

TENNESSEE												
	Annual Budget	Current Month Budget	Current Month Actual	Favorable <Unfavor>-	YTD Budget	YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>	
PUBLIC SUPPORT & REVENUE												
CAMPAIGN CONTRIBUTIONS												
MARCH FOR BABIES	2,528,000	262,811	299,170	36,359	2,016,056	1,993,741	<22,315>	1.1-%	2,057,766	<64,025>	3.1-%	
SPECIAL EVENTS	1,185,500	109,750	53,381	<56,369>	443,850	248,685	<195,165>	44.0-%	423,034	<174,349>	41.2-%	
ANNUAL/MAJOR GIFTS	141,797	12,400	2,600	<9,800>	78,697	52,031	<26,666>	33.9-%	61,303	<9,272>	15.1-%	
NET ADJUSTMENT	12,489	0	0	0	12,489	12,489	0	.0 %	8,277	4,212	50.9-%	
OTHER CAMPAIGN	31,000	3,000	0	<3,000>	18,750	6,883	<11,867>	63.3-%	12,943	<6,060>	46.8-%	
TOTAL CAMPAIGN (GROSS)	3,898,786	387,961	355,151	<32,810>	2,569,842	2,313,829	<256,013>	10.0-%	2,563,323	<249,494>	9.7-%	
LESS:DIRECT BENEFITS EXPENSE	<378,600>	<17,150>	<21,668>	<4,518>	<211,200>	<155,529>	55,671	26.4-%	<169,796>	14,267	8.4-%	
TOTAL MOD NET RECEIPTS	3,520,186	370,811	333,483	<37,328>	2,358,642	2,158,300	<200,342>	8.5-%	2,393,527	<235,227>	9.8-%	
OTHER REVENUE	0	0	5	5	0	30	30	.0 %	<144>	174	120.8-%	
ALL TRANSFERS RECEIVED	0	0	0	0	0	18,933	18,933	.0 %	8,944	9,989	111.7 %	
DONATED GOODS INCOME	33,325	0	0	0	33,325	33,325	0	.0 %	45,395	<12,070>	26.6-%	
TOTAL PUBLIC SUPPORT AND REVEN	3,553,511	370,811	333,488	<37,323>	2,391,967	2,210,588	<181,379>	7.6-%	2,447,722	<237,134>	9.7-%	
EXPENSES												
GRANTS & AWARDS	<111,338>	0	0	0	<55,669>	<105,705>	<50,036>	89.9 %	<117,338>	11,633	9.9-%	
SALARIES	<1,204,500>	<100,374>	<92,812>	7,562	<802,992>	<762,642>	40,350	5.0-%	<757,751>	<4,891>	.6 %	
EMPLOYEES BENEFITS & TAXES	<425,158>	<35,430>	<21,397>	14,033	<283,440>	<175,114>	108,326	38.2-%	<173,707>	<1,407>	.8 %	
PROFESSIONAL FEES	<40,000>	<1,614>	<3,143>	<1,529>	<29,062>	<32,179>	<3,117>	10.7 %	<33,212>	1,033	3.1-%	
TRAVEL & LODGING	<93,075>	<7,494>	<4,114>	3,380	<60,577>	<63,542>	<2,965>	4.9 %	<80,951>	17,409	21.5-%	
CONFERENCES & MEETINGS	<21,700>	<1,678>	<964>	714	<15,024>	<6,210>	8,814	58.7-%	<18,289>	12,079	66.0-%	
PRINTING & SUPPLIES	<86,400>	<7,025>	<3,898>	3,127	<56,850>	<48,075>	8,775	15.4-%	<65,327>	17,252	26.4-%	
POSTAGE	<19,325>	<1,690>	<547>	1,143	<13,060>	<9,695>	3,365	25.8-%	<10,245>	550	5.4-%	
TELEPHONE	<30,000>	<2,445>	<2,059>	386	<20,000>	<22,034>	<2,034>	10.2 %	<20,993>	<1,041>	5.0 %	
OCCUPANCY	<190,000>	<15,888>	<16,322>	<434>	<126,629>	<119,451>	7,178	5.7-%	<114,587>	<4,864>	4.2 %	
INT,DEPR,EQUIP, & OTHER	<29,000>	<2,100>	<1,557>	543	<16,100>	<17,818>	<1,718>	10.7 %	<18,819>	1,001	5.3-%	
DONATED GOODS EXPENSE	<33,325>	0	0	0	<33,325>	<33,325>	0	.0 %	<45,395>	12,070	26.6-%	
TOTAL EXPENSES	<2,283,821>	<175,738>	<146,813>	28,925	<1,512,728>	<1,395,790>	116,938	7.7-%	<1,456,614>	60,824	4.2-%	
SHARE TO NATIONAL	<1,152,389>	<115,788>	<106,545>	9,243	<757,306>	<678,897>	78,409	10.4-%	<765,386>	86,489	11.3-%	
ALL OTHER TRANSFERS	0	0	0	0	0	0	0	.0 %	0	0	.0 %	
ADJ TOTAL EXPENDITURES	<3,436,210>	<291,526>	<253,358>	38,168	<2,270,034>	<2,074,687>	195,347	8.6-%	<2,222,000>	147,313	6.6-%	
NET CHAPTER INCOME	117,301	79,285	80,130	845	121,933	135,901	13,968	11.5 %	225,722	<89,821>	39.8-%	
SHARE NOT PAID	0	0	0	0	0	0	0	.0 %	0	0	.0 %	
PERFORMANCE MARGIN (%)	46.5	57.8	61.6	3.8	46.9	49.4	2.5	5.3 %	52.8	<3.4>	6.4-%	
PROFITABILITY RATIO	103.4	127.2	131.6	4.4	105.4	106.6	1.2	1.1 %	110.2	<3.6>	3.3-%	
PRODUCTIVITY RATIO	2.16	2.73	2.92	.19	2.17	2.30	.13	5.99 %	2.57	<.27>	10.51-%	

