

April 6, 2022

Texas Education Foundation Network Conference

Donor Development & Stewardship



**LAUREN HOLLOWAY
&
ROBIN RITCHEY-ROY**

Highland Park and Calallen
Education Foundations

Agenda

BY THE END OF THIS SESSION, YOU WILL:

- Know the difference between fundraising and donor development
- Learn the donor life cycle with an emphasis on key solicitation strategies
- Collect a robust portfolio of donor stewardship ideas to retain your donor base

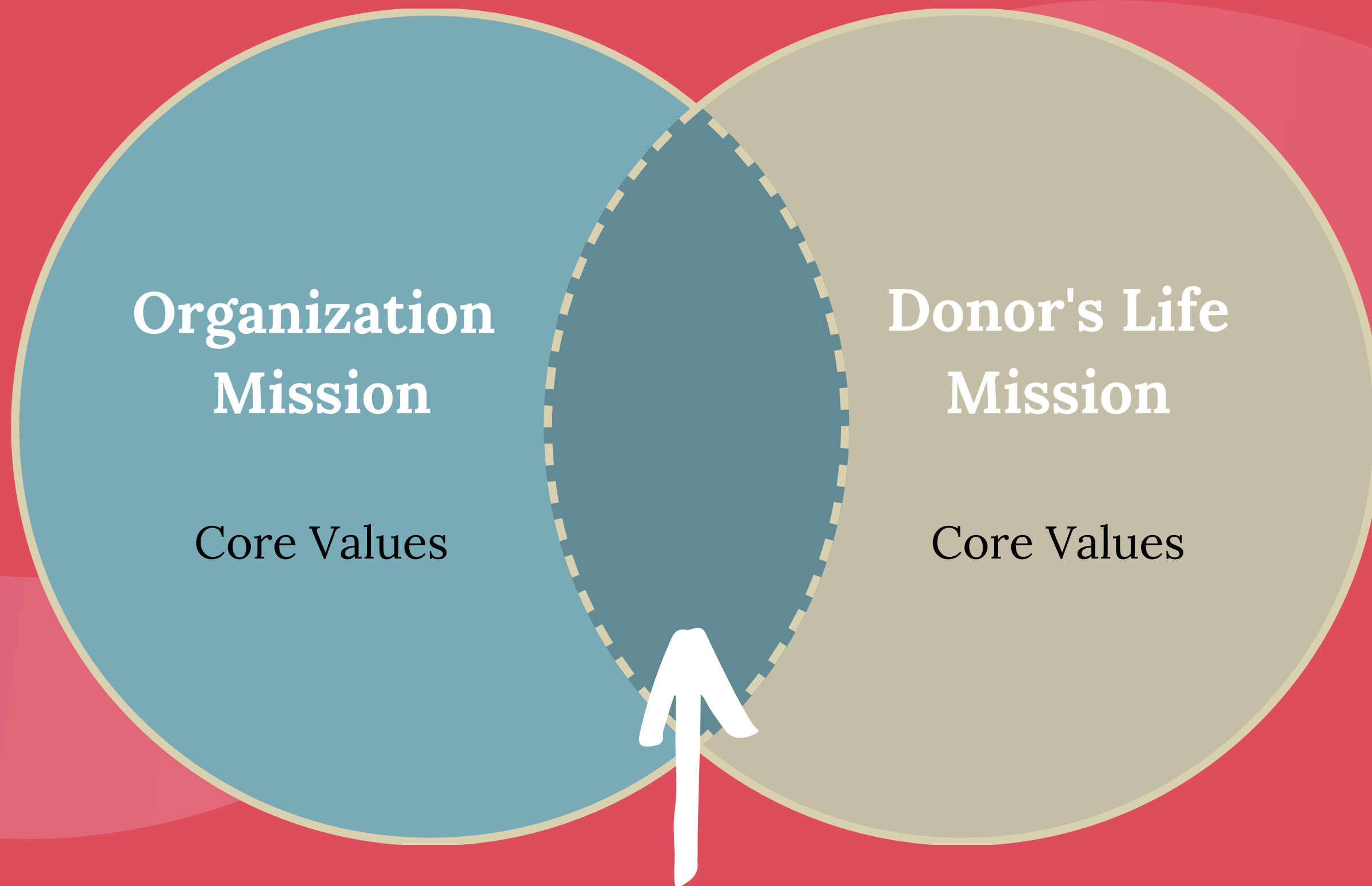


What is Donor Development?

“Skillfull fundraising leaders also recognize that philanthropic gift-making is based on a values exchange in which the organization returns a value to the donor that is beyond the material.”

- Fundraising Principles for Faculty and Academic Leaders

Gifts are driven by values alignment

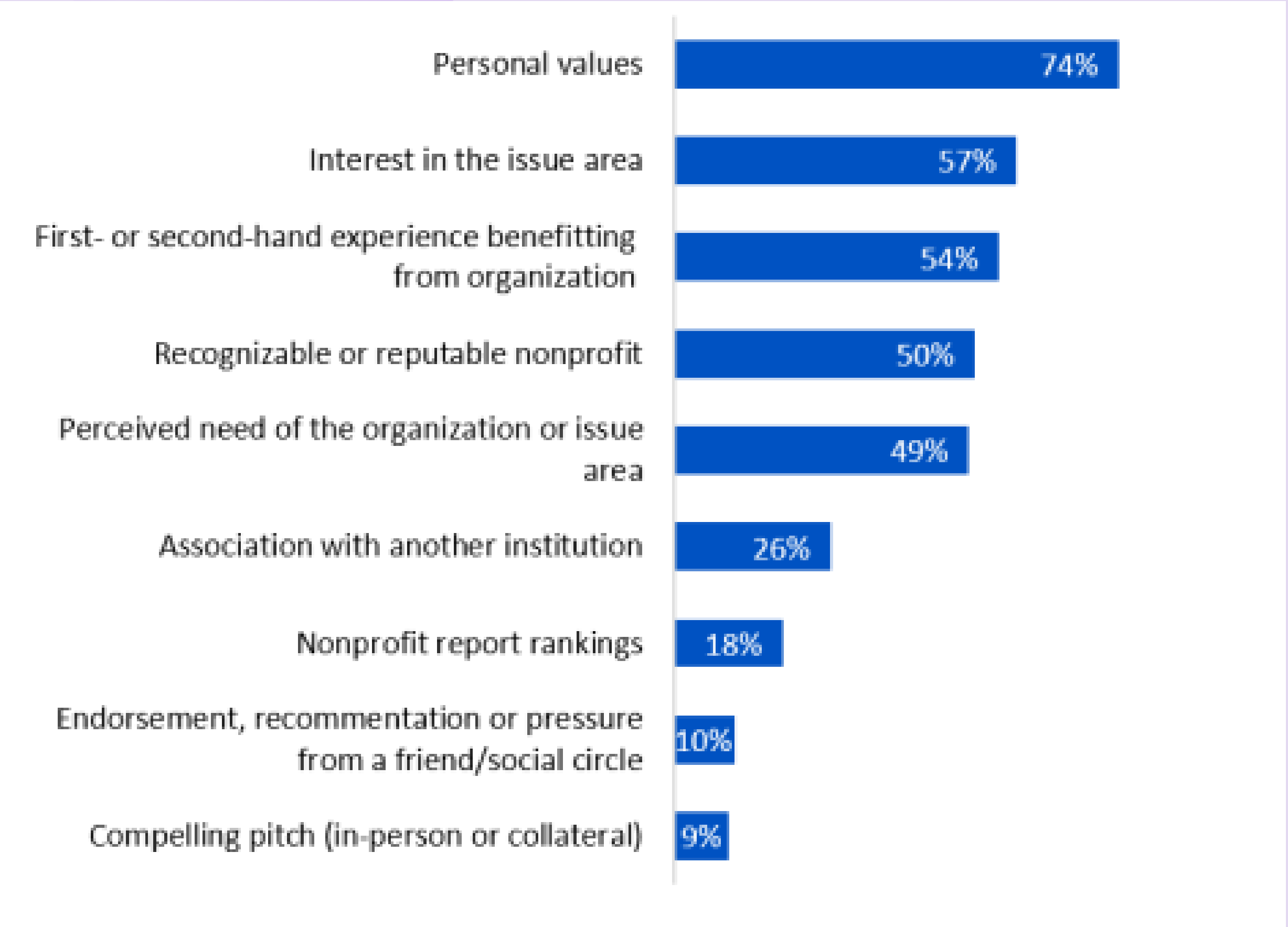


Donations & Gifts of Significance

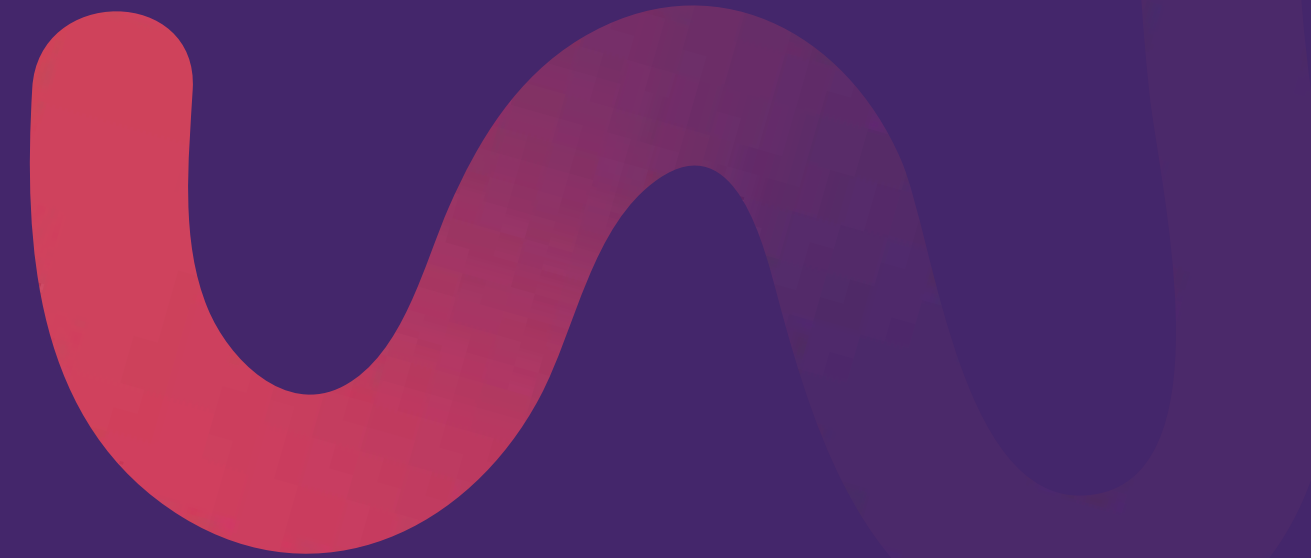
FACTORS THAT LED, OR WOULD LEAD IN THE FUTURE TO DECISIONS ABOUT CONTRIBUTING TO A PARTICULAR CAUSE OR ORGANIZATION

