Generosity on the Rise: The Story of RE/MAX Founders Dave and Gail Liniger

Social Enterprises and the Business of Social Change

Why I Give: An Interview with Sam Gary
An Extra Bonus!

Margaret and Jim Piccinelli worked hard in their careers and often received year-end bonuses. “If only we’d known about The Denver Foundation!” says Margaret. “We could have banked those bonuses for charity in our donor-advised fund.”

Margaret and Jim established the Piccinelli Family Fund when they retired. Today, they travel, enjoy life, and do good in the community through support for education and fostering the animal-human bond.

Let The Denver Foundation help you put your year-end bonus to work powering your charitable giving for years to come! Call us at 303.300.1790 and ask about donor-advised funds.
Welcome to our Fall 2013 issue of Give Magazine. You’ll find plenty of inspiration in these pages—starting with the story of Dave and Gail Liniger and their outstanding generosity. If you haven’t read Dave’s book, My Next Step: An Extraordinary Journey of Healing and Hope, I highly recommend it, not only for the edge-of-your-seat description of his battle with a life-threatening illness, but also for his powerful messages of strength and resilience that can motivate us all as we face the challenges in our lives.

Another inspiring story describes barber Tim McIntosh and the Community Investment Network, which works to keep philanthropic traditions alive in communities of color. Our story about local social enterprises highlights an evolving trend that blends business and nonprofit models for social change. The trend of innovation is also illustrated in a story about mergers and collaborations as well as in interviews with three prominent Denver Metro philanthropists: Sam Gary, Carol Hearn, and Tina Walls. And, as in every issue of Give, we offer Charitable Advice from one of our hundreds of financial planning partners.

As we enter into the giving season, I hope you’ll consider how you will give of yourself in ways that are meaningful to you and to the community. Share your stories with us at givelistens@denverfoundation.org.
By Rebecca Arno

In 1973, Dave and Gail Liniger set out to create a company that would provide the world’s best real estate agents with the tools they needed to succeed. They started with one agent and grew from there—and in the process became respected philanthropists making a huge difference in Colorado and across the country.

The Linigers always supported their church and local charities, even at the beginning of their careers when both time and money were scarce. They recognized early on that community involvement would be a huge plus for RE/MAX and its agents. In 1992, the company became a key sponsor of the Children’s Miracle Network, a partnership that continues today. RE/MAX agents have given millions to save and improve the lives of children across Canada and the United States. Beyond this and other corporate partnerships, agents are encouraged to connect with local charities in their hometowns.

After years of working hard to build RE/MAX, Dave and Gail fell in love with a sport new to them both: golf. In 1995, they decided to build a private golf course called Sanctuary in Castle Pines. “We weren’t sure what we were going to do with it at first. We didn’t want another country club. And we knew a lot of RE/MAX agents were involved in their communities and wanted to do charity golf tournaments,” Dave explains. The Linigers decided that Sanctuary would pay for the costs associated with hosting charity tournaments at the course, and they opened up an application process. They received 250–300 applications the first year, and chose twelve of the charities to host tournaments. The experience of reviewing the requests changed the way they saw charities.

“By reviewing the proposals all together, we could tell that some groups could show exactly what they would do with the money, and you could count on it being well spent,” says Dave. “When you’ve worked as hard as we have to make the money, you darn well want it to make a difference when you give it away.”

Since Sanctuary opened in 1997, the course has hosted 360 events for 169 organizations, and these events have netted $73 million for causes like the Children’s Hospital Colorado, Craig Hospital, and Project C.U.R.E. Rudy Zupetz, who has been Head Golf Professional at Sanctuary since it opened, says, “There really isn’t another course like this in the country, one that dedicates so much time and sponsorship to charities.” The Linigers also contribute foursomes to auctions.

We’ve all seen it – that red, white, and blue hot air balloon soaring through the sky. For many of us, the balloon calls to mind the real estate agent who sold us our home. With more than 92,000 agents in 95 countries, chances are good that most of us have done business with a RE/MAX agent at some point during the last 40 years.

But did you know that this international real estate powerhouse started right here in Denver? And that RE/MAX is the brainchild of two of Colorado’s most generous citizens?

Generosity on the Rise: The Story of RE/MAX Founders Dave and Gail Liniger
for organizations that don’t have the wherewithal to host a full tournament. Application information is available at www.sanctuarygolfcourse.com.

Since serving in the Air Force during Vietnam, Dave retains a strong connection to veterans’ causes. For 10 years, Dave and Gail have opened up Sanctuary for three military days each year, for the Air Force, Marines, and Army to host tournaments for combat veterans. Nearly 4,000 veterans have played at Sanctuary over the past decade.

While Sanctuary reaches a broad range of people and organizations, the Linigers also focus deeply on causes close to their hearts. One such organization is the Wildlife Experience. “We both grew up in the outdoors, and we built our business with a culture of spending time in the outdoors, even gathering officers and employees together on motorhome and boat trips for vacations,” says Dave. As they’ve traveled in the U.S. and around the world, the Linigers have seen the loss of habitat for animals due to poaching and population growth, and wanted to get more involved with conservation efforts. “We wanted to create a museum that would help children appreciate the natural world,” says Gail. “There’s a book called Last Child in the Woods wherein children become so plugged in they have lost touch with nature. We didn’t want to see that happening.”

Located in Parker, the Wildlife Experience inspires an appreciation and respect for wildlife and the outdoors through adventure, experiences, and education. The museum’s goal is to serve as a hub, inspiring people to visit places like Rocky Mountain National Park and nearby Castlewood Canyon. More than 200,000 people visit Wildlife Experience each year and find a portal to the inspiration and beauty in the natural world.

“My Next Step”

For years, Dave and Gail remained active in their business and were nowhere close to retirement. Then in early 2012, Dave checked himself into the hospital.

Gail and Dave Liniger in the early days at RE/MAX, which recently netted $225 million in an IPO.
“There have been many terrible times throughout the course of my life. I was not an overnight success. I worked very hard and made a lot of mistakes that I’ve had to pay for along the way. There have been so many make-or-break moments in our company’s history when I’ve stood back and wondered if I’d thrown away twenty years of my life—times when I risked losing it all because of those mistakes. When you look at anyone in life whose actions appear heroic, you must realize that they actually got to that plateau step by step and more often than not, by taking very small steps. Through all the life events I’ve experienced whether it was being in combat, building my business or suffering extraordinary financial difficulties during downward markets—I somehow persevered. I managed to live through each challenge, overcome it and ultimately learn that what doesn’t kill you makes you stronger. In reality those life experiences gave me the fortitude, the toughness, to face the hardest battle of my life—which was first and foremost to survive and then to learn to walk again, one step at a time.”

They started with one agent and grew from there—and in the process became respected philanthropists making a huge difference in Colorado and across the country.

They started with one agent and grew from there—and in the process became respected philanthropists making a huge difference in Colorado and across the country.

“After all of their years of struggle and striving and success, Dave and Gail retain the down-to-earth, hard-working philosophy that they learned from their families. “Everybody can give,” says Gail. “When employees donate money out of their paychecks or participate in Levi Day (a day where RE/MAX staff contribute to Children’s Miracle Network in exchange for dressing down), that really makes a difference.”

