College Success Initiative gives students needed support
Program closes gap between receiving a scholarship and obtaining a degree

Long study hours, exhaustive testing, and not much free time all came to an end as Victoria Villa received the degree she worked so hard to achieve.

Villa graduated May 2016 from The University of Texas at Austin with a Bachelor of Business Administration — Finance degree, but she is in the minority of students completing degrees at four-year public institutions.

Only 59 percent in this category nationwide receive bachelor’s degrees, according to the latest staggering statistic from the National Center for Education Statistics, the research arm of the U.S. Department of Education.

It is research like this that caught the eye of the Grants, Programs and Services (GPS) team at the San Antonio Area Foundation. They wanted to know how Area Foundation scholarship recipients fared when compared to numbers like this. After all, it’s one thing to award scholarships, but what happens to students after they enter college?

“We wanted to identify the support students needed to make it through college,” said Michelle Lugalia-Hollon, director of program initiatives at the Area Foundation. “In 2015, we decided to go to our scholarship recipients to find the answers.”

“We are proud of the tremendous investment that our donors have made in our local students. By supporting our scholars to matriculate successfully each year and graduate on time, the College Success Initiative ensures that we honor our donors wishes,” Lugalia-Hollon said.

Do they fall into the 59 percent who graduate or the 41 percent who do not?
As a result, the College Success Initiative was born. This new initiative aims to ensure that students succeed in college after they receive scholarships from the Area Foundation.

The team contacted the source of Villa’s scholarship, the Rapier Educational Foundation. The number of scholarships and diversity of recipients made this group a good match to criteria used in national research.

The team found that although student achievement was high in this group, they also found it difficult to adjust to college and often needed continued financial and emotional support.

Now, GPS has charted a course for all scholarship recipients that will address these shortfalls. The College Success Initiative includes connecting recipients to peers at their schools, making students aware of campus resources to help them cope emotionally and academically, supporting students with financial assistance for emergencies, and addressing college transition issues. In addition, the initiative is breaking ground for community foundations, nationwide.

See Rapier, page 6
Dear Friends,

At the Area Foundation, we talk a lot about impact. We measure our services to nonprofits to ensure we are helping them meet the needs of our community in an impactful way. We gauge impact regarding how we serve students and how we are helping to solve community issues. At the top of the list are our philanthropic services. We study how we are doing in these areas to ensure we are providing the impactful services needed to address the needs of our community for generations.

In this edition, we decided to focus on that impact, and because the new school year is right around the corner, we’ve chosen to focus on a few of our educational programs.

This edition celebrates the impact you have made on education in our community. For example, impact through our College Success Initiative. This truly remarkable program supports your scholarship recipients through academic resources and by greatly diminishing and/or removing financial obstacles for a clear path to college completion.

We’ll take a look at the impact you’ve made on Excel Beyond the Bell. Excel Beyond the Bell helps its member organizations provide quality after-school and out-of-school programs for youth across Bexar County. Not only that, Excel Beyond the Bell offers professional training, emotional support and vital information for member organizations to ensure their programs are as effective as possible.

Another program, which began last year but is already making significant impact, is the Tesoro Leadership Fellows program. This program focuses on educating senior nonprofit leaders to be stronger, better leaders in the future. Sponsored by the Tesoro Foundation and the San Antonio Area Foundation, this nine-month intensive training course is quickly becoming the go-to source for executive development for nonprofits in San Antonio.

From youth, to college students, to professional development and so much more, we hope the stories in this edition inspire you, uplift you, and give you satisfaction in knowing that your passion to help the San Antonio community is making a difference in the lives of so many.

Thanks so much for being a member of the Area Foundation family. We cannot do what we do without you.

Enjoy.

Dennis E. Noll
CEO

Rebecca Brune
President/COO

We are San Antonio’s community foundation.
We exist to make our community a better place to live.

Our Mission
...helping donors achieve their charitable goals for the greater benefit of the community

Our Core Values
COMMUNITY • INTEGRITY • PASSION • EXCELLENCE

Confirmed in compliance with U.S. Standards for Community Foundations
The school bell rings signaling the end of day for students in San Antonio. Hundreds file into lines separated by bus or car pickup. Others skip the lines and head straight into the gym. They have a few more hours on campus before going home.

