



CNJG

COUNCIL OF NEW JERSEY GRANTMAKERS



2018

**ANNUAL MEETING
& HOLIDAY LUNCHEON**



Friday, December 14, 2018
The APA Hotel Woodbridge



LIVING OUT YOUR MISSION

www.cnjg.org

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Foundation for New Jersey

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AGENDA

Opening Performance

Juan Pepe Santana and Rothman Terán,
Andean Musicians from Group INKHAY

Welcoming Remarks & President's Report

Jon Shure

Call to Order of the 2018 Annual Meeting

Chair's Report

Jonathan Pearson

Treasurer's Report

Cynthia Evans

Election of New Trustees

Marion O'Neill

Luncheon

Keynote Panel

Living Out Your Mission

BOARD OF TRUSTEES

2018 Board of Trustees

Jonathan Pearson, *Chair, Horizon Blue Cross Blue Shield of New Jersey*
William Engel, *1st Vice Chair, The Hyde and Watson Foundation*
Annamarie Puleio, *2nd Vice Chair, The Fred C. Rummel Foundation*
William Leavens, *Secretary, The Leavens Foundation, Inc.*
Cynthia Evans, *Treasurer, Geraldine R. Dodge Foundation*
Amanda Bauman, *Campbell Soup Foundation*
René Déida, *The Prudential Foundation*
Craig Drinkard, *Victoria Foundation*
Jeremy Grunin, *The Jay and Linda Grunin Foundation*
Christine Healey, *The Healey Education Foundation, Inc.*
Kiki Jamieson, *The Fund for New Jersey*
Andrew Johnson, *William Penn Foundation*
Ari Kramer, *Robert Wood Johnson Foundation*
Barbara Lawrence, *The Henry and Marilyn Taub Foundation*
Marion O'Neill, *PSEG Foundation*
Barbara Reisman, *Maher Charitable Foundation*
Deborah Smith, *Wells Fargo Foundation*
Annette Strickland, *The Schumann Fund for New Jersey*
Michael Unger, *The Atlantic Foundation*
Jeffrey Vega, *Princeton Area Community Foundation*

Slate of Nominees for Election by Members

For re-election for a second 3-year term as the Class of 2020:

Jonathan Pearson, *Horizon Blue Cross Blue Shield of New Jersey*
William Engel, *The Hyde and Watson Foundation*
Jeremy Grunin, *The Jay and Linda Grunin Foundation*
Jeffrey Vega, *Princeton Area Community Foundation*

New candidate to fill an unexpired 1-year term for the Class of 2019:

Jane Kurek, *The Provident Bank Foundation*

New candidate to fill a 3-year term for the Class of 2021:

Paul Stierhoff, *The Henry S. Agnes M. Truzack Foundation*

◆ ◆ ◆ 2018 CNJG MEMBER ROSTER ◆ ◆ ◆

Affinity Federal Credit Union Foundation	The Healthcare Foundation of New Jersey	Panasonic Foundation, Inc.
Albin Family Foundation	The Henry and Marilyn Taub Foundation	Partners for Health, Inc.
The Allergan Foundation	The Henry S. and Agnes M. Truzack Foundation	Pascale Sykes Foundation
Ann D. Borowiec	Horizon Foundation of New Jersey	PNC Financial Services Group, Inc.
The Astle-Alpaugh Family Foundation	Howard Gilman Foundation	Princeton Area Community Foundation
The Atlantic Foundation	The Hyde and Watson Foundation	The Provident Bank Foundation
Audible, Inc.	I Am Trenton Community Foundation	Prudential Center and New Jersey Devils
Bank of America Foundation - NJ	Investors Foundation, Inc.	The Prudential Foundation
BASF Corporation	J.C. Kellogg Foundation	PSEG Foundation
BD	Janssen Pharmaceuticals	Reitman Foundation
Blanche & George Watts Mountainside Community Foundation	The Jay and Linda Grunin Foundation	Reshmi & Mahmood Siddique Foundation
The Burke Foundation	Jewish Women's Foundation of New Jersey	Rita Allen Foundation
C. & J. Unanue Foundation	John J. and Rose Cali Family Foundation	Robert Wood Johnson Foundation
Campbell Soup Foundation	Johnson & Johnson	The Russell Berrie Foundation
The Chad School Foundation, Inc.	Jon Bon Jovi Soul Foundation	Schumann Fund for New Jersey
Charles Edison Fund	The JPMorgan Chase Foundation	Sixers Youth Foundation
Charles Emil Thenen Foundation	The Karma Foundation	Six Talents Foundation, Inc.
The Charlotte W. Newcombe Foundation	KearnyBank Foundation, Inc.	The Sprocket Foundation
Citi	Kessler Foundation	Standish Foundation
Columbia Bank Foundation	The Leavens Foundation, Inc.	Stone Foundation of New Jersey
Community Foundation of New Jersey	M&T Bank	Subaru of America Foundation, Inc.
Community Foundation of South Jersey	Margaret and Peter Chang Foundation	Summit Area Public Foundation
Conger Family Foundation	Mary Owen Borden Memorial Foundation	Tata Consultancy Services
The Curtis W. McGraw Foundation	The MCJ Amelior Foundation	Turrell Fund
E. J. Grassmann Trust	The Merck Foundation	The Union Foundation
Educational Testing Service	Merrill G. & Emita E. Hastings Foundation	United Airlines
Energy Foundation	Milano Foundation	United Way of Essex and West Hudson
Environmental Endowment for New Jersey, Inc.	The Montclair Foundation	United Way of Greater Mercer County
Ernest Christian Klipstein Foundation	Newark Arts	United Way of Greater Philadelphia and Southern NJ
Essex Equity Management, LLC	Newark Charter School Fund, Inc.	United Way of Monmouth & Ocean Counties
F. M. Kirby Foundation, Inc.	Newark Trust for Education	United Way of Passaic County
Fannie E. Rippel Foundation	New Jersey Bankers Charitable Foundation	Valley National Bank
FirstEnergy Foundation	New Jersey Council for the Humanities	Verizon New Jersey
The Fred C. Rummel Foundation	New Jersey Foundation for Aging	VH1 Save the Music Foundation
Friends Foundation for the Aging	New Jersey Health Initiatives of RWJF	Victoria Foundation
The Fund for New Jersey	New Jersey Historical Commission	Wallerstein Foundation For Geriatric Life Improvement
Gary S. DeBode	New Jersey Historic Trust	Wells Fargo Foundation
GEM Foundation, Inc.	New Jersey Natural Gas Charity Inc.	Wells Fargo Philanthropic Services
Geraldine R. Dodge Foundation	New Jersey State Council on the Arts	Wells Fargo Regional Foundation
Glasser Foundation	The Nicholson Foundation	The Westfield Foundation
Greater Newark LISC	NUM Insurance Group	William Penn Foundation
Grotta Fund for Senior Care of JCF	Novartis Pharmaceuticals Corporation	Wyndham Hotel & Resorts
The Healey Education Foundation, Inc.	Novo Nordisk, Inc.	
Healey Family Foundation (Thomas and Margaret Healey)	OceanFirst Foundation	
	Overdeck Family Foundation	
	Panasonic Corporation of North America	

KEYNOTE PANELISTS



Andrew Johnson
Director,
Watershed Protection
Program, William
Penn Foundation
🐦 @WilliamPennFdn

Andrew Johnson is director of the Watershed Protection Program at the William Penn Foundation in Philadelphia. The program's grantmaking is aimed at protecting and restoring clean water in the Delaware River Watershed in Pennsylvania, New Jersey, New York, and Delaware and is organized around three related strategies:

- ◆ Research, data collection, modeling, monitoring, and advocacy to reduce and mitigate the impact of loss of forested headwaters; stormwater; and agricultural run-off;
- ◆ On-the-ground land protection and restoration and water quality monitoring in specific subwatersheds in the Delaware Basin, aimed at these stressors; and
- ◆ Increasing public access to and use of waterways to build a constituency for clean water, particularly in urban communities and among communities of color, by engaging people through programming and outreach on waterways and waterside trails and at a network of 23 environmental centers.

Previously, Andrew worked for the Pennsylvania Environmental Council and New Jersey Gov. Tom Kean. He has been involved in local government in Haddonfield, where he chaired the Planning Board for more than 10 years. He has degrees from Gettysburg College and the Harvard Kennedy School of Government.



Nelida Valentin
Vice President,
Grants and Programs,
Princeton Area
Community
Foundation
🐦 @princetonareacf

Nelida Valentin serves as Vice President of Grants and Programs for the Princeton Area Community Foundation. Prior to PACF, she served as Director of Cluster and Business Development, at NJIT's Innovation Institute, a corporation of NJIT that applies intellectual and technological resources to challenges identified by industry partners. Nelida also was Executive Director of the Newark Workforce Investment Board, where she led the NWIB Corporation, coached central office workforce operations, and supported trustees in their mission to guide the direction and policy development of the Newark Workforce Career Center. She has a unique perspective in leadership development, grantmaking,

KEYNOTE PANELISTS

community service, Hispanic affairs, social and economic development initiatives, and programs connecting students to the workforce. Nelida is a trustee of Stockton University, appointed in 2016.

