

# Thanks for a wonderful year

By Fred C. Sears II



In the 2003 report to the community, *Building for a Stronger Delaware*, Wayne Holden, Chairman of the DCF's Board of Directors, and I wrote about the confidence our donors and the community placed in the Foundation during fiscal year 2003 (July 1, 2002 – June 30, 2003). This was a period of economic uncertainty, but even during this tough time, there was a significant amount of generosity in support of our community's needs.

Since the conclusion of FY 2003, economic conditions have been improving, the stock market is rebounding, and the community is continuing to work through the DCF to make a positive difference in Delaware. Although the Foundation typically reports on fiscal year performance, I'd like to share with you results from calendar year 2003, which was my first full year with the Foundation.

First, on a personal note, I spent much of the year telling the DCF story – to individuals, financial professionals and civic organizations. I sometimes felt as though I was staying just one step ahead, as I worked with our

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staff and board to learn about the intricate workings of a community foundation. In my travels throughout Delaware it was very gratifying to encounter people who care about the community and wanted to learn how they can work with the DCF to help meet community needs and fulfill their personal charitable goals.

We closed 2003 with approximately \$145 million in assets from all funds, including our supporting organization, The Rodel Foundation of Delaware. This compares with less than \$110 million in assets at the end of 2002. Individuals and organizations created a total of 57 new funds with assets of about \$27 million, while current fundholders and others added almost \$12.5 million to existing funds. Of the new funds, 22 were established by individuals to carry out current or future charitable giving or as a result of gifts from their wills. Seventeen nonprofit organizations established a total of 35 funds that will help them achieve their mission and ensure their financial future. Our Friends and Corporate Partners campaigns added nearly \$300,000 to our operating budget.

Grants awarded from all funds totaled more than \$6.5 million in 2003. This figure represents grants and scholarships

recommended by individual donors and organizations, grants awarded through the DCF's competitive grantmaking programs, and revenue generated by nonprofit endowment funds for use by each agency.

I truly appreciate the exceptional support you gave me and the Foundation in 2003. Our challenge is to meet increasing community needs – and we can't do it without you. Don't hesitate to call me (302/504-5228) or send me a message (fsears@delcf.org) to let me know how we can better serve you and the community, as we work to connect people who care with causes that matter.

## In This Issue

- New Additions to the Family.....2
- Substance Abuse Prevention Grants.....4
- Support for Youth Philanthropy.....5
- David Burton: *Changing Charitable Giving in Southern Delaware*.....6
- Southern Delaware Briefs.....7
- Donors Services Briefs.....7
- Leaving Your Legacy through the DCF.....8
- Endowment Funds Support Nonprofits.....9
- Charitable Gift Annuities.....10
- New Rodel Foundation President.....11
- Investment Report.....11
- Charitable Fund Partners Program.....12

## *New Additions to the Family of Funds*

More than three dozen new funds were established by individuals, families, businesses and organizations between June 1 and December 31, 2003. We appreciate the confidence our new fundholders have in the DCF to carry out their charitable goals and we welcome them to our family of funds.

### *Donor-Advised Funds*

**The A.A. Fund** – Activated as a result of the death of Roxana Arsht and advised by her daughter, Adrienne Arsht, to benefit organizations and causes that are important to her.

**The Arsht-Cannon Fund** – Activated as a result of the death of Roxana Arsht, the fund will continue the charitable legacy of S. Samuel and Roxana Cannon Arsht.

**Aunt Jane Fund** – Established by Susan Weissinger to support environmental issues.

**Banning Foundation Fund** – Established by Jeffrey Banning, President of Trinity Transport, Inc. in Bridgeville, to carry out charitable giving for his transportation service business. The company's community service committee will recommend distribution of funds.

**Sally M. Gakenheimer Fund** – Sally was inspired by her financial advisor, Fred Dawson, and friends Gail and Don Greene (Donald L. & Abigail D. Greene Fund) to start a fund through which she will support the arts. She is pleased that her giving will continue after her death.

**James H. Gilliam Jr. Giving Society Fund** – Established by the Metropolitan Wilmington Urban League in tribute to and in memory of James H. Gilliam Jr. The Urban League will officially announce the fund at its Bi-annual Gala in October 2004, at which time it will also name the first recipient of the James H. Gilliam Jr. Award.

**Horsey Family Youth Foundation Fund** – This fund is supporting the efforts of the Horsey Family Youth Foundation, which was established by David and Patricia Horsey to keep children off drugs and off the streets by involving them in educational and sports programs. ([www.horseyfamilyyouthfoundation.org](http://www.horseyfamilyyouthfoundation.org))

**Caroline M. Lunger Fund** – Established by Caroline M. Lunger, a member of the DCF Board of Directors and Grants Committee, to benefit organizations that assist those with low incomes.

### *Nonprofit Endowment Funds*

These funds have been established by or for nonprofit organizations to help ensure their financial future.

