

FUNDING APPLICATION

GENERAL INFORMATION			
Organization Information			
Legal Name: San Antonio Zoological Society	Federal Tax ID#: 74-1323695	501(c)(3) Public Charity	
Address: 3903 North St. Mary's	City: San Antonio	State: TX	Zip Code: 78212
Website: www.sazoo.org	Fax: (210) 734-7184	United Way Funded: No	
Head Of Organization			
Name: Timothy Morrow		Title: CEO/Executive Director	
E-Mail Address: tim.morrow@sazoo.org		Phone: (210) 734-7184	
Application Contact			
Name: Sarah Ramirez	Title: Development Associate	E-Mail Address: sarah.ramirez@sazoo.org	Phone: (210) 734-7184
Previous Najim Funding			
Year		Funding \$	
2016		\$10,000.00	
Has the organization applied to the Najim Family Foundation in the past and been declined? No			
Grant Amount Requested \$:	Total Project Budget \$:	Organization's Annual budget \$:	
\$10,000	\$50,000	\$23,486,550	
Mission Statement: Our mission is to inspire people to love, engage, act and protect animals and the places they live through sharing our passion for animal care, education and conservation.			
PROJECT INFORMATION			
Program / Project Title: Title 1 School Group Program			
Harvey E. Najim Family Foundation Priorities: Education			
Program / Project Description: There is a discernable disconnect between people and nature. As children and adults spend less and less time outdoors, they fail to appreciate the importance of environmental conservation. The San Antonio Zoo is a living classroom that some students cannot afford to visit without funding help. Every animal encounter children experience is a chance to teach them about appreciation for wildlife and the global need for conservation to preserve the Earth's resources. In a busy urban world where the wonders of nature may go unnoticed, the San Antonio Zoo serves as the perfect living classroom where children of all ages learn to grow with nature.			

We offer an unparalleled opportunity for children to interact with nature and our zoo residents in a way that will instill a love of animals, plants and nature; this will enhance their educational experiences and make them want to return to the zoo again and again.

This grant will serve 2,000 children, and each child is in the Zoo for 3-4 hours during their visit.

School Groups can experience the Zoo in several ways:

- * Docents are in the Zoo during the school year, offering a variety of presentations to all Zoo guests.
- * There may be animal presentations with a chance to see an animal up close, as well as "carts" with some in depth information about animals and conservation issues. Carts include bio-facts (feathers, egg shells, bones) or other props and encourage the audience to be engaged in an activity or touch opportunity.
- * Animal Chats and Education Encounters are scheduled throughout the day (times and locations are posted at the zoo Entrance) for all guests to visit at the leisure. These are led by either animal care specialist or educators and include information about the Zoo's animals, natural history facts and conservation messaging.
- * There are graphics in front of all of the exhibits, as well as along pathways and fence lines. I can think of one graphic, that happens to be interactive, that depicts the layers of the rain forest habitats and invites guests to 'lift the flap' to find out what lives in the forest layers. Other graphics address conservation issues and concerns, projects the Zoo supports, and biodiversity.

Children can figuratively travel the world in one day! Although their time at the Zoo is short, one animal encounter that sparks a child's imagination can lead to a lifetime of love for nature.

The Title 1 School Group program is available only to schools located in a Title 1 school district. A Title 1 school district is where a high number or high percentages of children are from low-income families. Each Title 1 school district in San Antonio has similar demographics, all of them overwhelming: 93.4% are economically disadvantaged, 19.1% have limited English proficiency, and 71.7% are classified by the school district as at risk (San Antonio Independent School District, 2014 2015 District Improvement Plan). In addition, according to the latest information available from the Texas Education Agency, Region 20-71% are Hispanic.

Evaluation Plan:

As this program involves one visit to the zoo-the long-term impact of that visit is difficult to measure. Teachers bring their classes to the Zoo year after year, indicating that they feel there is educational value to this experience.

Success for all of our educational programs is measured by the quality of the experience that was provided the students. Information and feedback gathered from teachers, parents, and students are used to plan the following year's school group program. The zoo works to ensure that its education programs meet the needs of participants.

