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"You know, being on dialysis... it's tough financially... it's rough out here with a limited income... your giving, it is a blessing."
- Erick Rucker, dialysis patient and TKF program client
In 2018-2019, the Tennessee Kidney Foundation achieved many remarkable milestones in program delivery, community outreach, leadership development, and revenue generation.

We have an incredible, engaged team of staff, board members, volunteers, and community partners working together to help us grow as an organization and provide exceptional support for those at risk or affected by kidney disease throughout our 42-county service area.

All of this work can be traced back to a plan developed in 2016 to empower TKF to soar. Look how far TKF has come in a few short years:

- **98%** increase in annual revenue.
- **400+ %** increase in program clients served monthly and kidney health screenings provided.
- **192%** increase in annual giving and major gifts ($1000+).
- **770%** increase in giving by Board of Directors.
Today, we serve an average of more than 200 individuals every month through our transportation assistance program.

Thanks to you, we are providing essential access to care for life-sustaining dialysis treatments at no cost to the client by funding 100% of the costs of transportation for those who need it most. More than 62,000 trips were provided this year alone!

More than 500 individuals were screened for kidney disease this year at 14 different screening locations and more than 2,500 individuals were provided education about kidney health. Together, we are helping our friends and neighbors live healthier lives.

As you might guess, we’re not finished yet. What’s next for TKF?

Increased focus on kidney health education for the community: meeting people where they are, in partnership with medical offices and hospitals, with important information to help prevent CKD and ESRD.

More community kidney health screenings, plus the development of a corporate kidney health screening program where at-risk employees are empowered with tools to prevent CKD and ESRD.

Continuation of the robust transportation assistance and emergency assistance programs that are lifelines for hundreds of individuals in our community.

This is a great time to be a part of the Tennessee Kidney Foundation, and we are all excited about what the future holds. Will you join us in that work over the next year? Together, we can achieve the TKF mission to empower and support those at risk or affected by kidney disease.

Sincerely,

Heather Powell

CEO, Tennessee Kidney Foundation
2018-2019 Donor Recognition

Donation Dates: 7/1/18-6/30/19. We have taken care to ensure the accurate recognition of our donors. If an error or omission does occur, please bring it to our attention by contacting Michael Draper at michael@tnkidney.org.

$50,000 - $74,999
Nashville MTA

$25,000-$49,999
Clarksville Montgomery County Community Health Foundation
John Walker
West End Home Foundation

$20,000 - $24,999
Drs. Ed and Julie Lewis
Memorial Foundation

$7,500 - $9,999
Drs. Jeffrey Hymes and Valentina Kon

$5,000-$7,499
Bill and Regina Berrell
Ehren and Caitlin Congdon
Dr. Anna Burgner and Mr. Kurt Zettel
Mastroeleo Family Foundation
Stephen and Allison Jones

$2,500 - $4,999
Amy Peterson
Bill and Leah Wood
Dana Rinks
Dr. Cesar and Tammy Gilbert Cardona
Keith and Nancy Johnson Family Foundation
Randall and Melanie Dover
Sean Conover
Thomas and Sally Avery
United Way of Rutherford and Cannon Counties

$2,000 - $2.499
Drs. Ashish and Bindu Soni
Drs. Christopher and Jennifer Wilbeck
Dr. Deborah Jones
Dr. Nader Bahri
Jason and Ruth Rowland
United Way of Maury County

$1,000 - $1,999
Andrew and Cathy Wind
Anthony and Shanilla Belott
Bart and Rose Wynn
Bill and Carol Titus
Brandy Bivens
David and Aida Arrieta
Donovan and Renee Schultz
Drs. Alp and Mine Ikizler
Dr. Chand and Kushi Ramaiah
Dr. Dunk and Vicki Eastham
Dr. Oladapo and Lanre Omitowoju
Eddie and Carol Daniels
Gary and Tresa Norris
Giles Ward and Josephine VanDevender
Gina Bell-Serabian
Jack and Jan Meyer
Jason and Heather Powell
Jim and Peggy Biagini
John and Vanessa Byers
Larry Proctor
Neil Sanghani
Pat and Ellen Donlon
Ryan and Baylor Swindell
Twila Snell
2018-2019 Sponsor Recognition

Sponsor Dates: 7/1/18-6/30/19. Sponsors of $1,000+. We have taken care to ensure the accurate recognition of our sponsors. If an error or omission does occur, please bring it to our attention by contacting Michael Draper at michael@tnkidney.org.

