

Agenda Item

- 4:00 Call to Order** Gary
- a. Intro of new board members!
- 4:05 Prayer**
- 4:10 Approval of Minutes for Retreat** (*signature required*) Gary
- 4:15 Update on property** MG
- 4:30 Board Discussion on reports**
- a. Development - *forecast* Sheila
- b. Financials - *current financials* Nel
- c. Dashboard MG
- d. Follow Up Items - *review follow up from board retreat and any overdue items* All
- e. Nominating Chris/Denny
- i. Nominating Strategy and Forward Plan All
- ii. New Orientation Packet - *includes BOD contract and expectations* MG
- f. Operations Report - *President/CEO One Pager* MG
- g. Mission and Vision - *discussion on need to update current mission* Gary
- 5:30 New/Old Business**
- a. Woodforest Signature Card - *need 3 signatures*
- b. Event Calendar commitment - *please bring a copy of the calendar with the meetings and events you are able to attend*
- c. Conflict of Interest and Board Profiles - *please bring this from your retreat packet filled out and signed*
- d. Board Contract - Discussion as needed - *signed and turned in*
- e. Thank you notes - *please take, add your personal notes and mail*
- 5:45 Committee Meeting/Discussion**
- 6:30 Closing Prayer**

Calendar

Mom's Night Out	March 8, 6:00
March Board Meeting	March 22, 4:00
Waste Connections Golf Classic for Kids	March 25/26
April Board Meeting	April 26, 4:00
Area Special Olympics (Lone Star Cowboy Church)	April 14 - all day

January 20, 2018

AM session: 8:30 – 11:30 am

Meeting Place: Inspiration Ranch
25902 Glen Loch Dr.
Spring, TX 77380

Attendance: BOARD MEMBERS – Todd Bryant, Jimmy Dotson, Patrick Flaherty, Connie Goers, Nancy Kosh, Mike Maher, Denny McGuire, Chris Osborne, Gary Packer, Nel Somarriba, Joey Vest, STAFF – Jaye Bearden, Krista Carroll, Laura Dorcas, Sheila Greaver, Linda Howard, Virgil Maier, Nicole Martof, Kali Moxley, Amy Nelson, Anne Oeswein, Greg Sokoloski, Kathy Tabor, Amanda Thomas, MG Tindall, Hannah Verot

Absent: Board: Martin Evans. Staff: Michelle Bellaire, Tommy Middleton, Rachel Hansen

8:45 am – Presentation of EAGALA from Elizabeth Frisby and Glenna Wilson from Bent Anchor Ranch.

10:45 – Introduction of staff and Board

Recommendation from Connie to add years of service on the board page of the website and bio for staff (this is in progress)

11:40 – departure for Carlton Woods (Note that Joey did not attend the afternoon session)

12:00 PM Lunch with Board and Inspiration Ranch families

Recommendation to send information on who will be attending (child's riding history, etc.) with packet so board members can be better informed

1:30 PM Afternoon Board Meeting

- Jimmie led us in a time of devotion and reminded us that God's work is greater than our resources!

1:50pm Gary called the meeting to order

- November Minutes were reviewed. Motion to accept the minutes: Mike Maher, Second: Jimmie Dotson. Passed

2:00pm 2017 Year End budget presentation and questions

- Nel acknowledged that she had an opportunity to review the year end financials and that they numbers are in order
- 150,000 deficit
- Significant time spent in 2017 to build relationships with Foundations
- Several grants were deferred to end of year and will pay in 2018 (\$15,000) – some were declined due to Harvey or lack of funding
- Loss of major donor (\$50K plus)

- Some overspending due to designated funds that were not budgeted for (Golf Cart and Capital Campaign \$18K)
- Gary made the point that the bar is set high for income in 2018 and the board must have high visibility and participation in order to succeed
- Patrick made the point that 2017 was a tough year: oil and gas prices, election year, Harvey. The overall feeling is that people are feeling better and encouraged with the economy for 2018 – foundation giving should increase as well.
- Motion to accept the 2017 financials: Patrick Flaherty. Second: Chris Osborne. Passed

2018 Budget and Correction Plan

- We have a better understanding of foundations and have aligned those grants with the budget
- There were 16 grants that were held back for Capital Campaign. We will not hold back on those as they become due if appropriate for operational funding vs. capital
- Expenses are up slightly due to staffing and increase in benefits rather than spending
- Mike asked the question: Would our deficit in 2017 affect our grant funding. There was some discussion and the overall thought is that foundations are willing to work with us if we re transparent
- Relocations should not affect our grants either as we will stay in the Montgomery County area
- When we close on the current property those funds will need to go into reserve for capital

Funding History: Sheila

- Note Correction that the percentages for board giving are wrong on 2014 and 2015. They should read as follows: 2014 = 31% (not 69%). 2015 = 10% (not 90%)
- Mike made the points that it would be beneficial to increase our board size, we are too event driven, and that the capital campaign could affect giving. There was discussion that we must still “keep on the lights” and that capital giving has to be over and above the annual giving.