Nelida holds a bachelor's degree in business studies from Stockton State College and a master's degree from The Eagleton Institute of Politics at Rutgers University. She is a graduate of Leadership New Jersey and completed certificate series at the John F. Kennedy School of Government and Politics at Harvard University, specializing in the art and practice of leadership development.



**Brooke
Van Roekel**

Director, Brand
Engagement,
Robert Wood
Johnson Foundation

 @BrookeVanRoekel

Brooke Van Roekel is the Director, Brand Engagement at the Robert Wood Johnson Foundation. In this role, she works with a team of people to strengthen and grow the Foundation's brand in order to have greater impact in building a Culture of Health in the United States. Prior to RWJF, she spent 17 years at Nike and the Nike Foundation in a variety of marketing and strategy positions in both the US and Europe. Her work ranged

from leading multi-million dollar Olympics campaigns to raising awareness for the needs of adolescent girls in the developing world on the agenda at the World Bank Annual Meeting. She uses the power of story and strategy to shine a light on issues and people with the greatest needs.



**Annette
Strickland**

Executive Director,
The Schumann
Fund for
New Jersey

Annette Strickland has had a distinguished career in public service and philanthropy. She is Executive Director at The Schumann Fund for New Jersey, a private foundation that invests in the areas of early childhood development, vulnerable children, public policy within New Jersey, and community-based social service organizations in Essex County.

Annette is a member of the Essex County Model Court, an initiative of the National Council of Juvenile and Family Court Judges, and the Essex County Human Services Advisory Council, and has been deeply involved in state and local efforts to reform New Jersey's child welfare system.

KEYNOTE PANELISTS

Before coming to The Schumann Fund in 1992, she served in state and county government as Special Assistant to the Commissioner of the New Jersey Department of Energy, and as director of community relations for the Essex County Prosecutor's Office. She is a certified early childhood teacher and holds a BA (cum laude) in Child Study from Tufts University.



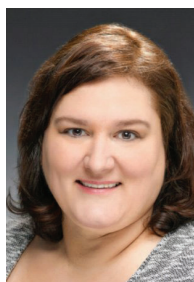
Moderator
Connie Ludwin
Interim COO,
Council of New
Jersey Grantmakers;
Senior Director, Taft
Communications

 @ConnieLudwin

The boundless skills and energy she tapped to create an award-winning model for the first statewide collaboration of Boys & Girls Clubs in the country, Connie now puts behind Taft's clients in both the nonprofit and private sectors. She manages multiple key accounts, including the Robert Wood Johnson Foundation, The Horizon Foundation for New Jersey, and PSEG.

Her track record forging relationships with celebrities, athletes, political leaders, and corporate executives bring out Connie's instinctive public relations skills. Her 25-year career in the social sector culminated with Connie serving as CEO of The Boys & Girls Clubs in New Jersey. Connie is a member of the board of the Center for Non-Profits in New Jersey, marketing chair for the Center for Spiritual Living Morristown, and a Lead New Jersey fellow. Born into an Air Force family, Connie counts Paris, Tokyo and Selma, Alabama among her childhood homes. She has a bachelor's degree in recreation administration from Kean University and certificates in nonprofit management from Columbia University and Seton Hall University.

PRE-MEETING WORKSHOP



Michelle Greanias

Executive Director, PEAK Grantmaking

Michelle Greanias is a passionate advocate for efficient and effective grantmaking and is deeply committed to elevating the value of grantmaking practices in philanthropy. Since 2008, Michelle has led the explosive growth of PEAK Grantmaking, making it one of the largest networks in the field.

Michelle has spent most of her career in corporate philanthropy, leading grants management teams to implement efficient, effective grantmaking practices. She also has overseen program-related investments; engaged in projects to facilitate socially responsible investments in housing and community development; and managed employee giving programs. Michelle speaks and writes regularly on effective grants management practices and has consulted with government and private sector grants programs to increase the effectiveness and efficiency of their grantmaking operations.

Michelle serves on the Guidestar Advisory Council and on the National Panel for GrantAdvisor. She holds bachelor's degrees in international relations and French/West European studies and a master's in business administration from The American University.

Values-Based Grantmaking Series

REGISTER NOW!

Thursday, January 17 & Thursday, January 31 at 12:00 pm

To help you gain the most from your foundation's core values and truly "walk the talk," CNJG is partnering with PEAK Grantmaking to provide value-based grantmaker education as a three-part series that begins with today's pre-meeting workshop and continues with two webinars in 2019.

"Incorporating Foundations' Top Values into Practice" on January 17 will explore common values in philanthropy, including a commitment to diversity, equity, and inclusion.

Register at <https://www.cnjg.org/events/values-based-grantmaking-webinar1>

"Learning for Impact" on January 31 will provide strategies for incorporating values into everyday work with grantees through grant agreements, modifications, and reporting.

