

83500
TN452
HUD06A00

MARCH OF DIMES
2006 CHAPTER BUDGET
BUDGET ENTRY WORKSHEET (WORKSHEET A)
For the Nine Months Ending September 30, 2005

1
10/14/05
10:13:13

TENNESSEE -UNRESTRICTED

	2004 BUDGET	2004 ACTUAL	2004 YTD ACT	2005 BUDGET	2005 YTD BUD	2005 YTD ACT	05 YTD ACT + REMAIN.BUD	05 YTD ACT +04 REMAIN ACT	2005 YE Rct	2006 BUDGET
PUBLIC SUPPORT & REVENUE										
CAMPAIGN CONTRIBUTIONS										
WALKAMERICA	2,265,317	2,056,283	1,776,111	2,253,032	1,938,642	1,783,001	2,097,391	2,063,173	2,215,121	2,410,743
SPECIAL EVENTS	982,998	997,749	276,234	1,033,377	274,915	268,591	1,027,053	990,106	1,090,263	1,155,678
ANNUAL/MAJOR GIFTS	199,474	210,818	149,344	115,676	40,004	51,220	126,892	112,694	103,676	124,411
NET CHANGE IN PLEDGES REC.	0	0	0	0	0	0	0	0	0	0
OTHER CAMPAIGN	30,414	25,333	12,842	12,000	8,766	20,369	23,603	32,860	22,000	17,534
TOTAL CAMPAIGN CONTRIBUTIONS	3,478,203	3,290,183	2,214,531	3,414,085	2,262,327	2,123,181	3,274,939	3,198,833	3,431,360	3,708,366
LESS:DIRECT BRNRFITS EXPENSE	<427,890>	<447,633>	<263,328>	<412,880>	<319,414>	<282,458>	<375,924>	<466,763>	<419,880>	<430,099>
TOTAL MOD NET RECEIPTS	3,050,313	2,842,550	1,951,203	3,001,205	1,942,913	1,840,723	2,899,015	2,732,070	3,011,480	3,278,267
OTHER REVENUE	25,000	39,814	10,456	0	0	425	425	29,783	0	0
ALL TRANSFERS RECEIVED	148,000	148,000	137,333	0	0	9,333	9,333	20,000	0	0
DONATED GOODS INCOME	300,450	300,450	22,292	22,181	22,181	22,181	22,181	300,339	0	0
TOTAL PUBLIC SUPPORT AND REVENUE	3,523,763	3,330,814	2,121,284	3,023,386	1,965,094	1,872,662	2,930,954	3,082,192	3,011,480	3,278,267
EXPENSES										
GRANTS & AWARDS	<245,415>	<245,414>	<173,208>	<135,414>	<67,706>	<132,434>	<200,142>	<204,640>	<135,414>	<135,414>
SALARIES	<1,102,214>	<1,050,568>	<778,610>	<1,106,681>	<831,833>	<816,143>	<1,090,991>	<1,088,101>	<1,090,564>	<1,144,182>
EMPLOYEES BENEFITS & TAXES	<339,534>	<303,156>	<250,230>	<338,698>	<255,137>	<270,826>	<354,377>	<323,752>	<338,688>	<345,605>
PROFESSIONAL FEES	<28,399>	<22,331>	<9,768>	<15,399>	<14,484>	<14,522>	<15,437>	<27,085>	<15,399>	<15,707>
TRAVEL & LODGING	<108,059>	<103,598>	<64,492>	<106,999>	<83,452>	<67,564>	<91,111>	<106,670>	<101,038>	<116,099>
CONFERENCES & MEETINGS	<14,376>	<18,528>	<5,800>	<14,376>	<12,588>	<13,978>	<15,766>	<26,706>	<14,376>	<14,376>
PRINTING & SUPPLIES	<116,023>	<129,239>	<88,501>	<95,984>	<79,498>	<74,137>	<90,623>	<114,875>	<100,297>	<100,297>
POSTAGE	<39,797>	<26,428>	<20,911>	<34,000>	<26,846>	<24,213>	<31,367>	<29,730>	<31,525>	<34,000>
TELEPHONE	<42,333>	<43,185>	<29,084>	<42,333>	<32,023>	<29,303>	<39,613>	<43,404>	<42,000>	<44,000>
OCCUPANCY	<171,910>	<166,882>	<125,676>	<169,000>	<126,759>	<116,365>	<158,506>	<157,571>	<160,000>	<172,000>
INT,DEPR,EQUIP, & OTHER	<27,803>	<21,835>	<12,993>	<27,803>	<22,114>	<13,244>	<18,933>	<22,086>	<21,835>	<27,803>
DONATED GOODS EXPENSE	<300,450>	<300,450>	<22,292>	<22,181>	<22,181>	<22,181>	<22,181>	<300,339>	0	0
TOTAL EXPENSES	<2,536,313>	<2,431,614>	<1,581,565>	<2,108,858>	<1,574,621>	<1,594,910>	<2,129,147>	<2,444,959>	<2,051,136>	<2,149,483>
SHARE TO NATIONAL	<1,043,461>	<987,055>	<664,359>	<1,024,226>	<678,698>	<636,954>	<982,482>	<959,650>	<1,029,408>	<1,112,510>
ALL OTHER TRANSFERS	0	0	0	0	0	0	0	0	0	0
ADJ TOTAL EXPENDITURES	<3,579,774>	<3,418,669>	<2,245,924>	<3,133,084>	<2,253,319>	<2,231,864>	<3,111,629>	<3,404,609>	<3,080,544>	<3,261,993>
NET CHAPTER INCOME	<56,011>	<87,855>	<124,640>	<109,698>	<288,225>	<359,202>	<180,675>	<322,417>	<69,064>	16,274
SHARE NOT PAID	0	0	0	0	0	0	0	0	0	0
PERFORMANCE MARGIN (%)	44.6	42.0	36.8	42.5	32.7	30.9	41.7	38.2	43.8	45.7
PROFITABILITY RATIO	98.4	97.4	94.5	96.5	87.2	83.9	94.2	90.5	97.8	100.5
PRODUCTIVITY RATIO	2.12	2.10	1.90	2.08	1.79	1.69	2.01	1.94	2.11	2.20

