

**Horizon Philanthropic Services**  
**Client Accomplishments: 2000-2022**

**Updated: 6/24/22**

**FUND DEVELOPMENT CAMPAIGNS**

<b>Client</b>	<b>Type</b>	<b>Objective</b>	<b>Amount Raised</b>
Lewes Canalfront Park			
Acquisition	Capital	\$3,000,000	\$3,700,000
Boatyard	Capital	\$2,900,000	\$4,100,000
Village Green	Capital/Endow	\$1,700,000	\$1,790,000
Friends of Park		\$ 100,000	\$ 95,000
Endowment		\$2,500,000	\$ 770,000
Milford Public Library	Capital/Endow	\$3,200,000	\$3,900,000
Project Sultana	Endowment	\$1,000,000	\$1,200,000
Talbot Co. Schools	Operating	\$1,200,000	\$ 750,000 <i>(project ended early by client)</i>
Girl Scouts Chesapeake Bay	Capital	\$2,200,000	\$1,700,000
Lighthouse Shelter, Annap.	Capital	\$5,600,000	\$6,000,000
Boys & Girls Club Annapolis	Capital	\$4,700,000	\$5,200,000
Wye Church	Capital	\$1,000,000	\$ 700,000 <i>(objective changed by client)</i>
Charles Co. Comm. Fdtn	Operating	\$ 250,000	\$ 300,000
Nanticoke Senior Ctr.	Capital	\$1,200,000	\$ 1,875,000
	Capital	\$ 250,000	\$ 350,000
Dover Public Library	Capital	\$2,600,000	\$1,650,000 <i>(\$1MM given by Kent Co. Levy Court)</i>

Delmarva Christian HS	Capital Scholarship	\$ 600,000	\$ 195,000 \$1,000,000
Teackle Mansion	Capital	\$1,000,000 <i>(proj. postponed by client)</i>	\$ 550,000
Greater Lewes Foundation	Capital, Ops Grant-in-Aid	ongoing	\$1,080,000
George Smith Fund	Scholarship	ongoing	\$ 65,000
Maureen Schab Fund	"	"	\$ 132,500
Lewes Rotary	Project	"	\$ 40,000
Post Office Fund	Project		\$ 65,000
DeVries Monument	Project	"	\$ 510,000
Concerts in the Park	Sponsorship		\$ 125,000
Mission to India (2)	Project		\$ 30,000
Go Fourth!	Project	"	\$ 235,000
Other funds (5)	Scholarship, project	"	\$ 220,000
Annual fund op's	Appeals	"	\$ 630,000
Open Space Alliance	Project	"	\$ 10,000
Lewes in Bloom	Appeal		\$ 50,000
DeVries Monument	Project	"	\$ 330,000
Lewes Town Clock	Project	"	\$ 30,000
Nassau School	Project	"	\$ 800,000
Milford Housing Dev Corp	Capital Operating	\$650,000 \$300,000	\$ 750,000 \$ 300,000
La Esperanza	Capital	\$500,000	\$ 470,000
Worcester Co. Dev. Corp.	Capital	\$3,500,000	\$ 500,000 <i>(ended by BOD, funded by Worcester Co)</i>
Lewes Gateway Project	Capital	\$ 2,500,000	\$2,500,000
Fort Miles Historical Assn	Capital Capital/Project	\$ 750,000 \$ 300,000	\$1,274,000 \$ 325,000
Safe Haven Animal Shelter	Capital	\$ 1,700,000	\$ 750,000 <i>(HPS resigned client) (successfully completed in 2019 with Brandywine SPCA)</i>
Sussex Academy	Capital I	\$ 7,000,000	\$7,600,000

	Capital 2	\$ 8,500,000	\$7,000,000	
	Operating		\$ 485,000	
S. DE Therapeutic Riding	Capital/Project	\$ 1,010,000	\$1,140,000	
Victims' Voices Heard	Program	\$ 150,000	\$ 175,000	
Seaford History Museum	Capital	\$ 250,000	\$ 250,000	
Lewes History Museum	Capital/constr	\$2,350,000	\$ 2,751,000	
Lewes Senior Activity Center	Capital/constr	\$1,611,000	\$ 1,518,000	
Lewes Public Library	Capital	\$ 4,090,000	\$ 6,960,000	
	Land acquisition	\$ 2,200,000	\$ 2,200,000	
Lewes Trailhead Project	Capital/constr	\$ 500,000	\$ 550,000	
Sussex Montessori School	Capital/constr.	\$ 6,400,000	\$ 6,620,063	<i>in progress</i>
Brandywine Valley SPCA	Acquisition	\$ 500,000	\$ 575,000	
Children's Discovery Center	Capital/constr.	\$ 660,000	\$ 670,000	
St. Peters Evangelical Church	Capital/constr.	\$ 1,000,000	\$ 1,527,309	
Lewes-Rehoboth Canal Project	Capital	\$ 650,000	\$ 675,000	
Milton Fire Department	Capital	\$2,000,000	\$ 375,231	
Delaware Public Media	Capital	\$1,500,000	\$ 26,100	
		<i>(project ended following feasibility study)</i>		
Delaware Ag Museum	Capital	\$ 650,000	\$210,000	<i>in progress</i>
St. Georges AME Cemetery	Capital/Constr	\$ 225,000	\$ 40,000	<i>cancelled by AME</i>
USS Arizona Exhibit	Capital/exhibit	\$ 270,000	\$ 270,000	

