

**The SCORE  
FOUNDATION**

2006-2007 Philanthropy Report to Donors

Dear Friend and Benefactor of SCORE:

As we consider the 2006-2007 Philanthropy Report to Donors and the dedication, volunteerism and philanthropy it represents, the SCORE community is grateful...

- to the donors who made the 2006-2007 fundraising year a record year with gifts that surpassed our established goals and exceeded the \$1.0 million mark – the first time in SCORE history
- to SCORE volunteers, chapters, district directors, districts, former and current SCORE clients, businesses and foundations who see SCORE's self-sufficiency as an integral part of their philanthropy;
- to the many individuals who were honored or memorialized throughout the year through the SCORE Tribute program;
- to the 61 individuals who have assisted in securing SCORE's long-term financial future by joining the John and Edith Titley Society with a gift commitment through their estate;
- and to those individuals who have served as leaders in guiding, directing and tirelessly working to secure the commitments made to SCORE and its programs and services.

Fiscal year 2007 was a banner philanthropic year for SCORE! Over \$1,000,000 was raised through SCORE from individuals, corporations and SCORE chapters to support the programs, resources and materials that SCORE provides nationwide to small business owners each day. Philanthropic support helped us

- support small business owners through resources and programs in which SCORE provided
  - More than 190,000 face-to-face counseling sessions
  - Nearly 120,000 online counseling sessions
  - More than 132,000 attendees at over 13,000 local and online workshops
- Raise more than \$30,000 in chapter designated contributions for over 40 chapters from SCORE volunteers and former SCORE clients by providing chapters with the information and tools to generate more funding
- Receive an initial \$40,000 gift from an individual major donor as part of our major gifts work to support a new initiative - SCORE: Women – which will support women business owners through mentoring, networking and resources
- Establish and expand national corporate alliance partnerships which increased the marketing of SCORE and provided more than \$700,000 in funding to pay for outstanding resources to our clients like the ...
  - \$325,000 Bank of America sponsored "Small Business Basics" red booklet in English AND Spanish
  - \$225,000 H-P sponsored and powered "Technology for Your Business" section of the SCORE website and the 10 city tour of the HP/SCORE Disaster Preparedness Workshops – which served over 1,500 clients
  - \$150,000 Open from American Express "SCORE Speed Coaching" events in 5 regions and their sponsorship of the SCORE website to expand and enhance its resources
  - \$50,000 VISA on-line client educational workbooks under development
  - \$50,000 Sam's Club sponsorship of the Volunteer Center enhancements
  - \$50,000+ Bank of America, Microsoft and Verio sponsorships of the client monthly newsletters, SCORE eNews and SCORE Expert Answers
  - In-kind software opportunities from Intuit, Sage Software and Microsoft for counselors, chapters and clients
- Assist chapters with enhancing or starting their fundraising efforts to have more resources to serve clients through peer learning conference calls on chapter fundraising topics and providing an updated "Chapter Fundraising Toolkit"
- Develop the long-term security of SCORE by promoting and securing future expectancies totaling more than \$2.0 million for SCORE's endowment from more than 61 SCORE and non-SCORE volunteers who joined the Titley Society
- Reduce the cost to raise outside funds for SCORE over the last three years allowing SCORE to dedicate 75% of all its outside contributions into programs and resources.

We continue to be grateful for your interest and involvement in, and support of, SCORE – Counselors to America's Small Business. America's communities are economically stronger through the work of our organization. Thank you for sharing in our mission.