Acumen Physician Solutions
AIG
Arthur J. Gallagher
Ascension/St. Thomas Health
AT&T
BlueCross BlueShield of Tennessee
Bradley
CareerBuilder
Centennial/TriStar
Charles Hampton’s A-1 Signs, Inc.
Choice One Development
Church of Jesus Christ of Latter-Day Saints
City National Bank
Crescent Communities
DaVita
Deloitte
Dialysis Clinic, Inc.
Donate for Charity
Douglas McNab, Architect
Ecker Construction
EEC Group, Inc.
Empire Diamond Co.
Envision Healthcare
Fifth Third Bank
First Tennessee Bank Foundation
First Trust Portfolios
Formos Consulting
Fresenius Kidney Care
Fresenius Rx
HCA
Hilbers, Inc
HMK Architects
HUB International
Humana
Ideal Company/The Clayton Group
Innovative Renal Care
Kraft CPAs, PLLC
Liberty Mutual Insurance
Martin & Zerfoss
Meharry Medical Collage
Metro Medical Supply, Inc.
Modern Construction Corporation
Nephrology Associates
NewRenality / Renal Care Options, LLC
Nightingale Nurses
Oman-Gibson Associates
The Parker Group - Morgan Stanley
PathGroup
phRMA
Piedmont Natural Gas
Pinnacle Healthcare Consulting
Pinnacle Financial Partners
ProjX
Q2 Business Capital
Relypsa, Inc.
RJ Young
Sanderling Renal Services
ServisFirst Bank
Southeast Venture, LLC
The Surgical Clinic
T Long Construction
Tennessee Donor Services
TrustCore
Truxton Trust
US Renal Care
Vanderbilt Center for Kidney Disease
Vanderbilt Transplant Administration
Vanderbilt Division of Kidney & Pancreas Transplantation
VanMeter Insurance
Veloxis Pharmaceuticals, Inc.
Wellspring Financial Solutions
Workday
W.R. Newman
Young Contracting
Annual Growth and Statistics

Since May 2017, TKF has grown its service of transportation assistance from 70 individuals to over 250 individuals monthly. Those receiving this service have over a 90% attendance rate for their life-saving dialysis treatments.

From May 2018 to May 2019, TKF has provided assistance to nearly 90 individuals in critical need through our Emergency Assistance Program. These needs included payments on rent, mortgage, utility bills, food, and more for people battling kidney disease.

TKF provides CEU credits for social workers attending bi-monthly meetings, hosted by TKF. At these meetings social workers receive training on new programs related to CKD and ESRD, transplant education and client resources. Additional education resources are used at screenings to inform community members about their risks for developing CKD or ESRD.

TKF offers prevention programming through free kidney health screenings. Partnering with local faith groups, health fairs, community events, and businesses, TKF has screened more than 500 individuals this year. Participants consult with a medical professional at the conclusion of the screening to gain more information about next steps.
Annual Growth and Statistics

**Clients served per month through Transportation Program**

<table>
<thead>
<tr>
<th>Year</th>
<th>0</th>
<th>50</th>
<th>100</th>
<th>150</th>
<th>200</th>
<th>250</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>🟢</td>
<td>🟢</td>
<td></td>
<td></td>
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</tr>
</tbody>
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**Event Revenue Growth**

- Spring Gala
- Liberty Mutual Invitational
- Love Your Kidneys Walk*

*LYK based off of goals, not actuals

**Contributions Growth**

31%

the percentage of growth in General Contributions, Board Giving, Honor/Memorial Gifts and Major Gifts from 2018 to 2019.

**Kidney Health Screenings**

TKF expanded its kidney health screenings program, providing free screenings to individuals in 5 counties in Middle Tennessee during 2018 and 2019.

