GIVING

An Annual Focus
on Corporate and
Individual Philanthropy



New tax laws and approaches to philanthropy prompt nonprofits to rethink their strategies.

Profiles of leading Minnesota nonprofits

Philanthropy

IN A TIME OF FLUX

New tax laws and approaches to giving make for challenging times in the nonprofit realm.

By Suzy Frisch

hen President Trump signed the tax-cut bill into law in December, uncertainty quickly spread through the nonprofit sector. As the first

year under the new law comes to an end, nonprofits of all stripes are waiting to see how it will affect corporate and individual giving. These unknowns, paired with shifts in how donors and volunteers want to engage in philanthropy, are prompting many nonprofits to evaluate and shake up their operations and outreach strategies.

"It's quite clear that all of us have to make sure donors are getting the choices they want," says R.T. Rybak, president and CEO of the Minneapolis Foundation. That's why "we're trying to bring the community together around the big issues."

But as changes continue to disrupt the sector, nonprofits are finding it tougher than ever to secure the resources they need to carry out their missions, whether it's serving the poor, keeping waterways clean, fighting diseases, or educating the next generation.

Tax turbulence

hilanthropies are bracing for a potential drop in donations after the Tax Cut and Jobs Act boosted personal-income tax deductions and slashed corporate tax rates. While most nonprofits won't know until 2019 whether they suffered a hit, the impact of the

tax changes likely will be significant nationwide, with the number of people eligible for deductions dropping from 30 percent to about 10 percent, according to Independent Sector, a Washington, D.C.-based coalition of nonprofits, foundations, and corporate giving programs. That translates to a \$12 billion to \$20 billion decline in charitable giving in the United States.

Why are nonprofits facing a potential drop in charitable giving? The new tax law significantly raised the standard deduction, to \$12,000 for individuals, \$18,000 for heads of household, and \$24,000 for married couples filing jointly, compared with \$6,350, \$9,350, and \$12,700, respectively, in 2017. That means that taxpayers will need about double their exemptions to itemize their taxes. It's a tough challenge now The U.S. could see that deductions for state, a \$12 billion to \$20 local, and property taxes billion decline are capped at \$10,000, and in charitable giving

some taxpayers are limited due to tax policy in the amount they can deduct for mortgage interest, says Sheryl Morrison, an estate and trust attorney at Gray Plant Mooty in Minneapolis.

changes.

If you qualify for the standard deduction—meaning that your combined mortgage interest, property taxes, state and local taxes, medical expenses, and other exemptions don't exceed the new levels then you get no benefit for itemizing deductions like charitable giving, explains Larry Mohr, a tax partner who works with nonprofits at Baker Tilly, a Minneapolis accounting and consulting firm.

"The fear is that this is going to cause a large number of people to not itemize deductions," Mohr says. "If you're not itemizing and you're not going to get a tax benefit for your charitable contributions, are you going to give less?"

At Tubman, a Twin Cities nonprofit that serves people who have experienced relationship violence, elder abuse, and other traumas, staff is watching closely to see if there's a downturn in donations, says CEO Jennifer Polzin.

Based on generous year-end giving in 2017, when issues of sexual violence, harassment, and the #MeToo movement

were top of mind, Polzin is cautiously optimistic that support-

ers will continue backing Tubman's work regardless of whether they receive a tax deduction. "I think we're seeing that people who give to us certainly want to maximize their financial standing so that they can continue to give

more ... but that is not the primary motivator for their giving," Polzin says. "People give because they are connected to the mission."

Estate taxes, another area changed by tax reform, also are projected to affect large charitable contributions. Previously, individuals could leave \$5.49 million to family members (for couples, just under \$11



million) without estate taxes kicking in for the inheritance. The new tax law boosted those amounts to \$11 million for individuals and \$22 million for couples, taking away a major incentive to give generously to charity. According to the National Council of Nonprofits, this change could slash charitable giving by \$4 billion annually.

"If there are fewer people subjected to the estate tax, they don't need to do charitable planning through their estate," Mohr notes. Before the tax change, they might have left money to their children up to the tax-free limit, then donated the rest to charity. Now fewer people will need to do that, Mohr says, so "the question becomes: Will they stop setting up charitable

trusts or will they continue doing it even if they won't get a benefit?"

Corporate giving also is an unknown, mostly because companies' tax rates plunged from 35 percent to 21 percent. Though exemptions didn't change, nonprofits could receive less from corporate community giving programs and foundations because they are limited to donating 10 percent of taxable income. If a business brings in \$1 million in revenue and contributes \$100,000 to charity, it will now receive a \$21,000 deduction instead of a \$35,000 deduction, Mohr explains. This leads to the same question: Will this prompt corporations to change their giving habits?

Savvy solutions

here are multiple approaches and options for people who still want to give and reduce their taxes. First, it's important for Minnesotans to know that their charitable contributions still lower their state taxes, if they don't itemize on their federal return. Donors who give more than \$500 to any 501(c)(3) charity may count 50 percent of donations in excess of \$500 as a deduction from their state taxes, Mohr says. **Other options include:**

Bunching. This strategy provides tax benefits in some years but not in others. It works by front-loading charitable giving into one year to gain tax benefits, then skipping the next year.

"Rather than having the whole world of giving and volunteer opportunities out there for them to sift through, Philanthropy Cloud uses artificial intelligence, employee preference, and click history to tee up choices they might be interested in."

-Bob Poferl, senior vice president of workplace relationships at Greater Twin Cities United Way

"You bunch your giving into a year when you know you will be adding it all together so that it puts you above the standard deduction that year," Morrison says.

Charitable IRA rollovers. Individuals older than 70½ can take advantage of this option. Instead of taking the required distribution, donors can direct up to \$100,000 to charity. Though they aren't getting a tax deduction, donors don't need to count their distribution as income, potentially putting them in a lower tax bracket.

Donor-advised funds (DAFs). These allow donors to make large contributions of cash, stock, or other assets to charitable sponsors like community foundations or religious institutions. Donors gain tax benefits that year but distribute their charitable gifts at their own pace, Morrison says.

Donors who create community-based DAFs gain from the knowledge of staff who are steeped in local philanthropy. They know how best to target the causes that are meaningful to donors—something financial institutions with DAF offerings don't do as well, Rybak argues. Earlier in 2018, the Minneapolis Foundation raised a record \$100 million and distributed \$70 million to the community and beyond. A major part of that \$100 million stems from supporters' interest in DAFs, with 1,200 DAFs at the Minneapolis Foundation alone.

Although some national financial companies tell customers they can direct their giving to a certain zip code, it's not as effective as setting up a DAF at a local institution, Rybak says. "Having worked

in Minneapolis for decades, understanding how things work is more complicated than knowing the zip code," he adds. "The people who care about making this a better community and having a deeper impact can do that better through a community foundation."

Recognizing the popularity of DAFs, the Greater Twin Cities United Way (GTCUW) this year launched a similar giving vehicle called a Donor Infusion Fund. Participants give a minimum of \$200,000 to the United Way, then they have five years to make grants to the causes and organizations they support, says Kim Stone, GTCUW's senior vice president of advancement and innovation.

Donor Infusion Funds are tax savvy because donors may give retirement assets through a charitable IRA rollover, traditional gifts of cash, or proceeds from a business sale or inheritance. "It's similar to a DAF, but it has an immediate impact on the community," Stone says. "Sometimes a DAF might sit and not be paid out. We're proud that this has an immediate impact in less than five years and gets directed to the greatest needs in the Twin Cities like food, housing, education, and jobs."

Personalized giving

nited Way's new donor infusion funds respond to changes in the tax laws while reflecting macro trends in philanthropy. Today, many philanthropically minded people want to give larger gifts to fewer organizations, aiming to have a deeper impact with their giving. They also want to be stewards of their funds so they can more specifically target causes or programs, while helping them reach

VOLUNTEER RESOURCES

There is a wealth of places, causes, and approaches to volunteering, whether you're seeking opportunities to give back on your own, with family, or alongside coworkers. To find ideas, try these three websites, which list volunteer projects and events based on interests, group sizes, location, and more.

HandsOn Twin Cities

handsontwincities.org

Companies big and small have found that bringing employees together for a volunteer project or outing is an easy way to build stronger teams. HandsOn Twin Cities partners with employers on designing volunteer projects that fit their objective, budget, and goals, lining them up with local nonprofits on one-time or recurring volunteer work. HandsOn Twin Cities also works with individuals, even providing opportunities specifically for teens.

VolunteerMatch

volunteermatch.org

VolunteerMatch works as a hub where volunteers and nonprofits connect.
Organizations list their opportunities for projects or events, and volunteers can sift through those opportunities by selecting a geographic region and areas of interest. VolunteerMatch then compiles a list of opportunities that are close to their homes and hearts. The site also features reviews from volunteers about their experiences with various organizations.

Doing Good Together

doinggoodtogether.org

This organization works with families, groups, and companies to build a culture of giving at home and at work. The website is filled with ideas about how to engage children of all ages in philanthropy. Its offerings include a newsletter, workshops for businesses, a hunger curriculum for educators, and toolboxes of service project ideas and resources, making it easy for families and companies to get involved and nurture the next generation of philanthropists.



United Way's Arise Project unites professionals who want to support LGBTQ homeless youth.

certain goals, says Nathan Laible, director of planned giving at GTCUW.

Trends also show corporations and individuals moving away from traditional workplace giving campaigns. After seeing

a downswing in workplace giving in the past three years, United Way is offering employers a new tool called Salesforce.org Philanthropy Cloud. Instead of the traditional annual pledge from their paychecks,

employees will be able to support and engage with nonprofits year-round.

Launched this fall, the tool offers employees ways to research nonprofits, sign up for volunteer opportunities, and target their gifts to specific charities or causes. It still has a workplace giving structure, but users can access a personal dashboard, with their favorite charities and interests, on their laptops, desktops, or mobile devices.

