

**City of Plano Staff Review Checklist
2010 Consolidated Grant Application**

Agency: Turning Point Rape Crisis

Program: Crisis Services

Application Type: Program Service Permanent Housing Site/Equipment

- One Copy of Grant Cover Sheet, Application, CD, and Attachments
 - Original signatures on cover sheet
 - Unbound, no staples, loose leaf format
 - Printed on one side of white 8½" x 11" paper,
 - With page numbers
 - All pages included
 - No blank answers

Attachments

- 1 - Detailed Annual Organization Budget for Current Fiscal Year
- 2a - List of Organization's Officers/Board Members
- 2b - Board Annual Meeting Schedule
- 3 - Resume of Director
- 4 - Copy of Organization's latest tax return accepted by IRS
- 5 - Copy of Organization's Certificate of Good Standing from State Comptroller's Office
- 6 - Copy of Organization's most recent audit of Financial Records
- 7 - Organization's Audit Information Certification Form
- Program Service 8 - Detailed Annual Program Budget
- NA* Site /Equipment 8 - 2 or 3 bids

Organization Eligibility

- Must use proposed funds for Plano residents *Section 5.C, not clear answer, but no matches*
- Non-profit or public agency
- In compliance with any previous City of Plano contracts
- Operation for a minimum of three years

Completed by: Terrie Monroe
Staff

3-18-10 10 am
Date & Time

**THE TURNING POINT
Revenue Budget
2010**

REVENUE:

Description	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
GENERAL REVENUE													
Public Support 4000													
4010 General Donations	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
4015 Unrestricted Corp, Fdtn, Cmty Org	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.66	416.66	416.66	416.66	5,000.00
4020 Faith Communities	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.67	416.66	416.66	416.66	416.66	5,000.00
4030 United Way Designations	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	30,000.00
4035 United Way Partnership Funds	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	15,000.00
Total Public Support	5,833.34	5,833.32	5,833.32	5,833.32	5,833.32	70,000.00							
Fund Raising 4100													
4105 - Gala Event										13,450.00	45,000.00		58,450.00
Texas Charity Bingo	-	-	-	-	-	-	-	-	-	-	-	-	-
4125 Softball Tournament			1,000.00	5,000.00									6,000.00
4135 Turning Tables	-	-	-	-	-	-	-	-	-	-	-	-	-
4145 Other Event - Spring					1,500.00	1,500.00							3,000.00
4155 Other Event - Fall								1,500.00	1,500.00				3,000.00
Total Fund Raising	-	1,000.00	5,000.00	5,000.00	1,500.00	1,500.00	-	1,500.00	1,500.00	13,450.00	45,000.00	-	70,450.00
Other Income 4500	66.67	66.67	66.67	66.67	66.67	66.67	66.67	66.67	66.66	66.66	66.66	66.66	800.00
Interest Income 4600	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	3,600.00
	366.67	366.66	366.66	366.66	366.66	4,400.00							
PROGRAM REVENUE													
Grants 4200													
4205 United Way Priority Needs	2,962.17	2,962.17	2,962.17	2,962.17	2,962.17	2,962.17	2,962.17	2,962.17	2,962.16	2,962.16	2,962.16	2,962.16	35,546.00
4225 Dallas Womens' Foundation	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	2,500.00	30,000.00
4250 City of Plano Foundations & Corporate - restricted	166.67	166.67	166.67	166.67	166.67	166.67	166.67	166.67	166.66	166.66	166.66	166.66	2,000.00
THOP SANE On-call	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	12,000.00
Total Grants	9,343.67	9,343.66	9,343.66	9,343.66	9,343.66	112,124.00							
Federal/State Grants 4300													
4305 OVAG	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.67	4,166.66	4,166.66	4,166.66	4,166.66	50,000.00
4310 SAPCS - federal	3,301.67	3,301.67	3,301.67	3,301.67	3,301.67	3,301.67	3,301.67	3,301.67	3,301.66	3,301.66	3,301.66	3,301.66	39,620.00
4313 SAPCS - state	5,475.92	5,475.92	5,475.92	5,475.92	5,475.92	5,475.92	5,475.92	5,475.92	5,475.91	5,475.91	5,475.91	5,475.91	65,711.00
4315 421 Fund	4,770.83	4,770.83	4,770.83	4,770.83	4,770.83	4,770.83	4,770.83	4,770.83	4,770.84	4,770.84	4,770.84	4,770.84	57,250.00
4340 VOCA	6,666.67	6,666.67	6,666.67	6,666.67	6,666.67	6,666.67	6,666.67	6,666.67	6,666.66	6,666.66	6,666.66	6,666.66	80,000.00
4345 - VOCA-Supplement	-	-	-	-	-	-	-	-	-	-	-	-	-
Grants	24,381.76	24,381.73	24,381.73	24,381.73	24,381.73	292,581.00							
Total Income Mo Budget	39,925.44	39,925.44	40,925.44	44,925.44	41,425.44	41,425.44	39,925.44	41,425.44	41,425.37	53,375.37	84,925.37	39,925.37	549,555.00

