



Rochester
Area Foundation

ROCHESTER AREA FOUNDATION 2011 REPORT TO THE COMMUNITY

Rochester Area Foundation By the Numbers 2011

Philanthropy	Early Education	Housing
534 Grants made	7 Parent SEEDS* classes held	604 Total affordable homes
\$1,273,833 Total grant dollars	105 Parents trained	423 Total affordable rentals
88 Scholarships	110 Children Kindergarten-ready	\$2,900,000 Total dollars in loans for development of affordable housing
\$26,150 Total scholarship dollars	5 Provider SEEDS* classes	12 Multi-family development buildings
170 Health/human services	171 SEEDS* providers trained	1,027 Families served
\$512,620 Total health/human services dollars		
32 Arts & culture grants		
\$38,935 Total arts/culture grant dollars		

*SEEDS is early literacy training to promote kindergarten readiness.

The mission of the Rochester Area Foundation is to strengthen community philanthropy by promoting responsible and informed giving and to assist donors in meeting their charitable objectives.

The Foundation is dedicated to using its resources to improve the quality of life, promote greater equality of opportunities, and to develop effective methods to assist those in need in the greater Rochester area.

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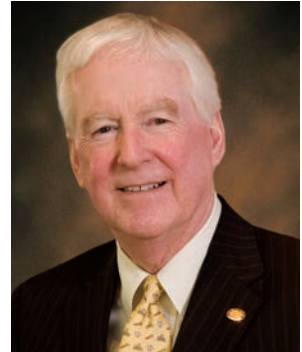
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Letter from the Chair

This past year, the leadership for the Rochester Area Foundation changed. We bid farewell to Steve Thornton who more than doubled the Foundation's assets in the 20 years under his leadership. We also welcomed JoAnn Stormer from Leadership Wisconsin to the helm and look forward to the leadership she will bring.



What hasn't changed is the mission. The Foundation continues to lay groundwork for donors and the community to grow by investing in the local community to cultivate vitality and enhance the quality of life for residents in the Rochester area. During 2011, the Foundation and its donors have invested in meeting traditional, basic needs uniquely and innovatively. It has invested in the next generation of leaders through scholarships and program support. One Foundation donor created, in memorial to his mother, a legacy that assists Stewartville graduates with college expenses. His story reminds us that we do stand on the shoulders of those who come before us.

The Foundation has also invested in well-constructed, economically and environmentally conscious homes for working families. What has happened with Cascade Creek demonstrates the unique way the Foundation brought together a neighborhood, a development firm, and environmentally friendly engineering and architectural practices to create 40 new homes in a previously neglected area.

In the past year, the Foundation has invested in a new and unique way to assist in the construction of needed non-profit facilities. Rochester Community Finance, a new arm of the Rochester Area Foundation, demonstrates how the Foundation can respond to needed financial assistance over and above capital grant funding as in the project the Boys & Girls Club and Child Care Resource & Referral are building together.

The stories of these community investments are within the pages of this annual report. Our desire is that the work continues beyond the initial investment. Community vitality and growth must be nurtured if they are to be strong enough to support the future of Rochester and the fulfillment of donors.

Generations of Rochester Area Foundation donors have recognized the effective and innovative ways the Foundation impacts our community. Each new era presents challenges that require creative adaptation of skills and abilities to resolve and address issues and opportunities for continued community vitality. The Rochester Area Foundation is committed to honoring those donors past, present, and future by ensuring its resources are used to improve quality of life, promotion of equality and opportunity, and development of effective methods to support those in need for many years to come.

A handwritten signature in black ink, appearing to read 'Leigh Johnson', written in a cursive style.

Leigh Johnson
Chairman of the Board of Trustees

The President's Update

It is my honor to follow in the footsteps of Steve Thornton, the former executive director, and his service to the Foundation. During Steve's tenure, the Foundation grew in philanthropy and broadened its community impact, which is a real credit to Steve. For me, it is a privilege to continue the Foundation's mission of *strengthening community philanthropy by promoting responsible and informed giving and assisting donors in meeting their charitable objectives.*



Since our beginning in 1944, the Foundation has earned a reputation for being a philanthropic leader, providing important leadership and support for key civic and social projects in the area. We place great value on our strong commitment to making the Rochester area a great place to live and work.

The Rochester Area Foundation is the place you can go to be the change you hope to see in your community. As the role of philanthropy becomes more vital, the acts of individuals will do more to determine the course of our communities. Your "enduring gift," and the Rochester Area Foundation's ability to make it work harder, can make a difference in maintaining and improving the quality of life as we know it.

