

# BUILDING OUR COMMUNITY



REPORT TO THE COMMUNITY 2017



COMMUNITY FOUNDATION  
of WESTERN MASSACHUSETTS



# DEAR FRIENDS,

We are pleased to present this annual review of the work of the Community Foundation of Western Massachusetts (CFWM). For more than a quarter-century, CFWM has focused its resources to help make this region a thriving (and generous) place to live and work. We measure our accomplishments in many ways – through the organizations in which we invest, through the students we support with scholarships, and through the many generous citizens of the Pioneer Valley whom we help leave a meaningful and lasting legacy of generosity.

We are especially proud that CFWM has become a hub for civic engagement where we gather the expertise in our area to make sure every gift is invested wisely, stewarded well, and granted to the community in a way that meets the needs of its residents.



This past year has been an important one for CFWM as we worked to enhance our capacity to have greater impact in our community. Our move to a street-level office in the heart of Springfield's new Innovation District makes us more visible and accessible. Our grantmaking has expanded to help organizations build their own capacity and jumpstart new ideas. We are collaborating with partners to strengthen our scholarship programs and we are examining new ideas in philanthropy in order to pilot promising ones. Underpinning all of this is a significant investment in our technology infrastructure that enables us to better serve you, our contributors, advisors, and grantees.

We could not do all of this without you. Your financial contributions, the hours you volunteer, the expertise you lend, and the care you hold is what creates a flourishing Pioneer Valley.

Please visit [communityfoundation.org](http://communityfoundation.org) for a more in-depth view of this report and the impact you have made possible.

Sincerely,

**KATIE ALLAN ZOBEL**  
President and CEO

**RALPH S. TATE**  
Trustee Chair

## CFWM OFFICE MOVE

After more than 25 years in our Springfield high-rise location, CFWM moved to our new home at 333 Bridge Street. This move is the result of two years of planning, exploration, and generosity from some of our closest friends. Our street-level offices open onto Stearns Square, keeping the activity and life of our community front and center every day. We also have larger community space that nonprofit organizations will be welcome to use. Thanks to this new site, and our satellite office at Greenfield Community College's downtown Greenfield campus, CFWM is able to be more visibly engaged up and down the Pioneer Valley.

---

**ON THE COVER:** Hitchcock Center for the Environment's net zero energy, water and waste Living Building opened in Amherst in 2016. The project received CFWM grant funding.