TENNESSEE	Annual Budget	Current Month Budget	Current Month Actual	Favorable <Unfavor>-	YTD Budget	YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>
MARCH FOR BABIES:											
PARTICIPANT DOLLARS - OFFLINE	682,153	10,924	4,106	<6,818>	598,407	300,075	<298,332>	49.9-%	411,461	<111,386>	27.1-%
ONLINE DOLLARS - PARTICIPANTS	370,580	600	4,827	4,227	333,680	218,660	<115,020>	34.5-%	304,452	<85,792>	28.2-%
ONLINE DOLLARS - TEAM LEVEL	0	0	490	490	0	76,282	76,282	.0 %	0	76,282	.0 %
MATCHING DOLLARS	27,447	3,680	7,268	3,588	15,930	33,543	17,613	110.6 %	15,644	17,899	114.4 %
NATIONAL SPONSORSHIP	52,851	0	0	0	0	0	0	.0 %	0	0	.0 %
LOCAL & OTHER SPONSORSHIP	629,280	7,500	22,324	14,824	490,750	590,152	99,402	20.3 %	516,385	73,767	14.3 %
TEAM PROMOTIONS	289,407	231,407	220,489	<10,918>	231,407	220,489	<10,918>	4.7-%	293,774	<73,285>	24.9-%
CHAPTER PROMOTIONS	476,282	8,700	39,666	30,966	345,882	554,540	208,658	60.3 %	516,050	38,490	7.5 %
MARCH FOR BABIES (GROSS)	2,528,000	262,811	299,170	36,359	2,016,056	1,993,741	<22,315>	1.1-%	2,057,766	<64,025>	3.1-%
DIRECT DONOR BENEFIT EXP	<167,000>	<1,300>	<13,954>	<12,654>	<146,700>	<129,396>	17,304	11.8-%	<119,659>	<9,737>	8.1 %
MARCH FOR BABIES (NET)	2,361,000	261,511	285,216	23,705	1,869,356	1,864,345	<5,011>	.3-%	1,938,107	<73,762>	3.8-%
OTHER CAMPAIGN:											
FEDERATED GIVING	31,000	3,000	0	<3,000>	18,750	3,698	<15,052>	80.3-%	9,627	<5,929>	61.6-%
CLUBS AND ORGANIZATIONS	0	0	0	0	0	358	358	.0 %	244	114	46.7 %
OTHER	0	0	0	0	0	2,826	2,826	.0 %	3,072	<246>	8.0-%
OTHER CAMPAIGN (GROSS)	31,000	3,000	0	<3,000>	18,750	6,882	<11,868>	63.3-%	12,943	<6,061>	46.8-%
DIRECT DONOR BENEFIT EXP	0	0	0	0	0	0	0	.0 %	0	0	.0 %
OTHER CAMPAIGN (NET)	31,000	3,000	0	<3,000>	18,750	6,882	<11,868>	63.3-%	12,943	<6,061>	46.8-%
MAJOR GIFTS:											
ANNUAL/MAJOR GIFTS	140,000	12,400	2,565	<9,835>	76,900	49,340	<27,560>	35.8-%	26,730	22,610	84.6 %
BEQUESTS/PLANNED GIFTS	1,797	0	0	0	1,797	1,797	0	.0 %	33,933	<32,136>	94.7-%
MEMORIALS/OTHER PUBLIC	0	0	35	35	0	895	895	.0 %	640	255	39.8 %
TOTAL MAJOR GIFTS	141,797	12,400	2,600	<9,800>	78,697	52,032	<26,665>	33.9-%	61,303	<9,271>	15.1-%
PREMATURITY:											
REVENUE											
MAJOR GIFTS	25,000	2,000	0	<2,000>	13,000	28,350	15,350	118.1 %	3,159	25,191	797.4 %
NATIONAL STRAT. ALLIANCE	0	0	0	0	0	0	0	.0 %	0	0	.0 %
GRANT & PROG. SVC.	0	0	0	0	0	0	0	.0 %	0	0	.0 %
ALL OTHER REVENUE/TRANSF.	20,000	0	0	0	20,000	10,000	<10,000>	50.0-%	600	9,400	1,566.7 %
TOTAL REVENUE	45,000	2,000	0	<2,000>	33,000	38,350	5,350	16.2 %	3,759	34,591	920.2 %
EXPENSES	<156,901>	<5,490>	<4,212>	1,278	<88,419>	<120,865>	<32,446>	36.7 %	<132,060>	11,195	8.5-%
TOTAL PREMATURITY (NET)	<111,901>	<3,490>	<4,212>	<722>	<55,419>	<82,515>	<27,096>	48.9 %	<128,301>	45,786	35.7-%