Register at <https://www.cnjg.org/events/values-based-grantmaking-webinar2>

GUEST PERFORMER



Juan Pepe Santana and Rothman Terán

Andean Musicians from Group INKHAY

Group INKHAY is a traditional Andean folk group dedicated to spreading the music and culture of the Andes Mountains of Bolivia, Peru, and Ecuador.

The musicians play over two dozen musical instruments. The panpipes, end-notched vertical flutes, transverse flutes, whistles, ocarinas, and many percussion instruments they play all have their roots in pre-Hispanic civilization. Two of the four musicians in the group will join us today for a special guest performance.

The group performs music at concerts, festivals, and recitals, and also provides education programs. The musicians offer hands-on workshops on panpipe making and playing and present exhibits and demonstrations of Andean musical instruments for schools or groups of any age.

INKHAY has played at cultural centers, universities, and concert series throughout New Jersey. Most recently, they performed at a benefit concert, hosted by Raíces Cultural Center at the Reformed Church of Highland Park, which raised funds for disaster relief and recovery work in Puerto Rico.

Contact Information

Pepe Santana or Group INKHAY

juansantana@optonline.net

(p) 973-398-9573 ♦ (c) 973-981-3989

The guest performance was made possible with support from:



◆ ◆ ◆ PRESIDENT'S REPORT ◆ ◆ ◆

2018 Highlights: Another Significant Year of Service for CNJG

In the ongoing quest to help people thrive and live their best lives, the Council of New Jersey Grantmakers boosts the effectiveness of the state's philanthropies. To do so, the Council provides members with education, resources, and networks that bolster their work and build their capacity. We seek out and offer leadership opportunities that empower our members to make a real difference. Among CNJG's 130 members are independent, family, community, and corporate foundations, as well as corporate giving programs, government grantmakers, and federated funds.

To help them carry out their missions more effectively, CNJG brings all types and sizes of grantmakers together with leaders from government, business, academia, and New Jersey's nonprofit community. This year, the Council offered nearly 80 roundtable and panel discussions, workshops, teleconferences and webinars, events, and other gatherings to provide grantmakers the opportunity to learn from each other and experts about what works best, share ideas on areas of funding interest, and discuss with state officials ideas for government/ philanthropy partnerships. (See selected highlights below.)

SIGNATURE EVENTS BROUGHT MEMBERS MEDIA AND FINANCIAL EXPERTISE

The Council's 2018 Colloquium: A Conversation for the Social Sector

in May welcomed over 160 CNJG members and nonprofit leaders for a lively and thought-provoking discussion. "Breaking Through in the New Media Paradigm" considered how funders and nonprofits can exploit and harness the



many changes taking place in the media. Nicole Bronzan, Senior Communications Officer at the Robert Wood Johnson Foundation and former journalist with the *New York Times* and *ProPublica*, moderated our panel of thought leaders: Jamie McDonald, CEO of Generosity Inc.; Betsy Theobald Richards, Director of Creative Strategies at The Opportunity Agenda; and Michael Shapiro, CEO and publisher of TAPinto.net. In the past decade, no other industry as essential to the work of the

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social sector has changed as dramatically as those who gather and report the news. The Council's spring event has become a "must attend" gathering for the state's social sector. The Spring Colloquium introduces New Jersey's nonprofit and foundation leaders to national voices that are charting, challenging, and changing the impact of our sector. Thanks to the Program Committee for selecting this important topic. CNJG thanks our generous event sponsors: Signature Sponsor PSEG; Contributing Sponsor Campbell Soup Foundation; Gift Sponsor The Horizon Foundation for New Jersey; Program Sponsor FirstEnergy Foundation; Exhibitor Sponsor PKF O'Connor Davies; and Supporting Sponsor Educational Testing Service. We also appreciate additional support from the Robert Wood Johnson Foundation



The Council's third biennial **Investment Forum for Foundations and Endowments** on November 7 attracted nearly 150 people from the tristate region for a day of focused conversation and information on foundation and charity endowment investment stewardship. Kim Lew, Vice President and Chief

Investment Officer at Carnegie Corporation of New York, opened the event with a keynote, "Run Your Own Race." Attendees could choose breakout sessions on three learning tracks — Beginner, Intermediate, and Advanced — to help maximize their learning from the financial experts who served on panels. A lively luncheon panel offered interesting views on the market outlook that was especially timely coming a day after the midterm congressional elections shook up the political landscape.

