

# connecting people, building communities

Fall 2009

News from the Delaware Community Foundation

## Goodwill Receives Grant to Create New Training Classroom

“Congratulations Grad” streamers and balloons adorn the walls. Smiling parents, spouses, friends and children wait anxiously for the festivities to begin and the ceremonial cake to be cut. As the 14 soon-to-be graduates enter the auditorium, you can feel their sense of accomplishment and pride. Not only have they successfully completed their training, but for each and every one, a job at a local ShopRite store awaits.

The day is a celebration not only for this, the 34th graduating class—but also for the “Partners in Training”—Goodwill of Delaware and Delaware County, Inc., Kenny Family ShopRites of Delaware and Wakefern Food Corp., the marketing and distribution arm of ShopRite. The “Partners in Training” concept, introduced in ShopRites in New Jersey in 2000 and expanded to Delaware in early 2006, was designed to prepare recipients with barriers to employment for the workforce by training them for cashier positions with ShopRite supermarkets.

Students who train in a simulated ShopRite supermarket at Goodwill’s headquarters learn to operate a cash register, scan and bag items and research product prices. They receive classroom

training to develop customer service and life skills. Since the program began, 448 men and women have completed the four-week training program and have been hired as cashiers in one of four ShopRites in Delaware.

With a \$10,000 capital grant from the Delaware Community Foundation, Goodwill renovated 500 square feet of unfinished space at their Lea Boulevard headquarters into an additional career development classroom. The new classroom houses tools, testing equipment and portable work stations for their Communications Technology Training Program, a course that will enable graduates to seek jobs in telephone wiring, network and computer systems wiring, cable and satellite television, home theater and home entertainment system installation.

“Our goal is to create a similar hands-on training experience to that of our cashier program,” notes Ted Van Name, Goodwill’s President and CEO. “Ultimately we would like to attract a company, like ShopRite, that would partner with us to provide employment for those who complete the extensive 12-week training.”

(continued on page 6)



ShopRite graduate Sheila Christine Carn celebrates with Ted Van Name and ShopRite’s Director of Human Resources James Leonard (r) and her sons, Javier and Evekiel.

## Delaware Community Foundation

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The Delaware Community Foundation manages charitable funds for individuals, families, businesses and organizations, and distributes income from the funds as grants to humanitarian, educational, health and cultural entities throughout the First State. With almost 1,000 funds, nearly \$200 million in assets and annual grants of about \$15 million, the Foundation provides a lasting source of charitable funding to benefit Delawareans today and for generations to come. For more than 20 years the Foundation has been connecting people who care with the causes they care about, helping to make Delaware a better place to live and work.

## Delaware Community Foundation in Top Philanthropic Tier Nationally

It's always nice to receive positive feedback about the work of the Delaware Community Foundation in helping to make the First State a better place to live and work. I'd like to say a personal "thank you" to those who take the time to call, write or email us. It helps us know we are on the right path.

It is also reassuring when those outside of the organization recognize the good work of the volunteers and staff of the DCF. I am pleased to report that the Delaware Community Foundation recently received notification that we have met the nation's highest philanthropic standards for operational quality, integrity and accountability. The notice comes from the Council on Foundations, a national professional association based in Washington, DC.

You might say this designation is similar to the "Good Housekeeping Seal" for community foundations. The National Standards for U.S. Community Foundations Program requires community foundations to document their policies for donor services, investments, grantmaking and administration. With 250 community foundations already confirmed in compliance nationwide, the program is designed to provide quality assurance to donors, as well as to their legal and financial advisors.

This is critically important to our donors and those who are thinking about becoming donors. When people make a charitable bequest, establish a fund or set up a nonprofit organization endowment, they are putting their trust in us. They are counting on us to manage the investment wisely and honor their charitable wishes. The National Standards confirmation says our house is in order.

As you know, the DCF offers a range of charitable funds, allowing donors to advance a cause such as education or the environment, support a single organization, provide flexible support for community needs or recommend individual grants. In addition to affirming our philanthropic services, the confirmation validates the Foundation's grantmaking practices for the nonprofit community.

The National Standards for U.S. Community Foundations program is the first of its kind for charitable foundations in the United States. The Council on Foundations is a Washington, DC-based nonprofit membership association of more than 2,000 grantmaking foundations and corporations, with assets totaling more than \$280 billion. The Council provides the opportunity, leadership and tools needed by philanthropic organizations to expand, enhance and sustain their ability to advance the common good.

We look forward to displaying the Council on Foundations' National Standards emblem and take pride in our ability to do so.



