



Report on the activity

**of FUNDACJA TRZEBA MARZYĆ
[*YOU HAVE TO DREAM*
FOUNDATION]**

for 2007

*A dream of one person will remain
but a dream. When many people
dream, they will make the dream
come true.*

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Introduction

The following report is the second report in the Foundation's short history we are pleased to provide for your consideration. The following few pages prove that it is worth striving for something. And this is what dozens of our Foundation's Volunteers do by pursuing a goal - fulfilment of dreams of sick children. It is worthwhile, because we bring smile, joy and yet another glimmer of hope of dreams coming true.

As we noted it in the last year's report, in order to present the data in a systematic fashion, we have adopted the report template which our Foundation follows and which will be used in the years to come.

1. Name of Foundation

Fundacja Trzeba Marzyć [*You Have to Dream* Foundation]

2. Foundation's seat

Aleja Niepodległości 811, 81-704 Sopot
info@trzebamarzyc.org
www.trzebamarzyc.org

3. Registration date

National Court Register KRS 06/09/2006

4. Date Public Service Organisation status acquired

National Court Register KRS 21/12/2006

5. Identification numbers

KRS (National Court Register) 0000263459
NIP (taxpayer identification no.) 5851426428
REGON (statistical no.) 220291493

6. Obtained permits and licences

⇒ Permit for public collections issued by the Minister of Internal Affairs and Administration no. 158/2007

7. Statutory bodies

Foundation's Management Board

Mariola Hupert – President of the Management Board
Karina Wojtecka – Member of the Management Board
Rafał Dadej – Vice-President of the Management Board

Foundation's Council

Grzegorz Piotr Wojewoda – Chairman of the Council
Jakub Piotr Gorski – Deputy Chairman of the Council
Marcelina Agnieszka Osak – Secretary of the Foundation's Council
Anna Justyna Marcinkiewicz – Member of the Foundation's Council

8. Foundation's statutory objectives

The major objective of our Foundation as stated in the Statute is to fulfil dreams of children with life-threatening conditions. To this end, we are trying to help children in our care to visit, if only for a moment, a different world, full of dreams of the best kind - those fulfilled. This always happens with the participation of their parents or guardians, and siblings. Last year, the above objectives remained unchanged and we did not expand the scope of the Foundation's activity to include other areas.

As an organisation dealing with a large number of institutions and individuals for whom the well-being of others is a priority, we act as a middle-man in bringing together entities and private individuals wishing to help in every possible way.

Being responsible towards the general public, who place their trust in us, donating funds to help us achieve our objectives and who help in any other possible way, we feel obliged to promote civic attitudes by also helping disabled people find jobs or by hiring them directly in future.

Nevertheless, because of the number of dreams we are fulfilling and those waiting to be fulfilled, both last year and presently, the major objective for which our Foundation was established remains our priority.

The main statutory objectives of the Foundation include:

- FULFILLING CHILDREN'S DREAMS

- Providing assistance to disabled and handicapped children
- Providing assistance to homeless and disadvantaged children
- Creating a platform for exchange of information and experience between individuals and institutions interested in the idea promoted by the Foundation
- Providing intellectual, organisational, material and financial assistance to children suffering from life-threatening diseases, as well as to their parents and guardians
- Setting up a bank of information about children affected by terminal illnesses and about their families and relatives