Dave agrees: “To me, the single mom who gives an extra 20 dollars in the church offering, that’s a real philanthropist.”
Join us for the ART of Philanthropy “...an evening of art, fundraising, and inspiration. WOW!”

**Social Venture Partners Denver (SVP) invites you to join us**

**Thursday, November 14, 2013** from 6:30 - 9:30 pm

**Artwork Network**, 878 Santa Fe Drive, Suite 2, Denver, CO, 80204

**Sponsorships:** $600 and $1,000

**Tickets:** $100 per person

**For tickets:** www.blacktiecolorado.com/rsvp  Event Code: SVPD1114

Cocktail Attire.

SVP understands that nothing truly great is accomplished alone. That’s why we work to build relationships, cultivate partners in philanthropy, strengthen nonprofits, and facilitate collaborative solutions to address our community challenges.

Join other changemakers for an **evening of great food, music, and ART** – and celebrate the **“power of we.”**

**To learn more visit, wwwsvpdenver.org.**

**Live Art Creation**

Bring your own expression of philanthropy (a story, photograph, or a single word) and participate in creating a collective work of art that represents how we are coming together to make Denver a better place for all. The piece will be created live during the event and auctioned at its conclusion.

**Silent and Live Auction**

featuring the work of premier Colorado artists.
A round a large conference table, the board and staff of an established nonprofit sit together at a retreat and discuss organizational growth. They consider donor cultivation, innovation, mission, and strategies to diversify funding. They analyze the funding they receive from community and family foundations, individual donors, government agencies, and corporations. With two decades of service behind them, the organization is motivated to grow but worried its current funders are maxed out.

The group knows thinking inside the box won’t lead them in the right direction, but are unsure what the next step should be.

Suddenly, the executive director poses a question: “If we put aside traditional methods of philanthropy, is there another way we can grow?”

The energy in the room lifts. A board member with a background in mergers and acquisitions proposes joining forces with another nonprofit. Another board member suggests developing a product the organization could sell while teaching its clients valuable job skills. A third board member wonders if an existing program might be the catalyst for a for-profit venture.

The executive director embraces the energy, and suggests creating an advisory committee to explore these and other “out of the box” opportunities.

This story is not unlike that of two Metro Denver nonprofits that launched social enterprises in recent years: Colorado Coalition for the Homeless and Mi Casa Resource Center.

Social enterprises are businesses whose primary purpose is the common good; they directly address a community need through commercial activity, while maintaining a social mission as the primary purpose. While social enterprises are not new, they are becoming more popular. As nonprofits recover from the latest economic downturn, many are considering entrepreneurial and innovative ways to expand programs and finance growth.

In 2011, Colorado Coalition for the Homeless opened Pizza Fusion, a national restaurant franchise that serves fresh, organic pizza. The social-enterprise restaurant is located on the ground floor of the Coalition’s Renaissance Uptown Lofts, an affordable-housing property opened in January 2011. In addition to occupying a portion of the building’s retail space, the restaurant also serves as a job-training program for the Coalition’s clients. All net proceeds of Pizza Fusion support the organization’s overall job-training programs.

Later this year, Mi Casa Resource Center will launch a full-service staffing agency called TalentSource. The social enterprise will provide direct placements, temporary-to-hire, and temporary placements to Metro Denver businesses. While TalentSource is still in its infancy, Mi Casa has been planning for this venture for several years. After a strategic planning process, the organization recognized the need to diversify funding. Mi Casa’s board created a “Social Enterprise Think Tank,” and began exploring opportunities. The group established criteria, including support of the mission, employing their constituents, and a minimal capital investment to determine the appropriate social enterprise. From there, the idea of a staffing agency was born.

The Denver Foundation also recognizes the value of social enterprises. The Foundation has made a significant investment in a two-year, intensive training program for nonprofits looking to launch a social enterprise. The Colorado Nonprofit Social Enterprise Exchange recently engaged eight nonprofits in its first Social Enterprise Exchange Cohort.

“Our interest in social enterprises is not as a capacity-building opportunity for nonprofits, but rather as way for nonprofits
to train and bring people into the workforce in a profitable way,” says Patrick Horvath, Director of Economic Opportunity at The Denver Foundation.

The most successful social enterprises are both a resource development strategy and a way to further or deepen a nonprofit’s mission. The potential for earned income can be distracting, so starting a social enterprise for revenue alone can result in mission drift. Christine Marquez-Hudson, CEO and executive director of Mi Casa, advises nonprofits considering a social enterprise to first and always consider how dollars generated will contribute to the mission of the organization.

Both Mi Casa and the Coalition are realistic about profitability.

“We planned for a three- to four-year horizon for profitability,” says John Parvensky, president of the Coalition.

Mi Casa also predicts three years before it is able to reinvest profits from TalentSource into the organization’s other programs.

“We focus on the long view,” says Marquez-Hudson. “Our donors and corporate partners are very excited for TalentSource to get off the ground, but we are realistic when we explain Mi Casa will still need funding outside of TalentSource.”

Social enterprises can be a vehicle to provide consistent cash flow while also allowing a nonprofit to further or deepen its mission; however, a social enterprise answers to market forces, as well as mission forces.

“Without a good product, there is no program,” says Parvensky.

Launching a social enterprise also requires capital. In the case of TalentSource, Mi Casa launched a one-time fundraising campaign to raise $150,000 to get the enterprise off the ground. To build out the Pizza Fusion space, the Coalition was able to pull from its reserves, and also received a grant from a large foundation to fund the programmatic piece of the business. Both organizations today see social enterprise as a key element of their fundraising messaging moving forward.

“Our funders appreciate the employment and job training elements Pizza Fusion provides our clients,” says Parvensky. “They understand we look at the ‘net social value’ of Pizza Fusion, rather than the bottom line alone.”

Human resources are also a big part of managing a successful social enterprise. Knowing hands-on experience and knowledge were needed, the Coalition hired a restaurant industry veteran to manage Pizza Fusion. While this manager was very comfortable as an operations expert, the Coalition has provided her with specific training and support to enhance her skills in dealing with employees transitioning out of homelessness, which further contributed to their mission.

Similarly, Mi Casa is in the process of hiring an experienced recruiter to serve as its director of talent acquisition. Marquez-Hudson sees this as the key to getting TalentSource off the ground by the end of 2013.

TalentSource and Pizza Fusion are just two of many social enterprises in Colorado. The Women’s Bean Project, Work Options for Women, Goodwill Industries, and Bayaud Enterprises all operate mature social enterprises as a division or subsidiary. Likely more social enterprises are on the horizon as the first Social Enterprise Exchange Cohort graduates in April 2014. And, from the success we have already seen, we imagine this trend will become more of a common choice for the nonprofit sector.

While many social enterprises have a record of success, others are still in start-up mode. Some will survive, and others may disappear. What seems to be most important is for nonprofits considering this option to first do their homework, be flexible, set realistic expectations, and be cautious of mission-drift. With that in mind, nonprofits will successfully drive social change through business ventures.