Diversified Funding:

- Should the board host a dinner for the Waste Connections Management Team? YES! It is always a win to say thank you
- Gary asked the board to pray about their giving and a possible 3-year commitment to help our team predict finances. Giving now rather than later in the year is also critical as our income is light in the first 2 quarters
- Other suggestions were:
 - For each board member to fill a table at Breakfast with Champions
 - Increase the ticket price to \$150
 - We need raffle and silent auction items for the Waste Connections golf tournament – Mike suggested some really nice wines
 - We need people to play in the Waste Connections poker tournament
 - We will need volunteer hours from board at Champions Club during the Insperity Invitational to help us get funding from PGA
 - How do we get out families to participate in fundraising: discussion – we are committed to educating them and giving them tools to give to family, friends and employers for Sponsor a Child, Sponsor a Horse and Matching gift opportunities
 - If 60 clients find 10 people to give \$1/day = \$219,000/year
 - Add a request to any giving cards to pay the credit card fees

- Gary ask that MG and Sheila itemize what we need and send it out to the board
- Motion to approve the 2018 budget: Mike. Second: Connie. Passed

Expectations Discussion:

- There was a great discussion on expectations of board and staff. (See Attached)

Nominating:

- Bio and discussion of adding Trent Johnson and Michelle Little. Motion to add both: Mike Maher. Second: Patrick. Passed
- Michelle and Trent will be contacted and a time for orientation will be set up with MG
- Discussion on additional members:
 - Edgar Sanchez – Patrick will connect him with MG to set up a meeting
 - Tom Cox: - Nancy will connect him with MG to set up a meeting
 - Rick Hartley – Mike will connect him with MG to set up a meeting
- Chris noted that this is a very busy season for him and he would like to have Denny's help with meeting prospective new members
- New Orientation packet is close to completion – MG will have a copy at the Feb board meeting

5:30PM New/Old Business – MG Tindall

- A request for name tags for board members so that they can have them for events
- Board needs to sign Conflict of Interest and fill out annual board member profile and return to MG
- MG to make sure that the Leaseback of Glen Loch is worded so that lease can not be terminated before a date that allows us time to evacuate
- Each board member to look at 2018 calendar and commit to board meetings (75%) and events (1 per quarter) other than the gala. Please bring the calendar with your commitment to next board meeting.

6:10PM Closing Prayer – Todd Bryant

Minutes respectively written and distributed by Kali Moxley, Events and Marketing Manager, email: kali@inspirationranch.org

Board Approval _____

See Attached Exercise in Expectations

Retreat Exercise in Expectations

Expectations of Self:

- Visibly rep Inspiration Ranch to the public
- Become more intentional in sharing the ranch – more accessible to staff needs
- More financial involvement and volunteer involvement – introduce people to the ranch
- Volunteer at ranch and be a better spokes person
- Mental equity – not just showing up to get caught up. Being prepared for meetings and events
- Being more involved with the families – a personal contact
- Personal involvement and finding more donors
- Finding the right level to talk to donors with
- Finding a stronger Houston connection – finding a board member from Houston
- To stay informed -

Expectations of Staff:

- Be transparent and offer timely information
- Bette follow up as things are happening at the ranch
- Keep our advisory board members informed about upcoming meetings to participate
- Heads up on who might be good volunteers for board members or projects/committees
- What are the strengths of our volunteers – what involvement could they have in committees
- Having the packets out in a timely manor and what are the things we need to tackle – what are the goals of the meeting?
- Continue the educational process

Expectations of Other Board Members:

- Event information that is upcoming
- 75% meeting attendance
- Attendance of the gala – having a table
- Adding 4 board members this year if they are the rights ones - we are committed to not adding board members just to add board members
- Have a board buddy for new members

Staff Expectations of Board:

- Thank you notes to our donors
- Praying for our team, share the story and give
- Re-evaluate committees each year to make sure we have the best committees for the season
- CEO is notified if Board is meeting with staff members and will not request work
- Personal Introductions to new donors
- Exit interview



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Inspiration 2020 Property Update Timeline

January 17: Gary and MG met with Lacey Diehl at Chicago Title to gain a clear understanding of where they are in respect to being ready to close. While there have been many challenges with the border lines and lack of surveys in the past, Lacey feels confident that they will be prepared to close on March 2. There are three issues to be solved. Chicago Title has resolved one issue. A second is an affidavit to be signed at closing and Chicago Title will take ownership of the 3rd.

February 1: Phone meeting with Gary, MG, Mutual of Omaha (Bank), Linda and Daryl (Buyers) and Joyce (Realtor) to confirm that we are all on the same page and moving forward. Bank established that we are on course to close on March 2. They are close to completing the Underwriting process and will order the appraisal as soon as this is complete.

