



Princeton Area
 COMMUNITY FOUNDATION
 15 Princess Road, Lawrenceville, NJ 08648

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PROMOTING PHILANTHROPY FOR THE WELL-BEING OF OUR COMMUNITIES *forever*



Your Community Foundation was the first in New Jersey to earn national certification by the Council on Foundations in Washington, DC. This badge signifies our adherence to rigorous standards of accountability, operational excellence, and continuous self-improvement.



annual report 2012/13

HIGHLIGHTS

Community Foundation milestones over the past year

The Community Foundation works for the well-being of our region. We help generous people invest in the causes they care about, and strengthen nonprofits so they can pursue their missions more effectively. Here's a look back at some of our recent achievements.

2012-2013

Grants



◀ In summer 2012, **The Fund for Women and Girls** presents *Shaping the Future*, a report on the circumstances and needs of women and girls in Mercer County, commissioned to inform future priorities and be a resource to the region. A year later, the Fund dramatically increases its annual grantmaking, awarding \$92,700 to four area nonprofits. Learn more on page 4.



▶ HiTops and Millhill Child and Family Development honor the **Community Foundation** for philanthropy and leadership at special events.

Photo by Escarpeta PhotoGraphics.

◀▲ In fall 2012 and spring 2013, **Greater Mercer Grants** — the Community Foundation's signature competitive grant program for area nonprofits — awards over \$975,000 to forty organizations. Grantees include Trenton cultural landmark Passage Theatre and The Citizens Campaign, an initiative to foster civic engagement. Learn more about this year's recipients on page 10.

Passage Theatre's Roundelay. Photo by Mathias Goldstein.

Awards



◀ Chris Lokhammer and Albert Stark, Esq. are inducted into the Community Foundation's **Professional Advisor Recognition Society**. Learn more on page 12.



◀ Shannon Ehrola (above), a senior at The College of New Jersey, wins the **2013 Thomas George Artists Award**. Former Borough Council president Mark Freda (below) receives the **2013 Leslie "Bud" Vivian Community Service Award** for his decades of public service to Princeton. Both prizes are made possible by funds at the Community Foundation; learn more at www.pacf.org/awards.



Events

▼ Community Foundation staff conduct **workshops for donors** — including "What Nonprofits Wish Their Donors Knew" and "Demystifying Nonprofit Tax Returns" — as well as workshops for nonprofits, such as "Building a Better Website." Notes from past events are published in a new **Resource Library** at www.pacf.org/resource-library.



▲ Capacity audiences attend **Nonprofit Education Series Seminars**, presented by the Community Foundation and Borden Perlman Salisbury & Kelly. John Brothers (above), author of *Building Nonprofit Capacity*, explains the nonprofit lifecycle. Laura Otten, PhD of the Nonprofit Center at La Salle University discusses cultivating a philanthropic board. Learn more about Community Foundation services to nonprofits on page 8.



▶ The Council of New Jersey Grantmakers holds its annual conference on the state's social sector, **"Our Shared Road Ahead: Sandy and Beyond"** in Asbury Park. The event, co-chaired by Community Foundation VP of Grants and Programs Michelle P. Cash, features national experts on philanthropy's role in disaster recovery. Learn more about the Community Foundation's involvement in one Shore town's rebuilding efforts on page 2.



Advocacy



◀ Although Hurricane Sandy knocks out power locally for up to two weeks, the Community Foundation promptly publishes **guidelines for effective disaster grantmaking** for concerned donors. See www.pacf.org/sandy.



▲ Community Foundation **op-eds and articles** throughout the year address essential topics in philanthropy, such as the implications of the "Fiscal Cliff" for giving and the "Overhead Myth" that perpetuates misleading assumptions about nonprofit "efficiency." Read more at www.pacf.org.

