

OUR PATH FORWARD
ANNUAL REPORT
FISCAL YEAR 2019



*I wish to have a
princess bedroom*

Emelyne, 6
cancer

Make-A-Wish[®]
CENTRAL AND SOUTH TEXAS



*I wish to blast
off to Saturn in a
red rocket ship*

Zayden, 7
heart condition



305

..... WISHES GRANTED
..... FISCAL YEAR 2019

.....
.....
.....
.....





Together,

**WE CREATE LIFE-CHANGING WISHES
FOR CHILDREN WITH CRITICAL ILLNESSES.**



As we approach our 35th Anniversary, we honor our predecessors who have made Make-A-Wish into one of the most recognizable nonprofit brands and the largest wish-granting organization in the world. In the last five years, our local wish-granting has grown by 50%, and our Boards similarly. I am honored to have served as President & CEO during this period and am deeply grateful for our volunteers, staff, Board Directors, and most of all, our families. Our Wish Families have let us into their lives in the most critical time and allowed us to be a part of their healing. We are inspired by their stories and honored to have many of them join our mission, including our Board Chair, Anthony Schiavo (Wish Alum); Austin Regional Chair, Charlie Holliday (Wish Dad); and five other Wish Parents as directors. We still only grant half of the wishes that qualify in our 40-county region and have the capacity to join every single child in building their agency, their joy, and ultimately their ability to conquer their challenges. Our goal is to raise the necessary revenue to serve all 500 children who need to make the 'impossible possible', and I look forward to sharing our stories so that we can touch hearts and engage each of you in this very beautiful opportunity.



Kathrin Brewer
President and CEO of Make-A-Wish Central & South Texas





*I wish to be
a Marine*

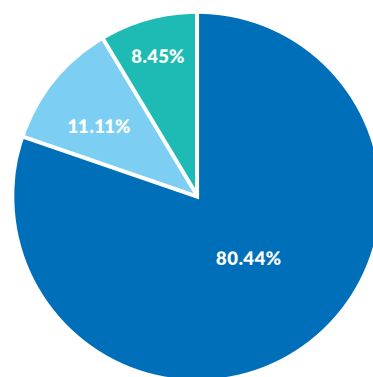
Haoran, 7
leukemia

Financials

Make-A-Wish Central & South Texas Office Only

Year ended August 31, 2019

Total Cash Revenue	\$3.4M
Total Expenses	\$5.09M
Total Net Assets	\$1.87M
Total Endowments	\$15.8K
Total In Kind Revenue	\$2.06M
Wish In Kind	\$1.71M
Total Cash Expenses	\$3.38M



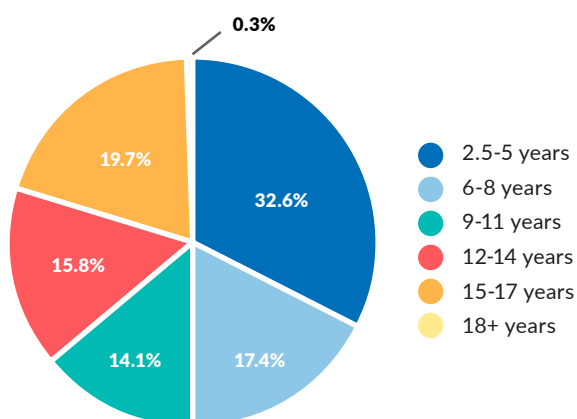
*Operating Expenses**

Program Services	\$4.23M (80.44%)	●
Fundraising	\$584.4K (11.11%)	●
Management and General	\$444.4K (8.45%)	●

Wishes

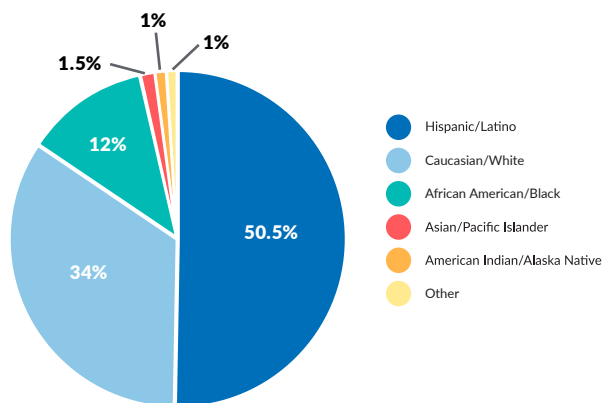
305 WISHES GRANTED

Together, we sparked imagination and delivered strength to 305 children in Central & South Texas facing critical illnesses.



