



GATEWAY CENTER *for* GIVING
HELPING DONORS DO MORE

2015

Annual Report

Gateway Center for Giving 2015 Annual Report



LETTER FROM OUR LEADERSHIP

Members and Friends of the Gateway Center,

For 45 years, the Gateway Center has helped donors to connect, learn and act.

Thanks to the energetic participation of our diverse membership, the Gateway Center for Giving marked another successful year in 2015 with 32 informative programs, hundreds of hours of funder-requested research, and a wealth of networking and community conversations. We've welcomed 13 new members, increasing our total membership by 20%.

Our members represent \$3.7 billion in charitable assets, of which \$261 million is deployed in the St. Louis region annually. Those contributions impact the community in important ways. Strategic philanthropy supports organizations that provide shelter and feed the hungry, expand access to education and health care, create jobs, strengthen the economy and foster innovation.

Our region faces some extraordinary challenges. The Gateway Center for Giving will continue to work alongside charitable and civic-minded organizations seeking to identify and address compelling needs. We are uniquely situated to provide a venue for thoughtful collaboration and action to help our region move forward.

Our goal continues to be to connect you to the tools you need to create real and sustainable change for our community. Thank you for giving us the opportunity.

It has been my pleasure to serve as your Board Chair for the past two years.



Faithfully,

A handwritten signature in black ink that reads "Ann L. Vayquey".

Board Chair

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WHO WE ARE

Gateway Center for Giving helps foundations and corporations be more strategic with their philanthropy to foster a stronger community. We enable donors to CONNECT, LEARN and ACT to have greater impact on the issues they care about and the nonprofits they fund.

OUR MISSION

To provide services that strengthen and expand philanthropy to improve the St. Louis region.

OUR VISION

A thriving St. Louis region in which a strong philanthropic community and effective nonprofits collaboratively advance the quality of life.

BOARD OF DIRECTORS

Ann Vazquez, Chair
Lutheran Foundation of St. Louis

Jeanne Dalba
Robert J. Trulaske, Jr. Family Foundation

Lindsay Matush
Brown Sisters Foundation

Lisa Dinga, Vice Chair
Dinga Family Charitable Fund

Jama Dodson
Saint Louis Mental Health Board

Matt Oldani
Deaconess Foundation

Keith Brooks, Secretary
Cardinals Care

Kathy Gardner
United Way of Greater St. Louis

Amy Rome
The Rome Group

Mike Grabenhorst, Treasurer
Northern Trust

David Krauss
Commerce Family Office

Debbie Schirmer
Maritz

Amelia Bond
St. Louis Community Foundation

Matt Kuhlenbeck
Missouri Foundation for Health

David Stiffler
Equifax

Desiree Coleman
Wells Fargo Advisors

Mary Kullman
Caola Kullman Family Fund

Mary Swan
Ameren

STAFF

Deborah Dubin
CEO & President

Clare Brewka
Program & Information Manager

Beth Grady
Center Manager

WHAT WE DO

CONNECT

The Gateway Center connects grantmakers to each other and to the larger community so that philanthropic leaders can share information, ideas and strategies on how to be more effective funders, and connect to business, civic and nonprofit leaders to address the concerns and issues that effect our region.

The Gateway Center offers networking programs for funders around topical, substantive issues like early childhood education, K-12 education, college readiness, community collaborations and place-based programs, as well as webinars that connect our local community to national conversations around philanthropy. We also provide informal sessions designed to inspire and spark creative and collaborative relationships among funders. The Gateway Center is represented in the media through commentaries, information resources, and public speaking engagements, all designed to connect our members to other regional stakeholders and decision-makers.

LEARN

The Gateway Center provides high quality research, information and publications to help both donors and the broader community be more informed about charitable giving in our region.

Our website offers immediate access to information for members to help them learn how to be the most effective grantmakers they can be. Further, we offer skill-building and professional development programs to grantmakers who are constantly learning what's new in local, national and international grantmaking. We provide timely sector data through reports like *Dollars and Sense: A Report on Major Funding Campaigns in the St. Louis Region*, and the *Collaborations Directory: A Directory of Significant Collaborations in the St. Louis Region*.

ACT

As a source of information on charitable giving, the goal of all the Gateway Center's programs and services is to help funders, nonprofits and other community leaders act with impact.

The Gateway Center is the "go-to" place to start conversations, make connections and create strategies and action plans that help funders make informed decisions. Through our members and our network of community partners, we hope to inform, strengthen and elevate grantmaking, policymaking and strategic decisions to help weave together a stronger community.