The Investment Forum provides a uniquely targeted, special opportunity for the Council to inform and strengthen social sector leaders. Special thanks to the Advisory Group that led and inspired the event. The Council thanks our sponsors for making the Investment Forum for Foundations and Endowments possible: Signature Sponsor J.P.Morgan; Partner Sponsor U.S. Trust; Host Sponsors Glenmede, PNC, and R. Sealaus and Co.; Strategist Sponsor PFM Asset Management; Expert Sponsors Blackrock, Fiduciary Investment Advisors, Neuberger Berman, Northern Trust, PKF O'Connor Davies, and RegentAtlantic; and Advisor Sponsors Goldman Sachs, Massey Quick Simon, Peapack-Gladstone Bank, and Wells Fargo Private Bank.

MEMBERS GAINED AND SHARED KNOWLEDGE THROUGH VARIED PROGRAMS

Learning Journey

Our final conversation and educational program in the Council's **Race, Racism and Ramifications for Philanthropy** series focused on structural racism with facilitator Inca Mohamed. The discussion helped members understand what structural racism is and how it penetrates so many aspects of our lives. The thought-provoking conversation helped attendees see how laws and government policies rooted in the past have harmful impacts on our society and culture today. The learning series, begun at the 2016 Annual Meeting and Holiday Luncheon's Pre-meeting Workshop, took members on an often uncomfortable journey to navigate racial dynamics in the communities where funders work and re-examine how their grantmaking can promote equity.

Funder Briefings

Throughout the year, CNJG funder briefings provide a forum to exchange knowledge and insights related to pressing societal issues that affect our day-to-day work. Thanks to the many members who help plan these briefings.

May's **Pathways to Diverse and Effective Public Schools** heard Susan Eaton and Suchitra Saxena of The Sillerman Center for the Advancement of Philanthropy present findings and recommendations from their report: *Diverse, Equitable and Inclusive K-12 Schools: A New Call for Philanthropic Support*. The report outlines the well-established benefits of diversity in schools and the role funders can play to advance this work. Rutgers Law Professor Elise Boddie discussed current diversity, equity, and inclusion practice in New Jersey and how advocacy efforts can move this work forward.

October's **Lead Poisoning Prevention Funder Briefing** introduced grantmakers to *New Jersey's 2018 Lead Poisoning Prevention Action Plan*, a roadmap for the state developed by the Green and Healthy Homes Initiative. The plan provides comprehensive action steps to eliminate childhood lead poisoning in the state within 10



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years. Grantmakers heard from expert panelists Ruth Ann Norton, President & CEO Green and Healthy Homes Initiative; Staci Berger, President & CEO, Housing and Community Development Network of NJ; Peter Chen, Staff Attorney, Advocates for Children of NJ; Elyse Pivnick, Director of Environmental Health, Isles; and Chris Sturm, Managing Director, Policy and Water, New Jersey Future. This briefing built on a 2016 CNJG funder briefing outlining the crisis of lead poisoning, particularly among New Jersey's children.

Skill-Building

The IRS started releasing e-filed Forms 990 and 990-PF as machine-readable, open data. Because the data is not only open, but digital and machine-readable, anyone from journalists to researchers to activists can easily aggregate the data to make comparisons, correlations, and judgments about philanthropy's work. The January webinar, **Once Upon A 990-PF: What Story Does Your 990-PF Tell About Your Foundation?** helped grantmakers understand which sections of the Form 990-PF could present risks and vulnerabilities, and offered recommendations for how to better share a foundation's impact on the communities it serves. Topics covered included: how open philanthropic data works, highlights of the most commonly used data from 990-PFs, how to better communicate foundation work through the 990-PF, and revising foundation policies in the era of open 990s.

Recognizing that foundations and their grantees need to be engaged in advocacy more than ever, the Council partnered with the Alliance for Justice/Bolder Advocacy to provide grantmaker advocacy education, starting at the 2017 Annual Meeting and Holiday Luncheon's Pre-meeting Workshop, and continuing with two webinars in 2018. In January, **Foundations and Advocacy: Getting Trustees & Advisors on Board** looked at the spectrum of strategies for foundation advocacy efforts and discussed how staff and trustees can be effective partners in this work. The February webinar, **Foundations and Advocacy: What Success Looks Like – Metrics & More**, focused on how grantmakers can successfully engage in such work. Thank you to The Fund for New Jersey, The Henry and Marilyn Taub Foundation, Maher Charitable Foundation, and Victoria Foundation for supporting this training.

Affinity Group Meetings

The 15 affinity groups hosted by the Council help CNJG members connect, exchange information, and learn from experts in a wide range of fields and sectors. Each group focuses on a particular geography or issue, with Council members chairing the groups with support from CNJG staff.

The Council thanks the co-chairs for their dedication and ongoing commitment to providing informative programs, compelling discussions, and relationship-building convenings.

