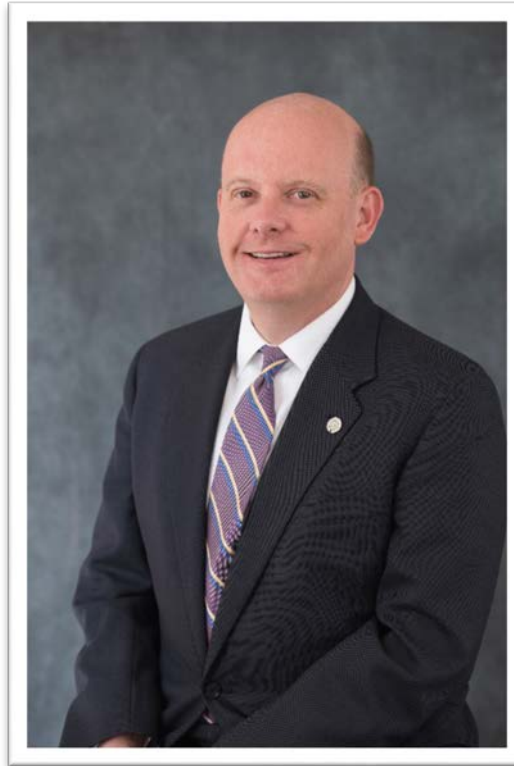


Strategies for a Brighter Tomorrow

Panelist



Peter Dunn
CNY Community Foundation

January 10, 2017

**Peter A. Dunn
President and CEO
Central New York
Community Foundation
pdunn@cnycf.org
www.cnycf.org**



**CENTRAL NEW YORK
COMMUNITY
FOUNDATION, INC.**

CNYCF is a Public Charity With Distinct Roles and Responsibilities

Community Impact

- Make Grants to Nonprofits
- Convene Around Issues
- Lead Initiatives that Create Positive Local Change
- Support Both Community-Responsive and Foundation-Initiated Funding Strategies
- Create Permanent Local Sources of Charitable Capital for Social Good

Charitable Fund Stewardship

- Receive, Manage and Distribute Charitable Funds
- Serve as a Private Foundation Alternative
- Stimulate Local Philanthropy by Promoting Bequests and Current Giving
- Honor Donor Intent While Being Able to Change Over Time

CNYCF Statistics

- Founded in 1927
- \$200m+ in total assets at January 2017
- 700+ charitable funds under administration
 - Funds ranging in size: \$10k - \$20m+
 - Each fund with a donor-defined mission and purpose
- \$150m+ in grants since inception
- 2,000+ grants totaling \$11m+ to 900 charities
 - 50% of grants Donor Advised, 25% Board Discretionary, 25% Designated, Scholarship and Other
- Focus on Onondaga and Madison Counties
 - Plus: Cayuga, Cortland and Oswego

Generational Wealth Transfer: www.5forCNY.org

As of 2010, total net worth was **\$57 billion** in Central New York*.



Of that, **\$22 billion** is expected to transfer from one generation to the next through probate estates over the next **10 years**.



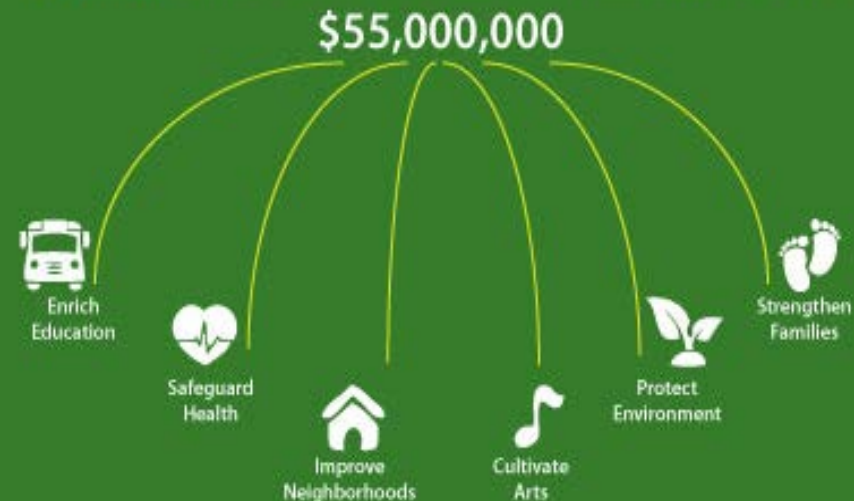
A number of those assets will transfer to heirs who live outside of CNY.