"The Philanthropy Cloud allows companies to reach their employees through different technology, but also through more customized content," says Bob Poferl, GTCUW senior vice president of workplace relationships. "Rather than having the whole world of giving and volunteer opportunities out there for them to sift through, Philanthropy Cloud uses artificial intelligence, employee preference, and click history to tee up choices they might be interested in."

Some companies have completely done away with workplace giving in exchange for more generous matches to employees'

\$20.1

million

\$20.6

million

MINNESOTANS GIVE TO THE MAX

aunched in 2009, GiveMN is an online marketplace that links donors to nonprofit organizations. Since the launch, 300,000 donors have donated nearly \$200 million to 10,000 nonprofits and schools through giveMN.org. A majority of that support is generated during its annual tradi-

tion: Give to the Max Day, where Minnesota organizations compete against each other during a 24-hour period to raise the most money.

Last year, Give to the Max Day set a new goal: Donors raised a record \$20.6 million for 5,387 organizations. Since 2009, Give to the Max Day has raised nearly \$150 million. With this November marking the 10th year since the tradition started, GiveMN is aiming to set a new record.









ABOVE: United Way's Action Day gets kids in need ready for school. RIGHT: The Current's on-air hosts Brian Oake, Jim McGuinn, and Sean McPherson volunteer at Tubman for International Women's Day. FAR **BOTTOM RIGHT: Arise Project volunteer** Jillian Hiscock leads a panel discussion about homelessness.



personal donations, while others have made volunteering more central to their operations.

One such company is JNBA Financial Advisors, an independent wealth management firm in Bloomington. Its staff of 24 does volunteer work together every quarter, whether it's taking the annual Polar Plunge to raise money for the Special Olympics or making sandwiches for People Helping People in the company lunch

room. Every employee can use one work day a year to volunteer on the company's dime—more if they have a special project in mind. JNBA also makes donations on behalf of employees to causes they support.

"We have a culture of giving back, and it's something our multigenerational team shares together. It's a big deal to our company," says JNBA president Kim Brown, adding that the new tax law will not erode JNBA's commitment to philanthropy.

Enlisting employees in corporate philanthropy helps companies give back to the communities where they do business, to causes that are meaningful to staff. As workplace giving is increasingly important to employees, these efforts help with retention and keep employees engaged with their company, Poferl says.

"The question becomes:
Will they stop setting up
charitable trusts or will they
continue doing it even if
they won't get a benefit?"

-Larry Mohr, partner at Baker Tilly

Collective giving

nother way nonprofits and employers are personalizing giving is through giving circles, which connect donors with similar personal backgrounds or shared interests in a cause. Giving circles help donors pool resources, ideas, and time, amplifying their efforts and impact beyond what an individual can do alone. In the United States, giving circles have tripled since 2007, growing to about 1,600 independent giving circles and giving circle chapters in 2017, according to a study from the University of Nebraska and the IUPUI Women's Philanthropy Institute.

The local United Way has several giving communities, including one for emerging leaders, and another for women. Its Arise program unites professionals who want to support LGBTQ homeless youth. Together, Arise members have raised more than \$1 million, giving grants to various organizations including Face to Face, a St. Paul nonprofit that provides one-on-one support to LGBTQ youth and assists them with building independent living skills.

St. Paul-based Giving WoMN is another local giving community, bringing together women to support education, health, and human services, while educating members about the philanthropic process and community needs. The organization has donated roughly \$1.4 million since it started in 2006, using collective giving to teach members about grantmaking.

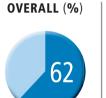
Volunteer work is another way donors are choosing to connect with nonprofits. For young people especially, Stone says, volunteering is the most realistic way to give back as they start their careers or are paying off significant student loans. Many want to get to know nonprofits, see how they operate, and learn how their donations would be used before they start writing checks. "They want to see the impact they're making through their support, and they align their volunteer time with their giving," Polzin says.

Those connections are giving Beth Halloran of St. Catherine University hope about the state of philanthropy post-tax reform. These days, people tend to give more deeply to their nearest and dearest organizations, says Halloran, executive vice president for institutional advance-

CRITICAL CORPORATE RESPONSIBILITIES

n this ever-tightening job market, employers seek ways to stand out to potential candidates. A key way to win the hearts of candidates—especially the younger set—is to offer a well-rounded menu of corporate social responsibility initiatives.

According to a 2017 survey conducted by Povaddo, an opinion and research firm based in St. Louis, 57 percent of people working at America's largest companies believe their employers should play a more active role in addressing societal issues. When it comes to millennials (roughly 22 to 36 years old), 64 percent hold that belief. The survey also found:





WOULD BE **MORE LIKELY TO RECOMMEND THEIR COMPANY** AS A

PLACE OF EMPLOYMENT IF IT WORKS TO

ADDRESS IMPORTANT SOCIETAL ISSUES.





WOULD BE **MORE LIKELY TO CONTINUE WORK- ING FOR THE COMPANY LONG-TERM.**





WOULD BE MORE LIKELY TO INCREASE THEIR OVERALL LEVEL OF ENGAGEMENT AT WORK EACH DAY.





SAY THAT THE ACTIONS A COMPANY TAKES TO INFLUENCE IMPORTANT SOCIETAL ISSUES AFFECTS THEIR DECISION TO MAINTAIN OR PURSUE EMPLOYMENT THERE.



A group of volunteers clean up landscaping at Tubman in Minneapolis.

ment. At St. Kate's, that has been the case since the tax act took effect. The university's fiscal year ended May 31, and charitable gifts from donors big and small were robust—up nearly 16 percent—with gift amounts coming in 23 percent larger.

A key to their success, Halloran notes, is St. Kate's efforts to connect supporters with their interest areas at the university, whether it's through events or volunteering. After that, giving seems to follow naturally. "We've tripled the one-on-one visits that gift officers are doing, where they are relationship-building, listening to their interests, and connecting them to programs here," Halloran says. "Those people are choosing to give more deeply to their areas of interest the more they are engaged with the university."

That outcome is every nonprofits' goal as they wrap up the 2018 giving season.

"It's our belief that donors are giving because they care about the organizations in their community," Poferl says. "They are not looking for the tax benefit. They are looking for impact and supporting a cause they care about."

Suzy Frisch is a freelance writer based in the Twin Cities.



Home Changes Everything

Address

901 North 3rd Street, Suite 150, Minneapolis, MN 55401

Website

aeon.org

Phone

612-341-3148

About Us

Annual Revenue: \$29,957,938 Number of Employees: 155 Established: 1986

SOURCES OF FUNDING







MISSION: Aeon's mission is to create and sustain quality affordable homes that strengthen lives and communities. Home is where we belong. A place to welcome friends, a place to tuck the kids into bed, a place to dream. At Aeon, we believe everyone deserves a home. Aeon is a nonprofit developer, owner and manager of 4,010 affordable apartments that nearly 8,000 residents call home each year.



Goals

Home is at the center of everything. With a home, people succeed, families thrive, and our region remains strong.

But the threat of homelessness is real. Too many people are struggling to make ends meet. One illness, one day without work, one family emergency, could leave them with nowhere else to go.

At Aeon, we're committed to preserving and creating quality affordable homes for the people in our community who need them the most.

Volunteer Opportunities

Become an Aeon Ambassador! This flexible volunteer program includes advocacy and learning opportunities. Contact Nate at nmerrill@aeon.org for more details. If you're a young professional age 40 or under who is interested in issues around affordable housing in our community, join Aeon Young Professionals, sponsored by NorthMarq Capital. Contact Hayley at hcrabb@aeon.org to learn more.



Giving Opportunities

You can make a difference. With your support, Aeon will act boldly to create and preserve quality, affordable homes for those who need them most.

There are two ways you can help—through a charitable contribution or through a social impact investment. Your investment yields a social impact and a financial return while providing home for more Minnesotans into the future. Make your gift today at aeon.org/donate and learn more about making an investment in Aeon's mission by contacting us at donate@aeon.org.

Executive Leadership:



Alan Arthur President & CEO



Caroline Horton Chief Financial Officer



Debra Behrens Chief Advancement

Board of Directors:



Lynette Dumalag (Aeon Board Chairperson) Senior Associate, JLL

(Aeon Board Vice Chairperson) Shareholder, Winthrop & Weinstine

Scott Anderson (Aeon Board Secretary), Vice President, Best Buy

Suado Abdi

Small Business Community Liaison, City of Minneapolis, CPED

Khadija Ali

CEO and Founder, Global Language Connections

Billy Brownlee

Manager, Jimmy John's Aeon Resident East Village

Rex Carlson

Aeon resident. Maryland Apartments

Melissa Downey

Vice President & Senior Compliance Manager. U.S. Bank

Jackie Foster

Supervisor, Patient Education, National Marrow Donor Program® (NMDP) Be The Match

Tanessa Greene Manager of Small Business

Procurement, Hennepin County **Tom Hoffman**

Senior Vice President,

Colliers International

Sharon Martin

Aeon Resident. Alliance Apartments

Jeff Matthews

Vice President of Powertrain Engineering, Polaris Industries, Inc.