Plans to sustain project beyond the term of this request:

The general operations of our organization are sustained through earned income, fundraising activities and corporate/foundation grants. Our full-time staff is employed at a steady state, with part-time staff being employed seasonally. Our staff is always available to assist with the Title 1 School Group program. However, sustainability for this program is strictly through corporate and foundation grant funding. If we do not raise the funds, we are unable to accommodate requests for a visit. We do charge a reduced rate for Title 1 School Group visits--\$5.00 per child versus the normal rate of school group rate for non-Title 1 schools of \$9.50 and the regular gate rate for children of \$11.25.

Children Impacted:

How many unduplicated children will the TOTAL PROJECT INITIATIVE impact?	How many unduplicated children will NFF REQUESTED FUNDS impact?
10,000	2,000

Please provide the percentage of each group below that will be served by the project in which funds are being requested. Do not leave any area blank. If that specific group will not be served, include zero. The percentage should total 100%.

A. Population Served Age		B. Population Served Ethnicity	
Infants (0-5)	0%	African American	10%
Children (6-13)	80%	Asian American	0%
Young Adults (14-18)	20%	Caucasian	11%
TOTAL:	100%	Hispanic/Latino	71%
		Native American	0%
		Other and Define	8%
		TOTAL:	100%

City Council District for Which Children are Being Served:
 District1, District2, District3, District4, District5, District6, District7, District8, District10

Line item Budget:

Line Item Description	Total Project Funds Allocation	Najim Funds Allocation
Title 1 Student Admissions	\$50,000	\$10,000
TOTAL:	\$50,000.00	\$10,000.00

OTHER FUNDING RESOURCES

For Project being Requested: Funding sources and amounts, pending and committed.

PROJECT - PENDING

Funder Name	Amount Requested
Phoenix Foundation	\$5,000
Robert Tucker Hayes Foundation	\$5,000
Koehler Foundation	\$10,000
TOTAL:	\$20,000.00

PROJECT - COMMITTED

Funder Name	Amount Requested
Alfred S. Gage Foundation	\$5,000
SA Jr. Forum	\$500
Cowden Foundation	\$10,000
Moorman Foundation	\$2,000
Sundt Foundation	\$1,250
Nordan Trust	\$5,000
TOTAL:	\$23,750.00

Other funding sources and amounts, pending and committed not specific to this request.

ALL OTHER ORGANIZATION REQUESTS - PENDING

Funder Name	Amount Requested
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Margaret Kelly Foundation	\$20,000
Sunflower Foundation	\$5,000
Tobin Endowment (Zoo School)	\$2,000,000
Santikos Fund (Zoo School)	\$1,500,000
Greehey Family Foundation (Zoo School)	\$900,000
McCombs Foundation (Zoo School)	\$1,000,000
Tim & Karen Hixon Fdtn (Zoo School)	\$1,000,000
Coates Foundation (Zoo School)	\$1,000,000
TOTAL:	\$7,425,000.00

ALL OTHER ORGANIZATION REQUESTS - COMMITTED

Funder Name	Amount Requested
Geraldine Lawson Charitable Trust (Zoo Improvement Fund)	\$81,000
Greehey Family Foundation (Zoo School)	\$100,000
Zeller Charitable Foundation (Zoo School)	\$100,000
Silver Eagle Distributors (Giraffe)	\$80,000
Mary Barrett (Zoo Ball)	\$59,000
Lee + Associates (Zoo School)	\$10,000
Beldon Roofing (Zoo School)	\$100,000
HEB (Zoo School)	\$250,000
Valero (Gen OP/Endowment-Pledge)	\$1,000,000
City of San Antonio (Marketing)	\$306,597
Nancy Smith Hurd (Animal Hospital)	\$150,000
Stella C. Herff Charitable Trust (Zoo Improvement Fund)	\$120,000
TOTAL:	\$2,356,597.00

BOARD OF DIRECTORS

What percentage of your board contributes financially to the organization?
76%

How are board members expected to participate in your organization?
In 2017, 76% of our 66-member board contributed a total of \$3,581,166.99 to the zoo, underscoring their commitment to our mission. Of those gifts, 3,258,583.34 were restricted gifts for Zoo School, and \$322,583.35 were for zoo operations. We routinely host close to 50 % of Board members in attendance at our quarterly meetings. Board members who are not in attendance are provided with meeting minutes and all appropriate materials from the missed meeting. We always have a quorum. Our Board is involved in strategic planning and will have a major role in the approval of the Master Plan for the zoo. The Board also participates in, and invites guests who are potential future donors to, events hosted at the zoo. The board is aware of the programs and program evaluations that are done, however, they have little direct participation in the development of those programs.

