



PHILANTHROPY REVIEW 2016-2018

mankatoareafoundation.com



A Concierge Approach

A LETTER FROM NANCY ZALLEK, PRESIDENT AND CEO



The best part of writing our biennial Philanthropy Review is the time we take to pause (something we don't get to do very often) and look back at the projects and programs supported by the Foundation and by our donors. As always, I was struck by the generosity of our region and also by the thoughtful and personalized approach our donors apply to their philanthropy.

As a Foundation, we strive to facilitate charitable giving in a manner that impacts the community—but does so in a way that makes it special to those who give so generously.

A few years ago, someone described the Foundation as the “Concierge of Philanthropy” due to our ability to take the extra effort to align our donors’ passions with community needs. I mentioned the comment at a meeting of our board of directors and we soon adopted the statement as one of the Foundation’s guiding principles.

This 2016-2018 review features a wonderful assortment of charitable giving. In each of the following articles, we feature donors who chose to impact this region in a distinct and thoughtful manner. The Foundation’s

commitment was to be sure we understood their goals and then suggest ways to make their philanthropy effective, efficient and impactful.

- It is a privilege to help individuals like Nadine Sugden and Marty Krause honor a loved one through a charitable gift. We are humbled when we can facilitate gifts like the two described here, in which the donors memorialize their spouses in a way that is especially meaningful to them.
- We embrace creative methods to fund philanthropy, and have facilitated contributions of land, grain, buildings and appreciated stock. You’ll read about a local couple who chose to support Minnesota State University, Mankato and other local nonprofit organizations by creating a charitable fund with their personal stock.
- This report also features Naomi Lopez—this year’s recipient of the Ogden W. and Jane M. Confer Scholarship. Ogden and Jane chose to reward students who exemplify leadership within our local schools and this community. Naomi exemplifies their goals and is the 26th student whose college education was supplemented by this fund since its creation in 1987.
- Our community benefits from the leadership provided by Jonathan Zierdt and has responded from the heart to his creation of a unique donor advised fund supporting local individuals who, like him, receive a cancer diagnosis. We are honored to share the story.

- You’ll also have the opportunity to read about the Boys & Girls Club, a recent addition to our community that found the right momentum thanks to the right volunteers, the right location and the right donors helping to bring a dream to fruition. For this important project, we were able to create a cumulative gift thanks to numerous donors who made known to the Foundation their desire to support youth at risk.

These featured projects are just a sample of the many ways a community foundation can personalize the philanthropy of donors. I want to thank our donors for trusting Mankato Area Foundation to facilitate their charitable goals. We take great pride in our “concierge approach” as we work to grow our family of donors so that we can grow the impact of philanthropy in this community.



All my best,

A handwritten signature in black ink that reads "Nancy Zallek". The signature is fluid and cursive, with a large loop at the end.

Nancy Zallek
President and CEO
Mankato Area Foundation



"It's bigger than me, and it's a gift back to the community."

Changing the Cancer Journey

JONATHAN AND GINGER ZIERDT ESTABLISHED A DONOR ADVISED FUND IN 2017 WITH ONE GOAL IN MIND—TO MAKE AN IMPACT ON FELLOW CANCER WARRIORS THROUGHOUT THE COMMUNITY.

In the summer of 2016, when Jonathan Zierdt was in his second round of chemotherapy treatments, he had what he calls his "Randy Shaver moment."

Watching the KARE 11 news anchor on television one night, Jonathan remembered following Randy's cancer fight in the '80s. He then thought about Randy's work to establish the ever-growing Randy Shaver Cancer Research and Community Fund. At that point, Jonathan knew he wanted to create something of his own to help those fighting cancer. Specifically, he wanted to help in the Greater Mankato region.

"This community has been great to Ginger and me, and that's why we wanted to use this time to do something unique, to give back to a community that has helped us so much in this battle," he says. "Our focus is on our community here."

After many discussions and lots of brainstorming, Jonathan and his wife Ginger decided to partner with the Mankato Area Foundation to establish the Jonathan Zierdt Cancer Fund (JZCF). At its core, the fund's mission is to make an impact on cancer awareness and education in the community,

provide direct support and information to those fighting cancer and contribute to cancer research.

As a cancer warrior himself, support for patients was paramount to Jonathan. But, knowing that there are already many well-established cancer support organizations out there, they wanted to be additive. He says, "We didn't want to compete with what anyone else was already doing; in fact, we wanted to lift them up."

The end product? The JZ Caring Box.

The contents of this simple care package are special. Each and every item is specifically tailored to the cancer journey—from a customized blanket to keep one warm in the midst of treatment to a cancer-focused cookbook to help keep patients strong.

The boxes feature Jonathan's personal slogan, Fully Alive, and are delivered to patients by their physicians. Inspired by what Ginger calls "the Apple experience," everything inside the box is meticulously arranged and wrapped. "It's pristine, it's purposeful, it's wonderful," Ginger says.

JZCF started delivering boxes in January of 2018, and over 500 were given out in the first nine months. They have already received much positive feedback, but not only from those who received the boxes.

"When you talk to a healthcare provider—a nurse, a surgeon, an oncologist, whoever it might be—they say that when they give a box, it is as significant to them as it is to the patient who's receiving it," Jonathan says. "So often, the information they are sharing is not positive, and then it is so difficult to smile. But now, they get to give someone a gift. We were worried it would be a burden to ask them to deliver the boxes, but it's completely the opposite."

Ginger has affectionately called this mission "heart work." But to make everything happen, they knew they were going to need support from the community. Through their partnership with MAF, Tami Paulsen—a Foundation staff member—has become the point person for JZCF.

"Deciding to work with the Foundation was easy," Jonathan says. "This is the perfect way to do it. Establishing a donor advised fund allows us to focus on our mission—Tami and

the Foundation do the rest! Ginger and I think of ourselves as the ambassadors; we need a group of people around us to help make decisions. It's a community fund embedded inside a community fund, which is very cool. Tami has helped us bring a vision to our goals and she expertly leads our team of dedicated volunteers—we are so lucky."

"Most donor advised funds were built by people who had means to be able to give it away to causes that were important to them. Ginger and I didn't have the financial means. Our "means" are our relationships in the community," Jonathan says.

