

Make A Difference *Big Dog Endowment*



Get Off The Porch and Run With The Big Dogs
Learn More, Do More & Be More In Service Of Others

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- Why Are We Here?
- Make The World A Better Place
- Focus On The Positives & Provide Solutions
- https://www.espn.com/video/clip/_/id/32012206



- Regardless of Major or Occupation....
all are called upon to Serve
- Whether at work or private lives....
we exist to help others.



- The Money & The Business Model
 - Understand how Society Benefits
 - No Money, No Mission
 - Follow the Money
 - Increased Efficiency = Increased Help



- Capitalism Works
 - GivingPledge.org
 - Give away Half
 - 231 Commitments
 - Buffett...worth \$110 billion....already donated \$41 billion
 - Gates....worth \$131 billion....donated \$36 billion...plus time and intellect
 - Fund projects no one else will



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- Give it Away While Alive

- Enjoy the Benefits and Fine Tune Giving Strategies



- Who Will You Impact?

- Politicians Attack Big Business, Millionaires or Billionaires
- Emphasis is Mis-guided
 - “We need to make the 1% pay their fair share”

- Ask: *How will this impact the single mom raising three kids?*

- Private Sector More Successful at Serving Society than Government



- Right Country
 - Nothing Is Perfect
 - Don't Criticize US Without Extensive World Travel
- Don't Be Shy of Hard Work
- Only Limitation Is Your Imagination



- Parents

- Did you try your hardest?
- No allowance...go earn it.
- Emphasized charity
 - Church
 - Scouts
 - Meals On Wheels
 - Food Bank
 - Animal Shelter
- It was not a matter of “if” I’d go to college, but rather “where”
 - Parents sacrificed financially
 - Very disciplined



- Pay It Forward
 - We have benefitted significantly
- Paying for college/training is much harder today due to inflation
- Animals
 - Shelters
 - Service pets



- Dave Sather

- TLU '89 Business Management
- Texas A&M MBA
- Certified Financial Planner
- Self Taught Value Investor

- Carol Klages

- TLU '89 Education
- University of Texas PhD Curriculum & Instruction
- Master Dyslexia Therapist
- President, Adopt-A-Pet Victoria



- Sather Financial Group

- Started 1999
- 7 Days a week for 23 years
- Very lucky while being very persistent
- Zero to \$1.4 billion



- Sather Financial Group
 - Does not exist without exceptional team
 - Sold significant portion of firm to Warren and Jon
 - Instead of taking cash proceeds, donated to Cuero Community Foundation
 - Created sub-fund called Sather-Klages Fund...or, The Big Dog Endowment
 - Endowment is ~\$2 million



- The Big Dog Endowment
 - TLU students get to manage, evaluate and distribute to worthy causes
 - Big Dog/Community Foundation Offers Benefits:
 - Up front tax deduction
 - Funds grow in tax-exempt manner
 - Funds can be distributed in most logical manner
 - No minimum or maximum distributions required by law



- Fund Higher Education
- Fund Service Animals and Animal Shelters
- Preferential Consideration (but not exclusive)
 - Texas Lutheran University
 - Adopt-A-Pet Victoria



- Distributions

- Non-Operating Foundation: 5% Mandatory Distribution
- Community Foundations: No Mandatory Distribution
- Big Dog will limit distributions to 3%
 - Better opportunity to grow
 - Maintain purchasing power
 - Perpetual life



- Board of Directors
 - TLU Students
 - Very unique...completely new opportunity
 - Professional mentors



- Board of Directors
 - Work with investment managers
 - Understand growth rates relative to distribution rates
 - Manage in perpetuity
 - Evaluate grant requests
 - Educate public about Big Dogs purpose
 - Distribute grants
 - Monitor and follow up on previous grants
 - Summarize and present progress/accomplishments to Cuero Community Foundation



- Grant requests will be evaluated based upon maximized Return on Investment
- Return On Investment
 - For Profit: $\text{Net Income} / \text{Capital Expenditure}$
 - Non-Profit: $\text{Societal Benefit} / \text{Capital Expenditure}$
 - Better the efficiency...the more benefit



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- Long term: Big Dog should always exist
 - Ever-growing pool of assets
 - Consistent pool of new student directors
 - At least 12-month commitment
 - Curriculum
 - Best practices
 - Certificates
 - Case studies
 - Guest speakers
 - Ask great questions