As we look to the future, our vision is to continue to provide value to our role of working with willing donors and nourishing their charitable passion—whatever form that takes—in an effective, efficient, and enduring way. The Foundation will continue to bring together broad-based groups interested in making change and working in partnership with others to identify needs for the betterment of the community as a whole and to support nonprofit organizations and the individuals, families, and areas they serve for the vitality of our communities.

Why give through the Rochester Area Foundation? Writing a check to a nonprofit—which we encourage—turns your passion into a single act of charity. However, establishing a permanent endowment within the Rochester Area Foundation turns your passion into a sustainable charitable legacy. Your passion becomes our passion. Your legacy becomes our legacy.

Wherever you are in your philanthropic journey, our staff is prepared to help you create or donate to a fund through the Rochester Area Foundation. Your generosity flows forward to benefit future generations, continuing to make a difference in the world for years and years to come.

What will your legacy be?

Yours in service,

A handwritten signature in black ink that reads "JoAnn Stormer". The signature is fluid and cursive, with a large, stylized initial "J".

JoAnn Stormer
President

Trustees, Board Members & Affiliations

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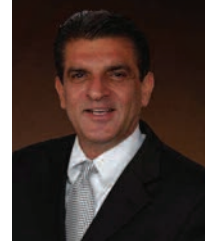
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The Rochester Area Foundation would like to thank the many people and organizations that have given so generously of both their time and money to assist in our efforts to help those in need and to preserve and improve the quality of life in the Rochester area.

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Rochester Community Finance — Building Community, One Child At a Time

It takes a community to build a community. Nowhere is that phrase more evident than in the creative and cooperative efforts of Rochester Boys & Girls Club and Child Care Resource & Referral (CCR&R).

The partnership between the two organizations began seven years ago. According to Patrick Gannon, executive director of CCR&R, it's a natural partnership. "We both ensure positive beginnings. We know continuity of relationships is important in a child's early years. Here, you have two organizations working together whose missions are in sync in terms of helping kids. Together, we will provide continuity of care for children birth to 18."

CCR&R provides care for children from birth to age 5 through its Head Start program and comprehensive array of services that focus on family development and goals, pre-literacy skills, and medical, dental, and nutritional needs. Boys & Girls Club offers after school programming focused on helping kids achieve academic success, learn healthy life skills, and develop good character and citizenship skills.

"They say each child needs about five positive role models in life to be successful. Sometimes club staff and CCR&R staff are all five of those," says Jodi Millerbernd, executive director for Boys & Girls Club.

In the course of their collaboration, the two organizations envisioned a facility where they could co-locate. CCR&R could use the facility during its operational hours, from 7 a.m. to 3 p.m. Boys & Girls Club would use it after school and into the evening. By working together, both organizations would be able to deliver services in this new facility, "which is more than either one could economically afford on its own," says Gannon.

To achieve this goal, they needed a little support, which they found from Rochester Community Finance (RCF), a supporting organization of the Rochester Area Foundation. RCF "was established to provide finances to assist in community development projects aimed at community vitality," says Gary Smith, RCF board member and president of Rochester Area Economic

Development, Inc. (RAEDI). Boys & Girls Club and CCR&R facility was just such a project.

The Foundation created RCF to bring new sources of funding to the community with the purpose of increasing building capacity and supporting growth. These new resources can help organizations like Boys & Girls Club and CCR&R to better execute their missions. One new source of funding RCF is working to bring to Boys & Girls Club and CCR&R is New Market Tax Credits.

"There hasn't been a project in southeast Minnesota that used New Market Tax Credits yet," says Gannon. "We're excited that they helped line this up. We're excited because this can bring up to \$2 million dollars that are new in our community. The foundation worked hard, tirelessly, to help us get there."

But it isn't only financial assistance that the Foundation and RCF provide. According to Kim Snyder, a fundraising consultant from the Twin Cities, they bring expertise in housing development, construction, financing, and more to the table so an organization's leadership can stay focused on fulfilling its mission. "This partnership means that everyone is doing what they do best or are most qualified to do. Non-profits don't have to develop their own expertise for a one-time project that is far outside of their skill set, which means the chances for the project's success increase significantly," she says.

With a new building on the horizon, Gannon and Millerbernd continue looking forward. "Our eyes are open to opportunities like this one with New Market Tax Credits," says Gannon. "As we work through this experience and live out the New Market Tax Credits for the first time in the community, we're paving the way for similar experiences."