**BUDGET -- DRAFT
09/29/09**



Counseling • Education • Advocacy
P.O. Box 866754
Plano, TX 75086
www.theturningpoint.org

2010 BOARD OF DIRECTORS

Officers:

President-Amber Bass
VP-Stacy Nutkis
Secretary-Dawn Jones
Treasurer-Don Walters

Amber E. Bass
2404 Northlake Court
Irving, TX 75038
(405) 820-3772

aebass@prodigy.net

Professional Affiliations: Oklahoma Bar Association; International Association for Contract & Commercial Management

Ethnicity: White

Stacy Nutkis
5252 Longvue Drive
Frisco, TX 75034
972-625-3977HITRUST Alliance

Ethnicity: Caucasian

stacy@nutkiscentral.net

Dawn M. Jones
PO Box 830411, Richardson, TX 75083
Phone: 214-864-9292

Ethnicity: African American

Professional Affiliations: American Society for Quality (ASQ), National Society of Black Engineers (NSBE), Dallas Business Club, Society of Women Engineers, Baylor Alumni Association

Position: Secretary

Dawn2dallas@yahoo.com

Dawn-jones@raytheon.com

Donald E. Walters
15692 Tealwood Lane
Frisco, TX 75035
(972) 344-2652 (work)
(972) 670-5463 (cell)
Air Force Association
Program Management Institute
USAF Academy Association of Graduates
African American
duckman57@aol.com

Gary Nolte
6810 Lee Meadow
Frisco, TX. 75035
214-282-2510
Ethnicity: Caucasian
gnolte@pobox.com

Robert Sanders
1201 Homer Johnson Lane
Garland, TX 75044
(469) 744-0923
Robert-sanders@hotmail.com
Robert.sanders@viewpointbank.com
Professional Affiliations: Plano Chamber of Commerce - Ambassador Chair
Ethnicity: African American

Gayle Smith
1414 Nest Place
Plano, TX 75093
Self Employed – Business Coach
972-517-9250 H
972-841-0563 C
Program Director Custer Road United Methodist Church JOB Ministry
Sunday School Teacher @ CRUMC, Sexual Assault Advocate for The Turning Point
Ethnicity: Caucasian
gayle@ggsinsights.com

Shannon Lee Williams
116 S Benge St., McKinney TX 75069
214-934-7471
shannonlee38@sbcglobal.net
Caucasian
Affiliations: Poetry Society of Texas and Mockingbird Poetry Society as well as Volunteer for the Turning Point for Community Education.

