

THE NAJIM FAMILY FOUNDATION
FUNDING APPLICATION REQUIRED DOCUMENTS

LINE ITEM BUDGET FOR PROJECT

The Little Heroes Prom Program Budget		
<u>Little Heroes Prom</u>	Projected Total Budget Funds (LLS)	Najim Requested Funds Allocation
a. DVD	\$400	
b. Prom Venue/Catering	\$24,000	\$20,000
c. Printing and Postage	\$1,200	
d. Cakes & More (partial donation/\$2000)	\$1275 (\$725)	
e. Prom Décor, Supplies, Door Prizes	\$3,000	
f. Rentals/flip Books	\$600	
g. Prom Entertainment (e.g. DJ-4 hours donated)	(\$500)	
h. Prom Photography-Time donated- LLS pays for prints (4 hours)	\$1,500 (\$480)	
i. Limos	\$1,600	
j. Gifts for patients (\$1,500 donated)	\$1,500	
k. Event planning, coordination with hospitals, securing vendor donations, volunteer coordination, setup (40 hours)	Donated	
l. Videographer (4 hours donated)	(\$800)	
<i>Total (\$2605 donated)</i>	\$35,075(\$2,505)	\$20,000

** The Little Heroes Prom is outside of the organization revenue and expenses. This is one of our programs that is locally funded only. The dollars put toward this program are not part of the

budget. This program only happens if the committee, along with the Patient Access Manager, are able to raise the funds. The South Central Texas Chapter budget includes all other expenses related to local Patient Services and direct mission expenses are included in the Chapter's expenses.

PROJECT TIMELINE

Little Heroes Prom is scheduled for May 4, 2018. Planning and fundraising began in August 2017.

PROJECT EVALUATION PLAN

It is difficult to quantify the happiness this event brings to so many children. We always ask and encourage donors and foundation staff to attend a portion of the event to see for themselves the joyful event that is the Little Heroes Prom. At the conclusion of the fiscal year, the local Patient Access Manager submits a program report containing a summary of activities and successes of the Patient Services Programs to the Region Mission Director (Nicole Bell), Chapter's Board of Trustees and the LLS National Patient Services Committee. The Patient Services staff will administer evaluations after events. Additionally, we ask patients, caregivers, social workers, community volunteers, hospital staff and medical staff for constant feedback so we can keep this event fun and meaningful for the patients.

LIST OF BOARD MEMBERS WITH CORPORATE AFFILIATIONS

Abeyta, John B. FY14	Morgan Stanley
Behnke, William (Bill) FY06 (Nat'l BOD)	Behnke Management Group
Bonacci, Donald FY13	Allscripts
Caplinger, TJ FY16	Child's Play Therapeutic Homecare
Cooper, Mary Kay FY14 (Chair)	Texas A&M University at San Antonio
Cunningham, Kelly FY18	CLM Mortgage
Edelen, Joan FY14 (Treasurer)	Community Volunteer
Grant, Meg FY18	Digital Defense, Inc.
Griffith, Brittan FY18	USAA
Halliday, Phillip FY18	CBRE
Lozano, Angie FY18	Kim Tindall & Associates
Mannix, Francesca FY13	Community Volunteer
McHugh, Steve FY15	Cured
Nack, Jennifer FY15	Kuper Sotheby's International Realty
Ralston-Lint, Brandy FY13	Security Service Federal Credit Union
Rios, Bobby FY14	Bartlett Cocke General Contractors
Rouse, Tony FY16	Valero Energy Corporation
Saunders, Laurie FY17	Laurie Saunders, Ltd.
Seki, Bryce FY16	Pioneer Energy Services Corp.
Tindall, Kim FY17	Kim Tindall & Associates LLC
Trainer, Ken FY18	Chesmar Homes
Vasquez, Christen, CTA FY14	Get Christened
Wright, John Edward FY18	RSM US LLP
Wynd, Jasmin FY14	USAA
Zertuche, Tony FY13	Booz Allen Hamilton