Sincerely,



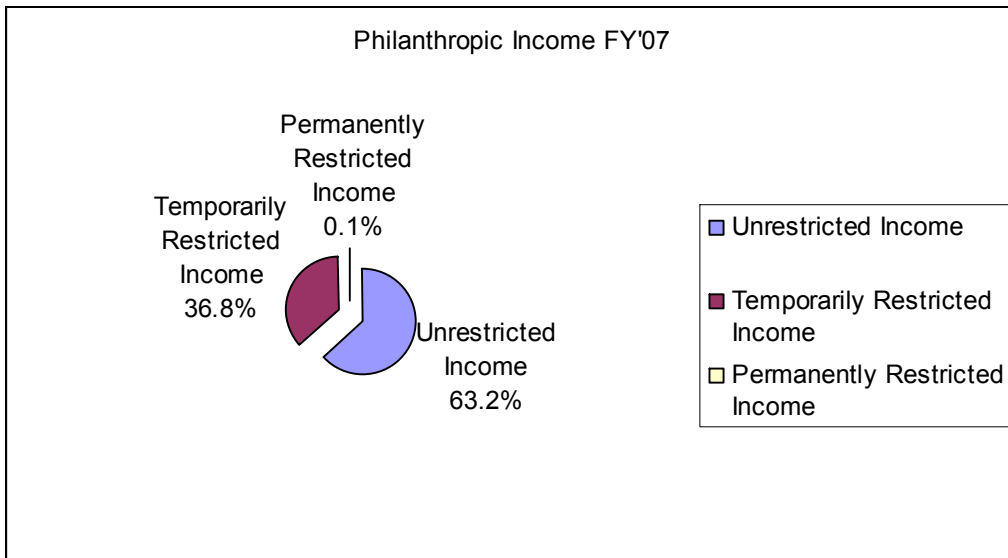
Mark J Dobosz  
Executive Director

# Financials

## Fiscal Year 2006-2007

Income

Unrestricted Income	\$ 650,443
Temporarily Restricted Income	\$ 378,452
Permanently Restricted Income	\$ 835
<b>Total Income</b>	<b>\$1,029,729</b>



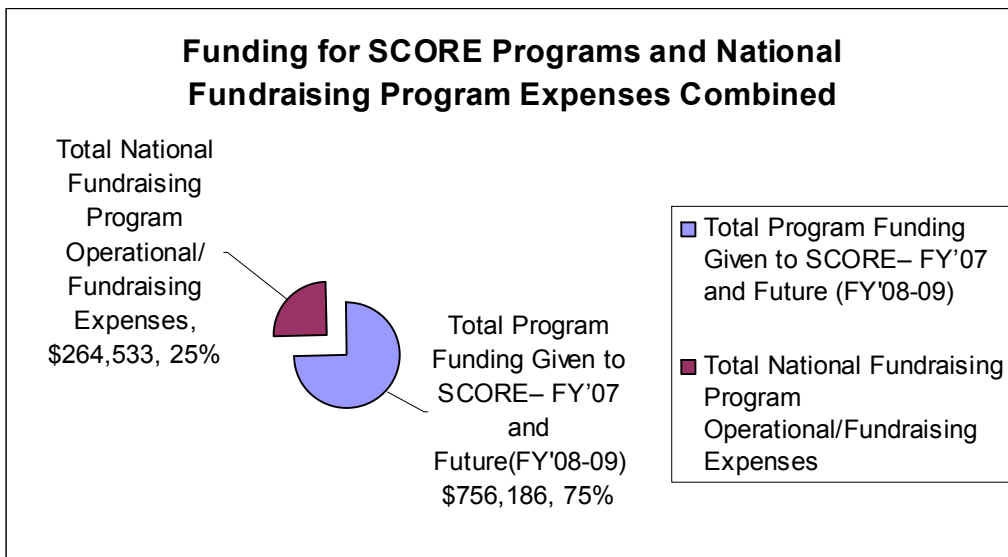
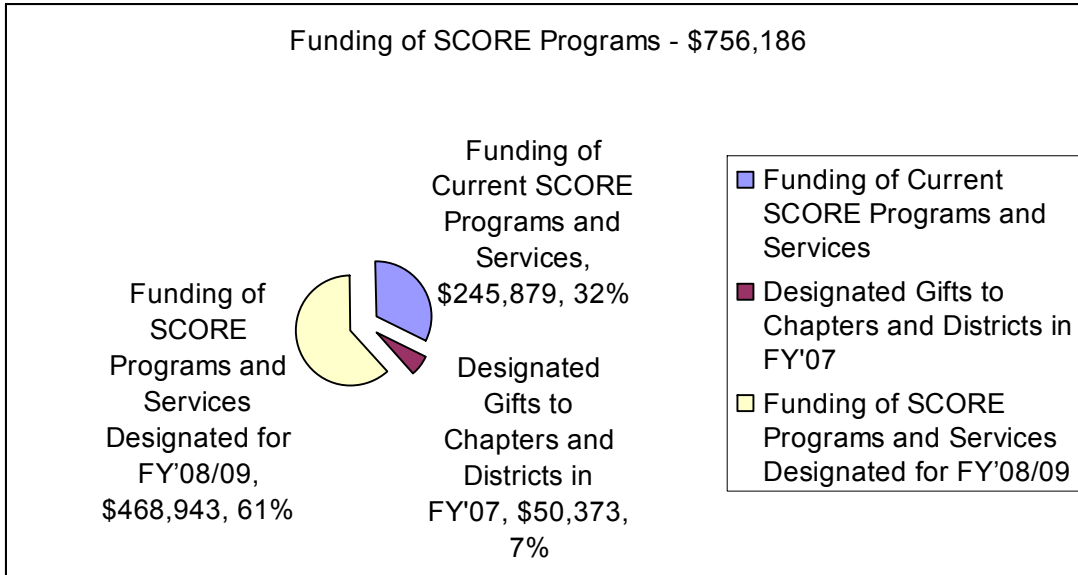
Income by Campaign

