

We are a rope — individual fibers braided together to make a stronger whole.

Giving & Matters

Greater Salina Community Foundation

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Selling and helping

Students contribute to charities through the Foundation

Even on a cloudy February morning, Rachel Loersch's fifth-grade classroom at Sunset Elementary School feels sunny. Students work on colorful puzzles quietly chitchatting to the accompaniment of a jazz CD.

Through the day, these students will embrace the usual school subjects of reading, writing, mathematics, music and art. But when the end-of-day bell sounds, they transition into merchant mode.

The students operate a school snack shop. Through a classroom window after school, they sell chips, candy bars and taffy to students, parents and siblings. "We sell all



Above: Mrs. Loersch's 5th-grade class.

Right: Students count snack money from the day before. Students take turns with the job of counting profits.

that stuff that's bad for you," laughs Mrs. Loersch. As a supplement to the window sales, the students place a snack box and money jar in the teacher's lounge.

Twice a year the students select charitable organizations to receive a contribution from their earnings. In December, the students donated \$300 to the Foundation to be added to the endowments of 5 charitable organizations. Contributions were made to: DVACK, Catholic Charities, Emergency Aid-Food Bank, Salina



Rescue Mission and Ashby House.

Mrs. Loersch says the students do the selecting. "Right before

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Lunch & Learn

About Donor Advised Funds

The Foundation will host two luncheons in April for current donor advised fund-holders and those interested in learning about donor advised funds. The luncheons will be at the Salina Country Club on April 6 and April 15 at 11:30.

A brief presentation will include information on the benefits of a donor advised fund, how to establish a fund, and new, easier methods of making grants from donor advised funds within the Foundation.

Existing fund-holders will receive an invitation by mail. Others interested in attending should call the Foundation office at 785-823-1800 for more information. ■

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Christmas we read a story about a girl who works with her classmates to help the homeless, so they selected local charities that work with the homeless.”

Mrs. Loersch said she had seen the Foundation’s fund list in the newspaper in December. Sending one check and having the Foundation divide it among the charities made it easy for them to support several organizations.

Students are learning how to track and account for sales, order inventory and calculate profits. They take turns with the various jobs required to keep the “store” running. They have their priorities in order, however. When asked the best part about operating the store, one student summed it up saying, “My favorite part is giving the money away.” ■

Foundation reaches milestone: 2003 a year of rapid growth

The Greater Salina Community Foundation hit a milestone last fall, and then promptly passed it. Last November, the Foundation’s assets topped the \$10 million mark. By the end of December, the Foundation had assets of over \$11 million.

“The ten million dollar mark is a milestone for foundations,” said the Foundation’s President & Executive Director, Betsy Wearing. “We were really pleased to reach that milestone in less than five years.”

In December alone, the Foundation processed \$750,000 in gifts, and more importantly, for the first 7 months of our

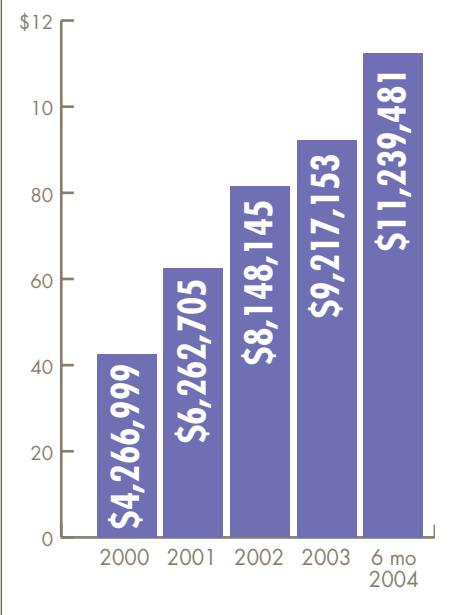
“The Foundation believes in taking a long-term, disciplined approach to investing Foundation monies. We didn’t panic when the financial markets went down; therefore, we are now reaping the benefits of the rapid recovery.”

Mark Miller
Investment Committee Chairman

fiscal year, from July 1 through January 31, the Foundation made more than \$185,000 in grants.

According to the Foundation’s Investment Committee Chairman, Mark Miller, the rapid growth is in part due to a positive year for investment returns. “The Foundation believes in taking a long-term, disciplined approach to investing Foundation monies. We didn’t panic when the financial markets went

Total Assets



down; therefore, we are now reaping the benefits of the rapid recovery.” For the calendar year 2003, the Foundation’s managed investment return was more than 25% – a sharp turn around from the up-and-down investment environment during the Foundation’s first few years.

In addition to a strong investment performance, the Foundation has benefited from an increase in referrals from local professional advisers. Wearing notes, “In large part, the growth of the Foundation is a reflection of the confidence level of the community and particularly professional advisers, in the Foundation’s work. A second factor is simply continuing to let people know about the Foundation and how we can help them with their charitable giving, tax and estate planning needs.” ■

Seeking Nominations

Salina Award for Outstanding Citizenship

The Greater Salina Community Foundation is pleased to be accepting nominations for the second annual Salina Award for Outstanding Citizenship. The award will be announced at the Foundation's annual luncheon on May 12, 2004. Nominations forms are available on the Foundation's web site at www.gscf.org, and will be accepted through April 16th.

