



Advancement Committee Meeting

August 15, 2016

5:30pm – 7:00pm

PRESENT: Glenn Baker (Chair), Ron Burkhardt, Paul Davis, Leilani Downer (Staff), Judy Fisher, Heidi Lennartz, Dana Martin, Shade Mokuolu (Staff), Jeff Noblitt, Joanne Peterson, Holly Rasey, Angela Reese (by phone), Daryl Rubin (Staff), Cynthia Sewell (Staff), Ron Silverman (Staff), Sue Weitkamp, Stacey Brake (Staff – Minutes)

1. WELCOME AND INTRODUCTIONS – GLENN BAKER

Meeting was called to order at 5:37pm by Glenn Baker. Each attendee went around the table and introduced themselves to the group.

2. APPROVAL OF MINUTES FROM JUNE 13th MEETING – GLENN BAKER

Jeff Noblitt moved to have the minutes approved as is; Sue Weitkamp seconded. **MOTION PASSED**

3. FY16 PROGRESS STATUS – GLENN BAKER

a. Financial Review of FY16 - Glenn Baker

Glenn reviewed the FY2016 “Fundraising Breakdown Report”. **(ATTACHED)**

b. Grants Status – Ron Silverman/Holly Raset

Holly Rasey introduced herself and reviewed the grant report. **(ATTACHED)**

- **Regional Center** – Holly discussed funding updates due to the new sheltered workshop mandates.
- **Rose Hills Foundation** – We applied for \$100,000 but they awarded us \$25,000 instead. We have not received the check yet.
- Holly is working on re-writing the cover letter for the **Geffen Foundation** grant as Ron is meeting with Dallas Dishman to discuss in person. She is also working on a grant for the and **S. Mark Taper Foundation**.
- **Mother Joseph Fund** – Heidi Lennartz said the fund will double it’s gift to \$10,000 this year but we must submit our application by November 2016.
- **Autism Speaks** – New Board member Ron Burkhardt offered to contact Autism Speaks on behalf of New Horizons; he raised \$75,000 for them; he offered to make phone calls and help however is needed.

c. Gala Review – Ron Silverman (for David Adelman)/Angela Reese

- **Provide Financial Income/Expense**

- Ron Silverman announced the following (amounts are approximations):

Gross \$\$ Raised = \$265,000

Net Amount = \$165,000

Expenses = \$100,000

Attendees = 342

- **Assessment of 2016/Planning for 2017**

- The 2016 Gala Committee ‘wrap-up ‘ meeting was held on July 7th, 2016.
- The Committee felt it was one of the best Galas ever – the food and location were great; the astronaut and the auctioneer were both well-received by all.
- Ron thanked Denise Stearns and Barbara Diamond for all their hard-work putting all of the silent auction baskets together, as well as setting up the displays the night of the event. Denise and Barbara were unable to attend tonight’s meeting.
- Ron thanked the Committee for doing such a wonderful job – kudos to David Adelman and Angela Reese!
- Sue W. and Judy Fisher both said it was a wonderful event. Judy enjoyed the dinner menu and felt the location was super!
- Angela Reese added that there was a difference before Ron and team and after Ron and team; she felt that it was amazing how his team took over and took ownership of the Gala. Kudos to Ron, his team, and the Committee!
- Angela and David will be coming back as chairs again. Ron wasn’t sure if Sue W. and Sharon Bryant would be back but they were welcome to; he also added that some of our new Board members may be asked to join as well.
- 2017 Gala – Looking at an early May date for next year, if possible; location is still needed.
- Daryl Rubin is looking at 2-3 possible locations but none have worked out as of yet.
- It was suggested to use a hotel this year but a good theme and entertainment would be needed to attract guests like the Science Center did. Need to see what will bring momentum and work for us.
- Discussion ensued regarding possible locations. Daryl stated that she had tentative holds on the Marriott (Woodland Hills), the Four Seasons (Westlake Village) and the Beverly Hilton. The Reagan Museum is also a possibility but they only have availability in mid-June. Glenn Baker mentioned that there may be a negative connotation to the Reagan Museum because of politics; he suggested possibly polling potential guests to see what they think.
- The Sportsman’s Lodge was suggested as a possible venue; Daryl will look in to it. **ACTION ITEM**
- The Universal Sheraton was also suggested but too many on the Advancement Committee felt it would be a repeat of the past.
- The new Gala Committee will discuss venue options and decide on an appropriate venue.

4. **FY17 BUDGETS AND PLANS - GLENN BAKER**

a. FY17 Budget Review – Glenn Baker

Glenn reviewed the FY2017 “Fundraising Breakdown Report”. **(ATTACHED)**

b. Major Gifts Update – Ron Silverman/Joanne Peterson

- **Summer Appeal**

- Joanne reported that we received approximately 41 responses raising an estimated \$7,000 to date. The mailer was segmented in to two groups: Those who gave a cumulative total of \$4,999 and under received the Champions response card while those whose cumulative giving total was \$5,000 and above received the Peggy Carr Society mailer.
- Average individual gifts are in the neighborhood of \$50 - \$500, with an occasional gift of \$1,000.
- An eBlast was sent to approximately 2,200 addresses we had on file; we have received 1-3 responses; most responses are sent via USPS.
- There are 3 appeals being planned for this year: Summer, Giving Tuesday, and Year End (the biggest push will be made with the Year End mailer).