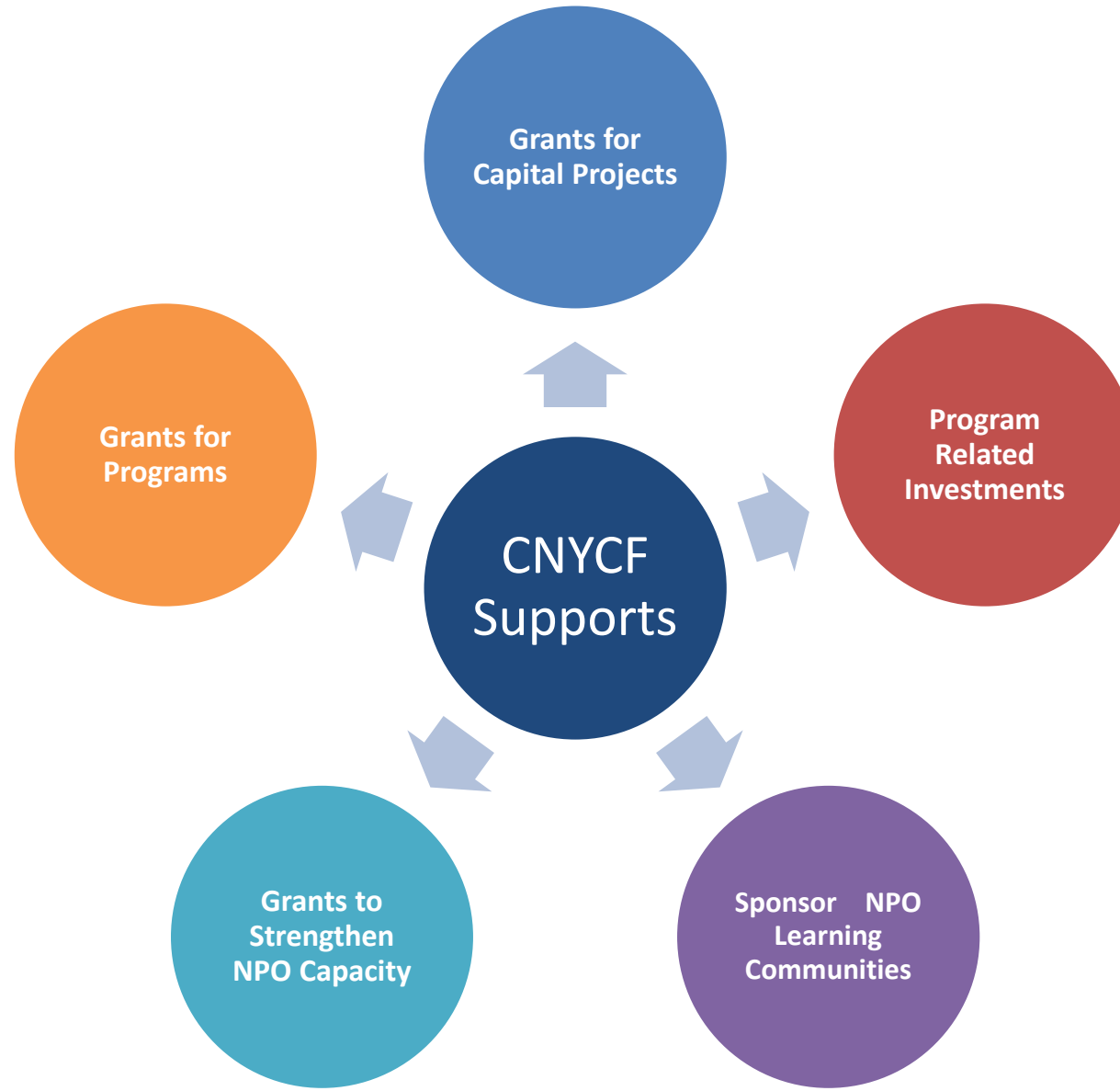
If **5%** of that projected transfer was designated for local charity, nearly **\$1.1 billion** would be retained for the benefit of Central New York.