SOURCE:

<https://scholarworks.iupui.edu/bitstream/handle/1805/17667/high-net-worth2018.pdf>

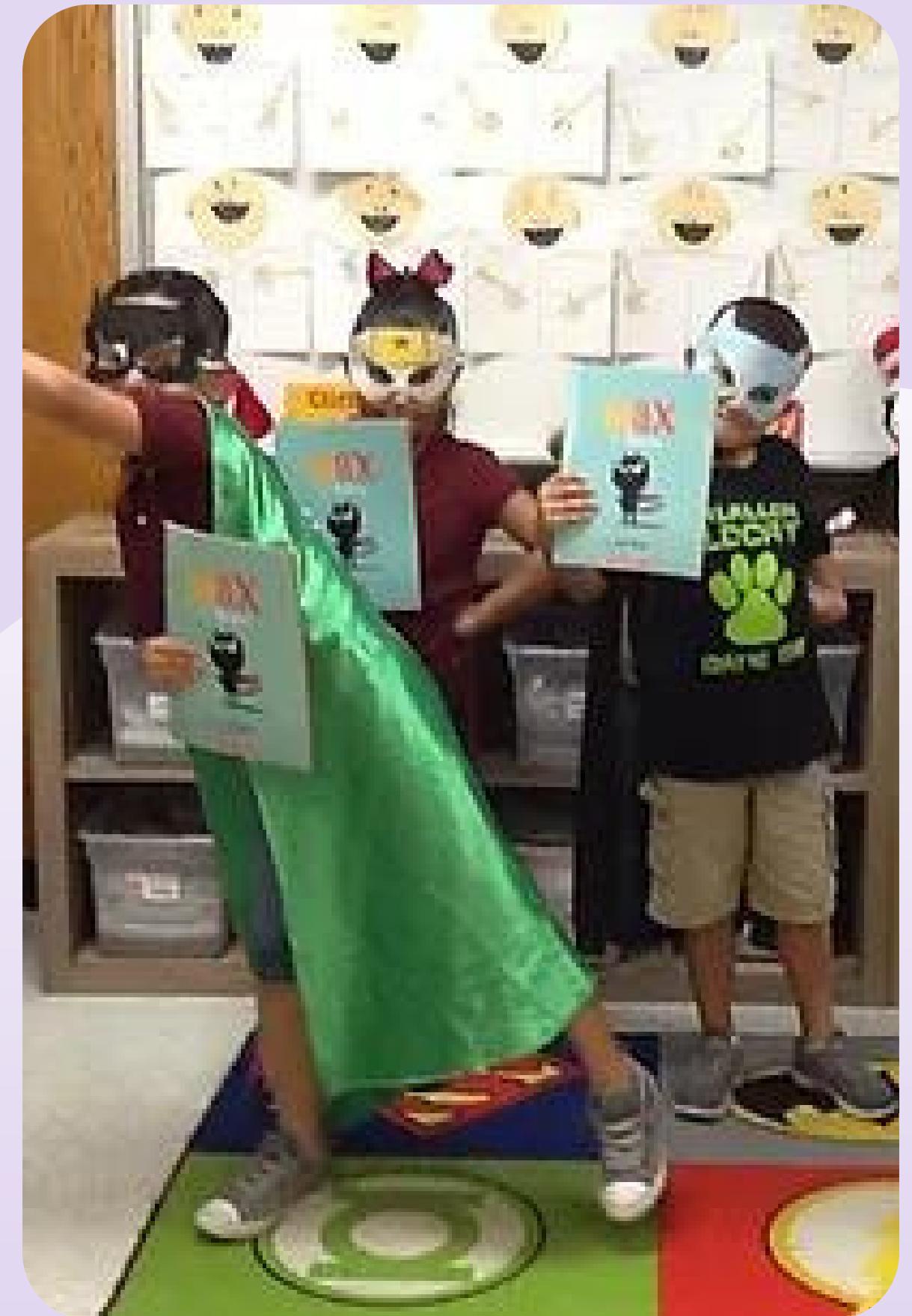


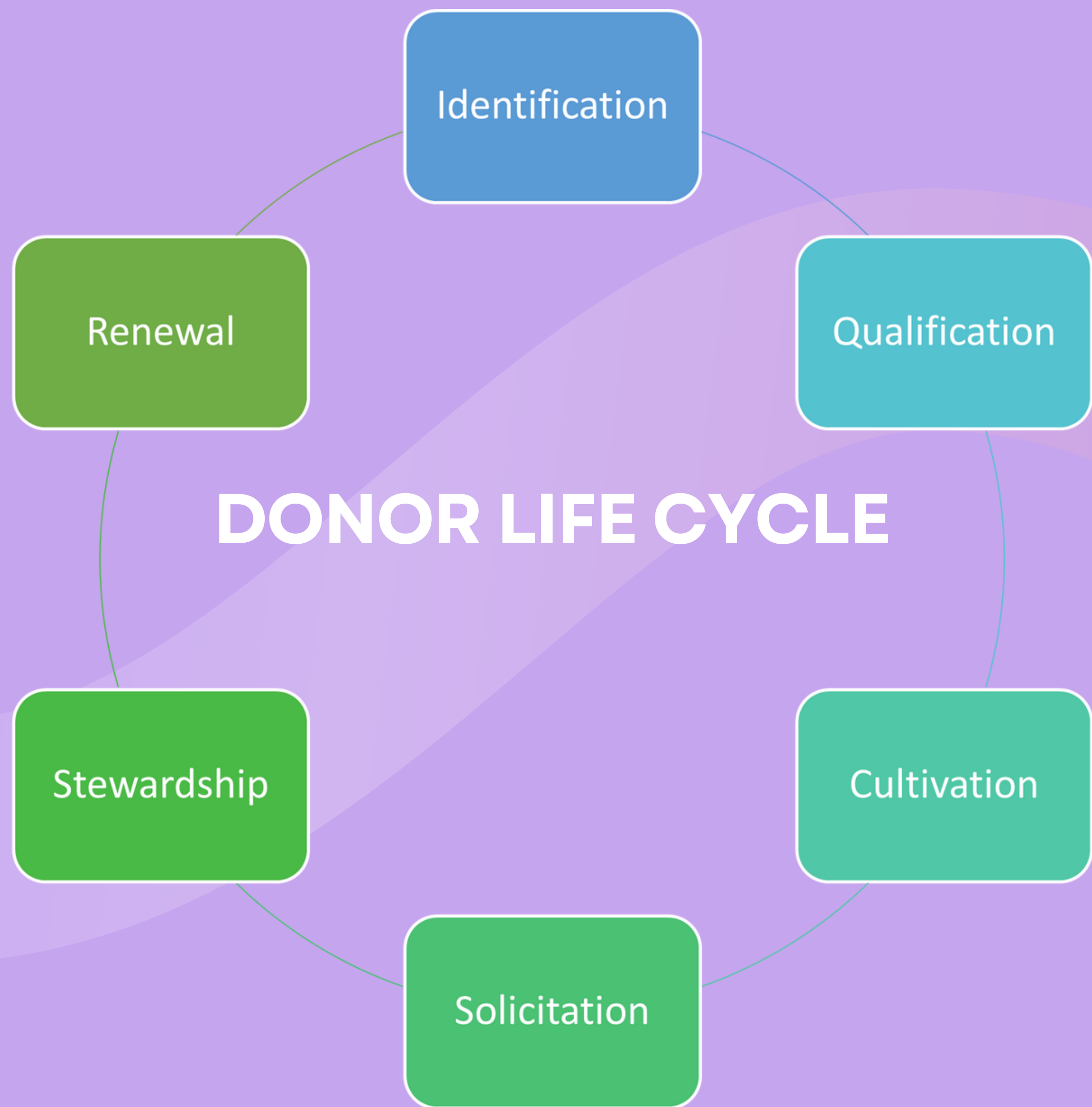
Organization values must be clearly defined



Calallen Mission Statement:

The Calallen Education Foundation (CEF) supports student programs, projects and initiatives that do not receive tax-based funding. The CEF provides grants and financial backing to innovative and inspiring educators striving for excellence in instruction and superior student learning.





Who are your donors?

- Parents
- Grandparents
- Parents of Alumni
- Alumni
- Board members
- Tax-paying residents
- District staff
- Current, lapsed, or new

Cultivation = Courtship



HIGHLAND PARK EDUCATION FOUNDATION

INSPIRE

Every student.
Every teacher.
Every school.

hpef.org



ccFull Mail Codes

Thank you for your consideration!
Danying

Appreciate your support!!
Muhndey

We hope to see your support!
Alisa Sell

Every \$ counts!
Betsy

Mad for Plaid Co-chairs
Amy and Peter Hegl
Joanna and David Iliff
Catherine and Mike Sweet
Shannon and Clinton Warren

Mad for Plaid School Reps.
Armstrong – Bunker Connes
Boone – Claire Seape
Bradfield – Jackie Converse
HPIS – Alisa Sell
Lubbock – Kristi Owens
Mid/HPE – Kristi Goldenberg
UP – Stephanie Wilson

Mad for Plaid Leadership Society

Visionary (\$50,000+)
Clements Foundation
Leslie and Bill Conroy
La Fiesta de las Sals Banderas

Legacy (\$25,000-\$49,999)
Garry Weber

Luminary (\$10,000-\$24,999)
Anonymous (2)
Lubbock and Kenneth Boone
Carol and Taylor Armstrong
Janis and Roy Coffee, Jr.
Ben E. Keith Company
Sylvia and Gary Crum
Judy and Jim Gibbs
The Quinn Foundation
Joanna and David Iliff
Kelly and Todd Lippert
Luther King Capital Management
Pauline and Austin Newhoff
Origin Bank
Holly and Philip Philbin
Kay and Greg Potter
Tavener and Sean Rogers
Catherine and Tom Sharpe
Jean and Jason Signor
Sant Partners
Julie and Tom Trigg
Merrill Lynch and Jon Verserloh
Westwood Private Bank
Kathy and John Yeaman

<<Addressee>>
<<ADDRESS1>>
<<City>>, <<ST>> <<Zip>>

Dear <<Salutation>>,

Our Highland Park public schools provide undeniable value to our Park Cities community and every resident, even if you do not have children in HPISD. Households like yours were part of a historic \$1.5 million grant the Foundation made to HPISD last year specifically for teacher and staff salaries and one-time stipends.