Two highlights from 2018:

The **Finance & Investment Affinity Group** hosted a fascinating look at cryptocurrencies in April. Stephen Burns, Portfolio Manager – Endowment and Foundation Investments at Glenmede, opened the presentation, **Bitcoin Currency and Blockchain Technology**, with a compelling question he then answered: “How seriously should we take this [Blockchain]? I would take it as seriously as we should have taken the concept of the Internet in the 1990s.” That set up a journey through the relatively brief history of cryptocurrencies, their defining characteristics, the inner workings of Blockchain technology, and the plusses and minuses of this new digital currency.

The **Camden Funders Affinity Group** heard from Kris Kolluri, CEO of Cooper's Ferry Partnership, in an October presentation that provided an overview of recent investments and developments in the city, and outlined remaining needs and gaps that funders may wish to consider. Following the presentation and lunch-time networking, Kris led a jitney tour of Camden so funders could see recent investments in the city.

Programs with Partners

So members can expand their knowledge, leverage their advocacy, and experience important points of view and practices, the Council partners with the Center for Non-Profits, National Center for Family Philanthropy, United Philanthropy Forum, and other regional and philanthropy-serving organizations. These partnerships focus on such activities and initiatives as championing the 2020 US Census. With plans for the **Census** well underway, philanthropy can play a critical role in helping foundations, grantees, and policymakers understand the importance of a fair and accurate count. The CNJG Board supports the Council's full engagement in this work, which includes joining the Funders Census Initiative, United Philanthropy Forum, and philanthropy-serving organizations around the country in asking our members to commit to supporting and encouraging a fair and accurate Census. To help members engage in this work, the Council offered a number of webinars in partnership with the Forum and FCI, including the four-part **Census 2020 Messaging Testing Results** and **Census 2020 & Cybersecurity: What Foundations Need to Know**.

MEMBER SERVICES EXPANDED

Making sure members are aware of all the benefits and services the Council of New Jersey Grantmakers offers is an important part of our work. To that end, the Council created a new e-publication in August, **Making the Most of Your CNJG Membership**, available on our website. For the first time, Council members can find in one place all the ways that membership and being part of this vibrant network helps New Jersey philanthropy to be as effective and efficient as possible. The guide is a one-stop reference that all members — old and new — should consult from time to time to keep up with new opportunities. It will be an ever-evolving document, with new benefits added as CNJG continues to enhance its value to New Jersey's philanthropic sector.

Similarly, CNJG is pleased to offer the **Foundation Legal Help Desk** as a source of answers to legal questions related to operating a foundation. Run by our colleagues at the Indiana Philanthropy Alliance, the Help Desk started last year as a vehicle to assist community foundations, then expanded to serve private and family foundations.

IMPROVING COMMUNITIES THROUGH LEADERSHIP, BUILDING RELATIONSHIPS AND ADVOCACY

Representing one of the **Office of the Newark Philanthropic Liaison's** major accomplishments this year, the 2018 Summer Youth Employment Program drew a record 19 funding partners and has tripled in size over the past four years, enabling more than 3,000 young people to benefit from jobs, workforce readiness training, financial coaching, mentoring, and exposure to career pathways. Thanks to the growing number of public-private partnerships and the Liaison's efforts, the program this year raised more than \$1.2 million.

Newark Philanthropic Liaison Kevin Callaghan also worked to build support for a Community Action Fund that serves to correct a common misalignment under which the Mayor's Office needs flexible funds for emerging programming and the inconvenience for foundations to entertain these off-cycle requests. The new fund houses flexible dollars at the Community Foundation of New Jersey to be used for learning exchanges, conferences, community events, etc., and governed by the donors themselves.

The Liaison is one of the nation's first formal partnerships between a city and the philanthropic community, and has become a national model for public-private alliances. Based in Newark City Hall, the Liaison is a bridge between Newark funders, the 130-plus members of the Council, and Newark city government. Since it was established in 2007, the Office of the Newark Philanthropic

Liaison can track its hand in helping to bring over \$60 million in philanthropic dollars to assist ex-offender re-entry, lead abatement, youth workforce, family success, and much more. The Liaison initiative is supported by Bank of America, the Geraldine R. Dodge Foundation, The Nicholson Foundation, The Prudential Foundation, The Schumann Fund for New Jersey, Turrell Fund, and Victoria Foundation, with the PSEG Foundation providing in-kind support and meeting space.



When over 240 grantmakers and foundation leaders from 32 states and Washington D.C. attended the annual **Foundations on the Hill** gathering in March, New Jersey was well represented. Council members had meetings in all 12 House of Representatives offices

from our state and both Senate offices. Among discussion points were the need to preserve the Johnson Amendment, building support for a universal charitable giving incentive, and ensuring a fair and accurate 2020 US Census. CNJG Delegation members were pleased to meet directly with Sen. Cory Booker, and Representatives Leonard Lance, Tom MacArthur, Bill Pascrell, and Albio Sires. Thanks to the Leadership and Policy Committee for its support crafting talking points and planning this event.

