



### President's Message (Trux Dole)

#### General Update:

After the productive annual meeting in September with our key program partners and National Association and Descendants leadership, your Foundation team continued to work on operational improvements, such as updating our accounting system, clarifying the status of previously restricted funds, and solidifying existing and new partnership relationships.



Our organizational shift to defined programs and teams is working! We had several generous program specific donations, which will help the teams tremendously, since they are now working against defined budgets to support their key partners and programs.

The coming quarter will see more emphasis on building awareness plus the background work needed to update our web presence. We will also be working with our sister organizations on aligning our messaging and better coordinate our online presence to drive more donations and thereby increase the Foundation's ability to help 10<sup>th</sup> Mountain veterans and their families.

**Financial Update:** Year over year your Foundation made notable progress. Where general donations and income were up 15%, program specific donations were up 854%! The Collections and Scholarship teams saw even greater gains!

This increase is an indicator that organizing our support along specific areas makes it easier for people to understand what we do. We are slowly but surely getting the word out, and we thank you for your support!

As for expenses, we continued to trim administrative and operating expenses, while we increased our program specific spending on new programs such as outdoor training and certifications for 10<sup>th</sup> vets.

The Foundation Board approved a 2019 budget of \$115,225 with \$88,632 in program expenses. While these figures may seem low compared to the table to the right, the Foundation's by-laws and fiscal policy guide us to use the previous year's investment income when planning for the year ahead. This approach reduces the volatility of donations and helps us live by the 'Your Foundation is forever' principal. Donations get added to the corpus, which in turn can spawn more investment income. Additionally, as we increase donations, we can increase our program grants and further improve our administrative to program cost ratio.

Financial Update: 2018 Year End				
INCOME				
Unrestricted Donations	Q4	2018	2017	% change
Investment Income	\$60,294	\$122,838	\$106,083	16%
General Donations	\$2,298	\$21,459	\$13,578	58%
License Plates	\$2,620	\$11,914	\$13,516	-12%
Partnerships	\$4,300	\$4,300	\$6,875	-37%
<b>Sub-Total General</b>	<b>\$69,512</b>	<b>\$160,511</b>	<b>\$140,052</b>	<b>15%</b>
Program Donations	Q4	2018	2017	% change
Collections and Public Resources	\$4,955	\$20,945	\$1,668	1156%
Education and Scholarship	\$1,000	\$42,430	\$3,215	1220%
Monuments/Memorials	\$3,000	\$9,000	\$2,755	227%
Outdoor Industry	\$500	\$500	\$0	-
<b>Sub-Total Programs</b>	<b>\$9,455</b>	<b>\$72,875</b>	<b>\$7,638</b>	<b>854%</b>
<b>INCOME TOTAL</b>	<b>\$148,479</b>	<b>\$233,386</b>	<b>\$147,690</b>	<b>58%</b>
EXPENSES				
Administrative Expenses	Q4	2018	2017	% change
Administrative Expenses	\$7,535	\$24,985	\$28,096	-11%
Investment Expenses	\$4,799	\$18,208	\$17,569	4%
2017 License Plate fees	\$168	\$656	\$867	-24%
<b>Sub-Total Admin &amp; General</b>	<b>\$12,502</b>	<b>\$43,849</b>	<b>\$46,532</b>	<b>-6%</b>
Program Expenses & Grants	Q4	2018	2017	% change
General Program Support	\$2,106	\$9,004	\$14,020	-36%
Collections and Public Resources	\$11,921	\$35,171	\$52,600	-33%
Education and Scholarship	\$21,250	\$25,350	\$23,750	7%
Monuments and Memorials	\$0	\$21,600	\$26,450	-18%
Outdoor Experience	\$3,171	\$15,600	\$13,500	16%
Outdoor Industry Certifications	\$4,400	\$527	\$85	520%
<b>Sub-Total Programs</b>	<b>\$42,848</b>	<b>\$107,252</b>	<b>\$130,405</b>	<b>-18%</b>
<b>EXPENSE TOTAL</b>	<b>67,852</b>	<b>\$151,101</b>	<b>\$176,937</b>	<b>-15%</b>



