

2019 GIVING GUIDE

Straight from the heart

An individual act of generosity is part of an ongoing collective effort to make our region a better place to live. Learn more about what area nonprofits need and how you can make an impact. **The nonprofit guide begins on Page 13**



INSIDE THE GIVING GUIDE

Enduring gifts: Arts groups focus on raising endowment. **Page 1**

Tax reform: What donors and nonprofits need to know. **Page 4**

A penny earned: How microgrants help small groups grow. **Page 6**



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PHILANTHROPY

The forever business

Region's top arts groups push to raise endowment

By Sherri Welch
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For years in Detroit and the surrounding region, donors have been stepping up to support immediate needs and programs that produce an impact they can see.

Outside of higher education and health care, there hasn't been a strong tradition of growing endowments among local nonprofits, including the cultural organizations, some of which are counted among the top in the country.

But a decade after the Great Recession and nearly four years after the city's exit from bankruptcy and the unprecedented fundraising effort to preserve the Detroit Institute of Arts' collection, a handful of Detroit's top cultural institutions are putting a more concerted push behind raising endowment.

With the clock ticking on a 10-year millage it secured six years ago to support its operations while it raised endowment, the DIA raised \$27.6 million in 2017 and has \$20 million in gifts pending this year.

The Detroit Symphony Orchestra and Michigan Opera Theatre are seeing a slower pace of endowment gifts as part of campaigns that also include capital and/or operating targets.

SEE ARTS, PAGE 2



ARTS

FROM PAGE 1

They are all in conversations that are part of a slow dance that can last for years, cultural leaders said. But donors are expressing enthusiasm about the concept of endowment.

That's good news, given that Detroit's top cultural institutions have tens and even hundreds of millions of dollars to go, in some cases, to bring their endowments on par with peers around the country to help ensure their sustainability far into the future.

Comparable museums to the DIA and some less comparable around the country "were blessed by their founders and strategies long ago and today have significant permanent endowments," said Eugene Gargaro, the DIA's longtime chairman.

That hasn't been the case in Detroit. Especially over the past decade as the region has recovered from recession, fundraising and gifts largely have gone to support immediate needs and current programs.

For its part, the DIA was simply raising money to keep the lights on and pay employees, Gargaro said. But with economic growth, donors are now thinking long term for the cultural institutions.

"And that's synonymous with endowment fundraising," he said.

"As fiduciaries of these organizations, we need to think about independence and not relying on other sources of support in the future."

Getting the timing right

The DIA has built endowment over time, but it hasn't put a concerted push behind it until the past few years.

Its endowment, which totaled \$215.7 million at the end of 2017, is smaller than most museums of comparable size around the U.S., according to *Crain's* research.

For much of Gargaro's 16-year tenure as chairman of the DIA's board, the museum has been in crisis fundraising mode, he said, with limited ability to pursue endowment gifts.

First came the \$160 million campaign to fund the renovation, expansion and reorganization of the DIA, a quarter of it funding asbestos abatement. Not long after the reinstallation of the museum's collection and its grand reopening in 2007, the region and country fell into recession. Individual and corporate gifts dropped. Two years later, in 2010, the DIA and others lost arts funding from the state and city of Detroit — dollars that had been covering a significant portion of the museum's annual operating costs, Gargaro said.

Securing the millage in Wayne, Oakland and Macomb counties in August 2012 took some of the pressure off its annual, operational fundraising for at least a decade. The DIA then began a concerted endowment campaign.

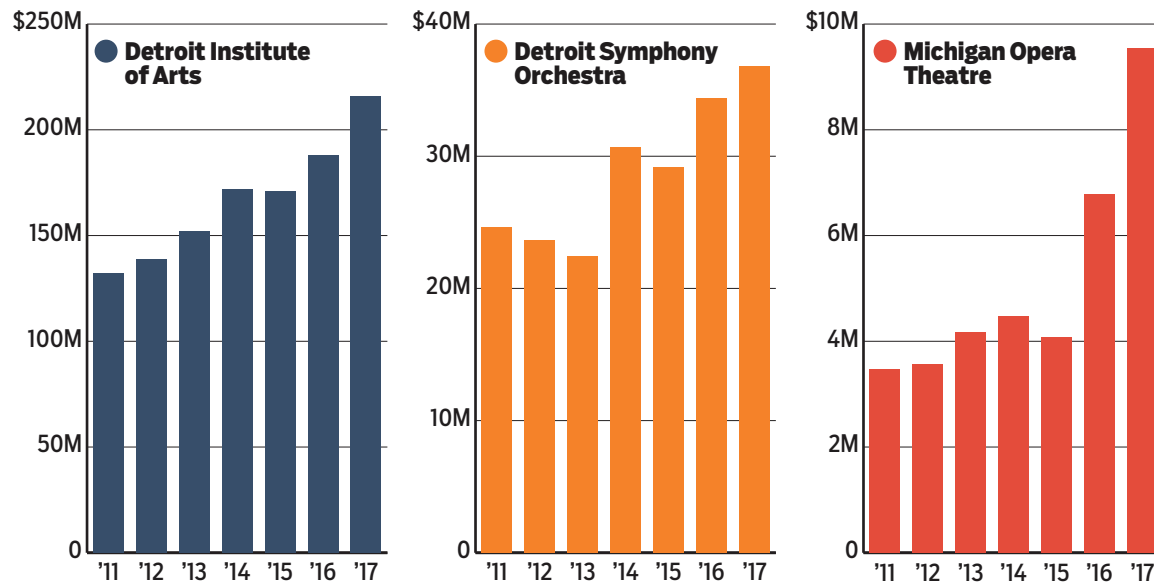
"But just as we were catching our breath in 2012, the city of Detroit ran out of cash," Gargaro said.

Creditors began eyeing the DIA's collection to help pay debt when the city filed for bankruptcy protection. The DIA had to raise \$100 million for its part of the "Grand Bargain" to shore up pension funds, preserve the museum's internationally acclaimed collection and spin the DIA off from the city to ensure there would be no future threats to the artwork.

"When you're (being asked) for Grand Bargain support, you can't say, 'Oh by the way, we have an en-

Growth of endowments over the years

Nearly four years after Detroit's exit from bankruptcy, the city's top cultural institutions are making a more concerted effort to raise endowment.



Source: IRS Form 990 filings

dowment campaign going. What do you think about that?" Gargaro said.

"There was never a time I could recall when we could say, 'OK, now let's think about the future and raise endowment dollars' until fairly recently."

In 2014, when the city exited bankruptcy, the DIA began another endowment push focused on raising permanent endowment. It brought in \$35 million in new endowment gifts

by the end of 2017. With another \$8.5 million in investment gains and other gifts, the museum's total endowment reached \$215.69 million. The bulk or \$210 million of that made up its operating endowment.

"Donors who before the bankruptcy were sometimes a little confused about where the money would go when they donated are now very comfortable that the DIA controls its

own financial destiny. That's a very big plus," Gargaro said.

They're enthusiastic about helping raise endowment, he said. "Those people who remember what this museum was like four years ago never want to return to that."

The challenge, now, he said, is to attract new donors to help raise endowment dollars. "You can't be going back to the same wonderful donors and expect to make the kinds of goals we're talking about."

The good news is that donors near and far who stepped up during the push to raise money toward the Grand Bargain asked the DIA to come back after the bankruptcy for

future support, Gargaro said.

The foundation community, a major supporter of the Grand Bargain, is continuing to provide support, he said, not just to the DIA but other cultural organizations in the city. And corporations have been stepping up with operational and programmatic support. "We have to be sensitive about timing," Gargaro said. "We have yet to really go back to the corporate community for endowment, but we plan to do it."

To increase the DIA's endowment to in excess of \$400 million would be a good near-term target, but the ultimate goal is to continue to grow the endowment beyond that, he said.

"You never stop. I think we should all be thinking with really significant expectations about what the future could be."

Donor interest growing

Like the DIA, the DSO is considered among the top cultural organizations of its type in the country, but its endowment is smaller than many organizations of comparable size.

It, too, has had its share of crises that required attention and dedicated fundraising efforts, including a six-month musicians' strike settled in the spring of 2011 and a deal with the five-bank syndicate that held \$54 million in debt on the Max M. Fisher Music Center in 2012.

In its financial reports for 2016, the DSO reported a \$3 million endowment draw.

With future sustainability in mind, the DSO began a concerted endowment push to raise an endowment of more than \$125 million in 2014, the year after it announced its 10-year plan, Blueprint 2023.

How Detroit arts institutions stack up

Here's a comparison to peers of the Detroit Institute of Arts, the Detroit Symphony Orchestra and the Michigan Opera Theatre in raising endowments.

Institution	2017 expenses	2017 year-end endowment
Art museums		
		100M 200M 300M 400M 500M 600M 700M 800M
Detroit Institute of Arts	40,056,968	215,686,197
Cleveland Museum of Art	52,572,000	763,493,000
Philadelphia Museum of Art	60,851,774	466,725,791
Whitney Museum of American Art	44,070,000	339,078,000
Indianapolis Museum of Art	34,342,347	349,915,000
Dallas Museum of Art	29,500,257	193,925,247
Nelson-Atkins Museum of Art	41,548,030	338,111,447
Saint Louis Art Museum	45,250,065	406,456,574
Seattle Art Museum	26,717,388	121,990,894
Orchestras and symphonies		
		50M 100M 150M 200M
Detroit Symphony Orchestra	36,345,989	36,792,570
Cincinnati Symphony Orchestra	31,381,796	168,564,000
Dallas Symphony Association	35,513,077	7,007,205
Houston Symphony Society	33,430,280	74,610,515
Indiana Symphony Society (Indianapolis Symphony Orchestra)	23,290,238	35,646,389
Minnesota Orchestra	32,631,000	121,900,000
Nashville Symphony	25,298,449	10,796,215
Pittsburgh Symphony	32,910,962	132,458,319
St. Louis Symphony Orchestra	30,010,463	2,654,680
Opera companies		
		5M 10M 15M 20M 25M 30M 35M
Michigan Opera Theatre	15,280,129	9,545,681
Boston Lyric Opera Co.	8,606,742	15,227,593
Cincinnati Opera Association	7,768,378	21,678,306
Dallas Opera	31,073,323	18,565,188
Minnesota Opera	11,190,288	20,354,247
Opera Theatre of Saint Louis	10,388,645	33,710,126
Pittsburgh Opera	8,165,480	14,620,000
San Diego Opera Association	11,467,876	5,194,795

Sources: Phillips Oppenheim, Detroit Symphony Orchestra, League of American Orchestras, Michigan Opera Theatre, Opera America, 990 filings

The funds include permanent endowment — the default if a donor doesn't specify, with separate funds managed by the DSO and the Community Foundation for Southeast Michigan for the orchestra's benefit — as well as board-designated endowment that enables its board to make decisions about its use.

"We're five years into the plan (and) have reported five years of break-even," said DSO President and CEO Anne Parsons. "That tells the community that while some things might be a little higher and some things a little lower, we're finding a pathway to sustainability."

Every year, there is more and more donor appetite to support the DSO's 10-year plan, including its endowment, she said.

"We've been able to demonstrate some control, a lot of cultural sensitivity internally ... and our sales continue to be very strong. We're serving more audiences and continue to be best-in-class relative to orchestras."

The DSO saw its board-designated and permanent endowments grow by \$2.4 million last year, reaching a reported \$36.8 million by the end of the DSO's fiscal 2017.

The DSO also receives an annual distribution from the funds held by the Community Foundation that are not included in the number reported on its 990s because it doesn't own the funds, said Matt Carlson, director of communications and media relations. That distribution was about \$9 million last year, bringing the total endowment value for the DSO to \$45.6 million at the end of 2017.

The pace of gifts has picked up this year, with cash-in-the-bank endowment now totaling \$54 million as of early October, up from about \$27 million in 2012, Parsons said, and additional commitments or pledges in play.

Year to date, the DSO's endowment has increased by approximately \$8.4 million, Carlson said.

Among them is a \$5 million challenge grant the William Davidson Foundation made to the DSO in October 2017 as part of a larger, \$15 million grant, in support of its permanent endowment.

The challenge grant leveraged a total of \$3.5 million in additional grants to the DSO's endowment from the Andrew W. Mellon Foundation, Fred A. and Barbara M. Erb Foundation and Dresner Foundation.

"Our family's support of the DSO began three generations ago," said Ralph Gerson, William Davidson's nephew, who is a member of the William Davidson Foundation executive committee and the DSO Board of Directors, in an emailed statement.

"We want this world-class orchestra — this community jewel — to enrich audiences in our region and across the globe for generations to come ... We hope the foundation's \$5 million challenge grant will inspire others to contribute to the endowment campaign and thereby become lifelong supporters."

The DSO's 10-year plan was extremely optimistic about what would be possible in 10 years, Parsons said. "Understanding that it was a tall order, I am really pleased with the progress we have made."

A \$100,000 gift from the DSO's music director laureate, Leonard Slatkin, and his wife Cindy funded an endowed, emerging artists fund, which leveraged another \$200,000 in matching gifts. And in an unprecedented action for a symphony, every DSO musician has contributed to the endowment, Carlson said.

The orchestra is also seeing enthu-



CRAIN'S FILE PHOTOGRAPH

The Detroit Institute of Arts has only recently focused on building its endowment after over a decade of crisis fundraising.



Anne Parsons: Finding a path to sustainability.



Eugene Gargaro: Sensitive about timing.



Patricia Mooradian: Donors impact future growth.



Wayne Brown: Important to look holistically.



siasm from donors for its endowed chairs program, through which people can donate to the endowment and at the same time make personal connections with individual musicians, he said.

"Endowment fundraising is a long road, (and) the Detroit environment is not the same as the Boston or New York or Los Angeles environment. Every environment is different," Parsons said.

"There's a lot of context that goes into donor appetite ... (but) I feel really optimistic."

Different needs

Michigan Opera Theatre, the youngest of the three cultural institutions, has different realities, said President and CEO Wayne Brown.

It has facility and programmatic needs that take precedence in the \$50 million comprehensive campaign it launched in 2016 to give its late founder David DiChiera confidence the show would go on.

Half of the campaign will provide a good chunk of operating funds for five years. The rest is divided between paying off the \$4.5 million mortgage remaining on the opera house, updates to the historic building, expanded community and artistic programming and endowment.

The opera company, which settled \$18 million in debt just a few years earlier, had raised just over \$21 million by

the end of 2017, \$2.76 million of it toward its endowment.

"As we think about the next phase of the organization, it's important we look at that holistically," Brown said.

As one of just eight opera companies in the U.S. to own its own opera house, MOT has to think beyond programmatic support, he said.

"Clearly, the post-Grand Bargain phase has required a certain level of adjustment as donors think about the long-term investment in a variety of areas," Brown said.

"The Grand Bargain was such an important rallying cry for our community at large. For that reason, some of our traditional donors needed a little more time before making a long-term declaration of support in some areas" for organizations like MOT, he said.

"We're beginning to see some indicators of being able to see a more encouraging phase — slow progress, but progress without a doubt," Brown said.

Others raising endowment

The DIA, DSO and MOT are not alone in looking at their future sustainability.

The Henry Ford, which has one of the largest if not the largest endowments of any cultural organizations in the region, is raising endowment as part of a \$150 million comprehensive campaign.

The campaign will fund new digital and experiential learning platforms, programs, exhibitions and initiatives to advance innovation, invention and entrepreneurship. To date, it's raised over \$89 million. The museum's endowment target is \$40 million, said President Patricia Mooradian in an emailed statement.

"We have had several seven-figure gifts and one eight-figure gift, all designated to supporting the endowment through this campaign," she said.

"Endowment is about the forever business. It enables donors to have

their legacy impact the future growth of an institution."

The Dearborn museum, which includes Greenfield Village among its attractions, currently has endowment totaling \$380 million, up from \$375 million at the end of 2017, said Brent Ott, vice president of business operations and CFO. It provides a quarter of The Henry Ford's annual operating budget.

The bulk of its current permanent endowment is for operating support and is unrestricted, he said.

"But we're finding now with the fundraising environment we're in now, donors are more intent to give to a restricted purpose for the endowment," Ott said.

The Motown Museum and Detroit RiverFront Conservancy are among others pursuing endowment. And the Downtown Detroit Partnership has been evaluating long-term sustainable sources of funding to pay for the upkeep of Campus Martius Park in downtown Detroit and other city-owned parks it oversees.

Foundations, corporations and individuals are being asked to imagine a community in which Detroit's major artistic, cultural and recreational organizations and spaces are supported in ways that ensure their long-term stability and health, said Rip Rapson, president of the Kresge Foundation, which provides significant arts funding to arts and cultural groups in Detroit.

The local community has consistently risen to that challenge, and it has the resources and willingness to do it again, he said.

"It will mean that not every foundation will support every project, and we must have a nuanced set of conversations about who is most able, most motivated and most suited to take the lead on one project while somebody else takes the lead on another," Rapson said.

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Board-designated or permanent endowment? Depends who you ask

By Sherri Welch
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At various points during its first 20 years, Alternatives for Girls operated on the brink of bankruptcy.

It lacked a steady stream of funding for the services it provides to homeless and high-risk girls and young women.

The Detroit nonprofit had started raising a permanent endowment at the Community Foundation for Southeast Michigan in 2003 to produce a sustainable source of revenue for the organization.

But after operating on multi-year government contracts that didn't pay on time or keep pace with costs, it set out in 2007 to raise reserves. Four years later, it began a concerted push to raise endowment.

Today, it has a permanent endowment valued at just under \$186,000 at the Community Foundation, producing significant returns, ongoing support in setting up planned gifts and entree to new donors interested in its mission areas.

At the same time, Alternatives for Girls, which is operating on an annual budget of \$4.7 million, also has a board-designated endowment at UBS Wealth Management USA valued at just under \$468,000.

"We gave it a lot of thought about the pros and cons," said Amanda Good, CEO of Alternatives for Girls.

Having both types of endowment enables AFG to balance the advantages of both, she said.

A permanent endowment gives donors confidence that it will continue to generate funds and grow and support ongoing charitable work into the future. But those funds are not available to address a crisis, Good said.

AFG's board-designated endowments don't have the same growth potential as its permanent endowment at the Community Foundation, but they can serve as a lifeline, if needed, she said.

"Our board-restricted endowment funds can be unrestricted by the board in the case of a need that is determined to be an appropriate use of these endowment funds," Good said.

"Should we face a situation that should threaten AFG's survival, those funds would be available to help us stabilize and rebuild."

Growing interest

The question of whether to have one or both types of endowment is up for debate today.

The Uniform Management of Institutional Funds Act of 1972 that was in place until the last five or so years said nonprofits could never spend down below the historical value of an endowment, said Gregory Schupra, president of planned giving consultancy Significance LLC.

The passage of the Uniform Prudent Management of Institutional Funds Act, enacted in nearly every state by 2012, eliminated the historical value, moving away from minimum funding requirements for endowments, he said.

"My definition of endowment, and the traditional definition, is money that is permanent," said Mariam Noland, president of the Community Foundation for Southeast Michigan.

"When you are asking an individual to give to endowment, I think they believe it's going to be permanent."

Interest in permanent endowment

is growing, Noland said. A total of 220 organizations are now building permanent endowment at the Community Foundation.

In July, the foundation reached \$1 billion in assets.

Having permanent endowment as a part of the financial structure of charities in Southeast Michigan is now an accepted way of doing business, Noland said, something that's changed over the years.

"You have the major cultural organizations ... openly talk about endowment being an important part of their financial structure."

Building trust

Like AFG, several of the cultural institutions building endowment currently also have both types of endowments. They include the Detroit Institute of Arts, Detroit Symphony Orchestra, Michigan Opera Theatre and the Detroit Zoological Society.

"Fundraising is a very personal journey. People sometimes like to see their dollars work in their lifetime and sometimes people would like to know they'll work on their behalf long after they're here with us," said Anne Parsons, president and CEO of the DSO.

The DSO's total endowment of about \$54 million as of October includes a permanent endowment at the Community Foundation, board-designated endowment and permanent board-directed endowment. If a donor doesn't specify where it wants an endowment gift to go, the default is permanent endowment, Parsons said.

"We're very intentional about working with every donor to ensure that their wishes are respected relative to their gift," she said.

For the DIA, the emphasis at this point is on building the permanent operating endowment, Chairman Eugene Gargaro said.

A few years before the Detroit bankruptcy, the DIA's board decided not to take any annual draws from its endowments, he said.

"We haven't taken distributions from our endowments for a number of years, up through the current year. We thought it would be beneficial to grow the endowment to leave the funds invested as they were and either reduce costs or increase fundraising to make up the difference."

Prior to that, the museum was taking a 4.6-percent spin from the endowments each year, Gargaro said.

"That strategy has paid off. Look at the stock market since March of 2009 to present. Rather than withdrawing that fund, we left it invested."

Board-designated funds speak to the role of governance, said Wayne Brown, president and CEO of the Michigan Opera Theatre.

"When the board has a view ... that resources need to be applied in a certain way, the board will decide what's in the best interests of the institution."

The board is where the public trust lies, Brown said.

It's the structure of an organization that gives donors and their advisers confidence in entrusting estate gifts, Schupra said.

Having an investment fund and endowment fund policies, a spending policy that would perpetuate the fund and support the position of the organization long term inspire confidence.

TAXES

What donors need to know about tax reform

By Sherri Welch
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One of the most-touted aspects of the federal tax reform that took effect this year is the increased standard deduction.

The higher deductions will put more money in many people's pockets.

But unless legislators in Washington, D.C., pass a universal charitable deduction — something that's been proposed — the higher deduction will make many charitable gifts non-deductible.

Many taxpayers won't have deductions totaling more than \$12,000 for an individual or \$24,000 for a married couple, taking away their ability

to deduct their donations.

The impact that will or will not have on giving remains to be seen.

But with help from their tax planners, high net worth donors who make sizable gifts are looking at several strategies to continue to get a tax deduction for their gift or to avoid tax on gifts that might have been offset by tax deductions in the past.

Underpinning those strategies is an understanding of a donor's personal charitable goals, said Karen Cady, partner in the tax services group at Plante Moran PLLC.

"Donors should be thinking who, what and when: who do they want to give to, what assets do they want to gift, and when do they want to do that?"

Financial advisers can then work with them to tailor strategies to meet their goals, she said.

Doubling up gifts

With the passage of the Tax Cuts and Jobs Act late last year, state taxes and property taxes are capped at \$10,000, Cady said. Taxpayers would need more than \$14,000 in additional deductions, primarily from mortgage interest and charitable contributions.

If a donor's charitable gifts and other deductions don't exceed the standard deduction, one strategy to preserve their deductibility is to stack more boxes or deductions to get over that amount.

Donors are looking at doing that by bunching up their donations, financial consultants said.

Clients who make larger contributions yet still fall under the standard deduction can take a larger deduction every other year if they double up on gifts in one year and skip them the following year.

For example, a client who gives \$10,000 annually to charity might consider giving that this year and pre-funding their gift for 2019, enabling them to take a \$20,000 write-off this year, Cady said.

Assuming they had the limit of \$10,000 in state and property taxes, with the double charitable gift, that donor would be able to deduct \$30,000 this year and \$24,000 — the standard

deduction for a couple — next year. That would bring their total deductions across two years to \$54,000.

By bunching their gifts every other year, they'd gain \$6,000 in deductions over the two-year period, Cady said. If their effective tax rate is 30 percent, that would be \$1,800 in tax savings.

Donor-advised funds

A lot of donors are concerned if they double their gifts one year and skip them the next, that will skew the numbers for a charity that is budgeting, said Gregory Schupra, president of planned giving consultancy Significance LLC. As a result, some are setting up donor-advised funds with community foundations, other public charities and banks. They're putting double the money in this year and taking the deduction, but they're only recommending distribution of half of the gift to the charity this year and preserving the other half until 2019.

The strategy and vehicle works for donors who don't know which charities they want to support, yet.

"A lot of high net worth individuals will do that and make a donor-advised contribution ... they may not know who they want to make the contribution to but they had a bunching of income," and making the gift increases their deductions, said Dennis LaPorte, managing director of the tax department at UHY LLP's Sterling Heights office.

There are things to consider with donor-advised funds, however.

Many community foundations and financial institutions have minimum contribution requirements of about \$10,000, LaPorte said, making them a better strategy for individuals typically giving between \$10,000 and \$100,000 in charitable contributions.

It's also important to note that federal legislators are considering more regulation of donor-advised funds. The concern is that people are taking big tax breaks when they put money into a donor-advised fund but then aren't distributing the proceeds immediately to charity, said Rob Collier, president of the Council of Michigan Foundations.

One thing legislators are considering is requiring the entities that manage the funds to demonstrate payout on every single fund, he said.

Spurring more giving

The larger standard deduction is motivating some people to give more, Schupra said.

"If someone is giving \$10,000 a year to a charity or \$15,000 ... a lot of people are thinking maybe they should give more."

With the stock market so strong, many could do that to get above the \$24,000 standard deduction, he said.

"It's not the double stacking con-

cept; it's more increasing what they normally (give)," Schupra said.

Donors actually gained a higher ceiling on deductible cash gifts through tax reform, with the limit rising from 50 percent of adjusted gross income to 60 percent.

The new tax law also eliminated what was known as the PEASE Limitation. It specified that if you were over a certain income level, you had to reduce your itemized deductions by 3 percent of your AGI, which for some taxpayers meant that 80 percent of their itemized deductions were eliminated, Cady said.

If your AGI was over \$313,800 if you were married or \$261,500 if single in 2017, you were subject to the limitation.



"Donors should be thinking who, what and when: who do they want to give to, what assets do they want to gift, and when do they want to do that?"

— Karen Cady, partner in the tax services group at Plante Moran PLLC

If a client had \$1 million in AGI, they would have exceeded that threshold by roughly \$700,000. The first 3 percent of that in deductions — roughly \$21,000 — was not deductible at all.

With the repeal of the PEASE Limitation, incremental charitable donations over the standard deduction are deductible dollar for dollar, Cady said.

"You can give more and deduct more."

Avoiding tax

Rather than making cash gifts, donors age 70.5 and older are increasingly looking to their individual retirement accounts to make charitable gifts.

Through a law put in place in 2015, those donors are allowed to distribute up to \$100,000 from their IRA directly to a charity, Schupra said.

A donor used to have to take money out of their IRA, pay the tax on it, write a check to their charity and take a tax deduction. With the higher

standard deduction, that donor can now make a gift directly from their IRA to charity to avoid paying tax on the distribution. The gift counts toward their required minimum distribution, but they don't take a tax deduction for it.

"In the past, they were willing to pay the tax on (the distribution) because they were going to take the deduction anyway," Schupra said. "Now they're willing to go through the extra paperwork to do the gift through their administrator to avoid the tax because the standard deduction is so much higher."

The strategy lets donors give money to their favorite charity without paying tax, he said.

Stock gifts on the rise

Many believe tax reform has spurred the growth of business and gains in the stock market. That's led to more discussions about gifting stock and other appreciated assets rather than cash, financial planners said.

By gifting stock, donors can get the tax deduction of the fair market value of the stock, without recognizing any gain on the sale, LaPorte said.

So, a donor who had paid \$10,000 for stock now valued at \$100,000 would be subject to taxes on the \$90,000 gain. But by gifting the stock to charity, the donor can still take a \$100,000 charitable deduction, but doesn't have to recognize that gain and pay taxes on it, he said.

That's not something that has changed with the new tax law, but because of the gains on the stock market, more people are looking at that as a tax-avoidance strategy, LaPorte said.

Estate tax exemptions

Tax reform also brought changes to the estate tax that some think could be a boon for wealth transfers.

The lifetime tax exemption for gifts made to family members or trusts for estate planning doubled to \$11.18 million from \$5.49 million last year when anything over that was subject to a 40-percent tax.

Now, more of high net worth individuals' estates are sheltered from tax, Cady said. And if donors include charitable bequests in their estate plans, they can reduce the estate value that's taxable above the \$11.18 million.

The higher exemption could lessen charitable gifts for families that are more tax-driven than charitably inclined, Cady said.

"But our experience would be that folks with that level of wealth are truly charitably inclined. We're not seeing folks back off of their charitable desires because of this."

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FUNDRAISING

Microgrants help nonprofits build capacity, try new things

While not fundraising's 'main event,' smaller grants can help grassroots groups get a leg up

By Vickie Elmer
Special to Crain's Detroit Business

When Washtenaw Literacy plans for a new "impact project," executive director Amy Goodman expects the nonprofit to stitch together various funding sources, some big and some small. "The microgrants fill in the gaps" to launch a new initiative, she said. Its latest, called Learning Is a Family Thing, received two microgrants from Ann Arbor Thrift Shop/Annie Hays Fund and Rotary Club of Ann Arbor, along with four larger grants, to launch the project over the summer.

Through Brilliant Detroit, a group of mothers in Southwest Detroit won a \$2,000 grant from Southwest Solutions to encourage education of their children. "They debated, discussed how to use (the) microgrant for the good of their kids and each other," said CEO Cindy Eggleton. Finally, they decided to spend the money on neighborhood events, sold food — and tripled their funds. This allowed them to rent buses for trips to the Toledo Zoo, the movies and more.

"I saw how much it meant for the families. We would never have thought of that," Eggleton said.

Microgrants — ranging from \$100 to \$5,000 or more — are increasingly valuable to local nonprofits. They help launch pilot projects, fuel growth of leadership or other skills and allow some space for organizations to experiment. Some raise the visibility of a new nonprofit and oth-

ers rake in new volunteers. They cover a wide variety of needs and are offered by service clubs such as the Kiwanis and Rotary, by nonprofits and foundations, by businesses interested in community service and worker engagement and may come from groups of individuals.

The Community Foundation for Southeast Michigan plans and gives away microgrants for journalism projects, leaders in the Brightmoor neighborhood of Detroit and several other focused areas. The common thread around all is capacity building for nonprofits, a newer focus for small grants, said Katie Brisson, vice president of programs.

"They're ... geared to grassroots or smaller organizations. It's hard to find money to invest in your leadership or in new innovations," she said. Brisson, who's worked at the Community Foundation since 1999, says there always have been smaller grants, yet recently more have focused on capacity building.

Detroit SOUP may be the best known local example of microgrants — it's a dinner event where the admission fee covers a meal and a vote for one of several projects that are pitched to attendees over dinner. The winner is granted the money collected at the door.

But other examples abound, including:

■ Red Bull Detroit Art will offer \$1,000 microgrants monthly to artists



Above and opposite page: Scenes from Detroit SOUP, a local microgranting event where the cost of admission gets guests a soup-based meal and a vote for one of several community projects to take home the money collected at the door.

starting in January, and will open up its artist residency applications.

■ Major businesses — from DTE to Google to Quicken — offer small grants, skilled volunteers or discounted or free products and services.

■ Brilliant Detroit gave away \$500 to \$2,000 microgrants, \$30,000 in all, for Reading Is Fundamental summer programs. These small gifts allowed groups and other nonprofits to run summer reading programs or buy and give away books. "The success already is amazing," said Eggleton, with 77 percent of youth involved maintaining their reading levels through the summer.

Organizations including Community Development Associates of De-

troit and Michigan Community Resources have won grants to administer microgrants in focused areas. Universities have created microgrant funds to spark innovative ideas and to help students pay some bills and graduate on time, according to a story in the Hechinger Report.

New microgrants are in development or soon to launch. Build Institute will start offering Pay It Forward grants of \$1,000 to \$5,000 to individuals in its Build Basic entrepreneurs training, with plans to offer 15 to 20 grants starting in the first quarter of 2019. Build executive director April Boyle is targeting mostly women of color who want to become entrepreneurs. "Talent is universal, but access

is not," Boyle said.

These grants will have success benchmarks, at which point the winners will "pay it forward" and return funds to Build, she said. Some may never hit that, "and some may be paid back double," she said.

Build also offers zero interest Kiva loans to nonprofits and small businesses.

Microgrants have many uses to nonprofits, foundations and businesses. They may be valuable for budding grant writers, since they are less complex than major grants to request, said Goodman. She coached two AmeriCorps Vista members at Washtenaw Literacy, one of whom won a microgrant that purchased

Q&A

Rob Collier: Council of Michigan Foundations president has an

The Council of Michigan Foundations president, Rob Collier, is set to retire at year's end after 18 years in the role. With just a couple of months left to go, he's not showing any signs of slowing down. He talked with *Crain's* Senior Reporter Sherri Welch about the many things he's hoping to accomplish before he heads out on the ultimate chocolate search. He also touched on the sector's biggest challenges and his proudest accomplishments. ¶ This interview has been edited and condensed.

Are you winding down, now, in your last days as president of the state's foundation council?

No, I've got a laundry list of things I want to get done. A lot will depend on these elections, on the lame-duck session. But we're actively hoping we can get the charitable tax credit restored in Michigan. While Michiganders continue to give, one thing we really took for

granted and hadn't documented until we had the Johnson Center at Grand Valley State University do a study is that the credit in Michigan was really serving as a pipeline for young givers to get involved in charitable giving. We saw a real drop in giving from 20-somethings and 30-somethings. They were still giving, but not as much. I think we have bipartisan support. A lot will depend



on the elections and whether we can get something done in lame duck.

What else is on your laundry list?

In Washington, we're working on several issues. One of the encouraging things we've seen happening is the growth of donor-advised funds. There are proposed regulations that Congress and Treasury are considering on

donor-advised funds that could once again slow down charitable giving in the country.

What is the core issue around donor-advised funds?

Congress and Treasury have expressed concerns that two things are happening: people are creating donor-advised funds, but they're not actually distributing them to charity. They get the major tax break but aren't having the funds distributed. We've got data that proves that to be inaccurate — the payouts by donor-advised funds are much higher than foundations. They average payout of 12-18 percent, versus a 5 percent payout requirement for private foundations. What we're saying is we've got to collect data and make sure that the Treasury and Congress understand that donor-advised funds are in fact paying out well in

excess of what they should and are making a difference.

One of the things they're considering is (requiring that) those holding the funds would have to demonstrate payout on every one of their donor-advised funds. For community foundations to have to start tracking payout on every single donor-advised fund, we don't have software systems to do that. We're talking about a major challenge in trying to do that. At a time of great need for charities, to require foundations to spend more money on administrative reporting, in the long run, it reduces impact on charitable needs. The phrase I've been told is donor-advised funds are essentially warehousing wealth. We have to show them they're a great way to respond to community needs like flooding, hurricanes and fires.



DETROIT SOUP



EVAN AMBROSE



DETROIT SOUP

Kindle readers for a reading group that wanted to improve technology skills along with their reading skills.

They also may create a cohort of nonprofit leaders all working on similar issues, who may share what works and what doesn't, said Brisson of the Community Foundation.

Small grants may "lift up" the work of a nonprofit and raise its visibility through storytelling, Brisson said. One example is a grant made to Outlier Media, which uses mobile phones to share information around housing and foreclosure. A small grant allowed Outlier to add utility information to what it shares, she said. "Because of this small grant, people are hearing about them,

learning about them — and other investors support their work."

Finding microgrants

Finding microgrants takes time. Pay attention to announcements of new grants by major funders, and sign up to receive the Community Development Associates of Detroit, or CDAD, monthly newsletter, which lists many smaller, community funding calls, said Eggleton of Brilliant Detroit. Michigan Community Resources' Neighborhood Exchange also lists some.

To land more microgrants, Good-

man suggests networking may turn up opportunities. "Who do you do business with? Who do you know?" she said, noting that bankers often give small grants. She suggests creating a master list of potential grants and microgrants — perhaps assign an intern or volunteer to research it.

Businesses often give microgrants to local nonprofits that work in designated interest areas — sometimes these relate to its business, or allow employees community volunteering opportunities.

"Our team members can be stronger team members because they're part of

a larger mission" of service and community projects, said Laura Grannemann, Quicken Loans Community Fund vice president. Quicken gives grants, in-kind support, volunteer time and more in four areas: education and employment, housing, arts and public spaces and entrepreneurship.

To understand priorities of other businesses, read their corporate website, employee newsletters and determine if they operate a separate foundation or nonprofit arm. Many list details and deadlines, criteria and more. Or check sites such as Benevity or TechSoup.

While microgrants can be very valuable, they may have downsides. Some require too many details or reports for a gift of \$1,000 or \$2,000. This will tax your staff's time and may not be worthwhile for the amount received. "What are you asking a resource-strapped nonprofit to do?" Goodman said.

It's also important for nonprofits to use microgrants as an appetizer, not the main meal of fundraising, experts say. Individual donors, earned income and government or other major grants remain central to completing the work.

Think of microgrants as the yeast in the bread recipe, and use them to galvanize more support or start something new, said Eggleton of Brilliant Detroit. "It helps other people come to your work."

What's up with those Facebook happy birthday fundraisers?

Facebook fundraisers have been a pleasant surprise for 826 Michigan. They are siblings to the peer-to-peer fundraising the youth writing nonprofit has employed for years to pay for new equipment, staff training and focused writing programs.

"With \$500 or \$1,000, we can offer more training sessions for volunteers," said Courtney Wise Randolph, 826 Michigan's director of community engagement.

Facebook fundraisers — including birthday celebrations, where Facebook users ask their friends for donations to a pet cause in lieu of a gift — "definitely benefit our programs," she said, though 826 does not plan or cultivate them.

In their first year, birthday fundraisers raised \$300 million for nonprofits, according to a Facebook announcement. Overall, American individuals and families gave \$286.65 billion to U.S. charities in 2017 and accounted for 70 percent of all gifts to nonprofits, according to Giving USA.

Yet she and others note that it takes time to set up a social media fundraiser — from verifying the nonprofit on the platform to creating social media posts and maybe a culminating celebration.

"The easier you can make it to upload posts, the more you will get traction with your posts," said Tory Martin, director of communications and engagement at The Johnson Center for Philanthropy at Grand Valley State University.

Older donors may not be comfortable giving on Facebook and younger donors may not use the platform, she said. "Look at the entire spectrum of channels available to connect" with donors and potential donors, Martin said. And understand privacy settings and issues, which are important to donors and nonprofits.

"There still are a lot of questions about whether that birthday donation is around the causes themselves or around the person who is celebrating," Martin said. — *Vickie Elmer*

n ambitious pre-retirement agenda

Are you watching anything else in Washington, D.C.?

Something that's of great concern is all of these unrelated business income taxes they've imposed on the charitable sector through tax reform. This is really not good. Treasury has not issued guidance on the new UBIT regulations. There are some that cross for-profits, but obviously I'm concerned that nonprofits are now having to pay taxes on things like parking benefits they give their employees to work in downtown Detroit and Grand Rapids. That takes money away from the charitable services they're supposed to be providing. The good news is that Congress realizes it's a problem. They've introduced six bills to repeal the UBIT tax. But introducing a bill is one thing. Getting it acted on is a whole other thing. I've been told the best we can do is try to get Treasury to issue a year delay on the parking/transportation UBIT.

The other issue in Washington is the Coming Home scholarship program. If we're going to be successful in retaining young talent, we've got to help our young people pay off student debt. Legislation has been introduced in the House, and we're working with Senator (Gary) Peters to introduce something in the Senate. Eight states have said they're very, very interested in this. Even the Trump administration realizes there's a huge issue here. A St. Clair County model is the model others are using in other states. There's real solid interest in figuring out how to solve this. I'll be spending some of my time working to see if we can't move that issue further along. I don't know if we'll be able to get it done in lame duck, but I think we'll just have to tee it up, because it's such a critical issue.

In Lansing, one of the priorities, and incoming (Council of Michigan Foundations) President Kyle Caldwell and I

are working on together on this, is the continuation of the foundation liaison in the governor's office. We met in late September with both gubernatorial candidates. Michigan is the only state that has a foundation liaison in the governor's office. We're in year 16 of this amazing office. One of the issues will be helping make the transition to the new governor. Policy folks for candidates have said they'd like to see it continue.

Why is it important to continue that?

Michigan has this amazing history of public-private partnerships. Over the last 16 years, those have really been strengthened — and (they're) enabled by having this team in the executive office. This is where philanthropy cannot just help with the immediate need but also help with the long-term needs (and) really address systems change. We've made lots of progress but still have issues. One is education. There's

the Launch Michigan Collaborative. We've been working quietly with Business Leaders for Michigan (and) EducationTrust Midwest. The intent is to really focus on the fact that we have a significant education problem we have to address. We've been actively saying to the candidates that education has to be the number one priority for Michigan.