Millerbernd adds, "The goodwill and trust within the partnership is already strengthening the community. We and the board members put aside egos to work together because this project is about kids. It's truly a textbook example of great things that can happen when people work together."



What is Rochester Community Finance?

RCF is a supporting organization of the Rochester Area Foundation that serves as a community development loan fund. RCF got its start thanks to a Community Ventures grant and serves as a new tool for community impact through low-cost loans to low-income homebuyers, workforce housing developments, and non-profit organizations of all types.

Jodi Millerbernd, executive director for the Boys & Girls Club of Rochester, and Patrick Gannon, executive director of Child Care Resource & Referral

Community Food Response — Lifting the Burden of Hunger

According to recent United States census data, more than 15 percent of Americans are living in poverty. In Rochester, that percentage is closer to 10, which translates into more than 10,500 individuals in the city alone. As if that's not bad enough, experts at the 2012 Reuters Food and Agriculture Summit said we throw away about 30-50 percent of the food produced in the world.

It's a problem that several individuals in Rochester had the foresight to combat 20 years ago when they established the Community Food Response (CFR), a non-profit organization that reduces food waste and feeds those who might otherwise go hungry. On Mondays, Wednesdays, and Fridays, volunteers take donated food that has been prepared but not served, from 35 area restaurants, cafeterias, grocery stores, and businesses, and then repackage it, and give it to those in need.

Serving some 250-280 people daily, CFR is making a difference. There is no financial requirement. Anyone can come and receive a meal. According to Paul*, who has received food from CFR, "It takes the burden away." Paul had been working two part-time jobs when he fell ill and lost one. Now, concerned about losing his home and car, he is thankful to CFR because, he says, he will at least be able to feed his family on the days it is open.

While the most significant impact is on the hungry, like Paul, even the donors are seeing a difference in stewardship. The program has allowed them to realize cost-savings through waste reduction. One donor averaged 4,000 pounds daily of donated food but, thanks to the CFR reports, it now averages 2,200 pounds.

Matt Trygstad, CFR executive director, and the 10-member CFR board, have a lofty goal. "We hope to be 'unnneeded' in the future," he says. In the meantime, through donor-advised funds the Rochester Area Foundation was able to assist with funds to meet basic needs, like providing containers for leftover food. Six donors partnered with the Foundation to provide the grant funds needed to meet these basic community needs in a time when the economy has caused many families to struggle. And their donations are having a direct impact. "We are proud that all the money we get in donations and grants goes directly to the program, so we don't need to hold extra funds for overhead," says Trygstad.

Days at CFR start around 1 p.m. when the first volunteers stroll into the 1970's-style industrial kitchen in the basement of Bethel Lutheran Church. Forty coolers are prepared with ice packs, and three teams of drivers load up to collect food from area donors. When the drivers return, there is a team of three or four volunteers to assist in the unloading process. Then, seven other volunteers pack nutritionally balanced meals for 80 families in one and a half hours. Consideration is also given to those with food allergies. If there is enough, families and individuals are even given food for the next day. After the food has been served, the kitchen is cleaned and the coolers are washed and sterilized.

There are about 800 volunteers who work in CFR, many who've been with the program for a long time. With that many volunteers, the time commitment is easy. It takes two hours every month or maybe only two hours every two to three months. "It's a good program," says Char, a volunteer for 18 years. "It feels good when you walk in the door and you meet such nice people—both those who come here and those you work with."

Yet needs continue. "With an all-volunteer organization, there are things that don't necessarily get addressed on a day-to-day basis, like answering phones, scheduling volunteers, and filling volunteer openings in the middle of the day. That's where we could use help," says Trygstad.

* Not his real name.

Get Involved

What?	Community Food Response
When?	Mondays, Wednesdays, Fridays, 5-6:30 p.m.
Where?	Bethel Lutheran Church
How?	Call (507) 281-5061

By the Numbers

6	Drivers per shift
20	Years CFR has been in existence
35	Food donors
40	Coolers used to collect food
260	People, on average, served daily
800	Volunteers in CFR program
3,000 lbs.	Of food, on average, collected daily



What Are Donor-Advised Funds?

The fastest growing segment of philanthropic giving at the Rochester Area Foundation, Donor-advised funds let donors remain actively involved in their giving by recommending grants to support the groups, organizations, and causes important to them. They are flexible, personalized, and also allow donors to consolidate their future charitable giving.



