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TENNESSEE - UNRESTRICTED AND RESTRICTED  
COMPARATIVE STATEMENT OF  
BUDGETED OPERATIONS

09/02/14  
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For the Eight Months Ending August 31, 2014

TENNESSEE

| PUBLIC SUPPORT & REVENUE         | Annual<br>Budget | Current<br>Month<br>Budget | Current<br>Month<br>Actual | Favorable<br><Unfavor> | YTD<br>Budget | YTD<br>Actual | Favorable<br><Unfavor> | Percent<br>Favorable<br><Unfav> | Prior YTD<br>Actual | Favorable<br><Unfavor> | Percent<br>Favorable<br><Unfav> |
|----------------------------------|------------------|----------------------------|----------------------------|------------------------|---------------|---------------|------------------------|---------------------------------|---------------------|------------------------|---------------------------------|
|                                  |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| CAMPAIGN CONTRIBUTIONS           |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| MARCH FOR BABIES                 | 2,489,400        | 354,399                    | 333,017                    | <21,382>               | 2,055,684     | 2,030,714     | <24,970>               | 1.2-%                           | 1,993,741           | 36,973                 | 1.9-%                           |
| SPECIAL EVENTS                   | 1,202,300        | 69,464                     | 73,065                     | 3,601                  | 255,064       | 322,619       | 57,555                 | 21.7-%                          | 248,685             | 73,934                 | 29.7-%                          |
| ANNUAL/MAJOR GIFTS               | 141,797          | 27,350                     | 1,214                      | <26,136>               | 46,697        | 45,306        | <1,391>                | 3.0-%                           | 52,031              | <6,728>                | 12.9-%                          |
| NET ADJUSTMENT                   | 20,991           | 0                          | 15,000                     | 15,000                 | 20,991        | 25,000        | 4,009                  | 19.1-%                          | 12,489              | 12,511                 | 100.2-%                         |
| OTHER CAMPAIGN                   | 31,000           | 0                          | 0                          | 0                      | 14,600        | 10,571        | <4,029>                | 27.6-%                          | 6,883               | 3,688                  | 53.6-%                          |
| TOTAL CAMPAIGN (GROSS)           | 3,885,488        | 451,213                    | 422,296                    | <28,917>               | 2,403,036     | 2,434,210     | 31,174                 | 1.3-%                           | 2,313,829           | 120,381                | 5.2-%                           |
| LESS: DIRECT BENEFITS EXPENSE    | <370,000>        | <10,480>                   | <28,315>                   | <17,835>               | <178,479>     | <166,165>     | 12,314                 | 6.9-%                           | <155,529>           | <10,636>               | 6.8-%                           |
| TOTAL MOD NET RECEIPTS           | 3,515,488        | 440,733                    | 393,981                    | <46,752>               | 2,224,557     | 2,268,045     | 43,488                 | 2.0-%                           | 2,158,300           | 109,745                | 5.1-%                           |
| OTHER REVENUE                    | 0                | 0                          | 2                          | 2                      | 0             | <979>         | <979>                  | .0-%                            | 30                  | <1,009>                | 3,363.3-%                       |
| ALL TRANSFERS RECEIVED           | 0                | 0                          | 0                          | 0                      | 0             | 13,933        | 13,933                 | .0-%                            | 18,933              | <5,000>                | 26.4-%                          |
| DONATED GOODS INCOME             | 1,830            | 0                          | 0                          | 0                      | 1,830         | 1,830         | 0                      | .0-%                            | 33,325              | <31,495>               | 94.5-%                          |
| TOTAL PUBLIC SUPPORT AND REVENUE | 3,517,318        | 440,733                    | 393,983                    | <46,750>               | 2,226,387     | 2,282,829     | 56,442                 | 2.5-%                           | 2,210,588           | 72,241                 | 3.3-%                           |
| EXPENSES                         |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| GRANTS & AWARDS                  | <85,731>         | 0                          | 0                          | 0                      | <80,250>      | <81,500>      | <1,250>                | 1.6-%                           | <105,705>           | 24,205                 | 22.9-%                          |
| SALARIES                         | <1,271,724>      | <105,386>                  | <88,391>                   | 16,995                 | <850,088>     | <804,920>     | 45,168                 | 5.3-%                           | <762,642>           | <42,278>               | 5.5-%                           |