February 6: Phone meeting between MG and Mike Novelli (Manager at Cypressbrook Realty and Joyce's supervisor). MG and Mike discussed the history of the sale and how it has put the ranch in a challenging place. I asked for six months lease back at no charge to the ranch. Mike and I discussed several ways to get to this. I reminded Mike that we were not under contract until the affidavit was signed and that I would wait to hear back from him before signing. Joyce emailed the following morning that they would cut their brokerage fee to 4 1/2%, and the buyers would not charge us a lease payment for 45 days.

February 9: Mutual of Omaha confirmed on February 8, that they are on target for a March 2 closing. They are ready to order the appraisal and environmental study. I have confirmed with Chicago Title that they are also prepared to close. Mutual of Omaha confirms that the mortgage payment will be \$4,600, so we will pay a \$4,000 lease payment.

We are prepared to send an offer to Mike Sedar the day we close. We have not been able to attain information on Mike's status in regards to his contract with the sellers. We are prepared to reach out to the sellers if we are not able to go through Mike.

Reduction of commision = \$12,375

Delay of lease payment = \$6,000

Savings to Inspiration Ranch = \$18,375

January 2018 Development Report

Board of Directors Meeting - February 22, 2018

Foundation/Grants	
Budget:	\$ 261,882
Received:	\$ 44,098
17%	

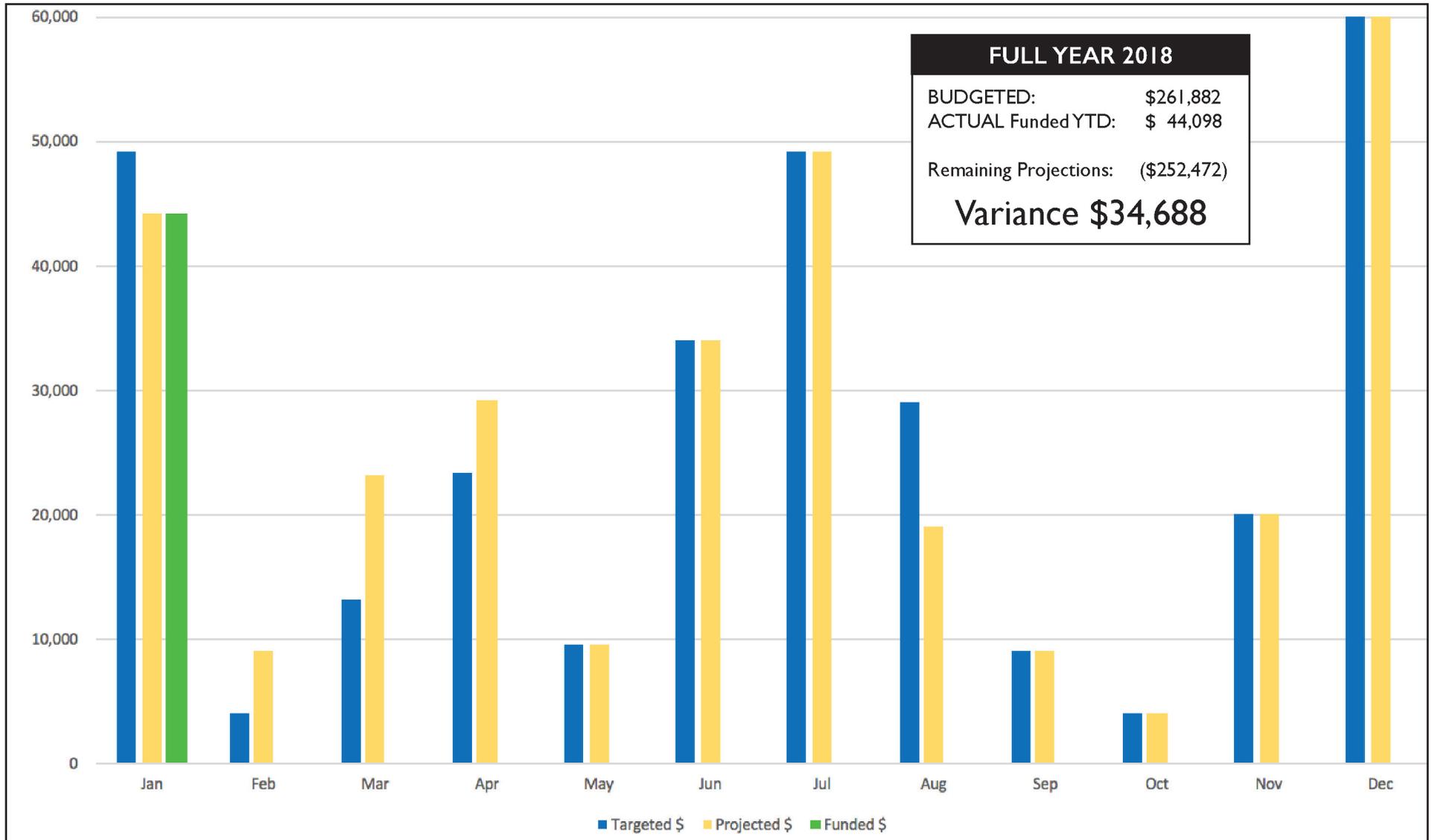
Special Events Income	
Breakfast with Champions May 3, 2018 Insperity Invitational	0% / \$25,000
Denim & Diamonds Gala September 29, 2018 10th Annual Gala / Marriott	0% / \$450,000
Christmas in The Woods November 30, 2018 Turek House / Grogan's Point	3% / \$30,000
3rd Party Events	0% / \$113,250
WPS Coffee & Cars	March 3rd / 9am
WCI - Golf Classic for Kids	March 25th & 26th
TWHS Improv Night	April 13th
VillaSport Wine & Art Event	April Date TBD