Authors Sarah Hogan and Cori Streetman are founders and principals at Barefoot PR, a Denver-based public relations firm that works with businesses and nonprofits to build reputational capital through traditional and nontraditional public relations strategies.
in part as a result of the shock to the economy during the Great Recession, nonprofit organizations are increasingly looking for ways to accomplish their missions more effectively. Creating Social Enterprises (see page 8) is one such method; another is seeking to work with other organizations more strategically. As they examine how their services connect and overlap, organizations may see merging as the best option, while others find synergy in collaboration with one another. The stories in this section share examples from both ends of this spectrum.
The HIV/AIDS services field is in a state of flux. The refinement of antiretroviral drug therapies has made the disease more manageable, yet has also made it easier for the public to convince itself that the crisis is over. In the meantime, federal and state budget cuts have diminished many funding streams on which AIDS service organizations rely. Now, health care reform is adding another layer of complexity. This combination of factors has spurred consolidation among organizations seeking to sustain critical services in a changing landscape.

In Colorado, these same influences inspired Denver Colorado AIDS Project (CAP), Northern Colorado AIDS Project (NCAP), Southern Colorado AIDS Project (S-CAP), and Western Colorado AIDS Project (WestCAP)—and their foundation partners—to explore strategies to raise the profile of HIV/AIDS services and to ensure that needed programs would be sustained.

Although these organizations were grappling with economic pressures and changes in the funding environment, none was in a position of having to merge to survive. Richard Blair, regional director of S-CAP, calls this a distinguishing characteristic of the partnership: “This wasn’t a merger of necessity. We all came into this with valuable assets that we were willing to share to build something better.”

The process followed a five-year timeline—a long-term investment that had its challenges and its benefits. Although it was sometimes difficult for participants to sustain energy and momentum over such a lengthy period of time, trust is the primary success factor in nonprofit mergers, and trust takes time to build. There are no shortcuts to developing the trust needed to commit to a partnership of this kind; it takes patience.

Planning and Assessment
Before formal talks began in 2008, important groundwork was set in defining the process and obtaining funding. The executive directors who participated in this planning phase were not the same ones who carried out the plans, because each had decided, quite coincidentally, to leave their positions. By early 2008, all of the participating CAPs had new executive directors, but rather than setting the process aside, the new leaders brought a fresh perspective and renewed energy to the conversation. Eager to learn from one another as peers, they developed a strong, engaged relationship that provided a foundation of trust on which to build.

Over the course of the first year, the executive directors met regularly to talk about their work and the challenges and opportunities they shared. They were supported by a consultant who conducted assessments of each organization to identify potential opportunities for consolidation. At the end of this initial phase, the organizations were not prepared to pursue a merger, but had developed a clearer idea of what additional support they would need to consider a strategic partnership.

The new Colorado AIDS Project (CAP) was formed by the 2011 merger of four previously independent regional AIDS service organizations with a shared commitment to strengthen HIV/AIDS advocacy and services statewide.

Each of CAP’s constituent regional service organizations (described below) has served its local community for more than 20 years and continues to retain a regional identity while centralizing operations under the umbrella of the consolidated organization.

- Denver CAP serves the five-county Denver metro area
- NCAP covers a mostly rural, eight-county service area
- S-CAP serves a 25-county region covering 43,000 square miles
- WestCAP provides services to 22 counties west of the Rockies

CAP now leverages this combined experience to meet the evolving needs of people living with or at risk of HIV/AIDS and their families.

The merger was supported by funding partners, including The Denver Foundation, the Gill Foundation, the Bright Mountain Foundation, and the David and Lucile Packard Foundation.

Partnership Exploration and Negotiations
In 2009, the group engaged La Piana Consulting, a leader in nonprofit strategic restructuring (from formal partnerships up to and including mergers). With the new consultant, the CAPs began a
three-year process addressing key issues and negotiating an agreement. A one-day kick-off session brought together executives and board members for an orientation to strategic restructuring, which included potential challenges and success factors. Throughout that spring and summer, a negotiations committee met monthly.

By that fall, the negotiations committee had begun to develop what the new governance structure and organizational chart would look like, and was preparing for a due diligence process in which each of the organizations would make available their financial and other records for review.

**Merger Agreement**
In March 2010, the boards of the organizations convened. After reviewing the key issues and agreements made to date, the consultant asked each to confirm whether or not they were committed to continuing with the merger negotiations process, and they did. Due diligence resumed over the summer and fall, and plans were developed to guide the merger integration; these plans included hiring a transition manager to oversee the integration of administrative and operational systems, engaging a consultant to conduct an organizational culture assessment and visioning process, and identifying the executive leadership of the new organization.

**Merger Approved**
The merger was put into effect in October 2011, and the focus shifted to implementation. A consultant was engaged to help manage the technical challenge of merging the financial systems, technologies, and human resources policies of the four organizations. Understanding that the relational aspects of a merger are just as important as the technical—and can often “make or break” implementation—the group took cultural integration equally seriously. This was addressed with the help of an organizational anthropologist who engaged the staff and boards of each organization in assessing their current cultures and sharing the results at an all-staff retreat. This was a powerful way to encourage recognition and respect of the unique cultures of each partner organization, and for helping all staff and board members to feel heard as part of the merger process.

The Denver CAP was chosen as the surviving corporate entity for the merged organization, and its executive director, Ruth Pederson, was unanimously chosen to serve as interim director of the new Colorado AIDS Project. It was a fortuitous leadership choice because Pederson planned to retire after fulfilling her obligation to this transitional post, paving the way for a smooth leadership transition. The directors of each of the other three CAPs accepted positions as regional directors under the new organizational structure.

**Post-merger Integration**
In 2012, the newly reconstituted Colorado AIDS Project engaged in a nationwide search for a CEO and hired Darrell J. Vigil, who had previously served as a board member both prior to and following the merger. During the recruitment phase, the organization was also deeply engaged in operational integration activities. This would provide a strong backbone for the new organization prior to moving to the question of programmatic integration, which will necessarily balance the advantages of a centralized organization with the ability to customize services to meet distinct regional or community needs. CAP is navigating this opportunity with the help of regional advisory councils and an ongoing commitment to local stakeholder involvement.

**Stronger Together**
It often takes time for the full impact of a merger to become apparent. Coming to an agreement may be the culmination of a negotiations process, but it is only the beginning of a longer journey of implementation and post-merger integration.

For CAP, early benefits of the merger have included operational efficiencies and improvements, such as a more uniform compensation policy and lower benefits premiums, as well as some promising opportunities for fund development; however, even more impressive is the enhanced leverage the new organization now has as a unified voice for HIV/AIDS services in Colorado.

Christiano Sosa, Director of Capacity Building with The Denver Foundation, describes this greater capacity for advocacy: “With a larger organization representing the majority of people living with HIV/AIDS in the state, they have a stronger voice collectively than they do individually. So when policy decisions are being made by the state, they have more leverage than they had in the past.”

When it comes to its programs, the merged organization can draw on best practices from its collective experience and bring greater consistency and equal access to a range of services across the geographic service area. “The scope of our potential has increased dramatically, and with it, the scope of impact we can have with individuals will increase dramatically as well,” says Blair.

