

Form **990**

**FOR INFORMATION ONLY - NOT FILED WITH IRS**  
**Return of Organization Exempt From Income Tax**

Department of the Treasury  
Internal Revenue Service

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

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

OMB No. 1545-0047

**2007**Open to Public  
Inspection**A** For the 2007 calendar year, or tax year beginning 2007, and ending

<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Termination <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization <b>TENNESSEE CHAPTER</b> <b>MARCH OF DIMES FOUNDATION</b> Number and street (or P.O. box if mail is not delivered to street address) Room/suite <b>1101 KERMIT DRIVE</b> <b>201</b> City or town, state or country, and ZIP + 4 <b>NASHVILLE, TN 37217</b>	<b>D</b> Employer identification number <b>13-1846366</b>
	<b>E</b> Telephone number <b>(615) 399-3200</b>	<b>F</b> Accounting method: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other (specify) ▶
	<b>H and I are not applicable to section 527 organizations.</b> <b>H(a)</b> Is this a group return for affiliates? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <b>H(b)</b> If "Yes," enter number of affiliates: ▶ <b>H(c)</b> Are all affiliates included? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No (If "No," attach a list. See instructions.) <b>H(d)</b> Is this a separate return filed by an organization covered by a group ruling? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
	<b>I</b> Group Exemption Number ▶ <b>9319</b>	
	<b>M</b> Check <input checked="" type="checkbox"/> if the organization is not required to attach Sch. B (Form 990, 990-EZ, or 990-PF).	

**G** Website: ▶ **WWW.MARCHOFDIMES.COM****J** Organization type (check only one) ☒ 501(c)(3) (insert no.) ☐ 4947(a)(1) or ☐ 527**K** Check here ☐ if the organization is not a 509(a)(3) supporting organization and its gross receipts are normally not more than \$25,000. A return is not required, but if the organization chooses to file a return, be sure to file a complete return.**L** Gross receipts: Add lines 6b, 8b, 9b, and 10b to line 12 ▶**4,422,473.**

to attach Sch. B (Form 990, 990-EZ, or 990-PF).

**Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See the instructions.)**

<b>Revenue</b>	<b>1</b> Contributions, gifts, grants, and similar amounts received:			
	<b>a</b> Contributions to donor advised funds	<b>1a</b>		
	<b>b</b> Direct public support (not included on line 1a)	<b>1b</b>	<b>4,303,210.</b>	
	<b>c</b> Indirect public support (not included on line 1a)	<b>1c</b>	<b>19,632.</b>	
	<b>d</b> Government contributions (grants) (not included on line 1a)	<b>1d</b>	<b>53,973.</b>	
	<b>e</b> Total (add lines 1a through 1d) (cash & noncash)	<b>1e</b>	<b>4,376,815.</b>	
	<b>2</b> Program service revenue including government fees and contracts (from Part VII, line 93)	<b>2</b>	<b>-450.</b>	
	<b>3</b> Membership dues and assessments	<b>3</b>		
	<b>4</b> Interest on savings and temporary cash investments	<b>4</b>	<b>29,206.</b>	
	<b>5</b> Dividends and interest from securities	<b>5</b>		
<b>Revenue</b>	<b>6 a</b> Gross rents	<b>6a</b>		
	<b>b</b> Less: rental expenses	<b>6b</b>		
	<b>c</b> Net rental income or (loss). Subtract line 6b from line 6a.	<b>6c</b>		
	<b>7</b> Other investment income (describe ▶)	<b>7</b>		
	<b>8 a</b> Gross amount from sales of assets other than inventory	(A) Securities <b>8a</b>	(B) Other <b>8a</b>	
	<b>b</b> Less: cost or other basis and sales expenses	<b>8b</b>		
	<b>c</b> Gain or (loss) (attach schedule)	<b>8c</b>		
	<b>d</b> Net gain or (loss). Combine line 8c, columns (A) and (B)	<b>8d</b>		
	<b>9</b> Special events and activities (attach schedule). If any amount is from gaming, check here <input type="checkbox"/>			
	<b>a</b> Gross revenue (not including \$ of contributions reported on line 1b)	<b>9a</b>		
<b>Revenue</b>	<b>b</b> Less: direct expenses other than fundraising expenses	<b>9b</b>		
	<b>c</b> Net income or (loss) from special events. Subtract line 9b from line 9a	<b>9c</b>		
	<b>10 a</b> Gross sales of inventory, less returns and allowances	<b>10a</b>		
	<b>b</b> Less: cost of goods sold	<b>10b</b>		
	<b>c</b> Gross profit or (loss) from sales of inventory (attach schedule). Subtract line 10b from line 10a	<b>10c</b>		
	<b>11</b> Other revenue (from Part VII, line 103)	<b>11</b>	<b>16,902.</b>	
	<b>12</b> Total revenue. Add lines 1e, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11	<b>12</b>	<b>4,422,473.</b>	
	<b>Expenses</b>	<b>13</b> Program services (from line 44, column (B))	<b>13</b>	<b>1,845,712.</b>
		<b>14</b> Management and general (from line 44, column (C))	<b>14</b>	<b>190,269.</b>
		<b>15</b> Fundraising (from line 44, column (D))	<b>15</b>	<b>276,850.</b>
<b>16</b> Payments to affiliates (attach schedule)		<b>16</b>	<b>1,957,552.</b>	
<b>17</b> Total expenses. Add lines 16 and 44, column (A)		<b>17</b>	<b>4,270,383.</b>	
<b>Net Assets</b>	<b>18</b> Excess or (deficit) for the year. Subtract line 17 from line 12	<b>18</b>	<b>152,090.</b>	
	<b>19</b> Net assets or fund balances at beginning of year (from line 73, column (A))	<b>19</b>	<b>839,955.</b>	
	<b>20</b> Other changes in net assets or fund balances (attach explanation)	<b>20</b>		
	<b>21</b> Net assets or fund balances at end of year. Combine lines 18, 19, and 20	<b>21</b>	<b>992,045.</b>	