LIST OF BOARD DIRECTORS

Name	Corporate Affiliation
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C. Collins	Vet/Director of Business Development, BluePearl Speciality+Emergency
Bobby J. Barrera	Attorney-Nicholas and Barrera
Marko Barrett	Geologist, Barrett Brothers Oil and Gas
Mary Rogers Barrett	Barrett Brothers Oil and Gas
Chris Bathie (Board Chair)	President/Owner-Rio Bravo Alloys
Todd L. Brockwell, CFA. CPA	President-Monticello Wealth Management
Becky Canavan	Johnny Canavan Homes
Freddie E. Cervera, III	Director of Sales-GenCure
Ricardo Chavira	Actor
Norborne P. Cole, Jr. (Board 1st VP)	Retired-Coca Cola
Ann Allen Cross, DVM, MS	Vet-Olmos Park Animal Hospital
Lindsay Crowder	NA
Camille L. Denton	NA
Louis R. DiSabato	Retired-San Antonio Zoo Director
Virginia Nell Duncan, DVM	Vet
Tracee Feik	Feik Family Foundation
William A. Freed (Board Treasurer)	Principial, Nueces Marketing Partners
Brian Gilroy	Director of Ranch Operations-Wildlife Partners, LLC
Drew Greller, VMD, DACVO	South Texas Veterinary Ophthalmology
Brandon E. Grossman	CEO-BG Group/Partner-Burger World Texas
Valerie Guenther	NA
Maryanne Guido	CEO-Guido and Companies, Inc.
Joe N. Hayes	President/CEO-Sanger and Altgelt, LLC
David S. Hermann	CEO-Columbia Realty Limited
George C. Hixon	Chairman-Hixon Properties, Inc.
George S.	Hixon Properties
Peggy Hughes	Dan Allen Hughes Company
George Hutchinson, PhD	Chief Technology Officer-Invictus Medical
Mark M. Johnson	President-Texas Capital Bank
Kathleen R. Kennedy	NA
Chris Kleberg	SVP-Capital Bank
Richard M.	Luther King Capital Management
Claude K. Koontz, CFA	Principal-M Capital Advisors
Mark E. Krenger	Founder/Principal-Travis Commercial Real Estate
Roby Latimer	Adobe Equity Group
Tony Liberto	President-Ricos
Jane H. Macon	Attorney-Bracewell, LLP
Christine Peters Mahr	Advertising Director-HEB

Ryan Malitz	VP-Malitz Construction
Wilber L. Matthews II	Vaquero Global Investment, LP
L. Lowry Mays (Honorary Director)	Mays Family Foundation-
Red McCombs (Honorary Director)	McCombs Enterprises
J. Stephen McCusker	Retired-San Antonio Zoo Director
Peter McLaughlin	USAA Real Estate
Orvis E. Meador, III	EVP-Decypher
Robert MIggins	Peerl Hosting
Michael Molak	Plains Capital Bank
Susan Naylor	Will Smith Foundation
James Nester	President/CEO-TWO2WORLD
Michael P. Osterhage	KSAT 12
George P. Parker, Jr.	Retired
Tony Parker	San Antonio Spurs
Diana Plummer	ReMax Associates
Cameron Ryan Redding	Principal Attorney-Redding Law, PLC
Jayne Russell	Luther King Capital Management
Frank Z. Ruttenberg (Board 2nd VP)	Haynes and Boone, LLP
Jim Satel	Managing Counsel, Valero Companies
Gregory D. Seay	Live Oak Railroad
Gary Simmons	Valero Energy Corporation
Robert P. Thomas, M.D.	San Antonio Pediatric Surgery
Mark L. Thornton, M.D.	San Antonio Internal Medicine
Marilyn J. Tolcher	NA
Etta Valdes	Director-American Funds Trading
Gilbert F. Vazquez	Partner-Strasburger and Price, LLP
Caroline R. Walker	Trekker, LTD
Sara Stumberg Walker (Board Secretary)	Sara Walker Events