CAP’s website captures this sentiment in describing its new positioning as a result of the merger: The new, statewide Colorado AIDS Project is situated to serve, no matter what the future holds.

*Melissa Mendes Campos is a consultant for LaPiana Consulting.*
In 2011, a group of Colorado foundations created the $50,000 Colorado Collaboration Award to recognize nonprofit and government organizations who joined together to solve significant community problems and who succeeded at the difficult work of true collaboration. The foundations also sought to establish a database of resources available to others seeking to form collaborations.

Northwest Colorado Community Health Partnership won the inaugural Award for its work to develop a regional network of care for the underinsured and uninsured in Routt, Moffat, Rio Blanco, and Jackson Counties. Local health groups and county agencies make up the Partnership. In 2012, Boulder County IMPACT was selected for its sustainable approach to serving high-risk youth and their families in Boulder. Health, youth, and criminal justice agencies, along with school districts, comprise IMPACT. This year’s winner is Western Colorado Landscape Collaborative. Managed by Delta-based nonprofit Uncompahgre/Com and consisting of federal, state, and environmental agencies and local utilities, the Collaborative works to strengthen ecosystems, improve wildlife habitats, and reduce fire danger.

To be eligible for the Award, a collaboration must consist of two or more organizations that share decisions, planning, and resources; have a written governance agreement in effect for at least 18 months; and demonstrate significant impact and results. For complete application details, please visit www.coloradononprofits.org/help-desk-resources/colorado-collaboration-award. Screening and Review Committees, composed primarily of foundation program officers volunteering their time, evaluate all applications and choose semi-finalists. Reviewers then conduct site visits and forward finalists to a Final Selection Panel made up of statewide leaders from funders, nonprofits, government, and business.

The Award is presented at the Colorado Nonprofit Association’s Fall Conference in October.

The Colorado Collaboration Award website contains a database of almost 90 collaborations that have applied for the Award. The database serves as a resource to find and borrow from groups already working together in different issue areas and regions of the state. In addition, the website contains a model Memorandum of Understanding, a key document for a sustainable collaboration.

In 1967, New York-born oilman Sam Gary struck it rich at Bell Creek, Montana. Unlike many remote oilfield settlements, Bell Creek had schools, a library, parks, and other community amenities for the workers. Sam Gary saw to that. The way he sees it, doing well in business and doing good for the community are inseparable concepts.

Gary, now in his 80s, shows up for work daily at the Gary Community Investment Company, which shares space with his 37-year-old philanthropic enterprise, The Piton Foundation. Gary Community Investment was formed in 2012 after the sale of Gary-Williams Energy Corporation.

Sam Gary’s generosity is legendary. Less well understood is his reputation as the first major investor in a long list of civic enterprises that continue to change Colorado for the better: Colorado Children’s Campaign, Denver Preschool Program, Colorado Open Lands, the Colorado Forum, the Gary Pavilion and the Kempe Center at Children’s Hospital Colorado, the Urban Land Conservancy, Enterprise Community Partners (Colorado office), Denver Black Church Initiative, Colorado Youth Corps, the Charter Fund, and Social Venture Partners. His investments span many issues: from mental health and medical research, to school reform and neighborhood revitalization, but the underlying theme for most of Sam Gary’s philanthropy is improving the lives of children.

A true entrepreneur, Sam Gary knows a good investment opportunity when he sees one. Perhaps even more important is his ability to spot people with vision and energy and invest in them.

To his many admirers, Sam Gary is a philanthropist’s philanthropist. Sam Gary doesn’t buy it.

How did you get involved in philanthropy?

“Philanthropy is a funny word. I’ve always had a problem with it. It’s just a word that captures people who give. I’ve had some money to give, but I’m the same person I was before.”

Your accomplishments for the community are well known, and you have many admirers.

“It suits me best to be very private in terms of what I do. I don’t see myself as a model for anyone. There’s not much you have control over, so it’s important to value and express what you can control. It helps you know who you are and what you can do.”

When you discovered oil at Bell Creek in Montana, you built a lot of community amenities—not just housing—for workers. That went beyond what most oil producers offer their workers.

“It was about personal relationships. It seemed the right thing to do. We weren’t there to go in and exploit, then get out. It made a difference in their lives, a way to appreciate their efforts.”

You knew those people. You’ve helped a lot of people you don’t know and who don’t know you.

“The older I get, the more I feel that how I feel about myself is measured by what I can do—not by being acknowledged. When you receive a gift, you feel good right then, but it’s a transient feeling. When you give, you make something happen that otherwise would not. It’s a good feeling, and it lasts.”

Any family background or religious teachings that inspired you to give?

“I’ve spent a lot of time thinking about how I ended up here, doing what I do. I’ve never figured out the connection. I’ve been very lucky, and being lucky is fine. It dropped out of the sky.”

What do you love about Denver?

“I grew up in the East. I loved fishing, the outdoors, wide open spaces, and these are all accessible. You go out walking down 17th Street, and you know people. Denver is much more of a community. It’s an incredible place to be.”

Are you inspired by the giving of any other people?

“I like The Denver Foundation. As a community foundation, it brings many people together as givers and doesn’t reflect on any private individual. This is our community’s foundation, and that makes it unique.”

WHY I GIVE

Why I Give

by Phil Nash
Of all your accomplishments, which do you think was most successful?
“There is no one thing. For me, it’s not about always giving in a way that is successful. It’s about instinctively doing the right thing. If you make a mistake and do the wrong thing, that’s okay, too.”

Anything else?
“This is a journey that’s about friends, relationships, and experiences. I feel happy. I feel lucky. The thing that makes me feel good is to be able to give something.”

Denver native Carol Hearn has been a realtor at RE/MAX Cherry Creek since 1988. Raised around Congress Park and City Park, Hearn is a big fan of center city neighborhoods. A devout Christian, she is a member of Corona Presbyterian, a church with a strong commitment to social outreach in Capitol Hill. Hearn opened a donor-advised fund at The Denver Foundation some years ago. She recently used part of her fund to create another donor-advised fund to launch her four nieces and nephews into philanthropic giving.

How is your faith related to your giving?
“Corona Presbyterian is a local church that is a beacon in the neighborhood. A lot of people wander in there and they have needs. I like to give mission-driven donations for specific things. Recently, I made a gift to refurbish the church’s computers.”

And outside of your church?
“I have clients who are Girl Scout leaders and I’ve helped send some girls to camp. I’ve given to help the Boys and Girls Clubs get balls and bats and other sports equipment. I prefer to support very specific needs.”

What opened the door to giving for you?
“I’ve always given small donations and time. My first significant entrée in financial giving was in the late 90s. Rev. Elizabeth Thompson, a former executive director at Samaritan Counseling Center (now CENTUS), called and asked me to start the “Women Of Strength Helping Women In Need” fundraiser, with the proceeds supporting psychological counseling for women through a network of Denver churches. I was co-chairperson that first year and have supported the event for a number of years.”

What was the lesson?
“I met some wonderful women. It got me to think about helping at a more committed level. Until Rev. Thompson asked me, I didn’t know I could do things like this. It was an honor to know I had something to give.”