Springboard Collaborative	Cap shelter	\$3,000,000	\$ 3,505,000
Plaza Latina	Urban dev.	\$67,500	\$ 170,000
Lewes Junction RR/Bridge	RR exhibit	\$ 60,000	\$ 60,000
Rehoboth Public Library	Survey, campaign		
Home of the Brave	Capital project	\$ 300,000	\$ 300,000
Georgetown AME Church	Capital project	\$ tbd	\$ 20,000
SCLT Cannon-Maston	Capital project	\$10,000	\$ 10,000
Lewes Open Space Alliance	Land purchased	\$12,000,000	

**Total private funds raised: \$92,944,911**

**Project-associated city/state/Federal funding raised by HPS: \$25,727,666**

**TOTAL TO-DATE: \$118,672,577**

## CONSULTING SERVICES

### *Project & Program Assignments*

ING DIRECT Foundation	Developed online application process; conducted national project research
Anne Arundel Community Foundation	Created development plan; recruited first f/t director
Charles County Community Foundation	Conducted feasibility study; established foundation, recruited first board
City of Lewes	Ext. "Summer Concerts in the Park" program, w. annual Sponsorship by WSFS
Clear Space Productions	Board recruitment, grant proposals, development audit (1) Campaign planning, case study development (2)
Children's Beach House	Fund development plan and implementation
Columbia Foundation	Recruited new president
Delaware Technical &	Established College Foundation, development plan, investment

<p>Community College board Downtown Visions Victims Voices Heard</p>	<p>Criteria; recruited first development director/Owens; conduct seminars, workshops Urban development planning for Wilmington, DE Formation of non-profit social justice organization</p>
<p>University of DE., College of Marine &amp; Earth Science Avalon Theatre Foundation Kent Co. Fund for the Arts MHDC (Milford Housing)</p>	<p>Feasibility study, program development, PR Feasibility study &amp; development plan; transitional support Program, materials development, board recruitment Annual reports, flyers; created Development Council; grants support; public relations; fundraising events support; recruit first dev. director; strategic planning; annual reports</p>
<p>La Esperanza WDDE - NPR</p>	<p>Event support; annual reports; grants support; program development; capital campaign; strategic planning Fundraising, program consultation; developed initial materials, donation categories for Delaware's first NPR station</p>
<p>Greater Lewes Foundation</p>	<p>Technical assistance to create 60+ charitable funds, including:</p> <ul style="list-style-type: none"> <li>• Formation of Lewes dog park</li> <li>• Emergency fund for local residents</li> <li>• Creation of Cape HS charitable fdtn (CHEF)</li> <li>• Fort Miles Historical Assn. Museum</li> <li>• 14 scholarship funds</li> <li>• Formation of Sussex County Land Trust</li> <li>• Gateway fund to acquire site for Lewes Library</li> <li>• Annual history book festival</li> <li>• Lewes trailhead for Lewes-Rehoboth bike path</li> <li>• Annual July 4 fireworks event</li> <li>• International healthcare &amp; education (India)</li> <li>• Formation of Milford children's chorus</li> <li>• Exterior repairs to Lewes post office</li> <li>• Lewes Canalfront Park project &amp; Friends group</li> <li>• Created "Gateway" project to fund new LPL site acq.</li> <li>• DeVries monument restoration project</li> <li>• Downtown Lewes parking study</li> <li>• Jones Farm preservation project</li> <li>• 20-year "Future Scan" research &amp; publication</li> <li>• Developed strategy, sources of funding for Lewes Open Space Alliance</li> <li>• Lewes Town Clock project</li> <li>• AME Cemetery surveys</li> </ul>
<p>Bayhealth Foundation</p>	<p>Demographic and focus group research and leadership</p>

NCALL	development in support of expansion, capital campaign
Montessori Works	Consulting for client fund raising campaigns (4)
ESL	Site evaluation and selection for SMS
Home of the Brave	Consult with ESL board re: program expansion
Lightship Overfalls	Conducted strategic planning session,2020
Talbot Interfaith Shelter	Conducted audit of member and appeal programs
Victims' Voices Heard	PR, recruitment, marketing, fund development
Energize Delaware	Recruitment
	Assist with positioning, case statement, early proposals

## HORIZON CONSTRUCTION SERVICES

### Project Management (construction/renovation) assignments / 2016-19

Lewes Trailhead	Trailhead parking lot, restroom construction
Lewes History Museum	Total project renovation, including exhibit, office and storage area design and construction
Children's Discovery Center	Center and exhibit design and installation
Lewes Senior Center	New construction & complete facility renovation
Fort Miles Historical Assn.	New entrance road, parking lot, event patio & indoor venue & exhibits
Sussex Montessori School	Facility & site evaluation; design & construction management for \$14 million school project, 7 structures; repurpose barn; Playground.
St. Peter's Episcopal Church	Project management for church renovation, new wing; consulting on restructured community hall
Chesapeake Conservancy	Seaford kayak launch, Nanticoke River
deVries Monument	Re-design parking, landscape, hardscape for historic monument
St Georges AME Cemetery	Survey, ground penetrating radar
Home of the Brave	Design, construct activity center, office
Nassau School	Restore former Al duPont school jn Belltown
Clear Space Productions	Locate, evaluate new site options
Rehoboth Beach Library	" " " "

**Total construction budgets: \$40,377,000**