

TENNESSEE	Annual Budget	Current Month Budget	Current Month Actual	Favorable <Unfavor>-	YTD Budget	YTD Actual	Favorable <Unfavor>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>
PUBLIC SUPPORT & REVENUE										
CAMPAIGN CONTRIBUTIONS										
MARCH FOR BABIES	2,522,650	44,050	103,842	59,792	1,742,201	1,649,825	<92,376>	1,694,776	<44,951>	2.7-%
SPECIAL EVENTS	1,118,757	76,500	75,850	<650>	221,350	277,323	55,973	220,157	57,166	26.0 %
ANNUAL/MAJOR GIFTS	136,159	5,700	3,723	<1,977>	49,509	50,448	939	44,900	5,548	12.4 %
NET ADJUSTMENT	0	0	0	0	0	58,890	58,890	54,052	4,838	9.0-%
OTHER CAMPAIGN	20,000	1,510	8,260	6,750	8,770	13,442	4,672	10,385	3,057	29.4 %
TOTAL CAMPAIGN CONTRIBUTIONS	3,797,566	127,760	191,675	63,915	2,021,830	2,049,928	28,098	2,024,270	25,658	1.3 %
LESS:DIRECT BENEFITS EXPENSE	<378,600>	<14,100>	<16,576>	<2,476>	<179,450>	<105,958>	73,492	<130,011>	24,053	18.5-%
TOTAL MOD NET RECEIPTS	3,418,966	113,660	175,099	61,439	1,842,380	1,943,970	101,590	1,894,259	49,711	2.6 %
OTHER REVENUE	0	0	<291>	<291>	0	1,733	1,733	164,166	<162,433>	98.9-%
ALL TRANSFERS RECEIVED	5,878	0	6,000	6,000	2,938	15,369	12,431	12,878	2,491	19.3 %
DONATED GOODS INCOME	19,736	18,786	18,786	0	19,736	19,736	0	12,995	6,741	51.9 %
TOTAL PUBLIC SUPPORT AND REVEN	3,444,580	132,446	199,594	67,148	1,865,054	1,980,808	115,754	2,084,298	<103,490>	5.0-%
EXPENSES										
GRANTS & AWARDS	<117,338>	0	<3,000>	<3,000>	<58,668>	<128,414>	<69,746>	<107,976>	<20,438>	18.9 %
SALARIES	<1,120,661>	<93,413>	<83,573>	9,840	<653,891>	<623,433>	30,458	<722,586>	99,153	13.7-%
EMPLOYEES BENEFITS & TAXES	<410,400>	<34,196>	<20,749>	13,447	<239,372>	<155,006>	84,366	<162,542>	7,536	4.6-%
PROFESSIONAL FEES	<43,000>	<4,653>	<2,652>	2,001	<29,221>	<29,741>	<520>	<29,194>	<547>	1.9 %
TRAVEL & LODGING	<129,750>	<10,464>	<8,054>	2,410	<75,384>	<58,323>	17,061	<58,587>	264	.5-%
CONFERENCES & MEETINGS	<24,150>	<1,681>	<329>	1,352	<14,287>	<4,041>	10,246	<11,151>	7,110	63.8-%
PRINTING & SUPPLIES	<88,400>	<7,168>	<4,690>	2,478	<50,653>	<46,989>	3,664	<54,699>	7,710	14.1-%
POSTAGE	<21,325>	<1,800>	<2,452>	<652>	<12,290>	<9,168>	3,122	<9,079>	<89>	1.0 %
TELEPHONE	<38,000>	<3,111>	<1,865>	1,246	<21,997>	<16,334>	5,663	<19,085>	2,751	14.4-%
OCCUPANCY	<195,000>	<16,247>	<14,157>	2,090	<113,729>	<100,461>	13,268	<118,825>	18,364	15.5-%
INT,DEPR,EQUIP, & OTHER	<29,000>	<2,000>	<4,860>	<2,860>	<14,000>	<16,075>	<2,075>	<21,530>	5,455	25.3-%
DONATED GOODS EXPENSE	<19,736>	<18,786>	<18,786>	0	<19,736>	<19,736>	0	<12,995>	<6,741>	51.9 %
TOTAL EXPENSES	<2,236,760>	<193,519>	<165,167>	28,352	<1,303,228>	<1,207,721>	95,507	<1,328,249>	120,528	9.1-%
SHARE TO NATIONAL	<1,128,470>	<37,428>	<57,503>	<20,075>	<600,249>	<595,985>	4,264	<589,201>	<6,784>	1.2 %
ALL OTHER TRANSFERS	0	0	0	0	0	0	0	0	0	.0 %
ADJ TOTAL EXPENDITURES	<3,365,230>	<230,947>	<222,670>	8,277	<1,903,477>	<1,803,706>	99,771	<1,917,450>	113,744	5.9-%
NET CHAPTER INCOME	79,350	<98,501>	<23,076>	75,425	<38,423>	177,102	215,525	166,848	10,254	6.1 %
SHARE NOT PAID	0	0	0	0	0	0	0	0	0	.0 %
PERFORMANCE MARGIN (%)	45.8	<35.4>	28.4	63.8	41.5	52.5	11.0	51.1	1.4	2.7 %
PROFITABILITY RATIO	102.2	57.3	89.6	32.3	97.8	109.8	12.0	108.7	1.1	1.0 %
PRODUCTIVITY RATIO	2.23	.89	1.68	.79	2.06	2.50	.44	2.14	.36	16.82 %

