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Front Cover: Beacon Soccer Field funded by the Community Foundation. Photo credit Camron Gnass  
Back Cover: Lennon James Photography
Dear Friends,

In 2016, the Community Foundation’s Board of Trustees adopted economic development as its strategic priority, focusing a significant portion of our unrestricted resources on placemaking and workforce development. Our trustees pinpointed the region’s urban core – Lansing’s Michigan Avenue and the riverfront – as the area in which the foundation could make the greatest impact.

The Board’s thoughtful planning is now paying off, as we are excited to share in this year’s Impact Report. We’re proud that the Foundation’s Board acted boldly with its significant dedication of resources to riverfront development, all the while ensuring our commitment to maintain broad philanthropic support for hundreds of charitable causes and nonprofits throughout the region.

We hope you enjoy reading about our traditional grantmaking this year, our progress on the riverfront and our expanded apprenticeship program. We welcome you as our partner in creating vibrant communities. Reach out to our staff and tell us about your charitable passions – we will find just the right connection for you!

With gratitude,

Rachel Willis
2019 Board Chair

Dennis Fliehman
President & CEO
Six Reasons Donors Partner With Us

1. Creative and Easy Ways to Give
   We offer abundant choices to make current gifts, deferred gifts and gifts that provide you with income. We will work with you and your professional advisor to identify your best giving option.

2. Maximum Tax Benefits
   Your contributions qualify for the maximum allowable deduction for income, gift and estate tax purposes.

3. Strong Investment Stewardship
   Your gift will be placed in our highly diversified asset pool, benefiting from the guidance of experienced professional investment managers. As of June 30, 2019, our annualized rate of return over the last five years has been 5.23%, net of all investment management fees.

4. Leaving Your Legacy
   Through an endowment fund at the Community Foundation, your gifts work to benefit the causes you care about, today and forever.

5. Leadership and Community Knowledge
   Our staff is familiar with the challenges and opportunities in Ingham, Clinton and Eaton counties. We can help you make the most informed decisions possible about your giving.

6. Recognition or Anonymity
   The Community Foundation appreciates the generosity of our donors! Stories of charitable giving can inspire others to give, although anonymity is also available for donors who prefer that option.

The key to having a rewarding philanthropic experience is finding the best fit for your charitable priorities, goals and personal preferences. The Community Foundation offers a variety of fund types so you can select the option that matches your needs.

Leadership Fund
To support our Community Foundation's strategic initiatives, pro-active grants and related Community Foundation capacity needs.

Community’s Endowment
Undesignated fund to support charitable projects and activities that best meet the community’s current needs.

Donor-Advised Fund
Eliminate the cost and work of a private foundation. You focus on giving to nonprofits you want to support, we take care of the investment and administration.

Field of Interest Fund
Concentrate your giving on a particular issue or geographic area such as ending hunger, protecting the environment or supporting the arts. We direct your giving to the nonprofits addressing your concerns.

Designated Fund
Support your charitable organizations of choice.

Underground of Good
Donations and grant recommendations for this fund come from a giving circle of young professionals who wish to invest in their community to help it thrive today and forever.
Creating A Lifestyle Of Giving

“When you’re young and just starting out, you don’t think you have an opportunity to give impactfully. Through our fund with the Community Foundation, we found a way that even at our age we could invest dollars now that will make a bigger splash in the future.”
— Kira Carter-Robertson

It may seem surprising that Ryan and Kira Carter-Robertson, as young professionals with careers still growing, started a fund with the Community Foundation. For them, giving had long been a way of life.

“With both of our families, giving was a part of our culture and personal faith,” Ryan said. “It was always hammered into us, not just through word but in deed as well. I remember my grandfather paying for people’s meals and giving to the missions. It was a lifestyle.”

Ryan and Kira found that with the Community Foundation, paying it forward was easier than they thought.

“We’ve had many people who let us stand on their shoulders along the way so it’s our opportunity and obligation to pay it forward. We hope we can be a stepping-stone for someone else and help them,” added Kira.

Contact the Community Foundation and make your charitable dreams come true!

Tax Reform: Maximize Your Charitable Giving

With changes in federal tax law that include doubling the standard deduction to $12,000 for single individuals, and $24,000 for married couples, fewer people are itemizing their deductions. However, there are still things people can do to maximize charitable giving, and the Community Foundation is a great resource to help you at no cost.