What is your earliest memory of giving?
“It wasn’t financial. It was time. I became a single parent literally overnight in the early 80s when my son was a few months old. I needed psychological counseling, but funds were tight. Instead, I cooked a meal for my counselor’s family. In return, she gave me a counseling session. She said that my meals were the best night of the week for her family.”

What are your hopes for your nieces and nephews and their giving?
“They have deep roots in Denver but live on the East Coast and have young children. But they want to keep their giving here. My hope is that each one will find one or two things they are passionate about where their donations could make a significant difference over a period of years.”

You’ve got a magic wand. You can make one thing disappear. What would it be?
“Pain. I feel for children so much—so many beaten, starved, bullied, not cared for. And not just children. If we see someone having a hard time, just take a moment and ask what has happened to this person today. When I do that, my problems seem so insignificant.”

Why do you give?
“Because everything I have has been given to me. And because I have the ability now.”
TINA WALLS: Inspiring Young Minds Through the Arts

Tina Walls was born in Little Rock, grew up in Denver’s Park Hill neighborhood, studied at Mills College in Oakland, and launched her public-affairs career at the Colorado General Assembly as a legislative analyst. In the mid-1980s, she joined the Altria Group (formerly Philip Morris), holding a number of senior executive positions in the U.S. and Europe before retiring early in 2008. Currently, she is president of the Denver Chapter of The Links, Incorporated, a women’s service organization that supports primarily African-American nonprofits. She serves on the board of Denver’s Museum of Contemporary Art and The Denver Foundation’s Arts Affinity Group.

Where did you first learn about giving?
“My family, my church, and my schools exposed me to community activities from an early age. I was a student representative on the Greater Park Hill Association board and worked on community policy issues at East High. Church missions and community programs were a major giving lesson. Also, my dad was a brick mason, and he would go downtown and hire men who needed work; it was a form of charity to dignity.”

What drives your philanthropic passion today?
“Number one: arts and culture for children. I was shocked to learn that the school systems no longer have music and art teachers in every school. Arts and culture need to be part of the academic curriculum for every child in every school. Denver’s cultural footprint is very strong. I’d like to see every child go through those doors and be inspired by great art, theater, music, dance—everything.”

Were you inspired by the arts?
“At Smith Elementary, I sang in a group called the Honeycombs. We performed at community events and retirement homes. As part of Hill Junior High’s drama club, I sang in a production of The Ballad of Baby Doe. I was on East High’s speech team—the best in the state. My babysitters were the library and the Natural History Museum. My family enjoyed theatrical, music, and dance performances; lectures; and art exhibitions throughout the Denver area. The arts expanded my perspective of the world and helped develop my own highly curious self. They help make a person more whole—open to new ideas and change.”

How are you helping?
“I support performances and exhibitions created by African-Americans—playwrights, artists, and so forth—in a way that has the broadest audience appeal. I’ve helped co-sponsor productions at the Denver Center Theatre Company and exhibitions at the Denver Museum of Contemporary Art. Sharing the African-American experience is a way I can help.”

Any other giving priorities?
“I’m a member of the Denver Chapter of The Links, Incorporated. Four years ago, we initiated a program to help mentor students at Hallett Fundamental Academy, a “red” school on the verge of closing due to poor performance. Today, it’s a “green” school with one of the state’s highest improvement rates. We primarily focus on the two fifth-grade classes, but our activities support the entire school. With our help, they now have a music teacher. The students get to explore museums, skiing, local businesses, and the court system. They create art and their own publications to build writing skills. The Links collaborates with Hallett’s administration on curriculum enhancement: the arts, healthy lifestyles, career development, and so forth.

“The Links also raises money for the Chapter’s White Rose Foundation, our local philanthropic arm, which supports local organizations and programs primarily for the African-American community, including the Links program at Hallett. We recently started an endowment fund at The Denver Foundation.”

Your family is part of the history of the civil rights movement.
“My older sister, Carlotta Walls LaNier, was one of the Little Rock Nine—students who integrated Central High School in Little Rock in 1957 despite a segregationist governor and overwhelming negative public sentiment. My family had a very strong work ethic and believed we had every right to a great education in this country. My sister and parents were willing to do something about it. Thanks to their efforts and others, I have had a wonderful life and career that allows me to focus on others.”

Why do you give?
“So others can have a little piece of the American dream.”
Introducing... the Advisor-Managed Fund!

The Advisor-Managed Fund is a new investment option offered by The Denver Foundation. For donor-advised funds of $500,000 or more, the Advisor-Managed Fund offers donors the option of having their trusted financial advisor invest and manage the charitable assets in their fund. With the full-service Advisor-Managed Fund option, the financial advisor manages the assets of the fund and the donor benefits from the enhanced services and resources of the Foundation:

- Charitable Consultation Services
- Educational Seminars
- Nonprofit Research and Grantmaking Expertise
- Family Philanthropy Service
- Custom Scholarship Fund Services
- Acceptance of Complex, Illiquid Assets
- Anonymous Giving
- Private Foundation Collaboration Strategies
- International Giving Through U.S.-Based Nonprofits

The Advisor-Managed Fund is particularly attractive for donors who are transferring assets from a private foundation or who have experienced a liquidity event, such as the sale of a business or an inheritance. Donors benefit from the Foundation’s customized charitable services, while maintaining the relationship with their financial advisor.

The Advisor-Managed Fund is also an attractive option for testamentary funds that are established upon the death of the donor. Donors can establish the fund and recommend the financial advisor today to create a charitable legacy that lasts well beyond a lifetime.

Consider the Advisor-Managed Fund if you prefer your trusted financial advisor to manage your charitable assets, if your fund is more than $500,000 in charitable assets, and if you seek to increase the impact of your philanthropy by taking advantage of the services of The Denver Foundation. For more information, contact Vickie Wilson, Senior Philanthropic Planner, at vwilson@denverfoundation.org or 303.996.7322.

The Denver Foundation thanks the 2013 sponsors of the Professional Advisors Event Series:

- Ambler & Keenan, LLC
- Atlantic Trust
- BakerHostetler
- Colorado State Bank and Trust
- Denver Investments®
- H&E Hall & Evans LLC
- Steele Street Bank & Trust

With the help of these generous people and organizations, The Denver Foundation hosts annual events to inform, engage, and connect professional advisors, including estate planning attorneys, wealth advisors, trust officers, and CPAs, with issues that impact the philanthropic community. The Foundation also recognizes Schaus & Associates, LLC, for its generous support.
Most donors are familiar with the general concept of contributing stocks, bonds, mutual funds, and other financial assets to charity. These kinds of assets are efficiently transferred and are easily convertible to cash by the charity receiving them. Less well known are the challenges associated with the transfer, gifting, valuation, and management of real estate or natural resources (oil and gas interests, mining, timber, etc.), which may be donated to charity.

If properly managed and transferred, these types of assets can provide many benefits to the donor, such as reducing estate and income taxes and lowering or eliminating capital gains. The benefit of real estate or natural resources as a gift to the nonprofit can be quite dramatic and realized in two ways: as an income-generating asset that can continue to be used as a powerful ongoing revenue stream, provided the nonprofit has access to the expertise to handle such matters; and as an asset that can be readily sold with funds used to support the goals and objectives of the nonprofit; therefore, it is important that the nonprofit organization have a gift acceptance and management policy ready and in place to properly deal with these unique assets if they are offered.

