



2014-2016

MANKATO AREA FOUNDATION
PHILANTHROPY REVIEW



No Place Like Home

A LETTER FROM NANCY ZALLEK, EXECUTIVE DIRECTOR



My family has deep roots in this community. For five generations, we have lived and worked in the Greater Mankato area. It is our home, the place where we feel most comfortable and the place we are committed to supporting.

One of the ways we have done that is through our involvement in the nonprofit organizations that help form the fabric of this community. My mother and father have been incredible role models of that. Both were active in the community as I was growing up. In fact, my mom was one of the founding board members of the Mankato Area Foundation. Even now, at ages 85 and 87, they are still involved. Mom sits on the YWCA board and Dad continues to lend his fundraising prowess to several organizations. Their dedication to giving back to the community they call home inspires me and helps me focus on the importance of what this Foundation does for Greater Mankato.

In the past year, the Mankato Area Foundation has been able to have a huge impact locally—and all of it is thanks to the generosity of our donors. Everything we do is made possible by people who choose to give where they live, whether through donor advised funds, scholarships, planned gifts or other donations.

We have collected only a small sampling of the stories that are worth telling in this publication—there are many, many more yet to tell as well. I hope that

as you read about the generosity of the people who live and work in this community you will understand why it is so important to support the Mankato Area Foundation, and why the work we do here matters.

You will be hearing more from me in the near future about our upcoming campaign that encourages the spirit of giving and the work that can be accomplished in this community through the generous contribution of time, talent or treasure. We're calling it the "Giving Looks Good on You!" campaign, because we believe all of us have a responsibility to support the community that supports us—whether we've been here for five generations or five years.



Please take the time to read more about the work of the Mankato Area Foundation—and about the generosity that makes that work possible.

All my best,

A handwritten signature in black ink that reads "Nancy Zallek". The signature is written in a cursive, flowing style with a large, decorative flourish at the end.

Nancy Zallek

Executive Director

Mankato Area Foundation

Mankato Area Foundation Shared Spaces – A Center for Nonprofit Collaboration

HOW PHILANTHROPY CHANGED GREATER MANKATO'S NONPROFIT SECTOR.

When Nancy Zallek mentioned the idea of buying a building for the Mankato Area Foundation and sharing that space with other local nonprofits to Ogden Confer, he was immediately intrigued.

His dad, who was one of the founders of the Foundation, had proposed the concept when he served on the Foundation board—but apparently, he was ahead of his time. “He would say, in regards to nonprofits in Mankato, that they really should get together in one space to share overhead costs, save money and share ideas,” Confer said. “So when Nancy mentioned the Shared Spaces concept, it immediately grabbed my attention.”

Ogden and his wife Jane, who have both served as board chairs in the past, knew they wanted to be involved when Zallek approached them about the possible acquisition of the building formerly housing Blethen Gage & Krause Law Firm on Second Street in Mankato. The Confers were among a small group of donors who helped raise the \$750,000 needed to buy the building. State and local foundations saw the value in this unique approach and helped to fund the \$500,000 renovation of the building.

“The location is ideal,” said Jane Confer. “It’s in the heart of downtown and it has ample parking—and for clients of limited means, having that kind of access is so important.”



The Shared Spaces building, which opened last fall, now houses the Mankato Area Foundation, Greater Mankato Area United Way, Greater Mankato Diversity Council, Life-Work Planning Center, Minnesota Council of Nonprofits, Miracle League of North Mankato and YWCA Mankato. Each organization has a space of its own along with access to shared conference rooms, reception area, kitchen and bathrooms. None of the organizations pay rent; instead, they all pay a share of the overhead costs, including electricity, heat and other utilities.

“It has significantly reduced our costs for office space, phone, et cetera,” says Jean Keenan, executive director of Life-Work Planning Center. “That means more dollars are available to provide services to our target population of displaced homemakers and women in transition.”

Keenan says the Life-Work Planning Center board was eager to be part of the Shared Spaces building because of the opportunities to collaborate with other nonprofits, improve its own capacity

There are so many excellent organizations in the building and throughout the community who are doing the behind-the-scenes work in an attempt to increase equity and inclusion for everyone in our community.



to serve clients and avoid duplication of efforts with other nonprofits. She commented that several of her colleagues at other nonprofits feel the same way.

“I think it is tremendously helpful to have a space that can be used as a sort of ‘hub’ for community networking meetings and to increase visibility of the nonprofit sector in our area,” Keenan said. “There are so many excellent organizations in the building and throughout the community who are doing the behind-the-scenes work in an attempt to increase equity and inclusion for everyone in our community. The simple existence of the building raises awareness, I think.”

The Confers are excited to think about the possibilities that now exist because of this building. “We can just imagine the brain trust that will be able to sit down, have a cup of coffee together and talk about the issues in the community,” Jane said. “The ideas that can come out of this are just limitless.”

They are eager to see what the next several years bring for the organizations in the Shared Spaces building. They expect to find them flourishing, which would make them very happy. “We no longer live in Mankato, but our family history is there and it is very near and dear to our hearts,” said Jane Confer. “Seeing the Foundation doing this is very gratifying to us.”

It’s also gratifying to see the idea Ogden’s dad had so long ago take shape. “He was so right,” Ogden said. “It’s been great to see this come to fruition.”



