



GUILFORD FOUNDATION

Live here. Give here.

2016 Annual Report



How To Give

Create a personal legacy in Guilford by **establishing a named fund**, for yourself, your family, or a loved one. The minimum amount required to establish a fund is \$10,000. To help reach your philanthropic goals, we offer an “Acorn Fund” option, which allows interested donors 5 years to reach the \$10,000 minimum.

If you are not ready to create a charitable fund but want to contribute to our efforts to enrich the quality of life in Guilford, **provide a direct donation of any amount at any time** to one of our existing charitable funds.

Finally, **consider a gift to our operating fund**, which allows us to maintain our visibility in the community; provide leadership around community issues; raise new dollars to invest back into the organizations that serve Guilford; and provide excellent stewardship for our existing funds.

Gifts can be accepts from cash, stock or other assets; bequests; or planning a future gift through your IRA or insurance policy.

Live here. Give here.



A Letter from James & Liza



In 2009, the Guilford Foundation's assets hovered at just under \$1 million. The Board of Directors at that time undertook a strategic planning effort, which resulted in a bold vision: to

increase the endowment to \$2 million by 2015 with an ultimate goal of building it to \$5 million dollars. **We are pleased to report that the Guilford Foundation ended its fiscal year in January 2016 with a record \$2.044 million in assets. We hit our first goal!**

The path to this milestone was paved with hard work, but the most important factor in our successful efforts has been the dedication of our community investors. **Your support has been steady and generous.** Just last year, contributions tripled from the year before to \$448,340 as several large donations came through as new funds or enhanced gifts to existing funds.

You have supported our efforts through the past several years of rapid transition and growth. Thanks to you, **we are able to support every qualified agency in town:** those that help our most vulnerable; those organizations that ensure access to arts and culture; and those that preserve our beautiful natural resources. And of course, we've provided a number of scholarships to graduating seniors.

You've also supported us as **we've embraced our role as a community leader.** Our work around of the lack of housing diversity in Guilford has resulted in raising the community's awareness about the need and helping the Town of Guilford identify and assess potential sites for multifamily housing. We continue to look for ways to support these efforts, through advocacy or financial support.

In addition, we recently partnered with the Shoreline Chamber of Commerce to develop a year-long professional development series for our local nonprofits, the Shoreline Nonprofit Workshops Series. Starting in February 2016, the series comprises four two-hour workshops held in Branford that wrapped up in May, and four two-hour workshops to be held this fall in Guilford. The first sessions averaged over 40 people representing over 20 organizations.

We've increased our expenses as our role has grown, and you have supported us throughout. In the middle of the FY2015-16, as part of an effort to manage costs, we entered into a Memorandum of Agreement with the Branford Community Foundation to share back office expenses. This allowed us to hire a Foundation Coordinator, and to increase the hours we could contract with a bookkeeper.

In 2015, the Guilford Foundation celebrated its 40th Anniversary. As you can imagine, the needs of Guilford and its residents have grown and changed dramatically since the Foundation's establishment in 1975, and we are more determined than ever to ensure that our ability to support and strengthen Guilford continues to grow. The Guilford Foundation launched a 40th Anniversary Fund Drive in order to secure the resources our community needs for the next 40 years—and beyond. The purpose of the drive has been to generate significant income during our 40th year and create a meaningful addition to our endowed funds.

We are pleased to report that we have already secured over \$110,000 in gifts and commitments to this fund drive to date, including the creation of three new funds. It is important to acknowledge that the first two gifts, and the real kick-start for this effort, came from Dee & Bruce Lundberg and Connie & Roger Joyce. Each family committed \$20,000 over two years, and this leadership leveraged an amazing response from the community.

We are proud of our work, and we are incredibly grateful for your support. Your commitment to Guilford and to our mission of ensuring that resources exist to support our community forever is what makes this possible. Thank you for standing with us every step of the way.

