

COMMUNITY CONNECTION

Partnerships Strengthen Communities

For over three decades, the North Dakota Community Foundation has worked to foster partnerships in the communities it serves. Whether the community is partnering with an individual donor, another foundation or a private entity, the results speak for themselves: those communities that have external partners have seen their endowments grow at a much faster pace.

From time to time, individual donors will come to the Foundation with the idea of stimulating their local volunteers to become more active. The community of Carrington had an anonymous donor who chose to use his gift to stimulate the local volunteers by matching the first \$5,000 raised for the local Carrington Community Fund. The NDCF, with funds from the Otto Bremer Foundation, then matched his \$5,000 and the \$5,000 raised by the volunteers with \$10,000. The community was able to turn their initial \$5,000 effort into \$20,000 in new money for their endowment fund. This snowball effect has a way of inspiring other donors to make similar gifts. The following year, Carrington was blessed to have another donor make a \$10,000 gift. This, combined with the \$5,000 from the first donor, motivated the community to reach for the bonus match triggered when they raised \$25,000 in total gifts for the year. With the Otto Bremer Foundation's \$10,000 match and the NDCF's \$5,000 bonus match, they increased the size of the Carrington Community Endowment fund by \$40,000 in one year.

Similarly, the community of Maddock had an anonymous donor who had a \$13,000 CD that was about to mature. The donor decided to use the CD proceeds to incentivize the community to raise money for their local endowment fund. He matched every dollar raised, up to \$13,000. The community rallied around the effort and was successful. The total \$26,000 raised was then matched with \$15,000 by the North Dakota Community Foundation (dollar for dollar up to the first \$10,000 and a bonus \$5,000 when they reached \$25,000). The Maddock Community Foundation nearly doubled their principal balance in one year's time.

Donors have often used their gifts to begin a community foundation for their area as well. In the communities of Oakes and Ellendale, Mr. Frank Larson issued a challenge to them. He would donate \$100,000 to each community to start a community foundation if they could match it with \$50,000 in funds raised. That challenge was issued and met in 1999 and Mr. Larson has since put forth a second match of \$25,000 per community. Oakes and Ellendale are both currently working toward raising the money necessary to meet Mr. Larson's generous challenge.

More traditionally, communities have looked to other foundations, usually private foundations, to grow their

endowment funds. The state of North Dakota is fortunate to have 10 communities with Bremer Banks. For those communities, the Otto Bremer Foundation has long been a partner in building a resource for their future

needs. Over the years, the match has varied as to dollar amount, but currently matches every gift dollar for dollar up to \$10,000 with a bonus of \$5,000 if the community raises \$25,000 in any given calendar year. The balances in those communities range from just over \$1 million to just over \$100,000. (See Endowment Net Assets in the Annual Report for exact balance figures.)

Partnerships have also come from more unusual sources, such as happened in the communities of Hope, Finley, Cooperstown and Hannaford. These communities belonged to a federally designated program called the Griggs-Steele Empowerment Zone. The program was designed to stimulate economic development in those two counties. Over the ten years of the program, loans to businesses were made and repayment of those loans began to come back into the fund. The income from repayment of those loans was used to match monies raised by the four participating communities to build endowment funds for projects and organizations in their respective areas. Each community was required to raise \$15,000 of local money. The Empowerment Zone then contributed \$20,000. The NDCF matched that total with \$15,000 through the matching gift program available to all participating communities. Using the money for this purpose created a permanent, stable source of funding for future needs. It takes a visionary board looking very long-term to see this kind of potential and, fortunate for those communities, the Empowerment Zone Board members were just those kinds of individuals.

Perhaps the best example of a successful partnership is the North Dakota Community Foundation itself. Started with nothing but a concept, the North Dakota Community Foundation was born out of collaboration between the Otto Bremer Foundation, the Northwest Area Foundation, the Northwest Bancorporation Fund, the North Dakota Bremer Banks and the Bush Foundation. Today, the North Dakota Community Foundation draws support from dozens of communities and hundreds of volunteers and donors all across the state of North Dakota. It belongs to, works for the benefit of, and strives to make life better for all the people in the state of North Dakota, making it truly "the people's foundation." Through these partnerships we are able to carry out the mission of the Foundation which is to improve the quality of life for North Dakota's citizens through charitable giving and promoting philanthropy.