Martha Nevanen

Senior Vice President of Marketing Communications, NorthMarq Capital

Kirsten E. Spreck

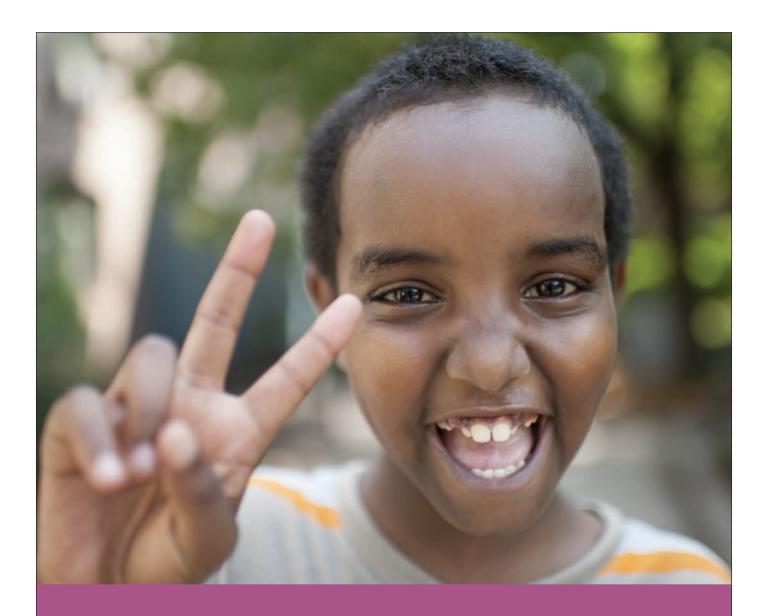
Vice President of Real Estate **Development, Thrivent Financial**

Martha Swanson

Enrollment Manager and Public Relations Coordinator, Minneapolis Public Schools

Robert Timperley

Vice President Business Development, Watson-Forsberg Construction Co.



Home is where we belong.

But too many people are struggling to make ends meet and the threat of homelessness is real.

Make a difference. Join us.

Your support creates and preserves quality affordable homes for those who need them most.



Home Changes Everything

aeon.org/donate



Address

2610 University Ave W, Suite 525 St. Paul, MN 55114

Website

aimhigherfoundation.org

Phone

612-819-6711

About Us

Annual Revenue: \$1,663,419 Number of Employees: 3 full-time, 2 part-time Size of Board: 10 Established: 2011

Sources of Funding









MISSION: The Aim Higher Foundation believes that all children, regardless of their background or circumstance in life, should have access to a great education. Since 2011, we have provided scholarships to children from families with financial need to help them access the proven and lasting benefits of a Catholic school.



About Us

At many Catholic schools across the Twin Cities metro area, low-income, working class, and immigrant families often struggle to meet the costs of rising tuition. In fact, in 2018, families who applied to those schools demonstrated a total of more than \$20 million in financial need, a strain on a school system that relies on tuition to continue to deliver its life-changing impact on children.

Aim Higher Scholarships help remove the financial barrier for children whose families seek for them a Catholic education, offering hope to those families and a financial boost to the schools. To date, we have provided more than \$5.1 million worth of scholarships to more than 6,600 students across the 12-county Twin Cities metro area. The \$1,000 scholarships follow students from Kindergarten thought 8th grade and to any Catholic school in the Archdiocese.



Aim Higher Scholars are aspiring business leaders, tradesmen, artists, teachers, writers, clergy, and doctors. They are the next generation of mothers, fathers, husbands, and wives.

They are Minnesota's future.

Fundraising Opportunities

September 27, 2019

The Night of Light Celebration is the Twin Cities' premier fundraising opportunity directly supporting children whose families seek for them a Catholic education. It is also the only event that benefits all 83 Catholic schools serving grades K-8 in the Archdiocese. Visit nightoflight.info for more information.

Giving Opportunities

Your \$1,000 gift helps one child access a great school for one year. A \$9,000 gift helps that student get a great education each year from Kindergarten through 8th grade, fully prepared for high school and beyond. With your support, we can help even more of the nearly 6,000 students whose families apply for our scholarships each year.

Leadership:

Jean Houghton President

Ricky AustinDirector of Programs and Communications

Lekenka Beja Executive Assistant / Office Manager

Board Members:

Douglas A. Milroy, Chair Former Chairman and CEO, G&K Services, Inc.

John E. McMahon Director of Federal Tax Services, Ernst & Young;

Donal L. MulliganExecutive Vice President and Chief Financial Officer,
General Mills

Philip J. Paquette Partner at Boyum & Barenscheer

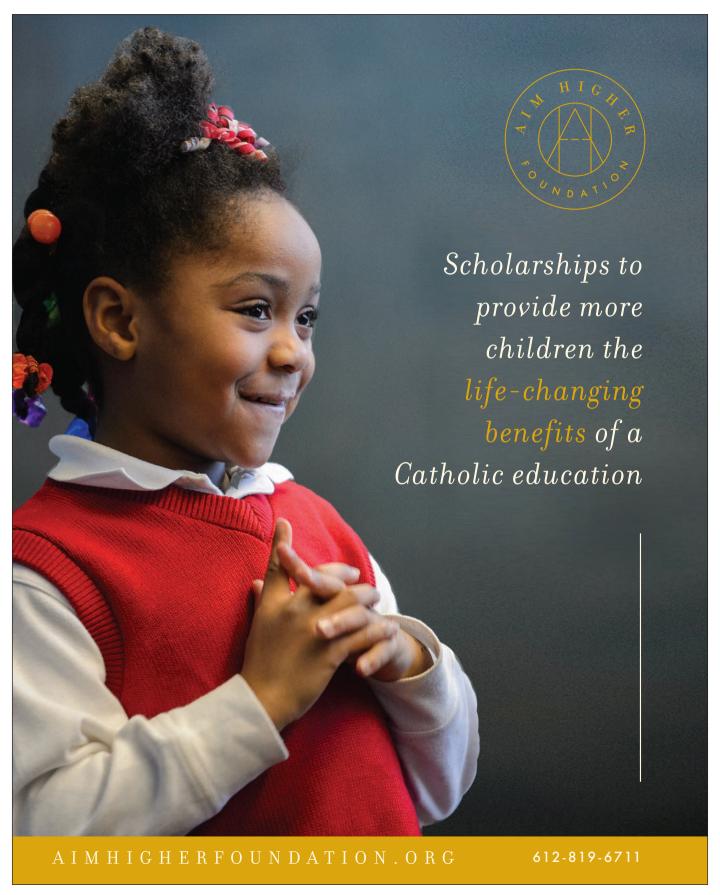
Karen M. Rauenhorst Community Volunteer

Mark H. Rauenhorst President, Marren Properties, LLC **Samuel A. Salas** Headmaster Emeritus, Breck School

Aida Schaefer CEO and Owner, Incentive Development Corporation

Sarah Schumacher Full-time mother of four Father John L. Ubel Rector of the Cathedral of St. Paul and Pastor of the Cathedral parish

Aim Higher





of St. Paul and Minneapolis

Address

1200 2nd Ave South Minneapolis, MN 55403

Website

cctwincities.org

Phone 612-204-8500

About Us

Annual Revenue: \$64,200,000 Number of Employees: 600 Established: 1869

SOURCES OF FUNDING



Government 41.8% Contracts:

Private Contributions 33.9% & Grants:

15.6%

8.7% Other Revenue



facebook.com/CatholicCharities TwinCities



@cctwincitiesorg



cctwincities

MISSION: Catholic Charities of St. Paul and Minneapolis serves those most in need. We are a leader at solving poverty, creating opportunity, and advocating for justice in the community.



About Us

Catholic Charities of St. Paul and Minneapolis has become a critical part of the social and civic infrastructure on which the community relies.

As we approach our 150th anniversary. Catholic Charities is poised to build on our years of leadership in the community, evolving to meet the changing needs of the region today; providing direct services to those most in need, creating partnerships to solve poverty and create opportunity and advocating for justice and equity.

Service Area

Donors, volunteers and advocates make a difference in the lives of thousands of individuals and families. Thanks to your support, Catholic Charities:

- · Serves over 1 million meals annually to neighbors in need
- Provides more than 475,000 nights annually of housing and emergency shelter
- Offers programs and services across the greater Minneapolis-St. Paul region including: Higher Ground Saint Paul and Dorothy Day Place, Higher Ground Minneapolis, St. Joseph's Home for Children and Northside Child **Development Center**



Giving Opportunities

Your gift provides short term and long term solutions for people who are hungry, experiencing homelessness and living in poverty or crisis. With programs for children, adults and families, Catholic Charities annually helps nearly 20,000 people, regardless of faith, background or circumstance and advocates on their behalf.

Every dollar counts.

Your support advances critical work in each of our core areas of impact:

- Wellbeing for Children and Families
- Housing Stability for People Experiencing or at Risk of Experiencing Homelessness
- Dignity for Older Adults and People with Disabilities
- Engagement, Education and Advocacy for Social Justice and Economic Vitality

We invite you to partner with us for lasting impact on our community. Interested in learning more? Contact us today.

Executive Leadership:



Timothy E. Marx President & Chief **Executive Officer**



Tom Arata

Executive Committee of the Board:

View the full board listing at cctwincities.org/board

Tom Arata Ecolab

Kathleen Erickson DiGiorno Medtronic

Christine Esckilsen Piper Jaffray

Pahoua Yang Hoffman Citizens League

Tina Hoye NTH, Inc.

Timothy E. Marx Catholic Charities of Saint Paul and Minneapolis Jane McDonald Black Community Volunteer

Barb Melsen Community Volunteer **Tom Vitt** Jones Day Michael Wilczynski Cargill Incorporated

Catholic Charities of St. Paul & Minneapolis





Catholic Community FOUNDATION

OF MINNESOTA

Address

2610 University Avenue West, Suite 500 Saint Paul, MN 55114

Website ccf-mn.org

Phone

651-389-0300

About Us

Total Assets Under Management: \$358 million

Grant Distribution FY2018: \$13.6 million

Total Grant Distribution Since Inception: \$155 million

Number of Employees: 17
Established: 1992

FY2018 Grantmaking by Impact Area



Spiritual: 38%

Educational: 36%

Social: 26%

facebook.com/ CatholicCommunityFoundationMN



MISSION: The Catholic Community Foundation of Minnesota was founded to support financially the spiritual, educational, and social needs of our Catholic community.



About Us

Along with our partners, we perpetuate the faith, continually making Minnesota's Catholic community stronger and more robust.

