

## our year

Every person connected to Dream Foundation shares one experience: our hearts have all been touched by our Dreamers. Their stories have moved us, and in their faces we have seen the impact of Dreams fulfilled. Our mission is to provide inspiration, comfort and closure, but it is our Dreamers and their families who inspire us to accomplish that mission, and to continue to serve more Dreams.

Coping with terminal illness takes a toll—physically, emotionally and financially—not only on the patient, but on their family, friends and caregivers. Dreams offer psychosocial and emotional support that is tailored to terminally-ill adults and those around them.

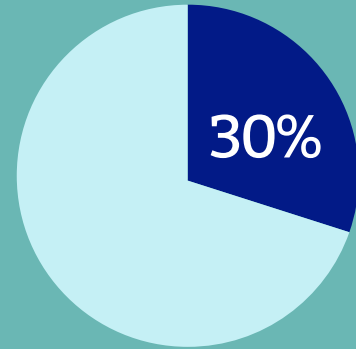
The Dreams we fulfill are as diverse as the Dreamers themselves, but our goal in every case is the same. Whether paying a heating bill to reduce financial stress, or arranging a reunion to lift the heart, we offer the support and compassion that is most needed in that situation. Around 30 percent of Dreams focus on enhancing quality of life, by providing items like a computer, lift chair, mobility scooter or dentures. Such purchases may seem simple, but their impact can be enormous.

Thanks to the generosity of donors like you, Dream Foundation served more than 2,800 Dreams nationwide last year, passing the milestone of our 25,000<sup>th</sup> Dream. Your continued support means more Dreams can happen for more terminally-ill patients and their families, enriching their lives and creating lasting memories for those who love them.

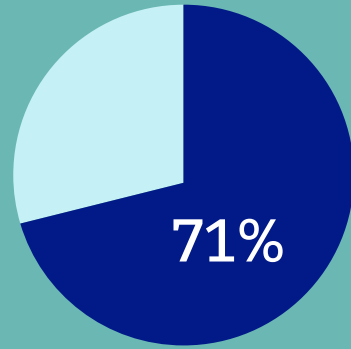


## our programs

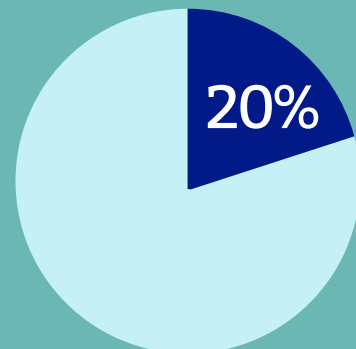
Dream Foundation's Dream program fulfills Dreams that provide inspiration, comfort and closure at the end of life. A nationwide network of volunteers, hospices, health care organizations and committed donors helped us give life to more than 2,800 Dreams in 2016.



