



SAN ANGELO
AREA FOUNDATION

**ANNUAL
REPORT
2017**

LETTER TO THE COMMUNITY

The San Angelo Area Foundation celebrates 15 years of commitment to working with donors, serving as a community convener, and assisting nonprofits and community partners to inspire ideas, ignite action, and build a legacy of philanthropy in the Concho Valley. This annual update demonstrates accomplishments by the Foundation in 2017 with the support of many of you who seek to create permanent and growing sources of charitable support for the Concho Valley's many great philanthropies.

We are blessed to work with donors from all walks of life, representing diverse interests, passions, and reasons for giving. During 2017, the Foundation received more than \$9 million in donations, witnessed the creation of 19 new funds, and granted more than \$7 million to charitable causes throughout our community, all allowing the Foundation to respond to immediate needs while anticipating future challenges.

Building the spirit of philanthropy with donors that love the Concho Valley, the Foundation hosted its third annual **San Angelo Gives** day in May 2017. The record-setting 24-hour event raised more than \$1.4 million for local nonprofits. Bringing together donors of all giving levels, **San Angelo Gives** offers supporters the opportunity to join the collective effort of improving the long-term outlook of our community by supporting the many organizations that provide needed services and tackle difficult challenges in our area. Along with direct donations to the nonprofits, additional monies raised included "amplification dollars," which were added pro-rata to each participating organization, making each gift greater! Organizations also had the opportunity to win cash prizes for their cause. Please mark May 1, 2018, on your calendar for our next **San Angelo Gives**, and join thousands as we rally around the shared vision for a greater Concho Valley.

Our role within the community is unique and designed to exist in perpetuity, so while community needs may change over time, our commitment allows donors to support their current passions while ensuring these charitable legacies provide for the future. The continued generosity of donors, coupled with prudent stewardship and investments, provided for the Foundation ending 2017 with more than \$140 million in assets. On behalf of the board of the Foundation, we thank each of you who have generously given, and we hope that you will continue to work with us in building a legacy of philanthropy.

Yours truly,



Susan Brooks
Board Chair



Matt Lewis
President & CEO

THE POWER OF DONORS

The San Angelo Area Foundation works with donors representing diverse interests, passions, and reasons for giving. We consider it a privilege and our responsibility to help donors develop personalized, custom-fit plans that honor charities they consider important.

When creating a fund at the Foundation, donors have the ability to choose how visible their giving is in the community and can focus on an array of needs or a specific issue or organization.

Here are just a few funds created by donors who desire to remain anonymous and also seek to create a permanent and growing source of charitable support.

- Friendship Fund
- Heartful Helping Hands Fund
- Shangri-La Charitable Fund
- St. Thomas Aquinas Endowment
- Honey Charitable Fund
- HAMSTIR Fund
- Danapati Fund
- Animal Care Fund
- Community Youth Fund
- Helping Neighbors Community Fund
- Senior Care Fund

“The Foundation has made it easy for us to give, handling the administration of the grants we recommend from our anonymous fund to charity. Over time, our fund grows from investment gains, making our gifts more impactful.”

–Anonymous Donor

“As a philanthropic partner, SAAF has helped us execute our giving goals and allowed us to support causes we love and that inspire us to give while offering the benefit of anonymity. Working together ensures that our charitable causes will benefit now and for years to come.”

–Anonymous Donor



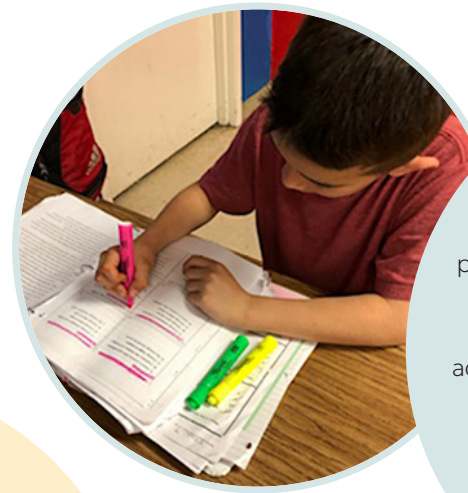
To learn more about the many fund options available, please contact us at the Foundation.



Healthy Families can provide one-on-one support to young mothers and fathers through an intensive, long-term home visitation program that supports adolescents as they step into their new role as parents and transition into adulthood.



