Keeping Families in Their Homes 365 Days a Year

MBA OPENS DOORS FOUNDATION
2019 ANNUAL REPORT
Every year, I am awestruck by the enormity of impact the MBA Opens Doors Foundation has on families with sick children and humbled by the stories from parents who breathed a sigh of relief knowing that a housing payment was one less thing to worry about as they charted the course for their child’s recovery.
We could never have imagined back in 2012 when we provided our first set of housing grants, that in eight short years we would go on to help nearly 4,000 families. Nor could we have envisioned that those families would hail from 49 states and the District of Columbia or that we would disburse more than $5.5 million in grants. What we did know was that every family had in common one immutable fact — their beloved child was sick and they needed our help.

And help we did.

Gaven was five years old when his parents asked us for help in paying their rent while he was in treatment at Children’s National Medical System (Children’s National). He was diagnosed with Medulloblastoma, a highly aggressive malignant brain tumor, at two years old. Gaven underwent two surgical procedures followed by high-dose chemotherapy and a stem cell transplant. His parents needed to be by his side, and we were able to help make that happen.

Since 2013, I have been fortunate to serve as Chairman of the MBA Opens Doors Foundation. Every month since then, I’ve seen first-hand the challenges families face when caring for a sick child, and every month I am amazed by the impact our grants have on vulnerable families in our communities.

In 2019 we saw a sharp increase in the demand for our support. This year, we’ve provided more than 1,500 grants, and we broke the $2 million mark in funds provided. We welcomed hundreds of new donors into our ranks, proving once again, that the real estate finance industry comes together to give back.

None of this would have been possible without the tremendous support of individuals and companies who believe in supporting families in the communities in which they work.

I thank you for all you have done to help families with sick children across America and look optimistically forward to how much more we can accomplish together.

Sincerely,

Debra W. Still, CMB
President and Chief Executive Officer, Pulte Mortgage, LLC
Chairman, MBA Opens Doors Foundation
From the President

It is hard to imagine something more heartbreaking than a child stricken by a serious illness. Yet every day, tens of thousands of parents and guardians across America face the shocking reality that their child is gravely ill. Many of these families also find themselves in dire financial situations, unable to meet their mortgage or rental obligations.

That’s where the MBA Opens Doors Foundation steps in.

Since our founding in 2011, the Foundation has adhered to a single mission — to help families with critically ill or injured children stay in their homes by providing mortgage and rental payment assistance.

As our grant program matured and our visibility among children’s hospitals grew, so too has the demand for our support. Today, our network of 10 children’s hospitals spans the country. We work with nearly 100 social workers and medical staff personnel to bring our housing grant program to families that need it most. Of the nearly 4,000 families we’ve helped, 58 percent have a child under the age of five being treated for cancer, cardiac, liver and other complex illnesses. And 48 percent are single parent families, most with other children they are caring for in the home. Some of our families have more than one child in the hospital or have a parent and a child in the hospital at the same time.

While the stories we read are of devastating illnesses and challenging situations, we have also learned of miraculous recoveries and triumphant returns to childhood hopes and dreams. These families and their stories motivate me. And they motivate our more than 1,500 donors and supporters who give generously of their time and resources, including our incredible Board of Directors, and the senior leaders and talented staff at the Mortgage Bankers Association who work on behalf of the Foundation. In fact, financial support from the Mortgage Bankers Association covers 100 percent of the Foundation’s administrative and operational expenses, so that every dollar raised can go to a family in need.

With a new strategic plan guiding our way and the possibility of adding more hospitals to our network, the Foundation is ready to meet the growing demand for our services from families in your communities.

It is your compassion and support that drives us toward our north star.

With gratitude,

Deborah E. Dubois
President, MBA Opens Doors Foundation
MELODY
3 MONTHS OLD • COOK CHILDREN’S HEALTH CARE SYSTEM

At just 30 weeks gestation, Melody was born without a heartbeat and had to be resuscitated. As a result, she was diagnosed with hydrocephalus because of the trauma to her brain, and has been through two brain surgeries. Melody was hospitalized with no discharge date planned. One parent is not working in order to help care for Melody, resulting in a significant loss of income along with increased out-of-pocket expenses which are not covered by insurance.