**Glenn C. Bowman Endowment Fund of the Rehoboth Beach Film Society** – Created in memory of Glenn C. Bowman, a volunteer and member of the Board of Directors who directed a portion of his estate to the Society. The mission of the Society is to create understanding and appreciation of film as an art form. ([www.rehobothfilm.com](http://www.rehobothfilm.com))

**DASEF Fund** – Established by the Delaware AeroSpace Education Foundation, which is dedicated to enlightening and inspiring the minds of students and the general public in the areas of math, science, technology and aerospace, through academies, presentations, symposiums, professional development, events and the Innovation, Technology and Exploration Center (ITEC). ([www.dasef.org](http://www.dasef.org))



The YMCA of Delaware builds strong kids, strong families and strong communities through programs such as summer camps. Endowment funds the Y established at the DCF are helping to build its financial future.

**Delaware Greenways Legacy Fund** – With its commitment to the preservation and enhancement of Delaware's natural, scenic, historic, cultural and recreational resources, Delaware Greenways works to preserve open space and greenways, increasing opportunities for walking and bicycling and creating more livable communities. ([www.delawaregreenways.org](http://www.delawaregreenways.org))

**Delaware Music School** – This southern Delaware music education organization established a fund to support the Milford Community Band, which is sponsored by DMS. ([www.delawaremusicschool.org](http://www.delawaremusicschool.org); [www.Mcband.org](http://www.Mcband.org))

**Delaware Wild Lands, Inc. Endowment Fund** – This organization, which is dedicated to the conservation and preservation of natural areas through the acquisition and management of strategic parcels of land, has permanently protected more than 100,000 acres of land – on its own or in coalition with other agencies – against industrial and residential development since 1961.

**Goodwill Industries of Delaware & Delaware County Inc. Fund** – In keeping with its motto, "Give a hand up, not a hand out," Goodwill provides job opportunities for people with barriers to employment. Its vocational programs are designed to educate clients and provide marketable skills and dependable work habits essential to business and industry. ([www.goodwillde.org](http://www.goodwillde.org))

**Grayson Family Fund for Older Adults** – This fund, part of the Jewish Family Service of Delaware Fund, was established by the Grayson Family to help JFS achieve its mission of strengthening the psychological, spiritual and emotional well being of the individual, family and community while promoting Jewish values. ([www.shalomdelaware.org](http://www.shalomdelaware.org))

**Partnership for the Delaware Estuary Endowment Fund** – This organization, which is dedicated to the promotion and conservation of the Delaware Estuary, conducts education programs for students and the general public, coordinates habitat restoration projects for corporations, and provides funding and support for other nonprofits. ([www.greenworks.tv/delawareestuary](http://www.greenworks.tv/delawareestuary))

## **New DCF Funds** (Continued)

**The Swierczewski Fund** – Established by Edward Swierczewski and his daughter Cathy in loving memory of Mary Swierczewski, their wife and mother, to benefit **Kent-Sussex Industries, Inc.** KSI is a vocational rehabilitation organization that provides support and services to individuals who need specialized assistance to obtain and maintain an optimal level of employment. ([www.ksiinc.org](http://www.ksiinc.org))

**United Way of Delaware** – United Way is committed to maximizing the community's resources to improve the quality of life for all Delawareans. It collects these resources through an annual fundraising campaign and directs them to effective programs designed to alleviate Delaware's most pressing human service issues. ([www.uwde.org](http://www.uwde.org))

**Wilmington Music School** – WMS strives to encourage public participation by providing instruction that can serve as a foundation for many types of musical expression; embracing opportunities for partnership and outreach; and administering a financial assistance program that recognizes and responds both to financial need and to special merit. ([www.wilmingtonmusic.org](http://www.wilmingtonmusic.org))

**YMCA of Delaware** – This organization has established 13 funds to support its mission. The YMCA exists to develop and practice the Christian principles of love, caring, inclusiveness, justice and peace and to enrich the emotional, physical and social life of all individuals, families and the community. ([www.ymcade.org](http://www.ymcade.org))

### **Field-of-Interest Fund**

**Discover Southern Delaware Fund for Women & Children** – Started by Discover Bank of Greenwood, Delaware to provide grants to Kent and

Sussex County organizations that sponsor or provide programs to benefit women or children. Awards will be consistent with, but not limited to, the DCF Fund for Women grantmaking guidelines.

### **Scholarship Fund**

**Bank One Academy Fund** – Established by Bank One Card Services to provide college scholarships for students who attend the annual Bank One Academy, a work-force readiness training program for high school seniors. BOCS employees mentor the students in life- and job-readiness skills, which prepare them to interview for part-time positions at Bank One.

### **Pass-Through Fund**

**Tubby Raymond Scholarship Fund** – Established to support fundraising efforts for the Tubby Raymond Scholarship at the University of Delaware.

### **Charitable Gift Annuities**

**Anonymous** – 1

**Paula Hust Allen** – This fund will ultimately benefit the Warren L. Allen Family Fund at the DCF.

**Margaret M. Smith** – This fund will ultimately benefit the Delaware Association for the Blind.

## **United Way of Delaware** *A Special Partner in Philanthropy*

The Delaware Community Foundation is pleased to welcome John A. (Drew) Langloh as the President and Chief Professional Officer of United Way of Delaware. "I look forward to a long and strong relationship with Drew as we work together to build our community," said DCF President and CEO Fred C. Sears II, when he learned that the long-time United Way executive had been selected to lead the Delaware organization.