CURRENT BALANCE SHEET—FY18 Began July 1

		<u>FY2018</u>	Cash on Hand				FY2018	<u>Cash on</u>	<u>YOY%</u>
		<u>Budget</u>					<u>Budget</u>	<u>Hand</u>	
		<u>2018</u>	<u>9/15/17</u>	<u>YOY \$</u>					
TNT	4000 - Revenue	400,000	92,907	(19%)	Direct	4000 - Revenue	0	300	0%
	5000 - DDB								
	Expenses	0	0	#####	Response	Gross Income	0	300	0%
	Gross Income	400,000	92,907	-18%		Gross Margin %	0%	100%	0%
	Gross Margin %	100%	100%	0%	Total				
LTN	4000 - Revenue	2,749,524	450,705	(65%)	Campaign	4000 - Revenue	7,683,100	716,531	(59%)
	5000 - DDB				Segments	5000 - DDB Expenses	(907,471)	(83,960)	37%
	Expenses	(408,683)	(56,678)	17%		Gross Income	6,775,629	632,571	-62%
	Gross Income	2,340,841	394,028	-69%		Gross Margin %	88%	88%	-8%
	Gross Margin %	85%	87%	-9%	Non-				
MWOY	4000 - Revenue	2,535,000	17,586	(56%)	Campaign	4000 - Revenue	0	0	0%
	5000 - DDB				Segments	5000 - DDB Expenses	0	(55)	0%
	Expenses	(375,775)	(21,289)	152%		Gross Income	0	-55	0%
	Gross Income	2,159,225	-3,703	-112%		Gross Margin %	0%	0%	0%
	Gross Margin %	85%	-21%	-127%	Total Product				
Student Series Pennies	4000 - Revenue	1,300,000	3,118	(65%)	Segments	4000 - Revenue	7,683,100	716,531	(59%)
	5000 - DDB					5000 - DDB Expenses	(907,471)	(84,015)	37%
	Expenses	(76,513)	(516)	(86%)		Gross Income	6,775,629	632,516	-62%
	Gross Income	1,223,487	2,602	-52%	Enterprise	Gross Margin %	88%	88%	-8%
	Gross Margin %	94%	83%	39%		4000 - Revenue	0	4,196	40%
Total Student	4000 - Revenue	1,300,000	3,118	(65%)		5000 - DDB Expenses	0	(70)	0%
	5000 - DDB					Gross Income	0	4,126	38%
	Expenses	(76,513)	(516)	(86%)		Gross Margin %	0%	98%	-2%
	Gross Income	1,223,487	2,602	-52%	Total Prdct				
	Gross Margin %	94%	83%	39%	Line	4000 - Revenue	7,683,100	720,727	(58%)
Regatta	4000 - Revenue	40,000	43,171	(4%)		5000 - DDB Expenses	(907,471)	(84,084)	37%
	5000 - DDB					Gross Income	6,775,629	636,643	-62%
	Expenses	(500)	(477)	99%		Gross Margin %	88%	88%	-8%
	Gross Income	39,500	42,694	-4%	Accounts				
	Gross Margin %	99%	99%	-1%	Expense				
All Other Federated	4000 - Revenue	70,000	815	(95%)	6500 - Payroll				
					6501 - Salaries	(1,314,244)	(187,888)	(37%)	
	Gross Income	70,000	815	-95%	6503 - Temporary Staffing (Agency)	(162,920)	(30,092)	(38%)	