9. Foundation's origins

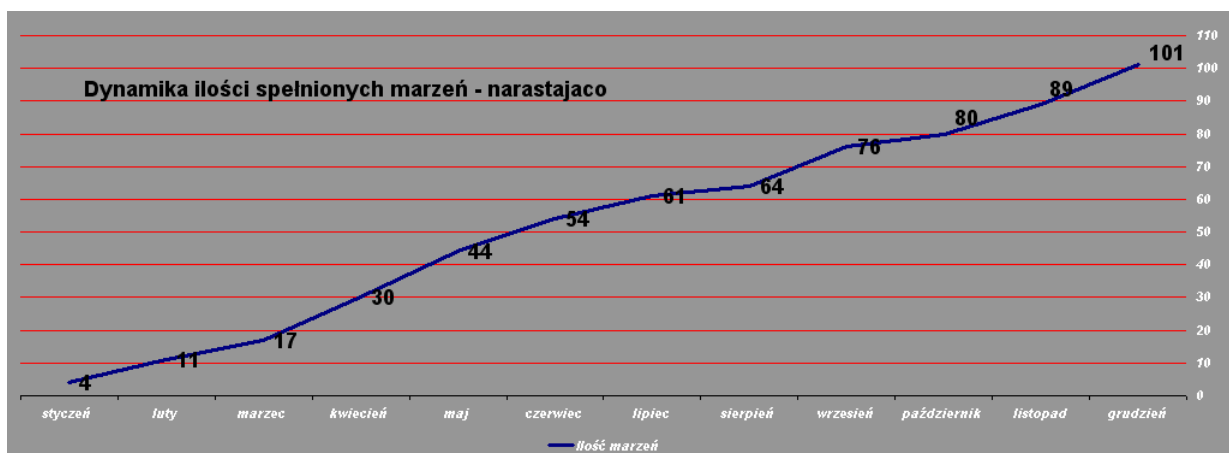
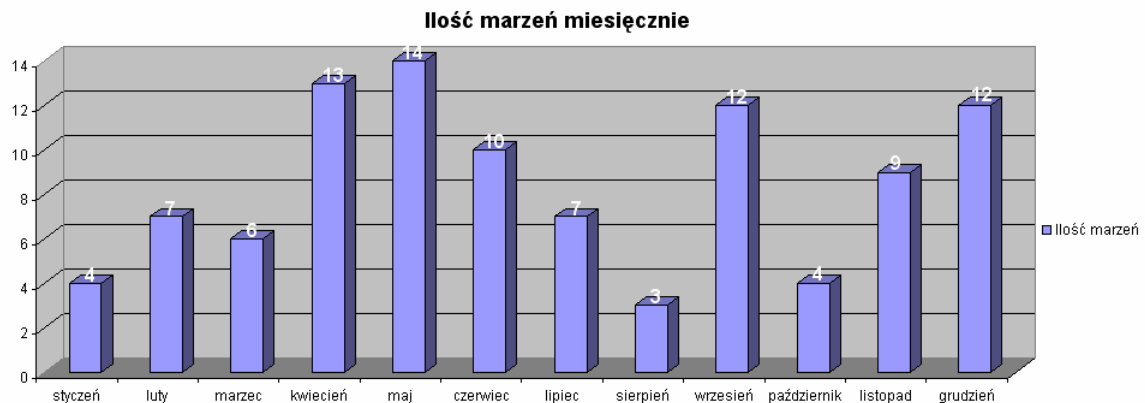
You Have to Dream Foundation was established on the initiative of people who were brought together by shared desire to bring help to suffering children. As volunteers of another foundation, for two years they managed to fulfil 151 dreams and, encouraged by this idea, decided to expand their activity to bring the ray of joy and hope also to disabled and handicapped children.

On 24 August 2006, a group of 23 volunteers signed a notarial deed establishing *You Have to Dream Foundation*, while a week or so later, the Foundation was registered with the National Court Register.

Less than four months later, we acquired the status of a Public Service Organisation, in itself a notable achievement, testifying to our efficient performance, trust and recognition of our proper conduct and professionalism by the Court of the Republic of Poland and other bodies and institutions which support us in our statutory endeavours.