YTD Comparison
JANUARY 2017 \$ 48,591.00
JANUARY 2018 \$ 56,440.26

Individual Gift Programs	
Adopt a Horse GOAL: Q1 / 3 Adoptions ACTUAL: 5 Adoptions QTD	Sponsor a Rider GOAL: Q1 / 2 Sponsors ACTUAL: 0 Sponsors QTD
GOAL: Q2 / 2 Adoptions	GOAL: Q2 / 2 Sponsors
GOAL: Q3 / 2 Adoptions	GOAL: Q3 / 1 Sponsors
GOAL: Q4 / 3 Adoptions	GOAL: Q4 / 2 Sponsors

Visibility		
Montgomery County District Clerk		
Written request to be added to Juror Pay Deferment		
TD Industries		
2nd Quarter Charity Partners / Elec. & Plumbing at Foxcroft Farms in June 2018		
Junior League The Woodlands		
Toured Board Members, Grant Distributors, and 2019 & 2020 Incoming Chairman on Feb. 8.		
Ranch Tours		
2018 Month	# of Tours	# of People
January	2	2
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		

2018 Foundation/Grants - Targeted vs. Projected vs. Funded



* Please see appendix for the detailed 2018 Foundations/Grants spreadsheet.

GRANT UPDATES

January 2018 Budget:

FUNDED: \$44,098 (Newfield Foundation - \$40k and United Way of Greater Houston - \$4,098)

PUSHED FUNDING: \$5,000 (Houston Texans/BHP Community Quarterback Award). Moved funding to February.

*Wrote three January grants (Parelli, Cut-N-Shoot, Strike, LLC) for 43% more than budgeted. \$32,129 vs. \$18,216. Funding increase reflected in March & April.

*Informed on 2.7.18 that we can not write for UWGH CBG Grant (\$10k) until 2019. Funding down in August to reflect difference. Sourcing replacement grant(s).

Upcoming 2018 Foundation/Grants - Who Do You Know?

February

Junior League of The Woodlands

Grant Summary: Sponsor a Rider

Request: \$5,500

Grant Submission Date: March 15th

BOARD/TRUSTEES

Laura Bomer, President 2018

Jennifer Colerick, President-Elect 2019

Linda Martens, Sustaining Advisor to the Board

Kathryne Pruitt, Communications VP

Tiffany Hustmyre, Community VP

Robyn Hicks, Finance VP

Allison Tinker, Membership VP

Kim Wende, Administrative Secretary

Katie Schonert, Treasurer/Finance Chair

Endira Hawkins, Advisory Planning/Bylaws Chair

Rachel Jordan, Junior League Member

Naph Carlson, Junior League Member

March

Woodforest Foundation

Grant Summary: H.E.A.R.T. Program Assistance

Request: \$30,000

Grant Submission Date: March 31st

BOARD/TRUSTEES

Robert E. Marling, Jr., President

Kim Marling, Executive Vice President

Vicki Richmond, Treasurer

Estelle McLaughlin, Executive Director

Dr. David Gottlieb, Board Member

Charles Hegemeyer, Office Manager

Brittany Marling Dio, Advisory Board

Amy Hegemeyer, Office Manager

If you know a Board/Trustee member at one of these upcoming foundations we're submitting a grant to, please email or call Sheila Greaver immediately. Your connection/influence could prove to be helpful to our funding!