- Some felt the timing was odd for the Summer Appeal; Ron responded that it was originally scheduled to go out in May but having a June Gala forced us to push it out in to the summer. This was a conscious decision to not have it go out at the same time as the Gala; it will be scheduled better for next year and will not happen again.
- **Introduce Major Giving Dashboard/Tracking Form**
 - Joanne Peterson reviewed the “Major Donor Prospect Tracking List” and the “Individual Major Gifts Dashboard” (for both July and August). **ATTACHED**
 - Joanne stated that she will also be targeting vets and seniors as well as attending various Chamber meetings and events. So far, along with others in the Development and Marketing Department, we have joined the Los Angeles Chamber of Commerce, the San Fernando Valley Chamber, the Los Angeles LGBT Chamber and will be visiting both the Santa Clarita Chamber and the United Chambers of Commerce – San Fernando Valley. Paul Davis added that she may want to include the Encino Chamber as New Horizons used to have a fruitful relationship with them.
- **Miscellaneous**
 - Are we involved in VICA? Yes – both Leilani Downer and Cynthia Sewell , as well as Board members Dana Martin and David Adelman, are on various boards and committees.
 - Can Bridget Everett be added to our major giving prospect list? (She was a guest of Michael Patrick King at our 2016 Gala.) Ron replied that she is on our radar but may be better utilized for her talent and name recognition.
- c. Walk on the Horizon 2016 – Heidi Lennartz/Kurt Peter
 - **Heidi reported the following:**
 - The event will take place on August 27, 2016. Registration opens at 8:30am with the Walk start time/Opening Ceremonies beginning at 9:30am.
 - Parking is located at 15800 Haskell, Van Nuys; entrance to the event is also on Haskell.
 - “Born this Way” cast member, John Tucker, will be there to perform at the Opening Ceremonies.
 - Universal Studios character, “Lucy” will also be there to entertain the crowds.
 - There will be a visual treasure hunt – if you see the object, you receive a Mardi Gras necklace
 - All walkers are invited as exclusive guests to attend the Anheuser Busch Family Day event. There will be a classic car show, brew house tours, food trucks, music, and an opportunity to see the Clydesdal horses!
 - Number of Walk sponsors to date = 18
 - Revenue and pledges to date = approximately \$35,000
 - Currently working on bringing in additional revenue – there’s still time to sponsor and have a team; Walk info is inside each Advancement Committee member’s packet. **(ATTACHED)**
 - Speeches and presentations are also being worked on.
 - **Additional information reported:**
 - Reaching out to the press and highlighting John Tucker’s participation.
 - Walk participants receive a wristband to enter the Anheuser Busch event; must be present at the Walkathon to receive one.
 - The Walk portion of the day will be from 9:30am – 10:45am; Family Day opens at 11:00am.
 - Correction on Walk registration – Registration will open at 8:00am, not 8:30am.
 - There is a banner advertising the Walk and Family Day at Haskell and Roscoe.
 - The Haskell parking lot will be closed at some point for safety; there will be a handicap drop-off point though.

- John Tucker will not only perform, but lead the walk.
 - Luis Cayo of Anheuser Busch will be presented with an award as a thank you.
 - There will be free refreshments available as well as vendor booths, flu shots (not for clients), and give aways.
 - Luis donated 4 Dodger tickets that we are using as a raffle item. These are excellent seats as winners will sit behind the dugout; includes parking; package is valued at \$3,000.
 - New Horizons will have a “Pluck-A-Duck” game, a raffle, as well as a food booth. Can purchase/participate during both the Walk and Family Day.
 - It was reported that there have been some challenges setting up teams via our Walk website; Ron responded that he was aware and that it will be fixed for next year.
 - Can the Dodger tickets be auctioned online? No – we can only use them as a raffle prize; however we receive all the proceeds. You need not be present to win.
 - The Walk route is approximately ½ mile and goes around the Anheuser Busch factory buildings.
- d. Golf Tournament Discussion (Dates/Locations) – Ken Miles/Shade Mokuolu
- **Shade Mokuolu reported the following:**
 - Ken Miles and Steve Asher will return as co-chairs.
 - The event will take place on February 27, 2017 at the Calabasas Country Club.
 - After the Walkathon, a Golf Committee will be put together.
- e. Agency-Wide Marketing Plans – Leilanie Downer/Jeff Noblitt
- **Mini-Marketing Plan Discussion**
Leilani reviewed the “Mini-Marketing Plan”. **(ATTACHED)** Highlighted areas of the plan that were discussed:
 - Page 2 – Advertising
The Daily News awarded us another \$25,000 advertising grant. Thank you to Sue Weitkamp!
 - Page 3 – Promote Golf Tournament
Work with Development to promote in a timely fashion
 - Page 3 – Mailings: Annual Report, Summer Mailing, EOY Appeal
The Summer Appeal will be changed to a Spring Appeal and go out next April; the Appeal was promoted via social media (Facebook, Twitter, etc.) as well as via eBlasts; a targeted eBlast was sent using the Champions letter as it was an easier amount to solicit for.
 - **Cookie Update**
 - As of April 27, 2016, we began selling our chocolate chip cookies in select West Hills and Tarzana Vons/Pavilions stores. However, we are no longer selling cookies at the Tarzana store as our cookies were not selling well there.
 - We will be selling at another Vons/Pavilions located near the CSUN campus at Reseda and Nordhoff. We already have some of our clients working there thru Supported Employment. There is no start date yet.
 - We will be hiring a Bakery Coordinator.
 - Do we do quality control checks? Not yet; this will be one of the job duties for the Bakery Coordinator. We are still doing sampling in the West Hills store; we will also be meeting with Homeboys Industries to get their feedback and advice. Ron Burkhardt knows Father Boyle of Homeboys; he also suggested that we check with Project Angel Food as they also work with Vons.
- f. Volunteer Position Update – Ron Silverman
- Ron gave an update on the volunteer position; he explained that the Volunteer Sub-Committee was stagnate under the Advancement Committee last year because there was so much happening, there was

no movement or action possible. New Horizons still wants to have community engagement as well as work with corporations to get their staff involved with volunteering; if we become partners with these companies, then they will be more willing to give to us financially. The position of Community Engagement Manager was created to fill this need. After much discussion, Shade Mokuolu was promoted to this position.

g. Volunteer Program Update – Shade Mokuolu

- Shade thanked everyone for giving her the opportunity in this new position.
- She reviewed the “Volunteer Hours Donated” report. **(ATTACHED)**

Some report highlights:

- National Charity League donated \$25,000 to help with the costs of renovating the restrooms in Sam’s Cafe.
- We had 2 volunteers from NAAPCA – this is an organization that pays individuals to volunteer. We hope to expand in this area.
- Viacomm provided us with 2 volunteers
- We partnered with Armanino this year.
- USI provided 20 volunteers
- It was asked what the volunteers do – Shade said they help in our programs as most volunteers want to work one-on-one with our clients.
- Another possible volunteer opportunity is bowling with our clients.
- It was asked if we will re-connect with service clubs (Rotary, Lions, etc.) as we used to have relationships with the local chapters. Will this be a part of Shade’s role? Shade responded that it would be something she is looking at but that we need to be strategic about it; we need to see what an organization can do for us before we partner with them. Paul stressed that service clubs like to visit non-profit organizations; normally a planned presentation and a tour is provided. He also suggested that we look at the Valley Community Health Fair model; advertisement opportunities gives sponsors a reason to stay involved with a non-profit.