ABOUT THE FOUNDATION

Our Mission

National reach with local impact. The mission of the MBA Opens Doors Foundation is to help vulnerable families with critically ill or injured children stay in their homes by providing mortgage or rental payment assistance while a child is in treatment.

Our Vision

Supporting families across America. Our vision is a world where all vulnerable families with sick children receive mortgage or rental payment assistance while their child is in treatment, allowing parents and guardians to focus on the medical needs of a child rather than on a home in jeopardy.
ABOUT THE FOUNDATION

Our Story

Committed to helping families around the country stay in their homes while a child is being treated for a critical illness or injury, the Mortgage Bankers Association (MBA) established the MBA Opens Doors Foundation (Opens Doors) to help families in need meet their mortgage and rental obligations.

Launched in October 2011 with $50,000 in seed funding from the MBA, Opens Doors established the Home Grant Program, which provides mortgage and rental payment assistance to families with critically ill or injured children, allowing parents and guardians to be by a child’s side during treatment.

In early 2012, the Foundation was granted 501(c)(3) status and began disbursing grants. By the end of that year, 37 grants were made to families through a relationship with Children’s National Medical System in Washington, DC. The relationship connected Opens Doors with social workers at the hospital who work directly with families in need, facilitating an application process that allowed a small but committed Opens Doors Board of Directors to review and award the Foundation’s grants.

Since its founding, MBA has generously provided support that covers the Foundation’s administrative and operational expenses so that every dollar donated goes to supporting families in need.

Having the MBA Opens Doors Foundation in our corner for this period has made a tremendous difference in helping us in our time of need! We are forever thankful and eternally grateful for your contribution and acts of kindness.
— Opens Doors Family

LEILA

3 YEARS OLD • BOSTON CHILDREN’S HOSPITAL

Leila was prenatally diagnosed with a congenital diaphragmatic hernia. She is medically complex and is trach and vent dependent. She also suffers from a brain injury, epilepsy, heart defects and other severe conditions. Following Leila’s birth, her mother lost her full time job. As a single mother, the loss of her job also meant the loss of the family’s sole financial support. They moved in with Leila’s grandmother to help reduce living expenses until her grandmother unexpectedly passed away. Leila’s mother works as she is able but is incurring significant expenses related to Leila’s care.
ABOUT THE FOUNDATION

What We Do

One of the most trying times in a family’s life is when a child is critically ill. The toll is both emotional and financial and can lead to a destabilizing home life, especially when a family’s home is placed in jeopardy.

The MBA Opens Doors Foundation, through its Home Grant Program, provides relief in a time of personal crisis. In a short period of time, the Home Grant Program has become a critical part of a family’s support structure, especially when a parent or guardian must take unpaid leave to be with a child.

Grants up to $2,500 are made monthly to families in need of mortgage or rental payment assistance. True to our mission, our grant program aids, nurtures and empowers families and communities and strengthens connections between real estate finance companies, the medical community and vulnerable families in need.

Our Home Grant Program has made a difference for families with children suffering from complex medical illnesses such as congenital heart disease, cancer, Leukemia, cystic fibrosis, cardiac disease, renal failure and much more.

More than 1,500 individual and corporate donors have joined with the Foundation’s 15-member Board of Directors providing financial support, organizing fundraisers and building awareness for the Foundation’s good work and the families it serves.

To learn more, visit www.mbaopensdoors.org.

NICHOLAS

16 YEARS OLD • BOSTON CHILDREN’S HOSPITAL

Nicholas has a very complex medical history, including congenital kyphosis, epilepsy, obstructive sleep apnea and many more serious conditions. His recent hospitalization was to perform a posterior spinal fusion, for which he remains hospitalized. Nicholas has two siblings also being treated for complex medical and behavioral issues, which has stretched the family’s resources. The family relies on one income, which is supplemented by overtime and is infrequent, to support the needs of the children at home.
“Opens Doors helps alleviate at least one of the many burdens families are facing when they have a child with a complex medical diagnosis.” —Alison Page, Social Worker, Children’s Health Center, Children’s National Medical System