These are the students in after-school programs, and it’s these students, and those in summer programs, that Excel Beyond the Bell SA is focused on helping.

The organization operates as a collective impact model, meaning it offers support to 41 nonprofit member organizations that provide after-school or out-of-school services for area students. EBBSA helps member organizations evaluate the social, emotional and academic impact of their programs; trains nonprofit staff; and advocates for youth development programs.

Key enrichment components include programs targeting academics, career exploration, character development, fine arts development, health, spiritual and cultural programs, sports and fitness, and more.

“Having a place for young people to go after school can directly impact their future. It can shape how safe they feel, how well they do in their classes, and how well they know themselves and their own abilities,” said Ryan Lugalia-Hollon. Until a few weeks ago, Lugalia-Hollon was the director of EBBSA, now he is the director of P16 Plus Council of Greater Bexar County. The two agencies work closely to better understand the impact that out-of-school programs have on young people’s academic outcomes.

But students aren’t the only focus for EBBSA. To have quality after-school and out-of-school programming you must have well-trained staff. That’s why EBBSA has developed training tools to ensure these staffers

• uphold the Texas Quality of Standards for after school, summer and expanding learning programs
• seek partnerships between schools and their out-of-school time programs
• take part in staff and program development opportunities

Lugalia-Hollon says EBBSA is changing lives in the youth of the community, but it’s donors who ensure the positive change continues through generations.

“And an investment in Excel is an investment in the ability of every child to have high-quality programs to go to after school,” he added.

EBBSA is focused on ensuring that “every young person has access to the programs they need to learn, grow and thrive.” They also believe that by 2024 all children in the San Antonio area will have access to quality after-school and out-of-school programming through their participating nonprofits. If growth is any indication, EBBSA is well on its way to achieving that goal.

Smiles and cheers filled the room as 20 professionals claimed the piece of paper they worked nine months to obtain.

The graduates are nonprofit CEOs and C-Suite leaders in the inaugural cohort of the Tesoro Leadership Fellows program at the San Antonio Area Foundation. The graduation took place May 12.

The program’s purpose is to provide mentorship and build on the strong leadership skills exhibited by new and emerging CEOs to ensure that they are equipped to lead their organizations and maximize their impact in our community. The innovative program, developed by the Area Foundation, includes leadership training by HOLT Development Services, Inc.; nonprofit management training led by local experts; and small-group mentoring sessions with seasoned nonprofit CEOs.

“At the San Antonio Area Foundation, we believe the nonprofit sector is at the forefront of providing solutions to address community needs. We applaud these nonprofit leaders for investing their time and resources to participate in the Tesoro Leadership Fellows program. We could not make this program available to local leaders without the support of the Tesoro Foundation. They provided seed funding, and for that we are truly grateful,” said Sandie Palomo-Gonzalez, Ph.D, director of Capacity Building at the Area Foundation.

The Tesoro Leadership Fellows program is by application only and is open to nonprofit CEOs who have less than five years of experience and C-Suite leaders poised for that next step into the CEO ranks.

“The Tesoro Foundation is pleased to play a major role in the development of talent needed to successfully run nonprofits. Nationally, there is research to suggest that nonprofits are often led by CEOs with fewer than three years tenure. These leaders are subject to isolation and burnout. Likewise, nonprofits often lack the talent development processes to prepare internal leaders for executive and other key positions. The Tesoro Foundation understands the importance of addressing these needs and is happy to work with the San Antonio Area Foundation in doing just that,” said Jared Skok, executive director, Tesoro Foundation.