Cascade Creek Project — Home Re-Imagined in the Heart of the City

Athou Lam loves her new home.

“Everyone here is friendly,” she says, as she lounges comfortably on a sofa in one of the common areas of Cascade Creek Apartments where she lives with her sister, Awel. As if to prove her point, fellow resident Betty, newspaper in hand, takes a seat nearby and smiles. “You meet so many wonderful people here,” she says. “I haven’t met a single one I didn’t like.”

In fact, Cascade Creek is filled with a variety of residents—from retired individuals and career folks to families and students. But it wasn’t the neighbors that initially drew Athou and her sister to this new, 40-unit apartment building. “The location is good,” says Awel, a university student who also works at an assisted living facility. “You can go anywhere without spending so much on gas.”

Athou, who works at National American University, finds the underground parking convenient and especially nice in the frigid winter months. Plus, the building was built to exceptional energy efficiency standards. An anonymous donor funded the cost to certify the building under the Leadership for Energy and Environmental Design (LEED) for Homes Silver standards. For Athou and Awel, that means low heating and cooling costs.

But, it wasn’t always this way. Just a few short years ago, the area that is now Cascade Creek Apartments was in decline. “We had a blighted area in the neighborhood with properties that were beyond renovation,” says Kellie Mueller, a real estate broker, general contractor, and mother of two who has lived in the neighborhood, known as Kutzky Park, since 2004.

In the past seven years, the Foundation and Imagine Kutzky, the long-range planning arm of the Kutzky Park Neighborhood Association, have worked together to help revitalize the neighborhood by rehabilitating targeted homes and creating single-lot infill development projects like Weigel Place and

Kutzky Flats. Addressing the larger, more blighted properties that are now Cascade Creek Apartments, however, was a longer process.

Working together over the course of the six years that the Foundation spent assembling the site, Imagine Kutzky and the Foundation developed redevelopment specs and ideas for the proposed project. The Imagine Kutzky group was very particular in its requirements and knew they had one chance to get this right. “We like to see projects that fit into the neighborhood,” says Mueller.

But get it right they did by creating a multi-use site prepared for housing and commercial needs with rich architectural detail and quality building materials. “The uses are exactly what we wanted to see in the neighborhood—commercial space, rental, the day care center, and town homes (yet to be built). You don’t see mixed use development in other parts of the town,” says Mueller.

Today, the Cascade Creek Apartments are full and the Kutzky Park Neighborhood Association is pleased. Mueller says the Rochester Area Foundation is to thank for the success of Cascade Creek. “They put it together. They drove the project. I don’t think this would even exist without them,” she says. “It went from one of the worst areas of the neighborhood to one of the best. It’s night and day. It’s definitely a beacon to show what is possible in all areas of the city that are blighted and in need of restoration.”

CASCADE CREEK APARTMENTS

What is LEED for Homes?

LEED for Homes is a green building certification system outlined by the United States Green Building Council for residential buildings up to three stories. These buildings are designed and tested to verify they are energy efficient, water conserving, healthier for occupants, and located near existing infrastructure and services. For First Homes, this means homes that are not only affordable to purchase, but are affordable to maintain and occupy over their lifespan.



Awel and Athou Lam



Major Jim Frye, corps officer,
Rochester Salvation Army

Feast and Fellowship at the Salvation Army

Stop by The Salvation Army in Rochester on any given weekday around lunch, and you'll find folks stopping in for a balanced meal and some friendly conversation. Anyone is welcome. People of all ages—Senior Living Center residents, Mayo Clinic patients, and migrant workers and their families—pepper the dining hall.

"Many in our lunch crowd are here for the social aspect that eating together provides," says Doug Coop, business manager at The Salvation Army. "All-in-all, the lunch provides food, yes, but it's so much more. It's social contact, survival between jobs, valuable work and volunteer opportunities."

Some 20,000 meals are served annually at the site, which has been rebuilt thanks to donor-advised fund assistance along with a grant through the Rochester Area Foundation. The Foundation created a focus on basic needs due to the dire economic situation of the past two years. This grant request serves the most basic of needs and, as a result, donor engagement and interest was high. Five donors came forward to partner with the Foundation and achieve the Salvation Army's funding goals. As a result, the newly remodeled facility has been updated to meet current food health codes and provide a large cooler and freezer so items donated or purchased by the pallet can be accepted. Overall, the kitchen offers more space to handle the daily 80+ lunch volume and anticipate needs for future growth. The kitchen is now wheelchair-accessible to accommodate disabled volunteers.

