TENNESSEE CHAPTER FORM 990 TAX YEAR 2011

Form 990

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service

► The organization may have to use a copy of this return to satisfy state reporting requirements.

Open to Public

A F	or th	e 201	1 calendar year, or tax year beginning , 2011,	, and endin	g	, 20					
B c	heck if a	pplicable:	C Name of organization TENNESSEE CHAPTER		D Employer identi						
	Addr chan	ess ge	Doing Business As MARCH OF DIMES FOUNDATION	***************************************							
	Name	t change	Number and street (or P.O. box if mail is not delivered to street address)	Room/suite	E Telephone numi	per					
	Initia	i return	1101 KERMIT DRIVE	201	(615) 399-	-3200					
	Term	inated	City or town, state or country, and ZIP + 4								
	Ame		NASHVILLE, TN 37217		G Gross receipts	3 ,598,409.					
	Appli pend	cation ing	F Name and address of principal officer: DR JENNIFER HOWSE		H(a) is this a group re affiliates?	eturn for X Yes No					
		-	1275 MAMARONECK AVENUE WHITE PLAINS, NY 10	605	H(b) Are all affiliates	included? X Yes No					
ı	Tax-ex	empt st	atus: X 501(c)(3) 501(c)() ◀ (insert no.) 4947(a)(1) c	or 527	7 If "No," attach a	list. (see instructions)					
J_	Webs	ite: 🕨	WWW.MARCHOFDIMES.COM		H(c) Group exemption	n number ▶ 9319					
ĸ	Form	of organ	nization: X Corporation Trust Association Other	L Year of	formation: 1938 M Sta						
Pa	rt I	Sur	mmary								
	1	Briefly	y describe the organization's mission or most significant activities:								
m		-	MISSION OF THE MARCH OF DIMES IS TO IMPROVE	THE HEA	ALTH OF BABIES	·					
ů		BY I	PREVENTING BIRTH DEFECTS, PREMATURE BIRTH, &	INFANT	MORTALITY.	• • • • • • • • • • • • • • • • • • • •					
Ē						·					
Governance	2	Check	this box if the organization discontinued its operations or dispose	d of more tha	n 25% of its net assets						
ტ ა ნ	3		er of voting members of the governing body (Part VI, line 1a)		_						
	4	Numb	er of independent voting members of the governing body (Part VI, line 1b)		4	·					
<u>X</u>	5		number of individuals employed in calendar year 2011 (Part V, line 2a)								
Activities	6		number of volunteers (estimate if necessary)								
•	72	Total	unrelated business revenue from Part VIII, column (C), line 12	• • • • • •	72						
			nrelated business taxable income from Form 990-T, line 34								
		IVEL UI	nelated business (axable income from Form 990-1, line 54	· · · · · · · ·	Prior Year	Current Year					
	8	Contri	hutions and grants (Part VIII line 1h)	ŀ	3,566,307						
μe	9	Drage	butions and grants (Part VIII, line 1h)		10,970						
Revenue		Invent	am service revenue (Part VIII, line 2g)	• • • • •	99,263						
æ	10	Other	ment income (Part VIII, column (A), lines 3, 4, and 7d)	• • • • • •	32,878						
	11		revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		3,709,418						
	12		revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12).								
	13		s and similar amounts paid (Part IX, column (A), lines 1-3)		122,338	135,038.					
	14		its paid to or for members (Part IX, column (A), line 4)								
Expenses	15		es, other compensation, employee benefits (Part IX, column (A), lines 5-10).		1,571,248						
Den	16a	Protes	ssional fundraising fees (Part IX, column (A), line 11e) fundraising expenses (Part IX, column (D), line 25) 272, 193	; • • • • •	1,199	7,811.					
Ä	D	lotait	rundraising expenses (Part IX, column (D), line 25)	? <u>-</u>	1 707 675	1 716 054					
	'''	Other	expenses (Fart IX, Column (A), lines 11a-11d, 111-24e)	<i>.</i>	1,727,675						
	•		expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)		3,429,060.						
- S	19	Reven	ue less expenses. Subtract line 18 from line 12		280,358						
50.0				1	Beginning of Current Year						
ot Assets nd Balanc	20		assets (Part X, line 16)		1,540,003						
at A	21		iabilities (Part X, line 26)		-38,329.						
	22		sets or fund balances. Subtract line 21 from line 20		1,578,332.	1,887,228.					
	rt II		gnature Block								
COL	merper rect, a	naites of not comp	f parjury, I declare that I have examined this return, including accompanying schedules a plete. Declaration of preparer (other than officer) is based on all information of which pre	and statements sparer has any	, and to the best of my know knowledge	ledge and belief, it is true,					
				<u></u>	17	14/13					
Sig	n		Signature of officer TNOT FOR TRS	REPOR	TING 2	14/7					
Hei				*	· ~	•					
			DAVID HORNE - SENIOR VICE PRESIDENT & CHIE	LF FINAN	CIAL OFFICER						
		<u> </u>	Type or print name and title	Ta .							
aid		Frint	Type preparer's name Preparer's signature	Date	Check if	PTIN					
	arer				self-employed						
	Only	Firm's	name		Firm's EIN ▶						
	·		address >		Phone no.						
vlay	the II	≺S disc	cuss this return with the preparer shown above? (see instructions)	<u> </u>	<u></u>	. Yes No					
	Ph										