** Bold names indicate the individual has toured Inspiration Ranch.*

PANTHER CREEK INSPIRATION RANCH

Jan-18

	Jan ----->	Actual vs Budget ----->			Actual vs Previous Year----->			2018 Budget
	JAN 2018 Actual	JAN Budget	Budget Variance \$	Budget Variance %	Prev Year - Jan 2017	Variance \$	Variance %	YEAR 2018 Budget
INCOME/EXPENSE								
Donations	8,599	4,755	3,844	81%	9,645	(1,046)	-11%	200,957
Special Events Income	900		900					618,250
Foundations/Grants	44,098	49,098	(5,000)	-10%	47,000	(2,902)	-6%	261,882
Program Fees	800	5,000	(4,200)	-84%	295	505	171%	74,400
Total Income	54,397	58,853	(4,456)	-8%	56,940	(2,543)	-4%	1,155,489
Special Events								89,300
Salary/Benefits	59,745	60,160	(415)	-1%	55,179	4,566	8%	774,170
Office Expense	6,133	5,645	488	9%	2,919	3,214	110%	97,615
Travel, Meals & Ent	332	1,020	(688)	-67%	105	227	216%	10,370
Horse Expense	6,736	6,345	391	6%	5,239	1,496	29%	76,920
Learning supplies	30	20	10	48%	143	(113)	-79%	15,040
Property & Facility Maint	4,479	8,885	(4,406)	-50%	673	3,806	566%	72,857
Fixed Asset Purchase								
Total Expense	77,455	82,075	(4,620)	-6%	64,258	13,197	21%	1,136,272
Net Ordinary Income	(23,059)	(23,222)	163	-1%	(7,318)	(15,740)	-215%	19,217
Interest Expense	211	215	(4)	-2%	244	0		2,525
Other Expenses	(4,024)				3,319	(7,343)	-221%	2,525
Total Other Expenses	(3,813)	215	(4,028)	-1873%	3,563	(3,563)		5,050
Net other Income	3,813	(215)	4,028	-1873%				(2,525)
Net Income/(Loss)	(19,246)	(23,437)	4,191	-18%	(10,882)	(5,762)	53%	16,692

BALANCE SHEET

	<u>01/31/18</u>
Bank Accounts	\$335,714
Accts/Pledge/Grants Receivable	\$70,360
Other Current Assets	\$6,013
Total Current Assets	<u>\$412,087</u>

Observation(s) for Jan 2018:

Net Income is 18% of a lesser loss than budgeted

Actual income is 8% under budget. (Foundation /Grants and Program Fees). Donations were twice as expected and United Way income is recorded for that month.

Foundation/Grants is a timing of Texans Grant for \$5,000 expected in Jan

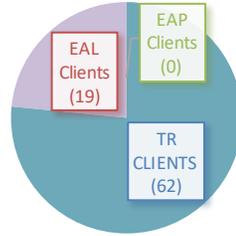
Total Expense is 6% better than anticipated

Compared to previous year, income is about the same, but expenses have increased by 21% (Salary and Property mainly)

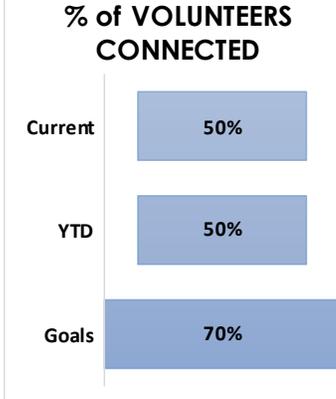
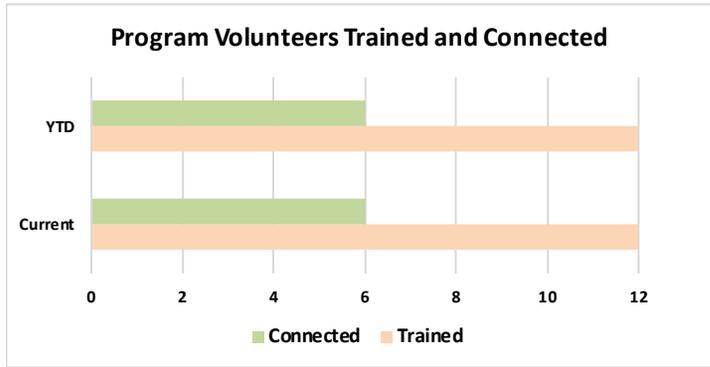
Program Fees was \$2,373 on cash report

INSPIRATION RANCH DASHBOARD

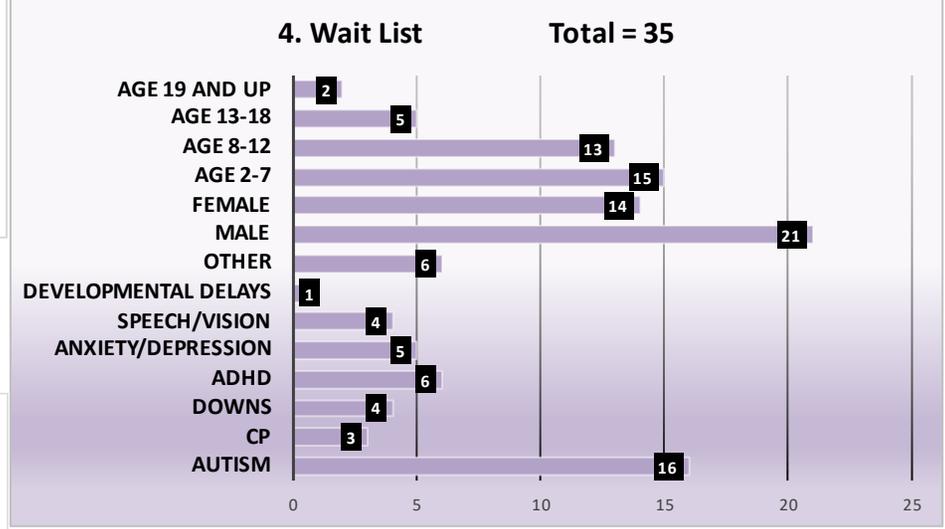
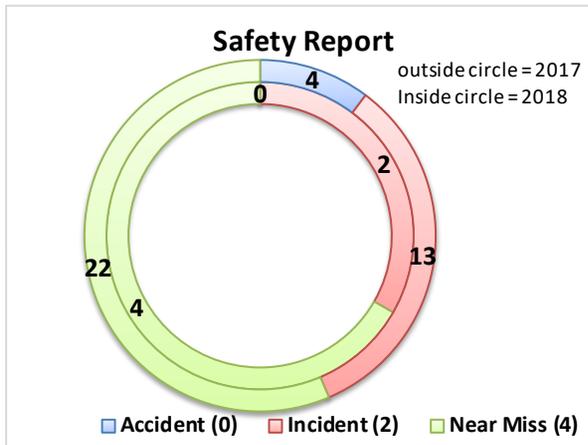
1. PROGRAM & IMPACT	CURRENT	2018-19 GOAL
TR Clients	62	90 - 125
EAL Clients	19	30
GRAND TOTAL	81	120 - 155
Scholarships	20	n/a
Shows Attended	0	4
Days Closed (weather)	3.5	n/a



