Nine-year-old Jimmy is often described as an exceptional child. He’s happy, full of life, and does well in school. Lately, though, he has been withdrawn, unfocused and easily irritated.

His father takes him to a nonprofit specializing in children’s behavioral issues. They find that Jimmy’s change stems from fear over his mother’s deployment to Afghanistan.

This story is representative of a problem that specialists at Clarity Child Guidance Center are trained to handle. Through funding support, the nonprofit offers mental health treatment for children ages 3-17 in San Antonio and South Texas, and the organization counts on Big Give donations for help.

Right now, nonprofits are signing up to take part in the 24-hour online giving event. Nonprofit registration ends Feb. 22, 2018.

“We had a great 2017. Nearly $5 million were raised for 648 local nonprofits who registered to take part,” said Scott McAninch, executive director of The Nonprofit Council, which hosts the yearly event in partnership with the San Antonio Area Foundation.

Big Give takes place March 22, 2018, and this year’s goal is $7 million. It’s a goal that organizers have confidence the San Antonio area community will reach, especially with the help of donor-advised fund holders at the Area Foundation.

“Area Foundation fund holders are extremely important to the success of this event because their funds can help a nonprofit meet or exceed fundraising goals,” McAninch said.

Each year, hundreds of nonprofits count on funds raised through Big Give. A major portion of every online donation is directly deposited into the nonprofit’s account within 36 to 48 hours. In addition to funding, Big Give also offers a year-round online fundraising portal to participating nonprofits.

“The Area Foundation is honored to take part in Big Give,” said Lisa Brunsvold, vice president of Development and Donor Services. “There is a huge need in our community, especially in the areas of child welfare, health, the elderly, education, and arts and culture. Joining the entire San Antonio community in giving to nonprofits that are actively meeting these needs is what the Area Foundation family, which includes our donors, is all about.”

In 2018, Big Give will celebrate its fifth year, and one event is sure to be a big hit. Can you say S-P-U-R-S? A portion of tickets sold for the Spurs vs. New Orleans Pelicans game will be added to the Big Give total on March 22.

To find out more about Big Give and to see which nonprofits are signing up, visit thebiggivesa.org.
Dear Friends,

The past few weeks have been emotionally difficult, to say the least. Hurricanes Harvey and Maria tested our faith and resolve, and just when we were beginning to cope, we were hit by the enormity of the mass shooting in Las Vegas. It is extremely difficult to watch these tragedies unfold every day on the news. Yet, it is extremely uplifting to see the beauty of humanity — to see complete strangers supporting each other and to see the many nonprofits standing at the ready to help.

This edition is dedicated to nonprofits who tirelessly work to improve our community, often with little staff and severely stretched budgets. They are the reason the Area Foundation family exists. They count on you to help them successfully meet financial goals. They count on our staff to connect them to you and to help train and educate their employees and volunteers.

That is why the Big Give is so important and the reason the Area Foundation serves as a partner. The upcoming 24-hour online day of giving helps hundreds of nonprofits replenish depleted budgets to ensure they have the financial foundation to undertake another year of service.

It is also why the Area Foundation helped several corporations establish employee hardship funds, which were used to assist hundreds affected by hurricanes Harvey and Maria. At least 2,007 grants totaling $1.3 million have been awarded to date.

Unfortunately, tragedies will exist in our community and in our nation. Yet, with the help of nonprofits, we believe those tragedies can be transformed. Thank you for being a part of the transformation.

Dennis and Rebecca
You may have heard that the Area Foundation’s animal no-kill program, is sunsetting. Well, that’s true, but following every sunset is a sunrise, and Talk About It! SA is no different.

After 10 years, the successful program will shed its active role of leading no-kill messaging and events to instead only fund nonprofit agencies that promote no-kill efforts.

“We have made a lot of progress in San Antonio, but when you reach the no-kill level, we know from other cities that it takes a lot of work to stay there,” said Gavin Nichols, director of Grants and Programs at the Area Foundation.

Since 2008, Nichols has led the program with the mission of helping San Antonio achieve no-kill status. Before that time, the city had a dismal 11 percent live release rate, meaning 11 percent of the dogs and cats entering the city’s shelter left via adoptions, rescue or returns to owners.

