

Foundation Matters

Fall 2021

**Foundation Program Supports
Leadership Development** *page 4*

Creating a Better Community for Generations to Come.


Greater Toledo
**Community
Foundation**
Strength in Giving. Hope in Action.

OUR MISSION

Greater Toledo Community Foundation — a public, charitable foundation — exists to improve the quality of life in the region by:

- Providing a flexible, informed, effective means for donors to achieve their charitable goals in perpetuity
- Addressing the changing needs of the region through efficient, prudent, high impact grantmaking
- Serving as a source of information about and as a catalyst in shaping the region's response to those needs, and
- Facilitating the work of other grantmaking organizations to achieve effective and efficient grantmaking practices

AFFILIATED COMMUNITY FOUNDATIONS

Affiliated Community Foundations offer emerging and established community foundations in northwest Ohio the ability to build assets and make grants — in their local communities — while taking advantage of Greater Toledo Community Foundation's administrative structure and oversight.

- Bowling Green Community Foundation
- Greater Fostoria Community Foundation
- Henry County Community Foundation
- Ottawa County Community Foundation
- Waterville Community Foundation
- Wyandot County Community Foundation

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Below and on the cover: Below, Artisha Lawson, 2013 graduate of the MEL Program, with her mentor, Doni Miller. On the cover, Taylor Burciaga (seated), 2019 graduate of the MEL Program, with her mentor, Theresa Morris.



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Message from the President

K E I T H B U R W E L L

Dear Friends,

As we near the end of 2021, we're reminded of something Coretta Scott King once said:

"The greatness of a community is most accurately measured by the compassionate actions of its members."

The growth and tenacity of organizations and businesses in northwest Ohio is due, in no small part, by those who believe in what our community can offer to our residents, our region and our country.

You, our friends, continue to do that. Some of you choose to do it by starting a donor advised fund. Others have chosen to support major community initiatives, like the Overland Solar project, one of the most incredible examples of large-scale support by northwest Ohio businesses and industries. Still others show support by acting as mentors to burgeoning nonprofit leaders or providing guidance on data-driven solutions to community challenges.

We consider all of you our friends. We ask you, as we have in past years, to consider supporting our annual Friends in Philanthropy campaign. Your support helps insure the work of the Foundation grows, flourishes and continues to improve the lives of all in the northwest Ohio community and beyond.

Sincerely,

A stylized, handwritten signature of Keith Burwell in blue ink, featuring a large, sweeping 'K' and 'B'.

Keith Burwell
President
Greater Toledo Community Foundation



Excellence. Accountability. Impact.™

Foundation Quick Takes

Foundation Welcomes New Employees

Greater Toledo Community Foundation is pleased to announce two new staff members: Lauren Pietrek, Philanthropic Services Officer, and Milva Valenzuela Wagner, Director of The Center for Nonprofit Resources.

Lauren replaces Bridget Brell Holt who retired from the Foundation in June. Lauren was most recently the Development & Marketing Director for Girls on the Run of the Rockies. Her prior experience includes development and nonprofit marketing and events administration, including fundraising.

Mike Greer, vice president, Philanthropic Services & Advancement, said “Lauren has the perfect blend of experience and exuberance for philanthropy; she will reinvigorate efforts around GTCF’s Women’s Fund initiative and broaden our reach to the next generation of donors.”

Milva Valenzuela Wagner joined GTCF in September to replace Heather Bradley, who is now Executive Vice President at the Toledo Regional Chamber of Commerce.

Milva has more than 30 years of experience working with nonprofit organizations including board development, fundraising and event management. Most recently, Milva offered professional and bilingual services to nonprofit organizations and businesses. Prior to that, Milva was the Development Director for Lott Industries.

The Center for Nonprofit Resources is a program of Greater Toledo Community Foundation, which promotes professional management in the nonprofit sector through professional development and technical assistance support. In addition to offering professional development workshops and webinars, The Center manages two certificate programs: the Certificate in Nonprofit Management and the Minority Executive Leadership Certificate Program, which have proven to maximize success in the nonprofit sector.