MANKATO AREA FOUNDATION SHARED SPACES RECEIVES HONORS

Since its opening in 2015, Mankato Area Foundation Shared Spaces—A Center for Nonprofit Collaboration has been recognized by multiple groups for its resourcefulness, design and philanthropic mission.

EIDE BAILLY RESOURCEFULNESS

The Mankato Area Foundation’s Shared Spaces building was the runner-up for Eide Bailly’s 2015 Resourcefulness Grand Prize in Minnesota. “The important work of these organizations is often hampered by budget constraints that force them to function in inadequate space, with insufficient resources and limited technology,” stated Eide Bailly’s nomination. “Shared Spaces is designed to remedy these difficulties and empower our nonprofit community and community donors to support a healthy, vibrant Mankato-area community.”

CITY CENTER PARTNERSHIP CITYDESIGN

Each year, The City Center Partnership’s CityDesign Awards of Excellence recognize architectural and design enhancements that positively impact City Center Mankato. Shared Spaces received a CityDesign Award in the Renovation category in 2016 for creating a vibrant, welcoming workplace for several nonprofit partners.

MINNESOTA COUNCIL OF NONPROFITS

RESPONSIVE PHILANTHROPY

Minnesota Council of Nonprofits named the Mankato Area Foundation’s Shared Spaces project as a finalist for a statewide award for Mission and Excellence in the category of Responsive Philanthropy.



MANKATO AREA FOUNDATION
SHARED SPACES
A CENTER FOR NONPROFIT COLLABORATION

Perking Up the Park

THREE DECADES AFTER ITS ORIGINAL INVOLVEMENT IN DEVELOPING WILLIAMS NATURE CENTER, THE MANKATO AREA FOUNDATION PROVIDED ANOTHER GRANT TO HELP REVITALIZE IT.



In 1985, when the Williams Pipeline Company donated the land that would become the Williams Nature Center near Mankato, the Mankato Area Foundation immediately stepped up to help develop the land into a handicapped-accessible park.

Working with community leaders, the Foundation helped pave more than a mile and a half of trails leading to beautiful overlooks and a log-cabin interpretive center. It helped build a fence along the side of the cliff to keep visitors safe. It helped install more than a dozen interpretive signs throughout the park. And then, it helped place a plaque on the interpretive center, dedicating the center and the park to Blue Earth County and thanking everyone who played a role in its development.

Thirty years later, the Foundation once again stepped up to help revitalize the recreational area.

In 2015, the Mankato Area Foundation made a grant of more than \$13,000 to install new signage at Williams Nature

Center. The six signs provide educational information on different elements of the park—including native animals, plants, trees, fish and more. Each sign is paired with an informative audio tour as well.

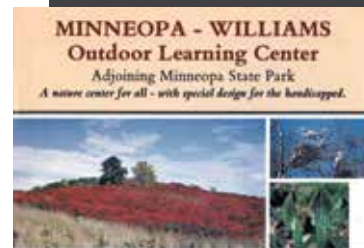
The park, which is located off of State Highway 68 near Minneopa State Park, had fallen into disrepair in recent years—prompting some of the original volunteers who had helped create the park to demand that Blue Earth County do a better job maintaining it.

Since then, the trails and parking lot have been improved and security cameras have been installed. New fencing is planned as well.

Executive Director, Nancy Zallek, says the Mankato Area Foundation is pleased to be able to provide funds to continue the work that was started in 1985. "The Foundation has a long-standing history with the park and was instrumental with community support and donations, along with the donation of land from Williams Pipeline Company and the tireless efforts of Mr. Lloyd Vollmer, Perry Wood and

several other citizens who were key in establishing this beautiful resource for the public to enjoy," she said. "On behalf of the Mankato Area Foundation and its board members, we hope you enjoy your experience visiting this special park."

Williams Nature Center 1985



Mankato Area Foundation Community Grants

FALL 2014

Minnesota State University, Mankato

Formula SAE Project, \$1,500

South Central Service Cooperative

Young Writers & Artists Conference, \$1,500

Maritime Heritage Minnesota

Blue Earth County Dugout Canoe, \$1,522

Junior Achievement of Greater Mankato

Program Support, \$3,500

Leisure Education for Exceptional People (LEEP)

