

Cover Sheet- (One Page Maximum)

Funder you are applying to: St. Francis Foundation

Legal Name of Applicant Organization: Teddy Bear Cancer Foundation

Contact Person & Title: Nikki Katz, Program Director

Phone: 805-962-7466 Fax: 805-884-1019 Contact Person's Email: nikki@teddybearcancerfoundation.org

Program Name/Capital Request: Financial Assistance for Families of Children with Cancer

Funds will pay for: Financial Assistance

Full Mailing Address: 133 E. De La Guerra, #163, Santa Barbara, CA, 93103

Location(s) if different from above: 2320 Bath Street, Suite 107, Santa Barbara, CA 93105

Executive Director: Marni Rozet Email: marni@teddybearcancerfoundation.org

Fax: 805-884-1019 Phone: 805-563-4740

Website: www.teddybearcancerfoundation.org

Tax-exempt Status: {Most funders require 501(c)(3) status. Check this requirement before applying}

501(c)(3) Granted Other: _____ Tax ID Number: 14-1872081

Type of Request: Check with individual funders to determine the types of accepted grant requests.

Note: Check all that apply.

- General Support Program Support Seed Funding Research
- Capital Endowment Multi-Year Collaborative

This Grant Request: \$10,000 Of Total Budget: \$337,000

Funds will be used from: 01/01/2012 To: 12/31/2012

Total Organizational Budget Current Year: \$635,000 Agency fiscal year begins: January 1

Summarize the organization's mission statement (two to three sentences):

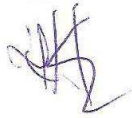
The mission of the Teddy Bear Cancer Foundation is to provide financial and emotional support to Central Coast families of children with cancer who are being treated at the Santa Barbara Pediatric Hematology/Oncology Clinic or the Ventura County Medical Center's Pediatric Oncology Clinic.

Summarize your grant request (two to three sentences):

We are requesting a \$10,000 grant to provide financial assistance to southern Santa Barbara County families who are dealing with pediatric cancer. Financial assistance covers such items as rent, mortgage, utilities, car payments, counseling, groceries, nutritional supplements, childcare, hotel accommodations, and other necessities.

Proposal Authorization: We certify that the information in this application is to the best of our knowledge true and accurate and is submitted with our Board of Directors'/Governing Body's full knowledge and endorsement:

			
<u>Rosalind Amorteguy, Board Member</u>		<u>October 12, 2011</u>	
Name of Authorized Board/Governing Body Representative	Title	Signature	Date

			
<u>Nikki Katz, Program Director and Founder</u>		<u>October 12, 2011</u>	
Name of Lead Staff Member (or 2nd Representative)	Title	Signature	Date

Proposal Narrative: Background

1. Your organization's history and accomplishments.

The mission of the Teddy Bear Cancer Foundation is to provide financial and emotional support to Central Coast families of children with cancer who are being treated at the Santa Barbara Pediatric Hematology/Oncology Clinic or the Ventura County Medical Center's Pediatric Oncology Clinic. We also serve Santa Barbara County families whose children are being treated elsewhere. In 2010, we served 549 individuals (127 families), including parents and siblings. This was a 22 percent increase in the number of families we served compared to 2009. Since January 1, 2011, we have served 534 individuals (121 families), illustrating the growing need for support services like the ones we offer.

2. Your current programs and activities. Include the constituency you serve ...

All our services benefit families of children diagnosed with cancer before the age of 18:

- **Financial assistance:** Low- to moderate-income families can apply for \$2,000-5,000 for rent or mortgage payment; auto loan payment, registration, insurance, repairs, and vouchers for fuel; payment of utility bills; medications and home care services not covered by insurance; funeral expenses; and counseling, childcare, groceries, and hotel accommodations.
- **Food Share:** A single hospital stay can cost upwards of \$100 for food for family members. We provide food vouchers to markets and the hospital cafeteria to assist with this expense.
- **Family Support Groups:** We offer monthly bilingual support groups for parents with a licensed social worker and translator in Santa Barbara, Santa Maria, and Ventura. We also offer a monthly art therapy group with a licensed therapist for children with cancer and their siblings.
- **Bereavement Support Group:** In collaboration with Visiting Nurse & Hospice Care of Santa Barbara, this group helps parents process their grief in order to take steps toward healing.
- **Education Support:** This program helps families address the learning problems that are a common side effect of chemotherapy by offering tutors and educational testing not provided by schools.
- **TBCF Storytellers:** Several times a week, a volunteer reads stories to all the children in pediatrics at Cottage Hospital. We also offer free books and toys for the children to keep.
- **Moments in Time:** We help families with special requests such as making a home wheelchair accessible, furnishings for a new home, and other unmet needs.
- **Care packages and special "extras":** Care packages contain market and restaurant gift cards, toys, toiletries, a phone card, and food vouchers. Special "extras" include fun outings.
- **Transportation:** For families without transportation, we will arrange rides to and from treatments, which can occur as often as five times a week.
- **Kids' Days and Family Fun Events:** Throughout the year, we hold fun activities for children and their families, helping them to feel less alone.

3. Your organization's relationships with other organizations working to meet the same need.

We work closely with the Santa Barbara Pediatric Oncology/Hematology Clinic in order to qualify families for financial assistance. In 2009 we began collaborating with the Ventura County Medical Center's Pediatric Oncology Clinic to provide services to families living in Ventura County. (However, all funds used for Ventura County families are raised from Ventura County.) We also collaborate with organizations such as Transition House, Unity Shoppe, Goleta Boys and Girls Club, Girls Inc. of Carpinteria, American Cancer Society, Leukemia and Lymphoma Society, Visiting Nurse & Hospice Care of Santa Barbara, Eric's Angels, Camp Ronald McDonald, Angel Flights, LifeChronicles, Ventura County Medical Resource Foundation, the Landon Pediatric Foundation, the Wellness Community of Ventura County, the Santa Barbara Cancer Center, and Marian Medical Center. Cottage Hospital recently began offering up to \$1,500 to families of children receiving medical care at Cottage, including pediatric cancer patients. We coordinate closely with them in order not to duplicate assistance. It is only when families' needs go beyond the \$1,500 that Cottage offers that they are allowed to apply for more financial assistance from us. We remain the only organization on the Central Coast that exclusively serves families who have a child with pediatric cancer.

Funding Request:

1. Describe your program, including needs, target audience, and if it is new program

We are requesting a grant of \$10,000 to provide financial assistance for southern Santa Barbara County families dealing with pediatric cancer. A diagnosis of childhood cancer frequently causes families to feel frightened, alone, helpless, exhausted, and hopeless. In Santa Barbara County, there are few resources besides the Teddy Bear Cancer Foundation to help families through what is a very frightening and financially difficult time. Our staff members, support groups, and social events help create a support system that families can rely on during the treatment and recovery process. Many families whose children have been in remission for years remain closely involved with our organization, providing guidance and support for families who are just starting treatment.

Why do Families of Children with Cancer Need Financial Assistance?

Families can face staggering financial challenges as a result of a cancer diagnosis. Reports indicate that families can spend 25 percent or more of their income on co-payments and items not covered by insurance. These “out-of-pocket” expenses include travel to treatment centers, overnight lodging, meals, child care for siblings, long-distance telephone charges, special foods, nutritional supplements, treatments that are not covered by insurance, and special equipment or clothing. Parental income can be significantly affected as well. Working parents can lose wages—or their jobs—due to the time required to see their child through the treatment process, which can take up to three years. Such parental support is very beneficial for these children. **In fact, there is a proven correlation between how well children with cancer do, and the time a parent spends with the child** (*Source: Noll & Kulkarni, 1989*). Unfortunately, the need for at least one parent to be with the child during treatment frequently turns a two-income family into a single-income family, exacerbating the family’s financial burden. This is especially devastating for single parents or those without comprehensive insurance or significant savings to fall back upon.

This financial strain is made even more difficult by the current state of the economy. Many of our families have been affected by the economic downturn. Over the last two years, at least 16 parents have lost their jobs completely or have been forced to go from full-time to part-time employment. Low-paid workers are some of the hardest hit by the economy and many are now living at or below the poverty line. This makes the need for our services even greater.

