

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: Lindsey Guerrero, Executive Director

Contact Person's Email:

Phone: 805-962-7466 Fax: 805-884-1019 lindsey@teddybearcancerfoundation.org

Program Name/Capital Request: Financial Assistance Program

Funds will pay for: Financial assistance for families of children with cancer

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: Lindsey Guerrero Email: lindsey@teddybearcancerfoundation.org

Fax: 805-884-1019 Phone: 805-962-7466

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.

- | | | | |
|------------------------------------------|-----------------------------------------------------|---------------------------------------|----------------------------------------|
| <input type="checkbox"/> General Support | <input checked="" type="checkbox"/> Program Support | <input type="checkbox"/> Seed Funding | <input type="checkbox"/> Research |
| <input type="checkbox"/> Capital | <input type="checkbox"/> Endowment | <input type="checkbox"/> Multi-Year | <input type="checkbox"/> Collaborative |

This Grant Request: \$20,000 Of Total Budget: \$352,000

Funds will be used from: 01/01/2013 To: 12/31/2013

Total Organizational Budget Current Year: \$700,000 Agency fiscal year begins: January 1

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

The mission of Teddy Bear Cancer Foundation is to provide financial and emotional support to families of children with cancer living in Santa Barbara, Ventura, and San Luis Obispo counties.

Summarize your grant request (two to three sentences):

We are requesting a \$20,000 grant to provide financial assistance to families who have a child with cancer in southern Santa Barbara County. We provide financial assistance for rent, mortgage, utilities, car payments, counseling, groceries, nutritional supplements, childcare, hotel accommodations, funeral expenses, meals for families while at the hospital, 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>James Bechtel, Chair</u>		<u>10/29/12</u>
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Name of Authorized Board/Governing Body Representative	Title	Signature	Date
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<u>Lindsey Guerrero, Executive Director</u>		<u>10/29/12</u>
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Name of Lead Staff Member (or 2 nd Representative)	Title	Signature	Date
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1. Your organization's history and accomplishments.

Teddy Bear Cancer Foundation was founded in 2002, and served 40 Santa Barbara families in its first year. In 2009 we expanded to Ventura, which increased our client base by 20 percent. In 2011, we served a total of 152 families (664 individuals). So far this year we have served 528 individuals (118 families), 26 percent of whom are from *southern* Santa Barbara County.

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

Our services benefit families of children diagnosed with cancer before age 18 until the age of 21:

- **Financial assistance:** Low- to moderate-income families can apply for \$2,500-5,000 for payment of rent or mortgage; auto loan, registration, insurance, and repairs; utility bills; medications and home care services not covered by insurance; and counseling, child care, or other needs.
- **Critical Needs:** We offer families grocery and gas vouchers, as well as hospital cafeteria gift certificates.
- **Hotel Accommodations:** We offer free hotel accommodations to immediate family during an emergency or an unusually extended hospital stay.
- **Funeral Fund:** We offer families up to \$4,000 for funeral arrangements.
- **Family Support Groups:** We offer quarterly bilingual support groups for parents with a licensed social worker and translator in Santa Barbara and Ventura. Concurrently, we offer art therapy groups with a licensed therapist for children with cancer and their siblings.
- **Bereavement Support Group:** This group is led by a licensed therapist, and helps parents process their grief in order to take steps toward healing.
- **Care for the Caretakers:** Being a caretaker of a child with cancer can be exhausting and isolating. Our Mother's Spa Day and Fishing for Fathers events focus on pampering the caretakers.
- **Education Support:** We help families address the learning problems that are a common side effect of chemotherapy by covering the cost of tutors and neuropsychological testing.
- **Moments in Time:** Thanks to the generosity of donors, we are able to offer special experiences to children, including surprise birthday parties in the hospital, meeting celebrities, or fun outings.
- **"Bear" Necessities:** We offer families donated items such as furniture, appliances, clothing, or bedding, as well as toiletries for hospital stays and diapers and wipes for families with little ones.
- **TBCF Storytellers:** Several times a week, a volunteer reads stories to all the children in pediatrics at Cottage Hospital in Santa Barbara. We also offer free books and toys for the children to keep.
- **Family Fun Events:** We host fun events and trips for children and their families throughout the year, such as our Family Fun Days or annual trip to Universal Studios.
- **Holiday Support:** We help families enjoy the cheer of special holidays during difficult times by offering presents, gift baskets, or parties for Christmas, Thanksgiving, Easter, and Valentine's Day.
- **Bone Marrow Drives:** In collaboration with Be the Match Registry, we help coordinate bone marrow drives to benefit families in search of a match for their child. In 2011, we did 30 drives.