“The Foundation is very excited to welcome Milva as Director of The Center,” said Keith Burwell, president of Greater Toledo Community Foundation. “Her understanding and familiarity of the many nonprofits in our community, together with her background and experience, promise to greatly benefit our work as well as the entire nonprofit community.”



▲ Lauren Pietrek



▲ Milva Valenzuela Wagner

Foundation Holiday Hours

We understand the weeks prior to the upcoming holidays can become quite hectic. The Greater Toledo Community Foundation offices are open and our staff are ready to help with your year-end and donor needs. Please call 419.241.5049. We will be happy to meet with you.

Please note, our offices will be closed on these days:

Thursday, November 25, 2021

Friday, November 26, 2021

Friday, December 24, 2021

Monday, December 27, 2021

Monday, January 3, 2022



Through the generosity of the regions philanthropic community, Greater Toledo Community Foundation has established multiple scholarship opportunities for graduating high school seniors and current college students in northwest Ohio and southeast Michigan.



Foundation Awards More Than \$1 Million in Scholarships

Greater Toledo Community Foundation awarded more than \$1 million in scholarships last year to area students. In the 2020-2021 academic year, the Foundation awarded 594 scholarships from 198 funds, totaling \$1,194,192.

The Foundation will list scholarships available for students applying to colleges and universities for the

2022-2023 academic year online as they become available now through the end of year, and high school and current college students should also check at their current school and chosen higher education institution for additional opportunities through GTCF. Visit toledocf.org/scholarships to view our most recent scholarship opportunities.

Please Be Our Friend

Greater Toledo Community Foundation appreciates your support of our Friends in Philanthropy annual campaign. To be considered as a 2021 gift, donations to the Friends campaign, as well as all other donations, must be received in the Greater Toledo Community Foundation office by noon on December 31, 2021. Thank you for your support.

Let's Stay in Touch



If you have changed your email address, please let us know so we can update our records and get news to you quickly. Simply email Laura@toledocf.org and type "Update Email" in the subject line so we can record your email address.

Connect with Us on Social Media

For the latest news about our northwest Ohio community and current grant opportunities through social media, be sure to "follow" and "like" Greater Toledo Community Foundation on Facebook and join us on LinkedIn. As always, we welcome your comments and questions.

Also visit us on the web at toledocf.org. You'll find important information about upcoming grants, creating a fund, making an online donation and more.



Long-Running Leadership Training Programs Prove Advantageous for Local Nonprofit Professionals

Leadership training in the nonprofit sector remains a strong interest among nonprofit executives and employees as evidenced by the longevity of two Center for Nonprofit Resources programs. The Center's Nonprofit Management Certificate Program, sponsored by ProMedica, is in its 10th year and has helped 48 graduates to increase their skills in areas such as fundraising, financial management, board development and more during the 12-month program. The Minority Executive Leadership (MEL) Certificate Program, sponsored in part by The Andersons, has entered its ninth year and includes 59 graduates throughout the history of the program.

The MEL Program is designed to support emerging minority nonprofit leaders, CEOs/Executive Directors and staff interested in growing into these positions. The MEL Program now includes enhanced elements such as a kickoff and closing summit, and a cohort format that includes online courses and virtual meetings for discussions on topics covered.

For Artisha Lawson, Program Officer, Greater Toledo Community Foundation, who completed the MEL Program in 2013, the experience included individuals at various levels in their professional development.

"My cohort included participants who were fairly new to the nonprofit sector. Some were more experienced, and others had started their own nonprofit organization." Artisha said

her mentor, Doni Miller, CEO, Neighborhood Health Association, provided her with great advice. "I am still in contact with Doni, and she continues to be a wonderful resource."

"The MEL Program gave me a strong foundation of core concepts of leadership, including board development and financial management," said Artisha. "I find myself using that information today as I'm assisting nonprofits through the Greater Toledo Community Foundation.





◀ Doni Miller (left) and Artisha Lawson still share experiences and professional development advice with each other, eight years after they went through The Center's Minority Executive Leadership Certificate Program.