The DCF also congratulates Michelle Taylor on the success of this year's annual campaign. Under Michelle's leadership as interim president, United Way raised more than \$29.1 million for local health and human service agencies and programs, exceeding its fundraising goal by more than \$800,000.

United Way of Delaware has been a special partner in philanthropy with the DCF since

1986, when United Way board members and other community leaders helped create the Foundation. They recognized the need for an organization that could provide a new and lasting source of charitable funding for Delaware.



In 1998, the DCF and United Way of Delaware collaborated to encourage United Way member organizations to establish endowment funds with the DCF. Dozens of

these nonprofit agencies realized the value of a long-term fund with the DCF and are building funds to help secure their financial future.

Recently, United Way selected the Foundation from among several institutions to manage its endowment fund. We are also working with United Way on plans to encourage members of The de Tocqueville Society to establish endowments that will fund their gifts forever.

As United Way of Delaware "impacts our community by focusing on what matters... changing lives" and the Delaware Community Foundation "connects people who care with causes that matter," our separate and collective efforts are making Delaware a better place to live.

## ◆ *DCF Continues Funding Substance Abuse Prevention Programs*



Prevention Specialist Norma Foxwell introduces Wally and Dina Dinosaur to children in the "Incredible Years" program at Brandywine Counseling, Inc. The puppets are used to teach problem-solving and social skills.

**From generation to generation.** We most often relate this phrase to the positive values and qualities that parents proudly pass on to their children. But when substance abuse has been a part of their lives, many parents have a difficult time imparting values that will prevent their children from following the same path.

To help parents who are undergoing treatment for substance abuse and their young children learn social skills and reduce behaviors that could lead to substance abuse in the future, Brandywine Counseling, Inc. (BCI) provides the "Incredible Years" program, which was developed at the University of Washington. BCI conducts concurrent workshops over a 24-week period for parents and their children, ages three through eight. BCI received a substance abuse prevention program grant from the DCF in 2003 for the first year of "Incredible Years" and recently was awarded funding for a second year to help with personnel, training, supplies and other operating expenses.

About six weeks after the program began last summer, parents completed a survey that evaluated their progress in developing skills needed to prevent and reduce the types of behavior that may lead to future substance abuse. Parents reported improvement with their abilities to use effective limit setting and methods to handle noncompliant behaviors.

Brandywine Counseling, Inc., which serves Delawareans at seven locations, is one of 17 agencies that received a total of \$215,000 in funding through the DCF's 2004 grantmaking program to prevent substance abuse in children below the age of 18. Eight of the programs were funded for a second year, including the "Beating the Streets" program, offered by Boys & Girls Clubs of Delaware, Inc. at its Smyrna/Clayton, Milford and Laurel sites. This program uses a proven four-fold youth development strategy to develop a sense of competence, a sense of usefulness, a sense of power or influence and a sense of belonging. When this is achieved, according to Boys & Girls Clubs, it results in increased self-esteem, which gives the youth the confidence to make healthy, informed choices.

All 17 substance abuse prevention programs that received funding are listed below. For additional information about the grants awarded, visit the DCF Web site at [www.delcf.org](http://www.delcf.org). An asterisk (\*) indicates an organization that also received a grant in 2003.

***Bayhealth Foundation*** ***\$15,000***  
 Bayhealth Foundation operates multi-pronged substance abuse prevention programs for the Wellness Centers at Smyrna, Woodbridge, Brandywine and Milford High Schools.

***\*Boys & Girls Clubs of Delaware, Inc.*** ***\$15,000***  
 The "Beating the Streets" program, offered at the Smyrna/Clayton, Milford and Laurel sites, educates 180 youth, ages 6-15, about the dangers of substance abuse; trains peer mentors/educators; and disseminates information to the community regarding substance abuse prevention.

***\*Brandywine Counseling, Inc.*** ***\$10,000***  
 The "Incredible Years" program provides concurrent workshops for children, ages 3-8, and their parents, who are undergoing treatment for substance abuse. The goal of the program is to promote social skills and reduce behaviors that could lead to substance abuse in the future.

***Christiana Care Visiting Nurses Association*** ***\$15,000***  
 Christiana Care VNA provides substance abuse counseling for students at the Wellness Centers it operates in Dover and Smyrna High Schools.

***Delaware Association for Children of Alcoholics*** ***\$5,000***  
 DACOA presents prevention programs in schools, community centers and workplaces statewide and will target Martin Luther King Jr. Elementary School and Rose Hill Community Center in Wilmington with this grant.

***Delaware Technical & Community College*** ***\$12,000***  
 "Reach for the Stars" is a youth enrichment program that DTCC proposes to expand with a substance abuse prevention component for 200 special services students in the Christina School District.

***First State Community Action Agency*** ***\$15,000***  
 The prevention curricula "Creating Lasting Families" and "Here's Looking at You" are incorporated in the after school program at Richard Allen School in Georgetown.

*(continued on next page)*

## **Substance Abuse Prevention Programs**

*(Continued)*

### ***\*Girls Scouts of the Chesapeake Council, Inc.*** **\$5,000**

This project uses the "Zone, Living Drug Free" prevention program, in conjunction with athletic activities, to emphasize living a positive, healthy and drug-free life. It serves girls from public housing communities in and around Milton, Milford, Georgetown and Ellendale.