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

Cottage Hospital offers up to \$1,500 to families of children receiving medical care at Cottage. We coordinate closely with them in order not to duplicate assistance. We remain the only local agency that exclusively serves families who have a child with cancer. We work closely with the Santa Barbara Pediatric Oncology/Hematology Clinic and the Ventura County Medical Center's Pediatric Oncology Clinic. We collaborate with Transition House, Unity Shoppe, American Cancer Society, Leukemia and Lymphoma Society, Visiting Nurse & Hospice Care of Santa Barbara, Eric's Angels, Camp Ronald McDonald, LifeChronicles, Boys and Girls Club of Ventura County, Angel Flights, National Charity League of Santa Barbara and Ventura, Ventura Junior League, Landon Pediatric Foundation, Wellness Community of Ventura County, St. John's Cancer Center of Ventura County, Community Memorial Hospital Cancer Resource Center, and Santa Barbara Cancer Center.

Funding Request:

1. What need or problem does your project work to address?

Statistics from the California Cancer Registry for 2008-2009 (the most recent statistics available) show a total of 170 new cases of childhood cancer in the tri-county area. Each year, the need for our services has continued to increase. For example, in 2011, we served 664 people (152 families) in the tri-county area, 26 percent of whom were from southern Santa Barbara County. This was a 21 percent increase over the number served in 2010, and 40 percent more than we served in 2009. We anticipate that our numbers will continue to increase as more children are diagnosed with cancer. This increase, coupled with families' enduring economic hardships due to the economy, has established us as a critical needs organization. Without our financial assistance, many families would lose their homes or their cars.

Undoubtedly, having a child with cancer is one of the most stressful experiences a family can endure, and they frequently feel frightened, alone, helpless, exhausted, and hopeless (*Kazak & Nachman, 1991*). Needs that families have as they move through the crisis of childhood cancer are described below.

Financial Needs of Families

Many families face staggering financial challenges as a result of a cancer diagnosis. According to the National Children's Cancer Society, the average out-of-pocket cost to battle childhood cancer is over \$9,700. Food, transportation, and accommodations during treatment often add to the financial burden for these families. 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. Approximately 89 percent of families report income loss due to their child's treatment (*source: National Children's Cancer Society*). 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. Without our financial assistance, many families would lose their homes or cars. The following testimonials illustrate the importance of the financial assistance we provide:

Teddy Bear paid my rent several times so I could pay my son's medical bills and car repairs. My son's treatments are 90 miles away.

You guys are awesome, we would've been devastated financially otherwise.

TBCF helped out so much with utility bills and rent when I was out of the job and taking my daughter to treatments.

Emotional Needs of Children and Parents

Most children dealing with pediatric cancer experience emotional as well as physical distress. During treatment children can experience pain, fear, sadness, loneliness, isolation, and the inability to engage in normal childhood activities (*Moody, Meyer, Mancuso, Charlson & Robbins, 2006*). Emotional support in the form of support groups, the presence of parents, and opportunities to have normal childhood experiences are important in children's ability to cope. We provide much of this critical support through the variety of programs we offer.