MARCH OF DIMES
TENNESSEE - UNRESTRICTED & RESTRICTED
COMPARATIVE STATEMENT OF
BUDGETED OPERATIONS
For the Seven Months Ending July 31, 2011

TENNESSEE	Annual Budget	Current Month Budget	Current Month Actual	Favorable <Unfavor>-	YTD Budget	YTD Actual	Favorable <Unfavor>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>
MARCH FOR BABIES:										
TEAM	840,950	14,000	932	<13,068>	715,491	457,157	<258,334>	533,453	<76,296>	14.3-%
TEAM ONLINE	280,525	0	0	0	240,621	301,122	60,501	268,737	32,385	12.1 %
MARCH ONLINE	0	0	0	0	0	0	0	12,685	<12,685>	100.0-%
INDIVIDUAL	70,795	1,000	1,650	650	60,495	11,006	<49,489>	16,685	<5,679>	34.0-%
MATCHING DOLLARS	27,950	0	6,585	6,585	10,400	17,808	7,408	15,952	1,856	11.6 %
NATIONAL SPONSORSHIP	55,920	0	0	0	0	0	0	10,000	<10,000>	100.0-%
LOCAL & OTHER SPONSORSHIP	568,355	23,500	89,750	66,250	469,260	443,915	<25,345>	366,185	77,730	21.2 %
WONDERWALK/WALKMANIA	4,200	0	0	0	4,200	0	<4,200>	0	0	.0 %
TEAM PROMOTIONS	263,665	0	0	0	11,000	0	<11,000>	0	0	.0 %
CHAPTER PROMOTIONS	410,290	5,550	4,925	<625>	230,734	418,818	188,084	471,079	<52,261>	11.1-%
MARCH FOR BABIES (GROSS)	2,522,650	44,050	103,842	59,792	1,742,201	1,649,826	<92,375>	1,694,776	<44,950>	2.7-%
DIRECT DONOR BENEFIT EXP	<167,000>	<6,600>	<3,281>	3,319	<145,050>	<82,798>	62,252	<105,201>	22,403	21.3-%
MARCH FOR BABIES (NET)	2,355,650	37,450	100,561	63,111	1,597,151	1,567,028	<30,123>	1,589,575	<22,547>	1.4-%
OTHER CAMPAIGN:										
TELEMARKETING	0	0	0	0	0	0	0	0	0	.0 %
FEDERATED GIVING	20,000	1,510	4,435	2,925	8,770	9,077	307	6,208	2,869	46.2 %
CLUBS AND ORGANIZATIONS	0	0	0	0	0	0	0	387	<387>	100.0-%
OTHER	0	0	3,825	3,825	0	4,365	4,365	3,790	575	15.2 %
OTHER CAMPAIGN (GROSS)	20,000	1,510	8,260	6,750	8,770	13,442	4,672	10,385	3,057	29.4 %
DIRECT DONOR BENEFIT EXP	0	0	0	0	0	0	0	0	0	.0 %
OTHER CAMPAIGN (NET)	20,000	1,510	8,260	6,750	8,770	13,442	4,672	10,385	3,057	29.4 %
MAJOR GIFTS:										
ANNUAL/MAJOR GIFTS	98,200	4,700	2,073	<2,627>	40,800	22,469	<18,331>	20,847	1,622	7.8 %
PRESIDENTS SOCIETY	35,000	1,000	1,650	650	5,750	24,970	19,220	21,224	3,746	17.6 %
BEQUESTS/PLANNED GIFTS	2,959	0	0	0	2,959	2,959	0	2,809	150	5.3 %
MEMORIALS/OTHER PUBLIC	0	0	0	0	0	50	50	20	30	150.0 %
TOTAL MAJOR GIFTS	136,159	5,700	3,723	<1,977>	49,509	50,448	939	44,900	5,548	12.4 %
PREMATURITY:										
REVENUE										
MAJOR GIFTS	36,000	3,000	0	<3,000>	21,000	3,618	<17,382>	4,700	<1,082>	23.0-%
NATIONAL STRAT. ALLIANCE	0	0	0	0	0	0	0	0	0	.0 %
GRANT & PROG. SVC.	0	0	<300>	<300>	0	<300>	<300>	0	<300>	.0 %
ALL OTHER REVENUE/TRANSF.	0	0	0	0	0	805	805	2,516	<1,711>	68.0-%
TOTAL REVENUE	36,000	3,000	<300>	<3,300>	21,000	4,123	<16,877>	7,216	<3,093>	42.9-%
EXPENSES	<153,441>	<4,926>	<3,829>	1,097	<79,774>	<129,213>	<49,439>	<108,681>	<20,532>	18.9 %
TOTAL PREMATURITY (NET)	<117,441>	<1,926>	<4,129>	<2,203>	<58,774>	<125,090>	<66,316>	<101,465>	<23,625>	23.3 %

