

What We're Working on @ HQ

February, 2020

Since the mid-year meeting was held the last weekend of February this year, we decided to wait until after the mid-year meeting to send out the February newsletter. This will allow us to share highlights with everyone.

Dream Count-WOW!! Thanks to the efforts of everyone, 95 dreams have been completed this year. That is 5 more than last year, 16 more than 2017 and 27 more than 2016, at the same time period. **You all are rockin it!!!!**

Mid-Year meeting-A huge thanks to everyone who came and actively participated in the meeting. There were lots of great discussions and sharing stories of success among the chapters. There was a hands on activity introducing everyone to the new website. This included people using the press release template and writing their own press release to use with their own chapter. Marketing and 40th anniversary materials were shared and discussed, again using the new website as the platform for the discussion. And we heard first hand from Patricia Hennessy, parent of a past Dream child as well as a DF Iowa volunteer, share her dream experience and the impact on the family. In her words, when describing GKTW, she shared it was "like living in Candyland". In addition, information concerning the Real Id act and the impact was shared with everyone.

Chapter/Volunteer Shout outs-Congrats to everyone in the Southeast Ohio chapter. They have already completed 4 dreams this year which is more than their total for the last 3 years. Shelly and the team are doing some exciting things in Chillicothe. Congrats to Brian and the Memphis team on their very successful Ski Freeze fundraiser!

Convention 2020 -We are excited to announce that we will be in Louisville, Kentucky for Convention 2020. **The dates are September 18-19, 2020.** In recognition of our 40th anniversary, there will be a black tie optional gala on Friday, September 18. The hotel for the convention is the Galt House, which is right on the river. A flyer describing the Galt House is attached to this email. Room costs are \$169 per night and the gala is \$100 for DF board members and volunteers. For all others it is \$125. Meal is included. As additional plans and details are developed, we will share with everyone.

Grant Info-Several folks have asked for grant info, including grant writing information. Rennyay has developed a grant readiness checklist that has been added to the volunteer login section of the website in the mid-year meeting folder. This document will help you get some of the basic information together that almost all funders will ask for in nearly every grant.



GoFundMe-Rennay recently attended a Fundraising for Small Nonprofits class through the Lilly School of Philanthropy with IUPUI. She is in the process of compiling information into documents chapters can refer to. One key takeaway is that they strongly discourage the use of GoFundMe for fundraising. GoFundMe is typically used by individuals for emergency situations and can appear unprofessional for nonprofit use. Most donors will want to vet organizations through their websites to ensure proper 990s and IRS determinations are used before giving. GoFundMe has very recently launched a new nonprofit platform but we still discourage use at this time. This is the third time GoFundMe has launched a nonprofit specific site so we recommend giving it time to succeed before looking into further.

Real ID Act: The Real ID Act establishes minimum security standards for driver's licenses. Starting on Oct. 1, 2020, every air traveler will need a Real ID-compliant license, or another acceptable form of identification for flights within the United States. Real ID-compliant cards are marked with a star at the top of the card. If you are working with a dream family who will travel by air on a dream trip any time after October of this year, you have to make certain they either have (1) a Real-ID-compliant license or (2) another form of identification. The problem is a normal driver license is still good for ground travel until they expire so families might not be aware this is needed for flights. These conversation need to happen at the front end of dream planning. Also, this only applies to travelers 18 and older.

GKTW-Starting Sept. 1, 2020, the GKTW fee increases from \$875 to \$1,000. This is still a great deal as this includes six nights at the GKTW village, all food/meals for free while at the village, and the theme park tickets while in Orlando. Make sure to budget for an additional \$125 for GKTW dreams.

Corona Virus-We have begun planning/discussions regarding various potential scenarios that might arise as a result of the response to the Coronavirus. While we certainly do not want to overreact, we do want to be as best prepared as possible. We have 2 immediate suggestions. Each (1) dream application should have at least the first dream or the back-up dream be non-travel related and (2) highly recommended to purchase travel insurance for each dream. We will be reaching out to GKTW to gather input and information on their plans. We will share additional updates with everyone as they are developed.

Financial Overview thru January 31, 2020

	Sep-19 - Jan-20	YTD Budget	\$ Over (Under) Budget
Total Income	\$ 135,081.37	\$ 120,535.64	\$ 14,545.73
Total Program Services Expenses	\$ 28,852.65	\$ 29,409.56	\$ (556.91)
Total Fundraising Expenses	\$ 21,307.32	\$ 23,158.38	\$ (1,851.06)
Total Administrative Expenses	\$ 86,344.79	\$ 89,170.74	\$ (2,825.95)
Net Income	\$ (1,423.39)	\$ (21,203.04)	\$ 19,779.65

Dream Count

Dec-19	Dec-18	Dec-17
95	90	79