Grants awarded as of September 1, 2019.
Our Home Grant Program has made a difference for families with children suffering from complex medical illnesses such as congenital heart disease, cancer, Leukemia, cystic fibrosis, cardiac disease, renal failure and much more. —Deborah E. Dubois, President, MBA Opens Doors Foundation
Spotlight

Children’s National Medical System

In 2012 the MBA Opens Doors Foundation began working with the Children’s National Medical System to provide mortgage assistance grants to families with children being treated at the hospital. Key to the launch of the partnership was the onboarding of Opens Doors Board member Dr. Karen Fratantoni, Medical Director of Complex Care at the hospital. Dr. Fratantoni, facilitated the working relationship with Robin Stone, Social Work Manager, Center for Cancer and Blood Disorders at Children’s National, who, along with several colleagues, introduced the fledgling grant program to families in need.

Working with about seven social workers, primarily in the Oncology unit, the Foundation awarded 37 grants that first year, totaling $61,000. Seven years later, we are now working with approximately 80 social workers across all medical departments of the hospital and have awarded more than 1,300 grants to families with critically ill children, totaling more than $2.1 million in funding.

The social workers are key to the Foundation’s relationship, working with the families to complete grant applications, gathering documentation, verifying care, and working with the Foundation on their behalf. Feedback from the social workers resulted in revisions to the Foundation’s grant criteria and expanding the program to include families in need of rent assistance grants in 2014.

Children’s National serves predominantly children from the District of Columbia, Maryland and Virginia. However, as a nationally recognized children’s hospital, the hospital also cares for a number of patients that travel from all over the country and internationally.

Overall, of the Foundation’s grantees, 20 percent have a child being treated under the age of one. Thirty-three percent are between one and five years old; 20 percent have a child being treated between the ages of six and 10; 16 percent are between the ages of 11-15 and 11 percent are 16-21 years of age.

Sixty-five percent of the families have one to three children at home that they are caring for at the same time they are sitting by their sick child’s bedside. Fifty percent of the families we see through Children’s National have household incomes less than $39,000.

Thirty percent of the children overall, are being treated for cancer or tumors; 21 percent suffer with chronic conditions such as diabetes, sickle cell disease, cerebral palsy and asthma; 15 percent are being treated for sudden illnesses such as pneumonia, stroke, hernia; while 11 percent are being treated for heart defects.

Approximately 70 percent are minority families.
**Hear What the Social Workers Have to Say:**

“The Social Workers in the Center for Cancer and Blood Disorders are so grateful for the support provided in the form of mortgage or rental payments for our patients and their families. This helps our parents to focus on the challenging needs of their child, and to put their emotional energy into learning all about their child’s newly diagnosed illness and life-saving treatment that will be needed. Thank you Opens Doors.”

—Robin Stone, LICSW, Manager of Clinical Services, CNMC

“Working as a social worker, supporting families often takes the form of connecting them with resources. Having the MBA Opens Doors Foundation as a resource with which to connect families has been hugely impactful. Opens Doors is available to assist in such a variety of situations, from individuals who rent or own their homes, for families of all language and cultural backgrounds, all regardless of income status. It is clear the Foundation truly is committed to supporting families, as their application process is simple and user-friendly. Receiving a grant from Opens Doors means a family is often able to meet more than just a housing expense for the patients and families that I work with; the Foundation has been instrumental for families who face large, out-of-pocket expenses for their child’s medical treatment, or who need to take time off work when their child receives a new diagnosis and leaves the hospital with significant home care needs for the first time. For these reasons and many more, the MBA Opens Doors Foundation deserves a resounding THANK YOU!”

—Heather Harrell, MSW, LICSW, CNMC

**Read What the Families Have to Say:**

“I can’t begin to express how helpful Opens Doors was in assisting with paying our mortgage while our son was admitted to Children’s National Medical System for three weeks. We cannot thank you enough for taking away this burden during this emotionally challenging time for us. It allowed for us to be present to focus on our son’s healing.”