5. NEXT MEETING

The next meeting will be held Monday – October 17, 2016 from 5:30pm – 7:00pm in the Sam’s Café Conference Room.

6. MEETING ADJOURNED – GLENN BAKER

The meeting was adjourned at 7:01pm by Glenn Baker.



new horizons
Serving Individuals with Special Needs

ADVANCEMENT COMMITTEE MEETING

August 15, 2016

5:30pm – 7:00pm

Glenn Baker, Chair

1. Welcome and Introductions – Glenn Baker

- a) Re-introduction of Holly Rasey, Foundations and Corporate Relations Manager

2. Approval of Minutes from June 13th Meeting – Glenn Baker

3. FY16 Progress Status - Glenn Baker (15 mins)

- a) Financial Review of FY16
- b) Grants Status – Ron Silverman/Holly Rasey
- c) Gala Review - David Adelman/Angela Reese
 - Provide Financial Income/Expense
 - Assessment of 2016/Planning for 2017

4. FY17 Budgets and Plans - Glenn Baker (60 mins)

- a) FY17 Budget Review
- b) Major Gifts Update/– Ron Silverman/Joanne Peterson
 - Summer Appeal
 - Introduce Major Giving Dashboard/Tracking Form
- c) Walk on the Horizon 2016 – Heidi Lennartz/Kurt Peter
- d) Golf Tournament Discussion (Dates/Locations) – Ken Miles/Shade Mokuolu
- e) Agency-Wide Marketing Plans – Leilani Downer/Jeffrey Noblitt
 - Mini-Marketing Plan Discussion
 - Cookie Update
- f) Volunteer Position Update – Ron Silverman
- g) Volunteer Program Update – Shade Mokuolu
- h) Donor Database Update – Stacey Brake

5. Next Meeting

Monday – October 17, 2016

5:30pm 7:00pm

Sam's Cafe Conference Room

6. Meeting Adjourned

FUNDRAISING BREAKDOWN REPORT

7-1-15 thru 6-30-16

	July 2015	Aug 2015	Sept 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	March 2016	April 2016	May 2016	June 2016	OPEN PLEDGE BALANCES*	GROSS YTD TOTAL
PRIVATE CONTRIBUTIONS														
Unrestricted Gifts \$1,000+	\$ 2,000	\$ 43	\$ 10,087	\$ 8,130	\$ 6,087	\$ 118,687	\$ 5,587	\$ 10,087	\$ 2,387	\$ 20,130	\$ 1,087	\$ 4,087	\$ 13,000	\$ 201,400
Unrestricted Gifts .01-\$999.99	\$ 800	\$ 2,117	\$ 1,475	\$ 1,641	\$ 1,296	\$ 13,783	\$ 5,336	\$ 507	\$ 2,949	\$ 2,511	\$ 1,518	\$ 1,176	\$ -	\$ 35,109
Unrestricted Sub-Total	\$ 2,800	\$ 2,160	\$ 11,562	\$ 9,772	\$ 7,383	\$ 132,470	\$ 10,923	\$ 10,594	\$ 5,336	\$ 22,641	\$ 2,605	\$ 5,263	\$ 13,000	\$ 236,509
Restricted Gifts	\$ 550	\$ 235	\$ 300	\$ 50	\$ 50	\$ 16,395	\$ 250	\$ 2,550	\$ 50	\$ 50	\$ 50	\$ 50	\$ -	\$ 20,580
Private Contributions Total	\$ 3,350	\$ 2,395	\$ 11,862	\$ 9,822	\$ 7,433	\$ 148,865	\$ 11,173	\$ 13,144	\$ 5,386	\$ 22,691	\$ 2,655	\$ 5,313	\$ 13,000	\$ 257,089
GRANTS														
Grants	\$ -	\$ -	\$ 10,000	\$ -	\$ 10,000	\$ 12,500	\$ 10,500	\$ -	\$ 5,000	\$ 30,000	\$ 40,000	\$ 35,000	\$ -	\$ 153,000
SPECIAL EVENTS														
Walk 2015	\$ -	\$ -	\$ 525	\$ 31,144	\$ 4,117	\$ 525	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,311
Gala 2016	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000	\$ -	\$ 1,000	\$ 26,400	\$ 22,100	\$ 50,886	\$ 142,920	\$ 13,797	\$ 260,104
Miscellaneous Events**	\$ 245	\$ 280	\$ 1,565	\$ -	\$ 70	\$ 1,069	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,229
Special Events Total	\$ 245	\$ 280	\$ 2,090	\$ 31,144	\$ 4,187	\$ 4,594	\$ -	\$ 1,000	\$ 26,400	\$ 22,100	\$ 50,886	\$ 142,920	\$ 13,797	\$ 299,643
TOTALS	\$ 3,595	\$ 2,675	\$ 23,952	\$ 40,966	\$ 21,620	\$ 165,959	\$ 21,673	\$ 14,144	\$ 36,786	\$ 74,791	\$ 93,541	\$ 183,234	\$ 26,797	\$ 709,732

* 'Open Pledge Balances' shows the balance of pledges made for FY2016 only. Pledge payments are credited to the category they were pledged to: 'Private Contributions', 'Grants', or 'Special Events'.
(Pledge payments and/or balances for multi-year pledges made in FY2015 or earlier are not included in this report.)

** Smaller events held throughout the year.

New Horizons FY 2016-2017 Grant Prospects

8/11/2016

Foundation/ Corporation Name	Address	Interest/Info	CEO/Contact	Previous Funding to NH	Similar agency funded	Ask/ Submit
3M	Chatsworth- online form	improve local community	3M Plant Manager 8357 Canoga Avenue, Canoga Park, CA91304	no		\$5000/ ongoing
100 & Change	MacArthur Foundation	solve a big problem	webinars and info provided online	no		\$100 million/ Sept. 30 due date
John Aaroe Group Foundation	online and through realtor	community	John Aaroe, Contributions Committee, Susan Stearns	yes, \$5000 in 2015 and many years with his previous foundation		August
Ahmanson Foundation	report on Reseda Ranch 2/16	Tangible Item		yes, 100000 in 2014 and 2013		Nov/Dec
Anheuser-Busch	8250 Woodley Ave., Van Nuys, CA 91406	workshop; client employment	Luis Cayo; Andrew Baldonado	yes, many years of support, 10000 avg.	annual support + employee/program involvement	check with Luis
Annenberg Foundation	2000 Ave.of the Stars #1000, Century City, CA 90067	SoCAarea; report, funding info, new program officer. 8/15 conference call to discuss.	Wallis Annenberg, President. Previous program officer left foundation.	yes, \$100,000 for major gift program		