Fred C. Sears II, President and CEO



# New Directors

Please join us in welcoming four new directors to their leadership roles with the Delaware Community Foundation. A special thanks to the outgoing members of our Board of Directors, Linda L. Chick, Linda J. Gilliam and Mark A. Turner for their dedication and years of service and to the late Howard R. Layton, our former Gubernatorial Appointee, who retired after five years of service to our board.



**Stephen A. Fowle** is Executive Vice President and Chief Financial Officer for WSFS Financial Corporation, the parent of Wilmington Savings Fund Society, FSB, located in Wilmington, Delaware.

He currently serves as a director with the Downtown Visions and the Delaware Chapter of the March of Dimes boards. Stephen will serve on the Finance Committee.



**Patrice Gilliam-Johnson, PhD** is a founding member and Vice President of the Gilliam Foundation. Dr. Gilliam-Johnson serves as Program Coordinator of the Organizational Dynamics

Fusion Program and as Associate Professor in the Division of Behavioral Science at Wilmington University in New Castle, Delaware. In addition to serving on the board of the Gilliam Foundation, she just stepped down as Board Chair for the Metropolitan Wilmington Urban League. Patrice will join the Grants Committee.



**Marilyn R. Hayward**, Principal of Hayward & Associates, is an independent consultant, specializing in leadership and organizational effectiveness, executive coaching and group facilitation. Active in the

community, she currently serves on the board of managers of the Mt. Cuba Center and Planned Parenthood of Delaware. Marilyn is looking forward to serving on the Finance Committee.



**Cindy L. Szabo, Esq.**, Partner with Ellis & Szabo, LLP in Georgetown, concentrates her practice in the areas of estate planning, estate administration, real estate and general corporate law. Cindy

was appointed to the DCF Board of Directors by Governor Jack Markell. She also serves on the Board of Directors of the Southern Delaware Estate Planning Council and is a member of the Delaware State and Sussex County Bar Associations. Cindy will join the Southern Delaware Advisory Committee.

Nearly 90 financial and estate planners joined the Delaware Estate Planning Council and the Delaware Community Foundation for an "Arts Update" to learn the latest news about some of Delaware's primary arts organizations and how they are using creative giving strategies to support their missions of serving Delaware audiences. DCF President & CEO Fred C. Sears II facilitated a panel discussion that included Mark Fields, Managing Director of the Grand Opera House; Mary Ann Ehlschlager, Managing Director of the Delaware Theatre Company; David Amado, Music Director of the Delaware Symphony Orchestra and Maxine Gaiber, Executive Director of the Delaware Center for the Contemporary Arts, pictured left to right.



## New Committee Members

Nearly 100 community leaders and volunteers support the Delaware Community Foundation's efforts in "connecting people who care" as members of our Executive Committee, Board of Directors and advisory committees. We wish to extend our gratitude to those who have served with us over the past 20 plus years, and welcome the following individuals who joined the Foundation family this past year. New committee members this year include:

### Development Committee

John C. Hawkins, Chairman  
Martha S. Carper, Co-Chairman  
Peter Parker  
Deenie Reeves  
Laura Lubin Rossi

### Finance Committee

Stephen A. Fowle  
Marilyn R. Hayward

### Grants Committee

Patrice Gilliam-Johnson  
Denise Schwartz  
William F. Weber

### Investment Committee

Frederick J. Dawson

### Marketing and Communications Committee

Steven H. League  
Mark Mendelson  
Rita C. Turner

### Planned Giving and Professional Advisory Committee

Jeffrey W. Mitchell Jr.

### Southern Delaware Advisory Committee

David C. Doane  
Fernando N. Guajardo  
Harold W. T. Purnell II  
Cindy L. Szabo

# Good News

## AAEFD Fund Launched Statewide

Organizers of the African American Empowerment Fund of Delaware (AAEFD), officially launched the fund in Sussex and Kent Counties this summer. Since AAEFD's official launch in June 2008, 70 people have pledged to become Founders investing \$1,000 over five years to support the Fund's work and mission.



For more information about the AAEFD or the upcoming AAEFD statewide meeting on December 3 at the Delmarva Power Conference Center in Newark, please contact Jane C.W. Vincent, Senior Vice President of the DCF by calling 302.571.8004 or [jvincent@delcf.org](mailto:jvincent@delcf.org).