Annual Board Meeting Schedule

January 19, 2010	6 pm
February 23, 2010	6 pm
March 16, 2010	6 pm
April 20, 2010	6 pm
May 18, 2010	6 pm
June 15, 2010	6 pm
July 20, 2010	6 pm
August 17, 2010	6 pm
September 21, 2010	6 pm
October 19, 2010	6 pm
November 16, 2010	6 pm
December 21, 2010	6 pm

Charlene Mary Dattoli
2525 Bluffton Drive · Plano, TX 75075
Cell: 972-345-6623 · e-mail: charlenedattoli@hotmail.com

POSITION DESIRED: Executive Director for The Turning Point Rape Crisis Center

STRENGTHS

Marketing Management - Sales Management - Sales Training - Budgeting - Research - Business Analysis - Public Relations – Coaching - Event Planning and Promotion- Public Speaking - Fund Raising
Branch Management · Sales & Marketing (strategic and tactical) and tangible and intangible;
Strong Technical Skills; Management in Multi Industries; Services Industries

EDUCATION

MBA, University of Phoenix-Graduated July 2007 (GPA: 3.9/4.0)
B.S., Business Management-LeTourneau University (GPA: 3.8/4.0)
Associate Degree-Ohio University (Majors: Business and English)
Licensed Real Estate Broker in Texas

PROFESSIONAL EXPERIENCE

INTERIM EXECUTIVE DIRECTOR for The Turning Point Rape Crisis Center 10/20/10 to Present:

I am responsible for day to day operations of this charity. Supervise ten (10) people and interact with volunteers and report to Amber Bass and the Board of Directors. Responsibilities include: Fund Raising, Grant writing, Grant modifications, Gala Registration and Operations, Gala Thank You Letters, Communication with Donors, Corporate Calling, Budget Preparation, Profit & Loss, Income Statements, Technology Donations, working with Gary Nolte on updating computers and resolving computer issues to make the center more efficient and operationally effective. Executive Reports to the Board of Directors, Sponsor Recruiting, Marketing, Public Relations, Staff Meetings, Personnel and Record Keeping, Revising Personnel Documents, Event Coordination with Staff, Change Management, Conflict Management, Collaboration with Victim's Outreach, Representing the Crisis Center at all events, Cost Analysis of Insurance, business and staff meetings. Working with Microsoft Charity Weekend and our Business Analyst on our new web site and with the Graphic Designer on the new logo, and promoting the mission of The Turning Point at the direction of the Board President and the Board of Directors.

Accomplishments: Approximately \$50,000 worth of donations of software, software development personnel, graphic design artist, computers, upgrading and maintenance in addition to receiving a \$50,000 web site this past weekend. Team members who participated: Charlene, Sarah, Jennifer, Ruth, Shannon, Scott, and Amber.

Raised over \$3,000 dollars in a two week time period for the Gala.

As Interim Director I was instructed to try to motivate the staff and improve the team's morale. Keep everyone focused and working on the Gala and to start implementing changes to run the Center more efficiently and effectively. This was accomplished and I worked with the Board President to gradually implement stricter policies. We have had some challenges but these are currently being handled effectively.

Made contact with Exxon Mobile to get an appointment. Have a list of people to call for donations the week of January 25th for donations.

Recruited three potential Board Candidates: Chris Jung, Ellen Marquez, and John Cutbirth

Held numerous meetings with the staff after episodes with a former board member who was asked to leave.

Met with the staff on job descriptions, software issues, hardware issues, concerns, and worked through some major issues.

Fred Aviki (my significant other) helped to move furniture, office machines, to our offices from a Carrollton business that donated furniture and miscellaneous office fixtures for us. I asked for a brand new printer from this Carrollton business and the computers, and flat screens. Fred also fixed some of our furniture. He donated an entire day to our Center. Our staff also helped with the lighter items.

RELATED WORK EXPERIENCE: Fund Raising for the Ms. Plano Senior America Pageant, Fund Raising for the Ms. Texas Pageant, Chairperson for the Dallas North Al-Anon Group, Served on the North Texas Al-Anon Board, and I have worked as a volunteer for over 25 years with families of alcoholics or those families affected by drug addiction. Charity work has consisted of: Carrying Al-Anon meetings to treatment centers, Salvation Army, YMCA, YWCA, and Rehabilitation Centers. In addition, I have been an active participant in donating time, talent, and money to: Veteran's Hospitals, Alzheimer's Units, Senior Citizens' Retirement Communities, The American Lung Association, Susan Komen Foundation, Christ Episcopal (Anglican) Church, Habitat for Humanity, and numerous others.

