



Texas Ramp Project Newsletter

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Dear Friends,

This month I am going to talk about team leaders just a bit. To build a ramp three things must be available – money to buy the lumber, volunteers to help build and a skilled team leader to direct the volunteers. Of the three, certainly the last is the most difficult to find and really the key to the success of the TRP. Next year we are going to be embarking upon a new quarterly process which I will call *Team Leader Academy* for the sake of this article.

We will build about 2100 ramps this year while receiving 5000 referrals. We need to do better than a 40% completion rate and that needs to be achieved by training and equipping more team leaders and NOT by saying to our existing team leaders “go build more” - that will burn out those folks and we will be worse off when they leave.

For the moment, I would like you to think about who might make a good team leader and maybe think about two people who might feel more comfortable being co-team leaders. We will equip new team leaders with the tools necessary to build ramps and our expectation is that each team leader will build at least eight ramps per year. This is crucial to keeping our project moving forward!

Thanks for all your hard work.

John

Donate on Web vs. Sending a Check

The TRP website has a “Donate” button that links the donor to Network for Good. This is a trusted donation site and a great way to pick up funds from people who visit the site. However, Network for Good donations do carry a fee of up to 5%, leaving less of the donation to come to us.

For these random donations, the Donate button is convenient. But if someone asks you how to make a donation, you can suggest that they just send a check. That way the entire amount will be credited to the Texas Ramp Project. The check can be sent to the Texas Ramp Project, P.O. Box 832065, Richardson, TX 75083-2065. If desired, the donor can designate where the funds should be spent.

Check Out Community Giving Days

The Texas Ramp Project pulled in nearly \$8,400 from 60 donors during North Texas Giving Day, September 19th. North Texas Giving Day is a 24-hour period, sponsored by the Communities Foundation of Texas, during which people can give to their favorite nonprofits.

A successful method of inspiring people to give, community “giving days” are held in many cities across Texas. TRP has participated in several of them, including East Texas, Austin and San Antonio, with varying results. The Panhandle Cares event is coming up November 25–December 3.

Many of the giving days have an entry fee, and many also take a small percentage because all donations are made through a credit card, and credit cards have fees. However, most of the giving days also have a match. The North Texas Giving Day match runs about 6%, but other cities’ giving days may offer more generous matches. It’s also possible to line up a local sponsor with a really generous match.

If your region would like to participate in a giving day event, TRP will cover any entry fees involved. We will also provide background information about the Ramp Projects. It is up to volunteers within the region, however, to promote the event and try to maximize donations. TRP can help by posting to the website and Facebook. Local volunteers can also line up challenge matches, post on Facebook, and encourage giving in the community.

October Grant Awards

- Josephine Anderson Charitable Trust, \$10,000 for Amarillo
- Communities Foundation of Texas, \$10,000 unrestricted
- George & Alva Hudson Smith Foundation, \$5,000 for Waco North (Hill County)
- Waldon & Adele Orr Charitable Trust, \$5,000 for Bryan/College Station (Brazos County)
- Hill Country Fellowship, \$3,000 for Austin West
- Heart of Texas Electric Trust, \$1,000 Waco South Region (McLennan, Falls & Bosque counties)

Area Agency on Aging (AAA) Contract Status

As October is the first month of the government’s 2020 fiscal year, let’s look at the status of contracts between AAA and the Texas Ramp Project. Currently, we have 16 signed contracts and are waiting for five more. A listing of the contract status between the TRP and each of the AAAs is listed below along with the contact person and phone number for each individual agency.

The AAAs are an excellent source of referrals and recurring income for each region when we have a contract. If your region has a signed contract with TRP, please ensure that you have contacted your AAA and are working to develop a positive relationship with them. If they have any money, they are delighted to work with the TRP because we build great ramps for their clients at a third of the going market price.

If we don't have a contract with the AAA in your region, give them a call or pay them a visit. They will be delighted to see you since you are there to help them do their job and make their life a little easier. They clearly understand the math; with the TRP they can build three times as many ramps with the same amount of money as they can going to an outside contractor. But they need to know we exist.

AAA Name and Location	AAA Contact	AAA Phone	Current Status 2019/2020 Contract	NOTES
Alamo AAA (San Antonio)	Gloria Givilancz	210-362-5283	DONE	
Ark-Tex AAA (Texarkana)	Jenny Butler	903-832-8636	DONE	
Brazos Valley AAA (Bryan)	Hank Roraback	979-595-2800	DONE	
Capital AAA CAPCOG (Austin)	Malissa Crawford	512-916-6054	IN PROCESS	Contacted: waiting contract. Donna Taylor Checking
Central Texas AAA (Belton)	Kerry Phillip	254-770-2345	IN PROCESS	Signed contract out: waiting
Coastal Bend AAA (Corpus Christi)		361-232-5146	NO CONTRACT	
Concho Valley AAA (San Angelo)	Toni Roberts	325-223-5704	IN PROCESS	awaiting signed contract
Dallas County AAA (Dallas)	Gary Stopani	214-954-4221	DONE	
Deep East Texas AAA (Jasper)	Lonnie Hunt	409-384-5704	DONE	
East Texas AAA (Kilgore)	Sophia Lawson	903-218-6500	DONE	
Golden Crescent AAA (Victoria)	Cindy Cornish	361-578-1587	DONE	
Harris County AAA (Houston)	Beverly Brownlow	832-393-4389	IN PROCESS	Waiting for RFQ
Heart of Texas AAA (Waco)	Donnis Cowan	254-292-1840	DONE	
Houston-Galveston AAA (Houston)		713-627-3200	NO CONTRACT	
Lower Rio Grande Valley AAA (Weslaco)	Jose Gonzales	956-682-3481	NO CONTRACT	Require SAM Qualification
Middle Rio Grande AAA (Carrizo Springs)		830-757-6122	NO CONTRACT	
North Central Texas AAA (Arlington)	Doni Green	817-695-9193	DONE	
North Texas AAA (Wichita Falls)	Cathy Odom	940-322-5281	DONE	
Panhandle AAA (Amarillo)	Janet Schulte	806-331-2227	DONE	
Permian Basin AAA (Midland)	Marydyth Taylor	432-563-1061	DONE	
Rio Grande COG (El Paso)	Sandra Gonzalez	915-533-0998	DONE	
South East Texas AAA (Beaumont)	Colleen Halliburton	409-924-3381	NO CONTRACT	
South Plains Association AAA (Lubbock)	Francisco Sotelo	806-687-0940	DONE	
South Texas AAA (Laredo)	Nancy Rodriguez	956-722-3995	IN PROCESS	working on SAM Qualification
Tarrant County AAA (Ft. Worth)	Katrine White	817-258-8151	DONE	
Texoma AAA (Sherman)	Judy Conner	903-813-3575	IN PROCESS	waiting for signed contract
West Central Texas AAA (Abilene)	Samantha Secrist	325-672-8544	DONE	