Now serving as a mentor herself, Artisha said she finds sharing her personal experiences is often a great teaching tool. "I like to offer a perspective through personal experience rather than say this is the "right" way or "wrong" way to do something," she said.

"I highly recommend the MEL Program," said Artisha. "Even if you don't currently see yourself as a leader, someday, someone may see you as

a leader and the information you've gained from the program will be a tremendous help."

Like Artisha, Taylor Burciaga, Executive Director, Sofia Quintero Art & Cultural Center, another graduate of the Minority Executive Leadership Program, remains in contact with her program mentor, Theresa Morris, a Toledo City Council Member and Congressional Assistant for the U.S. House of Representatives.

"In the MEL Program, it was nice being able to discuss very specific obstacles that I was going through and understand how another Latina would respond," said Taylor.

Taylor, who learned about the program through The Center for Non-profit Resources, said she appreciated "that there was a space specific for minority leadership and wanted to see how it differentiated in terms of other leadership programs. I also felt it would be a great networking opportunity."

To learn more about the certificate programs and other professional development opportunities available to local nonprofit organizations, board and staff through The Center for Nonprofit Resources, visit c4npr.org.

Growing Futures Together, a collaboration between First Tee – Lake Erie, Boys & Girls Clubs of Toledo and ProMedica, will provide golf, youth leadership training, skills training, and health and wellness programs at a new facility aimed at improving the lives of young people in the community. The 15,000 square foot facility on Hill Avenue, behind the Inverness Club, is now home to the Shoenrock Family Boys & Girls Club and the Dattilo Family Youth Leadership Center and serves as the local headquarters for First Tee – Lake Erie.

“This is the beginning of an incredible new era,” said Jim Ravas, President & CEO of the Boys & Girls Clubs of Toledo. “With this expansion of the Boys & Girls Clubs of Toledo and First Tee – Lake Erie, we are providing a complete, youth-centered, sustainable Club for all youth in the Toledo Metropolitan area.”

The collaboration achieves numerous goals. It allows the Boys & Girls Clubs to expand to the Rogers High School neighborhood, which includes approximately 3,000 children, many living in poverty and eligible for programming.

The project also gives First Tee – Lake Erie, which has provided educational, character building and healthy living programming in northwest Ohio through the game of golf since 2005,

easier access to course availability, a challenge it faced in the past. The new site includes a driving range, short game facility, putting green and multi-use sports field.

“Programming at First Tee – Lake Erie and the Boys & Girls Clubs of Toledo complement one another, specifically in the areas of healthy lifestyles and character building,” said Adam Reny, Executive Director, First Tee – Lake Erie. “We also look forward to helping youth gain employment and training opportunities through our relationships with area golf courses and pairing them with our Caring Mentors to build character and instill life-enhancing values through the game of golf.”

A number of Greater Toledo Community Foundation funds provided support for the Growing Futures Together program, including \$49,628 from The Stranahan Supporting Organization, \$15,000 from the R. A. Stranahan, Jr. Charitable Advised Fund, \$50,000 from Community Funds, and \$35,000 from the Andersons Fund Supporting Organization.

“Greater Toledo Community Foundation encourages nonprofit organizations whose missions align to work



together on community issues, and this collaboration is an excellent example of that,” said Keith Burwell, President, Greater Toledo Community Foundation.

“Growing Futures Together received and still is receiving tremendous praise for what has been created to serve the youth of Toledo,” said Billy Mann, Director of Resource Development & Communications, Boys & Girls Clubs of Toledo. “Both organizations brought their partnerships to the table to fulfill a well-rounded experience for members. These include Connecting Kids to Meals, Ernie Els for Autism, Imagination Station and dozens of others.”

“ProMedica led the charge and assisted with getting this campaign up and running and helped see it through to the very end. From the gifting of the land, to assisting with time and resources, they were an incredibly important part of Growing Futures Together,” he said.

First Tee – Lake Erie and Boys & Girls Clubs of Toledo are confident that their nationally recognized programs will give area youth the skills and opportunities to better themselves and, in turn, the community.