Technology Upgrade, \$5,000

SMILES Center for Independent Living

Assistive Technology for Lending Library, \$5,000

Minnesota State University, Mankato

Scholarships, \$6,000

Minnesota State University, Mankato

Southern MN Regional Science and Engineering Fair, \$6,000

SPRING 2015

Blue Earth County Parks Department

Williams Nature Center Revitalization Project, \$13,194

Children's Museum of Southern Minnesota

Robotics Lab, \$5,000

City Center Partnership, Aesthetics & Livability Committee

Arts and Historic Enhancement Plan, \$10,000

Feeding Our Communities Partners

Backpack Food Program Assembly Area Project, \$3,000

Mankato Area Community Band/Lincoln Dramatic Play Group

Blue Earth County Courthouse Lawn Party and Concert, \$1,100

Mankato Symphony Orchestra

Rockin' Fourth of July Free Community Concert, \$7,500

Merely Players Community Theatre

Community Theatre Infrastructure Improvements, \$5,930

Royal Family KIDS Mankato

Scholarships, \$5,000

YWCA Mankato

Girls Programming, \$5,500

FALL 2015

Connecting Kids

Connecting Kids Outreach, \$18,000

Minnesota State University, Mankato

Southern MN Regional Science and Engineering Fair, \$5,000

Minnesota State University, Mankato

College of Science, Engineering and Technology
STEM Support Scholarship, \$5,000

MRCI WorkSource

Arts Programming, \$5,000

South Central Service Cooperative

Young Writers & Artist Conference, \$1,500

Twin River Council for the Arts

Technology Upgrades to Online Community Calendar, \$7,500

VINE Faith in Action

Hearing Technology for Education, \$3,500

SPRING 2016

The Miracle League of North Mankato

Matching Grant for Fallenstein Playground, \$60,000

City of Mankato

Sibley Barn - The Giving Barn, \$40,000

Gustavus Adolphus College

Nobel Conference High School Outreach Project, \$10,000

Mankato Symphony Orchestra

Rockin' Fourth of July Free Community Concert, \$5,000

South Central College

Scholarships, \$5,000

City Center Partnership, CityArt Committee

Flood Wall Mural Project, \$6,000

Focusing on Family

THE PAGE JONES RICHARDS FAMILY FUND MAINTAINS ITS FOCUS ON FAMILY PRIORITIES, EVEN AS PART OF THE MANKATO AREA FOUNDATION.

Sarah Richards has one word for why her family decided to convert their foundation to a donor advised fund run by the Mankato Area Foundation: trust.

“You have to be able to trust that whoever is managing it will manage it right,” she said. “You have to know that names will be spelled correctly and that dollar amounts won’t get changed. Those things are important. And this is what the Mankato Area Foundation does. It’s the business that they are in, so they know how to do it well.”

Richards is one of four people who advise the Foundation on the distribution of the Page Jones Richards Fund. Mother Marcia Richards, sister Jessica Richards-Palmquist and brother David Richards are also involved. The four of them have each been responsible for designating certain portions of the fund for almost 20 years. They made the decision to house the fund with the Mankato Area Foundation in 2015.

“When we began the conversation with the Foundation board, they pointed out the strengths that they bring to the table,” Sarah Richards said. “And those strengths resonated with us.”

One of the biggest selling factors was the local nature of the Mankato Area Foundation. When Marcia Richards’ mother, Mildred Jones, established the fund in the late 1990s, Marcia asked her children to help develop the guidelines for how to distribute the money—and they agreed to focus on education, children, women, women as entrepreneurs and social concerns. But



Marcia added an additional component to those guidelines.

“I wanted all of us to do at least some of our giving in the communities in which we live,” Marcia Richards said. “To make it meaningful, each of them needed to give some where they might be better able to see the direct impact.”

Sarah and Marcia Richards both currently live in the Mankato area and support several local organizations. David Richards lives in Lake Crystal and designates much of his portion there. Jessica Richards-Palmquist lives in Fort Collins, Colo., which is where she distributes her portion as well. The Mankato Area Foundation is able to accommodate all of these designations.

“We like to do things where we know the dollars will be able to stay 100 percent local,” Sarah Richards said. “We want to know that we are going to be able to have an impact on the needs we want to impact.”

One of the other benefits that resonated was the fact that should the day come

that no family members are around and able to direct the fund, the Mankato Area Foundation is prepared to continue distributing gifts in their name. “It is good to know that when the current family members are no longer living or local, the Foundation will know what to do with it,” Sarah Richards said. “We know they know what’s important to us.”

The Richards said they would recommend working with the Mankato Area Foundation to other family foundations as well. They appreciate the way their fund has been handled, the professionalism that the Foundation has shown and the opportunities the relationship creates for collaboration.

“It’s nice to be able to direct people who want to request gifts directly to the Foundation,” Marcia Richards said. “That way, if it’s not a request that fits our criteria, the Foundation can make recommendations about other funds that might be better fits. So it benefits everyone.”

Donor Advised Fund Grants

2014-2016

Children's Museum of Southern Minnesota
Building Fund, \$85,000

YWCA Mankato
It's Time to Talk: Forums on Race, \$31,000

Children's Museum of Southern Minnesota
Building Fund, \$20,000

Children's Museum of Southern Minnesota
Building Fund, \$20,000

Minnesota State University, Mankato
AVID Programming, Scholarships and Theater
Performance, \$20,000

Minnesota State University, Mankato
MSU Hockey Program Building Renovation, \$16,667

Colorado State University Foundation
Scholarships, \$15,000

Minnesota State University, Mankato
AVID Programming, Scholarships and Theater
Performance, \$15,000

YWCA Mankato
It's Time to Talk: Forums on Race, \$14,000

Educare Foundation
Educator Initiative Grants, \$12,500

Colorado State University Foundation
Scholarships, \$11,500

ECHO Food Shelf
Egg and Milk Vouchers, \$10,000

ECHO Food Shelf
Egg and Milk Vouchers, \$10,000

Educare Foundation
Educator Grants Program, \$10,000

Feeding Our Communities Partners
Backpack Food Program, \$10,000

Feeding Our Communities Partners
Backpack Food Program, \$10,000

Junior Achievement of Greater Mankato
Titan Business Challenge & Company Program, \$10,000