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2015 PROGRAMS & SERVICES

The Gateway Center convened 29 programs for grantmakers and 4 programs for nonprofits in the greater St. Louis region in 2015, including:

- 2014 Annual Meeting at the Missouri Botanical Garden
- Common Grant Application Orientations
- Corporate Roundtable
- Diversity, Equity & Inclusion Funders Affinity Group
- Early Childhood Funders Affinity Group
- Education Funders Affinity Group
- Family Foundation Roundtable
- Grantmaker Skills & Strategies
- Lunch with Leaders Mentorship Programs
- Meet the Donor Panel
- People in Philanthropy and Women in Philanthropy Luncheons
- Philanthropy After Hours
- Topical Programs on Homelessness, Ready by 21, LGBTQ Philanthropy, and more

The Gateway Center produced 3 tools for grantmakers and the community:

- *Collaborations Directory: A Directory of Significant Collaborations in the St. Louis Region*
- *Dollars and Sense 2015: A Report on Major Restricted Funding Campaigns in the St. Louis Region*
- *Grant Reporting Tool: Sharing Best Practices in Grant Evaluation*

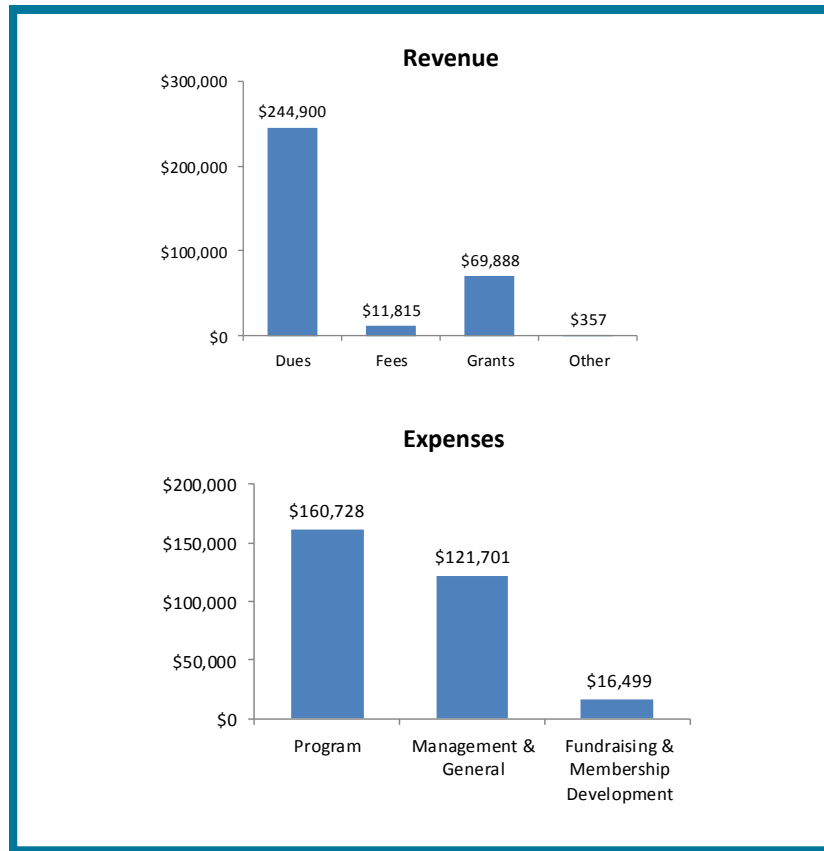
The Gateway Center provided information services and research for our members that included:

- Member Requested Research - our individualized information service
- *What Gives?* - our weekly electronic news updates, featuring articles, resources and events



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2014 AUDITED FINANCIALS



GRANTS & IN-KIND SUPPORT

We thank the following organizations for providing grants and in-kind support for our 2015 programs & services:

Ameren Missouri • The American Kennel Club Museum of the Dog • ARCHS • Commerce Bank • Edward Jones • Emerson • Enterprise Holdings • Express Scripts • IFF • Incarnate Word Foundation • Estelle W. & Karen S. Kalish Fund • The Laclede Group • Mont & Karen Levy • Lutheran Foundation of St. Louis • Maritz • Missouri Botanical Garden • Missouri Foundation for Health • Missouri History Museum • Monsanto • Nestlé Purina PetCare Company • Nonprofit Services Center • Northern Trust • Pettus Foundation • Philpott Family Foundation • PNC Bank • The Regional Business Council • The Rome Group • St. Louis Community Foundation • Skandalaris Center for Interdisciplinary Innovation and Entrepreneurship • Sinquefeld Charitable Foundation • Trio Foundation of St. Louis • US Bank, CDC • Wells Fargo Advisors • World Chess Hall of Fame • YouthBridge Community Foundation

IN OUR MEMBERS' WORDS:

"You have done a fantastic job bringing different, new and diverse voices to all our funder conversations."