The Council worked throughout the year to **build relationships with the new administration in Trenton**. Nina Stack and a small group of CNJG members were invited to attend a private dinner with Gov. Phil Murphy and First Lady Tammy Murphy. After a subsequent meeting with policy staff, a number of Council members established connections with the Governor's staff.

CNJG organized a June meeting for the **Environmental Grantmakers Affinity Group to meet with the First Lady** in Trenton. Accompanying Mrs. Murphy were her chief of staff and her policy director, as well as Cary Booker, Governor Murphy's education advisor and liaison to the New Jersey philanthropic community.

As part of our **Conversations with the Cabinet**, 19 Council members met with Environmental Protection Commissioner Catherine McCabe. She shared the DEP's five broad priorities ranging from responding to climate change to protecting drinking water, and promoting historic and cultural resources. The Commissioner and representatives from corporate, independent, and

President's Report

family foundations shared ideas about potential partnerships to leverage charitable giving. Building on this gathering, CNJG and Environmental Grantmakers Affinity Group co-chairs have been invited to have quarterly meetings with key NJDEP staff.

The Council joined 32 philanthropy-serving organizations that **signed on to a letter** organized by United Philanthropy Forum **urging withdrawal of the citizenship question from the 2020 US Census**. The letter in part states: "...we share a commitment to reliable and accurate data as a necessary foundation for a well-functioning government, robust civil society, and thriving business sector in the United States." This effort is aligned with more than 300 foundations, including five from New Jersey that signed on to a second foundations-only letter. The letters were submitted to the Department of Commerce and Census Bureau. Inaccurate Census information means too many voices go unheard and decisions about funding and services crucial to promoting thriving communities aren't based on real needs. And, it threatens the full exercise of democracy itself.

NINA STACK'S DEPARTURE BROUGHT CHANGES



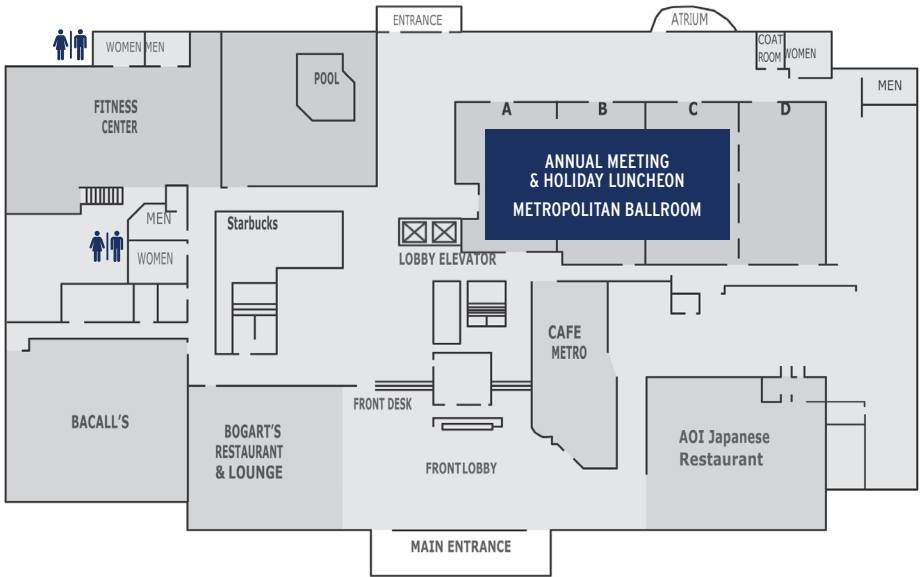
The Council underwent a major change on June 1 when Nina Stack stepped down after 13 years as CNJG President to accept a position as executive director of the Champlin Foundation in Rhode Island. Nina oversaw the growth of the Council on many levels, including increasing membership, establishing CNJG Guiding Beliefs and Principles, launching the Newark Philanthropic Liaison, shepherding creation of the Community Foundation of South Jersey, and helping grantmakers to address the devastating effects of Superstorm Sandy.

As Nina departed, the CNJG Board engaged Jon Shure and Connie Ludwin, senior directors at Taft Communications, to help guide and maintain the Council's work during the search for a new CEO. Jon is serving as Interim President/CEO, and Connie is Interim COO. This transitional team leadership approach is serving the Council well as it taps into Jon's and Connie's experience running New Jersey nonprofits and complements the highly dedicated CNJG staff.