2. VOLUNTEERS	CURRENT	YTD	TARGET
Volunteer Hours	458	458	
Volunteer Value @ 24.66/hr.	\$11,294	\$11,294	
Total Volunteers engaged	6	170	175



3. SAFETY	
Emergency Drills YTD	0
Safety Trainings	2
Accident	0
Incident	2
Near Miss	4



6. BOARD OF DIRECTORS	CURRENT	TARGET	2017
Attendance at Meetings	92%	75%	61%
Attendance at Events		75%	28%
# of Members	14		21 - 19
Giving	58%	100%	84%
CEO Performance			none

7. Follow Up Items	Due Date	Status
a. Follow up with potential new board members from retreat list	Feb-18	
b. Dinner hosted by board for Waste Connections Leadership	Apr-18	
c. EFL Goals for 2018	dependent on move date	In Progress
d. Fixed Asset Audit	Oct-17	complete
e. Annual Commitment and Involvement form for Board	Feb - Mar 18	In Progress
f. Education/flyers to encourage families to raise funds	Mar-18	In Progress
g. Governance committee to look deeper at board assessment		
h. Increase BWC Ticket Price to \$150	Feb-18	complete
i. Need raffle and Silent auction items from board for WC Golf	Feb-18	
j. Sign for no guns on property	Feb-18	In Progress
k. budget for Foxcroft	Mar-18	
l. Threat Assessment Committee to oversee occurrence reports/Safety Manual updates		In Progress
m. New Orientation Packet	Feb-18	Review
n. Name tags for board members (Connie has example)	Mar-18	
o. Confirm Leaseback has language that protects us from early eviction	Feb-18	
p. Crisis Communications Team to deliver Tool Kit	Apr-18	

1. Staff/Board/Volunteers

1. We are looking for an Instructor to replace Jen. This could be a FT or PT position
2. New hire for Property Team to replace PT member who left for school
3. All volunteer slots are filled! We also have regular subs. There are 164 TR Volunteers (51 Leaders and 54 Side Walkers) and 6 dedicated volunteers for the EAL programs.

2. Programs

1. We took 6 riders to Top Hands (Houston Livestock Show and Rodeo)
2. We are working on Strategic Planning for the EAP program with a plan to fully launch once we are moved. We are able to take on a few clients at current location if Anne can find volunteer help
3. Amy has revived our Horse Master Program. We currently have 4 kids and 4 volunteers approved to help

3. Property

1. Assets Audit is complete (attached) and we will be working with our auditor to make sure that everything is represented correctly
2. Tommy continues to work on Gantt chart for our move. We are unable to access the property for bids from vendors until we have a contract in place
3. Safety Manual was rolled out to all staff
4. Trailer Training was attended by all pertinent staff

4. Inspiration 2020

1. See attached property update

5. Other

1. Annual Audit has begun. We are aiming to deliver to board no later than June
2. United Way Annual Report is due March 30
3. Working on a Crisis Communications Kit and Team
4. Both Michelle and Trent have gone through orientation (request feedback on process)

Vision & Mission Statements

■ **Mission**

- Partnering horses with people to transform lives and help them reach their highest ability

■ **Vision**

- To provide a Christ centered oasis for children and adults with special challenges seeking excellence in equine activities & therapies while we inspire similar ministries to grow the arena of hope