Collaboration Increases Opportunities For Our Youth



▲ Capital Campaign Managers Adam Reny (top left), Billy Mann (top right), Christi Ansberg (bottom left), and the Schoenrock Family Boys & Girls Club's very first member, Lyanah Hall (bottom right).

◀ First Tee - Lake Erie and Boys & Girls Clubs of Toledo held a ribbon cutting ceremony in September to open the brand new Dattilo Family Youth Leadership Center, home of First Tee and the Schoenrock Family Boys & Girls Club. This is the fifth Club location in the Toledo community.

Why give?

Explore with us the many benefits of managing your charitable giving with a Greater Toledo Community Foundation fund.

Makulinski Family Makes A Difference

Mark Makulinski, founder of the Makulinski Family Foundation of the Greater Toledo Community Foundation, approaches life in an unconventional fashion. It has served him—and the community—well.

He describes his leadership approach at the company he owned for 35 years, Lockrey Manufacturing, as a “benevolent dictator.” The manufacturing company had no board of directors or investors. Mark, who graduated from General Motors Institute and was a process engineer before starting Lockrey,

used his engineering background and philosophy to lead his business.

“Lockrey was successful in a very competitive business and grew from less than \$100,000 in sales to close to \$20,000,000,” said Mark.

“One reason for the company’s success was my management system which empowered and informed each employee to “add value” each day with a minimum of supervision,” he said, adding that he essentially eliminated middle management. His motivational method included a monthly peer



▲ Pictured here are the grandchildren of Mark and Rosemary Makulinski. The Makulinski's share their philanthropic interests and values with their children and grandchildren in hopes of instilling in them the importance of giving back to their communities.

rence With Their Philanthropy

evaluation system with employees earning a percentage of the gross profits based on their scores, sometimes receiving an extra \$5,000 to \$10,000 twice a year. Mark added, “And certainly, the success of the company would not have been possible without the support and common sense advice of my wife, Rosemary.”

GTCF offers many flexible ways to support your interests

Mark sold Lockrey in 2016 to his employees through an employee stock ownership plan and invested the proceeds into a charitable remainder trust and the Makulinski Family Foundation, the primary source of his philanthropy. He has had a donor advised fund at GTCF since 2013.

“I manage the Makulinski Family Foundation similarly to how I managed my company,” said Mark.

He’s not one for attaching his name to his philanthropic work, choosing to remain anonymous whenever possible, and is known for his challenge grants to help leverage his donations and the work of the nonprofits he supports.

An active participant in the Toledo Rotary, for which he is an honorary member, Mark, an avid biker, used to bike to the Monday Rotary meetings in Toledo from his home in Lambertville, Michigan. Mark is also the past President of The Rotary Club of the Foothills, Travelers Rest.



▲ Mark and Rosemary Makulinski

“One reason for the company’s success was my management system which empowered and informed each employee. ... I manage the Makulinski Family Foundation similarly to how I managed my company.”

—Mark Makulinski

Giving a Gift Today Builds a Better Tomorrow

Greater Toledo Community Foundation offers several opportunities for donors to help the community, as well as meet their personal charitable goals.

When creating a fund at the Foundation, the causes you support, the assets you give, and the form your giving takes can all be customized to meet our own individual needs and interests. And all approved contributions are tax deductible.

If that isn't enough, here are more benefits you'll receive with a fund at GTCF:

- Name your fund for you, your family, to honor a loved one or remain anonymous
- Access your fund online to check the fund balance and make grant requests
- GTCF handles all grantmaking paperwork
- Work with a dedicated staff member
- Have available a comprehensive history of your giving and grantmaking activity
- Follow up reporting on your grants, when desired

Our Philanthropic Services Team is just a phone call away. We'd love to hear from you. Reach out to Mike Greer, Vice President, Philanthropic Services & Advancement, at 419.241.5049 or Mike.Greer@toledocf.org today.

Mark believes M.A.D., Make a Difference, is the most beneficial format for philanthropy. In short, if an individual or foundation agrees with the mission of a charity, they work with them to improve their outcomes and base their funding on the charity's success. Mark uses several additional criteria to select nonprofits to support, including sustainability, passion, gifting and collaboration, along with a minimum rating of three stars on Charity Navigator.