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>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>
SPECIAL EVENTS:										
SPORTS EVENTS:										
GOLF TOURNAMENTS	170,250	25,000	21,100	<3,900>	74,250	77,090	2,840	51,000	26,090	51.2 %
MOTORCYCLE EVENTS	0	0	0	0	0	0	0	0	0	.0 %
OTHER SPORTS EVENTS	9,000	0	0	0	0	0	0	0	0	.0 %
TOTAL SPORTS EVENTS	179,250	25,000	21,100	<3,900>	74,250	77,090	2,840	51,000	26,090	51.2 %
FOOD EVENTS:										
GOURMET GALA	0	0	0	0	0	0	0	8,515	<8,515>	100.0-%
CHEF'S AUCTION	740,907	47,500	52,500	5,000	85,200	135,136	49,936	90,070	45,066	50.0 %
BEST OF EVENT	57,000	0	150	150	0	938	938	6,700	<5,762>	86.0-%
OTHER FOOD EVENTS	52,600	0	0	0	30,900	31,607	707	37,635	<6,028>	16.0-%
TOTAL FOOD EVENTS	850,507	47,500	52,650	5,150	116,100	167,681	51,581	142,920	24,761	17.3 %
CELEB/PERSONALITY EVENTS:										
TESTIMONIAL/DINNERS	22,000	0	0	0	22,000	21,911	<89>	21,449	462	2.2 %
NURSE OF THE YEAR	33,000	0	0	0	0	3,625	3,625	0	3,625	.0 %
JAIL & BAIL	0	0	0	0	0	0	0	0	0	.0 %
SINGLES EVENTS	0	0	0	0	0	0	0	0	0	.0 %
OTHER PERSONALITY EVENTS	0	0	0	0	0	0	0	0	0	.0 %
TOTAL CELEB/PERS EVENTS	55,000	0	0	0	22,000	25,536	3,536	21,449	4,087	19.1 %
OTHER SPECIAL EVENTS:										
READING CHAMPIONS	0	0	0	0	0	0	0	0	0	.0 %
BLUE JEANS FOR BABIES	34,000	4,000	2,100	<1,900>	9,000	6,820	<2,180>	4,788	2,032	42.4 %
PUMPKIN PATCH	0	0	0	0	0	0	0	0	0	.0 %
ALL OTHER EVENTS	0	0	0	0	0	196	196	0	196	.0 %
TOTAL OTHER SPECIAL EVENTS	34,000	4,000	2,100	<1,900>	9,000	7,016	<1,984>	4,788	2,228	46.5 %
TOTAL SPECIAL EVENTS (GROSS)	1,118,757	76,500	75,850	<650>	221,350	277,323	55,973	220,157	57,166	26.0 %
DIRECT DONOR BENEFIT EXP	<211,600>	<7,500>	<13,295>	<5,795>	<34,400>	<23,160>	11,240	<24,809>	1,649	6.6-%
TOTAL SPECIAL EVENTS (NET)	907,157	69,000	62,555	<6,445>	186,950	254,163	67,213	195,348	58,815	30.1 %
FUND THE MISSION:										
SPORTS	2,500	1,000	0	<1,000>	2,000	7,560	5,560	3,395	4,165	122.7 %
FOOD	52,895	0	750	750	0	2,351	2,351	5,550	<3,199>	57.6-%
CELEB/PERS EVENTS	1,500	0	0	0	1,500	2,536	1,036	634	1,902	300.0 %
TOTAL FUND THE MISSION	56,895	1,000	750	<250>	3,500	12,447	8,947	9,579	2,868	29.9 %