| EMPLOYEES BENEFITS & TAXES       | <432,319>        | <35,812>                   | <29,847>                   | 5,965                  | <289,016>     | <197,370>     | 91,646                 | 31.7-%                          | <175,114>           | <22,256>               | 12.7-%                          |
| PROFESSIONAL FEES                | <40,000>         | <1,260>                    | <1,095>                    | 165                    | <33,845>      | <35,912>      | <2,067>                | 6.1-%                           | <32,179>            | <3,733>                | 11.6-%                          |
| TRAVEL & LODGING                 | <90,800>         | <6,291>                    | <7,240>                    | <949>                  | <68,428>      | <60,647>      | 7,781                  | 11.4-%                          | <63,542>            | 4,885                  | 7.7-%                           |
| CONFERENCES & MEETINGS           | <18,800>         | <1,070>                    | <824>                      | 588                    | <12,460>      | <7,746>       | 4,714                  | 37.8-%                          | <6,210>             | 24.7-%                 | 4.6-%                           |
| PRINTING & SUPPLIES              | <83,400>         | <4,750>                    | <5,164>                    | <414>                  | <68,400>      | <41,853>      | 26,547                 | 38.9-%                          | <48,075>            | 6,222                  | 12.9-%                          |
| POSTAGE                          | <18,225>         | <820>                      | <2,194>                    | <1,374>                | <13,820>      | <18,076>      | 4,256                  | 30.8-%                          | <9,695>             | 586                    | 6.0-%                           |
| TELEPHONE                        | <30,000>         | <2,275>                    | <2,550>                    | <275>                  | <21,070>      | <18,076>      | 2,994                  | 14.2-%                          | <22,034>            | 3,958                  | 18.0-%                          |
| OCCUPANCY                        | <190,000>        | <15,848>                   | <13,773>                   | 2,075                  | <166,749>     | <127,479>     | <39,270>               | 23.5-%                          | <119,451>           | <8,028>                | 6.7-%                           |
| INT. DEPR. EQUIP. & OTHER        | <29,000>         | <1,950>                    | <3,526>                    | <1,576>                | <21,389>      | <21,485>      | <96>                   | .4-%                            | <17,818>            | <3,667>                | 20.6-%                          |
| DONATED GOODS EXPENSE            | <1,830>          | 0                          | 0                          | 0                      | <1,830>       | <1,830>       | 0                      | .0-%                            | <33,325>            | 31,495                 | 94.5-%                          |
| TOTAL EXPENSES                   | <2,291,929>      | <175,462>                  | <154,262>                  | 21,200                 | <1,587,345>   | <1,407,927>   | 179,418                | 11.3-%                          | <1,395,790>         | <12,137>               | .9-%                            |
| SHARE TO NATIONAL                | <1,150,349>      | <127,864>                  | <126,689>                  | 1,175                  | <706,214>     | <721,913>     | <15,699>               | 2.2-%                           | <678,897>           | <43,016>               | 6.3-%                           |
| ALL OTHER TRANSFERS              | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0-%                            | 0                   | 0                      | .0-%                            |
| ADJ TOTAL EXPENDITURES           | <3,442,278>      | <303,326>                  | <280,951>                  | 22,375                 | <2,293,559>   | <2,129,840>   | 163,719                | 7.1-%                           | <2,074,687>         | <55,153>               | 2.7-%                           |
| NET CHAPTER INCOME               | 75,040           | 137,407                    | 113,032                    | <24,375>               | <67,177>      | 152,989       | 220,161                | 327.8-%                         | 135,901             | 17,088                 | 12.6-%                          |
| SHARE NOT PAID                   | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0-%                            | 0                   | 0                      | .0-%                            |
| PERFORMANCE VARIAN (%)           | 44.6             | 64.5                       | 64.9                       | .4                     | 40.3          | 49.0          | 8.7                    | 21.6-%                          | 49.4                | <.4>                   | .8-%                            |
| PROFITABILITY RATIO              | 102.2            | 145.3                      | 140.2                      | <5.1>                  | 97.1          | 107.2         | 10.1                   | 10.4-%                          | 106.6               | .6                     | .6-%                            |
| PRODUCTIVITY RATIO               | 2.06             | 3.12                       | 3.33                       | .21                    | 1.95          | 2.26          | .31                    | 15.90-%                         | 2.30                | <.04>                  | 1.74-%                          |