CREATE OR USE YOUR DONOR-ADVISED FUND (DAF) at the Foundation to “bunch” multiple years of gifts into one year to take advantage of itemizing. Then, make grants from your DAF over time to provide regular support to your favorite organizations, even in years when you will not itemize.

MAKE A CHARITABLE GIFT WITH YOUR REQUIRED MINIMUM DISTRIBUTION (RMD) from your IRA. If you’re 70½ or older, this may be a tax-smart way to directly transfer up to $100,000 per year to the Foundation without having to claim the distribution as income.

STOCKS, BONDS AND MUTUAL FUNDS MAKE GREAT GIFTS. Simply transfer appreciated securities straight to the Foundation rather than selling first, and typically, you avoid capital gains tax. Direct this gift to one of our 450+ existing funds or create a fund of your own.

In addition to your tax and financial advisors, we are honored to be part of your team. We’d love to talk further or answer any questions to help you figure out the best way to continue giving in the new tax climate.

Charitable giving questions?
We have answers.

Dennis Fliehman
President & CEO
dfliehman@ourcommunity.org
517-664-9857

Laurie Baumer
Executive Vice President
lbaumer@ourcommunity.org
517-664-9852
“The nice thing about the Community Foundation is its level of flexibility. You can be as specific or as general as you want to be. Many people might not know specifically where they want to give but know what’s important to them. We work with the Foundation to help our clients make the most of their giving strategy.”
— Tina Ferland CPA, CFP®, CIMA®
Partner, Plante Moran

Everyone expects their financial advisor to be a number-cruncher, money manager and investment strategist. What’s not as obvious is their role of relationship builder.

“I joke that everyone thinks I’m a financial advisor, but really I’m a psychologist,” said Tina Ferland, a partner at Plante Moran’s Wealth Management firm in East Lansing.

Managing clients’ expectations and helping them develop a plan for their family’s lives happens only if there’s trust first.

“Our ultimate goal is to be the trusted advisor for our clients. When we first start out, we’re providing facts. Pretty soon, you put the facts together in a problem-solving manner and it becomes a little more analytical. The client starts to rely on you more, trust you more. The ultimate goal is that they consult you first before making financial decisions.”

Tina started her career as a dancer, owning dance studios and working at LCC as a dance instructor. By chance, a friend asked her to take an accounting class with her and the career change soon followed. She started at Plante Moran when she was 28.

Tina has always embraced her community through service and philanthropy and helps her clients do the same.

“There are effective ways to be philanthropic when it comes to taxes,” said Tina. “We help illustrate the benefits of giving in someone’s estate plan, and then they realize they can do a lot of good for little cost.”

Often, clients have charitable goals and turn to their advisors for the best tax-smart option and giving vehicle. A common tool is the donor-advised fund, which clients can open either privately with a commercial institution or with the Community Foundation, which serves and invests in the local community.

“It’s a great option for people who want to feel connected to their community.”

A numbers person through and through, Tina always looks at what kind of multiples her clients can get from their giving. “If you give to this organization, it helps this many people who then help this many and so on.”

Tina believes it always comes back to one thing. “The spirit of it is that you serve your community.”

The Community Foundation enjoys working with professional advisors every day to help their clients. Thank you to the advisors below who referred their clients to the Community Foundation, resulting in new funds and/or planned gifts:

<table>
<thead>
<tr>
<th>Deb Bauer</th>
<th>Nancy Elwood</th>
<th>Charley Janssen</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raymond James</td>
<td>Merrill Lynch</td>
<td>Foster Swift</td>
</tr>
<tr>
<td>John Bos</td>
<td>Tina Ferland</td>
<td>Nancy Little</td>
</tr>
<tr>
<td>Chalgian &amp; Tripp</td>
<td>Plante Moran</td>
<td>Buhl, Little, Lynwood &amp; Harris</td>
</tr>
<tr>
<td>Arlyn Bossenbrook</td>
<td>Richard Greene</td>
<td>Katie Lynwood</td>
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<td>Bossenbrook Williams</td>
<td>Greene Wealth Management</td>
<td>Buhl, Little, Lynwood &amp; Harris</td>
</tr>
<tr>
<td>David Brogan</td>
<td>Chuck Hillary</td>
<td>Douglas Mielock</td>
</tr>
<tr>
<td>Brogan, Reed, Van Gorder &amp; Associates</td>
<td>Hillary Lyons Associates</td>
<td>Foster Swift</td>
</tr>
<tr>
<td>Rosemary Buhl</td>
<td>Mark Hooper</td>
<td>Melissa Mysliwiec</td>
</tr>
<tr>
<td>Buhl, Little, Lynwood &amp; Harris</td>
<td>Andrews Hooper Pavlik</td>
<td>Fraser Trebilcock</td>
</tr>
<tr>
<td>Jack Davis</td>
<td>Robert Hughes</td>
<td>Amber Terakedis</td>
</tr>
<tr>
<td>Loomis Law</td>
<td>Principal Financial</td>
<td>Plante Moran</td>
</tr>
</tbody>
</table>