83500
TN452
BUD06A00

MARCH OF DIMES
2006 CHAPTER BUDGET
BUDGET ENTRY WORKSHEET (WORKSHEET A)
For the Nine Months Ending September 30, 2005

2
10/14/05
10:13:13

TENNESSEE -UNRESTRICTED

	2004 BUDGET	2004 ACTUAL	2004 YTD ACT	2005 BUDGET	2005 YTD BUD	2005 YTD ACT	05 YTD ACT + REMAIN.BUD	05 YTD ACT +04 REMAIN ACT	2005 YR Est	2006 BUDGET
WALKAMERICA:										
TEAMWALKERS	1,553,538	1,009,510	971,479	1,050,511	944,681	922,952	1,028,782	960,983	1,044,263	1,138,265
TRAMWALKERS ONLINE	0	18,760	17,220	29,770	1,370	64,724	93,124	66,264	64,724	81,905
WALKERS ONLINE	0	0	0	0	0	0	0	0	0	0
INDIVIDUAL WALKERS	0	0	0	0	0	125	125	125	125	0
MATCHING DOLLARS	58,413	38,342	29,611	45,475	27,475	23,168	41,168	31,899	40,845	40,845
NATIONAL SPONSORSHIP	36,627	97,189	0	40,853	0	0	40,853	97,189	82,000	45,385
LOCAL & OTHER SPONSORSHIP	313,300	291,270	262,270	329,750	317,050	268,535	281,235	297,535	310,889	373,067
WONDERWALK/WALKMANIA	0	0	0	0	0	0	0	0	0	0
TEAM PROMOTIONS	0	66,180	66,180	742,173	633,566	498,624	607,231	498,624	667,703	731,276
CHAPTER PROMOTIONS	303,439	535,033	429,350	14,500	14,500	4,872	4,872	110,555	4,872	0
WALKAMERICA (GROSS)	2,265,317	2,056,284	1,776,110	2,253,032	1,938,642	1,783,000	2,097,390	2,063,174	2,215,421	2,410,743
DIRECT DONOR BENEFIT EXP	<250,362>	<208,880>	<192,833>	<223,199>	<218,649>	<225,220>	<229,770>	<241,287>	<230,199>	<241,359>
WALKAMERICA (NET)	2,014,955	1,847,404	1,583,297	2,029,833	1,719,993	1,557,780	1,867,620	1,821,887	1,985,222	2,169,384
OTHER CAMPAIGN:										
TELEMARKETING	0	0	0	0	0	0	0	0	0	0
FEDERATED GIVING	11,500	9,260	9,260	12,000	8,766	8,969	12,203	8,969	12,000	14,534
CLUBS AND ORGANIZATIONS	18,914	1,082	1,082	0	0	474	474	474	0	0
OTHER	0	14,991	2,500	0	0	10,926	10,926	23,417	10,000	3,000
OTHER CAMPAIGN (GROSS)	30,414	25,333	12,842	12,000	8,766	20,369	23,603	32,860	22,000	17,534
DIRECT DONOR BENEFIT EXP	0	<450>	<450>	0	0	0	0	0	0	0
OTHER CAMPAIGN (NET)	30,414	24,883	12,392	12,000	8,766	20,369	23,603	32,860	22,000	17,534
MAJOR GIFTS:										
ANNUAL/MAJOR GIFTS	91,500	63,284	29,127	113,500	37,828	35,590	111,262	69,747	101,500	124,411
PRESIDENTS SOCIETY	0	38,999	11,929	0	0	13,034	13,034	40,104	0	0
BEQUESTS/PLANNED GIFTS	107,974	107,974	107,974	2,176	2,176	2,176	2,176	2,176	2,176	0
MEMORIALS/OTHER PUBLIC	0	560	315	0	0	420	420	665	0	0
TOTAL MAJOR GIFTS	199,474	210,817	149,345	115,676	40,004	51,220	126,892	112,692	103,676	124,411
PREMATURITY:										
REVENUE										
MAJOR GIFTS	6,500	31,336	21,500	0	0	22,245	22,245	32,081	0	0
NATIONAL STRAT. ALLIANCE	0	0	0	0	0	0	0	0	0	0
GRANT & PROG. SVC.	25,000	215	215	0	0	0	0	0	0	0
ALL OTHER REVENUE/TRANSF.	51,914	33,000	33,000	0	0	0	0	0	0	0
TOTAL REVENUE	83,414	64,551	54,715	0	0	22,245	22,245	32,081	0	0
EXPENSES	<260,363>	<215,527>	<177,870>	<100,416>	<54,953>	<106,639>	<152,102>	<144,296>	<100,116>	<101,960>
TOTAL PREMATURITY (NET)	<176,949>	<150,976>	<123,155>	<100,416>	<54,953>	<84,394>	<129,857>	<112,215>	<100,116>	<101,960>