GTCF can help you achieve the charitable goals that are most meaningful to you

Among the nonprofits he has supported in 2021 are the Polish Cultural Center, League of American Bicyclists, Toledo Rotary Club Foundation and Partners in Education. He has also supported several environmental organizations, including the Nature Conservancy, Greenpeace, and Environmental Defense Fund, among others.

He's currently encouraging COVID-19 vaccinations by awarding funds to northwest Ohio Rotary chapters based on the percentage of club members who have received the vaccine.

Mark's passion for biking even plays a role in his grantmaking.

"I feel bicycle commuting provides multiple benefits for the environment, the community and the individual," he said. "I fund nonprofits per mile that their members replace miles in their car with a bicycle."

The Philanthropic Services Team at Greater Toledo Community Foundation can work with you to advance your philanthropic goals. Contact us at 419.241.5049 to learn more and discuss your personal plan.

Foundation Dollars at Work



Friends of Ottawa National Wildlife Refuge

Andersons Fund Supporting Organization

The Cocoon, Wood County's only comprehensive domestic and sexual violence agency, was awarded a \$25,000 grant from The Andersons Fund Supporting Organization of the Greater Toledo Community Foundation in support of its shelter renovation project. The Cocoon provides safety, healing and justice for survivors of domestic and sexual violence, their children and all others affected by these abuses. The Cocoon also provides educational outreach services throughout the community. Support is provided at no cost to survivors.

The Cocoon's grant was one of 11 awards totaling \$213,361 to area nonprofit organizations through The Andersons Fund Supporting Organization. Grants from The Andersons Fund Supporting Organization are considered once a year and support organizations

with programs in the areas of education, social services, physical and mental health, neighborhood and urban affairs, natural resources, and the arts. Priority consideration is given to requests related to capital projects.

Also receiving grants:

- **American Red Cross of Northwest Ohio Chapter – \$9,978**
To support the blood collection scales replacement project.
- **Cherry Street Mission Ministries – \$27,614**
To replace the windows in the Mac Café at the Life Revitalization Center.
- **Friends of Ottawa National Wildlife Refuge – \$14,800**
To support the Fox Unit Trail improvement project.

- **Habitat for Humanity – Maumee Valley – \$15,000**
To purchase a box truck.
- **Hospice of Northwest Ohio – \$6,114**
To replace the gas range at the Toledo Center.
- **Lutheran Social Services of Northwest Ohio – \$10,855**
To support the furnace replacement project.
- **Open Door Ministry – \$14,000**
To support the bathroom renovation project.
- **Sunshine Foundation, Inc. – \$5,000**
To support the Sunshine Homes renovation project.
- **The Victory Center – \$10,000**
To replace the HVAC system.
- **YWCA of Northwest Ohio – \$75,000**
To upgrade the facility's electrical system.

Community Builder Grants

Greater Toledo Community Foundation recently announced grants totaling \$46,250 from its Community Funds Builder grants program.

The Community Funds Builder grants program provides seed money for new, innovative programming that addresses unmet community needs or to support capacity building efforts of existing nonprofit organizations.

Two grants totaling \$46,250 were awarded:

- **Avenues for Autism – \$21,250**
To launch the autism navigator program that will connect families with appropriate services.
- **Partners in Education – \$25,000**
To support evaluation activities connected to a four-organization partnership providing aligned tutoring services to 4,000 kindergarten through twelfth grade students in the Toledo area.



Partners in Education

Grace A. Gossens Memorial Fund

Grants totaling \$21,110 were approved from the Grace A. Gossens Memorial Fund of the Greater Toledo Community Foundation to support the daily living needs of elderly women residing in long-term care facilities and offset expenses associated with life-enhancing items.

Grants were awarded to three area nonprofit organizations:

- **Genacross Lutheran Services Foundation – \$7,035**
- **Ohio Living Foundation – \$2,550**
- **Otterbein Homes – \$11,525**



Fordham Fund

Beach House, Inc. dba Leading Families Home was awarded \$911 from the Fordham Fund of the Greater Toledo Community Foundation to support the purchase of quality children's materials, such as books, dolls, stuffed animals or other items that are meaningful to children.