You can be the catalyst that motivates our educators to continue shaping the minds of the HP leaders of tomorrow.

While HPISD remains last among 25 North Texas school districts for starting teacher salaries, the Foundation must remain a steady source of funding for the District as we aim to grant at least \$1.2 million for teacher and staff salary support this school year. The goal is to do more for our teachers, so our community can continue to thrive.

Will you support our Highland Park schools by making a gift of \$66 to the Education Foundation's Mad for Plaid campaign? This school year, the state is recapturing 66 percent of your property taxes to be redistributed to other districts and communities across the state.

Your donation will have a significant impact on this year's immediate district-wide need—salaries for our staff and teachers.

Thank you for your generous consideration!

With gratitude,

We would love
your support!

Amy Hegl

Pet Hegl

Amy and Peter Hegl

You are so
appreciated!

David &
Joanna Iliff

Joanna and David Iliff

Thank you for
your support!

Catherine and
Mike Sweet

Catherine and Mike Sweet

Thank You SO much
for your support!

Shannon and
Clinton Warren

Shannon and Clinton Warren

We appreciate
your efforts.
Adam Hickey

Thank you so much!
Adam Hickey

HP Education Foundation Board of Directors

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Secretary – Bill Ogilvie
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Betsy Walp
Bob White
Marnie Wilenthal

Serving every student, every teacher, every school



Mad for Plaid LEADERSHIP SOCIETY OVERVIEW



The HP Education Foundation Leadership Society is the cornerstone of the Mad for Plaid campaign, providing donors with the opportunity to significantly invest in the excellence of HPISD and set an example of leadership that inspires our HP community to give.

Mad for Plaid supports the District's greatest need, which is currently teacher and staff salary support. At the following giving levels, Leadership Society members enjoy:

Visionary (\$50,000+)
Legacy (\$25,000-\$49,999)
Luminary (\$10,000-\$24,999)

Listing on Mad for Plaid solicitation letters, distributed to over 10,000 households
Certificate of Membership
Invitation to Mad for Plaid Patron Party
Recognition in online MFP donor publication & Leadership Society webpage
Recognition at MFP Patron Party and feature Scot Times article
Customized Leadership Society Yard sign

In 2020-21, our historic \$1.5 million grant for teacher and staff salaries provided the equivalent of \$1,400 for every single full-time employee in HPISD and one-time stipends for all faculty as well.

These funds directly impact the District's baseline needs for staff, which make up 85% of the total operating budget. YOU are essential in continuing our tradition of exemplary education in Highland Park.

The Leadership Society inspires our community to join in the spirit of generosity and passion to do more for our teachers and students. Thank you for your consideration to continue your support and know that together, we can accomplish anything!

AS OF JANUARY 14, WE'RE GRATEFUL FOR THE FOLLOWING DONORS WHO ARE ALREADY COMMITTED TO THE 2021-22 LEADERSHIP SOCIETY:

Anonymous (2)	Judy and Jim Gibbs	Kay and Greg Potter
Kamela and Kenneth Aboussie	Gina and Stephen Grove	Jan and Trevor Rees-Jones
Lori and Jon Altschuler	The Gwinn Foundation	Tavener and Sean Rogers
Carol and Taylor Armstrong	Hegi Family Foundation	Sheri and Andrew Rosen
Robin and Bernay Box	Simon and Louise Henderson	Catherine and Tom Sharpe
Stacy and Tyler Burke	Foundation	Jean and Jason Signor
MacKenzie and Benjamin Carpenter	Joanna and David Iliff	Slant Partners
Clements Foundation	Kelly and Todd Jirovec	Elisa and Stephen Summers
Janis and Roy Coffee, Jr.	Luther King Capital Management	Trammell Foundation
Ben E. Keith Company	Julieta and Chris McRorie	Julie and Tom Trigg
Leslie and Bill Cornog	Carolyn and David Miller	Valentine Family Foundation
Carrie and Dallas Cothrum	Ann McLeod Moody	Mehridith and Jon Venverloh
Sylvie and Gary Crum	Pauline and Austin Neuhooff	Garry Weber
Joanna and Zachary Dreyfuss	Origin Bank	Westwood Private Bank
La Fiesta de las Seis Banderas	Holly and Phillip Philbin	Kathy and John Yeaman



2021-22 CONTRIBUTION CONTRACT Benefiting Every student, Every teacher, Every school

STEP 1: Tell us who you are

Donor Name _____

Recognition Name (if different from above) _____

If recognition name is not specified, we will use the information provided in "Donor Name" above for publication purposes.

Address _____ City _____ State _____ Zip _____

Email _____ Phone _____

_____ I/We prefer to remain Anonymous _____ I/We do not want a yard sign

STEP 2: Select your giving level

- | | |
|--|---|
| <input type="checkbox"/> VISIONARY (\$50,000+) | ◆ Certificate of Membership to Leadership Society |
| <input type="checkbox"/> LEGACY (\$25,000-\$49,999) | ◆ Recognition at MFP Patron Party and in feature Scot Times article |
| <input type="checkbox"/> LUMINARY (\$10,000-\$24,999) | ◆ All other benefits listed below |
| <input type="checkbox"/> EXCELLENCE (\$5,000-\$9,999) | ◆ Invitation to MFP Patron Party |
| <input type="checkbox"/> CHAMPION (\$2,500-\$4,999) | ◆ Recognition in annual donor publication |
| <input type="checkbox"/> PARTNER (\$1,000-\$2,499) | ◆ Yard sign (for Park Cities residents) |
| <input type="checkbox"/> A-DOLLAR-A-DAY (\$365) | ◆ Recognition in annual donor publication |
| <input type="checkbox"/> FRIEND (\$1-\$999) | ◆ Yard sign (for Park Cities residents) |

For minimum \$250, we will list your recognition name with your gift in honor or memory of a teacher, student, friend, or loved one!

In honor/memory of (circle one) _____ Given by _____

Send notification to _____

Address _____

STEP 3: Billing Information

Track Metrics

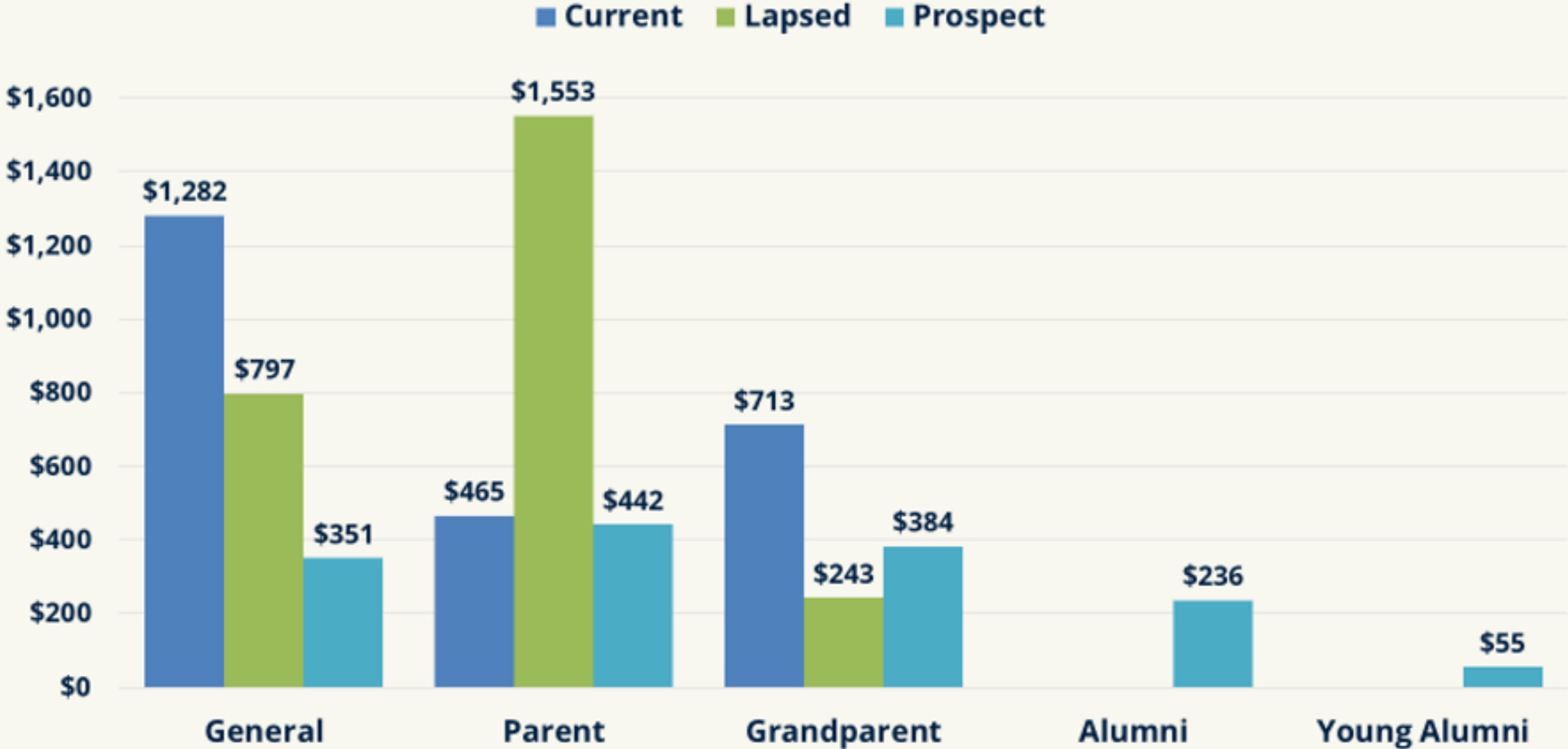
Total Revenue

Donor
Count

Average
Gift
Size

Total Revenue

Average Gift Size by Constituency Type



Average Gift Size by Category and YoY Percentage +/- :