Annual Campaign - General	\$ 162,110
Annual Campaign - Corporate	\$ 442,150
Annual Campaign Restricted - Designated to Chapters and Districts	\$ 50,373
Special Events - Afternoon of Vision	\$ 38,925
Special Projects Restricted Funding	\$ 328,079
Gifts to the Endowment	\$ 835
Other Income	\$ 7,258
<b>Total Income</b>	<b>\$1,029,729</b>

Expenses

Funding of current SCORE Programs and Services	\$ 245,879
Designated gifts to SCORE Chapters and Districts	\$ 50,373
Future funding of SCORE Programs and Services (F'08/09)	<u>\$ 468,943**</u>
Total Program funding given to SCORE– FY'07 and Future Commitments	\$ 765,186
Total Management/Operational/Fundraising Expenses	<u>\$ 264,533</u>
Total Program Support and Operational Expenses Combined	\$ 1,029,729

\*\*Funds were committed in FY'07 but are designated for program support in FY'08 and FY'09



Note: (Final audited figures and the 2007 IRS Form 990 will be available in early 2008)

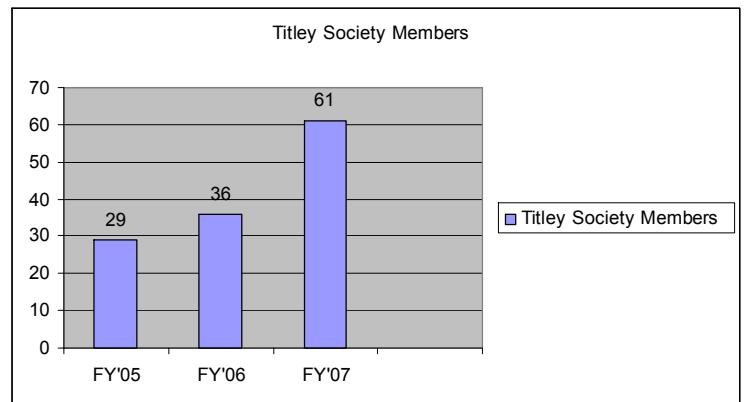
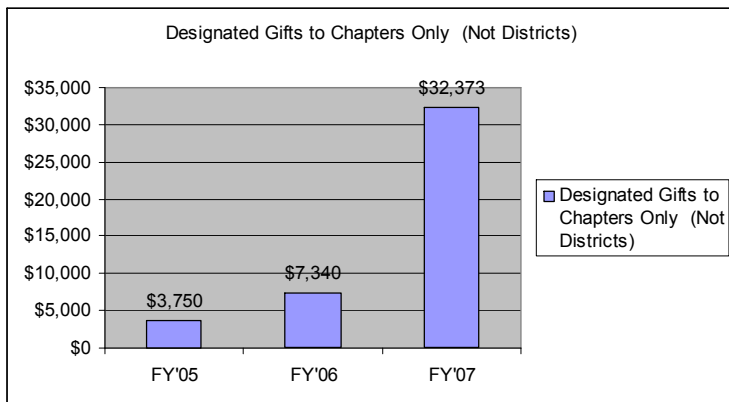
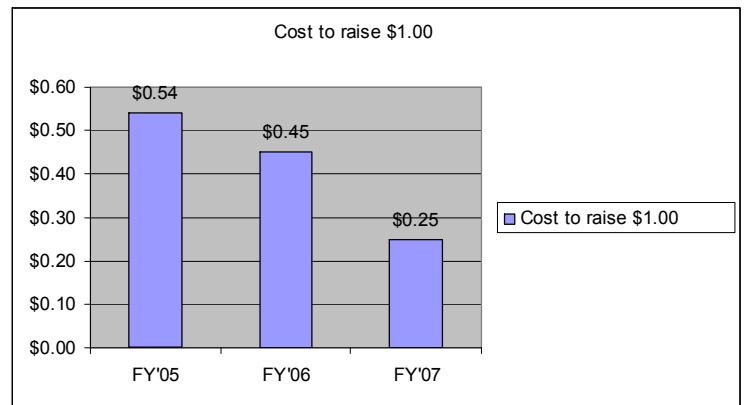
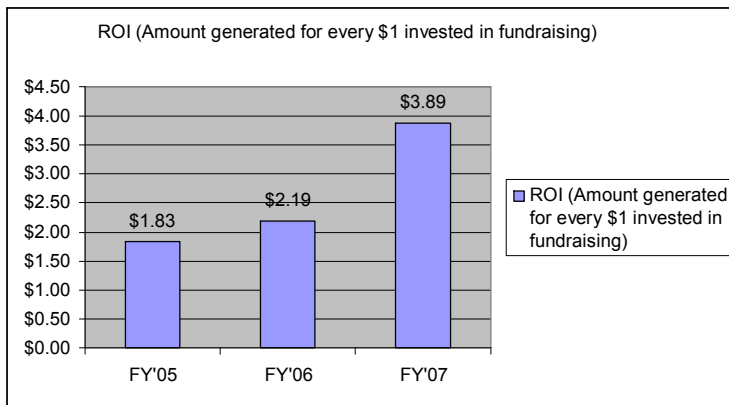
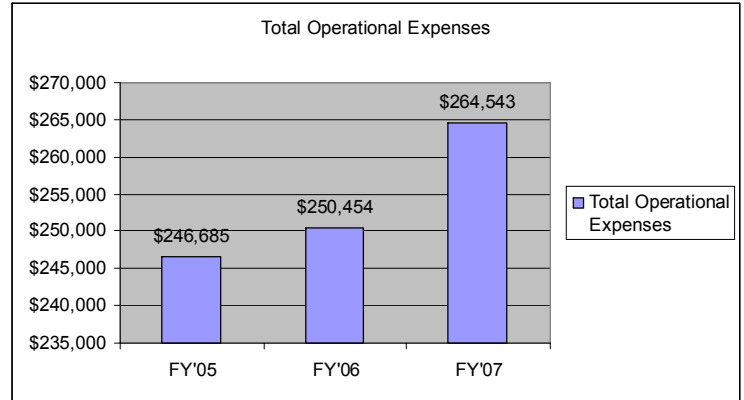
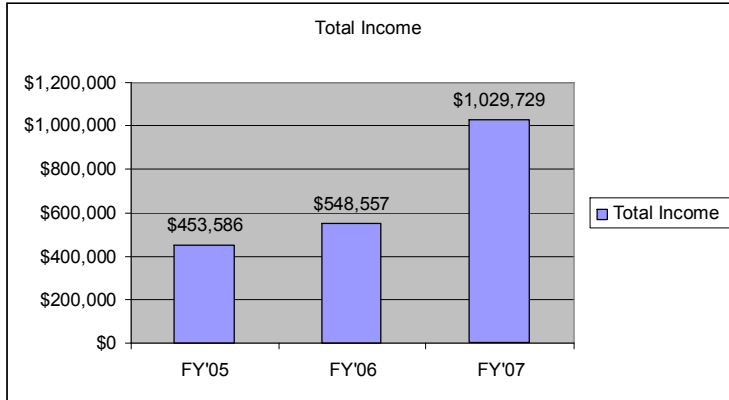
Program to Expense Ratio