			1
 Briefly descr 	ibe the organization's missio	n:	
<u> </u>			
2 Did the orga	nization undertake any sign	ificant program services during the ye	ear which were not listed on the
prior Form 9	90 or 990-EZ?		Yes X
If "Yes," desc	ribe these new services on S	Schedule O. g, or make significant changes in	
If "Yes," desc	ribe these changes on Sche	dule O.	
expenses. S	ection 501(c)(3) and 501(c	ervice accomplishments for each of c)(4) organizations and section 4947 expenses, and revenue, if any, for eac	its three largest program services, as measure (a)(1) trusts are required to report the amough program service reported.
4a (Code:) (Expenses \$2,	855, 516. including grants of \$	135,038.) (Revenue \$)
<u> </u>			
b (Code:) (Expenses \$	including grants of \$)(Revenue\$
	/ ()		γ(ποτοιιασ ψ)
c (Code:) (Expenses \$	including grants of \$) (Revenue \$)
and the state of t			
	7		

d Other program	n services (Describe in Sche	dule O)	
	including gra	ants of \$) (Revenue	\$)
(Expenses \$			· · · · · · · · · · · · · · · · · · ·
(Expenses \$ e Total program	n service expenses >	2,855,516.	Form 990 (2)

Par	t IV Checklist of Required Schedules			
			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes,"			
	complete Schedule A	1	X	
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to			
	candidates for public office? If "Yes," complete Schedule C, Part I	3		X
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h)			
	election in effect during the tax year? If "Yes," complete Schedule C, Part II	4	X	
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues,			
	assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C,			
	Part III	5		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors			
	have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If			
	"Yes," complete Schedule D, Part I	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space,			
	the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes,"			
	complete Schedule D, Part III	8		X
9	Did the organization report an amount in Part X, line 21; serve as a custodian for amounts not listed in Part			
	X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes,"			
	complete Schedule D, Part N	9		X
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted			
	endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI,			STORY SZÁRATIA
	VII, VIII, IX, or X as applicable.	163		ALT P
а	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete		v	
h	Schedule D, Part VI	11a	X	
U	of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b		Х
c	Did the organization report an amount for investments-program related in Part X, line 13 that is 5% or more	110		
·	of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c]	Х
đ	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets			
	reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d	-	X
е	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	Х	
	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses			
	the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X	11f		X
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes,"			
	complete Schedule D, Parts XI, XII, and XIII	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if		-	
	the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional	12b	X	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		X
	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
D	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking,			
	fundraising, business, investment, and program service activities outside the United States, or aggregate	4 41		v
15	foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any	14b		<u>X</u>
13	organization or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV	15		Х
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance	13		
	to individuals located outside the United States? If "Yes," complete Schedule F, Parts III and IV	16		Х
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services			
	on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17		Χ
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on			
	Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18		X
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a?			
	If "Yes," complete Schedule G, Part III	19		X
	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		X
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		