2013
/the year
in numbers

1,143
/donors

\$13mil.
/donated

\$6.4mil.
/granted to
nonprofits

\$88mil.
/invested for
the future

UNION BEACH BEGINS AGAIN

An agile effort speeds recovery

An anonymous gift from Community Foundation donors helped mobilize an unprecedented, rapid-response volunteer effort to demolish and clear away homes destroyed by Hurricane Sandy. Today, sustained partnership and follow-through is helping residents of Union Beach to rebuild their community.

The “Princess Cottage,” a yellow home torn in half by Hurricane Sandy’s fierce winds and floodwaters, became an emblem of the storm’s destruction along the Jersey Shore and especially in the year-round Raritan Bay community of Union Beach.

The Community Foundation’s engagement there began in December 2012, when two grants supported the work of volunteers through Burners Without Borders to clear away the Cottage and 140 other ruined homes, saving the town and its residents \$1.6 million in demolition costs.

“This is some of the best leverage of donated dollars that I’ve ever seen,”

“*This is some of the best leverage of donated dollars that I’ve ever seen.*

— Nancy W. Kieling

working quickly and in creative ways to help out where other forms of aid are unavailable or slow to arrive.”

In addition, Community Foundation donors are providing financial and legal guidance and logistical support to help the town rebuild. The process is extremely complex and the challenges that Union Beach faces are

unprecedented—but there is passionate optimism that with the right planning, the community will be restored.

The heroic efforts of local officials and volunteers have been joined and fueled by philanthropy, including support from the Robin Hood Foundation and the Hurricane Sandy NJ Relief Fund (for which the Community Foundation is acting as a fiscal agent to disburse funds). These grants will provide fifteen prototype modular, prefabricated “green” homes that are stronger and more sustainable, elevated to withstand future storms.

“The Union Beach demonstration project would not have been possible without the Princeton Area Community Foundation, which is playing a critical role of managing these grants and ensuring the combined \$2.25 million in funds is disbursed efficiently,” said First Lady Mary Pat Christie. “This project exemplifies collaboration at its best, using the combined resources and expertise of local government, volunteers, donors, and funders to provide new homes for fifteen families who literally lost everything.”

“*This project exemplifies collaboration at its best.*

— Mary Pat Christie

The “Princess Cottage,”
December 21, 2012.
Photos courtesy of
Burners Without Borders
(bwb-sandy.org).

141
/ homes cleared
by volunteers in
Union Beach

\$1.6M
/ demolition costs saved
by volunteer efforts



From left:
Michael Craddock,
Brenda Zimmerman,
Richard Scott,
homeowner,
Jovia Nierenburg,
and Borough
Administrator
Jennifer Maier



A GIVING CIRCLE WIDENS ITS SPHERE

Meet the leadership team of the Fund for Women and Girls

The Fund for Women and Girls is a community of philanthropists working together to improve the lives of women and girls in central New Jersey. Last year, the Fund commissioned research to assess the needs of Mercer County's women and girls, identifying four key priorities for future grantmaking. This year, with revised guidelines and a sharper focus, the Fund more than doubled its giving.

What does it mean to be a philanthropist in the context of the Fund for Women and Girls?

Cathy Schaefer Batterman: "Philanthropist" isn't a word that I ever associated with myself before. It seemed to connote "big money," the Rockefellers and Gateses of the world. But I've learned that philanthropy doesn't depend on dollar signs, it's about the intention behind a gift, the thought and level of commitment that go into it. We give locally, and to organizations where what we can give makes a measurable difference.

What led to the dramatic increase in grantmaking this year?

Liz Gray Erickson: The research we commissioned, "Shaping the Future," was a call to action. It highlighted the extent of the need, as well as the vast opportunities for a fund of our size to impact the lives of Mercer County women and girls in four key areas: health and sexual education, domestic violence, childcare and economic opportunity, and leadership and mentoring.

Karen Collias: The research has also enabled us to be more results-oriented in our grantmaking, now that we have valuable data to guide us.

What was the atmosphere in the room during the annual grantmaking meeting?

LGE: There was an exciting level of engagement at the meeting this year. After studying the proposals, members came prepared with lots of questions.