WISHES BY AGE

With the support of volunteers and donors, we grant wishes for children 2.5 to 18 years of age with critical illnesses. Average age: 9.5

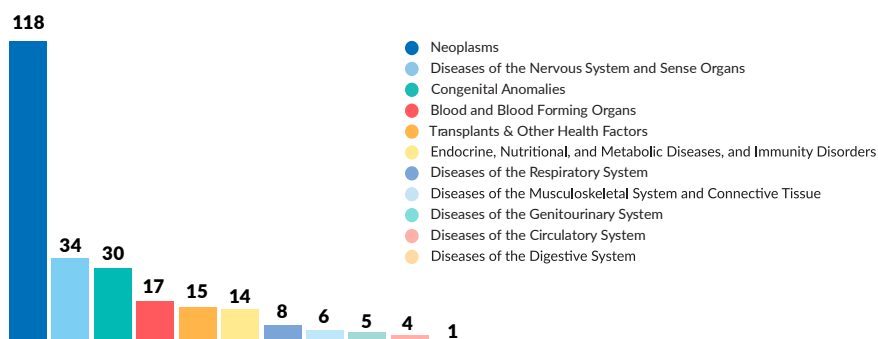


WISHES BY ETHNICITY

The central and south Texas chapter serves 40 counties of the state and serves a variety of children with different racial and ethnic backgrounds.

WISHES BY MEDICAL CONDITION

Wishes are granted to serve as a catalyst for renewed strength and encouragement to children with illnesses defined as malignant, degenerative, or progressive.



FEMALE

149

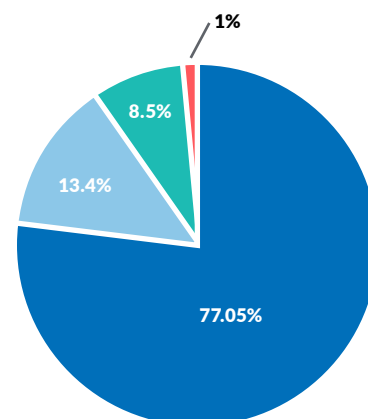
MALE

155

WISH TYPES

Wishes are as unique as the child making the request, but typically fall within four categories: I wish to have, I wish to be, I wish to meet, and I wish to go.

- I wish to go...
- I wish to have...
- I wish to meet...
- I wish to be...





*I wish to have
an orange bike*

Matt, 3
brain tumor

BUILDING FOR OUR *future*

The Fiscal Year 2019 Report represents all the progress and strategic initiatives that we have worked on this past year to positively impact lives. We worked tirelessly every day to create opportunities for children and their families to experience the impossible.



Our North Star

Make-A-Wish Central & South Texas, in partnership with our 60 chapters and our national office, is in the process of establishing an Enterprise Strategic Plan. The intent of this effort is to better connect our collective efforts, align resources and focus on our highest priority impact efforts. Over our 35 years, we have done an outstanding job of driving improved results and performance, largely individually, and our emphasis is now how we can better harness the power of our organization if we work together. We are aligning our efforts under four strategic pillars and establishing initiatives that will bring us closer to “our north star” of reaching every eligible child.

*I wish to go
to Hawaii*

Ella, 8
blood disorder



Advances in Technology

The vision of the information technology at the Central and South Texas chapter has always been to leverage technology and information to improve efficiencies in the wish-granting process, to enable new fundraising avenues and to enhance the Make-A-Wish experience. In FY19, our team made great strides in executing a digital transformation that would lead to systematic changes across the country. Due to the work and innovation at this chapter, Make-A-Wish, as an enterprise, will move to Salesforce as our primary CRM, which ensures a consistent user experience, enhances chapter collaboration and safeguards our organization.

