



Dear Clients, Friends and Professional Colleagues:

The July 4th break is always an important one for Dini Spheris as it marks the half-way point in our year of serving outstanding clients with great projects. This year, the break was particularly important as it placed us a full ten months beyond Tropical Storm Harvey which so impacted our clients, neighbors, families and the firm. Our Houston teams were relocated for almost six months as the building where we office was closed due to power and access issues. It has been good to be back in the office for four months. We never skipped a beat as all of our Houston, Dallas and Denver-based colleagues continued their client service.

Hurricane Harvey taught and reminded all of us of so many important lessons. One is the fragile nature of our communities. Harvey was indiscriminate. The storm impacted the poor as well as the rich and all in between. Annual donors and major philanthropists were impacted, losing homes and losing business opportunities. It was not unusual for area nonprofits to see their giving adversely impacted by 5% to 10% as donors shifted their attention to address their personal needs or as donors redirected discretionary resources to support the helping agencies across our region. However, these shifts were short-lived as donors were quick to understand that the health of the nonprofits they loved depended upon continued giving. Almost a year later, as every rain turns our eyes to the bayous surrounding and running through Houston, our not-for-profit community is thriving and new campaigns continue to emerge. Not only is #HoustonStrong; Houston is once again on the move!

Across the many states and communities where we have worked during this year, the attitude of so many is one of moving forward. After the ups and downs of the last decade, there is a desire to make things happen, to realize dreams and to reach new thresholds of success. Among our amazing array of clients, we have seen some incredibly encouraging movement in 2018.

We never skipped a beat as all of our Houston, Dallas and Denver-based colleagues continued their client service.

This year it has been our pleasure and honor to provide capital and endowment campaign counseling, capacity building and strategic planning services to the following clients*:

*Note that some clients are not listed because of desire for confidentiality.



Texas Biomedical Research Institute

Academy of the Sacred Heart

(New Orleans, LA)

Agape Development

(Houston, Texas)

Alley Theatre

(Houston, TX)

Allied Arts Foundation

(Oklahoma City, OK)

Amazing Place

(Houston, TX)

Christian Community Service Center

(Houston, TX)

Fountain Valley School of Colorado

(Colorado Springs, CO)

Green Oaks School

(Arlington, TX)

Havern School

(Denver, CO)

Hope Lodge Dallas

(Dallas, TX)



Green Oaks School



Sam Houston Area Council, Boy Scouts of America

Hope Lodge Oklahoma

(Oklahoma City, OK)

Houston Fire Museum

(Houston, TX)

Institute of American Indian Arts

(Santa Fe, NM)

INTEGRIS Foundation

(Oklahoma City, OK)

Literacy Council of Fort Bend County

(Sugar Land, TX)

Memorial Park Conservancy

(Houston, TX)

Methodist Children's Home

(Waco, TX)

Mississippi Aquarium

(Gulfport, MS)

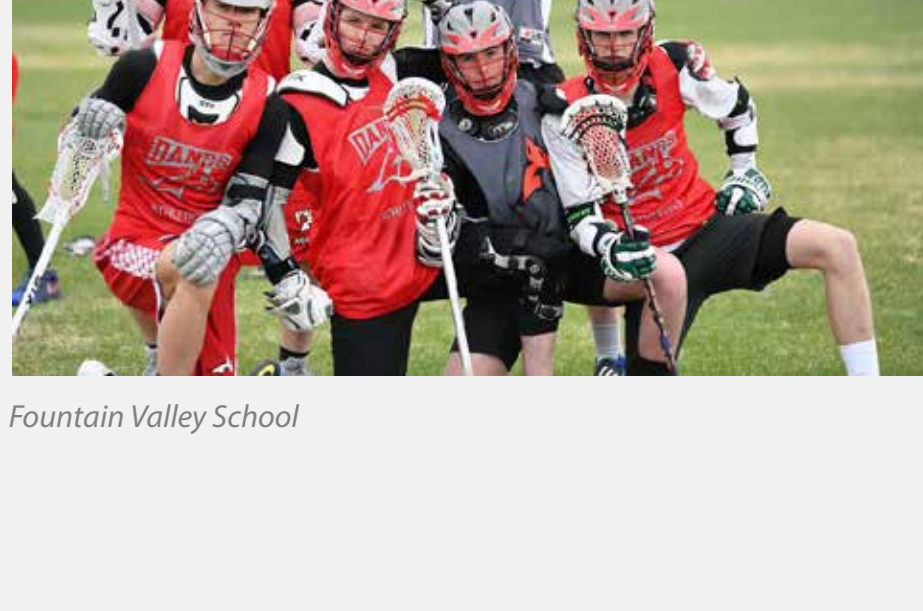
Oregon Coast Aquarium

(Newport, OR)