How Our Financial Assistance Program Works

Instead of giving money directly to families, we pay between \$2,000 and \$5,000 on their behalf for the following:

- Rent, mortgage, or property tax payment to keep a family from losing its housing
- Auto loan payment, insurance, registration, and repair to allow parents to continue using their car to visit their child in the hospital and go to doctors’ appointments
- Utility bills (electric, water, gas, phone, etc.)
- Medications, treatments, and home care services that are not paid for by insurance
- Clothing for a child whose size or weight has changed as a result of treatment
- Childcare for siblings so parents can stay in the hospital with their sick child
- Family counseling to help the entire family through an incredibly difficult time

Additional aid is given, as needed, for other things such as:

- Hotel accommodations for families for emergency or long hospital stays
- Vouchers to purchase gas, groceries, and hospital cafeteria food for extended stays
- Funeral expenses

We follow the guidelines developed by the U.S. Department of Housing and Urban Development (HUD) in assessing income status. We have a financial aid application that asks families to disclose their household income and expenses, debt payments, and if they are already receiving aid from any another source. Applications are administered by the Social Worker at the Santa Barbara Pediatric Oncology/Hematology Clinic, and then passed on to our organization for funding. Below are several quotes from parents that illustrate the positive impact we have had on their families through our financial assistance program:

“Teddy Bear provided assistance for us in the form of mortgage, utility, and car payments. It helped us ease our stress when we had to take time off for treatment.”

“You guys are awesome, we would’ve been devastated financially otherwise.”

“The staff really cares about the children and the families they help. That’s what puts your program over the top!”

How Common is Childhood Cancer?

Statistics from the California Cancer Registry for 2005-2007 (the most recent statistics available) show a total of 196 new cases of childhood cancer in the tri-county area. In 2010, we had 51 newly diagnosed families in the tri-county area requesting assistance from us. Since the beginning of 2011, we have had an additional 37 newly diagnosed children, which brings the total number of children currently in active treatment or follow up treatment to 120. Many families continue to need financial and emotional support for months or years after treatment is completed, especially if there is a recurrence of the disease. This means that in any given year we are serving many more families than those whose child is diagnosed in that year. Below are some general statistics about pediatric cancer in the United States:

- Cancer is the number one cause of death by disease for children, killing more than asthma, diabetes, AIDS, congenital anomalies, and cystic fibrosis combined
- Each day, 46 children are diagnosed with cancer; 80 percent will survive to adulthood
- Every year, approximately 35,000 children are in treatment for cancer

2. In a short paragraph, tell us your program’s goals and specific outcomes...

With your help, we will be able to reach the following outcomes for the next year:

- Increase the number of people served with financial assistance from 355 to 420. Approximately 15 percent of these are from southern Santa Barbara County.
- At least 90 percent of the families will report that their lives were made easier financially and emotionally due to our services.

3. How do you plan to evaluate the effectiveness or impact of the grant?

The two ways we will evaluate the effectiveness of our work are:

- Tracking the number of families we have been able to help compared with the need. If we are able to serve all families who need it, we will be successful. Our tracking system is managed by our Program Director, and consists of a spreadsheet with every family’s name on it. Next to their names is the full list of services we provide. When they receive a service, it is marked off on the spreadsheet. Financial assistance is tracked in three locations: the spreadsheet, an individual file for each family assisted, and in QuickBooks.
- Soliciting feedback from those we have helped that lets us know how effective we were, and how we can improve our services. Surveys are administered annually, and ask how well

the Teddy Bear Cancer Foundation helped and what more we could have done to assist them. The 2010 survey showed that our families are very satisfied with our services.

4. Summarize the skills and relevant experience of key staff/volunteers...

Nikki Katz, Founder and Program Director

Nikki founded the Teddy Bear Cancer Foundation in 2002 and served as its executive director for five years. Prior to that, she was in the social services field for 14 years, and worked as a counselor in group homes for youth offenders. She also served for two years on the committee for the Children's Miracle Network.