## Eva Verplanck Receives Fund For Women Honor

More than 150 Founders and friends attended the Fund For Women's annual Spirit of Women's Philanthropy Breakfast where volunteer fundraiser and DCF fundholder Eva Verplanck, PhD was honored with the FFW's 2009 First Founders



Philanthropy Award. Dr. Verplanck, who lives in Kennett Square, is a Fund For Women Founder who has served in key positions on an extensive list of nonprofit organizations over the years. Eva, pictured in center with Founders Judy Hoopes and Elisa Poole, is also a past recipient of the Lifetime Achievement Award from the Brandywine Valley Chapter of the Association of Fundraising Professionals.



## From Steam to "Green" Energy

Governor Jack Markell, Department of Natural Resources and Environmental Control Secretary Collin O'Mara and Department of Services for Children, Youth and Their

Families Secretary Vivian Rapposelli were among those on hand to help Executive Director Michael Kopp, officials and friends of the Elizabeth W. Murphey School celebrate the groundbreaking of the project to convert their main administrative building from coal and gas generated steam to geothermal heating and cooling on the school's 14-acre campus in Dover. The conversion was funded in part from a \$25,000 capital grant from the Delaware Community Foundation.



## DCF's Annual Friends Campaign Continues

In the past year more than 450 "friends" gifts provided support for those caring for loved ones, expanded assistance to feed hungry Delawareans, introduced young people to philanthropy and encouraged nonprofits throughout the state to work more closely together. "Your gift helped us award more than \$15 million in grants to the First State's nonprofit organizations at a time when they needed it most," noted Joe Schell, 2009 Friends Campaign Chairman, pictured here with his wife, Debbie.

You can make a donation online at [www.delcf.org](http://www.delcf.org) by selecting "DCF Friends Fund" or by contacting Sue Bernetich, Director of Development by calling 302.504.5230 or [sbernetich@delcf.org](mailto:sbernetich@delcf.org).

# Program Grants

## Delaware's Anti-Hunger Coalition: Making More Food Available for Hungry Delawareans

Hunger affects and diminishes the quality of life of everyone in the community. It is more than a social concern or a condition of poverty. It reflects situations broader than problems with alcohol or drug use or mental health issues or affordable housing. Hunger has an impact on job performance, on health care costs and on a child's ability to learn in school. It impacts virtually every aspect of a community's well being. And, hunger is growing in Delaware.

With the support of an \$117,000 program grant from the Delaware Community Foundation, the Food Bank of Delaware has taken the lead role in creating a statewide Anti-Hunger Coalition. The Coalition is comprised of representatives from agriculture, business, industry, financial institutions, educational institutions, local and county governments, media, nonprofit organizations and other sectors including the DCF's CEO Fred Sears. It is charged with developing a game plan to alleviate and ultimately, eliminate hunger in the state of Delaware.

"Few of us have ever been truly hungry or have had to make the painful decisions that growing numbers of working people are being forced to make every day," said Patricia Beebe, President & CEO of the Food Bank of Delaware. "They're choosing between food and other essentials, such as housing, health care and utility bills."

Since the initiative launched in February 2009, the Anti-Hunger Coalition has developed an action plan to feed more Delawareans. Their strategies include helping people learn about and take advantage of existing federal feeding programs.

"We are looking for ways to put food on the table for those who are not taking advantage of programs that currently exist," Beebe stated. "What we are proposing won't cost the state any more money."



Food Bank of Delaware volunteer Christine Bureau.

"Delaware is currently eligible for an additional \$300,000 if we could increase participation in the Federal School Lunch Program during the summer months from 25% to 40%. We could feed an addition 5,500 children each day during the summer recess by simply doing that," she added. "Less than half of the students who qualified for school lunch were also enrolled in the School Breakfast Program even though the criteria to qualify are exactly the same. Those are missed opportunities we cannot afford to ignore."

The Coalition is also working through the Food Bank's network of 350-plus member agencies to feed more people. New collaborations with produce growers in Kent and Sussex Counties and the United Way's Delaware Does More initiative have significantly increased the pounds of food and fresh produce available for those who are hungry. As the effort moves forward, the Anti-Hunger Coalition will continue to research existing programs and determine how to increase collaboration and partnerships ensuring the group's success.

"We're finding that the people in Delaware that are hungry are no longer 'those people,'" Patricia noted. "They are our neighbors, our co-workers and our friends."

To learn more about how you can donate food or volunteer, please call 302.292.1305 or visit the Food Bank of Delaware's website at [www.fbd.org](http://www.fbd.org).

## Goodwill Receives Grant

(continued from cover story)

The U.S. Department of Labor has identified the field of Telecommunications Equipment Installers and Repairers as an in-demand occupation with higher than average growth rates through the year 2016. Communications technology graduates are eligible to receive up to five industry-recognized certifications.