As Jonathan continues to receive chemotherapy treatments, the JZCF has given him something positive to focus on. "I think it would be easy for me to get sucked into the battle of cancer. I think that's easy for anybody," he says. "Cancer is lonely. It's consuming. It becomes your only thing, and it can drain you. That's why my role has been so important during my journey, because I have a purpose that's bigger than me that lets me not think about the cancer—although I can never escape it."

"I am taking this thing, this disease that none of us asked for, and trying to walk with others who are on that same path. It's bigger than me, and it's a gift back to the community."



The JZ Caring Box includes a warm, comfortable blanket, journal with pen for taking notes at appointments or capturing personal thoughts, an award-winning cookbook featuring nutrient-rich recipes and a gift envelope that contains helpful information and a list of important resources as well as a gift card.



Jonathan Zierdt HERO Beer Unveiled

Add super hero beer can label model to Jonathan Zierdt's resume.

As of Nov. 1 people across Minnesota and parts of the Dakotas are able to buy HERO Hazy IPA with a caricature of Zierdt, who leads Greater Mankato Growth and is battling cancer.

Zierdt's brother, Jeff, is co-owner of Lupulin Brewing Company in Big Lake and reached out to Mankato Brewery to collaborate on a special beer to help raise money for the Jonathan Zierdt Cancer Fund, which provides caring boxes to patients diagnosed with cancer.

The label on the can shows a buff Zierdt pulling his shirt open to show a big "JZ" symbol, a reference to his nickname. Jeff Zierdt said the idea arose when he saw references on his brother's Caring Bridge site about Jonathan being "Iron Man."

Jonathan Zierdt said that when he was diagnosed five years ago his brother brewed a small batch of beer for him with a special label, "back when I still drank beer."

Mankato Brewery's Steve King said they will produce 600 cases, or 14,400 cans, of HERO Hazy IPA and donate 20 cents from each can to the cancer fund. The beer is available in four-pack, 16 ounce packages.

The two breweries have distributed the beer in liquor stores and bars across the state and in the eastern part of the Dakotas.

Tami Paulsen, director of the Jonathan Zierdt Cancer Fund, said the five-year fundraising effort aims to raise enough money to provide ongoing support to the caring box program, which hopes to give 1,000 to 1,200 boxes out annually. The boxes are stuffed with a blanket, cookbook, journal, gift card and informational pamphlets.

The breweries said that besides raising some funds they hope the effort will increase men's health awareness and encourage more men to regularly see a doctor.

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Join the Club

HOW THE RIGHT VOLUNTEERS, THE RIGHT LOCATION AND THE RIGHT DONORS CAME TOGETHER TO BRING THE DREAM OF A BOYS & GIRLS CLUB TO FRUITION.

Each year, Boys & Girls Clubs of America serves nearly four million children and teenagers, providing them with fun, safe ways to spend their time outside of school hours while promoting high school graduation, good character, citizenship and a healthy lifestyle. After years of hoping and dreaming, a team of dedicated volunteers has made it possible for kids in Mankato to join the club.

The initiative to bring a Boys & Girls Club to Mankato started about 10 years ago with Mel Hoffner. She realized the community's children had an unfulfilled need, and she wanted to find a way to fix it. So, she connected with then-principal of Franklin Elementary School, Les Koppendrayner. During his 18-year tenure as principal of Franklin, Les saw the community's need first-hand and he was passionate about the cause from the beginning.

The effort to establish the club received a boost in 2015 with the help of the Greater Mankato Area United Way and the project's growing group of volunteers. Les was right in the middle of this new impetus and volunteered to lead a campaign to bring a Boys & Girls Club to this area. "We noticed how some children struggled in school, particularly when they would come back from vacations or weekends. They would be out of sorts," Les says. "Some kids don't have a lot of

positive things happening in their lives when they leave the school building, and we wanted to give them somewhere to go."

"There are tons of wonderful activities for kids in this community, but about one-third of our youth aren't involved in those activities," Les says. "There are a variety of reasons for that. So, it became our goal to provide them with opportunities—that one-third of our kids need something!"

"The Foundation helped connect us with those individuals who also have a passion for helping our local young people."

As much as Les believed in the mission of the Boys & Girls Club, he also was very aware he had never raised the kind of money needed to open its doors in Mankato. Numerous volunteers met regularly to move this initiative forward, but when it came to fundraising, he sought out the advice of the Mankato Area Foundation (MAF) and Nancy Zallek. Les recalls, "The Foundation helped connect us with those individuals who also have a passion for helping our local young people. Nancy's leadership led us to where we are today. MAF and United Way are nurturing a start-up, and their actions played a huge role in our ability to get up and running."

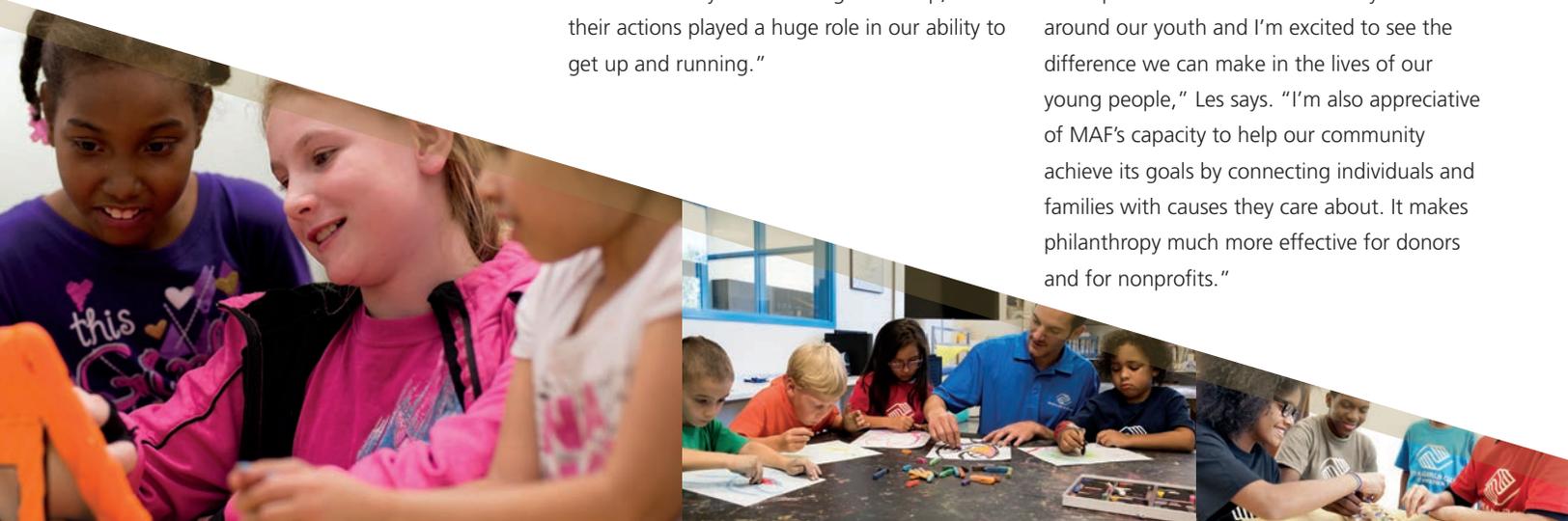
Through MAF's connections, Greater Mankato Area United Way support and the generosity of this community, the Boys & Girls Club of Mankato opened in September of 2018.