The most anticipated improvements, though, are the additions of a steam table, steamer, and fryer. "Many of our families and individuals have asked for steamed vegetables so they are crisper than boiled. They also see having French fries as an improvement," says Coop.

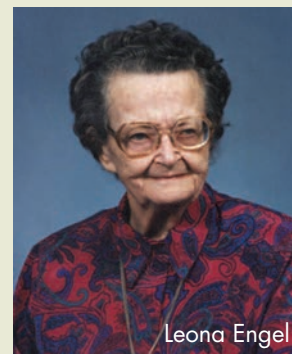
In addition to updating the kitchen, the Salvation Army long-range plan has included:

- A permanent medical/dental facility.
- Construction of Castlevue, which includes apartments for adults, and a counseling center.
- A food shelf and bread cupboard.
- Relocating the thrift store to a larger facility.
- Repurposing the old thrift store into the new Adult Day Care program.

Leona Engel Memorial Scholarship — Honoring the Dreams of One Mother by Encouraging Others

A divorced, single parent, Leona Engel worked long hours to ensure that her son and daughters had what they needed, all the while constantly encouraging them to do their best in school, study hard, and get an advanced degree.

Paul Engel was able to go to college, with his mother's help, by working a full-time job, and applying for and receiving a scholarship. She was very proud the day Paul completed his degree. "My mother always said she had a dream that I would graduate from college. Her dream came true," he says. That's why he chose to honor her memory by establishing a memorial scholarship in her name through the Rochester Area Foundation. The scholarship benefits graduating seniors from Stewartville High School. "I want to help other mothers' and high school students' dreams come true," he explains.



Leona Engel

Paul knew of others who had set up scholarship funds through the Rochester Area Foundation. He considered it "a more personal way to say thank you to both my mother, for her hard work and dedication, and my high school, for the dedicated and inspiring teachers that provided me the impetus and focus to further my education." So, on the 50th anniversary of his high school graduation, the Leona Engel Memorial Scholarship was established.

As a successful executive at ExxonMobil, Paul's decision to establish the scholarship became a double blessing. "ExxonMobil Foundation provides matching funds for a portion of my contributions to the scholarship fund. I am able to increase my gifts because of their matching program, a double benefit for the scholarship," he says.

The school and its students are grateful for the support. "Stewartville schools appreciate the monetary support through scholarships. These help our students to their next academic step and on into their future careers," says David Thompson, PhD, superintendent of Stewartville Schools. "I would especially like to thank the Engels for remembering our students. It is wonderful when our alumni help support current students through their academic progress, even many years after their own graduation."

Says one recipient, "It was an honor to be selected as a scholarship recipient. I would like to thank the school for making the scholarship available. I would also like to thank the donors for their generosity...The scholarship has been a big help in funding my college education."

Funding higher education these days is no small feat. Scholarships are increasingly important to students as college costs rise. "I believe anyone who can, should consider the incredibly good feeling one gets knowing that, in a small way, one might be helping tomorrow's leaders get the education they need to accomplish their dream," says Paul.

2011-2012 Average Yearly Costs of College

\$17,131 – in-state public colleges/universities

\$29,657 – out-of-state public colleges/universities

\$38,589 – four-year private colleges/universities

\$4,000 – additional fees for texts, supplies, transportation, etc.

Source: "2011 Trends in College Pricing," College Board.



Community Embraces CROPS and Its Benefits

The seeds that are sprouting in the network of Rochester neighborhood community gardens, known as CROPS, have grown into more than just fruits and vegetables. Developed by area residents and the Rochester Area Foundation in the fall of 2009, these gardens have sprung up offshoots of creativity, wellness, and socialization.

"The community garden gives me more than fresh produce to eat. It gives me a creative outlet, a way to be in touch with natural beauty, and a way to spend time with others who enjoy the beauty of a growing garden," says a Kutzky gardener.

While the benefits of community gardening are well understood, CROPS, a program of the Rochester Area Foundation, is working to bring those benefits to everyone in Rochester in a unique way. Where it differs from other community gardening programs is in its goal to integrate urban agriculture into the fabric of Rochester's neighborhoods, converting vacant lots or underused park space into focal points that bring neighbors together.

CROPS "has been a wonderful experience for me," says a member of the Cimarron community garden. "I have gotten to know several people from the neighborhood that I wouldn't have met otherwise, and even several who were just interested in what was happening and didn't take a garden space."