“Thank you Opens Doors for paying our rent. Our child was recently diagnosed with cancer and we were physically and emotionally unable to work. Having our rent paid took an enormous amount of stress off our family.”
OUR FAMILIES

Impacting Real Lives Every Day

Everyone knows a family member, friend, colleague or neighbor that is facing the unthinkable... caring for a critically ill or injured child. Our immediate thoughts go to prayers for a speedy recovery, but we often forget about the financial hardship a family faces when tragedy strikes.

Our Opens Doors families face not only the challenge of caring for a sick child, but many of them go from two incomes to one income and from one income to no income, making it even more difficult to satisfy mounting bills and expenses not covered by health insurance.

Many of our families are also single parent families with other children in the home or elderly relatives they are caring for while also caring for a sick child. In fact, nearly 80 percent of the families we help are navigating a child’s critical illness with incomes of less than $60,000 a year.

More than 25 percent of our families have a child being treated for heart disease or cancer, the latter of which carries an average daily cost of a hospital stay of approximately $3,000. An additional 25 percent of our families have a child struggling with a chronic condition. And more than 60 percent of the families we help have a child under the age of five being treated for a serious illness — nearly 32 percent of which are under the age of one.

While these numbers and figures are significant, it is also important to know that our families hail from different states and cultures, practice different religions and speak different languages. But they are all a part of a single, beloved Opens Doors Family.
## 2018-2019 Statistics

### Age Breakdown

<table>
<thead>
<tr>
<th>AGE CATEGORY</th>
<th>RAW #</th>
<th>PERCENTAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under 1</td>
<td>859</td>
<td>31.62%</td>
</tr>
<tr>
<td>1-5 Years Old</td>
<td>810</td>
<td>29.81%</td>
</tr>
<tr>
<td>6-10 Years Old</td>
<td>381</td>
<td>14.02%</td>
</tr>
<tr>
<td>11-15 Years Old</td>
<td>376</td>
<td>13.84%</td>
</tr>
<tr>
<td>16-20 Years Old</td>
<td>256</td>
<td>9.42%</td>
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<tr>
<td>21+ Years Old</td>
<td>35</td>
<td>1.29%</td>
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<tr>
<td><strong>GRAND TOTAL</strong></td>
<td><strong>2,717</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

### Household Income Breakdown*

<table>
<thead>
<tr>
<th>INCOME CATEGORY</th>
<th>COUNT</th>
<th>PERCENTAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under $10,000</td>
<td>244</td>
<td>33.70%</td>
</tr>
<tr>
<td>$10,000-$9,999</td>
<td>108</td>
<td>14.92%</td>
</tr>
<tr>
<td>$20,000-$39,999</td>
<td>218</td>
<td>30.11%</td>
</tr>
<tr>
<td>$39,999-$59,999</td>
<td>73</td>
<td>10.08%</td>
</tr>
<tr>
<td>$60,000+</td>
<td>30</td>
<td>11.19%</td>
</tr>
<tr>
<td><strong>GRAND TOTAL</strong></td>
<td><strong>673</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

* Of families reporting annual income.

### Illness Breakdown

<table>
<thead>
<tr>
<th>ILLNESS CATEGORY</th>
<th>RAW #</th>
<th>PERCENTAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accident/Injury</td>
<td>95</td>
<td>3.53%</td>
</tr>
<tr>
<td>Birth Defects</td>
<td>412</td>
<td>15.31%</td>
</tr>
<tr>
<td>Cancers/Tumors</td>
<td>380</td>
<td>14.12%</td>
</tr>
<tr>
<td>Chronic Conditions</td>
<td>677</td>
<td>25.16%</td>
</tr>
<tr>
<td>Heart Disease/Defect</td>
<td>310</td>
<td>11.52%</td>
</tr>
<tr>
<td>Kidney Disease/Defect</td>
<td>63</td>
<td>2.34%</td>
</tr>
<tr>
<td>Mental Health</td>
<td>10</td>
<td>.37%</td>
</tr>
<tr>
<td>Organ Transplant</td>
<td>121</td>
<td>4.5%</td>
</tr>
<tr>
<td>Premature</td>
<td>263</td>
<td>9.77%</td>
</tr>
<tr>
<td>Sudden Illness</td>
<td>360</td>
<td>13.38%</td>
</tr>
<tr>
<td><strong>GRAND TOTAL</strong></td>
<td><strong>2,691</strong></td>
<td><strong>100.00%</strong></td>
</tr>
</tbody>
</table>