Most sincerely,

**James Mancini, Board Chair
& Liza Janssen Petra, Executive Director**

Over \$110K
Secured to date via 40th Anniversary Fund Drive



2015 Board of Directors & Corporators



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Summary Statements

The Guilford Foundation ended its fiscal year in January 2016 with a record \$2.044 million in assets, up \$241,000 from fiscal year 2015. That portfolio—a permanent endowment whose earnings help finance Guilford Foundation grants, scholarship awards, and community leadership efforts—has grown at a compound rate of more than 8% over the past five years thanks to the increasing generosity of our donors. Contributions tripled last year to \$448,340 as several large donors established or enhanced legacy funds aimed at causes their family members hold dear. Disappointing investment returns held total Foundation revenue to a 26% gain, but total revenue, including portfolio returns, has grown at a solid 13.8% per year since fiscal 2011.

Mission

The mission of the Guilford Foundation is to connect people who care to the causes that matter to them to enrich the quality of life in Guilford; now and for generations to come.

The Guilford Foundation was established in 1975 as a public foundation to enrich the quality of life in Guilford, forever. We fulfill our mission by building and maintaining a charitable endowment and using a portion of the annual income to address the needs of the Guilford community.



Summary Statements of Financial Position

(As of January 31st, 2015 and 2016)

	FY Ending Jan 2016	FY Ending Jan 2015
ASSETS <i>(Unaudited)</i>		
Cash and cash equivalents	\$19,494	\$72,144
Short term investments	\$2,024,070	\$1,729,858
Fixed Assets	\$540	\$540
TOTAL ASSETS	\$2,044,104	\$1,802,542
LIABILITIES AND NET ASSETS		
Current liabilities	\$-	\$3,833
Foundation net assets	\$2,044,104	\$1,798,709
TOTAL LIABILITIES & NET ASSETS	\$2,044,104	\$1,802,542
REVENUE, GAINS & SUPPORT		
Contributions	\$448,340	\$148,422
Investment income	(\$45,007)	\$166,324
Other income	\$21,824	\$22,776
TOTAL REVENUE, GAINS & SUPPORT	\$425,156	\$337,522
EXPENSES		
Grants awarded & program expenses	\$73,991	\$90,615
Operating expense	\$105,772	\$69,001
TOTAL EXPENSES	\$179,763	\$159,616
CHANGE IN NET ASSETS	\$245,393	\$177,906
NET ASSETS, BEGINNING OF YEAR	\$1,798,711	\$1,620,805
NET ASSETS, END OF YEAR	\$2,044,104	\$1,798,711

Our Finance Committee works with the professionals at the Community Foundation for Greater New Haven to preserve and grow our endowment. TGF's individual funds are pooled together and invested in a diversified portfolio. Individual legacy fund growth is recorded by percentage and used for grant making purposes.

\$2.044 Million Record assets



Grant Highlight

Youth Advisory Group Celebrates 5 Successful Years

For the last five years, selling popcorn, lining the Guilford Green with luminaries for the Christmas Tree lighting, tag sales and an annual appeal has allowed the Guilford Interact Youth Advisory Group (YAG) to awards grants totaling \$46,075 to Guilford organizations serving local youth.

In addition, \$16,000 of additional funds has been invested into a permanent legacy fund to support YAG’s efforts forever.

In 2010, the Guilford Foundation (TGF) chose to partner with GHS Interact Club to form the Youth Advisory Group (YAG) as an offshoot of Interact. This initiative was designed to foster locally based philanthropy at the teenage level. TGF seeded a Legacy Fund for YAG with \$5,000 and started the initiative with a matching grant challenge of \$5,000 for three years. This challenge was extended in 2013 to continue indefinitely.

“The first year we fell short, we only raised about \$4,700. They matched it,” said Allen Jacobs, YAG Rotary Advisor. “So, then the kids parceled out the \$8,500-\$9,000 in grants and we were off and running. “Every year since then we’ve raised at least \$5,000.”

Every grant reviewed by YAG is youth oriented, “that will empower and enrich the youth of Guilford,” said Jacobs. The Guilford Free Library, the Guilford High School Music Booster Club, Women & Family Life Center, Guilford Parks and Recreation and Guilford Social Services are just some of the organizations that have benefitted from this philanthropy. One of the most recent recipients was the Guilford Keeping Society. They received a \$1,000 grant for a summer camp.