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.

83500
TN452
BUD06A00

MARCH OF DIMES
2006 CHAPTER BUDGET
BUDGET ENTRY WORKSHEET (WORKSHEET A)
For the Nine Months Ending September 30, 2005

3
10/14/05
10:13:13

TENNESSEE -UNRESTRICTED

	2004 BUDGET	2004 ACTUAL	2004 YTD ACT	2005 BUDGET	2005 YTD BUD	2005 YTD ACT	05 YTD ACT + REMAIN. BUD	05 YTD ACT +04 REMAIN ACT	2005 YE Est	2006 BUDGET
SPECIAL EVENTS:										
SPORTS EVENTS:										
GOLF TOURNAMENTS	199,000	160,061	142,992	216,000	178,000	130,312	168,312	147,381	218,230	229,753
SOFTBALL EVENTS	0	19,352	40	0	0	0	0	19,312	0	0
MOTORCYCLE EVENTS	0	0	0	0	0	0	0	0	0	0
OTHER SPORTS EVENTS	17,000	0	0	19,000	0	0	19,000	0	5,000	5,000
TOTAL SPORTS EVENTS	216,000	179,413	143,032	235,000	178,000	130,312	187,312	166,693	223,230	234,753
FOOD EVRNTS:										
GOURMET GALA	145,000	163,466	32,470	155,000	8,000	7,885	154,885	138,881	165,000	175,000
CHEF'S AUCTION	380,000	460,557	44,503	407,500	47,589	56,091	416,002	472,145	510,270	547,771
BEST OF EVENT	20,000	15,059	7,500	25,000	5,200	340	20,140	7,899	25,000	0
OTHER FOOD EVENTS	52,000	48,850	21,606	50,716	22,716	29,819	57,819	57,063	50,763	69,408
TOTAL FOOD EVENTS	597,000	687,932	106,079	638,216	83,505	94,135	648,846	675,988	751,033	792,179
CELEB/PERSONALITY EVENTS:										
TESTIMONIAL/DINNERS	62,000	54,162	3,100	50,120	2,500	33,305	80,925	84,367	41,000	41,246
JAIL & BAIL	25,000	4,474	<86>	0	0	0	0	4,560	0	0
SINGLES EVENTS	25,000	15,230	15,160	20,000	1,680	0	18,320	70	0	0
OTHER PERSONALITY EVENTS	0	0	0	0	0	0	0	0	0	0
TOTAL CELEB/PERS EVRNTS	112,000	73,866	18,174	70,120	4,180	33,305	99,245	88,997	41,000	41,246
OTHER SPECIAL EVENTS:										
CASINO NIGHTS	0	0	0	0	0	0	0	0	0	0
READING CHAMPIONS	0	0	0	0	0	0	0	0	0	0
BLUE JEANS FOR BABIES	50,000	47,698	8,539	82,061	4,000	9,939	88,000	49,098	75,000	79,500
TOY SOLDIERS	0	0	0	0	0	0	0	0	0	0
PUMPKIN PATCH	0	0	0	0	0	0	0	0	0	0
ALL OTHER EVENTS	7,998	8,095	410	7,980	5,230	900	3,650	8,585	0	8,000
TOTAL OTHER SPECIAL EVENTS	57,998	55,793	8,949	90,041	9,230	10,839	91,650	57,683	75,000	87,500
START UP EVENTS:										