### ***H.E.R.O.I.N. Hurts*** **\$10,000**

The "Peer to Peer" mentoring program includes presentations and mentoring by facilitators and young adults in recovery to youth who are at risk of substance abuse.

### ***Jewish Family Service*** **\$8,000**

"Media Matters," a hands-on video production prevention program with a strong social skills component, is offered to incarcerated youth at Ferris School.

### ***\*Methodist Action Program*** **\$15,000**

The "Youth Moving Forward" program provides group mentoring to first time youth offenders, ages 9-17, and requires participation in community service projects.

### ***\*Ministry of Caring, Inc.*** **\$10,000**

The organization offers two prevention programs, "Across Ages," a school and community-based drug prevention mentoring program for youth ages 9-13, and "Village Crier," which focuses on drug education for families and children.

### ***\*Open Door, Inc.*** **\$10,000**

Open Door offers the "Life Skills Training" prevention program in combination with a highly structured karate program to 25 third and fourth grade students attending schools near the Greater Newark Boys and Girls Club.

### ***People's Place II, Inc.*** **\$20,000**

"Positive Alternatives to Substance Abuse" (PASA) is an after school and summer camp prevention program offered to Milford elementary school students.

### ***Peoples Settlement Association*** **\$20,000**

The "Life Skills Training" and "Here's Looking at You" programs will be a part of the after school and evening youth recreation programs at the Otis Heady Youth Center in downtown Wilmington.

### ***\*REALITY USA*** **\$15,000**

This four-week state-wide program for first time offenders, ages 13-17, emphasizes the short- and long-term effects of alcohol and drugs, through informational sessions at a Delaware State Police facility, local hospital, courtroom and detention center.

### ***\*Sodat-Delaware, Inc.*** **\$15,000**

Sodat identifies youth at risk for substance abuse, performs initial screenings and engages teens in early intervention/education programs. With this grant, Sodat will work with parents, administrators and students at McKean High School in New Castle County.

## **Youth Philanthropy Fund Receives Community Support**

We're pleased to announce that Verizon Foundation and Morgan Stanley Foundation have awarded grants to the DCF in support of our Youth Philanthropy Board, which teaches youth about civic involvement, charitable giving and grantmaking. The program was started in 1999 with funding from a former teacher, Phyllis McMullen Wynn, whose vision was to instill in young people the desire to be philanthropic and help them develop the skills needed to make wise funding decisions.

Each year, students from New Castle County high schools learn about community needs and the grantmaking process from DCF staff members and volunteers. Beth Bouchelle, DCF Program Administrator, coordinates the program. This year's group of 18 students is in the process of evaluating grant applications for tutoring and mentoring programs for children. After making site visits and sharing their findings and recommendations, board members will vote to award a total of \$10,000 in grants.

Although Phyllis Wynn remains involved as an advisor to the Youth Philanthropy Board, the DCF has taken over full administration of the program. We are actively seeking community support in order to continue teaching our youth about philanthropy and provide funding for worthwhile programs for children. To learn how you can support this program, please contact Stephanie Lonie, Director of Development, at 302/504-5230 or slonie@delcf.org.

## **2003 Annual Report**

*Building for a Stronger Delaware*, our most recent annual report, details the Foundation's accomplishments for fiscal year 2003. It includes stories about some of the people who are carrying out their giving through the DCF, information about starting a fund and applying for a grant, and beautiful photos of many of the community organizations that work with and benefit from the DCF. You can view the report on-line on our Web site, [www.delcf.org](http://www.delcf.org), or request a copy by contacting Michele Sands, Director of Communications, at 302/504-5226 or [msands@delcf.org](mailto:msands@delcf.org).



## **David Burton:**

### *A Driving Force behind Charitable Giving Changes in Southern Delaware*



While community foundations are considered to be a catalyst for change in the communities they serve, it is often a few dedicated individuals who set in motion the process by which change is created. David G. Burton, Chairman of the Southern Delaware Advisory Committee (SDAC) and a member of the Board of Directors, began advocating for change within the Delaware Community Foundation in the early 1990s, when he served

one term of office on the DCF Board.

At that time, although the Foundation was a statewide organization that funded community needs in all three counties, business was conducted out of an office in Wilmington – and most charitable funds were created by New Castle County residents. David Burton believed it was important to establish an office in Southern Delaware to fully involve lower Delaware in the support of the organization.

In January 2000, at his request, he spoke to the DCF Board about how the services of the community foundation - through an office in Southern Delaware - could have a profound impact in the area. David presented charts to the Board that illustrated the substantial changes that had taken place in Sussex County's population in recent decades, with explosive growth, in-migration and greater earning power. He said that the area needs institutions that reflect these changes, and that Kent and Sussex Counties want to be part of the process.

Four years later - and more than two years after the first DCF office opened in Southern Delaware - David recalled why he wanted to talk to the DCF Board. "I always thought there should be representation in lower Delaware. There is a real potential for the DCF."

