



Community Foundation

Great River Bend

April 15, 2009

Iowa Council of Foundations
PO Box 13329
Des Moines, IA 50310

Community Vitality Center
183 Heady Hall
Ames, IA 50011

Greetings to all:

This summary letter will provide information and observations concerning the Pilot Program for Staffing for developing affiliate foundations under the grant provided by ICOF and CVC.

With the assistance of this grant, we were able to hire Matt Mendenhall as Director of Regional Programs. His job description is attached as requested. His role with our affiliates was to support the growth of affiliate community foundations and develop the skills of their Boards. Specifically, he used the following tactics:

- Chair Diane B. Harris
1st Vice-Chair Michael K. Drymiller
2nd Vice-Chair Deann R. Thoms
Treasurer Chris Wahlig
Secretary Pete M. Wessels
Past Chair Richard G. Kleine

- Educate on the Community Foundation "tool box"
Support collaborative learning and best practice sharing
Monitor organizational functions
Shared presentations to local organizations
Relationship building with prospects
Transfer of updated national knowledge and materials

- Alan D. Anderson
Katherine A. Andrios
John T. Blong
Edward J. Cervantes
Jill N. McLaughlin
Dennis A. Norling
Frank L. Nowinski
Jean H. Steffenson
Marie Z. Ziegler

The success of the effort was a substantial increase in assets, charitable funds, Board member skills, and community awareness in the regions served by affiliate foundations. I have attached data on growth, but in summary we had a nearly 200% increase in the number of funds by 2008, assets increased to more than \$6,500,000 in affiliate funds, the number of gifts received increased to more than 1,500 to affiliate funds, and the number of grants made from affiliate funds rose to more than 230 for more than \$600,000.

Challenges were to encourage local Boards without directing them. Each has its own strategy and work plan. Uneven developmental stages made it a challenge to know when they were ready for the next layer of assistance. As to failures, the largest disappointment was that some of the affiliates could not identify a "champion" or "chief volunteer" and without that support, those affiliates did not achieve the level of success that was possible. We believe that local "boots on the ground" are required to sustain the development and program efforts of local affiliates.



For the second year of the program, we would move to more frequent group meetings with affiliates to accelerate their peer learning, pursue technologic solutions to communication and training opportunities, help customize NMAT materials for affiliate use, and encourage affiliates to undertake strategic planning to advance their mission.

We appreciate the investment ICOF and CVC have made in our affiliate program. This grant support made it possible to expand our relationships with our affiliates and to help them move farther faster than would have been otherwise possible.

Sincerely,

A handwritten signature in black ink that reads "Susan Skora". The signature is written in a cursive, flowing style.

Susan S. Skora
President & CEO