Is there anything else you're preparing to hand off to the incoming president?

The census. Philanthropy and CMF are hugely involved there. Going forward, we've got to get Michigan geared up for the census. Our foundations have an incredible network of grantees that need to know about this. Everyone needs to know the value and why we need to get everyone counted when this census goes live in 2020.

Lastly, a unique aspect of democracy is philanthropy — giving time, talent and treasure. Citizens aren't as

engaged as they should be. We think the ballot proposal for the independent redistricting is something that makes good sense to look at for supporting more citizen engagement.

What accomplishments are you proudest of during your 18-year tenure as president?

Clearly, the growth of community foundations. Assets in the state now exceed \$4 billion. Twenty-eight years ago, assets were around \$350 million. When you translate that to community grant making, it's about \$281 million a year just in Michigan.

The corollary to that is the growth of youth philanthropy in Michigan. We've got an incredible group of young people involved in philanthropy and grant making. Evaluations show they're more involved in their communities than their peer group.

SEE COLLIER, PAGE 8

Don't just survive. Thrive.

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HIGHER EDUCATION

Keep in touch

As email use declines, universities try new digital tactics to reach alums

By Amy Kuras
Special to Crain's Detroit Business

For most people, their time at college holds good memories of late nights studying, parties, campus traditions and lifelong friendships formed. The challenge for alumni relations departments is to turn those positive feelings into real engagement — and eventually, giving — long after graduates walk off campus for the last time.

In addition to traditional ways of reaching former students such as glossy alumni magazines and annual appeals, colleges and universities are trying a number of digital strategies to engage their alumni.

That doesn't necessarily include that most common of digital communications — email, specifically an alumni email address. At one time, colleges and universities gave their alumni an email address associated with the school. As email becomes less popular and more portable, universities are less likely to offer that. Most graduates come in with their own email address, which they may have had since elementary school, so most schools focus on making sure they capture students' personal email before they leave campus.

Instead, alumni officers are thinking carefully about how to use digital channels to create a meaningful experience for their alumni.

At Wayne State University, Associate Vice President, Alumni Affairs & Advancement Services and Executive Director, Alumni Association Peter Caborn said they prepared to celebrate the sesquicentennial of the university by asking alumni to record themselves talking about their Wayne State experiences or taking a photo of an item they associate with their Wayne State days, such as a class schedule. Alumni could post these remembrances to a microsite that allowed each item to be cataloged as part of a digital time capsule. Alumni relations staff traveled across the country to capture these moments at alumni events, even offering to evaluate artifacts Antiques Roadshow-style. The contributions were collected in a video that will be shown during sesquicentennial activities at the university on Oct. 26.

"Overwhelmingly, people got excited by it and brought items and stories that they did want to catalog for purposes of this milestone year for



Cristina Frendo:
Social media keeps alums in conversation.



Peter Caborn:
Relationships with institution deepen.

As a way to connect alumni to current students, the same portal will allow alumni to share words of wisdom with current students, which will be on display during the university's welcome week activities.

Social media gives alumni associations plenty of creative ways to connect. At Michigan State University, the theme for this year's homecoming was Celebrating Unwavering Courage. Alums could put a frame around their profile pictures that honored that theme or one that specifically saluted the "Sister Survivors" who memorably testified against former MSU doctor Larry Nassar earlier this year. The Alumni Association highlighted one alumni per day who fit with the Unwavering Courage theme.

"(Alumni) can also share a photo of someone (they) feel has demonstrated unwavering courage with our hashtag and we will pick them up and share it on the page," said Lisa Parker, senior director of alumni engagement for the MSU alumni association. The alumni association, which some years ago went dues-free to include everyone who attended MSU, will also post calls for dorm room pictures during move-in week or similar calls to action to encourage people to share their Michigan State memories.

University of Michigan Dearborn uses its Facebook presence similarly, as well as to share achievements of the school's alumni, said Director of Campaign Marketing and Communications Anne Marie Aliotta.

"When we post those get a lot of comments from classmates," she said. "That camaraderie is a big part of the University of Michigan Dearborn experience, and it's nice to see that reflected in social media."

Twitter has proven to be a good way to reach former students as well,

says Aliotta. Chancellor Domenico Grasso, who started the post in August of this year, has a growing following of students and alumni at his @chancegrasso Twitter handle, she said.

One thing alumni crave is the ability to learn about what kind of academic research and advancement is happening at their university, particularly in their field of study. Universities are jumping on the possibilities available through digital media to offer content. MSU offers a series of livestreams to alumni and the public at large, which cover everything from their Innovate State entrepreneurship speaker series to discussions with professors to the homecoming parade.

"For us that is our way of bringing Michigan State to Spartans no matter where they live in the world," Parker said. "It has been a tremendous asset."

Cristina Frendo, director of alumni engagement of UM-Dearborn, said social media can keep communication flowing both ways, especially with the 20 percent of alumni who live outside Metro Detroit. While alumni stay in contact with the university, professors or other staff will reach out to alumni for surveys using channels like LinkedIn, such as a recent one on general education courses. "I think (social media) keeps it a little more top of mind especially when things are ever changing and exciting things are happening on a daily basis on campus," she said.

These digital strategies are not meant to replace or supplant traditional channels such as alumni magazines; instead, they are a complement to them and allow universities to use a less formal, fresher approach to their alums.

Which alumni respond to what channels doesn't break down by age group as one might expect, with older alums preferring traditional methods and younger ones more tech-focused ones.

Instead, "we have people who have graduated in the last six or seven years responding to traditional mail campaigns because it's kind of cool for them to get a piece of mail," said Wayne State's Caborn. "What we see is as the relationship with the institution deepens, it changes — those people who are very deeply engaged with the school respond regardless of channel."

COLLIER

FROM PAGE 7

We've got nonprofits now led by young people who were youth philanthropists. It was started by Kellogg, Mott and CMF with the Kellogg Youth Challenge between 1990 and 1997. We helped create community foundations to cover every county in Michigan as part of that. We at CMF distributed \$45.7 million from Kellogg to create these endowed youth funds. Since '97, kids in Michigan have granted out more than \$30 million from these youth funds that now have grown to more than \$60 million. It's

made youth philanthropy part of the permanent philanthropy structure in the state. It's now a global movement. At a time when we need young leadership, this is a pipeline that's providing good results for our nonprofit sector.

What are the biggest concerns or issues facing foundations today?

We need young leadership in the nonprofit sector and we need to encourage young people to be engaged and realize there's great satisfaction from working in the charitable sector as a career. The second thing as we go forward is we've got to make sure government continues to promote charitable giving in any way it can. Just simple things like

the Governor's Service Awards to AmeriCorps and the Corp. for National and Community Service to tax policy that encourages people to give. We need to make sure policymakers understand how incredibly important the charitable sector is to the quality of life for all Americans.

What are you going to do in retirement?

Eat lots of good, dark chocolate. I'm a major purveyor of chocolate. Last year when we did the Independent Sector/CMF/Michigan Nonprofit Association conference in Detroit, I stunned the folks at Morley's. I ordered 500 of the wrapped Sanders caramel chocolates.

CRAIN'S LIST: LARGEST NONPROFITS Ranked by 2017 total revenue

	Organization, fiscal-year end Address Phone; website	Top executive(s)	Total revenue (\$000,000) 2017/2016	Gross receipts (\$000,000) 2017	Total expenses (\$000,000) 2017	Fundraising expenses (\$000,000) 2017	Excess for the year (\$000,000) 2016	Purpose of nonprofit
1	Macomb-Oakland Regional Center Inc. (9/2017) 16200 19 Mile Road, Clinton Township 48038 (586) 263-8700; www.morcinc.org	Dennis Bott CEO	\$172.6 \$192.9	\$172.6	\$172.7	\$0.0	(\$0.0)	A human services agency that provides long-term care supports to individuals with intellectual disabilities and the elderly. Its mission is to maximize human potential
2	Community Living Services Inc. (9/2017) 35425 Michigan Ave. W., Wayne 48184 (734) 467-7600; www.comlivserv.com	James Dehem president and CEO	159.1 149.9	159.1	157.3	0.0	1.8	To support people with developmental disabilities to experience a full life with dignity, health and opportunity for growth
3	NSF International (12/2016) 789 N. Dixboro Road, Ann Arbor 48105 (734) 769-8010; www.nsf.org	Kevan Lawlor president and CEO	143.6 ^① 143.6	NA	NA	NA	NA	Develops standards, provides product certification and education for public health and safety in the areas of food, water, consumer products and the environment
4	Presbyterian Villages of Michigan/Presbyterian Villages of Michigan Foundation (12/2017) 26200 Lahser Road, Suite 300, Southfield 48033-7157 (248) 281-2040; www.pvm.org; www.pvmfoundation.org	Roger Myers, president and CEO, PVM; Paul Miller, CFRE, president, PVM Foundation	113.9 50.6	113.9	114.0	0.1	(1.4)	Presbyterian Villages of Michigan, guided by Christian heritage, serves seniors of all faiths and create new possibilities for quality living. The Presbyterian Villages of Michigan Foundation advances the mission of Presbyterian Villages of Michigan by providing philanthropic support for benevolent care, wellness programs, innovative projects and residences for seniors of all faiths
5	Gleaners Community Food Bank Inc. (9/2017) 2131 Beaufait, Detroit 48207 (313) 923-3535; www.gcfb.org	Gerald Brisson president	110.7 77.6	111.2	110.1	2.5	0.6	To fight hunger in Southeast Michigan by providing millions of pounds of donated and purchased food to people in need
6	Samaritas (12/2017) 8131 E. Jefferson Ave., Detroit 48214 (313) 823-7700; www.samaritas.org	Sam Beals CEO	101.9 99.8	117.7	98.6	1.2	3.3	Provides services which include refugee resettlement, adoption, foster care and at-home services and residential centers for the elderly and those with disabilities
7	The Salvation Army - Eastern Michigan Division (9/2018) 16130 Northland Drive, Southfield 48075 (248) 443-5500; www.salmich.org	John Turner, divisional commander, Lt. Colonel	100.2 100.4	100.2	100.6	5.7	NA	Faith-based nonprofit providing people with services to meet their physical, emotional and spiritual needs without discrimination
8	Jewish Federation of Metropolitan Detroit/United Jewish Foundation (5/2017) 6735 Telegraph Road, Bloomfield Hills 48301 (248) 642-4260; jewishdetroit.org	Scott Kaufman CEO	97.6 105.2	371.8	91.6	2.3	6.0	Committed to taking care of the needs of the Jewish people and building a strong and vibrant Jewish future in Detroit, in Israel and around the world. The foundation owns, manages and invests assets.
9	Forgotten Harvest Inc. (6/2017) 21800 Greenfield Road, Oak Park 48237 (248) 967-1500; www.forgottenharvest.org	Kirk Mayes CEO	86.0 78.5	86.3	85.6	2.6	0.4	To relieve hunger in the Detroit metropolitan community by rescuing surplus, prepared and perishable food and donating it to emergency food providers
10	The Henry Ford (The Edison Institute Inc.) (12/31/2017) 20900 Oakwood Blvd., Dearborn 48124 (313) 982-6001; www.thehenryford.org	Patricia Mooradian president and CEO	73.1 79.7	99.8	75.3	2.9	(2.3)	To provide unique educational experiences and inspire people to learn from America's traditions of ingenuity, resourcefulness and innovation. Its purpose is to inspire others to learn from these traditions to help shape a better future
11	United Way for Southeastern Michigan (6/2017) 660 Woodward Ave., Suite 300, Detroit 48226 (313) 226-9200; www.uwsem.org	Darienne Driver ^② CEO	60.2 51.9	79.8	63.9	5.1	(3.7)	To mobilize the power of Detroit and Southeast Michigan to improve communities and individual lives in measurable and lasting ways
12	Altarum Institute (12/2017) 3520 Green Court, Suite 300, Ann Arbor 48105 (734) 302-4600; www.altarum.org	Lincoln Smith, president, CEO and trustee	59.5 61.6	NA	NA	NA	NA	Solving complex systems problems to improve human health, integrating research, technology, analysis and consulting skills
13	Detroit Institute of Arts (6/2017) 5200 Woodward Ave., Detroit 48202 (313) 833-7900; www.dia.org	Salvador Salort-Pons director, president and CEO	59.0 83.6	380.1	40.1	3.1	18.9	To create experiences that help each visitor find personal meaning in art
14	Hospice of Michigan Inc. (12/2017) 2366 Oak Valley Drive, Ann Arbor 48103 (734) 662-5999; www.hom.org	Robert Cahill president and CEO	55.6 57.5	60.6	53.9	3.9	1.8	To ensure quality of life, comfort and peace for patients and provide support for their loved ones during their end-of-life experience
15	EHM Senior Solutions ^③ (4/2017) 34024 W. Eight Mile Road, Suite 101, Farmington 48335 (248) 871-5001; www.evangelicalhomes.org	Denise Ravidoux president and CEO	53.1 53.2	57.8	53.8	0.4	(0.7)	To provide health care, housing and community-based services to seniors
16	Organ Procurement Agency of Michigan (Gift of Life) (12/2017) 3861 Research Park Drive, Ann Arbor 48108 (866) 500-5801; www.giftoflifemichigan.org	Dorrie Dils ^④ CEO	51.7 53.1	65.1	51.3	0.0	0.3	To honor life through donation. To facilitate organ and tissue donation for the state.
17	Area Agency on Aging 1-B (9/2017) 29100 Northwestern Hwy., Suite 400, Southfield 48034 (800) 852-7795; www.aaa1b.org	Michael Karson president and CEO	50.8 48.2	50.8	50.6	0.0	0.1	To preserve the independence, dignity and quality of life of older adults, family caregivers and adults with disabilities by supporting a comprehensive service-delivery system and providing access to community-based care
18	Detroit Zoological Society (12/2017) 8450 W. 10 Mile Road, Royal Oak 48067 (248) 541-5717; www.detroitzoo.org	Ron Kagan, executive director and CEO	46.2 46.7	49.9	40.7	1.1	5.5	Celebrating and saving wildlife
19	Detroit Symphony Orchestra (8/2017) 3711 Woodward Ave., Detroit 48201 (313) 576-5100; dso.org	Anne Parsons president and CEO	46.1 35.3	71.5	36.3	2.4	9.8	The DSO embraces and inspires individuals, families and communities through musical experiences
20	Southwest Solutions (9/2017) 5716 Michigan, Detroit 48210 (313) 481-3102; www.swsol.org	Fred Leeb ^⑤ interim CEO	45.9 49.8	54.7	49.8	NA	(5.3)	To improve lives and neighborhoods in Detroit
21	YMCA of Metropolitan Detroit (12/2017) 1401 Broadway, Suite 3A, Detroit 48226 (313) 267-5300; www.ymcadetroit.org	Scott Landry ^⑥ president and CEO	43.9 37.2	43.9	37.1	1.0	6.8	To put Judeo-Christian principles into practice through programs that build a healthy spirit, mind and body for all
22	Matrix Human Services (11/2017) 1400 Woodbridge, Detroit 48207 (313) 962-5255; www.matrixhumanservices.org	Brad Coulter president and CEO	43.6 43.5	43.6	43.4	NA	(0.3)	Provides pre-K Head Start programming in Detroit and also runs a large community center in the Osborn neighborhood, as well as one of the largest HIV outreach programs in the metro area. Matrix focuses on educating children, supporting families and rebuilding neighborhoods

This list of 501(c)(3) status nonprofit organizations is an approximate compilation of the largest such organizations in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. Schools, hospitals, churches and associations are not included. It is not a complete listing but the most comprehensive available. Information was provided by the companies or from state or federal filings. Companies with headquarters elsewhere are listed with the address and top executive of their main Detroit-area office. Actual figures may vary. NA = not available.

- ① Nonprofit estimate.
- ② Succeeded Tanya Heidelberg-Yopp in July.
- ③ Formerly Evangelical Homes of Michigan
- ④ Succeeded interim CEO Rick Hillbom in August.
- ⑤ Replaced John Van Camp as CEO in May.
- ⑥ Plans to retire at the end of the year.

An expanded version of this list is available with a Crain's membership at crainsdetroit.com/lists

CRAIN'S LIST: LARGEST COMPREHENSIVE MULTIYEAR CAMPAIGNS

Ranked by campaign goal

	Organization name Campaign name	Campaign goal (\$000,000)	Amount raised as of Sept. 2018 (\$000,000)	Campaign start date	Targeted ending date	What the campaign is paying for
1	University of Michigan-Ann Arbor Victors for Michigan	\$4,000.0	\$4,889.0 ^①	July 2011	December 2018	Comprehensive campaign for student support, bold ideas and engaged learning in 36 schools, colleges and units. Raised \$1.09 billion for student support.
2	Michigan State University Empower Extraordinary	1,500.0	1,692.6	July 1, 2011	December 31, 2018	\$467M+ in new scholarships \$378M+ for 100 new endowed chairs and other faculty and academic support \$316M+ to expand research capacity \$536M+ for capital projects to inspire quality, inclusiveness, and connectivity
3	Wayne State University Pivotal Moments: Our Campaign for Wayne State University	750.0	761.0	2009	2018	Scholarships, student success programs, research, endowed faculty positions, campus improvements and community partnerships
4	Detroit Institute of Arts DIA Open Forever	400.0	35.0	2015	2022	Unrestricted operating endowment
5	Jewish Federation of Metropolitan Detroit/ United Jewish Foundation Centennial Fund	250.0	218.0	January 1, 2012	December 31, 2018	Endowing the next Century of the Jewish Community.
6	Detroit RiverFront Conservancy Comprehensive Campaign	150.0 ^②	NA	NA	NA	In the quiet stage of a \$100 million-\$150 million campaign that will include the money to redevelop 5.5 miles of the riverfront from Gabriel Richard Park to the Ambassador Bridge, beginning with West Riverfront Park, which will feature a variety of new attractions designed to bring people down to the riverfront.
6	The Henry Ford (The Edison Institute Inc.) The Innovation Project	150.0	89.0	October 16, 2018	June 2023	Will help The Henry Ford build digital and experiential learning tools, programs and initiatives to advance innovation, invention and entrepreneurship and launch the workforce of tomorrow.
8	Detroit Symphony Orchestra DSO Endowment Campaign	125.0	54.0	2014	2023	The goals are to raise at least four times the operating budget and maintain no lingering capital debt.
9	Lawrence Technological University Campaign for our Community	50.0	NA ^③	2017	2020	Building a new all-sports complex that will be used as a community hub where not only LTU athletes compete, but local schools have football and other sporting events. Renovating and building new labs in engineering and the sciences. Providing today's skills for today's jobs in areas from IT to healthcare to engineering and construction. Providing scholarships and academic support to empower young people from disadvantaged backgrounds. Instituting green buildings and bike programs, establishing partnerships with local community or stewarding the endowment
9	Cornerstone Schools Association Campaign of Excellence	50.0	28.5	June 2016	2019	To support its urban K-12 education mission in Detroit and to fund scholarships and endowments, renovations and expansions as needed, curriculum enhancement and career pathway programs.
9	Motown Museum Motown Museum Expansion Campaign	50.0	10.0 ^④	October 17, 2016	NA	To fund an expansion adding 40,000 square feet. Planned improvements include new interactive exhibits, a theater, recording studios and an enlarged museum store to the current 10,000-square-foot attraction. However, the West Grand Boulevard bungalow where the early Motown hits were recorded will not change.
9	Michigan Opera Theatre Historic Path to a Bold Future Campaign	50.0 ^⑤	21.0 ^⑥	July 2016	June 2020	Operating funds for five years, support for paying off the \$4.5 million mortgage remaining on the opera house, updates to the historic building, endowment and expanded community and artistic programming.
13	UMRC Foundation Growing to Serve	26.0	26.4	October 2015	November 2018	To support three initiatives: 1) Capital projects including the expansion and renovation of Kresge Healthcare and Rehabilitation Center and construction of a state-of-the-art Aquatic and Wellness Center on UMRC's Chelsea campus; 2) Resident services and life enrichment programming for residents at Chelsea Retirement Community and Thome Rivertown Assisted Living Neighborhood in Detroit; and 3) The Benevolent Care Fund, ensuring residents always have a safe, loving home at UMRC, even if they outlive their savings.
14	Kensington Church Everyone Campaign	23.0	15.1	2016	2019	A portion of the campaign constructed the \$14 million, 57,000-square-foot facility at Hall Road and I-94 (completed in May 2018), now serving as the permanent site for its Clinton Township campus. Also funding \$3 million in deferred maintenance and/or capital improvements at the Troy, Orion, and Traverse City permanent campuses and up to \$3 million toward a down payment on a permanent location in Birmingham. Another \$3 million is being split between global and local outreach, new campuses locally and new church start-ups nationally, information technology and website updates, new signage and other projects.
15	McLaren Macomb Foundation for the Future	20.0	9.0	June 1, 2014	December 31, 2022	Trauma and critical care 5-story building and in-patient rehabilitation unit.
15	Fisher House Michigan Fisher House Ann Arbor & Fisher House Detroit	20.0	3.2	4/1/2018	12/31/2019	A "home away from home" for the families of our military service members and Veterans, while the Veteran is in medical treatment at the VA Ann Arbor and VA Detroit Medical Centers.
17	Detroit Country Day School VIVID	15.0	10.0	April 2017	December 2019	A fundraising campaign to support a multi-year, multi-campus project which includes major renovations to the Middle and Lower schools. The project will also provide more dedicated space for the STEAM program (science, technology, engineering, arts, and math) and the hands-on Makerspace learning program. Additionally, the new buildings will provide expanded academic classrooms, specially designed art and music spaces, as well as a film studio at the Upper School in Beverly Hills.
18	Music Hall Center for the Performing Arts Elevation: A Capital Campaign to Stabilize and Empower Music Hall for Future Generations	7.0	3.5	2015	2020	Capital improvements including a mandated upgrade to historic elevator, programmatic and education services support, and eradication of debt incurred during the 2008 economic crisis.
19	Hospice of Michigan Inc. Give a Quarter Back	5.0	0.1	September 14, 2018	December 31, 2020	Public fundraising to support a range of specialized programs and services.
20	Detroit Educational Television Foundation (Detroit Public Television) William H. Smith Family Leadership Circle	4.0	5.3	September 2012	Originally September 2017; now ongoing	DPTV's Smith Leadership Circle donors of \$10,000 or more per year develop the expertise, people, and seed money to produce programs and projects in 5 content categories with community partners. Program categories: arts and culture; children and education; energy and environment; leadership and public affairs; health and wellness.

This list is an approximate compilation of the largest comprehensive multiyear campaigns in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. It is not a complete listing but the most comprehensive available. Unless otherwise noted, information was provided by the organizations. NA = not available.

① Through June 30, 2018.

② As reported by *Crain's*.

③ Organization was not able to share information at this time.

④ As reported by *Crain's* in September 2017.

⑤ Campaign is in the silent phase.

⑥ End of 2017.

LIST RESEARCHED BY SONYA D. HILL

An expanded version of this list is available with a *Crain's* membership at crainsdetroit.com/lists

CRAIN'S LIST: LARGEST FOUNDATIONS Ranked by 2017 assets

	Foundation Address; phone	Top executive	Assets (\$000,000) 2017/2016	Type of foundation	Purpose of foundation
1	The Kresge Foundation 3215 W. Big Beaver Road, Troy 48084 (248) 643-9630	Rip Rapson president and CEO	\$3,951.7 \$3,649.2	P	The Kresge Foundation is a \$3.8 billion private, national foundation that works to expand opportunities in America's cities through grantmaking and social investing in arts and culture, education, environment, health, human services and community development in Detroit. In 2017, the Board of Trustees approved 510 grants totaling \$144.2 million and made 22 social investment commitments totaling \$51.7 million.
2	Ralph C. Wilson Jr. Foundation 63 Kercheval Ave., Suite 200, Grosse Pointe Farms 48236 (313) 885-1895	David Egner president and CEO	1,301.5 1,136.7	P	To fund programs aimed at healthy lifestyles, early childhood and youth development, caregivers and community development and economic growth initiatives in Southeast Michigan and Western New York
3	William Davidson Foundation P.O. Box 1688, Birmingham 48012 (248) 788-6500	Darin McKeever president and CEO	1,288.0 1,189.1	P	The William Davidson Foundation is a private family foundation that honors its founder and continues his lifelong commitment to philanthropy, advancing for future generations the economic, cultural and civic vitality of Southeast Michigan, the State of Israel, and the Jewish community.
4	Community Foundation for Southeast Michigan 333 W. Fort St., Suite 2010, Detroit 48226-3134 (313) 961-6675	Mariam Noland president	912.1 804.2	CO	To promote and facilitate community philanthropy in the seven counties of Southeast Michigan: Wayne, Oakland, Macomb, Monroe, Washtenaw, Livingston and St. Clair
5	Jewish Federation of Metropolitan Detroit/United Jewish Foundation 6735 Telegraph Road, Bloomfield Hills 48301 (248) 642-4260	Scott Kaufman CEO	682.2 648.9	CO	The foundation owns, manages and invests Jewish communal assets; it allocates funds for community needs and ensures that assets are available to promote the continuity of the Jewish people.
6	The Skillman Foundation 100 Talon Centre Drive, Suite 100, Detroit 48207 (313) 393-1185	Tonya Allen president and CEO	477.6 438.1	P	Cultivate opportunities for Detroit youth to learn and lead. Work is focused on three impact areas: Education, Economy and Equity.
7	The Fred A. & Barbara M. Erb Family Foundation 215 S. Center St., Suite 100, Royal Oak 48067 (248) 498-2503	John Erb president	288.5 265.9	P	Nurturing environmentally healthy and culturally vibrant communities in metro Detroit, consistent with sustainable business models, and supporting initiatives to restore the Great Lakes Ecosystem.
8	Max M. & Marjorie S. Fisher Foundation 2 Towne Square, Suite 920, Southfield 48076 (248) 415-1444	Douglas Bitonti Stewart executive director	288.2 268.7	P	Enrich humanity by strengthening and empowering children and families in need.
9	Hudson-Webber Foundation 333 W. Fort St., Suite 1310, Detroit 48226 (313) 963-7777	Melanca Clark president and CEO	182.7 162.7	P	Improve the vitality and quality of life in Detroit
10	McGregor Fund 333 W. Fort St., Suite 2090, Detroit 48226 (313) 963-3495	Kate Levin Markel president	168.3 162.3	P	To relieve the misfortune and promote the well-being of humankind
11	Michigan Health Endowment Fund 7927 Nemco Way, #270, Brighton 48116 (517) 374-0031	Paul Hillegonds CEO	166.4 144.1	P	The Michigan Health Endowment Fund seeks to improve the health of Michigan residents and reduce the cost of health care, with special emphasis on the health and wellness of children and older adults
12	Manoogian Simone Foundation 21001 Van Born Road, Taylor 48180 (313) 274-8799	Louise Simone president	165.8 128.9	P	Support for Armenian organizations, including Armenian human service and religious organizations
13	Herrick Foundation 660 Woodward Ave., Suite 2290, Detroit 48226 (313) 465-7733	Todd Herrick president	160.7 154.5	P	To improve the general welfare of society through support of education, medical and scientific research and social welfare charitable organizations
14	Vera and Joseph Dresner Foundation ^① 6960 Orchard Lake Road, West Bloomfield Twp. 48332 (248) 785-0299	Virginia Romano executive director	149.9 149.7	P	To transform lives in profoundly positive ways through grants focused on health, youth and family and animal welfare
15	Ann Arbor Area Community Foundation 301 N. Main St., Suite 300, Ann Arbor 48104 (734) 663-0401	Neel Hajra CEO	134.9 101.4	CO	To enrich the quality of life in our region through knowledgeable leadership, engaged grant-making and creative partnerships with donors to make philanthropic investments and build endowment
16	The Carls Foundation 6001 N. Adams Road, Bloomfield Hills 48304 (248) 385-5517	Elizabeth Stieg CEO, executive director	130.7 121.6	P	Supports children's medical, including health care facilities and programs with emphasis on hearing impairment, human services for children, and preservation of natural areas through conservancies
17	Ford Motor Co. Fund 1 American Road, Dearborn 48126 (888) 313-0102	Jim Vella chairman and president	123.2 65.2	P	To support initiatives and institutions that enhance or improve opportunities for those who live in communities where Ford Motor Co. operates
18	Children's Hospital of Michigan Foundation 3011 West Grand Boulevard, Suite 218, Detroit 48202 (313) 964-6994	Lawrence J. Burns president and CEO	122.2 109.6	CO	Dedicated to advancing the health and wellness of the children of Michigan. Through fundraising, grant-making and advocacy the Children's Hospital of Michigan Foundation enables researchers and community organizations to identify and implement innovations capable of advancing children's health. Since 2011, it has provided more than \$48 million in grant funding. Current areas of focus for the foundation include mental health, nutritional wellness, abuse and neglect, oncology and cardiology research and injury prevention
19	Thompson Educational Foundation P.O. Box 6349, Plymouth 48170-0353 (734) 453-6412	Robert Thompson president	98.1 93.2	P	Expand educational opportunities in Detroit
20	Eastern Michigan University Foundation 112 Welch Hall, 850 W. Cross St., Ypsilanti 48197 (734) 484-1322	Bill Shepard VP for advancement and executive director	77.7 70.3	P	To increase sources and amounts of private funds for the benefit of EMU and support student scholarships, programs, facility enhancement and faculty research and development
21	Ethel and James Flinn Foundation 333 W. Fort St., Suite 1950, Detroit 48226-3134 (313) 309-3436	Andrea Cole executive director and CEO	66.4 62.0	P	To improve mental health services for children, adolescents and adults, with a primary focus on Wayne, Oakland, Macomb and Washtenaw counties
22	Richard & Jane Manoogian Foundation 21001 Van Born Road, Taylor 48180 (313) 274-8799	Richard Manoogian president	63.1 74.0	P	Support for higher education, culture and the arts
23	Blue Cross Blue Shield of Michigan Foundation 600 E. Lafayette Blvd., Detroit 48226 (313) 225-9134	Audrey Harvey executive director and CEO	62.1 56.5	CO	To support health care research and programs to improve the health of all Michigan residents
24	The Jewish Fund 6735 Telegraph Road, Bloomfield Hills 48301 (248) 203-1487	Margo Pernick executive director	61.6 61.6	CO	To support the overall health care and social welfare needs of the Jewish and general communities in the Detroit metropolitan area
25	The Lloyd and Mabel Johnson Foundation 10315 Grand River, Suite 301, Brighton 48116 (810) 229-6380	Gordon Kummer president	61.4 57.7	P	To reduce human suffering and enrich quality of life through health and education services and Christian ministries in Michigan

This list of largest grant-making foundations is an approximate compilation of the largest such organizations in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. It is not a complete listing but the most comprehensive available. Information was provided by the foundations or from state or federal filings. P = private foundation, CO = community foundation. Actual figures may vary. NA = not available.

① dba Dresner Foundation

LIST RESEARCHED BY SONYA D. HILL

CRAIN'S LIST: LARGEST PHILANTHROPIC GIFTS

Ranked by gift amount

	Company Address Phone; Website	Gift amount (\$000,000)	Giver	Gift purpose
1	University of Michigan Comprehensive Cancer Center 1500 East Medical Center Drive, Ann Arbor 48109-0944 www.mcancer.org/	\$150.0	Richard and Susan Rogel	To support cancer research and help train the next generation of researchers. The cancer center's name will be renamed the Rogel Cancer Center
2	Michigan State University East Lansing 48824 (517) 355-1855; www.msu.edu	30.0	Edward Minskoff	Will go toward construction of the Business Pavilion at the Eli Broad College of Business. Interim President John Engler will recommend to the MSU Board of Trustees that the pavilion be named after Minskoff
3	Solanus Casey Center 1780 Mount Elliott St., Detroit 48207 (313) 579-2100; www.solanuscenter.org	20.0	Art Van Elslander ^①	The gift, announced in December 2017 was donated with the purpose of expanding the Solanus Casey Center and its campus to enhance the Catholic pilgrimage site and revitalize the lower east side Detroit neighborhood around it.
4	University of Michigan Ann Arbor 48109 (734) 764-1817; umich.edu	10.0	Ron Weiser and Eileen Weiser	The creation of a new center focused on training international diplomats. The Weiser Diplomacy Center will become part of UM's Gerald R. Ford School of Public Policy, with a focus on connecting students interested in pursuing a career in diplomacy with foreign policy experts. It's expected to be the first such diplomacy-training center of its kind in the Midwest.
4	Wayne State University 42 W. Warren, Detroit 48202 (313) 577-2424; www.wayne.edu	10.0	Mort Harris	Establish a fund to provide permanent support for Wayne Med-Direct students, who will be known as Mort Harris Med-Direct Scholars in recognition of this gift.
6	University of Michigan Ann Arbor 48109 (734) 764-1817; umich.edu	4.3	Mike and Sue Jandernoa	To benefit the School of Education's TeachingWorks organization, establish a scholarship at the Stephen M. Ross School of Business and expand Gerald R. Ford School of Public Policy fellowships. Three million of the gift will be used to expand a TeachingWorks partnership in Grand Rapids focused on preparing and coaching teachers, particularly in math education. One million will establish the Mike and Sue Jandernoa Scholarship Fund in the Ross School of Business.
7	Detroit RiverFront Conservancy 600 Renaissance Center, Detroit 48243-1802 (313) 566-8200; www.detroitriverfront.org	4.0	Matt and Karen Cullen	Support redevelopment of a 5.5 mile stretch of the city's west riverfront. the conservancy has renamed Rivard Plaza, the first of the three plazas along the Detroit RiverWalk to open on the east riverfront, the Cullen Plaza.
8	Southwest Solutions 5716 Michigan, Detroit 48210 (313) 481-3102; www.swsol.org	2.5	Judith Yaker	Southwest Solutions' largest individual donation, helps fund mortgage lending, renovations, blight removal and a new park. The nonprofit has acquired and plans to renovate 60 single-family homes in the city's Chadsey-Condon neighborhood on the edge of rapidly growing Corktown. Paired with a new mortgage fund, it aims to transition low-income renters into owners of affordable homes. The donation from Judith Yaker creates the Sam L. and Judith Yaker Fund, honoring her husband, Sam Yaker, an affordable housing developer who died in 2016. The gift will also be used to create a new Sam Yaker Park and Pavilion.
9	Wayne State University 42 W. Warren, Detroit 48202 (313) 577-2424; www.wayne.edu	2.1	Judge Jacqueline Walker	The gift from the estate of Jacqueline Walker, who graduated from Wayne State's law school in 1954 and became a judge in San Diego, allowed the university to reach its \$750 million goal for the "Pivotal Moments" fundraising campaign. The purpose of the gift is to help students from disadvantaged backgrounds. Walker died in 2017 at the age of 90.
9	Wayne State University 42 W. Warren, Detroit 48202 (313) 577-2424; www.wayne.edu	2.1	Rose Malinowski Trust	Support for the Kresge Eye Institute at the School of Medicine
11	Wayne State University 42 W. Warren, Detroit 48202 (313) 577-2424; www.wayne.edu	2.0	Gretchen Valade	Help to create an additional performance space in the future Gretchen Valade Jazz Center, part of the Gateway Performance Complex. This gift will update the current Studio Theatre located in the Hilberry Theatre basement, renaming it the Jazz Underground.
11	Cranbrook Schools 39221 Woodward, Bloomfield Hills 48304 (248) 645-3000; http://schools.cranbrook.edu	2.0	Ann Aikens	The donation will establish the Ann and Robert Aikens Wellness Initiative. The program to help Cranbrook's K-12 students deal with mental and emotional stress
11	University of Michigan Museum of Art 525 S. State St., Ann Arbor 48109 (734) 764-0395; www.umma.umich.edu	2.0	Philip Power and Kathy Power	To initiate and endow a program in Inuit art. They also donated their collection of more than 200 Inuit sculptures and prints.
14	Wayne State University 42 W. Warren, Detroit 48202 (313) 577-2424; www.wayne.edu	1.9	Karen Knopper	To support research efforts in the Department of Ophthalmology, Visual and Anatomical Sciences. Establishes the Knopper Family Endowed Research Fund and the Knopper Family Endowed Chair in the Department of Anatomy and Cell Biology at the School of Medicine.
15	University of Michigan Ann Arbor 48109 (734) 764-1817; umich.edu	1.5	Philip Power and Kathy Power	To increase faculty and student engagement with people and organizations working on public policy and real-world issues outside the university. Made through the Power Foundation, the Powers' gift to UM will create the Program in Practical Policy Engagement in the Gerald R. Ford School of Public Policy where it can leverage existing expertise and interdisciplinary approach to generate policy-relevant research, analysis and learning, and improvements in organizational practice.
16	Motown Museum 2648 W. Grand Blvd., Detroit 48208 (313) 875-2264; www.motownmuseum.com	1.0	William Pickard	To support education and cultural programs
16	Charles H. Wright Museum of African American History 315 E. Warren Ave., Detroit 48201 (313) 494-5800; www.thewright.org	1.0	William Pickard	To support education and cultural programs
16	Wayne State University 42 W. Warren, Detroit 48202 (313) 577-2424; www.wayne.edu	1.0	Asta MacDonald	Establish an endowed fund for ophthalmic community support in the Kresge Eye Institute at the School of Medicine. The KEI Residents' Clinic will be renamed the Donald and Asta MacDonald Residents' Clinic.
16	Wayne State University College of Engineering 5050 Anthony Wayne Dr., Detroit 48202 (313) 577-3920; engineering.wayne.edu/ece	1.0	Avinash Rachmale	To provide five full tuition scholarships per year to Detroit Public Schools Community District students. Establishes the Rachmale Detroit Engineering Scholars Program Endowed Fund to provide scholarships for Detroit Public Schools graduates pursuing degrees in the College of Engineering
16	Wayne State University 42 W. Warren, Detroit 48202 (313) 577-2424; www.wayne.edu	1.0	Andy and Wanda Giancamilli	Support for the Mike Ilitch School of Business
16	Wayne State University 42 W. Warren, Detroit 48202 (313) 577-2424; www.wayne.edu	1.0	Nancy Philippart and Thomas McGrail	Establish the Nancy Philippart and Thomas McGrail Center for Global Engineering Education Endowed Fund in the College of Engineering
16	University of Michigan-Dearborn 4901 Evergreen, Dearborn 48128 (313) 593-5000; www.umd.umich.edu	1.0	Ronald and Eileen Weiser	To build an engineering lab. This is the largest donation to date for the \$90 million Engineering Lab Building. Construction for the lab is expected to begin in spring 2018. In recognition of the donation, the university will be named the Weiser Family Atrium, a space for student and faculty collaboration, project work, presentations and industry showcases.

This list is an approximate compilation of the largest philanthropic gifts made in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. Anonymous gifts are not included because the purpose of the list is to highlight specific givers and philanthropists and not just the gift amounts. It is not a complete listing but the most comprehensive available. Unless otherwise noted, information was provided by the organizations.

① Elslander died Feb. 12 at the age of 87.

LIST RESEARCHED BY SONYA D. HILL

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Guide to STRATEGIC GIVING

We gave Southeast Michigan nonprofits the opportunity to tell their stories and share their biggest wishes. If you're looking to give, we've made things easy for you. Share this report online at www.craindetroit.com/GivingGuide



Pg. Nonprofit

- 14.....ACLU of Michigan
- 16.....Alternatives For Girls
- 18.....The Alzheimer's Association
- 20.....At Bat
- 22.....Autism Alliance of Michigan
- 24.....Beaumont Health and Beaumont Foundation
- 28.....Capuchin Soup Kitchen
- 30.....Children's Hospital of Michigan Foundation
- 32.....Coalition on Temporary Shelter
- 34.....Cranbrook Educational Community
- 36.....Delta Dental Foundation
- 38.....Detroit Children's Fund
- 40.....Downtown Detroit Partnership
- 42.....Forgotten Harvest
- 44.....Fostering Futures Scholarship Trust Fund
- 46.....Franklin-Wright Settlements Inc.
- 50.....Detroit Institute of Arts
- 52.....The Henry ford
- 54.....Ilitch Charities
- 56.....Judson Center
- 58.....Mercy Education Project
- 60.....Michigan Science Center
- 62.....National Kidney Foundation of Michigan
- 64.....National Veteran Business Development Council
- 66.....The Nature Conservancy
- 68.....The Pink Fund
- 70.....The Rainbow Connection
- 72.....Ronald McDonald House Charities Detroit
- 74.....Rose Hill Center Inc.
- 76.....Sacred Heart Major Seminary
- 78.....The Salvation Army of Metro Detroit
- 80.....Samaritas
- 82.....Sky foundation
- 84.....SME Foundation
- 86.....Society of St. Vincent de Paul Detroit
- 88.....Ted Lindsay Foundation
- 90.....THAW: The Heat and Warmth Fund
- 92.....Training and Treatment innovations
2-page spread INFOGRAPHIC
- 94.....United Way for Southeastern Michigan
- 96.....Washtenaw Community College Foundation
- 98.....Wayne Metropolitan Community Action Agency
- 100.....2018 Wish List

This guide to nonprofit giving was sponsored by the featured nonprofits and powered by Crain Content Studio. For information about this report, contact Director of Advertising Lisa Rudy at [lrudy@crain.com](mailto:lрудy@crain.com).