For Privacy Act and Paperwork Reduction Act Notice, see the separate instructions.

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**Part II Statement of Functional Expenses**

All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(b)(1) nonexempt charitable trusts but optional for others. (See the instructions.)

Do not include amounts reported on lines 6b, 8b, 9b, 10b, or 16 of Part I.	(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
<b>22a</b> Grants paid from donor advised funds (attach schedule)				
(cash \$ _____ noncash \$ _____) If this amount includes foreign grants, check here <input type="checkbox"/>				
<b>22a</b>	132,214.	132,214.		
<b>22b</b> Other grants and allocations (attach schedule)				
(cash \$ _____ noncash \$ _____) If this amount includes foreign grants, check here <input type="checkbox"/>				
<b>22b</b>				
<b>23</b> Specific assistance to individuals (attach schedule)				
<b>23</b>				
<b>24</b> Benefits paid to or for members (attach schedule)				
<b>24</b>				
<b>25a</b> Compensation of current officers, directors, key employees, etc. listed in Part V-A				
<b>25a</b>				
<b>b</b> Compensation of former officers, directors, key employees, etc. listed in Part V-B				
<b>25b</b>				
<b>c</b> Compensation and other distributions, not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
<b>25c</b>				
<b>26</b> Salaries and wages of employees not included on lines 25a, b, and c	1,204,226.	963,857.	108,402.	131,967.
<b>27</b> Pension plan contributions not included on lines 25a, b, and c				
<b>27</b>				
<b>28</b> Employee benefits not included on lines 25a - 27	242,427.	193,872.	21,897.	26,658.
<b>28</b>				
<b>29</b> Payroll taxes	92,123.	73,735.	8,293.	10,095.
<b>29</b>				
<b>30</b> Professional fundraising fees	61,592.	40,650.	3,930.	17,012.
<b>30</b>				
<b>31</b> Accounting fees				
<b>31</b>				
<b>32</b> Legal fees				
<b>32</b>				
<b>33</b> Supplies	115,066.	70,645.	5,924.	38,497.
<b>33</b>				
<b>34</b> Telephone	36,187.	28,805.	3,329.	4,053.
<b>34</b>				
<b>35</b> Postage and shipping	29,527.	22,380.	2,454.	4,693.
<b>35</b>				
<b>36</b> Occupancy	179,055.	142,528.	16,473.	20,054.
<b>36</b>				
<b>37</b> Equipment rental and maintenance	39,142.	31,157.	3,601.	4,384.
<b>37</b>				
<b>38</b> Printing and publications				
<b>38</b>				
<b>39</b> Travel	150,520.	121,304.	13,176.	16,040.
<b>39</b>				
<b>40</b> Conferences, conventions, and meetings	23,905.	19,115.	2,160.	2,630.
<b>40</b>				
<b>41</b> Interest				
<b>41</b>				
<b>42</b> Depreciation, depletion, etc. (attach schedule)	6,161.	4,904.	567.	690.
<b>42</b>				
<b>43</b> Other expenses not covered above (itemize):				
a _____	43a			
b _____	43b			
c _____	43c			
d _____	43d			
e _____	43e			
f _____	43f			
g _____	43g			
<b>44</b> Total functional expenses. Add lines 22a through 43g. (Organizations completing columns (B)-(D), carry these totals to lines 13-15).	2,312,831.	1,845,712.	190,269.	276,850.