Located in City Center Mankato in the former St. John the Baptist parochial school building, Les says they "hit the jackpot" in finding a site for the club. "The building's design is such that it fits right into the things that we would like to do with the kids: being able to split them up into classrooms for activities and also have a gym space. The building was perfect," Les says. "Additionally, its location is in the middle of a high concentration of kids who need Boys & Girls Club the most."

After years of championing this mission, Les was happy to hand over the reins to the Boys & Girls Club's new director, Erin Simmons, in August. Erin said their goal this first year is to serve around 60 kids every night from grades K-8, with plans to add a grade each year to eventually become K-12.

"The Club opened in our new location on October 29th and we're pleased we are already averaging over 55 kids a day," said Erin Simmons, Mankato Area Director. "The first thing our group did was ask to paint the lockers. I love how they have embraced this location and want to create a space that is theirs."

"I am proud of how this community rallied around our youth and I'm excited to see the difference we can make in the lives of our young people," Les says. "I'm also appreciative of MAF's capacity to help our community achieve its goals by connecting individuals and families with causes they care about. It makes philanthropy much more effective for donors and for nonprofits."





Mankato Area Foundation Community Impact Grants

2016-2017 GRANTS
\$132,173

FALL 2016

Anthony Ford Fund

Spring Lake Park Outdoor Skating and Recreation Facility, \$50,000

YWCA Mankato

Ready to Learn, \$6,500

Minnesota State University, Mankato

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

South Central College

Scholarships, \$5,000

South Central College

Beam+Robots, \$3,990

Kato Public Charter School

Artist in Residence, \$2,400

City Center Partnership

CityArt Walking Sculpture Tour, \$2,000



SPRING 2017

VINE Faith in Action

Completion of the 5th Floor, \$30,000

Feeding Our Communities Partners

Strategic Plan, \$6,650

Minnesota State University, Mankato

Scholarships, \$5,000

Minnesota State University, Mankato

Formula SAE Project, \$5,000

Minnesota State University, Mankato

Let's Explore Science, Engineering and Mathematics (STEM) Summer Program, \$5,000

Twin River Council for the Arts

Emy Frentz Arts Guild Acoustic Panels, \$4,433

Mankato Area Youth Symphony Orchestra

Education Outreach with the Minnesota Opera, \$1,200

2017-2018 GRANTS
\$91,161

FALL 2017

Boys & Girls Club of Rochester

Establish a Boys & Girls Club of Mankato, \$25,000

Twilight Garden Club

Historic Hubbard House Landscaping, \$5,000

Key City Bike

Strategic Planning, \$5,000

Mankato Area Public Schools ISD 77

Mankato Vex Robotics, \$5,000

Minnesota State University, Mankato

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

Minnesota State University, Mankato

Scholarships, \$5,000

South Central College

Scholarships, \$5,000

City of Mankato

Addition of Windows to Sibley Park Giving Barn, \$2,261

City Center Partnership

CityArt Walking Sculpture Tour, \$2,000



SPRING 2018

Mankato Mdewakanton Association

MMA Arbor Project, \$15,000

City Center Partnership

Foundational Racial Equity Training, \$10,000

Children's Museum of Southern Minnesota

Prairie Garden Enhancements, \$6,000

Mankato Area Community Band

Concert of Spanish Band Music, \$900



5 school districts
21 PUBLIC SCHOOLS
serving 1,000
students weekly

Focused on Hunger

THROUGH A PARTNERSHIP WITH THE MANKATO AREA FOUNDATION, A LOCAL ORGANIZATION CAN FOCUS ON THEIR MISSION—COMBATING YOUTH HUNGER IN GREATER MANKATO.

Some years ago, a principal at a Mankato elementary school found himself meeting periodically with a particular student on Monday mornings. After noticing the pattern, he brought the young boy into his office to talk. It did not take long to get to the root of the issue: the student broke into tears and then matter-of-factly described that it was not his turn to eat at home that weekend.

“For families struggling to make ends meet, food is often their first sacrifice,” says Sheri Sander-Silva, Executive Director of Feeding Our Communities Partners (FOCP). “There are students who show up to school on Monday morning who haven’t eaten since Friday’s school lunch. I don’t know how we can expect students to be successful if they don’t have adequate and necessary nutrition.”

To combat youth hunger in Greater Mankato, FOCP was established in 2010. Hunger relief initiatives were developed based on successful programs around the state and country. The Backpack Food Program, an initiative of FOCP, provides food-insecure youth with packs of food to get them through the weekend to feed their growing bodies and growing minds. The food packs

are distributed discreetly by the students’ teachers. This school year, FOCP is offering services in five school districts at 21 public schools, serving 1,000 students each week.

“That’s the beautiful thing about partnering with a trusted foundation like MAF.”