Follow up is critical. After they give us a referral, all they ask is that we respond and build in a reasonable time and invoice promptly. Many AAAs work closely with Adult Protective Services and other agencies. This is an excellent way to expand our activity and generate more revenue at the same time.

Please note: the contract build pricing for TRP differs region by region so if you need a copy of the contract for the AAA in your region to establish the billing basis of your invoices, let me know and I will email you a copy of the contract and relevant pricing, providing I have it. I can be reached at: garnermcn38@gmail.com. Many thanks for all you do.

Garner McNett, President

Ramps of the Month: Gray County, Amarillo and Red River County, Texarkana North

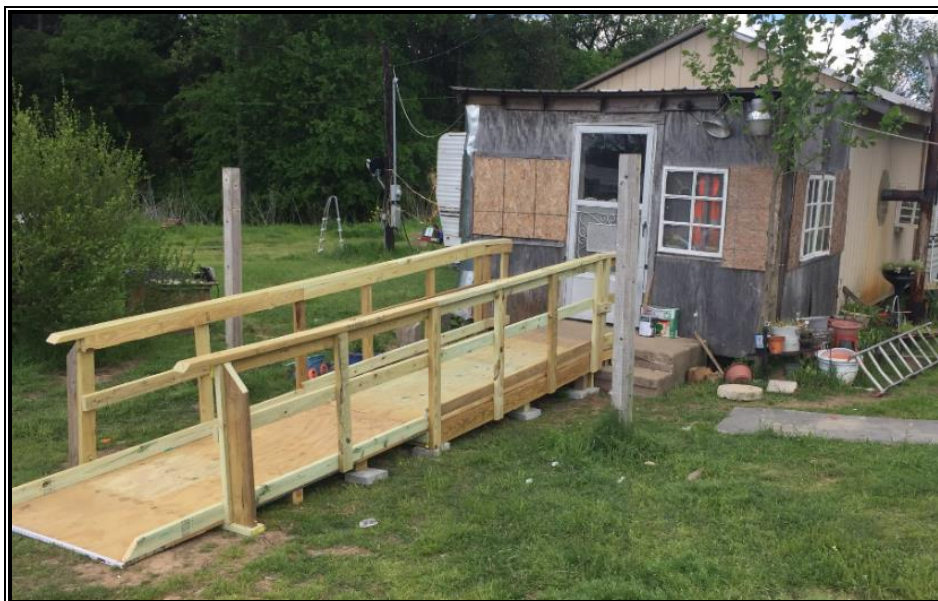
Ms. C., a 50 year old woman from Pampa, was referred by her social worker as Ms. C. is non-ambulatory without her knee scooter. This is due to an ankle fusion and ensuing buildup of scar tissue which is causing severe nerve pain along with arthritis. Her many medical issues are expected to make her less and less mobile as she ages. Her 52 foot ramp was built by ten volunteers from the Lions Club and HutchCares by contributing 30 hours of labor.





Success – Ms. C. trying out the new ramp with her knee scooter

Ms. C., a 64 year old woman from Annona, was referred by United Health Care as Ms. C. uses a walker and a cane for mobility. However, she has had numerous falls from her porch when trying to go down the stairs to leave her home. The stairs to her home were not traditional stairs as they were made of bricks, thereby, quite unsafe. Her new 16 foot ramp was built by five volunteers from the Kiwanis Club of Paris by contributing 10 hours of labor, making it so much safer for Ms. C. to come and go from her home.



DO: Pass the Newsletter On

You are encouraged to liberally pass this newsletter on to others within your region. Hopefully, you will find that it is filled with useful information, building hints and tips, data collection updates and processes, client stories, special announcements and recognitions.

AND: Send email addresses of the people in your region who should be receiving our newsletter, along with their name and TRP region, to Sandy Knutson at sjkbits@aol.com.

Our TRP newsletter is a great tool, and we hope you enjoy having it sent to you directly. In the event you want a back copy or wish to share an older edition, all back copies will be available on the TRP website by the first of December 2019. But, regardless of how you are receiving your copy, it only does its job when it is dispersed and shared with all who might be interested.

If you prefer to **not** receive the newsletter, you can unsubscribe by emailing: sjkbits@aol.com and ask for your name to be removed.