Joint Costs. Check ☐ if you are following SOP 98-2.Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? ☐ Yes ☒ No

If "Yes," enter (i) the aggregate amount of these joint costs \$ \_\_\_\_\_; (ii) the amount allocated to Program services \$ \_\_\_\_\_;

(iii) the amount allocated to Management and general \$ \_\_\_\_\_; and (iv) the amount allocated to Fundraising \$ \_\_\_\_\_.

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**Part III Statement of Program Service Accomplishments** (See the instructions.)

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

What is the organization's primary exempt purpose? ▶

All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable. (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others.)

Program Service Expenses  
(Required for 501(c)(3) and (4) orgs., and 4947(a)(1) trusts; but optional for others.)

a

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(Grants and allocations \$ 132,214. ) If this amount includes foreign grants, check here ▶ ☐

1,845,712.

b

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(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ ☐

c

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(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ ☐

d

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(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ ☐

e Other program services (attach schedule)

(Grants and allocations \$ ) If this amount includes foreign grants, check here ▶ ☐

f Total of Program Service Expenses (should equal line 44, column (B), Program services) . . . . . ▶

1,845,712.

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**Part IV Balance Sheets (See the instructions.)****Note:** Where required, attached schedules and amounts within the description column should be for end-of-year amounts only.

		(A) Beginning of year		(B) End of year
<b>Assets</b>	45 Cash - non-interest-bearing . . . . .	103,505.	45	177,331.
	46 Savings and temporary cash investments . . . . .		46	
	47a Accounts receivable . . . . .	47a 735,893.		
	b Less: allowance for doubtful accounts . . . . .	47b	587,417.	47c 735,893.
	48a Pledges receivable . . . . .	48a		48c
	b Less: allowance for doubtful accounts . . . . .	48b		
	49 Grants receivable . . . . .		49	
	50a Receivables from current and former officers, directors, trustees, and key employees (attach schedule) . . . . .		50a	
	b Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) (attach schedule) . . . . .		50b	
	51a Other notes and loans receivable (attach schedule) . . . . .	51a		51c
	b Less: allowance for doubtful accounts . . . . .	51b		
	52 Inventories for sale or use . . . . .		52	
	53 Prepaid expenses and deferred charges . . . . .	17,909.	53	15,934.
	54a Investments - publicly-traded securities . . . . .	<input type="checkbox"/> Cost <input type="checkbox"/> FMV	54a	
	b Investments - other securities (attach schedule) . . . . .	<input type="checkbox"/> Cost <input type="checkbox"/> FMV	54b	
	55a Investments - land, buildings, and equipment: basis . . . . .	55a 81,322.		
	b Less: accumulated depreciation (attach schedule) . . . . .	55b 65,053.	22,430.	55c 16,269.
	56 Investments - other (attach schedule) . . . . .		56	
	57a Land, buildings, and equipment: basis . . . . .	57a		
b Less: accumulated depreciation (attach schedule) . . . . .	57b		57c	
58 Other assets, including program-related investments (describe ► ) . . . . .		58		
59 Total assets (must equal line 74). Add lines 45 through 58 . . . . .	731,261.	59	945,427.	
<b>Liabilities</b>	60 Accounts payable and accrued expenses . . . . .	70,467.	60	102,105.
	61 Grants payable . . . . .		61	
	62 Deferred revenue . . . . .	5,000.	62	54,182.
	63 Loans from officers, directors, trustees, and key employees (attach schedule) . . . . .		63	
	64a Tax-exempt bond liabilities (attach schedule) . . . . .		64a	
	b Mortgages and other notes payable (attach schedule) . . . . .		64b	
	65 Other liabilities (describe ► ) . . . . .	-184,161.	65	-202,905.
66 Total liabilities. Add lines 60 through 65 . . . . .	-108,694.	66	-46,618.	
<b>Net Assets or Fund Balances</b>	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74.			
	67 Unrestricted . . . . .	833,536.	67	966,243.
	68 Temporarily restricted . . . . .	6,419.	68	25,802.
	69 Permanently restricted . . . . .		69	
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 70 through 74.			
	70 Capital stock, trust principal, or current funds . . . . .		70	
	71 Paid-in or capital surplus, or land, building, and equipment fund . . . . .		71	
	72 Retained earnings, endowment, accumulated income, or other funds . . . . .		72	
	73 Total net assets or fund balances. Add lines 67 through 69 or lines 70 through 72. (Column (A) must equal line 19 and column (B) must equal line 21) . . . . .	839,955.	73	992,045.
	74 Total liabilities and net assets/fund balances. Add lines 66 and 73 . . . . .	731,261.	74	945,427.