South Central College
Classroom Technology and Scholarships, \$10,000

South Central College
Scholarships, STEM Career Day, \$10,000

VINE Faith in Action
Adult Literacy Center, \$10,000

VINE Faith in Action
Adult Literacy Center, \$10,000

Waseca County Veterans Memorial Committee
Veteran Memorial, \$10,000

Committee Against Domestic Abuse (CADA)
Camera Technology and Agency Programming, \$9,000

Minnesota State University, Mankato
College of Business, \$8,500

YWCA Mankato
Program Support, \$7,000

YWCA Mankato
Program Support, \$5,500

YWCA Mankato
Women of Distinction Event, \$5,500

Children's Museum of Southern Minnesota
STEM Field Trip Transportation, \$5,000

Committee Against Domestic Abuse (CADA)
Camera Technology, \$5,000

Connecting Kids
Outreach Programming, \$5,000

Feeding Our Communities Partners
Backpack Food Program, \$5,000

Greater Mankato Diversity Council
Promoting Respect Workshops, \$5,000

Greater Mankato Diversity Council
Prejudice Reduction Workshops, \$5,000

Gustavus Adolphus College
Nobel Conference, \$5,000

Junior Achievement of Greater Mankato
Titan Business Challenge & Company Program, \$5,000

Junior Achievement of Greater Mankato
Program Support, \$5,000

Lake Crystal Area Recreation Center
Senior Programs, \$5,000

Lake Crystal Area Recreation Center
Senior Programs, \$5,000

Leisure Education for Exceptional People (LEEP)
Youth Programming, \$5,000

Leisure Education for Exceptional People (LEEP)
Youth Programming, \$5,000

Lifeworks Services
Technology Lab, \$5,000

Lifeworks Services
Technology Project, \$5,000

Lutheran Social Services - The Reach
Youth Drop-In Center, \$5,000

Mankato Health Care Foundation - Mayo Clinic
Health Literacy Outreach, \$5,000

Partners for Affordable Housing
Shelter Kitchen, \$5,000

Spare Key
Southern Minnesota Housing Assistance, \$5,000

St. Peter Childcare Program
Come Grow With Us, \$5,000

Twin Valley Council, Boy Scouts of America
Crew Kato 77 Project, \$5,000

Waseca-Le Sueur Library
Level Up! STEM Programming, \$5,000

YWCA Mankato
Walking in Two Worlds & Girls on the Run, \$5,000

Wellcome Manor Family Services
Technology Project, \$4,500

Life-Work Planning Center
Women in Transition Program, \$4,000

Maple River Loaves & Fishes
Milk and Egg Program, \$4,000

Crystal Waters Project
Program Support, \$3,500

YWCA Mankato
Walking in Two Worlds, \$3,500

Lake Crystal Area Recreation Center
Program Support, \$3,000

Mankato Area 77 Lancers Marching Band
Scholarship Fund, \$3,000

Ruth's House of Hope
Transitional Shelter Program, \$3,000

Science Museum of Minnesota
Southern Minnesota Engineering School
Outreach Tour, \$3,000

Twin Valley Council, Boy Scouts of America
Camp Scholarships, \$3,000

Mankato Family YMCA
STRIDE Program, \$2,500

Mending Spirits Animal Rescue
Animal Rescue and Adoption Services, \$2,500

Open Door Health Center
Community Outreach in Behavioral Health, \$2,500

PEO Foundation
Program Support, \$2,500

Science Museum of Minnesota
Southern Minnesota Engineering School
Outreach Tour, \$2,500

Greater Mankato Area United Way
Annual Giving, \$2,000

Kids' Corner
Classroom Technology, \$2,000

Lake Crystal Wellcome Memorial School District
Climbing Wall, \$2,000

YWCA Mankato
Program Support, \$2,000

Lake Crystal Boy Scout Troop 1
Program Support, \$1,500

MN Adult & Teen Challenge
Program Support, \$1,500

South Central College
Program Support, \$1,500

YWCA Mankato
Women's Leadership Program, \$1,350

Camp Sweet Life Adventures, Inc.
Program Support, \$1,000

Children's Museum of Southern Minnesota
Program Support, \$1,000

Children's Museum of Southern Minnesota
Cecil's Imagineering Loft, \$1,000

Face It Foundation
Program Support, \$1,000

Face It Foundation
Alive at the Market, \$1,000

Greater Mankato Area United Way
Program Support, \$1,000

Salvation Army of Mankato
Program Support, \$1,000

Southern Minnesota Regional Legal Services
Legal Fair, \$1,000

St. Peter Choral Society
Annual Concert, \$1,000

The 410 Project
Program Support, \$1,000

City of Mankato
Mary Dotson Skating Rink, \$558

Independent School District 20
6th Grade Ski Trip, \$500

KMSU Radio
Program Support, \$500

Lake Crystal Wellcome Memorial School District
Program Support, \$500

The 410 Project
Program Support, \$500

Feeding Our Communities Partners
Backpack Food Program, \$360

VINE Faith in Action
Program Support, \$250

Blue Earth County Historical Society
Program Support, \$200

Betsy Tacy Society
Program Support, \$100

Starting with a Scholarship

MICHELLE AND DAVID SCHOOFF ESTABLISHED SCHOLARSHIPS WITH THE MANKATO AREA FOUNDATION IN 2013—BUT THEY EXPECT TO DO MORE AS TIME GOES BY.