As FOCP continues to help feed children in the community, the Mankato Area Foundation (MAF) alleviates their need to manage their money through an agency fund. “We’re always looking for ways to support the work of our nonprofit sector. We believe that agency funds are a great way to partner with the nonprofit community,” says Nancy Zallek, President and CEO. “Management of assets requires strategic fiduciary oversight, and we know our local nonprofit organizations would prefer to use their volunteers’ time and talents toward the mission of their organization rather than its financial investment strategy. As a community foundation, we have significant infrastructure dedicated to the investment of our assets. Agency funds allow us to share that

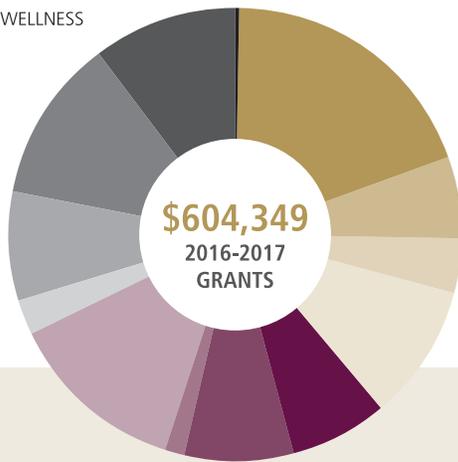
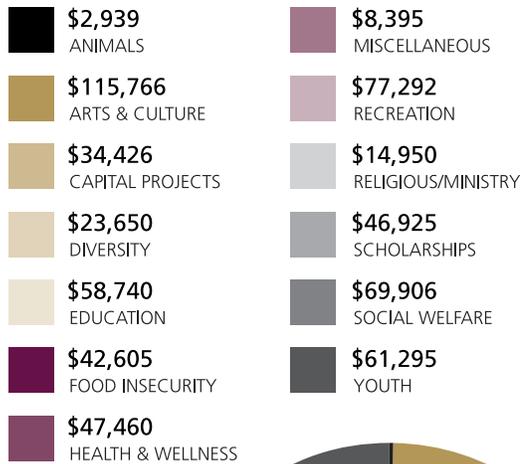
expertise to help support the critical work of the nonprofit sector.”

Put simply, MAF manages FOCP’s assets by utilizing established portfolios, investment strategies and experienced teams. FOCP Board Chair Dave Schooff observed, “It’s almost like having a third-party financial manager. The sophistication that goes into the Foundation; the staff, the volunteers, the professionals hired to manage the money—from FOCP’s standpoint, we feel very secure in that decision-making process. We could not get that level of expertise if we did not partner with the Foundation.”

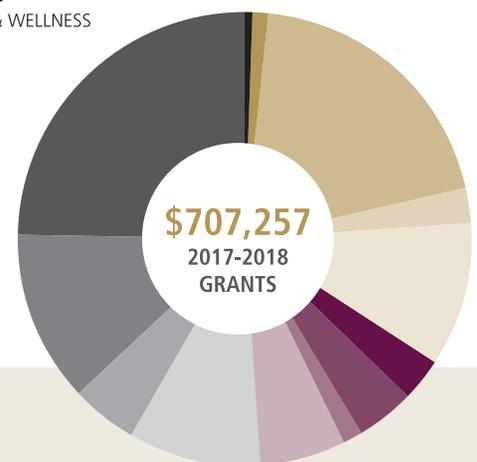
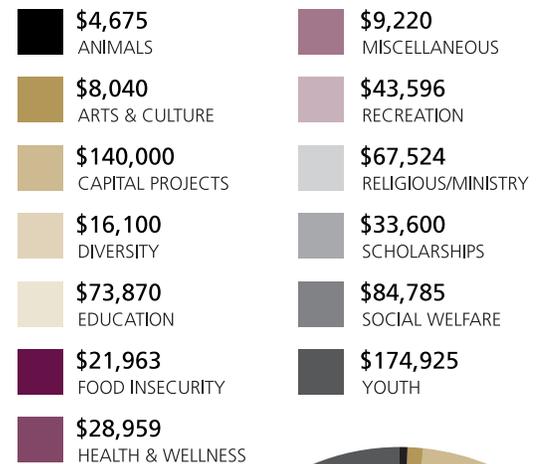
The FOCP Executive Director agrees: “That’s the beautiful thing about partnering with a trusted foundation like MAF. It was a no-brainer: they have the expertise, partnerships and relationships we need to be successful.”

Donor Advised Fund Grants

2016-2017 GRANTS

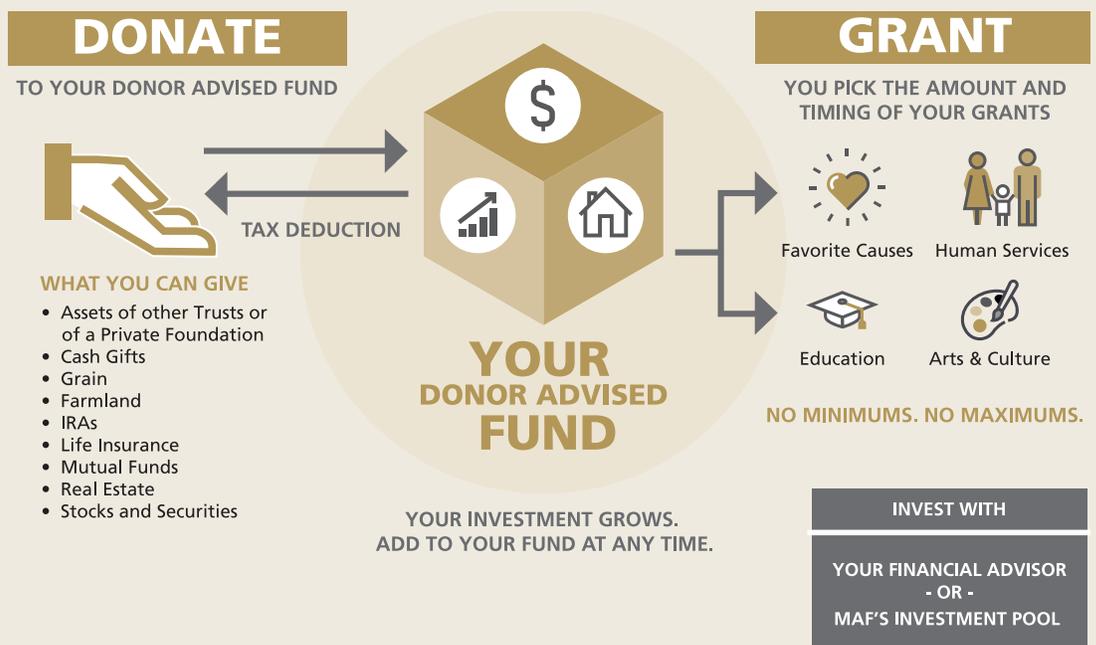


2017-2018 GRANTS



How Does a Donor Advised Fund Work?

