



**DINI SPHERIS**  
Leading by insight • Driven by purpose

**Newsletter  
& 2019 Mid-Year Review**



**Dear Friends of Dini Spheris,**

As this letter is in preparation, our country and the world are reflecting on that moonshot of 50 years ago that indeed was “one small step for a man, a giant leap for mankind,” according to that first moonwalking astronaut, Neil Armstrong. In Houston, earlier that year, a 33-year-old fundraiser, Richard F. Dini, launched the firm that is today, Dini Spheris! Fifty years – five decades of service – for a small company of less than 30 employees is an amazing achievement. The impact of that singular decision by Dick Dini has given us the privilege of playing a

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We have not spent a great deal of time celebrating at the firm this year. Instead, this has been a year in which we doubled down continuing our commitment to partner with our nonprofit clients to raise the most money, to achieve even bolder dreams, and to reach more patients, students, clients or subscribers. In fact, a sign of our commitment is the addition of five new members to the firm who are helping to add to our skill set, extend our reach and bring even more energy to the work we love. We will say more about these new colleagues and consultants later in this newsletter.

With this newsletter, we want to catch you up on what has been an exciting 50<sup>th</sup> year of great fundraising work with new and returning clients. We will share

with you some updates regarding a few of our fascinating 2019 client moonshot projects, introduce to you our newest team members and list many of our current clients.

From all of us at Dini Spheris, including our leadership team of Michelle Buchanan, Angela Hodson, Holly Lang, Cristian Murdock, Nicole McWhorter and yours truly, we thank you for this great year of renewal and the great campaigns and projects that have made us who we are over these many years.

We look forward to the moonshots of tomorrow and the decades to come!

**Introduction to Success Stories**

In this mid-year newsletter, we have chosen to share a handful of the stories of our clients and their projects this year. We have chosen these not because they are the largest campaigns or because they are finished projects. These client stories are significant because of their unique service, story or special characteristics. We hope that you enjoy these brief insights into our clients and our work through these stories whether they reflect a moon landing or are on the way!

**Child Advocates of Fort Bend**

In October of 2018, Child Advocates of Fort Bend launched a capital campaign called For The Children's Sake Campaign to expand their current campus and operations. To date they have raised more than \$6 million of their \$8 million capital campaign goal. On March 29, they broke ground on the new Davis George Campus that will renovate its current 18,000 square-foot facility, thus making room for staff and many more volunteer trainees and as many as 25 additional staff.



**Agape Development**

Agape Development transforms the neighborhood by preparing Christ-following, independent community leaders in Third Ward (Houston, TX) through economic, emotional and spiritual empowerment. In April of 2018, Agape began a planning study to evaluate a program expansion that would include purchasing



and renovating a former corner store catty-corner to Agape and also building affordable, mixed-income housing. A capital campaign of \$7.5 million was started to fund the community center and the affordable housing initiative. To date, they have raised \$5.5 million.

### Texas Biomedical Research Institute

Texas Biomed describes its work as innovating and sharing scientific breakthroughs that protect you, your families and our global community from the threat of infectious diseases. Texas Biomed recently launched a \$50 million campaign to help fund an overall \$250 million vision focused on sustaining excellence in scientific staff and providing for the continuous improvement of programs, facilities and operations. Since January, Texas Biomed has raised a little over \$13 million.



### Hope Lodge Dallas

In May 2019, the American Cancer Society broke ground on the Gene and Jerry Jones Family Hope Lodge in Dallas after exceeding its \$25 million capital campaign goal through an incredible partnership with the Baylor Scott & White Foundation and a leadership gift from the Jones family. The new 40,000 square-foot facility will provide free lodging for adult cancer patients and their caregivers. In addition to 50 private guest suites, it will feature a dining room, a library, a meditation room, common living areas and more.



### INTEGRIS Foundation

INTEGRIS is a nonprofit healthcare system headquartered in Oklahoma City. In 2015, INTEGRIS Foundation began a \$35 million capital campaign to build a facility, create a treatment program and establish a patient assistance fund. Its grand opening was on May 28, 2019, when Arcadia Trails Center for Addiction accepted its first patient. The Center is located on the INTEGRIS Health Edmund campus on a 44-acre wooded lot, adjacent to the full-service medical hospital. To date, Arcadia Trails has garnered \$30 million in philanthropic support from donors across the state.