Inclusion and Diversity



In collaboration with chapter leadership from across the country, Make-A-Wish Central & South Texas has begun critical initiatives around inclusion and diversity. Initial work involves multiple workgroups with three key areas of organizational focus: ensuring an inclusive culture, recruiting diverse talent and creating enterprise-wide mission solutions.

We believe an inclusive and diverse organization makes anything possible at Make-A-Wish. It is only through our mosaic of backgrounds, thoughts and experiences that we can grant life-changing wishes to every eligible child. We embrace, respect and value our differences and stand united in our commitment to transform lives, one wish at a time. By championing inclusion and diversity, we are fostering an organization that is not only accessible but is also welcoming. In turn, we are uniting diverse communities to help make more wishes possible.



Enhance our Capabilities



Inspire our People



Increase our Revenue



Grant More Wishes



*I wish to be
a superhero*

Kaheem, 5
cancer

Donors

Wish Champions (\$100,000+)

Give Kids the World	Car Donation Foundation	Torchy's Tacos	Sheraton Waikiki Hotel
Make-A-Wish Foundation of America	Dell, Inc.	IBC - Austin	

Wish Heroes (\$50,000+)

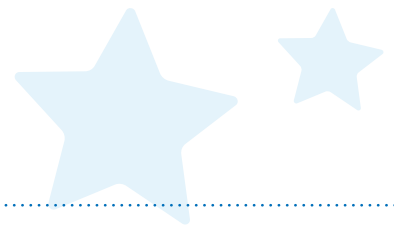
Garrison Family Foundation	Bob and Shirley Bright	Ed and Jeanne Cooper	Wish Friends & Family
Macy's	Allegiant	All American Chevrolet of Killeen #236	Arizpe Properties, Ltd
Hewlett Packard Enterprise	Charles Maund Toyota	Enterprise Holdings	The Harvey E. Najim Charitable Foundation

Wish Supporters (\$25,000+)

Optizmo Technologies LLC	Manuel and Michelle Azuara	Salesforce	Mizkif Enterprises
The Greehey Family Foundation	Scott and Cynthia Brown	Disney	Myer Family Charitable Foundation
Avis	Whataburger	Southside Bank	Northside Independent School District
Rory Read	Subaru	Gehan Homes	Valero Benefit for Children
Maggiano's	William Lynn	VRBO	
Southwest Airlines	David Workman	Jim and Barbara Alfred	
	Dave & Busters	Jim and Tina Dimeo	

Wish Advocates (\$10,000+)

Disney World	World Wrestling Entertainment	Applebee's	JMR Barker Foundation
LifeSize, Inc	ICU Medical	Lindenmuth Family Foundation	John Carter
American Airlines	Sears Hometown & Outlet Stores	Vicki Roberts	SouthWest Water Company
Nvision Biomedical Technologies, Inc.	Network for Good	Applied Materials	Susan Vordenbaum
Texas Cavaliers Charitable Foundation	Accruent, LLC	Inchbug	SWBC Foundation
Freeman (AV)	A10	Moonshine Patio Bar & Grill	Techline Sports Lighting
Joy Rose	San Antonio Chi-O Alumni Group	Fat Quarter Shop	Ted and Kathy Gray
Mary Rose Brown	The Guadalupe and Lilia Martinez Foundation	Friends For Wishes	Texas State Chi Omega
Valero		Georgetown Beard Club	United Notions Inc
WPEngine	TopGolf	IBC - Laredo	
Ortronics Inc		Jeffrey Durkee	



Wish Allies (\$5,000+)