Parents who are emotionally and physically present are a key factor in helping children cope with hospitalization and treatment (*Ångström-Brännström, Norberg, & Jansson, 2008*). However, the level of support required to see a child through treatment can take a significant emotional toll on parents. In addition to basic child care, the role of parents includes supporting their child emotionally, speaking and acting on behalf of their child, being responsible for some parts of the treatment and care giving, and being there for their child when nothing else seems to help (*Björk, Nordström, & Hallström, 2006; Pyke-Grimm, Stewart, Kelly, & Degner, 2006*). This exhausting caretaking role—along with the intense fear that their child might die—puts a huge amount of stress on parents. It is with this understanding that Teddy Bear devotes a significant portion of our programs to parental emotional support.

Siblings of children with cancer often undergo stressful changes as they live a new life with periods of ups and downs according to the condition of their sibling (*Nolbris, Enskär, & Hellström, 2007*). Feelings of jealousy, fear, worry, and sadness are common, and siblings are at risk for developing behavioral and emotional problems if they do not have proper support (*Sloper, 2000*). This is why many of our programs are designed to meet the needs of siblings as well.

Needs After Treatment

Sixty percent of children who survive cancer face what are termed “late effects” which are most often caused by chemotherapy or radiation. Late effects can occur years after treatment, and include development of secondary cancers, hormonal changes such as infertility or early puberty, impaired cognitive and social abilities, organ damage, sight or hearing problems, bone problems such as scoliosis, or delays in growth and development. Perhaps surprisingly, there can also be emotional stress once treatment has been completed. Though most children feel relieved, some have trouble transitioning to the idea of wellness, and others experience a sense of loss associated with the termination of regular clinic visits. Parents of children who have completed treatment commonly have fears of relapse and justifiable concerns about their children’s future health. We support families through all stages of cancer, from initial diagnosis through any late effects and post-treatment stress they might experience. Because the process can last for so long, many families continue to be affected both emotionally and financially for months or years after treatment is completed. This means that in any given year we are serving many more families than those whose child is diagnosed in that year.

2. In a short paragraph, tell us your project’s (or organization’s) goals and 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 by at least 10 percent.
- At least 90 percent of the families we serve will report that their lives were made easier financially and emotionally due to our services.

3. Describe your project or the capital items requested...

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 meals 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.

4. If this is a request for General Support, what are your organization's most pressing needs.

N/A

5. How do you plan to evaluate the effectiveness or impact of the project?

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
- Soliciting feedback from those we have helped that lets us know how effective we were, and how we can improve our services. Surveys are given annually, and ask how well the Teddy Bear Cancer Foundation helped and what more we could have done to assist them. The 2011 survey showed that our families are very satisfied with our services.

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

Nikki Katz, Founder and Program Director

Nikki brings 15 years of social work experience to the organization, including work as a residential counselor in a group home facility for juveniles on probation. She has worked with a full range of people in need, from severely disabled teenagers to elderly cancer patients, whom she trained as a volunteer at the Santa Barbara Athletic Club. Nikki has served on the Committee for the Children's Miracle Network and has been involved with Hugs 4 Cubs and the Santa Barbara Foresters baseball team.

Lindsey Guerrero, Executive Director

Lindsey comes to Teddy Bear with experience in program administration, fundraising, grant writing, donor cultivation, and facility management. Before joining our team, she worked at Santa Barbara Channelkeeper as development director, at Boys & Girls Club of Santa Clara Valley as vice president of operations, and at United Boys & Girls Clubs of Santa Barbara County as a branch director. Lindsey holds a Multiple-Subject Teaching Credential and an M.A. in education from National University and a B.A. in sociology from UCSB.

Cynthia Menendez, Associate Director

Cynthia joined Teddy Bear in 2008 when she left the Peace Corps, where she served as an HIV/AIDS health educator in Honduras. While there, she helped build a community training center and facilitated numerous workshops addressing HIV/AIDS. In 2003, Cynthia earned a Bachelor's degree in global studies with a minor in Italian from UCSB. She is currently an MBA student at Pepperdine University.

Becca Solodon, Program/Volunteer Coordinator

As a teenager, Becca came to us as a client, and in 2004 began working for us in a part-time capacity. She now is our full-time 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."

