

CAL FARLEY'S BOYS RANCH ALUMNI ASSN. 2016 ANNUAL REPORT

"CARRYING ON HIS WORK!"

What a truly dramatic year 2015-16 has been for Cal Farley's Boys Ranch Alumni Association. Significant changes in budgets and fundraising, in working with Cal Farley's and in the way we do business, as well as in the growth of the Foundation, have made this an incredible year of progress.

I. Fundraising

In no year of our history has the alumni association raised more funds than in the past fiscal year. There have been several contributions to this achievement...not the least of which have been several contributors.

A. Josephine Sterling Hughes Foundation

This year we received, what we hope is the first of future contributions to the Scholarship Fund from the Josephine Sterling Hughes Foundation. This contribution went into the general scholarship fund and is a significant reason why we were able to increase our scholarships from \$500 to \$1,000 a semester.

B. Edwards Foundation

The Edwards Foundation has long been supportive of the work of Cal Farley's. Some of us grew up in a home named for them. This past year the Foundation teamed up with CFBRAA to grow our Foundation. They will make annual contributions to the work for a five year period.

Something to note about these first two special contributions from outside the Association but given directly to the work we do. Both gifts come as a result of alumni going directly to the foundations and telling the story of what we do. Alumni telling our story to those with means and will to support good work has been, and continues to be, vital to funding the important work we do.

C. Raffle

We held our first gun raffle this past year where we sold 1,000 tickets in a raffle giving away 50 guns. The net proceeds from the raffle were \$25,000. These proceeds went into the general fund, initially but over \$19,000 was transferred to the foundation.

These have been the significant changes or additions to the fundraising efforts of the Association this past year. We have continued to work at other avenues for funding the work we do with continuing success. Special events that have helped generate funds have included the Annual Reunion where, in 2015, we raised nearly \$5,000 from the golf tournament to help fund the Veterans Memorial, over \$4,000 from the Silent Auction to provide Crisis Support, and another \$4,000 for the operating budget. The DFW Golf Tournament was the means of raising \$25,000 for the general scholarship fund.

All of these efforts have been vital in allowing the Association to "Carry on His Work." This has been more than a motto, this is a mission of CFBRAA.

II. Working with Cal Farley's

It was 44 years ago that CFBRAA was chartered for the primary purpose of supplying "aid and assistance in promoting the growth of Cal Farley's Boys Ranch and the accomplishment of its objectives as set out in its Articles of Incorporation." This support of Cal Farley's has taken many turns and gone through some highs and lows. Never has the relationship between the Association and Cal Farley's been stronger than it is now.

For over five years Cal Farley's supported the Alumni Association by employing the Executive Director of the Association. This past year that relationship changed. In part to avoid being perceived as trying to control the Alumni Association, Cal Farley's removed the Executive Director from its payroll and began making an annual contribution to the Association of \$50,000 to help the Association handle administrative services as CFBRAA sees fit. This support from Cal Farley's, not only in terms of dollars but also in terms of autonomy have strengthened the ties we have together.

The Association has, for several years, included support for Cal Farley's in our budgets. We paid for the washers and dryers in the new Alumni Support Center and we continue to put money back each year so it will be available to replace those appliances in the future. We have helped pay for the maintenance and upkeep of vehicles used by alumni staying in the Alumni Support Center. We have worked with Cal Farley's in meeting crisis support situations where we have teamed up to most effectively help ex-ranchers and their families.

This past year the alumni association contributed nearly twenty-eight thousand dollars to help build the Veterans Memorial at the BR cemetery, bringing our total contribution to that project to over thirty thousand.

In addition the Association contributed nearly \$1,000 to current "Ranchers" showing their livestock, and we have started purchasing our own Rodeo tickets. A Cemetery Maintenance fund has also been set up into which all future funds received for the purchase of Veterans Memorial tiles and pavers will be placed.

The relationship between Cal Farley's and the Alumni Association has

grown significantly and positively in the past few years. One of the goals of the Association, through the Foundation, is to give back to Cal Farley's at least as much as Cal Farley's gives financially to us.

III. The Way We do Business

A. Association Administration

The most significant change in the way we do business has already been discussed in terms of our relationship with Cal Farley's. Since the Association now pays directly for administrative services the Association has greater responsibility and control over that aspect of what we do. This, combined with the additional revenue from the Gun Raffle has changed the approach to many of the decisions made by the Board of Directors. No longer is the Association withdrawing from requested support, we are looking for ways to more effectively fulfill our mission.