75% of funds raised to SCORE programs and services  
25% of funds raised to Administration/Fundraising/Management

Return on Investment

For every \$1 invested into securing outside funding \$3.89 is generated

Comparative statistics



Charitable Organization Benchmarking standard:

**"STANDARDS FOR EXCELLENCE: An Ethics and Accountability Code for the Nonprofit Sector @1998-2004 Maryland Association of Nonprofit Organizations** states:

*A nonprofit's fundraising costs should be reasonable over time. On average over a five (5) year period, a nonprofit should realize revenue from fundraising and other development activities that are at least three times the amount spent on conducting them.*

SCORE Foundation –Giving Recognition  
October 1, 2006 – September 30, 2007

*Every effort has been made to ensure the accuracy of the lists in this report. The lists reflect donations between October 1, 2006 through September 30, 2007. We apologize in advance if we have made any errors or omissions. Please let us know so that we may correct our records by calling 941-371-3107. Thank you again to our many donors and friends.*

**Chairman's Circle - Leadership Level - \$25000+**

Bank of America  
Edie Fraser  
H-P  
Susan Hartman  
LanMark Technology  
Keith Ogata  
OPEN from American Express  
Sam's Club  
VISA U.S.A., Inc.

**Chairman's Circle –  
Benefactor Level - \$5,000.00 - 9,999.00**

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CIT  
Corporate Turnaround  
DTI Associates  
Doug Kindred  
Ingenio, Inc.  
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Microsoft Corporation  
Sage Software  
Smith Barney  
Anthony Scaramucci

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Pacesetter Level - \$1,000.00 - 2,499.00**

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Compass Marketing  
Darnise Davis  
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Pamela Kaul  
Barbara Lippard  
Robert Mincow  
Gregory S. Nelson  
James W. Noehl  
Wallace Nugent  
Sheri Orlowitz  
Betty Otte  
Palm Foundation  
Palo Alto Software  
Presidential Financial Corporation  
Richard Priest

**Chairman's Circle –  
Patron Level - \$10,000.00 - 24,999.00**

Anonymous  
AARP Financial  
John G. D. Carden  
Ernst & Young, LLP  
Image Publishing  
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Mike Mendez

**Chairman's Circle –  
Champion Level - \$2,500.00 - 4,999.00**

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Dr. Bernard Harris  
Paul Kopelcheck  
Richard Reller  
SCORE District 202  
SCORE Chapter 37  
Melanie and Bob Sabelhaus  
Alan Simon

Diane D. Roehrig  
Gary Rosenbloom  
SCORE Chapter 21  
SCORE Chapter 23  
SCORE Chapter 28  
SCORE Chapter 41  
SCORE Chapter 107  
SCORE Chapter 114  
SCORE Chapter 227  
SCORE Chapter 305  
SCORE Chapter 432  
SCORE Chapter 574  
Robert Shephard  
Success Factors  
Adolph Teitelbaum  
Fred Thomas  
Fred Tinker  
Sandy Butler Weil  
V. Gerry Woeste  
Joseph Wollenberger  
Women's Business Enterprise National Council  
Ken and Alicia Yancey  
Chuck Zellner