### Illnesses Types

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>EXAMPLES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Birth Defects</td>
<td>Congenital Conditions, Genetic Disorders, Physical Deformities</td>
</tr>
<tr>
<td>Cancers/Tumors</td>
<td>Leukemia, Neuroblastoma, Wilm’s Tumor</td>
</tr>
<tr>
<td>Chronic Conditions</td>
<td>Sickle Cell Disease, Cerebral Palsy</td>
</tr>
<tr>
<td>Heart Disease/Defect</td>
<td>Chronic Heart Failure, Hypoplastic Left Heart Syndrome</td>
</tr>
<tr>
<td>Kidney Disease/Defect</td>
<td>End-stage Renal Disease, Other Kidney Diseases</td>
</tr>
<tr>
<td>Organ Transplant</td>
<td>Liver, Lungs, Bone Marrow, Kidney, Heart</td>
</tr>
<tr>
<td>Premature</td>
<td>Pneumonia, Meningitis, Lung Disease</td>
</tr>
<tr>
<td>Sudden Illness</td>
<td>Stroke, Pneumonia, Hernias, Encephalitis</td>
</tr>
</tbody>
</table>
SPOTLIGHT

2019 Community Champion Award

The MBA Opens Doors Foundation is pleased to present the 2019 MBA Opens Doors Community Champion Award to Jonathan Corr, President and CEO of Ellie Mae and a long-time supporter of Opens Doors. Our awardee has demonstrated outstanding commitment to the Foundation both personally and professionally.

The Community Champion Award, created in 2013, recognizes an individual, group or company that has dedicated significant time and effort to advance the Foundation’s mission. Jonathan Corr exemplifies those traits and has led the Ellie Mae team in supporting the MBA Opens Doors Foundation personally and professionally through the Ellie Mae Classic Golf Tournament, which first selected Opens Doors as the beneficiary of the Classic’s 2018 Monday Community Pro-Am. Ellie Mae and other sponsors raised $40,000 the first year, and raised the awareness of the Foundation through promotional efforts with HousingWire and other media outlets.

In 2019, Jonathan was instrumental in working with the PGA Tour and Opens Doors to sponsor a wine auction dinner and the Ellie Mae Classic Community Pro-Am that raised more than $113,000. Combined with Jonathan’s generous personal support, Opens Doors has received more than $170,000 through the generosity of Jonathan and Ellie Mae. Equally important, Jonathan has encouraged involvement of the whole Ellie Mae team, its officers, as well as PGA Tour staff, who also stepped up with support.

In 2020, Jonathan will again work on behalf of Opens Doors with the goal of raising $100,000 through a golf event, bringing awareness of Opens Doors to new companies and new communities.

For these reasons and so many more, we are pleased to present the 2019 Community Champion Award to Jonathan Corr.
The Founder’s Award

The MBA Opens Doors Foundation is pleased to present the MBA Opens Doors Foundation Founder’s Award to Dr. Karen Fratantoni, MD, PhD, Pediatrician and Medical Director, Complex Care Program, Children’s National Medical System.

The Founder’s Award recognizes significant contributions to the Foundation’s mission of helping vulnerable families with critically ill or injured children remain in their homes while a child is in treatment. The award recognizes one or more individuals whose demonstrated action has occurred over a sustained period of time. Honorees exemplify the core values, spirit and essence on which Opens Doors was founded.

Dr. Fratantoni has served on the Opens Doors Board of Directors since 2012 and has spearheaded the Foundation’s relationships with a network of hospitals. She also helped the Foundation define a grant program that would lead to impact while not creating a burden for applicant families and social workers during a period of extreme stress.

Her leadership on the Board and on the Grant Review Committee has been instrumental in rolling out a scalable grant program that serves families whose children have critical and complex health issues. As a pediatrician, Dr. Fratantoni knows first-hand the impact the Opens Doors program has on families with sick children.