# FISCAL YEAR 2017

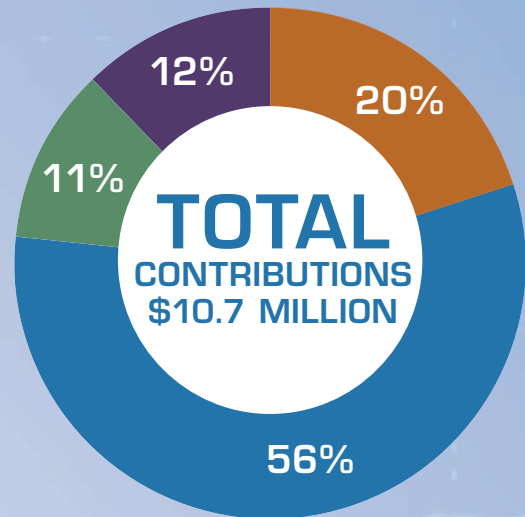
APRIL 1–MARCH 31

**TOTAL ASSETS**  
**\$131.5 MILLION**

**CONTRIBUTIONS RECEIVED**  
**\$10.7 MILLION**  
**1,907 CONTRIBUTIONS**

**SCHOLARSHIPS & LOANS AWARDED**  
**\$2.1 MILLION**  
**800 STUDENTS**

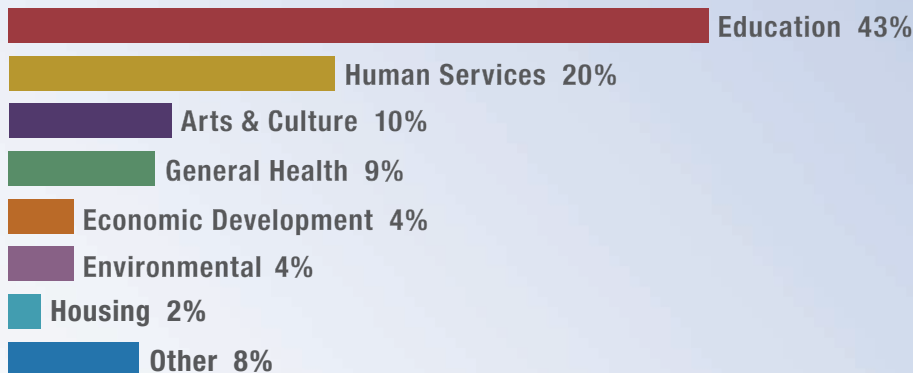
**GRANTS AWARDED**  
**\$6.9 MILLION**  
**1,464 GRANTS**



## TOTAL CONTRIBUTIONS BY COUNTY

Franklin Hampden  
Hampshire Outside Pioneer Valley

## GRANT AWARDS BY PROGRAM AREA



**130 ACTIVE VOLUNTEERS**

**9% FRANKLIN COUNTY**  
**46% HAMPDEN COUNTY**  
**32% HAMPSHIRE COUNTY**  
**13% OTHER COUNTIES**



May 2, 2017, CFWM hosted the 5<sup>th</sup> Valley Gives Day to build the fundraising capacity of nonprofits serving Franklin, Hampden, and Hampshire Counties.

**\$1,569,962 SUPPORTED 407 LOCAL NONPROFITS**

## **17,412 TOTAL DONATIONS**

**2,811** new donors to **370** organizations


**100% of the 69** cities/towns in the Pioneer Valley

**77% of the 351** cities/towns in Massachusetts

**28** other states, Washington, DC, Puerto Rico, and overseas military bases

**13** other countries



A photograph of three people standing outdoors in front of a modern wooden building with large windows and a flat roof. The building is made of light-colored wood. In the foreground, there is a woman standing on the left, a woman sitting at a table in the center, and a man standing on the right. The background shows a grassy area and some trees under a clear sky.

**JULIE JOHNSON** (not pictured)  
*Executive Director  
Hitchcock Center for the Environment*

“Community Foundation of Western Massachusetts believed in the Hitchcock Center early on in our plan to create a living building and saw us through, from conception to realization.”

**DAVID BRULE**  
*Nolumbeka Project President*

“Valley Gives is an important means for us of raising money. It’s helped us connect more people to our work of preserving New England’s tribal heritage.”

**KARI DIAMOND**  
*CFWM Innovation Workgroup Volunteer*

“I feel lucky to be a part of CFWM’s Innovation Workgroup that is developing a new approach to grantmaking. It’s inspiring to see the nonprofits thinking creatively about what could be a game changer.”

**NANCY ROBINSON**  
*The Food Bank of Western Mass Innovation Coordinator*

“Without the vision of CFWM we couldn’t have designed a collaborative program to reduce hunger in which we have such confidence.”



# BRINGING EXPERTISE AND RESOURCES TO COMMUNITY PLANNING

Read the full stories online at [communityfoundation.org/2017](https://communityfoundation.org/2017)

## GRETCHEN GERZINA

*UMass Amherst Commonwealth Honors College Dean*

"Thanks to the generous support of donors like CFWM to UMass Amherst's Honors-to-Honors program, these fine students can finish their degrees, and contribute to our learning community with their experience and drive."

## JENNIFER LADD

*CFWM Donor Advised Fundholder*

"I am happy to support the Foundation and what it does in the Pioneer Valley to make philanthropy more accessible to the broader community."

## MARY JO MAYDEW

*CFWM Investment Committee Volunteer*

"As a donor myself, it is gratifying to see the care and the talent with which the CFWM Investment Committee does its work."

## JOSHUA FREUND

*Honors-to-Honors Scholarship Recipient*

"The Honors-to-Honors program has helped me 'flip the script' on what I thought was possible in life."



