

TENNESSEE KIDNEY FOUNDATION

ANNUAL DONOR REPORT
JULY 1, 2019 - JUNE 30, 2020



TABLE OF CONTENTS

Letter from the CEO	Page 3
Access To Care	Page 4
Meeting Critical Needs	Page 5
Annual Statistics	Pages 6
Community & Partner Engagement	Page 7
Donor Recognition	Page 8
Sponsor Recognition	Page 9
Special Event Updates	Page 10
Financial Report	Page 11

"WE BELIEVE THAT TKF IS AN ESSENTIAL RESOURCE, ESPECIALLY NOW, BECAUSE THEY ARE THE ONLY ORGANIZATION IN OUR AREA THAT PROVIDES THE SERVICES THAT PEOPLE SO DESPERATELY NEED."

- TAMMY GILBERT CARDONA, CO-CHAIRWOMAN,
TKF SPRING GALA

FROM THE CEO...

On behalf of TKF's Board of Directors and Staff, I want to extend a heartfelt thank you for your support of TKF and our mission to empower and support those at risk or affected by kidney disease throughout Middle Tennessee throughout the past year.

Thanks to generous supporters like you, TKF continues to provide access to care for more than 250 individuals each month, emergency financial assistance to meet critical basic needs, prevention programming and education for the community, and hope for brighter days ahead for the program clients and communities we serve.

This year, more than ever, your support makes a direct, positive impact on the people we serve. The COVID-19 pandemic has required organizations like TKF to shift our revenue events, work even harder to secure funding for critical programs, and do more to reach the people we serve at a time when they need us most.

Demand for our programs increased 70% this spring in response to both the tornadoes that brought widespread damage to Middle Tennessee and the pandemic. Thanks to community partners like you, we have not had to turn a single program client away during this difficult time, so we are bringing hope and critical resources to the people who need us most right now. Thank you for helping us make that possible!

At TKF, we are committed to transparency, and we have a responsibility to demonstrate exactly how your investment is making a difference. In this report, you will find highlights about how your financial support provides critical resources for the community and our plans to continue delivering our mission at a time when it is more relevant than ever. Together, we are changing lives and improving the health of our community.