- Community Foundation Member

"Excellent information - much needed!"

- Corporate Member

"I have a much better understanding of the issue which will lead me to better converse with others about the challenges involved and the need for involvement."

- Private Foundation Member

"[This program] helped me see/reinforce the belief that there are multiple, legitimate entry points to addressing racial inequity."

- Family Foundation Member

"I really appreciated being able to hear how other foundations/funders are structured."

- Tax Supported Foundation Member

"It's great to be armed with more information. I liked the opportunity to hear comparisons from another city."

- Corporate Member

"As we continue to work toward a common purpose, being connected to the Gateway Center for Giving network allows us to exchange knowledge, coordinate efforts and support organizations to maximize resources and impact."

- Private Foundation Member

THE GATEWAY GIVING AWARDS

Excellence in Innovation in Philanthropy

The Excellence in Innovation Award recognizes a grantmaking organization that has put significant support behind an unproven initiative or project that has the potential to yield great community outcomes, or has engaged in innovative investing strategies.

The Clark-Fox Family Foundation, Blueprint4SummerSTL. This novel, highly-personalized searchable web database helps families in the St. Louis metropolitan area find best-fit summer programming for youth. In its first year, the site hosted 72,000 searches for more than 3,500 summer opportunities, fostering connections to summer enrichment opportunities.

Excellence in Collaboration in Philanthropy

The Excellence in Collaboration Award recognizes a grantmaking organization that has made collaboration a central part of its grantmaking strategy, and has shown itself to be an effective collaborator among its grantmaking peers and community partners. In 2015, the Excellence in Collaboration Award was awarded to two organizations in recognition of their outstanding work.

Express Scripts/Express Scripts Foundation, the Nance Elementary Transformation Plan. By bringing together eight disparate agencies and elevating the key program areas and expertise each agency brings to the table, Express Scripts is ensuring St. Louis Public School students at Nance Elementary receive comprehensive and coordinated services.

Regional Business Council (RBC), Reinvest North County Fund. Created in partnership with North County Incorporated and supported by the St. Louis Community Foundation, under RBC's leadership \$900,000 has been raised, and \$600,000 has been allocated to 55 businesses and four school districts in the target region during a critical time for recovery and growth.

Emerging Leader in Philanthropy

The Emerging Leader Award recognizes an individual who demonstrates generosity of spirit and a commitment to social impact both professionally, and personally. The award winner shows creativity and determination to improve the philanthropic sector, and demonstrates great potential for leading the sector in the future.

Serena Muhammad, St. Louis Mental Health Board. Through her work, Serena has emerged as a collaborative beacon in the region. Displaying servant leader qualities, she freely shares her knowledge and skills in thoughtful and inclusive ways, drawing people and organizations into cooperative conversations and deliberate action.

Philanthropic Legacy

The Philanthropic Legacy Award recognizes an individual or a family that has made a significant contribution to the philanthropic sector. The award winner has led an initiative or program that has changed the landscape of funding, or has made a meaningful or long-lasting contribution to an innovative program in our region, yielding significant outcomes.

The Staenberg Family Foundation. Established in 2005, the Staenberg Family Foundation, a supporting foundation of the Jewish Federation of St. Louis, actively supports organizations and programs relating to arts & culture, children, education and medical research and services. Over the past decade, the foundation has granted over \$60 million in financial support to nearly 500 organizations, in addition to pro bono contributions of time and in-kind resources valued at more than \$10 million.

GATEWAY CENTER MEMBER ORGANIZATIONS

GRANTMAKING MEMBERS

Grantmaking members are foundations, corporations, and public grantmakers invested in improving the effectiveness of their giving.