Thanks to the funding generosity of the community, including Area Foundation donors, Nichols and his team led adoption, spay/neuter and vaccination events; convened and funded animal-care organizations to broaden adoption opportunities; and educated the public about care, adopt and neuter. The result? In 2016-2017, the city’s live release rate surpassed the 90 percent mark, making San Antonio the largest no-kill city in the nation.

“We will always conduct grants for animal services. That will never go away,” Nichols said, adding that donors set up funds specifically to serve across the animal services spectrum, which includes equine refuge, primate refuge, the zoo, birds of prey, and wildlife rescue and rehabilitation, in addition to dogs and cats.

Instead, once no-kill specific funding is depleted, the Area Foundation plans to build an endowment. “We are going to reach out to the many donors and people we’ve been involved with over the years and talk to them about helping us build an endowment to support animal no-kill nonprofits still undertaking this needed work,” Nichols said.

In the meantime, to celebrate the 10-year success of Talk About It! SA, the Area Foundation will host an event on Nov. 2 at the Area Foundation’s Wells Center. Food, drinks and more are expected as Nichols and his team highlight the history of the no-kill program and talk about the sunrise of the new endowment.

Talk About It! SA Major Successes:

• Nonprofit organizations that began at the start of the city’s no-kill push, are now well-organized, mature key players capable of continuing gains made in this area.

• Bark in the Park — Perrito Grito, which began in 2012, is now a major animal no-kill event attended by thousands each year. The Area Foundation plans to hand the event over to area nonprofits interested in continuing the tradition.

• In November 2015, for the first time in history, the number of animals released from Animal Care Services was greater than the number of animals euthanized, and that number continues to increase.

Upcoming Event:

What: 10 Years of Talk About It! SA
When: Nov. 2 from 6 to 8 p.m.
Where: San Antonio Area Foundation, Wells Center, 303 Pearl Parkway, Ste. 114, 78215

If you have questions about the event, or the endowment, contact Gavin Nichols at 210.242.4720.
Statistics like these and other key community indicators make second-generation giving a must for many Area Foundation fund holders. Although much progress has been made in tackling areas of interest and need in our community, the fund holders featured below believe more must be done and that it will take future generations to continue philanthropy.

This philosophy of giving is why the Area Foundation asked Carolyn Adams and Phil Benson to share their advice on ways to involve the next generation.

**CAROLYN ADAMS**  
Married: Hal Adams  
Children: Kristen and Kyle

**When should parents begin teaching their children about philanthropy?**

Honestly, I think it starts when they are young. When my kids were younger, we were able to model giving, so they just knew that’s what our family did.

**What was an early example of your family giving back?**

Back in 1999, our church had a sister parish in Juarez, Mexico. Our parish started a scholarship program to support the educational needs of the children in our sister parish. We gave to the scholarship program, but also decided to support our sister parish by going on a mission trip to Juarez. This was a family mission trip that took place during spring break, with three to five families going to Juarez. Kristen was about age 10, and Kyle was 7— it was safer to travel there back then. We caravanned in rented vans with the other families and we would talk to each other on walkie talkies. We got to Juarez, and they had a project waiting for us. After that experience, we continued to go. We went three or four years after that. We did things like repairing a roof on a house and repairing house frames. Everyone was nice and kind, and we developed some nice relationships as a result of that—not just within our parish, but with our sister parish.

**And what is it like for your family today?**

Now, I think giving is more than just tradition, it’s a legacy. I think what we set out to do was create a family identity of giving, not just as individuals but as a family unit.

**How has your early giving model influenced your children?**

Kristen is in her second year at St. Mary’s Law and Kyle is a producer/writer in the promotions department at KENS 5. It’s great watching them become their own people. I’m really excited to work with them on the
Your Legacy

PHIL BENSON
Married: Sarah Benson
Children: Brooke and Emily

When should parents begin teaching their children about philanthropy?

It would probably take, maybe, teenagers who could really learn to appreciate it, because kids these days are getting exposed to that in school. They are starting to take part in extracurricular activities focused on giving back. I think what we did with our children is a great way to get kids involved. To say, ‘We want to contribute so much money a year to funds and we want you to participate with us. We’re going to sit down two, three or four times a year and look at different opportunities we have to contribute to the community, and we want you to be a part of that.’