APPENDIX

Inspiration Ranch - 2018 Foundation/Grants

Month	Year	Foundations	\$- Targeted Income	\$- Actual Request	\$- Updated Expected Funding	% Risk collection rate	\$- Projected Funding	Submitted /Ask Date	Est. Month to Fund	LOI Rec'd	2018 Committed	2018 Actual Funded	Capital	Budget Alignment	Deadline	History	Previous Funding Awarded					
																	2017	2016	2015	2014	2013	2012
JANUARY		Holthouse Foundation for Kids	LOI											TBD		NEW						
JANUARY		Parelli Foundation	\$3,000	\$2,000	\$2,000	65.0%	\$1,300	1/31/18	2018 Apr					Perelli Instructor Farrah & Isabel 4day/4people	31-Jan	NEW						
JANUARY		Strike / Campaign for Change	\$9,000	\$19,073	\$19,073	75.0%	\$14,305	1/31/18	2018 Mar					Camp/Client Party/Easter/Christmas	OPEN	NEW						
JANUARY		Cut N Shoot Charities	\$6,216	\$8,316	\$8,316	60.0%	\$4,990	2/1/18	2018 Apr					Sponsor a Rider	15-Feb	NEW						
JANUARY	2017 Grant	Houston Texans/BHP Community Quarterback Award	\$5,000		\$0	100%	\$0		2018 Jan	2017 Nov				Simon Volunteer		NEW						
JANUARY	2017 Grant	Houston Texans/BHP Community Quarterback Award	\$0		\$5,000	100%	\$5,000		2018 Feb	2017 Nov	\$5,000			Simon Volunteer		NEW						
JANUARY	2017 Grant	The Newfield Foundation	\$40,000		\$40,000	100%	\$40,000		2018 Jan			\$40,000		LPC Salary		5+ Years						
JANUARY	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Jan			\$4,098		General Operating		4 Years						
FEBRUARY		Junior League of The Woodlands (CAF - Com Assis Fund)	\$5,500		\$5,500	70%	\$3,850		2018 May					Sponsor a Rider	15-Mar	2 Years	\$700	\$10K	\$0	\$15.8K	\$0	
FEBRUARY		Equus Foundation	\$5,000		\$5,000	50%	\$2,500		2018 Sep					Horse Care / Arena Divider	31-Mar	1 Year	\$1K					
FEBRUARY		EAAAT Participant Fund	\$0	\$1,000	\$1,000	60%	\$600		2018 Apr					Tuition Assistance								
FEBRUARY	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Feb		\$4,098			General Operating		4 Years						
MARCH		Woodforest Charitable Foundation	\$30,000		\$30,000	85%	\$25,500		2018 Jun					HEART Program Assist.	31-Mar	NEW	\$9K	\$15K	\$5K	\$5K	\$5K	
MARCH		Union Pacific Foundation (Local Needs)	\$8,500		\$8,500	55%	\$4,675		2018 Nov					Vehicle & Trailer Safety	1-Apr	NEW						
MARCH	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Mar		\$4,098			General Operating		4 Years						
MARCH		UWGH - Community Bldg - Grant	\$10,000		\$0	65%	\$0		2018-Aug					Rider Competitions	10-Apr	1-Year	\$10K					
APRIL		Simmons Foundation	\$30,000		\$30,000	55%	\$16,500		2018 Jul					HEART - 25% Gap MCYS	13-Apr	NEW						
APRIL	11.17 Conv.	Assistance League of Montgomery County	\$10,000		\$10,000	75%	\$7,500		2018 Apr		\$10,000			WL Scholarship	NO APP	4 Years	\$0	\$10K	\$10K	\$2.40	\$6.60	
APRIL	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Apr		\$4,098			General Operating		4 Years						
MAY	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 May		\$4,098			General Operating		4 Years						
MAY		Gorag & Josephine Hamman Foundation	\$15,000		\$15,000	95%	\$14,250		2018 Aug					WL Scholarship + CC	15-Jun	5+ Years	\$10K	\$10K	\$10K	\$10K	\$10K	\$10K
MARCH		Halliburton Foundation	\$0		\$10,000	55%	\$5,500		2018 Sep					Children's Classroom	13-Jun	NEW						
MAY		Roger Clemens Foundation	\$15,000		\$15,000	65%	\$9,750		2018 Jul					WL Scholarship	OPEN/Jun	1 Year	\$14K					
JUNE	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Jun		\$4,098			General Operating		4 Years						
JUNE		Herzstein Foundation	\$7,500		\$7,500	95%	\$7,125		2018 Nov					TA Scholarship	July	3 Years	\$5K	\$7K	\$5K			
JUNE		Cameron Foundation	\$10,000		\$10,000	85%	\$8,500		2018 Dec					TA Scholarship	OPEN	3 Years	\$10K	\$10K	\$0	\$2K	\$6.5K	
JUNE		The Hillcrest Foundation	\$5,000		\$5,000	95%	\$4,750		2018 Dec					TBA		4 Years	\$5K	\$7K	\$6K	\$5K		
JULY	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Jul		\$4,098			General Operating		4 Years						
JULY		Wells Fargo Foundation (Joint Application with Capital)	\$20,000		\$20,000	95%	\$19,000		2018 Dec					TA Scholarship	30-Sep	3 Years	\$20K	\$25K	\$10K			
JULY		Wells Fargo Foundation				60%	\$0		2018 Dec			\$20,000.00		Capital Campaign	30-Sep	3 Years						
AUGUST	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Aug	2017 Aug	\$4,098			General Operating		4 Years						
AUGUST		The Newfield Foundation	\$40,000		\$40,000	95%	\$38,000		2019 Jan					Schilble Trail @ Foxcroft	31-Aug	5 Years	\$40K	\$25K	\$15K	\$7.5K	\$4K	
AUGUST		Montgomery County Community Foundation Inc.	\$6,000		\$6,000	80%	\$4,800		2018 Dec					New Horse + Tack for New Horse	15-Sep	2 Years	\$5K	\$0	\$5K			
AUGUST		Spindletop Charities	\$10,000		\$10,000	60%	\$6,000		2018 Dec					TA Scholarship	OPEN	1 Year	\$2.5K	NF				
SEPTEMBER	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Sep		\$4,098			General Operating		4 Years						
OCTOBER	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Oct		\$4,098			General Operating		4 Years						
OCTOBER		Houston Texans/BHP Community Quarterback Award	\$5,000		\$5,000	60%	\$3,000		2018 Dec					Volunteer	1-Nov	1 Year	\$5K					
OCTOBER		Strake Foundation	\$0	TBD	\$0	50%	\$0							TBD	NO APP		NF					
NOVEMBER	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Nov		\$4,098			General Operating		4 Years						
DECEMBER	2017 Grant	The Greater Houston United Way	\$4,098		\$4,098	100%	\$4,098		2018 Dec		\$4,098			General Operating		4 Years						