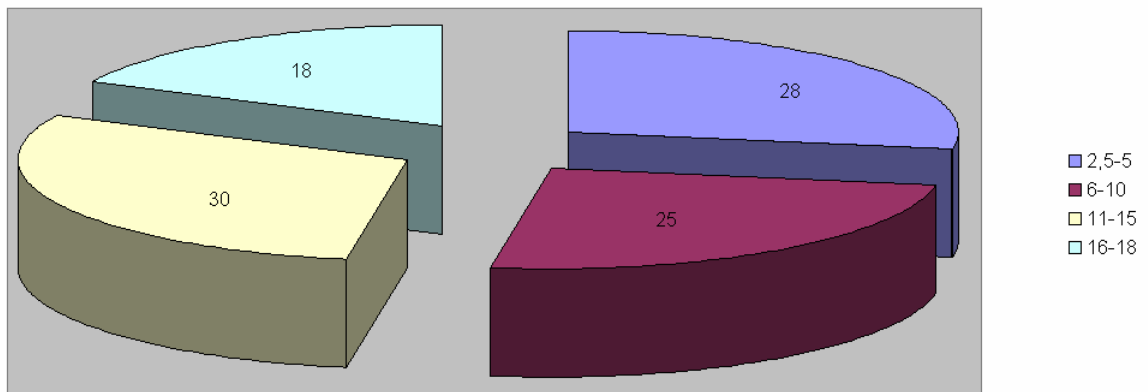
10. Report on statutory activity in 2007

In 2007, the Foundation fulfilled dreams of 101 children with life-threatening conditions. Monthly breakdown is as follows:



The Foundation fulfils dreams of children aged between 2.5 and 18. The age structure of children entered in our programme in 2007 was as follows:

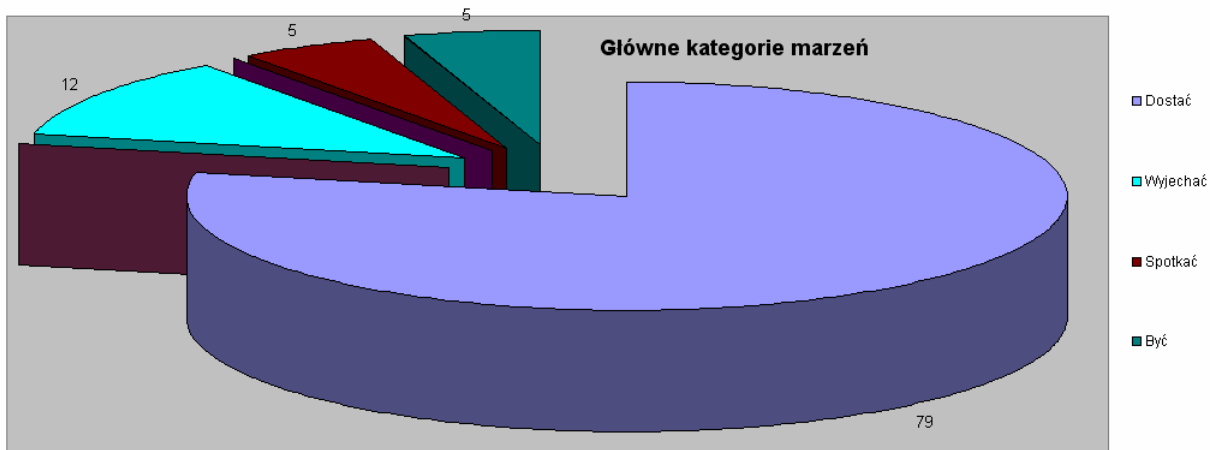
Rozkład wieku Marzycieli



In order to systematize all dreams, we have introduced categories which make it easier for us to talk to children and discover their dreams. These categories are:

- ⇒ I dream to get
- ⇒ I dream to go
- ⇒ I dream to meet
- ⇒ I dream to be

Presented below is their breakdown over the Foundation's first full reporting year:



Fulfilling each dream starts with the arrangement of a meeting with the Dreamer entered in the Foundation's programme, in the presence of his or her family in order to find out what his or her biggest dream is. Getting ready for the first meeting, we buy a toy or some other thing of interest to the child to break ice. This gift is called the wand.