- 6th largest public grantmaker in Minnesota
- Largest Catholic community foundation in the nation
- More than 1,000 funds under management
- Leader in faith-consistent investing
- Provides for the needs of future generations by stewarding charitable funds in perpetuity



Impact

- The Catholic Community Foundation of Minnesota distributed more than 2,300 grants in FY2018, totaling more than \$13.6 million.
- 90% of grants are directed by donors, while CCF directs the remaining 10%.
- Top Grantees Include: Catholic Charities of St. Paul & Minneapolis, Sharing & Caring Hands, Jeremiah Program, Second Harvest Heartland, Feed My Starving Children, Catholic Relief Services, NET Ministries, CommonBond Communities

Join Us

With practical tools and philanthropic expertise, CCF can ensure your vision for giving is as smart as it is charitable. Call us today to begin a conversation about your philanthropy.

Leadership:



Anne Cullen Miller, M.B.A. President



Thomas A. Letscher, J.D. Vice Chairperson

Executive Committee of the Board:

Julie Gerend Investment Committee Chair Sales Director, Wells Capital Management

Julie K. Hurley – Treasurer, Finance Committee Chair President, Preferred Management Services, Inc. Paul R. Knapp, Sr., J.D. Board Governance Committee Chair Vice President, Vomela

Emery KoenigGrants Committee Chair
Retired Vice Chairman and
Chief Risk Officer, Cargill, Inc.

Mimi Daly Larson Strategic Planning Committee Chair Vice President of Mission Advancement. Science

Thomas A. Letscher, J.D. Vice Chairperson Partner, Fox Rothschild LLP

Museum of Minnesota

Marjorie Mathison Hance Development and Marketing Committee Chair

Retired Vice President for External Relations, St. Catherine University

Mary E. Schaffner, J.D. – Secretary Senior Vice President and Senior Company Counsel, Wells Fargo

Catholic Community Foundation of Minnesota

Give from the heart and still give smart.

Establishing a Donor Advised Fund allows you to easily and efficiently support causes that reflect your values. Along with tax benefits and flexibility, you'll also gain access to CCF's deep knowledge of community needs, connecting you to the causes most important to you.

How a Donor Advised Fund Works



GIFT

You make a gift at any time and receive an immediate tax benefit.



INVEST

Your gift is invested and grows tax-free.



GRANT

You advise grants to the charities and causes you hold dear.

Call us to get started. 651.389.0300 | ccf-mn.org





Address

7301 Ohms Lane, Suite 355 Minneapolis, MN 55439

Website

ChildrensCancer.org

Phone

952-893-9355

About Us

Annual Revenue: \$13.2 Million Number of Employees: 33 Established: 1981

SOURCES OF FUNDING

Events:











MISSION: Children's Cancer Research Fund is dedicated to finding a cure for childhood cancer by funding innovative research, family services and education to improve the way families experience cancer treatment and life afterward.



Fundraising Events

With you, a world without childhood cancer is possible. Become a catalyst for a cure by fundraising and raising awareness!

Dream 2019

65.2%

Our signature bash has raised over \$24 million for promising new research. Join us April 27, 2019 at the Armory in Minneapolis for an unforgettable experience. DawnofaDream.com

Great Cycle Challenge USA

Each June, more than 50,000 cyclists from across the country ride to fight kids' cancer. All ages, all fitness levels, any location—it's your challenge, ride it your way! GreatCycleChallenge.com

Visit ChildrensCancer.org to learn about other events.

Giving Opportunities

Your gift propels bold ideas, uniting researchers around the globe to eliminate childhood cancer. When you support research, you're adding more than years to a child's life - you're giving meaningful memories and milestones.

Donate at ChildrensCancer.org

Every dollar given to Children's Cancer Research Fund helps researchers garner \$18 in additional funding from the government and other sources, bringing lifesaving ideas to children more quickly.



When you give to CCRF, you help researchers:

- Fund innovative research projects that hold great promise but don't yet qualify for larger grants.
- Conduct potentially lifesaving clinical trials with new treatments.
- Purchase needed research and medical equipment.
- Continue their education and collaborate with other scientists.

Fundraise Your Way

No fundraising idea is too big or too small to make a lasting impact in the life of a child with cancer. Celebrate a milestone, honor a loved one or create your own athletic event. Get started at ChildrensCancer.org/fundraise.

Consider a Planned Gift

Become a member of our Wings Society today! By making a planned gift in your will or trust, you're giving children memories and milestones for many years to come. Contact Amy Polski Larson at 952-224-8486 or apolskilarson@childrenscancer.org for additional information.

Senior Leadership:

John Hallberg

Chief Executive Officer

Events and Partnerships

Jim Leighton Vice President of

Darla Nemec Director of Finance and Operations

Amy Polski Larson

Director of Development and Donor Relations

HaiVy Thompson

Director of Marketing and Community Engagement

Executive Committee of the Board:

Matthew Hedman

Board Chairperson, Optum

Stacy Anderson Vice Chairperson.

Anytime Fitness Susan Doherty Secretary, Saint Mary's

University of Minnesota

Dan Bartholet

Treasurer, UnitedHealth Group

Charles R. Manzoni, Jr. Immediate Past Chair

Children's Cancer Research Fund





Address

401 93rd Ave. NW Coon Rapids, MN 55433

Website

fmsc.org

Phone

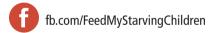
763-504-2919

About Us

Annual Revenue: \$69.7 million* *Includes the value of volunteer labor at \$26.4 million Number of Employees: 315 Established: 1987

SOURCES OF FUNDING











fmsc.org/blog

Executive Leadership:

Mark Crea

Executive Director/CEO

Laura Bernard Vice President of Manufacturing

Andy Carr Vice President of **Development & Marketing**

Matt Muraski

Vice President of International **Programs & Supply Chain**

Jeanie Picardi

Vice President of Human

Dan Stennes-Rogness Vice President of Finance/CFO

MISSION: Feeding God's starving children hungry in body and spirit.



Hope Starts with Food

Feed My Starving Children (FMSC) is a Christian nonprofit dedicated to seeing every child and person around the world healthy, nourished and whole in body and spirit. We believe no child should go hungry. Every child deserves a nutritious meal, every day.

The Process is Simple

Volunteers of all ages hand-pack FMSC meals at eight permanent sites in Arizona, Illinois, Minnesota and Texas and hundreds of MobilePack™ events hosted by churches, businesses, schools and event centers across the country. FMSC doesn't receive any government aid. Your generosity funds and sends every FMSC meal to our exceptional network of food partners who ensure the meals are distributed every day to those who need them most around the world.

Nearly 1.2 million volunteers packed more than 333 million FMSC meals in 2017. Visit fmsc.org/volunteer and sign up to pack meals today!



Give Today

Make a one-time gift. Donate monthly. Take advantage of your company's matching gift opportunities. Each meal costs just 22 cents. Just \$80 feeds a hungry child for an entire year.

Leave a Legacy

Consider making FMSC a beneficiary of your will, estate plan or life insurance policy. Invest in the futures of children all around the world and provide long-lasting Hope for Tomorrow. Plan your Legacy Gift today at fmsc.org/plannedgiving.

Efficiency

Because every meal is packed by volunteers, FMSC is extraordinarily efficient. More than 90 percent of total donations are spent directly on meal production, a factor in maintaining the highest 4-star rating from Charity Navigator for 13 straight years.

Read the full FMSC story at **fmsc.org**.

National Board of Directors:

Charlie Wesser

Board Chair Owner, Five Star Professional

Dean Nadasdy

Board Vice Chair President, Minnesota South District. The Lutheran Church — Missouri Synod

Gary Tygesson

Board Secretary Partner, Dorsey & Whitney LLP

Kieran Kelliher

Board Treasurer Director of Finance, Chicago Bulls

Brad Adams

Operations Director, Cisco Systems Inc.

Drew Bandusky

Senior Vice President, Finance, Griffith Foods

Jodi Boldenow

President & Owner, Industrial Door Company, Inc.

Bruce Gorter

Senior Vice President & CTO, Thomson Reuters Legal

Retired Human Resources Professional

Stewart McCutcheon Retired Ecolab Executive

Rollie Renstrom

Retired Allianz Life Insurance Company Executive

Rick Riesgraf

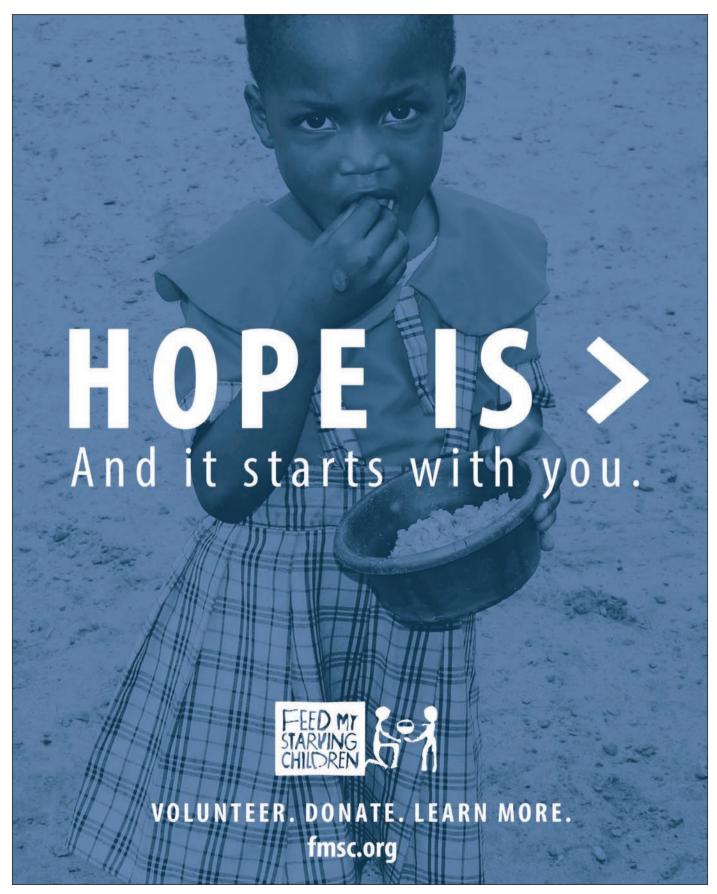
CPA, Chairman and Partner, LB Carlson, LLP

David Stark

President, BusinessKeys International

Managing Director, Audit, KPMG LLP

Feed My Starving Children





Greater Twin Cities United Way

Address

404 South 8th Street Minneapolis, MN 55404

Website

gtcuw.org

Phone

612-340-7400

About Us

Annual Revenue: \$70 million+ Number of Employees: 102 Established: 1915

Sources of Funding in 2017





@UnitedWayTC



facebook.com/ unitedwaytwincities



linkedin.com/company/ unitedwaytc/ **MISSION:** One in four people is experiencing poverty in the Twin Cities region, and that's unacceptable. United Way galvanizes the community to build pathways toward prosperity and equity for all, made possible by the generosity of caring people—like you.