KC: We also got to speak directly with the grant applicants, which was a big step toward a deeper relationship between the Fund and the organizations we support.

CSB: Reading a proposal on paper is one thing, but it's much more revealing and rewarding to meet someone who can tell us firsthand about the organization and the challenges they are meeting.

Susan Wilson: It's exciting to hear the views of other members and take part in a decision-making process that we're all invested in. The work of the organizations we support becomes very present. It becomes a part of you. Often you read about "philanthropy" and it seems remote, something happening halfway across the world and inaccessible somehow. Our process makes it much more real. The word "philanthropy" has a new immediacy for me now.

How is giving as part of a group different from doing it individually?

Lisa Skeete Tatum: Each member brings their experience and perspective to the grant making meeting. There is tremendous value in the collective wisdom and diversity of the people in the room.

CSB: The group dynamic also drives everyone to want to improve their own knowledge of the nonprofit world so they can be more prepared, engaged, and informed. You learn something from every question that is asked.

KC: There's a new discipline, imposed by the four funding categories, that keeps our discussion focused. Our revised guidelines ultimately bring Fund

members closer together and enable us to go deeper. Prospective grantees also now have clearer guidance about the Fund's goals, so we can have a more productive conversation.

What do you personally get out of being a part of the Fund?

LGE: I learn a lot from fellow members, and in many cases I've come to know women I hadn't met before, with whom I now have a connection because we care about the same issues.

CSB: It's humbling to meet the professional leadership of the organizations we fund. Their passion and expertise is extraordinary.

SW: I'm always inspired by taking even

small steps toward achieving political, economic, and social equality for women in America. We've made lots of progress in my lifetime, but there's plenty of work still to be done.

LGE: There is a fire-in-the-belly feeling to this work, a shared sense of purpose. There are so many challenges facing women and girls, as we've learned by listening to the organizations who are really changing the world through their work—but there are also so many opportunities and assets. We asked one organization, "What will you do if you don't get this grant?" The executive said, "We're going to make this program happen somehow, no matter what." It's a powerful reminder of how vital this work is, and that we can always do more.

2013 Grants

Millhill Child and Family Development

\$17,700 for Trenton PEERS, an innovative performance-based education and empowerment program.

PEI Kids

\$25,000 to protect girls from sexual abuse through education and intervention.

RISE: A Community Service Partnership

\$25,000 for Women and Girls on the RISE, working to end domestic and dating violence and teach leadership skills to young women.

Womanspace

\$25,000 for transitional housing and support for victims of domestic abuse.



Left to right:
Liz Gray Erickson,
Lisa Skeete Tatum,
Cathy Schaefer
Batterman, Karen
Collias, and Susan
Wilson.

SUSTAINABLE PHILANTHROPY

The advantages of working with the Community Foundation

For a philanthropic, environmentally minded couple, converting a family foundation into a donor-advised fund at the Community Foundation was "a breath of fresh air."

Bob and Stephanie Harris have done environmental work for more than forty years. They've helped create successful organizations and love applying their expertise to their philanthropy.

The Harrises wanted to focus on their passions, so in 1990 they set up a private foundation. They found that they enjoyed philanthropy, but running the foundation was a burden.

The answer? Convert the family foundation into a donor-advised fund.

"Steffi and I finished our graduate degrees at Harvard around the same time," Bob recalls, "she in education, I in engineering. We tried the things we'd gone to graduate school to do, then decided that wasn't who we were.

Activated by the civil rights movement, the first Earth Day in 1970, and the increasing focus on our environment, we got into nonprofit work about as quickly as we could.

"We didn't have much in the way of financial resources. But in 1990, a consulting firm I cofounded went public. We put some of the proceeds into a private foundation."

"It was a headache," Stephanie says. "I needed advisors, accountants, lawyers, a board. There were payout requirements, excise taxes, deadlines. It was a waste of our resources to pay so many people just to administer our foundation."