Marni Rozet, Executive Director

Marni began her work with children as a counselor and teacher for abused and neglected children. She then pursued her passion for helping those in need by doing charity events in Los Angeles, gaining extensive event and fundraising experience in the process. Marni launched and organized charitable events for such organizations as the Elizabeth Taylor AIDS Foundation and the Elton John AIDS Foundation. She has volunteered and worked with a variety of charities which deal with such diverse subjects as homelessness, handicaps, child abuse, and hospice care. She holds a Bachelors degree from Pitzer College in Organizational Studies/Human Resource Management with a minor in psychology. She has been with our organization since 2007.

Cynthia Menendez, Development/Administrative Assistant

As part of the Peace Corps from 2006-2008, Cynthia served as an HIV/AIDS Health Educator in Honduras. In that capacity she helped build a community training center, and facilitated numerous workshops addressing HIV/AIDS and gender issues for youth, teens, women, health professionals, community leaders, police cadets, and men in prison. Upon returning to the United States, Cynthia set out for a career in the non-profit sector, and has since found that place at the Teddy Bear Cancer Foundation. Cynthia graduated from U.C. Santa Barbara in 2003 with a major in Global Studies and a minor in Italian.

Becca Solodon, Program Assistant

Becca has been working in a part-time capacity for our organization since 2004 doing administrative work. As a teenager, she came to us as a client, and is now working full time as our Program Assistant. Her personal experience with childhood cancer makes her an incredibly dedicated and compassionate employee. In addition to her role at Teddy Bear, Becca works with the American Cancer Society, Hugs for Cubs, and the Make-A-Wish Foundation.

Organizational Collaborations

We collaborate with other organizations as explained in the "Background Section."

5. If full funding is not available through this request, how will you proceed? Please explain.

We are continually seeking out funding for our organization and its programs. If full funding is not available, we will continue to request funding from other sources. If we cannot fully meet our budget, we may have to decrease the number of families we serve with financial assistance.

6. Is there any other pertinent information you feel we should know?

Sometimes it is perceived that the Teddy Bear Cancer Foundation is similar to the Make-a-Wish Foundation. In reality, our services are not only different than those of Make-a-Wish, but also much broader. As you read in our application, we focus on meeting the multitude of financial and emotional needs of families who have a child with cancer. Make-a-Wish's sole mission is to grant wishes to children with life-threatening illness, and we frequently refer our clients to that organization.

List of Attachments
Teddy Bear Cancer Foundation

- List of Board of Directors
- Financial Assistance Program Budget
- Organizational Financial Summary
- Organizational Balance Sheet
- IRS Tax Exemption Letter

**Teddy Bear Cancer Foundation
2011 Board of Directors**

Name	City	Affiliation/Profession	Board Position	Member since
Michelle Lee Pickett	Santa Barbara	Corporate and Tax Attorney, Brownstein Hyatt Farber & Schreck	Chair	2006
Jason Spievak	Santa Barbara	Co-founder and CEO of RingRevenue	Vice-Chair	2010
Tina Fanucchi-Frontado	Santa Barbara	Community Activist	Secretary	2010
James Bechtel	Santa Barbara	Wells Fargo Senior Investment Manager	Treasurer	2009
Donna Barranco Fisher Yates	Santa Barbara	Program Director, Project Optimal (autism education)	Member	2011
Lori Moll	Ventura	Business Owner, Community Activist	Member	2010
Rosalind Gies Amorteguy	Santa Barbara	Community Activist	Member	2005
Richard Behrman, MD	Santa Barbara	Pediatrician	Member	2007
Jo Berkus	Los Olivos	Community Activist	Member	2007
Hank Blanco	Santa Barbara	Retired Real Estate Investor, Grandfather	Member	2011
Stan Fishman	Santa Barbara	Retired Executive and Entrepreneur	Member	2008
Nicole Greene	Santa Barbara	Community Activist	Member	2011
Michelle Niemela	Santa Barbara	Community Activist	Member	2010
Susannah Rake	Montecito	President, Coolwater Design Group	Member	2007

How often does the Board / Governing Body meet? Monthly

Applicant Name: Teddy Bear Cancer Foundation

Program or Capital Budget

Note: This form is not required for general support grant requests

Program Name/Capital Request: Financial Assistance Program

Budget dates for grant period: 12/1/11 - 11/30/12

INCOME

Possible categories: Government grants, foundation grants, individuals, business support, events, fees for service, etc.