With respect to real estate, there are several issues that need to be considered prior to acceptance. Some donors may prefer that their real estate gift not be sold, but rather continued to be used in a specified manner, therefore, consideration needs to be given to how the nonprofit would provide ongoing management of such a gift. The nonprofit also needs to be certain that the gift will not become a burden or an administrative distraction to their organization. It is helpful to have a due diligence process in place to assist prior to acceptance. Questions include:

a) Does the donor have a fee simple title and actual possession?

b) What, if any, liens, mortgages, or leases are in place?

**TIPS FOR EFFECTIVE GIVING**

By Sarah Harrison, Deputy Vice President of Philanthropic Services, The Denver Foundation

Giving money to charity is less about giving something away and more about taking action to accomplish something that’s important to you. Here are some questions to consider when making a charitable contribution.

**How do I choose where to give?**

It’s the age of information, and there’s a lot of it available on every topic, including charitable organizations. Ask yourself what is meaningful and interesting to you. Check in with your personal network—family, friends, people who share your devotion to a topic or cause—about their involvement in the community. Make inquiries of your professional contacts, including your financial and legal advisors, your philanthropic advisors, and trusted colleagues. There are many resources to help you describe your cause, identify the organizations addressing it, research the most effective programs, and find the right fit for you.

**What kind of gift should I give?**

Understanding what you want to accomplish and what organization you want to support will help you decide what to give. You can make one large gift, a series of smaller gifts, or even donate through monthly installments. If you want to give complex assets like real estate or appreciated securities, you’ll want to confirm that your selected beneficiary organization can accept and liquidate such gifts properly. Your financial and philanthropic advisors can help you with these decisions, as well.
of Complex Assets

c) What, if any, environmental liabilities may be present?

d) What, if any, zoning or city ordinance violations may exist?

e) What is the current physical condition and actual market value?

f) What are the ongoing expenses such as property insurance, taxes, utilities, maintenance, etc., attributable to owning the real estate?

Similar due diligence inquiry, specific to the interest type, is appropriate for oil and gas, water, gravel, coal, etc. In Colorado, oil and gas interests figure prominently as a potential charitable gift to a nonprofit. While the type of ownership in oil and gas properties can vary, ownership is generally in non-producing or producing mineral estates, nonparticipating royalty interests, leaseholds, and working interests.

Ownership in mineral interests and rights to royalties are typically low risk and do not carry much, if any, liability. On the other hand, a working interest includes some risk in regard to the operations of a well. That risk is defined not only as liability for damages, but for the owner’s proportionate cost of operations.

Often, this exposure results in an out-of-hand rejection by charities of all working interests as a viable donation. There may also be concern about potential tax implications, such as the possibility of incurring Unrelated Business Income Tax; however, such concerns should not immediately lead to a decision to refuse a working interest, as thoughtful preparation and a well-reasoned gift acceptance policy can provide for creative options to easily accept and accommodate such ownership.

Certainly, converting oil and gas interests into cash before or soon after a charitable transfer eliminates the need for long-term management and affords a one-time cash influx; however, long-term ownership of properly managed real estate, oil and gas, and other unique assets carries the potential to yield extraordinary revenue streams for many years. From a donor perspective, donation of real estate and mineral interests can be a cost-effective way to transfer such assets, as opposed to incurring the expense associated with a commercial transaction. From the charity’s point of view, receiving and holding these assets affords a unique opportunity to participate in the powerful cash flows, diversification, and returns associated with holding real estate and minerals.

Some charitable organizations, including The Denver Foundation, are experienced in accepting gifts of unique assets. However, most do not have the resources or staff to do so. But that should not stop them from being open to accepting and holding such assets. Competent outside counsel, valuation specialists, along with real estate and mineral management services are available through organizations such as Colorado State Bank and Trust to provide the advice and expertise necessary to address the potential risk, and effectively manage these unique assets.

Restricted or unrestricted?

If you want to accomplish something particular with your contribution, it’s important to discuss your goals with the people at the organization you’re supporting. Find out how they use gifts that are given for use “where needed most.” Also, find out what options they offer for restrictions. This is especially critical if you’re leaving a testamentary gift that will arrive after your lifetime. You want to be sure you’re restricting your funds to a program that will exist and need support when your gift arrives.

Share the questions you have about philanthropy in general and your personal giving specifically: Email sharrison@denverfoundation.org, or call 303.300.1790, x134.
Dick Winton was an optimistic, independent man. He was very athletic. And very funny. His favorite saying was “Be good...but only if you have to.” Born in Illinois, Dick came to Colorado for a job, and loved the state so much that he stayed. He worked for Gates Rubber Company for 30 years, and became deeply connected to Denver. He rode the Rockies, cheered for the Broncos, and joined the University Club. He dearly loved the mountains, where he hiked, biked, and skied.

Dick loved his family, his friends, his Delta Upsilon fraternity, and the challenges of black diamond ski runs and 100-mile bike rides. He loved to read, especially books about Winston Churchill. He loved defying the odds, and demonstrated his ability to do so by returning to distance cycling following a heart attack and by shoveling snow even when he was legally blind.

In the final years of his life, Dick faced several serious health challenges. He especially wanted people to know about one of them: a rare form of Alzheimer’s disease known as Posterior Cortical Atrophy. It’s difficult to diagnose and treat, and it was important to Dick to raise awareness of the disease and drive more attention and resources to addressing it. In lieu of flowers, Dick’s family requested memorial gifts to the University of Colorado’s groundbreaking research of this condition.

Despite his outgoing personality, there was a private side to Dick: his philanthropy. He gave quietly and thoughtfully to the causes that mattered to him, especially the University of Illinois and national medical organizations addressing heart disease and cancer. He didn’t widely discuss his giving; he just did it.

He first encountered The Denver Foundation in 2008, when the economy was crashing and Colorado’s emergency food system followed suit. He had heard media stories about the Foundation’s work to put money quickly into food pantries, so they could serve the ever-increasing flow of families in need. He read up on the issue, met with our staff, and made the first of a series of gifts to the Critical Needs Fund. The Foundation activates this fund when there is a situation looming that requires a combination of vision, collaboration, and funding to address or mitigate it.

Since creating the fund in 2005, the Foundation has used it for energy audits and building modifications for nonprofit shelters and hospices; emergency food and systemic work for the state’s hunger crisis; and most recently to house the highly at-risk population of single, unaccompanied, disabled, homeless women in Metro Denver.

Between 2008 and 2012, Dick made a series of gifts that were part of the $1.2 million the Foundation distributed for emergency food grants, food pantry collaboration and capacity building, and food delivery systems advocacy. He also quietly updated his estate plan, naming The Denver Foundation’s Critical Needs Fund as a 25 percent beneficiary in his will. This quiet generosity is the capstone to Dick Winton’s remarkable life. Philanthropy was his “second act,” a role through which he will help thousands of people who never had the pleasure of knowing him except through his personal giving.

“Be good...but only if you have to.” Dick Winton had decided to…and we thank him for it.
Honk if You’re Fed Up with Hunger!

