



LAS CAMPANAS COMPADRES

People Helping People Reach New Heights

February 18, 2011

Dear Friends of Las Campanas Compadres,

2010 was a successful year on a number of fronts. While the economy continues to present challenges to virtually every constituency, the state and non profit community has been particularly hard hit. The needs of the community, however, do not go away. State budgets remain strained and there is not a day that goes by without the announcement of yet another state program being cut due to budgetary constraints. Las Campanas Compadres continues to fill the void that state governments are no longer willing or able, to do.

2010 In Review

We are very proud of our achievements. LCC has grown beyond our wildest expectations. Since inception in May 2007, the program has underwritten approximately 1,300 riding and 750 swimming lessons, so we have now surpassed the 2,000 mark. Our student and volunteer numbers continue to grow. We have approximately 37 students (up from 30 last year) on our roster and we continue to receive applications from prospective students.

Georgia Smith, our riding instructor, and David Caldwell, our swimming instructor, have both done an incredible job for us. We can't thank them enough for their continued enthusiasm and tireless efforts.

We would also like to make special mention of Luis Gonzales who helps us out every Monday in the riding program and drives up from Albuquerque on his day off. Initially Luis just helped with the grooming and preparation of the horses before each lesson. But over time, Luis has become a very special person in the program. The kids love him and we all have a hard time imagining the program without Luis.

Ken Dettlebach, Pam Scotty, and Bob Lehrer continue to amaze us with what they are capable of achieving. This year we are proud to announce that Acoma Eye Optical has chosen Las Campanas Compadres to participate in their program, Vision for Santa Fe, which will offer free optical exams as well as lenses and frames to our students and their immediate families. Up to 15 of our students and their immediate families will be taking advantage of this generous offer. Additionally, the Santa Fe County mobile health van

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has offered to participate in the Vision for Santa Fe effort. The mobile health van provides basic health services and screenings that compliment and further the Vision for Santa Fe mission. Our deepest appreciation goes out to Brian Boddy and his wife Cindy, owners of Acoma Optical. As well, our thanks goes to Leno Pertusini, owner of Osteria, a local Italian restaurant here in town, who will be providing free pizza and drinks to those receiving their free exams. LCC is trying to do our bit as well. We are collecting used eye glass frames that can be used in the Vision for Santa Fe program. If you have any that just don't fit your current fashion statement, please drop them off in the box provided at the Hacienda here at The Club at Las Campanas.

While on the topic of equipment needs, the LCC board has authorized the purchase of a harness and lifting system to be used in the riding program. The cost of the machine and installation is approximately \$7,000. While this may seem like a lot of money, we believe the system will make the mounting and dismounting of our students with cerebral palsy a much safer process. As well, many of our students are getting older and heavier, so from a practical standpoint it seemed time to make the investment. We are finalizing our evaluation of different systems and hope to have one installed within the next 30-60 days.

Last years Annual Awards Event took place in the fall and was a great success. The board has decided to make Columbus Day our official awards day each year. The children are off from school and it means that a lot more parents and relatives can attend the ceremony. This year we awarded each student with a beautifully framed certificate. A total of 27 awards were handed out with over 80% of our students receiving achievement awards for both riding and swimming disciplines. A very special thanks to John and Rhonda McKinnon, owners of The Framing Company, here in Santa Fe. John and Rhonda provided the framing free of charge to our foundation. We also want to thank all the parents who brought food and refreshments. Mark Kiffin of The Compound Restaurant once again supplied us all with some real gourmet delights! We also want to thank Lucia Valeria, mother of Manny and Luis, two of our students, who brought a piñata in the shape of a horse. All the kids had a great time taking a swing and then enjoying the candies that poured forth.

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Once again we were proud to announce the winner of The Ron Walters Award.

The Ron Walters Award is presented each year to the Las Campanas Compadres volunteer who in the opinion of the founders, Lawrence and Suzanna Becerra, has demonstrated outstanding enthusiasm for the program. The recipient will have an unparalleled sense of ardor, determination, and compassion, character traits that Ron Walters lived by.