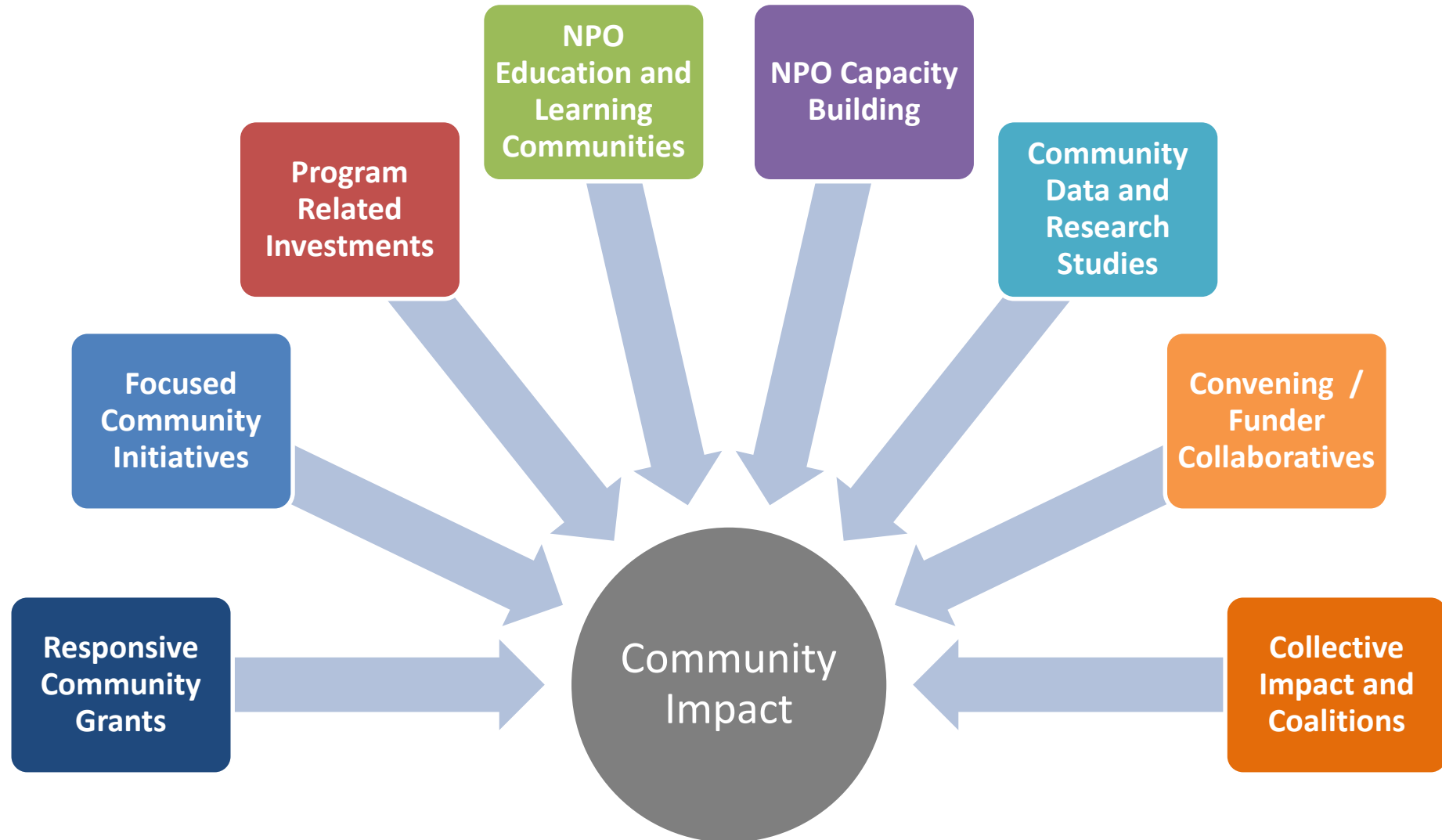
If that **\$1.1 billion** was housed in a charitable endowment, an estimated **\$55 million** would be available for nonprofit grantmaking each year.