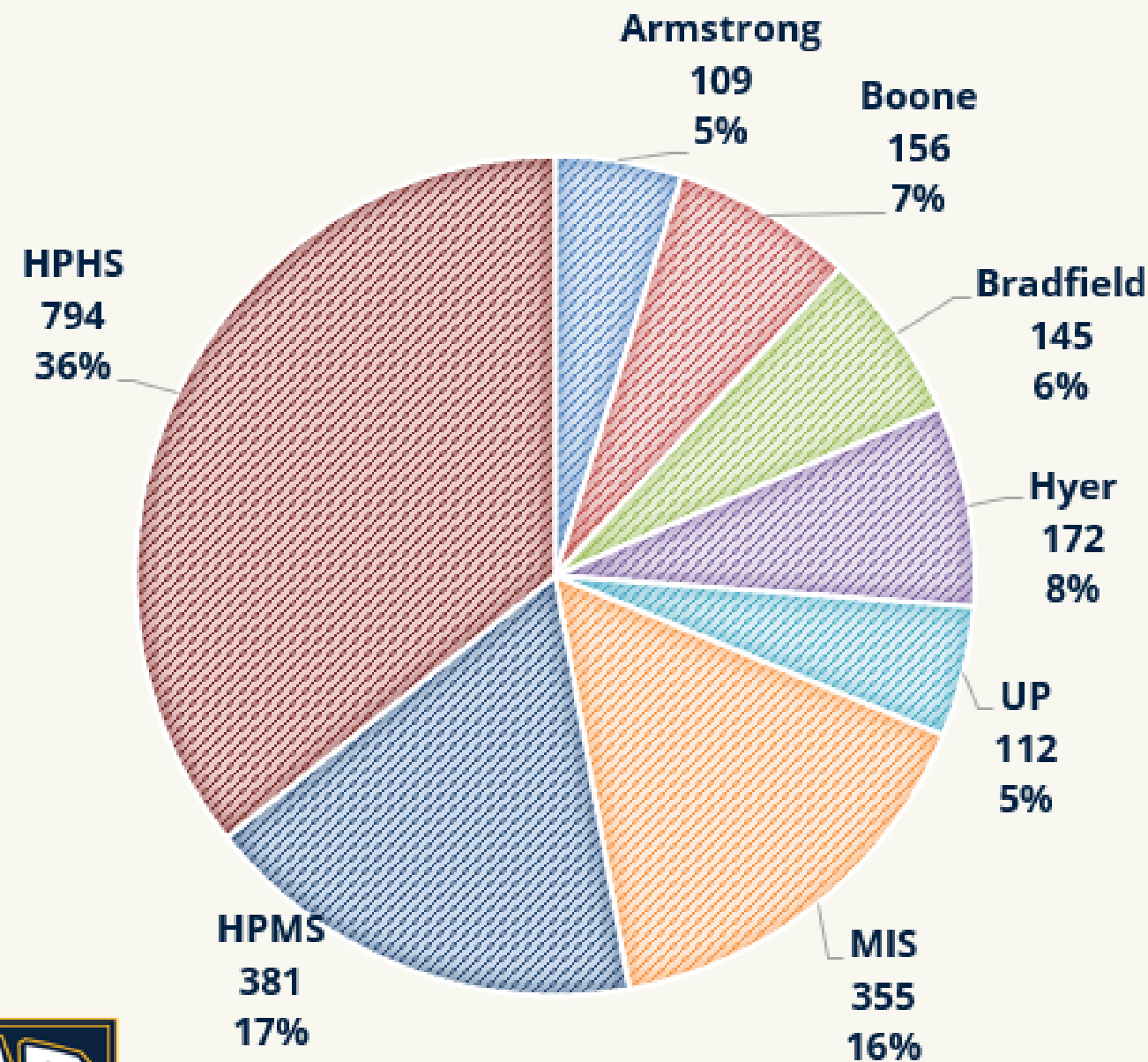
- General = \$1,164, 19.8%
- Parent = \$488, -13.2%
- Grandparent = \$580, -14.8%
- Alumni Prospect = \$236, -45.8%
- Young Alumni Prospect = \$55 (not a category last year)

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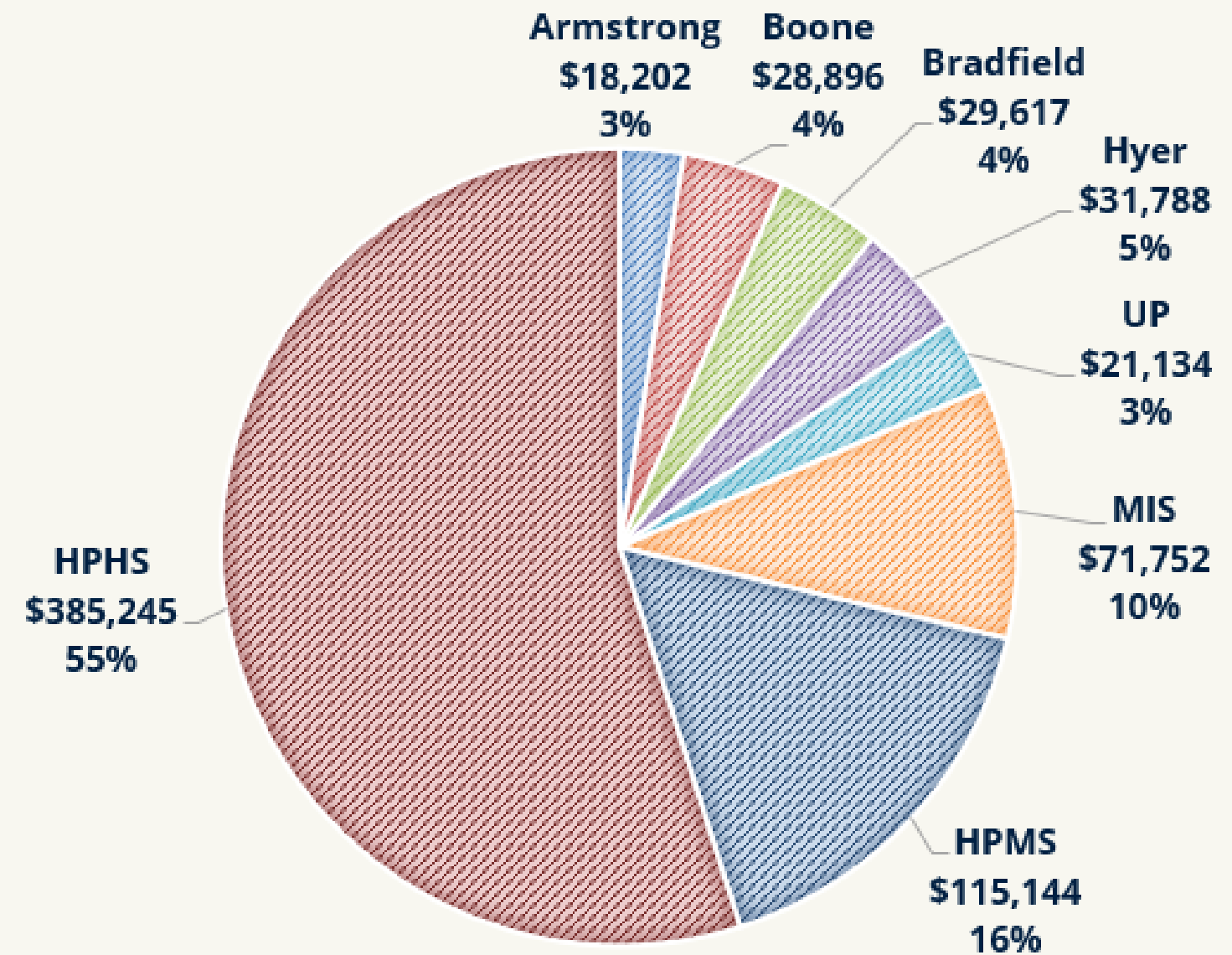