YAG Co-Chair Sean Hackett appreciates being able to give back to his hometown. “It’s very meaningful to give back, especially on the level and the scale that we do,” he said. “There’s a lot power in having such a strong donor base and so many people supporting the Youth Advisory Group and so there’s a lot of responsibility.

“It’s just been a great experience working with organizations that I’ve benefitted from and now being able to look back and help them keep what they’re doing and improve what they’re doing.”

Jacobs said he and his co-advisors, Sandy Ruoff, Patricia DeChiara and Helen Rizzo have been impressed with the level of commitment YAG members have for their work.

“You’re really getting quality kids that have demonstrated a commitment to community service and want to expand that into philanthropy and grant writing and fundraising on a more professional level.”

– Allen Jacobs, Rotary Advisor, Youth Advisory Group (YAG)

Timothy Geelan, current corporator of the Guilford Foundation, was instrumental in getting this effort off the ground. “It certainly looks good on a resume,” he said. “How many kids do grant writing in school? But it’s more than that.

“I think they’re connecting, partnering and they’re actually able to see the fruits of their labor. That’s why I think it’s grown, because at first, certainly they were excited, but not all that versed in how to assess the needs, having a budget, so sometimes you can’t say yes, you have to make tough decisions on where to best allocate to have the greatest impact, but I’ve seen them mature before my eyes.”

Hackett is equally impressed with the organizations that apply for grants. “We have a very rigorous process of selecting which grants we give out and the organizations that come to us really put a lot of thought into what they’re doing and just come up with amazing proposals,” said Hackett.

Hackett, who has participated in YAG since his sophomore year, will graduate from Guilford High School in June and attend Yale University in the fall. He said he has learned a great deal from his participation and the support from the community is extremely important to YAG.

“It validates our efforts in many ways,” he said. “It shows that although we are a group of high school students, the community sees what we are doing to be important and they value the work that we do. So it just sort of provides greater meaning to our work and shows that we are on the right path.”



\$46,075
YAG grants since inception in 2010

Donor / Fund Highlight

Campaigne Kestner Architects Fund

In celebration of 15 years of doing business in Guilford, Russell Campaigne and Mary Jo Kestner, of Campaigne Kestner Architects, have established the Campaigne Kestner Architects Fund. Started with an initial commitment of \$15,000, this fund is intended to support projects that relate to the couple's architectural background.

"It needs to be associated with the built environment," said Campaigne. "Whether that's through some not-for-profit looking to do something like the tourist kiosk, we donated services for that and that would be something the GPA, who organized that, would be able to come and hopefully utilize a fund like this."

Kestner can envision many other local groups that could benefit from this fund.

"There are just so many great buildings (in Guilford) and they're expensive," she said. "Capital improvements are something that not very many funds address and something that nonprofits struggle with is how to care for their facilities. So I think it's an unmet need for a lot of groups."

They both see this newly established fund meeting this need.

"For our interests, it's being thoughtful in the way things are done," said Campaigne. "A little bit of planning goes a long way in making sure it becomes a successful project."

The couple appreciates working and raising their two boys in Guilford and see this fund as a way to give back.

"We actually feel so fortunate to have worked so much in this town," said Kestner. "We just feel like there has been so much community built through doing that. We feel like we've given a lot, but we've gotten a lot back through our work and our volunteer activity."

Kestner has been on the Guilford Foundation's Board of Directors since 2010. She leaves this year, after completing two terms.

Her most significant work has been on the Foundation's housing initiative, which identified Guilford's lack of diverse housing stock as an issue of focus for the past year. TGF work has included a \$15,500 in grant investment to help plant the seed for future efforts around housing and reinstating the nonprofit status of Guilford Interfaith Housing, a separate, independent nonprofit organization that will serve as the voice of the housing crisis in Guilford.

Campaigne's community service includes serving on the board of the Guilford Preservation Alliance and the First Congregational Church Pilgrim Fellowship. The Pilgrim Fellowship, a youth group that does a lot of construction work in the Appalachian region, could conceivably receive grant money through the Campaigne Kestner Architects Fund.