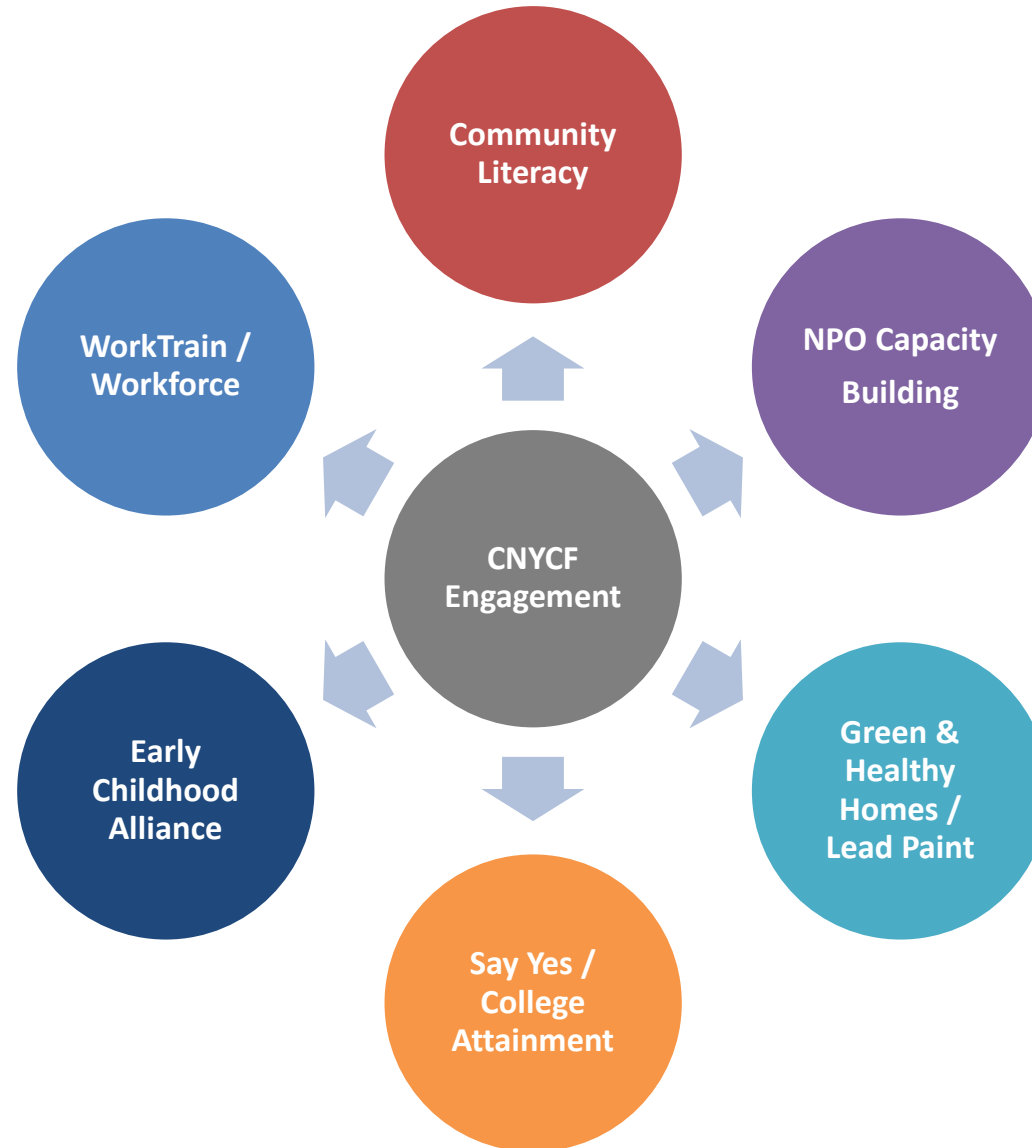
Nonprofit Organization Impact Strategies