Vision

Our vision is a Twin Cities where all people achieve their full potential. We won't stop our work until healthy and affordable food is available to everyone. Housing is safe and stable, and children have educational tools for lifelong learning. Students graduate from high school, access higher education and obtain good jobs, resulting in a thriving community for all.

Our Work

We take a long-term, holistic approach to ending poverty. In 2017, we raised \$77 million and directly helped 545,000 people, by advocating for millions of dollars through our public policy work; answering 200,000 calls for help through our 2-1-1 resource hotline; engaging 77,000 volunteers; strengthening the nonprofit sector; and securing public funding through 25 coalitions.

We are a multiplier. For example, our investment of \$4.6 million in job training programs resulted in a total increase of \$99.5 million in annual earnings for participants.



We help nonprofits focus on their missions by supplementing their fundraising.

Giving Opportunities

- Donor Infusion Fund: This new option provides greater donor choice and flexibility and infuses your dollars immediately into the community.
- Legacy Gift: A planned gift through your financial plans or estate strengthens the Twin Cities region for years to come.
- Stock & Retirement Assets: Donating securities is easy, and you could find tax savings while helping others.
- Foundation & Corporate Gifts:
 We offer many ways for corporate,
 private and public foundations to support
 our community. And, our new Salesforce
 Philanthropy Cloud digital platform stream
 lines employee giving and supports the
 next generation of philanthropists.

Executive Leadership:

Trent Blain

Interim President & CEO, VP Marketing

Carrie Chang VP Individual Donor Engagement

Juli Durda Director Human Resources

Acooa Ellis

SVP Community Impact

Kittie Fahey VP Principal Gifts

Judy Jordan VP Operations

Athena Mihas VP Finance

Bob Poferl

SVP Corporate Relationships

Kelly Puspoki

VP Communications **Kim Stone**

SVP Advancement

2018 Executive Committee Of The Board:

Tim Welsh

Chair of the Board, U.S. Bank

Julie Baker Community Leader

Mark Brooks

Community Impact Committee Chair, Hennepin County Health and Human Services

Nancy Dahl

Communications and Individual Engagement Committee Chair, 1Q Strategic Partners

St. Paul Public Schools

Beth Ford

Land O'Lakes, Inc.

Lynne Harrington

Advancement Committee Chair, Nuveen Asset Management

Ron James

Governance Committee Chair, Community Leader

Nancy Lindahl

Creative Strategies Plus, Inc.

Tom Montminy

Audit Committee Chair, PwC

Kate Mortenson

Community Leader

Renee Peterson

Finance and Human Capital Committee Chair, The Toro Company

Karen Richard Andersen Corporation

& Prophete, LLP

Piyumi Samaratunga Constangy, Brooks, Smith

Greater Twin Cities United Way





Adult & Teen Challenge Minnesota

Freedom from addiction starts here.

Address

740 E. 24th Street Minneapolis, MN 55404

Locations

Minneapolis, Brainerd, Duluth, Rochester, Buffalo (teen boys center)

Website

mntc.org

Phone

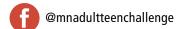
612-FREEDOM

About Us

Annual Revenue: \$37,199,831 Number of Employees: Approx. 600 Established: 1983

Sources of Funding









MISSION: For almost 30 years, Mn Adult & Teen Challenge has been helping people break free from alcohol, drug, and other life- controlling addictions by addressing their physical, emotional, and spiritual needs.



Goals

We offer a full range of services to help men, women, and teens with a broad spectrum of addiction issues, from those seeking treatment for the first time, to those who have been struggling with addiction for many years. Clients range in age from 14-75 years. More than 3,200 clients received services in 2016.

- Licensed Treatmen—Out-Patient and Residential Options—7-90 days
- Long-Term Program—12-month faith-based residential program
- Mental health services—address co-occurring disorders such as anxiety, depression, PTSD
- Aftercare | Transitional housing | Leadership training
- Know the Truth Prevention Program targeting MN youth in grades 6-12
- · Lakeside Academy Christian Behavior and Recovery Program for teen boys



Volunteer Opportunities

Make a difference by volunteering at MnTC by mentoring, serving at an event, working with clients, or using skills from your trade. Contact us at 612.238.6560 or mntc.org/volunteer

Giving Opportunities

MGifts

There are many ways to give through in-kind donations, memorials, donating your car, real estate, and by donating stocks and bonds, which can help you, avoid capital gains.

Foundations

Give personally through your family or private foundation. Or, if you are connected to a corporate or community foundation, invite MnTC to submit a grant proposal.

Beneficiaries

Designate MnTC as a beneficiary in your retirement plans, investments, bank accounts, life insurance policies, and real estate.

Sponsorships

Become an event sponsor and be recognized as an MnTC partner among our attendees and greater online community. Cash and gift-inkind sponsorship packages available.

Executive Team:

Richard Scherber

CEO

Eric Vagle President

Mary L. Brown VP Marketing

Sarah Gustafson VP Finance and Administration

JJ Slag

VP Strategic Partnerships

Saul Selby

VP Clinical and Transitional Services

Tim Walsh

VP Long-Term Recovery and Mental Health Services

Executive Commitee:

Jay Coughlan

Chris Glasoe Endowment

Ann Morse

Finance

Bill Nersesian Strategy & Risk

Chuck Shreffler Governance & Nominating

Directors:

Chuck Beske

Bill Bojan

Laurel Bunker

Mark Dean

Paul Flower

Mark Hanson

Tom Maior Peter Murlowski John Roise Mike Smith **Rich Scherber Chris Thibedaux** Jeff Verdoorn

Mn Adult & Teen Challenge



Together we can stop the opioid epidemic

Mn Adult & Teen Challenge helps men, women and teens free themselves from the chains of addiction. Every single dollar you give will transform lives, restore families, and strengthen communities through recovery.

Every dollar stays in Minnesota. Give today to change lives.

mntc.org/qive



612-FREEDOM (373-3366) www.mntc.org



Address

480 Cedar Street Saint Paul. MN 55101

Website

minnesotapublicradio.org mpr.org/inspire

Phone

651-290-1500

About Us

Annual Revenue: \$96M Number of Employees: 642 Established: 1967

SOURCES OF FUNDING





@Minnesota Public Radio



@MPR @MPRnews @TheCurrent @ClassicalMPR **MISSION:** Our mission is to enrich the mind and nourish the spirit, thereby enhancing the lives and expanding the perspectives of our audiences, and assisting them in strengthening their communities.



About Us

For more than 50 years, Minnesota Public Radio has benefited from the generous support of listeners, friends and partner institutions. This support makes it possible for us to inform, inspire and connect audiences across Minnesota and the globe through on-air, online and in-person experiences.

Our programming is grounded in our regional services—MPR News, Classical MPR and The Current®—and includes nationally distributed American Public Media programs like *Marketplace®*, *The Splendid Table®* and *Live from Here™*, as well as the BBC World Service, and award-winning podcasts like *In the Dark. 74 Seconds* and *Brains On!®*

To better serve audiences for the next 50 years, we launched a \$75 million capital campaign, *Inspired by You*, which is enabling us to make the transformational investments necessary to serve people in our rapidly changing communities who are consuming media in new ways. Through this campaign, we're supporting new talent and new programming, investing in emerging technologies, accelerating innovation and building our endowment.

The *Inspired by You* campaign is allowing us to enrich and expand our news and music programming with an emphasis on digital first content, seize opportunities enabled by emerging technologies to transform the audience experience, and strengthen and revolutionize our services with investments in innovation, research and our endowment.



We welcome your participation and partnership as we explore new ways to fulfill our mission. We hope you'll join us. Visit mpr.org/inspire to learn more about the campaign and how you can participate. Together, we'll transform our future.

Giving Opportunities

Institutional Support: We're proud of our long tradition of philanthropic partnerships with foundation and corporate supporters. Learn how your institution can support essential public service news and music programming by contacting **institutionalgiving@mpr.org**.

Leadership Circle and President's Circle:
Support the news you rely on and the music you love with a gift that welcomes you into our Leadership Circle or President's Circle.
With gift levels starting at \$1,200, members enjoy special behind-the-scenes opportunities, like personalized tours, in-studio performances, special events with MPR personalities, and an annual President's Circle Dinner. Learn more at mpr.org/leadershipcircle.

Legacy Society: You can help sustain the services you love and rely on well into the future with a planned gift in your will, trust, retirement plan or more. Learn about your giving options and the benefits of joining our Legacy Society at **mpr.org/legacy**.