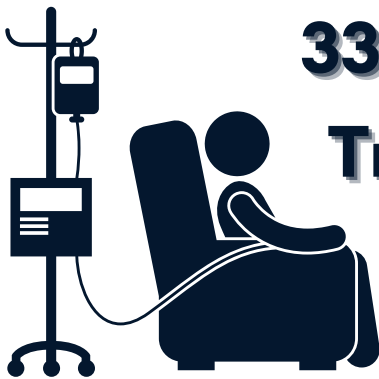
HEATHER POWELL

CEO

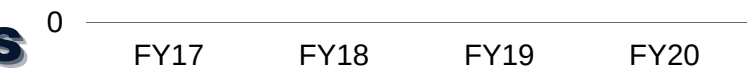
ACCESS TO CARE

Transportation

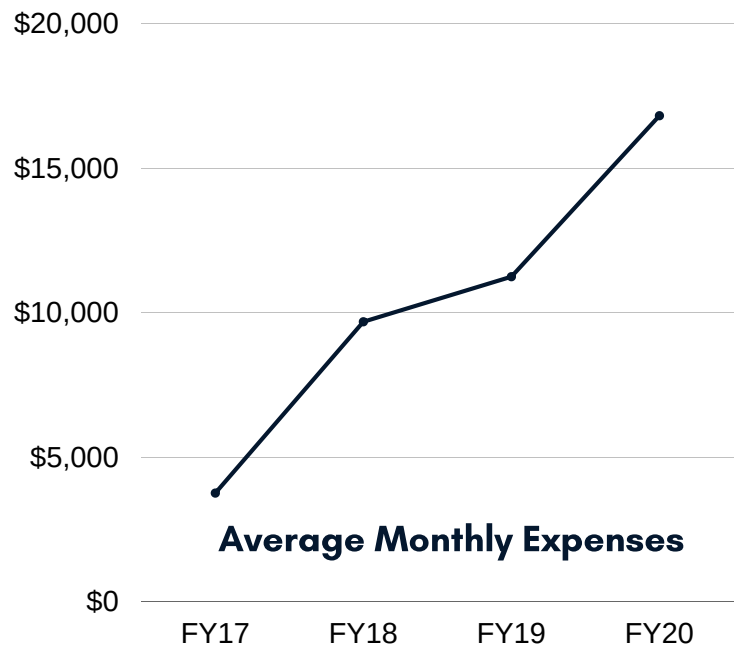
2,620
requests for
assistance