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**Part VI Other Information (continued)**

		Yes	No
82a	Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?		X
b	If "Yes," you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions in Part III.)		
82b			N/A
83a	Did the organization comply with the public inspection requirements for returns and exemption applications?	X	
b	Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	X	
84a	Did the organization solicit any contributions or gifts that were not tax deductible?		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		N/A
85a	501(c)(4), (5), or (6). Were substantially all dues nondeductible by members?		N/A
b	Did the organization make only in-house lobbying expenditures of \$2,000 or less?		N/A
If "Yes" was answered to either 85a or 85b, do not complete 85c through 85h unless the organization received a waiver for proxy tax owed for the prior year.			
c	Dues, assessments, and similar amounts from members	85c	N/A
d	Section 162(e) lobbying and political expenditures	85d	N/A
e	Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices	85e	N/A
f	Taxable amount of lobbying and political expenditures (line 85d less 85e)	85f	N/A
g	Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	85g	N/A
h	If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	85h	N/A
86	501(c)(7) orgs. Enter: a Initiation fees and capital contributions included on line 12	86a	N/A
b	Gross receipts, included on line 12, for public use of club facilities	86b	N/A
87	501(c)(12) orgs. Enter: a Gross income from members or shareholders	87a	N/A
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	87b	N/A
88a	At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Part IX	88a	X
b	At any time during the year, did the organization, directly or indirectly, own a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Part XI	88b	X
89a	501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under:		
section 4911 ▶ N/A; section 4912 ▶ N/A; section 4955 ▶ N/A			
b	501(c)(3) and 501(c)(4) orgs. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," attach a statement explaining each transaction	89b	X
c	Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958		N/A
d	Enter: Amount of tax on line 89c, above, reimbursed by the organization		N/A
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction?	89e	X
f	All organizations. Did the organization acquire a direct or indirect interest in any applicable insurance contract?	89f	X
g	For supporting organizations and sponsoring organizations maintaining donor advised funds. Did the supporting organization, or a fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	89g	X
90a	List the states with which a copy of this return is filed ▶	90b	
b	Number of employees employed in the pay period that includes March 12, 2007 (See instructions.)	90b	
91a	The books are in care of ▶ RICHARD E MULLIGAN - CFO Telephone no ▶ 914-428-7100		
Located at ▶ 1275 MAMARONECK AVENUE WHITE PLAINS, NY ZIP - 4 ▶ 10605			
b	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 account)?	91b	X
If "Yes," enter the name of the foreign country ▶			
See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.			

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**Part XI** Information Regarding Transfers To and From Controlled Entities. Complete only if the organization is a controlling organization as defined in section 512(b)(13).

106 Did the reporting organization make any transfers to a controlled entity as defined in section 512(b)(13) of the Code? If "Yes," complete the schedule below for each controlled entity.

Yes	No
	X

	(A) Name, address, of each controlled entity	(B) Employer Identification Number	(C) Description of transfer	(D) Amount of transfer
a				
b				
c				
Totals				

107 Did the reporting organization receive any transfers from a controlled entity as defined in section 512(b)(13) of the Code? If "Yes," complete the schedule below for each controlled entity.

Yes	No
	X

	(A) Name, address, of each controlled entity	(B) Employer Identification Number	(C) Description of transfer	(D) Amount of transfer
a				
b				
c				
Totals				

108 Did the organization have a binding written contract in effect on August 17, 2006, covering the interest, rents, royalties, and annuities described in question 107 above?

Yes	No
	X

Please  
Sign  
Here

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Signature of officer Richard E. Mulligan Date 11/5/08

RICHARD E MULLIGAN

CHIEF FINANCIAL OFFICER

Type or print name and title

Paid  
Preparer's  
Use Only

Preparer's  
signature

Date

Check if  
self-  
employed ☐

Preparer's SSN or PTIN (See Gen. Inst. X)

Firm's name (or yours  
if self-employed),  
address, and ZIP + 4

EIN

Phone no

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