	Gross Margin %	100%	100%	0%	Total 6500 - Payroll	(1,477,164)	(217,980)	(37%)
Other Relationship	4000 - Revenue	143,500	81,350	50%	6100 - Benefits	(314,281)	(45,127)	(33%)
	5000 - DDB Expenses	(46,000)	(5,000)	0%	6750 - Payroll Taxes	(109,758)	(13,803)	(41%)
	Gross Income	97,500	76,350	41%	6800 - Travel & Meetings	(146,670)	(28,791)	(12%)
	Gross Margin %	68%	94%	-6%	6650 - Professional Fees	(15,911)	(1,109)	(94%)
Mission	4000 - Revenue	0	0	0%	6550 - Postage & Shipping	(87,042)	(8,364)	5%
	Gross Income	0	0	0%	6600 - Printing	(38,803)	(5,554)	105%
	Gross Margin %	0%	0%	0%	6700 - Stationery & Supplies	(75,496)	(3,702)	(57%)
Total All Other	4000 - Revenue	213,500	82,165	18%	6050 - Advertising	(11,200)	(45)	0%
	5000 - DDB Expenses	(46,000)	(5,000)	0%	6250 - Equipment	(38,500)	(1,955)	(61%)
	Gross Income	167,500	77,165	11%	6400 - Occupancy	(245,245)	(47,240)	(8%)
	Gross Margin %	78%	94%	-6%	6900 - Telephony	(7,100)	(148)	(67%)
Donor Develop	4000 - Revenue	445,076	26,579	(83%)	6350 - Memberships	(5,900)	(303)	324%
	5000 - DDB Expenses	0	0	0%	6200 - Depreciation	(7,513)	(1,252)	(33%)
	Gross Income	445,076	26,579	-83%	6450 - Other	(55,151)	(10,932)	(22%)
	Gross Margin %	100%	100%	0%	6950 - Research	0	0	0%
					Total Expense	(2,635,733)	(386,306)	(34%)
					Net Income	4,139,896	250,337	-77%
					Net Margin %	54%	35%	-45%

Last 12 Month Consolidated Income Statement—FY17 Ended June 30, 2017

Product Line	Accounts	<u>Full YR Actuals</u> FY2017	Total Campaign Segments	
TNT	4000 - Revenue	413,650		4000 - Revenue 7,522,746
	5000 - DDB Expenses	(402)		5000 - DDB Expenses (810,162)
	Gross Income	413,248		Gross Income 6,712,584
	Gross Margin %	100%		Gross Margin % 89%
Light The Night	4000 - Revenue	2,493,301	Non-Campaign Segments	4000 - Revenue 2,500
	5000 - DDB Expenses	(325,708)		5000 - DDB Expenses (227)
	Gross Income	2,167,593		Gross Income 2,273
	Gross Margin %	87%		Gross Margin % 91%
Man Woman of the Year	4000 - Revenue	2,875,265	Total Product Segments	4000 - Revenue 7,525,246
	5000 - DDB Expenses	(432,806)		5000 - DDB Expenses (810,389)
	Gross Income			Gross Income 6,714,857
	Gross Margin %			Gross Margin % 89%

	Gross Income	2,442,459	Enterprise	4000 - Revenue	46,239
	Gross Margin %	85%		5000 - DDB Expenses	(451)
Student Series				Gross Income	45,788
Pennies	4000 - Revenue	1,155,332		Gross Margin %	99%
	5000 - DDB Expenses	(46,546)	Total Product Line	4000 - Revenue	7,571,485
	Gross Income	1,108,786		5000 - DDB Expenses	(810,840)
	Gross Margin %	96%		Gross Income	6,760,645
Total Student Series	4000 - Revenue	1,155,332		Gross Margin %	89%
	5000 - DDB Expenses	(46,546)		Accounts	
	Gross Income	1,108,786		Expense	
	Gross Margin %	96%		6500 - Payroll	
Regatta	4000 - Revenue	47,279		6501 - Salaries	(1,168,859)
				6503 - Temporary Staffing	
	5000 - DDB Expenses	(1,632)		(Agency)	(171,955)
	Gross Income	45,646		Total 6500 - Payroll	(1,340,814)
	Gross Margin %	97%		6100 - Benefits	(275,141)
All Other Campaigns				6750 - Payroll Taxes	(94,221)
Federated	4000 - Revenue	81,486		6800 - Travel & Meetings	(162,662)
	Gross Income	81,486		6650 - Professional Fees	(28,757)
	Gross Margin %	100%		6550 - Postage & Shipping	(85,878)
Other Relationship	4000 - Revenue	79,881		6600 - Printing	(51,210)
	5000 - DDB Expenses	(3,024)		6700 - Stationery & Supplies	(42,035)
	Gross Income	76,857		6050 - Advertising	(4,827)
	Gross Margin %	96%		6250 - Equipment	(30,841)
Mission	4000 - Revenue	13,000		6400 - Occupancy	(206,593)
	Gross Income	13,000		6900 - Telephony	(4,964)
	Gross Margin %	100%		6350 - Memberships	(7,659)
Total All Other Campaigns				6200 - Depreciation	(8,139)
	4000 - Revenue	174,366		6450 - Other	(60,678)
	5000 - DDB Expenses	(3,024)		6950 - Research	(6,500)
	Gross Income	171,343		Total Expense	(2,410,918)
	Gross Margin %	98%		Net Income	4,349,727
Donor Development	4000 - Revenue	363,552		Net Margin %	57%
	5000 - DDB Expenses	(44)			
	Gross Income	363,508			
	Gross Margin %	100%			