### St. Martin's Episcopal Church

St. Martin's Episcopal Church, the nation's largest Episcopal church and home Parish of the late President George H. W. Bush and First Lady Barbara Bush, launched its Building for All Ages Capital Campaign on Palm Sunday, March 25, 2018. The campaign was to provide the Parish with four new spaces utilizing both new construction and repurposing of existing spaces including its historic Old Church. The four new spaces would include a Parish Life Center, Pastoral Care Center, Music Building and a new more intimate Christ Chapel for smaller funerals, weddings and other services. Planning for the campaign had been interrupted by Hurricane Harvey which devastated Houston including many Parish families. To date, the campaign has received gifts and pledges that total in excess of \$55 million. Groundbreaking for the new facilities was celebrated in February 2019. The new and repurposed facilities should be open for use by the winter of 2020.



### Saint Anne Catholic Community

In the fall of 2017, Saint Anne Catholic Community kicked off their Generations of Faith capital campaign. Their goal is to raise \$20.8 million that will go toward the construction of the new commons building, renovations of athletic fields and the construction of a community center with expanded ministry facilities and a parking garage. With more than half of their campaign goal met at \$14 million, Saint Anne held a groundbreaking ceremony on May 17, 2019, as construction got underway.



### The Center for Hearing and Speech

In 2017, The Center for Hearing and Speech launched a \$22.5 million effort to fund a transformational vision for the way it serves children with hearing loss. By relocating to the Texas Medical Center and establishing a partnership with Texas Children's Hospital, the Center will accomplish what the board and staff leadership have dubbed a "double-double-double" growth plan: doubling their patients in audiology, speech therapy and their school. This plan is undergirded by the exceptional demand the Center has seen in the last five years. A total of \$12.5 million is needed from philanthropy, which will combine with \$10 million from the sale of their current property to fund the overall vision. To date, this unique campaign has raised more than \$9.2 million, including five gifts of \$1 million.



### Alley Theatre

In the spring of 2018, Alley Theatre launched the \$62 million #AlleyStrong campaign with a focus on artistic innovation, endowment building and addressing the devastating impact of Hurricane Harvey on the theatre. In the fall of 2018, the



## Our Newest Colleagues

In Mission Control, the command center of NASA, during the 1969 Apollo 11 flight to the moon, there were engineers in their 20s and seasoned veterans of rocket system development. We now know the story of the *hidden figures* – those magnificent women mathematicians who helped to calculate the flight path of the early manned missions in space. Our client moonshots are facilitated by teams of Dini Spheris principals, consultants and consulting projects managers. This summer, we have been pleased to add to our leadership and consulting strength. Meet our newest colleagues:



**Cristian Murdock**, Principal and Team Leader (Dallas/North Texas): Cristian's service to philanthropy spans higher education, faith-based institutions and consulting. He comes to Dini Spheris direct from his service at the Salvation Army's Dallas-Fort Worth Area Command. Over his career, Cristian has served as Vice Chancellor for University Advancement at Arkansas State University, Consultant at the Gonser Gerber firm and Vice President for Advancement and University Relations at St. John's University.



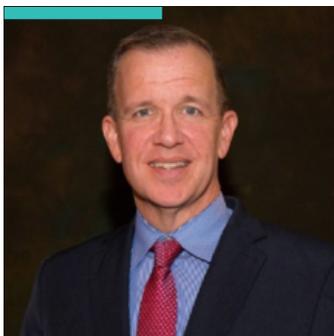
**Matt Perkins**, Consultant (Houston Office): Matt comes to Dini Spheris after serving as a Director of Development at UT Health Science Center in Houston. Matt started his fundraising work as a major gifts development officer for Regional Medical Center at Memphis, followed by a stint as Director of Advancement – College of Pharmacy and College of Optometry at the University of Houston.



**Brad Purcell**, Consultant (Houston Office): Brad comes to Dini Spheris from his beloved alma mater, The University of Oklahoma. For the last 13 years, Brad served and perfected his major gift skills at the University's College of Architecture and most recently at its Price College of Business as the Associate Director of Development.



**Alexandra Sizemore**, Consultant (Dallas/North Texas): Alex's fundraising career started at Dallas' Baylor Health Care System Foundation. Over her career, she has served at the Children's Medical Center Dallas and most recently as the Director of Donor Relations at Southwestern Medical Foundation in Dallas. In addition to fundraising, Alex is enjoying the success of her first children's book, "Silly Sophie's Summer Sunday Morning," published this year.



**Jack O'Brien**, Consultant (Houston Office): Jack is familiar to many in Houston through his long career in fundraising having served in fundraising roles at the United Way of Greater Houston, Strake Jesuit College Prep, Texas A&M University Foundation, Memorial Hermann Healthcare Foundation, Brookwood Community and most recently Star of Hope Mission. There, Jack served as Vice President for Donor Relations through the Star of Hope's \$60 million founding campaign for the new Cornerstone Community, which serves homeless women and children.

