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Philanthropic Collaboration Nearly Triples Santikos Gift

NOTE: Interviews are available with key leaders who can talk about how collaboration resulted in growing a \$3 million gift to nearly \$9 million, for 14 deserving nonprofits.

Relevance to your audience:

- Local philanthropist Harvey E. Najim is rallying collaborative giving to meet the needs of the community. Find out how Najim, through his charitable fund managed by the San Antonio Area Foundation, spearheaded a process that resulted in a \$3.5 million gift from his donor advised fund to 7 different organizations.
- Learn how individuals are making a financial difference in this community through their charitable funds at the San Antonio Area Foundation.

SAN ANTONIO (Aug. 30, 2018) – Harvey E. Najim watched as the announcement was made about the recent John L. Santikos Capital Naming Rights gift. He was happy for the six nonprofits who received the \$3 million gift but felt compassion for the other deserving nonprofits who did not. That’s when the revered community philanthropist picked up the phone and called the San Antonio Area Foundation. Now, many of these nonprofits will also receive the financial resources they need to continue providing valuable services to our community.

Najim, who has a donor-advised fund at the Area Foundation, was interested in amplifying the giving process. Knowing the Area Foundation’s core competency is understanding the intricate needs of the nonprofit ecosystem, he asked to identify nonprofits from the list making a positive impact on children’s lives. His gift has exceeded what the John L. Santikos Charitable Foundation recently granted in capital gifts.

“I asked the Area Foundation for applicants to their grant process who represented unmet needs for children and youth in our community,” said Najim. “I wanted to take strong business practices and apply them to philanthropy by identifying how my fund could collaboratively magnify the impact made. As a result, I was able to provide \$3.5 million in funding to an

additional seven nonprofits, without any extra work on the part of the nonprofits involved,” Najim shared.

Another philanthropic entity joined the mix. The Valero Energy Foundation (VEF) provided a \$2 million gift to another deserving nonprofit from the capital naming rights process. In total, \$8.5 million is being awarded to 14 nonprofits.

“We’ve created an intentional strategy to inform our fund advisors like Harvey of unmet needs and how they can magnify their giving,” said Becca Brune, president and chief operating officer for the San Antonio Area Foundation. “The strategic effort to share our knowledge of the nonprofit ecosystem just resulted in our original \$3 million in capital funding being nearly tripled by Harvey Najim and the Valero Energy Foundation,” Brune added.

So how can a community foundation amplify and create collaborative grant-making? The capital naming rights process is one example. The process started earlier in 2018 and yielded 122 nonprofit applications. Area Foundation staff vetted all applicants to create a pool of 25 semi-finalists. The 25 semi-finalists were then reviewed by a volunteer community advisory council comprised of local leaders. It’s from that pool of 25 semi-finalists that six nonprofits were awarded \$3 million in funding. Valero Energy Foundation and Harvey Najim increased that giving by another \$5.5 million to eight nonprofits, bringing the total to \$8.5 million to 14 nonprofits.

Below is the list of nonprofits receiving capital naming rights gifts from this collaboration.

Grant Award	Funding Source*	Nonprofit	Project Description
\$500,000	John L. Santikos Charitable Foundation	Boys & Girls Clubs of San Antonio (BGCSA)	This project will transform an underutilized baseball field and open field next to BGCSA’s Eastside Clubhouse into a state-of-the-art youth development park for San Antonio’s Eastside.
\$500,000	John L. Santikos Charitable Foundation	Hill Country Daily Bread	Hill Country Daily Bread is providing the facilities and organizational infrastructure necessary to provide Mentored Services for families, individuals and at-risk youth in Boerne and the surrounding area. A primary component of the campaign is an 8,000 square foot Training Center with Commercial Kitchen, which will be available year-round.
\$500,000	John L. Santikos Charitable Foundation	San Antonio Botanical Garden Society	Art in the Garden brings together the public, artists, art lovers and art supporters for annual extended exhibitions by local, regional and national contemporary sculpture artists. The focal point of the Garden’s new Event Lawn will

			be the John L. Santikos eight-foot high cascading Fountain of the Ferns.
\$500,000	John L. Santikos Charitable Foundation	San Antonio College / Scobee Education Center	San Antonio College hosts one of Texas' three Challenger Centers in the Scobee Education Center. The Scobee provides the John L. Santikos Micronauts program, one of the nation's first "cradle-to-college" STEM pathways.
\$250,000	John L. Santikos Charitable Foundation	San Antonio Foundation for Excellence in Education/ CAST Tech	CAST Tech is the first in a CAST network of schools that will be a national model for a new way to educate youth as well as a training ground for San Antonio teachers and principals. The gift will go toward renovating a second, unused vocational building to house juniors and seniors next fall.
\$750,000	John L. Santikos Charitable Foundation	Texas Public Radio	Texas Public Radio (TPR) is in the process of securing a new four-story headquarters at the historic Alameda Theatre.
\$500,000	Harvey E. Najim Charitable Fund	Christian Assistance Ministry (CAM)	CAM will renovate and repair their downtown warehouse. HVAC system, installing insulation on the ceiling, and replacing the roof which would make it a vast resource for year-round work for a team of 200 retired volunteers and 500 plus weekend volunteers.
\$400,000	Harvey E. Najim Charitable Fund	The Ecumenical Center	With funding, the Ecumenical Center will build a 2,000 square foot Children's Therapeutic Arts addition to the existing children's wing. The addition will include: two to four children's counseling offices, large rooms for group counseling, and necessary space for children's therapeutic arts and psychotherapy.
\$500,000	Harvey E. Najim Charitable Fund	Mission Road Developmental Center	A new children's cottage will be created to replace the oldest campus residential home and deploy a family home model versus the current nursing home model. Other campus homes are designed like a traditional family home, with bedrooms off a common hallway and shared bathrooms, kitchen, dining room, and living room.
\$500,000	Harvey E. Najim Charitable Fund	Project Mend	A new headquarters, complete with training area, and repair center will also combine program staff and warehouse staff in one facility. For the first time in years, customers will be able to tell their case workers about their

			needs, fill out the needed paperwork and receive their equipment all in the same place, often in the same day.
\$500,000	Harvey E. Najim Charitable Fund	Rise Recovery	Rise Recovery will be building a new 22,200 square foot campus that provides room to expand their programs, increase participant amenities, and improve organizational efficiency. This project will include the naming rights for the Youth Activity Center which will allow additional areas that will foster connection, creativity and collaboration.
\$600,000	Harvey E. Najim Charitable Fund	Roy Maas Youth Alternatives	With funding, a 3,900 square foot home to serve children between the ages of 6-17 will be created, specializing in children that other facilities are unable to accept because of their high level of care. This will allow separate spaces for teenagers from the younger girls.
\$500,000	Harvey E. Najim Charitable Fund	St. Jude's Ranch for Children (SJRC)	SJRC strives to make each child's stay as "homelike" as possible. The Bulverde Campus is set up with individual residential homes, each with shared spaces within. With funding, SJRC will be completely remodel and renovate the largest existing home, on the Bulverde Campus, which will increase the number of beds available for girls between the ages of 13-18.
\$2,000,000	Valero Energy Foundation	Healy-Murphy	Funds will support the construction of a new Child Development Center in the heart of San Antonio's historic Eastside that will be an educational model for the San Antonio region, helping to move the needle in the community's high-priority efforts to strengthen families and improve education and health outcomes for all children.

**Nonprofits funded by the John L. Santikos Charitable Foundation were previously announced in August. The additional nonprofits listed are entirely newly funded because of this collaborative funding strategy.*

Harvey Najim's fund is part of a cadre of fund advisors who granted more than \$22 million in 2017 and represent 190 of the 500 funds under management at the Area Foundation. To learn more or join our funding strategies, visit saafdn.org.

The San Antonio Area Foundation has served as the sole, designated community foundation for the San Antonio area for over half a century, growing to become one of the Top 20 foundations in the nation based on asset size. The Area Foundation helps donors achieve their charitable goals, managing more than 500 charitable funds approaching \$1 billion in assets. Coordinating efforts with numerous area nonprofits, the Area Foundation serves as a collaborative leader, connecting donors to address key community issues and investing in our future. Since 1964, over \$400 million for scholarships and grants have been awarded to enhance the quality of life in our region. Learn more about your community foundation at saafdn.org.