I have participated in two interventions with victims of both domestic abuse and incest. I have sponsored many Al-Anon members and have been privileged to listen to their fifth steps and helped people realize that they have options. This experience has allowed me to help victims turn into survivors and help them break the family disease of Alcoholism. Alcoholism is a family disease.

I am a graduate of Leadership Dallas and did some volunteer work at the Ronald McDonald House.

I am on the Advisory Council of Collin College.

As a national trainer for Coldwell Banker I have coached people to peak performance all over the United States and I have worked as a consultant for over 12 years.

PROFESSOR OF REAL ESTATE Collin County Community College (8/08-Present)
Associate Professor -- part-time faculty teaching marketing since 2000

- Exemplary Status: Real Estate Department
- Courses taught: Law of Agency, Principles II, Sales and Marketing
- Wrote entire curriculum for Sales and Marketing

DIRECTOR OF BUSINESS DEVELOPMENT/BRANCH MANAGER / SALES MANAGER
Coldwell Banker (4/2002-8/2008)

Branch Manager, Director of Business Development, and Director of Business and Relocation for 62 Sales Associates. Responsible for recruiting and hiring experienced and new sales people to build the company's sales base in Collin, Dallas, Denton, and Grayson Counties. Implemented formal business planning, marketing and sales research and weekly training sessions to improve overall performance. Established sales and marketing programs for recruiting builders and developers as clients to increase the branch's bottom line.

- Grew corp. and builder business by over 100% in six months
- Grew corp. recruitment by 35% in six months
- Increased listings by 35% in 8 months
- Increased sales by 50% in 9 months

SENIOR RESIDENTIAL SALES MANAGER
Prudential Texas Properties- (1/2000- 4/2002)

Turned around an unprofitable Plano office to a consistently profitable top performing branch by meeting with all sales associates and building individual business plans. Goals and daily, weekly, monthly and yearly production plans were instituted. Implementation of new training and accountability programs including: business planning, marketing, sales research, negotiating in a tough market, contracts, technical training, technology training, developed sales brochures, relocation and corporate calling procedures.

- Hired and trained over 400 sales associates corporate wide and implemented sales goals needed to graduate from the new training program that I developed
- Coached top performers to increase their production by 20%
- Non-performers or average performers increased their business by 60%
- Started high-end marketing programs and called on builders in the high end
- Grew office from 19 producers (8 who were not producing) to 62 producing sales associates in 1 ½ years
- Promoted to Corporate Director of Business and Career Development

PRESIDENT AND OWNER

Young Lions Sales Performance Corporation (1/1997 to Present)

Started real estate sales training company to help increase sales and listing performance. Prior to training, sales reps averaged less than 1 million in sales per year as new people or sub-par performers. Performers averaged from 2 million to a high of 10 million in sales a year. Sales Associates averaged 2.5 million dollars in listings and sales during a nine (9) week period. I also produced tapes, books, etc. to augment performance in the classroom. Certified by the Texas Real Estate Commission (TREC) for 60 Broker hours, 30 hours MCE and SAE hours

- Experienced sales people increased production from 35%-75%
- New people or non-performers became productive in just four (4) weeks
- Longest running production training program in Metro-Tex history and exceeded all performance expectations
- Trained trainers to present the program in other states

VICE PRESIDENT OF EDUCATION AND PUBLIC RELATIONS

Henry S. Miller Company, Realtors® (2/1994-1/1997)

Interim Vice President of Relocation for 18 months concurrent with above position. Wrote press releases, set up entire education system, designed, built and wrote all programs. Opened up Henry S. Miller University and became the first company ever approved by the Texas Real Estate Commission to have the company name for approved MCE courses. Reported to Vance Miller on the Henry S. Miller project for approval. Handled PHH Home equity account, corporate calls, supervised a relocation department of 21 people.

- Won back two major accounts that had been lost for four years
- Developed and implemented management training and relocation training throughout Texas
- Expanded the corporate client base by 35%
- Developed and implemented all curriculum for sales people, sales managers, and relocation counselors
- Delivered corporate presentations to business and industry
- Designed new training center with state of the art technology and equipment

EDUCATION AND CAREER DEVELOPMENT DIRECTOR, BRANCH MANAGER/REAL ESTATE AGENT HUFFMAN REALTORS®, FENWICK REALTORS®, and COLDWELL BANKER (1983-1994)

Sold and listed residential real estate, later was made Branch Manager and later promoted to Director of Education and Career Development for Coldwell Banker (1987 to 1994).