"It doesn't have to be in Guilford, improving Guilford's built environment, but it could be something that could be leveraged for material costs or labor costs or whatever associated with a project like that," said Campaigne.

"I think it's a way that we can specify in a way that's loose enough to allow people flexibility, but specific enough to fulfill our interests and where we find our calling," he said. "I think it's nice to build a legacy along those lines."





Grant Awards by Fund

A full listing of grant awards are compiled according to which legacy fund was used.

Elisabeth C. Adams Fund

Supports projects that provide Guilford youth with a set of positive values to prepare them for successful integration into adult society.

- \$100 to Camp Hazen for financial assistance for Guilford campers.
- \$900 to Developmental Assets for Youth (a program of Guilford Youth & Family Services) to support drug and alcohol abuse prevention.
- \$2,100 to Guilford Parks and Recreation Department for invasive weed management at Lake Quonnipaug.
- \$1,500 to Shoreline Arts Alliance to support an autism-friendly/sensory-friendly performance of Gulliver's Travels.

Michael B. & Maryann Bracken Family Fund

Protects the Guilford Shoreline, where "salt water touches the shore."

- \$700 to Guilford Parks and Recreation Department for invasive weed management at Lake Quonnipaug.

Helen E. Downing Outdoor Education Fund

Promotes an appreciation and understanding of the natural environment among Guilford school children.

- \$1,600 to Guilford Parks and Recreation Department for invasive weed management at Lake Quonnipaug.

Corky Fisher Educational Fund

Supports projects that provide Guilford youth with a set of positive values to prepare them for successful integration into adult society.

- \$650 to Camp Hazen for financial assistance for Guilford campers.

General / Trustees Fund

An unrestricted fund to respond to needs in the Guilford community.

- \$4,000 to Guilford Community Television to support technological upgrades.

Effie Good Fund

An unrestricted fund to respond to needs in the Guilford community.

- \$6,900 to Lifelix for predevelopment costs for affordable housing units.
- \$2,000 to Women & Family Life Center to enable their community resource guide to be available on their website.

Guilford Savings Bank Charitable Fund

A field of interest fund to support scholarships, TGF operations, and needs in Guilford including supporting low-to-moderate income families.

- \$1,650 to the Community Dining Room to support their Wednesday night take-out meals program.
- \$1,650 to the Guilford Foundation to support operations.
- \$1,650 to Lifelix for predevelopment costs for affordable housing units.

Guilford Interact Club Youth Advisory Group Grants

This initiative is funded equally through fundraising efforts of the YAG students and matching support from TGF.

- \$1,000 to Guilford High School Music Boosters for new Marching Band uniforms.
- \$1,000 to Guilford Agricultural Society for youth programming.
- \$1,000 to the Shoreline Arts Alliance for scholarship support for their summer camp.
- \$1,075 to the Guilford Free Library to support the purchase of a low-energy computer.
- \$1,400 to the Guilford Preservation Alliance to expand Early Guilford Days.
- \$2,000 to Women & Family Life Center to support a high school female self-defense program.

Guilford Interfaith Housing Fund

Supports housing needs for Guilford residents.

- \$1,450 to Lifelix for predevelopment costs for affordable housing units.

Eleanor Little Fund

An unrestricted fund to respond to needs in the Guilford community.

- \$1,450 to the Community Dining Room to support their Wednesday night take-out meals program.

Virgil & Elizabeth McDaniel Fund

Supports the general fund and reserves income for future growth.

- \$1,900 to the Community Dining Room to support their Wednesday night take-out meals program.

Stanley H. Page Fund

Supports the general fund of the Guilford Foundation.

- \$1,500 to Shoreline Arts Alliance to support an autism-friendly/sensory-friendly performance of Gulliver's Travels.

Ralph Schipani Memorial Fund

Supports projects that relate to softball or baseball.

- \$2,598 to Guilford Little League for defibrillators.

Elizabeth Stevens Tree Fund

Supports the care of the trees around the Green and the Guilford Green.

