

GATEWAY CENTER *for* GIVING
HELPING DONORS DO MORE



40 YEARS OF HELPING DONORS DO MORE.....

2010 ANNUAL REPORT

A LETTER FROM OUR LEADERSHIP

Friends of the Center,

I want to thank you for your continued support of the Center and for the ongoing support you provide to our other members. As the economy has provided a major challenge for all of us in recent years, the Gateway Center for Giving has provided more targeted programs and services to support the St. Louis grantmaking community.

Like so many nonprofits, the Center has not been immune to these challenges either. The Center has reexamined its operations and its roster of programs and services as so many local grantmakers have done as well.

Through our board of directors' courage of leadership and our hardworking committees, the Center embraced transformation!

OVER THE PAST TWO YEARS THE CENTER:

- ended each year financially sound,
- saved nearly \$30,000 to provide reserve funds,
- moved from an office of nearly 4,000 square feet to a business incubator space with an actual footprint of about 600 square feet,
- created a shared technology and equipment relationship with another nonprofit,
- revamped its strategic plan from an aggressive growth model to a model that sustains the most important programs and services for our members,

- created a sustainable budget that conservatively predicts donors' ability to provide funding for the next few years,
- created a new service delivery model for its programs and services,
- published several new reports on giving in the region,
- and added new board members.

I am proud to report that the Center is stronger than ever and is continuing to deliver the quality programs and services that grantmakers in the community and other key stakeholders have come to expect. We began the transition like so many nonprofits....feeling some uncertainty but poised to create sustainable change. We are coming out of this period a stronger organization than ever before - ready to help the nonprofit sector rise to the continuing challenges in the years ahead.



In Service,

Kathy Reeves

Board Chair

..with their gifts of **TIME, WISDOM** and **WEALTH**.



GATEWAY CENTER FOR GIVING

is the St. Louis region's leading resource for helping individuals, foundations and corporations be more strategic with their philanthropy to help create a stronger community.

The Center embraces three ideals: collaboration, inclusiveness and effectiveness.

We translate these ideals into action by helping donors **CONNECT, LEARN** and **ACT** to have greater impact on the issues they care about and the nonprofits they fund.

■ **OUR MISSION** is to provide services to strengthen and expand philanthropy to improve the St. Louis region.

■ **OUR VISION** is a thriving St. Louis region in which a strong philanthropic community and effective nonprofits collaboratively advance the quality of life of all citizens.

THE GATEWAY CENTER FOR GIVING THANKS ENTERPRISE HOLDINGS INC. AND EMERSON FOR THEIR SUPPORT OF OUR ANNUAL MEETING AND ANNUAL REPORT.

giving is...

PNC Bank was nominated for the Giving is On Time award by Lemay Housing for funding supporting their affordable housing programs and by Grace Hill for supporting their Grow Up Great Initiative.



giving is...

Our Giving is Far Reaching award was given in recognition of the founding members of the Center (formerly MAP). The founding members that are still members today include: Monsanto Fund, Nestle Purina PetCare Company, Emerson, Danforth Foundation, and Southwestern Bell/AT&T.



HELPING DONORS CONNECT

ON TIME

The Center provides quality skill building and networking programs to help donors gain the knowledge, tools and inspiration to improve their organizations and the community.

Through the Center's roundtables, workshops, seminars, networking events and affinity groups, donors make invaluable connections with each other. These timely connections help inform and strengthen donor collaborations and decisions about grantmaking.

HELPING DONORS LEARN

FAR REACHING

The Center provides quality research and information to help donors be more informed about important trends in philanthropy in the region and throughout our nation.

Effective grantmaking is rooted in continuing education in real time. Our website, www.centerforgiving.org helps donors and community leaders stay connected to the most current information and emerging trends in effective grantmaking and activities in the region. Through our weekly *What Gives?* we deliver timely news and events both locally and nationally right to your inbox. The Center is the premiere publisher of research and reports that inform our community about important trends in giving.

giving is...

The Trio Foundation of St. Louis was nominated for our Giving is On Going award by the YWCA for supporting their Women's Economic Stability Initiative that spanned five years.



HELPING DONORS **ACT**

..... **ON GOING**

The Center links donors and other regional stakeholders to help our community act in informed and collective ways on those issues that are important to our region.