Spectrum of Community Impact Strategies



Current Collective Impact Priorities



Strategies for a Brighter Tomorrow

Panelist



Dirk Sonneborn
Gifford Foundation



Dirk Sonneborn

- Born in Albany; B.S., Utica College of Syracuse Univ.
- Coopers & Lybrand, CPAs (now PWC)
- Exponential Business Development Company –
(local/regional venture capital fund)
- VP Development and Marketing, CNYCF
- Director of Operations, Gifford Foundation 2009
- Executive Director, Gifford Foundation 2011
- Married, three children
- CNY community engagement since 1980

Rosamond Gifford 1873-1953

Bequest established the
Rosamond Gifford Charitable
Corporation in 1954

Started with endowment of
\$5.5 million

“Do good with my money.”

Initial board was her advisors
(lawyer, banker, etc.)

Since 1954 given over \$43
million in grants



What we are...

- Private Foundation
- Endowment of ~\$20 million; annual budget of \$1.25 million.
- Staff of six – UNUSUAL
 - Community Grantmaking
 - Neighborhood Initiatives
 - Research & Projects
- Geography –
Onondaga, Madison
and Oswego Counties



GIFFORD FOUNDATION GRANTMAKING

- Community grants
 - Efficiency
 - Governance
 - Revenue diversification
 - Programs connected to community
 - Do not fund capital (bricks and mortar), staff positions, large organizations (University, Hospital) - - - But we're private foundation...

GIFFORD FOUNDATION GRANTMAKING

“What If...” Mini-grants



- City of Syracuse
- Grants under \$5,000
- Resident Review Committee

GIFFORD FOUNDATION INITIATIVES



Advancing and Developing the Value and Assets of
Nonprofits in Syracuse



People and Organizations with Energy and Resilience

ADVANS

- Capacity building assessments, consulting, grants
- Multi-year program, invite only
- Substantial time and investment
- By the end of 2017 – 29 organizations participating.
- Over \$3 million in ten years.



POWER

- 11 organizations thus far
- Capacity building for grassroots and start-up organizations.
- 12-months
- Dedicated consultants
- Learning community
- Capacity grants



Kathy Goldfarb-Findling Leadership Award



Honoring creative collaborative leaders

Award to recipient (not to organization)

Partnering with Allyn Family Foundation

Named in honor of former Gifford executive director

Workshops and Convenings

- Nourishing Tomorrow's Leaders
- Board Development Series
- StoryGrowing
- Convenings, technical assistance, facilitation



More than \$\$\$\$

Of course you really want the money...*or do you?*

Other ways that foundations can help:

Power of convening

Advice or technical assistance

Helping leverage support



Questions and Comments??





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www.giffordfoundation.org

Dirk Sonneborn
Executive Director
dirk@giffordfoundation.org

Strategies for a Brighter Tomorrow

Panelist



Lisa Fasolo Frishman
Health Foundation for Western & Central New York



Health Foundation for Western & Central New York



About

The Health Foundation for Western and Central New York is an independent private foundation that sparks lasting change in health and health care across western and central New York, with a special focus on **young children, vulnerable older adults** and the **systems serving them**.

To achieve outcomes that last, we invest in and work together with our community partners to develop, implement, support and evaluate sustainable programs.