Donor Count and Total Giving by Campus

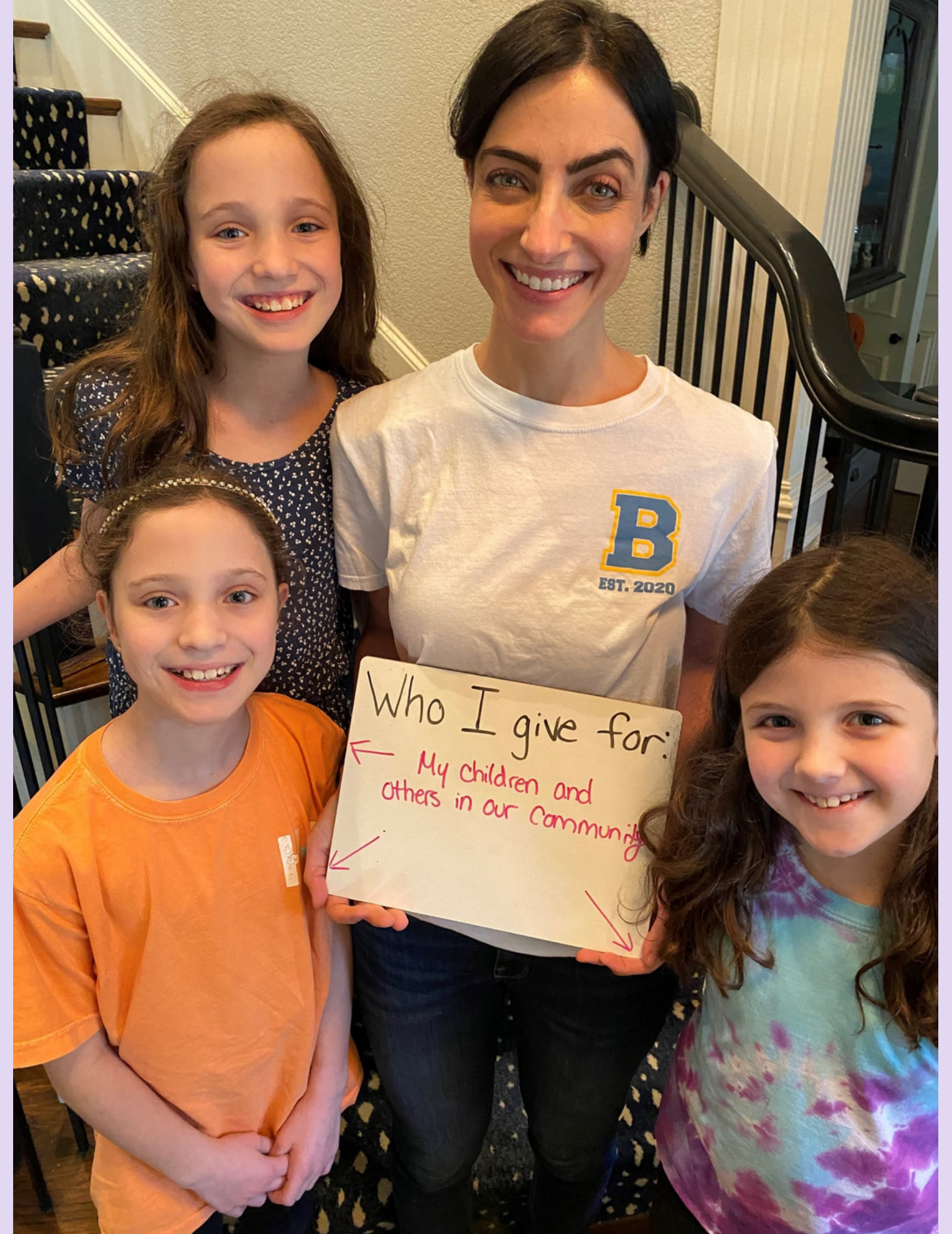
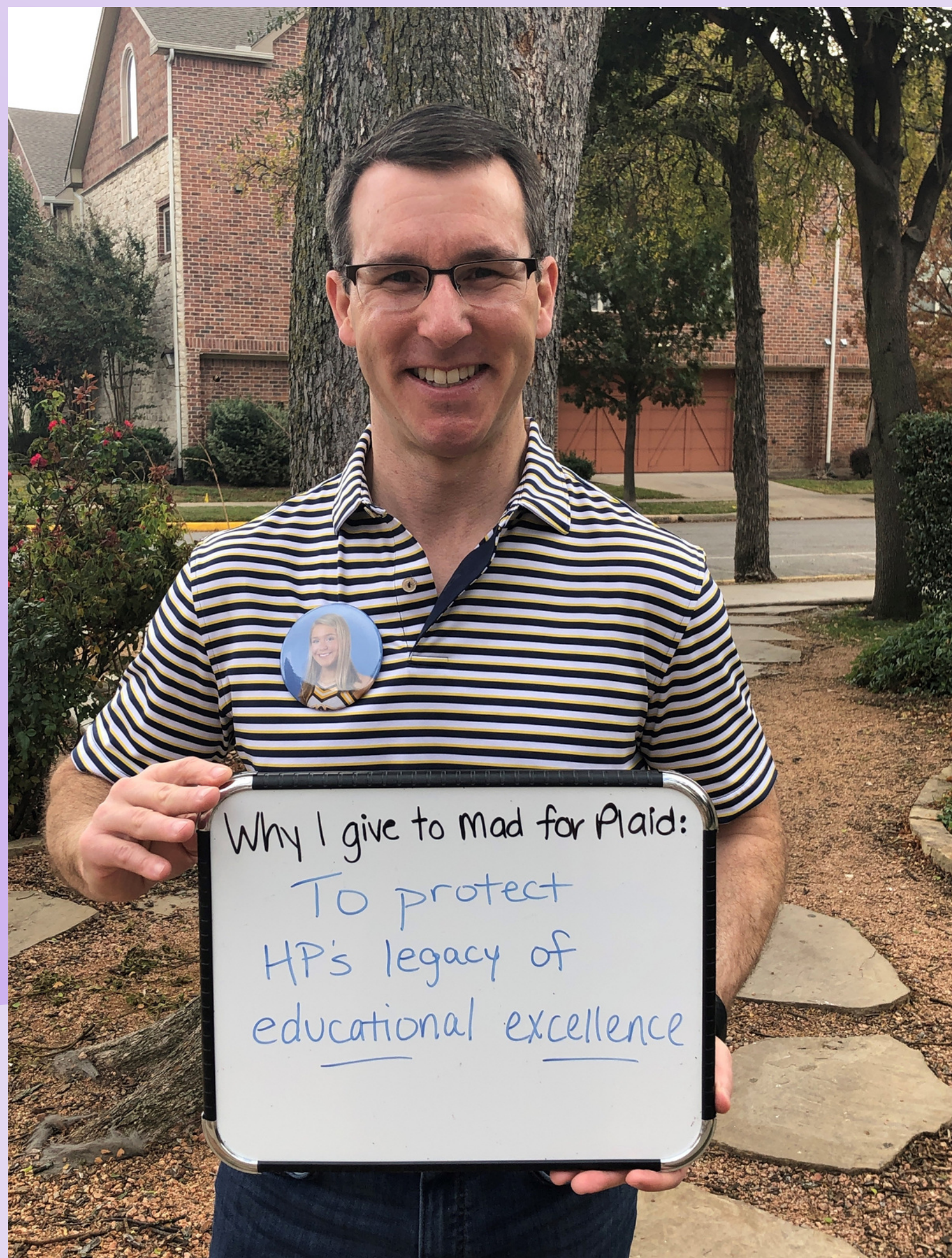
DONOR COUNT



TOTAL GIVING

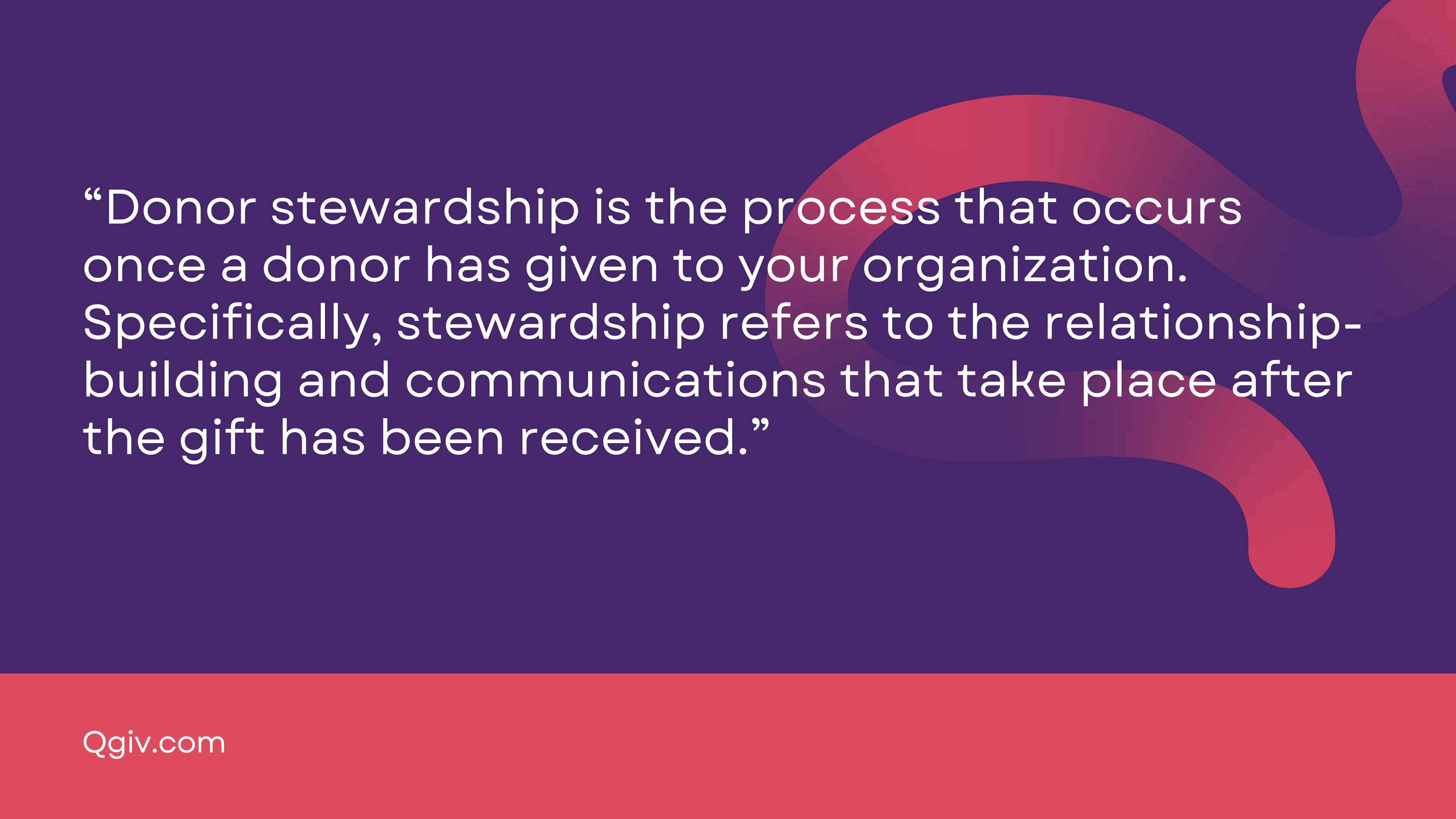


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What is Donor
Stewardship?



“Donor stewardship is the process that occurs once a donor has given to your organization. Specifically, stewardship refers to the relationship-building and communications that take place after the gift has been received.”

SEVEN TO 12 “TOUCHES” TO GET THE FIRST GIFT

- WEBSITE
- EMAIL
- NEWSLETTERS
- DIRECT MAIL
- VIDEOS
- SOCIAL MEDIA POSTS
- EVENTS
- COLLATERAL
- MEDIA COVERAGE
- PHONE CALLS
- PRESENTATION



Nonprofit Donor Retention Trends



19%

of first time donors
will donate to the
same charity the
following year.

Nonprofits are losing

54%
of their donors
each year.