Name	Address	Interest/Info	CEO/Contact	Previous Funding	Similar agency funded	Ask/Submit
Autism Speaks	online application	autism specific programs/deliverable at conclusion	sselkin@autismspeaks.org Serena Selkin	no	yes	Sept. 23/ \$5000
Brotman Foundation of CA	11845 W. Olympic Blvd., LA, CA 9064. attn: Libby Cavagno	children, arts, environment	Michael B. Sherman, Pres.; Toni Brotman Wald; Craig Tessler	no	ECF-\$5k; Best Buddies, \$5k; Autism Speaks, \$25k	\$10,000/ ongoing
Ronald Burkle Foundation	9130 W. Sunset Blvd, L.A., CA 90069	varied	Ronald W. Burkle, Pres/CEO; Robert Bermingham, Sec.	no	Best Buddies	loi anytime/ \$10,000
Charitable Foundation/ Prudential	submit online form	Reseda Ranch	Susan Stearns is contact	yes, for many years		\$5000?, Oct 2016?
Costco	online application	community		gift cards		no deadlines/ \$5000
C.E. Doheny Foundation	707 Wilshire Blvd. #4960, L.A., CA 90017	allieve human suffering, LA County	Robert Smith III, Pres.	no	Stillpoint, \$10k, ECF \$10k for Sup. Emp.	no deadline, 1 year after last request, \$10k
DMK Foundation	P.O. Box 24950, L.A., CA 90024		David E. Kelley, Michelle Kelley	no	L.A. Goal for DD job training, independence, \$10k	\$10k loi, no deadlines
Geffen Foundation	12011 San Vicente Blvd. #606, L.A., CA 90049	Ron has been in contact with Dallas	Dallas Dishman	yes, \$5000 in 2014		they have our \$25k request from 3/16

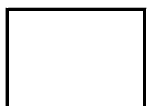
Name	Address	Interest/Info	CEO/Contact	Previous Funding	Similar agency funded	Ask/ Submit
George Hoag Family Foundation	2665 Main St. #220, Santa Monica, CA 90405		Melinda Hoag Smith, Pres.; George Grant Hoag; Charles Smith ED	yes, \$10000 for Monarch program in 2/2016		Check to see if we can apply this year
Marsha Israel Foundation	email request through Ken Miles office		Ken Miles assists with this	yes, \$5000-\$10,000 for several years		\$10k Nov/Dec. request letter
Kaiser Permanente	Woodland Hills/Pan City	Arminta home	Amy Wiese and Jennifer Lopez	yes, Pan.City gave \$10k and \$3k several years ago		Jan/March 2016
Knistrom Foundation	to Greg Buesing	Arminta/ Work transition programs	Greg Buesing	\$10k-\$15k for several years	other DD programs	Dec/Jan
County Supervisor Sheila Kuehl	online request form	tangible item-Sept	Benita Trujillo, Field Rep.	no	L.A. County 3rd District organizations	August/ Sept \$5-\$10k
Lowe's	online application	Café flooring or other building		no	community improvement	August/ \$25k
Sharon D. Lund Foundation	725 Town and Country Rd., #520, Orange, CA 92868	building, operating, seed funding	Michelle Lund, Pres.	no	DD, Best Buddies \$35k, SpOly, \$35k,	Sept./ \$20k

Name	Address	Interest/Info	CEO/Contact	Previous Funding	Similar agency funded	Ask/ Submit
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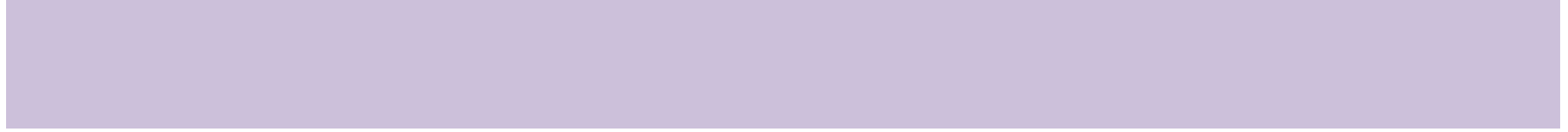
National Charity League	receive applicatin in Nov/Dec.	Tangible Item	Philanthropy Chair	yes, \$15000-\$25k, Café upgrades		\$25k, Nov/Dec
Northrup Grumann	online application			yes,many year ago		
Plum Foundation	online application	operations, arts, Brite Lites	Pam Kaizer, Ex. Dir.	no		by 8/31; \$5000
Regional Center		program changes, webinar 8/15	George Stevens	yes		
Saban Family Foundation	10100 Santa Monica Blvd., LA, CA 90067	israel, jewish, community, arts, politics	Alex de Campo 310 557 5100; Haim and Cheryl Saban	no		\$10k, no deadline
<i>Sprouts</i>	<i>online application</i>	<i>disabled</i>		<i>no</i>		<i>\$10k ask submitted 7/31/2016</i>
Universal NBC 21st Century Innovation	online application	jobs/employment		yes, Universal Foundation		\$100k to be submitted by 8/25
Vons/Safeway	online application	jobs program	Carlos Illingsworth	yes, SE and cookie project, \$5k-\$10k		\$10k in January
WalMart	online application	program		yes, client holiday gifts, \$2k		\$2500 in Oct
Weingart Foundation	1055 W. 7th St. #3200, L.A.,CA 90017	operations, capacity	Fred Ali, Pres/CEO	yes, \$50k-200k in 2007, 2009,2013		\$200k, August/ Sept
Wells Fargo		Program/Event	Angela Reese; Jonathon Weedman	yes, many years		\$35000 Nov/Dec

**Grant Funding
Received/
Pledged FY17**

Name	Project	Submitted	Amount	Date	Report/Follow-up	
Rose Hills Foundation	adapting services to new program model	FY 2016	\$25,000	received notice of grant 7/21/2016	check on why \$25k, not \$100k	