The 2016-2017 class of Fellows

Yesenia Alvarez-Gonzalez — AVANCE-San Antonio, Inc., Director of Parenting Programs
Dr. Judith Bell — Providence Place, President and CEO
Sheila Black — Gemini Ink, Executive Director
Rebecca Brune — San Antonio Area Foundation, President and COO
Gloria Canseco — San Antonio Christian Dental Clinic, Executive Director
Melanie Cawthon — disABILITYsa, Executive Director
Kristin Davila — Merced Housing Texas, Vice President/Treasurer, Director of Corporate Operations
Miriam M. Elizondo — The Rape Crisis Center, Former Executive Director
Eric Estrada — San Antonio Clubhouse, Director of Operations
Renee Garvens — Roy Maas Youth Alternatives, Senior Director of Community and Donor Relations
Mary Heathcott — Blue Star Contemporary, Executive Director
Gyna Juarez — San Antonio Council on Alcohol and Drug Abuse, Prevention Resource Center Director
Brit W. King — New Braunfels Area Community Foundation, CEO and President
Krystal D. Mathis — San Antonio Pets Alive!, Development Director
Sandra A. Morales — House of Neighborly Service, Executive Director
Dr. Belinda W. Pustka — Sunshine Cottage School for Deaf Children, Executive Director
Tiffany Walker — Family Endeavors, Inc., Director of Family Services | Fairweather Programs
Heather W. Russo — Witte Museum, Vice President of Development
Susan Wetz — Communities In Schools of South Central Texas, Inc., Chief Program Officer
Angela White — Alpha Home, CEO

The next class of Tesoro Fellows will begin soon. To learn more about the program visit saafdn.org/TesoroFellowsProgram.
Jump, jive and wail with a little fox trot thrown in. That’s what you can expect at the upcoming Renaissance with the Stars: Puttin’ on the Ritz event.

Tickets are now on sale for the annual fundraiser hosted by the San Antonio Area African American Community Fund, an outreach fund of the San Antonio Area Foundation. The event features local celebrity community and business leaders in step with their professional dance partners. It’s the ultimate competition showcasing the Tango, Merengue, Quickstep, Waltz and more.

But dancing for bragging rights isn’t the focus of this night, which largely salutes the historic Harlem Renaissance era. The true focus is raising awareness about the issues related to African Americans in the community and the generation of funds to bring about positive change.

Since 2008, the SAAAACF has honored its commitment to unite and inspire the San Antonio area to invest in a living legacy of support to the city’s African American community. With the help of businesses, organizations and individuals like you, SAAAACF has raised funds to support the growing and critical needs of African American families, students, rising professionals, entrepreneurs, non-profit organizations, and the elderly in the area.

Recently, SAAAACF announced an exciting partnership with LiftFund. Thanks to your generosity, SAAAACF gave $25,000 to LiftFund for their Dream Fund, a revolving loan source for African American small business owners and entrepreneurs in the San Antonio area. LiftFund is a regional financial organization in San Antonio that provides credit and services to small businesses and entrepreneurs who do not have access to loans from traditional sources.

“The sole focus of the San Antonio Area African American Community Fund is to promote philanthropy and to ensure funds are available to help improve the lives of African Americans in our community. A portion of that lifestyle focus is ensuring that African American businesses and entrepreneurs receive the support they need to provide vital services to this focused group. We can’t say enough how pleased we are to team with LiftFund to offer this new form of financial support in our community,” said Bobby Blount, chairman of SAAAACF.

Renaissance with the Stars: Puttin’ on the Ritz, which includes fine dining, will take place Saturday, Aug. 19 from 5 to 10 p.m. at The Tobin Center for the Performing Arts. Individual dinner tickets are $150, general admission tickets are $25. Sponsorships are also available.

For more information, visit saafdn.org/rwts2017.
Giving back: SA couple explains why philanthropy is more than just giving money

An obligation to give back. That’s the belief that led Dr. George M. Rapier III and his wife, Kym Rapier, to the deep-rooted commitment of helping people.

The Rapier Educational Foundation, a supporting organization of the San Antonio Area Foundation, is one of several charitable entities the couple has launched. The Foundation offers academic scholarships to deserving students who live in Texas and Florida counties where WellMed clinics operate. Students must plan to attend an accredited two-year or four-year college, university or vocational program in the United States, and they must have a minimum grade point average of 2.5.

“We started doing philanthropy because we believe anyone who has been fortunate and blessed owes an obligation back,” said Dr. Rapier. “To whom much is given, much is expected,” he added.

Dr. Rapier is chairman and CEO of WellMed Medical Management, Inc., an award-winning health care company specializing in the care of older adults. WellMed serves more than 285,000 patients in 100 owned and operated clinics in Texas and Florida.

But education is not the only charitable focus of the Rapiers. They have established the Rapier Family Foundation, the WellMed Charitable Foundation, and Kym’s Kids, a supporting organization of the Area Foundation focused on involving middle-school and high-school students in community service projects. Students are eligible for scholarships based on their community service hours, GPA, and attendance.