The first step is to meet with the expert staff at the Foundation to determine your current philanthropic approach and charitable goals for the future. You can choose to name a cause or philanthropic interest or have a broad scope of giving. We then work together to shape a grants program that meets those charitable objectives and interests.



Following in Her Parents' Footsteps

A FOCUS ON EDUCATION AND A LOVE OF LEARNING HAS ALWAYS BEEN A CORE VALUE TO NAOMI LOPEZ.



Naomi Lopez and her family would not be where they are today without their persistent focus on education.

Naomi's parents, Mari and Javier, grew up in Puerto Rico and attended the University of Puerto Rico, Río Piedras. Neither of their families had a lot of money, so they took advantage of every opportunity they had to keep learning. For Mari, that meant making the extremely difficult decision to leave Puerto Rico at 20 years of age to pursue a master's degree in the United States. "Opportunity motivated her to leave," Naomi says. Javier also made the difficult decision to leave his family and home to advance his education—obtaining a master's degree in Ohio and then moving to Indiana to complete a Ph.D. in Geography. The two eventually came to Minnesota when Javier got a job as a professor at Minnesota State University, Mankato. Here, they raised their two daughters, Arianna (20) and Naomi (18).

For the Lopez family, "education is everything," Naomi says. "It provided them with opportunities they could not have realized on the island. My mom really instilled a love for learning in me. She sacrificed everything, so my sister and I could have a head start."

Naomi was the 2018 recipient of the Ogden W. and Jane M. Confer Scholarship. Each year, the scholarship is awarded to a student who exemplifies leadership skills, has shown a dedication to the Mankato community and plans to attend a four-year liberal arts college. When Jane and Ogden W set up the fund, those requirements were important to them.

"We believe in a broad, liberal arts education. Kids should be exposed to a lot of information, and there's no better place to do that than college," Ogden says. "I think a four-year liberal arts education isn't so much about preparing for employment—it's about preparing for life."

"My mom really instilled a love for learning in me."

In the fall of 2017, Naomi began her liberal arts education to prepare for life at Carleton College in Northfield, MN. Inspired by Supreme Court Justice Sonia Sotomayor, she plans on majoring in political science and minoring in public policy.

"I knew I wanted to be a lawyer in 2009 when I saw Sonia Sotomayor on the television and

my mom told me that she is Puerto Rican," Naomi says. "We have similar backgrounds. Both of our parents are immigrants. I just love her. My aunt even bought me a little power suit when I was younger that I wore all the time."

Naomi is passionate about social justice, and she hopes to put that passion into practice in family and immigration law. "I enjoy being able to make an impact and directly help people," she says.

At Mankato West, Naomi was already finding ways to do just that. She developed leadership skills as a section leader in band and as a local advocate for the "Enough" movement to promote gun control and school safety. In the midst of a volatile political climate, she has been encouraged to see young people lead movements for change and run for political office.

In addition to education, faith plays a significant role in Naomi's life. She has been an active member of her church youth group and felt it was important that high school students provide leadership and function as role models for the younger members. Determined to help her youth group remain active and vital, she continued to be involved throughout her senior year.

Naomi was pleased to be acknowledged for her leadership and community involvement in addition to her academic achievements. "My parents have always put an emphasis on remembering that we are Hispanic and, although we come from an educated family, there are still obstacles. They remind us that because we are blessed, we need to be advocates for others. This scholarship and my education at Carleton College gets me one step closer to the dream of being an advocate."



Scholarships

2017

MARLYN R. HEINTZ SCHOLARSHIP FUND

Ellie Burczek, South Dakota School of Mines & Technology

Elora Greiner, Smith College

Lauren Smith, Brown University

OGDEN W. AND JANE M. CONFER SCHOLARSHIP FUND

Sheamus Westerman, St. John's University

DUSTIN LEMKE MEMORIAL SCHOLARSHIP FUND

Torey Richards, Minnesota State University, Mankato

Nathan Scruggs, Gustavus Adolphus College

PHILIP M. SCHOOFF HONORARY SCHOLARSHIP FUND

Samuel Morgan, University of Wisconsin, Whitewater

GARY W. STROUP MEMORIAL SCHOLARSHIP FUND

Thomas Bottema, Minnesota State University, Mankato

JENNY SCHUGEL MEMORIAL SCHOLARSHIP FUND

Jenna Gray, St. Catherine University

Kalyn Hass, University of North Carolina, Charlotte

Jaylin Hildebrandt, St. Cloud Technical & Community College

Hailey Moore, Heartland Community College

POLLY AND BILL WEBSTER SCHOLARSHIP FUND

Christina Donley, University of Minnesota, Twin Cities

Andre Fortin, University of Minnesota, Morris

2018

CENTRAL FREEDOM HIGH SCHOOL SCHOLARSHIP

Nicole Dentz, South Central College

MARLYN R. HEINTZ SCHOLARSHIP FUND

Elizabeth Benzmilller, South Dakota School of Mines & Technology

Mckenna Buisman, University of Minnesota, Twin Cities

Hali Erickson, South Dakota State University

Mackenzie Gleason, Vanderbilt University

OGDEN W. AND JANE M. CONFER SCHOLARSHIP FUND

Naomi Lopez, Carleton College

DUSTIN LEMKE MEMORIAL SCHOLARSHIP FUND

Nathan Loayza, University of Wisconsin, Madison

Maya Mukamuri, Luther College

FLORENCE NIGHTINGALE SCHOLARSHIP FUND

Molly Olson, Minnesota State University, Mankato

Pha Yang, South Central College

GARY W. STROUP MEMORIAL SCHOLARSHIP FUND

Ashley Conradt, South Dakota State University

Cierra Ulwelling, Winona State University

JENNY SCHUGEL MEMORIAL SCHOLARSHIP FUND

Samuel Denney, Minnesota State University, Mankato

Sarah Preisinger, University of Wisconsin, River Falls

Versei Sindelar, Front Range Community College

VIRGINIA AND MARTIN KRAUSE SCHOLARSHIP

MARTIN LUTHER HIGH SCHOOL

Chloe Denton

Sierra Geistfeld

Cody Greve

Alexis Lawton

Trevor Rosburg

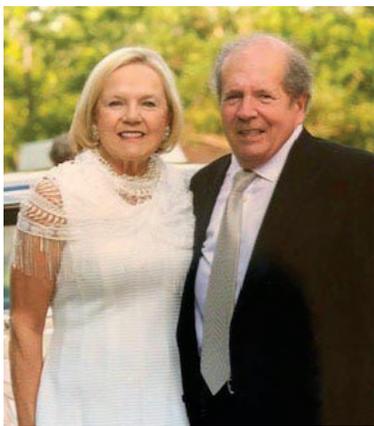
Caleb Schultz

Ryan Singleton

Emily Sokoloski

Investing in Future Generations

JANE AND OGDEN W. CONFER ESTABLISHED AN ENDOWED SCHOLARSHIP FUND IN THE 1990'S THAT IS STILL MAKING A DIFFERENCE TODAY.