Managing Executives:

Jon McTaggart, President and CEO

Dave Kansas, EVP and COO

President Emeritus:

William H. Kling

Trustees:

Wendy Bennett Larry Berger Mary Brainerd Dr. Paula Carlson Julie Causey Jim Dwyer Ivan Fong Ian Friendly Sima Griffith Libby Hlavka Kenneth Holmen, M.D. Omar Ishrak Rick King Emery Koenig Jonathan Low Nancy Lyons Jon McTaggart Kate Mortenson

Dave Murphy Liwanag Ojala Bryan Phillips Julian Poon Nii-Ayite Quaye Kate Quinn Marianne D. Short Patricia S. Simmons, M.D. Jean Taylor Rodney Young

Life Trustees:

Susan Boren Randall J. Hogan Karin Larson Addison (Tad) Piper William Pearce Robert J. Sivertsen Joanne Von Blon

Minnesota Public Radio | American Public Media



Building the Future Together

Thank you to the corporate and foundation partners who have invested in impact through Minnesota Public Radio's Inspired by You campaign. Your investments are supporting valuable new programming, technology and innovations that help MPR better serve Minnesota's changing communities.

Learn how you can invest in impact at mpr.org/inspire.









PINKYSWEAR

Address

5555 W. 78th Street Edina, MN 55439

Website

pinkyswear.org

Phone

952-974-9600

E-Mail

info@pinkyswear.org

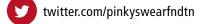
About Us

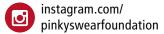
2017 Revenue: \$2.58 million Number of Employees: 13 Established: 2003 (Formerly known as Miracles of Mitch Foundation)

SOURCES OF FUNDING











MISSION: To help kids with cancer and their families with emotional and financial support.



Volunteer Opportunities

Pinky Swear Foundation offers meaningful volunteer opportunities around the country. Being a nonprofit that strives to help kids with cancer and their families in every state of the US, there are a variety of volunteer positions available—from helping to stock our Pinky Swear Pantries at local children's hospitals to making sure our various events run safely and smoothly. Learn more at pinkyswear.org/volunteer.

Fundraising Events

From regional kid's triathlons to black-tie galas, there's no shortage of fundraising events that are hosted by Pinky Swear Foundation. Please visit **pinkyswear.com/events** to learn more about all of our fundraising events throughout year around the country.

Giving Opportunities

This Pinky Swear Foundation provides many opportunities for both individuals and corporations to support the mission of helping kids with cancer and their families. Along with one-time donation options, there are also reoccurring donation options, as well as planned giving opportunities to help sustain the organization



and its mission moving forward. Donations can be made online **at pinkyswear.org/donate**, in-person or via snail mail.

Individuals are also encouraged to host their own fundraisers on-behalf of Pinky Swear. These peer fundraising initiatives not only help provide crucial funding but help to raise awareness about the important work Pink Swear does to help families with kids battling cancer all over the country. Start your own fundraiser to support Pinky Swear Foundation at pinkyswear.org/fundraise.

There are also several options for corporations to partner and/or sponsor event and mission-based opportunities. Event sponsorships at all levels are needed for the various events throughout the country, along with support for our many programs that are directly helping kids with cancer and their families by covering mortgage/rent payments, car payments, utility bills, grocery/food bills, as well as providing All-Star Weekends that provide quality family-time away from the hospital. Learn more about the Pinky Swear Corporate Partner program at pinkyswear.org.

Leadership:



Erica CampbellExecutive Director,
Pinky Swear Foundation

Board of Directors:

Bruce O'Brien, Board Chair Sales Manager, Famous Brands

Jeff Wenngatz, Board Vice Chair Realtor, 45 North Group

Michael Jilek, Board Secretary IT Consultant

Lowell Jobe, Board Treasurer President, ACS Group

Becky Chepokas, Board Member Co-Founder of Miracles of Mitch Foundation **Bob Cohen,** Board Member Principal, Tamar Fink

Julia Feygin, Board Member Director—Clinical Research Integration, DaVita Clinical Research

Aaron Keller, Board Member Managing Principal, Capsule

Brian Mark, Board Member President, RBC Tile

John McCormick, Board Member COO, Braun Intertec

Michael Moroz, Board Member President/CEO, Walters Recycling

Tamara Reding, Board Member VP—Human Resources & Talent Acquisition, Schwan Food Company

Mary Setter, Board Member SVP—Employee Benefits & Carrier Relations. Marsh & McLennan

Kim Thelen, Board Member VP—Strategic Planning & Client Services, Level Brand **Karla Vehrs,** Board Member Business Litigation Partner, Ballard Spahr

Steven Chepokas, Chairman Emeritus & Founder Owner, JetSet Promotions

Pinky Swear Foundation





Food changes everything.™

Address

1140 Gervais Ave. St. Paul MN, 55109

Website

2harvest.org

Phone

651-484-5117

About Us

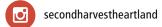
Annual Revenue: \$142,456,816 FY17 Number of Employees: 175 Year Established: 2001

Sources of Funding: FY17









MISSION: Second Harvest Heartland's mission is to end hunger through community partnerships.



About Us / Goals

We believe that no one should go hungry. However, one in 11 people in Minnesota and western Wisconsin, experience the stress of hunger each day.

Second Harvest Heartland helps feed our neighbors in need through partnerships with 1,000 food shelves, food pantries and other meal programs. Expanding our reach to deliver food through schools, hospitals and health clinics, Second Harvest Heartland innovates to deliver the food and support people need to thrive at work, in the classroom and in their communities.

Help End Hunger

There are many ways to get involved in our mission to end hunger in the heartland.

• Make a Financial Contribution:

For every \$10 donated, Second Harvest Heartland can distribute 30 meals to hungry children, families, seniors and other neighbors in need. You can make a single gift, become a monthly giver, have your company match your contribution or even make a planned gift through a will.



Volunteer:

We depend on nearly 30,000 volunteers each year. There are many ways to get involved: pack fresh foods, deliver groceries to a hungry senior, help at an event, participate in skills-based opportunities and more.

• Host a Food & Fund Drive:

Collect food or host a virtual Food & Fund Drive, available with just a click of a mouse!

• Attend a Fundraising Event:

Second Harvest Heartland hosts and benefits from many events. From Dish: Cuisine for Change, our premier fundraising gala; to the Vintner Uncorked; Stamp Out Hunger and many more.

We cannot do out our work alone. Consider donating funds, food or volunteer time. Your generosity and commitment help give our neighbors the hope and stability they need. Visit us at **2harvest.org**.

Executive Leadership:

Rob Zeaske,

Chief Executive Officer

Thierry Ibri,

Chief Operations and Programs Officer

Marsha Shotley,

Chief Philanthropy Officer

Patrick Boran,

Chief Financial Officer

Board Members:

Calvin Allen

Founder, Sterling Culture Group

Brian Audette

SVP, Independent Sales, Merchandising and Marketing, SUPERVALU

Brian Buhr

Dean, College of Food, Agricultural and Natural Resource Sciences University of Minnesota

Emily Coborn

VP of Fresh, Coborn's Inc.

Ken Davidson

Director, The Boston **Consulting Group**

Colleen Dockendorf

SVP. Human Resources. Rvan Companies

David Fiocco Partner, McKinsey & Company

Jill Harmon Principal, Ballinger/Leafblad

Christina Hennington

SVP, Essentials, Beauty & Wellness, Target Corporation

Greg Hilding Community Volunteer

Cam Hoang Partner, Dorsey & Whitney

James Lemke.

President, Robinson Fresh Division, C.H. Robinson Worldwide, Inc

Glenn McCabe

Community Volunteer

Chris Neugent

President & CEO, Post Consumer Brands

Shawn P. O'Grady

Group President, Convenience & Foodservice, SVP, Global Revenue Development, General Mills

Scott Portnov Community Volunteer

Dr. Jon Pryor Chief Executive Officer, Hennepin Healthcare

System, Inc.

Jeff Putnam CFO, UnitedHealthcare

Hunter Saklad

SVP & Chief Information Officer, Select Comfort Corporation

Eric Stockl

VP Global Food & Beverage Supply Chain, Ecolab

Marie Zimmerman

State Medicaid Director, Minnesota Department of Human Services

Second Harvest Heartland



Thousands of Minnesota families will rely on their local food shelf for a simple holiday meal.

You can help.

Your \$10 gift helps provide 30 meals to our hungry neighbors this holiday season.

2harvest.org/endhunger





Shriners Hospitals

for Children® **Twin Cities**

Address

2025 East River Parkway Minneapolis, MN 55414

Website

twincitiesshrinershospital.org

Phone

612-596-6100

About Us

Annual Revenues: \$18 million Number of Employees: 162 Established: 1923

SOURCES OF FUNDING



Investment Income:

Contributions:

Net Patient Service

19% Revenue:

41%

40%



facebook.com/ShrinersTWI



twitter.com/ShrinersMPLS

MISSION: We provide specialty orthopaedic care to children, regardless of a family's ability to pay.



About Us

Shriners Hospitals for Children—Twin Cities is more than a hospital. It is a unique place where hope and healing meet and impossible odds are beaten. Courageous children from across the Upper Midwest and beyond come to us for care. We are honored to help them achieve their dreams.

For 95 years, we have served children with orthopaedic conditions, neuromusculoskeletal disorders and diseases in a family-centered environment. All of our services are under one roof including state-of-the-art surgical suites, an in-house orthotics and prosthetics lab, and occupational and physical therapy, enabling us to provide comprehensive care for kids. Children develop close relationships with their care team and participate in camps and activities designed to meet their social and emotional needs.

Giving Opportunities

Donors help make anything possible for our patients. Gifts help provide the very best medical care to children. Donations of all sizes, whether a recurring or one-time gift, make a difference. You can help by:

Making a gift: We take the responsibility and trust donors place in us very seriously. We're proud that 85 cents of every dollar supports patient care.



Partnering with us: From employee engagement programs, cause marketing and sponsorship to in-kind donations, we offer many opportunities to get involved.

Helping us fundraise: Organize an event in your community or start a fundraising page to make an immediate and memorable impact.

Attending an event: Events raise awareness about our mission and raise funds for our programs and services. Visit our website for the events calendar.

Volunteer Opportunities

Volunteers are invaluable to our philosophy of care. Whether working behind the scenes or interacting with patients, their families and staff, volunteers provide a genuine service to our hospital. Applications are available on our website.