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TENNESSEE - UNRESTRICTED & RESTRICTED  
COMPARATIVE STATEMENT OF  
BUDGETED OPERATIONS  
For the Eight Months Ending August 31, 2014

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 | 516,377       | 4,550                | 20,694               | 16,144              | 444,976    | 309,654    | <135,322>           | 30.4-%                    | 300,075          | 9,579               | 3.2-%                     |
| ONLINE DOLLARS - PARTICIPANTS | 305,783       | 0                    | <9,767>              | <9,767>             | 285,675    | 198,756    | <86,919>            | 30.4-%                    | 218,660          | <19,904>            | 9.1-%                     |
| ONLINE DOLLARS - TEAM LEVEL   | 0             | 0                    | 8,996                | 8,996               | 0          | 87,377     | 87,377              | .0-%                      | 76,282           | 11,095              | 14.5-%                    |
| MATCHING DOLLARS              | 37,156        | 8,106                | 3,135                | <4,971>             | 29,776     | 11,058     | <18,718>            | 62.9-%                    | 33,543           | <22,485>            | 67.0-%                    |
| NATIONAL SPONSORSHIP          | 10,739        | 0                    | 0                    | 0                   | 0          | 64         | 64                  | .0-%                      | 0                | 64                  | .0-%                      |
| LOCAL & OTHER SPONSORSHIP     | 800,869       | 50,880               | 29,424               | <21,456>            | 597,799    | 533,622    | <64,177>            | 10.7-%                    | 590,152          | <56,530>            | 9.6-%                     |
| TEAM PROMOTIONS               | 228,763       | 228,763              | 270,438              | 41,675              | 228,763    | 270,438    | 41,675              | 18.2-%                    | 220,489          | 49,949              | 22.7-%                    |
| CHAPTER PROMOTIONS            | 589,713       | 62,100               | 10,097               | <52,003>            | 468,695    | 619,745    | 151,050             | 32.2-%                    | 554,540          | 65,205              | 11.8-%                    |
| MARCH FOR BABIES (GROSS)      |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
| DIRECT DONOR BENEFIT EXP      | 2,489,400     | 354,399              | 333,017              | <21,382>            | 2,055,684  | 2,030,714  | <24,970>            | 1.2-%                     | 1,993,741        | 36,973              | 1.9-%                     |
|                               | <167,000>     | <6,780>              | <15,510>             | <8,730>             | <143,850>  | <129,845>  | 14,005              | 9.7-%                     | <129,396>        | <449>               | .3-%                      |
| MARCH FOR BABIES (NET)        |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
|                               | 2,322,400     | 347,619              | 317,507              | <30,112>            | 1,911,834  | 1,900,869  | <10,965>            | .6-%                      | 1,864,345        | 36,524              | 2.0-%                     |
| OTHER CAMPAIGN:               |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
| FEDERATED GIVING              | 31,000        | 0                    | 0                    | 0                   | 14,600     | 10,571     | <4,029>             | 27.6-%                    | 3,699            | 6,873               | 185.9-%                   |
| CLUBS AND ORGANIZATIONS       | 0             | 0                    | 0                    | 0                   | 0          | 0          | 0                   | .0-%                      | 358              | <358>               | 100.0-%                   |
| OTHER                         | 0             | 0                    | 0                    | 0                   | 0          | 0          | 0                   | .0-%                      | 2,826            | <2,826>             | 100.0-%                   |
| OTHER CAMPAIGN (GROSS)        |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
| DIRECT DONOR BENEFIT EXP      | 31,000        | 0                    | 0                    | 0                   | 14,600     | 10,571     | <4,029>             | 27.6-%                    | 6,882            | 3,689               | 53.6-%                    |