In an interview with Jane and Ogden W. Confer, they made it clear that they have deep roots in Mankato and a strong connection with the Mankato Area Foundation (MAF). In 1974, Ogden's father (Ogden P. Confer) was a founding board member of our community foundation. In 2015, MAF recognized their family's long-standing dedication to local philanthropy by naming

a community room in honor of Ogden P and his wife, Betty, in MAF's Shared Spaces—a Center for Nonprofit Collaboration. In addition to years of devoted volunteer service, Ogden P and Betty ensured their legacy to this community through the bequest of an endowed fund to MAF—a fund that continues to support grants to community initiatives.

Following that example, Jane and Ogden W. Confer have also been dedicated volunteers for the Foundation, each serving as board chair when MAF was still an entirely volunteer-run organization. They, too, have chosen to give back to this community through MAF, with an endowed scholarship fund to support local students choosing a liberal arts education.

Jane and Ogden W moved to Minneapolis 20 years ago, but their dedication to Mankato remains strong. Historically, Mankato is where Ogden's family grew their business, and Jane says, "I do feel an obligation to continue that investment in years to come."

Jane is especially passionate about the types of projects that MAF is involved with. "The investment in children, young adults, educational and recreational opportunities are where I am most pleased to see the money go," Jane says, "to programs that enhance the life and growth opportunities for youngsters."

The Foundation has made it easy for the Confers to make a difference for generations to come. "It's great to be able to put money with an organization that's going to long outlast you and to be able to say what your objectives are," Ogden W says. "Our scholarship fund is a perfect example of that. We got to say what the parameters and qualifications would be, and once that was set, we didn't have to do anything else—it's the beauty of working with the Mankato Area Foundation."

Board Members

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Melanie VanRoekel (Vice Chair), Finance Professional

Andrew Willaert (Secretary), Partner, Gislason & Hunter LLP

Tom Lentz (Treasurer), Market President, Bremer Bank

JO Guck Bailey, Owner, Sign Pro of Mankato

Jessica Barry, Partner, Stinson Leonard Street LLP

Louise Dickmeyer, Director, Continuing and Professional Education, Minnesota State University, Mankato

Kristin Weeks Duncanson, Owner and Partner, Duncanson Growers and Highland Family Farms

Shannon Gullickson, Talent Programs Director, Greater Mankato Growth

Steve Jansen, Tax Principal, CliftonLarsonAllen, LLP

Brian Koch, Vice President and Financial Advisor, Wells Fargo

Fred Lutz, Retired, Northland Beverages

Nathan Mullikin, Business Unit President, Taylor Corporation

Jim Santori, New Business Development Director, Greater Mankato Growth

David Schooff, President/Broker/Owner, Coldwell Banker Commercial Fisher Group of Mankato

Mark Sharpless, Manager of Engineering, Consolidated Communications

Tom Sernett, Financial Advisor, Stifel Nicolaus

Kathy Trauger, Retired, Minnesota State University, Mankato

Buster West, Owner, Minnesota Business Center

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Patti Kramlinger, Director of Philanthropic Engagement

Sarah Beiswanger, Director of Community Grants and Scholarships

Tami Paulsen, Jonathan Zierdt Cancer Fund Director

A Perfect Match

AS CAMP PATTERSON MAPS OUT FUTURE NEEDS, ONE THING IS NO LONGER ON THE LIST.



Nadine Sugden knows the value of Camp Patterson. “Our two daughters, our granddaughter and—two summers ago—our great-granddaughter have all been there. It’s a great experience and great exposure to camping.”

Tucked into the shores of Lake Washington, the rustic no-frills camp has 150 beds in 14 cabins “air conditioned” only by lake breezes. Camp Patterson annually welcomes more than 2,500 children during the busy three-month camping season. It’s used often by Celebrate Me, YMCA, Camp Sweet Life and 4-H campers.

Established in 1927, when H.A. (Arch) Patterson donated 9.7 acres of lakeshore, the camp has nearly doubled in size. In addition to its cabins and dining area, there are fire pits, kayaks, canoes, a basketball court, a volleyball area and a recreation center. Maintenance has been funded by charging fees for camp use, and usually carried out by volunteers from the Mankato Downtown Kiwanis Club, but it can be a challenge to keep up with basic maintenance (and clean-up after storms) while offering affordable fees.

Nadine recently created a donor advised fund with the Mankato Area Foundation (MAF) and asked for help to identify a specific need at Camp Patterson that her fund could address. As a founding board member of the Foundation and a consistent supporter ever since, she seemed fully confident we’d figure it out. Patti Kramlinger, MAF’s Director of Philanthropic Engagement, set out to investigate.

David Cowan, who chairs the Camp Patterson Committee for Kiwanis, told Patti that the camp’s pontoon was in dire need of a motor. “Basically, it can’t be used without a new motor, and kids love the pontoon.”

So, Nadine offered to designate her gift toward the motor. In appreciation, Cowan said they would name the boat after her. “No,” she laughed. “Call it ‘The George.’ He’d like that.”

Indeed, her late husband—the late George Sugden—would undoubtedly have enjoyed seeing all the kids heading out on the pontoon with its motor humming. He loved their “summers at the lake” in northern Minnesota, sharing their lake home with children, grandchildren and great-grandchildren. Beyond his role as president of Norwest

Bank (now Wells Fargo) and co-founder of the Mankato Airport Commission, George was very active in the Mankato community long into retirement, including his work with Kiwanis and the American Legion. A gift to Camp Patterson, a long-standing Kiwanis project, to help young people enjoy Lake Washington and the great outdoors was a perfect match for this donor advised fund. Nadine summed it up: “Patti made the extra effort to ensure this gift aligned with our interests and would make a difference.”