FUNDRAISING BREAKDOWN REPORT

7-1-16 thru 7-31-16

	July 2016	OPEN PLEDGE BALANCES*	GROSS YTD TOTAL	BUDGETED	% of Gross Budget
PRIVATE CONTRIBUTIONS					
Unrestricted Gifts \$1,000+	\$ 1,000	\$ 1,000	\$ 2,000		
Unrestricted Gifts .01-\$999.99	\$ 1,713	\$ -	\$ 1,713		
Unrestricted Sub-Total	\$ 2,713	\$ 1,000	\$ 3,713		
Restricted Gifts	\$ 50	\$ -	\$ 50		
Private Contributions Total	\$ 2,763	\$ 1,000	\$ 3,763	\$ 411,000	1%
GRANTS					
Grants	\$ -	\$ -	\$ -	\$ 260,000	0%
SPECIAL EVENTS					
Walk 2016	\$ 23,862	\$ 9,500	\$ 33,362	\$ 75,000	44%
Golf 2017	\$ -	\$ -		\$ 75,000	0%
Gala 2017	\$ -	\$ -	\$ -	\$ 236,000	0%
Miscellaneous Events**	\$ -	\$ -	\$ -	\$ 2,500	0%
Special Events Total	\$ 23,862	\$ 9,500	\$ 33,362	\$ 388,500	9%
TOTALS	\$ 26,625	\$ 10,500	\$ 37,125	\$ 1,059,500	4%

* 'Open Pledge Balances' sub-totals the balance of pledges made for FY2017 only. Pledge payments are credited to the category they were pledged to: 'Private Contributions', 'Grants', or 'Special Events'. (Pledge payments and/or balances for multi-year pledges made in FY2016 or earlier are not included in this report.)

** Smaller events held throughout the year.

INDIVIDUAL MAJOR GIFTS DASHBOARD

JULY 2016

of CONTACTS

15

Contact Name	CULTIVATION	STEWARDSHIP	Nature of Ask	Ask Amount	Results of Meeting	Next Steps...
Wanda Nixon		x	request lunch	pending	not responsive to 2 calls	check with Rose Weiss to see about appointment
Darla Longo	x		offer tour	pending	awaiting reply	ask for tour and lunch w/ Ron & board member(s)
Roseline Susman		x	visit	pending	date set August 12th	
Sylvia Raab		x	visit	pending	declined via J. Fisher	wait for better time in Fall/Winter
Jennifer Murasky & Brett Buatti/Pharmavite	x		tour & lunch	closed	\$5,000 Walkathon Sponsor	Follow-up with Brett re: Board application
Julia Potter/CSUN	x		lunch at CSUN	pending	Invited Joanne to be a guest attendee & speaker at Fall entrepreneurial breakfast series	continue conversation via email
Greater San Fernando Chamber of Commerce	x		networking connection event	pending	invited Rick Yalem/StoneFire Grill Sales Director to tour	sign up for New Horizons to sponsor a Spring Chamber Networking Breakfast; expand relationship with StoneFire Grill to include the two owners

INDIVIDUAL MAJOR GIFTS DASHBOARD

Contact Name	CULTIVATION	STEWARDSHIP	Nature of Ask	Ask Amount	Results of Meeting	Next Steps...
Barry Krowne		x	introductory meeting	pending	referrals	
Jerry Savin		x	introductory meeting	pending	discussion to pursue wealth management divisions at banks	
Muriel Goldojarb		x	introductory meeting	pending	donation to come; recommended to network with Veterans Centers	contact made with Chatsworth Veterans Center re: speaking engagement(s)
Joyce Feucht Haviar		x	introductory meeting	pending	provided me with 2 CSUN contacts	next meeting set August 16th with Marcella Tyler, ED, Program Advancement
Greg Beuslings		x	SF Valley connections for Workforce and contributions	pending	met with Anna Eskandarian	pursue retail mall owners in the Valley
Isaac Larian/MGA Entertainment	x		tour with CEO	pending	waiting for break in Isaac Larian's travel schedule	check with his Exec Assistant to schedule
Mike Camorlinga/Lulu's Restaurant	x		initial meeting and phone conv	pending	will think about touring	reconnect to set date (August)
Sister Coleen Settles		x	request referrals	pending	agreed	follow-up email (August)

INDIVIDUAL MAJOR GIFTS DASHBOARD

AUGUST 1 - 12, 2016

of CONTACTS 12

Contact Name	CULTIVATION	STEWARDSHIP	Nature of Ask	Ask Amount	Results of Meeting	Next Steps...
Bryan Ezralow		x	visit	pending		phone follow-up
John Eisselle		x	visit - referrals	pending		
Ira Freeman		x	visit	pending	unavailable but stay in touch	provide updates
Chatsworth Veterans Center	x		presentation	pending	reviewing materials	phone call to set dates
Jeff Devane	x		pro-bono Planned Giving Seminar speaker	pending	breakfast meeting set	
Dr. & Mrs. Mindell		x	correspondence update	pending		make request for year end giving
Mike Camorlinga	x		tour	pending	reviewing materials & considering donations	phone call

INDIVIDUAL MAJOR GIFTS DASHBOARD

Contact Name	CULTIVATION	STEWARDSHIP	Nature of Ask	Ask Amount	Results of Meeting	Next Steps...
Sister Coleen		x	referrals	pending		
Microsoft	x		tour	pending	high level of interest	phone call
Ron Burkhardt		x	meeting & referrals	pending	1 referral	
Roseline Sussman		x	planned giving	pending		
United Chambers of Commerce	x		LAPD Luncheon	pending		
SCV Chamber Networking Event	x		networking	pending		
Julia Potter/CSUN		x	tour	pending	Sept date TBD	seek meeting with Diane Harrison