FY 2018 Budget

		<u>FY2018 Budget 2018</u>
Product Line	Accounts	
TNT	4000 - Revenue	400,000
	5000 - DDB Expenses	0
	Gross Income	400,000
	Gross Margin %	100%
LTN	4000 - Revenue	2,749,524
	5000 - DDB Expenses	(408,683)
	Gross Income	2,340,841
	Gross Margin %	85%
MWOY	4000 - Revenue	2,535,000
	5000 - DDB Expenses	(375,775)
	Gross Income	2,159,225
	Gross Margin %	85%
Student Series Pennies	4000 - Revenue	1,300,000
	5000 - DDB Expenses	(76,513)
	Gross Income	1,223,487
	Gross Margin %	94%
Total Student	4000 - Revenue	1,300,000
	5000 - DDB Expenses	(76,513)
	Gross Income	1,223,487
	Gross Margin %	94%
Regatta	4000 - Revenue	40,000
	5000 - DDB Expenses	(500)
	Gross Income	39,500
	Gross Margin %	99%
Other Campaigns Federated	4000 - Revenue	70,000
	Gross Income	70,000
	Gross Margin %	100%
Other	4000 - Revenue	143,500
	5000 - DDB Expenses	(46,000)

Mission	Gross Income	97,500
	Gross Margin %	68%
Total Other	4000 - Revenue	0
	Gross Income	0
	Gross Margin %	0%
	4000 - Revenue	213,500
	5000 - DDB Expenses	(46,000)
Donor Develop.	Gross Income	167,500
	Gross Margin %	78%
	4000 - Revenue	445,076
	5000 - DDB Expenses	0
	Gross Income	445,076
Direct Response	Gross Margin %	100%
	4000 - Revenue	0
	Gross Income	0
	Gross Margin %	0%
Total All	4000 - Revenue	7,683,100
	5000 - DDB Expenses	(907,471)
	Gross Income	6,775,629
	Gross Margin %	88%
Non-Campaign	4000 - Revenue	0
	5000 - DDB Expenses	0
	Gross Income	0
	Gross Margin %	0%
Total All	4000 - Revenue	7,683,100
	5000 - DDB Expenses	(907,471)
	Gross Income	6,775,629
	Gross Margin %	88%
Enterprise	4000 - Revenue	0
	5000 - DDB Expenses	0
	Gross Income	0
	Gross Margin %	0%
Total All	4000 - Revenue	7,683,100
	5000 - DDB Expenses	(907,471)
	Gross Income	6,775,629
	Gross Margin %	88%

Accounts

Expense

6500 - Payroll	
6501 - Salaries	(1,314,244)
6503 - Temps	(162,920)
Total 6500 - Payroll	(1,477,164)
6100 - Benefits	(314,281)
6750 - Payroll Taxes	(109,758)
6800 - Travel/Meets	(146,670)
6650 - Prof. Fees	(15,911)
6550 - Postage/Ship	(87,042)
6600 - Printing	(38,803)
6700 -	
Stationery/Supplies	(75,496)
6050 - Advertising	(11,200)
6250 - Equipment	(38,500)
6400 - Occupancy	(245,245)
6900 - Telephony	(7,100)
6350 - Memberships	(5,900)
6200 - Depreciation	(7,513)
6450 - Other	(55,151)
6950 - Research	0
Total Expense	(2,635,733)
Net Income	4,139,896
Net Margin %	54%