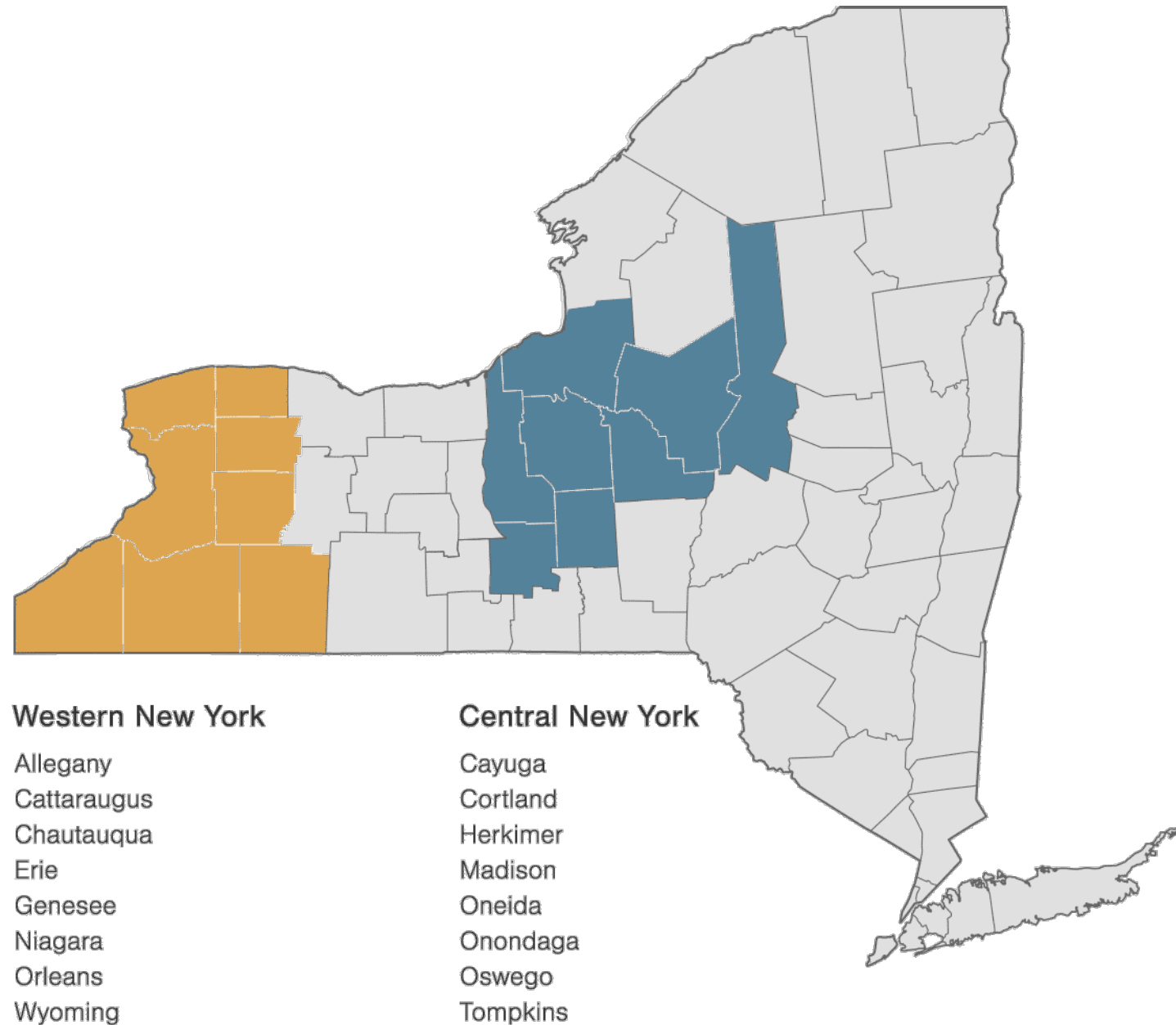


Founded in 2002

Active since 2003

Endowment
of more than \$110
million

Serve 16 counties





To make sure you don't miss out on information about funding opportunities, RFPs, grants, projects, news and events, sign up for our email list at www.hfwcny.org!

Follow Us:





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