old Annalise dreamed of meeting Winter and Hope from the Dolphin Tale movies, and that's exactly what she did! Annalise has Osteogenesis Imperficta. The highlight of her trip was her visit to the Clearwater Aquarium, where she met her two favorite dolphins and got her very own tour of the world-famous aquarium!
Each year at the Dream Factory annual national convention, the people who make our work possible are recognized through an awards program.

### Volunteer Service Awards

#### 30 Years
- Linda Johnson - Sedalia Chapter
- Dan Liston - Kansas City Chapter

#### 20 Years
- Angelo Caruso - Rochester Chapter
- Lisa Caruso - Rochester Chapter
- Rita Hook - Northwest Missouri
- Carol Olivarri - Lake of the Ozarks Chapter
- John Olivarri - Lake of the Ozarks Chapter

#### 15 Years
- Angela Uxa - Lake of the Ozarks Chapter

#### 10 Years
- Robin Biggers - Audrain County Chapter
- Suzanne Colsey - Memphis Chapter
- Paula Haythorn - Audrain County Chapter
- John Pardoe - York, Maine Chapter
- Brenda Pennington - Memphis Chapter
- Lisa Silver - Audrain County Chapter
- Aubrey Waisner - Memphis Chapter
- Sharon Waisner - Memphis Chapter

#### 5 Years
- Bobbi Jo Azdello - Audrain County Chapter
- Jerry Fisher - North Carolina Chapter
- Vicki Grannemen - Lake of the Ozarks Chapter
- Stephanie Hearn - Memphis Chapter
- Jane Lemonde - Jersey Shore Chapter
- Gene Matson - Oregon Chapter
- Cynthia Richter - Jersey Shore Chapter
- Jo Taylor - Kansas City Chapter
- Melissa Yamello - Jersey Shore Chapter
- Dianna Yanes - Kansas City Chapter
- Becca Youmell - Rochester Chapter
Outstanding Fundraising Event Under $10,000

We are all familiar with traditional golf scramble fundraisers, but with innovative thinking an idea was hatched to make that tournament a little more mini. By selling hole sponsor signs and generating the support of their community, the JERSEY SHORE chapter was able to raise nearly $2,000 in their first ever Mini-Golf Tournament hosted by Jenkinson’s Boardwalk!

Outstanding Fundraising Event Over $10,000

On March 9, 2019, a little bit of Las Vegas was relocated to a slightly colder location. The ROCHESTER chapter was even kind enough to provide a recipe in their submission that includes a good amount of volunteers, $20,000 in play money and a variety of casino tables with professional dealers. Thanks to some meticulous planning and some very generous people, this casino night ended up raising $14,000!

Most Unusual Dream

Some forms of illness take time to develop and this was the case with Kylie. Though Kylie’s body was changing, her love of dancing with her favorite partner, her Grandpa was still going strong. Kylie’s dream was to dance and dance she did, with her Grandpa in front of the stage at the Disney Junior Dance Party Live event in her area compliments of our LAKE OF THE OZARKS chapter!

Best In-Kind Dream

For Julio, the community in KANSAS CITY came out in full force. His dream was for his own set of auto mechanic tools. A local news station features a weekly Dream Factory story and this particular week, a Hy-Vee grocery employee was watching and convinced the store to donate the proceeds of an upcoming car show to his dream. A group of “retired car buffs” helped by visiting all the local auto parts stores collecting donated tools and to top it off, the Manager of a Napa Auto Parts store offered a discount on the remaining tools on Julio’s wish list. The dream ended up being completely free as a result!
Thanks to the NEBRASKA chapter’s work in cultivating local partnerships, they had the opportunity to be charity of the month in June 2019 for a bike ride. The all ages event featured craft beer for those 21 and older, community awareness and prizes along the course. Riders were given Dream Factory stickers for their helmets and Dream Child Hunter and his family shared their story. The Tour de Brew raised over $2,000 to help fund Hunter’s Dream!