SPORTS	0	0	0	0	0	0	0	0	0	0
FOOD START UP EVENTS	0	0	0	0	0	0	0	0	0	0
OTHER START UP EVENTS	0	745	0	0	0	0	0	745	0	0
TOTAL START UP EVENTS	0	745	0	0	0	0	0	745	0	0
TOTAL SPECIAL EVENTS (GROSS)	982,998	997,749	276,234	1,033,377	274,915	268,591	1,027,053	990,106	1,090,263	1,155,678
DIRECT DONOR BENEFIT EXP	<177,528>	<238,303>	<70,065>	<189,681>	<100,765>	<57,238>	<146,154>	<225,476>	<189,681>	<198,740>
TOTAL SPECIAL EVENTS (NET)	805,470	759,446	206,169	843,696	174,150	211,353	880,899	764,630	900,582	956,938

83500
TN452
BUD06A00

MARCH OF DIMES
2006 CHAPTER BUDGET
BUDGET ENTRY WORKSHEET (WORKSHEET A)
For the Nine Months Ending September 30, 2005

4
10/14/05
10:13:13

TENNESSEE -UNRESTRICTED

	2004 BUDGET	2004 ACTUAL	2004 YTD ACT	2005 BUDGET	2005 YTD BUD	2005 YTD ACT	05 YTD ACT + REMAIN. BUD	05 YTD ACT +04 REMAIN ACT	2005 YR RMT	2006 BUDGET
FEDERATED GIVING:										
CPC	11,500	8,950	8,950	12,000	8,766	8,969	12,203	8,969	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	0	310	310	0	0	0	0	0	12,000	14,534
TOTAL FEDERATED GIVING	11,500	9,260	9,260	12,000	8,766	8,969	12,203	8,969	12,000	14,534
OTHER REVENUE:										
INVESTMENT INCOME	0	29,574	216	0	0	425	425	29,783	0	0
GRANT INCOME	25,000	0	0	0	0	0	0	0	0	0
GRANT REFUNDS	0	3,933	3,933	0	0	0	0	0	0	0
PROGRAM SERVICE REVENUE	0	335	335	0	0	0	0	0	0	0
MISC.OTHER REVENUE	0	5,972	5,972	0	0	0	0	0	0	0
TOTAL OTHER REVENUE	25,000	39,814	10,456	0	0	425	425	29,783	0	0
TRANSFERS RECEIVED										
OPERATIONAL ASSISTANCE	0	0	0	0	0	0	0	0	0	0
MOTHERS MARCH FROM NATIONAL	0	0	0	0	0	0	0	0	0	0
FROM NATIONAL, CPIC/MIOP	148,000	148,000	137,333	0	0	9,333	9,333	20,000	0	0
FROM OTHER CO./CHAPTERS	0	0	0	0	0	0	0	0	0	0
TOTAL TRANSFERS RECEIVED	148,000	148,000	137,333	0	0	9,333	9,333	20,000	0	0
TRANSFERS EXPENDED										
NATIONAL PROGRAMS	<1,043,461>	<987,055>	<664,359>	<1,024,226>	<678,698>	<636,954>	<982,482>	<959,650>	<1,029,408>	<1,112,510>
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	<1,043,461>	<987,055>	<664,359>	<1,024,226>	<678,698>	<636,954>	<982,482>	<959,650>	<1,029,408>	<1,112,510>