"TKF is doing a great job. The screenings are exceptional: it’s something we can’t get anywhere else." - Sri Ganesha temple screening participant, age 34

## 2018-2019 Unaudited Financial Statements

<table>
<thead>
<tr>
<th></th>
<th>Month June ’19</th>
<th>Year to Date June ’19</th>
<th>Year to Date Budget</th>
<th>Prior Year to Date Actual</th>
<th>Annual Budget</th>
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<tbody>
<tr>
<td><strong>Program Income</strong></td>
<td>45,364</td>
<td>272,421</td>
<td>252,800</td>
<td>174,574</td>
<td>252,800</td>
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<tr>
<td><strong>Event Income</strong></td>
<td>107,134</td>
<td>546,445</td>
<td>432,500</td>
<td>483,882</td>
<td>432,500</td>
</tr>
<tr>
<td></td>
<td><strong>152,479</strong></td>
<td><strong>818,866</strong></td>
<td><strong>685,300</strong></td>
<td><strong>658,457</strong></td>
<td><strong>685,300</strong></td>
</tr>
<tr>
<td><strong>Program Expenses</strong></td>
<td>65,158</td>
<td>531,087</td>
<td>510,483</td>
<td>393,660</td>
<td>510,483</td>
</tr>
<tr>
<td><strong>Event Expenses</strong></td>
<td>43,793</td>
<td>203,938</td>
<td>167,000</td>
<td>194,566</td>
<td>167,000</td>
</tr>
<tr>
<td></td>
<td><strong>108,951</strong></td>
<td><strong>735,025</strong></td>
<td><strong>677,483</strong></td>
<td><strong>588,227</strong></td>
<td><strong>677,483</strong></td>
</tr>
<tr>
<td><strong>Net</strong></td>
<td>43,546</td>
<td>83,841</td>
<td>7,817</td>
<td>70,230</td>
<td>7,817</td>
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### Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash &amp; Investments</strong></td>
<td>478,302</td>
<td>377,805</td>
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<tr>
<td><strong>Accounts Receivable</strong></td>
<td>125,504</td>
<td>124,047</td>
</tr>
<tr>
<td><strong>Prepaid Expenses</strong></td>
<td>4,618</td>
<td>25,094</td>
</tr>
<tr>
<td><strong>Equipment, net</strong></td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>608,423</td>
<td>526,946</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td>40,466</td>
<td>42,827</td>
</tr>
<tr>
<td><strong>Fund Balance</strong></td>
<td>567,959</td>
<td>484,119</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Fund Balance</strong></td>
<td>608,425</td>
<td>526,946</td>
</tr>
</tbody>
</table>

Unaudited. For Management Purposes Only
What's Next for TKF?  
2019-2020 Goals

Meeting 100% of Program Need
In FY 2019, TKF removed 59 individuals from the Transportation Assistance Wait List, giving these kidney patients the ability to get to and from their life-saving treatments without the worry of choosing between medical care or other basic needs. However, the need continues to grow and TKF needs your help to ensure we clear the wait list each month.

Corporate Kidney Health Screening Program
Kidney health is a vitally important part of staying healthy and remaining an active employee. TKF is working to scale our current free kidney health screenings model for businesses and organizations as an employee wellness initiative. Partnering with TKF by underwriting the supply costs, while TKf provides the volunteers and education resources will allow TKF to screen hundreds of employees at each screening event and help improve health outcomes for the workforce.

Building our Circle
TKF experienced tremendous growth in 2018-19 and expanded the services we provide, our job is far from over. We need you, and all of our stakeholders, to share in your circles at work and in your everyday life about the work of TKF and ask others to join us as we continue to empower and support those at risk or affected by kidney disease.
Upcoming Key Dates

Nashville Walk

New Covenant Christian Church Screening

2019 Year End Annual Campaign

Giving Tuesday

2020 Spring Gala

2020 Big Payback

Wilson County Walk

2020 Liberty Mutual Invitational

11/02/2019

11/17/2019

12/03 - 12/31/2019

12/03/2019

04/18/2020

05/07/2020

05/09/2020

June 2020