# OUR MISSION

The Community Foundation of Western Massachusetts seeks to enrich the quality of life of the people of our region by:

- » encouraging philanthropy
- » developing a permanent, flexible endowment
- » assessing and responding to emerging and changing needs
- » serving as a resource, catalyst, and coordinator for charitable activities
- » promoting efficiency in the management of charitable funds

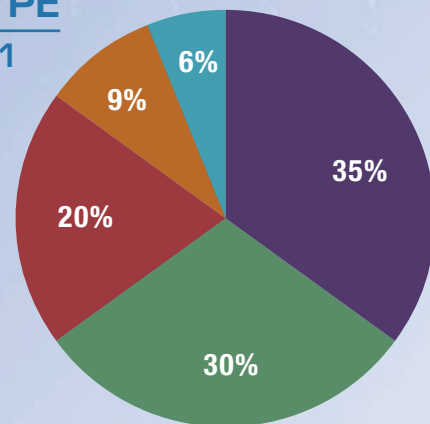
# NEW FUNDS

The following new funds were established in fiscal year 2017:

All States Materials Group Charitable Fund  
 Dana R. Barrows Reading is Fun and Fundamental Fund  
 Capacity Fund  
 Center for EcoTechnology Fund  
 Hadley Library Fund  
 Marie Hershkowitz Memorial Fund  
 Moving Gifts Fund  
 Edward and Joan Noonan Fund  
 Edward and Joan Noonan Scholarship Fund  
 L. John Schinelli Renal Assistance Fund  
 David M. and Marjorie J. Sherman Fund  
 Spark! A Generosity Fund to Support Inspired Vision and Action  
 Springfield Women's Club Scholarship Fund  
 Carol J. Taylor Scholarship Fund  
 United Personnel Future Scholars Fund  
 Carl Joseph Walker-Hoover Scholarship Fund  
 David F. and Elizabeth G. Woods Fund  
 You Are Not Alone: The Gift Makers' Fund  
 Anonymous (6)

## ASSETS BY FUND TYPE

FY17: APRIL 1-MARCH 31



TOTAL  
\$156,329,013

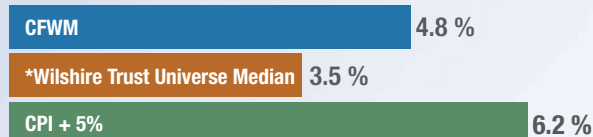
Donor Advised & Designated	252 funds	\$ 46,424,057
Education	137 funds	\$ 38,948,791
Unrestricted	45 funds	\$ 26,176,478
Agency Advised & Designated	94 funds	\$ 12,061,804
Other	45 funds	\$ 7,891,502
<b>TOTAL</b>		<b>\$ 131,502,632</b>
Bank of America Trust Assets	4 funds	\$ 24,826,381

## COMPARISON OF RETURNS ON INVESTMENTS

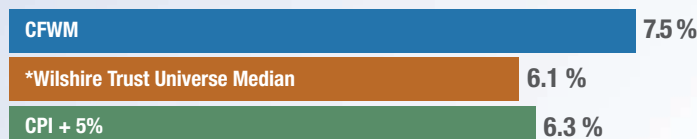
### 1 YEAR



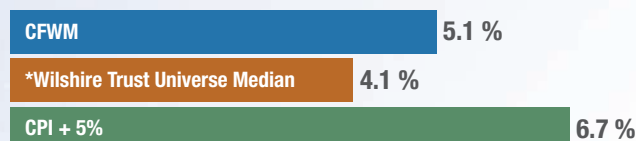
### 3 YEAR



### 5 YEAR



### 10 YEAR



\* Net of fees



## DISTRIBUTIONS FY17

Advised & Designated Grants	\$ 4,402,528
Scholarships & Loans	\$ 2,069,675
Competitive Grants	\$ 1,411,941
Bank of America Competitive Grants	\$ 755,600
Special Purpose Grants	\$ 352,228

TOTAL \$ 8,991,972

## FINANCIAL HIGHLIGHTS

	FY17	FY16
<b>Total Assets<sup>1</sup></b>	\$ 156,329,013	\$ 142,099,447
<b>Operating Expenses<sup>2</sup></b>	\$ 2,325,461	\$ 1,949,771
<b>Operating Expenses as a % of Total Assets</b>	1.5%	1.3%
<b>Contributions<sup>3</sup></b>	\$ 10,676,895	\$ 10,731,355
<b>Grants<sup>4</sup></b>	\$ 8,472,974	\$ 8,604,591