7. 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.

List of Attachments
Teddy Bear Cancer Foundation

- List of Board of Directors
- Program Budget
- Financial Summary
- Balance Sheet
- IRS Determination Letter

Applicant name: Teddy Bear Cancer Foundation

Board of Directors/Governing Body

Directions: **Attach additional sheets if necessary.**

Name	City	Affiliation/Profession	Board Position	Member since
James Bechtel	Santa Barbara	Senior Investment Manager – Wells Fargo	Chair	2009
Jason Spievak	Santa Barbara	Co-founder and CEO - RingRevenue	Vice-Chair	2010
Tina Fanucchi–Frontado	Santa Barbara	President - SB Philanthropy	Treasurer	2010
Lori Moll	Ventura	Business Owner, Community Philanthropist	Secretary	2010
Rosalind Gies Arnoteguy	Santa Barbara	Community Philanthropist	Member	2006
Richard Behrman, MD	Santa Barbara	Retired Pediatrician	Member	2007
Hank Blanco	Santa Ynez	Retired Real Estate Investor	Member	2011
Katherine Eades	Santa Barbara	Community Philanthropist	Member	2012
Donna Barranco Fisher	Santa Barbara	Education/Parent Advocate	Member	2011
Michelle Lee Pickett	Santa Barbara	Corporate and Tax Attorney - Brownstein Hyatt Farber & Schreck	Member	2006
Nicole Greene	Santa Barbara	Community Philanthropist	Member	2011
Michelle Niemela	Santa Barbara	Community Philanthropist	Member	2010
Susannah Rake	Montecito	President - Coolwater Design Group, Community Philanthropist	Member	2007
Nicole Romasanta	Santa Barbara	Community Philanthropist	Member	2012
Lisa Solana	Los Feliz	Vice President, Entertainment Marketing Strategy and Development- ABC	Member	2012

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: January 1 - December 31, 2013

INCOME

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

Source	Total Program(\$)	Pending (\$)	Secured (\$)	Notes
Individuals	\$97,000		\$ 97,000.00	
Grants	\$65,000	\$ 52,000.00	\$ 13,000.00	
Corporations	\$10,000	\$ -	\$ 10,000.00	
In-Kind Donations	\$40,000		\$ 40,000.00	
Special Events (Net)	\$140,000		\$ 140,000.00	
TOTAL INCOME	\$ 352,000.00	\$ 52,000.00	\$ 300,000.00	

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

EXPENSES

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

Item	Total Program(\$)	This Request (\$)	Notes
Direct Financial Assistance	\$126,500	*	* Funds will be used for all types of financial assistance
Critical Needs	\$15,000	*	
Hotel Accommodations	\$10,000	*	
Funeral Fund	\$20,000	*	
Financial Assistance (In-Kind)	\$40,000		
Compensation and benefits	\$92,968		
Rent	\$10,250		
Office Supplies	\$2,250		
Telephone	\$2,250		
Outside Services	\$10,500		
Computer/IT	\$2,200		
Printing and Reproduction	\$3,000		
Postage and Delivery	\$3,600		
Auto and Travel	\$300		
Advertising	\$5,625		
Bank Charges	\$2,250		
Insurance	\$2,250		
Misc. Operating	\$3,057		
TOTAL EXPENSES	\$352,000	\$ -	
Net Profit (Loss)	\$ -		

Organization Financial Summary

Organization Name: Teddy Bear Cancer Foundation
 Organization Financial Summary January 1 - December 31, 2012

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

Source	Prior Year's Actual Dec. 31, 2011	Projected Annual Budget 2012	YTD Actual (\$) Sept. 30, 2012
Board / Individuals	\$ 148,923.00	\$ 145,000.00	\$ 90,544.00
Special Events (net income)	\$ 308,495.00	\$ 285,000.00	\$ 179,669.00
Grants/Foundation	\$ 127,763.00	\$ 120,000.00	\$ 74,500.00
Corporations	\$ -	\$ 50,000.00	\$ 1,381.00
In Kind Donations	\$ 160,397.00	\$ 100,000.00	
Interest	\$ 713.00		\$ 183.00
TOTAL INCOME	\$ 746,291.00	\$ 700,000.00	\$ 346,277.00