When Michelle Schooff's dad died in 2013, she knew exactly how she wanted to memorialize him: with a scholarship given in his name each year. And Michelle and her husband David knew exactly how they would create that scholarship, as well as another in honor of David's father: through funds set up with the Mankato Area Foundation.

"We thought the scholarships were a great way to start our fund and give back to our community," Michelle said.

The Schooffs had been planning to create a charitable fund through the Mankato Area Foundation at some point. David had served as the chair of the Foundation Board and recognized the kind of impact the Foundation can have in the community. "It was always in the back of our minds," David said. "We truly believe that there is no other organization that allows you to have this kind of impact on the community."

The two scholarships they've established are just a start. Their intention is to grow their fund in the years to come.

"We started small," Michelle said. "But we have been able to increase the amount given in the scholarships every year, and we plan to continue growing our funds over the years as well. It was important to us to get it started—even though we didn't have a million dollars to start it with."

"The truth is, you don't need anywhere near that much," added David. "You can start it at whatever amount you can and then contribute to it each year."

Although many people wait until they're near retirement or even finalizing their will to think about establishing such funds, the Schooffs began the process when they were in their late 30s. Now they encourage their peers to start thinking about doing the same thing, sooner rather than later.

"We would challenge anybody our age to do this," David said. "When you start early, you can have a bigger impact over time."

Already, David and Michelle have been able to see the impact they've had on

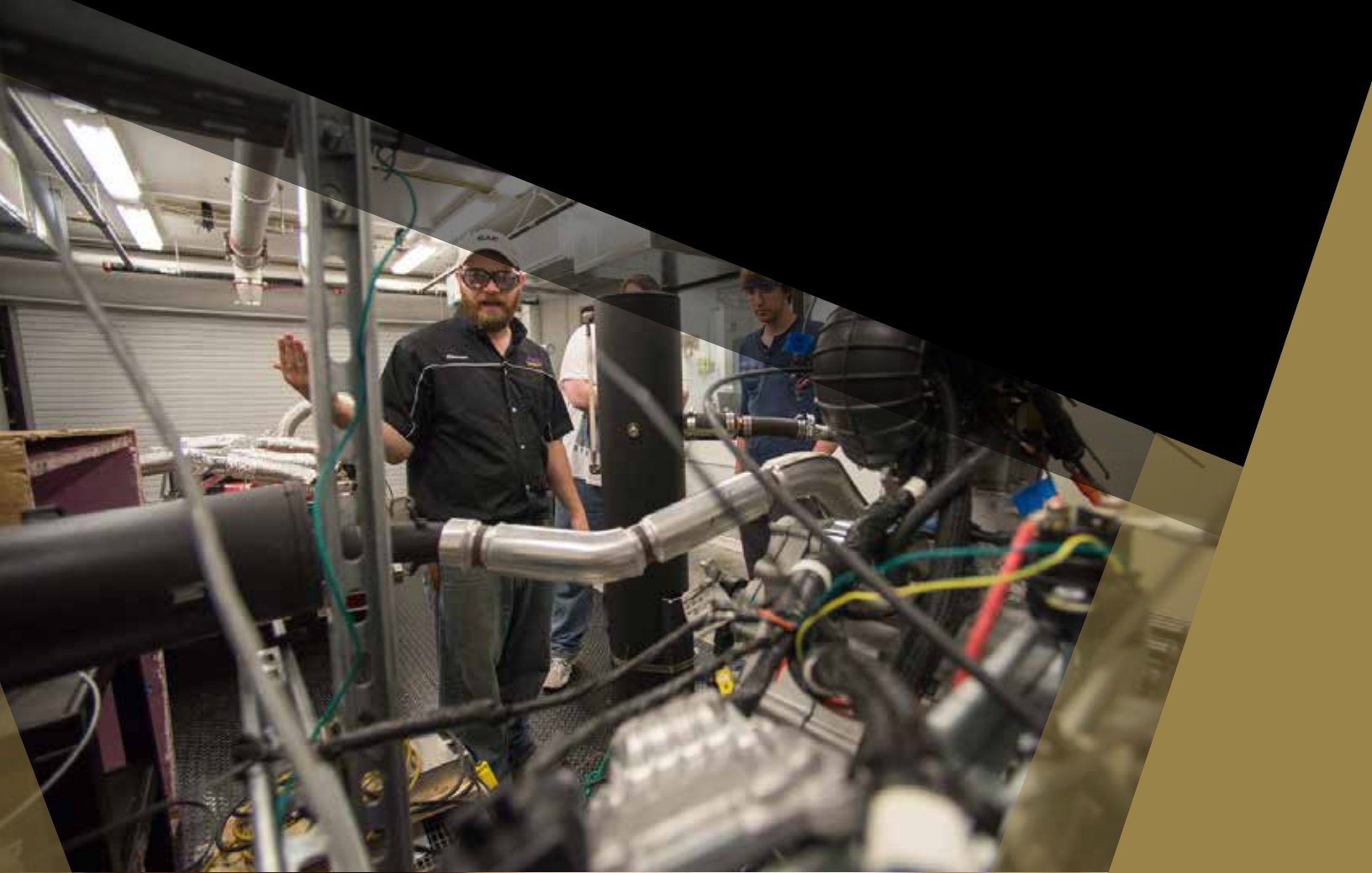
the recipients of their scholarships. Michelle, who travels to her hometown of Adams, Minn., each spring to present the award, especially enjoys calling the student to tell them the good news. Because the criteria for that scholarship is geared toward students who are going into an agricultural-related field rather than the highest achieving students, the recipients usually aren't receiving several other scholarships.