Religious of the Sacred Heart

U.S.-Canada Province

(St. Louis, MO)



Fountain Valley School



Methodist Children's Home

Ronald McDonald House

(Des Moines, IA)

Sam Houston Area Council, Boy Scouts of America

(Houston, TX)

The Rothko Chapel

(Houston, TX)

St. John Paul II Catholic School

(Houston, TX)

St. Mary's Catholic Center

(College Station, TX)

Second Harvest Food Bank

(New Orleans, LA)

Texas Biomedical Research Institute

(San Antonio, TX)

United Way of Greater Houston

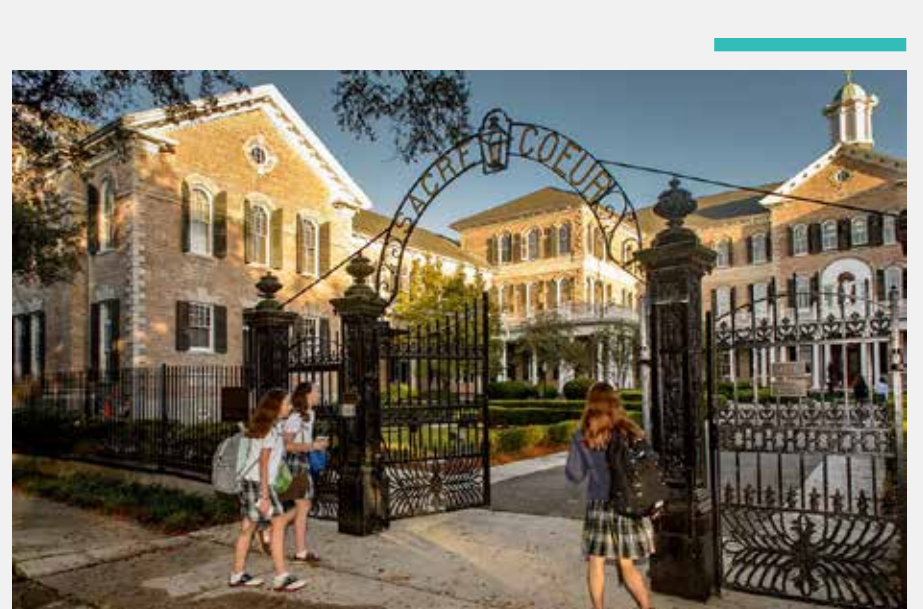
(Houston, TX)

University of St. Thomas

(Houston, TX)

YMCA of Greater Houston

(Houston, TX)



Academy of the Sacred Heart

While we do not announce our client goals, we are pleased to see our projects this year total over \$750 million in goals. We have seen some wonderful transformational giving in 2018 including numbers of gifts and pledges that equal or exceed the million dollar threshold. At present, our clients have raised \$360 million against these goals or almost 50% of the specified goals. In aggregate the largest gifts to these

campaigns have yielded \$121 million or roughly one-third of the dollars raised. Our experience that giving is not reflected in our client experiences in 2018. It is our honor to serve as counsel, coach, and partner with these outstanding institutions with so many varied and important missions and dreams.

We are excited to welcome a number of new clients. It has been our privilege to join the service of the following clients in May, June, and July of this year.

Boulder Country Day School

(Boulder, CO)

Kendall County Women's Shelter

(Boerne, TX)

LiftFund

(San Antonio, TX)

SeaPlane Pilots Association

(Lakeland, FL)

Visitation Academy

(St. Louis, MO)



Holly Lang

In other exciting news in this first half of the year, long-time Dini Spheris consultant, Holly Lang has been promoted to Principal at Dini Spheris joining Michelle Buchanan, Angela Hodson, Sheridan Joslin and Larry Vaclavik in the leadership of the firm. Additionally, this year Nicole McWhorter has been promoted to Senior Consultant while Mary Claire Walther and Sarah Schaefer White have been promoted to Consultants. Our Dallas Office has grown with the addition of Ashley Harris who returns to Dini Spheris as a Consultant. Our commitment to partner with our clients in meeting their fundraising and strategic planning goals remains the same as it has been for the last 49 years. We believe in being partners in success with each of our clients. To do this we believe in consistently building the best team of consulting talent for those we serve as we look to celebrating our 50th year in 2019.



Nicole McWhorter



Sarah Schaefer White

As we look to the balance of the year, we are ready to continue serving these clients and more, as institutional leaders dream about transformational change -- improved and expanded services and new ways to serve public needs from education to health care, from faith communities to culture, from social needs to youth services, and more. With you, we celebrate the great good that philanthropic individuals, families, foundations, and companies do each and every day.

Thanks for taking the time to peruse this update. On behalf of all of us at Dini Spheris, we send our highest regards and wish you a wonderful rest of the summer!

Best,

Larry
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