Volunteers are invaluable to our philosophy of care. Whether working behind the scenes or interacting with patients, their families and staff, volunteers provide a genuine service to our hospital. Applications are available on our website.

Your gift to Shriners Hospitals for Children— Twin Cities helps kids be kids. Through the generosity of donors like you, children are able to reach their potential and lead more fulfilling lives, regardless of a family's ability to pay. Your gift makes anything possible.

Executive Leadership:

Charles C. Lobeck Administrator

Cary H. Mielke, MD Chief of Staff

Terri Kasbohm, RN, MS, MBA Director of Patient Care Services

Foundation Board Members:

Roger Robinson, Chairman Osman Shrine

Rodney Rommel, Vice Chairman

James Hopkins, Secretary Naja Shrine

James Berg, Osman Shrine Geoffrey Bogle, Tehama Shrine James Burma, Jr. El Riad Shrine Steven Bruken, Sesostris Shrine John Drennan, Ahmed Shrine

Daryl Finely, Tangier Shrine

Daniel Flicek, Osman Shrine Ralph Magnusson, MD, Zuhrah Shrine James May, Za-Ga-Zig Shrine Richard Eisenmann, Aad Shrine

Craig Jondahl, Yelduz Shrine David Krogh, Abu Bekr Shrine

Thomas Moe. Kem Shrine

Al Niederhaus, Zuhrah Shrine

Jeffrey A. Schackor, Zuhrah Shrine

Kelly Wentz, El Zagal Shrine Matthew Wright, Tripoli Shrine

Michael G. Zinser, Fl Kahir Shrine

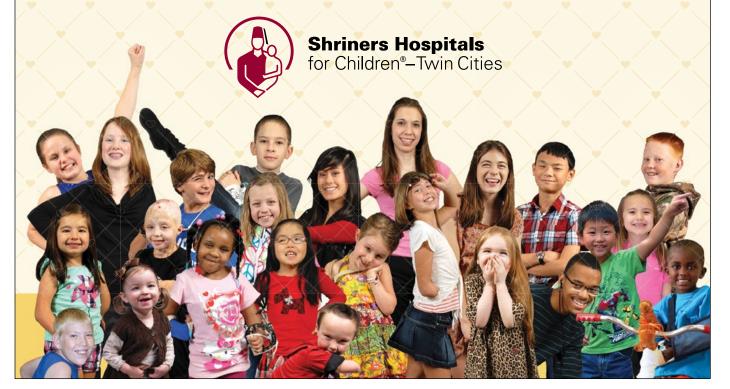
Shriners Hospitals for Children—Twin Cities



Your Gift Helps Kids Be Kids

Through the generosity of donors like you, we've been able to help over one million children reach their potential and lead more fulfilling lives, regardless of a families' ability to pay.

Your gift makes anything possible. Give today: shrinershospitalsforchildren.org/donate





University of Minnesota FOUNDATION

Address

200 Oak Street SE, Suite 500 Minneapolis, MN 55455

Website

driven.umn.edu

Phone

612-624-3333 or 800-775-2187

About Us

Dollars Raised: \$343 million in Fiscal Year 2018 Number of Employees: 217 Established: 1962

Sources of Funding







MISSION: To connect passion with possibility, inspire generosity, and support greatness at the University of Minnesota



Making Great Strides

Now into the second year of its public phase, *Driven*—the University of Minnesota's \$4 billion fundraising campaign and the largest such effort in its history—is showing great momentum. Donors who have made gifts in support of *Driven* are already transforming lives, keeping our economy strong, fueling creativity, and helping to provide answers for people around the world. Here are just a few ways:

- Enabled faster emergency response and transport to treatment centers, as well as mobile delivery of lifesaving therapies, to cardiac arrest patients
- Restored a historic pipe organ at Northrop for the benefit of future concertgoers
- Provided University researchers with a stateof-the-art robotics lab and a new space to enable discoveries in physics, astronomy, and earth sciences
- Enhanced scholarship and research opportunities for Native American students
- Supported U.S. veterans who wish to pursue M.B.A.s and bring their talents to business and industry in Minnesota and beyond



 Finished construction of an Athletes Village to help Gopher student-athletes excel in both sport and academics

Giving Opportunities

The campaign is an opportunity for Minnesotans near and far to join a community of the driven, and together advance these five priorities:

- Elevate a world-class student experience
- Accelerate advances in health
- Protect and sustain agriculture, food, and water
- Drive a Minnesota plan for innovation
- Provide a place of opportunity for all

Ways to Give to the U of MN

Make outright annual gifts to have an immediate impact on excellence and access at the U.

Endow a scholarship, fellowship, or faculty positions through a gift of cash, securities, real estate, or multi-year pledges.

Include a gift in your estate plan to create a personal legacy.

Executive Leadership:



Kathleen M. Schmidlkofer President and CEO, University of Minnesota Foundation

James Aagaard Vice President, Information Systems

Robert J. Burgett Senior Vice President, Development

Lorie Humphrey Vice President, Human Resources and Office Services

Kathleen L. Pickard Vice President and Chief

Financial Officer

Patricia K. Porter

Vice President of Development,

Sarah E. Youngerman Vice President, Marketing and Communications

Medicine and Health

Doug Gorence

President and Chief Investment Officer, UMF Investment Advisors

Sarah Harris

Managing Director, UMF Real Estate Advisors

Board of Trustees—Officers:

Ross Levin

CEO and Founder, Accredited Investors Inc.

Lynn Casey

Vice Chair Chair and CEO, PadillaCRT

Christopher J. Policinski,

Vice Chair Retired President and CEO, Land O'Lakes Inc.

Erik M. Torgerson

Treasurer President, Folden Hills Partners LLC

Shari L. Ballard

Secretary
Senior Executive Vice
President, Best Buy Co.

Michael B. Fiterman

Past Chair Chairman and CEO, Liberty Diversified International

University of Minnesota Foundation





Address

2021 E Hennepin Avenue, #200 Minneapolis, MN 55413

Website

womenventure.org

Phone

612-224-9560

About Us

Annual revenue: \$2,264,786 # of employees: 20 Year established: 1977

Sources of Funding



Government Grants 38% & Contracts:

34% Corporations:

Special Events: 11%

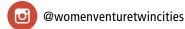
Contributions:

Earned Income: 7%

10%







MISSION: For over 40 years, WomenVenture has provided more than 104,000 women of all ages, cultures, races, education, and income levels with the training and resources to achieve economic success through small business ownership.



About Us

Our mission is to help women attain economic self-sufficiency through the creation and growth of profitable and sustainable businesses. Our vision is to empower entrepreneurial women with tools, capital and support to lead businesses that create living wage jobs. WomenVenture is the only economic development organization serving the needs of entrepreneurial women in the Twin Cities.

We serve the community by providing entrepreneurial business training, consulting services, loans and a network of support for women at all stages of business development. In FY17-18, we served 1,066 clients, 58% of whom were low-income and 43% who identified as diverse. We supported 206 businesses that created or retained 916 jobs. WomenVenture is helping create stronger and more economically vibrant neighborhoods in the metro area.

Volunteering

Each year WomenVenture utilizes over 200 highly-skilled volunteers who have backgrounds in finance, marketing, entrepreneur experience and more. We welcome individuals and groups to deliver training, one-on-one mentoring and consulting services.



Fundraising Events

Each October WomenVenture hosts our signature fundraiser event, WOMEN MEAN **BUSINESS Luncheon and Marketplace.**

About 1,000 professionals, business leaders and community members attend to hear inspiring stories of women entrepreneurs, watch as three clients are honored for their accomplishments and shop in our marketplace where 40 women-owned businesses showcase their products and services.

Giving Opportunities

WomenVenture needs your support to help fund our business training programs for budding entrepreneurs, and to provide scholarships for those who would not otherwise be able to afford them. Our goal is to remove barriers to success for women by making our classes affordable, and providing a community of support for women to continue meeting in peer circles after the courses are over. With your donation, you can help women build businesses that allow them to be financially independent.

Leadership:

Elaine Wyatt CEO WomenVenture

Board of Directors - Officers:

Jenny Verner, Chair Cargill, retired

Autumn Way, Vice Chair Area President, Wells Fargo

Tammy Schuette, Treasurer **EVP & Corporate Controller,** TCF Bank

Alyson Van Dyk, Secretary Partner, Dorsey & Whitney, LLP

Jandeen Boone, Chair Emeritus

Senior Attorney, Commercial, Ecolab

Board of Directors - Members:

Lindsay Bickler

Audit Senior Manager, Deloitte & Touche

Shelly Elmore,

Publisher, Twin Cities Business

Laura Fries

Managing Director & Executive V.P., Baker Tilly Executive Search, LLC

Meghan Harris

Senior V.P. & Corporate Counsel, Bremer Financial Services, Inc.

Navana Jha

Senior V.P. & Private Client Advisor, U.S. Trust, Bank of America Private Wealth Management

Andrea Hitzemann-Johnson

VP & Portfolio Manager Team Leader, U.S. Bank

Kelly Larmon Senior Counsel, Thrivent

Danielle Lohbeck Senior Manager International Tax Services, Ernst & Young

Crystal Manik

Marketing Business Mgr., Corp. Sponsorship-Outreach, Xcel Energy

Jeri Meola

V.P. of Insights, PureSafety Group

Nelima Sitati Munene **Executive Director, ACER**

Aruna Nookala

Director, Quality Management Systems, 3M Healthcare

Carla Pavone

Associate Director, Holmes Center for Entrepreneurship, Carlson School of Management, UMN

Shelley Peterson

Vice President, Business Banking, BMO Harris Bank N.A.

Cristen Purdy

V.P. & Commercial Loan Officer, Venture Bank

Sonya McCullum Roberts President, Growth Ventures & Strategic Pricing, Cargill

Linnea Solem President, Solem Risk Partners, LLC.