Molly Petitjean
Buhl, Little, Lynwood & Harris
Lee Reimann
Willingham & Coté
Jerry Sutton
Sutton Advisors
Marlaine Teahan
Fraser Trebilcock
Amber Terakedis
Plante Moran

If you’ve referred clients to the Community Foundation who have set up new funds or planned gifts and are not included in the above list, please contact us so we can be sure to recognize you in the future.
Creating your personal legacy through the Community Foundation costs you nothing today. Contact us!

Dennis Fliehman  
President & CEO  
dfliehman@ourcommunity.org  
517-664-9857

Laurie Baumer  
Executive Vice President  
lbaumer@ourcommunity.org  
517-664-9852

Leaving A Legacy Of Giving

Our Legacy Society is made up of people who want to see their philanthropy continue beyond their lifetime. Society members have made bequests or other planned gifts to the Community Foundation, entrusting us to carry out their charitable vision forever.

1. **JOIN OUR LEGACY SOCIETY BY MAKING A PLANNED GIFT THROUGH:**
   - Wills, trusts or estate plans
   - Retirement fund assets
   - Charitable gift annuities
   - Charitable remainder trusts
   - Life insurance policies
   - Charitable lead trusts

Once you’ve made a planned gift and named the Community Foundation as a beneficiary, notify us and we will include you in our Legacy Society. You can even create a testamentary fund with no upfront gift.

You are welcome to remain anonymous, if desired, and your contributions will help our community all the same. But being a part of our Legacy Society gives you the added benefit of inspiring others to give.

We are responsible for carrying out your charitable wishes after you’re gone and will make sure your legacy is fulfilled in the manner you desired. Your vision will grow and benefit your community with the highest possible impact — forever.

CREATING YOUR PERSONAL LEGACY THROUGH THE COMMUNITY FOUNDATION COSTS YOU NOTHING TODAY. CONTACT US!

Thank You
To Our Legacy Society Members

The Arens Family  
Sam M. & Mary E. Austin  
Jim & Nancy Ballard  
Dr. Paul J. Ballard  
Susan J. Bandes  
Margaret J. Bates  
Joan Bauer  
Laurie & John Baumer  
Kenneth C. Beachler  
Dana & Kim Beam  
Robert H. & Jane M. Becker  
John & Jewel Bos  
Eleanor A. Doersam  
David & Connie Donovan  
Ron & Susan Egleston  
Thomas S. Eveland  
Vincent Ferris, Jr.  
Jerry & Eileen Phaner  
Dennis & Linda Fliehman  
John & Pamela Foster  
Betty Giubani  
Cameron & Lisa Grass  
Mark D. & Cheryl M. Grauengeberg  
Cindy Hales  
Doug Hall  
Alan & Mary Lou Haer

Michael G. & Deborah L. Harrison  
C. Richard & Susan Herold  
William Hochman  
Grace C. Hoffer  
Thomas E. & Lynne M. Hoffmeyer  
Meagan Holland  
Mark & Marcia Hooper  
Beth M. Hubbell  
Charley & LeaAnne Janssen  
Robert Kolt & Sue Wagner  
Jim & Ruth Linnemann  
Nancy L. Little  
Paul Marisch and Warren Smith  
Audrey Martin  
Gary & Jenny McCamphill  
Michael & Ann McDaniel  
Paul & Evie McNamar  
Heidi McNaughton  
Thomas J. Messner  
Charles & Helen P. Mickens  
Betsy & Robin Miner-Swartz  
Carol Monroe  
Mike & Midge Morrow  
Patricia K. Munshaw  
Gerald L. Olson  
Richard & Lorayne Otto