SPARK Fund

Good Grief of Northwest Ohio was awarded \$8,056 to support a school-based grief support program for students from the SPARK Fund through the Greater Toledo Community Foundation. Good Grief was one of two nonprofits selected by SPARK, an affinity group of GTCF designed to develop the next generation of young community philanthropists in northwest Ohio. Participants in the group (known as the cohort) are given the tools and insights to create a lifetime of transformative change. The SPARK 2021 cohort

decided to focus on providing grants to support new or existing community-based educational programs and/or health and human services that focus on mental health. The culmination of the year-long program is a grantmaking process where the cohort recommends the recipients of grant funds.

In addition to Good Grief of Northwest Ohio, **Baby University** was awarded \$8,444 to support a parenting and child development program for low-income South Toledo families.

YIPEE Grants

Thanks to a \$3,000 grant from the YIPEE program, **Adelante**, a local Latino Resource Center, can support more youth and activities through its Los Ninos summer camp. The Youth in Philanthropy Encouraging Excellence (YIPEE) program at Leadership Toledo works throughout the academic year with area students who raise funds, review grant applications and award grants through the guidance of Leadership Toledo. For the 2020-2021 program year, YIPEE participants awarded \$25,237 in grants to 12 organizations.

Additional recipients included:

- **Compassion Health Toledo – \$3,500**
For baby necessities, healthcare provider overhead, and patient transportation to and from the clinic.
- **Diabetes Youth Services – \$2,400**
To support groups for moms, young adults and youth.
- **Engaging Opportunities Foundation – \$1,381**
To furnish Christy's Corner Café with supplies for job and essential skills training for individuals with developmental disabilities.
- **Family and Child Abuse Prevention Center – \$1,756**
For tools and supplies for the Children's Advocacy Center program and crisis counseling services.
- **Good Grief of Northwest Ohio – \$2,000**
For supplies for support groups and grief programming.



Anne Grady Services

- **Mobile Meals of Toledo - \$2,000**
For Weekender Program supplies.
- **RallyCap Sports, Toledo Chapter - \$1,800**
For general program/operations support.
- **Sunshine Foundation - \$2,000**
For technology upgrades for individuals to participate in virtual activities and family visits.
- **The University of Toledo Foundation - \$1,900**
For ROAR, specifically for culturally responsive and diverse books for distribution during well-care visits, for youth ages six months through five years.
- **Universal Health Aid, Toledo Chapter - \$1,000**
For supplies and marketing for a free preventative care health clinic at The University of Toledo.

- **Water for Ishmael - \$2,500**

For general support for the ASK Program.

GRANTS FROM CORPORATE FUNDS

Walleye Wishing Well Fund Promotes Wellness

Grants totaling \$23,789 were approved from the Toledo Walleye Hockey Club's Wishing Well Fund to nonprofit organizations providing programming that promotes overall fitness and wellness of children during cold weather months.

Grants were awarded to four area nonprofit organizations:

- **American Heart Association/American Stroke Association – Northwest Ohio Office – \$5,000**
To purchase AED CPR training kits for local schools.
- **Believe Center, Inc. – \$10,000**
To support gym repairs, equipment, program supplies and fees for a local basketball league.
- **Greater Generations – \$3,000**
To purchase equipment and supplies needed to support a volunteer snow removal and fitness program for youth.
- **Sofia Quintero Art & Cultural Center – \$5,789**
To support an afterschool soccer and cardio program for students from Escuela SMART Bilingual School.