Lisa Kramer Rodacker

Organization Effectiveness Manager, Deluxe Corporation

Rosa Tock Legislative & Policy Liaison,

MN Council on Latino Affairs Rebecca Wall

CPA, 2nd V.P., Global Treasury, The Travelers Companies, Inc. **Brooke Weddle**

V.P., Org Solutions, McKinsey & Company



WomenVenture helps aspiring entrepreneurs develop profitable businesses through training courses, individual business consulting, access to loans and the support of a strong community of women.

All our welcome, and we particularly encourage those with economically and racially diverse backgrounds to work with us.

YOUR GENEROSITY HELPS WOMEN BUILD SUCCESSFUL BUSINESSES THAT ALLOWS THEM TO EARN A LIVING WAGE AND SUPPORT THEIR FAMILIES.



womenventure.org

Trains Entreprenenurs | Advises Businesses | Provides Loans | Creates Jobs



Address

5215 Edina Industrial Blvd., Suite 400 Minneapolis, MN 55439

Website

youthfrontiers.org

Phone

952-922-0222

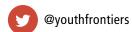
About Us

Annual Revenue: \$4,761,600 Number of Employees: 67 Established: 1987

SOURCES OF FUNDING









MISSION: Youth Frontiers (YF) is a nonprofit, non-partisan organization that provides schools with experiences that inspire character, civility and community.



About Us

YF leads one-day retreats that are catalysts for positive, school-wide shifts in culture. Through engaging activities, music, small groups, presentations and large-group sharing, our retreats challenge students to stand up for respect, act with moral courage and show a sense of personal responsibility. Youth Frontiers also offers educator retreats to help schools support their educators and create cohesive teams all focused in a common direction: their students.

Since 1987, YF has worked with nearly 2 million students and educators. This school year alone, we will impact more than 126,000. We credit our reach in great part to the educators, donors, corporations, foundations and community members who are champions of our mission.

Giving Opportunities

We want every school — private, public, charter or parochial — to be able to afford Youth Frontiers retreats. Schools pay 55 percent of the retreat cost while the philanthropic support of individuals, foundations and corporations covers the remaining 45 percent. This model keeps retreat costs affordable for schools while keeping schools vested. It also allows communities to participate financially in the character development of the next generation.

Here's what your support can do:

\$250 covers the travel costs of two retreats.

\$500 allows 30 students to attend a retreat focused on kindness, courage or respect.

\$1,000 allows 35 educators to attend a half-day workshop designed to build a cohesive and supportive community.

\$5,000 subsidizes the philanthropic share of two retreats, keeping YF's programs affordable for all schools.

\$10,000 helps YF develop new and innovative ways to sustain the impact of our retreats through evaluation, follow-up materials and social media.

Your investment in Youth Frontiers makes all the difference.

Visit **youthfrontiers.org/tcgiving** to support our mission today.

Board of Directors:

Kenneth M. Bird, Ed. D.Avenue Scholars Foundation, President & CEO

Joe Cavanaugh Youth Frontiers, Inc., Founder & CEO

John Dulin Corning, Vice President

John Forliti Retired Chaplain; Community Leader

Karen Hohertz-Jacobs

Best Buy, Senior Director, Procurement Operations and Cost Transformation

Dr. Bruce H. Jackson

The C. Charles Jackson Foundation, Executive Director; The Institute of Applied Human Excellence, CEO

Dwight Johnson

Retired Chrysler Corporation Executive; Community Leader

Tom Langseth

Allianz Life of North America, Senior Vice President, Distribution Relationship Management

Jim McCorkell

College Possible, Founder & CEO

Chuck Mooty

Jostens, President & CEO

Jon Reissner

Activar, President

Fred Senn

Fallon Worldwide, Founding Partner

Heather Teskey*

Deluxe, Financial Services, Chief Marketing Officer

Ryan Vandewiele

Hubbard Broadcasting, Vice President, Associate General Counsel

Prince Wallace

West Central Environmental Consultants, Inc., CEO

Dr. David Walsh

Mind Positive Parenting, Founder & CEO

Duke Zurek

Apple, Inc., Director of Retail Stores
*Board Chair

Youth Frontiers





Youth Frontiers is building a better tomorrow by inspiring students across the Midwest to live with greater character. Be a part of our 30-year legacy and help us build positive school communities.

youthfrontiers.org/tcgiving

eliminating racism empowering women

Minneapolis

Address

1130 Nicollet Mall Minneapolis, MN 55403

Website

ywcampls.org

Phone

612-332-0501

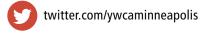
About Us

Annual Revenue: \$22.5MM in FY18 Number of Employees: 508 Established 1891

SOURCES OF FUNDING













Leadership:



Luz Maria Frias, President and CEO



Ramya Rauf, Chief Financial Officer



Colleen Wigg, Chief Operating Officer



Kari Clark, Chief Development Officer

MISSION: YWCA Minneapolis is dedicated to eliminating racism, empowering women and girls, and promoting peace, justice, freedom and dignity for all.



About Us

Eliminating Racism & Empowering Women

Racism in our community is one of the biggest hindrances to growth. For more than 125 years (founded in 1891), YWCA Minneapolis has worked to create opportunities to overcome social injustice, particularly in matters of gender and race.

Support from the community allows YWCA Minneapolis to equip more than 30,000 people in the Twin Cities to create brighter futures for themselves. What it takes to do that and more is \$6 million+ annually.

Our work serving girls and youth, women and their families inclusive of all cultural backgrounds is viewed through the lens of racial justice and gender equity. We believe in the power of education, empowering our youth through leadership.

Signature Events

Circle of Women

Attendees generously contribute \$1 million as they listen to girls and women whose lives have been changed in small and profound ways share their stories. Join us May 8, 2019! wwcampls.org/circle



Women's Triathlon

In August more than 1,400 triathletes, ages 11-80 participate in a race dedicated to celebrating the strength in all women. Join us August 11, 2019! ywcampls.org/womenstri

It's Time to Talk: Forums on Race™

Each October more than 1,400 diverse leaders from business, education, arts and community service come together to move Minnesota forward through honest conversation and action to improve race relations and eliminate racism. Join us October 2, 2019! ywcampls.org/IT2T

Annual Giving & Legacy Gifts

Your generosity as an individual, business or foundation makes it possible for YWCA Minneapolis to continue to play an important role in our community, sustaining us with annual, planned and capital gifts. ywcampls.org/donate

Volunteer Opportunities

YWCA Minneapolis offers meaningful opportunities to have impact and connect to our mission. Get involved. ywcampls.org/get_involved

Give. Help Eliminate Racism. Get Involved.

Board of Directors:

Sara Ahluwalia, Community Volunteer, Retired Attorney

Ani Backa, US Director, Sonnen

Melissa Barra, SVP, Chief Strategy and Customer Relationships: Sleep Number by Select Comfort

Darlynn M. Benjamin, Nonprofit Executive

Kate Mullin Berman, Business Strategy and Research

Cheryl Cooper Boyd, Educational and Organizational Consultant

Lisa Montpetit Brabbit,

Senior Asst Dean, External Relations and Programs: University of St. Thomas Law School

Liza A. Dopp, Marketing Manager, Corporate Strategy: General Mills, Inc. Angela Davis Drew, Host, MPR News

Michele Durkin,
Director of Talent Acquisition,
Thrivent Financial

Kweilin Ellingrud, Partner,

McKinsey & Company, Inc. **Luz María Frías,** President &

CEO, YWCA Minneapolis

Debbie L. Galka.

Senior Vice President and Chief Risk Officer, Wealth Mgmt & Securities Services: US Bank

Pamela K. Graika, Community Volunteer,

Retired Corporate Executive

Laurie Hodder Greeno, Community Volunteer, Retired Corporate Executive

Deborah B. Hilke, Principal Litigation Counsel, Medtronic, Inc. **Lakeeta Hill,** Director of Executive Administration & Corporate Governance, Cargill, Inc.

Lisa Huey, Financial Advisor, OKH Wealth Management

Loan Huynh, Shareholder, Immigration Group: Fredrikson & Byron

Remi Kent, Global Brand & Strategy Leader, Consumer Brand Group: 3M

Tami A. Kozikowski, Community Volunteer, Retired

Corporate Executive

Jennifer Laible.

President, Antenna **Kathy Longo**,

President and Four

President and Founder, Flourish Wealth Management Gwen McFadden-Vincent, President, Risk Management

Consulting Services, LLC

Jeninne McGee, SVP.

Enterprise Implementation and Operational Risk Assessment: Ameriprise

Bonnie Speer McGrath, President, TruScribe

Mallory Mitchell, Development Manager, Urban League

Dr. Val Moeller, (Chair) Retired Higher Education President

Tracy Moosbrugger, Managing Director, Wells Fargo

Dr. Christie Cozad Neuger, Professor Emerita, Brite Divinity School at Texas

Christian University

Mary Lynne Perushek,

(Treasurer) Community Volunteer, Retired Corporate Executive Stacy O'Reilly, President, Plunkett's Pest Control

Susan Bass Roberts, Vice President, Executive Director: The Pohlad Family Foundation

Carissa Rollins, CIO, UHC, Employer and Individual, United Healthcare

Sara Russick, President, Russick LLC

Bria Shea, Director, Regulatory

Beth Smits, Vice President, Strategic Growth: Best Buy Co.

Susan Williams, Senior Director of Marketing, Ecolab

Margaret A. Wood, Community Relations Director, Best Buy

YWCA Minneapolis



Together we empower girls and youth, women and their families inclusive of all cultural backgrounds. WE WELCOME ALL.

For over 125 years, we have been on a mission to:

- Advance Diversity and Inclusion
- Further Race and Gender Equity
- Create Leaders
- Improve Health and Well-being
- Welcome Everyone



GIVE. HELP ELIMINATE RACISM. GET INVOLVED.



A SUPPLEMENT OF

TWIN CITIES BUSINESS