B. Crisis Support and Scholarships

Last year we received a little under five thousand dollars in the Silent Auction for Crisis Support. This is the annual fundraiser for that support and we are generally limited in what we can do in helping alumni and their families in times of crisis based on how the Silent Auction goes. This past year we provided over twelve thousand dollars of support through the Crisis Support Fund. In the past we have provided only \$500 per semester for scholarships. We now give \$1,000 per semester and we provided over \$20,000 in scholarships this past year.

C. Funding the Foundation

In addition, the Association has determined not to keep excess funds in the operating budget. Anything received in excess of what has been spent at the end of the year is now transferred to the Foundation at the end of the fiscal year. This year we transferred over nineteen thousand to the Foundation at the end of the year.

D. Interactive Website

One change that will be evident to all in the very near future is a much more personally interactive and informative web site. In seeking to apply the technology available to the work we do, and in an effort to allow everyone to more effectively get involved in the good work, this significant change is already underway. You will know when it goes live and it will change the way we do business.

IV. Growth of the Foundation

Last year we concluded the first five years of building the Foundation. The commitment expressed by the Association at the Annual Meeting was to grow the Foundation to fund Association overhead costs so all contributions and funds raised can go completely to the mission tasks we have undertaken. In the first five years of its existence the Foundation grew to about \$380,000. This year the Foundation stands right at \$536,000. Most of this growth came through one generous alumnus. But much comes from the faithful monthly and annual donors who are committed to being a part of the good work CFBRAA does for generations to come. Carrying on his work.

Cal Farley's Alumni Association continues to be transparent and accountable in all financial matters. Monthly finance reports and budget comparisons are available for all members to see on the web site. In addition, detailed reports are reviewed by the Board of Directors, the Executive Committee and the Finance Committee. The Foundation Board of Directors has their own set of finance reports, which are also available to the Association BOD.

In June the Board of Directors adopted the following 2016-17 Fiscal Year Operating Budget:

CFBRAA 2016-17 OPERATING BUDGET

INCOME

40000 · BUDGET REVENUE		
41000 · Direct Member Support		\$ 8,100
42000 · Direct Public Support		\$10,030
43000 · Event Income		
43100 · Reunion Income	\$12,500	
43200 · Reunion Golf Tournament	\$8,050	
43300 · Gatherings Revenue	\$1,250	
43400 · DFW Golf Revenue	\$35,000	
Total 43000 · Event Income		\$56,800
44000 · Foundation Revenue		\$ 5,000
45000 · Other Budget Revenue		
45600 · Cal Farley's Contribution	\$50,000	
45700 · Raffle Revenue	\$50,000	
45900 · Miscellaneous Revenue	\$70	
Total 45000 · Other Budget Revenue		<u>\$ 100,070</u>
Total 40000 · BUDGET REVENUE		\$ 180,000

EXPENSES

60000 · BUDGET EXPENSES		
61000 · Alumni Support		
61100 · Crisis Support Assistance	\$9000	
61200 · Scholarships	\$40,000	
61300 · Flowers / Memorials	\$500	
61900 · Other Alumni Support	\$500	
Total 61000 · Alumni Support		\$ 50,000
62000 · Cal Farley's Support		\$ 2,500
66000 · Special Events		
66100 · Annual Reunion Expenses	\$10,000	
66200 · Reunion Golf Tournament	\$7,500	
66300 · Regional Gatherings	\$4,000	
66400 · DFW Golf Tournament Expenses	\$6,000	
66500 · Gun Raffle Expense	\$25,000	
66900 · Other Special Events Expenses	\$500	
Total 66000 · Special Events		\$ 53,000
68000 · ADMINISTRATION		
68100 · Administrative Services	\$50,000	
68200 · Business Operations	\$12,450	
68300 · Awards and Recognitions	\$2,050	
Total 68000 · ADMINISTRATION		\$ 64,500
69000 · Foundation Transfer		<u>\$ 10,000</u>
Total 60000 · BUDGET EXPENSES		\$ 180,000

The Cal Farley's Alumni Association work is primarily done by the Board of Directors (BOD) and the functioning committees. The BOD consists of 15 men and women who each serve three year terms. BOD members are nominated by the Executive Committee and the General Assembly and elected at the Annual Meeting each year. Committee members also serve three year terms and vacancies are filled shortly after the Annual Reunion each year. The BOD officers are elected at the BOD meeting following the annual General Assembly.