<sup>1</sup> Includes trust assets owned by Bank of America for which CFWM provides grantmaking services

<sup>2</sup> Does not include investment management fees

<sup>3</sup> Includes contributions received from Bank of America for grantmaking services

<sup>4</sup> Includes grants from trust assets owned by Bank of America for which the CFWM provides grantmaking services

## STATEMENTS OF FINANCIAL POSITION

ASSETS	FY17	FY16
Cash & money market funds	\$ 5,820,874	\$ 7,424,970
Investments	\$ 119,214,109	\$ 104,633,065
Assets held under charitable trusts	\$ 2,913,925	\$ 2,880,534
All other assets	\$ 3,553,724	\$ 3,548,842
<b>Total Assets</b>	<b>\$ 131,502,632</b>	<b>\$ 118,487,411</b>
<b>LIABILITIES &amp; NET ASSETS</b>		
<b>Liabilities</b>		
Accounts payable & accrued expenses	\$ 109,816	\$ 85,784
Liability under unitrust agreements	\$ 1,639,722	\$ 1,658,311
Agency Funds	\$ 9,116,647	\$ 8,371,819
<b>Total Liabilities</b>	<b>\$ 10,866,185</b>	<b>\$ 10,115,914</b>
<b>Net Assets</b>		
Unrestricted	\$ 35,174,411	\$ 31,420,490
Temporarily restricted	\$ 80,038,524	\$ 72,260,046
Permanently restricted	\$ 5,423,512	\$ 4,690,961
<b>Total Net Assets</b>	<b>\$ 120,636,447</b>	<b>\$ 108,371,497</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$ 131,502,632</b>	<b>\$ 118,487,411</b>

A complete set of audited financial statements is available on our website.

# INVESTMENT COMMENTARY 2017

CFWM's Global Growth Portfolio generated an 11.93% return net of investment related fees in fiscal year 2017. Over the past 10 years, the Global Growth Portfolio has grown from \$48.1 million to \$79.2 million.

This investment pool has been developed by CFWM's Investment Committee as the primary investment vehicle for funds invested for the long-term. Its objective is the generation of maximum long-term total returns within levels of risk determined to be prudent by the Foundation Trustees.

CFWM believes that a multi-asset class portfolio, consisting of many different types of investments from around the world, best fulfills that objective. We invest in publicly traded US and International equities and US bonds almost exclusively using low-cost indexed mutual funds.

The Global Growth Portfolio's performance exceeded the Wilshire Trust Universe Comparison Service (Wilshire TUCS) median - a compilation of large institutional investors' investment returns net of all fees, conducted by Wilshire Associates. The investment results relative to competing portfolios have been favorable for all periods measured over the past 10 years.

CFWM's 10-year return of 5.1% ranked comfortably in the top half (+1.0% annualized above the median) of the Wilshire TUCS.

Assets at fiscal year-end were invested in 46% US Equity, 26% Non US Equity and Emerging Markets, 22% Fixed Income, and 6% Alternative Investments.

## TRUSTEES



**SEATED:** Ellen Brout Lindsey, George E. Arwady, Becky Wai-Ling Packard, Kamari Collins. **STANDING:** Linda Dunlavy, Paul R. Murphy, Amy Jamrog, John G. Gallup, *Charter Trustee*, Elizabeth H. Sillin, Ralph S. Tate, David E. Pinsky, Dianne Fuller Doherty, Ronald P. Weiss, *Legal Counsel*, Mary Ann Spencer, Douglas A. Theobald. **NOT PICTURED:** Sanford A. Belden, Mary-Beth A. Cooper, Kerry L. Dietz, Karin L. George, Irene Rodriguez Martin, Robert L. Pura.

### TRUSTEES FY17\*

Ralph S. Tate, *Chair*  
Elizabeth H. Sillin, *Vice Chair*  
George E. Arwady  
Sanford A. Belden  
Kamari Collins  
Mary-Beth A. Cooper  
Kerry L. Dietz  
Dianne Fuller Doherty  
Linda Dunlavy  
Karin L. George  
Amy Jamrog  
Ellen Brout Lindsey  
Irene Rodriguez Martin  
Paul R. Murphy  
Becky Wai-Ling Packard  
David E. Pinsky  
Robert L. Pura  
Mary Ann Spencer  
Douglas A. Theobald

### TRUSTEES EMERITI

Robert S. Carroll  
Stephen A. Davis  
Alfred L. Griggs  
Carol A. Leary  
Elizabeth D. Scheibel

### CHARTER TRUSTEES

John G. Gallup  
David Starr

### COMMITTEES\*

#### Audit/Finance Committee

David E. Pinsky, *Chair*  
Sanford A. Belden  
Carol Campbell  
Mary-Beth A. Cooper  
John G. Gallup  
Michael J. Oleksak  
Mary-Anne S. Stearns  
Douglas A. Theobald

#### Committee on Trustees

Dianne Fuller Doherty, *Chair*  
George E. Arwady  
Sanford A. Belden  
Kamari Collins  
Willie L. Hill  
Irene Rodriguez Martin  
Elizabeth H. Sillin  
Ralph S. Tate

#### Distribution Committee

Elizabeth H. Sillin, *Chair*  
Dana R. Barrows  
Sanford A. Belden  
Kamari Collins  
Linda Desmarais  
William T. Fisher Jr.  
Kathleen P. Mullin  
Paul R. Murphy  
Robyn A. Newhouse  
Mary Ann Spencer  
John Thorpe

#### Education Committee

Karin L. George, *Chair*  
Sheila M. Burke  
Sergio Dias  
Joan Fuller  
Shane Hammond  
Thea E. Katsounakis, *Emerita*  
Matt Mourovic  
Becky Wai-Ling Packard  
Robert L. Pura  
Erica Rose  
Momodou Sarr  
Elizabeth D. Scheibel  
Briana M. Wales

#### Executive Committee

Ralph S. Tate, *Chair*  
Dana R. Barrows  
Amy Jamrog  
David E. Pinsky

Elizabeth H. Sillin  
Mary Ann Spencer

#### Investment Committee

Mary Ann Spencer, *Chair*  
Sanford A. Belden  
Helen D. Blake, *Emerita*  
Stephen A. Davis  
Latimer B. Eddy  
Mauricia A. Geissler  
Mary Jo Maydew  
Tripp Peake  
Richard B. Steele Jr.

#### Philanthropic Services Committee

Amy Jamrog, *Chair*  
George E. Arwady  
Patricia Canavan  
Kelly DeRose  
Dianne Fuller Doherty  
Jeffrey I. Fialky  
Matthew Geffin  
Jeremy D. Leap  
Ellen Brout Lindsey  
Debra L. Purrington  
Shannon R. Reichelt  
Paul Robbins  
Michael J. Simolo  
David Starr, *Emeritus*

#### STAFF

Katie Allan Zobel  
*President and CEO*  
  
Lisa Bisbee  
*Controller*  
  
Nicole Bourdon  
*Program Coordinator*  
  
Janet Daisley  
*Vice President for Programs & Strategy*  
  
Michael DeChiara  
*Senior Program Officer for Capacity*

Margaret Everett  
*Program Associate*

Nikai Fondon  
*Program Associate*

Jacob Gardner  
*IT Manager*

Bruce Hiltunen  
*Vice President for Finance & Operations*

Debra Koske  
*Director of Donor Services*

Colleen Kucinski  
*Program Officer for Scholarships*

Ellen Leuchs  
*Vice President for Philanthropic Services*

Robin O'Farrell  
*Executive Assistant to the President & CEO*

Jenny Papageorge  
*Director of Development*

Averie Prenguber  
*Donor Services Assistant*

Nancy Reiche  
*Senior Advisor to the President & CEO*

Amy Schaeffler  
*Director of IT*

Sheila Toto  
*Senior Program Officer*

Hope E. Tremblay  
*Communications Manager*

**Legal Counsel**, Ronald P. Weiss, Esq.

\*As of September 1



Please visit [communityfoundation.org/2017](http://communityfoundation.org/2017) for complete lists of our volunteers, legacy society, contributors and funds.



COMMUNITY FOUNDATION  
of WESTERN MASSACHUSETTS

TEL 413.732.2858

FAX 413.733.8565

COMMUNITYFOUNDATION.ORG