"I had a great feeling about our giving," Bob adds, "but I knew I wasn't managing the investments ideally. I worried about doing the best possible due diligence. And it was a bit isolating. We didn't have a body of likeminded donors, smart local people with ideas who could point out opportunities to become more responsible. Now the Community Foundation provides all that for us."

"Converting to a fund was a breath of fresh air," Stephanie says. "We don't feel we've given up anything. The Community Foundation is our infrastructure now, and we can focus on what matters most."

Stephanie Harris cofounded the Northeast Organic Farming Association of New Jersey. Bob Harris cofounded Environ International. Active on many boards, they do their principal philanthropy through the Harris Family Fund at the Community Foundation.



GIVING GROWS HERE

The enduring power of endowment

An endowed fund at the Community Foundation will generate money to meet community needs in perpetuity. Over time, grants awarded exceed the original gift, while the fund balance continues growing, tax-exempt, forever. The result is a legacy that honors and sustains a donor's generosity.

Barbara Smoyer was a remarkable woman who gave much of herself to Princeton during the fifty years it was her home. She served on many nonprofit boards, was active in local politics, and was the first woman elected to Princeton Township Committee, serving from 1972 to 1975. She was honored many times for her civic and charitable work.

Following her sudden death in 1996, her many friends and colleagues created an endowment to remember and honor her. Barbara Smoyer's many good works live on through grants made by the fund established in her memory.



Photograph courtesy of the Smoyer family

The Barbara B. Smoyer Memorial Fund



GETTING BETTER AT DOING GOOD

Smart investments transform organizations

The Community Foundation has a long history of helping nonprofits be the best they can be, because the well-being of our community is built on their finest work. Often behind the scenes, we offer perspective and skills to help organizations grow.

“You can’t stop to ask where you’ll be in three years if you have to wonder where you’ll find your next meal,” says Trenton Children’s Chorus (TCC) board president Mari Pearlman. Pausing to consider the future is a luxury many small nonprofits can’t afford when faced with the need to support and deliver services in the present.

TCC began in 1989 with eleven students and an all-volunteer staff. Today, more than a hundred young choristers attend twice-weekly rehearsals that include tutoring in math and reading. A third weekly session has been added to help academically struggling students.

Participation instills pride and broadens young singers’ horizons. The group has performed at the United Nations and at Governor Christie’s inauguration. Membership requires immense discipline, but the rewards are transformative; every single student who has stayed in the Chorus through high school has gone on to college.

TCC set its sights on serving two hundred students each year in a recently completed strategic plan. The plan was made possible by a three-year capacity building grant from the Trenton Funders

Collaborative, a partnership between Princeton Area Community Foundation, the Mary Owen Borden Foundation, the Bunbury Company, and the Harbourton Foundation.

The Collaborative first convened in 1998 and has worked since then to provide multi-year strategic assistance to nonprofits. In 2006, the Collaborative committed \$150,000, plus sustained professional guidance over three years, to Big Brothers Big Sisters of Mercer County (BBBS) as they moved through a major transition. Within two years, BBBS won awards as a top-performing

national affiliate. Based on that success, the Collaborative identified TCC as an ideal partner for a similar initiative—a high-impact nonprofit with the potential to do, and be, even more.

“For the Trenton Children’s Chorus,” Pearlman explains, “capacity-building means applying a strategic view, while strengthening the people and systems that allow us to pursue our mission.” With this funding and guidance, TCC has implemented new strategic and development plans, and restructured its board and professional staff, to ensure it is positioned to thrive going forward.

“Even with the best will and work ethic in the world,” Pearlman adds, “we could not have hoped to expand and enhance what we do, as well and as quickly as we have, without this support.”

“We are daring to dream what TCC can be, and with the Community Foundation’s help we are making it happen.”

—Mari Pearlman, President
Trenton Children’s Chorus



Photograph by
Jessica Franko,
courtesy of Trenton
Children’s Chorus.



Community
Foundation trustee
Eleanor Horne,
and VP of Grants
and Programs
Michelle P. Cash.

A new research initiative will generate insights to help strengthen organizations from the inside—and will tell us more about the local nonprofit landscape.