He explained, "I know many people who have worked very hard, taken risks and achieved great success. Many of these people have a great loyalty to this area, a truly wonderful place to live, which is changing before our eyes. It is for these people, and for many of the existing nonprofits, that the Delaware Community Foundation in lower Delaware can bring a new vision. Having a local agency with outstanding resources available to create and manage individually directed funds, all in a tax-favored way, is a real opportunity for our community."

Now that a DCF office is prominently located in Southern Delaware, and the Southern Delaware Advisory Committee is working to create greater awareness about the importance of philanthropy in the area, David claims, "We can develop a charitable base that's local in lower Delaware to address opportunities that are in front of us."

He and the ten other members of the SDAC have helped establish and finance the office on The Circle in Georgetown. The committee's goal is to raise \$20 million in endowments - a significant portion of which has already been raised - that will provide funding for the area forever. Together with John Hollis, Senior Vice President for Southern Delaware, they are working to inspire area residents to become actively involved in philanthropy.

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Many SDAC members have created funds to carry out their personal charitable goals, which often focus on Southern Delaware causes and organizations. David and Ann Burton have a fund with the DCF that's very important to them and represents their ongoing commitment to improving the community. Along with his chairmanship of the Southern Delaware Advisory Committee, David's current community involvement includes membership on the boards of the Greater Lewes Foundation, Rehoboth Art League and La Esperanza, a self-help organization for Hispanics.

David is part of the Burton family that has owned and operated automobile dealerships in Milford and Seaford for nearly a century. After earning a degree from Georgetown University and serving in the army, he joined the family business in 1959. He recently retired, leaving two of his four children, Charles and I. G. III, in charge. These sons also are the successor advisors to the fund David and Ann established at the DCF, and they will carry on their parents' charitable legacy after they are gone.

The Delaware Community Foundation is proud to have David Burton as a dedicated volunteer. As Fred Sears, the DCF's President and CEO, said, "Dave Burton is totally committed to the DCF. He has been the driving force behind achievements in Southern Delaware, providing guidance and leading by example."

## ◆ Southern Delaware Briefs



John Hollis

**Allen Cup Award.** The DCF presented the Allen Cup Award for Philanthropic Service to Johnny and Mary Louise Janosik at a dinner in their honor in October. The award was established in 2001 to recognize Warren L. Allen and Charles C. Allen Jr. for leadership, generosity and ongoing commitment to Delaware. The Janosiks' efforts to help others achieve a better life, today and in the future, exemplify the spirit of the Allen Cup. They are giving back to the community that has been good to them through their personal involvement and generous support of many community organizations.

**Allen Conference Room.** The Southern Delaware Advisory Committee has named the conference room in the Georgetown office in honor of Charles and Warren Allen. It will be dedicated as the Allen Conference Room on April 15.

**Discover Delmarva.** WBOC TV is producing and broadcasting six programs in a biographical format featuring some of Delmarva's most fascinating citizens, with sponsorship provided by Discover Bank in conjunction with the DCF. To date, the lives of Johnny and Mary Louise Janosik have been highlighted, and a program about the Allen Family is in production. DVDs of the programs will be distributed to area schools.

**Miss America 2003 will visit Delaware.** At the invitation of John Hollis, Erika Harold will be in Delaware in early May to address the governor's prayer breakfast, talk to students and attend a reception hosted by the DCF. As Miss America 2003, Erika's platform was preventing youth violence and bullying, and one of her goals was to convince states to adopt anti-harassment laws. A Phi Beta Kappa graduate of the University of Illinois, Erika will attend Harvard Law School in the fall and hopes to pursue a career in public interest law and public policy. She is also a classically trained vocalist.

**Gifts That Give, Gifts That Give Back.** Howard Layton, CPA, CSEP, who is a member of the DCF Board of Directors and Southern Delaware Advisory Committee, will conduct a free seminar on April 16 about tax aspects of charitable giving and estate planning. The seminar will be offered at two separate times, 11:00 a.m.-1:30 p.m. and 4:00 p.m.-6:30 p.m., at the DCF office in Georgetown. Refreshments will be provided by Jimmy's Grille. Please call 302/856-4393 to reserve a seat for either session.

**Southern Delaware Office.** To learn more about the DCF, or for information about how to start a fund, please contact John Hollis, Senior Vice President for Southern Delaware, at 302/856-4393 or jhollis@delcf.org. The office is located at 36 The Circle in Georgetown.

## ◆ Donor Services Briefs

By Grace Beebe, Director of Donor Services

As Director of Donor Services for the Delaware Community Foundation, I am committed to providing you with personalized service and helping you benefit from the DCF's local expertise and community leadership. Please contact me at 302/504-5229 or gbeebe@delcf.org so I can work with you to help you achieve your charitable goals.