First Solar Awards Grants from Community Giving Fund

The First Solar Community Giving Fund of the Greater Toledo Community Foundation provides support to projects and services that make a meaningful impact on “green” education initiatives, access to clean energy and water in underserved areas, and further the development of innovative and sustainable technologies. Over the past two years, the First Solar Community Giving Fund has awarded grants to the following organizations:

- **Anne Grady Services – \$12,000**
To support a recycling program for residents with developmental disabilities.
- **Cleveland Water Alliance – \$20,000**
To support the regional Erie Hack competition focused on water quality solutions.
- **Greater Toledo Community Foundation – \$20,000**
To support COVID-19 vaccination awareness efforts in northwest Ohio.
- **Midstory – \$10,000**
To support a multi-media campaign focused on sustainability issues in the Midwest.
- **RE-volv – \$10,000**
To support the Solar Ambassador program that connects university students with local nonprofits to complete renewable energy installation projects.
- **Tempe Community Council – \$15,000**
To support direct assistance to those impacted by COVID-19.
- **Ohio Foundation of Independent Colleges – \$15,000**
To support students pursuing careers in STEM fields.

Upcoming Grant Deadlines

Community Funds	January 15, 2022
Bill Rowles Youth Foundation	January 31, 2022
Katherine R. Smith Funds for Youth	January 31, 2022
Sisters of St. Francis Foundation Donor Advised Fund	February 1, 2022
First Solar Community Giving Fund	February 1, 2022
Strategic Alliance Partnership	February 15, 2022
Toledo Mud Hens Baseball Club's Helping Hens Fund	March 1, 2022
David C. and Lura M. Lovell Foundation Designated Fund	March 1, 2022

For more information about GTCF funding opportunities, please go to toledocf.org/grants-2/.

The Center *for nonprofit resources*

Training and resources to improve the impact of area nonprofits

Getting to Know the New Director



◀ **Milva Valenzuela Wagner**, the new Director of The Center for Nonprofit Resources, shares her goals for The Center and the strengths and challenges of the local nonprofit sector:

What do you hope to bring to The Center for Nonprofit Resources?

I hope to draw from my personal and professional experiences of combined 30 years in nonprofits and government in our area to assist nonprofits in continuing to build their organizational capacities and strengthen our communities. Having acquired familiarity of the nonprofit sector and community services, I am looking forward to sharing my expertise and connections and contribute to organizational excellence of nonprofits.

What are you most impressed with in terms of The Center's programs and services?

First and foremost, I am very impressed with our organizational approach to excellent customer service, an approach that I always aim for.

The extensive resources shared on The Center's website are impressive. The comprehensive library of resources available in The Center's website is a true treasure for anyone looking to establish a nonprofit and for those already established. From the basics related to running a nonprofit effectively, to how-to resources and strategies that help nonprofits maintain and increase

sustainability, The Center for Nonprofit Resources' website has it all.

Also impressive are the high-caliber professional development programs we offer. The content and practicality of the independent learning opportunities offered by The Center assists those interested in specific topics in obtaining information that is easy to apply. The Nonprofit Management and Minority Leadership certificate programs are excellent opportunities to advance careers in nonprofit, as well as enhance skills of volunteers looking to better serve our communities. Both certificate programs are offered in a cohort format. During my attendance at the cohort meetings, I have been impressed with the thoughtful discussions among participants and strong professional connections being built.

How would you describe the nonprofit community in northwest Ohio and southeast Michigan?

With about 3,500 nonprofits in our area, the diversity and reach of our nonprofits is widespread. The recent response to the pandemic is strong evidence of the excellent nonprofits operating in our area. Although the pandemic has brought many challenges, particularly for the nonprofit sector, I am amazed at the dedication of the nonprofit staff in our region who were ready to identify and respond to the emerging needs.

The Center for Nonprofit Resources is a capacity building resource for local nonprofit organizations. If you are involved with a local nonprofit organization, be sure to familiarize yourself with the resources provided at c4npr.org, including the grant resource center, workshops and professional development opportunities, and other resources and tools to help your organization grow in its mission.

Tax-wise Financial Strategies

What are the biggest challenges nonprofits are facing today and how do you think The Center can assist with these?

The biggest challenge for nonprofits has always been how to balance limited resources with increasing needs. The Center can assist by providing a platform where nonprofits increase learning to improve strategies in specific areas while benefitting from high-quality programs without having to incur high-cost options.

What are your plans for your first months as C4NPR Director?