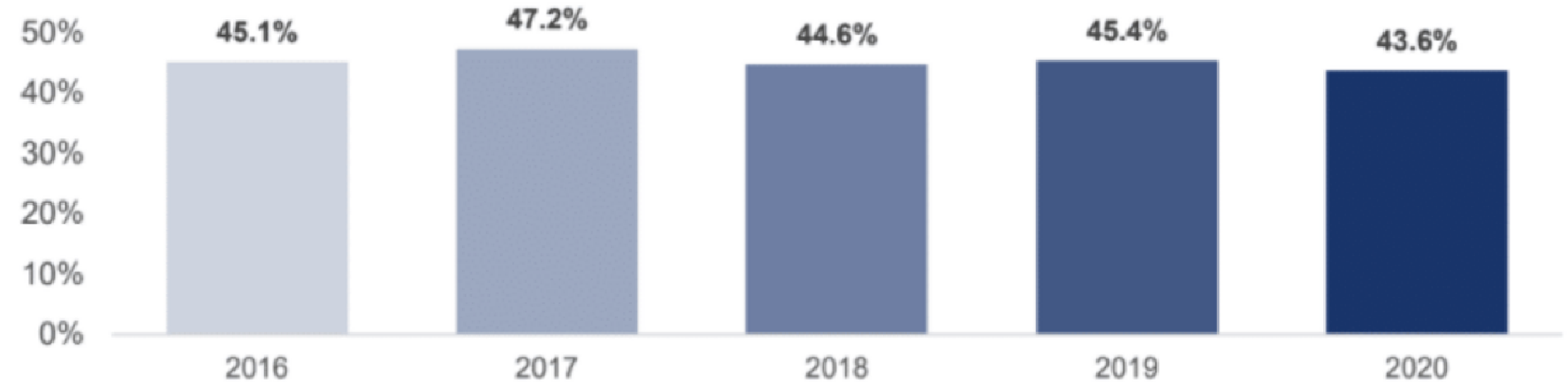
The average recurring donor gives

42% more

than a one-time giver.



Overall Donor Retention YTD

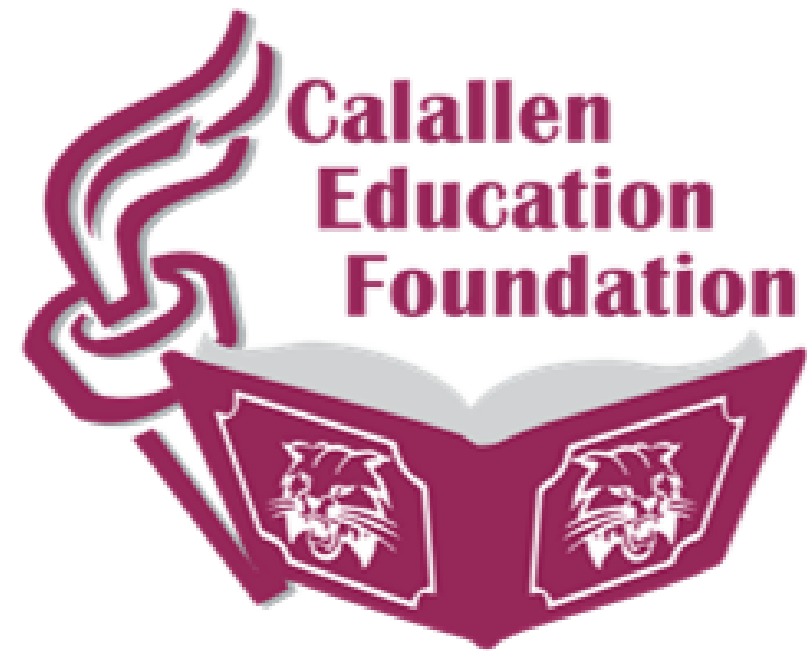


Education Foundations
need to do better!

Monthly Donor Impact Email

Subject: Thank you!

Your Donations Make an Impact!

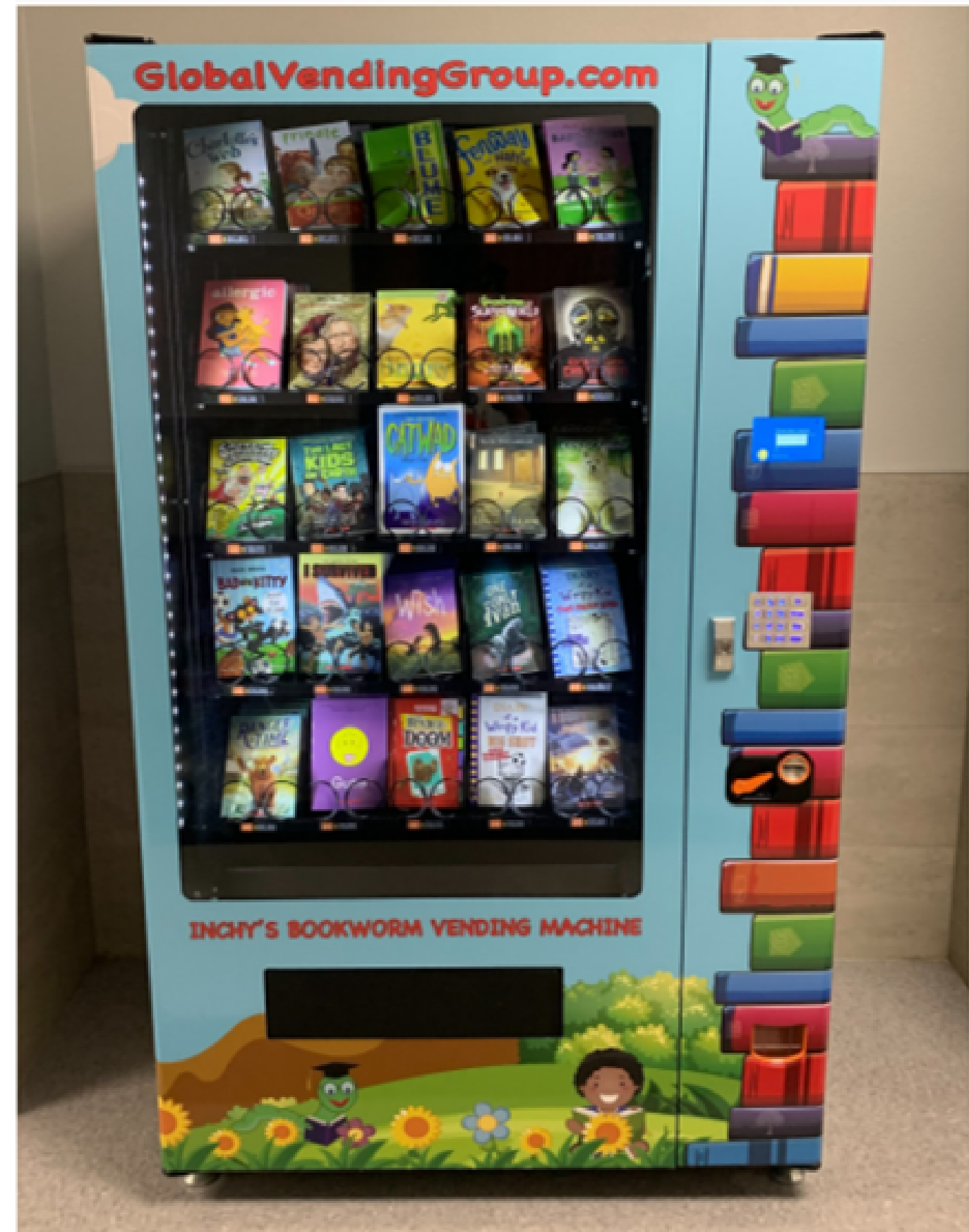


Bookworm Vending Machine

West Intermediate Librarian, Lynn LaStrapes, wants to instill a love for reading in her students through a positive reward system using The Bookworm Vending Machine.

The Bookworm Vending Machine is a fun, innovative way to encourage students to read, have good behavior, and improve attendance.

Students can earn tokens to "buy" a book of their choice from the vending machine through good behavior, good attendance, and other criteria established by their teachers. All students at West Intermediate will also receive a token for their birthday.



"The students are so excited to receive their birthday book and look forward to getting it. Right after the holidays, before I could even get the coupons delivered, a student was in the library looking for his coupon so he could get his book. The joy on his face when he put the token in and chose his book was priceless!!"

Grant Winner - Lynn LaStrapes
West Intermediate Librarian

Your Donations Make an Impact!



CO₂ Dragsters

Students in Mr. Fitzgerald's Construction Trades class were excited to build and race their very own CO₂ Dragsters.

CO₂ Dragsters are model hot rod cars that are designed and created by the students. The CO₂ Dragster cars are propelled by carbon dioxide that rapidly escapes from a cartridge that is in the car and they are raced on an elevated track.



"This project built confidence in the students. One particular student was very shy and didn't talk much. She never thought she would be able to build a car, but she ended up designing and building a section winning car, racing in the finals and landing in 6th place. Now she talks often, and shares in classroom discussions."

Grant Winner- John Fitzgerald
Construction Trades Class - Calallen Middle School

Top Dollar Donor Night

For donors giving \$1,500 or more



Handwritten note from the kids

Mailed with the holiday cards



Dear CEF donor,

Thank you so much for the money you donated so we could have really cool learning tools. Class is so much more fun when you get to learn with fun objects. So, again thank you for making my class a fun learning experience.