A selection committee made up of representatives from the Foundation, the City of Salina, the Board of Education, the Salina Area Chamber of Commerce, the media and last year's winners will select the 2004 recipient.

Selection will be based on the following criteria:

1. *The award will be given to an individual who has made during his or her lifetime, significant voluntary contribution(s) to the welfare or betterment of the community.*
2. *The individual will have provided leadership, contributions or service that led to significant accomplishments and ultimately made a real difference in the City of Salina.*
3. *The recipient of the award does not have to be a resident of the City of Salina, but the work for which he or she is recognized must benefit the City of Salina and or its residents.*

Any person or organization in the community can submit a nomination. Nominees can be of any age. Previous winners will not be excluded from receiving the award again, if nominated for a different project or body of work. Last year the Foundation was pleased to honor Ted Mintun and Connie Burkett. ■

Foundation grants at work

Jerri Drummond, Health Promotion Director and Kristi Montgomery, Youth Outreach Director at the YWCA, test the new digital medical scale in the fitness center. The scale was purchased in part with a grant from the Foundation. The scale is being used in the YW's Resolution Solution program, an 8-week program emphasizing healthy lifestyle choices.

"The scale has been so great for some of our clients. The old scales did not go high enough, and that was embarrassing for them" Drummond said. "This scale is also so much more accurate."

Ninety two people are participating in the program. Although undergoing reorganization, the YWCA will be continuing to



offer fitness programs to the community. "We offer a comfortable exercise environment for people who may have special needs," Montgomery says. ■

Building a better board

A workshop for area nonprofit organizations

The Foundation is pleased to announce a community workshop March 31. Sharon Omahen and Diane Hogerty from Endowment Development Institute, Vista, Calif., will present "Building a Better Board."

This workshop will focus on helping nonprofit organizations develop boards to help fulfill the organization's mission and goals. Topics will include board make-up, including how to analyze your current board and how to recruit board members who will fill organizational needs. Attendees will learn how to engage board members in development efforts both for operations and endowment-building.

The workshop will be from 8 a.m. to noon at St. Mary's Parish Center, 304 E. Cloud. Cost of the workshop is \$50 a

person, or \$35 a person for organizations with funds in the Foundation. A continental breakfast is included. Both staff and board members of nonprofit organizations are encouraged to attend this dynamic workshop.

EDI is a management consulting firm that works with nonprofit organizations to build endowments, create strategic plans and improve overall management and fund development. Clients include the Ford Foundation's Rural Poverty Initiative, the Kansas Health Foundation and the Center on Philanthropy at Indiana University, among others.

The board development workshop is part of the Foundation's ongoing commitment to support nonprofit organizations through education, grant, making and endowment-building. For more information or to make a reservation, call the Foundation office at 785-823-1800. ■

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Organization Spotlights

The following are some of the organizations that have established endowment funds within the Foundation. A gift to an organizational endowment provides support for the future of that organization forever.

Bethany College

Bethany College, Lindsborg, KS, is a 4-year liberal arts college that partners with the Evangelical Lutheran Church. Bethany offers nationally accredited programs in education, music and social work and a nationally recognized career development program. Bethany values the unique qualities and interests of each student. At Bethany, Bach and Brubeck exist comfortably with football, basketball, volleyball and soccer, test

tubes and micro-chips, Chaucer and Elizabeth Barret Browning. The college strives to prepare individuals to develop their potential within a community of faith and creative learning.

Funding: The college has an operating budget of more than \$10 million. Of that, about 9% comes from contributions. Support needs are for student scholarships, endowed faculty chairs, computer access and upgrades and unrestricted funds.

For more information, call the college at 785-227-3311, or visit their website at bethanylb.edu. Email President Paul Formo at president@bethanylb.edu.

Salina Art Center

The Salina Art Center is free and open to the public year around. Programming centers around a lively schedule of art exhibitions and art education inside and outside the downtown facility. Exhibitions and programs are developed and selected to engage, interest, challenge and serve

Salina and regional audiences. The Art Center Cinema screens provocative American and international films, including documentaries and experimental film, with a new film each week.

Funding: The Salina Art Center operates on an annual budget of more than \$600,000. Of that, the Art Center relies on private donations for 20% of their operating budget. Grants and foundations provide an additional 30-plus% of the budget. Private donations are critical to the success of the Art Center, as exhibits are offered free to the public. Funding is needed to support educational programming, including children's classes, lectures and workshops.

For more information on The Salina Art Center, visit their website at www.salinaartcenter.org, or call Saralyn Reece Hardy, Executive Director at 785-827-1431, or email her at info@salinaartcenter.org. ■

For more information on funding needs for these organizations, or any of the 50 charities that have endowments with the Foundation, call our office at 823-1800, or send us an email at communityfoundation@gscf.org.