TOTAL 2018 GRANTS

Total Targeted	\$344,892	Actual Request	\$30,389	Expected Funding	\$357,065	Risk Projected	\$296,570	Committed	\$60,078	Actual Funded	\$44,098	Capital	\$20,000.00
Avg Grant	\$18,152			Avg Risk	86%	Avg Risk Projected	\$15,609			Total Projected	\$44,098		

ARE DONORS TAPPED OUT?

The Great News:

NO – the stats
for 2017 show
they are not 😊

2017 GIVING REPORT



- Giving from individuals grew by 4%
- Giving from individuals grew at a higher rate than the other sources of giving, outpacing giving by foundations and by corporations, and offsetting the sharp decline in bequests
- Giving by individuals totaled an estimated \$281.86 billion

\$390.05 BILLION

Where did the generosity come from?

Giving by Individuals

3.9%

\$281.86 billion

Giving by Foundations

3.5%

\$59.28 billion

Giving by Bequest

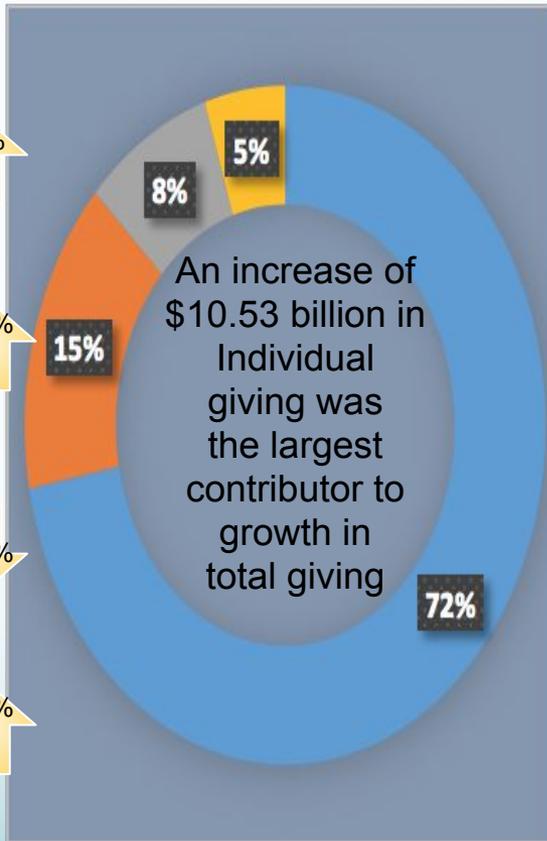
9.0%

\$30.36 billion

Giving by Corporations

3.5%

\$18.55 billion



Each subset grew except for giving to individual. Growth rates ranged from approximately 3-7 percent

WHERE ARE ALL THE CHARITABLE DOLLARS GOING?

32% Religion	↑	\$122.94 billion
15% Education	↑	\$59.77 billion
12% Human Services	↑	\$46.80 billion
10% To Foundations	↑	\$40.56 billion
8% Health	↑	\$33.14 billion
8% Public Society Benefits	↑	\$29.89 billion
5% Arts, Culture, & Humanity	↑	\$18.21 billion
6% International Affairs	↑	\$22.03 billion
3% Environmental/Animals	↑	\$11.05 billion
2% Individuals	↓	\$7.12 billion

Who Do You Know