Meanwhile, the Kiwanis committee is developing a strategic plan for Camp Patterson’s future. About \$40,000 is still needed for capital improvements, including sidewalks (urgently needed to ensure access for people with a disability), erosion abatement for the beach, a roll-out dock, safety netting for the archery range, air conditioning and insulation for the Dining Hall, cabin improvements like replacing heavy wooden shutters and adding outdoor foot showers so campers track in less mud and sand—and other projects.

One thing not on the list is a pontoon motor. The George is ready for take-off.



Taking Stock

DAVID CHRISTENSEN AND JILL EVANS USED APPRECIATED STOCK TO START A DONOR ADVISED FUND WITH THE MANKATO AREA FOUNDATION—AND ARE NOW USING IT TO HELP SUPPORT THEIR PASSIONS.



When David Christensen retired almost four years ago, he and his wife, Jill Evans, started thinking about the legacy they'd leave when they were gone. They quickly realized that they didn't want to wait that long to have an impact on the causes that mattered to them—and that they were blessed to be in a position to do so.

So, the couple used appreciated stock to establish a donor advised fund with Mankato Area Foundation (MAF). David had served on MAF's board of directors on two different occasions, so he was very aware of the Foundation's ability to accept appreciated stock as well as facilitate their philanthropy.

"We originally thought it would be something we would do much later on," Christensen explains. "But that thinking changed. We had the means to do it differently, and we found projects that we became very passionate about."

Those projects—the Children's Museum of Southern Minnesota and renovation of Minnesota State University, Mankato's hockey space at the Verizon Wireless Center—offered an opportunity for David and Jill to pursue different passions together.

While they were both working, they maintained separate finances and made donations independently. In retirement, however, they welcomed the chance to work as a team.

"When we were working, we just didn't have the time to do it all together," Christensen says. "But in retirement, we do most of it together—volunteering, sitting on boards and writing checks."

When they decided to give a significant gift to the Children's Museum, they both arranged to meet with Peter Olson, the former director of the museum, at a coffee shop. Evans remembers that when they told Olson about their intended gift, he was moved to tears—and then so was she. "It was just an incredible feeling to know that we were able to solve a problem for him," she says. "I told him that as good as he felt, I felt a million times better."

"That experience really drove home how important it is to be doing it together," Christensen says. "It's so powerful to get passionate about the same things. That was a great moment—we'll never forget that day."

Donating to the Maverick hockey programs was similarly important to both of them—but for different reasons. Christensen, who has been a season-ticket holder since day one, had the opportunity to meet with coach Mike Hastings.

"He showed me around and spent two hours with me," Christensen remembers. "Then he said, 'There's a big need here. If we are going to keep up with the best programs, we have to take it up a notch. Can you help me raise the money to do that?'"

Evans, who says she appreciates what Maverick hockey means for the community, agreed that they should provide the lead gift for the renovation project. "I'm doing it for different reasons, but we both thought this was a perfect project," she says.

They also agree that funding their charitable giving with appreciated stock is a win-win. It has significant tax benefits for them; in addition to not paying capital gains taxes from selling the stock, they are able to take a charitable donation write-off for the stocks' current value—which is much higher than it was when they purchased it.

"Everybody wins," Christensen says. "It's a marvelous vehicle for giving. And the Mankato Area Foundation is able to convert it into cash, which works well for them."

"We appreciate the Foundation's willingness to work with us as we find those projects and programs that align with our passions."



Evans, who spent 16 years raising funds for nonprofit organizations in southern Minnesota, knows that tax benefits are important—but she also knows that they are only part of the reason that people give.

“Research shows that tax advantages are not the real reason that people give,” she says. “They have to want to give. They have to get why they are doing it. The tax implications are important, but they aren’t everything.”

“We chose to work with the Mankato Area Foundation for a few reasons. First, they have the infrastructure in place to handle non-cash assets. Not only was the Foundation prepared to accept this kind of gift, they made it really easy for us. Secondly, it was very important to both of us that we work with an organization that values our philanthropic goals. We spent a lot of time talking with MAF about our immediate gifts as well as our future charitable giving.”

Christensen and Evans have both expressed how wonderful it is to have a local organization whose mission it is to help donors leave a legacy to a community they love. “We appreciate the Foundation’s willingness to work with us as we find those projects and programs that align with our passions.”

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 60 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
Alaska Insulation Supply Fund
Bradley and Kathy Brozik Fund
Consolidated Communications Community Fund
Consolidated Communications Community Fund for Youth
Cunningham Family Fund
Curt and Debbie Fisher Fund
David Christensen and Jill Evans Fund
Dennis and Sue Hood Fund
Dotson Family Fund
Glen Taylor Charitable Trust
Helen and Eldon Jones Fund
Jim and Jennie Ward Fund
Jim and Sheri Fedson Fund
John and Jackie Bauernfeind Fund
Jonathan Zierdt Cancer Fund
Joyce and Gerald Roust Fund
Kristine Lindvall Fund
Lorentz Post 11 American Legion Fund
Montag Family Fund
Page Jones Richards Family Fund
Rstom Family Foundation Fund
Ruth and Larry Mikkelson Fund
Ryan and Jill McKeown Fund
Ryan McKeown and Danielle Mehia Financial Advisory Team
Schooff Community Fund
Schott Family Fund

(Donor Advised Funds cont.)

Steven and Kathleen Burnett Fund
Sugden Family Fund
Ten Haken Charitable Fund
Veterans Memorial Fund

Scholarship Funds

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Dustin Lemke Memorial Scholarship
Florence Nightingale Scholarship Fund
Marlyn R. Heintz Scholarship Fund
Ogden W. and Jane M. Confer Scholarship Fund
Polly and Bill Webster Scholarship
Schooff Scholarship Fund
Schugel Scholarship Fund
Virginia and Martin Krause Scholarship Fund

Agency Funds

Blue Earth Nicollet County Humane Society Agency Fund
Educare Foundation Agency Fund
Feeding Our Communities Partners Agency Fund
Mankato Clinic Foundation Agency Fund
Minnesota Valley Action Council Agency Fund
YWCA Mankato Women’s Fund

Fiscal Sponsored Funds

Central Freedom School
Hope in Healing
Leave A Legacy
Linking For Good Fund
Mankato Regional Airport Park Fund
St. Peter Public Schools Community Capital Campaign

Leaving a Legacy

WHEN MARTIN KRAUSE SET OUT TO HONOR HIS LATE WIFE'S DREAM, THE MANKATO AREA FOUNDATION HELPED MAKE IT A REALITY.



