

		Tennessee Consolidated			
		FY05 Budget			
		Consolidated Summary Page 1		Annual	
		Chapter P&L		Budget	
		CHAPTER REVENUE:			
		COMMUNITY CAMP. (CONDUCTED BY CHAP.)		5,000	
		CORPORATE & PROFESSIONAL GIFTS		19,000	
		FEDERATED CAMPAIGNS		23,000	
		INDIVIDUAL DONORS (PG. 3)		29,000	
		TRIBUTE & MEMORIALS		24,000	
		CLUBS & ORGANIZATIONS		20,000	
		SPECIAL EVENTS - TNT (PG. 2)		1,103,000	
		" " - RELATIONSHIP BASED (PG. 2)		218,000	
		" " - MARKET BASED (PG. 3)		537,375	
		GROSS TELEVENT (PG. 3)		-	
		GROSS RADIOTHON (PG. 3)		-	
		FOUNDATIONS		32,500	
		INTEREST		-	
		OTHER EVENT REVENUE		-	
		FUND FOR SPECIALIZED CENTERS OF RESEARCH		-	
A.		CHAPTER GROSS CAMPAIGN REVENUE		2,010,875	
		CHAP. DIRECT DONOR BENEFIT EXP. (PG. 3)		330,531	
B.		CHAPTER NET CAMPAIGN REVENUE		1,680,344	
		CHAPTER OPERATING EXPENSES:			
C.		PAYROLL (C)		391,850	
		LSA SHARE FICA (C)		29,977	
		BENEFITS		35,232	
		OCCUPANCY		47,000	
		TELEPHONE		7,000	
		TRAVEL		27,056	
		STATIONARY & SUPPLIES (L)		23,300	
		OFFICE EQUIPMENT/RENTAL		17,900	
		PRINTING (L)		38,157	
		POSTAGE & SHIPPING		58,420	
		MEETING EXPENSE		13,300	
		PROFESSIONAL FEES		71,458	
		PROFESSIONAL FEES - PAYCOR		24,309	
		MEMBERSHIPS (L)		2,200	
		OTHER		5,850	
D1.		Expenses - Excluding P. Aid & B. Marrow		793,009	
E1.		Net Income - Excl. P. Aid & B. Marrow (B-D1)		887,335	
		Margin Excluding P. Aid & B. Marrow (E1/ A)		44.13%	
		PATIENT AID EXPENSE		-	
		BONE MARROW DRIVE EXPENSES		-	
D2.		Expenses - Including P. Aid & B. Marrow		793,009	
E2.		Net Income - Incl. P. Aid & B. Marrow (B-D2)		887,335	
		Margin Including P. Aid & B. Marrow (E2 / A)		44.13%	