It is always difficult to single out any one particular volunteer as all of our volunteers are incredibly helpful in so many ways. That being said, we are delighted to announce that last year the Ron Walters Award was bestowed upon Bob Lehrer. Bob serves on the board and is the Treasurer for LCC. Bob is also the official photographer, organizer, and chief bottle washer. There is so much that goes into running a program such as ours that is never seen. Bob has been selfless and tireless in his efforts to make us a better organization. The award is richly deserved.

Our board has decided that our Mini Tri event should be our primary fund raiser. We have also decided that the event will take place on Labor Day each year. We have formed a committee to help expand the event and to include participation from a wider audience.

Last year's event was a great success. We raised money from corporate sponsors in order to defray the costs to the Club at Las Campanas. A special thanks goes to Christus St. Vincent who was our platinum sponsor. Our other sponsors were United Airlines, Meyners and Co., Santa Fe Realty Partners, Early & Early, CDCIV, and Roy's Pest Control. Last year we made \$13,382 from this event. We hope that 2011's Mini Tri will be bigger and better.

Last year we introduced LCC teams so that our students could participate. Congratulations to John Romero, Christian Woodard, Merissa LeRouge, Manny and Luis Valerio, Queque Pascal, Taylor Kuhn, and Shelby Howley-Smith who all participated. Their names are on a special plaque that is hanging up at the Spa. They should all be very proud of their achievements.

We are also fortunate to be the beneficiaries of a very special offering. Mike and Rita Linder, owners of Jewel Mark, one of the premier jewelers in town, donates 20% of all sales made in their store on one day in December. Unfortunately, on the day of this offering last year, we had a terrible snowstorm and no one turned up. That does not

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negate the spirit in which this offering has been made and we hope that Michael and Rita continue with this most generous offer.

2011 In Focus

While we anticipate that our growth will slow down somewhat during 2011 due to capacity constraints in our riding and swimming programs, we believe that the program can continue to grow in other ways. We continue to accept new students and have instituted a rotation system so that we can accommodate increasing numbers. This has been a success. Also, we have established important relationships, such as the Vision for Santa Fe initiative, that have allowed us to expand our product offering.

Our volunteer pool is growing but we can always use more volunteers. As our program grows, so do our needs. Beyond volunteers for the actual riding and swimming programs, we can always use pro bono help with legal, accounting, and grant writing services. We ask that you please help us spread the word to get people involved.

Bob Lehrer has put in a lot of work to improve our website. We encourage people to visit www.lascampanascompadres.org . There you can find updates on what's going on, download volunteer and student application documents, visit a photo library, and even make a donation using PayPal.

Finances

It is the policy of Las Campanas Compadres to be completely transparent regarding finances.

LCC entered 2010 with \$39,763 in the bank. LCC ended the year with \$73,695. We have been overwhelmed by people's generosity our sincere gratitude goes without saying. We had two exceptional donation events last year. LCC was the recipient of a \$10,000 grant from The New Mexico Community Foundation. Special thanks go to Georgia Smith who was instrumental in making this happen. LCC was also extremely fortunate to receive an anonymous donation of \$25,000. Suzanna and I are humbled by this single expression of generosity and hope that LCC lives up to the trust and support so generously bestowed.

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While our cash balances may appear healthy, the continued growth of the program coupled with the challenging economic landscape necessitates the need for continued support. Our goal is to assure the perpetuity of the program. A healthy balance sheet is of utmost importance in allowing us to achieve our goals, and while the current snapshot of LCC's finances shows a vibrant and healthy patient, continued support is required in order to assure continued good health.

During 2009 our total operating expenses were \$34,214 versus a budget of \$45,150. Expenses are divided into two main categories. The largest expense category is the cost of our instructors and equipment. Last year this accounted for \$28,464 of our operating budget. The balance of \$5,750 was for office infrastructure.

All LCC officers work pro bono. There are no salaried employees. All office infrastructure expenses are funded by the founders. **100% of all outside donations are spent on instructors and equipment.**

Our budget for 2011 is \$51,700. We have budgeted \$44,350 for programs and \$7,350 for office infrastructure.

It goes without saying that none of this would be possible without the generosity of a great number of people. Suzanna and I are truly grateful. We believe LCC has a positive impact on the lives of families in our program as well as the community at large.

Suzanna and I want to thank you once again for your support and generosity and we look forward to seeing you all during 2011.

Kindest Regards,

Lawrence and Suzanna Becerra
Founders
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