By Michelle Ray

Honk if you’re fed up with hunger” covers the side door of a green RV that drives past a Denver middle school on a crisp fall morning. One might not think the two are connected, but they do have at least one commonality: Hunger Free Colorado.

The statewide anti-hunger advocacy organization, established through a merger of two nonprofit groups in 2009 with the support of The Denver Foundation and its Critical Needs Fund, leverages the power of collaboration, as well as system, policy, and social change, to end hunger in Colorado. The organization identifies, investigates, and exposes unnecessary gaps and barriers that prevent access to healthy, affordable food.

“Hunger is an issue that impacts everyone in our state, but it is solvable,” says Kathy Underhill, executive director for Hunger Free Colorado. “By working together, we can find and apply innovative solutions that ensure Colorado families are able to put nutritious food on their tables, older adults don’t have to choose between paying medical bills and buying groceries, and children start their days nourished and prepared to learn.”

Programs embedded in communities across the state assist Coloradans facing food hardship, which is estimated to be more than 800,000 people—from children to seniors. One such example is a new kind of food truck launched by Hunger Free Colorado in May 2013. Your Neighborhood Food Truck, a retro-fitted, 40-foot RV, serves up access to computers and one-on-one assistance for families and individuals who may qualify for the Supplemental Nutrition Assistance Program (SNAP), which provides monthly benefits on a debit-like card for purchasing groceries. Your Neighborhood Food Truck visits sites throughout Metro Denver, including health clinics, grocery stores, and other community centers, and partners with other agencies to provide additional screening and educational opportunities under the truck’s awning.

“SNAP is a vital safety net for those struggling to get by and the first line of defense against hunger,” says Underhill. “Many families and individuals impacted by hunger may be unaware of local assistance options or unable to access services due to limited transportation. Your Neighborhood Food Truck simplifies the SNAP application and referral process and makes it easy to connect our neighbors to needed resources in a comfortable and confidential setting.”

Hunger Free Colorado and many partnering organizations also work with schools, legislators, and communities to address child hunger, since statistics show that one in five children experience hunger in Colorado. On May 13, Gov. John Hickenlooper signed a new bill into law that will provide more children and teenagers with access to a daily breakfast after the first bell in school. The Breakfast After the Bell Nutrition Program, which goes into effect beginning school year 2014–15, requires Colorado schools to offer an after-the-bell breakfast to all students, if 80 percent or more of their student body is eligible for free or reduced-price lunch.

“Breakfast After the Bell received bipartisan support, because it’s a cost-effective way to reduce hunger for school-aged children in Colorado,” says Maura Barnes, director of policy and advocacy for Hunger Free Colorado. “Our state’s economy will benefit, since we won’t leave dollars on the table, and since breakfast is critical to health and learning, it will help ensure Colorado children are set up for success in and out of the classroom.”

To learn more about the issue of hunger in Colorado, sustainable solutions, and how you can get involved, visit HungerFreeColorado.org. Families and individuals can be connected to food and nutrition resources by calling the Hunger Free Hotline at 855.855.4626.

Michelle Ray is the director of communications for Hunger Free Colorado.
TIM McINTOSH
Barbershop Philanthropist / Social Entrepreneur

By Angelle Fouther

For many African-American men, the barbershop is sacred space—a place where the actual act of getting a haircut is almost secondary to the opportunity afforded for bonding; joke telling; and sharing theories about life, love, news, and entertainment.

It was in this very environment that Tim McIntosh became inspired.

McIntosh, a barbershop owner in North Carolina, was having a conversation while cutting the hair of Darryl Lester, one of his clients. Lester, a philanthropy consultant, was sharing information about giving circles—groups of like-minded individuals who come together to pool resources and make contributions to causes they care about. This dialogue sparked an interest that grew in momentum, and a giving circle known as “A Legacy of Tradition” or “A LOT” was born. To date the group has contributed more than $30,000 to various organizations and causes.

The benefits of giving circles are many. By coming together, members of all ages and from all walks of life are able to leverage their resources, their knowledge of issues, and their impact by tapping the diversity of skills each brings to the table. In essence, there is strength in numbers.

McIntosh says that involvement in giving circles has offered him a different lens in viewing both his entrepreneurship and philanthropy. “We all give in everyday life,” he says. “We share with friends and family and community. But being able to connect with other like-minded individuals and begin to give strategically is the key to really having an impact.”

McIntosh has evolved into a social entrepreneur, having launched many ventures over the years. He cofounded, with Cory Bell, the Park West Barber School, where most students are ex-offenders. The school has spun off a philanthropic venture called the Barber Foundation, through which barbershop staff and Park West students take part in service projects.

The Denver Foundation hosted a community dialogue while McIntosh was in Denver this past summer to scout for a location where he can launch a similar program in this region. He returned in October for the Community Investment Network (CIN) Conference, where giving circles nationwide gathered to network and hear from industry leaders. McIntosh says he was excited to learn: “I always like to hear best practices and bring that stuff home and implement them in my business or giving circle.”

No doubt others are eager to learn the secrets of his successes, as well.

From left to right: Lauren Casteel, Adrienne Mansanares, Tim McIntosh, Sandra Shreve, Cory Bell, and LaDawn Sullivan at the Park West Barber School presentation
The Spirit of Giving... it’s Renewable!

By Shanda Vangas

What happens when an energy company strives to help others, while also supporting the expansion of renewable energy?

Nonprofit organizations such as The Baby Haven get to experience the warmth of solar power through a grant awarded by Xcel Energy’s Renewable Energy Trust (RET) program.

The RET, funded by donations from Xcel Energy customers, awards grants to local nonprofits and schools in Colorado for renewable energy projects. These grants can help nonprofits put more dollars toward programs or help an organization that is expanding. This means the organization can better meet their mission, thereby having a greater positive impact on their community.

“We have several goals for the RET funds,” explains Susannah Pedigo, manager of renewable energy for Xcel Energy. “First and foremost, we want to help each organization offset its energy costs, allowing reinvestment in many community programs; however, the RET projects also help educate and inform the public about the benefits of renewable energy, and reduce the carbon footprint of the facility where they’re installed.”

The Baby Haven, a nonprofit located in Denver, provides a safe and therapeutic environment for pregnant women and their infants where women can recover from addictions and co-occurring illnesses, and deliver healthy, drug-free infants. The infants now receive therapeutic care through a heated daycare floor, made possible by an RET grant valued at almost $35,000.

“We wanted to provide a safe, comfortable place for drug-exposed children. With the help of the RET grant, we have heated floors for infants who are crawling and playing on them,” said Julie Krow, director, Office of Children, Youth and Family Services, Colorado Department of Human Services and former director of The Baby Haven.

Krow notes, “I learned about the RET almost by accident—when I was at home, paying my energy bill. A little flyer fell out of my bill, talking about the Renewable Energy Trust. We’d been thinking about making our building more energy efficient, but we didn’t have the funds to do it. The RET seemed like the perfect fit for our program.”

The Baby Haven isn’t the only nonprofit to reap the rewards of renewable energy through the RET. Since 2002, Xcel Energy has awarded 40 grants, totaling $1.2 million in grant funds for a wide variety of projects across the state.