- \$400 to the Guilford Garden Club to install a tree.
- \$600 to Guilford Parks and Recreation Department for invasive weed management at Lake Quonnipaug.

Thomas M. Ginz Fund for Children

No grants were made in FY2015-16.

2015-16 Scholarship Awards

Elisabeth C. Adams Fund

Supports projects that provide Guilford youth with a set of positive values to prepare them for successful integration into adult society.

- \$500 each for: Claire Suits (University of Connecticut) and Jake Morgan (Quinnipiac University)

Carl A. Balestracci, Jr. Humanitarian Fund

Supports veterans, children and families with special needs, local commemorative endeavors and scholarships in government, public policy, Foreign Service, social studies or special education.

- \$500 each for: Joseph Iassogna (University of Virginia) and Emma Munson (North Carolina State University)

Al and Gene Bishop Fund for Vocational & Industrial Arts

Supports students and programs in vocational and industrial arts.

- \$2,000 for Samantha Zuniga (Johnson & Wales Providence)

Stuart D. Burt Fund

Supports work-study mentoring of high school students by local businesses; provides scholarships for higher education in business and technical trades.

- \$2,000 for Edward Gresham (Loyola Marymount University)

Stephen A. Looney Fund

Supports two soccer scholarships for Guilford High School college-bound freshmen.

- \$550 each for: Madeline Weil and Noah Rattet (Eastern Connecticut State University)

Jake Penman Memorial Fund

Supports a scholarship for a Guilford High School college-bound freshmen.

- \$1,000 for Kay Horan (University of South Carolina)

Ralph Schipani Memorial Fund

Supports two scholarships (one each for softball and baseball) for Guilford High School college-bound freshmen.

- \$750 each for: Mackenzie Iasparra (Quinnipiac University) and John Suchy (Bridgewater State University)

Elizabeth M. "Lizzie" Schwanfelder Scholarship Fund

Established by the Guilford High School Class of '93 to support scholarships for Guilford High School college bound students.

- \$2,000 for Olivia Watrous (Northeastern University)

Donor Advised Funds

Guilford Bell Curve Charitable Fund

No grants were made in FY2015-16.

Jared Eliot Fund

This is a new fund and no grants were made in FY2015-16.

Gustave & Carol L. Sirot Fund

No grants were made in FY2015-16.

Designated Funds Awards

Jane H. Berger Fund

- \$500 to the Guilford Preservation Alliance

Catardi Family Loaves and Fishes Fund

- \$250 to the Guilford Food Bank
- \$250 to the Saint George Food Pantry

Guilford Interfaith Volunteers Endowment Fund

- \$500 to the Guilford Interfaith Volunteers

Norma and Arthur Hall Fund

- \$275 to the Visiting Nurse Association
- \$275 to the Guilford Foundation

Liz Jones Fund for Art

- \$2,900 to the Guilford Free Library

Bill & Kate Lee Family Fund to Support the Guilford Community Fund

- \$1,600 to the Guilford Community Fund

Lou & Susan Weady Fund

- \$1,900 to the Guilford Agricultural Society

Saint George Knights of Columbus Fund for Children in Need

Supports Guilford Social Services.

- \$500 to Guilford Social Services

Women & Family Life Center Endowment Fund

- \$600 to Women & Family Life Center

Competitive grants are awarded to qualified nonprofit and government agencies serving the town of Guilford. Grant applications are accepted and reviewed quarterly. For more information and the application form, go to our website: www.guilfordfoundation.org



Donors

\$10,000 and up

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William Bloss
David Fisher
Guilford Savings Bank
Roger & Connie Joyce
Delaney & Bruce Lundberg
Jan Walzer & David Ezel

\$5,000 to \$9,999

Mary Jo & Russell Campaigne
The Eder Family Foundation
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\$2,000 to \$4,999

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Sandra & Parry Spahr

We extend our deepest gratitude to the following individuals, businesses and foundations who made financial contributions to the Guilford Foundation from February 1, 2015 to January 31, 2016.

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Robert Stanko
David Stern & Elizabeth Shore
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