"This year, when I called the student we had selected, his response was, 'Are you serious? Seriously? You picked me?'" Michelle said. "For me, I always try to think about who my dad would have picked. And when I go down and present it, it's a very emotional, sentimental and cool day."

This is a way for us to recognize our fathers and the impact they had on our lives.

The scholarships, David and Michelle agree, are a first step for them.

"This is a way for us to recognize our fathers and the impact they had on our lives," David said. "As we get older, we want to be able to do more. Mankato has been good to us, and we hope to be able to do more and to give more back to this community."



A Plan They Can Live With

HOW A DONOR ADVISED FUND HELPED JIM AND KATHRYN VONDERHARR PLAN THEIR ESTATE—AND FINALIZE THEIR WILL.



Jim and Kathryn Vonderharr laugh that during their 22 years of marriage, they've updated their will multiple times. But the couple is fairly sure that they won't need to change it again, now that they've set up a donor advised fund with the Mankato Area Foundation.

"We shouldn't have to change our will again," Jim said. "Now, we just have to call Nancy if we want to discuss something."

Nancy Zallek, the executive director of the Mankato Area Foundation, helped the Vonderharrs simplify their estate planning with the donor advised fund. She worked with them to designate the beneficiaries of their estate—which include St. Cloud State University, from where they both graduated, as well as Minnesota State University, Mankato—and to create guidelines for the dispersal of their funds when they are gone.

"Nancy spent a lot of time getting to know us and our interests," Jim said. "She really helped us discover our focus for the fund."

"We felt fortunate that we could structure it any way we wanted to," Kathryn added, "but with a lot of advice."

The decision to work with the Mankato Area Foundation came after a friend recommended that the Vonderharrs work with the Central Minnesota Area Foundation to establish a gift for St. Cloud State University; that foundation in turn directed them to the Mankato Area Foundation. After discussing their plans, the Vonderharrs decided that it made the most sense to work primarily with their local foundation, which could distribute the funds in any direction the Vonderharrs wished.

"It was a much more efficient solution, long term, for the use of the funds," Jim said.

Meeting with Zallek helped the Vonderharrs think about the legacy they wanted to leave. She got together with them over a period of time, helped them lay out their ideas and then talked them through how to complete them. That process allowed them to carefully consider what they wanted to focus on.

"Education is very important to both of us," Kathryn said. "But we didn't want to only put money into scholarships. We wanted money to go to students and professors and their projects."

The couple identified five areas of interest where the funds could be used for at both St. Cloud State and Minnesota State University, Mankato. Professors would be able to make requests for funding for specific projects and the Foundation will decide if it fits the criteria. "It allows for more flexibility on the recipient's end," Jim said. "We're charging the Foundation with the responsibility of deciding who gets the funds."

It's been a very easy, satisfying experience.



In addition to the universities, they have provided direction about other organizations they'd like their fund to support—including community art efforts and initiatives that benefit women. And if another issue becomes a priority to them, they can just call Nancy to let her know.

"It's been a very easy, satisfying experience," Kathryn said. "There's been no pressure at all."

"Now," Jim added, "we hope to help others make the same decision."