Leukemia and Lymphoma Society

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Special Events Detail				Budget			
SPECIAL EVENTS - TNT:							
			TNT RUN GROSS	679,412			
			TNT WALK GROSS	165,488			
			TNT RUN WALK COMBO	-			
			TNT RUN/WALK DIR. BEN. EXP.	176,260			
			NET TNT RUN/WALK	668,640			
			TNT CYCLE 100 GROSS	113,900			
			TNT CYCLE 100 DIR. BENEFIT EXP.	25,341			
			NET TNT CYCLE 100	88,559			
			TNT IN-LINE GROSS	-			
			TNT IN-LINE DIR. BENEFIT EXP.	-			
			NET TNT IN-LINE	-			
			TNT TRIATHLON GROSS	144,200			
			TNT TRIATHLON DIR. BENEFIT EXP.	41,230			
			NET TNT TRIATHLON	102,970			
F.			TOTAL GROSS TNT (PG. 1)	1,103,000			
G			TOTAL TNT DIRECT BEN. EXP.	242,831			
			TOTAL NET TNT	860,169			
SPECIAL EVENTS - RELATIONSHIP BASED:							
			CELEBRITY WAITERS GROSS	-			
			CELEBRITY WAITERS DIR. BEN. EXP.	-			
			NET CELEBRITY WAITERS	-			
			"BLACK TIE"/DINNERS/GALAS GROSS	-			
			"BLACK TIE"/DINNERS/GALAS D. BEN. EXP.	-			
			NET "BLACK TIE"/DINNERS/GALAS	-			
			MAN/WOMAN OF THE YEAR GROSS	180,000			
			MAN/WOMAN DIRECT BENEFIT EXP.	24,150			
			NET MAN/WOMAN OF THE YEAR	155,850			
			GOLF GROSS	38,000			
			GOLF DIRECT BENEFIT EXPENSE	700			
			NET GOLF	37,300			
			REGATTA GROSS	-			
			REGATTA DIRECT BENEFIT EXPENSE	-			
			NET REGATTA	-			
			OTHER RELATIONSHIP BASED GROSS	-			
			OTHER RELATIONSHIP BASED DIR. BEN. EXP.	-			
			NET OTHER RELATIONSHIP BASED	-			
H.			TOTAL GROSS RELATIONSHIP BASED (PG. 1)	218,000			
I.			TOTAL RELATIONSHIP BASED D. BEN. EXP.	24,850			
			TOTAL NET RELATIONSHIP BASED	193,150			
SPECIAL EVENTS - MARKETING BASED:							
			LIGHTTHE NIGHT GROSS	321,475			
			LIGHTTHE NIGHT DIR. BEN. EXP.	37,350			
			NET LIGHT THE NIGHT	284,125			
			DRESS DOWN DAYS GROSS	-			
			DRESS DOWN DAYS DIR. BEN. EXP.	-			
			NET DRESS DOWN DAYS	-			
			PENNIES GROSS	203,900			
			PENNIES DIRECT BENEFIT EXPENSE	25,000			
			NET PENNIES	178,900			
			HOPS GROSS	-			
			HOPS DIRECT BENEFIT EXPENSE	-			
			NET HOPS	-			

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		Consolidated Summary Page 3		Annual			
		Other Transactions & Ratios		Budget			
		ALL OTHER MARKETING BASED GROSS		12,000			
		ALL OTHER MARKETING BASED DIR. BEN. EXP.		500			
		NET ALL OTHER MARKETING BASED		11,500			
J.		TOTAL GROSS MARKETING BASED (PG.1)		537,375			
K.		TOTAL MARKETING BASED D. BEN. EXP.		62,850			
		TOTAL NET MARKETING BASED		474,525			
		GROSS TELEVENT (PG. 1)		-			
L.		CHAPTER TELEVENT DIR. BEN. EXP.		-			
		NET CHAPTER TELEVENT REVENUE		-			
		GROSS RADIOTHON (PG. 1)		-			
M.		RADIOTHON DIR. BEN. EXP.		-			
		NET RADIOTHON REVENUE		-			
		TOTAL CHAP. DIR. BEN. EXP. (G+I+K+L+M, PG. 1)		330,531			
		DETAILS OF INDIVIDUAL DONORS					
		LEAD GIFTS		17,000			
		PERSONAL LETTER APPEALS		8,000			
		MAJOR GIFTS		4,000			
		BOARD GIVING		-			
		TOTAL INDIVIDUAL DONORS (PG. 1)		29,000			
		OTHER KEY RATIOS					
		TNT DIRECT BENEFIT EXPENSE RATIO (G / F)		22.02%			
		RELATIONSHIP BASED D. BEN. EXP. RATIO (I / H)		11.40%			
		MARKETING BASED DIR. BEN. EXP. RATIO (K / J)		11.70%			
		SALARY PRODUCTIVITY RATIO (A / C)		513.17%			
		PAYROLL & FICA/OPERATING EXPENDITURES (C/D)		53.19%			
		BENEFITS/OPERATING EXPENDITURES		4.44%			
		OCCUPANCY/OPERATING EXPENDITURES		5.93%			
		TELEPHONE/OPERATING EXPENDITURES		0.88%			
		TRAVEL/OPERATING EXPENDITURES		3.41%			
		CONSOL. PRINTING/OPERATING EXPENDITURES (L/D)		8.03%			
		OFFICE EQUIP & RENTAL/OPERATING EXPENDITURES		2.26%			
		POSTAGE/OPERATING EXPENDITURES		7.37%			
		MEETING EXP/OPERATING EXPENDITURES		1.68%			
		PROF. FEES/OPERATING EXPENDITURES		0.120764077			
		OTHER EXP./OPERATING EXPENDITURES		0.74%			