

TO: Development Committee

FROM: Gary Salva, Chair

DATE: January 8, 2016

**Thursday, January 14, 2016
8:00 – 9:30 AM
Community Foundation of Middlesex County
Downstairs Conference Room**

Our tentative agenda includes:

- **Minutes** of October 17, 2015 Meeting – Attached
- **Committee Portal Overview** – Thayer Talbott
- **Development Updates – 2015**
2015 Year in Review – Attached (Note: Through 12.15.15)
- **President's Society/Chairman's Circle Update**
- **Fourth Quarter Activities - Updates**
President's Society/Chairman's Circle Luncheons
Annual Appeal
Holiday Mailing – New Year Letter
- **2016 Activity Planning** – Discussion and Assignments
Donor Parties
Legacy Luncheon
President's Society/Chairman's Circle
2016 CFMC Events
Patrons' Party – June 7, 2016
Goodspeed Event – June 10, 2016
Herb and Sherry Clark Beacon of Philanthropy Award
- **Old Business** - Donor Recognition Programs
- **New Business** – Discussion – Types of Funds - Attached
- **Next Meeting** – Thursday, March 17, 2016
- **Adjourn**

Please contact CFMC at 860-347-0025 or Info@MiddlesexCountyCF.org if you are unable to attend.

**Community Foundation of Middlesex County
Development Committee
Downstairs Conference Room – Middletown, CT
October 15, 2015
MINUTES**

Presiding: Gary Salva

Present: Marc Levin, Kate Wolter, Lisa LeMonte, Frantz William and Cynthia Clegg

Mr. Salva called the meeting to order at 8:11 AM

Minutes of the July 16, 2015 meeting were unanimously accepted on a motion by Marc Levin, seconded by Lisa LeMonte.

A. Updates and Discussion Items:

1. Results to Date (through September 30, 2015).

- Year-to-date figures reflect revenues of \$898,162 versus a 2015 budget of \$650,000.00. Unendowed funds still show the strongest growth (YTD \$512,586 versus a 2015 budget of \$170,000.00).
- Endowed Funds revenues are \$170,651 versus a budget of \$170,000.00. Cynthia noted that some of the 2015 unendowed revenue may be transferred to endowed funds.
- Cynthia stated that through October 14, 2015 an additional \$30,000+ has been received (approximately \$20,000 in pledge payments; \$10,000 in new revenue).

2. President's Society

- As of October 13, 2015 sixty-four generous (64) donors are members of the President's Society. Cynthia noted that expectations are that additional members will renew.
- Gary will finalize the "President's Society's sales sheet" as soon as possible.
- The President's Society will now be referred to as "The Leadership Circle" (\$1,000/President's Society; \$2,500/Chairman's Circle; \$5,000/Community Benefactors).
- The Leadership Circle luncheons will be hosted by Bill and Sharon Griffin on November 19th and December 1st at Café Routier in Westbrook.

3. Friend Raisers

- The 2016 goal is three (3) Friend Raisers. Pough Interiors will host one again in January. Diana talked about perhaps doing one at Essex Yacht Club and suggested combining efforts with Pough Interiors. Diana and Cynthia will meet with them in the next few weeks. Gary offered to use

his client event as a friend raiser for CFMC. He and Diana will discuss this further over the next several days.

4. CFMC “Gaming/Grant Making” Event

- The group also agreed that the “gaming/grant making” template should become a separate annual event. Deborah and Cynthia will outline the perimeters and budget for 2016. It was suggested that this be a lower price point ticket to eliminate “donor fatigue” and to attract new people. Wadsworth Mansion was suggested as a venue with a possible date in October. After much discussion, the group agreed that the “grant making” portion of the event would override any negative connotation to the “gaming aspect”
- The committee mapped out events for the remainder of 2015, 2016 and 2017:
 - 2015 – Friend Raisers, Honorary Recognition Program, Legacy Society gathering
 - 2016 – Goodspeed, “Patrons’ Party”, Honorary Recognition Program, Friend Raisers
 - 2017 – 20th Anniversary Gala
- Anna suggested that CFMC look for opportunities to partner with others for events (ex: Middlesex Community College and the CT Ballet for August 2016).

5. CFMC Goodspeed Event

- It was decided that CFMC’s signature event would be held on Friday, June 10, 2016, with a Patron’s Party on Tuesday, June 7th. The play is “Anything Goes”. Cynthia will contact Goodspeed; Gary will see about the Becky Thatcher. Cynthia will check on a potential Patron’s Party venue.