|                               | 0             | 0                    | 0                    | 0                   | 0          | 0          | 0                   | .0-%                      | 0                | 0                   | .0-%                      |
| OTHER CAMPAIGN (NET)          |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
|                               | 31,000        | 0                    | 0                    | 0                   | 14,600     | 10,571     | <4,029>             | 27.6-%                    | 6,882            | 3,689               | 53.6-%                    |
| MAJOR GIFTS:                  |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
| ANNUAL/MAJOR GIFTS            | 140,000       | 27,350               | 939                  | <26,411>            | 44,900     | 43,005     | <1,895>             | 4.2-%                     | 49,340           | <6,335>             | 12.8-%                    |
| REQUESTS/PLANNED GIFTS        | 1,797         | 0                    | 0                    | 0                   | 1,797      | 1,797      | 0                   | .0-%                      | 1,797            | 0                   | .0-%                      |
| MEMORIALS/OTHER PUBLIC        | 0             | 0                    | 275                  | 275                 | 0          | 505        | 505                 | .0-%                      | 895              | <390>               | 43.6-%                    |
| TOTAL MAJOR GIFTS             |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
|                               | 141,797       | 27,350               | 1,214                | <26,136>            | 46,697     | 45,307     | <1,390>             | 3.0-%                     | 52,032           | <6,725>             | 12.9-%                    |
| PREMATURITY:                  |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
| REVENUE                       | 30,000        | 25,000               | 0                    | <25,000>            | 28,000     | 27,835     | <165>               | .6-%                      | 28,350           | <515>               | 1.8-%                     |
| MAJOR GIFTS                   | 0             | 0                    | 0                    | 0                   | 0          | 0          | 0                   | .0-%                      | 0                | 0                   | .0-%                      |
| NATIONAL STRAT. ALLIANCE      | 0             | 0                    | 0                    | 0                   | 0          | <500>      | <500>               | .0-%                      | 0                | <500>               | .0-%                      |
| GRANT & PROG. SVC.            | 0             | 0                    | 0                    | 0                   | 0          | 0          | 0                   | .0-%                      | 10,000           | <10,000>            | 100.0-%                   |
| ALL OTHER REVENUE/TRANSF.     | 0             | 0                    | 0                    | 0                   | 0          | 0          | 0                   | .0-%                      | 0                | 0                   | .0-%                      |
| TOTAL REVENUE                 |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
|                               | 30,000        | 25,000               | 0                    | <25,000>            | 28,000     | 27,835     | <65>                | 2.4-%                     | 38,350           | <11,015>            | 28.7-%                    |
| EXPENSES                      |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
|                               | <124,721>     | <4,732>              | <2,103>              | 2,629               | <99,686>   | <81,624>   | 18,062              | 18.1-%                    | <120,865>        | 39,241              | 32.5-%                    |
| TOTAL, PREMATURITY (NET)      |               |                      |                      |                     |            |            |                     |                           |                  |                     |                           |
|                               | <94,721>      | 20,268               | <2,103>              | <22,371>            | <77,686>   | <54,289>   | 17,397              | 24.3-%                    | <82,515>         | 28,226              | 34.2-%                    |

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.