met



33,112 Dialysis
Treatments



66,224 Dialysis
Trips



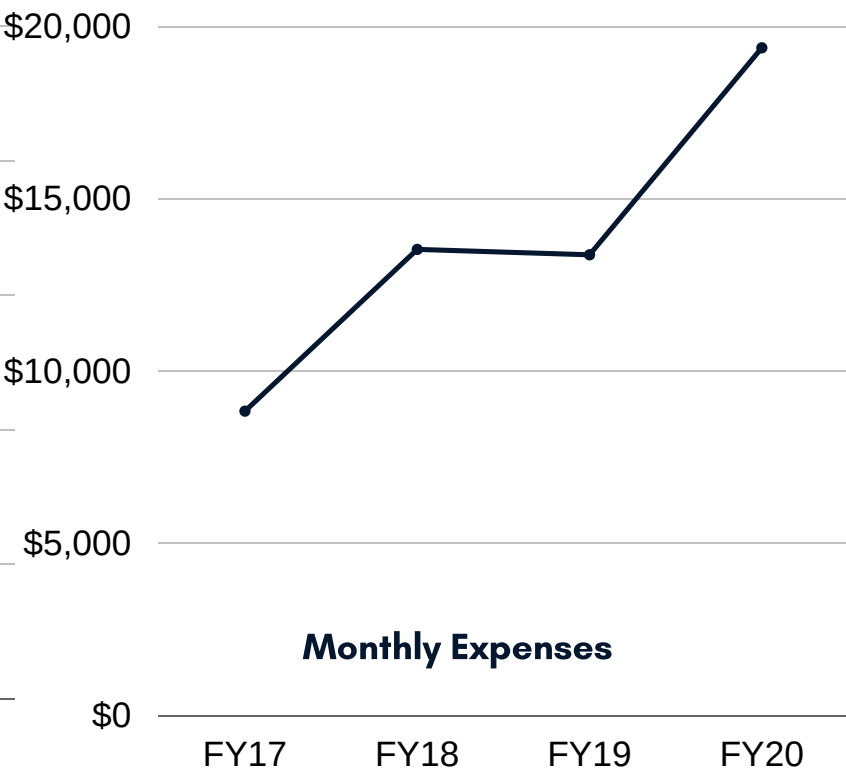
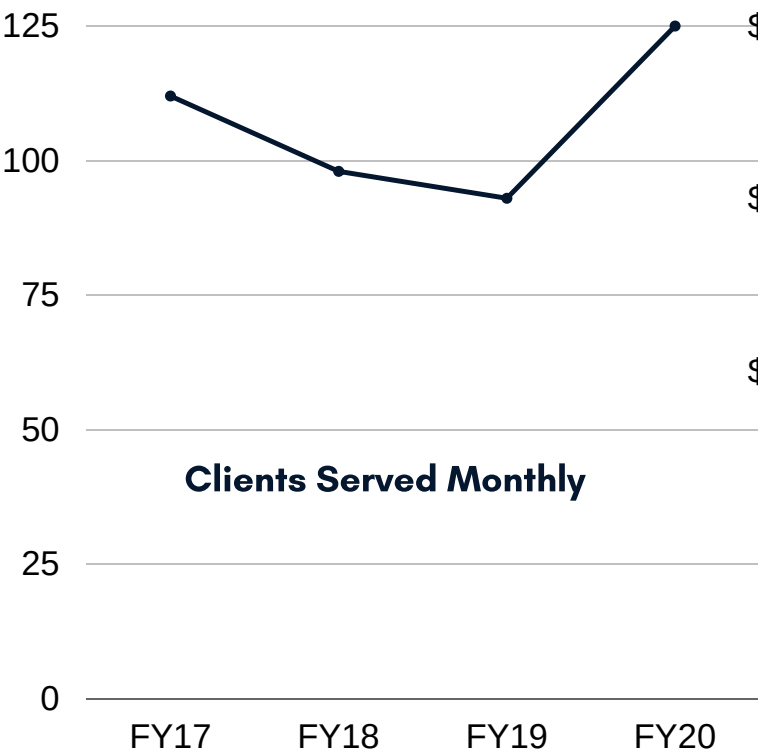
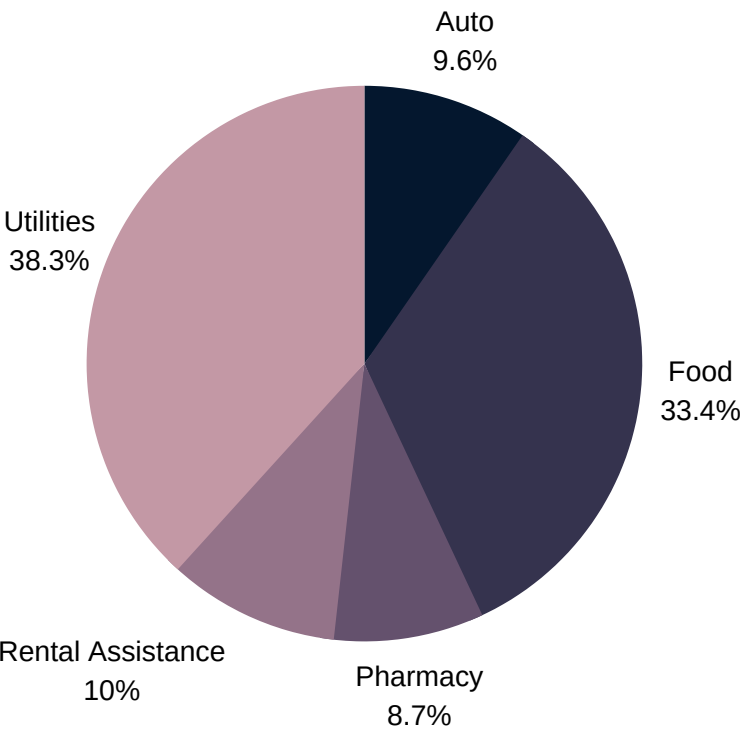
MEETING CRITICAL NEEDS