“With the current economic situation in Delaware, Goodwill has seen a tremendous increase in the number of people seeking job training or re-training,” added Van Name. “We have seen people with all sorts of backgrounds and work experience inquire about this program and the job opportunities provided.”

For 88 years, Goodwill of Delaware & Delaware County’s mission has been to improve the quality of life for individuals with barriers to employment through vocational services and work opportunities and has been supported by proceeds from retail sales and donations. This year, Goodwill has provided services to over 12,000 individuals throughout Delaware and Delaware County, Pennsylvania.



A First State Community Action Agency American Recovery and Reinvestment Act grant supported students in the first communications technology class.

# Investment Report

By Valerie J. Sill, Investment Committee Chairman

Written on November 6, 2009



The Delaware Community Foundation’s consolidated portfolio benefitted from the powerful rally in equities that continued through the third quarter. The S&P 500 rose 15.6% in the third quarter, soaring over 55% off the March 9th low to gain 19.3% year to date. This rally, the biggest post World War II surge in equities, reflects continuing strength in the global economic recovery as recessionary conditions abate. The 3.5% increase in U.S. GDP for the third quarter exceeded expectations. Economic growth benefited from inventory rebuilding, the impact of unprecedented levels of monetary and fiscal stimulus, and strong gains in productivity. However, despite improvements in corporate profits and an uptick in merger activity in the U.S., weakness remains in the labor and housing markets.

**The portfolio outperformed both the blended index which returned 11.43% and the general 60/40 index return of 10.77%.**

The DCF consolidated portfolio appreciated 12.01% during the third quarter of 2009. The portfolio outperformed both the blended index which returned 11.43% and the general 60/40 index return of 10.77%. For the third quarter, the top performing equity managers were Lazard, Julius Baer International and Westfield. The laggards were NFJ, Brandywine Blue and UBP hedge fund of funds. The active Fixed Income manager, Loomis and Sayles, had another great quarter with a positive 10% return. For the calendar year, the portfolio has appreciated 17.46%, outperforming the plus 14.16% 60/40 benchmark return for the period.

The Investment Committee will continue to monitor manager performance and asset allocations closely in this challenging investment environment.

# New Funds

June 1, 2009 through October 31, 2009

**Thurman G. Adams and Hilda McCabe Adams Family Fund**, a scholarship fund, will establish an agricultural scholarship in memory of Senator Adams and will continue the Honorable and Mrs. Adams' ongoing support for community organizations.

**Donald Banschbach Music Education Fund Builder**, named in memory of a dedicated musician and music educator, will provide support for music in middle schools in the Dover area.

**J.B. Barthmaier Fund Builder**, a fund builder account, will establish a perpetual fund to honor the life and spirit of J.B. Barthmaier and to provide scholarship assistance to a graduating high school senior.

**Brady Family Fund**, a donor-advised fund, will support the family's charitable intentions.

**Center for Therapeutic and Educational Riding, Inc. Endowment Fund**, a nonprofit organization fund, will support equine-assisted learning programs for children with physical and developmental disabilities offered at the Center for Therapeutic and Educational Riding, Inc.'s stables in Townsend.

**Janet L. Clark Charitable Fund**, a legacy fund, is intended to provide permanent income to three causes important to her.

**Delaware City Public Library Endowment Fund**, a nonprofit organization endowment fund seeded by the Delaware Division of Libraries, will provide long-term support to the Delaware City Public Library.

**Delaware Mentoring Council Fund**, a temporary fund, will support the work of the DMC in developing additional resources to meet their mission.

**Delaware Ovarian Cancer Foundation Fund**, a special purpose fund established by Dorianne Short, an ovarian cancer survivor, will support the mission of the Delaware Ovarian Cancer Foundation to increase awareness and education about ovarian cancer among women and healthcare professionals in Delaware and the surrounding vicinity.

**Delaware Seashore Preservation Foundation**, a nonprofit organization fund for the Friends group, will help restore and preserve the World War II-era Fire Control Tower 3 within the Delaware Seashore State Park south of Dewey Beach.

**Endo Pharmaceuticals Scholarship Fund**, a scholarship fund established by David Holveck, President and CEO of Endo Pharmaceuticals, will provide college scholarships for students majoring in life sciences who are children of Endo Pharmaceuticals employees.