ACLU of Michigan



Fast facts

- Employees: **32**
- 2017 revenue: **\$5,141,514**
- Year founded: **1959**

2966 Woodward Avenue
Detroit, MI 48201
www.aclumich.org
(313) 578-6800

Leadership



Dan Varner
President, Board of Directors

Noel Saleh
Interim Executive Director

Rana Elmir
Deputy Director

Michael J. Steinberg
Legal Director

Dan Korobkin
Deputy Legal Director

Mary Bejian
Director of Philanthropy

Ann Mullen
Communications Director

Bill Greene
Director of Operations

Shelli Weisberg
Political Director

Board of Directors

Dan Varner
President; CEO, Goodwill
Industries of Greater Detroit

Gilda Jacobs
Vice President; Executive
Director, Michigan Indigent
Defense Commission

Loren Khogali
Vice President; Executive
Director, Michigan Indigent
Defense Commission

Nathan Triplett
Vice President; Attorney

Melissa Cragg
Treasurer; Senior Advisor,
The Fisher Group

Lisa Schmidt
Secretary; Attorney

Laura Champagne
Executive Vice President,
ACLU Fund of Michigan;
Community Leader

What we do

“So long as we have enough people in this country willing to fight for their rights, we’ll be called a democracy.” – ACLU founder Roger Baldwin

No matter who we are, what language we speak, where we come from, who we love or what we believe in, the Constitution is for all of us. For nearly 100 years, the ACLU has been working to ensure the constitutional rights of all by combining litigation with public education, media outreach, advocacy and lobbying.

The ACLU tackles a vast array of issues, including freedom of the press; voting rights; immigrant rights; reproductive freedom; women’s rights; religious liberty; racial justice; due process; equality for lesbian, gay, bisexual, and transgender people; criminal justice reform; and more.

In Michigan, we have fought the deportations of Iraqi nationals, reached a groundbreaking agreement with the City of Detroit to help homeowners who were facing tax foreclosures, reunited migrant parents and children separated at the border, won a precedent-setting victory striking down discrimination against transgender Michiganders and more. The ACLU is nonprofit and nonpartisan. And we never charge a fee for our services.

All this work requires time and resources. With offices in Detroit, Grand Rapids and Lansing, we are supported by more than 40,000 card-carrying members in Michigan, grants from private foundations and dedicated volunteers, attorneys and activists. Together, we take up the toughest civil liberties fights and dare to create a more perfect union.

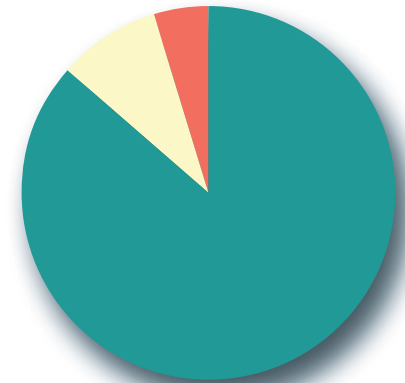
How you can help

BECOME A CARD-CARRYING MEMBER

The larger our membership, the stronger our lobbying power, the more effective we can be. The louder our voice, the more we can accomplish. Please join more than 40,000 people in Michigan and 1.6 million Americans who help defend liberty as card-carrying members of the ACLU. Sign up today at www.aclu.org/JoinMI.

VOLUNTEER

This is a people powered movement. Volunteers are needed to help defend civil rights and civil liberties — from advancing voting rights, to defending the rights of immigrants and everything in between, the ACLU-MI wants your help in building a more perfect union. Join the movement by emailing jayoub@aclumich.org.



Top funding sources

- Contributions and grants: **86.5%**
- Attorney's fees: **9%**
- Investments and other: **4.5%**

Events & fundraising



2017 Annual Dinner guests Cynthia Ford, Salvador-Salort Pons and Alexandra May.

ANNUAL DINNER – 2018 Theme: We are United. We Are the ACLU.

Our signature annual event will be held on Friday, November 9 at the Henry Ford Museum in Dearborn. This year’s dinner will honor the courage and persistence of our many clients and partners who make up the ACLU family:

- Usama “Sam” Hamama, lead plaintiff in our case fighting the deportation of our Iraqi neighbors;
- Aimee Stephens, whose precedent-setting employment discrimination victory has changed the legal landscape for transgender Michiganders;
- And the Michigan Immigrant Rights Center, our partner in defense of immigrant rights and family reunification.



2017 Annual Dinner guests Mariam Noland and Lois Cohn.

We will also pay tribute to our extraordinary former executive director, Kary Moss, whose visionary leadership helped transform civil rights in our state and build the ACLU of Michigan into one of the strongest and most impactful affiliates in the country.

Moss has recently joined the national ACLU team as its Director of Affiliate Support and Nationwide Initiatives, helping to strengthen, expand and invest in state offices in all 50 states.

Please join us for this not-to-be-missed evening! Tickets are available by contacting dinner@aclumich.org.

WOMEN • MUSLIM • DISSENTERS • QUEER
LATINX • ALLIES • LGBT • BLACK • BROWN
PEOPLE WITH DISABILITIES • ACTIVISTS • MEN
STRATEGISTS • UNDOCUMENTED • CHRISTIAN
IMMIGRANTS • CHANGE MAKERS • TRANS
WHITE • ORGANIZERS • NATIVE AMERICAN
SIKH • ADVOCATES • YOUTH • HINDU • JEWISH
RESISTERS • BUDDHIST • ATHEIST • ASIAN
BROWN • MUSLIM • QUEER • DISSENTERS
LGBT • LATINX • ALLIES • TRANS • WOMEN
PEOPLE WITH DISABILITIES • ACTIVISTS • MEN
ASIAN • UNDOCUMENTED • STRATEGISTS
IMMIGRANTS • BLACK • CHANGE MAKERS
WHITE • ORGANIZERS • NATIVE AMERICAN
DISSENTERS • WOMEN • MUSLIM • QUEER
BROWN • LATINX • ALLIES • LGBT • BLACK
ACTIVISTS • PEOPLE WITH DISABILITIES • MEN
UNDOCUMENTED • STRATEGISTS • CHRISTIAN
CHANGE MAKERS • IMMIGRANTS • TRANS
ORGANIZERS • WHITE • NATIVE AMERICAN
JEWISH • SIKH • ADVOCATES • YOUTH • HINDU
ATHEIST • RESISTERS • BUDDHIST • ASIAN
MUSLIM • BROWN • QUEER • DISSENTERS
TRANS • LGBT • LATINX • ALLIES • WOMEN

WE ARE THE ACLU



ACLU of Michigan Annual Dinner

Friday, November 9, 2018

Henry Ford Museum

20900 Oakwood Boulevard, Dearborn

Cocktail reception 6:30 p.m.

Dinner and program 7:30 p.m.

For tickets visit

www.tinyurl.com/acludinner

Please join us as we
celebrate the persistence
and bravery of extraordinary
Michiganders who resist the
attacks on our rights in ways
both big and small.

HONORARY COMMITTEE

Rev. Wendell Anthony	Shelley Padnos and Carol Sarosik
Mark Bernstein and Rachel Bendit	Michael and Peggy Pitt
Cynthia Ford	Bill Rands
Bruce and Dale Frankel	Jim Rodbard
Allan Gilmour and Eric Jirgens	Ralph Simpson
Henry Grix and Howard Israel	Dan Varner
Hassan Jaber	Jacqueline Washington
Nancy Katz and Margo Dichtelmiller	Kate Pew Wolters
Loren Khogali	

Alternatives For Girls



Fast facts

- Employees: **53**
- 2017 revenue: **\$3,802,892**
- Year founded: **1987**

903 West Grand Boulevard
Detroit, MI 48208
www.alternativesforgirls.org
(313) 361-4000

Leadership



Amanda (Amy) Good
CEO



Linda Ross
Chair, Board of Directors

Celia Thomas
COO

Board of Directors

Linda Ross
Chair; Executive Vice President
and Chief Legal Officer,
Trinity Health

Christine Moore
Vice Chair; Executive Vice
President and General Auditor,
Comerica Bank

D'Anne Carpenter
Secretary; Director, Talent
Development, Trinity Health

Laurie Horvath
Treasurer; Partner, Baker Tilly

Kate Cherry
Program Director, City Connect
Detroit

Lois Cohn
Community Volunteer

Michelle Crockett
Director of Professional
Development, Miller Canfield

Shannica Joseph
Student and Community
Volunteer (Youth Board
Member)

Katherine Kjolhede
Community Volunteer

Rochelle Lento
Member, Dykema

Ann Nicholson
Community Volunteer

Carolyn Grant Normandin
Regional Director, Anti-
Defamation League

Pam Rodgers
Community Volunteer

Christine Stesney-Ridenour
President, Beaumont Hospital
– Trenton

Janet Thompson
President and CEO, Parkside
Credit Union

Nu Tran
Vice President, Americas
Operations, Ford Motor
Company

Sammye Van Diver
Manager, Data Base
Administration, Health Alliance
Plan

Stefanie Worth
Executive Director, Mosaic
Youth Theatre of Detroit

What we do

For over 30 years, Alternatives For Girls (AFG) has helped homeless and high-risk girls and young women avoid violence, teen pregnancy and exploitation, while also helping them to explore and access the support, resources and opportunities necessary to be safe, grow strong and make positive choices in their lives.

AFG started as a volunteer-run, five-bed emergency shelter for young women. It has since evolved into a multi-service agency serving over 5,000 homeless and at-risk girls, women and families each year. We have three programs: Prevention, Shelter and Outreach.

AFG's Prevention Program serves girls, aged 4 to 18, who are at risk of pregnancy, gang involvement, abusing drugs

or alcohol and school truancy. We engage them through after-school programs and a summer camp.

AFG's Shelter Program, meanwhile, provides a stable home, counseling and life skills training to homeless young women, aged 15 to 21, along with their children. The goal is to empower them to lead productive and fulfilling lives.

And AFG's Outreach Program helps teens and women engaged in high-risk activities, such as sex work, drug use and gang involvement, understand the risks of such activities and transition to safe choices and healthy lives. In addition, the Outreach Program provides support and resources to victims of human trafficking.

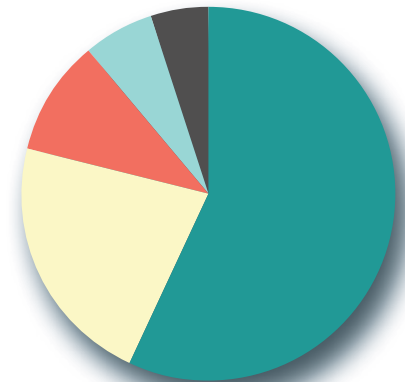
How you can help

DONATE

Thanks to contributions from supporters like you, AFG has been able to empower countless girls and families for over 30 years. Financial support to AFG will truly make a difference in the lives of the girls and women we serve. This support can come in many forms, including sponsorship of the Role Model Dinner; covering the cost for a group of young women to attend a Michigan statewide college tour; contributing proceeds from a company jeans day or golf outing; or lending expertise in marketing, IT or facilities management. You can find more information at www.alternativesforgirls.org/donate.

VOLUNTEER

Additionally, we have a wide variety of individual and group volunteer opportunities, ranging from street outreach, to mentoring, to large group one-day projects. We are also seeking volunteers to offer job shadowing experiences for the girls in our programs. Over our 31-year history, we have seen first-hand the impact that volunteers have made in the lives of the girls and women in our programs. If you are interested in joining our volunteer family, please visit our website at www.alternativesforgirls.org/volunteer.



Top funding sources

- Government grants: **57%**
- Private grants: **22%**
- Contributions: **10%**
- Special events: **6%**
- Other: **5%**

Events & fundraising



For the 18th year in a row, 100 percent of the high school seniors in AFG's Prevention Program graduated, and all but two during that time have gone on to college! Additionally, AFG's Shelter Program provided shelter for 141 homeless young women and their children, and 100 percent of the young women in AFG's Aftercare Program achieved safe, suitable housing.

HOLIDAY HIGH TEA – The 30th Annual Holiday High Tea, hosted by Shirley Maddalena of Maddalena Design, will be held on Friday, November 30th from 3 to 5 p.m. at The Townsend Hotel in Birmingham. The event features a high tea, a silent auction (which includes items such as holiday gift baskets, floral centerpieces and more), a raffle and the opportunity to learn about Alternatives For Girls' programs.

YEAR-END CAMPAIGN – In November, we will kick off our annual year-end campaign, which helps us sustain our critical work throughout the year. Financial gifts will



This year, AFG received the Crain's Detroit Business Best-Managed Nonprofit award.

provide for the health, safety, education and support of the homeless and high-risk girls and young women we serve. In-kind donations will also be collected during this time to provide holiday gifts for girls, young women and families in need.

ROLE MODEL DINNER – We will hold our annual Role Model Dinner on March 27, 2019, honoring extraordinary female role models in the community. The Role Model Dinner also features a live and silent auction, a seated dinner and a chance to hear first-hand from some of the girls and young women AFG serves.



www.alternativesforgirls.org

PHOTO: TOM ROCHE PHOTOGRAPHY

I believe in me

Alternatives For Girls helps provide critical support for homeless and high-risk girls and young women. Our proven shelter, prevention and street outreach programs all take a long view, strengthening educational and life skills needed for future growth and stability. Confidence — it's a beautiful thing. And it all begins with your support.

me

The Alzheimer's Association - Greater Michigan Chapter

alzheimer's  association®

THE BRAINS BEHIND SAVING YOURS:™

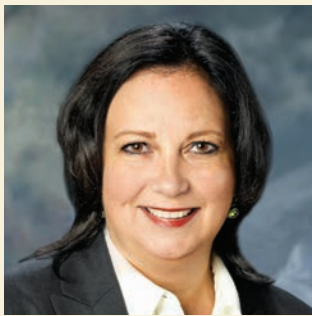
800.272.3900 | alz.org®

Fast facts

- Employees: **59**
- 2017 revenue: **\$7,457,080**
- Year founded: **1981**

25200 Telegraph Road, Suite 100
Southfield, MI 48033
alz.org/gmc
(800) 272-3900

Leadership



Jennifer Lepard
President and CEO

Jennifer Lepard
Executive Director

Melanie Baird
Vice President of Programs

Kristin Rossi
Vice President of
Development and
Communications

Jennifer Hunt
Vice President of Public
Policy

Board of Directors

Russell Knopp
Chair; Comfort Keepers

Barbara Roden
Vice Chair; Senior Helpers

Lori Kuhn
Secretary/Treasurer; Cristo
Rey

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Astrein's Fine Jewelry

Michael Collins
BDO

Kristal Corrion
Leisure Living

Michael Damone
The Damone Group

Amy DeNise
Shedd-Fraiser PLC



Russ Knopp
Chair, Board of Directors

Scott Doyle
Huntington Bank

Amy Frenzel
Blue Cross Blue Shield of
Michigan

Marlana Geha
Specialized Care Services

Aaron Goldstein
Consultant

Curt Harrison
GM (Retired)

Dr. Helen Kahn
Northern Michigan University

Julie Nelson-Klein
48th District Court

Dr. Marina Novikova
Henry Ford Health System

Dr. Kevin Park
Central Michigan University

Sandy Plummer-Dikens
Life Coach

Don Rosenberg
Barron, Rosenberg, Mayoras
and Mayoras

Rosalie Rosen
Community Advocate

Sheldon Toll
Attorney

Wayne Wilson
Attorney

What we do

The Alzheimer's Association – Greater Michigan Chapter (GMC) is fueled by our vision of a world without Alzheimer's disease. Founded in 1981 as a network for caregivers, the Alzheimer's Association works tirelessly to carry out our mission to eliminate Alzheimer's disease through the advancement of research; to provide and enhance care and support for all affected; and to reduce the risk of dementia through the promotion of brain health.

Caring for someone with dementia is exceptionally demanding. According to the National Alliance for Caregiving/AARP survey's Burden of Care Index, twice as many caregivers of those with dementia indicate substantial emotional, financial and physical difficulties compared to caregivers of other diseases. The Alzheimer's Association is here to help carry and relieve that difficult burden every step of the way.

Using our six offices in Southfield (headquarters), Flint, Grand Rapids, Marquette, Midland and Traverse City, we meet people where they are and give them the help they need. Our care counseling provides one-on-one attention

at home or in our offices and helps create a dementia care plan that pulls in area resources, including those for legal and financial considerations. The educational opportunities and support groups we offer are available to individuals as well as businesses and community groups, and include programs designed to support agencies and individuals caring for people with developmental disabilities and dementia. The GMC also has two adult day centers and respite care assistance in order to provide much-needed relief to caregivers.

We endeavor to make sure people with dementia continue living their lives well with our Community Connect social engagement programming, which gives individuals with dementia and their caregivers dementia-friendly activities at places like the Henry Ford, the Detroit Symphony Orchestra, Detroit Institute of Arts or the Anton Art Center, all with programming geared toward people at every stage of the disease.

Until we have a world without Alzheimer's, we're working to make a more Alzheimer's-friendly world for our clients.

How you can help

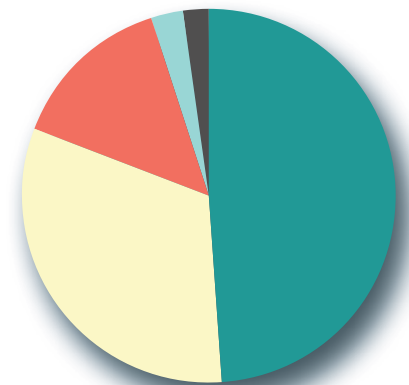
GIVE

By supporting the mission and programs of the Alzheimer's Association – Greater Michigan Chapter, you can make an investment in the lives of thousands of Michigan citizens now and in the future.

The GMC seeks partnership opportunities with businesses and organizations working to make a difference for the community and their employees. We are grateful to have been chosen as the 2018 Charity of Choice for a major Michigan business, which was involved in several of our initiatives – including the Walk to End Alzheimer's, The Longest Day and the Chocolate Jubilee Gala – over the course of the year. At the same time, we also offered this business a wide range of services, volunteer opportunities and educational seminars at corporate locations across the entire state. We'd love to be your next Charity of Choice!

GET INVOLVED

Participation in the chapter's many Walk to End Alzheimer's or The Longest Day "do it yourself" events is a great way for you to get involved! We have several other events and programs throughout the year, including Research Night presentations across the state (from January to June) for anyone interested in the science behind Alzheimer's disease.



Top funding sources

- Contributions: **49%**
- Events: **32%**
- Grants: **14%**
- Bequests: **3%**
- Program fees: **2%**

Events & fundraising



One of our 20 local chocolate exhibitors, Birdie's Something Chocolate, shows off their delicious ganache at the 2017 Chocolate Jubilee Gala!

CHOCOLATE JUBILEE GALA – The Greater Michigan Chapter's annual Chocolate Jubilee Gala is celebrating its 34th year on October 27, 2018. This year's event, A Night in Havana, provides excellent food, music, entertainment and, of course, chocolate! Gifts raised for Chocolate Jubilee total over \$1 million each year and directly support local care and support, as well as research.



Each year, thousands of supporters gather to honor those they love and have lost at the annual Walk to End Alzheimer's. Participants gather at the Detroit Zoo to show their pride and solidarity for ending this terrible disease.

WALK TO END ALZHEIMER'S – On August 25, 2018, more than 6,000 gathered at the Detroit Zoo for the Walk to End Alzheimer's – Metro Detroit, an event that raises awareness and funds for Alzheimer's care, support and research. Together, we walk on behalf of our families, our friends and our future. This walk is one of 13 in the Greater Michigan Chapter and amongst the top 30 largest Walk to End Alzheimer's events out of 623 in the country. Collectively, our Walks raise over \$1 million each year.

**Caring for someone with
Alzheimer's isn't easy.**

Reaching us is.



If you care for someone with Alzheimer's disease, memory loss or dementia, you are not alone. We're here day or night — whenever you need us — offering reliable information and support.

Free 24/7 Helpline: **800.272.3900**

Find Local Care and Support Services: **alz.org/gmc**

alzheimer's  **association**[®]

At Bat



Fast facts

- Employees: **1**
- 2017 revenue: **\$11,209.44**
- Year founded: **2015**

25901 West 10 Mile Road, Suite 114
Southfield, MI 48033
www.atbat.org
(248) 905-1635

Leadership



Delrisha Hayes
Founder and Chair, Board of Trustees

Alexander Miller
Board Committee Member

Beatrice Carter
Board Committee Member

Marcus Peterson
Board Committee Member;
Principal Analyst, Community Agency Partnerships, DTE Energy

What we do

At Bat is an amateur sports agency that provides baseball and softball activities for youth, and teaches them the fundamentals of the sports. These fundamentals include, but are not limited to, reducing injuries and building confidence and self-assurance.

Above all else, its mission is to increase the number of at-risk youth who participate in each sport by providing free clinics and low-cost programs. In the beginning, At Bat started hosting one-day baseball clinics at Belle Isle Athletic Field to introduce 6- to 13-year-olds to the fundamentals of baseball. In doing so, the agency hoped that children would draw an interest in the sport through the clinics.

Since then, At Bat has expanded its reach from 12 children to more than 200 youth, mainly by initiating new programs and increasing partnership and collaboration with community organizations. During the 2017-2018 school year, At Bat partnered with Voyageur Academy to host a free pilot after-school program in which kindergarteners through 8th-graders learned baseball and nutrition fundamentals, built self-esteem and applied academic concepts to real-life examples through structured activities.

How you can help

CONTRIBUTE TO OUR EVENTS

By sponsoring At Bat events, you can help support fundraising and awareness. You may also attend one of At Bat's events; in doing so, you can help the organization provide free clinics in urban communities, along with low-cost programs for impoverished youth.

VOLUNTEER YOUR TIME

You may also help coach sporting activities, facilitate local Pitch, Hit and Run Competitions, clean-up the park, become a brand ambassador for our Gala and fundraise at Comerica Park Concession Stands. Visit www.atbat.org/volunteering-opportunities to sign-up for volunteer opportunities.

CORPORATE SPONSORS

Consider sponsoring At Bat's clinics, programs and/or batting cage facility to provide year-round opportunities for youth to engage in baseball and softball.

IN-KIND DONATIONS

You can also consider giving new and gently used baseball or softball equipment, or providing space for At Bat winter programs, workshops or events. In addition, you may devote office space so At Bat can host two Public Allies (an AmeriCorps program) this November, and provide 10 internships during the 2019 winter, spring and/or summer semester(s). Finally, you can also contribute transportation, such as a van, a truck and/or a bus so that At Bat may be able to serve more children.

Events & fundraising



During At Bat's first baseball clinic at Belle Isle Athletic Field, youth learned the fundamentals of baseball and engaged in catching and hitting drills. Along with free participation, At Bat also provided beverages and a healthy lunch.

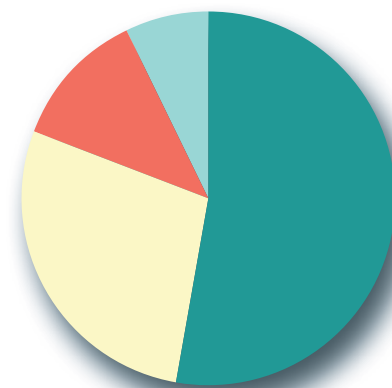
SERVICE MIXER 2019 – Professionals and philanthropies are welcomed to join At Bat as we introduce the organization's initiatives for the coming year on Saturday, January 12, 2019. Visit www.atbat.org for more information.

MARCH MADNESS BOARD GAME

CHALLENGE 2019 – This fundraiser will support At Bat's summer sporting activities. More information will be

Meanwhile, during the summer, At Bat hosted 10 clinics that introduced youth to the fundamentals of baseball and softball, via a partnership with the People of Palmer Park, Metro Detroit Youth Day, Boy Scouts of America Detroit, United Way Meet-Up & Eat-Up Block Party and a local Neighborhood Block Party. In addition, At Bat provided a free summer camp for the Boys & Girls Club of Highland Park.

As the organization grows, At Bat plans to continuously design baseball and softball activities that create opportunities and make lasting memories. In particular, At Bat is gearing up for the 2018-2019 after-school program at Voyageur Academy, starting October 17, 2018. For example, a Youth Development program will enhance adolescence in-school learning through activities that drive home concepts in science, technology, engineering and math while using sports. Finally, it will offer a low-cost summer baseball and softball league for at-risk youngsters in urban communities, while also still providing free one-day clinics.



Top funding sources

- Individual contributions: **53%**
- Grants: **28%**
- In-kind donation: **12%**
- Events: **7%**



Detroit Partnership University of Michigan students volunteered to help facilitate sporting activities during an after-school program at Voyageur Academy.

available in the coming months at www.atbat.org.

AT BAT GALA 2019 – Next year's At Bat Gala will support the organization's mission in one key way – helping to obtain a facility to offer year-round sporting activities. The date and location of the Gala, which will occur sometime in October, have yet to be determined. Visit www.atbat.org for updates.

MAKE EVERY PLAY COUNT



At Bat needs your help:

- Encouraging youth participation in baseball and softball
- Providing a facility to conduct clinics and programs
- Raising awareness of maintaining a healthy lifestyle

visit atbat.org to make a donation

Autism Alliance of Michigan



Fast facts

- Employees: **30**
- 2017 revenue: **\$2,502,484**
- Year founded: **2009**

30100 Telegraph Road, Suite 250
Bingham Farms, MI 48025

www.AAoMI.org
(877) 463-2266

Leadership



Colleen Allen, Ph.D.
President and CEO



David Meador
Chairman, Board of Directors

Laura Athens
Attorney and Mediator, PLC

Elisabeth Berry
Vice President, Culture and Strategic Operations, 4Blue Ventures

Julie Bullock
Parent Advocate and Philanthropist

Bruce Dall
President, MotorCity Casino Hotel

Steve D'Arcy
Partner, Quantum Group LLC

Bill Erzen
Managing Director, Accenture

Amy Fangboner
Executive Assistant, PVS Chemicals, Inc.

Michelle Fecteau
Director, Wayne State University Chapter of the American Association of University Professors

Ron Fournier
President, Truscott Rossman

Paul Glomski
CEO, Detroit Labs

Ron Hodess
Principal, Miller Canfield

Melissa Howell
Chief Human Resources Officer, Kellogg Company

John Koppin
Assurance Partner, PricewaterhouseCoopers

David Meador
Vice Chairman and Chief Administrative Officer, DTE Energy Company

Raj Nair
President and COO, Multimatic

Kathy Oswald
Director and Chief Administrative Officer, H2O Energy Ltd.

Jeff Stafel
Executive Vice President and CFO, Adient

Doug Welday
SVP, Finance, Spectrum Health

Jon Witz
President, Jonathan Witz & Associates

What we do

Thousands of Michigan families affected by autism face never-ending physical, psychological, emotional and financial challenges. Minimizing – even eliminating – those challenges is why the Autism Alliance of Michigan (AAoM) was created. While there are growing sources of information about autism, AAoM ensures that information is high quality, accurate, dependable and effective. AAoM's MiNavigator staff is prepared to counsel, advocate and connect families to evidence-based care and support however long it takes.

Through our four pillars of work, AAoM aims to lead efforts to raise expectations and expand opportunities for people touched by autism across the lifespan.

- **Navigation:** A lifelong guide with professional help and answers for anyone touched by autism.
- **Education:** Create a community with awareness and high expectations in schools and at large to prepare for a safe, successful and inclusive life.
- **Employment:** Maximize employment opportunities for individuals of all abilities across industries, through innovation and partnerships.
- **Independent Living:** Drive initiatives that allow individuals with autism to attain the independent or supported living they choose.

How you can help

LEARN AND REFER

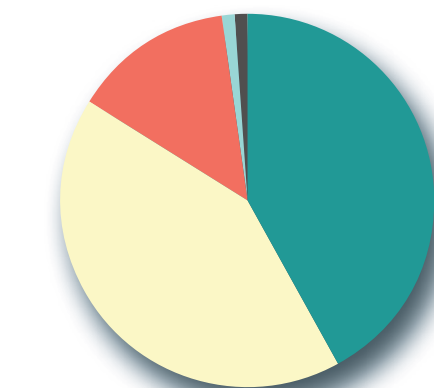
If you know anyone affected by autism in Michigan, please direct them to our MiNavigator contact information: (877) 463-2266 or Navigators@aaomi.org. MiNavigator offers significant resources, immediate answers, and provides long-term support and consultation for families overcoming complex barriers to care and inclusion. We are here to provide help, hope and answers today.

DONATE

Your support will help the AAoM provide help, hope and answers to Michigan families affected by autism today. Donate now at www.aaomi.org/donate.

VOLUNTEER

There are many ways to get involved at AAoM. Please join us at dozens of events throughout the year as a volunteer or a committee member. Visit www.aaomi.org/get-involved for more information.



Top funding sources

- Events: **42%**
- Grants: **42%**
- Contributions: **14%**
- Program fees: **1%**
- In-kind donations: **1%**

Events & fundraising



Kalil Olsen, a young adult with autism, dazzles over 500 Gala attendees on the piano during the 2018 Michigan Shines for Autism Gala, an event raising over \$700,000 in support of AAoM programming.

MICHIGAN SHINES FOR AUTISM GALA – AAoM is celebrating 10 years of providing help, hope and answers in Michigan with its annual Michigan Shines for Autism Gala on Saturday April 13, 2019 at Motor City Casino Hotel, hosted by DTE Energy (and co-chaired by Dave Meador of DTE Energy and Raj Nair of Multimatic), which raises awareness and funds to improve the lives of Michigan families affected by autism, while also honoring the people and organizations making an impact across Michigan. This star-studded event gathers together Michigan's top business and community leaders for a formal dinner, heartwarming program and silent auction in downtown Detroit.

AUTISM HERO WALK – The annual Autism Hero



Eli and Syllas Fisher of the Autism Hero Walk's top fundraising team, Eli's Au-Some Allies, get ready to walk around the Zoo in celebration of Autism Heroes in Michigan.

Walk is an opportunity for thousands of members of Michigan's autism community to come together in advocacy and celebration of their loved ones affected by autism. The free event, occurring on Sunday, July 28th, 2019, begins with an inspirational opening ceremony followed by a one-mile walk and post-event activities at the Detroit Zoo.

NAVIGATING AUTISM TODAY CONFERENCE – Over 400 parents, caregivers and providers attend the FREE Navigating Autism Today Conference, held on March 8th, 2019 at Belleville's Wayne County Community College-Ted Scott Campus, for a day of education, learning and networking with community services providers, educators, other parents and, of course, AAoM professional staff.



AutismAlliance
of Michigan

Help. Hope. Answers. Today.

**We know challenges
can span an entire
lifetime. Support
should too.**

877.463.2266

AAoMI.org



Thanks to our partners dedicated to providing: Help. Hope. Answers. Today.



Karen
Smithbauer

Ron
Pratte

David &
Peggy Meador

Beaumont Health

Beaumont

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 Beaumont Hospital, Farmington Hills
 Beaumont Hospital, Grosse Pointe
 Beaumont Hospital, Royal Oak
 Beaumont Hospital, Taylor
 Beaumont Hospital, Trenton
 Beaumont Hospital, Troy
 Beaumont Hospital, Wayne

2000 Town Center,
 Southfield, MI 48075
www.beaumont.org
 (248) 551-5330

- Beaumont Health employees: **38,000**
- 2017 Beaumont Health revenue: **\$4.5 billion**
- 2017 Beaumont Health Foundation revenue: **\$34 million**
- Year founded: **2014**

Leadership



John T. Fox
 President and CEO,
 Beaumont Health



Margaret Cooney Casey
 Senior Vice President and
 Chief Development Officer,
 Beaumont Health; President,
 Beaumont Health Foundation

Beaumont Health Board of Directors

Officers

John Lewis, Chairman
 Julie Fream
 Stephen Howard
 John Nemes

Board Members

Christopher Blake
 Gerson Cooper
 Alicia Boler Davis
 John T. Fox
 William Goldsmith
 Ronald Hall
 Malcolm Henoach, M.D.
 Geoffrey Hockman
 Harris Mainster, D.O.
 Timothy O'Brien
 Martha Quay
 Thomas Saeli
 David Wood, M.D.

Beaumont Health Foundation Board of Directors

Officers

Geoffrey Hockman, Chairman
 Neelam Kumar, M.D.

Board Members

Linda Wasserman Aviv
 Laurie Cunningham
 Mary Kosch
 Warren Rose
 Robert Rosowski
 Karen Colina Wilson Smithbauer
 Deborah Tyner
 David Walters, D.O.
 Howard Wolpin

What we do

As a 501(c)(3) fundraising arm, the Beaumont Health Foundation raises charitable dollars for Beaumont Health to fund:

- construction of new facilities and renovate existing structures
- new equipment
- innovative technologies, medical research, educational programs and wellness efforts
- programs and services that directly benefit patient care

With generous support from donors, the Beaumont Health Foundation has been able to secure the resources necessary to help meet the ever-changing needs of health care delivery and ensure that patients receive extraordinary care every day from the very best physicians, nurses, technicians, researchers and scientists. As treatments continuously change and improve, patients depend on Beaumont to provide the most leading-edge, exceptional care and therapies possible, close to home in their own communities.

Beaumont Health is a not-for-profit health care organization providing compassionate, extraordinary care for patients at eight hospitals and 187 outpatient sites. Beaumont's medical team of nearly 5,000 doctors and 38,000 employees offers

advanced care with leading-edge technology in specialties ranging from cardiology to oncology; orthopedics to pediatrics; urology to obstetrics; neuroscience to digestive health; and radiology to emergency and trauma services. In 2017, Beaumont Health hospitals had 175,688 discharges, close to 575,000 emergency visits and more than 17,700 births.

As part of Beaumont Health, the Beaumont Children's team of 100 pediatric subspecialists and 400 board-certified pediatricians provide comprehensive children's health care. Facilities include a dedicated specialty inpatient pediatric unit at Royal Oak and inpatient units at the hospitals in Troy, Dearborn and Farmington Hills. Beaumont Children's is the only Children's Miracle Network Hospitals affiliate in Southeast Michigan.

Beaumont is the exclusive clinical teaching site for the Oakland University William Beaumont School of Medicine. Medical students from Michigan State University College of Osteopathic Medicine and the Wayne State University School of Medicine also train at several Beaumont hospitals. Beaumont's Graduate Medical Education Program includes 105 residency and fellowship programs.

How you can help

DONATE

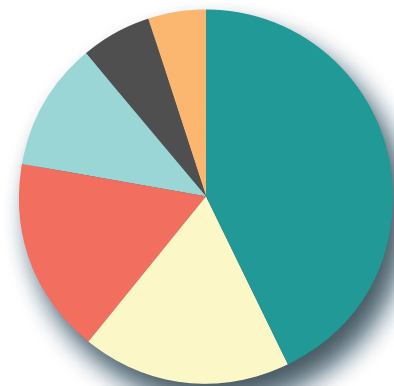
Philanthropy is key to the high quality of care provided by Beaumont. The Beaumont Health Foundation raises charitable dollars to fund:

- new facilities
- innovative equipment and technologies
- programs and services that directly benefit patients and their families in local communities

Supporters connect with the Beaumont Health Foundation in a number of ways:

- transformational gifts
- planned gifts
- gifts to honor loved ones
- corporate partnerships
- special events

Donations stay local and may be designated to a specific initiative, location or community. Donating is easy at www.beaumont.org/giving.



Top funding sources

- Major gifts: **43%**
- Planned gifts: **18%**
- Special events/Children's Miracle Network: **17%**
- Annual giving: **11%**
- Public support: **6%**
- Corporate/Foundation: **5%**

Events & fundraising



Grassroots and community events raise money to support critical treatments and health care services, medical equipment and charitable care.

The support of Beaumont Health Foundation's major donors has enhanced programs and research, and helped build facilities and obtain the latest technologies – all for the benefit of patients.

Major community fundraising events offer an important opportunity for area residents and friends of Beaumont Health to get involved in helping the patients and families served.

The Beaumont Health Foundation hosts numerous events each year to support clinical and capital needs, Beaumont Children's, patient care programs and breast care programs across the system including:



Beaumont Children's is the only Children's Miracle Network Hospitals affiliate in Southeast Michigan.

- Heart & Style Luncheon
- Drive for Life Invitational
- Women's Health Care Classic
- Grosse Pointe Golf Classic
- Beaumont Children's Miracle Classic
- Red Tie Ball
- Autumn Gala

New this year, Beaumont debuted *Turn Up the Miracles Radiothon* with WOMC-FM, benefiting Children's Miracle Network. The 13-hour event engaged nearly 1,000 new Beaumont Children's supporters.



Your charitable gifts to the Beaumont Health Foundation bring communities the most advanced medical care.

As a not-for-profit provider, Beaumont Health patients and their families benefit daily from the generous support of caring donors and community supporters. The Beaumont Health Foundation offers a variety of ways to build healthy communities – from transformational gifts to impactful special events.

Thank you for your support of exceptional patient and family-centered care through the Beaumont Health Foundation.

Beaumont

beaumont.org/giving



DEARBORN

FARMINGTON HILLS

GROSSE POINTE

ROYAL OAK



TAYLOR

TRENTON

TROY

WAYNE



2017-2018 Leadership gifts to th provide new programs and treat



Debra and Max Ernst



Vicki and Tom Celani



Elizabeth and C. Michael Kojaian



S. Evan and Gwen Weiner



Joanne, Jim and Gail Danto

Beaumont Children's

The Carls Foundation

David and Bonnie Hough

The Donald and Mary
Kosch Foundation

The Steve Toth Jr. Family
Foundation



Cardiovascular Care

Constantine† and Malika Anagnostopoulos

Tom and Vicki Celani

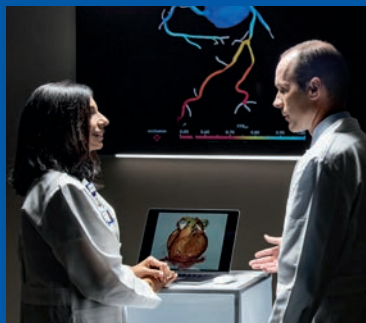
Max and Debra Ernst

C. Michael and
Elizabeth Kojaian

Live Like Max Foundation

John F. and Marta D. Schaefer

Lucia Zurkowski



†Deceased

Emergency Medicine

Marvin and Betty Danto
Family Foundation

Michigan Department of
Health and Human Services

James and Catherine Rosenthal

Ross and Samantha Partrich

Spencer and Myrna Partrich

Gwen and S. Evan Weiner



Geriatrics

John and Marilyn Bishop Charitable Foundation

Cherrywood Nursing & Living Center
and Boulevard Health Center

Jeffrey and Jennifer Farber
Philanthropic Fund

Nanci and David Farber
Philanthropic Fund

William and Audrey Farber
Philanthropic Fund

The Donald and Mary Kosch Foundation

Robert H. Kurnick

Ben C. and Barbara Maibach



Thank you to these generous leaders for their recent investments in programs to support outstanding patient and family-centered care.

Beaumont Health Foundation donation options to your community.