The funds are held as a donor-advised fund at The Denver Foundation.

“Our partnership with The Denver Foundation has allowed us to concentrate on generating donations and selecting the best projects to fund,” explains Monique Lovato, director of corporate giving for Xcel Energy. “Their expertise has helped to grow the fund and streamline the grant-making process. They are a key partner in the program’s success.”

Grant decisions are made by the RET Customer Advisory Panel and are awarded three times per year to nonprofit or public organizations within Xcel Energy’s Colorado service territory. The panel includes representatives from around the state with expertise in renewable energy, the nonprofit, and local government sectors.

Many criteria are considered, such as ensuring that the project will not be used for commercial or individual benefits and its potential for leveraging other efficiency or renewable measures or investments at the requested site. The Advisory Panel also reviews the total project cost and cost-effectiveness of the proposed renewable energy system, its environmental value or community benefits, and the organization’s ability to increase public awareness about renewable energy.

Want to get involved? It’s never been easier to donate and help make a difference in your community. You can schedule monthly donations or give a lump sum to the RET. Visit xcelenergy.com/RenewableEnergy for details.

Shanda Vangas is the manager of corporate giving in Colorado for Xcel Energy.
Gill Foundation Supports Strategies for Success in STEM

The Gill Foundation’s Gay & Lesbian Fund for Colorado is supporting the Colorado Legacy Foundation to lead the development of the Colorado STEM (science, technology, engineering, and math) Roadmap and Action Plan. The plan will outline strategies to prepare all Coloradans for success in our economy and community by improving STEM education for all, regardless of career path or background.

The partnership to improve STEM education and training also includes the Governor’s Office, Colorado Department of Education, Colorado Department of Higher Education, Colorado Workforce Development Council, Office of Economic Development and International Trade, Colorado Community College System, Accenture Foundation, and other key stakeholders from around the state. The Gill Foundation’s goal is to use STEM as a vehicle to close the opportunity gap, enhance 21st century skills, increase civic participation, and advance Colorado’s entrepreneurial spirit.

New Programming On the Horizon

75 Years of Boettcher Legacy Celebrated

In honor of the Boettcher Foundation’s 75th Anniversary and the Scholarship Program’s 60th, the Foundation held the Boettcher Scholar Summit on August 9th–11th. This exciting three-day weekend in Denver provided an opportunity to connect with Boettcher Scholars, Scholar alumni, Foundation trustees, and Colorado leaders around ideas and learning, networking and service. The Summit showcased the diverse skills and knowledge of Boettcher Scholars—including topical experts, entertainers, musicians, and artists.

In addition, the Scholars attended Summit-in-Action events on the final day of the Summit. These were special opportunities for Scholars and their families to actively engage in the Denver community through community service, behind-the-scenes cultural and industry tours, and recreational activities.

The Summit was a spectacular celebration of 75 years of Boettcher’s legacy, culminating with the announcement of the future increase in programming for all current and alumni participants in the Foundation’s Minds programs. For more information, visit www.boettcherfoundation.org.

Barry Carroll & Andrew Warnock present Igniting a Passion for Learning: The College of Natural Sciences Education & Outreach Center at Colorado State University, during the 75th Anniversary Opening Reception Festival of Ideas showcasing Boettcher Scholars and alumni expertise and talents.
Piton Spreads the Word About Health Coverage

The Piton Foundation recently launched a statewide public information campaign to raise awareness about new free and lower-cost health insurance options available under the Affordable Care Act. In October, Connect for Health Colorado’s online insurance marketplace opened for business, allowing uninsured and under-insured residents to purchase private insurance utilizing a new federal tax credit that lowers the cost of coverage. In addition, more Coloradans can enroll now in free and low-cost coverage under expanded Medicaid income eligibility guidelines.

Utilizing its extensive network of community partners that participate in the Tax Credits for Working Families Public Information Campaign, Piton’s new health coverage campaign is focused on grassroots outreach and direct mail to distribute more than one million pieces of educational materials statewide, helping to inform lower- and moderate-income Coloradans about new health care laws and encouraging them to enroll in coverage. For more information, visit www.pitonfoundation.org.

The Piton Foundation is working to help low-income Coloradans get access to quality healthcare.

24 Hours to Give Where You Live.

Last year, Coloradans made an astonishing show of support for local nonprofits by donating $15.4 million in just 24 hours. A total of $15.7 million was distributed to the nonprofits, thanks to additional contributions from the FirstBank Incentive Fund and 36 cash prizes. Let’s see what we can do on Colorado Gives Day 2013!

When: 24 hours starting at 12 a.m. on Tuesday, December 10, 2013
How: Donate online at ColoradoGives.org
Why: To support the nonprofits that protect and nurture quality of life in Colorado
Photos, clockwise from upper left:
Katy Parr (daughter of late John Parr and Sandy Widener) speaks after award given in her parents’ names; President of the Colorado Nonprofit Association, Renny Fagan and Frank and Marti Judson at the Spark Celebration; The 2013 Nonprofit Summer Interns with Mayor Michael Hancock; Kipper Goldsberry with Denver Westword Publisher Patty Calhoun; Denver African American Philanthropists (DAAP) award their their first grants at the Community Investment Network Conference in Denver. Several members featured with Kathleen Casteel, Director of Voices on Canvas; Barbara Berv, Denver Foundation VP of Philanthropic Services and Sarah Harrison, Deputy VP of Philanthropic Services with BOLDER GIVING Executive Jason Franklin who was in town for the Family Philanthropy Symposium; Anne Cosby and James Malin at Family Philanthropy Symposium; Peter Konrad and former Denver Foundation Board Chair, Dr. Dean Prina
Photos, clockwise from upper left: Colorado historian Tom Noel, Denver Foundation President David Miller, and Tyson Dines III; Dancer and Choreographer Cleo Parker Robinson, Artist Ron Hicks, Chef Adrian Miller, and Lauren Casteel with 13-year-old Cello Prodigy Malik Kofi at Art & Race Event; Attendees at the Community Investment Network Conference in Denver; Community Leadership Awardees: Mayor Michael Hancock – left (Parr-Widener Civic Leadership Award); Magalie Lerman – center (Swanee Hunt Emerging Leader Award); Francisco “Cisco” Gallardo – second from left, Johnnie Williams, and Ryan Ross – right (Swanee Hunt Individual Leadership Award winners); Anna Jo Haynes and Jean Widener (mother of the late Sandy Widener) at the Community Leadership Awards Ceremony.
WE POWER YOUR PASSION.


We know you have a passion for making a difference in the community. And we want to make sure your heartfelt generosity has the greatest impact possible. When you partner with The Denver Foundation, your charitable giving is supported by our highly personalized service, your leadership is leveraged by our initiatives and community connections, and you become part of a broader philanthropic community. With an 88-year track record, we’ll help maximize all the good you can do.

Find out about our donor-advised and legacy funds, giving circles, scholarships, and leadership opportunities, plus all the ways you can co-invest in the community with us. www.denverfoundation.org

THE DENVER FOUNDATION
55 Madison St., 8th Floor, Denver, CO 80206  303.300.1790