**Donor education seminars.** Our November seminar in Wilmington focused on affordable housing issues in Delaware and our March seminar in Lewes highlighted Governor Ruth Ann Minner's Livable Delaware program. Both events gave donors the opportunity to learn about important issues facing our state. Governor Minner, who was among the panelists in March, was honored by the American Planning Association for her implementation of Livable Delaware. This program seeks to curb sprawl and direct growth to areas where the state, counties and local governments are most prepared for it in terms of infrastructure investment and thoughtful planning. *Please call me with your ideas for future donor education seminars.*

**Gifts of appreciated stock.** Did you ever think your stock would rebound to the point where you'd be worrying about capital gains? With improved performance by the stock market, this might be the time for you to consider gifts of appreciated stock to add to or start a charitable fund at the DCF. *I can help you with the stock transfer process – please call me when you're ready.*

**Connecting people who care with causes that matter.** I can help you determine which organizations or issues are in greatest need of your support, based on your personal charitable interests and the community's needs. I can also apprise you of programs or projects the Foundation was unable to fund through our competitive grantmaking process that are worth your consideration. *Please call to let me know how I can help you with recommending grants.*

**Enjoy the benefits of a DCF fund.** A fund at the DCF combines the simplicity and tax advantages of a public charity with the personal recognition, donor involvement and flexibility of a private foundation. It's cost effective, receives responsible stewardship, and if you wish, allows you to be anonymous in your giving. *Contact Greg Johnson, Senior Vice President for Development, at 302/504-5237 or gjohnson@delcf.org to learn more about starting a fund at the DCF.*

## ◆ *Leaving Your Legacy through the DCF*



Adrienne Arsh (left) and her parents, Sam and Roxana Arsh, attended an event in 1998 celebrating the 75th Anniversary of women being admitted to the Delaware Bar. Supreme Court Justice Sandra Day O'Connor (right) was the featured speaker. Roxana Arsh was the fifth woman admitted to the Delaware Bar, and 25 years later, Adrienne was the eleventh.

8

**Remember us in your will.** You've seen this message in newsletters and on the stationery of many of the nonprofit organizations you support. You've thought about leaving a legacy to benefit your favorite charity or the community. Perhaps you've met with your estate-planning attorney to discuss, or even act upon, making a bequest. But have you told the organization that will benefit from your gift?

To recognize those who have put the DCF in their will or set up other future gifts for the Foundation, we recently established the Legacy Society of the Delaware Community Foundation and listed members in the 2003 annual report. We hope you will consider planning a gift to the Foundation, and we encourage those of you who have already arranged for such gifts to let us know.

When you plan a gift that ultimately benefits a charity or the community, you give your family the opportunity to carry out your charitable wishes far into the future. When Roxana Arsh died in October 2003, her daughter Adrienne became an advisor to two charitable funds at the DCF – the Arsh-Cannon Charitable Fund and the A.A. Fund - that Judge Arsh created through her will three years earlier. The Arsh bequest, which will total close to \$20 million, is the largest ever made to the Foundation.

Adrienne is very proud that her parents left this legacy so she can continue to support those interests and organizations that were important to Sam and Roxana Arsh. Adrienne has lived in Miami, Florida for several years, but continues a strong relationship with Wilmington. While she intends to support the issues and causes her parents cared about, she also will recommend grants to fund new efforts and new charities.

Adrienne has been involved in charitable activities in Miami, supporting new organizations that offer their donors hands-on opportunities and a sense of

camaraderie. She enjoys being able to incubate new ideas and often provides her home, which she refers to as the "tree house," as a gathering place. Through the Arsh-Cannon and A.A. Funds, she plans to reach out and assist the next generation of community leaders in making Wilmington and Miami better places to live.

In October 2003, the estate of Charles C. Allen Jr. contributed \$1 million to the Charles C. Allen Jr. Family Fund at the DCF. During his lifetime, Charles – who died in January 2003 – recommended grants from this charitable fund, which he started in 1993. His successor advisors, including son Chick, will continue making recommendations for funding to causes important to the Allen Family. As a member of the Southern Delaware Advisory Council, Chick, who also has a charitable fund with the DCF, is pleased to be advocating for greater awareness about the DCF.

To learn more about how you can put the DCF in your will or plan a gift to benefit the Foundation or a cause that is important to you, contact your financial advisor or Greg Johnson, Senior Vice President for Development, at 302/504-5237. We look forward to welcoming you into the Legacy Society of the Delaware Community Foundation.

*Where there's a will...  
there's a way...*

**To support the long term  
health and vitality of our  
statewide community.**

To learn more about the benefits of including the Delaware Community Foundation in your will, call  
(302)-504-5237.

  
DELAWARE COMMUNITY FOUNDATION

## ***Endowment Funds Support the Future of Nonprofits*** *YWCA is One of 120 Organizations with Funds at the DCF*



*The YWCA offers specialized money management courses for women in all situations and stages of their lives. This is one of many YWCA programs that empowers women to achieve their full potential.*

When you plan a gift to a nonprofit organization's endowment fund at the DCF, you are guaranteeing that your support will last forever – whether you give a gift during your lifetime or through your will. There are currently 120 nonprofit organizations with endowment funds at the Foundation, which they established to secure their financial future and provide donors with a way to plan gifts.

The YWCA of New Castle County started its first fund with the DCF in 1993, followed by another in 1999 and two more in 2003. The purpose of its most recent endowment fund is to provide a permanent source of annual funding to support current operations of the YWCA. Eight people have already become charter members of the Planned Giving Society of the YWCA, which was launched last fall to recognize gift intentions that will help grow the organization's endowment in the future and to encourage others to make planned gifts to support the YWCA.