Tammy Keel Dream Award

This award is named after the first ever Dream Factory child. Tammy was a young lady from Hopkinsville, KY who went to Disney World and passed away shortly after returning home. This award is given to the chapter that shows the greatest increase in dreams granted from the last year. This year’s Tammy Keel Dream Award winner is our LAKE OF THE OZARKS Chapter for a 120% increase in dreams granted from last year!

President’s Award

The Dream Factory President’s Award is given to a volunteer who has had a significant impact on our National Organization or on an individual chapter. After the loss of our President, Daniel Forrest on January 31st, a decision was made, in March 2019, to rename this award The Daniel Forrest Memorial Presidential Award. Rick Wallenhorst, President and CEO of a general contracting firm and a custom cabinetry manufacturing company in Rochester, NY, began playing in The Dream Factory of Rochester’s annual golf tournament in 2009. By 2011, his advice, suggestions, guidance, support and local connections became an integral part of the chapter’s activities and direction. Since Rick’s involvement with The Dream Factory chapter began, the number of dreams completed has steadily increased which has led to increased awareness of our organization in the local community. There is a true domino effect of Rick’s help with The Dream Factory of Rochester that resonates up to the National organization with every successful fundraiser, every bit of publicity, and every dream fulfilled. For this and so much more, Rick Wallenhorst was selected to receive the Daniel Forrest Memorial Presidential Award in 2019.
Board of Directors & Staff

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.

Executive Committee Officers
Virginia Avery - President
Tim Bach - Vice President
William O'Bryan - Treasurer
Laura Walitsky - Secretary

Executive Committee Members
Vicki Damron
Jerry Fisher
Tara Hodgens
Cheryl Jackson
Gayla Lane
Carole Olivarri

National HQ Staff
Mike McKenzie
National Director/CEO
Ellen Wilson
Director of Administrative Services
Tommie Kendall
Director of Program Services
Rennay Marshall
Director of Marketing & Development

Cindy Klinge, Arizona
Helen Golden, Audrain County
Staci Talley, Bowling Green
Brett Jackson, Brooklyn
Chuck Jackson, Central Illinois
Shannon Silvey, Central Missouri
Mary Kay LaLonde, Central NY
Jereme Miner, Clarksville
Jo Beth Cook, Dyersburg
Michele Bezjak, Florida
Natasha Murdock, Iowa
Luanne Wood, Jersey Shore
Lisa McIntire, Kansas City
Angela Uxa, Lake of the Ozarks
Vince Lemieux, Lexington
Stacie Brown, Louisville
Chris Chapin, Portland, ME
Brian Juengling, Memphis
Lyndsie Mullin, Nebraska
Allison Fisher, North Carolina
Rita Hook, Northwest MO
Deanne Mitchell, NY Southern Tier
Kasi Grzebielski, Oregon
Rick Genoni, Pennsylvania
Amy Dekruif, Phoenix
Joey Danzig, Rochester
Melanie Vale, San Antonio
Jim Aubrey, Sedalia
Toni Harmdierks, South Dakota
Laura Glueck, Southeast MO
Shelly Horch, Southeast Ohio
Alyssa Ingle, Southwest MO
Mike Guterman, St. Louis
Chris Karp, Texas
Kelly Ledward, Utah
Melanie Aitken, Western Illinois
Tracy Avery Pardoe, York, ME
Major Donors & Contributors

$100,000+
- Give Kids the World

$50,000-$99,999
- Something mAAgic Foundation

$10,000-$49,999
- Remaxx Lake of the Ozarks Charitable Foundation
- Jamaganza
- SM Wilson & Co. Golf Tournament
- Red Polston Memorial Golf Tournament
- The Kansas City Pinstripers
- June Beaver
- Rice Family Fund
- Brian Anselmo Memorial Foundation
- United Way of West Tennessee
- Glenn's Commercial Service LLC
- Terry & Diane Carter
- Primalyn Enterprises
- Patricia Stagen Trust Fund
- John A. Robinson