Part IV Checklist of Required Schedules (continued) Yes No 21 Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II............ X 21 22 Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States Χ 22 23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated Х 23 Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b Χ 24a **b** Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? 24b Did the organization maintain an escrow account other than a refunding escrow at any time during the year 24c d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?..... 24d 25 a Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction Χ 25a b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? Х 25b 26 Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or Χ disqualified person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L. Part II. 26 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, 27 substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled X 27 28 Was the organization a party to a business transaction with one of the following parties (see Schedule L. Part IV instructions for applicable filing thresholds, conditions, and exceptions): X A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV 28a b A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete X 28b c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) Χ was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV 28c Χ 29 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M 29 30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified X 30 Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, 31 X 31 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," 32 X 32 33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations Χ 33 34 Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R. Parts II. III. Χ 34 X 35a Did the organization receive any payment from or engage in any transaction with a controlled entity within the Χ 35b 36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable Χ 36 Did the organization conduct more than 5% of its activities through an entity that is not a related organization 37 and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R Χ 37 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and Х 38

Page 5

	Check if Schedule O contains a response to any question in this Part V	• • •	Yes	
1 a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	0	Tes	N
b		ō		
	Did the organization comply with backup withholding rules for reportable payments to vendors and			
	reportable gaming (gambling) winnings to prize winners?	1c		
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax		A I	
	, and the just to)		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		
	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)			
3 a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a		X
. b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O	3b		
4 a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority			
	over, a financial account in a foreign country (such as a bank account, securities account, or other financial			
L	account)?	4a		X
D	If "Yes," enter the name of the foreign country: ►		18	
E ~	See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.			**
Ja h	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X
	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? If "Yes" to line 5a or 5b, did the organization file Form 8886 T2	5 b		X
ia	If "Yes" to line 5a or 5b, did the organization file Form 8886-T? Does the organization have annual gross receipts that are normally greater than \$100,000, and did the	5c		
Ju	organization solicit any contributions that were not tax deductible?	_		Х
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or	6a		
	gifts were not tax deductible?	6 b		
7	Organizations that may receive deductible contributions under section 170(c).			
	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods			
	and services provided to the payor?	7a		Х
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7 b		
C	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was			
	required to file Form 8282?	7 c		X
d	If "Yes," indicate the number of Forms 8282 filed during the year			**************
е	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7 e		X
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		X
	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7 g		Х
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7 h		X
	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting			
	organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring			501)
	organization, have excess business holdings at any time during the year?	8		X
	Sponsoring organizations maintaining donor advised funds.			
a h	Did the organization make any taxable distributions under section 4966?	9a		
	Did the organization make a distribution to a donor, donor advisor, or related person?	9 b		
	Initiation fees and capital contributions included on Part VIII, line 12			
	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b	120		
	Section 501(c)(12) organizations. Enter:	311		
	Gross income from members or shareholders			
	Gross income from other sources (Do not net amounts due or paid to other sources			
	against amounts due or received from them.)			
а	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year			~.
	Section 501(c)(29) qualified nonprofit health insurance issuers.			
a		13a		
- 1	Note. See the instructions for additional information the organization must report on Schedule O.			
b l	Enter the amount of reserves the organization is required to maintain by the states in which			
1	the organization is licensed to issue qualified health plans	50	198	
c l	Enter the amount of reserves on hand			TE I
a i		14a		X
L '	Lites. Has II IIIEO 3 FORM 7 ZU TO report these navments? It "No " provide an explanation in Cahadula O	14b	1	
b 1		Form 9		