PREMATURITY ACTIVITIES ON THIS PAGE ARE DISPLAYED AS A SUMMARY OF ACTIVITY
ITEMS ABOVE ARE INCLUDED ON PAGE 1 AND 4 IN THEIR NATURAL CLASSIFICATION.

TENNESSEE											
	Annual Budget	Current Month Budget	Current Month Actual	Favorable <Unfavor>-	YTD Budget	YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>
SPECIAL EVENTS:											
SPORTS EVENTS:											
GOLF TOURNAMENTS	115,000	15,450	4,636	<10,814>	71,300	46,970	<24,330>	34.1-%	131,413	<84,443>	64.3-%
MOTORCYCLE EVENTS	0	0	0	0	0	0	0	.0 %	0	0	.0 %
OTHER SPORTS EVENTS	9,000	0	0	0	0	0	0	.0 %	0	0	.0 %
TOTAL SPORTS EVENTS	124,000	15,450	4,636	<10,814>	71,300	46,970	<24,330>	34.1-%	131,413	<84,443>	64.3-%
FOOD EVENTS:											
GOURMET GALA	0	0	0	0	0	0	0	.0 %	0	0	.0 %
CHEF'S AUCTION	805,500	83,200	39,950	<43,250>	275,950	125,722	<150,228>	54.4-%	198,709	<72,987>	36.7-%
OTHER FOOD EVENTS	121,500	10,100	7,295	<2,805>	61,600	41,235	<20,365>	33.1-%	49,181	<7,946>	16.2-%
TOTAL FOOD EVENTS	927,000	93,300	47,245	<46,055>	337,550	166,957	<170,593>	50.5-%	247,890	<80,933>	32.6-%
CELEB/PERSONALITY EVENTS:											
TESTIMONIAL/DINNERS	26,000	0	0	0	26,000	24,840	<1,160>	4.5-%	25,356	<516>	2.0-%
NURSE OF THE YEAR	75,000	0	0	0	0	8,000	8,000	.0 %	12,575	<4,575>	36.4-%
JAIL & BAIL	0	0	0	0	0	0	0	.0 %	0	0	.0 %
OTHER PERSONALITY EVENTS	0	0	0	0	0	0	0	.0 %	0	0	.0 %
TOTAL CELEB/PERS EVENTS	101,000	0	0	0	26,000	32,840	6,840	26.3 %	37,931	<5,091>	13.4-%
OTHER SPECIAL EVENTS:											
BLUE JEANS FOR BABIES	33,500	1,000	1,500	500	9,000	1,918	<7,082>	78.7-%	5,800	<3,882>	66.9-%
PUMPKIN PATCH	0	0	0	0	0	0	0	.0 %	0	0	.0 %
ALL OTHER EVENTS	0	0	0	0	0	0	0	.0 %	0	0	.0 %
TOTAL OTHER SPECIAL EVENTS	33,500	1,000	1,500	500	9,000	1,918	<7,082>	78.7-%	5,800	<3,882>	66.9-%
TOTAL SPECIAL EVENTS (GROSS)	1,185,500	109,750	53,381	<56,369>	443,850	248,685	<195,165>	44.0-%	423,034	<174,349>	41.2-%
DIRECT DONOR BENEFIT EXP	<211,600>	<15,850>	<7,714>	8,136	<64,500>	<26,133>	38,367	59.5-%	<50,138>	24,005	47.9-%
TOTAL SPECIAL EVENTS (NET)	973,900	93,900	45,667	<48,233>	379,350	222,552	<156,798>	41.3-%	372,896	<150,344>	40.3-%
FUND THE MISSION:											
SPORTS	2,000	0	2,061	2,061	0	2,061	2,061	.0 %	13,682	<11,621>	84.9-%
FOOD	119,000	10,000	9,700	<300>	30,000	33,288	3,288	11.0 %	8,741	24,547	280.8 %
CELEB/PERS EVENTS	24,000	0	0	0	5,000	5,465	465	9.3 %	3,731	1,734	46.5 %
TOTAL FUND THE MISSION	145,000	10,000	11,761	1,761	35,000	40,814	5,814	16.6 %	26,154	14,660	56.1 %