83500
TN452
BUD06A00

MARCH OF DIMES
2006 CHAPTER BUDGET
BUDGET ENTRY WORKSHEET (WORKSHEET A)
For the Nine Months Ending September 30, 2005

5
10/14/05
10:13:13

TENNESSEE -UNRESTRICTED-

	2004 BUDGET	2004 ACTUAL	2004 YTD ACT	2005 BUDGET	2005 YTD BUD	2005 YTD ACT	05 YTD ACT + REMAIN. BUD	05 YTD ACT +04 REMAIN ACT	2005 YE Est	2006 BUDGET
PERFORMANCE MARGIN CALCULATION										
TOTAL EXPENSE	<2,536,313>	<2,431,614>	<1,581,565>	<2,108,858>	<1,574,621>	<1,534,910>	<2,129,147>	<2,444,959>	<2,051,136>	<2,149,483>
IRSS: DONATED GOODS EXPENSE	300,450	300,450	22,292	22,181	22,181	22,181	22,181	300,339	0	0
LESS: MISSION COST CENTERS	547,100	482,333	326,292	360,164	245,550	301,194	415,808	457,235	359,864	370,036
OPERATING EXPENSE	<1,688,763>	<1,648,831>	<1,232,981>	<1,726,513>	<1,306,890>	<1,271,535>	<1,691,158>	<1,687,385>	<1,691,272>	<1,779,447>
MOD NET RECEIPTS	3,050,313	2,842,550	1,951,203	3,001,205	1,942,913	1,840,723	2,899,015	2,732,070	3,011,480	3,278,267
LESS: OPERATING EXPENSES	<1,688,763>	<1,648,831>	<1,232,981>	<1,726,513>	<1,306,890>	<1,271,535>	<1,691,158>	<1,687,385>	<1,691,272>	<1,779,447>
PERFORMANCE MARGIN NET INC.	1,361,550	1,193,719	718,222	1,274,692	636,023	569,188	1,207,857	1,044,685	1,320,208	1,498,820
PERFORMANCE MARGIN NET INC.	1,361,550	1,193,719	718,222	1,274,692	636,023	569,188	1,207,857	1,044,685	1,320,208	1,498,820
MOD NET RECEIPTS	3,050,313	2,842,550	1,951,203	3,001,205	1,942,913	1,840,723	2,899,015	2,732,070	3,011,480	3,278,267
PERFORMANCE MARGIN %	44.6	42.0	36.8	42.5	32.7	30.9	41.7	38.2	43.8	45.7
PROFITABILITY RATIO CALCULATION										
TOTAL EXPENDITURES	<3,579,774>	<3,418,669>	<2,245,924>	<3,133,084>	<2,253,319>	<2,231,864>	<3,111,629>	<3,404,609>	<3,080,544>	<3,261,993>
LESS: N.O. RESEARCH GRANTS	0	0	0	0	0	0	0	0	0	0
TOTAL P.R. EXPENSE	<3,579,774>	<3,418,669>	<2,245,924>	<3,133,084>	<2,253,319>	<2,231,864>	<3,111,629>	<3,404,609>	<3,080,544>	<3,261,993>
TOTAL REVENUE	3,523,763	3,330,814	2,121,284	3,023,386	1,965,094	1,872,662	2,930,954	3,082,192	3,011,480	3,278,267
LESS: TRANSFERS FROM N.O.	0	0	0	0	0	0	0	0	0	0
TOTAL P.R. REVENUE	3,523,763	3,330,814	2,121,284	3,023,386	1,965,094	1,872,662	2,930,954	3,082,192	3,011,480	3,278,267
PROFITABILITY RATIO	98.4	97.4	94.5	96.5	87.2	83.9	94.2	90.5	97.8	100.5
PROFITABILITY RATIO = TOTAL P.R. REVENUE / TOTAL P.R. EXPENSE X 100										
PRODUCTIVITY RATIO CALCULATION										
MOD NET RECEIPTS	3,050,313	2,842,550	1,951,203	3,001,205	1,942,913	1,840,723	2,899,015	2,732,070	3,011,480	3,278,267
TOTAL SALARIES & BENEFITS	1,441,748	1,353,724	1,028,840	1,445,369	1,086,970	1,086,969	1,445,368	1,411,853	1,429,252	1,489,787
PRODUCTIVITY RATIO	2.12	2.10	1.90	2.08	1.79	1.69	2.01	1.94	2.11	2.20