Sincerely,
Larkin Ry

10 Years of Giving Video

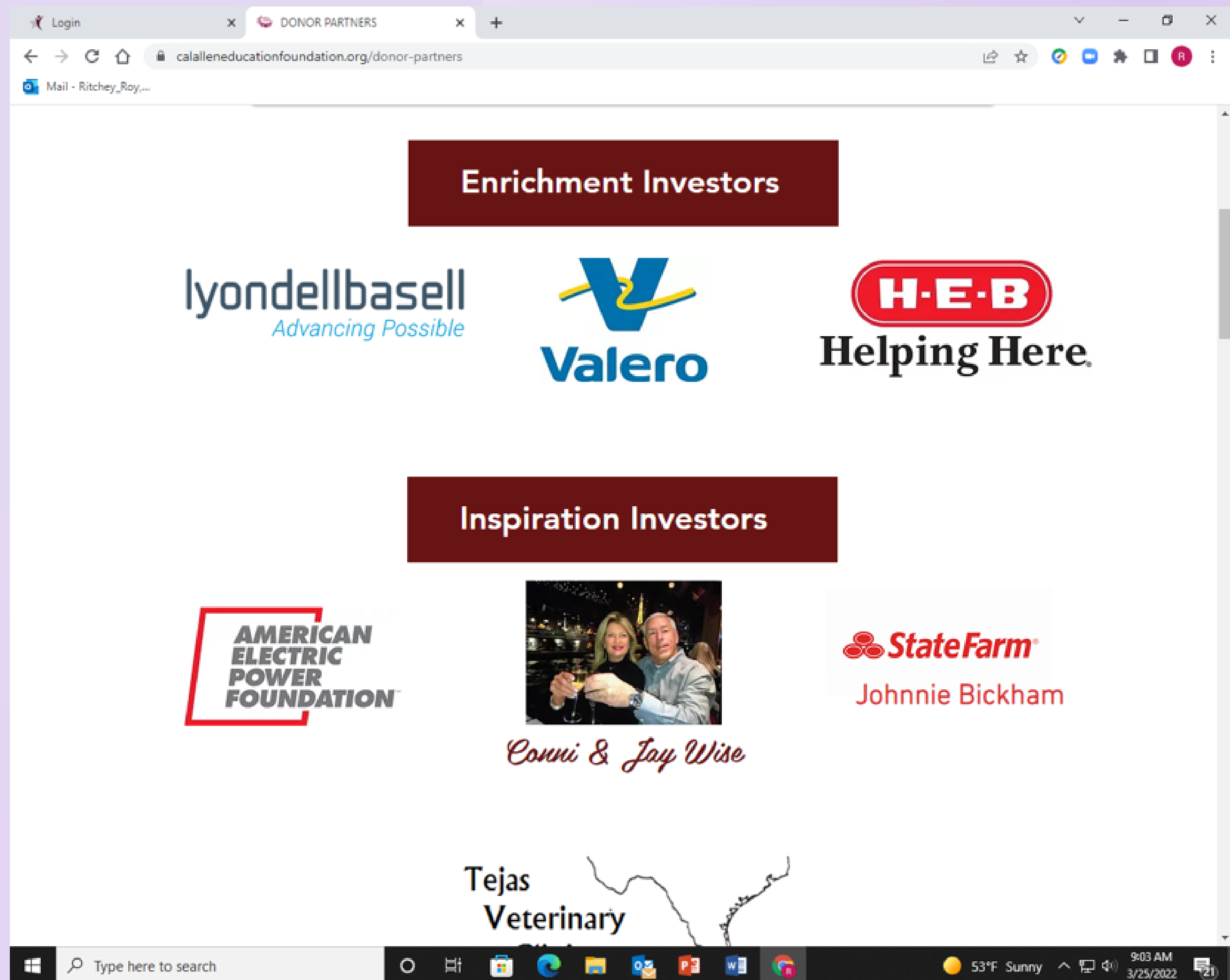
Played at State of the District Luncheon

10 Years of Giving



Website

- Donor partners listed
- Grant success stories

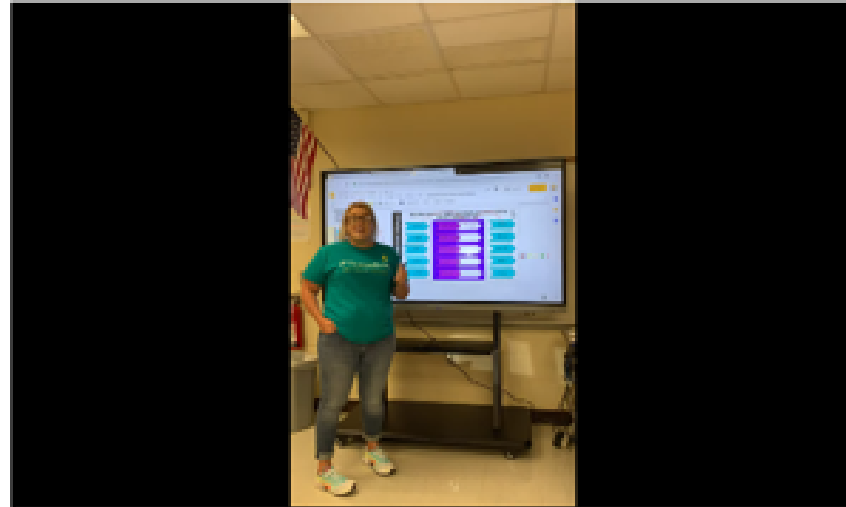




Making a difference in
Calallen education

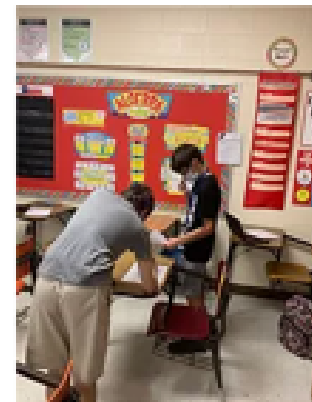
[HOME](#)
[ABOUT](#)
[EVENTS](#)
[GRANTS](#)
[GIVE](#)
[ALL IN FOR KIDS](#)
[LUNCH AND LEARN](#)

Grant Success Stories



CO2 Dragsters

Mr. Fitzgerald's Construction Trades class students were excited to build and race their very own CO₂ Dragsters. They designed, created, and then raced their model hot rod cars that are propelled by carbon dioxide that rapidly escapes from a cartridge that is in the car.



Maneuvering the Middle

7th Grade Math Teacher, Gina Wernig, used her "Maneuvering the Middle" grant funds to create a hands-on Probability Scavenger Hunt for her students to get them to think outside the box while having fun and working collaboratively with each other.



Literacy Ambassadors

Literacy Ambassadors in Jessica Almaraz's class are on a mission! By creating their own designs and illustrations that are relevant to the piece of literature they are reading and then showcasing their design in the hallway, these Literacy Ambassadors hope to grow a love of reading in others

Jessica Almaraz, Magee Elementary



Drafting Board and Supplies

Having drafting boards, T Squares, and Triangles, provided by the Calallen Education Foundation, gives John Fitzgerald's Construction Trades students the tools needed to acquire a basic knowledge of measurement and understanding of construction design.

John Fitzgerald, Calallen Middle School



iPads Support Virtual Teaching & Learning

Christine Price, a 7th Grade Math Teacher, is utilizing her grant funded technology resources to develop great lessons and teach virtually during social distancing. The iPads have allowed her to create videos for the students, replicating the white board in her classroom.

Christine Price, Calallen Middle School

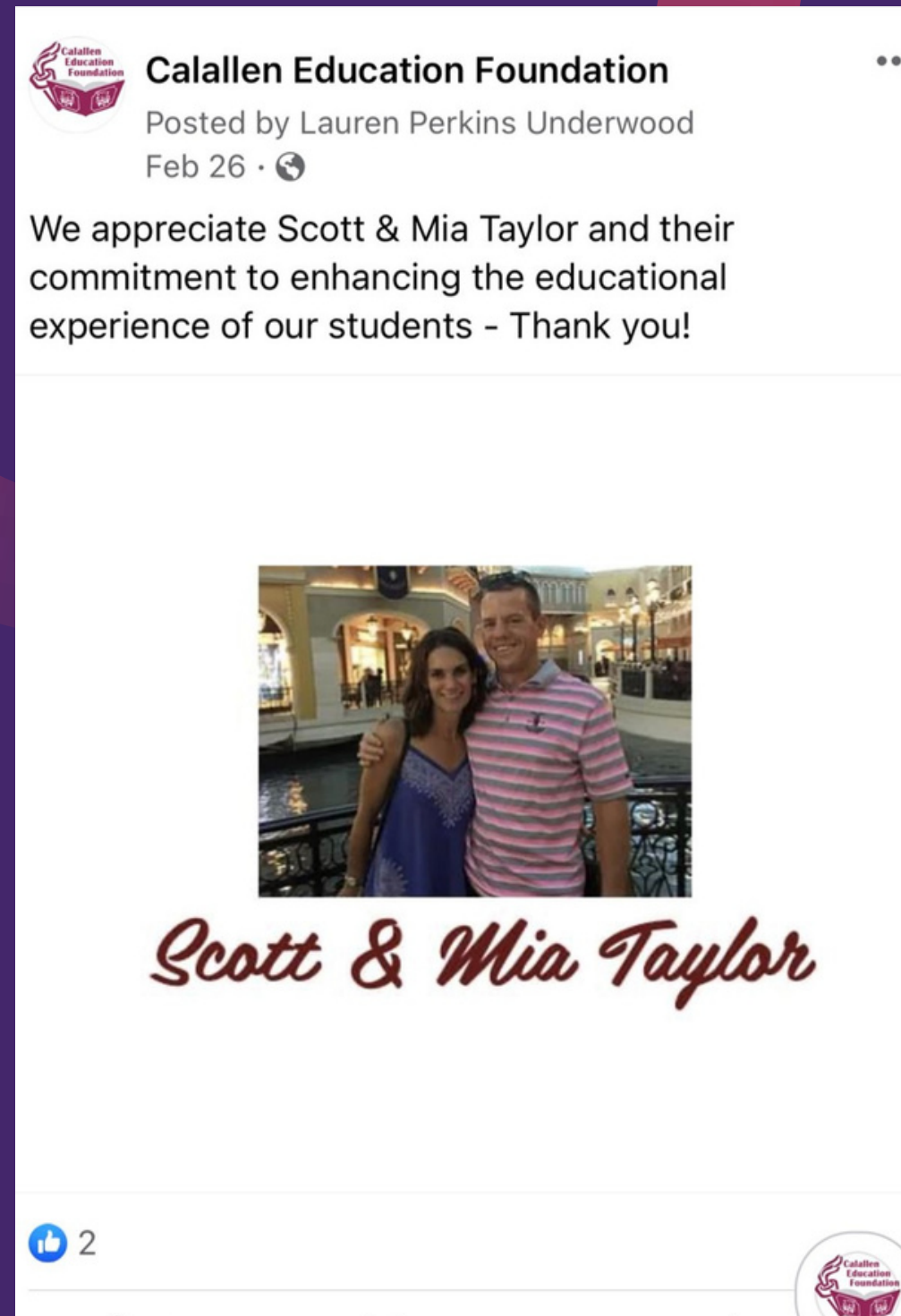


Glow Games

6th Grade Math Teacher, Kate Lopez, transformed regular math stations into fun, glow in the dark math stations she calls "Glow Games" that are sure to engage her students.

Kate Lopez, Calallen Middle School

Social media



Mad for Plaid- Where do your dollars go?



ANNUAL INVESTOR PROGRAM

While 2020-21 was a very challenging year for many organizations and families, we were so pleased to have continued gifts from many of Annual Investors. We even added a couple of new Annual Investors.