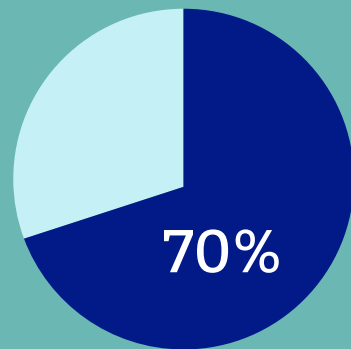
DREAMERS WITH CHILDREN IN THE HOME



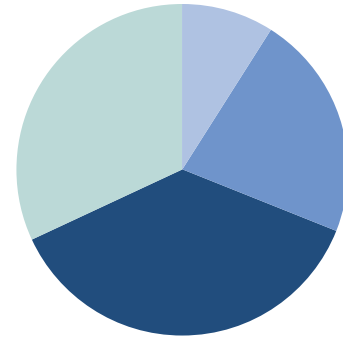
DREAMS USING IN-KIND DONATIONS



EMERGENCY DREAMS SERVED

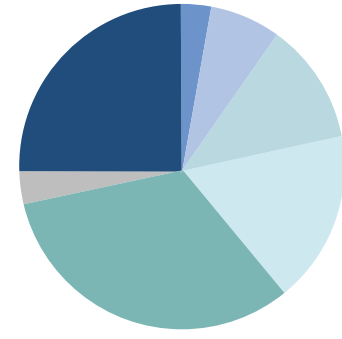


DREAM DELIVERIES



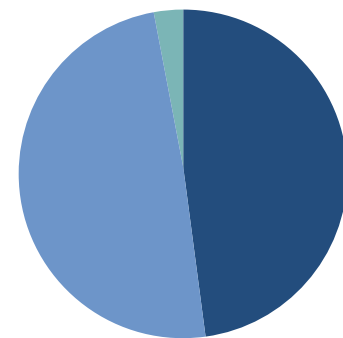
### DREAMS BY AGE

- 18-33 9%
- 34-50 22%
- 51-65 37%
- Over 65 32%



### TYPES OF DREAMS

- Celebrity 3%
- Day Dream 7%
- Disneyland/Walt Disney World 12%
- Family Reunion 17%
- Quality of Life 32%
- Sports 4%
- Vacation 25%



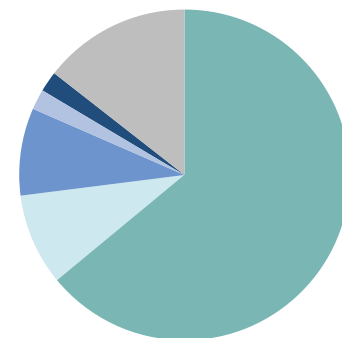
### AIRLINE RESOURCES

- Flights booked with donated round-trip tickets 48%
- Flights purchased by Dream Foundation 49%
- Flights booked with donated airline miles 3%

Donated round-trip tickets are from Southwest Airlines and Alaska Airlines

Donated airline miles are from United Airlines, Alaska Airlines and Southwest Airlines

An average flight requires 44,795 miles per ticket



### DREAMS BY CONDITION

- Cancer 64%
- Heart Disease 9%
- Lung Disease 9%
- Liver Disease 2%
- ALS 2%
- Other 14%

## volunteer hours

OFFICE  
3,849

DREAM HOST  
4,914

FLOWER EMPOWER  
3,458

TOY PROGRAM  
3,095

TOTAL HOURS  
15,316

TOTAL VALUE OF HOURS\*  
\$435,893

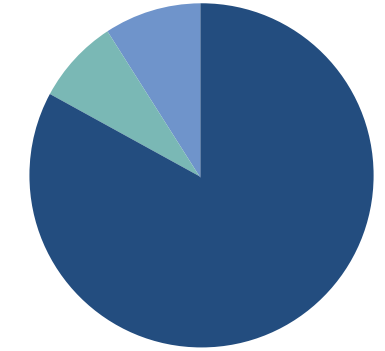
\* Based on California Independent Sector's value of volunteer time at \$28.46/hour

## financials

### STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED DECEMBER 31, 2016

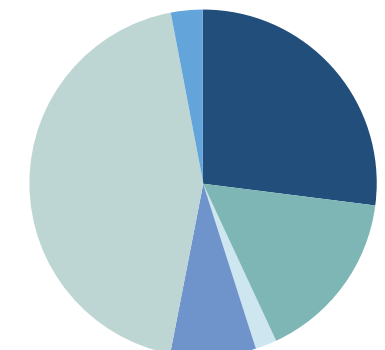
(With comparative totals for year ended December 2015)