Just a few months earlier, after careful research and consideration, the YWCA board of directors chose the DCF to hold and manage the two newest funds for the organization. Because of the YWCA's long history and its plans to serve the community far into the future, it was important to find the right organization to manage its endowment fund, according to Ruth Sokolowski, who recently retired as the YWCA's executive director.

“Choosing the Delaware Community Foundation to manage our funds made sense for the YWCA,” said Ruth. “In addition to offering favorable rates of return, the Foundation brings a wealth of experience in managing funds for nonprofits and provides planned giving support for the YWCA. Because of our partnership with DCF, our donors can establish charitable gift annuities and charitable remainder trusts – vehicles for giving we would not be able to offer on our own.”

The YWCA of New Castle County, now under the leadership of Ginny Marino, has been providing services to women and their families in Delaware for more than 105 years. Today's programming addresses many of our community's most pressing problems – homelessness, domestic violence, personal economic challenges and racism. Underlying all the YWCA's programs is the mission of empowering women to achieve their full potential.

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*“In addition to offering favorable rates of return,  
the Foundation brings a wealth of experience  
in managing funds for nonprofits.”*

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The number of nonprofit endowment funds at the DCF increased significantly in 1998 when the DCF and United Way of Delaware partnered to make United Way agencies and affiliates aware of the long-term benefits of having such a fund. In the past few years, the number of nonprofit endowment funds has expanded greatly, and continues to grow, as the DCF demonstrates its ability to meet both short-term and long-term needs of Delaware's nonprofits and their donors.

In addition to the YWCA, United Way of Delaware, YMCA and Delaware Division of Parks and Recreation are among more than 20 organizations that have placed single or multiple endowment funds with the DCF since late 2002. They understand the value of having a permanent fund to which donors can make current and future gifts, and they appreciate the services the DCF provides.

For information about starting an endowment fund for your organization or building your existing fund, please contact Stephanie Lonie, Director of Development, at 302/504-5230 or slonie@delcf.org or John Hollis in the Southern Delaware office at 302/856-4393 or jhollis@delcf.org.

### ***Endowment Building Toolbox***

The DCF is preparing an Endowment Building Toolbox that will assist nonprofit organizations in promoting planned gifts and informing donors about the value of endowment giving. The Toolbox will contain brochures and ads that can be used as designed or customized by each organization; articles authored by prominent Delaware estate and financial planning professionals that are suitable for newsletters and flyers; and information about how to use DCF investment management and planned giving support services. All nonprofits with funds at the DCF will soon receive further information about the Endowment Building Toolbox.

# *The Charitable Gift Annuity Advantage*

*By Greg Johnson, Senior Vice President for Development*



*Do you need more tax-free income and would you like to plan more charitable giving?*

If so, consider a charitable gift annuity (CGA) with the Delaware Community Foundation. A CGA may be the best way to achieve both objectives: you will earn more tax-free income and benefit the non-profit organizations you care about.

A CGA is easy to open: Decide on the gift amount and work out a few details with the DCF; sign a one-page agreement with the Foundation; and make your gift with a check or stock transfer. Payments will be made to you quarterly or annually, according to your wishes. The DCF or other organizations you designate to benefit from the CGA will receive the remainder after your death.

Please contact me at 302/504-5237 or [gjohnson@delcf.org](mailto:gjohnson@delcf.org), or John Hollis at 302/856-4393 or [jhollis@delcf.org](mailto:jhollis@delcf.org), if you have any questions or would like to receive a custom illustration similar to the sample below. CGAs also can be designed to provide income for two individuals (two-life annuity).

A CGA gives you a fixed annual income payment for life at a very attractive rate of return. This rate, which rises with age, is based on your age at the time you make the gift. A CGA is a simple and powerful tool for charitable giving, particularly in a low-interest rate environment. Some key advantages include:

- Guaranteed, partially tax-free income for life
- Immediate tax savings through a charitable deduction
- Low minimum required: only \$10,000 to open a CGA
- A CGA with the DCF can benefit multiple charities of your choice
- The gift is not included in your gross estate for estate tax purposes
- Excellent annuity rates

Sample Illustration of Key Benefits	
Age	70
Cash donation	\$50,000
Annuity Rate	6.5%
Tax deduction	\$17,970
Annuity	\$3,250
-Tax-free portion	\$2,015
-Ordinary income	\$1,235

Sample Rates Single-Life Annuity	
Age	Rate
65	6.0%
70	6.5%
75	7.1%
80	8.0%
85	9.5%
89+	11.3%

## Are you 65 and earning at least 6% on your investments?

*If not, a Charitable Gift Annuity might be for you.*



**Warren L. and Paula Hust Allen** each have established several charitable gift annuities at the Delaware Community Foundation. They're pleased with the regular income they receive and are happy that the remainder of each annuity will benefit causes and organizations that are important to them, through the Warren L. Allen Family Fund at the DCF.

Like Warren and Paula Allen, you can receive a guaranteed, partially tax-free income stream for life and immediate tax savings in exchange for a gift of cash or appreciated securities.

Call the DCF at **302/504-5237** or **302/856-4393** for more information and a proposal for a charitable gift annuity.

