

**HURRICANE HARVEY RELIEF PRO-AM  
MATTRESS MACK CHECK PRESENTATION  
March 27, 2018**



**Steve Timms  
Jim McIngvale  
Chris Stroud  
Bobby Gates  
Jhonny Vegas  
Martin Piller  
Steve Elkington**

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**STEVE TIMMS:** Thanks for joining us. Many of you know that we had a Hurricane Harvey pro-am back in December, but it really all started with this historic storm that came through Houston back in August and devastated a lot of folks.

Chris Stroud and Bobby Gates contacted myself, Brian Naugle, Jane Wandmacher from Pro Link Sports and Bluejack National Golf Club about organizing a pro-am. We're excited about the results of that. We raised over a million dollars. They did; we just helped do the paperwork. But the folks at Pro Link, Bluejack, everybody just caved in around this and the PGA TOUR players, Champions Tour players, LPGA Tour players and it really made a difference in a lot of lives.

We've got a special announcement today to make that is an additional opportunity for folks, and we have a great new sponsor of our Heroes Outpost. One of Houston's heroes, Jim McIngvale from Gallery Furniture, have stepped up. He stepped up in so many ways. Just got honored at city council I think today. He's one of the true Houston heroes.

**JIM McINGVALE:** Well, I'm certainly glad to be here and proud to be associated with the Houston Open and all these wonderful golfers who do so much for charity. I don't know any sport who does more for charity than the great game of golf.

You raised that million dollars and you're going to help so many people out, and each person you help out, we're going to give them a \$2,000 gift certificate to Gallery Furniture.

We're just proud to be associated with the Houston Golf Association and the Houston Open and all these great professionals. I just hope they can teach me to hit a 5-iron.

**STEVE TIMMS:** Well, that's exciting. Thank you, Jim. We'll open it up for any questions.

**BOBBY GATES:** I remember sitting around, watching it rain and the storm, like everybody else. It's very fitting now when we look back on it that you're hosting the Heroes Outpost out here because it's inspiring to myself and I know everybody in Houston when we turned on the TV and you had every first responder, Army, military and a whole bunch of families

staying at your place. Basically he opened up the doors to the furniture store and said, come on in, it's dry, we've got food, water, shelter, anything you need. So thank you for all you did, it inspired us.

**CHRIS STROUD:** Like I said, I'm from the Beaumont area. I grew up in this area, I've been watching your commercials for years. Mattress Mack, Gallery Furniture, you have done so many things for the Houston area and the Greater Houston area.

**Every single devastating thing that's happened over the last 20 years, you've always stepped up. For us to be able to do something like this and put together and raise a million dollars to just make a baby step to the sort of things you've been doing for years makes us feel amazing. So we thank you for being here, thank you for supporting us, and thank you for helping continue the momentum we can maybe get from the Houston Open, and obviously your help and see if we can continue to help more families. Thank you so much, Jim.**

**JIM McINGVALE:** Thank you, Bobby, and thank you, Chris. Chris asked me earlier if I've been playing a lot of golf. I've been playing a lot of furniture. The heroes of the entire Hurricane Harvey thing were the first responders and the valiant firemen and policeman and the military people who worked countless hours. I know so many people who worked 96 hours straight. They're the heroes.

The Houston Open's doing a great job of recognizing those heroes with that special tent for the first responders. So kudos to the Houston Open and all the great things golf's doing to help the people who really made a difference in our community in those horrible days in August, which were those first responders.

**Q. Just Bobby, Chris was kind of telling us this whole thing kind of started with some text messages back and forth between you two. Do you remember what was the first moment you kind of figured out I really want to do something to help these people out?**

**BOBBY GATES:** Yeah, I had gone to about three friends in The Woodlands to their house, a bunch of people we didn't even know, saw the devastation. Helped them kind of go in and rip out sheetrock, flooring, everything that was wet.

And we were driving over to Kingwood to help another friend of ours and I had talked to Chris a little bit and I called Steve and I said, look, I'm driving into Kingwood, I'm seeing what's going on here, we can only do so much physically. As talented as we are at golf and the friends we know and the people in the community that want to rally around something, let's get together and pool our talents.

From there we got ahold of the folks at Pro Link Sports and Bluejack called, so it was a perfect storm of us wanting to do something and a bunch of great people volunteering and stepping up and helping.

From there, it just took on a life of its own. I think everyone was looking to rally behind something. The things that Gallery Furniture did to help spread the word in the community that you need to go out and help everyone, I think people sitting at home that maybe not have been involved in the golf community, they said, hey, I want to get involved with this and they saw what we were doing and they did.

**Q. From those first few text messages, did you ever think you would raise this amount of money or get to this length, I guess?**

**CHRIS STROUD:** That's a great question. The funny thing is the first thing we had to make a decision on was what are we going to do first and we came up, well, let's do a pro-am. Well, how are we going to do a pro-am if we don't know what we're doing?

I said Steve Timms. So I said let me call Steve. I think Bobby might have called him. And then Casey Paulson from Bluejack National called within a couple days and had been talking to him. Within a few days this whole thing spiraled into, okay, let's get all the right people involved. Pro Links Sports, Brian Naugle and Jane helped out immediately.

Like I said, our first meeting was maybe eight days after I got back. We rallied all these people up, made these couple ideas and then first meeting was, what are our goals? I think some people said, hey, I think a half a million dollars would be good. I said, hey, if we're going to do this, let's make this as big as possible, let's see if we can raise a million dollars. I literally said that. It was a big goal, it was a huge goal. I think at the back of our minds we were thinking if we have a goal for a million, maybe we can get to 600 or 700 though. We actually got to a million. When it happened, it was a flood of emotion for all of us, pretty cool.

**Q. Steve, just a question for you, with being here on that day, I remember seeing the pictures, images of the course to now today, not only getting the course back into condition but partnering with PGA TOUR pros to be able to give back to the community. Just some perspective on that from you and the Houston Golf Association to be able to give back to the people of Houston?**

**STEVE TIMMS:** Well, it's what we do through golf. Literally, standing at the back of this building as far as you could see was water on Sunday afternoon. So to get a call from Bobby and the guys and ask for us to get involved with Brian and his team at Pro Link and Bluejack, it's very gratifying. Did it in about eight weeks, obviously very successful. That's really what golf is about, that's what the Houston Golf Association's been about for 72 years. We'll continue that.

It's especially gratifying to see guys that -- some of them besides Bobby and Chris on the podium here, that all donated their time. Stacy Lewis and a number of folks that flew in from around the country because they wanted to help Houston. Houston's still recovering and this golf course has recovered, we've repaired the bunkers. But this is a great week for us to

really showcase that Houston is back, is coming back, is recovering to a national and international television audience.