	2016	2015
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and cash equivalent	\$442,521	\$2,224,369
Pledges and grants receivable	530,000	81,275
Prepaid expenses and deposits	1,765	6,368
<b>Total Current Assets</b>	<b>974,286</b>	<b>2,312,012</b>
<b>INVESTMENTS</b>		
	1,754,840	1,765,840
<b>PROPERTY AND EQUIPMENT</b>		
Net Property and Equipment	40,784	65,893
<b>OTHER ASSETS</b>		
<b>Total Other Assets</b>	<b>480,862</b>	<b>96,308</b>
<b>TOTAL ASSETS</b>	<b>\$3,203,612</b>	<b>\$4,229,053</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable and accrued liabilities	\$33,425	\$23,361
<b>NET ASSETS</b>		
Unrestricted		
Undesignated	705,493	1,594,553
Board restricted	1,034,564	1,011,825
<b>Total Unrestricted</b>	<b>1,740,057</b>	<b>2,606,378</b>
Temporarily restricted	987,933	1,157,117
Permanently restricted	442,197	442,197
<b>Total Net Assets</b>	<b>3,170,187</b>	<b>4,205,692</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>		
	<b>\$3,203,612</b>	<b>\$4,229,053</b>



### PROGRAM EXPENDITURES

- Program Services 83%
- Management & General 8%
- Fundraising 9%



### REVENUE, GAINS & OTHER SUPPORT

- Non-Cash Contributions (In-Kind) 27%
- Special Events 16%
- Interest and Dividends 2%
- Donations - General 8%
- Donations - Corporate 44%
- Grants 3%

# 2016 Board of Directors

## OFFICERS

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Santa Barbara, CA  
Founding Principal & President,  
Investec, Real Estate Companies

### Hollye Harrington Jacobs, RN, MS, MSW

#### Vice Chair

Santa Barbara, CA

### Vince Griffin

#### Treasurer

Alexandria, VA  
Senior Director, CEB Finance, CEB Global

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Green Valley, AZ  
Retired, Dream Foundation

### Troy Cox

Cambridge, MA  
CEO, Foundation Medicine

### Mark A. DePaco

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Fell, Marking, Abkin, Montgomery, Granet & Raney, LLP

### Luke Ebbin

Santa Barbara, CA  
Record Producer, Real Estate Professional

### David Glickman

Beverly Hills, CA  
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Glickman Capital

### Christopher Lincoln

Los Angeles/Santa Barbara, CA  
Flying Fish Productions

### David Nygren, PhD

Santa Barbara, CA  
Nygren Consulting

### Justine Roddick

Santa Barbara, CA  
Roddick Foundation

### Jeff Shaner

Nashville, TN  
Chief Operating Officer  
Pediatric Services of America

# Programs



Officially launched in Washington, D.C. in 2015, Dreams for Veterans tailors the Dream experience to veterans and their families. Dream recipients are U.S. military veterans who served from World War II to the Iraq and Afghanistan Wars, those who have served during peacetime or who currently serve on active duty, including members of the Reserve and National Guard. Dreams for Veterans acknowledges veterans and honors their service by fulfilling their final Dream, providing them, their families and caregivers with inspiration, comfort and closure at the end of life. In 2016, Dreams for Veterans served 178 Dreams to those who selflessly served our nation.



Flower Empower is a Santa Barbara-based, volunteer-driven program. Since its inception in 1994, Flower Empower has provided more than 100,000 bouquets, cookies, artisanal chocolates and handmade cards to thousands of people in hospitals, hospice, cancer centers and in their own homes. Each week, 20 volunteers assemble 150 bouquets using donated flowers. In 2016, the Flower Empower program logged nearly 3,500 volunteer hours and arranged more than 7,000 bouquets. Flower delivery referrals come from cancer centers, nurses, doctors, hospices, elder support organizations and others.



Dream Foundation Dreams touch not only the lives of Dreamers but also those of their families. Nearly 30 percent of Dreamers have young children living at home. Dream Foundation's Dream Toy Program reaches over 1,000 children each year who have a loved one with a life-limiting illness. With each gift, we provide an opportunity to create happy memories and smiles. In 2016, our dedicated volunteers donated more than 3,000 hours to fill boxes with nearly 3,200 hand-selected toys donated by Hasbro and Ty Inc., and then they delivered them to 1,200 children in nearly 500 families across the country.



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