"No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule See instructions. X Section A. Governing Body and Management No 1a Enter the number of voting members of the governing body at the end of the tax year. If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O. Enter the number of voting members included in line 1a, above, who are independent 2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with Χ 2 Did the organization delegate control over management duties customarily performed by or under the direct Χ supervision of officers, directors, or trustees, or key employees to a management company or other person? . . . Х 4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? Χ 5 Did the organization become aware during the year of a significant diversion of the organization's assets?.... X 6 Did the organization have members, stockholders, or other persons who had the power to elect or appoint Х 7 a b Are any governance decisions of the organization reserved to (or subject to approval by) members, Χ 7 b Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: Х 8a X 8b Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O Х Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.) No X 10a b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, Χ 10b affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Х 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? . . 11a b Describe in Schedule O the process, if any, used by the organization to review this Form 990. 12a b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give Χ 12b Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," Х 12c Х 13 13 Χ 14 14 Did the organization have a written document retention and destruction policy?........... Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? 15a Х 15b If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions.) 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement 16a b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? Section C. Disclosure 17 List the states with which a copy of this Form 990 is required to be filed ▶_______ Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) 18 available for public inspection. Indicate how you made these available. Check all that apply. Own website Another's website Upon request Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, 19 and financial statements available to the public during the tax year. 20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization: ▶ DAVID HORNE - CFO 1275 MAMARONECK AVENUE WHITE PLAINS, NY 10605 Form 990 (2011)

Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's current key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

X Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

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anization d related anizations

Part VII Section A. Officers, Directors, Tr	T .	- <u>, </u>			C)	au l	9			
(A) Name and title	(B) Average hours per week (describe hours for related	verage ours per (do not ch week box, unless lescribe officer and				is both or/trus	an	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation fron related organizations (W-2/1099-MISC)	other compensation from the organization
	organizations in Schedule O)	Individual trustee or director	ional trustee	And the state of t	employee	Highest compensated employee				and related organizations
						·				
1b Sub-total								0	()
c Total from continuation sheets to Part VII, Sod Total (add lines 1b and 1c)	ection A .						>	0	(
2 Total number of individuals (including but not l reportable compensation from the organization		hose I		d at	ove) who	re	ceived more than S	\$100,000 of	
3 Did the organization list any former office employee on line 1a? If "Yes," complete Schedu	er, directo	r, or	tru	stee	e, k	ey e	mpl	loyee, or highest	compensated	Yes No
For any individual listed on line 1a, is the sorganization and related organizations greindividual	sum of rep ater than	ortab \$15	le c 0,00	omi 00?	oens	sation "Yes,	an " c	nd other compens	ation from the	3 X
5 Did any person listed on line 1a receive or for services rendered to the organization? If "Ye	accrue cor	npens	satio	n f	rom	any	unr	elated organizatio	n or individual	5 X
Section B. Independent Contractors	<u> </u>					540.7			<u> </u>	
1 Complete this table for your five highest components of compensation from the organization. Report of year.	pensated in ompensation	ndepe on for	nde the	nt c	onti enda	ractor ar yea	s th	nat received more nding with or with	than \$100,000 o	of on's tax
(A) Name and business addr	ess							(B) Description of ser	vices ((C) Compensation
								_ 00 3/1p. 001 001		
2 Total number of independent contractors (in	cluding bu	t not	lim	ited	to	those	e lis	sted above) who	received	