$5,000-$9,999
- TRK Enterprises
- Bob Hook Chevrolet
- The Cralle Foundation
- Kent Ford
- Waddell & Reed Companies
- FOP Golf Tournament
- Baron BMW
- Eagles Ladies Auxiliary
- Michelle Hubbard
- Sam Swope Family Foundation
- Tyler Technologies
Major Donors & Contributors

Houchens Food Group
Jared Coones Pumpkin Run
GEHA, Inc.
Hart Associates Inc.
ReeceNichols Real Estate
Midland Marble and Granite LLC
Collierville Ski Club, Inc.
Crews Family
Legg Mason
Lightspec, LLC
Samantha Otte Grant

Under $5,000
Tad Layton
KECO Coatings
Belefonte Ice Cream Company
Sign of the Arrow
Blue Cross Blue Shield of Kansas City
John A. Marshall Co.
Clinical Research Consultants
Baron BMW
Marks Nelson LLC
Fazoli's

Marathon Financial, LLC
Italian American Association of Louisville
Monohan Family Fund
Walmart Foundation
Chiefs Ambassadors
Charitable Foundation
Noelle Slayden
Ski Freeze
City of Dyersburg
Williams Sonoma
Sheels
Thank you to all supporters of The Dream Factory! Your contributions of any amount of time or money are vital to our success. We could not continue to grant dreams without each and every one of you!

Tucson Cabinets & Stoneworks
Hilary and Jay - Long Realty
John Borsa
Collective Journeys
VIP Mortgage Inc.: The MVP Team
Thermech Engineering Corp
Citizen Bank & Trust
Rosenthal Foundation
Raymond G. Smith
JE Dunn Construction Co
Phil Ratterman
Financial Statement of Activities

The Dream Factory fiscal year runs from September 1st to August 31st.

### Assets

- **Beginning:** $4,499,013
- **End:** $4,201,062
- **Change:** $(297,951)

### Support & Revenue

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<th>FY 2018-2019</th>
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<tr>
<td><strong>Support</strong></td>
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<tr>
<td>Contributions</td>
<td>$658,147</td>
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<td>Special Events</td>
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<td>Donations In-Kind</td>
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<td><strong>Total Support</strong></td>
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<td><strong>Other Revenue</strong></td>
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<tr>
<td>Investment Income</td>
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<tr>
<td>Gain (loss) on Investments</td>
<td>$(14,757)</td>
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<tr>
<td>Other Income</td>
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<td>$32,969</td>
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<td><strong>Total Support &amp; Revenue</strong></td>
<td>$3,413,205</td>
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### Expenses

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<th>FY 2017-2018</th>
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<td><strong>Program Services</strong></td>
<td>$2,822,786</td>
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<td><strong>Supporting Services</strong></td>
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<td>Fundraising</td>
<td>$90,337</td>
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<td>General &amp; Administration</td>
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<td>$125,011</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$3,711,156</td>
<td>$2,432,672</td>
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Figures above are taken from consolidated financial statements. The full audit is available on our website [www.dreamfactoryinc.org](http://www.dreamfactoryinc.org).
The Dream Factory chapters are run by volunteers and therefore can only grant dreams in areas where chapters are located.

**Arizona**
The Dream Factory of Arizona
Tucson, AZ
The Dream Factory of Phoenix
Phoenix, AZ

**Florida**
The Dream Factory of Florida
Boca Raton, FL

**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 Maine
Portland, ME
The Dream Factory of York, ME
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 of 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
Cape Girardeau, MO
The Dream Factory of Southwest Missouri
Springfield, 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
The Dream Factory of NY Southern Tier
Canisteo, NY

**North Carolina**
The Dream Factory of North Carolina
Greenville, NC

**Ohio**
The Dream Factory of Southeast Ohio
Chillicothe, OH

**Oregon**
The Dream Factory of Oregon
Portland, OR

**Pennsylvania**
The Dream Factory of Pennsylvania
Wayne, PA

**South Dakota**
The Dream Factory of South Dakota
Madison, SD

**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
Frisco, TX

**Utah**
The Dream Factory of Utah
Salt Lake City, UT