FUND THE MISSION IS DISPLAYED AS A SUMMARY, ITEMS ARE INCLUDED IN THEIR
NATURAL CLASSIFICATION

TENNESSEE

	Annual Budget	Current Month Budget	Current Month Actual	Favorable <Unfavor>-	YTD Budget	YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>

FEDERATED GIVING:											
CFC	0	0	0	0	0	666	666	.0 %	0	666	.0 %
CORPORATE EMPLOYEES	0	0	0	0	0	0	0	.0 %	0	0	.0 %
STATE EMPLOYEES	0	0	0	0	0	0	0	.0 %	0	0	.0 %
OTHER FEDERATED GIVING	31,000	3,000	0	<3,000>	18,750	3,032	<15,718>	83.8-%	9,627	<6,595>	68.5-%

TOTAL FEDERATED GIVING	31,000	3,000	0	<3,000>	18,750	3,698	<15,052>	80.3-%	9,627	<5,929>	61.6-%
=====											
NET ADJUSTMENT:											
CHG IN PLEDGE REC-MAJOR GIFTS	0	0	0	0	0	0	0	.0 %	0	0	.0 %
CHG IN PLEDGE REC-PREM.	0	0	0	0	0	0	0	.0 %	0	0	.0 %
CHG IN PLEDGE REC-NICU	0	0	0	0	0	0	0	.0 %	0	0	.0 %
CHG IN DEFERRAL NICU REVENUE	12,489	0	0	0	12,489	12,489	0	.0 %	8,277	4,212	50.9-%

TOTAL NET ADJUSTMENT:	12,489	0	0	0	12,489	12,489	0	.0 %	8,277	4,212	50.9-%
=====											
OTHER REVENUE:											
INVESTMENT INCOME	0	0	5	5	0	30	30	.0 %	32	<2>	6.3-%
GRANT INCOME	0	0	0	0	0	0	0	.0 %	0	0	.0 %
GRANT REFUNDS	0	0	0	0	0	0	0	.0 %	0	0	.0 %
PROGRAM SERVICE REVENUE	0	0	0	0	0	0	0	.0 %	<176>	176	100.0-%
MISC.OTHER REVENUE	0	0	0	0	0	0	0	.0 %	0	0	.0 %

TOTAL OTHER REVENUE	0	0	5	5	0	30	30	.0 %	<144>	174	120.8-%
=====											
TRANSFERS RECEIVED											
OPERATIONAL ASSISTANCE	0	0	0	0	0	0	0	.0 %	0	0	.0 %
FROM NATIONAL	0	0	0	0	0	18,933	18,933	.0 %	8,944	9,989	111.7 %
FROM OTHER CO./CHAPTERS	0	0	0	0	0	0	0	.0 %	0	0	.0 %

TOTAL TRANSFERS RECEIVED	0	0	0	0	0	18,933	18,933	.0 %	8,944	9,989	111.7 %
=====											
TRANSFERS EXPENDED											
NATIONAL PROGRAMS	<1,152,389>	<115,788>	<106,545>	9,243	<757,306>	<678,897>	78,409	10.4-%	<765,386>	86,489	11.3-%
N.O. RESEARCH GRANTS	0	0	0	0	0	0	0	.0 %	0	0	.0 %
TO NATIONAL OFFICE	0	0	0	0	0	0	0	.0 %	0	0	.0 %
TO OTHER CO./CHAPTERS	0	0	0	0	0	0	0	.0 %	0	0	.0 %

TOTAL TRANSFERS EXPENDED	<1,152,389>	<115,788>	<106,545>	9,243	<757,306>	<678,897>	78,409	10.4-%	<765,386>	86,489	11.3-%