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, 2011	Annual Budget 2012	YTD Actual (\$) Sept. 30, 2012
Financial Assist. to Families	\$ 151,381.00	\$ 171,500.00	\$ 75,217.00
Family Events and Services	\$ 16,834.00	\$ 19,500.00	\$ 16,006.00
Support Groups	\$ 3,869.00	\$ 4,000.00	
Family Programs (in kind)	\$ 156,346.00	\$ 100,000.00	
Salaries and Benefits	\$ 219,123.00	\$ 266,000.00	\$ 172,979.00
Rent	\$ 27,470.00	\$ 35,500.00	\$ 27,165.00
Office Supplies	\$ 5,165.00	\$ 6,000.00	\$ 3,395.00
Utilities and Phone	\$ 7,742.00	\$ 7,000.00	\$ 5,594.00
Prof. Svcs. (grantwriting, acctng)	\$ 34,632.00	\$ 28,000.00	\$ 64,232.00
Computer/IT	\$ 4,401.00	\$ 6,000.00	\$ 3,673.00
Printing and Copies	\$ 18,700.00	\$ 15,000.00	\$ 9,383.00
Postage and Delivery	\$ 7,486.00	\$ 10,000.00	\$ 5,088.00
Donor Cultivation/Meetings	\$ 2,524.00	\$ 3,500.00	\$ 4,188.00
Meetings (in-kind)	\$ 4,062.00	\$ -	
Travel	\$ 1,302.00	\$ 1,000.00	\$ 1,402.00
Advertising/Website	\$ 15,152.00	\$ 15,000.00	\$ 9,594.00
Bank Charges	\$ 5,027.00	\$ 6,000.00	\$ 3,820.00
Insurance	\$ 5,047.00	\$ 6,000.00	\$ 4,326.00
Depreciation	\$ 2,889.00	\$ -	
Misc. (Ventura office costs)	\$ 17,967.00	\$ -	\$ 1,879.00
TOTAL EXPENSES	\$ 707,119.00	\$ 700,000.00	\$ 407,941.00
NET PROFIT OR LOSS	\$ 39,172.00	\$ -	\$ (61,664.00)
Total Capital Expenses			

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

Explanatory Notes: Our loss as of September was planned for and was covered by our reserves.

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	Sept. 30, 2012	Dec. 31, 2011
Current Assets		
Cash and Equivalents	\$ 219,894.00	\$ 254,503.00
Accounts Receivable	\$ 8,205.00	\$ 26,832.00
Prepaid Expenses	\$ 2,000.00	\$ 2,000.00
Inventory		\$ 2,500.00
Grants/Pledges Receivable		
Other: Awarded Financial Assistance	\$ 31,231.00	\$ 24,830.00
Fixed assets (Net)		
Property		
Buildings		
Equipment	\$ 11,498.00	\$ 10,145.00
Investments		
Endowments		
Other: Ventura Office Start Up	\$ 17,354.00	\$ 17,354.00
TOTAL ASSETS	\$ 290,182.00	\$ 338,164.00
LIABILITIES		
Current Liabilities		
Accounts Payable	\$ -	\$ 32.00
Accrued Expenses		
Long Term Debt (Current Portion)		
Short Term Debt		
Other: Ventura Office Start Up	\$ 17,354.00	\$ 17,354.00
Long Term Debt (over a year)		
Loan		
Other:		
TOTAL LIABILITIES	\$ 17,354.00	\$ 17,386.00
NET ASSETS	\$ 272,828.00	
Unrestricted		\$ 216,318.00
Temporarily Restricted		\$ 104,460.00
Permanently Restricted		
TOTAL LIABILITIES		
AND NET ASSETS	\$ 290,182.00	\$ 338,164.00

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