**Donations made in Memory or On-Behalf-Of Veterans and their families (October – December 2018):**

*John McLellan, Dick Dirkes, Wendell H. Chong, Carroll Francis McMahon, Arthur F. Thompson, John Benson, Edward Hobbs Hilliard, Calloway C Willis, James Hunter Jones, Vail Ski Patrol, Fred Haines, Doug Martin, 10<sup>th</sup> Hut Association, Don Voorhies, William Nowotny, William Scott Smith, Dick Over, Glen Robinson, William J Hofmann, Structural Associates, Oscar J. Weible, Murch Family, Theodore "Ted" Adkins, Mike and Charles Benedict, Leo Mintz, Eugene S and Verna J Hames, every service member.*

**Program Update:** The following recaps the different teams' work over the past Quarter:

**Memorials & Monuments:** The Monuments team is already gearing up for the 2019 Memorial Day ceremony at Tennessee Pass. The team has also been working with Foundation EVP, Nancy Kramer, on our effort to close out several restricted funds related to memorials or other projects that have been completed in years past, such as the Camp Swift memorial.



The 10th National Association has submitted the finalized design for the unit plaque that will be installed on the Path of Remembrance at the new [National Museum of the U.S. Army](#) that will open in 2020 outside Ft. Belvoir, VA. The Foundation received a generous \$2000 donation toward the \$5,000 cost of the plaque in December. Sepp Scanlin, Director of the 10th Mountain Division and Fort Drum Museum, is the "point man" for this project. Further donations by check with a memo to 'Monuments team' are most welcome. Or just go to the [Donate page on the Foundation website](#).

**Collections and Public Resources:** The team led by Dave Little and Jack Breeding has worked to get digitized copies of majority of known US Army catalogs of Mountain equipment distributed to our partner organizations. These will continue to be made available to new members and individuals.



The team has also recruited volunteers to assist Jim Petersen the new curator at our partner, [History Colorado](#) in cataloging their collection of uniforms, weapons, souvenirs and other artifacts and to adopt standard nomenclature when identifying different items. This effort is timely, as History Colorado continues to get new donations, such as experimental folding ski's. they will also be loaning certain 10<sup>th</sup> artifacts from the collection to [Civico](#), a Denver non-profit, for their leadership and civic duty display. This effort is a great first step in broadening awareness of the 10<sup>th</sup>.



The [10<sup>th</sup> Mountain Resource Center](#) in Denver, which focuses on documents instead of physical artifacts, reports that they have completed their project to digitize all of the [10th Mountain Division oral histories](#). These are now available online, through their [YouTube channel](#) and [digital assets website](#). They have also digitized and uploaded over 2,000 additional 10th Mountain Division photographs and films.

A reminder to everyone too that the Resource Center challenge grant to support the 10<sup>th</sup> Mountain collections team is still open. Your tax-deductible donation will be matched dollar for dollar up to \$5,000 by our anonymous lead donor. You can donate via the [10<sup>th</sup> Foundation website](#) or send checks noting the Resource center challenge.

Thanks to the initiative of the Tees and Treads group, who reached out after visiting [Camp Hale](#), we raised nearly \$11K in Q4 to refurbish and replace the interpretive placards that are no longer readable. The estimated project cost is closer to \$16,000, and we are hoping to be able to also apply excess funds from past completed Camp Hale projects.



**Scholarships:** Our team lead, Robbi Farrow, reports that scholarships were granted to the following three applicants in 2018, all of whom are grandchildren of WWII veterans:

- **Kristin Miller-Nelson**, Cal Poly Architecture, grand-daughter of Carlton Miller 85th Regiment, Co B
- **Jacob Reaves**, Liberty University Criminal Justice, grand-son of Virgil Ivan Reaves 87th Regiment, Co C
- **Hannah Smith**, Univ Montana School Counseling, grand-daughter of Robert Yank 85th Regiment, Co K. Hannah is also being awarded the \$1250 Boddington Award.