“As a pediatrician and the medical director of the Complex Care Program at Children’s National, I see first-hand what families go through as they try to manage the care of their medically complex child while simultaneously meeting the competing needs of family, work, and life in general. The emotional toll and financial burden can be overwhelming. The MBA Opens Doors Foundation provides families with a much needed lift in difficult times. Knowing their home is secure enables a family to focus on their child and family, providing an easier path to recovery.”

For her vision and leadership, we honor Dr. Karen Fratantoni with the MBA Opens Doors Foundation Founder’s Award.
The MBA Opens Doors Foundation is pleased to present the Spirit Award to Rick Thornberry and the team at Radian.

The Spirit Award recognizes a group of individuals, from one or more organizations, whose enthusiasm and support for Opens Doors brought new people and organizations to the Opens Doors roster of supporters and whose efforts amplified the impact the Foundation has on vulnerable families in America.

As the Premier sponsor of Concert MBA for the past nine years, including the 2019 Concert MBA, the Radian team, led by Rick Thornberry, has infused the MBA Annual Convention with the spirit of giving. In addition to sponsoring talent, such as James Taylor, John Legend, Kelly Clarkson and Keith Urban, who have donated personal guitars and other instruments for the benefit of Opens Doors, in 2018 Radian challenged the mortgage banking community to join them in a Lip Sync Challenge.

The challenge sought to raise $25,000 from the community and in return, Radian matched those donations bringing in $50,000 for the Foundation. Combined with the Concert MBA auction, Radian’s efforts resulted in $100,000 in donations to Opens Doors in 2018.

Radian’s efforts brought new donors to the Opens Doors community and raised visibility for our work.

For their spirit and effort, we honor Rick Thornberry and his team at Radian.
F I N A N C I A L S

FY 2018, Year Ending Sept. 30, 2018

Net assets, end of year: $3,474,088. Figures reflect 2018 audited financials.

YTD FY 2019, Ending Aug. 31, 2019

2019 figures are unaudited.

The Mortgage Bankers Association generously covers all the administrative and operational expenses of the Foundation so that every dollar raised goes to a family in need.
For the sixth year in a row, Eagle Home Mortgage held its annual Clearwater Derby; this year benefiting the MBA Opens Doors Foundation. More than $21,000 was raised when the Clearwater office divided itself into departmental teams, designated a “jockey” and a horse, and set out to raise money. More than 300 employees formed 10 teams in the race to raise as much money for Opens Doors as they could. The team that raised the most money won the race!

Wine Auction at the Mortgage Bankers Association’s 2019 Chairman’s Conference Dinner Brings in $104,000

Led by 2019 MBA Chairman Chris George, Founder, President and CEO of CMG Financial and Opens Doors’ Board member, a wine auction was held as part of the June 4 Chairman’s Conference dinner sponsored by Old Republic Title at Silverado Resort in Napa, California. The event raised more than $100,000, with most contributions coming from individuals who bid on a selection of wines and Napa Valley getaways donated by Kim Callas, Executive Vice President at CMG Financial, and Claudia Merkle, CEO of National Mortgage Insurance Corporation (National MI).

“It’s not hard to get behind the Opens Doors mission, especially when you know that every dollar raised goes to a family in need,” said George. “I’m proud of my colleagues who stepped up to support this great organization.”
CMG Annual Wine Tasting and Auction Raises More Than $800,000

The CMG Foundation hosted its annual Wine Tasting and Charity Auction event on July 15 in San Francisco, CA, raising more than $800,000 for three nonprofits: The MBA Opens Doors Foundation; The Gary Sinise Foundation and the Cancer Support Community of the San Francisco Bay Area.

This year’s theme for the Wine Tasting and Charity Auction was Monte Carlo. The event was a fantastically executed private affair, inviting the real estate finance industry’s finest to sip world class wines, gamble for charity and mingle with the likes of Gary Sinise and others. The charity event also bestowed the Alyse Childers-Wiley Memorial Award on MBA Opens Doors Foundation President Deborah Dubois. The award was created in remembrance of former CMG employee, Alyse Childers-Wiley, a warrior whose strength, confidence, generosity and hard work made the world a better place.

CMG Financial employees nationwide volunteer their time and energy to make this event a success each year.

