



## Texas Ramp Project Newsletter Article

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### Meet TRP Board Member: Garner McNett

They call him the great organizer. The Texas Ramp Project has a lot of loose ends, and Garner McNett is the person to tie them up.

Garner has been involved with TRP since 2010, first as a builder and soon thereafter as a member of the board of directors. In January 2017, he accepted the role of board president, believing that he could apply some of his business and organizational skills to the Project.

As president, Garner has guided the board through the enormous growth spurt TRP has taken in the past several years. TRP incorporated in 2006 with a budget of less than \$100,000. Since 2015 TRP has scored over \$1 million in revenue every year (with one exception, due to accrual accounting). In other words, TRP has moved into the big time for a nonprofit, and luckily Garner's skills and experience were a great fit.



Lately, Garner has been working on a project to leverage \$10,000 of free Google ads per month to help increase donations. He is also working with the board's technology committee to maximize TRP's usage of the Salesforce database for more than just tracking builds. His focus is using Salesforce to launch and maintain a significant fundraising effort. As he says, "We have a great asset; now we must learn to use it."

Garner spent 17 years in sales, marketing and executive positions with Mobil Chemical and lived in Switzerland, Cyprus and Puerto Rico before landing in Dallas in 1980. Since then he has worked as vice president of Aviation Logistics International at DFW Airport and owned a pair of businesses, most recently Cargo Data Management Corp., which developed software for the air cargo industry.

Born and raised in the Boston area, Garner earned a bachelor's degree in chemical engineering from Clarkson University and an MBA from Harvard Business School. He served as a first lieutenant in the Army's 82<sup>nd</sup> Airborne Division out of Fort Bragg, North Carolina.

Garner and his wife, Louise, have a grown son and daughter and three grandchildren, ages 15 to 17, in Montgomery, Texas, and Portland, Oregon. When he has time, Garner enjoys gardening, travel, reading, history and working with computers. A long-time member of King of Glory Church in Dallas, he has served as council president and on numerous committees.

"The Texas Ramp Project is a very special organization, filled with extraordinarily kind and giving people," Garner says. "With a little bit of effort, we can deliver individual freedom and change our clients' lives. What a wonderful opportunity for each of us."