The Rapiers’ work is not done for publicity or gain, but is due to their love for people and for making the world a better place.

“We went public with our charity efforts after years of doing it anonymously because it became clear that by creating awareness, publicity, challenge grants, etc., we increased the level of awareness of charitable organizations whose good works remained largely unnoticed,” Dr. Rapier said.

Thanks to the Rapiers’ generosity, hundreds of students have successfully achieved their higher education dream, and nonprofits have benefited from funding and publicity that will help them serve those in need for generations.

Welcome to the Family!
Claudia and David Ladensohn Y Prize for Civil Discourse
The Andre Booker Foundation Acorn Fund
Lawrence and Margaret Luken Fund
Hilda and Gordon Jaehne Fund
Mary Quandt Animal Welfare Fund
Marilyn L. and William G. Moll Charitable Fund
Joyce D. Slocum Charitable Fund
Hal & Carolyn Adams Family Fund

As a long-time board member of the San Antonio Area Foundation, William Moll has learned first-hand how effective his family’s investment in the Area Foundation could be. Moll and his wife, Marilyn, established the Moll Family Charitable Fund to support education and the arts in San Antonio. Their gift helps to support KLRN Public Television, Texas Public Radio, the Tobin Center for the Performing Arts and the San Antonio Symphony. The Molls say this funding accomplishes their goal of transforming lives of children by supporting quality education and enhancing quality of life through better communication.

“The Area Foundation is San Antonio’s community foundation. We are proud to be a part of this effort to make our home — San Antonio — a better community for all.”

— Bill and Marilyn Moll
Area Foundation Happenings

Congratulations to the 33 men and women who completed the Area Foundation’s 2017 Supervisory and Management Certification program. The certification is a partnership between the Area Foundation and the H-E-B School of Business and Administration at the University of the Incarnate Word.

The 30-hour program equips nonprofit staff with management and supervisory skills needed to successfully lead a team. Special congratulations to our own Arenda Burns, director of human resources, and Eliana Rodriguez, digital marketing manager, who were part of this graduating class.

Wisdom and stories of personal experience motivated more than 175 students, donors and guests who gathered to celebrate this year’s academic scholarship recipients on Saturday, June 24, at the University of Texas at San Antonio Downtown Campus.

A total of 621 scholarships were awarded to deserving college-bound students from 77 scholarship funds. That means $2.9 million was awarded thanks to your generosity. Students and their parents hugged and shed a tear or two with their donors as many met for the first time.

Dist. 7 Councilwoman Ana Sandoval, keynote speaker for the event, delivered an insightful and fun glimpse of her life and her college beginnings. She ended with several useful tips to help students prepare for their first year. Rosie Castro, activist and mother of U.S. Rep. Joaquin Castro and Julian Castro, former U.S. Secretary of Housing and Urban Development and former mayor of San Antonio, offered ideas on how parents can prepare their students and themselves for the first year of college. She described the anxiety she felt as her babies left the nest for the first time and offered practical ways parents can not only cope with that feeling but travel to visit.

Our very own Arizbeth Posada, communications specialist, and Omar Rodriguez, a soon-to-be graduate from UTSA, also offered suggestions to help students thrive and negotiate their first-year of college.

In all, the event was an enormous success. Here’s what one student recipient had to say:

“I want to thank you for organizing the wonderful scholarship event this weekend! I really enjoyed getting to meet you in person, and it was a pleasure to meet the other scholars and one of my donors, Ms. Lissa Martinez. It was inspiring to hear Councilwoman Ana Sandoval speak, and I could relate to her since I too grew up with immigrant parents and will be attending school in Boston. Thank you for bringing her to share her story with us! I also found the students’ advice very helpful, and my mom and I both appreciated Mrs. Rosie Castro’s wisdom.”
BY THE NUMBERS  (1-1-17 through 6-30-17)

$905 MILLION
Total Assets

$12.8M
Grants and Scholarships Distributed*

$9.93M
Contributions*

35
Nonprofit Trainings

848
Training Participants

516
Funds Under Management

8,418
Wells Center Visitors
(3,843 for internal events; 4,575 for outside organization events)

*Grants and contributions do not include the K Foundation or the Big Give

Certainty in uncertain times
Charitable Gift Annuities equals a gift, tax deduction and guaranteed income for life

A Charitable Gift Annuity (CGA) of $25,000 or more will provide a significant tax deduction during the first year and a guaranteed fixed-rate income for life.