In late breaking news, the Foundation received a grant request for the [Charles and Loyola Murphy Military History Scholarship](#) in December. The Scholarship team waived the May deadline, and after review, they approved the grant. As a reminder, this scholarship is open to any graduate student studying military history with an interest in the 10<sup>th</sup> Mountain's activities from WWII to present day.

In the coming quarter, the Scholarship team's top objectives will focus on application "clean-up" including:

- Updating our online grant documentation and clarifying that 10<sup>th</sup> Mountain scholarships are open to any 10<sup>th</sup> Mountain veteran and their family, not just WWII soldiers
- developing a joint application to put on the website to assist all 3 organizations (10<sup>th</sup> Mountain Foundation, National Association and Descendants)
- revising essay rubrics to streamline the review process
- renewing efforts to raise awareness of the Murphy family scholarship at schools offering military history program across the country.

**Outdoor Experience:** The Outdoor Experience team continues look for more volunteers to work with our partner organizations.



We continue to support the Stride adaptive sports program, and their annual [wounded warrior ski clinics](#).



We currently provide a grant to NOLS to fund course participation for a 10<sup>th</sup> veteran or their family member. We are also working with our counterpart at NOLS to develop a grant for [outdoor educator/wilderness first responder certification](#) to 10<sup>th</sup> veterans.



The [10<sup>th</sup> Mountain Alpine Group](#) (10<sup>th</sup> MAG) is carrying on the 10<sup>th</sup> tradition of testing new winter gear and clothing by working with Black Diamond, CU Boulder and another outdoor industry company in providing extreme outdoor testing for a new product development project.

**Outdoor Industry:** The Outdoor Industry team worked in Q4 on finalizing partner agreements and getting prepped for the annual Snow Show in Denver. The following outlines current outdoor industry partnership efforts:



Icelandic again provided a generous contribution from sales of their 10<sup>th</sup> Mountain ski. The Ski Trooper Skis are for sale again this season. As a reminder, 15% of gross sales go to the Foundation. Order here: <https://www.icelanticskis.com/products/limited-edition-10th-mtn-nomad-105>



We've finalized the contract and design for the [10<sup>th</sup> Mountain co-branded split board](#). Weston will graciously be providing 5% of gross sales to the Foundation.



We've reached agreement on contract terms with this innovative, Portland Oregon based startup and are working on the library of 10<sup>th</sup> specific top skins from which customers can choose. Stay tuned.



Tom Hames is continuing discussions with Elan's marketing executive in Slovenia about the potential for a commemorative international co-branding of their folding ski originally made the Slovenian Mountain Troops.



No updates at this time on the development of a co-branded beginner's climbing kit combined with entry level classes offered by the 10<sup>th</sup> MAG. This effort will be important given climbing's importance throughout the 10<sup>th</sup> history up to present day.



While we are now providing support for online educational content development, we are still working out the details of the new program to offer two free certification grants to today's 10th Mountain veterans wanting to become [PSIAA/AASI certified ski or snowboard instructors](#).

### Continued call for volunteers:

Your Foundation board is comprised of great volunteers, but we can use more help. If you are interested in helping on any of our program teams, [please reach out](#). We will connect you with the team leads below. We can also use help on our marketing team, particularly if you have web experience.

Thanks in advance for your support!  
Sempre Avanti

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### Your Foundation Board & Program Team Leads:

#### Officers:

**Chairman:** vacant | **President:** Trux Dole (*Marketing & Outdoor Industry*) | **Executive VP:** Nancy Kramer (*Outdoor Experience*)  
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Sue Hagerman | Val Rios

**Administrative Director:** Lynn Hutchinson - [admin@10thmdf.org](mailto:admin@10thmdf.org)



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