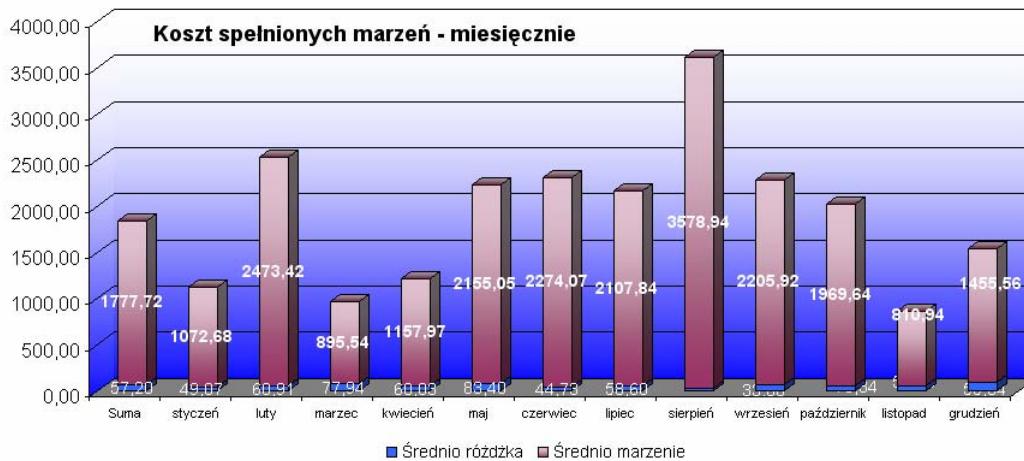
As we are a non-governmental organisation in which great trust has been placed, we make sure that every penny donated to us is used in the most reasonable manner.

The basic criterion we follow from the very beginning of our activity is full transparency of both our ongoing activity and financial matters.

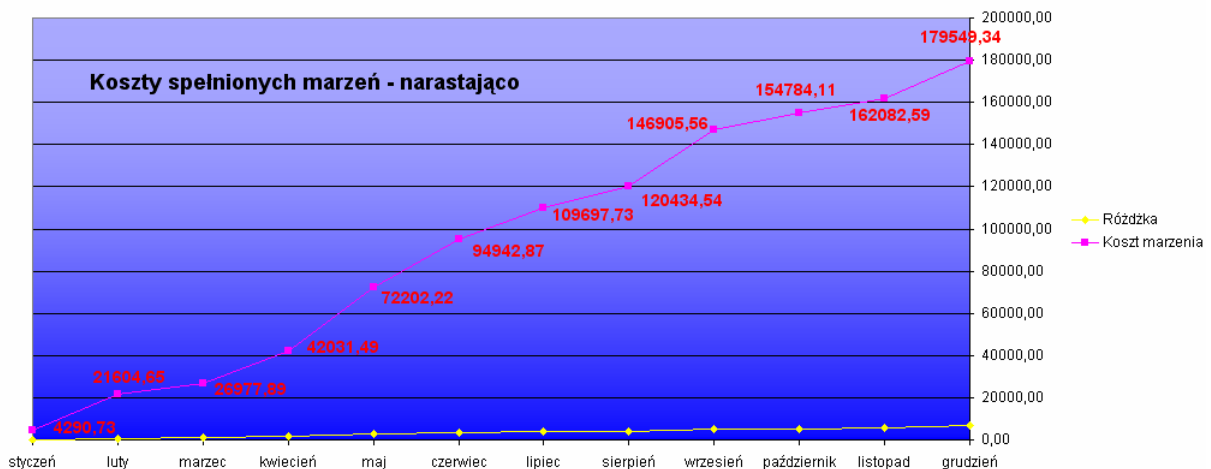
Certainly, when fulfilling dreams of each of our Dreamers, we give priority to ensuring that the child's dreams are fulfilled as accurately as possible. Nevertheless, costs and their reasonable distribution are also a factor to which we attach great importance. We adopted the above assumptions at the time *You Have to Dream* Foundation was established and they still hold valid in an unchanged form.

Compared to the report for the previous year, what is noticeable is the dream category "to go", which appeared for the first time in 2007. We mention this, as this category is usually the biggest cost item. This is particularly noticeable in summer months, when trips, especially foreign trips, are usually organised.