Dr. Ashok B. and Namita Jain



Donald and Mary Kosch



Marcia and Edward Russell



Thomas and Laurie A. Cunningham



Robert P. Harries and David Bernier



Ben C. and Barbara Maibach

Cancer Care

Elaine H. Greenspan

Scott R. and Roslyn T. Jacobson

Dr. Ashok B. and Namita Jain

Kevin C. and Janine Rinke

Elizabeth Rose

Janice Ross

Edward J. and Marcia R. Russell

William and Marlynn Scully



Patient Care & Community Programs

Robert and Margaret Allesee

Beaumont Hospital, Wayne Medical Staff

Botsford Anesthesiologists, PC

Children's Hospital of Michigan Foundation

Thomas and Laurie A. Cunningham

Detroit Wayne County Mental Health Authority

Phillip W. and Lauren T. Fisher

Shelley and William Goldsmith

Robert P. Harries and David Bernier

Anthony J. and Nancy J. Hopp

The Kasle Foundation

The Donald and Mary Kosch Foundation

Estate of James M. Kozlowicz

Karen Glorio Luther

Ben C. and Barbara Maibach

Michigan Department of Health and Human Services

Michigan Health Endowment Fund

Respiratory Foundation of Southeast Michigan

Estate of Kathleen Unti

Wayne County Health Department

Todd and Pam Wyett



beaumont.org/giving

Beaumont

Capuchin Soup Kitchen



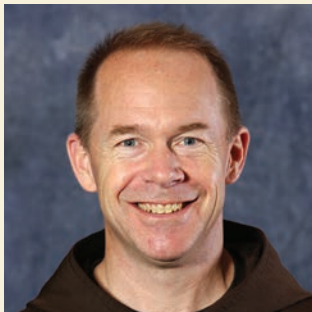
Capuchin Soup Kitchen

Fast facts

- Employees: **87**
- 2017 revenue: **\$12,044,384**
- Year founded: **1929**

1820 Mt. Elliott Street
Detroit, MI 48207
www.cskdetroit.org
(313) 579-2100

Leadership



Br. Jerry Johnson, OFM Cap
Executive Director

Jay Brown
Conner Meal Site Manager,
Capuchin Soup Kitchen

Sr. Nancyann Turner, OP
Manager, Rosa Parks
Children and Youth Program

Alison Costello
Meldrum Meal Site Manager,
Capuchin Soup Kitchen

Kristi Hassouna
Development Director

Patrick Crouch
Farm Manager, Earthworks
Urban Farm

Reggie Huff
Manager, Capuchin Services
Center

Denise Johnson
Manager, EAW Dept.

Amy Kinner
Manager, Jefferson House

Br. Ray Stadmeyer, OFM Cap
Manager, On the Rise
Bakery

What we do

Co-founded by Father Solanus Casey in 1929, the Capuchin Soup Kitchen is a friend to those who are hungry, in need of clothing, thirsty for an education, seeking a fresh start and so much more. Inspired by the life and spirit of St. Francis of Assisi, we provide the following programs to the people of our community:

- Our Meal program typically serves 2,000 meals a day. Our welcoming environment provides a safe haven for those who are homeless, chronically poor and the working poor.
- Capuchin Services Center provides clothing and non-prepared food from our Shoppers' Choice Pantry. We also distribute household items, furniture and appliances to families reestablishing households after a fire or a stay in a shelter.
- The Rosa Parks Children and Youth Program seeks to stretch the minds of young people, stimulate their creativity, encourage leadership skills and explore alternatives to violence. Our kids, aged 6 to 15, enjoy after-school tutoring and art therapy sessions, and have access to a lending library of over 5,000 books.

- Earthworks Urban Farm harvests 6 tons of produce each year from a 2.5-acre certified organic farm. We seek to build a just, beautiful food system through education, inspiration and community development. Earthworks strives to restore our connection to the environment and community.

- On the Rise Bakery assists individuals who are re-entering society after bouts of incarceration or substance abuse. The purchases of our baked goods or hearty café sandwiches help make the bakers' housing, training, counseling and educational opportunities possible.

- Jefferson House is a 12-bed residential treatment facility that assists indigent males seeking to reclaim their lives from substance use disorder. Residents normally complete their rehabilitation in six to nine months. They learn to practice honesty, courage and other virtues essential to the development of a sober, healthy and happy life.

Funded primarily by donations, the Capuchin Soup Kitchen receives no government funding. Learn more at www.cskdetroit.org.

How you can help

Can you be a friend to the Capuchin Soup Kitchen?

Since 1929, the Capuchin Soup Kitchen has relied on the financial support of individuals, faith communities, civic groups and the business community to carry out our work. We are gratified and humbled by the generosity of our benefactors.

We welcome support from corporate partners in many ways:

- **Workplace collections:** Support our ministries year-round by providing school supplies and warm winter clothing, among other items.
- **Corporate volunteering:** Volunteer with a group and perform tasks ranging from preparing and serving meals in our dining rooms, to working in the Earthworks Urban Farm, to stocking shelves at our Capuchin Services Center Shopper's Choice food pantry.
- **Workplace giving:** Select the Capuchin Soup Kitchen as the beneficiary of your workplace jeans day or bake sale. Check to see if your company provides a matching gift for donations to the Capuchin Soup Kitchen.
- **Event sponsorship:** Provide a sponsorship of one of our many annual fundraising events.

We deeply appreciate the generosity of our volunteers and donors. To learn more, contact Kristi Hassouna, Development Director, at khassouna@thecapuchins.org or (313) 939-2002.

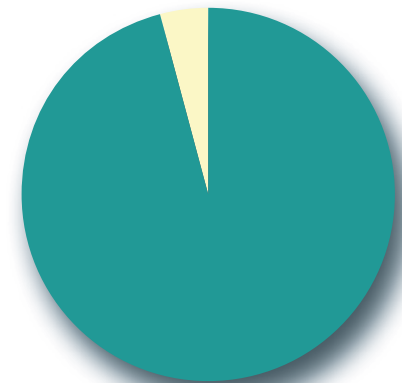
Events & fundraising



The Capuchin Soup Kitchen prepares and serves up to 2,000 meals each day.

SOCK (SUPPORT OUR CAPUCHIN KITCHEN) DINNER – Our annual plated fundraiser dinner will occur at the Cobo Center's Grand Riverview Ballroom on November 30, 2018.

BENEFIT ON THE BAY – Dinner, beer, wine and strolling hors d'oeuvres – along with silent and live auction with music



Top funding sources

- Contributions: **96%**
- Other: **4%**



The Capuchin Soup Kitchen depends on volunteers to partner with us in fulfilling our mission. Our ministry strives to be a friend to all by feeding bodies, nourishing minds and strengthening our community.

from the Capuchin Soup Kitchen Choir – will be provided next summer at MacRay Harbor on Lake St. Clair.

ANNUAL AHEE SOUPER SUMMER CELEBRATION – The 21 and over event, held annually at Comerica Park with food, cocktails, entertainment, fireworks and an Edmund T. Ahee Jewelers raffle, will occur next summer.



CAPUCHIN SOUP KITCHEN

cskdetroit.org/beafriend

Nourishing bodies, feeding spirits and building community since 1929

Meldrum and Conner Meal Sites



Serving 1,700 hot meals every day

Capuchin Services Center



Clothing, food and social services

Jefferson House



Residential treatment center for men with substance use disorders

On the Rise Bakery



Workforce development and job skills training for returning citizens

Earthworks Urban Farm



Building community and connectedness on a 2.5-acre certified organic farm

Rosa Parks Youth Program



Art therapy and leadership skills development for children and youth

Be a friend to those in need | cskdetroit.org/beafriend | (313) 579-2100

Children's Hospital of Michigan Foundation



Children's Hospital of Michigan Foundation

Fast facts

- Employees: **20**
- 2017 revenue: **\$15,995,986**
- Year founded: **2003**

3011 West Grand Boulevard, Suite 218
 Detroit, MI 48202
www.CHMFoundation.org
 (313) 964-6994

Leadership



Lawrence J. Burns
 President and CEO



Matt Friedman
 Board Chairman

Cynthia Ford
 Vice Chair

Fred Minturn
 Vice Chair and Treasurer

Rita Margherio
 Secretary

Dr. John D. Baker
 Grants Committee Chair

Tom Constand
 Fundraising and Marketing Committee Chair

Edward C. Levy, Jr.
 Nominating and Governance Committee Chair

Mike Madison
 Investment Committee Chair

Andy Zaleski
 Finance Committee Chair

What we do

New direction. New possibilities. New partners. New growth.

These are exciting times for the Children's Hospital of Michigan Foundation (CHMF). When the Children's Hospital of Michigan became investor owned, it launched CHMF onto a new, independent course: as a community foundation for kids.

As a now-separate foundation, CHMF is channeling its resources to focus more on pediatric wellness, prevention and research — still supporting the hospital, but as part of a broader mission to influence the well-being of children throughout the region and beyond.

Part of CHMF's strategic growth has been in establishing focus areas. Through its three grant-making pillars — pediatric research, medical education and community

benefit — CHMF established five health priority focus areas in 2017:

- Mental health
- Oncology and cardiology research
- Injury prevention
- Abuse and neglect
- Nutritional wellness

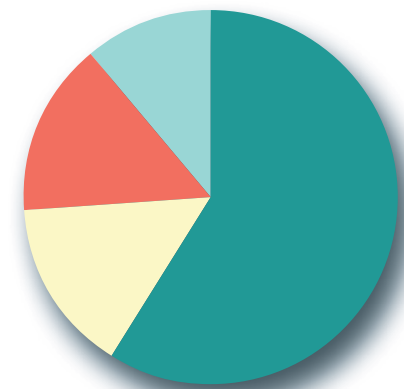
With this growth, CHMF is now making grants to a variety of community organizations. Since 2011, the Foundation has provided more than \$48 million to researchers and community organizations to fund innovations that are capable of making a significant impact on children and families.

How you can help

The Children's Hospital of Michigan Foundation offers a variety of ways to help improve the health and wellness of children.

Consider joining our efforts by:

- Making a donation at www.chmfoundation.org/donatenow
- Attending or sponsoring an event
- Following us (@CHMFoundation) on Facebook, Instagram and Twitter
- Signing up for our Newsletter



- Investment income: **59%**
- Major and planned gifts: **15%**
- Annual giving: **15%**
- Events: **11%**

Events & fundraising



Matt and Jodi Friedman pose for a photo at the 2018 Derby for Kids.



Leaders for Kids pose for a group photo at the 2018 Summer Recess.

DERBY FOR KIDS – Join us on May 4, 2019 for the Third Annual Derby for Kids, held at the Country Club of Detroit. Next year's Derby for Kids will feature an afternoon of signature cocktails, a strolling dinner, auction packages and live Kentucky Derby coverage! All proceeds will benefit pediatric cancer research.

LEADERS FOR KIDS: SUMMER RECESS AND CHEERS FOR CHILDREN – Join us for two of the city's hottest events! Leaders for Kids, an advisory board of the Foundation, hosts annual Summer Recess and Cheers for Children fundraising events featuring sought after venues, entertainment and much more! Check out www.LeadersforKids.com for information.



Children's
Hospital of
Michigan
Foundation



LILY - BROWNSTOWN, MICHIGAN
Children's Hospital of Michigan patient

Advancing Possibilities

for children's health and wellness

Through fundraising, grantmaking and advocacy dedicated to three core pillars; **Community Benefit, Pediatric Research and Medical Education**, the Children's Hospital of Michigan Foundation enables researchers and community organizations to identify and implement innovations capable of advancing children's health.

NUTRITIONAL WELLNESS

INJURY PREVENTION

ABUSE & NEGLECT

MENTAL HEALTH

**ONCOLOGY &
CARDIOLOGY RESEARCH**

OUR FOCUS AREAS

To help or donate, visit chmfoundation.org

Coalition On Temporary Shelter



Fast facts

- Employees: **60**
- 2017 revenue: **\$7,514,143**
- Year founded: **1982**

26 Peterboro Street
Detroit, MI 48201
www.cotsdetroit.org
(313) 831-3777

Leadership



Cheryl P. Johnson
Chief Executive Officer



Sharyn W. Johnson
Chief Operating Officer

Reginald Conyers
Chief Financial Officer

Joyce Johnson-Maples
Chief Human Resource
Officer

Aisha J. Morrell-Ferguson
Chief Development Officer

Delphia Simmons
Chief Strategy and Learning
Officer

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Dr. Rita Fields

Daniel J. Jerneycic
CPA

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Mark Lanfear

Norm L. Schmitt

Sammye E. Van Diver

What we do

COTS exists to alleviate homelessness by providing services that enable people to achieve self-sufficiency and obtain quality affordable housing. In addition, it advocates for long-term solutions to the problem of homelessness.

For more than 35 years, COTS has been committed to serving the most vulnerable members of the Detroit community. With a rich continuum of programs and services that empower people, COTS is continually committed to creating opportunities to succeed. Programs include Family-Only Emergency Shelter, Specialized Transitional Housing for victims of domestic violence,

Long-Term Supportive Housing with assistance for addiction, disability or illness, and childcare for homeless infants and toddlers at Bright Beginnings.

COTS provides housing and support to more than 800 people daily. COTS offers more than beds – we offer HOPE. As an example, our Passport to Self-Sufficiency assists families in reaching their housing, economic, health, education and career goals through coaching, mentorship and support as they overcome homelessness and break the poverty cycle for the next generation – and beyond.

How you can help

DONATE

Create Opportunities To Succeed! Your generosity helps families overcome poverty and homelessness. Your support is life changing and your involvement is critical to their success. Let's continue to build a better future for our community together. Consider donating to COTS and making a positive impact in the lives of families. To donate, visit www.cotsdetroit.org.

VOLUNTEER

We greatly value those who volunteer their time and talents, while also making financial contributions to COTS families. We have a variety of experiences that help families throughout their journeys to overcome poverty and homelessness. For more information, visit www.cotsdetroit.org.



Top funding sources

- Extraordinary donation (MNPH): **37%**
- Contributions: **28%**
- Federal grants: **21%**
- Foundation gifts: **7%**
- Income and other: **4%**
- State grants: **3%**

Events & fundraising



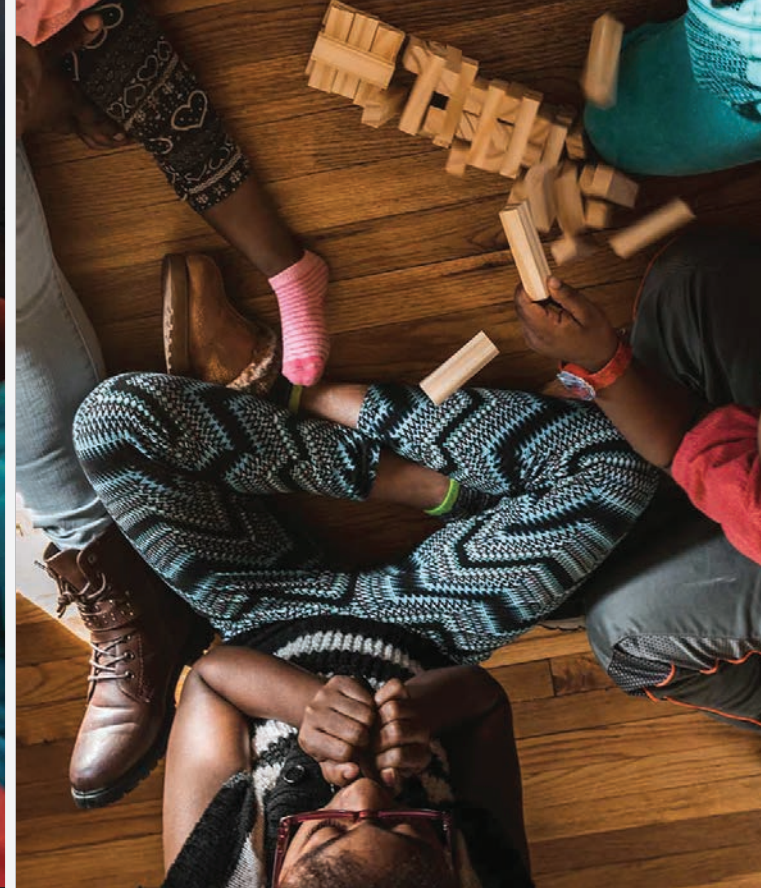
COTS program participant, Brenda, along with some of her family members, share their stories in song with songwriter and performer, Rocket (!!!) Man, as part of "The Art of Family" presentation at Soup City 2018. "The Art of Family" campaign is focused on finding beauty in overcoming personal struggles and provides a face and backstory to the issue of family homelessness in Detroit.

SOUP CITY – This annual signature event for COTS brings more than 400 people together to raise awareness and funds to create conversation around the issues surrounding family homelessness, while also making a positive impact in Detroit. Restaurants from all around metro Detroit bring their best soups and 'small plates' dishes for guests to taste while they're entertained by bands on three levels of the event's beautiful venue. An evening full of art, entertainment and great food serve as a great opportunity to support families who are overcoming homelessness. Soup City 2019 will occur on Thursday, January 24, 2019, from 5-10 p.m. Visit www.cotsdetroit.org for more information.



Rachel, Brenda and Traci, three COTS program participants, received the Karen Terry Resilience Award at COTS 2018 Leading Ladies Event. This award is given to COTS program participants who exemplify strength, determination and intense passion. They are exceptionally loving and loyal to their children, embody resilience and make strategic strides daily to overcome obstacles to break the cycle of poverty for their family.

LEADING LADIES – An annual fundraiser supporting COTS family-focused programs, Leading Ladies offers women of influence an opportunity to make an impact on the lives of women who are overcoming poverty, homelessness, domestic violence and more. Understanding the crucial role that healthy mothers play in the lives of families, this event provides women the opportunity to engage with and encourage the women that COTS serves. Held in some of Detroit's most amazing venues, Leading Ladies invites guests to take in beauty and history while Creating Opportunities To Succeed through fundraising and advocacy. The date and location for Leading Ladies 2019 has yet to be determined. Visit www.cotsdetroit.org for more information.



FAMILY
IS ART IN ITS
IMPERFECT,
LOVING,
human form.
-UNKNOWN

THE *art* OF FAMILY
Changing perceptions. Changing lives.



www.cotsdetroit.org

Cranbrook Educational Community

CRANBROOK

Fast facts

- Employees: **442**
- 2017 revenue: **\$93,652,520**
- Year founded: **1904**

39221 Woodward Avenue
Bloomfield Hills, MI 48304
www.cranbrook.edu
(248) 645-3000

Leadership



Dominic DiMarco
President, Cranbrook
Educational Community

Dominic DiMarco
President, Cranbrook
Educational Community

Rod Spearin
COO, Cranbrook Educational
Community

Eileen F. Savage
Chief Advancement Officer,
Cranbrook Educational
Community

Susan R. Ewing
Interim Director, Cranbrook
Academy of Art

Andrew Blauvelt
Director, Cranbrook Art
Museum

Greg Wittkopp
Director, Cranbrook Center
for Collections and Research

Michael Stafford
Director, Cranbrook Institute
of Science

Aime Claire Roche
Director, Cranbrook Schools

Marsha Gilman
Development Officer,
Cranbrook Educational
Community



Bruce D. Peterson
Chair, Board of Trustees

Michael Stachowiak
Director of Grant
Development and
Administration, Cranbrook
Educational Community

Katja Thomakos
Director of Development,
Cranbrook Institute of
Science

Susan Muskovitz
Director of Development,
Cranbrook Schools

Sommer Brock
Director of Development,
Horizons-Upward Bound

Kathryn Dimond
Director of Development,
Cranbrook Center for
Collections and Research

Bruce D. Peterson
Chair, Board of Trustees

Adele Acheson
Vice Chair, Board of Trustees

Linda H. Gillum
Vice Chair, Board of Trustees

Jeffrey A. Harris
Vice Chair, Board of Trustees

Stephen R. Polk
Vice Chair, Board of Trustees

Mark L. Reuss
Vice Chair, Board of Trustees

What we do

Founded by Detroit philanthropists George and Ellen Booth in 1904, the Cranbrook Educational Community is one of the world's leading centers of education, science and art.

Comprising a graduate Academy of Art; a contemporary Art Museum; Center for Collections and Research; House & Gardens; Institute of Science; and Pre-K to 12th grade independent, college preparatory Schools, its 319-acre campus annually welcomes thousands of visitors and students.

The campus also features the work of world-renowned architects, such as Eiel Saarinen, Albert Kahn and Steven Holl, and boasts the largest collection of sculpture by Carl Milles in the United States.

In addition, Cranbrook's independent, graduate degree-granting institution, the Academy of Art, offers an intense, studio-based experience where artists-in-residence mentor students in art, architecture and design to creatively influence contemporary culture worldwide.

Meanwhile, Cranbrook Art Museum, a contemporary art museum, offers changing exhibitions and programming.

Opened in the fall of 2012, the Cranbrook Center for Collections and Research allows the Cranbrook Community to develop new educational and research opportunities drawn from its extensive archives and diverse collections.

Furthermore, Cranbrook House & Gardens, the former estate of Cranbrook's founders, was designed by noted Detroit architect Albert Kahn in 1908. Created by the finest artisans, craftsmen and studios of the period, the house features handcrafted furniture, tapestries, stained glass and works of fine and decorative art.

Additionally, Cranbrook Institute of Science is a natural history and science museum that fosters in its members and visitors a passion for understanding the world around them. Drawing from its vast collection of over 200,000 objects and artifacts, the Institute offers public programs, exhibits, events and lectures throughout the year.

The major focus of the campus, though, is Cranbrook Schools, an institution dedicated to excellence in all aspects of education, as it features college preparatory day and boarding educational institutions for Pre-K through 12th grade students.

How you can help

VISIT

Visit the Cranbrook campus, a National Historic Landmark, and tour its 319 acres of natural beauty and architecturally-significant buildings, see an exhibition or attend a program or event.

EXPLORE

Explore Cranbrook's pioneering contributions in education, science and art through the Center for Collections and Research, which includes the Cranbrook Archives.

JOIN

Join one of Cranbrook's membership organizations – at the Art Museum, Institute of Science or Cranbrook House & Gardens – to receive free admission on general visits and first notice of discounts for the hundreds of public programs offered each year.

HELP OTHERS

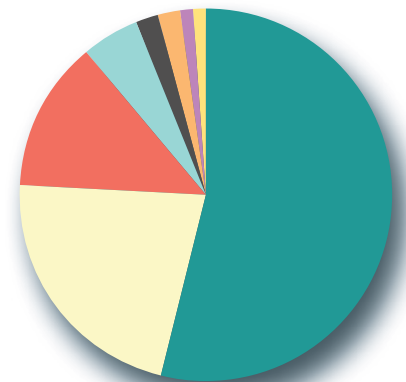
Contribute to scholarship funds for Cranbrook Schools or Horizons-Upward Bound to give a deserving student an educational opportunity that lasts a lifetime, or help change the world of art and design by supporting an artist at Cranbrook Academy of Art.

DONATE

Contact Eileen Savage at (248) 645-3256 or esavage@cranbrook.edu to learn about the many ways to contribute to one of the gems of southeastern Michigan.

SHARE

Share the excitement and beauty of Cranbrook with your friends and family and encourage them to discover and support Cranbrook.



Top funding sources

- Programs: **54%**
- Investments: **22%**
- Contributions: **13%**
- Other: **5%**
- Events: **2%**
- Grants: **2%**
- Rental: **1%**
- Retail: **1%**

Events & fundraising



"Annabeth Rosen: Fired, Broken, Gathered, Heaped" (installation view), 2017. Photo by Gary Zvonkovic. Courtesy of the artist and the Contemporary Arts Museum Houston.

ANNABETH ROSEN: FIRED, BROKEN, GATHERED, HEAPED AT CRANBROOK ART MUSEUM – "Annabeth Rosen: Fired, Broken, Gathered, Heaped" is the artist's first major museum survey that chronicles more than 20 years of work. A critically-acclaimed pioneer in the field of ceramics, Rosen brings a deep knowledge of the material's history and processes to the realm of contemporary art. Within the genre's trajectory, Rosen functions as an important link between artists such as Lynda Benglis, Mary Heilmann, Jun Kaneko and Peter Voulkos, as well as a new generation of artists working with the medium.



Cranbrook Institute of Science's Leonardo da Vinci exhibition will run through Sunday, January 13, 2019.

DA VINCI MACHINES AND ROBOTICS, PRESENTED BY PNC BANK: EXHIBITION AT CRANBROOK INSTITUTE OF SCIENCE – Discover more than 60 reconstructed models of Leonardo da Vinci's machines developed from original da Vinci drawings, and get a first-hand understanding of how they work. See the Renaissance Man's dynamic inventions, paintings, sculptures and architecture, and examine reproductions of his art, including his world-famous painting, *Mona Lisa*.

CRANBROOK

WHERE **EDUCATION** *BECOMES A DESTINATION*



Founded by Detroit philanthropists, Cranbrook is your center for education, science and art. We welcome you to discover our Academy of Art and Art Museum, Center for Collections and Research, House & Gardens, Institute of Science, and Schools.

www.cranbrook.edu



Delta Dental Foundation



Fast facts

- Employees: 4
- 2017 revenue: **\$22,394,977**
- Year founded: **1980**

4100 Okemos Road
 Okemos, MI 48864
www.deltadentalmi.com/ddf
 (517) 347-5333

Leadership



Teri Battaglieri
 Executive Director



James Hallan
 Chairman, Board of Directors

Teri Battaglieri
 Executive Director

James Hallan
 Chairman; CEO, Michigan
 Retailers Association

Terence Comar, DDS, MS
 Vice Chairman; Periodontist

John Breza, DDS
 Secretary/Treasurer;
 General Practitioner

Lawrence Crawford, DDS
 Immediate Past Chairman;
 CEO, Diversity-Vuteq, LLC

Stephen Eklund, DDS
 Member-at-Large; University
 of Michigan School of Public
 Health

Ann Flermoen, DDS
 Board Member; General
 Practitioner

Joseph Harris, DDS
 Member-at-Large; General
 Practitioner

Kelly Scheiderer
 Board Member;
 Administrator, Dept of
 Emergency Medicine,
 The OSU Medical Center

Bruce Smith
 Board Member; Benefit
 Resource Solutions, LLC

Carole Watkins
 Board Member

What we do

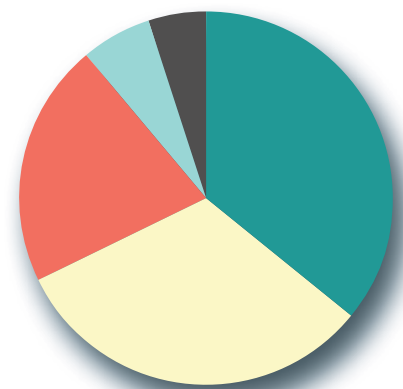
The Delta Dental Foundation (DDF) serves as the philanthropic arm of Delta Dental of Michigan, Ohio, Indiana, and North Carolina. DDF is dedicated to improving the oral health of the public and to advancing dental science through education and research. DDF focuses its support in these categories:

- Scientific research
- Programs designed to make dental care available to those unable to afford it

- Programs to help at-risk populations and individuals with special needs obtain dental treatment
- Continuing education programs for the dental profession
- Educational materials on the importance of oral health and hazards to oral health
- Community-based educational programs for dental students

Primary areas of giving

To learn more about the Delta Dental Foundation, visit www.deltadentalmi.com/ddf.



Top funding sources

- Dental treatment: **36%**
- Dental prevention: **32%**
- Oral health education: **21%**
- Oral health research: **6%**
- Workforce education: **5%**

Recent grants include:



Elementary school students use their new water bottle filling station, which was installed as part of the Rethink Your Drink: Water's Cool at School program to encourage children to drink more water throughout the school day.



Detroit-area school children receive much needed dental care from volunteer registered dentists and dental hygienists on the University of Detroit Mercy School of Dentistry's mobile dental coach.

- Covenant Community Care to construct a state-of-the-art pediatric dental clinic in its new community health center.
- Advantage Health Center at Thea Bowman to implement an integrated oral health/primary care model.
- Greater Detroit Area Health Council's I Choose Health program – a school and community-based program that improves dietary and physical behaviors in children and families.
- Altarum Institute and McMillen Health to ensure rural women, infants and children receive proper oral health education and resources.

- University of Detroit Mercy School of Dentistry's mobile coach, which provides dental services to uninsured children.
- Head Start programs, including Everybody Ready, Starfish Family Services and Matrix, to implement McMillen Health's Brush! oral health curriculum.
- Rethink Your Drink: Water's Cool at School program, in partnership with MESSA, to help encourage students to drink more water by replacing schools' old water fountains.



Making Connections

Connecting oral and overall health. Connecting to care. Connecting with the community. Connecting with children. Connecting dental research and education.



Our commitment and connection to the communities we serve define who we are as an organization.

Learn more about our efforts to improve oral and overall health and wellness in Michigan through our Brighter Futures initiative at deltadentalmi.com/bfreport.

We do dental. **Better.**



Detroit Children's Fund



Fast facts

- Employees: 5
- 2017 revenue: **\$5,747,527**
- Year founded: **2013**

100 Talon Centre Drive, Suite 100
Detroit, MI 48207

www.detroitchildrensfund.org

(313) 960-4321

Leadership



Jack Elsey
Executive Director



KC Crain
Chair, Board of Directors;
President and COO, Crain
Communications

Executives

Jack Elsey
Executive Director

Nick Karmanos
Chief Advancement Officer

Board of Directors

KC Crain
Chair; President and COO,
Crain Communications

Tonya Allen
President and CEO,
The Skillman Foundation

Pernilla Ammann
Advertising Executive

Tony Barra
Technology Consultant
(Retired)

Tony Cervone
Senior Vice President,
Global Communications,
General Motors

Phil Cooley
Owner, Slows BarBQ
and Los Pistoleros

Gretchen Gonzales Davidson
Arts and Education Advocate

Tiffany Douglas
Senior Vice President,
Marketing Manager,
Bank of America

Bill Emerson
Vice Chairman,
Rock Holdings, Inc.

Carol Goss
Community Leader

Kelle Ilitch
Community Leader,
Child and Environmental
Advocate

Wright Lassiter, III
President and CEO,
Henry Ford Health System

Adam Levinson
Managing Partner and
CIO, Graticule Asset
Management

Ryan Maibach, DCF
Treasurer; President,
Barton Malow

Jacques Panis
Matt Simoncini
CEO and President,
Lear Corporation (Retired)

Arn Tellem
Vice Chairman,
Detroit Pistons

Jason Tinsley
Managing Director,
JP Morgan Private Bank

What we do

The Detroit Children's Fund (DCF) is a nonprofit organization that makes high-potential investments to expand successful schools, greatly improve lower performing schools, and discover and develop talented educators so that every child in Detroit has the opportunity to receive an excellent education.

In service of this mission, Detroit Children's Fund has a focused investment strategy: investing in quality. DCF invests in proven school models, high-potential talent and equitable policies and practices to create more quality schools for Detroit children.

DCF investments support:

- 1.) The development and recruitment of educators in Detroit to create a high-quality pipeline of talent.
- 2.) The growth and scaling of quality schools and networks, including the national recruitment of proven high-performers, and turnaround efforts of the city's lower performing schools.
- 3.) Policies, conversations, partnerships and actions that enable quality to thrive.
- 4.) Leaders and programs in early stages of organization, conception and planning.

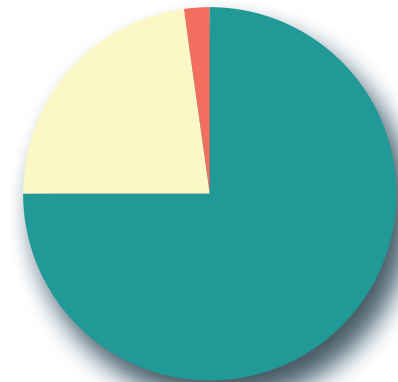
How you can help

GIVE

There are many ways to partner with and support DCF: through grants, donations or by sponsoring a fundraising event. For more information, visit detroitchildrensfund.org or contact Lisa Laurin at LLaurin@detroitchildrensfund.org or (313) 960-4321.

VOLUNTEER

We periodically have opportunities to volunteer at our fundraising events. If you're interested in volunteering, contact Karry Dalton at KDalton@detroitchildrensfund.org or (313) 960-4792.



Top funding sources

- Grants: **75%**
- Event contributions: **23%**
- Donations: **2%**

Events & fundraising



Pictured from left to right are the winners of The Graduate Cup in 2018: Ehren Gonzales, Jeff Smith and Nicholas Morrow – along with DCF board chair, KC Crain, and executive director, Jack Elsey.

THE 3RD ANNUAL GRADUATE CUP –

The Graduate Cup is a golf outing that includes an 18-hole golf scramble with cart, a barbecue lunch, a strolling dinner and awards program. It will occur next year in the spring; the date has not yet been determined.

Visit detroitchildrensfund.org/graduatecup for more information.



Pictured from left to right are the chairs of the Inaugural Dinner in 2017: Kelle Ilitch, Ashley Crain and Gretchen Davidson.

THE 3RD ANNUAL DINNER –

The Annual Dinner is a high-end fundraising event which includes a cocktail reception, a seated dinner, a live auction and live entertainment. The 3rd Annual Dinner will occur next fall; the date has not yet been determined. Visit detroitchildrensfund.org/annualdinner for more information.

Imagine if,
in one generation,
there's no better place
to raise your family
than Detroit.

Together,
we can make it happen.



DETROIT
CHILDREN'S FUND

BETTER SCHOOLS. BETTER LIVES.

detroitchildrensfund.org



Downtown Detroit Partnership



**DOWNTOWN
DETROIT
PARTNERSHIP**

Fast facts

- Employees: **33**
- 2017 revenue: **\$12,000,000**
- Year founded: **1922**

One Campus Martius, Suite 380
Detroit, MI 48226
downtowndetroit.org
(313) 566-8250

Leadership



Eric B. Larson
CEO



Cynthia J. Pasky
Chair, Board of Directors;
Founder, President and CEO,
Strategic Staffing Solutions

Kelly Kozlowski
Chief Operating Officer

Paul Trulik
Chief Financial Officer

Gina Cavaliere
Chief Community Impact Officer
and BIZ Director

Robert F. Gregory
Chief Public Spaces Officer

Laura L. Rodwan
Chief Marketing Officer

Members, Executive Committee, Board of Directors

Daniel J. Loepp
Chair; President and CEO, Blue Cross Blue Shield of Michigan

Gerard M. Anderson
Vice Chair; Chairman and CEO, DTE Energy

Matthew P. Cullen
Vice Chair; Principal, Rock Ventures LLC; CEO, JACK Entertainment

Melanca Clark
President and CEO, Hudson-Webber Foundation

David O. Egner
President and CEO,
Ralph C. Wilson, Jr. Foundation
*Honorary Member

Stacy Fox
Principal, The Roxbury Group

Dan Gilbert
Founder and Chairman,
Quicken Loans, Inc. and Rock Ventures LLC

Christopher Ilitch
President and CEO, Ilitch Holdings, Inc.

Benjamin S. Kennedy
Managing Director, American Cities Practice, and Co-Managing Director, Detroit Program, The Kresge Foundation

Cameron H. Piggott
Member, Dykema Gossett PLLC

Matthew J. Simoncini
President and CEO, Lear Corporation (Retired)

Edgar L. Vann II
Pastor, Second Ebenezer Church

What we do

Downtown Detroit Partnership (DDP) is a nonprofit organization focused on advancing Detroit by driving engagement, development and programs that benefit businesses, residents and visitors throughout Downtown's urban core.

We strengthen and support Downtown Detroit through strategic initiatives that evolve with the changing needs of the community. And we convene business, philanthropic and government partners to ensure that our mutual efforts are balanced and that all perspectives are considered.

How you can help

DDP embraces collaboration and community engagement in our efforts to build an economically strong and sustained Downtown for everyone. It also invites individuals, businesses and community groups to support the parks, places and people who make Downtown Detroit a dynamic urban center.

INVEST

Support DDP's efforts to advance Detroit through a wide variety of giving and support opportunities: membership, event and program sponsorships, park rentals and public space endowments.

VISIT

Downtown Detroit is for everyone, which is why DDP operates and plans over 1,600 free events annually throughout 350,000 square feet of Downtown's public spaces, including Campus Martius Park, Cadillac Square, Capitol Park, Grand Circus Park and Beacon Park. From the annual tree lighting celebration to summer at the beach, Downtown parks and public spaces provide opportunities for all.

CONNECT

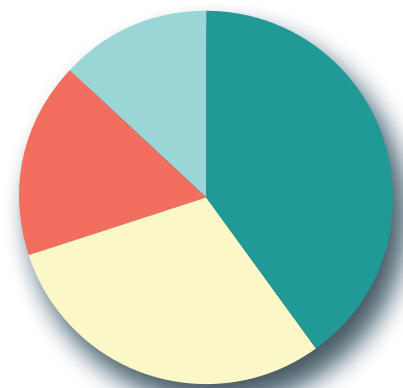
Learn more about Detroit through interactive tours from the Detroit Experience Factory and traverse the new bike paths with MoGo. Engage with thought leaders and change makers at DDP events and community meetings.

For more information, please contact Mary Reigle at mary.riegle@downtowndetroit.org.

Currently, we are working to support citywide accessibility, connections, exposure and small business development through our affiliate programs: Detroit Experience Factory, MoGo Detroit Bike Share and LIVE Detroit.

We are also actively engaged in the collective efforts to support a vibrant business district, a top-rated tourist destination and an exciting place to live. We support accessibility and opportunities for all citizens, cultures, income levels and backgrounds.

We invite the community to enhance our commitment to creating a world-class Downtown core for everyone.



Top funding sources

- Corporate sponsorship and support: **40%**
- Downtown Business Improvement Zone: **30%**
- Earned/interest income: **17%**
- Foundation support: **13%**

Events & fundraising



DDP volunteer Dianne Bostic Robinson greets Detroit City Council President Brenda Jones and guests upon arriving at last year's Detroit Aglow.

DETROIT AGLOW – Now in its 36th year, Detroit Aglow celebrates our city and DDP's progress while ringing in the holiday season. With a dynamic audience of over 800 people, Detroit Aglow raises funds to support DDP's programs and initiatives to build an economically strong and sustained Downtown for everyone.



The 2018 Annual Meeting provided attendees an opportunity to hear directly from DDP's team on the impact of their work for Downtown Detroit.

DOWNTOWN DETROIT PARTNERSHIP ANNUAL MEETING – DDP's Annual Meeting has become a must-attend event for leaders in the Downtown, as well as throughout the city of Detroit. With nearly 1,000 attendees, the Annual Meeting engages, informs and inspires by addressing important issues and topics affecting the Downtown community. The Annual Report is distributed at the meeting each year.



REDISCOVER

DOWNTOWN

DETROIT

3,343
total
residential
units

1,600
events in
Downtown parks
and public spaces

112,000
rides on
Detroit's bike
share, MoGo



**DOWNTOWN
DETROIT
PARTNERSHIP**

downtowndetroit.org

Forgotten Harvest



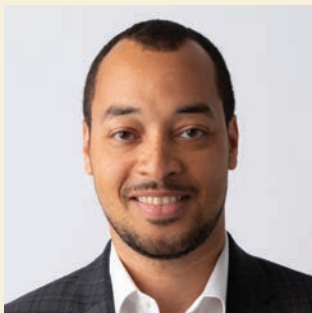
Fast facts

- Employees: **79**
- 2017 revenue: **\$78,107,000**
2017 operating revenue (non-food):
\$10,129,000
- Year founded: **1990**

21800 Greenfield Road
Oak Park, MI 48237

www.forgottenharvest.org
(248) 967-1500

Leadership



Kirk Mayes
CEO



John C. Carter
Chairperson,
Board of Directors

What we do

Forgotten Harvest is dedicated to relieving hunger in metro Detroit and preventing nutritious food waste. Founded with the dual purpose of relieving hunger, while also reducing food waste, we have increased distribution from an initial 12,000 pounds annually to more than 45.3 million pounds of fresh food rescued and distributed during our 2016-17 fiscal year.

Though we are one of the largest food rescue organizations in the United States, our internal cost to rescue and distribute food remains the lowest and most cost-effective of any food rescue organization in the nation, a level of efficiency that allows us to maximize the amount of food we provide, free of charge, for food-insecure metro Detroit families.

Forgotten Harvest's food rescue program is highly collaborative and could not exist without an extensive network of community partners. We have worked hard to establish effective food rescue partnerships with 800 businesses, including Michigan farmers, hydroponics growers, wholesalers, restaurants, caterers

and retail grocers. The food donated, which would otherwise go to waste, is delivered free-of-charge to 250 emergency food providers in the metro Detroit area.