**Fraunhofer New Cells for New Vaccines Fund**, a temporary fund, will provide services for a nonprofit event.

**Friends of the Kent County Public Library Endowment Fund**, a nonprofit organization endowment fund seeded by the Delaware Division of Libraries, will provide long-term support to the Kent County Library.

**Friends of Owl's Nest Fund Builder**, a fund builder account, will provide long-term support for preservation of the historic Owl's Nest property in Greenville, Delaware.

**Georgetown-Millsboro Rotary Club, Inc.**, a fund builder account, will build a permanent source of funding for the many charitable projects of the Club.

**Gilliam Foundation Fund**, a donor-advised fund established by the Gilliam family to facilitate their charitable giving, will support a range of community needs and opportunities.

**Greater Lewes Foundation/Lewes Canalfront Park Maintenance Fund**, a nonprofit endowment fund, will provide funding for ongoing capital maintenance at this newly-completed town park.

**Greater Lewes Foundation/Lewes-Rehoboth Rotary Club Foundation Fund**, a nonprofit endowment fund, will help ensure the long-term impact of the good works of this civic organization in the Cape region.

**GreenWatch Institute, Inc. Fund**, a nonprofit endowment fund established by the tax-exempt environmental corporation, will provide long-term support for the study, research, litigation, professional education and the acquisition of land in furtherance of environmental protection and preservation in the Delaware River watershed.

**Hastings Memorial Scholarship Fund**, a scholarship fund established by the Hastings family, will provide substantial support for college tuition for eligible students of Laurel High School in memory of Barry Hastings.

**Derrick Sean "Rick" Hoey's Survivors College Scholarship Fund**, a fund builder account, will support the education of the children of victims of violent crime.

**Eric W. Kjellmark Jr. Charitable Fund**, a deferred fund established by a long-term participant, volunteer, board member and patron of OperaDelaware, will provide unrestricted annual support for the nonprofit organization.

**Learning Link of Delaware Fund**, a special purpose fund, will support the work of Learning Link of Delaware.

**Lewes Presbyterian Church Endowment Fund**, a nonprofit endowment fund, was established to provide a lasting source of funding for the outreach efforts of this over 300-year-old congregation.

**Old Christ Church League**, a fund builder account, will build a permanent endowment for the ongoing care and maintenance of this rare Colonial-era wooden church near Laurel.

**Brian & Joy Read Academic Opportunity Loan Fund**, a deferred scholarship fund, will provide no-interest loans for eligible students pursuing the study of mathematics, physics, chemistry or engineering at any accredited university.

**Marion C. Stark Fund for the Benefit of New Castle County Libraries**, a nonprofit endowment fund honoring a generous supporter of libraries, was established to provide annual unrestricted support for libraries in New Castle County.

**Tara Quinn Fund Builder**, a fund builder account established by the friends of Tara Quinn, recognizes her generous spirit and support for the nonprofit community as well as her friends and associates.

**Nina Wildman Fund**, a donor-advised fund, will support special projects for the benefit of Delmar High School in memory of Nina Wildman.

To open a fund, please contact Jane C. W. Vincent, Senior Vice President for Development by calling 302.504.5237 or email [jvincent@delcf.org](mailto:jvincent@delcf.org).

Our new look may be blue, but we're going GREEN with our upcoming annual report and newsletter. If you'd like to help us become more environmentally friendly and receive our communications online rather than on paper, please email Sue Bernetich, Director of Development at [sbernetich@delcf.org](mailto:sbernetich@delcf.org).



## 1,000th Founder

It's time for a very special "sweet sixteen" celebration for the 1,000 plus Founders of the Fund For Women. When the Fund was established in 1993, the original 16 Founders set two lofty goals—to recruit 1,000 Founders who would each contribute \$1,000 and to fund a \$1 million endowment with the Delaware Community Foundation. Due to their successful fundraising, the Fund's endowment now stands at \$2.3 million and they have awarded more than \$1.2 million to 216 nonprofit programs dedicated to enhancing the worth and potential of women and girls in Delaware. And, now they have their 1,000th Founder!

"Realizing our original goal is more than just reaching a number," Kay Preston, Fund For Women's Chairman reflected. "It means that we will be able to help even more women and girls through the Fund's charitable contributions. It also shows the strength and staying power of our support in Delaware."

So, what's next for the Fund For Women? Adding another \$1 million to their endowment! Are you one in 1,000+ who recognizes the power of collective giving? Look for your name on their special commemorative Fund For Women Founder's brochure on [www.delcf.org/ffw](http://www.delcf.org/ffw).



Irene Fick, Sue Getman



Kelly Firment, Kay Preston