

FUNDING APPLICATION

GENERAL INFORMATION

Organization Information

Legal Name: Camp Aranzazu, Inc.		Federal Tax ID#: 74-3032285		Are you a 501(3)(c) charity? Yes	
Address: 5420 Loop 1781		City: Rockport		State: TX	
				Zip Code: 78382	
Website: www.camparanzazu.org		Fax: (361) 727-0800			

Head Of Organization

Name: Lillian Anfosso		Title: Interim Chief Operating Officer/Finance & Administrative Director	
E-Mail Address: lanfosso@camparanzazu.org		Phone: (281) 667-6881	

Application Contact

Name: Kate Plouvier		Title: Development Director		E-Mail Address: katep@camparanzazu.org		Phone: (281) 667-6881	
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Previous funding received from The Gordon Hartman Family Foundation		
Year	Funding \$	
2011	\$5,000	
2012	\$5,000	
2013	\$5,000	
2014	\$5,000	
2015	\$10,000	
2016	\$10,000	
2017	\$10,000	
2018	\$10,000	
2019	\$10,000	
2020	\$10,000	
Total	\$80,000	

Has the organization applied to the Gordon Hartman Family Foundation in the past and been declined?

No

Grant Amount Requested \$:	Total Project Budget \$:	Organization's Annual budget \$:
\$15,000	\$1,814,300	\$1,814,300

Mission Statement:

A non-profit, 501(c)(3) organization open year-round, Camp Aranzazu (pronounced Ah ran' zah zoo) is dedicated to enriching the lives of children and adults with special needs and chronic illnesses by providing unique camping, environmental education, and retreat experiences. We underwrite up to two-thirds of the cost of camp so that financial barriers do not prevent anyone from enjoying our recreational therapy programs.

PROJECT INFORMATION

Program / Project Title:

Program Underwriting

PROJECT TIMELINE

Start Date	End Date
01/01/2021	12/31/2021

Program / Project Description:

Camp Aranzazu has 104 acres stretching across the main inland property to a waterfront campus overlooking Copano Bay. Our air-conditioned, 175 bed facility is barrier-free, and has undergone extensive, strategic renovations in the past five years. An on-site health center enables campers to receive any medical care they may need without leaving the premises. Featuring more than 30 buildings and program areas, Camp Aranzazu offers all of the traditional camp activities, plus sailing, bird watching, beaching combing, and other coastal adventures.

Our highly-skilled team has developed an "intentional camping" strategy, which means that each camp's curriculum is purposefully designed to offer immersive experiences that nurture the unique development of our campers. As a host facility, Camp Aranzazu provides meals and lodging; customizes camp curriculum to accomplish specific therapy goals; and facilitates all activities under the guidance of our Certified Recreational Therapy Specialists. Our partner groups bring the campers, volunteers to stay with the campers in cabins, and any necessary medical/support staff.

This year, we hope to serve 1,000 campers, or 60% of those hosted in a typical year. As we reopen, safety and security remain our highest priority. Staff is working closely with the Texas Department of State Health Services and American Camp Association to implement protocols to protect the health and safety of our campers, staff, and volunteers. We will also offer "Aranzazu-to-You" (camp-to-go), family camps, online activities, and adaptive sailing--all in hope of impacting as many children and young adults as possible, in spite of the pandemic.

Evaluation Plan:

Our recreational therapy programs nurture the physical, social, and emotional health of our campers. Staff identify broad goals to accomplish, and then they work closely with partner organization's staff members to identify additional objectives specific to campers' diagnoses. While we do not have the ability to conduct longitudinal studies, we hear anecdotes from physicians, nurses, therapists, parents, and other caregivers. They share that Camp Aranzazu's programs help campers to challenge their beliefs about themselves and their abilities; foster independence and self-reliance; develop social support networks of empathetic peers; and delight in fun, new activities.

After each camping session, we survey campers and staff requesting feedback on our program, the quality of our facilities, activities, meals, and staff. We also meet with camping partners in person after the session, discussing the effectiveness of the experience and ways to improve the services we provide. Based 2019 data, we served campers of all ages and ethnicities. With the diligent preparation and intentional camping philosophy of our team, young children, pre-teens, teenagers, young adults, families, and senior citizens can all participate in and benefit from activities at Camp Aranzazu. Camper self-reported demographics: 48% Hispanic/Latinx, 32% White/Caucasian, 11% Other/Multi-racial, 6% African American, and 4% Asian.

Plans to sustain project beyond the term of this request:

Our normal operating expenses for hosting in-person camps contrast sharply with the need to serve fewer campers in order to meet occupancy guidelines issued by the American Camp Association. We expect to serve 40% fewer campers this year, meaning that our camp fee revenue will be \$150,000 less than in a typical year. We are also cautious about our fundraising success in light of the pandemic's continued impact on the economy and the inability to host special events. All of these factors combined have led us to project the first operating loss since Camp Aranzazu was founded in 2002. We remain hopeful that our fundraising efforts will bring in more revenue than projected to cover this deficit. However, if that is not the case, we do have proceeds from a settlement reached with our insurance company following Hurricane Harvey. Our finance director is working closely with the board's executive and finance committees to monitor our cash flow throughout the year.

For both operating and capital needs, Camp Aranzazu will work to raise the remainder of the necessary funds through grants, direct mail campaigns, and special events in our three geographic service regions of the Coastal Bend, Houston, and San Antonio.

Line item Budget:

Line Item Description	Total Project Funds Allocation	Gordon Hartman Funds Allocation
Insurance	\$115,000	\$0
Professional Fees	\$15,000	\$0
Credit Card & Bank Service Fees	\$10,000	\$0
Fundraising Expenses	\$15,000	\$0
Special Event Expenses	\$260,000	\$0
Travel	\$14,500	\$0
Administrative Expenses	\$69,300	\$0
Utilities	\$90,000	\$3,000

Facility Expenses	\$128,400	\$0
Employment Costs	\$963,300	\$5,000
Kitchen Expenses	\$60,000	\$3,000
Program Expenses	\$66,600	\$4,000
Interest Expense	\$7,200	\$0
TOTAL:	\$1,814,300	\$15,000

BOARD OF DIRECTORS

LIST OF BOARD DIRECTORS

Name & Office Held	Corporate Affiliation
1. Fields Alexander, Partner	Beck Redden
2. Daryl Allen, Senior VP Wealth Management	UBS
3. Traci McLester Arellano, VP - Public Finance	Frost Bank
4. Casey T. Cullen, Attorney	Cullen Law Firm
5. Blake Finger	Hazel Smyth Jewelry
6. Tom Forney, CEO	Forney Construction Co.
7. John Guill, Assistant Vice President	CADENCE Bank
8. Bobby Hatcher, Executive Chairman	Avalon Advisors
9. Hunter Hawkins, Assistant Vice President	Marsh Wortham
10. Denise Hazen, Creative Director	Aspire Accessories
11. Keith Little, Retired VP of Business Development	Cheniere Energy
12. Jeff Panknin, Senior Director - Hospital Based Clinics	Driscoll Children's Hospital
13. Bryan Phillips, Partner	Ytterberg Deery Knull LLP
14. Joanne Taylor, Retired President	PDR Corp.
15. Greg Watson, Senior Vice President - Investments	McNair Interests