We currently transport, on average, more than 3.46 million pounds of rescued food each month. The fresh, nutritious food we distributed last year was the meal equivalent of 33 million meals that went directly to the 589,000 children, seniors and families that are suffering from food insecurity in Wayne, Oakland and Macomb counties.

As metro Detroit's only food rescue organization, Forgotten Harvest is an important source of nutritious food for individuals and families who find it necessary to turn to pantries, shelters, soup kitchens and mobile pantries – sometimes for their only meal of the day. We remain committed to doing all we can to rescue as much fresh food as possible and then distribute this food in the most effective manner to reduce food insecurity for residents throughout the Tri-County area.

How you can help

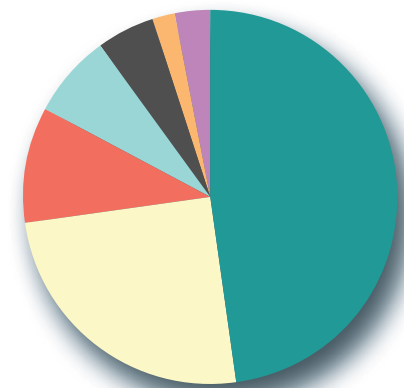
DONATE

Our ability to feed hungry families in metro Detroit depends on our donor's belief in the importance of our mission. Donors make the work of Forgotten Harvest possible. Supporters can help metro Detroit's food-insecure residents through monthly giving, planned giving, honorary or memorial gifts, matching corporate gifts or DIY fundraising. Donating is easy at www.forgottenharvest.org.

VOLUNTEER

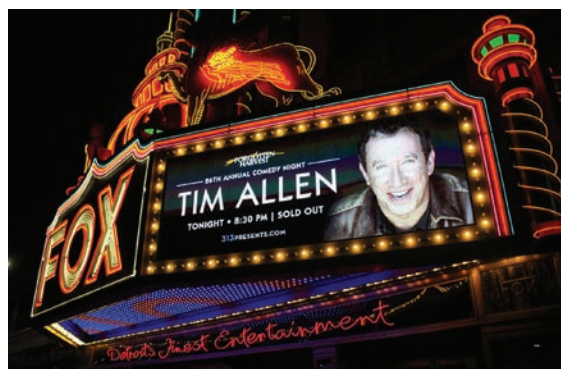
Volunteers are critical to the mission and daily work of Forgotten Harvest. Without them, we simply could not help those in need. Thousands of individuals from the metro Detroit community have joined the Forgotten Harvest Rescue Team. Anyone who is willing to step up and help us in our mission to end hunger by volunteering their time or making a financial contribution becomes a part of the Team.

No contribution is too small. We have a variety of experiences to fit almost any schedule, and we accommodate both individuals and groups up to 30. We look forward to seeing you in our warehouse or out on the Farm! If you are looking to volunteer, please visit www.forgottenharvest.org/volunteer.



- Contributions: **48%**
- Foundations and trusts: **25%**
- Special events: **10%**
- Government grants: **7%**
- Third-party events: **5%**
- In-kind donations: **2%**
- Other: **3%**

Events & fundraising



Our 2018 Comedy Night fundraiser with Tim Allen sold out the Fox Theatre.

COMEDY NIGHT – In 1992, Forgotten Harvest's Comedy Night began with the support of television, film star and local native Tim Allen and Mark Ridley, Detroit-area comedy impresario. This night has become Detroit's premier annual comedy event that brings in renowned celebrities like Jay Leno, David Coulier, Martin Short and Sinbad. The event offers a chance for Forgotten Harvest and their supporters to celebrate their achievements in the community.

CRUISIN' TO DRIVE OUT HUNGER – As the Woodward Dream Cruise's official charity partner, Forgotten Harvest hosted its 16th Annual Cruisin' to Drive Out Hunger event this past August at Westborn Market in Berkley.



Forgotten Harvest's annual Cruisin' to Drive Out Hunger raises much-needed funds to achieve our mission of relieving food insecurity in metro Detroit and preventing nutritious food waste.

Each year, the celebration features great local food, live entertainment and a sneak preview of classic car action.

WOMEN'S HARVEST LUNCH – Forgotten Harvest's Women's Harvest Lunch is an opportunity for women to come together to make a difference, while also learning about Forgotten Harvest Farms. Through the funds raised, Forgotten Harvest will provide farm fresh food for metro Detroit families in need.

For tickets or information on sponsorship packages for any of our events, contact rgade-sawicki@forgottenharvest.org.

THESE ARE THE PEOPLE WE SERVE



We fight hunger & food insecurity

At Forgotten Harvest, we deliver 138,000 pounds of surplus food every day free of charge to local charities six days a week, providing families in need with fresh and nutritious food.

BE A PART OF THE SOLUTION
FORGOTTENHARVEST.ORG



Fostering Futures Scholarship Trust Fund



Fast facts

- Employees: **3**
- 2017 revenue: **\$450,663**
- Year founded: **2012**

P.O. Box 30198
Lansing, MI 48909
fosteringfutures-mi.com
(517) 241-4884

Leadership

Nick A. Khouri
State Treasurer, Michigan
Department of Treasury

Nick Lyon
Director, Michigan
Department of Health &
Human Services

Robin Lott
Executive Director, Michigan
Education Trust

What we do

The Fostering Futures Scholarship Trust Fund, housed in the Michigan Department of Treasury, is a Sec. 170 (c) nonprofit organization that provides scholarships to former foster youth enrolled at Michigan colleges and universities.

Approximately 13,500 children are in the Michigan foster care system at any given time. A growing number of Michigan youth are reaching adult age while in foster care and have no resources to attend college when they age out of the system.

Seventy percent of teens who emancipate from foster care report that they want to attend college, but fewer than 10 percent who graduate from high school actually enroll in college. And less than 3 percent graduate college.

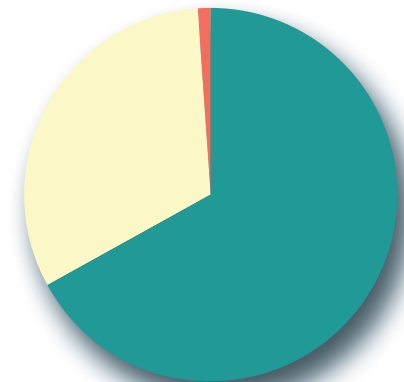
Since 2012, Fostering Futures Scholarship Trust Fund fundraising efforts have totaled more than \$1.2 million. All of the money is awarded as scholarships in the year it is raised. Scholarships are paid directly to the recipient's college or university to assist with unmet needs in one or more of the following categories: tuition, fees, room, board, books and supplies. Scholarships are awarded to youth via the application process at www.fosteringfutures-mi.com.

Contributions may be made to scholarships or the endowment. Beginning with the 2018 tax year, contributions may be made when filing your state taxes via the Michigan income tax check off (Voluntary Contributions Schedule Form 4642).

How you can help

JOIN US! – Sponsorship packages are available for the three annual Fostering Futures Scholarship Trust fundraising events. Individual seats and tables are also available.

RAFFLE AND AUCTION ITEMS NEEDED! – Donate unique items for the raffles and auctions held at the three annual Fostering Futures Trust fundraising events. Getaways, sports memorabilia, tickets to sporting and entertainment events, spa packages and jewelry are popular.



- Michigan Education Trust: **67%**
- Events: **32%**
- Endowment contributions, endowment earnings and MDHHS County Offices: **1%**

Events & fundraising



Fostering Futures Scholarship Trust fundraising events are held annually in Grand Rapids, Lansing and Detroit.



Michigan Department of Health & Human Services Director Nick Lyon speaks to attendees at the seventh annual Fostering Futures Scholarship Trust Fund Benefit Dinner, which was held on Sept. 20 at Waterview Loft at Port Detroit. More than 500 foster youth will receive college scholarships as a result of the \$63,170 raised at the event.

Fostering Futures Scholarship Trust Fund has three major fundraising events that are hosted in partnership with the Michigan Department of Health and Human Services:

- Fostering Futures Scholarship Trust Fund Benefit – Grand Rapids, June 26, 2019
- Pizza Party on the Capitol Lawn, August 8, 2019
- Fostering Futures Scholarship Trust Fund Benefit – Detroit, September 26, 2019

Note: These dates are all tentative.



FOSTERING FUTURES

Scholarship Trust Fund

For more information or
to make a donation, visit
fosteringfutures-mi.com

**HELP STUDENTS WHO'VE
EXPERIENCED FOSTER CARE
EXPERIENCE SOMETHING MORE:
A COLLEGE EDUCATION.**

Donations will provide critical, much-needed scholarships to youth who have experienced foster care and are enrolled at Michigan college and universities. With your participation we can make a lot of dreams come true.



Franklin-Wright Settlements, Inc.



Franklin Wright Settlements, Inc.

Help the child. Preserve the family. Strengthen the community.

Fast facts

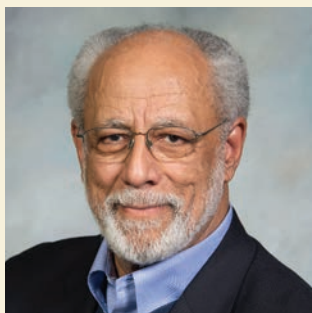
- Employees: **109**
- 2017 revenue: **\$3,455,437**
- Year founded: **1881**

3360 Charlevoix Street
 Detroit, MI 48207
www.franklinwright.org
 (313) 579-1000

Executives & Board of Directors



Monique D. Marks, LMSW
 President and CEO



Rev. Robert O. Dulin, Jr.
 Board Chairman

Rev. Dr. Kenneth Harris
 Vice Chairman

Michael Van Tull
 Vice Chairman

Richard Halsted
 Treasurer

Kimberly Davis
 Secretary

Debra Rush

Missionary Hattie Humphrey

Hon. Teola Hunter

George Nicholson III

Dan Pitera

Judge Kelly Ramsey

Alisha Watkins

Linda Miller-Boswell

Stacie Robinson

Stephanie Julien

Leonard Alford III

Mark Jones

Hali Giessler

What we do

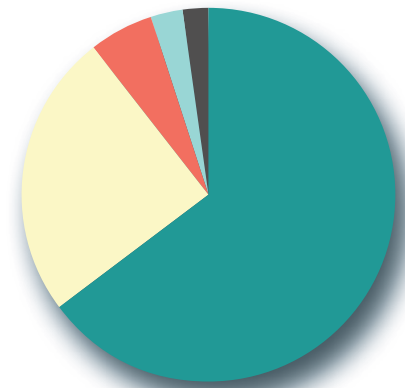
Franklin-Wright Settlements, Inc. (FWS) is a leading Detroit neighborhood human service organization, existing to assist individuals, families and groups – as well as the community as a whole – with basic life, family and social needs.

Since its inception, FWS has adapted to changing landscapes, while adopting and utilizing best practices and achieving maximum program effectiveness.

Its programs include Senior Outreach Services, Youth Mentoring and Development, Recreation, Early Childhood Education, Family Reunification Services, Mentoring and Counseling, Food Assistance and Services resources, along with Supplemental Academic Initiatives.

How you can help

You can help in many ways! To volunteer or donate to Franklin Wright Settlements, contact Deon Mullen at (313) 579-1000 ext. 248.



Top funding sources

- Grants: **64.89%**
- Other: **24.74%**
- Contributions: **5.49%**
- Events: **2.92%**
- Investment income: **1.96%**

Events & fundraising



Monique D. Marks, President and CEO of Franklin Wright Settlements, is photographed with the 2017 Spirit of Giving Gala's honorary co-chairs. Pictured: Dave Meador (vice chairman and chief administrative officer of DTE Energy), Peggy Meador, Atty. Bertram L. Marks, Monique Marks, Mayor Mike Duggan, Lori Maher, Lizann Anderson and Gerry Anderson (President and CEO, DTE Energy).

ANNUAL COLLEGE TOUR – Every year, 45 to 50 southeastern Michigan-based students, aged 12 to 19, travel to colleges across the United States in a span of eight days. As a result of these visits, they have a chance to learn how to apply for college, speak with professors and experience what it is like to be a college student.

BACK TO SCHOOL RALLY – Every August, FWS provides backpacks, filled with all required school supplies, to 300 students, ensuring they begin the school year equipped with the tools they need to succeed.



An Early Start Child Development participant reaches for the stars at a recent field trip to the Detroit Zoo.

ANNUAL SPIRIT OF GIVING GALA – A signature event, this fundraiser recognizes the contributions of community members for their commitment and service to southeastern Michigan. It also raises funds that allow FWS to continue to fulfill its mission. This year's event will feature special musical guest, Alexander Zonjic, and will be held at DTE Energy Headquarters on December 8, 2018.



Once Upon a Time...

Pictured are the children in the Franklin Wright Settlements Early Childhood Program

Please Join Franklin Wright Settlements

for the Spirit of Giving Gala

featuring

Alexander Zonjic & Friends, Serieux (Temptations Tribute Review)

Saturday, December 8, 2018

at the

DTE 1 Energy Plaza



Franklin Wright Settlements, Inc.
Help the child. Preserve the family. Strengthen the community.

Monique D. Marks, *President and CEO*

For more information, contact Deon Mullen
313.579.1000 x248

www.franklinwright.org

MISSION POSSIBLE: Multicultural Philanthropy

A Next Level Conference

November 14 & 15, 2019



“
A new nation is struggling to be born, a multicultural, multiethnic, multifait, egalitarian democracy in which every life and every voice truly matters.
”

— Michelle Alexander, New York Times

For additional information, registration, and sponsorship requests:
www.missionpossibleconference.com | 313.246.9005 | #MP2K19 | [f](#) [@](#) [t](#)

MP2K19

Mission Possible: Multicultural Philanthropy

A Next Level Conference

A changing society has transformed the types of social investments and philanthropic efforts that make our world a more equitable place.

WHO:

World Class Corporate Funders, Foundation Grantmakers, and Philanthropists

+

500 Live Attendees and over 5,000 Livestream Multicultural Non-Profit Leaders, Activists, Students, and Advocates

WHAT:

Showcasing Renowned Speakers on Powerful Platforms of Philanthropic Investment and Impact

**Gender Equity | Reduction of Poverty | Education | Health and Wellness
Social, Racial, and Ethnic Justice | The Safety of Our Generation Z | Arts & Culture**

WOW:

Top Athletic Players and Entertainers in Philanthropy

HOW:

Engagement of:

Over 36 Speakers + Interactive and Informational Philanthropic Sessions

POW:

Unsurpassed Philanthropic: **Access - Knowledge - Insight - Education**

WHEN:

Over 2 Days

November 14 & 15, 2019

+

1 Day Fundraising MasterClass

November 16, 2019

WHERE:

Of Course, Detroit!

“

There is space to dream big in Detroit, to do things that would be impossible almost everywhere else, and this is part of the reason it feels like the most exciting city in America right now.

”

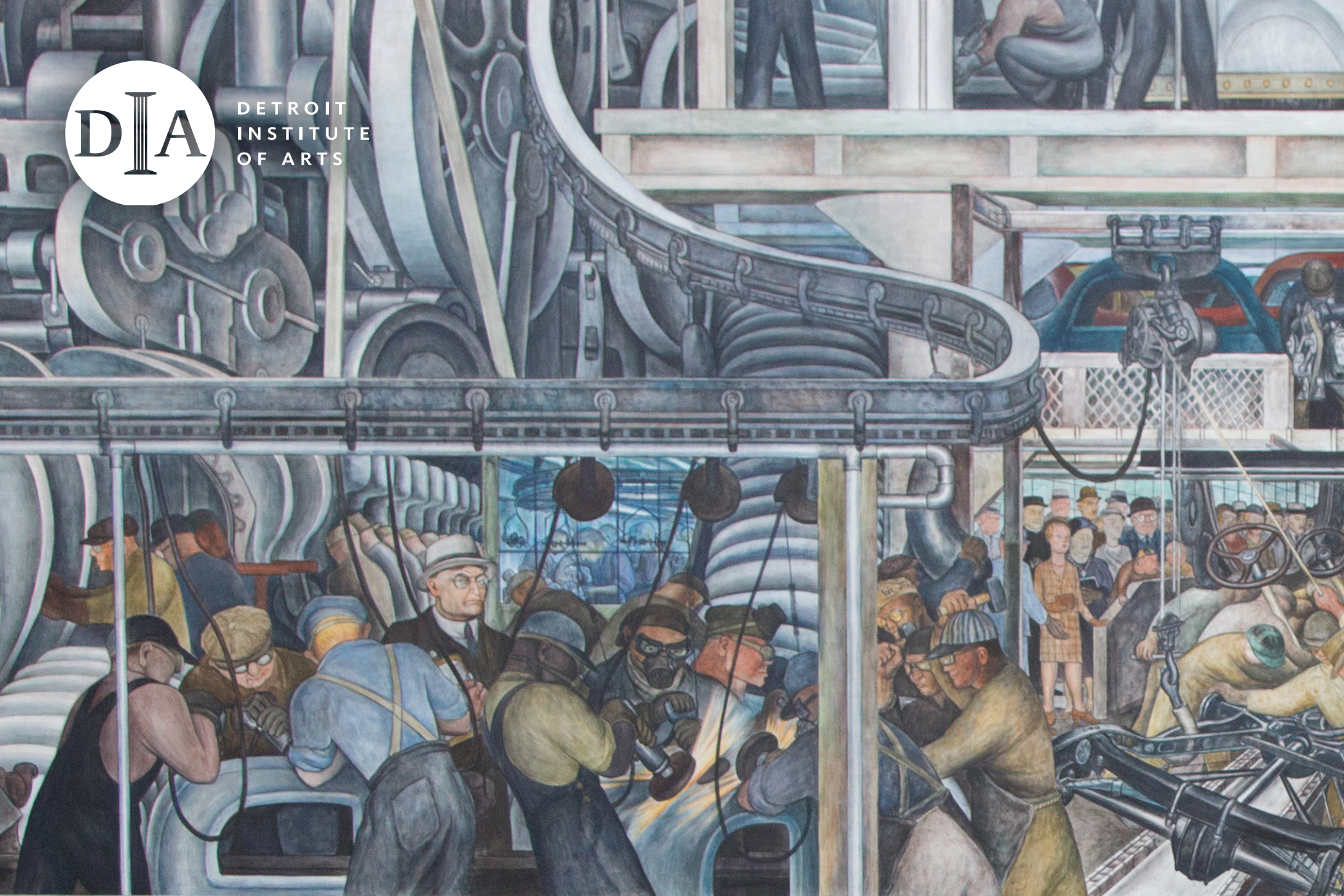
— Reif Larson, New York Times

For additional information, registration, and sponsorship requests:

www.missionpossibleconference.com | 313.246.9005 | #MP2K19 | f @ t



DETROIT
INSTITUTE
OF ARTS



HISTORY YOU CAN'T FIND OTHER PLACES



Field trips spark students' imaginations, encourage discovery and allow students to step outside the familiar to experience a diversity of cultures and perspectives, making school field trips a critical aspect of our mission at the Detroit Institute of Arts.

This year, we welcomed more than 73,500 students and their teachers to our world class museum, the highest number ever. *More than 62,000 of those students were residents of Oakland, Wayne and Macomb counties*, so we also provided them with free bus transportation and free admission for their visit due to your generous support.

The tri-county millage partnership has allowed us to significantly expand our ability to provide free field trips to students. *In fact, before the 2012 millage, the DIA welcomed only around 39,000 students compared to this past fiscal year's record high of 73,500.* Showing young people in our region a wide range of history and culture that can't be found in books, movies or online is a vital part of what we do.

Teachers who work with us say they see the value of field trips firsthand. Growing up, Libby Fortune went on numerous school field trips to the DIA. Those trips made such a lasting impression on her that she eventually became an art teacher in the Anchor Bay School District and has taken thousands of her own students to the DIA over the years:

“Field trips, regardless of what you’re teaching, are important, as they support everything that’s going on in the classroom,” she says. “It’s so important that you give children a real-life experience that supports your instruction, and I can see this firsthand by doing the DIA field trips.”

The DIA and its hardworking employees, teachers and volunteers thank you for making this amazing education partnership possible. To learn more, please visit www.dia.org/community or call 313-833-4005.

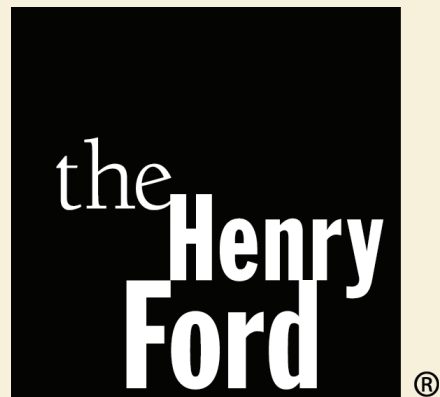


DETROIT INSTITUTE OF ARTS

MUSEUM HOURS

Tuesday-Thursday: 9 a.m. to 4 p.m. Friday: 9 a.m. to 10 p.m.
Saturday & Sunday: 10 a.m. to 5 p.m. Mon: CLOSED

The Henry Ford



Fast facts

- Employees: **1,700**
- 2017 revenue: **\$67,988,000**
- Year founded: **1929**

20900 Oakwood Boulevard
Dearborn, MI 48124-5029
THF.org
(313) 982-6115

Leadership



Patricia E. Mooradian
President and CEO



S. Evan Weiner
Chairman of the Board

Board of Trustees

Gerard M. Anderson
Vice Chairman

Sheila Ford Hamp
Vice Chairman

Lisa A. Payne
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William Clay Ford III

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Eliza Hudson Kontulis

Elizabeth Ford Kontulis

Richard A. Manoogian

Hendrik Meijer

Bruce Meyer

Mark L. Reuss

Hau Thai-Tang

Alessandro F. Uzielli

Amb. Ronald N. Weiser

What we do

Located in Dearborn, Michigan, The Henry Ford fosters inspiration and learning from hands-on encounters with authentic artifacts. It houses the most comprehensive collection anywhere, focused on the sweep of innovation, ingenuity and resourcefulness in America.

Through its unique venues and resources – Henry Ford Museum of American Innovation, Greenfield Village, Ford Rouge Factory Tour, Benson Ford Research Center and Henry Ford Academy, as well as online at thf.org and through the STEM-based, Emmy Award-winning television series *The Henry Ford's Innovation Nation* – The Henry Ford presents the blueprint of how America's greatest ideas stepped into reality, helping learners of all ages unlock their potential and help shape a better future.

In 2018, The Henry Ford advanced its role as a catalyst for change in education with the acquisition of The STEMIE Coalition, a growing affiliation of organizations dedicated to fostering innovation, invention and entrepreneurship at the K-12 level. Through The STEMIE Coalition, The Henry Ford hosts the National Invention Convention and Entrepreneurship Expo and makes innovation learning curriculum accessible to educators and students worldwide.

The Henry Ford is the place where you discover your potential through America's history of innovation.

How you can help

Help us build an unprecedented tool for unlocking the most powerful resource on earth: the next generation.

At The Henry Ford, we believe every child has the potential to change the world and deserves the opportunity to reach beyond themselves so they can aspire to be the next great innovator, inventor or entrepreneur.

THE INNOVATION PROJECT

Social, economic, racial, gender and political barriers stand in the way of too many students and learners reaching their fullest potential. The Henry Ford is embarking upon a comprehensive campaign, The Innovation Project, to build digital and experiential

learning tools, programs and initiatives to advance innovation, invention and entrepreneurship for all. We are dedicated to ensuring that every child has access and exposure to The Henry Ford's collections and resources, near and far, to inspire, empower, encourage and motivate children to become agents of discovery and change in their own lives and communities.

With the help of like-minded partners and supporters, we can collectively help shape a better future by equipping the next generation of creative thinkers and problem solvers with the knowledge, interests and habits of mind to be the entrepreneurs and inventors our country depends upon.

**The Henry Ford did not provide a breakout of revenue sources.*

Your gifts in action



NICEE participants are photographed with, from left in front, Patricia E. Mooradian (The Henry Ford), Mo Rocca (Innovation Nation) and Danny Briere (The STEMIE Coalition).

This year, we hosted the first-ever Michigan Invention Convention, as well as the annual National Invention Convention and Entrepreneurship Expo, in partnership with The STEMIE Coalition. Over 1,400 students, family members and teachers immersed themselves in students' entrepreneurial inventions and ideas. We plan to build on these invention competitions for years to come.

Over the next five years, we will focus on four key priorities that will strengthen our mission and help us reach our goals of sustainability, relevance, national awareness and community impact. We will make **Henry Ford Museum of American Innovation** a re-energized hub of activity, bringing the ideas of innovation past forward so they can be prevalent and self-evident to all who visit. We will **Activate Innovation** through our inspirational collections and venues.

We will increase **Digital Access** of our resources online and expand **Accessibility and Inclusion** efforts on-site. Our goal is to reach 1 million students through school field trips, transform 36,000 students and teachers with our innovative STEM-based curriculum, and reach 400 million viewers in 60 countries through our Emmy Award-winning television series, *The Henry Ford's Innovation Nation*.

In the near future, right here in Michigan, we will provide free field trips for over 40,000 fourth- and fifth-graders in the Detroit Public Schools Community District and focus on 15,000 seventh-graders in the district who will learn from our digital curriculum and our team of educators.

This is only a snapshot of the impact we can have with the dedicated support of our local, regional and national friends and donors.



As a bright and vibrant fourth-grader, Ishani has been inspired by several experiences at The Henry Ford, including the opportunity to participate in the 2018 Michigan Invention Convention started by the institution. Here she debuted her invention, the Mochi Ka (Cobbler's) Boot, as a solution to a snow boot's inability to accommodate AFO (ankle-foot orthosis) leg braces.

INSIDE EVERY CHILD IS THE POTENTIAL TO CHANGE THE WORLD

The Henry Ford sees the potential in every student we welcome through our doors and support through our programs. We see their promise. We share their dreams. We call them the Innovation Generation. Some will change the world. Others will make their communities a better place. Ultimately, we believe every child should have the opportunity to achieve their potential. Help us build an unprecedented tool for unlocking the most powerful resource on earth: the next generation.

Welcome to The Innovation Project. **Join us.**



THE INNOVATION PROJECT

THEINNOVATIONPROJECT.ORG

ILITCH

C O M P A N I E S

PROUD TO GIVE BACK TO OUR COMMUNITY



4,000+ VOLUNTEERS
FROM ILITCH COMPANIES



67,000+ YOUTH
IMPACTED LAST SEASON



25,000+ ITEMS
DONATED
BASEBALL EQUIPMENT



\$190 MILLION IN GRANTS AND GIVING SINCE 2000



13,000+ YOUTH
BEING DEVELOPED



100+ VETERANS
MADE BUSINESS OWNERS



3 MILLION+ SERVED
OVER THIRTY YEARS



SUPPORTING THE HEART



OF OUR COMMUNITY

Who we are

ILITCH CHARITIES

Ilitch Charities is a 501(c)(3) nonprofit organization that invests in the community's future by supporting innovative, collaborative and measurable programs in the areas of community development, human services, education and recreation through contributions from the Ilitch companies, their colleagues and the generosity of others. Ilitch Charities shows its heart by raising funds for organizations in need, partnering with other Ilitch companies' charitable efforts and encouraging employees to volunteer in the community.



DETROIT RED WINGS

Hockeytown Cares serves as the Detroit Red Wings' official platform to create positive change across Michigan. In partnership with fans, key stakeholders and colleagues, the team leverages the power of hockey to provide innovative support focused on community investment and youth development. As part of *Hockeytown Cares*, the Detroit Red Wings Foundation continues to raise funds and resources in support of the growth of hockey within our community. The Red Wings organization was proud to represent more than \$2.2 million in combined community support during the 2017-18 season.



DETROIT TIGERS

The Detroit Tigers Foundation, an affiliate of Ilitch Charities, is committed to supporting the greater Detroit community through the game of baseball. With a focus on youth, education and recreation, the award-winning Foundation aids in the development and funding of innovative programs that reach Tigers fans and promote the good citizenship embodied in the storied history of the Detroit Tigers. Since its inception, the Foundation has awarded over \$22 million in grants, Tigers tickets and college scholarships. For more information, please visit DetroitTigersFoundation.com.



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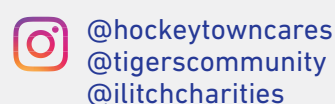
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TIM PADGETT
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Signature Annual Events



IlitchCharities.org • DetroitRedWings.com/Foundation • DetroitTigersFoundation.com • IlitchCompanies.com

*"Some people say that
kindness is a weakness.
Don't listen to them.
Kindness is the greatest
strength we have."*

—Mike Ilitch

Judson Center



Judson Center

Helping those in need succeed

Fast facts

- Employees: **477**
- 2017 revenue: **\$18,910,902**
- Year founded: **1924**

4410 West 13 Mile Road
Royal Oak, MI 48073
www.judsoncenter.org
(248) 549-4339

Leadership



Lenora Hardy-Foster
President and CEO



Richard D. DiBartolomeo
Chair, Board of Trustees

Executives

Lenora Hardy-Foster
President and CEO

Betsy Reich
CDO

Susan Salhaney
COO

Gary Mallia
CIO

Mary Ann Gingrich
CFO

Executive Committee Members, Board of Trustees

Richard D. DiBartolomeo
Chair, Board of Trustees;
Partner, B2B CFO

Steven F. Ebben
President, Legacy Medical
Group

Tricia Ruby
Vice Chair, Board of Trustees;
President and CEO, Ruby +
Associates, Inc.

Peter J. Farago
President, Farago &
Associates LLC

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Trustees; Partner,
PricewaterhouseCoopers,
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Altair Engineering, Inc.

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President, Michigan Middle
Market, JP Morgan Chase

Bernd Ronnisch
President, Ronnisch
Construction Group

Khadija Walker-Fobbs
Executive Director, The New
Foster Care

What we do

Since 1924, Judson Center has been a leader in human services. We work with communities to help children, families and adults live successful and healthier lives. Our core services include: Autism Connections, Behavioral Health Services, Child & Family Services and Disability Services. Located in five counties and serving nearly 9,000 individuals and families annually, we remain responsive to the needs of the community and provide a shared continuum of our care.

Autism Connections: We are dedicated to helping individuals impacted by Autism Spectrum Disorders and their families so that they may lead purposeful and fulfilling lives. We provide: Applied Behavior Analysis Therapy, Counseling, Sibshops, Summer Programs and Social Groups, and help individuals transition in schools and develop independent living and pre-vocational skills.

Behavioral Health Services: We hold the fundamental belief that individuals and families affected by mental, behavioral and emotional disorders can live productive and rewarding lives, and deserve high-quality treatment in an environment free of stigma and judgment.

We provide: Outpatient Therapy, In-Home Therapy, Case Management, Peer Support and Psychiatric Services.

Child & Family Services: We restore lives and change fates of children by providing them with the opportunities to live in a safe environment, fully participate in a family life that is supportive and nurturing, and provide a place to grow so they can successfully transition into adulthood. We provide: Families First, Families Together Building Solutions, Foster Care, Treatment Foster Care, Family Reunification Program, Building Community Partnerships, Mentoring, Adoption, Michigan Adoption Resource Exchange, Adoptive and Foster Parent Recruitment and Retention, Adoption Resource Consultants, Post Adoption Resource Center and Early Head Start.

Disability Services: We are committed to ensuring that individuals with disabilities have the services and supports needed to lead inclusive lives where they enjoy the dignity of work, have meaningful relationships with their neighbors and families, and are vital members of their community. We provide: Vocational Services and Respite Care.

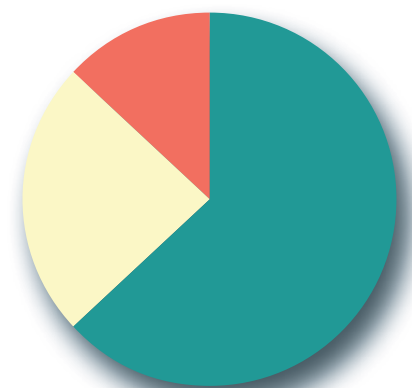
How you can help

Judson Center hosts two annual signature events, the Judson Center Gala and Corporate Golf Challenge. We are also the proud beneficiary of the North American International Auto Show Charity Preview.

GALA – The Judson Center Gala will take place on Saturday, November 3 at the MGM Grand Detroit. This year's theme is the REWIND Gala, a 35th anniversary celebration of this signature event. Through sponsorship, ticket and auction lot purchases, guests will enjoy an evening of 'total awesomeness' as we rewind to 1983, all while giving back to our community and supporting programs that impact the lives of nearly 9,000 children and families.

GOLF CHALLENGE – Judson Center's annual Corporate Golf Challenge will be hosted in July 2019. Now in its 27th year, the Corporate Golf Challenge is known for its competitive, fun nature on the green, while also raising the 'green' to help children and families in our care. For the 2019 date and location, please visit our website this fall.

CHARITY PREVIEW – Judson Center is a proud North American International Auto Show Charity Preview Recipient – "Working as one for the youth of Michigan." The 2019 Charity Preview will be held on Friday, January 19th at Cobo Center in Detroit. For more information about these events and other sponsorship/involvement opportunities, please contact Nick Papadas at nick_papadas@judsoncenter.org or (248) 554-6361. You may also visit www.judsoncenter.org.



Top funding sources

- Grants and government: **63.1%**
- Other: **24.1%**
- Public contributions: **12.8%**

Events & fundraising



Judson Center Board Members and supporters enjoyed an evening of heart, mission and rock 'n' roll at the 2017 Judson Center 'Rock' Gala.

Be a part of our Community of Caring! There are many ways to get involved at Judson Center. Whether donating to Judson Center, joining us at an event, organizing a drive, volunteering, advocating or becoming a community partner, you can make a lasting impact on children and families in our shared community.

GIVE

A philanthropic gift today will last more than a moment of time; it is life changing for the people we serve. Gifts provide the necessary operating support that allows us to continue our mission in improving lives and creating a strong, productive



Each year, Barton Malow Company employees dedicate one week to volunteer activities throughout the communities in which the company does business. Judson Center is fortunate to have them return year after year to serve and improve our Royal Oak campus.

community. For more information, please contact Kelly Kinnear at kelly_kinnear@judsoncenter.org or (248) 837-2030. You may also visit www.judsoncenter.org.

VOLUNTEER

There are many ways you can volunteer your time and talents at Judson Center. We welcome individuals and groups and have many opportunities available throughout the year. For further information, please contact Peggy Kerr at peggy_kerr@judsoncenter.org or (248) 837-2019, or visit www.judsoncenter.org.

COMMITMENT TO COMMUNITY.

Working together to help children and families reach their greatest potential.



Judson Center

AUTISM CONNECTIONS

BEHAVIORAL HEALTH SERVICES

CHILD & FAMILY SERVICES

DISABILITY SERVICES

For more information on our Autism Connections programs,
contact 248.837.2047.



www.judsoncenter.org

Mercy Education Project



Fast facts

- Employees: **15**
- 2017 revenue: **\$1,037,865**
- Year founded: **1992**

1450 Howard Street
Detroit, MI 48216
www.mercyed.net
(313) 963-5881

Leadership



Kathryn Tanner
Executive Director

Board of Directors

Denise Starr
Board President; Director of Human Resources, City of Detroit

Sharon Pfeuffer
Board Vice President; Director of Strategy and Development, DTE Energy

Robert Bowen
Board Treasurer; Vice President and CFO, Detroit Institute of Arts

Antoinette Green
Board Secretary; Trinity Health (Retired)

Cheryl Adams Davis
Marketing Representative/Accounts Manager, Strategic Staffing Solutions

Margaret Cooney Casey
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LaVon Edwards
Community Member

Myrna E. Fernandez-Lynch
Vice President, Comerica Bank

Mary Ellen Howard, RSM
Cabrini Clinic (Retired)

Debora Murray
CCO, Henry Ford Health System

Dave Parr
All State Insurance (Retired)

David Spivey
President and CEO, St. Mary Mercy Hospital

Terri Tahnoose
Vice President of Global Product Marketing, Lear Corporation

Rita Marie Valade, RSM
Mission Advancement Consultant, Mercy Support

Staff

Kathryn Tanner
Executive Director

Rosanne Plasky
Director of Educational Services

Nicole Meunier
Development and Events Coordinator

What we do

For 27 years, Mercy Education Project (MEP) has annually opened doors for 250 to 300 women and girls who are striving to achieve educational success.

Our mission to further empower women and girls, who are living in poverty in Southwest Detroit, assures that each female student receives intensive individualized instruction/tutoring, tools for self-growth and resources, such as transportation and assistance with child care so they can access MEP programs.

While a high school diploma or GED are the short-term goal for our students, a rewarding career – one that provides family sustaining wages – is the long-term goal. Therefore, MEP invests in helping students map out a clear path to success beyond their time with us.

In 2018 MEP proudly graduated 16 women with their GEDs and again sent 100 percent of our high school seniors off to college! Our girls' educational programs include: After-School & Saturday

tutoring; a two-week summer STEM camp, *Emerging Leaders*; Robotics; College Ready programs and Family Nights. Meanwhile, MEP's women's programs specialize in adult basic education, GED Prep and College & Workforce Development Programming.

One high school senior in last year's girls' program told us, "I appreciate everything, from ensuring we have school supplies, to helping us find the college that is the right fit for us. I have experienced the many different ways that MEP supports and encourages us girls to keep going and to reach for our dreams." This student will be attending a college of her choosing in the fall of 2019.

For so many MEP women, our program means a fresh start at life. One MEP GED graduate now has a clear path for her success in the medical field, stating, "I will now use my GED to continue my college education, obtain my degree and become a powerful, big spirited and successful woman. Life has only begun!"

How you can help

MEP can't do this without you! We invite you to become a part of our community and open a door for the girls and women of Southwest Detroit.

TUTOR

MEP is always looking for enthusiastic volunteer tutors to help guide our students. A weekly commitment to either one after-school evening or Saturday opportunity to work with 2nd through 12th grade girls, or weekday options to tutor women could change the lives of so many who attend our programs. For more information on how you can get involved, please contact Karen Boyd at kboyd@mercyed.net.

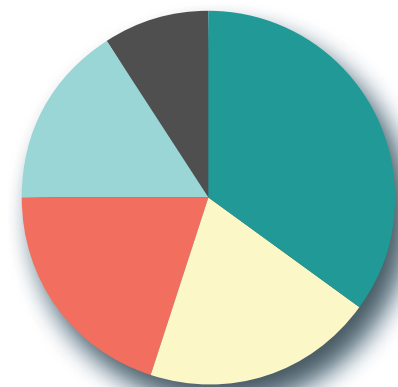
CORPORATE GIVING

MEP loves to partner with our local business friends to make a difference in Detroit. From events and program sponsorship opportunities, to choosing MEP as your charity of the year or your Casual Friday program beneficiary, MEP wants your company to play an important role in helping us take education to the next level with our students. Please contact Kathryn Tanner at ktanner@mercyed.net to show your support today.

GIVE A GIFT

All of MEP's programs depend on the generosity of this community. Please consider joining our team of donors by providing a monetary gift.

Individual contributions can be in the form of one-time, recurring, major gifts, planned giving or an IRA charitable rollover. For more information on how to support these wonderful women and girls, please contact Kathryn Tanner at ktanner@mercyed.net.



Top funding sources

- Events: **35%**
- Government grants: **20%**
- Non-governmental grants: **20%**
- Contributions: **16%**
- Sisters of Mercy: **9%**

Events & fundraising



The 2018 Annual Doorway Dinner occurred at The Henry in Dearborn. Over 400 guests gathered to celebrate and support MEP's important work.

DOORWAY TO THE FUTURE DINNER – Our annual spring event celebrates our mission of opening doors of opportunity for women and girls in Detroit. MEP serves hundreds of girls and women every year as they strive to achieve academic excellence and live healthy lifestyles. This event showcases and commends their hard work. Last year Doorway raised \$300,000 toward MEP's mission, thanks to the generosity of our donor community.



MEP Emerging Leaders STEM Summer Camp visited Plante Moran's Detroit office for an on-site financial training, along with first-hand exposure to the field of accounting. MEP partners with several local companies every year on various projects and events to further our students' personal growth.