The work being done through our affinity groups in education and economy provide ways for donors to individually and collectively act to address some of our region's most pressing issues. The Center also supports nonprofits and donors to act more effectively through our Meet the Donor and Will to Give programs.

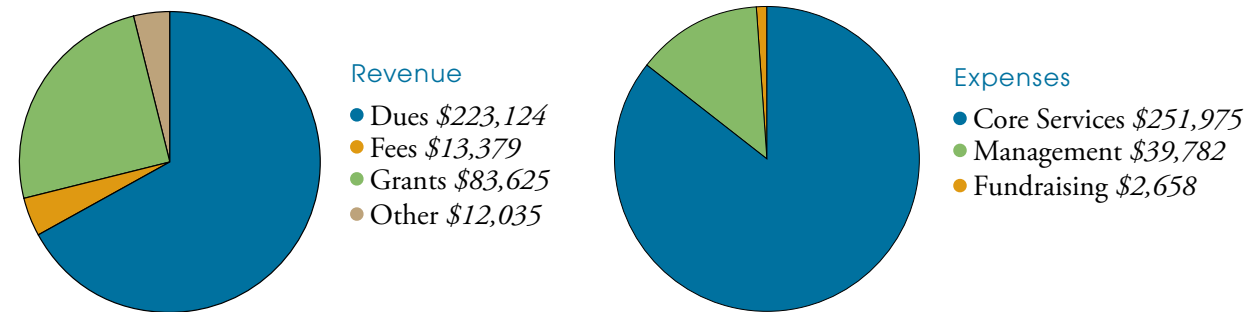
GRANTMAKING MEMBERS

- | | | |
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| Alberici Foundation | Express Scripts Foundation | Regional Business Council |
| Ameren Missouri | John and Mary Kaye Fort Family Fund | Cleaves and Mae Rhea Foundation |
| Anheuser-Busch Companies, Inc. | Greater Saint Louis Community Foundation | Joseph H. & Florence A. Roblee Foundation |
| ARCHS | Innovative Technology Education Fund | RubinBrown |
| AT&T | Estelle W. and Karen S. Kalish Fund | The Saigh Foundation |
| Donald L. Barnes Foundation | Laclede Gas Company | St. Louis Blues 14 Fund |
| BJC HealthCare | Mont and Karen Levy | St. Louis Public Schools Foundation |
| Bland Family Foundation | Lutheran Foundation of St. Louis | St. Louis Rams |
| The Boeing Company | Maritz | St. Louis Trust |
| Brightman Family Fund | MasterCard Worldwide | Sandberg Phoenix & von Gontard Charitable Foundation |
| Build-A-Bear Workshop | McCarthy Building Companies, Inc. | SAVVIS |
| Cardinals Care | Missouri Foundation for Health | Schnuck Markets, Inc. |
| Centene Corporation | Monsanto Fund | Martin Silk Charitable Foundation |
| Chapman Family Foundation | Mysun Charitable Foundation | Norman J. Stupp Foundation |
| Citi | Nestle Purina PetCare Company | Ann McFarland Sullins |
| Commerce Bank | Northern Trust Bank | Trio Foundation of St. Louis |
| Covidien | Peabody Energy | Robert J. Trulaske, Jr. Family Foundation |
| Crawford Taylor Foundation | Pettus Foundation | UMB Bank |
| Danforth Foundation | Pfizer | United Way of Greater St. Louis |
| Deaconess Foundation | Philpott Family Foundation | Vatterott Foundation |
| Carter & Cathy Dunkin | The Pillsbury Foundation | Wells Fargo Advisors |
| Edward Jones | Herman T. and Phenie R. Pott Foundation | Women on Mission |
| Emerson | | |
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ASSOCIATE MEMBERS

- | | | |
|--------------------------------|-------------------------|----------------------------|
| Bank of America | Paradigm Shift Studios | The Rome Group |
| IFF | Planet Success | The Stolar Partnership LLP |
| Lowenhaupt Global Advisors LLC | Polsinelli Shughart, PC | Thompson Coburn LLP |
| M&I Wealth Management | The PrivateBank | US Trust |
| Merrill Lynch – Swansea | Regions Bank | |

2009 FINANCIAL REVIEW



2009 PROGRAMS AND SERVICES

The Center convened **32** programs for grantmakers and **8** programs for nonprofits in the greater St. Louis region in 2010.