What remains in the fund at the end of the donor’s lifetime then becomes the donation that shapes the donor’s legacy. These gifts invest in the future of San Antonio and the organizations that impact lives daily.

The irrevocable gift is an easy and popular way to give that ensures income for the donor, which exceed rates available today. But please note, IRS deduction rates change, so act quickly to lock in current rates.

If you are interested in learning more or would like to discuss a CGA or any other type of estate or gift planning opportunity, contact David Davenport, CFRE, Director of Planned Giving, 210.570.1520, ddavenport@saafdn.org.

Visit our planned giving center at saafdn.org

Events Calendar
(all events take place at the San Antonio Area Foundation except where noted)

Aug. 1 — Strengthening Nonprofits Phase I grant deadline (midnight)
Aug. 3 — Internal Controls and Policies (9 a.m. to noon)
Aug. 8 — The Power of Diversity and Inclusion for Nonprofits (9 a.m. to noon)
Aug. 9 — Data Visualization (9 a.m. to noon)
Aug. 15 — Advanced Grant Writing (9 a.m. to 3 p.m.)
Aug. 16 — Grant Management Techniques (9 a.m. to noon)
Aug. 22 — A Secret to Effective Leadership: Communication (9 a.m. to noon)
Aug. 30 — Lunch N’ Learn: Managing and Maximizing Your Personal Brand (11:30 a.m. to 1 p.m.)
Aug. 31 — To Be or Not to Be a 501(c)(3) (noon to 2 p.m.)
Aug. 31 — Finding Funders Library Training (2 p.m. to 3:30 p.m.)
Sept. 1 — SNP Phase 1 Grant Deadline (midnight)
Sept. 7 — Mastering Supervisory Skills and Techniques (9 a.m. to noon)
Sept. 7 — Texas Connector Workshop (2 p.m. to 3:30 p.m.)
Sept. 12 — Corporate and Nonprofit Partnerships (9 a.m. to noon)
Sept. 14 — Resource Information Lunch and Learn (11:30 a.m. to 1 p.m.)
Sept. 19 — Board Principles III: Financial Oversight (9 a.m. to noon)
Sept. 21 — Creating a Successful Year-End Fundraising Campaign (9 a.m. to noon)
Sept. 25 — To Be or Not to Be a 501(c)(3) (noon to 2 p.m.)
Sept. 25 — Finding Funders Library Training (2 p.m. to 3:30 p.m.)
Sept. 27 — Donor-Centered Fundraising: How to Hold on to Your Donors and Raise More Money (1 p.m. to 4 p.m. at Mays Family Center at the Witte Museum, 3801 Broadway)
Sept. 28 — Board Day 2017: Donor-Centered Boards — Becoming a Powerhouse Fundraising Team (8:30 a.m. to 3 p.m. at Mays Family Center at the Witte Museum, 3801 Broadway)
Oct. 2 — SNP Phase I grant deadline (midnight)
Oct. 11 — Board Principles III: Financial Oversight (9 a.m. to noon)
Oct. 17 — Basic Grant Writing (9 a.m. to 3 p.m.)
Oct. 19 — Resource Information Lunch and Learn (9 a.m. to noon)
Oct. 24 — Managing Millennials and Millennials Managing (9 a.m. to noon)
Oct. 26 — To Be or Not to Be a 501(c)(3) (noon to 2 p.m.)
Oct. 26 — Finding Funders Library Training (2 p.m. to 3:30 p.m.)

Important Reminders

Aug. 16 — Quarterly Investment meeting (9 a.m., Area Foundation)
Aug. 19 — Renaissance with the Stars: Puttin’ on the Ritz (5 p.m. to 10 p.m., Tobin Center)
Aug. 19 — Planned Giving Workshop — learn more about family insurance audits and other charitable gift vehicles (11:30 a.m. to 1:30 p.m.)
Aug. 30 — Welcome event — For new Area Foundation fund holders and volunteers. Meet staff and learn more about how the Area Foundation can help with your philanthropic goals. (time TBA)