COME CELEBRATE WITH MEP – Outside of our annual Doorway Dinner, MEP hosts various unique, mid-size fundraisers and community building events, while also providing support for 3rd party events held by our supporters.

For the most recent information on our smaller events, please follow us on social media. To get creative and have fun with your friends, family and colleagues by hosting your own third-party event, please contact Nicole Meunier at nmeunier@mercyed.net.

We're proud to support the Mercy Education Project's mission that ensures a future of unlimited opportunities for young girls and women through tutoring and educational programs. We thank you for making a difference, nurturing courage and restoring hope.

Providing hope for a brighter future

Michigan Science Center



Fast facts

- Employees: **34**
- 2017 revenue: **\$4,758,846**
- Year founded: **2012**

5020 John R Street
Detroit, MI 48202

www.Mi-Sci.org
(313) 577-8400

Leadership



Thomas G. Stephens
Chairman of the Board



John Anderson
Interim President and CEO

John Anderson
Interim President and CEO

Cassie Byrd
Chief Learning Officer

Lisa Reynolds
Vice President of Marketing
and Audience Development

Trish DeWald
Fundraising Strategic
Advisor

Tom Stephens
Chairman of the Board

What we do

MISSION

The mission of the Michigan Science Center (MiSci) is to inspire curious minds of all ages to discover, explore and appreciate science, technology, engineering and math (STEM) in a creative, dynamic learning environment.

VISION

The vision of the MiSci is to empower and enrich all children and all communities with STEM.

How you can help

VOLUNTEER

We look for volunteers to conduct education programs for our guests, work behind the scenes in the office, create a memorable experience at special events and much more. We welcome volunteer groups and individuals in a variety of ways.

BECOME A MEMBER

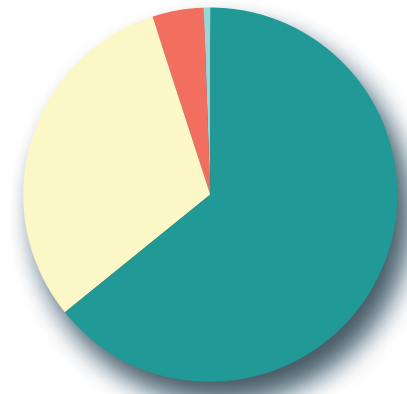
Enjoy free general admission for one year, plus free or discounted films, shows and special exhibits, invites to exclusive events, access to 250+ science centers around the world and more, while supporting the MiSci and its mission.

REGISTER AS A ROLE MODEL

Help the MiSci spark and maintain an interest in STEM in elementary and middle school girls with The STEMInista Project. Profiles and photos of role models are featured on www.Mi-Sci.org. For those looking to be more involved, additional opportunities to engage with program participants are available.

DONATE

Become an essential element of building tomorrow's science, technology, engineering and math (STEM) leaders – today!



Top funding sources

- Foundation and grants: **64.2%**
- Admissions, outreach, events and other: **30.8%**
- Membership: **4.6%**
- Other: **0.4%**

Events & fundraising



Michigan Science Center guests enjoy the museum at the Annual Gala.

ANNUAL GALA – The Annual Gala is the MiSci's largest fundraiser held each May. The proceeds from this event directly benefit visitors by contributing to the Science Center's efforts to create engaging experiences that produce those "aha!" moments that will launch Michigan's next generation of engineers, scientists and innovators, regardless of their means.

This invitation-only event gives the Science Center an opportunity to highlight a STEM celebrity, while also providing excellent networking opportunities with top executives from Detroit's leading corporations – as more than 600 people from various industries, including



After Dark guests spend the evening playing vintage video games.

automotive, healthcare, energy, advanced technology, academia and government, will be attending.

AFTER DARK – Adults from across southeast Michigan are spending their third Thursdays at After Dark, the MiSci's monthly happy hour for people aged 21 and older. Featuring exciting science programming, this series was called "the thinking person's happy hour" by *Model D*.

NIGHT AT THE MUSEUM – A Night at the Museum is an annual family-friendly, evening event that's held the third Saturday in October. Guests enjoy hands-on activities, demonstrations and performances.



Curiosity. Wonder. Discovery. Surprise.

What's **YOUR** Element?

Explore hands-on exhibits, gaze at the stars, journey to space, and take part in live stage shows. As Michigan's STEM Hub, we aspire to become a premier institution for informal science, technology, engineering, and math learning experiences in the state.



www.Mi-Sci.org

 [MI.Science.Center](https://www.facebook.com/MI.Science.Center)

 [mi_sci](https://twitter.com/mi_sci)

 [mi_sci](https://www.instagram.com/mi_sci)

The Michigan Science Center is a 501(c)(3) Nonprofit organization.

National Kidney Foundation of Michigan



National Kidney Foundation®
of Michigan

Fast facts

- Employees: **78**
- 2017 revenue: **\$8,139,000**
- Year founded: **1955**

1169 Oak Valley Drive
Ann Arbor, MI 48108
www.nkfm.org
(734) 222-9800

Leadership



Linda Smith-Wheelock
President and CEO



Daniel Carney
President and CEO Emeritus

Charlene Cole
Vice President

Lisa Schutz Jelic
Director of Development

John Magee, M.D.
Chairman, Board of Directors; Professor of Surgery and Director, University of Michigan Transplant Center, Michigan Medicine

David Shepherd
Vice Chairman, Board of Directors; Vice President, Greenfield Health Systems

Jin-Kyu Koh
Immediate Past Chair, Board of Directors; Office Managing Member, Dykema

Mark Wilson
Secretary, Board of Directors; Practice Group Chair - Health Care, Dickinson Wright

Andrew Hopper
Treasurer, Board of Directors; Investment Manager, MFO Management

Silas Norman, M.D., M.P.H.
Chairman of the Scientific Advisory Board; Associate Professor, University of Michigan Transplant Center, Michigan Medicine

What we do

The mission of the National Kidney Foundation of Michigan (NKFM) is to prevent kidney disease and improve the quality of life for those living with it. Because 70 percent of kidney disease can be prevented, we must also focus on the causes of kidney disease – obesity, diabetes and hypertension – to help people avoid it.

So while it's true that we are fighting kidney disease, it's not a single disease fight. Hence, we have a broad array of programs which are focused on addressing these health conditions to get at the "root" of the problem. Our evidence-based programs range from early childhood development programs focused on nutrition and physical activity, to chronic disease prevention and management workshops for adults in their communities. Over the last 63 years of serving the people of Michigan, we've seen the power of prevention and it's our top priority.

The NKFM has received a 4-star rating from Charity Navigator, the nation's leading charity evaluator, 11 years in a row. Our Charity Navigator rating of 95.85 percent is based on our financial health, accountability and transparency, which puts us in the top one percent of charities in the nation. Ninety cents of every dollar directly benefits our programs and patient services, which allows us to dive deeper into communities to make a personal, life-changing impact.

Kidney disease is reaching epidemic levels in Michigan – one in nine Michigan adults have kidney disease, and most don't know it. Ending this public health crisis cannot be accomplished solely by any one organization. We are grateful for our relationships with community organizations, corporations, health care providers and state and local governments that support our mission, and will continue building relationships to create a healthier tomorrow for Michigan.

How you can help

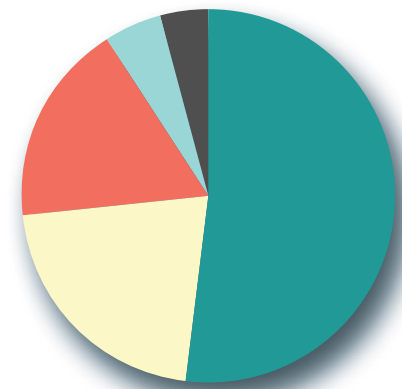
PARTNER

The NKFM is a premier provider of evidence-based programs. We're able to serve the people of Michigan with the help of partner organizations and corporations. The Diabetes Prevention Program, a program designed by the CDC to prevent type 2 diabetes, is one of many that we offer.

By partnering with us to provide wellness programs in your organization's worksite, you'll be creating a healthier and more productive workplace. Let's work together to prevent kidney disease in metro Detroit! To learn more, contact Charlene Cole at ccole@nkfm.org.

GIVE

A gift to the NKFM is an investment in a healthier Michigan. Over 900,000 people in Michigan have chronic kidney disease. Your generosity enables us to support kidney disease patients through our Emergency Fund; send children with kidney disease to our Kids Camp for a week; educate school-age children about nutrition and physical activity; and provide evidence-based workshops to adults to improve their quality of life and prevent kidney disease. Visit www.nkfm.org/giving or contact Kathy McGrath at kmcgrath@nkfm.org to learn more.



Top funding sources

- Grants: **52%**
- Public support: **21.4%**
- Special events: **17.6%**
- Investment income: **4.9%**
- Program fees: **4.1%**

Events & fundraising



Thousands of walkers stepped up in the fight against kidney disease at the 2018 Kidney Walk at the Detroit Zoo.

KIDNEY WALK AT THE DETROIT ZOO –

By participating in the Kidney Walk at the Detroit Zoo on Sunday, May 19, 2019, you'll be raising awareness about prevention and treatment of kidney disease with thousands of families and business leaders from across metro Detroit. Since 1996, more than 76,000 walkers have participated in the Kidney Walk at the Detroit Zoo, raising over \$6 million to support our life-changing programs and services. For information about becoming a sponsor or creating a team, visit www.nkfm.org/walks.



Guests at the 2017 Kidney Ball enjoy the auction and the festivities. The event raised more than \$600,000 to benefit the NKFM's programs and services.

KIDNEY BALL – On Saturday, December 1, 2018, more than 500 prominent business, medical and philanthropic leaders will gather at Westin Book Cadillac Detroit for the "most fun charity event in Metro Detroit!" Attendees will be celebrating a successful year, while also looking forward to all the outstanding work to come in 2019, with the goal of raising \$600,000 by the end of the evening. To purchase tickets, visit www.nkfm.org/kidneyball.

LIVE HEALTHY NOW. ENJOY LIFE'S SPECIAL MOMENTS.

Living a healthy lifestyle can help you enjoy all of life's special moments. Since 70% of kidney disease is preventable, the National Kidney Foundation of Michigan offers programs to everyone from kids to seniors teaching healthy lifestyle habits to prevent kidney disease and improve the quality of life for those living with the disease.

Take the steps toward a healthier life by visiting www.nkfm.org to see what programs and events the National Kidney Foundation of Michigan is offering in your community. It's time to move forward and experience the power of prevention.



National
Kidney
Foundation®

of
Michigan

PHONE 800.482.1455
www.nkfm.org



Only 1% of charities receive 4 stars from
Charity Navigator 11 years in a row.

National Veteran Business Development Council



Fast facts

- Employees: **2 full-time and 8 part-time, contract employees**
- 2017 revenue: **\$300,000**
- Year founded: **2014**

325 East Crescent Lane
Detroit, MI 48207
www.nvbdc.org
888-CERTIFIED

Leadership



Keith King
President



Brigadier General Richard S. Miller
Vice President

Officers

Keith King
President

Brigadier General Richard S. Miller
Vice President

Darrol Brown
2nd Vice President

Charles Brown
Treasurer

John Oleson
Secretary

Board of Directors

Steve Charles

Greg Hacias

General Bruce MacDonald

John Taylor

Advisory Board

Jim Cowper

Ellen Duckman

Link Howard

Bruce Legge

Bill Matravers

Robert Middleton

Bill Nelson

Matt Sherwood

Brenda Smith

Annette Stevenson

What we do

The National Veteran Business Development Council (NVBDC) is a nonprofit, 501(c)3 organization dedicated to serving military veterans through the advancement of business opportunities, along with access to corporations for veteran and service-disabled veteran business owners. It was created for those who elect to pursue the hopes embodied in The American Dream of owning and operating a business in the free markets they have protected through their military service.

NVBDC offers America's veteran business owners and America's corporations a forum in which they can meet and engage in mutually beneficial commerce. In addition,

it acts as the certification body for Veteran Owned Businesses (VOBs) and Service Disabled Veteran Owned Businesses (SDVOBs) of all sizes to ensure that credible documentation appropriately reflects a business's Veteran status, ownership and control.

In particular, NVBDC certifies the validity of VOB or SDVOB businesses that are seeking opportunity in the Supplier Diversity initiatives that are available to veteran-owned businesses. Through introductions and opportunity developments, the NVBDC assists corporate America in its commendable efforts to reach its spend commitments to 'Those who have served.'

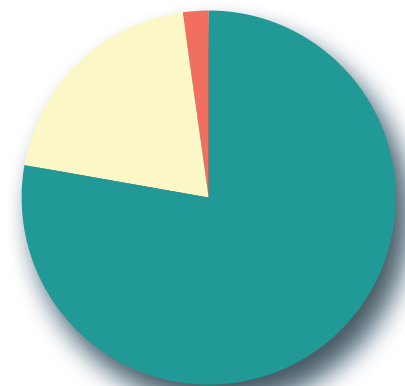
How you can help

VOLUNTEER

NVBDC is seeking board members and advisory board members, as well as qualified professionals to participate in our working committees. Other volunteer opportunities include assistance at events, training and education for veteran business owners, fundraising and interaction with corporate diversity representatives.

DONATE

We are looking for small denomination gift cards, or other incentives that can be used as giveaways at our events, as well as the events we attend. Other useful donations include printing services, event displays or promotional items.



Top funding sources

- Corporate sponsorships: **78%**
- Veteran certifications: **20%**
- Donations: **2%**

Events & fundraising



NVBDC's 2018 National Veteran Business Matchmaker (held in Detroit) was a full house, featuring exciting education sessions and a full day of matchmaking for the nation's veteran business owners. The event was met with rave reviews, such as "the best matchmaking event ever." 2019 promises to be more of the same!



Fellow veteran Steadman Graham gave a dynamic presentation on identity leadership at NVBDC's Doing Business with the Federal Reserve Bank and Private Industry in Chicago on July 18, 2018. Dual education tracks, along with high energy networking, made the day a resounding success.

- 1.) NVBDC National Veteran Business Matchmaker and Vets Night Out, September 10-11, 2018, Detroit, MI
- 2.) NVBDC Northeast Veteran Business Development Conference, November 7, 2018, Brooklyn, NY
- 3.) 4th annual Doing Business with The Federal Reserve Bank and Private Industry, July 18, 2019, Chicago, IL
- 4.) NVBDC Doing Business with the Federal Reserve and Private Industry, July 18, 2019, Chicago, IL
- 5.) NVBDC Southeast Veteran Business Summit, September 18, 2019, Savannah, GA
- 6.) NVBDC National Veteran Business Matchmaker, November 6-7, 2019, Location TB

NVBDC WANTS TO OFFER YOU THE TYPE OF JOB YOU HAD IN THE MILITARY: Crazy long hours with very low pay!



Just kidding, we really only need a few hours per month (and we hope you will volunteer). We have built a national veteran business certification program and need help to continue our growth.



WHAT WE NEED:

- ★ **Senior Leadership:** If you have corporate C-suite experience and are a Veteran, we want to talk to you about board membership.
- ★ **Junior Leadership:** We have open seats on our Advisory Board, a great place to start, learn what we do, and contribute to our future.
- ★ **Subject Matter Experts:** If you have expertise in finance, real estate, IT, program management, fund raising, social media, event planning, marketing, entrepreneurship, or knowledge of Supplier Diversity best practices, we would like to talk to you. We have several committees to fill and need your input.
- ★ **People with heart,** those that truly care about helping our Veterans succeed and willing to donate their time. Your idea may be the one that makes the difference in a Veteran's future.

To respond to this request for help:
please contact Executive Assistant, Amy Applewhite
at aapplewhite@nvbdc.org or call 888-CERTIFIED.

FIND US. LIKE US. FOLLOW US. JOIN US.



The Nature Conservancy



Fast facts

- Employees: **3,500 globally;**
60 in Michigan
- 2017 revenue: **\$13,765,159**
- Year founded: **1951**

101 East César E. Chávez Avenue
Lansing, MI 48906
www.nature.org/michigan
(517) 316-0300

Leadership



Helen Taylor
State Director



Pete Walters
Chair, Board of Directors

Board of Directors

Pete Walters
Chair; Former Chairman, Guardian Industries Corporation (Retired)

Robert L. Anthony
Treasurer; Senior Partner, PricewaterhouseCoopers, LLP (Retired)

Gerard M. Anderson
Chairman and CEO, DTE Energy

Linda Blair Apsey
President and CEO, ITC Holdings Corp.

Essel W. Bailey Jr.
Managing Director, Alpha Capital Inc., and President, Orion Care Services, LLC

Terry A. Barclay
President and CEO, Inforum

David W. Barfield
CEO, Impellam Group, North America

Dylan T. Brewer, Ph.D.
Candidate, Economics, Michigan State University

Thomas B. Cook
Executive Director, Cook Family Foundation

Stephen B. Dobson
CEO, Dobson-McOmber Agency, Inc. (Retired)

Mary F. Draves
Global Director, Environmental Remediation, Environmental Technology Center and Environmental Operations Assets, The Dow Chemical Company

Kent B. Herrick
Executive Director, Herrick Foundation

Paul C. Hillegonds
CEO, Michigan Health Endowment Fund

James D. Lammers
President, Dart Container Corporation

Tracy Ann Melvin, Ph.D.
Candidate, Fisheries and Wildlife; Ecology, Evolutionary Biology and Behavior, Michigan State University

James M. Nicholson
Governance Chair; Co-Chairman, PVS Chemicals, Inc.

Stephen R. Polk
Vice Chair; President and CEO, Highgate, LLC

Philip H. Power
President, The Center for Michigan

Milton W. Rohwer
Former President, Frey Foundation

Joan B. Rose, Ph.D.
Homer Nowlin Chair in Water Research, Professor, Michigan State University

Kelly Rossman-McKinney
Candidate, Michigan State Senate

Lloyd A. Semple
Dean Emeritus, University of Detroit Mercy School of Law

Vivian Day Stroh
Civic Leader

Robert R. Tisch
Former President and Founder, Tisch Investment Advisory, Inc. (Retired)

Barbara Van Dusen
Civic Leader

Peter S. Walters
Chair; Former Chairman, Guardian Industries Corporation (Retired)

William A. Zehnder
President, Frankenmuth Bavarian Inn

What we do

Founded in 1951, The Nature Conservancy (TNC) is a global conservation organization dedicated to conserving the lands and waters on which all life depends. Guided by science, we create innovative, on-the-ground solutions to our world's toughest challenges so that nature and people can thrive together.

We are tackling climate change, conserving lands, waters and oceans at unprecedented scale, providing food and water sustainability and helping make cities more sustainable.

Working in 72 countries, including all 50 United States, we use a collaborative approach that engages

local communities, governments, the private sector and other partners.

In Michigan, our global priorities drive us to focus locally on assuring healthy waters, resilient forests and thriving coasts for the benefit of nature and people.

Our work on the ground includes partnering with agriculture to keep productive nutrients and soil on the land and out of the water, improving forest management in response to a changing climate, protecting our unique natural resources and creating green infrastructure in cities such as Detroit.

How you can help

We can't save nature without you. There are many ways to support our conservation work in Michigan:

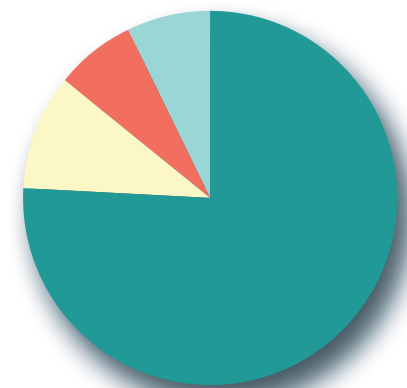
GIVE

Become a member by giving online today at www.nature.org. You'll receive a subscription to *Nature Conservancy*, our global magazine, and *Field Notes from Michigan*, our state newsletter.

CONNECT WITH US

facebook.com/TNCMichigan
twitter.com/nature_mi
instagram.com/nature_mi

To learn more about us, our network of preserves and our conservation strategies, visit www.nature.org/michigan.



Top funding sources

- Foundations, corporations and individuals: **76%**
- Investment income: **10%**
- Government grants and contracts: **7%**
- Other: **7%**

Events & fundraising



Audiences love learning by listening to science and conservation experts at TNC's Conservation Café series, held in the fall and spring at locations like the Ann Arbor City Club (seen here).

TNC offers a variety of free public events throughout the year. We also own a number of preserves across the state that anyone can visit to connect with nature.

CONSERVATION CAFÉS – Our popular Conservation Café series in the spring and fall offers a lunchtime lecture where guests learn about our science and strategies. For upcoming dates, visit www.nature.org/michigan.



Guests explore the Nan Weston Nature Preserve at Sharon Hollow during a springtime guided hike.

FIELD EXPERIENCES – Periodically, we offer guided field experiences that, provide an opportunity to learn from our expert staff as they explain the biology and conservation work behind critical habitats. For upcoming dates and preserves, visit www.nature.org/michigan.

Weekend plans depend on us.

The Great Lakes provide us with many gifts: family fishing trips, beachcombing, swimming, boating and drinking water are just a few. They are the foundation of industries, communities and economies.

Protecting the Great Lakes provides for the wonderful way of life that we enjoy.



Restoration work in Grand Traverse Bay will help restore native fish populations. © Jason Whalen/Fauna Creative

The world we depend on depends on us.
Join us at nature.org/michigan



The Pink Fund

THE PINK FUND
REAL HELP NOW

Fast facts

- Employees: 3
- 2017 revenue: **\$1,021,912**
- Year founded: **2006**

P.O. Box 603
Bloomfield Hills, MI 48303
thepinkfund.org
(877) 234-7465

Leadership



Molly MacDonald
Founder and CEO

Molly MacDonald
Founder and CEO

Board of Directors

Gary Kadlec
President, Diplomat
Pharmacies (Retired)

Judy Vindici
Director of Philanthropy,
The Arbor Hospice
Foundation

Linda S. Ross
Executive Vice President
and Chief Legal Officer,
Trinity Health

Shannon Crone
Advisory Executive Director,
Ernst & Young

Thomas Pettit
Principal, Curzon Piano
Company

What we do

When lost income collides with high deductibles and co-pays, breast cancer patients and their families are catapulted into a financial abyss.

- In 2018, an estimated 332,080 new cases of breast cancer are expected to be diagnosed in the U.S.
- Between 20 to 30 percent of women diagnosed will lose their jobs.
- An estimated \$6 billion is raised annually for important breast cancer research and awareness.
- What about patients going through treatment who need Real Help Now?

To help breast cancer patients meet their basic needs, decrease their stress levels, focus on healing and improve their survivorship outcomes, The Pink Fund provides financial support. In particular, the 90-day program covers four key expenses for patients' daily living: housing, transportation, utilities and insurance.

This vital program was originally founded by Molly MacDonald, following her 2005 diagnosis during a job transition. Unemployed and unemployable while she underwent treatment, the addition

of a \$1,300 monthly COBRA premium catapulted the family into financial freefall. Within months, her home went into foreclosure, and she found herself standing in line at a food bank.

Molly met other working women in treatment experiencing similar financial challenges. Unable to find a single organization to help, her quest to Get Help became one to Give Help instead, and The Pink Fund was born.

The Pink Fund has been able to provide a financial bridge for women and their families nationwide since then, delivering \$3 million in financial aid.

For her work, Molly was the recipient of numerous awards. Twice, she has been named a finalist for EY's Entrepreneur of the Year for Michigan and Northwest Ohio, and is a columnist for *Breast Cancer Wellness Magazine*.

Most recently, Molly was named one of Crain's 2018 HealthCare Heroes, invited to join the University of Michigan's Value Based Insurance Design Board, spoken on the financial burden of breast cancer at the Patient Advocacy Engagement conference and has been featured in the *American Journal of Managed Care*.

How you can help

DONATE

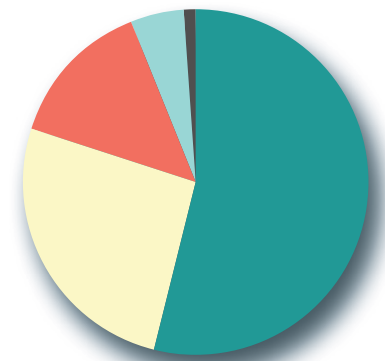
Patients fighting breast cancer need Real Help Now. Help us meet their basic needs and allow them to focus on healing and improving their survivorship outcomes. Become a monthly donor to help support a breast cancer patient in active treatment. You can make a donation at www.pinkfund.org/donate.

GET INVOLVED

Attend, sponsor, organize or host your own event to benefit The Pink Fund. Visit www.pinkfund.org for more information on how you can start your own fundraiser. We're here to help with your fundraising needs, from starting Facebook fundraisers to organizing a tribute concert. The Pink Fund partners with individuals and businesses for cause-marketing and sponsorships.

VOLUNTEER

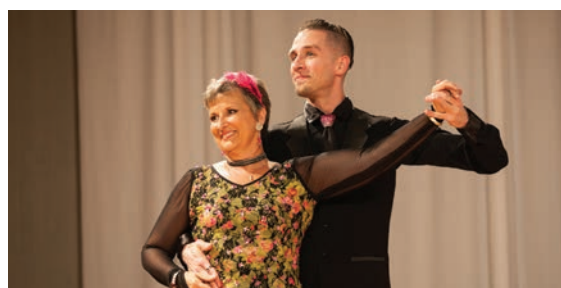
We serve breast cancer patients in all 50 states, yet we run on a team of just three full-time employees. We depend on volunteers to help us carry out our mission and bring support and relief to patients nationwide. Join one of our committees, or volunteer with us at our office in Rochester Hills! Contact Jennifer@thepinkfund.org for more information.



Top funding sources

- Corporate: **54%**
- Special events: **26%**
- Individual: **14%**
- Foundations: **5%**
- In-kind: **1%**

Events & fundraising



Donna Petty and her partner, Donald Westphal, dance the Fox Trot at Dancing With The Survivors 2017. "I met women in my treatments that were dressed in factory clothes that had to return to work after radiation. I am thankful everyday for the good fortune of a job that allowed me to work with modifications."

DANCING WITH THE SURVIVORS – Dancing with The Survivors (held this year on October 5, 2018) celebrates breast cancer survivors who thrive in their recovery and make a difference in the lives of other cancer patients. This event features local breast cancer survivors, paired with professional dancers from dance studios across the country, who perform ballroom style dances, while raising money for The Pink Fund's mission. For more information about becoming a sponsor or becoming one of our dancers, contact us via info@thepinkfund.org.

LINGENFELTER COLLECTION FALL CHARITY OPEN HOUSE – On Saturday, October 27, Ken and Kristen Lingenfelter are opening the doors to the Lingenfelter Collection, one of the largest private car collections in the



"Last year we had a great turnout for our annual OHCC ladies golf fundraiser and everyone was proud to support The Pink Fund. This year we continue to support and raise awareness of The Pink Fund, providing financial support for [the] basic needs of cancer patients."

- Mary Ann Lievois, host committee, Oakland Hills Country Club, Ladies Night Out

world, to raise money and awareness for The Pink Fund. The public will have an opportunity to browse a 40,000-square-foot showroom displaying 150 unique cars, including Corvettes, muscle cars and exotics. Monetary donations will be accepted at the door in support of The Pink Fund. For more information, contact info@thepinkfund.org.

DIY FUNDRAISERS – There is a groundswell of support for The Pink Fund from people around the country who have been touched by breast cancer. From bake sales to indie rock concerts, walks and runs, car washes, jean days or pink outs, volunteer fundraisers turn their passions into tangible support for breast cancer patients in treatment. For more information on hosting an event that benefits The Pink Fund, visit www.pinkfund.org.

The **PINK FUND**
REAL HELP NOW

ONE LESS WORRY

MEANS NOT HAVING TO CHOOSE
BETWEEN KEEPING YOUR HOME
AND RECEIVING LIFE-SAVING
BREAST CANCER TREATMENT

While fighting for their lives, many working women and men in treatment lose their livelihoods and face catastrophic financial losses.

The Pink Fund's mission is to help ensure breast cancer patients have ONE LESS WORRY - and can focus on healing, not living expenses.

Providing help, hope & ONE LESS WORRY for breast cancer patients in active treatment. thepinkfund.org



The Rainbow Connection



Fast facts

- Employees: **10**
- 2017 revenue: **\$2,485,806**
- Year founded: **1985**

621 West University Drive
Rochester, MI 48307
www.rainbowconnection.org
(248) 601-9474

Leadership



Ryan Giacolone
President, Board of Directors



George J. Miller
Executive Director

Ryan Giacolone
President, Board of Directors

Rebecca McGovern
Vice President, Board of Directors

Dan Flynn
Vice President and Treasurer, Board of Directors

David Anderson
Secretary, Board of Directors

David LewAllen
Immediate Past President, Board of Directors

Janet Dobson Vernier
Meritorious Director

L. Brooks Patterson
Founder

George J. Miller
Executive Director

What we do

The Rainbow Connection is a compassionate wish granting organization focusing on Michigan children with life threatening medical conditions. Founded in 1985 by L. Brooks Patterson as a tribute to members of the Dobson family who perished in a plane crash, The Rainbow Connection has made dreams come true for more than 3,400 eligible children.

In fact, Charity Navigator has awarded The Rainbow Connection, a registered 501(c)(3) non-profit, a 4-Star rating for six consecutive years. This distinguished honor is bestowed to only 6 percent of all nonprofit charities across the U.S. Eighty-six cents of each dollar raised goes directly towards wish programming.

There is a certain injustice when the innocent suffer, especially children, which touches something deep and profound in all of us. It is impossible to rationalize why one child is afflicted with a life-threatening medical condition and another is not. The Rainbow Connection

provides a way for these innocent children to celebrate life, and, in doing so, helps them find more strength and courage to continue their fight.

When a child is allowed to dream, it's pure magic! They are able to focus on something good and positive, giving them hope and lifting their spirits. A wish is about the family reuniting around something positive and escaping the medical procedures, doctor visits and hospital stays. And a dream come true strengthens a family and creates memories that will be cherished long into the future.

Studies show that a wish experience not only improves a child's quality of life, but also has a powerful, positive emotional and psychological impact. Families turn to The Rainbow Connection for caring support and to make their child's sincerest dream come true.

How you can help

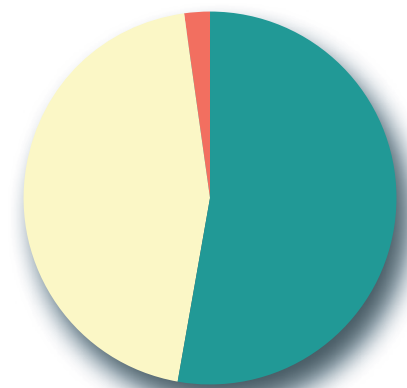
SPONSOR A WISH

By sponsoring a wish, you can allow a child, who is battling a life-threatening medical condition, to create treasured memories. Sponsor a child's wish with a \$5,000 contribution, or join our monthly giving program to help grant wishes throughout the year!

WORKPLACE GIVING

Payroll deduction allows you to spread your pledge over the course of a year in smaller, more financially manageable amounts to be deducted from your paycheck. Talk to your Personnel Department to get started.

Many companies offer matching gifts to encourage employees to contribute to their favorite charities. Ask your Personnel Department if your company participates in a Matching Fund Program to increase your impact in making dreams come true!



Top funding sources

- Events/fundraising: **53%**
- Contributions: **45%**
- Investment income/other: **2%**

Events & fundraising



Charles E. Gleeson, a long time supporter, is all smiles after winning big during the incredible live auction at our annual Dream Makers Ball! This black tie event is a magical evening with dinner, auction and live entertainment.

CELEBRATION OF DREAMS – Kick off your holiday season at this casual gathering with a “Gifts Galore” silent auction, dinner and magnificent Wish Child fashion show at Penna’s of Sterling on November 18, 2018.

DREAM MAKERS BALL – Our annual black tie gala will be held on May 11, 2019 at MGM Grand Detroit and



Wish child, Emma, and her big sister, Maci, strut their stuff on the runway during our Celebration of Dreams Wish Child Fashion Show. Each year, 10 Wish Children show off the latest holiday fashion trends and share their inspiring stories.

will include cocktails, raffles, dinner, live entertainment, an incredible live auction and dancing!

THE DOBSON – This signature event gave The Rainbow Connection its start. Join us on the links for the 40th Annual Dobson held next year on July 22. A day on the course at the beautiful Great Oaks Country Club is followed by cocktails, silent auction and dinner.



The Rainbow Connection

Kids • Wishes • Hope

**Lexi's wish came true
when she met her
favorite princesses at
Disney World!**

**Donate today and
be part of the magic of
a dream come true**



Donate Today at rainbowconnection.org



Charity Navigator has awarded The Rainbow Connection its highest rating, for the sixth consecutive year, an honor only 6% of evaluated charities achieve.



This advertisement was generously donated by Advomas Healthcare Eligibility Advocates.

248-989-4200 | advomas.com



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[/rainbowmi](https://twitter.com/rainbowmi)



[/rainbowconnectionmi](https://www.instagram.com/rainbowconnectionmi)

Ronald McDonald House Charities Detroit



RMHC
Detroit

Keeping families close™

Fast facts

- Employees: 7
- 2017 revenue: **\$1,104,446**
- Year founded: **1979**

4707 St. Antoine Street, Suite 200
Detroit, MI 48201

www.rmhc-detroit.org

(313) 745-5909

Leadership



Jennifer Litomisky
Executive Director



Jenna Greenman
President, Board of Directors

Jenna Greenman, JD
President, Board of Directors; Principal, Kitch Attorneys and Counselors

Evan Perelekos
Vice President, Board of Directors; Assistant General Manager, Live Nation/The Fillmore Detroit

Eric B. Lynn, CPA, CGMA
Treasurer, Board of Directors; Controller, Michigan Association of CPAs

Joel McCormick
Immediate Past President, Board of Directors; Director of Retail Sales, Coca-Cola Refreshments

What we do

For nearly 40 years, Ronald McDonald House Charities Detroit (RMHC Detroit) has been providing families with an environment of love and kindness during times of struggle and healing, so they can keep providing their children with the same. We were the 11th Ronald McDonald House to open in the United States and we have been proudly serving families from around the state, country and world ever since.

Our House provides a “home away from home”, giving families the opportunity to live close to the hospital so they can comfort their child with everyday acts of love while they heal.

In addition, our Ronald McDonald Family Room is a place for families to rest and regroup steps away from their child’s hospital bed. Comforts like a warm meal, a soft blanket, a clean load of laundry or just a new toothbrush can make a world of difference in a parent’s time of need.

How you can help

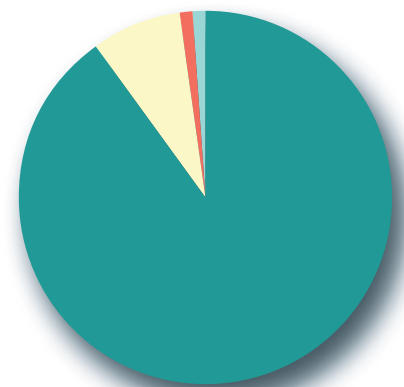
VOLUNTEER

RMHC Detroit welcomes volunteers of all ages! Groups are needed to prepare and serve daily meals for our families, assist with cleaning and other tasks around the House and help out at fundraising events

GIVE

Everything you use in your home, we use in ours! RMHC Detroit welcomes gifts of money, non-perishable pantry items, toys and cleaning supplies.

Your gift can genuinely change someone’s life. You’re providing a comfortable bed, a home-cooked meal and peace of mind for the family of an ill or injured child.



Top funding sources

- Contributions: **90%**
- Fundraising: **8%**
- Grants: **1%**
- Room fees: **1%**

Events & fundraising



These stylish ladies sported their best Derby hats for the 2018 RMHC Detroit Derby Spring Tea.

Ronald McDonald House Charities Detroit hosts a variety of fundraising events throughout the year, all of which offer plenty of opportunities to become involved and lend your support.

DERBY SPRING TEA – This one of a kind springtime celebration is held each May at Rochester’s Royal Park Hotel. Join us for lunch, cocktails and Kentucky Derby themed games.



With a 10K, 5K, 2-mile and Kids Fun Run option, the whole family can enjoy the Escape to Belle Isle races!

SUMMER GARDEN PARTY – Our Garden Party, hosted at the House each June, always has a festive theme, complete with food and entertainment. Tours of the House are offered as well.

ESCAPE TO BELLE ISLE – Join us for one of our signature summer events, as we race 10K, 5K or two miles around Belle Isle Park. This event, held each July, is a fun day for the whole family, including Fido!

Faced with a child's illness, life stops overnight and parents enter a world of fear and worry. For parents who don't live close to the medical care their child needs, there's an added stress.

Distance.



Ronald McDonald House Charities Detroit helps families stay close to each other and the care and resources they need, when they need it most.

Learn more at rmhc-detroit.org.



**Ronald McDonald
House Charities®
Detroit**

Keeping families close®

Rose Hill Center, Inc.



Fast facts

- Employees: **68**
- 2017 revenue: **\$6,774,920**
- Year founded: **1992**

5130 Rose Hill Boulevard
Holly, MI 48442
www.rosehillcenter.org
(248) 634-5530

Leadership



Ben Y. Robinson
President and CEO



Daniel J. Kelly
Founder and Chairman
of the Board

STAFF:

Ben Y. Robinson, CFRE
President and CEO

Cheryl LeClear Wallace
Vice President of Programs

Dr. Christina Zachar
Medical Director

Gayle Spangler Flanigan
Director of Development

OFFICERS OF THE BOARD OF DIRECTORS:

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Chairman

Rosemary Kelly
Vice Chairman

J. Thomas MacFarlane
Secretary

Richard T. Walsh
Treasurer and Assistant
Secretary

J. Michael Moore
Assistant Treasurer

John P. Tierney
President
Rose Hill Foundation

OTHER DIRECTORS:

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Randal M. Brown

Raymond M. Cracchiolo

Cathrine B. Frank, MD

Patrick R. Jakeway

Michael J. Kane

Walter Knysz III, MD

Thomas V. Larabell

Jeffrey N. Lutz

Jeremy J. Modell

Scott C. Mullan

Herbert J. Roth, MD

Lynn M. Torossian

Alice J. Wachol

Ronald P. Watson

Robert J. Whitty

Megan A. Wietfeld

Robert A. Wilson

What we do

Founded in 1992 by Dan and Rosemary Kelly of Bloomfield Hills, Rose Hill Center offers comprehensive residential treatment and rehabilitation programs for adults with serious mental illness. Located on 412 acres in northern Oakland County, Rose Hill's buildings are nestled among woodlands, lakes, and fields, and provide a peaceful, healing environment for people with psychiatric disorders. These disorders include, but are not limited to, Bipolar, Schizophrenia, Schizoaffective, Major Depressive, Anxiety, and Borderline Personality, each of which may also co-occur with Substance Use Disorder.

At Rose Hill, Residents are guided through carefully developed — and highly effective — therapeutic programs that help them gain insights into their illness, manage their medications, develop coping skills, achieve and maintain psychiatric stability, and attain their highest level of independence.

ROSE HILL PROVIDES FIVE DISTINCT PROGRAMS:

- Residential Rehabilitation is the core program where teams of dedicated professionals help people achieve psychiatric stability and personal independence.
- Co-Occurring Residential Rehabilitation is designed to meet the unique treatment needs of people who have mental illness and are also struggling with substance use disorder.

- Transitional Living provides an opportunity for individuals to share a three-bedroom, on-campus townhouse where they can experience independence in a familiar, secure environment prior to moving to the community.

- Community Support provides case management services for those who have participated in Rose Hill's on-campus programming and are now residing independently in nearby communities.

- Extended Residential provides a safe haven on Rose Hill's campus for those who need the continued oversight of a structured program.

ACCREDITATION AND LICENSING:

- Accredited by the Joint Commission, an independent organization that certifies health care organizations, hospitals and programs in the U.S.

- Licensed by the State of Michigan

- Member of the American Residential Treatment Association

Since Rose Hill opened, its effective mental health treatment programs have consistently helped seriously ill people return to their families and society as more productive, self-motivated and independent individuals.

How you can help

SUPPORT

The focus of Rose Hill's fundraising efforts is our Financial Assistance Program, which helps ensure that recovery and independence are a reality for more people. All too often, families of prospective residents are unable to afford the full cost of quality mental health care. And yet, they don't qualify for residential treatment assistance from publicly-supported mental health agencies or insurance providers.