This past year the following have been serving the Association on the BOD and committees:

CFBRAA LEADERSHIP - 2015-16

BOARD OF DIRECTORS

David Rogers	<i>President</i>	David Rattan	Robert Solano	Beverly Hall
Jimmie Boatwright	<i>Vice President</i>	Michael Rogers	Daniel Scroggs	Dean Sharp
Alan Dore	<i>Secretary</i>	Chuck Farrell	Dennis Linam	Tony Wade
Cam Lindsey	<i>Treasurer</i>	Ron Hancock	Aubrey Ellington	

CFBRAA COMMITTEES

EXECUTIVE COMMITTEE

Jimmie Boatwright (chm)	Tony Wade
David Rodgers	Cam Lindsey
Alan Dore	Dean Sharp
Chuck Farrell	Daniel Scroggs
David Rattan	Michael Rogers

MEMBERSHIP COMMITTEE

Daniel Scroggs (chm)	Beverly Hall
Dennis Linam	Karl Sarpalius
Kenny Eatinger Jr.	Cody Nevels
Jerry Nicholson	

FINANCE COMMITTEE

Michael Rogers (chm)	Chris Boynton
Cal Calhoun	John Kenney
Britt Hammond	Aubrey Ellington
Sherry Finstad	Alan Dore
Cam Lindsey	

CRISIS SUPPORT COMMITTEE

Dean Sharp (chm)	Michael Rogers
David Rattan	Daniel Scroggs
Ron Hancock	Ken Jurden
Jerry Nicholson	Dr. Kevin Altieri

SCHOLARSHIP COMMITTEE

Chuck Farrell (chm)	Kyle Wilkinson
Robert Solano	Kipp Burnett
Ken Arthur	John Kenney
Jess Vizcaino	

ANNUAL REUNION COMMITTEE

Tony Wade (chm)	Beverly Hall
Billy Bob Touchstone	Dean Sharp
Randy Waldrip	Butch Ray
Bob Matteson	Ricky Smith

DEVELOPMENT COMMITTEE

David Rattan (chm)	Tim Darnell
Jimmie Boatwright	Guy Finstad
Arbrey Tucker	Cam Lindsey

VETERANS MEMORIAL

Dean Sharp (chm)	Michael Rogers
Jerry Nicholson	Dennis Linam
Daniel Scroggs	

GUN RAFFLE

Tony Wade (chm)	Cam Lindsey
Beverly Hall	David Rattan
David Rodgers	

DISTINGUISHED ALUMNI

Tom Novak	Angelo McClain
Jerry Nicholson	

DISTINGUISHED STAFF

David Rodgers	Tony Wade	Tim Darnell
Dr. Kevin Altieri	Alan Dore	Kipp Burnett
Cody Nevels		

IT'S WHERE WE'RE GOING THAT COUNTS

Last year the annual report suggested the following were some of the financial goals for the year. How did we do?

	<u>Projected</u>	<u>Actual</u>
Revenue	\$150,000	\$186,151
Expenses	\$150,000	\$164,015
Crisis Support	\$10,000	\$12,018
Scholarships	\$18,000	\$20,666
Cal Farley's Support	\$17,000	\$29,060

Last year we projected in our strategic plan that ten (now eleven) years ago we gave \$1,098 to our three mission objectives. The plan was to give \$31,000 (excluding the Veterans Memorial) this past year. We actually contributed \$35,694. The strategic plan calls for us to give over \$104,000 in ten years (nine years now), and \$170,000 directly to our mission five years later. We truly have done some good work, but "Its Where We're Going that Counts!"

The question truly is, who will be going with us. It is amazing that the good work being done is accomplished by so few of the multitude of alumni. While we have over 1200 friends on facebook, we have just over 200 who pay the minimum dues of \$20/year, and only 27 who have contributed to the Legacy Partners in the past year. We are doing some very good work. We are capable of doing amazing work. We have exceeded expectations, but our dream is to blow those expectations out of the water.

Consider this story of how the Association works from just last month. A former Rancher calls the Association office and says he needs \$30 for groceries. It is a "now need" from a disabled older Rancher in another state. The Crisis Support Committee is notified and quickly approves the request. While they are receiving and responding to the application, the database is searched and another ex-rancher from the caller's town is located and contacted. The request is issued to take \$50 to the Rancher in need with the promise of being personally reimbursed from the Crisis Support Fund. There is a face-to-face encounter of two ex-ranchers from different generations meeting for the first time; the one getting to bring money for groceries, and the other getting to receive. That is what we do. That is "Carrying on his work."