Beginning in the fall of 2013, a special initiative will lay the groundwork for the Community Foundation to expand its capacity-building work with local organizations.

We will offer area nonprofits the opportunity to use the Core Capacity Assessment Tool (CCAT), a survey developed by the TCC Group, a leading consultancy that helps nonprofits achieve social impact. The CCAT is a self-assessment, taken by an organization’s staff and board leaders, to study their adaptability, management effectiveness, systems, and culture.

Participating nonprofits will receive instructive feedback on their strengths and limitations, and we will learn what our entire nonprofit sector looks like, where its biggest challenges are, and where and how it excels.

Community-wide results will inform our next steps, which might include a “boot camp” for board chairs, grants to support improvements in infrastructure such as adequate financial and human-resource systems or fundraising software, and convening peer learning groups of nonprofit professionals with similar challenges to build expertise together.

The Community Foundation anticipates that this work will have a multiplier effect, building stronger organizations and “lifting all boats.” We expect the process to yield important insights and to shape the Community Foundation’s next steps.

“Our colleagues in the nonprofit sector have asked us to fill important roles in this community like **advocate, game-changer, and capacity builder**— I think this process will help the Community Foundation build its own capacity and **step up to the challenge.**”

—Eleanor Horne

“The assessment can be a catalyst for an essential conversation within nonprofits: **how do we move forward** and pursue our mission **more effectively?**”

—Michelle Cash

GIVING LOCALLY: GREATER MERCER GRANTS

Supporting our region's most effective, innovative nonprofits

- Fall 2012 grantees
- Artworks
 - CASA of Mercer County
 - The Crisis Ministry of Mercer County
 - Dress for Success Mercer County
 - Family Guidance Center/Family & Children's Services
 - HITOPS
 - HomeFront
 - Jewish Family & Children's Services of Greater Mercer County
 - LifeTies
 - Millhill Child and Family Development
 - Farmers Against Hunger (New Jersey Agricultural Society)
 - Passage Theatre Company
 - People & Stories/ Gente y Cuentos
 - Rescue Mission of Trenton
 - Trenton Area Soup Kitchen
 - Trenton Community Music School
 - UIH Family Partners
 - UrbanPromise Trenton, LLC
 - VolunteerConnect
 - Womanspace



An honoree at UIH's June 15 Platinum Dads event.

UIH Family Partners is a nationally recognized pioneer in “helping fathers become dads” through education, counseling, job training, and placement assistance. Children of father-absent homes are twice as likely to abuse drugs and five times more likely to live in poverty when compared to their peers with involved fathers. UIH tackles this problem one father at a time, creating a culture of respect for parents, like those honored annually as Platinum Dads. They turn no one away and work with other agencies to help men who may be unemployed, recently incarcerated, or otherwise struggling to achieve self-sufficiency. Learn more at uihfamilypartners.org.

UIH offers a computer lab, clothing suitable for interviews, and a playroom where dads and children enjoy quality time together.

“I’m proud to donate to the Community Foundation because it has a track record of discovering folks who tend to be ignored—those who deserve help, innovators who can do a lot with little.” —Keith Wheelock

LifeTies has been caring for young people in crisis for more than thirty years. Today, those who are lesbian, gay, bisexual, transgender, or questioning their sexuality are at disproportionate risk of abuse and neglect; as many as 40% of the 2.8 million homeless youth in America are LGBTQ. Gay kids in the foster care system often hide their feelings or find themselves shunted from family to family. In 2008, recognizing these risks and a shortfall of counseling and support services, LifeTies established Triad House, the only 24-hour residential group home for LGBTQ teens in New Jersey—and one of just three in the nation. Learn more at lifeties.org.