Amy Warnke
Development Director East

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Volunteering

Like most nonprofit organizations, the North Dakota Community Foundation (NDCF) relies on dedicated volunteers to help us accomplish our mission. The NDCF's statewide directors listed on the first pages of this report are all volunteers. They receive no financial compensation for their service on the Board.

Without volunteers, our Community Endowment Fund program could not exist, and we would be unable to effectively accomplish our mission of improving the quality of life for North Dakota citizens. When a community first starts exploring the idea of establishing an endowment fund, our first task is to identify potential Advisory Committee members, because it is this group of citizens who will lead their community in the effort to build support for the fund.

The dedicated individuals who serve as volunteer Advisory Committee members represent a wide variety of North Dakota citizens: farmers, ranchers, independent business owners, bankers, educators, attorneys, accountants, insurance agents, investors, reporters, state legislators, students, etc. They range in age from teenagers to those who have been retired for many years. Each person brings their unique skills, talents, and interests to the table.

"One of my favorite quotes is from Theodore Roosevelt -1899. "We cannot do great deeds unless we are willing to do the small things that make up the sum of greatness." I was taught by my mother to give back. She set a great example with her involvement."

Margo Helgerson (Westhope Area Community Foundation)

Advisory Committee members also have important similarities. Often, committee members play active roles in many other community projects and are considered the "movers and shakers" in their communities.



Stanley Board Committee Left to right:
Wayne Johnson, Pam Thompson, Don Longmuir,
Dan Lindberg, Grace Lystad, and Doug Kinnoin



Kara Geiger
Development Director West

They are well-respected, knowledgeable about their community's strengths and needs, and they strive to make their communities better places for all who live, work, and play there.

"Volunteering is the basis of my life. It gives me life when I see what volunteering does for others I love."

Wanda Terpening (Maddock Community Endowment Fund)

In order for a community to have a successful endowment fund, it must have a dedicated group of local citizen volunteers to carry out two major functions: raise money and award grants. Each community that



takes part in the program has 5 to 10 volunteer Advisory Committee members who work year round to build and promote the fund within the community and (at times) outside of the community. Specific activities vary from one community to the next, but typically include things like visiting with potential supporters about the benefits of the fund; educating businesses and individuals of the tax benefits of their donation; writing letters to former residents to educate them about the fund; organizing special events to promote awareness and raise money; and, of course, reviewing grant requests from local nonprofit groups. In a word, the local volunteers "lead" their communities to success by giving of themselves.

"By volunteering for the Mohall Community Endowment Fund, I not only get the chance to secure the future of our town, but I also get the chance to make a difference in people's lives. It's an inspirational commitment. One that makes me feel like I am a millionaire!"

Kristy Titus (Mohall Community Endowment Fund)

Community Endowment Fund Program	2010 Totals
Community Endowment Funds	44
Volunteers	252
Est. hours contributed by volunteers	3,780
Funds raised by community fund volunteers	\$494,547
Matching monies NDCF awarded to community funds	\$229,155
Granted for local projects by community funds	\$723,702

Because each Advisory Committee is allowed the flexibility to choose how and when to engage in fundraising and granting activities, it's difficult to track the exact number of hours our volunteers dedicate to creating and maintaining a successful endowment fund. The table above is our best attempt to document those hours dedicated by committed local volunteer leaders.

"It makes me feel good that I as a member of the Anamoose Area Community Foundation can make a difference in our community. We are a small community of less than 300 & our organizations, such as the Park Board, Civic Club & Senior Citizens, have very little money. With grants from our AACF they are able to carry out projects that benefit our community."

Alyce Heer (Anamoose Area Community Foundation)

As you can see by the quotes of just a sampling of the volunteers who help the NDCF accomplish its mission all across the State, volunteers often get back much more from their efforts than they give. By giving of themselves, they achieve a level of joy and satisfaction that can be gained in few other ways.