The Rochester Area Foundation worked with the Parks and Recreation Department, neighborhood community groups, and within local zoning requirements to establish where the community gardens would be best located. The program focuses on Rochester's core neighborhoods and encourages residents who lack yards or otherwise may not have the opportunity to grow their own vegetables to get involved. Safety and accessibility are important to CROPS, which is why the Rochester Area Foundation has reduced the fee structure, created a strict organic policy, and added two new gardens. The long-term goal is to develop a community garden within a 10-minute walk of every Rochester resident by the year 2020.

CROPS By the Numbers

43

Participating households

100

Pounds of food donated to local food shelf

151

Garden plots created

5

Neighborhoods involved

200

Editions of the Post-Bulletin donated for weed management

2

Lectures given on organic gardening/cooking

.46

Average distance from home to garden (miles)



Foundation Link Keeps Choral Arts Vibrant

There are few things in life as powerful and beautiful as the human voice. Since 1985, Choral Arts Ensemble has shared that experience with the Rochester community.

Choir members, who live and work in Rochester and surrounding communities, delight and inspire concert goers with their incredible voices. As their voices blend and soar, the experience often emotionally touches the audience in unexpected ways. One local teen who was uncertain about her abilities was invited to sing with the ensemble. That experience became inspiration. After the concert she said, "I got to sing next to a woman with an amazing voice. She sang so beautifully I didn't want to sing. I just wanted to listen to her, but I decided to sing. After the song, she turned to me and told me that I had a really beautiful voice, and she hoped that I'd keep on singing!"

In 2011, recognizing the economic downturn and wanting to continue to sing and provide inspiration, Choral Arts Ensemble started an agency fund at the Rochester Area Foundation. "All the changes in the behavior of the stock market made our Board concerned about the long-term safety of our 'rainy day funds,'" says Carolyn Hiller, executive director of Choral Arts Ensemble. "We chose to reallocate our funds into a more conservative asset mix. In addition, we are looking to raise awareness of our organization and demonstrate our support for the community."

The Rochester Area Foundation fund met both of those goals. First by providing a perpetual care funding source to help manage their agency funding to provide long-term revenue sources. Second as an opportunity to withdraw principal should emergencies arise. Through the Rochester Area Foundation's appeals, there is a greater opportunity for increased public awareness since agency funds are included as philanthropic opportunities for investment within the larger appeal. "We plan to use the Rochester Area Foundation perpetual fund to continue reaching out to our community in meeting our mission to inspire, educate, and enrich our community-at-large through outstanding choral performance," says Hiller.

Picture My Neighborhood— Through the Eyes of a Child

There is no doubt children see the world differently than adults. Some of it is stature, sure, but they also are unencumbered by adult responsibilities and assumptions. There is innocence to their unique worldviews. Thanks to Picture My Neighborhood, Rochester area residents have been able to experience, firsthand, the community as seen through the eyes of its youth.

The program, a summer experience, empowered and inspired children to capture their perspectives through photography. For one girl, what is important was clear. "We had a 5-year-old come with her brother...That first day, she took 110 photos. When asked which one she wanted to take home, she pointed out a picture of a window and an air conditioner. We all wondered why on earth she would select that photo. She had many beautiful ones of flowers and landscapes," says Taran Schneider, one of the creators of the Picture My Neighborhood project. When the girl's father came to collect her, it immediately became apparent. She ran to her Dad shouting, "Mi casa, mi casa" or "My house, my house." "What a great opportunity for her to show what was really important," says Schneider.



Taran Schneider

That girl, the youngest in the program, was one of 21 youth, ages 5-13, from the Meadow Park neighborhood who met for five weeks over the summer of 2011. A typical session was two to three hours and included a welcome, discussion of the day's activities, snack, and filling in their photo journal with images and commentary from the previous week. Then, it was time to learn from the experts. Various Rochester professionals shared their techniques with the children—from how to use a camera and discover letters in scenery to portraits, landscapes, and more.

The highlight of the program was in having the students' work exhibited at the Rochester Area Foundation's exhibit space during the 2011 fall Artwalk. Parents, grandparents, friends, community members, and even the Rochester Public School Superintendent came to see the pictures the children took. A bus was rented so that friends and relatives from Meadow Park could come together. "I could tell this was a very proud day for the families as well as the youth," says Schneider. "I was very proud of what we were able to accomplish in those short weeks. I'm sure these kids will remember this summer for a long time."