Scholarships

2015

MARLYN R. HEINTZ SCHOLARSHIP FUND

Shealyn Kawlewski, \$5,000

Augsburg College

Kelly Holmin, \$2,000

St. Norbert College

Elizabeth Megard, \$1,500

University of Wisconsin-La Crosse

Mikaela Plank, \$1,500

Gordon College

OGDEN W. AND JANE M. CONFER SCHOLARSHIP FUND

Benjamin Rorem, \$2,500

Gustavus Adolphus College

DUSTIN LEMKE MEMORIAL SCHOLARSHIP FUND

Ashlee Henderson, \$500

Wartburg College

Cory Weston, \$500

Gustavus Adolphus College

PHILIP M. SCHOOFF HONORARY SCHOLARSHIP FUND

Kassidy Lessman, \$750

Bradley University

GARY W. STROUP MEMORIAL SCHOLARSHIP FUND

Marcus Thompson, \$750

Northeast Iowa Community College

JENNY SCHUGEL MEMORIAL SCHOLARSHIP FUND

Ge Moua, \$3,000

St. Catherine University

Ashley Bove, \$2,000

Mildred Elley

Hallie Kuelbs, \$1,000

Kaplan University

Dillon Rahall, \$1,000

Quinebaug Valley Community College

MorganRhea Hofmann, \$1,000

James Madison University

POLLY AND BILL WEBSTER SCHOLARSHIP FUND

Kamerson Saiki, \$2,500

University of Minnesota Twin Cities

Mackenzie Johnson, \$2,500

Minnesota State University Moorhead

2016

MARLYN R. HEINTZ SCHOLARSHIP FUND

Meredith Erickson, \$2,500

South Dakota State University

Hannah Boettcher, \$2,500

University of Minnesota Morris

Marissa Swenson, \$2,000

Minnesota State University, Mankato

Eleanor Hoffmann-Avina, \$1,000

University of Wisconsin-Madison

Ariana Lopez, \$1,000

Muhlenberg College

Taylor Kuechle, \$1,000

Colorado School of Mines

OGDEN W. AND JANE M. CONFER SCHOLARSHIP FUND

Ariana Lopez, \$2,500

Muhlenberg College

DUSTIN LEMKE MEMORIAL SCHOLARSHIP FUND

Logan Swanson, \$750

Augustana University

Hanna Shank, \$750

St. Cloud State University

PHILIP M. SCHOOFF HONORARY SCHOLARSHIP FUND

Andrea Crase, \$750

University of Wisconsin-Whitewater

GARY W. STROUP MEMORIAL SCHOLARSHIP FUND

Noah Eissinger, \$750

Riverland Community College

JENNY SCHUGEL MEMORIAL SCHOLARSHIP FUND

Teresa Zaffarano, \$3,000

St. Catherine University

Jessica Filzen-Boelter, \$1,000

Minnesota State University, Mankato

Megan Beth Preston, \$1,000

Gwinnett Technical College

Sydni Lenski, \$500

Pine Technical and Community College

Jacob Walser, \$500

Alexandria Technical & Community College

POLLY AND BILL WEBSTER SCHOLARSHIP FUND

Ojuni Okuch, \$2,500

University of Wisconsin-Stout

Jennifer Tran, \$2,500

Minnesota State University, Mankato

Continuing its Legacy of Local Giving

THE MANKATO AREA FOUNDATION HAS HELPED THE CONSOLIDATED COMMUNICATIONS COMMUNITY FUND CONTINUE PROVIDING GRANTS TO LOCAL ORGANIZATIONS.



Amid all the changes that John Finke was facing when Enventis was purchased by Consolidated Communications in 2014 was what to do with the company's foundation.

Back in 1963, when the Mankato-based business was known as Mankato Citizens Telephone Company, its leaders created a foundation to financially support local organizations. Over the next 50-plus years, the Company's foundation provided more than \$5.3 million to nonprofit programs and initiatives within the communities the company served.

Finke, who was the CEO of Enventis when it was purchased, knew it was critical to continue that legacy. He understood how important the foundation was to the employees, who had always been part of the distribution process and who were able to tap into matching funds for organizations they supported.

"We wanted to find a place for the foundation that would allow our company and our employees to have an influence on where the money was going—and that would continue the legacy of giving in the community," Finke said.

Converting the Community Fund to a donor advised fund within the Mankato Area Foundation made sense. David Christensen, CFO of Enventis at the time of the sale, was instrumental in converting the company's foundation to a donor advised Community Fund. It allowed the company's internal committee to direct where the annual grants should be distributed. It also allowed the fund to stay local, and opened up new opportunities to learn about local organizations worthy of grants.

"We benefit from the Mankato Area Foundation's knowledge base and

from sharing information with them," said Jennifer Spaude, senior director of corporate communications for Consolidated Communications. "We're able to better understand what might be a duplication of efforts and to continue to fund initiatives that align with our giving strategy and our company values."

The decision to rename the fund was intentional. "It was important that our parent company was recognized in the process as well, which is why we changed the name to the Consolidated Communications Community Fund," Finke said.

Throughout its 100-plus year history in Mankato, the company developed a culture of giving and community involvement among its employees. Employees are encouraged to volunteer and are given opportunities to do so as well. The organizations that matter to them are often the beneficiaries of foundation gifts; the foundation matches not only a portion of the financial gifts they give but also the time they spend volunteering.

Transferring the administration of Consolidated Communication Community Fund allows the committee to focus even more on opportunities to give, since it no longer has to manage the investments.

FUNDS WE HOLD

The Mankato Area Foundation continues to help individuals and organizations achieve their charitable goals by offering a variety of giving strategies and funds. Our donors have the opportunity to shape their donations by choosing from flexible funding vehicles including unrestricted, designated, donor advised or scholarship funds. The Mankato Area Foundation currently manages 30 funds:

Endowed Funds

O.P. and E.A. Confer Endowed Fund
Ogden P. Confer Endowed Fund
Senior Citizens' Endowed Fund
Thin Film Technology Endowed Fund

Designated Funds

Al Fallenstein Fund
Erla Fallenstein Fund
Children's Museum of Southern Minnesota
Community Fund for Youth

Donor Advised Funds

Adela Rindal Foundation Fund
Cheryl and Yanni Lee Fund
Consolidated Communications Community Fund
Consolidated Communications Community Fund for Youth
Curt and Debbie Fisher Fund
Dave Christensen and Jill Evans Fund
Dotson Family Fund
Glen Taylor Charitable Trust
Jim and Jennie Ward Fund
Page Jones Richards Fund
Ruth and Larry Mikkelson Fund
Ryan and Jill McKeown Fund

Scholarship Funds

Bill and Polly Webster Fund
Charles Ingman Memorial Fund
David and Michelle Schooff Fund
Dustin Lemke Memorial Fund
Jenny Schugel Fund
Marlyn R. Heintz Fund
Ogden W. and Jane M. Confer Fund

Agency Funds

Mankato Clinic Foundation Fund
YWCA Mankato Women's Fund

Unrestricted Funds

Mankato Area Foundation



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Investing in Philanthropy

WHY FINANCIAL ADVISOR RYAN MCKEOWN INCLUDES CHARITABLE GIVING IN HIS CONVERSATIONS WITH CLIENTS.