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

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TN452
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MARCH OF DIMES
TENNESSEE - UNRESTRICTED & RESTRICTED
COMPARATIVE STATEMENT OF
BUDGETED OPERATIONS
For the Seven Months Ending July 31, 2011

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TENNESSEE

	Annual Budget	Current Month Budget	Current Month Actual	Favorable <Unfavor>-	YTD Budget	YTD Actual	Favorable <Unfavor>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>
FEDERATED GIVING:										
CFC	0	0	0	0	0	0	0	0	0	.0 %
MOD EMPLOYEES	0	0	0	0	0	0	0	0	0	.0 %
CORPORATE EMPLOYEES	0	0	0	0	0	0	0	0	0	.0 %
STATE EMPLOYEES	0	0	0	0	0	0	0	0	0	.0 %
OTHER FEDERATED GIVING	20,000	1,510	4,435	2,925	8,770	9,077	307	6,208	2,869	46.2 %
TOTAL FEDERATED GIVING	20,000	1,510	4,435	2,925	8,770	9,077	307	6,208	2,869	46.2 %
NET ADJUSTMENT:										
CHG IN PLEDGE REC-MAJOR GIFTS	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 %
CHG IN PLEDGE REC-NICU	0	0	0	0	0	0	0	0	0	.0 %
CHG IN DEFERRAL NICU REVENUE	0	0	0	0	0	58,890	58,890	54,052	4,838	9.0-%
TOTAL NET ADJUSTMENT:	0	0	0	0	0	58,890	58,890	54,052	4,838	9.0-%
OTHER REVENUE:										
INVESTMENT INCOME	0	0	9	9	0	33	33	42	<9>	21.4-%
GRANT INCOME	0	0	0	0	0	0	0	164,124	<164,124>	100.0-%
GRANT REFUNDS	0	0	0	0	0	0	0	0	0	.0 %
PROGRAM SERVICE REVENUE	0	0	<300>	<300>	0	1,700	1,700	0	1,700	.0 %
MISC.OTHER REVENUE	0	0	0	0	0	0	0	0	0	.0 %
TOTAL OTHER REVENUE	0	0	<291>	<291>	0	1,733	1,733	164,166	<162,433>	98.9-%
TRANSFERS RECEIVED										
OPERATIONAL ASSISTANCE	5,878	0	0	0	2,938	0	<2,938>	0	0	.0 %
MOTHERS MARCH FROM NATIONAL	0	0	0	0	0	0	0	0	0	.0 %
FROM NATIONAL	0	0	6,000	6,000	0	15,369	15,369	12,878	2,491	19.3 %
FROM OTHER CO./CHAPTERS	0	0	0	0	0	0	0	0	0	.0 %
TOTAL TRANSFERS RECEIVED	5,878	0	6,000	6,000	2,938	15,369	12,431	12,878	2,491	19.3 %
TRANSFERS EXPENDED										
NATIONAL PROGRAMS	<1,128,470>	<37,428>	<57,503>	<20,075>	<600,249>	<595,985>	4,264	<589,201>	<6,784>	1.2 %
N.O. RESEARCH GRANTS	0	0	0	0	0	0	0	0	0	.0 %
TO NATIONAL OFFICE	0	0	0	0	0	0	0	0	0	.0 %
TO OTHER CO./CHAPTERS	0	0	0	0	0	0	0	0	0	.0 %
TOTAL TRANSFERS EXPENDED	<1,128,470>	<37,428>	<57,503>	<20,075>	<600,249>	<595,985>	4,264	<589,201>	<6,784>	1.2 %