Peggy A. Parks & Dennis W. Sullivan  
Nancy Passanante  
Donald F. Power & Maureen McCabe-Power  
Joe E. & Lori Pray  
Frank H. & Patricia Reynolds  
Jack & Peggy Roberts  
Ryan Robertson & Kira Carter Robertson  
Pamela & Paul Shaheen  
John & Debbie Sirrine  
Stuart D. Sleigh  
Kenneth & Marilyn Soin  
Kathleen M. Sloy  
Heather Spielmaker  
Jessica Vasquez & Gary Heilig

John R. Wales  
Abraham Wheeler & Rachel Minkin  
Ronald W. Whittaker  
John & Cheryl Weber  
Jeff D. Williams & Joy M. Whitten  
Elizabeth & Tom Wilson  
Sally Wittler  
Gary L. Witzenburg  
Joan E. Wright  
Raymond R. Ziamo

If you’ve made arrangements for a planned gift to the Community Foundation and are not included in the above list, please contact us so we can be sure to recognize you in the future.
Almost $900,000 Granted By Committees To Nonprofits

In 2019, we awarded:

$226,849 in Capacity Building Grants
$627,544 in Impact Grants
$40,000 in YAC Grants

Capacity Building Grants
Capacity Building Grants are more than funding; they are coordinated efforts between our staff and the nonprofit’s staff to strengthen the “engine” of the nonprofit: governance, management, IT, fundraising and more.

Impact Grants
Impact Grants are significant monetary contributions toward major projects that transform organizations and the communities we serve.

Youth Action Committee
Youth Action Committee (YAC) Grants award funding to nonprofits that serve youth effectively throughout the region. High school juniors and seniors in YAC make grant decisions.

• Boys and Girls Club of Lansing
• Capital Area United Way College Access Network
• Child and Family Charities
• Eaton Rapids High School Interact Club
• Highfields, Inc.
• Michigan Organization on Adolescent Sexual Health
• Muscular Dystrophy Association
• Olivet College
• Reach Studio Art Center
• Shared Pregnancy Women’s Center
• SierraRose Farms Healing Hearts with Horses Foundation
• St. Vincent Catholic Charities
Building A Vibrant Riverfront

To date, the Community Foundation has committed $1.5 million to match new funds raised for riverfront development, starting with Rotary Park, which will open in August 2019. It will be the cool new destination where everyone wants to be! Eateries, kayaking, concerts, festivals and much more will energize the riverfront.

“Our businesses need a talented workforce, and we know talent wants to live in vibrant, thriving communities,” said Laurie Baumer, executive vice president for the Community Foundation. “The riverfront’s renaissance will infuse energy into our region, attracting people to visit and enticing them to stay.”

It takes partnerships to make big projects like this a reality. Thank you to our project partners, the City of Lansing and Wieland Construction, and our sponsors: Rotary Club of Lansing Foundation (park naming rights), Delta Dental of Michigan (plaza), Dewpoint (beach), Red Cedar Investment Management (patio), Auto-Owners Insurance (lighted forest and fireplace), and Gillespie Group and Team Lansing Foundation of the Lansing Convention & Visitors Bureau (Happening Under the Bridge, or “HUB”).
Building Talent for Our Region

In the spring of 2019, two more local businesses partnered with us in our skilled trade apprenticeship program: Dowding Industries and Laux Construction.

Dowding Industries in Eaton Rapids will select four apprentices over four years to work part-time at the company while earning an Associate degree in Manufacturing Engineering Technologies at Lansing Community College, funded by the Community Foundation.

Laux Construction in Mason will hire two apprentices over four years to work part-time while earning an Associate degree in Construction Management at LCC, also funded by the Foundation. This spring, we celebrated Laux’s first apprentice, Carter Vandlen, as he signed his commitment to the program.

We’re looking for additional partners.
The Community Foundation designed this program to help area businesses struggling with talent shortages in the skilled trades. It’s a creative solution to help develop a strong and diverse workforce.

Laurie Baumer, our executive vice president, said: “The Community Foundation has always supported education in many ways, but education alone is not enough when talent leaves the region. This apprenticeship will create skilled talent for our region’s workforce, forging a clear path to economic growth for the community and furthering the mission of our Community Foundation to create vibrant, prosperous communities.”