My plans for the first few months in this position include the assessment of our program offerings and determining the course for the next offerings; become a great resource for those in need of technical assistance; and continue to learn how The Center can better serve nonprofits. Also, increase awareness of The Center's offerings to nonprofit leadership and staff by facilitating useful programs to those who are pursuing a career in the nonprofit arena or those who would like to strengthen their skills for current or future involvement in nonprofits.

For more information about The Center for Nonprofit Resources and its latest offerings, go to c4npr.org.

Many people donate to charity by mailing a check or charging a donation to their credit card. However, donating cash is not necessarily the wisest strategy to maximize both your tax benefits as well as the amount of money available for your favorite charities. Here are some important points to consider:

- Donating stock is easy. GTCF takes all the hassle out of donating securities. Consider opening a Donor Advised Fund (DAF) by donating long-term appreciated stock to GTCF. You will be eligible for a tax deduction for fair market value of the contribution and in most instances eliminate the 20% capital gains tax rate and 3.8% Medicare surtax were you to sell the stock.
- Sometimes it is more advantageous to donate assets other than stocks. Are you a business owner, partner or investor in a privately held C-corp, S-corp or limited partnership? Donating these assets may enable a donor to avoid long-term capital gains on the sale of the assets and enable a tax deduction on the full current market value of assets, rather than the original cost basis.
- The 2021 Consolidated Appropriations Act (the CAA) signed into law on December 28, 2020 maintains and expands the charitable contribution incentives originally enacted by the Coronavirus Aid, Relief and Economic Security Act (the CARES Act). Individual taxpayers who itemize their deductions may now deduct certain charitable contributions up to 100% of the taxpayer's adjusted gross income ("AGI").

- Although the CARES Act waived required minimum distributions (RMDs) in 2020, both qualified charitable distributions (QCDs) and RMDs remain in 2021. The law allows a taxpayer over age 70 ½ to donate up to \$100,000 directly to charity and bypass his or her taxable income.

- The CARES Act effectively affords those over age 59 ½ benefits similar to a QCD if they take a cash contribution from their retirement account and give it to charity, because in 2020 and 2021 individuals can deduct 100% of their AGI for cash charitable contributions.

- Federal law allows the Foundation to accept a QCD to open a Donor Directed Pooled Fund (DDPF), or a gift of this type does represent an opportunity for donors to support scholarship, field-of-interest or designated funds (federal law does not permit donor advised funds to accept a QCD). A DDPF has similarities to a donor advised fund in that the donor and his/her/their spouse makes suggestions regarding grants from the fund and GTCF distributes those grants to worthy charities.

The team at Greater Toledo Community Foundation is a resource and sounding board as you work with your financial advisors. We understand the charitable side of the equation and are happy to serve as a secondary source; a partner with you and your financial advisor. This is provided for informational purposes only. It is not intended as legal, accounting or financial planning advice.

Mark the Date – November 30 – for #GivingTuesday

#GivingTuesday™, a global day of giving back, will be held on Tuesday, November 30, 2021. We encourage nonprofits and individuals alike to work toward a successful day of giving.

The premise and structure of #GivingTuesday is simple. Choose the nonprofit(s) you wish to support, go to their Facebook page or website on Tuesday, Nov. 30, and make your online donation.

Greater Toledo Community Foundation offers northwest Ohio nonprofit organizations that participate in this global day of giving the chance to receive one of two \$5,000 grant awards. Organizations that register their intent to participate in

the program prior to #GivingTuesday, participate in the day of giving by collecting contributions via online donation, cash, check or from a Donor Advised Fund at Greater Toledo Community Foundation and complete a results survey following #GivingTuesday are eligible to be selected for one of two grants being awarded. Two winners will be chosen randomly and these unrestricted grants will be awarded to nonprofits, one in each of the following categories:

- **Large Organization Category**—Organizations with an annual operating budget more than \$500,000.
- **Small Organization Category**—Organizations with an annual operating budget less than \$500,000.

Nonprofit organizations and those interested in making donations that day can find additional information and updates on #GivingTuesdayNWO at toledocf.org/2021/10/givingtuesdaynwo-2/.