“Kids need acceptance and love. Once the past is behind them, they can do anything.” — LifeTies Executive Director Mary Inzana



Former Triad House resident Shane Dottle

photograph by Saed Hindash, courtesy of The Star-Ledger

“Where will limited resources have the greatest impact? I can't answer that question better than the Community Foundation, so I'm happy to put my giving into their hands through Greater Mercer Grants.” —Leigh Gibson

Farmers Against Hunger (FAH) coordinates an extraordinary network of volunteers, farmers, retailers, and distributors who collect and deliver excess fruits and vegetables to feed the hungry. According to the Food Action and Research Center, 379,000 New Jersey households – more than 16% – are food insecure, which means they don't always know where they'll find their next meal. Farmers Against Hunger helps to address this crisis, promoting wellness with nutritional options that are often lacking at food pantries and urban grocery stores. Their cooking demonstrations and volunteer gleaning events foster social connections in our community. Learn more at njagsociety.org/fah.

During growing season, FAH delivers 10,000 pounds of free produce every week to more than 2,500 Mercer County residents.



Volunteers distribute produce at Holy Cross Church

“What we needed was an organization whose collective judgment we could trust to put our money to its best use locally, and that of course is the Princeton Area Community Foundation.” —Gail & Dick Ullman



Business plan competition winner Camara showcases her designs.

Minding Our Business (MOB) offers entrepreneurship training as a bridge to brighter futures for disadvantaged Mercer County youth. Their summer program challenges participating 10-14 year-olds to develop a business plan and sell their products in four Market Fairs throughout the session. The experience is transformative, as evidenced by an eight-year longitudinal study. Through pride of ownership, high-intensity academic instruction, and the mentorship of college students and staff (some of whom are program alumni), students develop confidence, a commitment to learning, and a desire to attend college and one day become business leaders. Learn more at minding-our-business.com.

In 2009, MOB was recognized with the Best Practices Award in Entrepreneurship Education by the Small Business Institute.

Spring 2013 grantees

- Better Beginnings Day Care Center of Hightstown/East Windsor, Inc
- Big Brothers Big Sisters of Mercer County
- Children's Home Society of NJ
- Greater Donnelly Neighborhood Initiative
- Housing and Community Development Network of NJ
- Institute of Wonderful Working Women for Empowerment
- Latin American Legal Defense and Educational Fund
- Mercer Alliance to End Homelessness
- Mercer Street Friends Center
- Millhill Child and Family Development
- Minding Our Business, Inc.
- Mount Carmel Guild of Trenton
- Preservation NJ
- Center for Supportive Schools (Princeton Center for Leadership Training)
- Princeton Nursery School
- Shiloh Community Development Corporation
- The Citizens Campaign
- Trenton Children's Chorus
- Westminster Community Life Center
- YMCA of Princeton
- Young Audiences of New Jersey

PARTNERS IN PHILANTHROPY

Professional advisors and the Community Foundation

The Community Foundation works with legal and financial professionals who help their clients plan for the future. We offer guidance, and we honor advisors who have championed philanthropy in their professional and personal lives.

The Professional Advisor Recognition Society honors individuals who have shown extraordinary commitment to their communities.

This year the Princeton Area Community Foundation inducted **Chris Lokhammer** of PNC Wealth Management and **Albert Stark, Esq.** of Stark & Stark.

Chris Lokhammer has been a champion of good work in our community for many years. She served on the Community Foundation board for six years (2003–2008) and has remained active as a member of our Asset Building Committee and Committee on Trustees. She has been an advocate and supporter of the Community Foundation through the PNC Bank Fund, and by underwriting significant events of The Fund for Women and Girls. Chris has served on

“/ For Stark & Starkers, charity begins at home... Everyone is encouraged to participate in community activity.

—Albert Stark, Esq.

many local boards, guides her clients in their charitable planning, and leads by example. Albert Stark, Esq. has long been a hero in the world of brain injury, shaping policy through his legal practice in a way that has improved the lives of thousands of people across the

nation. He’s known locally for his deep devotion to nonprofit causes, especially National Junior Tennis and Learning of Trenton and the Princeton Senior Resource Center.

The Community Foundation has long known Albert as a community leader who is generous in every way—with “time, talent, and treasure.” We see also that his work has encouraged many clients and employees of Stark & Stark to be philanthropic, in ways big and small, in all facets of their lives.

“/ It’s an honor to be in such great company, and heartening to know that our community has so many deeply generous and committed people working on its behalf.

—Chris Lokhammer



Community Foundation president Nancy Kieling (center) with Recognition Society honorees Chris Lokhammer and Albert Stark Jr.

What you’ll find at the Community Foundation...

A trusted advisor must be ready when clients express charitable intent or want to explore new ideas for giving. Many advisors count on the Community Foundation’s guidance when they are preparing options to present.

The Community Foundation is a partner to professional advisors, offering:

- ▶ Deep roots in the community and a grasp of current conditions
- ▶ Broad knowledge of local philanthropy
- ▶ Experience evaluating and working with nonprofits
- ▶ Skill at anticipating things people are thinking about—or should be—when they contemplate philanthropy
- ▶ Willingness to consult with your clients without fee or obligation
- ▶ Sensitivity to the value of your relationships with clients

The Community Foundation has no vested interest in any cause, nonprofit organization, planning vehicle, or wealth management strategy. What we do have is unbiased information about charitable options.

Our only aim is to present philanthropic alternatives for your client’s consideration, so that they feel well served by you and the resources you bring to them.

Learn more about the Community Foundation’s services at www.pacf.org/plan, or contact our Vice President of Development Elizabeth Wagner at ewagner@pacf.org.

Professional Advisor Recognition Society

Lisa M. Butler, Esq.
Pinto & Butler

John H. Dumont, Esq.
Dumont & Watson

Kenneth W. Field, CPA
Field & Higgins

Patricia U. Herst, Esq.
Goldstein & Herst

Samuel W. Lambert III, Esq.
Drinker Biddle (ret.)

Chris Lokhammer
PNC Wealth Management

Art Martin
Wade Martin
John Rizzo
Morgan Stanley Smith Barney

Thomas G. McMahon, Esq.
Pellettieri, Rabstein & Altman

Marguerite L. Mount, CPA
The Mercadien Group

David S. Mulchinock, Esq.
Attorney at Law

Allen D. Porter, Esq.
Miller, Porter, Muller & Gayner

Ann Reichelderfer, Esq.
Stevens & Lee

Albert Stark, Esq.
Stark & Stark

Austin C. Starkey Jr.
PNC Wealth Management (ret.)

Irwin S. Stoolmacher
Stoolmacher Consulting Group

Jean M. Wiegner
Merrill Lynch

FINANCIALS

How your community's endowment is invested

Charitable dollars brought together become powerful. Community Foundation trustees manage them carefully, because wealth earned and generously given away is a solemn trust to us. We're mindful, always, of how much these resources will be needed in the future.

Community Foundation resources are managed differently than personal assets, retirement accounts, or the cash a business invests to cover regular expenses. Here are three key differences:

- 1 A very long horizon.** The Community Foundation's endowment pool doesn't have a life expectancy. It won't retire in 5, 10, or 25 years. Rather, it has a forward-rolling investment perspective that is constantly looking 40 years or more into the future.
- 2 Our commitment to an asset allocation plan.** Set and monitored by our Investment Committee, the allocation guides us in keeping our investments diversified to mitigate risk. See our asset allocation, below right.
- 3 We have the discipline to rebalance our portfolio in all market conditions.** When any one asset class gets too high, we sell and transfer a portion of that value to a class that is below its target. Easier said than done, because this approach requires us to operate contrary to prevailing markets. But it translates into "Buy Low, Sell High."

Statement of Financial Position

December 31, 2012

Assets

cash and cash equivalents	\$ 21,467,370
contributions receivable	210,667
investments	65,900,534
prepaid expenses	21,155
beneficial interest in split-interest agreements	740,663
deposits	10,125
property and equipment, net	44,507
	<u>\$ 88,395,021</u>

Liabilities and Net Assets

liabilities	
accounts payable and accrued expenses	\$ 26,722
grants and scholarships payable	344,494
deferred rent	55,636
funds held for others	16,613,516
	<u>\$ 17,040,368</u>
net assets	
unrestricted	
board designated long-term grant funds	34,905,245
other grant funds	31,445,502
operating funds	4,263,243
	<u>70,613,990</u>
temporarily restricted	740,663
	<u>71,354,653</u>
total net assets	<u>71,354,653</u>
total liabilities and net assets	<u>\$ 88,395,021</u>

Statement of Activities and Changes in Net Assets

for the year ended December 31, 2012

Support and Revenues

contributions	\$ 8,595,996
investment income	5,550,048
other income	89,569
change in value of split-interest agreements	90,241
	<u>\$ 14,325,854</u>

Allocations and Expenses

program services	\$ 6,252,364
management and general	456,842
fundraising	97,177
	<u>\$ 6,806,383</u>

change in net assets	\$ 7,519,471
net assets, beginning of year	63,835,182
net assets, end of year	<u>\$ 71,354,653</u>

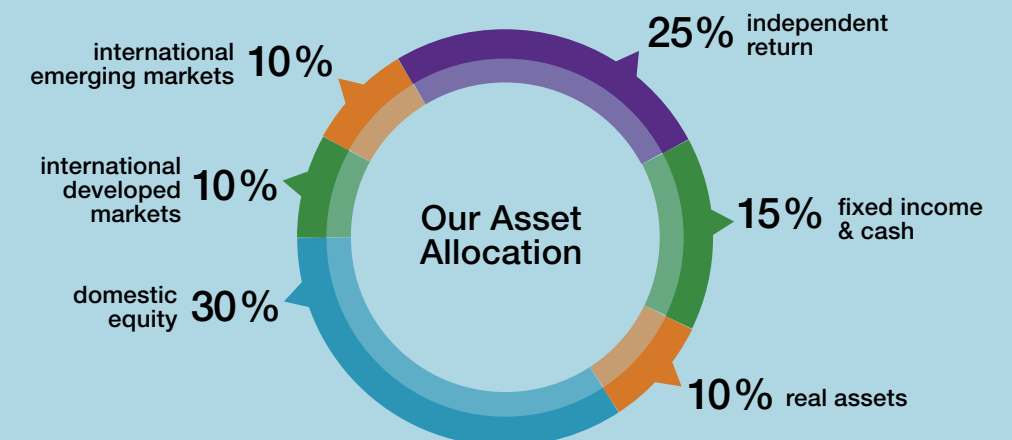
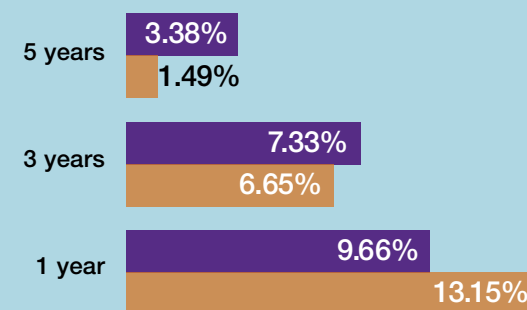
A complete audited financial statement, with the report of WithumSmith+Brown, Certified Public Accountants, is available at our office and at www.pacf.org/financials.

Historical Investment Performance

Returns as of December 31, 2012, reported net of investment management fees:

- managed investments
- blended benchmark*

*25% Barclays Aggregate/75% MSCI All World Index, a measure reflective of the Community Foundation's asset allocation



FUNDS AT THE COMMUNITY FOUNDATION

Together, these funds made 1,377 grants totaling \$6.4 million in 2012

Funds listed in **bold type** are **endowed funds**—set up to finance grants today and forever.

Funds denoted with a + are newly added, established between January 1, 2012 and June 30, 2013.

Community Grantmaking Funds

sustain Greater Mercer Grants.

Tristan Beplat Fund
Charles L. and Ann Lee Brown Fund
James E. and Diane W. Burke Fund
Judith and William Burks Community Grantmaking Fund
Jane M. Campbell Fund
Esther Y. