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- Board Meeting Commences**
- 4:00**      **1. Call to Order**
  - 4:05**      **2. Prayer**
  - 4:10**      **3. Approval of Minutes for October Meeting (signature required)**
  - 4:15**      **4. Update on property**
  - 4:45**      **5. Safety Manual – final draft**
  - 5:00**      **6. Questions on reports and committees:**
    - a. Development**
    - b. Financials**
    - c. Dashboard (new Flash Report)**
    - d. Follow Up Items**
    - e. Nominating**
  - 5:45**      **7. New/Old Business**
    - a. Woodforest Signature Card**
  - 8. Committee Meetings**
  - 9. Closing Prayer**

**Calendar**

December Christmas Party	Dec 14/21??	6:00
January Board Retreat	Jan 20, 2018	all day

**October 19, 2017**

4:00 – 6:30 pm

**Meeting Place:** Newfield Conference Room  
4 Waterway Ct.  
Spring, TX 77380

**Attendance:** BOARD MEMBERS – Connie Goers , Denny McGuire, Nancy Kosh, Patrick Flaherty, Martin Evans, Jimmy Dotson, Todd Bryant, Gary Packer, Mike Maher, STAFF – MG Tindall, Sheila Greaver, Tommy Middleton, Michelle Bellaire, Kali Moxley ON PHONE: Bob Marlowe, Kathy

Absent: Peggy Boyce, Nel Somarriba, Chris Osborne, Joey Vest

**4:05 pm Call to Order/Opening Prayer** – Denny McGuire

**4:06 Prayer** – Patrick Flaherty

**4:08 PM Approval of August Meeting Minutes: Patrick Flaherty – motion, Jimmie Dotson – second – approved**

**4:10 PM Gala Recap – MG Tindall**

- MG went over the Fun Facts handout – highlighting important points
- 49 tables – 100% participated
- 75% of the bidders participated
- 21 tables had 100% participation by its guests
- Gala brought in \$447,057
- \$2000 raised by the Texas Art for the Hurricane Victims in the neighborhood
- September 29, 2018 – next year’s gala

**4:20 PM Property Update – Connie Goers**

- Connie went over the handout she prepared on potential locations/ their pros and cons
- Woodforest property – concern with flooding – do we want to move to another property that floods – will we be in the same position we are in now - still no decision on restrictions being removed or approved – may not happen until November at the earliest
- Conroe property – 1.65 million – rural area – 2 mile county road – not in flood plain – longer distance
- Foxcroft - Gary and Patrick met with Mike Seader - could potentially purchase for \$2.2 million, close in 60 days – property was dry after Hurricane Harvey – possibility of keeping up the boarding business to cover some of the costs until we can get all of the funds raised – Gary is going to look into IMPACT loan (from a 501c3 to another 501c3) – MG to follow up with who purchased the 5 acres in front of the property – and verify how much Foxcroft takes in with the boarding – discussed the possibility of donor financing - finance committee to come up with initial offer, possibly \$2.1 million and negotiate terms

- Motion – Denny McGuire – How Do We Go After Foxcroft? – Come up with a financial plan, potential donors, financing possibilities, meet with Ray at Woodforest Bank to find out what we need in order to get funding; Patrick Flaherty – first, Jimmie Dotson – second, motion approved

#### **5:30 PM Safety Manual Update – Tommy Middleton**

- Discussion of Guns on Property
- Conceal carry – guns locked in car – cannot restrict this – TX Law
- Should some staff be trained/carry should a situation arise – overwhelming no
- Tommy suggested checking with attorneys regarding laws – Inspiration Ranch is not the same as a school/government building – can/can't follow same procedures as high schools
- Tommy will redraft Gun Policy – final draft next week

#### **5:40 PM Education Series – New Website – Kali Moxley**

- Presentation of the new website – will be released next week – great job Kali!

#### **5:45 PM Questions on reports and committees – MG Tindall/Sheila**

- Gary had questions on Sheila's report – still not seeing what he would like as far as yearly comparisons – how do we know how we are doing – nothing to compare it with – pace of which we are applying in relation to last year – he and MG will meet to discuss how to improve this
- Denny would like to see red/yellow/green on spreadsheets
- MG presented the board a slideshow of her trip to the Ukraine/Belarus – talked about the wonderful things they are doing at Green Ranch to help the children in the orphanages – Inspiration Ranch may host an instructor from there so that he/she can get PATH certified – great experience

#### **5:55 PM New/Old Business**

- Christmas Party – December 14 – Connie Goers will host at her home

#### **6:00 PM Committee Meetings**

#### **6:25 PM Closing Prayer – Todd Bryant**

*Minutes respectively written and distributed by Michelle Bellaire, Executive Assistant, email: michelle@inspirationranch.org*

**Board Approval** \_\_\_\_\_

# Monthly Development Update

Board Update - November 16, 2017

## Save the Dates

- 1** Christmas in The Woods  
 December 1, 2017  
 EDIT Design Showroom  
 61 Carlton Woods Drive  
 The Woodlands, TX 77382
- 2** TWHS Improv Night  
 April 13, 2018
- 3** Breakfast with Champions  
 May 3, 2018  
 Insperity Invitational
- 4** Denim & Diamonds Gala  
 September 29, 2018  
 10th Annual Gala / Marriott

## Community Connections

VillaSport Wine Walk Event  
 September 30th  
 \$1,760 Donation Collected

## Visibility

Insperity Invitational  
 May 2018  
 Must have Volunteer and Board Involvement  
 in order for us to apply for PGA Grant.  
 Moved ask from 2017 to 2018 to increase  
 involvement before able to apply.

TD Industries  
 New Relationship.  
 We will be their  
 1st Quarter Charity Partner in 2018

## Tours Year-To-Date

Individuals Tours 47 / Touring Visitors 105

	# of Tours	# of People		# of Tours	# of People		# of Tours	# of People
January	1	1	May	8	14	September	6	13
February	6	21	June	6	14	October	6	9
March	2	2	July	3	9	November	7	19
April	2	3	August	no lessons		December		

## Grants Completed & Submitted

Equus Foundation	Submersible Aeration Pond Pump	Denied \$ 5,000 / NEW
Independent Bank	Letter of Inquiry	Denied Letter / NEW
Junior League of The Woodlands, Inc.	5 Horse Trailer	Denied \$10,000
Johanna A. Favrot Fund	Open Submission	Denied \$10,000 / NEW
Entergy	EGALA Certification Fees	Denied \$ 4,500
United Way of Greater Houston	Mobility Lift	AWARDED - \$10,000 /NEW
Herzstein Charitable Foundation	Without Limits Scholarship	AWARDED \$ 5,000
Roger Clemens Foundation	Without Limits Scholarship	AWARDED - \$14,040/NEW
Hamman Foundation	Without Limits Scholarship	AWARDED - \$10,000
Woodforest Charitable Foundation	Unrestricted	AWARDED - \$ 5,000
Montgomery County Community Foundation	PATH Conf. Fees	AWARDED - \$ 5,000
Wells Fargo Bank	Gala Funding	AWARDED - \$10,000
United Way of Greater Houston	Unrestricted Funding for 2 Years	\$53,000 - Pending
Spindletop Charities	Horse Show Fees	\$10,000 - Pending / NEW
Cameron Foundation	Unrestricted Funds	\$10,000 - Pending / NEW
AL of Montgomery County	Unrestricted	\$10,000 - Pending
Strake Foundation	Open Submission	\$20,000 - Pending / NEW
The Newfield Foundation	LPC Salary	\$48,000 - Pending
Modern Woodman Fraternal Financial	End of Year Funding	\$10,000 - Pending
Houston Texans/BHP Community	Quarterback Award General Funding	\$50,000 - Pending / NEW

## Not A Fit / Changed / Redirected to 2018

Simmons Foundation	Better Fit in 1st Quarter 2018	ASK: \$25,000 / NEW
Wells Fargo Foundation	Conflict with Gala Ask	ASK: \$40,000
The Lyons Foundation	Out of Funding	ASK: \$ 8,000 / NEW
The Cockrell Foundation	Mailed / Can Not Locate	ASK: \$15,000 / NEW
Union Pacific Foundation	Changed Date to April 2018	ASK: \$ 5,000 / NEW

## Flood Relief Grants

PATH International	Max Awarded \$2,700	\$1,725 - Awarded
Equus Foundation		\$1,000 - Awarded
Luitpold Animal Health	Personal visit per President	Expressed High Interest to Help

## Grant Goals

<b>Awarded</b>	<b>Denied</b>	<b>Pending</b>	<b>Redirected</b>	<b>Yet to Be Submitted</b>
\$59,040 (7)	\$29,500 (5)	\$211,000 (8)	\$93,000 (5)	\$0

**PANTHER CREEK INSPIRATION RANCH**

**Oct-17**

	P&L Budget vs Actual October ----->				P&L Budget vs Actual YTD ----->				2017 Budget ----->		Previous Year Comparison ----->			
	OCT 2017 Actual	OCT Budget	Budget Variance \$	Budget Variance %	JAN-OCT ACTUAL 2017	JAN-OCT Budget	Budget Variance \$	Budget Variance %	YEAR 2017 Budget	2017 PROJ based on actuals	JAN-OCT 2017	JAN-OCT 2016	Variance \$	Variance %
<b>INCOME</b>														
Fundraising/Donations	28,979	20,450	8,529	142%	96,745	154,970	(58,225)	62%	194,170		96,745	280,379	(183,634)	-65%
Special Events Income	259,533	220,000	39,533	118%	507,193	578,717	(71,524)	88%	600,717		507,193	471,457	35,736	8%
Foundations/Trust Grants	1,000	1,563	(563)	64%	88,040	161,874	(73,834)	54%	200,000		88,040	95,425	(7,385)	-8%
Program Fees	2,855	6,000	(3,145)	48%	50,005	45,000	5,005	111%	61,500		50,005	30,180	19,825	66%
Other Revenue					0	5,000	(5,000)	0%	16,000					
<b>TOTAL INCOME</b>	<b>292,442</b>	<b>248,013</b>	<b>44,429</b>	<b>118%</b>	<b>742,380</b>	<b>945,561</b>	<b>(203,181)</b>	<b>79%</b>	<b>1,072,387</b>	<b>890,856</b> <i>83%</i>	<b>742,380</b>	<b>877,441</b>	<b>(135,060)</b>	<b>-15%</b>
<b>EXPENSES</b>														
Special Events	63,941	8,300	55,641	770%	92,628	72,100	20,528	128%	72,100		92,628	72,078	20,550	29%
Salary/Benefits	62,753	56,250	6,503	112%	565,282	547,570	17,712	103%	660,320		565,282	476,399	88,883	19%
Office Expense	6,953	5,519	1,434	126%	90,747	91,261	(514)	99%	113,629		90,747	77,862	12,886	17%
Travel, Meals & Ent	454	430	24	106%	6,601	5,100	1,501	129%	6,360		6,601	8,089	(1,488)	-18%
Horse Expense	4,342	6,405	(2,063)	68%	71,932	73,490	(1,558)	98%	87,630		71,932	73,041	(1,109)	-2%
Learning supplies	358	0	358		4,980	10,000	(5,020)	50%	10,700		4,980	11,077	(6,097)	-55%
Property & Facility Maint	11,922	8,140	3,782	146%	62,500	65,550	(3,050)	95%	75,830		62,500	91,760	(29,260)	-32%
Fixed Asset Purchase												22,541	(22,541)	-100%
<b>TOTAL EXPENSES</b>	<b>150,724</b>	<b>85,044</b>	<b>65,680</b>	<b>177%</b>	<b>894,671</b>	<b>865,071</b>	<b>29,600</b>	<b>103%</b>	<b>1,026,569</b>	<b>1,073,605</b> <i>105%</i>	<b>894,671</b>	<b>833,744</b>	<b>60,927</b>	<b>7%</b>
Interest Expense	216	254	(38)		14,431	2,540	11,891		3,048		2,292	2,598	(306)	
Other Expenses					2,292				42,652		14,431	13,424	1,007	
<b>TOTAL OTHER EXPENSES</b>	<b>216</b>	<b>254</b>	<b>(38)</b>		<b>16,723</b>	<b>2,540</b>	<b>14,183</b>		<b>45,700</b>		<b>16,723</b>	<b>16,021</b>	<b>701</b>	
Net other Income	(216)	(254)	38		(16,643)	(2,540)	(14,103)		(3,048)	(19,972)	(16,643)	(16,021)	(622)	
<b>NET INCOME</b>	<b>141,718</b>	<b>162,715</b>	<b>(21,213)</b>	<b>87%</b>	<b>(168,934)</b>	<b>77,950</b>	<b>(246,884)</b>	<b>-217%</b>	<b>118</b>	<b>(202,721)</b>	<b>(168,934)</b>	<b>27,675</b>	<b>(196,609)</b>	<b>-710%</b>

<b>BALANCE SHEET</b>	<b>12/31/16</b>	<b>05/31/17</b>	<b>06/30/17</b>	<b>07/31/17</b>	<b>08/31/17</b>	<b>09/30/17</b>	<b>10/31/17</b>
Bank Accounts	\$551,305	\$274,767	\$345,731	\$334,800	\$276,039.79	\$253,783.31	\$389,488
Accounts/Pledge/Grants R	\$149,847	\$103,970	\$105,379	\$99,854	\$94,080.50	\$17,835.50	\$85,710
Other Current Assets	\$17,267	\$17,953	\$17,123	\$28	\$27.73	\$27.77	\$28
<b>Total Current Assets</b>	<b>\$718,419</b>	<b>\$396,690</b>	<b>\$468,233</b>	<b>\$434,681</b>	<b>\$370,148.02</b>	<b>\$271,646.58</b>	<b>\$475,225</b>

**Observation(s):**

Per Budget vs Actual YTD, income falls short by 20% and expenses are 3% above budget.

Special events, programs have performed higher than 2017 budgeted figures and 2016. Fundraising and Donations needs improvement compared to this year's budget and last year's performance.

Fundraising/Donations and Trust/Grants are under 2017's budget, as well as previous year overall income. Keep in mind 2016 income included flood monies.

Special Events: \$31,000 due from gala plus Christmas in The Woods yet to come

Net income is negative.

Balance Sheet's total current asset is higher, at \$475k.



## INSPIRATION RANCH DASHBOARD

1. Program and Impact	Current	YR. End Goal
TR Clients	61	70
EAL Clients	19	25
GRAND TOTAL	80	95
Scholarships	19	n/a
Shows Attended	3	4
Days Closed (weather)	1.5	n/a

2. Volunteers	Current	YTD	Goals
Trained*	15	105	
Connected*	14	65	
% Connected	93%	62%	70%
Volunteer Hours	496	8922	
Volunteer Value @ 24.66/hr.	\$12,231	\$220,014	
Total Volunteers engaged	163		150

\*only includes TR volunteers

3. Board of Directors	Target	Current	Last Year
Attendance at Meetings	??	62%	66%
Attendance at Events	??	48%	
# of Members	??	12	21 - 19
Giving	100%	84%	100%
CEO Performance completed			

### 6. Follow Up Items

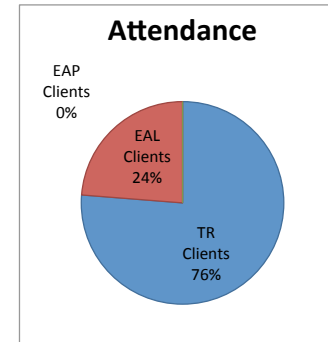
- a.) Safety Manual delivered
- b.) List of current policies and charters
- c.) EFL Goals for 2018
- d.) Fixed Asset Audit
- e.) PATH Annual Update
- g.) Governance committee to look deeper at board assessment
- h.) Development Status Report
- i.) Final draft of Safety Manual with new gun policy

4. Wait List	
Wait List	38
Assessments	3
Scheduled Assessments	2
Autism	16
CP	3
Downs	4
ADHD	6
Anxiety/Depression	6
Speech or Vision	6
Developmental Delays	2
Other	8
Male / Female	25/13
Age 2 - 7	14
Age 8 - 12	15
Age 13 - 18	6
Age 19 and up	3

5. Human Resources	Current	Goal
Performance evaluations completed		100%
Incident Reports		
Near Miss Reports		
Staff numbers FT/PT	9F/4P	9F/12P
Instructors FT/PT	5FT	4F/6P
Horses	15	15

### Due Date

Aug-17	Delivered
Aug-17	Delivered
Dec-17	
Oct-17	delayed
Oct-17	delayed
Nov-17	11/22/17
Nov-17	



## Board of Directors Prospect List

PCI Board as of Aug 2017	Joined	Re-election	Last Year	Candidates/Prospect
1 Mike Maher (Secretary)	2012	2015	2018	Estel McLaughlin - WFNB
2 Peggy Boyce	2012	2015	2018	Steve Barry - Waste Connections
3 Denny McGuire (Chairman)	2013	2016	2019	Amanda Trapp - Stibbs (Legal)
4 Gary Packer (Vice Chairman)	2013	2016	2019	Jay Knighton (Legal)
5 Connie Goers	2013	2016	2019	Virgil Yoakum - Grand Central Park
6 Chris Osborne	2013	2016	2019	Marty Garza
7 Todd Bryant	2014	2017	2020	Robert Anderson
8 Martin Evans	2015	2018	2021	George Lindall/Kristie Merrimar (six months out)
9 Nel Somarriba	2015	2018	2021	Gene Darnell - CFO Dean & Draper
10 Patrick Flaherty	2016	2019	2022	Roger Taylor - Wealth advisors
11 Jimmie Dotson	2016	2019	2022	Edgar Sanchez - GUNITE (Hispanic)
12 Nancy Kosh	2016	2019	2022	Michelle Little- Waste Connections
13 Dickie (Joey) Vest	2016	2019	2022	
14				<b>Mindy Harmon, Photographer</b>
15				Past JL Board Member
16				Very Philanthropic / Extremely well connected in The Woodlands
17				Christian
18				
19				<b>Natalie Saikowski Goertz</b>
20				Co-Owner, Mr. Rooter Plumbing
21				Very Philanthropic / connected in The Woodlands & Conroe Chamber
22				Christian
23				
24				<b>Jenny Taylor</b>
				General Manager, Market Street
				Very well connected
				Christian
				<b>Elijah White</b>
				ExxonMobil
				<b>Melissa Earl Young</b>
				Corporate Incentives
				713-299-1195
<b>Advisory Board</b>				
1 Bob Marlowe (Chairman)	2017			
2 Bob Zincke	2017			
3 Preeti Riggs	2017			
4 Marty McGuire	2017			
5 Jonathon Homeyer	2017			
6 Richard Wright	2017			
7 Jim Hunt	2017			
8 Holly Gruy	2017			
9 Todd Freeman	2017			



Michelle L. Little CPA, CPP  
Vice President – Accounting  
Waste Connections, Inc.  
12/07 – Current (almost 10 years)

Current role – oversight and responsibility of accounting and payroll functions for multi-national solid waste company. \$4.5+ billion in revenues and approx. 16,000 employees. Waste Connections, Inc. is traded on the NYSE (WCN)

- Budgeting, forecasting & fixed assets
- Monthly close & consolidation. Public reporting.

Prior to WCN –

- Pearson Learning – PowerSchool Division, Folsom, CA – Controller/CFO
- Apple Computer, Elk Grove, CA – Controller of Americas Operations
- Suntron, Phoenix, AZ – Director of Financial Planning
- International Fibercom, Phoenix, AZ – Corporate Controller

PricewaterhouseCoopers – 1996-2001 – Sacramento, CA & Boston, MA

- Auditing
- Mergers & acquisitions work – due diligence and integration work

Alumni – Cal Poly, San Luis Obispo

- Graduated 1996 with honors
- Bachelor of Science - Business Administration – Accounting

Charity work

- Current – golf tournament chair for WCN Golf Classic for Kids
- American Cancer Society – Annual Golf Classic – Committee member, Tournament Co-Chair
- Sacramento Children’s Home – teen girl volunteer/mentor