**Sponsor - \$500.00 - 999.00**

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Alvin Roselin

Rotary Club of Great Neck New York

SCORE District 299

SCORE District 1086

SCORE Chapter 4

SCORE Chapter 8

SCORE Chapter 9

SCORE Chapter 10

SCORE Chapter 45

SCORE Chapter 48

SCORE Chapter 72

SCORE Chapter 78

SCORE Chapter 80

SCORE Chapter 105

SCORE Chapter 140

SCORE Chapter 164

SCORE Chapter 203

SCORE Chapter 212

SCORE Chapter 240

SCORE Chapter 306

SCORE Chapter 412

SCORE Chapter 415

SCORE Chapter 503

SCORE Chapter 648

SCORE Chapter 1000

John G Small

Scott Smith

Gifford G. Solem

Anonymous

James Stokes

Carl Trautmann

Vanguard Charitable Endowment Program

Karen Vinton

Ronald D. Weiss

**Supporter - \$250.00 - 499.00**

Fred Abood  
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William J Evans  
Thomas and Tevie Fraser  
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Richard T. Martin  
Marc Miller  
John Moran  
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John Patzke  
Roger Rathke  
Richard Rook  
Kenneth J. Rudnick  
SCORE Chapter 15  
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SCORE Chapter 494  
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SCORE Chapter 650  
SCORE Chapter 678  
SCORE Chapter 693  
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Ernest E. Sellers  
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Robert Stollenwerk  
Marilyn Tam

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J.M. Calkins  
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Thomas Carey  
Anthony Carlisi

Don Carpenter  
Peter Carvell  
Yung-Chi Chang  
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Chubb & Son Insurance Company  
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Miriam Cutler  
Robert D'Agostino  
Wallace Dale  
Howard Daly  
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Adrian Davis  
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John M. Dennee  
Donald S. Doner  
Robert O. Dorse  
Sam Dubinsky  
Dan Eaton  
Gary Emanuel and Sandy Jarrell  
Joel and Suzanne Engel  
John E. Evans  
John Fahnestock

**Friend of SCORE -\$249.00 and below (cont'd)**

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Joyce Pearl  
Pfizer Foundation Matching Gifts  
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Robert L Pioso  
Irvin Plitzuweit

**Friend of SCORE -\$249.00 and below (cont'd)**

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Annette Quitevis  
Dieter Rall  
Carsten Retrum  
Frank Reynolds  
Stan Ribich  
Mary Lou Roberts  
James Robertson  
Eugene Rosen  
Harry and Louise Rosenbaum  
Stephen Rosenstein  
Sam D. Roth  
Shirley Rudnick  
SCORE Chapter 2  
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SCORE Chapter 657  
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SCORE Chapter 683  
SCORE Chapter 687  
SCORE District 189  
George Sapin  
Arthur Schiff  
Tom Schooley  
James Schoonover  
Linda and Neil Shiffman  
James Shrybman  
Marion Smith  
James Smith  
Ralph Smith  
David Sneed  
Frank Sorrentino  
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Mel Spiegelman  
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Richard Steingraber  
Eric Steinmetz  
Mary Stern  
Robert Swenson  
Ivan Tarnopoll  
Stan Tarr  
Larry Tessler  
Duncan L. Thomas  
Lawrence P Tremonti  
Frank Uhlman  
Unilever United States Foundation  
David E. Uren  
John P. Van Abel  
Robert L. VanDeVoorde  
David Ward  
Dean Ward  
W. M. Watkins  
Martin Wehmhoner  
J. Frederick Weinhold  
N. Gail Weinrich  
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Richard C. Welch  
Marion F. Wilke  
Mary Savan Wilson  
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W.M. Winton  
Larry Wirth  
Milt Wiskind  
Alan Wonsowski  
Linda Wyche  
Jeffrey Youngs  
Janet R. Zimmer  
Jerrold L Zimmerman  
Robert Zinnecker

## **In-Kind Gifts**

Anexio  
Intuit  
JDG Communications  
Microsoft  
Palo Alto Software  
Sage Software

## **The JOHN AND EDITH TITLEY SOCIETY**

SCORE supporter John H. Titley made a bequest to the SCORE Association in 2001. This planned gift launched the legacy of philanthropy for SCORE and the formation of The SCORE Foundation. Titley volunteered for the Medford, Oregon chapter of SCORE "Counselors to America's Small Business" for more than 20 years. During his tenure, he volunteered as a counselor, chapter leader and SCORE Association Board Director and then president in 1987.