## 2019 Clients and New Clients

In this 50<sup>th</sup> year, it continues to be an honor to work with such great colleagues. As is true in most years, 90% of our business is the work of planning and conducting capital and endowment campaigns. Some of our clients are seasoned veterans of many campaigns, while others are organizations that are just learning the art, science and craft of fundraising. We are proud to share with you this partial list of our 2019 clients. Some of our clients have chosen not to be included in our project listings for reasons that are unique to each. While we are proud to partner with every client, we are honored to share the names of these agencies and institutions who are or have been our clients during the first half of this 50<sup>th</sup> anniversary year. One of these clients has been with us for 16 years. Others have joined us within the month. Each of their moonshots is important to us.

**Agape Development**  
(Houston, TX)

**Alley Theatre**  
(Houston, TX)

**Amazing Place**  
(Houston, TX)

**American Cancer Society - Hope Lodge**  
(Oklahoma City, OK)

**Artist Boat**  
(Galveston, TX)

**Boulder Country Day School**  
(Boulder, CO)

**Boysville, Inc.**  
(Converse, TX)

**Center for Nonprofit Management**  
(Dallas, TX)

**Child Advocates of Fort Bend**  
(Rosenberg, TX)

**Christ's Hope and Reconciliation Ministry**  
(Houston, TX)

**Community College of Aurora**  
(Aurora, CO)

**Community College of Denver**  
(Denver, CO)

**Conway Regional Health Foundation**

(Conway, AR)

**Dell Children's Medical Center of Central Texas**

(Austin, TX)

**Duchesne Academy of the Sacred Heart**

(Omaha, NE)

**El Campo Medical Foundation**

(El Campo, TX)

**Family Service Center of Greater Houston and Harris County**

(Houston, TX)

**Foundation for Colorado Community Colleges**

(Denver, CO)

**Fountain Valley School**

(Colorado Springs, CO)

**Friends For Life**

(Houston, TX)

**Front Range Community College**

(Westminster, CO)

**George and Barbara Bush Foundation**

(College Station, TX)

**Gleaners Community Food Bank**

(Detroit, MI)

**Glenwood Cemetery**

(Houston, TX)

**Green Oaks School**

(Arlington, TX)

**Greens Bayou Corridor Coalition**

(Houston, TX)

**H.E.A.R.T.**

(Houston, TX)

**Houston Community College Foundation**

(Houston, TX)

**Houston Fire Museum**

(Houston, TX)

**INTEGRIS Foundation**

(Oklahoma City, OK)

**John Paul II High School**

(Plano, TX)

**KIPP Texas Schools**

(Houston, TX)

**Literacy Council of Fort Bend County**

(Sugar Land, TX)

**Lydia Patterson Institute**

(El Paso, TX)

**Methodist Children's Home**

(Waco, TX)

**Metrocrest Services**

(Dallas, TX)

**Midland Shared Spaces**

(Midland, TX)

**Odessa College**

(Odessa, TX)

**OSF HealthCare Foundation**

(Peoria, IL)

**Parks Youth Ranch**

(Richmond, TX)

**Pensacola State College Foundation**

(Pensacola, FL)

**Rothko Chapel**

(Houston, TX)

**Second Harvest Food Bank**

(New Orleans, LA)

**Serve Denton**

(Denton, TX)

**Shelton School**

(Dallas, TX)

**Sibley Nature Center**

(Midland, TX)

**Society of the Sacred Heart U.S. –**

**Canada Province**

(St. Louis, MO)

**Southwest Transplant Alliance**

(Dallas, TX)

**Saint Anne Catholic Community**

(Houston, TX)

**St. Louis Community College**

(St. Louis, MO)

**Star of Hope Mission**

(Houston, TX)

**Sweeny Community Hospital**

(Sweeny, TX)

**Texas Biomedical Research Institute**

(San Antonio, TX)

**The Bridge Over Troubled Waters**

(Pasadena, TX)

**The Center for Hearing and Speech**

(Houston, TX)

**UNTHSC Foundation**

(Fort Worth, TX)

**Visitation Academy**

(St. Louis, MO)

**Westchase District**

(Houston, TX)

**YMCA of Greater Houston**

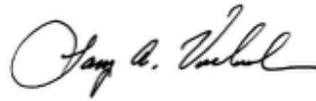
(Houston, TX)

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## Closing Note

Again, we are grateful for this year, our clients and their moonshots, and your friendships. We stand ready to help you with your next campaign, strategic plan or project to strengthen your advancement team or program. Call us at 713-942-1248 or visit our website at [www.dinisphere.com](http://www.dinisphere.com).

To all, we wish the very best of these summer weeks and this second half of 2019.



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