MISSISSIPPI  
UNRESTRICTED & RESTRICTED  
COMPARATIVE STATEMENT OF  
BUDGETED OPERATIONS

For the Eight Months Ending August 31, 2014

MISSISSIPPI

|                                  | Annual<br>Budget | Current<br>Month<br>Budget | Current<br>Month<br>Actual | Favorable<br><Unfavorable> | YTD<br>Budget | YTD<br>Actual | Favorable<br><Unfavorable> | Percent<br>Favorable<br><Unfavorable> | Prior YTD<br>Actual | Favorable<br><Unfavorable> | Percent<br>Favorable<br><Unfavorable> |
|----------------------------------|------------------|----------------------------|----------------------------|----------------------------|---------------|---------------|----------------------------|---------------------------------------|---------------------|----------------------------|---------------------------------------|
| <b>SPECIAL EVENTS:</b>           |                  |                            |                            |                            |               |               |                            |                                       |                     |                            |                                       |
| <b>SPORTS EVENTS:</b>            |                  |                            |                            |                            |               |               |                            |                                       |                     |                            |                                       |
| GOLF TOURNAMENTS                 | 113,500          | 6,764                      | 13,145                     | 6,381                      | 49,964        | 39,938        | <10,026>                   | 20.1%                                 | 46,970              | <7,032>                    | 15.0%                                 |
| MOTORCYCLE EVENTS                | 0                | 0                          | 0                          | 0                          | 0             | 0             | 0                          | .0%                                   | 0                   | 0                          | .0%                                   |
| OTHER SPORTS EVENTS              | 14,000           | 0                          | 0                          | 0                          | 0             | 0             | 0                          | .0%                                   | 0                   | 0                          | .0%                                   |
| TOTAL SPORTS EVENTS              | 127,500          | 6,764                      | 13,145                     | 6,381                      | 49,964        | 39,938        | <10,026>                   | 20.1%                                 | 46,970              | <7,032>                    | 15.0%                                 |
| <b>FOOD EVENTS:</b>              |                  |                            |                            |                            |               |               |                            |                                       |                     |                            |                                       |
| GOURMET GALA                     | 0                | 0                          | 0                          | 0                          | 0             | 0             | 0                          | .0%                                   | 0                   | 0                          | .0%                                   |
| CHEF'S AUCTION                   | 772,000          | 52,100                     | 44,095                     | <8,005>                    | 133,500       | 180,345       | 46,845                     | 35.1%                                 | 125,722             | 54,623                     | 43.4%                                 |
| OTHER FOOD EVENTS                | 129,000          | 9,100                      | 2,325                      | <6,775>                    | 42,600        | 41,055        | <1,545>                    | 3.6%                                  | 41,235              | <180>                      | .4%                                   |
| TOTAL FOOD EVENTS                | 901,000          | 61,200                     | 46,420                     | <14,780>                   | 176,100       | 221,400       | 45,300                     | 25.7%                                 | 166,957             | 54,443                     | 32.6%                                 |
| <b>CELEB/PERSONALITY EVENTS:</b> |                  |                            |                            |                            |               |               |                            |                                       |                     |                            |                                       |
| TESTIMONIAL/DINNERS              | 28,700           | 0                          | 0                          | 0                          | 28,700        | 34,675        | 5,975                      | 20.8%                                 | 24,840              | 9,835                      | 39.6%                                 |
| NURSE OF THE YEAR                | 118,500          | 0                          | 13,000                     | 13,000                     | 8,800         | 22,307        | 13,507                     | 153.5%                                | 8,800               | 14,307                     | 178.8%                                |
| 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/PEERS EVENTS         | 147,200          | 0                          | 13,000                     | 13,000                     | 37,500        | 56,982        | 19,482                     | 52.0%                                 | 32,840              | 24,142                     | 73.5%                                 |
| <b>OTHER SPECIAL EVENTS:</b>     |                  |                            |                            |                            |               |               |                            |                                       |                     |                            |                                       |
| BLUE JEANS FOR BABIES            | 26,600           | 1,500                      | 500                        | <1,000>                    | 1,500         | 4,300         | 2,800                      | 186.7%                                | 1,918               | 2,382                      | 124.2%                                |
| 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       | 26,600           | 1,500                      | 500                        | <1,000>                    | 1,500         | 4,300         | 2,800                      | 186.7%                                | 1,918               | 2,382                      | 124.2%                                |
| TOTAL SPECIAL EVENTS (GROSS)     | 1,202,300        | 69,464                     | 73,065                     | 3,601                      | 265,064       | 322,620       | 57,556                     | 21.7%                                 | 248,685             | 73,935                     | 29.7%                                 |
| DIRECT DONOR BENEFIT EXP         | <203,000>        | <2,700>                    | <12,805>                   | <9,105>                    | <34,629>      | <36,320>      | <1,691>                    | 4.9%                                  | <26,133>            | <10,187>                   | 39.0%                                 |
| TOTAL SPECIAL EVENTS (NET)       | 999,300          | 65,764                     | 60,260                     | <5,504>                    | 230,435       | 286,300       | 55,865                     | 24.2%                                 | 222,552             | 63,748                     | 28.6%                                 |
| <b>FUND THE MISSION:</b>         |                  |                            |                            |                            |               |               |                            |                                       |                     |                            |                                       |
| SPORTS                           | 12,425           | 2,200                      | 3,495                      | 1,295                      | 2,200         | 5,013         | 2,813                      | 127.9%                                | 2,061               | 2,952                      | 143.2%                                |
| FOOD                             | 151,112          | 13,600                     | 2,845                      | <10,755>                   | 25,000        | 19,609        | <5,391>                    | 21.6%                                 | 33,288              | <13,679>                   | 41.1%                                 |
| CELEB/PEERS EVENTS               | 32,000           | 0                          | 7,000                      | 7,000                      | 7,300         | 16,982        | 9,682                      | 132.6%                                | 5,465               | 11,517                     | 210.7%                                |
| TOTAL FUND THE MISSION           | 195,537          | 15,800                     | 13,340                     | <2,460>                    | 34,500        | 41,604        | 7,104                      | 20.6%                                 | 40,814              | 790                        | 1.9%                                  |