There are many avenues to give. Why set up a donor-advised fund?

I found that this fund worked really well for us. I have friends who give kind of randomly like we’ve given in the past. Sometimes, you find yourself just giving here and giving there because you are being solicited. This was an opportunity for us to be a little more engaged in the contributions that we wanted to make.

And what is it like for your family, today?

We set up a fund in which my wife and two daughters have access to it so we can make contributions. Twice a year, my wife and I come up with our list and we ask them if they have anybody they want to contribute to, and if they do, we add them to the list. This gives us an opportunity to be more organized about our community giving, and also gives us a chance to be engaged with our daughters in that regard. Not that they need it, you know. They are adults of course, but they are as imbued with community giving as we are.

How has your early giving model influenced your children?

We have a daughter who lives here (San Antonio) and she’s very active. She’s been on several boards. She was on the Battered Women’s Shelter board, she was the director of development for the Battered Women’s Shelter, and she’s been on the Southwest Biomed board. Our other daughter lives in California and she is also very active in her community.
Just off Hwy 90 near Hondo is Private Road 4303, a lonely stretch that seems to go on for miles with no end. The only semblance of life are a few bushy trees plastered along the gray-hazed horizon and a single water tower rising above it all.

The Ruben M. Torres Prison Unit sits at the edge of the roadway. Its 350 acres are marked with typical nondescript buildings and menacing guard towers. It’s a place of hope, a place of faith, and a place of new found redemption.

“God is doing wonderful things in prison. God is there, and it’s so hopeful,” said Drew Cauthorn, whose visit to the unit as member of Kairos prison ministry for five years eventually led to creation of the Manifested Grace Fund at the San Antonio Area Foundation.

“This is the first time I’ve been there. The second time I went, I wondered whether I should go or not because the last time was just too painful. I decided it would be so good if she came — it would be worth it. So, I went. She didn’t come. I learned a lot, though. I started learning how I could deal with my disappointment. So, when it came up the third time, I decided to go again. Again, she didn’t come.

I was sitting there hurting so bad, and then I started thinking of all the things I had to be grateful for. While I was doing that, this little girl across the room started making faces at me. So, I stuck my tongue out at her and she walked over and said to me, ‘Would you like to be my friend?’ I said, ‘Well, would you like to be my friend?’ She said yes, so I said, ‘Well, give me (a high) five.’ Then she took my hand and led me around the room. She didn’t have the same name as my daughter, but you can’t tell me that God didn’t do that.”

Welcome to the Family!

The Manifested Grace Fund
The Duke Endowment Fund
Kevin and Karen Steingart Endowment
Grandma Bea Scholarship Acorn Fund
Charles R. Alvey Charitable Remainder Unitrust
Terry Mendenhall Family Charity Fund
Carol Mendenhall Family Charity Fund
Santikos Hardship Fund
HVHC Disaster Relief Fund
The Mayor’s Hurricane Relief Fund
Founders’ Fund of San Antonio
TXDOT Cares – Hurricane Harvey Disaster Relief Fund
Zachary Group Employee Disaster Relief Fund
U.S. Buzzi Unicem Disaster Relief Fund
Uncle Ronni’s Financial Assistance Fund for Performing Arts
The JBTL Fund
Ransom Allen Richards Charitable Remainder Annuity Trust
Harvey E. Najim Family Foundation Scholarship Fund
Area Foundation Happenings

From Aug. 25 to Aug. 29, Hurricane Harvey wreaked havoc along Texas’ coastal bend and in the metro area of Houston. According to figures from WeatherBell posted by CNN, the unforgiving, relentless storm resulted in more than 75 deaths, deposited a record 51 inches of rain, and amassed an estimated $75 billion in losses to homes, businesses and municipal infrastructure.

In response, the Area Foundation helped several major companies open or reopen emergency hardship funds to help employees affected by the storm get back on their feet.

Here are sentiments from a few of those employees:

“I received a deposit today for $5,000.00. I can’t tell you how much that means to me. I had to hit my emergency savings for the housing and was running low on funds. What a wonderful company to work for and what a great organization. I tried to call you but my phone service is still very poor. This will give me the extra money I need to assist me with all the little things no one ever thinks about until they are gone. Again — this is a true blessing. American Red Cross is so backed up I haven’t been able to apply online. And since I had flood insurance FEMA has not been of any assistance to me. My co-workers have been awesome helping to wire my RV, bringing in solar lights, fans — I have a new appreciation for life and what matters — it’s not things — things are on the street! Thank you!! Thank you!!”