MAJOR DONOR PROSPECT TRACKING LIST - \$5,000 AND ABOVE
COMPARISON FY16 TO FY17

Donor Name	Summer Appeal		Year End Appeal		Planned Gifts		Major Gifts/Annual Appeal		Walk		Golf		Gala		TOTAL	TOTAL	
	Fiscal Year	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17
MAJOR DONORS																	
Byran Ezralow														\$ 5,039		\$ 5,039	\$ -
Jonathan Murray														\$ 9,325		\$ 9,325	\$ -
Anheuser-Busch																\$ -	\$ -
Boeckman Fnda														\$ 25,000		\$ 25,000	\$ -
CSUN														\$ 10,000		\$ 10,000	\$ -
Kirk Campbell								\$ 20,000								\$ 20,000	\$ -
L. Frank Fnda								\$ 10,000								\$ 10,000	\$ -
John Grant								\$ 10,000								\$ 10,000	\$ -
Greenberg & Bass, LLP														\$ 3,000		\$ 3,000	\$ -
J.Hansen/W. Manning								\$ 10,000								\$ 10,000	\$ -
Brian Hearn								\$ 15,000								\$ 15,000	\$ -
G.Hoag Fam Fnd								\$ 15,000								\$ 15,000	\$ -
Marcia Israel Fnd								\$ 10,000								\$ 10,000	\$ -
Julie Kavner								\$ 10,000		\$ 10,000			\$ 10,000		\$ 20,000	\$ 10,000	
Knistrom Fnd								\$ 15,000								\$ 15,000	\$ -
Mark's Legacy								\$ 10,000								\$ 10,000	\$ -
Na. Assoc of Realtors								\$ 10,000								\$ 10,000	\$ -
Providence														\$ 5,000		\$ 5,000	\$ -
Edward Shapiro								\$ 20,000								\$ 20,000	\$ -
Wells Fargo														\$ 5,000		\$ 5,000	\$ -
Stacey Whittle								\$ 10,000								\$ 10,000	\$ -
Craig & Pam Wolfson								\$ 15,000						\$ 800		\$ 15,800	\$ -
John Aaroe								\$ 5,000								\$ 5,000	\$ -
Alperstein, Simon..								\$ 5,000								\$ 5,000	\$ -
Ronald Mindell								\$ 5,000								\$ 5,000	\$ -
Modern HR														\$ 5,000		\$ 5,000	\$ -
Wanda Nixon								\$ 5,000								\$ 5,000	\$ -
Pharmavite									\$ 5,000					\$ 5,000		\$ 5,000	\$ 5,000
Vons																\$ -	\$ -
TOTALS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200,000	\$ -	\$ 5,000	\$ 10,000	\$ -	\$ -	\$ 83,164	\$ -	\$ 283,164	\$ 15,000	

MAJOR DONOR PROSPECT TRACKING LIST - \$5,000 AND ABOVE
COMPARISON FY16 TO FY17

Donor Name	Summer Appeal		Year End Appeal		Planned Gifts		Major Gifts/Annual Appeal		Walk		Golf		Gala		TOTAL	TOTAL	
	Fiscal Year	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17
BOARD MEMBERS																	
David Adelman										\$ 225				\$ 210		\$ 435	\$ -
Michael T. Aguila																\$ -	\$ -
F. Shawn Azizollahi										\$ 500				\$ 3,500		\$ 4,000	\$ -
Glenn Baker							\$ 6,000			\$ 1,500				\$ 5,375		\$ 12,875	\$ -
John D. Bunzel										\$ 500				\$ 1,641		\$ 2,141	\$ -
Ron Burkhardt														\$ 620		\$ 620	\$ -
Colin Donaue							\$ 1,000									\$ 1,000	\$ -
John D. Eissele											\$ 150			\$ 500		\$ 500	\$ 150
Mitchell Englander														\$ 3,500		\$ 3,500	\$ -
Alan Goodstein										\$ 300				\$ 1,250		\$ 1,550	\$ -
Stuart L. Jaffe			\$ 2,500													\$ 2,500	\$ -
Barry W. Krowne								\$ 2,000						\$ 225		\$ 225	\$ 2,000
Heidi Lennartz							\$ 5,000			\$ 500	\$ 1,035			\$ 1,100		\$ 6,600	\$ 1,035
Dana K. Martin							\$ 1,000			\$ 500				\$ 550		\$ 2,050	\$ -
Ken Miles										\$ 1,250				\$ 4,350		\$ 5,600	\$ -
Patrick Murray										\$ 100				\$ 3,300		\$ 3,400	\$ -
Jeffrey Noblitt										\$ 25				\$ 375		\$ 400	\$ -
Kurt Peter																\$ -	\$ -
Angela Reese														\$ 50		\$ 50	\$ -
Jerald M. Savin																\$ -	\$ -
Christine Ward										\$ 100				\$ 650		\$ 750	\$ -
Sue Weitkamp										\$ 50				\$ 5,300		\$ 5,350	\$ -
TOTALS	\$ -	\$ -	\$ 2,500	\$ -	\$ -	\$ -	\$ 13,000	\$ 2,000	\$ 5,550	\$ 1,185	\$ -	\$ -	\$ 32,496	\$ -	\$ 53,546	\$ 3,185	

MAJOR DONOR PROSPECT TRACKING LIST - \$5,000 AND ABOVE
COMPARISON FY16 TO FY17

Donor Name	Summer Appeal		Year End Appeal		Planned Gifts		Major Gifts/Annual Appeal		Walk		Golf		Gala		TOTAL	TOTAL	
	Fiscal Year	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17
EMERITUS																	
Dick Bartus																\$ -	\$ -
Dr. Robert Behringer			\$ 500													\$ 500	\$ -
Spero Bowman																\$ -	\$ -
Stan Bryant			\$ 2,500						\$ 500				\$ 1,725			\$ 4,725	\$ -
Roc Caldarone							\$ 3,365									\$ 3,365	\$ -
Larry Daniels							\$ 1,725									\$ 1,725	\$ -
Larry Diamond									\$ 120				\$ 3,810			\$ 3,930	\$ -
Paul Elkins			\$ 1,000						\$ 50							\$ 1,050	\$ -
Joyce Feucht-Haviar																\$ -	\$ -
Judy Fisher													\$ 8,795			\$ 8,795	\$ -
Muriel Goldojarb																\$ -	\$ -
Janet Latto			\$ 10													\$ 10	\$ -
David Lillington							\$ 945		\$ 1,055				\$ 4,340			\$ 6,340	\$ -
Sister Colleen Settles							\$ 100									\$ 100	\$ -
Gene Siciliano	\$ 500															\$ 500	\$ -
Joel Simon			\$ 5,000.00													\$ 5,000	\$ -
Susan Stearns			\$ 5,000.00				\$ 135		\$ 1,000	\$ 2,835			\$ 3,260			\$ 9,395	\$ 2,835
Stuart Steinberg									\$ 100							\$ 100	\$ -
TOTALS	\$ 500	\$ -	\$ 14,010	\$ -	\$ -	\$ -	\$ 6,270	\$ -	\$ 2,825	\$ 2,835	\$ -	\$ -	\$ 21,930	\$ -	\$ 45,535	\$ 2,835	