Picture My Neighborhood was created by six leaders, representing different sectors, who were fellows in the 2011 cohort of the Collaborative Leadership program. The program teaches key practices in collaborative leadership regarding complex community issues. By requiring each team to implement an initiative, the groups learn and practice their learning in real and engaging ways. The Collaborative Leadership Fellows were charged with creating an initiative to impact positive youth development during out-of-school time. "Our learning from the program and our vision for Picture My Neighborhood charged us with tremendous amounts of inspiration, energy, and excitement to put collaborative practices into action," says Schneider.

Picture My Neighborhood Collaborative Partners

Child Care Resource & Referral

Ben Franklin Elementary—outreach assistance

Red Cross—providing trusted space

Rochester Police Department—mentoring

Winona State University education students—mentoring

Friendship Place—outreach

RNeighbors

Local photographers—Sara Field, Ken Klotzbach, Alex Bunger, and Tracey McGuire

Mayo Clinic

Trader Joe's

The Good Food Store

Rochester Area Foundation





Guide for Giving

	DESCRIPTION	ADVANTAGES
Direct Donation	Cash or property donated to a public charity or community foundation.	<ul style="list-style-type: none"> • Immediate benefit to charity • No associated costs • Current income tax deduction normally allowed
Charitable Bequest	As a part of a will, a charitable bequest specifies a particular asset, or fixed dollar amount, or percentage of estate be given to a charitable organization upon donor's death.	<ul style="list-style-type: none"> • Revocable at any time • Gives donors access to assets until death • Unlimited tax deduction for the estate
Donor-Advised Fund	Public charity that pools donations with other donors' gifts and invests them; fund makes grants to charitable recipients upon recommendation of donor.	<ul style="list-style-type: none"> • Contribution usually fully deductible each year • Account can be named • Flexible giving in future years • Can give anonymously • Fees and expenses are low • Consolidated charitable giving • Can establish legacy with successors to account
Charitable Gift Annuity	In exchange for assets, a charity guarantees to pay a specified life income payment to beneficiaries. The charity receives the remainder at death of the beneficiaries. No additional gifts are allowed.	<ul style="list-style-type: none"> • Fixed amount of income provided each year for life • Part of income is a tax-free return of principal • The charity receives the remaining assets at income beneficiary's death • A portion of contribution deductible in current year
Charitable Remainder Annuity Trust	Donor and/or other beneficiaries receive payments of a fixed amount determined when the trust is established. No additional gifts to the trust are allowed.	<ul style="list-style-type: none"> • Portion of contribution deductible in current year • Annual income for donor or other non-charitable beneficiary • The charity receives remaining assets at income beneficiary death or trust termination • Fixed income each year • Can be for lifetime or for term of years not to exceed 20 years • Trust is normally tax-exempt
Charitable Remainder Unitrust	Donor and/or other beneficiaries receive a fixed percentage of the value of the trust's assets valued annually. The charity receives remainder of trust at income beneficiary's death or trust termination.	<ul style="list-style-type: none"> • A portion of contribution deductible in current year • Income for the donor or other non-charitable beneficiary • Charity receives remaining assets at income beneficiary's death or trust termination • Trust is normally tax-exempt • Can be for lifetime or term of years, not to exceed 20 years
Charitable Lead Trust	Assets are placed in trust, charity receives payment, property is eventually returned to the donor, donor's descendants or other non-charitable beneficiary.	<ul style="list-style-type: none"> • Assets may be passed on to heirs • Generates income for charity during donor's lifetime or over a specified number of years • Can provide gift, estate and generation-skipping tax advantages

DISADVANTAGES

GENERAL TAX RULES

DONOR INCOME

- Donor needs to research and choose specific charities before year-end
- Deduction is subject to AGI restrictions
- Some charities are not equipped to accept securities
- Donor receives no income from assets

- Income tax deduction for amount of cash donation up to 50% of AGI
- Generally, deduction for full market value of long-term property with no capital gains tax paid, up to 30% of AGI
- Estate tax liability reduced

No

- No immediate tax benefit
- Bequest must be paid from estate
- Probate adds costs, delays, and complexity

- Estate tax deduction for value of donation

Yes, until death when assets are given to charity

- Deduction is subject to AGI restrictions
- Charity's trustees have final authority over grants
- Slightly less flexible than a trust or private foundation
- Donor receives no income from assets

- Income tax deduction for amount of cash donation up to 50% of AGI
- Generally, deduction for full market value of long-term property with no capital gains tax paid, up to 30% of AGI
- Estate tax liability reduced
- Avoid capital gains tax for gifts of long-term appreciated assets