To get the full picture of our spending, presented below is average cost we had to incur in order to fulfil each dream.



Also presented is cumulative cost of fulfilling dreams in the reporting year.



11. Administration

Since its beginning, the Foundation's offices have been located on the premises leased from the Sopot City Office. Thanks to favourable attitude of the local authorities and their

ability to support non-governmental organisations, we are enjoying a 90% discount on rent due, which considerably brings down the Foundation's operating costs.

In accordance with NGO good practice, we have introduced restrictions stipulating that the level of administrative expenses in any given financial year may not exceed 5% of generated income. Last year, we exceeded this threshold. This, however, was due to one-off investments which were necessary given that the Foundation is still in the early stage of its operation, as well as due to an attempt to reduce operating costs of ongoing activities.

In 2006, i.e. over the first four months of the Foundation's activity, the level of administrative expenses amounted to 6.8%, but it should be noted that these included the cost of Foundation's incorporation, such as KRS registration fees and other court fees, stamps, as well as costs of office adaptation and office equipment required to start up, which were kept at the minimum level.

Net of the above-mentioned costs, administrative expenses accounted for 3.6% of the total income, a figure below the adopted threshold.

In the current reporting year, administrative expenses stood at 9.8%. It is worth noting that this value includes write-offs of fixed assets and expenses incurred to equip Volunteers, which were covered by a specific grant made by the Sopot City Office, as well as a one-time purchase of computers required for ongoing operation of the Foundation's office. Due to high costs of heating the Foundation's offices, we have also made an investment to change the heating method, which will considerably contribute to the reduction of heating bills in future.

Once the above items are deducted from the total expenditure balance, the level of costs drops to acceptable 6.6%.

This year, we are still working to reduce current operating costs by changing the hosting service provider and postal operator.

For the beginning, the Foundation has maintained a bank account with Bank PKO BP SA Branch in Sopot. Currently, we hold two accounts:

⇒ current account number 20102018530000940200959122

⇒ account designated for pay-ins of collection proceeds
56102018530000990200964049

12. Volunteers

The strength of *You Have to Dream* Foundation lies primarily in its Volunteers - persons who selflessly devote their free time and efforts and are fully committed to fulfilling children's dreams. Thanks to a group of wonderful, energetic people, a smile may spread over the faces of the Dreamers, a smile which is often an escape from the hardships of the struggle they have to wage against a terrible disease.

Each volunteer working for the Foundation has received training allowing them to work with children, as well as training introducing them to basic administrative and legal

requirements of our activity. Such training is prerequisite to signing the volunteer contract, which our Foundation is required to do under separate regulations.

Thanks to this, each Volunteer is covered by insurance when performing volunteer's duties.

In 2007, we signed contracts with further 32 people, which brings the total of volunteers working for us to 103. At the end of the year, we were contacted by another 19 people who completed their training and signed contracts in Q1 2008.

13. Foundation's finances

In 2007, the Foundation raised from sponsors, private individuals and public collections the sum of PLN 142 266.75.

The above amount comprises the following components:

- ⇒ 23 582.00 donations from natural persons
- ⇒ 33 473.26 donations from businesses
- ⇒ 44 200.00 sponsoring of statutory activity
- ⇒ 15 958.82 proceeds from non-public collections
- ⇒ 21 151.52 proceeds from public collections
- ⇒ 1 000.00 specific grants
- ⇒ 2 900.55 in-kind donations

The year 2007 was the first year in which our Foundation as a public service organisation received funds donated as 1% tax deduction.

As a result, our account was credited with the sum of PLN 43 000.71.

The total revenue in the reporting year amounted to PLN 185 266.86.

In February 2007 we started a tradition of carnival balls which we intend to hold annually. This is a great opportunity for children covered by the Foundation's programme and other children invited by us to have fun. Proceeds from donations received at balls will be used to finance statutory objectives.

In March and April, we held public collections during football matches played by Lechia Gdańsk team, while in August we were present at IKEA store, where we collected donations in return for bagging up shopping.