- In 1987, sold over seven (7) million dollars worth of real estate; First six weeks in business sold over One Million dollars worth of business as a brand new agent
- Procured new builders and maintained a listing inventory of 30 listings a month. I sold 80% of my own listings (industry average is less than 30%)

Public Speaking

Current Ms. Plano Senior America 2008-2009 – Charity Events

Coldwell Banker National Conventions

I.T.T. Technical Institute-Commencement Address

Coldwell Banker Offices across the State of Texas

Special Seminars for PHH Home Equity (Now Cartus Relocation)

Guest Lecturer for many corporations, colleges, groups, and universities across the U.S.

National Personnel Associates 1970-1983 How to Be a Top Recruiter (State, Regional, and National Speaker)

References: Gerald Crow, formerly with Coldwell Banker and Prudential Texas Properties. He is now with Century 21 Judge Fite Realtors and he was a Vice President with Coldwell Banker and President of Prudential Texas Properties. I reported directly to him at both companies. Telephone 214-217-5719

Mike Erwin, President and Owner of Coldwell Banker Real Estate Solutions. Mike hired me and I reported directly to him. Telephone 940-736-3881

Alan Wynn, Manager of Coldwell Banker's Irving and North Dallas offices. I recruited Alan to work for me at Coldwell Banker Apex Realtors. I was his manager. 214-729-5582

Janet Ringer, Coldwell Banker Residential Real Estate. Janet used to work for me at Coldwell Banker and we became good friends. Janet has known me for over nine years. Telephone 469-688-2952

Diaco Aviki, Executive at Exxon Mobile. I have known Diaco for over five years. Telephone 713-876-8124

Carolyn Singleton has known me for over 30 years. Telephone 580-515-8558

Other references will be provided upon request.

CITY OF PLANO
2008 BUFFINGTON COMMUNITY SERVICES GRANT
QUARTERLY REPORT

October 1, 2008 - September 30, 2009

Section 1: Basic Grant Information

AGENCY NAME: Rape Crisis Center of Collin County dba The Turning point

Grant Amount: \$ 30,000

Allowable expenses: Personnel, Rent/utilities, Telephone, Materials/Supplies and Mileage

Reporting on: People Families

Section 2: Table of Total Expenditures and Demographics

	Grant Funds Spent	Total Assisted	Race				Ethnicity H
			AA	W	A	O	
1st Quarter Totals	\$6,612.10	57	1	36	1	5	14
2nd Quarter Totals	\$5,567.25	45	2	28	0	13	2
3rd Quarter Totals	\$6,152.92	59	6	34	2	12	5
4th Quarter Totals	\$11,667.73	37	6	23	3	4	1
Annual Totals	\$30,000.00	156	12	88	4	31	21

Section 3: Specific Grant Expenditures

1st Quarter

October 1 thru December 31, 2008: **Due by January 31, 2009** \$6,612.10

Personnel- Ins- Tax 3,695.52
Rent 2,400.00
Telephone 298.33
Materials and Supplies 129.01
Mileage 89.24

2nd Quarter

January 1 thru March 31, 2009 : **Due by April 30, 2009** \$5,567.25

Personnel- Ins- Tax 2,284.84
Rent 2,400.00
Telephone 432.58
Materials and Supplies 449.83
Mileage .00

3rd Quarter

April 1 thru June 30, 2009 : **Due by July 31, 2009** \$6,152.92

Personnel- Ins- Tax 3,447.15
Rent 2,400.00
Telephone 44.00
Materials and Supplies 229.11
Mileage 32.66

4th Quarter

July 1 thru September 30, 2009 : **Due by October 31, 2009**

11,616.08

Personnel- Ins- Tax 5,520.84

Rent 3,500.00

Telephone 525.09

Materials and Supplies 1,942.05

Mileage 128.10