Ameren Missouri	Express Scripts Foundation	Quinn Family Foundation
ARCHS	Fort Family Foundation	The Regional Business Council
AT&T	Glore Fund	Joseph H. & Florence A. Roblee Foundation
Bank of America	Incarinate Word Foundation	RubinBrown
The Boeing Company	Jewish Federation of St. Louis	The Saigh Foundation
Brightman Family Fund	Estelle W. and Karen S. Kalish Fund	St. Louis Community Foundation
The Dana Brown Charitable Trust	Ewing Marion Kauffman Foundation	St. Louis County Children's Service Fund
Brown Sisters Foundation	The Laclede Group	St. Louis Mental Health Board
Build-A-Bear Workshop	Mont and Karen Levy	St. Louis Rams
Caleres	Clemence Lieber Foundation	Sigma-Aldrich
Cardinals Care	Lutheran Foundation of St. Louis	Sinquefield Charitable Foundation
Citi	Mallinckrodt Pharmaceuticals	Siteman Family Foundation
Commerce Bank	Maritz	Norman J. Stupp Foundation
Daughters of Charity Foundation of St. Louis	Missouri Foundation for Health	Ann McFarland Sullins
Deaconess Foundation	Monsanto Fund	Crawford Taylor Foundation
Dinga Family Charitable Fund	Nestlé Purina PetCare Company	Trio Foundation of St. Louis
Donate Life Foundation	Northern Trust	Robert J. Trulaske, Jr. Family Foundation
Edward Jones	Peabody Energy	United Way of Greater St. Louis
Emerson	Fred Perabo	Vatterott Foundation
Enterprise Holdings	Pettus Foundation	Wells Fargo Advisors
Equifax	Philpott Family Foundation	YouthBridge Community Foundation
ESCO Technologies	The Pillsbury Foundation	
	PNC Bank	

ASSOCIATE MEMBERS

Associate members are advisors and consultants providing services to donors in support of effective giving.

Collaborative Strategies	IFF	The Rome Group
Elements Partnership	J.P. Morgan Private Bank, St. Louis	US Bank, CDC
EMD Consulting Group		

REGIONAL PARTNER MEMBERS

Regional Partner members are infrastructure organizations that have significant interaction with the nonprofit and philanthropic sectors.

Civic Progress	St. Louis Regional Chamber
St. Louis Economic Development Partnership	St. Louis Regional Health Commission

OUR SUPPORTERS

COMMITTEE MEMBERS

In 2015, Gateway Center for Giving's work was guided by numerous volunteer committees. We gratefully acknowledge the important role these committees and their members played in the achievements of this organization.

AUDIT COMMITTEE:

Steve Brawley, ARCHS • Vander Corliss, United Way of Greater St. Louis • Jeanne Dalba, Robert J. Trulaske, Jr. Family Foundation • Gregory Glore, Glore Fund • Matt Oldani, Deaconess Foundation

ENGAGEMENT COMMITTEE:

Amy Rome (Chair), The Rome Group • Jenny Hoelzer, Commerce Bank • Wendy Jaffe, Trio Foundation of St. Louis • Mary Swan, Ameren • Heidi Veron, The Saigh Foundation • Randy Weller, Citi

EXECUTIVE COMMITTEE:

Ann Vazquez, Lutheran Foundation of St. Louis • Lisa Dinga, Dinga Family Charitable Fund • Keith Brooks, Cardinals Care • Mike Grabenhorst, Northern Trust

FINANCE COMMITTEE:

Mike Grabenhorst (Chair), Northern Trust • Amelia Bond, St. Louis Community Foundation • Desiree Coleman, Wells Fargo Advisors • David Desai-Ramirez, IFF • Kathleen Holmes, Missouri Foundation for Health • Linda Roos, The Pillsbury Foundation

GOVERNANCE COMMITTEE:

Matt Oldani (Chair), Deaconess Foundation • Christine Burghoff, St. Louis Community Foundation • Lisa Dinga, Dinga Family Charitable Fund • Kathy Gardner, United Way of Greater St. Louis • David Krauss, Commerce Family Office • Mary Kullman, Caola Kullman Family Fund • Karen Levy

PROGRAMS & SERVICES COMMITTEE:

Jama Dodson (Chair), St. Louis Mental Health Board • Christy Frauenhoffer, Nestlé Purina PetCare Company • Matt Kuhlenbeck, Missouri Foundation for Health • Lindsay Matush, Brown Sisters Foundation • Melinda McAliney, Lutheran Foundation of St. Louis • Debbie Schirmer, Maritz • Laura Slay, Sinquefield Charitable Foundation • David Stiffler, Equifax

DIVERSITY, EQUITY & INCLUSION FUNDERS AFFINITY GROUP CO-LEADERS:


Dr. Brandon Haynes, Deaconess Foundation • Wendy Jaffe, Trio Foundation of St. Louis • Susan Stiith, Express Scripts

IMPACT INVESTING DISCUSSION GROUP LEADERSHIP:

Michael Howard, YouthBridge Community Foundation

GRANT REPORTING TOOL WORKING GROUP:

Dianne Benjamin, ARCHS • Sarah Buek, Lutheran Foundation of St. Louis • Kathy Doellefeld-Clancy, J.F. Roblee Foundation • Diane Drollinger, Nonprofit Services Center • Claire Hundelt, Daughters of Charity Foundation of St. Louis • Felice Joyce, Spirit of St. Louis Women's Fund • Jenny Praytor, St. Louis Community Foundation • Melinda McAliney, Lutheran Foundation of St. Louis



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