MAJOR DONOR PROSPECT TRACKING LIST - \$5,000 AND ABOVE
COMPARISON FY16 TO FY17

Donor Name	Summer Appeal		Year End Appeal		Planned Gifts		Major Gifts/Annual Appeal		Walk		Golf		Gala		TOTAL	TOTAL	
	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	15-16	16-17	
OTHER MAJOR DONORS																	
Sylvia Rabb															\$ 1,000	\$ 1,000	\$ -
Roseline Susman															\$ 1,000	\$ 1,000	\$ -
Steve Anderson															\$ 3,000	\$ 3,000	\$ -
															\$ -	\$ -	\$ -
															\$ -	\$ -	\$ -
															\$ -	\$ -	\$ -
															\$ -	\$ -	\$ -
TOTALS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ -	\$ 5,000
NEW PROSPECTS																	
Carrie Kirkenda-Law	volunteer															\$ -	\$ -
Wall Family	volunteer															\$ -	\$ -
Russell Fass	volunteer															\$ -	\$ -
Darla Longo	real estate															\$ -	\$ -
Barbara Emmons	real estate															\$ -	\$ -
Isaac Iarian	MGA															\$ -	\$ -
Mike Camorlinga	Lulu's															\$ -	\$ -
Todd Kelly	retireee															\$ -	\$ -
Nicholas Rumanes	Westwood															\$ -	\$ -
Jeff/Julie Davine	3 Lollies															\$ -	\$ -
Nathalie Emmanuel	HBO															\$ -	\$ -
John Russell	Ford Auto															\$ -	\$ -
Garrett Reissman	astronaut															\$ -	\$ -
Joyce Tucker (silent auction)	A&E/mom															\$ -	\$ -
Alethea Pratta	Microsoft															\$ -	\$ -
Michael P. King	prod. Game of Thrones															\$ -	\$ -
Carolyn Strauss	prod. Game of Thrones															\$ -	\$ -
Bobcat Goldthwait	Comedian, HBO															\$ -	\$ -
Watt Family	Realtors															\$ -	\$ -
																\$ -	\$ -
																\$ -	\$ -
TOTALS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -



new horizons
Serving Individuals with Special Needs

WALK ON THE HORIZON



Register for our 9th annual walk-a-thon and get an exclusive invite to
Anheuser Busch's "Family Day!"

SATURDAY, AUGUST 27, 2016

8:30 am - 10:45 am

15800 Roscoe Blvd. Van Nuys

A Day of Fun for the Family

Music* Games* Raffles* Refreshments* Prizes* Give-a-ways

After the Walk, Enjoy Anheuser Busch's Family Day Celebration

Music* Clydesdales Parade* Classic Cars* Brewery Tour* Food Trucks* Beer Garden* Kids Games*

Registration Fees: Adult-\$35 & Children (3-10 years old)-\$15

Clients & Staff-\$20

FOR REGISTRATION & INFORMATION

WWW.NEWHORIZONSSFV.ORG

818-894-7422

**SATURDAY
AUGUST 27**

REGISTRATION at 8:30AM
WALK at 9:30AM



**ANHEUSER BUSCH
15800 ROSCOE BLVD
VAN NUYS**

**9TH ANNUAL
WALK ON THE HORIZON**

**TAKE A LITTLE STEP....
MAKE A BIG DIFFERENCE**

SPONSORSHIP DETAILS

	GRAND MARSHALL 10,000	PLATINUM 5,000	DIAMOND 2,500	GOLD 1,500	SILVER 1,000	BRONZE 500
GRAND MARSHALL OF THE WALK	√					
NAME/LOGO ON STAGE BANNER	√	√	√			
NAME/LOGO ON TEK T-SHIRTS Deadline 8-8	√ prominent position	√ prominent position	√ prominent position	√	√	√
WEBSITE SPONSOR PAGE	√	√	√			
SOCIAL MEDIA & PRESS RELEASES	√	√	√			
SIGNAGE AT EVENT	√	√	√	√	√	√
SIGNAGE ALONG WALK ROUTE	√	√	√			
SIGNAGE CARRIED BY CLIENTS					√	√
# OF COMPANY WALKERS	50	25	12	8	6	4
SUBSIDIZE CLIENTS	40	20	16	12	8	4

YES, I/WE WOULD LIKE TO BE SPONSOR AND HELP TO SUBSIDIZE CLIENTS.

- \$10,000 GRAND MARSHALL
- \$5,000 PLATINUM SPONSOR
- \$2,500 DIAMOND SPONSOR
- \$1,500 GOLD SPONSOR
- \$1,000 SILVER SPONSOR
- \$500 BRONZE SPONSOR

SUBSIDIZE A CLIENT

FOR \$35

OR

10 CLIENTS FOR \$300!

PAYMENT: VISA MC AMEX DISCOVER CHECK *-Make checks payable to New Horizons*

TOTAL AMOUNT: _____

NAME ON CARD:		
CARD NUMBER:	EXP. DATE	SEC. CODE
SIGNATURE:		

COMPANY:		
CONTACT NAME:		
CONTACT EMAIL:	CONTACT PHONE:	
ADDRESS:		
CITY:	ST.	ZIP



MAIL COMPLETED FORM TO:
Daryl Rubin, Associate Director of Development
New Horizons • 15725 Parthenia Street • North Hills, CA 91343

EMAIL TO: drubin@newhorizons-sfv.org
FOR MORE INFORMATION: 818-894-7422
TAX ID #95-1862084

In our current era of inclusion and accessibility, and as we look forward to launching New Horizons Work Force Academy the following 6 initiatives are items the Marketing Department will consider implementing throughout FY 2016 and FY 2017:

1. Brand New Horizons –

This will include consistency, timeliness, and non-duplication of messaging. It will also define new programs and services. For this the following measures should be taken:

Website: Phase 2

In an effort to continue creating a website that is accessible and functional in style and purpose, New Horizons will complete the changes it has made to this website. These changes fall under the category of “phase 2.” It would include updating programs and services, creating a blog for New Horizons, and establishing specialized pages for internal use as well as for the Board of Directors.

Agency Re-Branding Style Guide

Creating a style guide which would be used agency wide to set the standards for the writing and design of documents, as well as use of the agency logo. The purpose would be two-fold: to brand the agency and improve communication. Thoughts for freshening up the agency logo would be included.

2. Create Multi-Media Communication Tools for New Horizons (External and Internal) –

Newsletter

As in previous years, the agency will create a publication and distribution.

Agency PowerPoint

An agency PowerPoint should be created so that staff, volunteers, and Board can easily share New Horizons’ mission in small and large presentation type settings. This would ensure that the messaging stays consistent and on point.

3. Public Relations –

The Krim Group and Pivotal PR

Work with these agencies to increase the agencies visibility throughout the year.