B. 2016 Focus

- Cynthia reviewed the 2016 plans (see attached). She will map out the events and timelines and distribute the document to the committee.

C. Next Meeting: Thursday, January 14, 2016, CFMC, Downstairs Conference Room.

There being no further business, the meeting was adjourned at 9:10 AM.

Respectfully submitted,

Cynthia H. Clegg

BOARD
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COMMUNITY FOUNDATION of MIDDLESEX COUNTY

2015 YEAR in REVIEW
UNAUDITED

Total Gifts and Pledges to Date - \$1,022,732 (11.30.15) (estimate)

- Endowed Gifts and Pledges (11.30.15) - \$192,419 (budget - \$170,000)
- Unendowed Gifts and Pledges (11.30.15) - \$577,988 (budget - \$170,000)
- Operations Gifts and Pledges (11.30.15) - \$252,325 (budget - \$310,000)

New Funds Established to Date

- 9 New Funds; 16 additional funds in progress; 170 Funds in Total
- 3 of the 16 are Agency Funds
- President's Society/Chairman's Circle – 72 Members (Includes Pledges) as of December 9, 2015
- 17 – Chairman's Circle; 46 President's Society; 9 Community Benefactor
- \$180,920 – 2015 new gifts and pledges; budget \$160,000

Planned Gifts

- 1 planned gift received (\$10,000, ARF Fund)
- 5 new planned gifts confirmed
- 2 additional planned gifts in progress

Total Assets and Planned Gifts: \$30.4 million (estimate)

- Planned Gifts - \$18.3 million (estimate)
- Pooled Assets - \$ 12.1 million (estimate)

Investment in Middlesex County

- 2015
 - Grants Approved – 250
 - Total Investment - \$710,934.58
- 1997 - 2015
 - Grants Approved – 1,582
 - Total Investment - \$4,757,996

COMMUNITIES SERVED

Chester
Clinton
Cromwell
Deep River
Durham
East Haddam
East Hampton
Essex
Haddam
Killingworth
Middlefield
Middletown
Old Saybrook
Portland
Westbrook



**COMMUNITY
FOUNDATION**
of Middlesex County

Philanthropy • Leadership • Legacy

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Community Foundation of Middlesex County
At A Glance

1997 to December 31, 2015:

- Total Pooled Assets \$12.1 million
- Total Funds Established 172
- Total Grants Awarded 1,582 grants totaling \$4,757,996
- Total Known Planned Gifts \$18.3 million

Our Donors are Investors

- Investors grow CFMC's pooled assets by leveraging their dollars with others
- Investors contribute through Funds – establishing a fund or contributing to established funds
- Investors support programs and services in 15 towns in Middlesex County through grants

CATEGORIES

Types of Funds

- **Unrestricted, Flexible Funds** allow donors to **THINK BROADLY** about their giving. These funds allow the Board and staff to identify compelling community needs through the competitive grant making process and to determine the best use of your investment to address them. Currently the competitive application process includes the following focus areas: animal/human welfare services, arts, education, environment, heritage enhancement, human services, women and girls, and at-risk boys and young men.
- **Designated Funds** allow donors to **PROVIDE ON-GOING SUPPORT** to nonprofit organizations. These funds support your best-loved nonprofits forever by creating a predictable and valuable revenue stream to further their general mission or specific program. These funds are usually awarded annually to the designated organization during the first quarter of the calendar year.
- **Field of Interest Funds ADDRESS ISSUES** affecting our communities and neighbors. These funds allow the Community Foundation to support promising projects and nonprofits working in areas of interest such as the needs of young children, the environment, the homeless or the arts. These funds may be used in the competitive grant process or they may have a volunteer committee appointed to review funding applications and make recommendations to the Board of Directors.
- **Donor Advised Funds** allow donors and their families to **STAY INVOLVED** in their charitable giving. These funds allow individuals, families, or businesses to recommend where the fund's dollars might do the most good, year in and year out. Donors may make recommendations throughout the year based on the availability of funds to grant; all grant recommendations are reviewed and approved by the Board of Directors.

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ENDOWED Funds BUILD FOR THE FUTURE AND PROVIDE FOR TODAY. These funds are grown through investment, providing grants now and, building over time, more for years to come. A percentage of the fund is given away through grants each year as determined by CFMC policy.

UNENDOWED Funds are AVAILABLE TODAY – these funds provide donor-investors opportunities to make grants today where their contributions will best meet their current giving objectives. The funds are not invested for growth, and the funds available may be granted at any time.