more than \$100,000 in compensation from the organization

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Form	990 ((2011)	TENNESSEE	CHAPTER			13-184	6366 Page \$
Pa	rt VI	Statement of Revenue	nue					
					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from ta under sections 512, 513, or 514
ants	1a	Federated campaigns	1a	3,592,179.				
Srai	b		1					
Contributions, Gifts, Grants and Other Similar Amounts	С	Fundraising events	1c					
	d	Related organizations	<u>1d</u>					
	е	Government grants (contribu	utions) 1e					
	f	All other contributions, gifts, gran	nts,					
		and similar amounts not include	d above . 1f					
	g	Noncash contributions included				/		
	h	Total. Add lines 1a-1f			3,592,179.			
ň				Business Code				
ě	2 a							
9	b							
Ž	С							
Ϋ́	d							
ıraı	е				C 160	- 1-0	1	
Program Service Revenue	f	All other program service rev		I I	6,160.	6,160.		
	9	Total. Add lines 2a-2f			6,160.			
	3	Investment income (including	•		-41,000/	}		-41,000
		other similar amounts)			41,0007			-41,000
	5	Income from investment of the Royalties	•	·	0			
	3	Royaldes	(i) Real	(ii) Personal				
	6a	Gross rents						
	b	Less: rental expenses						
	C	Rental income or (loss)						
	d	Net rental income or (loss).			0			
	7.0		(i) Securities	(ii) Other				
	7 a	Gross amount from sales of assets other than inventory						
	b	Less: cost or other basis						
		and sales expenses						
	С	Gain or (loss)			i iz yenin			
	d	Net gain or (loss)		>	0			
ne	8a	Gross income from fundra	ising					
ē		events (not including \$						
è		of contributions reported on						P. Land
7		See Part IV, line 18		100			NI TO STATE OF THE	
Other Revenue	b	Less: direct expenses		1				
0	C	Net income or (loss) from fur	-		0			
	9a	Gross income from gaming a See Part IV, line 19						
	ь	Less: direct expenses						
	c	Net income or (loss) from ga		t e	0		Proceedings of the Section of the Se	
	10a	Gross sales of inventor						
		returns and allowances						
	b	Less: cost of goods sold						
		Net income or (loss) from sal			o			
		Miscellaneous Reven		Business Code				
	11a	TRANSFER FROM NATIONAL			41,070.	41,070.	/	
	b							
	С							
	d	All other revenue						
	e	Total. Add lines 11a-11d · ·		F	41,070.			
	12	Total revenue. See instruction	<u>ns</u>	<u> </u>	3,598,409.	47,230.		-41,000.

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Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

	Check if Schedule O contains a responsion of include amounts reported on lines 6b,	(A) Total expenses	(B) Program service	(C) Management and	(D) Fundraising
7b	, 8b, 9b, and 10b of Part VIII.	, our expenses	expenses	general expenses	expenses
1	Grants and other assistance to governments and organizations in the United States. See Part IV, line 21.	135,038.	135,038.		
2	Grants and other assistance to individuals in the United States. See Part IV, line 22	0			
3	Grants and other assistance to governments,				
	organizations, and individuals outside the				
	United States. See Part IV, lines 15 and 16,	0			
4	Benefits paid to or for members	0			
5	Compensation of current officers, directors, trustees, and key employees	o			
6	Compensation not included above, to disqualified				
	persons (as defined under section 4958(f)(1)) and				
	persons described in section 4958(c)(3)(B)	0			
7	Other salaries and wages	1,084,108.	876,459.	90,191.	117,458
8	Pension plan accruals and contributions (include section				
	401(k) and 403(b) employer contributions)	0			
9	Other employee benefits	262,767.	212,001.	22,050.	28,716
10	Payroll taxes	82,935.	67,049.	6,900.	8,986
11	Fees for services (non-employees):				
а	Management	0			
b	Legal	0			
С	Accounting	0			
d	Lobbying	0			
е	Professional fundraising services. See Part IV, line 17	7,811.			7,811
f	Investment management fees	0			
g	Other	0			
12	Advertising and promotion	0			
13	Office expenses	0			
14	Information technology	0			
15	Royalties	0			
16	Occupancy	171,739.	137,734.	14,770.	19,235
17	Travel	122,975.	98,957	10,432.	13,586
18	Payments of travel or entertainment expenses				
	for any federal, state, or local public officials	0			
19	Conferences, conventions, and meetings	24,934.	20,979	1,718.	2,237
20	Interest	0			
21	Payments to affiliates	1,141,980.	1,141,980.		
22	Depreciation, depletion, and amortization	4,022.	3,225.	346.	451
23	Insurance	0			
24	Other expenses. Itemize expenses not covered				
	above (List miscellaneous expenses in line 24e. If				
	line 24e amount exceeds 10% of line 25, column				
	(A) amount, list line 24e expenses on Schedule O.)	12.075	20 550	2 517	
_	PROFESSIONAL FEES	43,075. 18,087.	39,558.	3,517.	2 527
_	POSTAGE		14,103.	1,447.	2,537
_	TELEPHONE	33,997, 27,369.	27,265.	2,924.	3,808
	EQUIPMENT		21,950.	2,354.	3,065
	All other expenses	128,676. 3,289,513.	59,218. 2,855,516.	5,155. 161,804.	64,303 272,193
	Total functional expenses. Add lines 1 through 24e Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ if	3,209,313.	2,833,316.	161,804.	272,193
JSA	following SOP 98-2 (ASC 958-720)	0			Form 990 (2011)