Emergency

125

Clients served

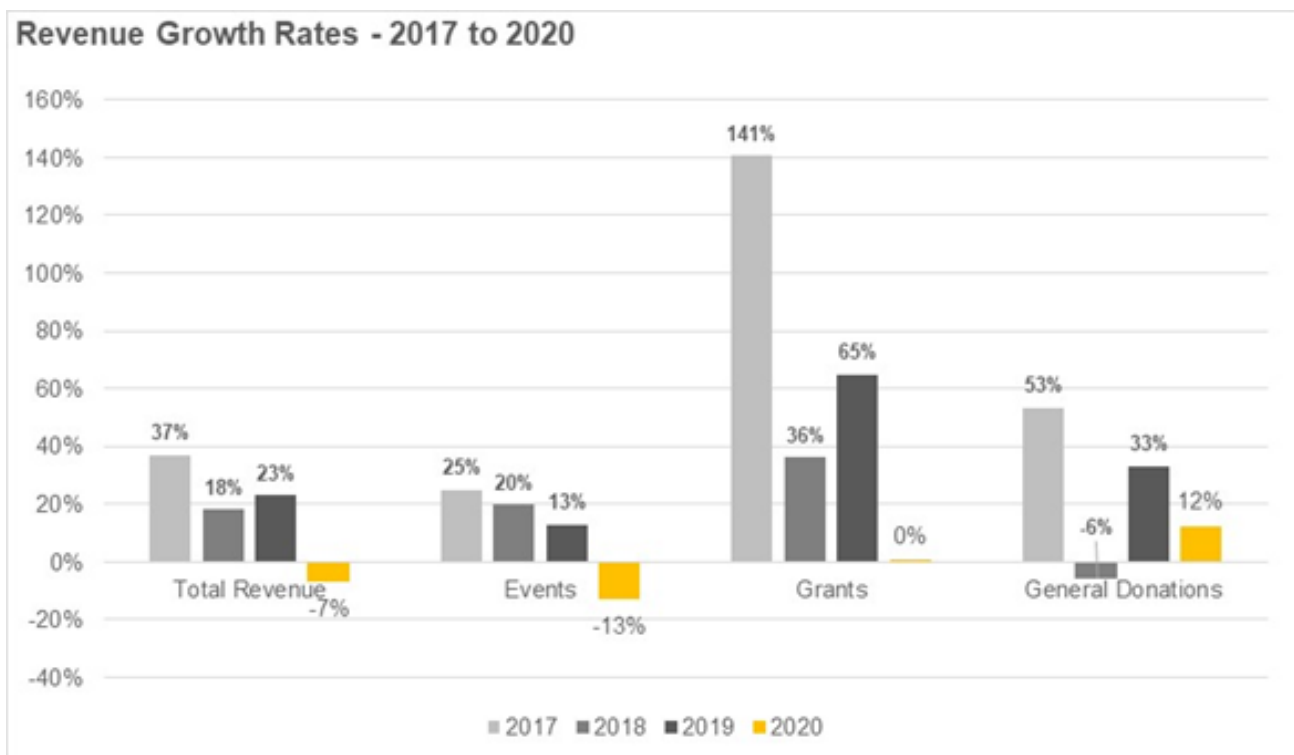
Emergency expenses increased between March and June 2020 as TKF responded to client needs exacerbated by the March tornado and COVID-19.



ANNUAL STATISTICS

Despite a global pandemic and economic uncertainty, TKF weathered the last half of FY 2020 with minimal disruption in overall Total Net Revenue.

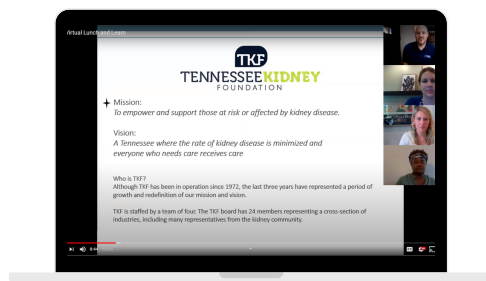
- Year over Year (Y-o-Y) growth rates by Revenue source have shown significant variance from 2016 to 2019
- General Donations Income growth rates only include: Individual Giving, Major Donors, and Board Donations (not including other sources)
- Events decrease driven primarily from Spring Soiree (coming off of a banner year \$292K in 2019). 2020 actuals were \$247K, but net revenue was up by more than \$50,000 over 2019
- General Donations up from previous year – Honor/Memorial Contributions and Major Gifts up significantly vs. 2019



COMMUNITY PARTNERS AND ENGAGEMENT

TKF 101: Virtual Lunch and Learn

On Tuesday, May 5, 2020 TKF hosted our first Virtual Lunch and Learn event. This event featured the TKF staff, along with 25 clinic staff and others interested in learning more about TKF. Lunch and Learn events will be regularly scheduled throughout the year.



Kidney Health Screenings

206
Screened

Mt. Zion at Hadley Park – August 3, 2019
Sri Ganesha Temple – August 10, 2019
Lake Providence – September 28, 2019
Cookeville Senior Expo – October 22, 2019
New Covenant Christian Church – Nov. 17, 2019
Meharry's Oral Health Day – February 29, 2020
*All events scheduled for Q3 and Q4 were canceled.