## ◆ *Paul Herdman Named President of Rodel Foundation of Delaware*



The Delaware Community Foundation welcomes Paul A. Herdman, Ed.D. as President and CEO of The Rodel Foundation of Delaware. Paul brings nearly 20

years of experience as a teacher, small school founder and researcher to lead The Rodel Foundation in achieving its goal of improving educational opportunities for all of Delaware's children. The Rodel Foundation is a supporting organization of the DCF.

"We are very excited to have someone of Paul's caliber lead The Rodel Foundation of Delaware," said Bill Budinger, a founder of the foundation. "Paul is a nationally recognized leader in education and school innovation and his skills will be a huge asset to parents, students, educators and especially Rodel's partners."

Paul received his doctorate and masters degrees in Administration Planning and Social Policy from Harvard University, where he also taught as an adjunct lecturer. He

received his B.A. in Biology from the University of Delaware. Most recently, Paul served as Vice President for Accountability and Evaluation Services at New American Schools in Alexandria, Virginia.

Paul is excited about applying what he has learned in the national arena to the classrooms of a single state. "Throughout my career, I've been wrestling with how we can move from 'islands of excellence' to systems of high performance," Paul observed. "Given the great strides that have already been made and the manageable size of Delaware, I see this as an ideal time and place to help make this happen."

Paul succeeds Stephanie Clark Fitzgerald, who served as the first President and CEO of The Rodel Foundation of Delaware for three years. She is now a member of its Board of Directors and Advisory Council. The DCF wishes Stephanie future success as she becomes a full-time resident of New York City with her husband Michael.

Further information about The Rodel Foundation of Delaware is available at [www.rodelfoundationde.org](http://www.rodelfoundationde.org) or by calling 302/571-1536.

## ◆ *Become a Friend and Share the DCF Vision*



What is a Friend? A friend is someone you can depend on, someone who is there in good times and bad, someone who enhances the lives of others, someone who shares.

The DCF's Friends are helping us connect people who care with causes that matter by enabling the Foundation to research community needs, enhance grantmaking programs, customize services to nonprofits, work with individuals to meet their charitable goals, and provide a lasting resource for future generations.

The DCF Friends Program was created in 1993 to support the Foundation's operations and ensure its continued growth. Membership in the Friends program grows every year as more and more people learn how the DCF is building stronger communities.

It's easy to join our Circle of Friends. To make a gift, send your tax-deductible contribution by June 30 to the Delaware Community Foundation, P.O. Box 1636, Wilmington, DE 19899. For further information, contact Stephanie Lonie, Director of Development, at 302/504-5230 or [slonie@delcf.org](mailto:slonie@delcf.org).

*A strong community depends on the support of friends like you.*

## ◆ *Investment Report*

*By Paul H. Harrell Jr., Chairman Investment Committee*

I am pleased to report that the investment value of your funds with the Delaware Community Foundation has improved significantly this year. The total portfolio had a positive return of 7.83% for the quarter ending December 31, 2003 and 20.94% for calendar year 2003, compared to negative 11.86% for the year ending December 31, 2002.

All investment managers performed well in 2003 with the exception of our large cap growth manager. The Investment Committee

is reviewing the performance of the large cap growth manager

and will make a decision in the near future on whether this manager will continue to be part of the portfolio. The asset allocation will remain at approximately 65% equities and 35% fixed income, as this strategy has produced superior results over time, while maintaining a moderate risk profile.





## ***DCF Forms Partnerships with Financial Services Companies***

If you've been working with a financial advisor who helps you make good investment decisions, but you'd like to carry out your charitable giving through an organization that knows the community, the DCF Charitable Fund Partners Program is for you. The program enables your financial advisor to keep your assets under management while making it possible for you to have a donor-advised fund at the DCF.

Both you and your financial advisor benefit from the DCF's local expertise, personalized service, community leadership and charitable gift planning services.

The Charitable Fund Partners Program was initiated with Morgan Stanley of Delaware and has developed into a partnership between the DCF and interested financial services companies throughout Delaware. In addition, the Foundation has joined the Merrill Lynch Community Charitable Funds program, a national program for community foundations,

which operates in a manner similar to the Charitable Fund Partners Program. Whether you are working with Merrill Lynch or another financial services company, it's easy to establish a donor-advised fund. You sign a fund agreement with the DCF, and your fund pays an administrative fee to the Foundation and an investment management fee to your advisor or advisory firm.

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*Both you and your financial advisor benefit from the DCF's local expertise, personalized service, community leadership and charitable gift planning services.*

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For further information, contact your financial advisor or Greg Johnson, Senior Vice President for Development at the DCF, 302/504-5237.

## ***Board of Directors***

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The Delaware Community Foundation connects people who care with causes that matter. It is a nonprofit, philanthropic community organization created by and for the people of Delaware to administer charitable endowment funds and award grants to nonprofit organizations for the betterment of the community. We are dedicated to inspiring and helping people of all backgrounds and means create lasting legacies to benefit the people of Delaware.

The DCF has offices in the Community Service Building in downtown Wilmington and on The Circle in Georgetown. Contact information for staff members is located on the DCF Web site.



DELAWARE COMMUNITY FOUNDATION

*Connecting People Who Care With Causes That Matter*

P.O. Box 1636  
Wilmington, DE 19899

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