TENNESSEE	Annual Budget	Current Month Budget	Current Month Actual	Favorable <Unfavor>-	YTD Budget	YTD Actual	Favorable <Unfavor>	Prior YTD Actual	Favorable <Unfavor>	Percent Favorable <Unfav>
PERFORMANCE MARGIN CALCULATION										
TOTAL EXPENSE	<2,236,760>	<193,519>	<165,167>	28,352	<1,303,228>	<1,207,721>	95,507	<1,328,249>	120,528	9.1-%
LESS: DONATED GOODS EXPENSE	19,736	18,786	18,786	0	19,736	19,736	0	12,995	6,741	51.9-%
LESS: MISSION COST CENTERS	364,705	20,784	21,006	222	205,849	265,374	59,525	389,081	<123,707>	31.8 %
OPERATING EXPENSE	<1,852,319>	<153,949>	<125,375>	28,574	<1,077,643>	<922,611>	155,032	<926,173>	3,562	.4-%
MOD NET RECEIPTS	3,418,966	113,660	175,099	61,439	1,842,380	1,943,970	101,590	1,894,259	49,711	2.6 %
LESS: OPERATING EXPENSES	<1,852,319>	<153,949>	<125,375>	28,574	<1,077,643>	<922,611>	155,032	<926,173>	3,562	.4-%
PERFORMANCE MARGIN NET INC.	1,566,647	<40,289>	49,724	90,013	764,737	1,021,359	256,622	968,086	53,273	5.5 %
PERFORMANCE MARGIN NET INC.	1,566,647	<40,289>	49,724	90,013	764,737	1,021,359	256,622	968,086	53,273	5.5 %
MOD NET RECEIPTS	3,418,966	113,660	175,099	61,439	1,842,380	1,943,970	101,590	1,894,259	49,711	2.6 %
PERFORMANCE MARGIN %	45.8	<35.4>	28.4	63.8	41.5	52.5	11.0	51.1	1.4	2.7 %
PROFITABILITY RATIO CALCULATION										
TOTAL EXPENDITURES	<3,365,230>	<230,947>	<222,670>	8,277	<1,903,477>	<1,803,706>	99,771	<1,917,450>	113,744	5.9-%
LESS: N.O. RESEARCH GRANTS	0	0	0	0	0	0	0	0	0	.0 %
TOTAL P.R. EXPENSE	<3,365,230>	<230,947>	<222,670>	8,277	<1,903,477>	<1,803,706>	99,771	<1,917,450>	113,744	5.9-%
TOTAL REVENUE	3,444,580	132,446	199,594	67,148	1,865,054	1,980,808	115,754	2,084,298	<103,490>	5.0-%
LESS: TRANSFERS FROM N.O.	5,878	0	0	0	2,938	0	<2,938>	0	0	.0 %
ADD: *SIGNIFICANT LOSS	0	0	0	0	0	0	0	0	0	.0 %
TOTAL P.R. REVENUE	3,438,702	132,446	199,594	67,148	1,862,116	1,980,808	118,692	2,084,298	<103,490>	5.0-%
PROFITABILITY RATIO	102.2	57.3	89.6	32.3	97.8	109.8	12.0	108.7	1.1	1.0 %
PROFITABILITY RATIO = TOTAL P.R. REVENUE / TOTAL P.R. EXPENSE X 100 *ADJ SIGNIFICANT NET LOSS IN TREASURY PORTFOLIO EXCLUDED FROM PR CALC.										
PRODUCTIVITY RATIO CALCULATION										
MOD NET RECEIPTS	3,418,966	113,660	175,099	61,439	1,842,380	1,943,970	101,590	1,894,259	49,711	2.6 %
TOTAL SALARIES & BENEFITS	1,531,061	127,609	104,322	<23,287>	893,263	778,439	<114,824>	885,128	<106,689>	12.1-%
PRODUCTIVITY RATIO	2.23	.89	1.68	.79	2.06	2.50	.44	2.14	.36	16.82 %