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

TENNESSEE - UNRESTRICTED & RESTRICTED  
 COMPARATIVE STATEMENT OF  
 BUDGETED OPERATIONS  
 For the Eight Months Ending August 31, 2014

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TENNESSEE

|                               | Annual<br>Budget | Current<br>Month<br>Budget | Current<br>Month<br>Actual | Favorable<br><Unfavor> | YTD<br>Budget | YTD<br>Actual | Favorable<br><Unfavor> | Percent<br>Favorable<br><Unfav> | Prior YTD<br>Actual | Favorable<br><Unfavor> | Percent<br>Favorable<br><Unfav> |
|-------------------------------|------------------|----------------------------|----------------------------|------------------------|---------------|---------------|------------------------|---------------------------------|---------------------|------------------------|---------------------------------|
| FEDERATED GIVING:             |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| CFC                           | 0                | 0                          | 0                          | 0                      | 0             | 191           | 191                    | .0 %                            | 666                 | <475>                  | 71.3 %                          |
| 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           | 0                          | 0                          | 0                      | 14,600        | 10,380        | <4,220>                | 28.9 %                          | 3,032               | 7,348                  | 242.3 %                         |
| TOTAL FEDERATED GIVING        | 31,000           | 0                          | 0                          | 0                      | 14,600        | 10,571        | <4,029>                | 27.6 %                          | 3,698               | 6,873                  | 185.9 %                         |
| NET ADJUSTMENT:               |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| CHG IN PLEDGS REC-MAJOR GIFTS | 0                | 0                          | 15,000                     | 15,000                 | 0             | 25,000        | 25,000                 | .0 %                            | 0                   | 25,000                 | .0 %                            |
| CHG IN PLEDGS REC-PREM.       | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0 %                            | 0                   | 0                      | .0 %                            |
| CHG IN PLEDGS REC-NICU        | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0 %                            | 0                   | 0                      | .0 %                            |
| CHG IN DEFERRAL NICU REVENUE  | 20,991           | 0                          | 0                          | 0                      | 20,991        | 0             | <20,991>               | 100.0 %                         | 12,489              | <12,489>               | 100.0 %                         |
| TOTAL NET ADJUSTMENT:         | 20,991           | 0                          | 15,000                     | 15,000                 | 20,991        | 25,000        | 4,009                  | 19.1 %                          | 12,489              | 12,511                 | 100.2 %                         |
| OTHER REVENUE:                |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| INVESTMENT INCOME             | 0                | 0                          | 2                          | 2                      | 0             | 21            | 21                     | .0 %                            | 30                  | <9>                    | 30.0 %                          |
| 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 SERVICES REVENUE      | 0                | 0                          | 0                          | 0                      | 0             | <1,000>       | <1,000>                | .0 %                            | 0                   | <1,000>                | .0 %                            |
| MISC. OTHER REVENUE           | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0 %                            | 0                   | 0                      | .0 %                            |
| TOTAL OTHER REVENUE           | 0                | 0                          | 2                          | 2                      | 0             | <979>         | <979>                  | .0 %                            | 30                  | <1,009>                | 3.363 %                         |
| TRANSFERS RECEIVED            |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| OPERATIONAL ASSISTANCE        | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0 %                            | 0                   | 0                      | .0 %                            |
| FROM NATIONAL                 | 0                | 0                          | 0                          | 0                      | 0             | 13,933        | 13,933                 | .0 %                            | 18,933              | <5,000>                | 26.4 %                          |
| FROM OTHER CO./CHAPTERS       | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0 %                            | 0                   | 0                      | .0 %                            |
| TOTAL TRANSFERS RECEIVED      | 0                | 0                          | 0                          | 0                      | 0             | 13,933        | 13,933                 | .0 %                            | 18,933              | <5,000>                | 26.4 %                          |
| TRANSFERS EXPENDED            |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| NATIONAL PROGRAMS             | <1,150,349>      | <127,864>                  | <126,689>                  | 1,175                  | <706,214>     | <721,913>     | <15,699>               | 2.2 %                           | <678,897>           | <43,016>               | 6.3 %                           |
| 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      | <1,150,349>      | <127,864>                  | <126,689>                  | 1,175                  | <706,214>     | <721,913>     | <15,699>               | 2.2 %                           | <678,897>           | <43,016>               | 6.3 %                           |