TKF Virtual Education - Coming Soon

Virtual **Social Worker Meetings** will allow greater attendance from our network and increase our network of professional presenters.



Virtual Kidney Education aims to engage individuals and families who have diabetes, hypertension, early stage chronic kidney disease (stages 1-2) and chronic kidney disease (stages 3-4). The sessions will be hosted by a member of TKF staff and will include members of the kidney health care team: patient advocate, nephrologists, vascular surgeons, health educators, social workers, and dietitians.

"HOW COULD I NOT CONTINUE TO SUPPORT THE TENNESSEE KIDNEY FOUNDATION?

DURING TOUGH TIMES WE REALLY MUST COME TOGETHER AS A COMMUNITY TO SUPPORT ONE ANOTHER...

TO BE EACH OTHER'S SAFETY NET."

– DR. ANNA BURGNER, VANDERBILT UNIVERSITY MEDICAL CENTER

"IN UNCERTAIN,
OR DIFFICULT
TIMES, WE
NATURALLY
GRAVITATE
TOWARD THINGS
WE TRUST AND
THINGS THAT ARE
CONSTANT AND I
THINK TKF HAS
BEEN THAT FOR
TENNESSEE."

- ERIKA BODIN,
FRESENIUS KIDNEY
CARE

DONOR RECOGNITION

Donation Dates: 7/1/19 - 6/30/20. Donors of \$1,000+. We have taken care to ensure the accurate recognition of our sponsors. If an error or omission has occurred, please bring it to our attention by contacting Michael Draper at michael@tnkidney.org.

\$25,000+

Nashville MTA
John Walker
West End Home Foundation

\$1,000 - \$2,499

Rev. Joabe & Amy Andrade
Dr. Ralph Atkinson
Jim & Peggy Biagini
Bone Family Foundation
Randall & Melanie Dover
Michael & Suzanne Draper
Matthew & Alisa Ferrall
Decosta Jenkins
Joseph Family Fund

\$10,000-\$24,999

Clarksville Montgomery County
Community Health Foundation
Drs. Julie & Ed Lewis
The Estate of Gayle Neff

Drs. Jyotheen Karam & Nishitha Reddy
Jack & Jan Meyer
Jason & Heather Powell
Donovan & Renee Schultz
Drs. Ashish & Bindu Soni
Jessica Snyder

\$5,000-\$9,999

Dr. Anna Burgner & Mr. Kurt Zettel
The Trustmark Foundation
Andrew & Cathy Wind

Giles Ward & Josephine VanDevender

\$2,500 - \$4,999

David & Aida Arrieta
Thomas & Sally Avery
Bill & Regina Berrell
Dr. Cesar & Tammy Gilbert Cardona
Cartinhour-Woods Foundation
The Frist Foundation
Drs. Jeffrey Hymes & Dr. Valentina
Kon
Amy Peterson
Drs. Chris & Jennifer Wilbeck
Bill & Leah Wood

SPONSOR RECOGNITION

Sponsor Dates: 7/1/19 - 6/30/20. Sponsors of \$1,000+. We have taken care to ensure the accurate recognition of our sponsors. If an error or omission has occurred, please bring it to our attention by contacting Michael Draper at michaeldraper@tnkidney.org.

AIG Retirement Services

Arthur J. Gallagher

Blackline

Bradley Arant Boult Cummings LLP

Choice One Development

Crescent Communities, Inc.

Design Blasting Services, LLC

DCI Hospital Services

DEX Imaging

Douglas McNab, Architects

Fifth Third Bank

Formos Consulting

Fresenius Rx

Hilbers, Inc.

HUB International

Humana

Kraft CPAs

Modern Construction Company

Nightingale Nurses

Oman-Gibson Associates, LLC

phRMA

Pinnacle Financial Partners

Rx Benefits

Sanderling Renal Services

Somatus

TLong, LLC

TeleNeph

Trustcore

TwinSteps Architecture

Vanderbilt Center for Kidney Disease

Veloxis Pharmaceuticals

WR Newman

All Around Cabling

AT&T

BlueCross BlueShield of Tennessee

Charles Hampton's A-1 Signs, Inc.