We welcome new business partners who need help developing talent in the skilled trades. For information on our apprenticeship program, contact Cindy Hales at chales@ourcommunity.org or 517-664-9851.
# Audited Financial Report

## ASSETS

<table>
<thead>
<tr>
<th>Asset Description</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$657,770</td>
<td>$918,742</td>
</tr>
<tr>
<td>Investments</td>
<td>$94,112,521</td>
<td>$102,440,808</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Promises to give, net of allowance for doubtful accounts and discount</td>
<td>305,405</td>
<td>63,885</td>
</tr>
<tr>
<td>Loan receivable, net of discount</td>
<td>25,030</td>
<td>30,292</td>
</tr>
<tr>
<td>Deposits</td>
<td>14,981</td>
<td>14,260</td>
</tr>
<tr>
<td>Property donation: cemetery lots</td>
<td>44,370</td>
<td>34,990</td>
</tr>
<tr>
<td>Furniture and equipment, less accumulated depreciation of $151,915 and $132,193 in 2018 and 2017, respectively</td>
<td>26,980</td>
<td>44,636</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$ 95,187,057</strong></td>
<td><strong>$103,547,613</strong></td>
</tr>
</tbody>
</table>

## LIABILITIES

<table>
<thead>
<tr>
<th>Liability Description</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$25,425</td>
<td>$2,495</td>
</tr>
<tr>
<td>Accrued salaries and related</td>
<td>30,100</td>
<td>10,061</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>479</td>
<td>131</td>
</tr>
<tr>
<td>Grants payable</td>
<td>625,512</td>
<td>606,479</td>
</tr>
<tr>
<td>Funds held in agency endowments</td>
<td>8,880,661</td>
<td>9,783,866</td>
</tr>
<tr>
<td>Liabilities associated with gift annuities</td>
<td>103,522</td>
<td>88,985</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$ 9,666,699</strong></td>
<td><strong>$10,492,017</strong></td>
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</table>

## NET ASSETS

<table>
<thead>
<tr>
<th>Liability Description</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$ 85,520,358</td>
<td>$ 93,055,596</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$ 95,187,057</strong></td>
<td><strong>$103,547,613</strong></td>
</tr>
</tbody>
</table>

The accounting firm of Maner Costerisan, PC, annually audits the Capital Region Community Foundation’s financial statements and has once again expressed an unqualified favorable opinion. A complete copy of our audited financial statement is available online at ourcommunity.org.
We help and coach individuals, families, nonprofits, companies and municipalities in Michigan's capital region achieve their philanthropic goals. Each fund held at the Community Foundation has its own special purpose and meaning. Whatever your giving goal might be, we can help you create and grow a funds that will make up the most of your passion.
A Testamentary Fund Agreement is a great way to state your charitable intent for the future. Ultimately funded through your estate plan, the Fund will become active after your lifetime, or at such time as the Fund balance reaches a minimum size with gifts during your lifetime. The Community Foundation invests and protects your Fund, ensuring your charitable intentions are carried out forever.

A Testamentary Fund Agreement also gives you the flexibility to make changes to your philanthropy plan without having to amend your will, trust or other beneficiary designations.

Let us help you create a philanthropy plan that reflects your values, passions and goals! Contact us:

Dennis Fliehman
President & CEO
dfliehman@ucfoun.org
517-664-9857

Laurie Baumer
Executive Vice President
lbaumer@ucfoun.org
517-664-9852
Board of Trustees

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Katie Lynwood  Vice Chair/Secretary
Eric Bowers  Treasurer
Jack Roberts  Past Chair
Jeff Benson
Michael Flowers
Mike Gilmore
Kurt Guter
Meegan Holland
Charles Mickens
Joe E. Pray
Paul Rathbun
Lee Reimann
Danielle Robinson
Angelia Salas
Dan Thelen
John Wieber
Jeff Williams
Claire Hipps  Student Trustee 2018-2019
Divya Reddy  Student Trustee 2019-2020

Staff

Dennis Fliehman  President & CEO
Laurie Strauss Baum  Executive Vice President
Jessica Donahue  Executive Administrator
Cindy Hales  Director of Community Investment
Julie Rayis  Finance & Operations Associate
Kristin Rogers  Chief Financial Officer
Tracy Russman  Community Investment Associate