The ARC of San Angelo provides support for the developmentally disabled populations through the **Guardianship Alliance** program. The ARC Certified Guardians help protect, promote, and preserve the rights of people with disabilities due to development, injury, or aging. Elder orphans are largely ignored, and the Guardianship Alliance program provides needed support to ensure fairness, dignity, and respect during this stage of their life.



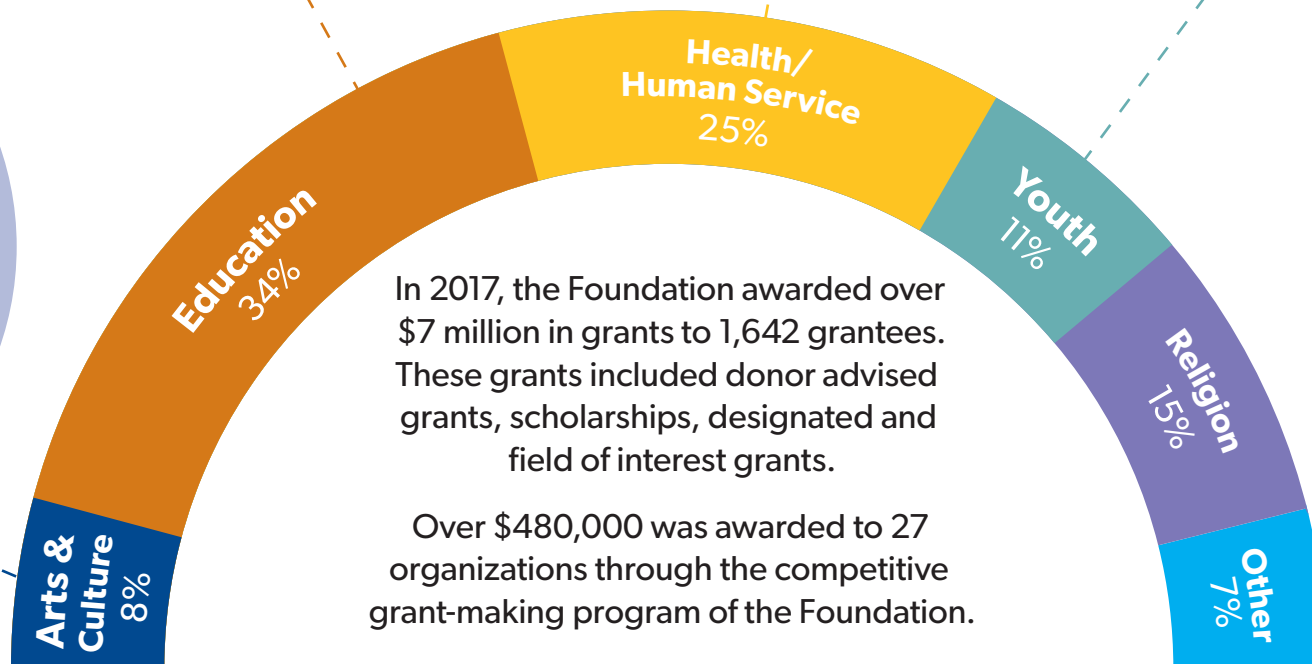
The Boys and Girls Club of San Angelo can ensure student success with their **Be Great: Graduate** dropout prevention program designed to enhance engagement with learning by providing consistent support from caring, trusted adults to develop the academic, emotional, and social skills necessary to achieve academic success. Mentoring students ages 6-18, Be Great: Graduate drives academic success ensuring members achieve their greatest futures.



The San Angelo Museum of Fine Arts offers the senior population in our community the opportunity to achieve a richer quality of life through the **En Plein Air Exhibition**. Attracting leading artists from across the nation, these artists bring interactive art to seniors by roaming beyond the boundaries of an isolated studio and inviting individuals to watch, meet, and interact with the artist. This type of artistic engagement proves beneficial to an aging population and can plant the seed for artistic growth.



Ballinger EMS ensures patient safety during emergency response and ambulance transports with the addition of a hydraulic stretcher. Providing prompt, excellent ambulance and emergency medical assistance is a priority in a rural county, and these additions allow responders to provide the highest level of healthcare possible.



WHAT A SAAF GRANT CAN DO

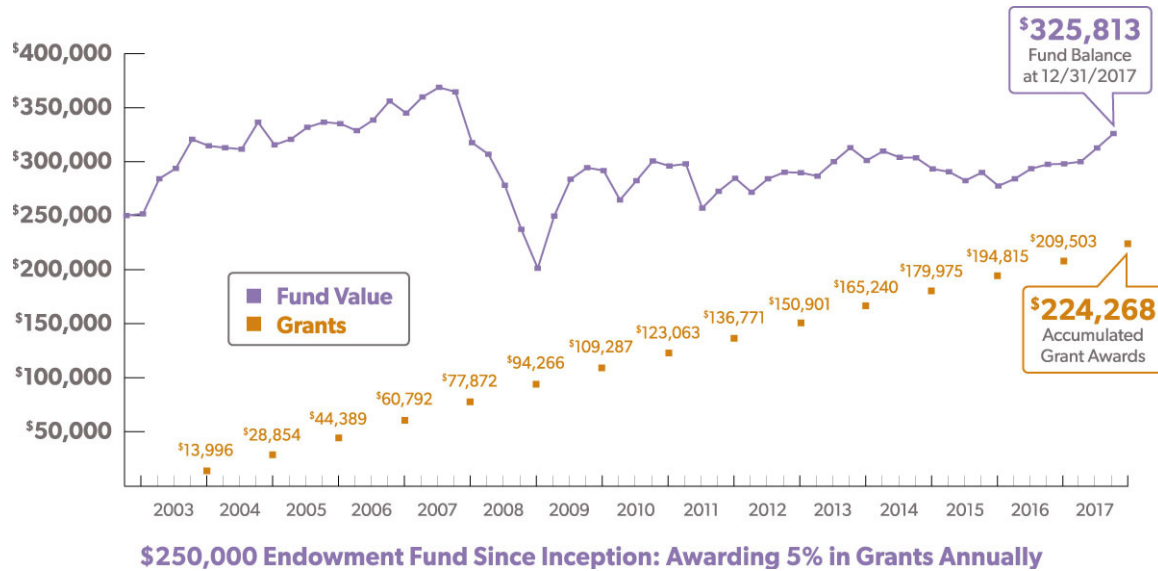
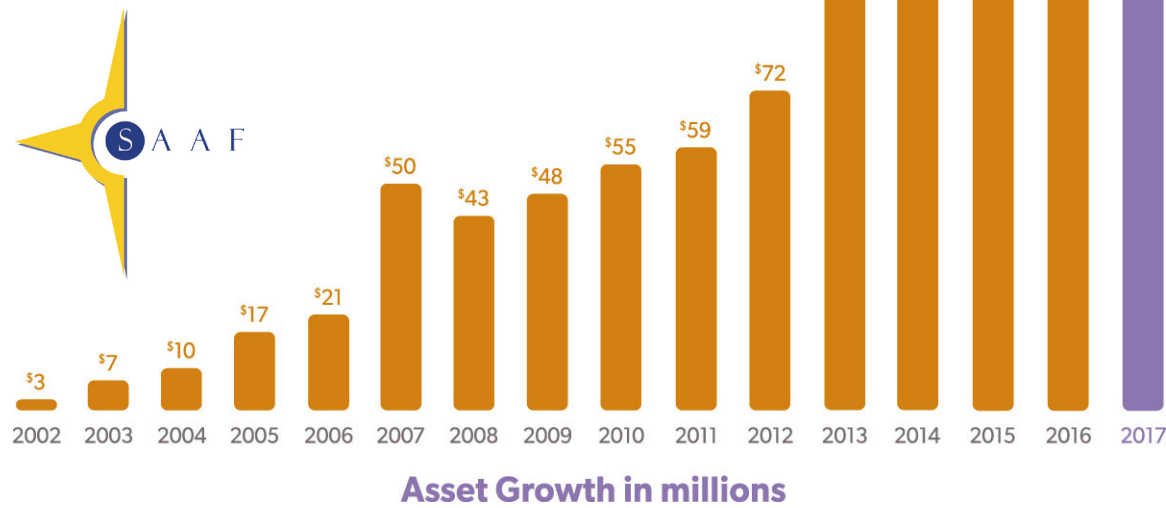
To learn more about competitive grants and scholarships, visit www.saafound.org

OUR LONG TERM INVESTMENT PHILOSOPHY

The San Angelo Area Foundation exists to provide perpetual income for endowments that benefit charities and philanthropic desires in the Concho Valley. Active investment management of funds is the best practice to accomplish this mission.