INNOVATION INVESTOR

- H-E-B

ENRICHMENT INVESTOR

- LyondellBasell
- Valero Energy Foundation

ENGAGEMENT INVESTOR

- Batek & Robinson LLP
- Best Western Northwest Corpus Christi Inn & Suites
- FiberMax - Stoneville, Butch Roecker
- Frost
- Kennedy Dental Care

INSPIRATION INVESTOR

- Conni & Jay Wise
- Johnnie Bickham, State Farm
- Tejas Veterinary Clinic

- Navy Army Community Credit Union
- Scott and Mia Taylor
- South Wind Public Adjusters, Inc.
- Southern Landscapes & Construction LLC
- Sunnyside Pediatrics, PLLC

ALL IN FOR KIDS

The All In For Kids Campaign is a great way for individuals to support the Foundation by making small monthly donations. Initially, the program was developed with online giving in mind, but this year we kicked off the campaign at the beginning of the school year with an additional focus on opportunities for Calallen ISD staff to give \$10 per month through a payroll deduction as well. This provides the staff an option on how they want to give. All In For Kids donors providing at least \$10 per month receive an All In For Kids Free Dress incentive monthly regardless of how the donation is made. If we all give a little, we can do a lot!

CISD EMPLOYEE PAYROLL DEDUCTION

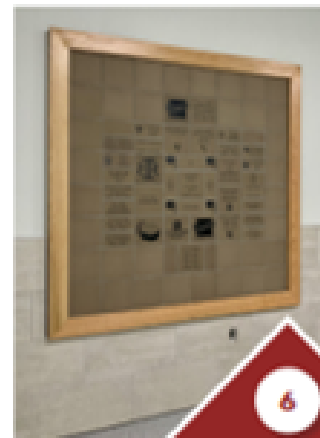
Each year Calallen ISD partners with United Way and the Calallen Education Foundation by providing the employees an opportunity to contribute to either or both of these community initiatives by implementing a payroll deduction. We are grateful to the staff of Calallen ISD that contribute a portion of their payroll to the Calallen Education Foundation. They already do so much for the kids, and this gift is one more way they show commitment to Calallen education.

BRICK LEGACY

Throughout the previous school year, 2019-2020, we sold customized bricks for the exterior sidewalk and customized tiles for the interior wall of the new West Intermediate. During the West Intermediate Grand Opening Luncheon, the brick and tile buyers, as well as other community members, were able to tour the facility and see the tiles that had been purchased for the interior wall. At the time of the luncheon, the brick sidewalk was not completed due to construction challenges.

There was so much interest in the customized tiles and bricks once the community saw them, that we opened an additional opportunity for the community to purchase customized bricks. We expect the brick sidewalk to be in place by 2022.

www.calalleneducationfoundation.org



DEVELOPMENT

2020-21 ANNUAL REPORT • CALALLEN EDUCATION FOUNDATION

2020-21 DONORS

AEP TEXAS
American Bank, N.A.
Atlas Tubular, LLC
Batek & Robinson LLP
Best Western NW Corpus Christi Inn & Suites
Best Western Plus Executive Residency
Bleu Frog
Calallen East Elementary
Calallen Independent School District
Cameron Family Enterprises
Card My Yard
Cathy Geary, Realtor
Communities in Schools of the Coastal Bend
Corpus Christi Police Department
CTE Manufacturing Classes
Del Mar College Foundation
Devoted Healthcare & Hospice Services LLC
Diamond B Tractors & Equipment LLC
Edward Jones-Tom Rote
Ernest R. Garza & Company, PC
FiberMax Stoneville - Butch Roecker
Four Chicks in the Park
Frost
Gatherings
H-E-B
Hollon Safe Company
HydroMagic Concepts
Josephine's Bar E Collections
Kelton's Truck Parts Inc.
Kenedy Memorial Foundation
KM Premier Real Estate
LagunaRat Guide Service
Leeward Adventures
LyondellBasell Industries
Magee PTA
Mike Cotten's BBQ
Natural Bridge Caverns
Navy Army Community Credit Union
Network for Good
Oh Goodie Designs & Events
Painting with a Twist
Pilar Lifestyle
Port of Corpus Christi
Pretty One Cake Co.

Quality Aggregates, LTD., LLP
Railroad Seafood Station Brewing Co.
Redline Fitness
River Hills Country Club
Rotary Club of Corpus Christi Northwest
Roy's Performance Motors
Sharky Transportation, Inc.
Simply Shauna
South Texas Balfour, LLC
South Wind Public Adjusters, Inc.
Southern Landscapes & Construction, LLC
Starbucks
State Farm Companies Foundation
State Farm Insurance - Emily Longueira
State Farm Insurance - Johnnie Bickham
Sunnyside Pediatrics, PLLC
TAM Services South Texas, Inc.
Tejas Veterinary Clinic, P.C.
The Chicken Shack
Traveling Massage
Triton Aviation Data Corp
USS Lexington Museum
Valero Energy Foundation
ValueBank Texas
Walmart Supercenter
Wells Fargo Foundation
Whipped Up Bakery & Frozen Yogurt Shop
Workforce Solutions of the Coastal Bend
Wreaths by Celeste
Aaron Shephard
Ada Besinaiz
Allen Libbe
Amanda Geary
Amanda Smart
Amanda Vasquez
Andrea Driver
Angela Cassel
AnnaMarie Carpinello
Annette Knapp
April Taylor

April Thrasher
Arturo & Bertie Almendarez
Ashley Martin
Audrey Pena
Belinda Lopez
Beverly Barker
Beverly Holt
Bill & Evon Kelly
Blair McDavid
Brandon Baker
Brenda Wright
Briana Villanueva
Brooke Parker
Bruce Jonason
Butch & Cindy Roecker
Caley Mosier
Candy Morris
Carol Barnhart
Carole Robinson
Caroline Nowell
Cassie Preston
Chantal Landry
Charlotte Sears
Cheryl Cain
Christina Jenkins
Christine Price
Cody & Heather Luckenbach
Corey Charles
Courtney Rios
Courtney Tegeler
Cristina Atilano
Cynthia Henderson-Minton
Daniel & Lisa Elwell
David & Carolyn Antonetz
David & Elizabeth Hartman
Dawn Sullivan
Debbie & Dennis Litton
Deborah Leal-Ramirez
Della Rusher

www.calalleneducationfoundation.org

2020-21 ANNUAL REPORT • CALALLEN EDUCATION FOUNDATION

FALL 2021

Calallen Education Foundation NEWSLETTER

FORMER TECHNOLOGY DIRECTOR AT CALALLEN ISD STILL MAKING AN IMPACT



Barbara (BJ) Palmer Wilson



Dorothy Dodge Stroeck

Barbara (BJ) Palmer Wilson, former Principal of Annville Elementary School, Calallen ISD, provided the Calallen Education Foundation a gift of \$500 in honor of Dorothy Dodge Stroeck, former Calallen ISD Technology Director! The gift was given in recognition of Dorothy's position at Calallen ISD as the Technology Director and the work she did at Annville Elementary School in setting up the first elementary computer labs in the district. According to Ms. Wilson, "The design was particularly innovative in that the students were able to make eye contact with the teacher in the front of the room during initial instruction. Other districts, which I visited at the time, installed plugs along the walls thereby forcing students to sit facing the wall! The Annville labs had store-front windows (thanks to Dr. A's innovative ideas) allowing personnel, students, and the campus guests to observe students actively learning."

This gift from Ms. Wilson is telling of the innovation and inspiration Ms. Stroeck brought to Calallen ISD. We are grateful for this contribution and generous recognition.

DEAR CALALLEN COMMUNITY,

The Calallen Education Foundation (CEF) has had such an eventful Fall 2021 that we decided to provide a Fall Newsletter to highlight our busy Fall semester. As of this year Calallen ISD teachers and students have received a total of more than \$500,000 in grant money from caring donors of CEF. It's been a fabulous year to celebrate our 10 Years of Giving. In this Newsletter we will share some of our most exciting and memorable events of this Fall with you.

The Calallen High School Band finished 8th in the State of Texas. The band is a huge supporter of the Calallen Education Foundation by playing at our events and Grant Patrols. They always add an extra level of excitement and entertainment. We appreciate all they do and congratulate them on their accomplishment.

We also want to give a shout out to Calallen TV for streaming the Calallen sporting events. Families across the country are able to enjoy the high level of play that is delivered throughout our athletics programs. The Education Foundation is pleased to have been able to provide so much of the equipment that makes those live streams possible.

We thank you, our teachers thank you, and most of all our students thank you now and in the future for your commitments to the Calallen Education Foundation! Innovation spurs learning, and actually making learning an exciting thing for students is a positive for us all.

Sincerely,

Mia Taylor
CEF Board President



calalleneducationfoundation.org

Newsletter



2020/2021 GRANT WINNER RECOGNITION

September 10 we invited our 2020/2021 CEF Standard Grant and Mini-Grant Winners to Wildcat Stadium to be recognized. While not all were able to make it, we are so proud to honor the 20/21 innovative educators at Calallen ISD. There were 23 grants awarded in 20/21!

TOP DOLLAR DONOR NIGHT

Fall brings football games and there is no better place to recognize Top Dollar Donors than on the football field! October 15 the CEF recognized 2020/2021 Donors that contributed between \$1,500 and \$10,000 to the Calallen Education Foundation. In all, 19 Donors were recognized under the Friday Night Lights! Thank you Donors! We could not meet our goals without your generous support!



NEW TALENT ADDED TO THE CEF BOARD OF DIRECTORS

Striving for more direct educator input, we are pleased to welcome **Sue Wishard** to the CEF Board of Directors! Sue has a BA in Culinary Arts that she achieved at Culinary School in Germany. She has a BA in Education and an MA in Occupational Training and Development.



Before working at Calallen ISD, she taught Culinary Arts for eight years at Mathis High School. She has been with Calallen ISD for 15 years, initially teaching Resource English at Calallen High School and now Adaptive Education.

For the past seven years, in addition to teaching, Ms. Wishard has been the Head Coach of the Special Olympics Team. She has a son, Hunter, who attends Calallen High School.

Amber Bozeman, KM Premier Real Estate Agent, is the newest member of the Calallen Education Foundation Board of Directors. Originally, from Alice, TX, Amber moved to Calallen in 2017.



Mrs. Bozeman started her career as a licensed property and casualty insurance professional. After 10 years in personal, residential and then commercial lines of business, Amber decided to expand her knowledge and became a licensed real estate agent. A multi-million dollar producer, she recently expanded KM Premier Real Estate into the Calallen market.

Currently, she has a senior and a junior at Calallen High School and a first grader at Wood River Elementary. She and her husband love to travel and spend time together with their family.

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Important Tools & Best Practices

- Donor Database
- Feedback evaluations from grant winners
- Social media plan
- Website up-to-date

Thank you!

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