- Annual Meeting at Build-A-Bear Workshop
- Corporate Roundtable
- Donor-to-Donor Programs
- Education Funders Affinity Group
- Family Foundation Roundtable
- Grantmakers & the Economy Affinity Group
- Meet the Donor
- MicroEdge User Group
- Philanthropy After Hours
- Will to Give
- Women in Philanthropy

The Center produced **2** reports for grantmakers and the community.

- Dollars & Sense: A Report on Major Restricted Funding Campaigns in St. Louis
- Missouri Foundations: The Big Picture

The Center provided services and research to our members that included:

- 50 editions of *What Gives?* - our electronic news updates
- 60 Member Requested Research- our individualized information service

COMMITTEES

In 2010, Gateway Center for Giving's work was led by numerous volunteer committees. We gratefully acknowledge the important role these committees and their members played in the work of this organization.

EXECUTIVE COMMITTEE

Kathy Reeves, Chair, Enterprise Holdings Inc.; Cynthia Curry Crim, Vice Chair, Commerce Bank; Lyle Brizendine, Treasurer, Bank of America; John Fort, Secretary, The John and Mary Kaye Fort Family Fund; Jane Donahue, Deaconess Foundation; Matt Oldani, Build-A-Bear Workshop; Ann Vazquez, Lutheran Foundation of St. Louis

FINANCE COMMITTEE

Lyle Brizendine, Chair, Bank of America; James A. Finch, Pettus Foundation; H. Jill Fivecoat, Northern Trust Bank; David R. Luckes, Greater Saint Louis Community Foundation; Joseph McCarthy, Missouri Foundation for Health; Ann Vazquez, Lutheran Foundation of St. Louis

PROGRAMS & SERVICES COMMITTEE

Jane Donahue, Chair, Deaconess Foundation; Lisa Dinga, Innovative Technology Education Fund; Melinda McAliney, Lutheran Foundation of St. Louis; Cynthia Medart, Bland Family Foundation; Ann McFarland Sullins, Community Leader

NOMINATING COMMITTEE

Cynthia Curry Crim, Chair, Commerce Bank; Ann McFarland Sullins, Community Leader; Mary Swan, Ameren Missouri

ENGAGEMENT COMMITTEE

Matt Oldani, Chair, Build-A-Bear Workshop; Martha Gragg, Missouri Foundation for Health; Claire Hundelt, Vatterott Foundation; Jennifer Jones, Greater Saint Louis Community Foundation; Amy Rome, The Rome Group; Mary Swan, Ameren Missouri

AUDIT COMMITTEE

Ann Vazquez, Chair, Lutheran Foundation of St. Louis; John R. Brightman, Brightman Family Fund; Lyle Brizendine, Bank of America; John Fort, The John and Mary Kaye Fort Family Fund; David Krauss, The Stolar Partnership LLP

RECOGNITION

We gratefully thank the following organizations and individuals for providing additional grants and in-kind support of our 2010 services:

Ameren Missouri, Bank of America, Build-A-Bear Workshop, Cardinals Care, Cleaves and Mae Rhea Foundation, Commerce Bank, Daughters of Charity Foundation of St. Louis, Deaconess Foundation, Emerson, Enterprise Holdings Inc., Express Scripts Foundation, Greater Saint Louis Community Foundation, Incarnate Word Foundation, Lutheran Foundation of St. Louis, M&I Wealth Management, Maritz, Missouri Foundation for Health, Northern Trust Bank, Pettus Foundation, RubinBrown, Sisters of Mercy Healthcare System, St. Louis Planned Giving Council, The Rome Group, St. Louis Public Schools Foundation, United Way of Greater St. Louis, Wells Fargo Advisors, Women on Mission, and Youthbridge Community Foundation.

2010 BOARD OF DIRECTORS

Kathy Reeves

Chair
ENTERPRISE HOLDINGS INC.

Cynthia Curry Crim

Vice Chair
COMMERCE BANK

Lyle Brizendine

Treasurer
BANK OF AMERICA

John Fort

Secretary
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David Krauss

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Cynthia Medart

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Ann McFarland Sullins

COMMUNITY LEADER

Mary Swan

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Ann Vazquez

LUTHERAN FOUNDATION OF
ST. LOUIS

STAFF

Mary McMurtrey

President

Lindsey Greenberg

Manager, Programs and Services

Beth Grady

Center Manager

giving is...



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