TENNESSEE - UNRESTRICTED & RESTRICTED  
 COMPARATIVE STATEMENT OF  
 BUDGETED OPERATIONS

09/02/14  
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For the Eight Months Ending August 31, 2014

TENNESSEE

|                                                                        | Annual<br>Budget | Current<br>Month<br>Budget | Current<br>Month<br>Actual | Favorable<br><Unfavor> | YTD<br>Budget | YTD<br>Actual | Favorable<br><Unfavor> | Percent<br>Favorable<br><Unfav> | Prior YTD<br>Actual | Favorable<br><Unfavor> | Percent<br>Favorable<br><Unfav> |
|------------------------------------------------------------------------|------------------|----------------------------|----------------------------|------------------------|---------------|---------------|------------------------|---------------------------------|---------------------|------------------------|---------------------------------|
| PERFORMANCE MARGIN CALCULATION                                         |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| TOTAL EXPENSE                                                          | <2,291,929>      | <175,462>                  | <156,252>                  | 21,200                 | <1,587,345>   | <1,407,927>   | 179,418                | 11.3-%                          | <1,395,790>         | <12,137>               | .9-%                            |
| LESS: DONATED GOODS EXPENSE                                            | 1,830            | 0                          | 0                          | 0                      | 1,830         | 1,830         | 0                      | .0-%                            | 33,325              | <31,495>               | 94.5-%                          |
| LESS: MISSION COST CENTERS                                             | 341,305          | 19,206                     | 16,067                     | <3,139>                | 257,243       | 248,752       | <8,491>                | 3.3-%                           | 270,567             | <21,815>               | 8.1-%                           |
| OPERATING EXPENSE                                                      | <1,948,794>      | <156,256>                  | <138,195>                  | 18,061                 | <1,328,272>   | <1,157,345>   | 170,927                | 12.9-%                          | <1,091,898>         | <65,447>               | 6.0-%                           |
| MOD NET RECEIPTS                                                       |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| LESS: OPERATING EXPENSES                                               | 3,515,488        | 440,733                    | 393,981                    | <46,752>               | 2,224,557     | 2,268,045     | 43,488                 | 2.0-%                           | 2,158,300           | 109,745                | 5.1-%                           |
|                                                                        | <1,948,794>      | <156,256>                  | <138,195>                  | 18,061                 | <1,328,272>   | <1,157,345>   | 170,927                | 12.9-%                          | <1,091,898>         | <65,447>               | 6.0-%                           |
| PERFORMANCE MARGIN NET INC.                                            |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
|                                                                        | 1,566,694        | 284,477                    | 255,786                    | <28,691>               | 896,285       | 1,110,700     | 214,415                | 23.9-%                          | 1,066,402           | 44,298                 | 4.2-%                           |
| MOD NET RECEIPTS                                                       |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
|                                                                        | 3,515,488        | 440,733                    | 393,981                    | <46,752>               | 2,224,557     | 2,268,045     | 43,488                 | 2.0-%                           | 2,158,300           | 109,745                | 5.1-%                           |
| PERFORMANCE MARGIN %                                                   |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
|                                                                        | 44.6             | 64.5                       | 64.9                       | .4                     | 40.3          | 49.0          | 8.7                    | 21.6-%                          | 49.4                | <.4>                   | .8-%                            |