Collections held by newly weds among invited guests are becoming more and more popular. Guests invited to the wedding, instead of flowers, donate to the newly weds money, which is then donated to the Foundation for fulfilling a specific dream.

In 2007, we received such support from 10 couples.

We promote the idea of voluntary service by holding lectures and talks at schools. Subsequently, through money collections organised by students, schools fulfil dreams of Dreamers covered by the Foundation's programme.

In late June/early July, as one of the few NGOs we received an invitation to promote the idea of voluntary service in the special NGO zone at the rock music festival Open'er, which is the biggest music event in this part of Europe.

We were also trusted by renowned and recognised companies and institutions, offering their financial and in-kind support. Here, we would like to mention several companies which particularly deserve recognition for their support of the noble idea. These include:

- ⇒ Prokom Investments SA
- ⇒ Gdansk Airport
- ⇒ PKO Bank Polski SA
- ⇒ Serwis Haller
- ⇒ Centrum Techniki Okrętowej
- ⇒ NDI
- ⇒ GE Money Bank SA
- ⇒ SKOK
- ⇒ Grafix
- ⇒ Vector Global Logistics
- ⇒ Flextronics International Poland Sp. z o.o.

The Foundation closed the accounting year 2007 with a loss of PLN 25 191.24. For the most part, the loss was covered by reserve capital (profit posted in 2006). The outstanding amount of PLN 1034.02 arose as a result of incurring a short-term liability in respect of a purchase of computers for Dreamers. These liabilities were fully paid off using the Foundation's income by the end of February 2008.

14. Communication and information

You Have to Dream Foundation runs a web site - www.trzebamarzyc.org – where it publishes all information about its ongoing activities.

Also posted there are reports from meetings with Dreamers and accounts of realised dreams. On our web site, we also put up information about upcoming and completed campaigns, as well as about what to do if you want to support our cause.

As we acquired the status of a Public Service Organisation, we have published exhaustive information on how to pay and account for 1% of tax, as well as updated information taking account of the new method of accounting for tax which changed in the new year.

15. Business activity

The Foundation does not carry on business activity.

16. Inspections and statements

In the reporting period, no inspection was conducted in the Foundation, while all statements and reports are filed in a timely manner.

17. Resolutions adopted by the Foundation's Management Board and Council

In 2007, the Foundation's Management Board and Council adopted the following resolutions:

- ⇒ Resolution of the Management Board 1/Z/2007 of 27 March 2007 on the adoption of accounting principles.
- ⇒ Resolution of the Management Board 2/Z/2007 of 27 October 2007 on the adoption of safety and IT system management policies.
- ⇒ Resolution of the Management Board 3/Z/2007 of 27 October 2007 on the adoption of privacy policy.
- ⇒ Resolution of the Meeting of Founders 10/2007 of 27 March 2007 on the allocation of profit for 2006 to working capital.
- ⇒ Resolution of the Foundation's Council 1/RF/2007 of 27 March 2007 on the approval of the Foundation's financial statement for 2006.

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Rafał Dadej
President
of the Management Board

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Mariola Hubert
Member
of the Management Board

.....
Karina Wojnecka
Vice-President
of the Management Board

Graphs - dictionary

Ilość marzeń miesięcznie	Number of fulfilled dreams per month
Ilość marzeń	Number of dreams
Dynamika ilości spełnionych marzeń – narastająco	Growth rate of fulfilled dreams – cumulatively
Rozkład wieku marzycieli	Dreamers by age
Główne kategorie marzeń	Main dream categories
Dostać	To get
Wyjechać	To go
Spotkać	To meet
Być	To be
Koszt spełnionych marzeń – miesięcznie	Cost of fulfilled dreams – monthly
Średnio różdżka	Average wand
Średnio marzenie	Average dream
Koszt spełnionych marzeń – narastająco	Cost of fulfilled dreams – cumulatively
Różdżka	Wand
Koszt marzenia	Cost of dream