In the introduction to the book A SCORE History: The Story of 25 Years of Volunteer Service, Titley describes SCORE volunteers as the men and women that make a difference.

The John & Edith Titley Society honors donors of planned estate and life income gifts. A planned gift is a pledge or charitable contribution made as part of an individual's estate planning. A life income gift allows the donor or their designee the opportunity to earn income now while also leaving a future legacy. SCORE's future endowment will truly benefit from the commitments of these visionary legacies.

## **The Titley Society Membership Roll**

Anonymous (3)*	Richard F. Leslie*
Herb Ausderau*	Barbara Lippard
Patrice Barnes	Lynne-Anne Lombardi
Sandy Britt*	Ronnie McClure*
Nancy Brown	Mike Mendez
Duncan Brown*	Stephanie Mendez
Lou Campanelli	Billie Moreland
John Carden	Ellwyn & Marjorie Nellis*
Sivewright Carden	Keith Ogata*
Marjorie Christiansen*	Betty Otte
Gene Cowen	Norman Paige
Phyllis Cowen	Dick Priest*
Martha Davidson	Karen Priest
Richard Davidson	James Pyles*
Rose D'Alessandro	Vernease Pyles*
Patty DeDominic*	Alvin Roselin
Mark Dobosz*	Arnold Sandness
Stephany Dobosz*	Alan Simon
Niels H. Fischer*	Mel Spiegelman*
Roz Goldmacher*	Bob St. Angelo
Christine Goodno*	Dorothy St. Angelo
Claude Hagelberg	Marilyn Tam
Dick Hannis	Edith Titley*
Sue Hartman	John Titley*
Jerry Jensen	Carl Trautmann*
Devin Jopp	Joe Wollenberger*
Doug Kindred	Alicia Yancey
Bobbi Kindred	W. Kenneth Yancey, Jr.
Paul Kopelcheck	Chuck Zellner
Edith Kopelcheck	

\* Designates Charter Members

**GIFTS FROM SCORE CHAPTER IN SUPPORT  
OF THE NATIONAL ANNUAL CAMPAIGN  
2006-2007**

Gold Medal Chapter Champion - \$2,500 - 4,999  
SCORE Chapter 37

Silver Medal Chapter Champion - \$1,000 - 2,499

SCORE Chapter 21  
SCORE Chapter 23  
SCORE Chapter 28  
SCORE Chapter 41  
SCORE Chapter 107  
SCORE Chapter 114  
SCORE Chapter 227  
SCORE Chapter 305  
SCORE Chapter 432  
SCORE Chapter 574

Bronze Medal Chapter Champion - \$500- 999

SCORE Chapter 4  
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SCORE Chapter 648  
SCORE Chapter 1000

SCORE Chapter Supporter - \$499 and below

SCORE Chapter 2  
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SCORE Chapter 678  
SCORE Chapter 683  
SCORE Chapter 687  
SCORE Chapter 693

## **2006-2007 SCORE Foundation Board**

**Paul Kopelcheck**  
Chairman of the Board

John G.D. Carden  
Marjorie Christiansen  
James Frommel  
Roslyn Goldmacher  
Dr. Bernard Harris  
Gerald Jensen  
Doug Kindred  
Barbara Lippard  
Philip Malcolm III  
Michael Mendez  
Diane Roehrig  
Robert St. Angelo  
Marilyn Tam  
Fred Tinker  
Joseph Wollenberger

**W. Kenneth Yancey Jr.**  
Chief Executive Officer

**Mark J. Dobosz**  
Executive Director

Main Office:  
The SCORE Foundation  
1175 Herndon Parkway, Suite 900  
Herndon, VA 20170

Florida Office:  
The SCORE Foundation  
4135 Centergate Boulevard  
Sarasota, FL 34233  
941-371-3107  
941-378-9879 (fax)  
[contactus@scorefoundation.org](mailto:contactus@scorefoundation.org)  
[www.scorefoundation.org](http://www.scorefoundation.org)