“I want to seek this opportunity to thank the management of (my company) for giving me the needed assistance to my family during Hurricane Harvey 2017. I sincerely appreciate this assistance. I least expected this help. I have just been wondering how my family would survive the aftermath effect of that hurricane. Just like a saying in my native language "Eniyan ni aso mi" — meaning people are my coverage (shelter). (My company) family have been a great coverage (shelter) for me and my family from this impact of Hurricane Harvey. What else can we say, but to say thank you! God bless you all.”

“I don’t really know who to talk to, just wanted to say thank you. I ride a bike to work, and live very moderately. With the (gift) card given, I was able to replace uniform pants, which had holes in them, as well as thread to patch the others. I also purchased bike inner tubes, which should ensure I get to work to earn enough to continue as before. I am utterly grateful that this Foundation was founded and wish to say thank you personally.”

More than 650 people attended the Aug. 19 event showcasing the best footwork in the city. The sold-out local celebrity dance competition netted $20,000 split among three nonprofits — Beyond the Light Outreach program, I.M. Brace Education and The Inspiration Center, Inc.

Author and researcher Penelope Burk spoke at two Board Day events at the Witte Museum’s Mays Family Center. On Sept. 27, at least 250 nonprofit professionals learned about fundraising. On Sept. 28, at least 320 nonprofit board members and executives learned about board-specific fundraising.

Eighty-eight estate planners gathered at Santikos Embassy 14 for the 25th Annual Estate and Charitable Gift Planning Institute broadcast live from Minneapolis on Sept. 27. The broadcast was sponsored by the Area Foundation, Planned Giving Council of San Antonio, San Antonio Estate Planners Council and Santikos Entertainment.
BY THE NUMBERS

$856 MILLION
Total Assets

$39.7M
Grants and Scholarships Distributed*

$30.3M
Contributions*

89
Nonprofit Trainings

2,427
Training Participants

528
Funds Under Management

18,066
Wells Center Visitors
(8,026 for internal events; 10,040 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)

Nov. 1 — SNP Phase I Grant Deadline (midnight)
Nov. 2 — Texas Connector Workshop (2 to 3:30 p.m.)
Nov. 8 — Organizational Management (9 a.m. to noon)
Nov. 9 — Resource Information Lunch and Learn (11:30 a.m. to 1 p.m.)
Nov. 14 — Get on Board! (5:30 to 7:30 p.m. at Whitley Theological Center, 284 Oblate Dr.)
Nov. 28 — Advanced Grant Writing (9 a.m. to 3 p.m.)
Nov. 29 — Grant Management Techniques (9 a.m. to noon)
Dec. 1 — SNP Phase I Grant Deadline (midnight)
Dec. 5 — 10 Marketing Tactics Every Fundraiser Needs to Know (9 a.m. to noon)
Dec. 6 — Leadership Communication Survival Guide: A Starter Manual (9 a.m. to noon)
Dec. 11 — Recruiting, Managing, and Retaining Volunteers (9 a.m. to noon)
Dec. 13 — Board Principles IV — Responsible Fundraising (9 a.m. to noon)
Dec. 14 — To Be or Not to Be a 501(c)(3) (noon to 2 p.m.)
Dec. 14 — Finding Funders Library Training (2 to 3:30 p.m.)

Important Reminders

Nov. 7 — Quarterly Investment meeting (8:30 a.m., Area Foundation)
Dec. 11 is the deadline to submit grant requests for 2017
Dec. 13 is the deadline to send contributions for 2017

It’s Almost Tax Time

Take advantage of tax savings for 2017 as tax reform legislation may limit or remove itemized deductions in 2018. Here are some ways you can turn tax dollars into charitable dollars while supporting the causes you care about:

• IRA charitable rollover
• Outright gift of an asset
• Donor advised fund
• Zero-tax gift and sale

For more information, David Davenport, CFRE, director, Planned Giving, 210.570.1520, ddavenport@saafdn.org.

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