Disneyland Resort	Vanguard Charitable Endowment Program	Fox 7	H-E-B Tournament of Champions Charitable Trust
Atlantis Resort & Casino	Yourmembership.com	Hilton Honors	Husch Blackwell
Aulani	IBM Retiree Charitable Campaign	Jesse Ortiz	Intersys
Dave and Rachel Schmidt	PEC United Charities, Inc.	Fidelity Charitable Gift Fund	Jack Maroney
Best Maid	USAA	Michael Ryan	Jaxon's FROG Foundation
PepsiCo Foundation	Monroe and Jeri May	Disney's Paradise Pier Hotel	JE Dunn
Richard and Amy Landry	Stuart and Ronda Stahl	Harley's Wallet	Joseph Barnett Paul Charitable Organization, INC.
Bristol Myers Squibb	Judy B. Bryant	Universal Studios Hollywood	Laredo Heat
Jewelers for Children	GOOGLE INC.	Sheraton Universal Hotel	Living Water Foundation
Mark Friedman	BioTrust	Grand Garden Arena	Locke Lord LLP
UHG	The Parking Spot	Jennifer Goodrum	McGinnis Lochridge
Universal Studios	Sheraton Maui	Water Tree Ventures	Metcalfe Wolff Stuart & Williams, LLP
Heather Traeger and Jeff Cohan	Haley and Winston Smith	Paypal Giving Fund	Mitchell and Deborah Morris
RetailMeNot, Inc.	United Way	Associated Volume Buyers Inc.	NuStar Energy L.P.
Elegant Limousine	Orlando Medical Rentals	Austin Children's Academy	Optech Enterprise Solutions Llc
Royal Caribbean Cruise Lines	Allen Bailey	Billian Family Charitable Foundation	OptumInsight Inc
Norbert and Vivian Castellanos	AT&T	Campbell Audio Video	Phebe Brown
Cedar Valley Middle School	Barracuda	Cowden Charitable Foundation	Rushing River Foundation
Bristol-Myers Squibb	Eclerx, LLC	CPS Energy	SailPoint Technologies, Inc.
Cindy Buford	Endeavor Real Estate Group, Ltd	D.D. Hachar Charitable Trust Fund	San Antonio Area Foundation
Concrete Contractors Supply of Texas LLC	Epson America, Inc.	DC McG, LLC	Sandy and John Smith
Gary Dudley	Lost Creek Dad's Club	Dollar Fund, Inc	Tau Beta Sigma
Halliburton Charitable Foundation	Palo Alto Networks	Epic Promise, Keystone Resorts Lodging	Texas Spirits
Hubbell Power Systems	Patsy And Michael Hochman Charitable Foundation	Ernst & Young	The John G and Marie Stella Kenedy Memorial Foundation
Jana Resources LLC	The Cain Foundation	Fifth Generation	Tres Aguilas Management
Nannette Wickham Charitable Foundation	Josh Bobo	Frost Bank	University Health System
Perry Homes	BBVA Compass	Frost Bank, S.A.	Wave Healthcare
Popp Hutcheson PLLC	Accenture	Gary Lamb	Westlake High School
San Antonio Kappa Alpha Psi Education Foundation	University of Texas Chi Omega	H-E-B	Trusted Choice
	Dallas Cowboys Football Club	Harvey E. Najim	

Wish Friends (\$2,500+)

Onnit	The Abbott Foundation	Corporate Travel Planners	Anne Meiteen
Patrick Nolan	Make-A-Wish Foundation of Central and Northern Florida	GM	Austin Regional Clinic
Maamoon Abueluf		Jeff and Angela Mathis	Ben Stovall
East Central High School	Frontier Airlines	Jerry and Kathy Huffaker	Bill and Annabelle Hall
Build A Bear	Anthony and Jennifer Schiavo	Lee and Fred Baccus	Envision Creative Group
NCAA Division II	Buffet Crampon	Marilie Walker	Four Points Tutoring
Hannah Feld	Laura and Danny Boone	Service Now	George West High School
Grand Hyatt Kauai Resort & Spa	Comprehensive Radiology Management Services, LTD.	Tiffany Johnson	Greg Meseck
AT&T Employee Giving Campaign	Expedia	Xsell Technologies Inc	JL Gray Construction
Chet Davis	KEYE - CBS	Bright Funds Foundation	Jorge and Caroline Chavez
Brooks Brothers	Asphalt Inc., LLC	Denise Funk	Lance Anderson
United Health Group	Kelly Mitchell Group	Westin Galleria	Marble Falls Chevrolet Buick
United Airlines	World Wide Technology Holding Company	Joan Cleveland	Marian and Robert Dehm
Airbnb	Charlie and Holly Holliday	Atlantic Care Services	Matt Vann
Seth Randle	Chief's Luau	Alamo Truck Gear	Norton Rose Fullbright
BBVA Foundation	Oceans Edge Resort and Marina	Leonardo F. Taves	Sabre
Karen Wagner High School	Fifty NYC Hotel & Suites by Affinia	Bank of America Employee Giving Campaign	Smart Corporation, Inc.
Experis	Party City	Cedar Ridge High School	Theresa and Mike Bollman
Meghan Pier	Alamo Kiwanis Club Charities, Inc	Kara and Chad Miller	Trimbuilt Construction
Whataburger of Alice	Apex Systems	Claire's	Ty Meyer
Wrestlemania	Barbara and Todd Kammerer	American Income Life Insurance Company	Valerie A. Rodman
Laredo Association Of Realtors		Anne Holmes	Wendell and Susan Hall
			West Gaines Seed, Inc.
			William Hall III