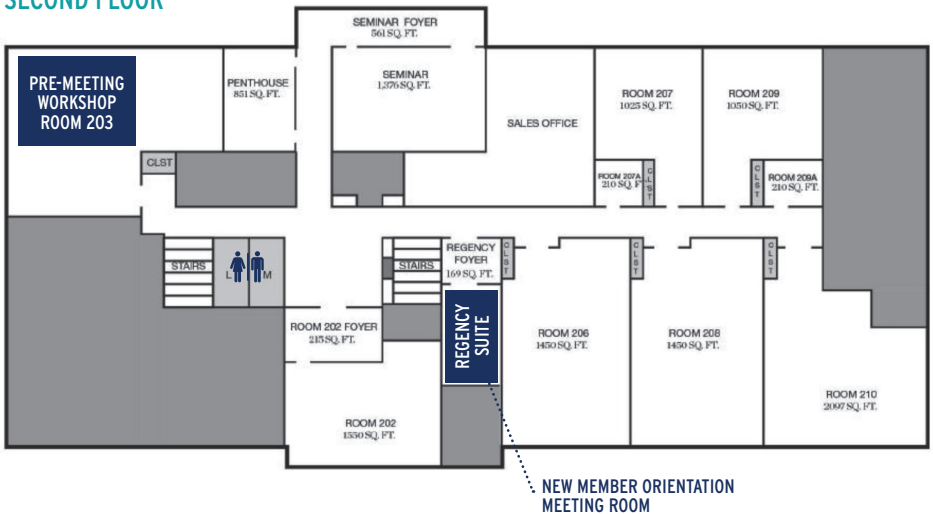
HOTEL FLOOR PLAN

The APA Hotel Woodbridge

LOBBY LEVEL



SECOND FLOOR



Financial Highlights

As of November 20, 2018

Current Assets	\$ 777,085
Fixed Assets	3,784
Total Assets	780,869
Liabilities	73,901
Net Assets	706,968
Total Liabilities & Net Assets	\$ 780,869

PROJECTED INCOME/EXPENSE

(Fiscal Year ending December 31, 2018)

Income

Membership Dues	\$ 500,000
Grants & Donations	259,084
Programs & Sponsorships ⁽¹⁾	204,115
Other Income	9,931
In-Kind*	63,000
Release from Reserves	13,794

Total Projected Income **\$ 1,049,924**

Expense

Administrative & General Operating	\$ 514,624
Member Services & Programs	276,775
Special Initiatives	195,525
In-Kind*	63,000

Total Projected Expense **\$ 1,049,924**

OPERATING BUDGET FOR 2019

Income

Membership Dues	\$ 510,000
Grants & Donations	282,749
Programs & Sponsorships	117,500
Other Income	10,900
In-Kind*	25,500
Release from Reserves	29,018

Total Projected Income **\$ 975,667**

Expense

Administrative & General Operating	\$ 466,843
Member Services & Programs	255,202
Special Initiatives	228,122
In-Kind*	25,500

Total Projected Expense **\$ 975,667**

* Includes in-kind gifts from Thomas Edison State University

⁽¹⁾ Reflects biennial Investment Forum

ABOUT CNJG

The Council of New Jersey Grantmakers exists to strengthen and promote effective philanthropy throughout New Jersey. The leading resource for networking and information for New Jersey's philanthropic community, CNJG provides representatives of all types of grantmaking organizations and philanthropic individuals access to valuable services and meaningful activities to advance their work.

CNJG was created based on the principle that philanthropy is more effective when grantmakers have the opportunity for communication, information exchange, and continuing education. CNJG became a unified project under the Community Foundation of New Jersey in 1990 and was established as an independent 501(c)(3) organization in 1997. Membership dues and leadership grants from CNJG members support the Council's operations.

CNJG is a member of the United Philanthropy Forum, a national network of more than 70 philanthropy associations and networks across the United States that represent more than 7,000 foundations and other philanthropic organizations, making it the largest network serving philanthropy in America.

CNJG gratefully acknowledges in-kind support from Thomas Edison State University.

CNJG...HARNESSING PHILANTHROPY'S POTENTIAL.

CNJG Staff

Jon Shure, Interim President/CEO

Connie Ludwin, Interim COO

Kevin Callaghan, Newark Philanthropic Liaison

Anna D'Elia, Program & Services Coordinator

Patricia Foo, Office Manager and Assistant to the President

Theresa Jacks, Deputy Director

Craig Weinrich, Director of Member Services

Kari Williams, Finance Manager

Adjunct Staff

Jennifer Sancton, Conference & Colloquium Producer

Mary Trimbach, Webmaster

CNJG

Council of New Jersey Grantmakers

111 West State Street ♦ Trenton, New Jersey 08608

609-341-2022 ♦ www.cnjg.org



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The Annual Meeting program booklet was
produced with support from:



Foundation for New Jersey