Source	Total Program	Pending	Secured	Notes
Board/Individuals	\$ 84,000.00	\$ 49,000.00	\$ 35,000.00	
Special Events Net	\$ 100,000.00	\$ 950.00	\$ 99,050.00	
Grants/Foundations	\$ 60,000.00	\$ 500.00	\$ 59,500.00	
Corporations	\$ 18,000.00	\$ 18,000.00	\$ -	
In-Kind Donations (non-event)	\$ 75,000.00	\$ 44,600.00	\$ 30,400.00	
TOTAL INCOME	\$ 337,000.00	\$ 113,050.00	\$ 223,950.00	

List the In-Kind (non-cash) contributions:

EXPENSES

Possible categories: Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, etc.

Item	Total Program	This Request	Notes
Financial Assistance Santa Barbara	\$ 108,000.00	\$ 10,000.00	For southern S.B. County (50% of SB County families are from south SB County).
Financial Assistance Ventura	\$ 48,000.00		
Financial Assistance (in kind)	\$ 75,000.00		
Salaries and Benefits	\$ 90,245.00		
Rent	\$ 6,750.00		
Printing	\$ 940.00		
Postage	\$ 940.00		
Office Supplies	\$ 2,250.00		
Insurance	\$ 2,250.00		
Utilities and Phone	\$ 2,250.00		
Misc.	\$ 375.00		
TOTAL EXPENSES	\$ 337,000.00	\$ 10,000.00	

Organization Financial Summary

Organization Name: Teddy Bear Cancer Foundation
 Fiscal Year Dates: January 1 - December 31, 2011

INCOME *(Government grants, foundation grants, individuals, business support, events, fees for service, etc.)*

Source	Prior Year's Actual Dec. 31, 2010	Projected Annual Budget 2011	YTD Actual (\$) 31-Aug-11
Board / Individuals	\$ 147,760.00	\$ 212,500.00	\$ 71,124.00
Special Events (net income)	\$ 175,941.00	\$ 210,000.00	\$ 149,158.00
Grants/Foundation	\$ 83,000.00	\$ 110,000.00	\$ 61,000.00
In Kind Donations	\$ 59,137.00	\$ 100,000.00	\$ 60,447.00
Interest	\$ 2,572.00	\$ 2,500.00	\$ 569.00
TOTAL INCOME	\$ 468,410.00	\$ 635,000.00	\$ 342,298.00

List the In-Kind (non-cash) contributions:

EXPENSES *(Salaries, professional fees, rent and utilities, travel, publicity/outreach, events, etc.)*

Item	Prior Year's Actual Dec. 31, 2009	Annual Budget 2011	YTD Actual (\$) 31-Aug-11
Financial Assist. to Families	\$ 104,876.00	\$ 156,000.00	\$ 89,808.00
Family Events and Services	\$ 13,551.00	\$ 39,000.00	\$ 18,360.00
Support Groups	\$ 4,097.00	\$ 5,000.00	\$ 2,581.00
Family Programs (in kind)	\$ 57,458.00	\$ 100,000.00	\$ 59,458.00
Salaries and Benefits	\$ 175,732.00	\$ 210,000.00	\$ 137,791.00
Advertising/Website	\$ 3,690.00	\$ 15,000.00	\$ 10,294.00
Travel	\$ 895.00	\$ 1,000.00	\$ 619.00
Rent	\$ 16,369.00	\$ 24,000.00	\$ 22,405.00
Office Supplies	\$ 6,738.00	\$ 6,000.00	\$ 3,282.00
Utilities and Phone	\$ 7,218.00	\$ 7,000.00	\$ 3,904.00
Prof. Svcs. (grantwriting, IT, acctng)	\$ 18,456.00	\$ 36,000.00	\$ 18,274.00
Printing and Copies	\$ 7,662.00	\$ 15,000.00	\$ 9,660.00
Postage and Delivery	\$ 3,188.00	\$ 5,500.00	\$ 7,622.00
Donor Cultivation/Meetings	\$ 1,553.00	\$ 3,500.00	\$ 1,928.00
Bank Charges	\$ 5,157.00	\$ 6,000.00	\$ 2,658.00
Insurance	\$ 5,481.00	\$ 6,000.00	\$ 3,410.00
In Kind Expenses (services, etc.)	\$ 1,250.00	\$ -	\$ 700.00
Misc. (set up Ventura Office)	\$ -	\$ -	\$ 5,657.00
TOTAL EXPENSES	\$ 433,371.00	\$ 635,000.00	\$ 398,411.00
NET PROFIT OR LOSS	\$ 35,039.00	\$ -	\$ (56,113.00)
Total Capital Expenses	\$ 7,065.00		\$