| PROFITABILITY RATIO CALCULATION                                        |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| TOTAL EXPENDITURES                                                     | <3,442,278>      | <303,326>                  | <280,951>                  | 22,375                 | <2,293,559>   | <2,129,840>   | 163,719                | 7.1-%                           | <2,074,687>         | <55,153>               | 2.7-%                           |
| LESS: N.O. RESEARCH GRANTS                                             | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0-%                            | 0                   | 0                      | .0-%                            |
| TOTAL P.R. EXPENSE                                                     | <3,442,278>      | <303,326>                  | <280,951>                  | 22,375                 | <2,293,559>   | <2,129,840>   | 163,719                | 7.1-%                           | <2,074,687>         | <55,153>               | 2.7-%                           |
| TOTAL REVENUE                                                          |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| LESS: TRANSFERS FROM N.O.                                              | 3,517,218        | 440,733                    | 393,983                    | <46,750>               | 2,226,387     | 2,268,829     | 56,442                 | 2.5-%                           | 2,210,588           | 72,241                 | 3.3-%                           |
| ADD: *SIGNIFICANT LOSSES                                               | 0                | 0                          | 0                          | 0                      | 0             | 0             | 0                      | .0-%                            | 0                   | 0                      | .0-%                            |
| TOTAL P.R. REVENUE                                                     | 3,517,218        | 440,733                    | 393,983                    | <46,750>               | 2,226,387     | 2,268,829     | 56,442                 | 2.5-%                           | 2,210,588           | 72,241                 | 3.3-%                           |
| PROFITABILITY RATIO                                                    |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
|                                                                        | 102.2            | 145.3                      | 140.2                      | <5.1>                  | 97.1          | 107.2         | 10.1                   | 10.4-%                          | 106.6               | .6                     | .6-%                            |
| PROFITABILITY RATIO = TOTAL P.R. REVENUE / TOTAL P.R. EXPENSE X 100    |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| *ADD SIGNIFICANT NET LOSS IN TREASURY PORTFOLIO EXCLUDED FROM PR CALC. |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| PRODUCTIVITY RATIO CALCULATION                                         |                  |                            |                            |                        |               |               |                        |                                 |                     |                        |                                 |
| MOD NET RECEIPTS                                                       | 3,515,488        | 440,733                    | 393,981                    | <46,752>               | 2,224,557     | 2,268,045     | 43,488                 | 2.0-%                           | 2,158,300           | 109,745                | 5.1-%                           |
| TOTAL SALARIES & BENEFITS                                              | 1,704,043        | 141,198                    | 118,238                    | <22,960>               | 1,139,104     | 1,002,290     | <136,814>              | 12.0-%                          | 937,756             | 64,534                 | 6.9-%                           |
| PRODUCTIVITY RATIO                                                     | 2.06             | 3.12                       | 3.33                       | .21                    | 1.95          | 2.26          | .31                    | 15.90-%                         | 2.30                | <.04>                  | 1.74-%                          |