No

- Charity liability for annuity: If the charity has financial difficulties, the income beneficiary may not receive income
- Deduction is subject to AGI restrictions
- Transfer of long-term appreciated assets gives rise to tax liability to donor

- Current income tax deduction for actuarially determined value of gift ultimately passing to charity
- Estate tax liability reduced
- Reduce capital gains tax liability for gifts of long-term appreciated assets
- Annuity principal is returned to donor tax-free as portion of each annuity payment over term of the annuity

Yes, fixed

- Deduction is subject to AGI* restrictions
- Income-to-income benefits are generally taxable
- Must have individual or institutional trustees
- Cannot accept additional donations
- More complex to establish and fees are generally higher than some alternatives

- Current income tax deduction for actuarially determined value of gift ultimately passing on to charity
- Estate tax liability reduced
- Avoid capital gains tax for gifts of long-term appreciated capital assets

Yes, fixed

- Deduction is subject to AGI restrictions
- Income-to-income benefits are generally taxable
- More complex to establish and fees are generally higher than some alternatives
- Must have individual or institutional trustees
- Some CRTs cannot accept future donations

- Current income tax deduction for actuarially determined value of gift ultimately passing on to charity
- Estate tax liability reduced
- Avoid capital gains tax for gifts of long-term appreciated capital assets

Yes, variable

- Tax treatment is complex
- More complex to establish and fees are generally higher than some alternatives

- Income tax benefits vary depending on type of trust
- Estate or gift tax liability may be reduced
- Avoid capital gains tax for gifts of long-term appreciated capital assets

No, original asset reverts back to remainder beneficiary, can be donor

*AGI = Adjusted Gross Income

2011 Donors

Thank you to the following 2011 donors. Some contributions established new charitable funds while others were added to existing funds or were made in memory or honor of a loved one. We gratefully acknowledge and thank the following donors for their generous gifts during the year. Rochester Area Foundation has made every effort to ensure the accuracy of our donor list. Please contact us if we have unintentionally omitted or misspelled your name.

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Jim Clausen's 70th Birthday
Dragomir and Dubravka Curkovic
Friends at Mayo Clinic
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Robert G. Roesler
Smith Schafer's 40th Anniversary
Dr. & Mrs. F.W. Sharbrough's 50th Anniversary
Steve Thornton
Steve Thornton's Contributions to the Community

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Choral Arts Ensemble



Back row, l-r: Sean Allen, Adam Ferrari, Christopher Flood, Brad Wolf. Middle, l-r: Cheryl Key, Katie O'Sullivan, Jean Locke, JoAnn Stormer. Seated, l-r: Shirley Lee, Ann Fahy-Gust.

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Rochester Area Foundation & Affiliates

Consolidated Statement of Financial Position December 31, 2011 and 2010

Assets	2011	2010
Cash and cash equivalents	1,728,297	2,589,553
Interest and dividends receivable	16,459	11,758
Pledges receivable	68,975	164,325
Notes receivable	201,057	6,879
Investments in marketable securities	22,683,810	23,688,896
Beneficial interest in trusts held by others	709,190	601,147
Loans receivable	2,154,902	2,176,342
Land and development costs	2,276,320	2,007,026
Equipment, net	30,033	43,123
Other assets	77,480	70,010
Land held in community land trust	8,058,218	7,860,218
Total Assets	38,004,741	39,219,277
Liabilities and Net Assets		
Liabilities		
	2011	2010
Accounts payable and accrued expenses	212,765	47,523
Grants payable	91,200	69,320
Program assets held for others	751,980	926,144
Annuities payable	91,866	130,599
Deferred revenue	174,000	301,323
Unitrust obligations	603,000	678,000
Refundable advances	497,619	475,805
Note payable	3,082,332	3,091,501
Total Liabilities	5,504,762	5,720,215
Commitments		
Net Assets		
Unrestricted	19,808,064	20,155,255
Temporarily restricted	10,770,271	11,422,163
Permanently restricted	1,921,644	1,921,644
Total Net Assets	32,499,979	33,499,062
Total Liabilities and Net Assets	38,004,741	39,219,277

Audit status – financial results for the year ended December 31, 2011, have not been audited at this time. The audited 2011 financial report will be available at the Rochester Area Foundation office and on the website upon completion of the audit.

Dedicated to community vitality since 1944



Rochester
Area Foundation

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