City National Bank

DaVita

Dialysis Clinic, Inc.

Deloitte

Division 2 Constructors, LLC

ECC Group, Inc.

First Horizon Foundation

Fresenius Kidney Care

Hancock Whitney

HMK Architects

Hudson Construction

Ideal Company

Martin & Zeffoss

Morgan Stanley - The Parker Group

Nephrology Associates

Pathgroup

Piedmont Natural Gas

ProjX

Rycon Construction, Inc.

Smile Direct Club

St. Thomas West Transplant Center

The Surgical Clinic

TriStar Centennial Transplant Center

Truxton Trust

US Renal Care

Vanderbilt Transplant

Wellspring Financial Solutions

Young Contracting

RUTHERFORD COUNTY WALK | MAURY COUNTY WALK |
NASHVILLE WALK | VIRTUAL SPRING GALA | TKF GOLF
INVITATIONAL

SPECIAL EVENT UPDATES

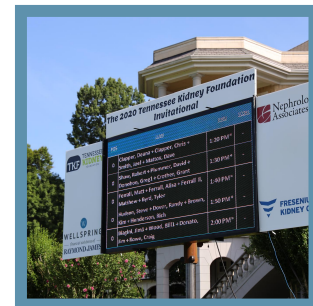
2020 SPRING GALA: ONE VIRTUAL NIGHT ONLY

On Saturday, April 18, TKF hosted our Virtual Gala: One Night Only! Thanks to unbelievable support from corporate sponsors and the local community, over \$247,000 was raised for kidney patients in Middle Tennessee.



2020 TKF GOLF INVITATIONAL

The TKF Golf Invitational took place on Monday, June 29, 2020 at the prestigious Governors Club. Formatting changes were made to adhere to CDC guidelines for social distancing, and because of the generous support of sponsors and teams, over \$162,000 for TKF's programs and services.



VIRTUAL STEPS CHALLENGE

This year, TKF is shifting its Walk series to a two-week long Virtual Steps Challenge. Registration is open now! Setup your individual and team step goals, compete in contests, fundraise for TKF! To register now go to <https://runsignup.com/tkfvirtualstepschallenge>.



For more information contact Michael Draper at michael@tnkidney.org.

UNAUDITED FINANCIAL STATEMENT

Statement of Activity For the 12 Months Ending June 30, 2020

	Month June '20	Year to Date June '20	Year to Date Budget	Prior Year to Date Actual	Annual Budget
Program Income	\$43,362	\$259,184	\$326,500	\$272,716	\$326,500
Event Income	<u>\$101,943</u>	<u>\$470,668</u>	<u>\$484,500</u>	<u>\$546,945</u>	<u>\$484,500</u>
	\$145,305	\$729,652	\$811,000	\$819,661	\$811,000
Program Expenses	\$66,073	\$647,359	\$611,449	\$531,361	\$611,449
Event Expenses	<u>\$37,092</u>	<u>\$90,252</u>	<u>\$198,000</u>	<u>\$209,407</u>	<u>\$198,000</u>
	(\$103,152)	(\$737,611)	(\$809,449)	(\$740,768)	(\$809,449)
NET	<u>\$42,152</u>	<u>(\$7,959)</u>	<u>\$1,551</u>	<u>\$78,892</u>	<u>\$1,551</u>

Balance Sheet

Cash Investments	\$515,277	\$478,597
Receivables	\$89,378	\$126,004
Prepaid Expenses	\$13,889	\$4,618
Equipment	<u>-</u>	
Total Assets	<u>\$618,545</u>	<u>\$609,219</u>
Current Liabilities	\$97,694	\$46,209
Fund Balance	<u>\$520,850</u>	<u>\$563,010</u>
Total Liabilities & Fund Balance	<u>\$618,545</u>	<u>\$609,219</u>