i.e., computers, vehicles, building improvements, etc:

Explanatory Notes:

Our \$56,000 deficit as of August was planned for and was covered by our reserves. We still plan to end the year in the black.

Applicant Name: Teddy Bear Cancer Foundation

Organization Balance Sheet Summary

Note: Check with each foundation to see if this form is required.

	MOST CURRENT (\$)	PRIOR YEAR CLOSE (\$)
ASSETS	31-Aug-11	Dec. 31, 2010
Current Assets		
Cash and Equivalents	\$ 147,578.00	\$ 189,402.00
Accounts Receivable	\$ 21,750.00	\$ 3,536.00
Prepaid Expenses	\$ 2,000.00	\$ 4,000.00
Inventory		\$ 2,500.00
Grants/Pledges Receivable		
Other: Awarded Financial Assistance	\$ 38,668.00	\$ 61,137.00
Fixed assets (Net)		
Property	\$ 2,500.00	
Buildings		
Equipment	\$ 13,034.00	\$ 12,885.00
Investments		
Endowments		
Other: Ventura Office Start Up	\$ 17,354.00	
TOTAL ASSETS	\$ 242,884.00	\$ 273,460.00
LIABILITIES		
Current Liabilities		
Accounts Payable	\$ -	\$ -
Accrued Expenses		
Long Term Debt (Current Portion)		
Short Term Debt		
Other: Ventura Office Start Up	\$ 17,354.00	
Long Term Debt (over a year)		
Loan		
Other:		
TOTAL LIABILITIES	\$ 17,354.00	\$ -
NET ASSETS	\$ 225,531.00	
Unrestricted		\$ 169,000.00
Temporarily Restricted		\$ 104,460.00
Permanently Restricted		
TOTAL LIABILITIES		
AND NET ASSETS	\$ 242,885.00	\$ 273,460.00

INTERNAL REVENUE SERVICE
P. O. BOX 2508
CINCINNATI, OH 45201

DEPARTMENT OF THE TREASURY

Date:

APR 21 2008

TEDDY BEAR CANCER FOUNDATION
133 E DE LA GUERRA ST STE 163
SANTA BARBARA, CA 93101-2228

Employer Identification Number:

14-1872081

DLN:

17053096735078

Contact Person:

CARLY D YOUNG

ID# 31494

Contact Telephone Number:

(877) 829-5500

Public Charity Status:

509(a)(2)

Dear Applicant:

Our letter dated October 2003, stated you would be exempt from Federal income tax under section 501(c)(3) of the Internal Revenue Code, and you would be treated as a public charity, rather than as a private foundation, during an advance ruling period.

Based on the information you submitted, you are classified as a public charity under the Code section listed in the heading of this letter. Since your exempt status was not under consideration, you continue to be classified as an organization exempt from Federal income tax under section 501(c)(3) of the Code.

Publication 557, Tax-Exempt Status for Your Organization, provides detailed information about your rights and responsibilities as an exempt organization. You may request a copy by calling the toll-free number for forms, (800) 829-3676. Information is also available on our Internet Web Site at www.irs.gov.

If you have general questions about exempt organizations, please call our toll-free number shown in the heading.

Please keep this letter in your permanent records.

Sincerely yours,



Robert Choi
Director, Exempt Organizations
Rulings and Agreements

Letter 1050 (DO/CG)