While Rose Hill strives to offer affordable fees, we regularly see families who face an agonizing reality in which the health and well-being of their loved one is jeopardized due to a lack of funding. With a Financial Assistance Grant to fund a portion of the cost, these individuals are able to receive the treatment they desperately need. In 2017, Rose Hill granted \$1,138,423 in financial assistance.

ADVOCATE

Help fight the stigma and remove the financial barriers that prevent vulnerable people from participating in treatment that is life-changing for them, their families and our communities.

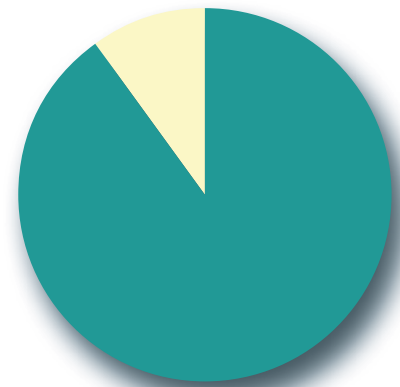
Events & fundraising



A wide variety of annuals, perennials, hanging baskets and Rose Hill roses are sold annually at the Flower Sale and Fair. All plants are grown by residents on the Horticulture Team, one of the five therapeutic work programs that are part of the daily, structured activities.

FLOWER SALE AND FAIR – This event, held annually on the 2nd Saturday in May, provides an opportunity to purchase plants that have been grown and nurtured by the residents. Included are flats of annuals, perennials and vegetables; potted flower arrangements; hanging baskets; and roses in Rose Hill's signature five-gallon pots. Visitors can take a free hayride and visit the many barnyard animals (horses, donkeys, goats, pigs, sheep, alpacas, chickens, peacocks and more) in the historic barn. Treats and lunch are also available for purchase.

Hosted by the staff and residents at Rose Hill, this is an opportunity for friends, families and the public to visit the campus and enjoy a spring day in the country. Proceeds from the plant sale support the horticulture program. Please join us on Saturday, May 11, 2019 from 10 a.m. to 3 p.m.



Top funding sources

- Program revenue: **90%**
- Contributions: **10%**



The Annual Rose Hill Golf Tournament and \$1 Million Shoot-Out will take place on Monday, June 10, 2019. Proceeds provide financial assistance to those who cannot fund the full cost of treatment at Rose Hill.

GOLF TOURNAMENT AND \$1 MILLION SHOOTOUT – The golf tournament is Rose Hill's largest annual fundraiser. It takes place at Bloomfield Hills Country Club and is open to men's, women's, and mixed teams. Golfers enjoy lunch on the patio, followed by an afternoon round which includes prize-winning competitions on all par-3 holes.

At the conclusion of the round, during evening cocktails on the patio, there is a \$1 Million Shoot-Out for four golfers who qualify during play, along with four golfers who are chosen at random. An awards ceremony and buffet dinner in the Club's Dining Room conclude the day's activities. Mark your calendar for Monday, June 10, 2019.



ROSE
HILL



ROSE HILL CENTER

An effective and compassionate residential treatment program for adults with mental illness

Open since 1992, **Rose Hill Center** is a non-profit, residential treatment and rehabilitation program for adults with a primary diagnosis of serious mental illness. We believe people can recover from mental illness when they receive professional psychiatric care, participate in meaningful daily activity, develop coping skills, and engage in their treatment program.

Rose Hill Center | 5130 Rose Hill Blvd | Holly MI 48442 | 248-634-5530 | 866-504-2259 | rosehillcenter.org

Sacred Heart Major Seminary



SACRED HEART
MAJOR SEMINARY

Fast facts

- Employees: **124**
- 2017 revenue: **\$11.6 million**
- Year founded: **1919**

2701 West Chicago Boulevard
Detroit, MI 48206
www.shms.edu
(313) 883-8500

Board of Trustees



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Archbishop of Detroit



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What we do

Since 1919, Sacred Heart Major Seminary has been carrying out the critical mission of forming priests to serve in parishes and ministries in the Archdiocese of Detroit, as well as dioceses across the state of Michigan and beyond. Sacred Heart educates deacons and lay leaders to serve alongside these priests so that the power of the Gospel message and the grace of the Catholic sacraments are made available to all peoples.

IN THE HEART OF THE CHURCH

Sacred Heart Major Seminary is a community of faith and higher learning guided by the Word of God and nourished by the Eucharist. Reason and faith meet joyfully in the seminary classrooms. Highly credentialed instructors teach with unabashed faith in accord with “the mind of the Church.”

EXCELLENCE IN ACADEMICS

Sacred Heart’s students are challenged by our world-class faculty to high levels of accomplishment in keeping with the best Catholic educational tradition. In the classroom, the latest educational technology is utilized to enhance the learning experience.

IN THE HEART OF THE CITY

Sacred Heart’s students are formed by the seminary’s urban setting just as they are by academics and spiritual formation. Every day, students see the call of Christ to serve human needs. The seminarian formation program provides many opportunities to serve our neighbors in the city.

ADVANCING THE NEW EVANGELIZATION

Sacred Heart is a leading center of the “new evangelization” within the Archdiocese of Detroit and the universal Church. All academic programs prepare students to respond with zeal and creativity to the call to proclaim Christ and his message of hope.

ACCORDING TO THE HEART OF JESUS

Sacred Heart is more than a material place; it is a spiritual place, with Christ at the center of all activity and interactions. Our students are formed to be disciples who are equipped to proclaim, teach and defend the Faith effectively, while also seeking a life of virtue for themselves.

How you can help

Consider donating your professional talent and financial blessings to help Sacred Heart fulfill its mission to form skilled, prayerful leaders to serve Christ and the people of his Church. Benefactors at all giving levels are recognized in the annual Stewardship Report.

ANNUAL GIVING

Your gift to our Annual Fund helps Sacred Heart fulfill our critical mission to form skilled, prayerful leaders to serve Christ and his Church. The fund allows the seminary the flexibility to direct assets where the needs and opportunities are the greatest, such as attracting the best faculty and providing scholarships for deserving students.

PLANNED GIVING

Planned giving provides you with creative ways of giving that may also help you with other financial objectives. Gifts include bequests, charitable gift annuities, gifts of stock or real estate, and other opportunities to support Sacred Heart’s mission.



Top funding sources

- Tuition, room and board: **40%**
- Contributions: **27%**
- Investment income: **20%**
- Grants: **8%**
- Event income: **5%**

Events & fundraising



More than 1,200 people attended this year’s Archbishop’s Gala to support Sacred Heart seminarians.

ARCHBISHOP’S GALA – The annual Archbishop’s Gala is Sacred Heart’s signature fundraising event. Attendees enjoy a fine dinner, an inspiring and entertaining program, and a chance to meet up with friends for good conversation.

The Archbishop’s Gala is held every June in the picturesque Grand Riverview Ballroom in Detroit’s



Guests of the Archbishop’s Gala enjoy the beautiful riverview during the reception.

Cobo Center, a premier conference venue. Gala proceeds bolster the general fund so that Sacred Heart’s educational and formational programs continue to be the most innovative of any U.S. seminary.

Join us on Friday, June 14, 2019, for the next Archbishop’s Gala. Learn more at www.archbishopsgala.com.



SACRED HEART MAJOR SEMINARY



Forming hearts and minds. Proclaiming Jesus Christ. | shms.edu

ARCHBISHOP'S *gala* 2018

THANK YOU Major Sponsors and Benefactors!



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Showerman's Fine Wine & Liquor

Please enjoy photo and video highlights of the Gala at archbishopsgala.com

The Salvation Army of Metro Detroit



Fast facts

- Employees: **2,260**
- 2017 revenue: **\$40,146,310***
(*See 'What We Do' at right)
- Year founded: **1865**

16130 Northland Drive
Southfield, MI 48075
www.salmich.org
(248) 443-5500

Leadership



Gary Marowske
Chair, Advisory Board



Major Russell Sjögren
General Secretary and Metro Detroit Area Commander

Gary Marowske
Chair, Advisory Board

Major Russell Sjögren
General Secretary and Metro Detroit Area Commander

Lt. Col. John E. Turner
Divisional Commander

Major Jim McDowell
Divisional Secretary for Business

Lt. Col. Theresa Turner
Director of Women's Ministries

Major Jan Sjögren
Divisional Secretary for Program

John Hale
Executive Director of Development

Mary Zaleski
Director of Marketing and Communications

Christina Gallop
Director of Corporate and Foundation Relations

Terri Butler
Director of Planned Giving

Elizabeth Moon Carter
Director of Social Services

Russell Dobney
Finance Manager

John J. Latella
Immediate Past Chair, Advisory Board; President, McClure's Pickles

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First Vice Chair, Advisory Board; Senior Vice President, Bank of America

Angela S. Cusmano
Second Vice Chair, Advisory Board; COO, Dahring | Cusmano and Associates

Dr. Kurt E. Tech
Treasurer and Finance Chair, Advisory Board; Director of Quality, Department of Radiology, Beaumont Health System

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Chair, Property Committee; Attorney and Senior Counsel, Warner Norcross & Judd, L.L.P.

Daniel Ponder
Chair, Development Committee; CEO, Franco

Toby Dahm
Chair, Program and Services Committee; Senior Vice President, Hitachi Business Finance

Ronald Marcinelli
Chair, Board Cultivation and Nominating Committee; Comerica Bank (Retired)

What we do

The Salvation Army is a faith-based, nonprofit organization that delivers “more than” just food and shelter – without discrimination – to people in need through more than 40 centers of service in southeast Michigan. Last year, The Salvation Army of Metro Detroit provided 2,577,524 meals and 622,610 nights of shelter to neighbors in need. But The Salvation Army is more than just a meal and a bed.

The organization's goal to “Do the Most Good” is evident through a host of programs that can provide a hand up from hardship no matter the situation. These include: anti-human trafficking initiatives; Bed & Bread® meal distribution; legal advocacy through the William Booth Legal Aid Clinic; youth character-building and recreation

experiences through STRIVE, Echo Grove Camp and The Salvation Army Outdoors; Detroit Medical Respite; victim and responder relief through Emergency Disaster Services; family assistance through Pathway of Hope and much more.

The services offered by The Salvation Army of Metro Detroit are extensive – and constantly growing and adapting to meet the changing needs of the community.

*The Metro Detroit Area Command 2017 revenue and employee totals also include \$60,030,338 in revenue from Salvation Army Thrift Store sales and an additional 1,655 Thrift Store employees.

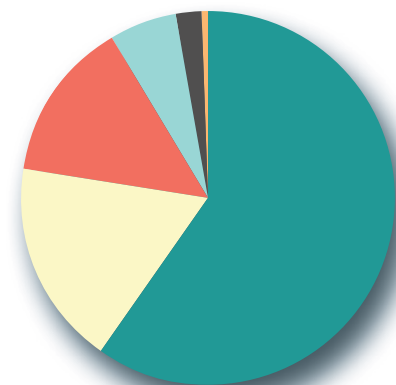
How you can help

VOLUNTEER

Visit www.salmich.org for corporate volunteer opportunities in communities across metro Detroit. Dedicated campaigns can be created for companies to engage their employees, including participation in after-school programs, Bed & Bread® support, Disaster Services, estate planning and more. This year, there is a particular need for Red Kettle volunteers. Visit ringbell.org to find individual and group two-hour shifts that fit any schedule.

GIVE

In addition to donating online at www.salmich.org and by phone at (877) SAL-MICH, contributions can be made by texting “SALMICH” to 41444. Tax deductible contributions can also be made by sending a check or money order, made payable to The Salvation Army, to 16130 Northland Drive, Southfield, MI 48075.



Top funding sources

- Sales to the public: **59.9%**
- Contributions: **17.6%**
- Government fees: **14.1%**
- Miscellaneous: **5.8%**
- Program fees: **2.1%**
- United Way: **0.5%**

Events & fundraising



WJR's Guy Gordon, part of a rotating cast of Radiothon hosts, including Mitch Albom, Frank Beckmann and Paul W. Smith, accepts a check on behalf of The Salvation Army from Principal Alec Bender and members of the Wixom Elementary School student council. Wixom Elementary has participated in the Jr. Bed & Bread program for the past four years, raising nearly \$12,000 to date.

BED & BREAD® CLUB RADIOTHON – Each February, The Salvation Army of Metro Detroit partners with News/Talk 760 WJR AM to host its annual Bed & Bread® Club Radiothon. The event, presented by the Ford Motor Company Fund, has generated over \$34 million in three decades and is the primary source of funding for the Bed & Bread program that provides food and shelter year-round, primarily from trucks that travel on Detroit's streets.



Volunteers are needed to ring the bell and collect donations at hundreds of metro Detroit storefront Red Kettles each holiday season.

RED KETTLE CAMPAIGN – Kettles continue to bring in the majority of funds each season. Every unmanned kettle is a missed donation opportunity for The Salvation Army, as each manned Red Kettle generates approximately \$53 per hour, with all contributions remaining in the community in which they are donated. Those looking to volunteer their time – just two hours at minimum – should visit ringbell.org to find available shifts in their community.



Last year **The Salvation Army** of Metro Detroit provided more than **2.5 million meals**, and provided more than **620,000 nights of shelter** for men, women and children.

Thanks to your generous support, we provide so much **MORE THAN** that.

Pathway of Hope

empowers families to break the cycle of intergenerational poverty

Emergency Disaster Services

physically and spiritually nourishes first responders and victims of disasters via our 13 canteen trucks

William Booth Legal Aid Clinic

has resolved more than 1,800 legal issues impacting clients' return to self-sufficiency in the past year

Anti-Human Trafficking Initiative

provides the tools and resources that survivors need to lead a life of dignity and hope

Echo Grove Camp

introduces the great outdoors to more than 2,000 children each summer

Detroit Medical Respite

provides a safe place for homeless patients to overcome challenges in their recovery after hospitalization

Harbor Light System

drug and alcohol rehabilitation programs offer a place for new beginnings

13 Corps Community Centers

offer corporate worship, fellowship, education/recreation activities, and comprehensive social services to people of all ages



SALMICH.ORG

877.SAL.MICH



Samaritas



Fast facts

- Employees: **1,600**
- 2017 revenue: **\$102,643,143**
- Year founded: **1934**

8131 East Jefferson Avenue
 Detroit, MI 48214
www.samaritas.org
 (313) 823-7700

Leadership



Sam Beals, MM, MA,
CFRE
 CEO



Dale Gerard, Ph.D.
 Chairman, Board of Directors

Vickie Thompson-Sandy
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Jenny Cederstrom CFO

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The Rev. Donald P. Kreiss,
Bishop
 Southeast Michigan Synod,
 ELCA

Jason Paulateer
 Bloomfield Hills

Matt Pedersen
 Birmingham

Brett VanderKamp
 Holland

What we do

Samaritas is one of the largest faith-based, nonprofit health and human services organizations in the state, providing 44 programs in 67 locations across the Lower Peninsula. We serve more foster children, complete more domestic adoptions and resettle more refugees than any other nonprofit in Michigan.

And we are called to:

- Serve children seeking families that love and support them;

- Create new homes and provide safety for refugees;
- Offer care and support to those with developmental disabilities or mental illness;
- Create connections and provide support for seniors, at home or in senior communities;
- And meet people in the center of their need, serving the whole person and empowering them to realize their potential.

How you can help

VOLUNTEER

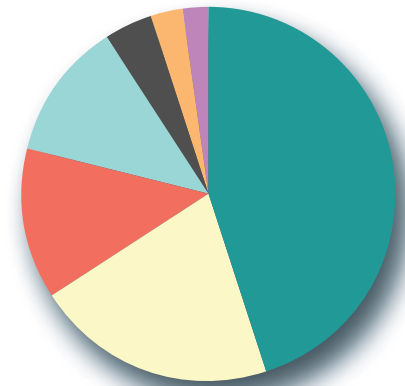
Opportunities include: mentoring a foster or refugee child; helping with tea time and bingo with our seniors; participating with indoor and outdoor beautification projects; and being an ESL tutor for refugees.

GIVING

A variety of opportunities are available to give back to others. For example, you may:

- Donate school supplies and backpacks for foster children;
- Donate and deliver Christmas gifts for foster children;
- And donate dressers and lamps for our victims of human trafficking, as well as toiletries, twin sheet sets and mattress pads for our families in emergency shelters.

For more ways to help, please visit www.samaritas.org/donate.



Top funding sources

- Senior living services: **45%**
- Foster care service fees: **21%**
- Grant revenue: **13%**
- Program service fees: **12%**
- Contributions: **4%**
- Interest and gains: **3%**
- Other revenue: **2%**

Events & fundraising



Samaritas will host its first annual Ripples Gala in the heart of Detroit at the magnificent and historic Detroit Athletic Club.

RIPPLES GALA – Samaritas' first annual Ripples Gala will be held Friday, November 1 at the exclusive Detroit Athletic Club in Detroit. This signature event will be packed full of excitement and entertainment while raising essential funds that allow Samaritas to continue serving over 16,000 people across the state of Michigan. In particular, it will feature delectable appetizers, signature cocktails, live entertainment and dancing, along with unforgettable live and silent auctions to benefit local children, families and seniors.

To sponsor or volunteer for our Ripples Gala, please visit www.samaritas.org/About-Samaritas/Events.



Start your ripple by taking one step at a time – and joining Samaritas-Team Ripple Effects in the 2019 Detroit Free Press/Chemical Bank Marathon or Grand Rapids Marathon to see how far your ripple can go.

MARATHONS – Samaritas is proud to be an official Run for a Reason charity partner of the Detroit Free Press/Chemical Bank Marathon and Grand Rapids Marathon, occurring on October 19 and 20, 2019. Runners on Samaritas -Team Ripple Effects will participate in the Detroit or Grand Rapids marathon races, spreading ripples of transformation across the state of Michigan.

How Far will Your Ripple Go?

Be the Rock that starts a Ripple of Transformation
in the lives of children, seniors,
persons with disabilities and homeless families.



Samaritas™

Learn more at www.samaritas.org

(313) 823-7700 | 8131 E. Jefferson Ave. | Detroit, MI 48214 | info@samaritas.org

Sky Foundation Inc.

Sky Foundation, Inc.

Fast facts

- Employees: 3
- 2017 revenue: **\$461,300**
- Year founded: **2008**

33 Bloomfield Hills Parkway, Suite 275
Bloomfield Hills, MI 48304
SkyFoundationInc.org
(248) 385-5143

Leadership



Sheila Sky Kasselmann
Founder



Annie Dalton
Event Coordinator, Marketing
Director and Operations
Manager

Board of Directors

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President; Owner, Quigley
Manufacturing

Mary Beth Castorri
Vice President; Producer
and Owner, M.B. Castorri
Productions

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Investment

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Financial Services LLC.

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Senior Attorney, University of
Detroit Mercy

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Clinical Assistant Professor,
Wayne State School of Medicine

Lauren Eaton
Event Marketing

Christine Jeryan
Pro Bono Textile Historian, Henry
Ford Meusem

Henry P. Lee, ESQ
Attorney, Howard & Howard
Attorneys PLLC.

Scott Moore, ESQ
Former Three-term Mayor of
Birmingham, MI

Janice Steinhardt
Owner, MDG Design

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University of Michigan

Matthew H.G. Katz, MD, FACS
University of Texas MD
Anderson Cancer Center

David S Kwon, MD
Henry Ford Health System &
Wayne State University

Scott Moore
ESQ

**Philip A. Philip, MD, MPH,
Ph.D, FRCP**
Barbara Ann Karmanos Cancer
Institute & Wayne State
University

Cyrus Piraka, MD
Henry Ford Health System

Elena M. Stoffel, MD, MPH
University of Michigan

What we do

Sky Foundation raises awareness and funds research for the early detection and treatment of pancreatic cancer. The organization was founded by Sheila Sky Kasselmann, an 11-year survivor of pancreatic cancer.

We award seed-grants to scientists and clinicians in the United States who are pursuing research of great promise in the areas of early detection, prevention or treatment.

A cohort of doctors and researchers are awarded grants each year from the recommendations of Sky's Scientific Advisory Committee. Financial support is provided to the following researchers: Asfar S. Azmi, Ph.D., Karmanos Cancer Institute, Wayne State University; Howard Crawford, Ph.D., University of Michigan, Cancer Center;

Rafael A. Fridman, Ph.D., Karmanos Cancer Institute, Wayne State University; Pamela Itkin-Ansari, Ph.D., Sanford Burnham Prebys Medical Discovery Institute, University of California, San Diego; Matthew HG Katz, MD, MD Anderson Cancer Center; Pancreatic Cancer Action Network (PanCAN); Aatur Singhi, MD, Ph.D., University of Pittsburgh.

Sky encourages people who have a history of pancreatic cancer in their families to seek genetic counseling. It is most important when you have a first-tier relative (mother, father, sister or brother). Most large hospital systems have complete genetic counseling departments with individual counselors.

How you can help

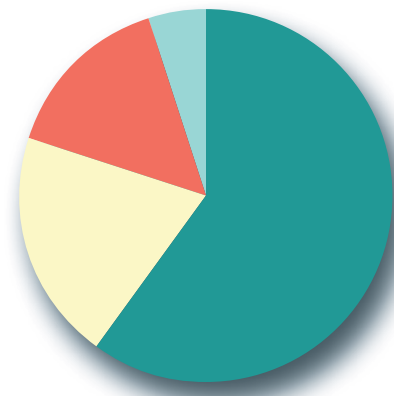
VOLUNTEER

Our foundation relies on volunteers that are comprised of two boards: Governing Board and Advisory Board. In addition, we have three committees that support our fundraising events, including the Scientific Advisory Committee, the Fundraising Committee and the Young Professional Group. For more information, please contact Annie Dalton at ADalton@SkyFoundationInc.org.

EDUCATE

Raise awareness by focusing on early symptoms of pancreatic cancer. Warning signs may include sudden weight loss, lack of appetite, fatigue and weakness, back pain, depression, stomach pain, nausea, new onset of diabetes, jaundice and blood clots.

If you experience several of these symptoms, please add a gastroenterologist to your team of doctors. In addition, please reach out to friends, family or your current medical team to help them recognize the symptoms of pancreatic cancer.



- Events: **60%**
- Major planned gifts: **20%**
- Tribute contributions: **15%**
- Facebook fundraiser: **5%**

Events & fundraising



This year's Women's Dinner Event was held on May 2, 2018 at Birmingham's Townsend Hotel. Pictured left to right: emcee Alicia Smith and speakers Claire Thibodeaux, Ph.D., Gazala Khan, MD and Timothy Frankel, MD.

WOMEN'S DINNER EVENT – Held next May, this awareness event will feature renowned guest speakers from the cutting edge of medical research.

AUTUMN STROLL – Our Young Professional Group arranges an awareness boosting event every year. This October, the stroll occurred at Ann Arbor's Barton Nature Area.



Family members of founder Sheila Sky Kasselmann are photographed at the Annual Lunch: (left to right) Mitchell Kasselmann, Ellen Kasselmann, Sammy Kasselmann and Geoffrey Kasselmann.

10TH ANNUAL LUNCH – On Sunday, November 4, we will host our largest fundraising event of the year. Residents of metro Detroit will come together for entertainment by NuClassica, a Wine Pull Raffle, a Live Auction, a Match and more! The lunch, held in honor of Pancreatic Cancer Awareness month, will occur from 1-4 p.m. Tickets are available for purchase at SkyFoundationInc.org.

55,000+ DIAGNOSED EACH YEAR
PROJECTED TO BE 2ND LEADING CAUSE
OF CANCER DEATHS BY 2020

PANCREATIC CANCER

2 Major Types of Pancreatic Cancer

Adenocarcinoma **&** Neuroendocrine
95% of cases 5% of cases

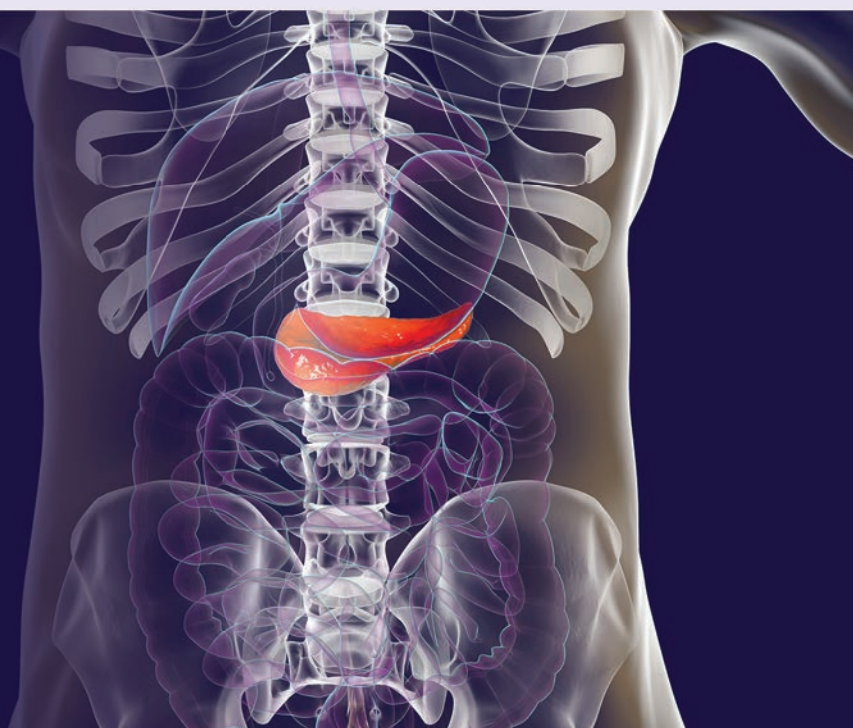
For more information visit www.SkyFoundationInc.org

Sky Foundation, Inc.

33 Bloomfield Hills Pkwy, Suite 275
Bloomfield Hills, MI 48304

248-385-5143

www.SkyFoundationInc.org



SME Education Foundation



Fast facts

- Employees: 5
- 2017 revenue: **\$3,832,214**
- Year founded: **1979**

1000 Town Center, Suite 1910
Southfield, MI 48075
smeef.org
(313) 425-3300

Leadership



Sandra L. Bouckley
Interim CEO

Board of Directors

Kathy Burnham
2018 SME Education Foundation President; Senior Vice President, Padilla

Susan E. Shimoyama
2018 SME Education Foundation Vice President/Secretary; Vice President, Global Sales Operations, Rockwell Automation (Retired)

Peter F. Mackie
Treasurer/Chair of Finance; First Vice President – Investments Wells Fargo Advisors, LLC

Ray Betz
Director, R&D Site Partners, Arconic

Thomas G. Bridge, Ph.D., LSME, CMfgE
Professor/Chairman Emeritus of Engineering Technology, Western Illinois University

Wayne F. Frost, LSME, CMfgE
Senior Engineer, Deere & Co. (Retired)

Joe Kann
President, Cobble Creek Solutions

Gwendolyn Malone
Senior Manager and GM Technical Fellow, GM Global ME Program Integration – Ergonomics (Retired)

Irving Pressley McPhail, Ed.D.
President and CEO and Founder and Chief Strategy Officer, The McPhail Group, LLC

Karla E. Middlebrooks
Contributing Partner, Excellence in Action

John Miller
Senior Vice President, Mainstream Engineering, Siemens PLM Software

Brian Ruestow, LSME
Sales Director –Americas, Norton Pulpstones, Inc.

Pamela Ruschau, Esq.
Attorney, Leydig, Voit & Mayer, Ltd.

Mark Stratton
Industry, Member and Education Relations Manager, SME (Retired)

What we do

With more than 85 years of experience and expertise in events, media, membership, and training and development, SME is committed to promoting manufacturing technology, developing a skilled workforce and attracting future generations to advance manufacturing.

The SME Education Foundation is integral to this mission. The SME Education Foundation inspires, prepares and supports young people in their pursuit of advanced manufacturing career pathways. Through our scholarships and acclaimed Partnership Response In Manufacturing Education (PRIME) program, we are fostering the next generation of manufacturing engineers and technologists. By 2025, it is estimated that there will be 2 million unfilled manufacturing jobs, due to retirements and inadequate training. By helping to build a pipeline of skilled and STEM-capable workers, we are making a difference – securing our nation's future competitiveness and economic prosperity.

Through PRIME schools (there are six Michigan PRIME schools already in our national network of 46 schools), we establish manufacturing education centers of excellence in high schools by partnering with the industry to create technological

and curricula offerings that best prepare students for skilled careers. PRIME builds student awareness of manufacturing careers and provides opportunities to learn and build for successful employment.

Additionally, The SME Education Foundation scholarship programs offer students a powerful reason to choose a manufacturing-focused education. The generosity of our many corporate partners has enabled us to administer and award more than \$13.9 million in scholarships over the past seven years. In 2017 alone, through endowed funds and administration, the Foundation has awarded more than \$2.2 million in scholarships to 673 students.

The SME Education Foundation annually offers substantial scholarships to students with at least one parent or grandparent who has been an SME member in good standing for the last two years. The Family Scholarships include an award of \$40,000 and three scholarships of \$20,000 each.

We welcome your inquiries, your interest and your partnership to inspire, prepare and support young people who are exploring and expanding their futures.

How you can help

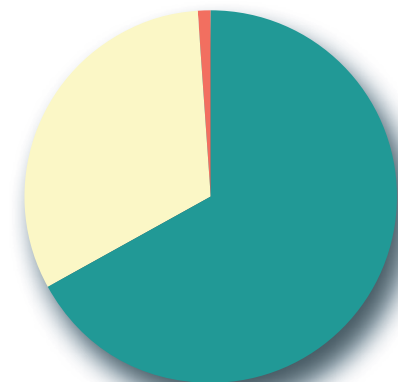
JOIN OUR MISSION

- Become an SME PRIME School partner: your workforce pipeline challenge is addressed while helping your enterprise's community and its local students.
- Consider making an individual gift to support the SME Education Foundation SME PRIME program and our Scholarships at smeef.org/donate.
- Include the SME Education Foundation in your estate plans or endow a new scholarship. Visit smeef.org or send an email to foundation@sme.org for more information.

VOLUNTEER

- Participate in annual Manufacturing Day activities throughout October to help inform and inspire the next generation of manufacturing leaders.
- Volunteer at a school in your community to help prepare students for STEM and manufacturing-related courses.

Contact us at foundation@sme.org for more information about how you can join our mission and work with us to inspire, prepare and support our next generation manufacturing workforce.



Top funding sources

- Contributions and grants: **67%**
- Investment income: **32%**
- Scholarship program administration: **1%**

Your gifts at work



SME PRIME students at Wheeling High School in Chicago, Illinois work on a project for NASA HUNCH in the school's manufacturing lab. The project involved designing, machining and assembling hardware components that will be used by the International Space Station program.

SME PRIME – With your support, SME PRIME schools' students gain advanced manufacturing knowledge through a STEM-focused curriculum, obtaining important technical skills as they train on current, industry-relevant equipment. SME PRIME schools offer an opportunity to earn credentials with hands-on learning for careers in CNC machining, welding, mechatronics, industrial maintenance, metrology and more.



2018 SME Directors Scholarship Winner Roshay Timmons with (from L to R) SME Education Foundation President Kathy Burnham, SME President Thomas R. Kurfess and SME Vice President Susan Smyth.

SCHOLARSHIPS – SME Education Foundation scholarships offer students a powerful reason to choose a manufacturing focused education. The generosity of corporate partners and individual donors has allowed us to award scholarships that attract and help new students of manufacturing every year. We award our scholarships annually, and students can re-apply every year. Students eligible for our scholarships include high school seniors, undergraduates and graduate students pursuing degrees in advanced manufacturing and related fields at two- and four-year institutions.

Building the next manufacturing workforce — together

sme[®]
EDUCATION
FOUNDATION

Boost awareness
of manufacturing careers,
increase related academic
opportunities and assist
students at every level.

Help us help, find out how at smeef.org

Society of St. Vincent de Paul Detroit



Fast facts

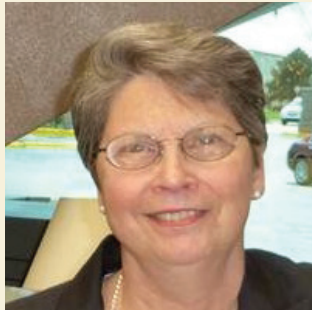
- Employees: **103**
- 2017 revenue: **\$15,256,603**
- Year founded: **1884**

3000 Gratiot Avenue
Detroit, MI 48207
www.svdpdetroit.org
(313) 393-2930

Leadership



Daniel P. Malone
CEO



Therese Frye
President, Board of Trustees

Board of Trustees, Officers

Seymour A. Bartholomew, III
Vice President

Patrick Sperti
Vice President

Mark Gilroy
Treasurer

William Buckley
Secretary

Key Staff Members

Debbie Jackson
Director of Conference
Support

Keith Koppmeier
Director of Development

Rosemarie Paczkowski
CFO

What we do

For 134 years, the Society of St. Vincent de Paul Detroit (SVdPD) has heard and responded to the cries of those we serve, regardless of creed, ethnic or social background, health or gender. All are welcome at our door.

SVdPD feeds families, provides beds, warm clothes and other urgent needs. Through face-to-face in-home visits, our Vincentian volunteers act as modern-day apostles offering hope, dignity and compassion by proclaiming and exemplifying Gospel values. Last year alone, SVdPD made over 45,000 home visits and served over 300,000 neighbors.

This is our faith, every faith, *at its best.*

The needs of the underserved are growing. SVdPD brings together people of all faiths to build a more just world through personal relationships with – and service to – people in need. Through outreach programs that include emergency services, food, clothing and utility assistance, the Society empowers people at critical moments in their journeys and helps lift them from poverty towards a stable path.

Our home visits are at the heart of what we do. They afford us the opportunity to see and hear our neighbors differently – with our heart.

See and hear as we do. **Help us help them see the possible.**

SVdPD offers the following:

Camp Ozanam: Camp Ozanam gives low-income children a week-long experience at no charge to their families.

Utility Assistance: Neighbors can get help with utility bills, via our Energy Assistance Program.

Nutrition: SVdPD operates 42 food pantries, as well as Matchan Nutritional Center in Pontiac.

Pathways Out of Poverty: Bridges to Hope and Journey to Housing give help to those who are ready to move towards self-sufficiency with life planning lessons.

Thrift Stores: SVdPD operates nine thrift stores. Proceeds directly impact SVdPD's programs and services.

How you can help

GIVE

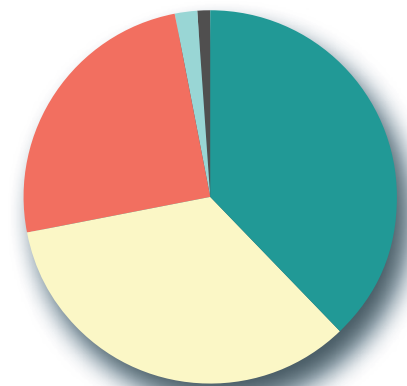
Everything that we do to make a difference in the lives of so many is made possible through donations of all sizes. Visit www.svdpdetroit.org.

CORPORATE SPONSORSHIPS AND PARTNERSHIPS

SVdPD is always looking for innovative ways to end poverty through systemic change, and welcomes corporations and foundations to engage with us through event sponsorships and other strategic investment opportunities. Contact kkoppmeier@svdpdetroit.org for more information.

BECOME A VINCENTIAN VOLUNTEER

Home visits are at the core of how SVdPD makes a difference to those in need. If you would like the opportunity to grow in friendship, spirituality and service, and offer comfort and hope, contact us at djackson@svdpdetroit.org.



- Contributions, grants and events: **38%**
- Government grants/contracts: **34%**
- Stores: **25%**
- Program service revenue: **2%**
- Investment/other: **1%**

Events & fundraising



Campers take a break from the day's activities at St. Vincent de Paul Detroit's Camp Ozanam on the shores of beautiful Lake Huron.

CAMP OZANAM – Camp Ozanam offers low-income children a free, week-long camping experience. Activities include swimming, arts and crafts, sports, team building and more. These experiences can be transformative for a child, helping them foster a greater sense of confidence, independence and leadership skills – attributes that are beneficial long into adulthood.

THE FRIENDS OF THE POOR WALK – The Friends of the Poor Walk is a unique opportunity for people across the nation to raise awareness of the growing and changing needs



St. Vincent de Paul Detroit's Friends of the Poor Walk occurs on beautiful Belle Isle every year.

of those less fortunate. Funds raised help support St. Vincent de Paul Detroit's Vincentian volunteer home visits, which are the core of how SVdPD helps its neighbors in need. 2019's Friends of the Poor Walk will be held in September.

GALA DINNER – SVdPD's first Annual Gala Dinner will be held in the fall of 2019. The dinner will support the many programs that are critical for the organization to fulfill its mission of building a more just world through personal relationships with – and service to – people in need. Look for more details at www.svdpdetroit.org.

see the
possible.



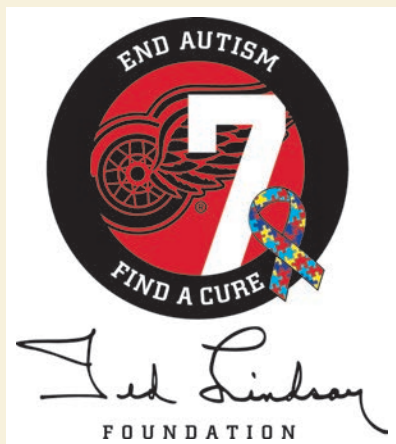
We see a world where
every person has promise.

What do you see?

Discover Ways to Help
Create Pathways Out of Poverty

svdpdetroit.org

Ted Lindsay Foundation



Fast facts

- Employees: 0
- 2017 revenue: **\$425,064**
- Year founded: **2001**

1819 East Big Beaver Road, Suite 200
Troy, MI 48083

www.tedlindsay.org
(248) 202-6194 or (248) 457-1400

Leadership



Ted Lindsay
CEO



Lewis LaPaugh
President

Officers

Ted Lindsay – CEO
Retired Hockey Hall of Fame
Player

Lewis LaPaugh – President
Agency Owner, Allstate
Insurance Company

Stewart Frank – Vice President
CEO, Precision Fiduciary
Analytics Inc.

Steve Eick – Vice President
Director of Business Operations,
Healing Heaven

Dave Floore – Vice President
President, Lance Industries

Lynn LaPaugh – Secretary
Substitute Teacher, Rochester
Community Schools

Cheryl Ash – Treasurer
Office Manager, Training Room
Physical Therapy – Troy

Board of Directors

Sandra K. Burton
Corporate Secretary/Treasurer,
Quantum Graphics Inc.

John Czarnicki
Managing Partner,
Training Room – Troy

Don Fichter Jr.
Owner/CEO, Power Process
Engineering

Joe Kocur

Spokesperson, TLF;
Former Detroit Red Wing

Dylan Larkin

Spokesperson, TLF;
Detroit Red Wing

Blake Lindsay

Swim Coach, Plum Hollow
Country Club; Owner, Lindsay
Aquatics Pool Construction

Dr. Jim Moeller

Chief Medical Officer, TLF;
Founder, Sports Medicine
Associates; Head Team
Physician, Oakland University

Dick Powell

Managing Director, Investments;
Senior Branch Manager; PIM
Portfolio Manager, Wells Fargo
Advisors

Jean Pierre Renzi

Business Entrepreneur (Retired)

Larry Sisson

Entrepreneur and Philanthropist
(Retired)

Ted Speers

Vice President of Marketing,
Colorado Avalanche

Dr. William Stanley Jr., DO, FACOOG

Physician, Macomb City Health

Mark Winkelman

Former President, Better Made
Snack Foods

What we do

"I have always believed in a good fight." – Detroit Red Wings
Hall of Famer Ted Lindsay

Established in 2001 by Lindsay, along with a father of a young boy with autism, the Ted Lindsay Foundation (TLF) raises philanthropic funds through charity events and corporate sponsorships to support research into the cause and treatment of autism. In addition, it elevates public awareness and provides critical resources for educational programs and social services for children diagnosed within the autism spectrum.

The TLF has raised over \$4.5 million, which has helped fund autism research at the Johnson Center for Child Health and Development in Austin, Texas, and supported various educational programs, including the Ted Lindsay Foundation HOPE Center at Beaumont Children's, Healing Haven in Madison Heights and Oakland University's OU

Cares for Autism.