When Ryan McKeown meets with clients at Wealth Enhancement Group in Mankato, he asks the questions that most other financial advisors ask about current cash flow, expected income and goals for retirement. But then he pops another question as well: How much do they want to be able to give away, even in retirement?

“If you want to be able to continue a certain level of charitable giving after you retire, you should be planning for that now,” said McKeown. “If you want to be able to fund your giving for another 20 years, then I might recommend a strategy like starting a donor advised fund now.”

We know that we want to do something charitable, but we don't know exactly what that will be. This allows us to begin planning so that we will be able to do that.

That's what McKeown and his wife, Jill, did. They want to be able to support the organizations that matter to them now—but they also want to have the capability and flexibility to give to other organizations in the future. They established a donor advised fund with the Mankato Area Foundation to which



they contribute annually and make small gifts as they are able. But they are looking forward to being able to continue making gifts for years to come.

“We know that we want to do something charitable, but we don't know exactly what that will be,” McKeown said. “This allows us to begin planning so that we will be able to do that.”

McKeown recognizes traditional financial advising is investment driven; investments, he said, drive a client's ability to sustain the lifestyle they desire. But for many clients, planning for charitable giving adds meaning to the returns they make on those investments. And when it comes with benefits as well.

“First, it helps them formalize their goal and achieve it,” he said. “Once they set the money for charitable giving aside, then they know that everything else is up for grabs. Psychologically, they feel better spending their money on trips and the grandkids, because they know that this is covered.”

Contributing to a donor advised fund has tangible benefits, too.

“The icing on the cake is that you get big tax benefits when you establish the fund,” McKeown said. “You don't have to wait until the funds are distributed—you get the tax benefit now.”

Not all financial advisors discuss charitable giving as part of their consultations, but McKeown believes that those conversations have helped solidify his relationships with clients. That's partly because it often has helpful tax implications. “Anything an advisor can do to lower someone's tax liability is important,” he said. “I can't promise you a certain rate of return on investments, but I can quantify the tax savings you'll get.”

But his clients also appreciate the opportunities it creates to start thinking about their legacy. “Discussing charitable giving adds value to a client's portfolio,” he said. “It provides more meaning to them.”

Financial Overview

Statement of Financial Position as of June 30, 2016, 2015 and 2014

Assets

	2016	2015	2014
Cash and cash equivalents	\$379,248	\$555,103	\$1,220,977
Promises to give	\$25,709	\$26,540	\$29,609
Prepaid expenses	\$1,787	\$2,813	
Investments			
Held with CommunityGiving	\$6,652,214	\$7,342,865	\$3,048,443
Held with U.S. Bank – Mid-term account	\$1,020,697	\$495,662	
Held with IPP accounts	\$1,679,297	\$1,787,024	\$411,735
Land held for sale	\$432,827	\$432,827	\$432,827
Property and equipment, net	\$1,272,680	\$809,022	\$5,458
Total Assets	\$11,464,459	\$11,451,856	\$5,149,049

Liabilities

Accounts payable	\$27,226	\$62,681	\$12,094
Payroll liabilities	\$8,344	\$7,351	\$5,103
Other liabilities	\$9,229		
Grant award payable	\$100,000		\$200,000
Funds held for others	\$174,465	\$249,622	\$195,135
Agency funds	\$825,950	\$858,257	\$553,214
Total Liabilities	\$1,145,214	\$1,177,911	\$965,546

Net Assets

Unrestricted	\$1,384,782	\$1,091,416	\$402,601
Temporarily restricted	\$7,227,885	\$7,475,951	\$2,056,264
Permanently restricted	\$1,706,578	\$1,706,578	\$1,724,638
Total Net Assets	\$10,319,245	\$10,273,945	\$4,183,503

Total Liabilities and Net Assets

\$11,464,459	\$11,451,856	\$5,149,049
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Financial information has been derived from audited financial statements. A complete copy of the audited financial statements and the IRS form 990 are available at the Foundation office.

Statement of Activities for the years ended June 30, 2016, 2015 and 2014

Revenue and Other Support

Contributions*	\$819,460	\$6,489,642	\$181,574
Grant revenue	\$1,500	\$2,675	\$36,760
Reimbursement of building costs	\$27,218		
Interest and dividend earnings	\$210,192	\$168,197	\$60,450
Investment earnings—realized and unrealized gains	-\$198,592	\$24,236	\$409,564
Other income	\$11,368	\$11,461	\$4,946
Total Revenue and Other Support	\$871,146	\$6,696,211	\$693,294

Expenses

Grants and funds expense**	\$659,362	\$454,344	\$688,044
Administrative expenses	\$109,923	\$85,722	\$175,611
Fundraising and development expenses	\$56,561	\$65,703	\$15,818
Loss on sale of land			\$4,276
Total Expenses	\$825,846	\$605,769	\$883,749

Change in Net Assets

\$45,300	\$6,090,442	-\$190,455
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Net Assets, Beginning of Year

\$10,273,945	\$4,183,503	\$4,373,958
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Net Assets, End of Year

\$10,319,245	\$10,273,945	\$4,183,503
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*This total does not include gifts to agency funds as adjusted by FASB 136.

**Grants total does not include grants out of FASB 136 agency fund distributions.

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2014-2016

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