Ellie Mae Community Pro-Am Raises More Than $113,000

For the second year in a row, Opens Doors was selected as the beneficiary of the Ellie Mae Classic Community Pro Am, sponsored by HousingWire, held in July in Hayward, California. Including the “Lift a Glass, Raise a Roof” fundraising dinner at Wente Vineyards, which was sponsored by Teraverde and Covered Insurance Solutions and hosted by the PGA Tour. The golf classic brought in $113,000 for the Foundation.

“Opens Doors is an extraordinary organization whose support of families with critically ill children is unique among charitable organizations,” said Jonathan Corr, President and CEO of Ellie Mae. “Doing everything we can to support Opens Doors is a natural fit for us at Ellie Mae, and is simply the right thing to do.”
SPOTLIGHT ON MBA MEMBER DRIVEN CAMPAIGNS

Operation Coastal Clean-Up Nets $27,000 and 20 Pounds of Waste

California MBA and CMG Financial teamed up with San Diego CoastKeeper on August 3 in Coronado, California, to hold Operation Coastal Clean-Up, where $27,000 was raised for Opens Doors. The group of more than 20 volunteers also picked up roughly 20 pounds of waste, from plastic bottle caps, to straws that endanger the lives of birds and other animals all along the California coast.

“At CMG Financial we care deeply about our oceans and children,” said Adam George, CMG Financial Loan Officer and event organizer. “We are proud to invest in efforts that promote clean, sustainable water, and we make caring for vulnerable families with sick children a priority.”

“The opportunity to bring together companies that care about our coast and families struggling with enormous financial burdens related to the care of a sick child made for the perfect fit,” said Susan Milazzo, CEO of California MBA.
mPact Fall Fundraising

In 2018, the Commercial/Multifamily mPact Advisory Committee launched an annual Fall Fundraising initiative. The idea was to select four cities and have them compete to see which location could raise the most money to benefit the MBA Opens Doors Foundation. As part of the annual initiative, each team plans an event to raise money through Opens Doors’ online platform, with a goal of reaching a total of $20,000 by the final event of the fall season. Team leaders of the city that raises the most money win prizes.

The mPact Advisory Committee raised more than $21,000 in the fall of 2018 and agreed to make participating in planning and executing each event, a mandatory qualification to serve on the Committee.

The first event of the 2018 campaign was held August 20 in Washington, DC, and included a networking portion and a Washington Nationals baseball game. Tickets to the baseball game were donated by PGIM Real Estate Finance. The venue for the networking portion, Mission Navy Yard, donated a portion of the proceeds back to Opens Doors. There were 20 attendees at both the reception and baseball game.

The second event was held October 24 in Dallas at the British Beverage Company and consisted of a networking portion and a raffle to support the Foundation. A few local vendors donated raffle prizes, and each attendee received one free ticket for the raffle. Attendees were asked to donate to Open Doors as part of the fundraising event. There were 30 attendees. The Dallas team was also able to secure a corporate donation from PGIM to the Foundation.

The third event was held October 30 in Chicago at the Lagunitas Brewery and Tap Room. This event consisted of a networking portion and raffle ticket sales to support the Foundation. The raffle prizes were donated by Berkadia, the food was donated by Pacific Life Insurance, and the Lagunitas Brewery donated back a percentage of the cost of a beverage. There were 80 attendees. The Chicago team was able to secure a dollar for dollar match as part of their fundraising efforts.

The fourth and final event was held in conjunction with Giving Tuesday on November 27th at Annie Moore’s in New York City. The networking event was followed by a raffle and raised critical funds for the Foundation.
MEET OUR DONORS

Making a difference...

MBA Opens Doors Foundation is profoundly grateful for the support of more than 1,500 individual and corporate donors from across the country. Many of our donors have personal stories about loved ones who have faced and endured medical challenges and know first-hand how traumatic such an event can be. *(Donors listed as of August 31, 2019.)*

GUARDIANS
Arch Mortgage Insurance Company
CMG Foundation
PennyMac Financial Services, Inc.
Pulte Mortgage IIC/Pulte Group
Radian Group Inc.
SWBC Mortgage
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