JSA 1E1052 1.000

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Part 2	Balance Sheet		
		(A) Beginning of year	(B) End of year
1	• • • • • • • • • • • • • • • • • • •	74,391. 1	83,029.
2	Savings and temporary cash investments	0 2	0
3	Pledges and grants receivable, net	0 3	0
4		1,428,278. 4	1,693,460.
	employees, and highest compensated employees. Complete Part II of		
	4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions)	C 5	0
ie t	Notes and loans receivable, net	0 7	0
Assets		0 8	0
` 9		25,222. 9	26,449.
10	a Land, buildings, and equipment: cost or		
	other basis. Complete Part VI of Schedule D 10a 81,322.		
	b Less: accumulated depreciation	12,112.10c	4,864
11	Investments - publicly traded securities	0 11	0
12	Investments - other securities. See Part IV, line 11	0 12	0
13	Investments - program-related. See Part IV, line 11	0 13	0
14	• • • • • • • • • • • • • • • • • • •	0 14	0
15		0 15	0
16		1,540,003.16	1,807,802.
17	Accounts payable and accrued expenses	78 , 514. 17	54,461.
18	Grants payable	0 18	0 -
19	Deferred revenue	27 , 579 . 19	35,200
20		0 20	0
စ္ထ 21		Q 21	0
Liabilities 22	Payables to current and former officers, directors, trustees, key		
ap	employees, highest compensated employees, and disqualified persons.		
7	Complete Part II of Schedule L	0 22	0
23		0 23	0
24	Unsecured notes and loans payable to unrelated third parties	0 24	0
25	Other liabilities (including federal income tax, payables to related third		
	parties, and other liabilities not included on lines 17-24). Complete Part X		
	of Schedule D	-144,422.25	-169,087
26	Total liabilities. Add lines 17 through 25	-38,329. 26	-79,426.
es	Organizations that follow SFAS 117, check here \blacktriangleright X and complete lines 27 through 29, and lines 33 and 34.		
Fund Balances	Unrestricted net assets	1,443,038. 27	1,743,260.
g 28		135,294. 28	143,968,
교 29		0 29	0
or Fu	Organizations that do not follow SFAS 117, check here ▶ and complete lines 30 through 34.		
	Capital stock or trust principal, or current funds	30	
Assets 31		31	
		32	
33		1,578,332.33	1,887,228.
34		1,540,003.34	1,807,802.

For	m 990 (2011)		Pa	age 12
P	Reconciliation of Net Assets Check if Schedule O contains a response to any question in this Part XI			
1	Total revenue (must equal Part VIII, column (A), line 12)	3,5	598,	409%
2	Total expenses (must equal Part IX, column (A), line 25)	3,2	289,	513.
3	Revenue less expenses. Subtract line 2 from line 1			896.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	1,5	78,	332.
5	Other changes in net assets or fund balances (explain in Schedule O)			
6	Net assets or fund balances at end of year. Combine lines 3, 4, and 5 (must equal Part X, line 33,			
	column (B))	1,8	87,	228.
Pa	art XII Financial Statements and Reporting			*
	Check if Schedule O contains a response to any question in this Part XII			
1	Accounting method used to prepare the Form 990: Cash X Accrual Other		Yes	No
•	If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
b	Were the organization's financial statements audited by an independent accountant?	2b	Х	
C	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight			<u> </u>
	of the audit, review, or compilation of its financial statements and selection of an independent accountant?	2 c	Х	
	If the organization changed either its oversight process or selection process during the tax year, explain in			
	Schedule O.			
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were		!	İ
	issued on a separate basis, consolidated basis, or both:			
	X Separate basis Consolidated basis Both consolidated and separate basis			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in			
_	the Single Audit Act and OMB Circular A-133?	3a	X	
þ	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the			
	required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	3 b	Χ	