Our investment strategy permits us to distribute 5% annually in grants. This allows funds to increase in value during positive times and protects the value of the investment against inflation and market challenges.

The Foundation's board of directors and its investment committee work closely with our investment consultants to ensure we are positioned to achieve the goals of making distributions, while growing the principal and ensuring the perpetual nature of our funds.



The graph above illustrates the benefit of creating an endowment at the San Angelo Area Foundation. In this example, the fund value starts with \$250,000 using the Foundation's investment portfolio and cumulative grant awards of 5% each year since 2003.

FINANCIAL HIGHLIGHTS – AS OF DECEMBER 31, 2017

	2017	2016
ASSETS		
Cash and cash equivalents	4,130,867	2,191,354
Contributions receivable	350,000	-
Investments at market	134,144,541	113,846,272
Fixed assets at cost, net of accumulated depreciation	2,916,211	2,967,169
Beneficial interest in charitable remainder trust	7,920,714	6,796,585
Oil & Gas interests	71,105	76,237
Other assets	289,789	289,749
Total Assets	149,823,227	126,167,366
LIABILITIES		
Accounts & Grants Payable	46,708	6,335
Present value of split interest trusts	1,756,837	1,711,030
Deferred compensation	98,524	65,480
Funds held as agency endowments	36,879,134	29,493,616
Total Liabilities	38,781,203	31,276,461
NET ASSETS		
Unrestricted	2,259,011	1,897,671
Temporarily restricted	108,783,013	86,196,649
Total Net Assets	111,042,024	88,094,320
Total Liabilities & Net Assets	149,823,227	119,370,781

SUMMARIZED STATEMENT OF ACTIVITIES (NET OF AGENCY FUNDS)

	2017	2016
REVENUES, GAINS AND OTHER SUPPORT		
Contributions	9,154,681	9,887,077
Investment Income	2,433,871	2,547,699
Net realized/unrealized gains on investments	11,664,985	5,481,088
Total Revenue, Gains and Other Support	23,253,537	17,915,864
GRANTS AND EXPENSES		
Grants, distributions and fund expenses	7,043,955	5,495,883
Investment expenses	164,337	147,111
Management and general expenses	885,274	825,966
Fundraising expenses	85,710	82,042
Total Grants and Expenses	8,179,276	6,551,002
Change in value of split interest agreements	1,076,898	2,780,615
CHANGE IN NET ASSETS	16,151,159	14,145,477
Prior period adjustment for split interest trust	-	3,970,212
NET ASSETS AT BEGINNING OF YEAR	94,890,905	80,745,428
NET ASSETS, END OF YEAR	111,042,064	94,890,905

The financial information on this page has been summarized by management from the audited financial statements of the San Angelo Area Foundation. SAAF financial statements are audited annually by Condley and Company, LLP, of Abilene, Texas an independent public accounting firm. Copies of the audit are available upon request from the Foundation office.



San Angelo Gives is a day of giving to celebrate the nonprofits in our community, an opportunity to raise thousands of dollars, and a way to recognize the impact we can make in our community when we join together.

Mark your calendar to help make **San Angelo Gives** another huge success in 2018. Join thousands in our community; give online to your favorite causes on May 1st!

Visit sanangelogives.org to learn more.

VISION

San Angelo Area Foundation exists to make philanthropic giving in San Angelo and the surrounding area easier and more efficient.

MISSION

The mission of the San Angelo Area Foundation is to build a legacy of philanthropy by attracting and prudently managing endowment funds that match donor interests with community needs.

BOARD OF DIRECTORS

Susan Brooks, Board Chair
Carmen Symes Dusek, Vice-Chair
Fred Hernandez, Secretary/
Treasurer
Jeff McCormick, Past Chairman
Jon Bailey
Jeffrey Bozeman
Jay Boyd

Jason Cox
James Huffman
Brady Johnson
Jim Raymond
Jane Richardson
Patrick Shannon
Gayla Thornton
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Matt Lewis, President & CEO
Brienne Killam, VP of Finance
Rebecca Reyes Stokes, VP of Programs
Janet Karcher, VP of Development &
Marketing
Katie Reed, Program Associate
Thessalonia Samarripa, Administrative
Assistant

221 S. Irving, San Angelo, TX 76903
Phone (325) 947-7071 • Fax (325) 947-7322 • www.saafound.org