On an annual basis, TLF presents two Courage Awards to autism spectrum disorder applicants – both for family members and individuals who demonstrate great character and perseverance. It is also greatly appreciative of past and present key sponsors, such as The Kroger Co. of Michigan, Capitas Financial, Wells Fargo, Wings Twenty Three Inc. (dba Buffalo Wild Wings), Concrete Leveling Service, Beaumont Health, NHLPA, Carrier & Gable Inc., Red Ox Tavern – Auburn Hills, Better Made Snack Foods, Sergei Fedorov and Oakland MRI.

You can show your support by making a charitable donation, attending one of our many events or simply spreading the word. Please visit www.tedlindsay.org for more information.

How you can help

GIVE

AmazonSmile offers a simple and automatic way to help. Visit www.smile.amazon.com and select the TLF as your charity. A donation will then be made for all future purchases – at no cost to you.

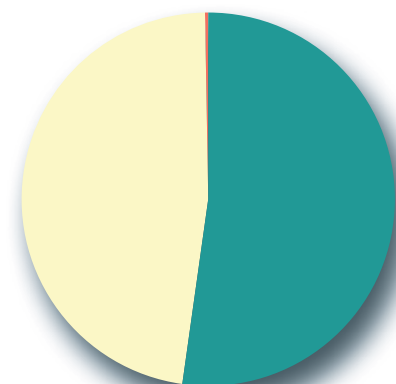
Furthermore, you may also link your Kroger Plus Card to the TLF so that the Foundation receives financial support every time you shop at Kroger.

SPONSOR

Sponsors are also a big part of TLF's opportunity to raise money for the Foundation. Become a sponsor at one of TLF's fundraising events. Call (248) 457-1400 or (248) 202-6194, or visit www.tedlindsay.org. Checks payable to the TLF are always appreciated, and can be sent to 1819 East Big Beaver Road, Suite 200, Troy, MI 48083.

VOLUNTEER

To volunteer at one of TLF's special fundraising events, call (248) 457-1400.



Top funding sources

- Donations: **52.37%**
- Events: **47.4%**
- Investments: **0.23%**

Events & fundraising



Ted Lindsay is photographed with Board Member Larry Sisson, Board Member Joe Kocur and Marie Hauswirth, a friend of a Board Member, during the 2016 Wine Tasting Event.



WINE TASTING – Each year, the TLF holds a wine tasting event in April. Local and California-based wineries present their wines to over 250 guests, as several local celebrities serve as our wine pourers.

CELEBRITY GOLF OUTING – Hosted at the Detroit Golf Club the last two years, TLF's annual Celebrity Golf Outing is usually held the first Monday after Labor Day. Each year, every foursome features a local celebrity, including current and former Red Wings players and former Lions, Tigers and Pistons players. Known as the Foundation's major fundraiser, the outing, which has a very loyal fan base, also provides an occasion to announce its TLF Courage Award Winners.



Ted Lindsay is photographed at the 2017 TLF Celebrity Golf Outing with Mickey Redmond, Master of Ceremonies and good friend and supporter of the Foundation.

OTHER ANNUAL EVENTS – TLF is also fortunate to have supporters who host annual events for the Foundation as well. For instance, during the last five years, Concrete Leveling Services has held a Lake St. Clair Poker Run every August, while Mike Levin, President of the Financial Advisory Association, has hosted an annual golf outing the last 12 years. In addition, Red Ox Tavern hosts an annual golf outing, the Zerbo family oversees a bocci ball tournament, the Kroger Company of Michigan holds an annual coin box fundraiser event for all their local stores and BWW hosts various annual events for TLF.



HOWARD & HOWARD
IS PROUD TO SUPPORT
THE **TED LINDSAY FOUNDATION**
THROUGH ITS COMMUNITY
REINVESTMENT FUND.

Created in 1985, the Howard & Howard Community Reinvestment Fund has contributed over \$5 million to support education, cultural betterment, and disaster relief to date. It is our belief that by reinvesting in our neighborhoods, we are helping to cultivate a better world for our children.

Our recent contributions help the Ted Lindsay Foundation continue its mission to support research and educational programs focusing on the cause and management of Autism Spectrum Disorders.

Howard & Howard
law for business®

www.howardandhoward.com | 248.645.1483

Ann Arbor, MI | Detroit, MI | Chicago, IL | Peoria, IL
Las Vegas, NV | Los Angeles, CA



To learn more about the Ted Lindsay Foundation:

www.tedlindsay.org

The Heat and Warmth Fund - THAW



Fast facts

- Employees: **34**
- 2017 revenue: **\$17,582,649**
- Year founded: **1985**

535 Griswold Street, Suite 200
 Detroit, MI 48226
www.thawfund.org
 (313) 226-9465

Leadership



Saunteel Jenkins
CEO

Matthew Phillips
COO

Toni Russell
CFO

Board of Directors

Mark Lichtman
Board President; ZenaComp Incorporated

Tanya Allen
President, Eclarim, LLC (dba ForeverFresh)

Rick Ayers
Vice President, Business Applications, SEMCO Energy

Daniel Brudzynski
Vice President, Gas Sales and Supply, DTE Energy

Krista Capp
Vice President, Property Management, Bedrock Detroit

Romano Curti
Director, Business Development, Barton Malow

Doug Detterman
Executive Director, Consumers Energy Company

James L. Doak
Co-Head and Managing Director, Miller Buckfire & Company, LLC.

April Donaldson
Executive Vice President, Strategic Staffing Solutions

Katey Forth
Senior Vice President, Cinnaire

Ellena Gatzaros
Attorney, 400 Monroe Associates

Lawrence Glass, Jr.
Senior Pastor, El Bethel Baptist Church

Marcie Johnson
Plan Product President, Michigan Complete Health

Debbie Kenyon
Senior Vice President/Market Manager, Entercom

Michelle Lemerond
Vice President, Comerica Bank

Robert Porcher
Managing Member, PM Logistic Services, LLC

David Rouls
General Manager, Detroit, Slalom Consulting

Melissa Roy
Executive Director, Advancing Macomb

Tony Saunders
Founder, Volte Strategy

James Settles
Group Executive of Neighborhoods, City of Detroit

Mark Winter
President and Founder, Identity PR

What we do

The Heat and Warmth Fund (THAW) stabilizes and empowers Michigan families, keeping them healthy, safe and warm. Winters in Michigan can be dangerous for our most vulnerable neighbors. Thousands of families with young children, seniors and the disabled, are faced with tough choices like paying for heat or paying for food or medicine.

For these struggling families, THAW acts as a bridge to stability. For over 30 years, THAW has been a leader in providing utility assistance statewide and has distributed more than \$190 million to over 250,000 households.

THAW distributes utility assistance and provides energy efficiency education, case management services and additional support to low-income residents throughout Michigan. Customers in need of assistance can work

with a trained specialist in our office, attend one of our community events, work with agency partners or apply for THAW programs on our website.

THAW also provides targeted home repairs and conservation measures for low-income customers, so they can keep utility bills manageable. The Energy Waste Reduction program replaces outdated refrigerators, updates water heaters and furnaces, and installs sink aerators and low-flow shower heads to keep water, heat and electric bills down. The goal is to improve efficiency and reduce energy waste, so our customers can move toward self-sufficiency.

Heat, electricity and water are essential human needs, and your continued support provides much-needed hope for vulnerable Michigan families.

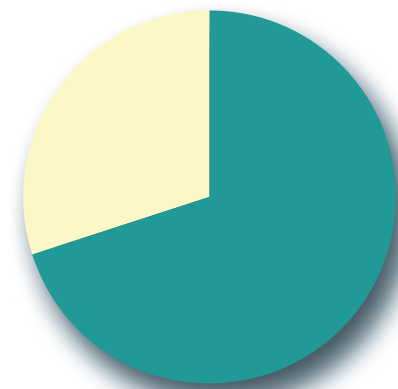
How you can help

GIVE

To keep Michigan families healthy, safe and warm this winter, please visit thawfund.org/donate. To sponsor an upcoming event, please contact Stacy Ziarko, szarko@thawfund.org.

VOLUNTEER

Contact Stacy Ziarko, szarko@thawfund.org to volunteer for our annual fundraising gala, telethon phone bank or another upcoming event.



- Government and foundation grants: **70%**
- Public contributions and special events: **30%**

Events & fundraising



THAW staff help customers during a Customer Assistance Day in Detroit's Eastern Market.



Congressman Sander Levin is presented with the Warm Heart Award at the annual Night of Warm Hearts Gala at the Westin Book Cadillac, sponsored by DTE Energy. Left to right: Bertram Marks, former Board President; Congressman Sander Levin; Saunteel Jenkins, THAW CEO; Sandra Ali, WDIV Anchor; and Mark Stiers, DTE Energy Gas President.

WEEK OF WARMTH – The 9th annual Week of Warmth will be held November 3-10, 2018. During the Week of Warmth, our goal is to raise and distribute \$1,000,000 to low-income families in need.

NIGHT OF WARM HEARTS GALA – Held on November 9, 2018 at the MGM Grand Detroit, Night of Warm Hearts is an evening of celebration, supporting THAW's mission to keep Michigan families healthy, safe and warm. Guests will enjoy an elegant dinner,

live entertainment, dancing, live and silent auctions, raffles and much more!

WINTER SURVIVAL RADIOTHON – On February 8, 2019, THAW will partner with WWJ 950 for the 16th Annual Winter Survival Radiothon. Funds raised will benefit Michigan families in need.

"I sleep in my coat, because we don't have any heat."



THAW THE HEAT AND WARMTH FUND
Keeping Families Safe and Warm Since 1985

Warm Homes for our Future

thawfund.org/donate

No child should have to sleep in the cold.

Yet each year, hundreds of Michigan children go home after school to a cold, dark house.

You have the power to warm our future. Keep the heat and lights on for children across the state of Michigan.

Instead of keeping their coats on all night and showing up to school tired and unfocused, they will get a good night's sleep in a warm home and show up ready to learn, focused on their future.

MISSION The Heat and Warmth Fund stabilizes and empowers Michigan families, keeping them healthy, safe and warm.

thawfund.org | 1-800-866-8429 | 535 Griswold St, Suite 200, Detroit, MI 48226

Training & Treatment Innovations, Inc.



Fast facts

- Employees: **256**
- 2017 revenue: **\$25,116,518**
- Year founded: **1987**

1450 South Lapeer Road
Oxford, MI 48371
www.ttiinc.org
(248) 969-9932

Leadership



Jacqueline Kiss-Wilson
Executive Director



Stacey Dettloff-Jones
Deputy Director

Jacqueline Kiss-Wilson
Executive Director

Stacey Dettloff-Jones
Deputy Director

Ron Leix
Finance Director

Melissa Jovick
Director of Human Resources

Brenda Wilson
Corporate Operations Administrator

Board of Directors

Patrick Hull
Chair

Connie Vaive
Vice Chair

Elizabeth Janovits
Secretary

Darlene Donaldson
Member

Geraldine Sharp
Member

What we do

Training & Treatment Innovations, Inc. (TTI) has provided specialty behavioral health services and training since 1987. We serve adults with severe and persistent mental illness, as well as those with co-occurring psychiatric and substance use disorders; adults and children with developmental disabilities, including autism; children with emotional impairments; and veterans with housing needs. We have offices in Oxford, Troy, Flint, Saginaw, Sterling Heights and Jackson.

TTI not only provides case management and other therapeutic services, but we also assist people in securing basic needs that contribute to recovery, financial stability and community integration. These needs include housing, employment, transportation and education.

Our housing programs help people live as independently as possible through an array of services, including outreach, counseling, resource connection, housing search, education and temporary financial aid. We offer support to individuals receiving behavioral health services, as well as to veterans in our SSVF (Supportive Services for Veteran Families) program. In FY 2017, we secured or maintained housing for 189 veterans.

Besides assisting with essential living arrangements, TTI also strives to help those who want to have pets. Pets are proven to ease peoples' feelings of worry, distress and loneliness – particularly in individuals with mental illness, as well as veterans. They can also help provide a sense of identify and self-worth, and, in the case of dogs, give people a reason to exercise. We ensure that pet owners can provide food, supplies and medical care for their furry friends.

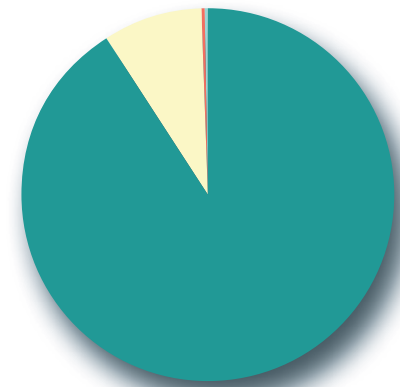
Our Applied Behavior Analysis (ABA) program helps children and young adults unlock the world around them. ABA is a leading, research-based methodology proven effective in individuals with autism. ABA therapy is unique to the needs of each individual, but generally is tailored to help improve language, social, communication, academic/cognition and daily living skills. It uses positive reinforcement, proactive strategies and other techniques to encourage behavior change and ultimately help lead to a better quality of life for the individual receiving treatment, as well as their family.

How you can help

DONATE

Your support will help us as we seek to continually improve upon the services we offer. In addition to financial gifts, we accept donations of nonperishable food, transportation vouchers, household goods (furniture, microwaves, cookware, dishes and linens) and house cleaning and maintenance supplies.

Visit www.ttiinc.org/donate for more information.



- Program service revenue: **91.04%**
- Contributions and grants: **8.56%**
- Other revenue: **0.38%**
- Investment income: **0.02%**

Events & fundraising



TTI serves a number of creative individuals, and we try to give them ample opportunity to show off their artistic abilities. Here, a woman sells her handmade wares at a holiday craft show held at our Oxford office. Shows like this highlight the talented individuals we serve, while also helping them earn money.

ANNUAL FUNDRAISER – Our ABA program, with support from the United Shore Professional Baseball League (USPBL), sponsors an annual fundraiser at Jimmy John's Field in Utica. TTI recruits employees, along with their family members, to attend a baseball game, and USPBL donates a portion of that night's proceeds to us. Our employees are able to attend a fun night out as a



A child receiving ABA services enjoys a parachute game with his behavior technician. This "play therapy" is a powerful tool for developing and refining everything from motor skills and coordination, to communication, listening and social skills.

group, and the money we earn is used to purchase learning materials for young people with autism at our Oxford and Sterling Heights offices.

SHOWS AND GARAGE SALES – In addition, TTI holds craft/vendor shows and indoor garage sales at our Oxford office.

Empowering people to live their best lives



TTI provides a wide range of evidence-based clinical and psychiatric services including case management, supports coordination and outpatient therapy, as well as treatments and supports to address substance use disorder, autism and homelessness.

We strive to provide holistic and recovery-oriented treatment that encompasses physical, emotional, environmental and spiritual health. A pet can help fulfill all of these aspects, particularly for a veteran or person with mental illness. We work to break down the barriers that can prevent many individuals from pet ownership, particularly housing challenges. We educate landlords to encourage housing options for pet owners, and provide assistance in securing funds and transportation. As funds allow, we provide education on pet ownership to include pet needs, supplies and healthcare.



Sibshops in action

Family support is a significant factor that can profoundly affect an individual's treatment and recovery. "Sibshops" is one way that TTI incorporates family involvement. The program is offered to the brothers and sisters of the children we service within our community and our autism program. These monthly events give siblings a place to share their feelings, offer and receive support, and develop relationships with others who can truly relate to this shared experience. Participants play games and engage in discussion and educational activities that enhance acceptance and understanding. Sibshops promotes improved family relationships.

Visit www.ttiinc.org/donate to find out how you can help us continue in our mission to help those we serve live a satisfying, hopeful and purposeful life.

United Way for Southeastern Michigan



**United Way
for Southeastern Michigan**

Fast facts

- Employees: **172**
- 2017 revenue: **\$60,211,210**
- Year founded: **2005**

660 Woodward Avenue, Suite 300
Detroit, MI 48226
UnitedWaySEM.org
(313) 226-9200

Leadership



Darienne B. Driver, Ed.D.
President and CEO

Darienne B. Driver, Ed.D.
President and CEO

Tanya Heidelberg-Yopp
Senior Vice President,
Systems Integration and
Operations

Gloria Larkins
CFO

Chris Perry
Chief Development and
Marketing Officer

Eric Davis
Vice President, Basic Needs,
Health and Outreach

Tammie Jones
Vice President, Education

Susan Murphy
Vice President, HR,
Organizational Development
and Governance

Mark Petroff
Board Chair; President and
CEO, OneMagnify

Lizabeth Ardisana
Immediate Past Chair; CEO/
Principal, ASG Renaissance

David Foltyn
Board Vice Chair; Chairman
and CEO, Honigman Miller
Schwartz & Cohn

Mark W. Stiers
Board Treasurer; President
and COO, DTE Energy

Deborah Macon
Board Secretary;
Community Volunteer

Joe Hinrichs
Campaign Cabinet Chair;
Executive Vice President
and President, Global
Operations, Ford Motor
Company

What we do

United Way believes that everyone should have access to educational opportunities, good jobs and resources that help them meet their basic needs.

Our work brings together nonprofit, for-profit and governmental organizations to tackle our community's toughest challenges with cutting-edge programs, fundraising, volunteer recruitment and advocacy efforts.

In Education, we equip parents with tools to help their children reach developmental and literacy milestones. Our College and Career Pathways work prepares students for success after graduation, while our Economic Prosperity work focuses on workforce development and financial coaching to help people grow their wealth and keep more of what they earn.

Our Health strategy includes our 2-1-1 resource center, which connects those in crisis with resources like food, shelter and utility assistance 24 hours a day, seven days a week, 365 days a year. And our child nutrition work increases access to summer meals and school breakfast programs, while also offering nutrition programs for families.

In addition to providing nonprofit partner grants, we offer data and technology supports to help our partners work more efficiently and provide the best services possible to help families thrive.

By uniting our efforts, we can accomplish more. Please join us at UnitedWaySEM.org.

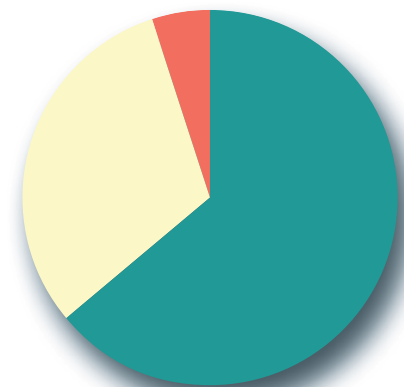
How you can help

Give, Advocate and Volunteer to join United Way's mission.

Fund programs that help families learn together, keep more of the money they earn and build healthy communities. Make your gift at UnitedWaySEM.org/Donate.

Use your voice to advocate for responsible policies that strengthen communities. Learn more at UnitedWaySEM.org/Advocate.

Volunteer to make a difference in the community every single day. Find your perfect volunteer opportunity at UnitedWaySEM.org/Volunteer.



Top funding sources

- Annual Campaign: **64%**
- Fee for service, grants and bequests: **31%**
- Other revenue: **5%**

Events & fundraising



Learn more about our work by taking a tour. Visit UnitedWaySEM.org/Tours.

LEARN UNITED TOUR – Learn how your support makes community change possible. Join us for a Learn United Tour where you can experience our work and participate in our new digital simulation, The Cost of Living.



Visit UnitedWaySEM.org/Tours for more information.



LET'S GROW TOGETHER

**We all want a better future for our children.
United, we can make it happen.**

At United Way, we strive to provide all children with the resources they need to grow up healthy and well educated. We're also giving families the tools and training necessary to keep more of what they earn, allowing parents to spend more time helping their children learn. With your support, we can expand this work and make an even bigger impact.

LEARN HOW YOUR GIFT CAN MAKE A DIFFERENCE AT [UNITEDWAYSEM.ORG](https://www.unitedwaysem.org).



**United Way
for Southeastern Michigan**

Washtenaw Community College Foundation



Fast facts

- Employees: **8**
- 2017 revenue: **\$3,470,580**
- Year founded: **1985**

4800 East Huron River Drive
Student Center 306
Ann Arbor, MI 48105-4800
www.wccnet.edu/foundation
(734) 973-3665

Leadership



Sean Duval
Chair, Foundation Board



Phil Snyder
Associate Vice President of
College Advancement

Rose B. Bellanca, Ed.D.
(Ex Officio) President,
Washtenaw Community
College

Nicole Torbert
Secretary, Foundation
Board; Financial Planner,
Key Private Bank

Sean Duval
Chair, Foundation Board;
President, Golden Limousine
International

Stefani A. Carter, JD, P.C.
Attorney at Law

Phil Snyder
Associate Vice President of
College Advancement, WCC
Foundation

Rob Boonin
Member, Foundation Board;
Dykema Gossett PLLC

Katherine Farrell
Chair-Elect, Foundation
Board; President,
Katherine's Catering

Jamie Buhr
Chair Emeritus, Foundation
Board; President, J.D. Buhr
& Company, LLC

Douglas Weber
Treasurer, Foundation Board;
Managing Partner, Onset
CFO, LLC

Bill Milliken
(Ex Officio) WCC Board of
Trustee Liaison; Treasurer,
WCC Board of Trustees

What we do

Since its founding in 1985, the Washtenaw Community College (WCC) Foundation has supported tens of thousands of students with tuition scholarships and assistance for transportation, food, childcare, books and unforeseen issues.

The WCC Foundation provided more than 1,000 scholarships during the 2017-18 school year to help students attend WCC. In addition, a newly established Student Emergency Fund offered quick and focused help to students who faced a variety of unexpected expenses.

For more than three decades, caring individuals, corporate partners and innovative foundations have provided donations and grants that have helped the Foundation

achieve its simple, but powerful mission: "To give hope and support to WCC students through scholarships and other philanthropic support, creating a better educated workforce and a stronger community."

A board of directors, comprised of volunteer community leaders, contribute its expertise, time, resources and leadership to the Foundation. Meanwhile, a dedicated and professional staff works to ensure that annual goals, as well as the strategic plan, are accomplished.

Over the next year, the WCC Foundation will continue strengthening its engagement with the community so that it secures the resources necessary to help students stay in school and complete their degrees or certificates.

How you can help

GREATER ACCESS

Please give generously to help the WCC Foundation provide scholarships to qualified students from this community. While WCC's tuition is among the lowest of any college in Michigan, disadvantaged students need your support to attend school. To make a longer-term impact, please consider establishing an endowed scholarship that will provide students with financial assistance in perpetuity.

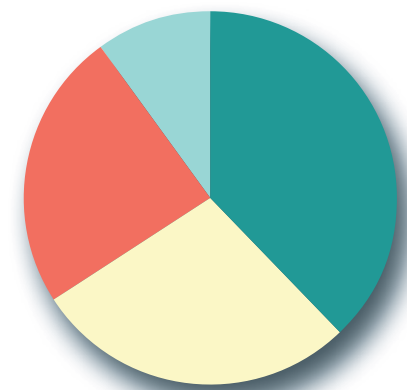
GREATER SUCCESS

Students often experience issues that can jeopardize their ability to stay in school. Please make a gift to the Student Emergency Fund to help students meet unanticipated expenses such as food shortages, transportation problems, childcare issues and utility shutoffs.

The Student Emergency Fund is completely supported by gifts, donations and grants from friends, businesses and foundations that share in the important goal of student retention and completion of degrees and certificates.

GREATER PARTNERSHIPS

The WCC Foundation can be the gateway to creating mutually beneficial partnerships with WCC, especially in the areas of corporate training, special event sponsorships, focused scholarships, apprenticeships, job placements, workforce development and more. To learn more about these opportunities, please contact the WCC Foundation at (734) 973-3665 or foundation@wccnet.edu.



Top funding sources

- Contributions: **38%**
- Events: **28%**
- Employee/memorial/in honor of: **24%**
- Endowment: **10%**

Events & fundraising



Gala guests enjoy a delicious five-course menu by local chefs at the WCC Foundation's 33rd annual Mardi Gras.

34TH ANNUAL MARDI GRAS – The WCC Foundation will host its 34th annual Mardi Gras on February 9, 2019 on the WCC campus. Each year, this event features a different creative theme that provides guests with a delicious dinner and desserts prepared by local, well-known chefs that donate their expertise to support WCC students. The event raises critical funds to help students achieve their goals and potential.



Golfers enjoy the WCC Foundation's 25th annual Jerry Jernigan Memorial Golf Outing.

26TH ANNUAL GOLF OUTING – The WCC Foundation's Annual Jerry Jernigan Memorial Golf Outing is held every August. The event includes 18 holes of challenging golf, a helicopter ball drop raffle, great prizes and giveaways, and an outstanding digital auction. The funds raised from this event contribute to scholarships that aid in tuition assistance, student textbooks and the Student Emergency fund.

For information regarding these annual events, please contact the Foundation at (734) 973-3665 or foundation@wccnet.edu.



“I feel proud of the work
I do now and know I can
reach my fullest potential.”

— Julia

WCC *Foundation*

CHANGE A LIFE TODAY

Julia began attending Washtenaw Community College in the fall of 2017 but quickly found herself needing to work two jobs to make ends meet. In order to make school her first priority she sought help from the WCC Foundation. Julia applied for a scholarship and was awarded tuition support.

The Foundation scholarship gave her leeway to excel in her classes and focus on finding a career path. Since then, she has completed a Liberal Arts Transfer Certificate with high honors. Julia is now in the process of applying to the University of Michigan and has further plans for graduate school.

Julia is grateful for the Foundation’s help, “WCC was my second chance, and I wanted to make sure this time that money wasn’t going to get in the way. I want to thank the donors who provided my scholarship. With their generous help, I was able to reduce my workload, which let me focus on school. I feel proud of the work I do now and know I can reach my fullest potential.”

YOU CAN EMPOWER OUR STUDENTS TOO.

FOR MORE INFORMATION, CONTACT THE WCC FOUNDATION
AT 734-973-3665 OR VISIT WCCNET.EDU/CHANGEALIFE.

Wayne Metropolitan Community Action Agency



Fast facts

- Employees: **400**
- 2017 revenue: **\$35,412,880**
- Year founded: **1971**

7310 Woodward Avenue, Suite 800
Detroit, MI 48202

www.waynometro.org

Corporate Office: (734) 246-2280
CONNECT Center: (313) 388-9799

Leadership



Louis D. Piszker
CEO



Jodi Adamovich
Chair, Board of Directors

Louis D. Piszker
CEO

Jodi Adamovich
Chair, Board of Directors;
Flagstar Bank

Mia Harnos
Chief Development and
Communications Officer

Muna Khoury
1st Vice Chair, Board of
Directors; Wayne County
Community College District

Yvonne Herman
Chief Human Resources
Officer

Monique B. Tate
2nd Vice Chair, Board of
Directors; Community
Representative

William Lane
Chief Accounting Officer

Terry Morreau
Secretary, Board of
Directors; Community
Representative

Katy Kibbey
Chief Programs Officer –
Youth and Family Services

Councilman Robert Gesell
Treasurer, Board of
Directors; City of Grosse
Pointe Shores

Alicia Ramon
Chief Programs Officer –
Basic Needs

Anne Zobel
Chief Programs Officer –
Community and Economic
Development

What we do

Guided by our belief that no one should live in poverty, Wayne Metro empowers people and communities to be strong, healthy and thriving. We envision communities where all people have hope and opportunities to reach their full potential.

Community Action Agencies, created through the 1964 Economic Opportunity Act, were tasked with fighting the War on Poverty. Founded in 1971, Wayne Metro is one of 29 such agencies in Michigan and of 1,000 across the country. Wayne Metro services all 43 communities in Wayne County, operating more than 70 programs designed to support and enable upward mobility out

of poverty. Our programs have three focus areas: Basic Needs, Youth & Family Services and Community and Economic Development. Services include water and energy assistance, home weatherization, home foreclosure intervention, Head Start, school-aged youth programs, homebuyer education and free tax preparation.

Wayne Metro's Empowerment Pathway is a client-centered approach to services designed to support those we serve to **CONNECT** with us, **ENGAGE** in services, **BUILD** on their strengths and **THRIVE** by achieving their goals.

How you can help

GIVE

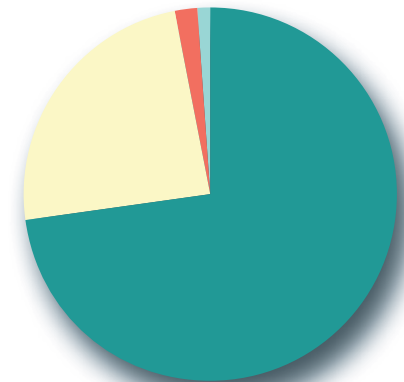
Our programs are made possible through support and donations from the community. Monetary and in-kind goods and services give our clients a hand up during times of need. Donate today at www.waynometro.org or call (313) 463-5460.

VOLUNTEER

Wayne Metro relies on volunteers to help promote and support the work we do. Wayne Metro Community Corps puts communities in action, working across Wayne County in schools, neighborhoods and programs to combat the causes and conditions of poverty. The Agency has a number of ongoing opportunities available to volunteers of all ages and ability levels. Sign up at www.waynometro.org.

PARTNER

Poverty fighting requires collective impact from the entire community. Wayne Metro seeks to partner with people and organizations who share in our belief that no one should live in poverty. To connect with us, visit www.waynometro.org/contact.



- Government grants: **73%**
- Private grants: **24%**
- Other: **2%**
- Rental income: **1%**

Events & fundraising



MasquerAid Ball 2018, held at Detroit's Garden Theater, raised \$102,500.

MASQUERAID BALL – Our MasquerAid Ball is a celebration of everyday heroes. The third annual MasquerAid Ball will be held on April 5th, 2019 at The Corner Ballpark. It will feature live music by a spectacular local, nine-piece band, a silent auction, specialty cocktails, a strolling dinner, lively conversations and a “Toast to Everyday Heroes”. Purchase one of our one-of-a-kind crafted masks at the event, or bring your own. Proceeds from the MasquerAid Ball benefit our Save the Day Fund, a safety net that helps to ensure no one falls through the cracks.

MUSIC BY MOONLIGHT – Music by Moonlight is the rooftop party of the season! Hosted atop the Daly Merritt Building, this lively event features views of Downtown



Music by Moonlight 2018, hosted atop the Daly Merritt Building in Wyandotte, raised \$27,600.

Wyandotte on one side and the Detroit River on the other. This picturesque setting is a perfect night under the stars – one you'll never forget. Guests will enjoy strolling hors d'oeuvres, cocktails, a tin can auction, live entertainment and much more! All proceeds from the event will benefit Wayne Metro's Save the Day Fund for homeless services.

ANNUAL MEETING – Wayne Metro hosts an Annual Meeting each fall to share our programmatic and financial accomplishments over the past year, along with our strategic vision for the year ahead. More than 300 guests attend to share in our success, honor outstanding clients and volunteers, and engage with our network of stakeholders.

Join us on the Pathway to Empowerment.



BECAUSE NO ONE SHOULD LIVE IN POVERTY...

Wayne Metro empowers people and communities to be strong, healthy and thriving.



**BASIC
NEEDS**



**YOUTH & FAMILY
SERVICES**



**COMMUNITY
DEVELOPMENT**

Please visit us online at www.waynemetro.org
or call us at **(313) 388-9799** to learn more.



90 Wishes

We asked the nonprofits featured in the **2018 Giving Guide** directory to tell readers what they need for this year's Wish List. Read about their biggest needs – and then connect with the organizations directly.

ACLU of Michigan:

1. Advocacy volunteers
2. Event participation
3. Fundraising

Contact: Jessica Ayoub, jayoub@aclumich.org

Alternatives For Girls:

1. Office chairs
2. Audio and visual equipment (50 TVs, a mini desktop computer and a sound bar)
3. Onsite storage unit for donated supplies

Contact: Taylor Gawlik, tgawlik@alternativesforgirls.org

The Alzheimer's Association – Greater Michigan Chapter:

1. Committee membership
2. Event hosting, planning and participation
3. Fundraising

Contact: Kristin Rossi, krossi@alz.org

At Bat:

1. Office space in Detroit
2. Pickup or 12-passenger van
3. Attendance or sponsorship of an At Bat Service Mixer, a March Madness board game challenge or a gala

Contact: Delrishia Hayes, info@atbat.org

Autism Alliance of Michigan:

1. Auction items for 2019 Gala and Golf Outing
2. iPads, laptops and technological support
3. Fundraising through employee engagement (i.e. host a jeans day at the office)

Contact: Lauren Lewis, lauren.lewis@aaomi.org

Capuchin Soup Kitchen:

1. Housewares, including usable furniture, linens, dishes, pots and pans, small appliances, working refrigerators
2. Clean, quality clothing (men and children's clothing are always in greatest demand), and new men's and women's underwear
3. Nonperishable food items

Contact: Capuchin Services Center, 313-925-1370

Coalition On Temporary Shelter:

1. New socks and undergarments for women and children
2. Diapers (all sizes)
3. Third-party fundraising to support our programs and services

Contact: Aisha Morrell, amorrell@cotsdetroit.org

Detroit Children's Fund:

1. Advocates
2. Community partners
3. Supporters

Contact: Lisa Laurin, llaurin@detroitchildrensfund.org

Franklin-Wright Settlements, Inc.:

1. Computers
2. 25-passenger bus
3. Mentors to participate in FWS's after-school enrichment program

Contact: Deon Mullen, dmullen@franklinwright.org

Fostering Futures Scholarship Trust Fund:

1. Pillows and pillowcases for The Pillow Effect, a Michigan Youth Opportunities Initiative that provides pillows to children entering foster care without personal items
2. Auction items
3. Purchase of seats of sponsorships for annual fundraising events in Detroit, Grand Rapids and Lansing

Contact: Robin Lott, lottr@michigan.gov

Judson Center:

1. Children's diapers and pull-ups (all sizes)
2. Non-perishable food (not expired)
3. Toiletry products (full-size)

Contact: Peggy Kerr, peggy_kerr@judsoncenter.org

Michigan Science Center:

1. New or used 30- to 40-foot indoor boom lift
2. Used technological/industrial trade show pieces; product demonstrators, kiosks, displays
3. Modular cabinetry in various sizes and finishes

Contact: Mike Nevala, mike.nevala@mi-sci.org

National Kidney Foundation of Michigan:

1. Professional mascot costume for the Regie's Rainbow Adventure program superhero
2. Updated software, including Adobe Suite and video editing
3. Auction items

Contact: Kathy McGrath, kmcgrath@nkfm.org

National Veteran Business Development Council:

1. Professional event planner
2. Professional fundraiser
3. Strategic partnerships to further our goals

Contact: Ellen Duckman, educkman@nvbdc.org

Ronald McDonald House Charities Detroit:

1. Pantry items such as beans, pasta sauce, pasta, granola bars
2. Household cleaning supplies such as paper towel, cleaners, Swiffer refills
3. Auction items

Contact: Nicky Bates, nbates@rmhc-detroit.org

Rose Hill Center, Inc.:

1. Auction items
2. 12-passenger van for transporting residents to appointments, college and other activities
3. Scholarships for those who are unable to fund the full cost of treatment at Rose Hill

Contact: Janeen Moskal, development@rosehillcenter.org

Samaritas:

1. Backpacks and school supplies
2. Energized volunteers
3. Foster, college-bound teens, who age out of foster care, need help and support to become successful adults

Contact: Lauren Brosch, lbros@samaritas.org

SME Education Foundation:

1. Manufacturing workers and manufacturing HR professionals to increase awareness within their companies
2. Companies needing help administering their scholarship programs
3. Strategic partners throughout the manufacturing industry

Contact: Josh Cramer, jcramer@sme.org

Society of St. Vincent de Paul Detroit

1. Young professionals to join a young professionals group
2. Board members with connections to the community who are passionate about what we do
3. Gently used furniture, clothing and household items

Contact: Keith Koppmeier, kkoppmeier@svdpdetroit.org

Sky Foundation Inc.:

1. Technology assistance in keeping us up to date
2. Board members committed to raising awareness of pancreatic cancer with fundraising ability
3. Members for the Fundraising Committee

Contact: Annie Dalton, adalton@skyfoundationinc.org

Ted Lindsay Foundation:

1. Volunteer to help with technology, including website updates and design, as well as social media sites
2. Volunteer in the marketing and public relations field
3. Strategic partners to expand our reach in the metro area

Contact: Lew LaPaugh, sweetlew07@aol.com

The Heat and Warmth Fund – THAW:

1. Strategic partnerships to support our Energy Waste Reduction program, especially roofing, plumbing and general contracting companies
2. Auction items
3. Office supplies

Contact: Stacy Ziarko, siziarko@thawfund.org

The Nature Conservancy:

1. The Conservancy accepts two types of real estate gifts, both of which are critical to our work (details online)
2. Heavy-duty trucks, as well as passenger vehicles
3. Friends of the Conservancy to open their homes or host special events to spread the word about conservation action

Contact: Lynn Boomer, lboomer@tnc.org

The Pink Fund:

1. Volunteers to review applications and help make funding decisions for breast cancer patients in active treatment the third Monday of each month
2. Fundraisers to start a Facebook fundraiser, organize an event or join our host committee
3. Partners in the community to help grow our mission

Contact: Jennifer Yin, Jennifer@thepinkfund.org

The Rainbow Connection:

1. Donors to help secure high-end live auction items
2. Attendees at our major events
3. Individuals to host peer-to-peer or crowdfunding campaign pages

Contact: Megan Phelps, mphelps@rainbowconnection.org

The Salvation Army of Metro Detroit:

1. Non-perishable foods, including unexpired canned goods and boxed meals
2. Transportation
3. Seasonal clothing, including new coats and warm winter items (hats, gloves, socks, etc.) for adults and children

Contact: John Hale, john_hale@usc.salvationarmy.org

Training & Treatment Innovations, Inc.:

1. Non-perishable food items, including unexpired canned goods and boxed meals
2. Household goods, such as house cleaning and maintenance supplies, microwaves, furniture, dishes and new linens
3. Transportation vouchers, particularly bus passes

Contact: Yvette Pecha, ypecha@ttiinc.org

United Way for Southeastern Michigan:

1. Donors to power programming
2. Advocates to speak out in favor of policies that will benefit families—and against legislation that would be harmful
3. Volunteers to make a difference in the community

Contact: Ashley Rule, ashley.rule@liveunitedsem.org

Washtenaw Community College Foundation:

1. Fundraising
2. Technology
3. Auction items

Contact: Phillip Snyder, philnsnyder@wccnet.edu

Wayne Metropolitan Community Action Agency:

1. Diapers and wipes of all sizes to stock our Diaper Bank, which assists low-income families throughout Wayne County year-round
2. School supplies, including crayons, pencils, pens, highlighters and backpacks to distribute to homeless youth
3. Winter coats of all sizes for adults, as well as youth, year-round to distribute to low-income individuals

Contact: Lindsay Karas, lkaras@waynemetrometro.org



TOGETHER, WE'RE REBUILDING THE COMMUNITY

- 1.6 million meals a year.
- 2,200 beneficiaries a day.
- 13,000 volunteers.
- Locations in 5 Michigan counties.
- Changing lives since 1909.

Thanks to your generous support, Detroit Rescue Mission Ministries (DRMM) has continued to give much-needed hope and help to homeless, hungry and hurting persons - including women and children, veterans and seniors - around us.

Our CARF-accredited services go beyond emergency shelters and housing programs. We are the leading provider of citizen re-entry and drug addiction treatment and detox services in Michigan.

The US News & World Report ranked us the 13th largest inpatient, outpatient alcohol, substance abuse treatment and rehab center in the U.S. But we are not done yet.

Learn more at DRMM.org.





Helping Seniors and Their Families for Over 40 Years

We are a nonprofit focused on supporting seniors and disabled adults so they can live independently and safely wherever they call home.

How we can help

We provide a network of services and programs which include: in-home care services, Meals on Wheels, a free help and referral telephone line, health and wellness classes, family caregiver support, and Medicare and Medicaid guidance.

How you can help

Your generosity will uphold our mission of enhancing the lives of those we serve.

Please consider making a donation to touch a life in your community today. Call (248) 914-3011 or donate at aaa1b.org/donate.



Serving Livingston, Macomb, Monroe, Oakland, St. Clair and Washtenaw counties.

For more information on our programs and services, call us at (800) 852-7795.