In the fall of 1983, after several decades of passionate work by dedicated educators, Lutheran ministers and community members, Martin Luther High School opened its doors for classes in Northrop, MN.

Two individuals who were particularly influential in the school's founding are Virginia and Marty Krause. "Some might say we were involved from the ground-up...but really we were involved prior to the ground up!" Marty says. The Krauses, living in nearby Fairmont, MN, wanted area children to have options when it came to secondary school.

"We wanted to give the community a choice. We liked our public-school system very much—but we still felt it was important to have options for our youth. In fact, Virginia and I had three kids graduate from the public school with great experiences, but our youngest two chose to attend Martin Luther—which was also terrific."

During the last two weeks before Virginia passed away in September of 2016, Marty never left her side. In that time, she told him

that she wanted to leave a legacy—a gift to the community that would continue to give back for years to come. With their close ties to Martin Luther High School, he knew exactly what he wanted to do for her: set up a scholarship to help students attend the private high school she helped to build.

"And that's why her name comes first," Marty says.

What Marty didn't know, however, was how to go about establishing a scholarship fund. That's where Buster West, his friend and trusted financial advisor, came in. He recommended Marty talk with the Mankato Area Foundation staff to see if they could help make the couple's dream a reality.

To accomplish his goal, Marty and his son, Jerry, helped the Foundation understand who they wanted to help, what criteria were important, and how they wanted the fund to be managed. They also established a "Plan B" if circumstances were to change down the road.

"I am thrilled we were able to honor my wife in a way that will impact our young people."

"The Foundation knew the step-by-step process," says Buster. "I thought it was so interesting how easy they made it. Sarah and Nancy did an amazing job of taking a daunting task and breaking it into smaller pieces. They came prepared with a list of questions for Marty and his son. After one meeting, we had a framework for the scholarship and I could see just how pleased they were with the process."

In April of 2018, the Virginia and Martin Krause fund awarded eight scholarships to help students attend Martin Luther High School. Next year, there are plans for 10. Marty has heard from every one of the scholarship recipients and all of them have emphasized how much they appreciated the Krauses' generosity. One student shared that this option would have been impossible without the scholarship. "I am so pleased that Virginia's dream has been realized. And, I am thrilled we were able to honor my wife in a way that will impact our young people. We couldn't have done it without the Foundation."

MAF Investment Partners Program

Financial advisors committed to the belief that charitable giving is an important dimension of client services have the opportunity to partner with Mankato Area Foundation.

We created the Investment Partners Program (IPP) specifically to enable donors to maintain existing investment relationships while benefiting from our community knowledge and philanthropic expertise. Through the program, professional advisors remain involved in fulfilling your charitable goals while the Foundation maintains an investment advisory role.

Advisors know their clients.

We know philanthropy. Together, we accomplish more than we do alone, making informed and inspired investments that benefit our region.



Financial Overview

Statement of Financial Position as of June 30, 2018, 2017 and 2016

Assets

Cash and cash equivalents
Promises to give
Prepaid expenses
Receivables
Investments
 Operating
 Endowment
Property held for investment
Property and equipment, net

Total Assets

Liabilities

Accounts payable
Grants payable
Payroll liabilities
Other liabilities
Funds held for others

Total Liabilities

Net Assets

Unrestricted
Temporarily restricted
Permanently restricted

Total Net Assets

Total Liabilities and Net Assets

	2018	2017	2016
Cash and cash equivalents	\$227,966	\$376,869	\$379,248
Promises to give			25,709
Prepaid expenses	3,073	2,457	1,787
Receivables	79,215	25,959	
Investments			
Operating	11,020,986	8,436,084	7,424,541
Endowment	2,047,013	2,023,719	1,927,667
Property held for investment	432,827	432,827	432,827
Property and equipment, net	1,216,815	1,260,763	1,272,680
Total Assets	\$15,027,895	\$12,558,678	\$11,464,459
Accounts payable	\$25,703	\$24,067	\$27,226
Grants payable	11,000	105,000	100,000
Payroll liabilities	17,451	6,082	8,344
Other liabilities	28,674	15,253	9,229
Funds held for others	2,236,350	1,061,127	1,000,415
Total Liabilities	2,319,178	1,211,529	1,145,214
Unrestricted	1,428,318	1,263,730	1,384,782
Temporarily restricted	9,573,821	8,376,841	7,227,885
Permanently restricted	1,706,578	1,706,578	1,706,578
Total Net Assets	12,708,717	11,347,149	10,319,245
Total Liabilities and Net Assets	\$15,027,895	\$12,558,678	\$11,464,459

Statement of Activities for the years ended June 30, 2018, 2017 and 2016

Public Support and Revenue

Contributions
Grant revenue
Interest and dividend earnings
Realized and unrealized gains (losses)
Other revenue

Total Public Support and Revenue

Expenses

Program
Administrative
Fundraising and development

Total Expenses

Change in Net Assets

Net Assets, Beginning of Year

Net Assets, End of Year

	2018	2017	2016
Contributions	\$1,958,987	\$1,128,741	\$819,589
Grant revenue	90,250		1,500
Interest and dividend earnings	222,604	228,041	210,192
Realized and unrealized gains (losses)	317,482	676,320	(198,721)
Other revenue	15,589	10,286	11,368
Total Public Support and Revenue	2,604,912	2,043,388	843,928
Program	1,005,032	838,735	632,144
Administrative	126,970	86,366	109,923
Fundraising and development	111,342	90,383	56,561
Total Expenses	1,243,344	1,015,484	798,628
Change in Net Assets	1,361,568	1,027,904	45,300
Net Assets, Beginning of Year	11,347,149	10,319,245	10,273,945
Net Assets, End of Year	\$12,708,717	\$11,347,149	\$10,319,245

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.



2016-2018 Donors

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