4. Digital Footprint -

Social Media

In FY 2016 - 2017, through campaigns and heightened communication, Marketing’s aim will be to continue to create growth within Social Media, reaching out to an entirely new audience of engaged individuals. New Horizons will use Facebook, Twitter, Instagram, Flickr, and YouTube to tell its story, reaching out to key demographics, as well as untapped areas of influence.

5. Advertising –

Google Ads – Exploring ways to increase usage of the Google Ads sponsorship for New Horizons programs and services, events, cookie sales.

Daily News – Seeking to obtain a \$25,000 ad sponsorship from the publication to be used for New Horizons programs and services, events, cookie sales.

6. New Horizons Cookies

FY 2016 -2017 continue promoting New Horizons Cookies at Albertsons, Vons, Pavilions Stores.

Initiative	Action	Status	Point Person	Cost	Due Date
Agency Style Guide	Create an Agency Style Guide.	Initial meeting held on December 19, 2014 with Jeff Noblitt	Jeff Noblitt Leilani Downer	\$20,000 +	Prior to December 2016
Website	Redo the Website	Investigating Options/Accessibility	Jeff Noblitt Leilani Downer	\$5,000	FY 2017
Agency Newsletter	Create a Newsletter		Leilani Downer	\$5,000 (includes mailing)	Fall 2016
Agency PowerPoint	Create a PowerPoint for Agency use that expresses New Horizons brand and mission.	About to be in process	Leilani Downer	N/C	Prior to December 2016
Public Relations	Work with The Krim Group and Pivotal	Per project basis	Leilani	\$7,000 per (credit of \$2500)	FY 2017
Social Media	Increase numbers of followers, likes, etc. on social media sites.	Ongoing	Leilani Downer	N/C	Ongoing
Advertising	Create Campaigns for Daily News* and Google Adwords**	*Received \$25,000 Ad Grant from LA Daily News **Considering Google grant management through Black Propeller	Leilani Downer	*\$0 **\$349 per mo.	(LA Daily News Grant received 6/2016) FY 2017
New Horizons Cookies	Promote Cookies	Currently working with ICON on connecting with Homeboys plus.	Leilani Downer Ron Silverman Roschell Ashley Cynthia Sewell Ana Eskandarian Aida Velasco	TBD	Ongoing
Promote Anheuser Busch Walk/Run	Work with Development to promote in a timely fashion		Leilani Downer Development	TBD	August 2016
Promote Holiday Cheer	Work with Development to promote in a timely fashion		Leilani Downer Development	TBD	December 2016
Promote Giving Tuesday	Work with Development to promote in a timely fashion		Leilani Downer Development	TBD	December 2016

Promote Golf Tournament	Work with Development to promote in a timely fashion		Leilani Downer Development	TBD	February 2017
Mailings: Annual Report, Summer Mailing, EOY Appeal	Work with Development to review	Summer Appeal out July 25, 2016	Leilani Downer Development	TBD	Various: Summer 2016 and December 2016 April 2017
Misc. Breakfasts and Luncheons in Sam's Café	Promote events	TBD	Leilani Downer	n/c	TBD
Toastmasters	Staff Overseeing NH Toastmasters	The group meets every Tuesday	Leilani Downer	\$600	Year long
Website Updates	Update info as needed	Ongoing	Leilani Downer	n/c	Ongoing
eBlasts	Distribute info as needed	Ongoing	Leilani Downer	n/c	ongoing

FY 15/16 Volunteer Hours Donated

Groups	# of Volunteer Positions	# of Volunteers	Hours of Service	Frequency	Total Hours	Events
NCL	12	8	2.5	12	360	Client Monthly Dance
NCL	12		2	12	288	Cookies
NCL	12	10	3.5	1	42	Holiday Cheer
NCL	15	15	7	1	105	Concert
NCL	23	21	6	1	138	Gala
NCL	20	20	3	1	60	Walk
NCL	1	1	7	1	7	Administrative/Program
Chaminade Preparatory	1	1			17	Administrative/Program
Service Day for Students						
Centers of Learning	18	18	4	1	72	Holiday Gift Wrapping (12/17/15)
Crespi Carmelite High School	34	34	3	1	102	Impact Week (March 8 & 10, 2016)
Notre Dame High School	30	30	3	1	90	Walk the Talk July 27, 2015
George Washington University	1	1		9	18.5	Toastmasters
CSUN	32	32			210	
Granada Hills Charter High School (Make It Happen)	6	6	4	1	24	Holiday Cheer
Woodbury University	3	3	4	1	12	Walk
Toastmasters	2	2	1.5	45	135	
Rocky Peak Church	4	4	2	1	8	Holiday Cheer
Valley Harmony Singers Quartet	4	4	1	1	4	Holiday Cheer
Rocky Peak Church	15	11	3	1	45	Campus Beautification
HTLA	4	4	2		272	Administrative/Program
LA Fellow	3	3			274	Administrative/Program
Valley Youth Chorus	22	22	3.5	1	77	Holiday Cheer
Brite Lites	8		2	1	16	Concert
Title V Participants	2	2			794	(About \$7,940 payroll from NAPCA)
Brite Lites	12	12	3.5	1	42	Holiday Cheer
Brite Lites	10		2	1	20	Gala
Brite Lites	7		2	1	14	Walk
Corporate Volunteers						
Viacomm	2	2	6	1	12	Viacommunity Day (May 20)
Armanino	14	14	6	1	84	Armanino Great Give Day, May 26
Committees						
Board of Directors	21	21	2	10	420	
Development Committee	14	1	1.5	6	126	
Marketing Committee	6	2	2	3	36	
Governance	5		1.5	6	45	
Finance	8		1.5	3	132	
Audit	5	2	1.5	3	22.5	
Strategic Planning	6		1.5	3	27	

FY 15/16 Volunteer Hours Donated

Programs	5		1.5	4	30	
Risk Management	5		2	2	20	
Investment	3		1.5	3	13.5	
Major Gifts	3	3	2	5	30	
Walk	2	2	1	8	16	
Gala	6	6	9	2	108	
Concert	4		1.5	12	72	
Everyday Heroes						
Agency-wide Support	31	31			1,756	Administrative/Program
Concert	7	7		1	32	
Gala	14	14		1	74	
Walk	21	21		1	120	
Parents/Siblings	5	5	4	1	20	Advocacy
Fundraising Auction Volunteers	2	2			260	Event Baskets
Total	502	397			6702.5	
FY 2014/15 Comparison	455	251			6410	