Fundraisers



Wish Legend (100,000+)

Dell Golf Tournament

Wish Stars (50,000+)

Lake Travis Powerboat Association Poker Run

Hope Golf Tournament

Prosource

Wish Makers (20,000+)

Fat Quarter Shop	Tournament	Jennifer Wilks Memorial Golf Tournament	Harlien Family Christmas
Maywald Family Christmas Light Display	OTE Team Accruent	OTE Team GM	Enterprise Golf Tournament
Duane Miller Memorial Golf	OTE Rappeller Tom Lucas	OTE Rappeller Stuart Stahl	Foss Golf Tournament
	OTE Team Epsilon Nu		

Wish Granters (10,000+)


Pepsi Slugfest	Mollie Carriger Chili Cook Off	Old Iron Trail Ride	The Learning Experience
Techline Golf	OTE Team Holliday Wishes	OTE Rappeller Bill Furlong	
Google	OTE Rappeller Anthony Schiavo	OTE Rappeller Brenda Feldman	

Wish Partners (5,000+)

San Antonio Big Give	OTE Rappeller Kim Kieschnick	Haunted Highways	OTE Team CTA Architects Engineers
I Live Here I Give Here	Community Brands Conference	OTE Team Austin	
OTE Rappeller Charlie Hill	OTE Rappeller Doug Hawkins	Blue Genie Art Industries	Walk for Wishes Team RJ
OTE Rappeller Jim Alfred	Jackson Walker	ACL Radio	OTE Team BraVe
OTE Rappeller Carrie Cravens	OTE Team Bridgepoint Consulting	OTE Team Dell	OTE Rappeller Jeff Hubenak
			Saks 5th Avenue

Wish Enhancers (2,500+)

OTE Team Alex	OTE Rappeller Tommy Hannan	OTE Rappeller Kara Miller	OTE Rappeller Stacey Holliday
OTE Team VRBO	OTE Team Catch Us If You Can	OTE Team KingsIsle	OTE Rappeller Abby Argo
OTE Team RetailMeNot	OTE Rappeller Laura Boone	OTE Rappeller Micala Osuna	Service Lloyds
OTE Team Husch Blackwell	OTE Rappeller Cindy Lam	W4W Enterprise Holdings	Walk for Wishes Sophia's Hope
OTE Team Gensler	OTE Rappeller JAMES DALTON	OTE Rappeller Charlie Holliday	OTE Team Byrd Davis Alden and Henrichson
OTE Team Heather and Jeff	OTE Rappeller Manuel Azuara	OTE Rappeller Jennifer Porti	
Larry Parker Golf Tournament	Walk for Wishes Walmart 1803	OTE Rappeller Sarah Stovall	

A woman with long blonde hair and a young girl with brown hair are posing together. The woman is wearing a silver mermaid top and a green and blue mermaid tail. The girl is wearing a pink sequined top and a pink tutu. They are both smiling. The background is yellow with blue stars in the top left corner. A blue circle contains text on the left side. A blue triangle is in the bottom right corner.

*I wish to be
a mermaid*

Neva, 6
lymphoma

Join the Conversation!



@MakeAWishCSTX



@makeawishcstx



@makeawishcstx



MakeAWishCSTX



Make-A-Wish Central & South Texas
2224 Walsh Tarlton Ln. #200 Austin, TX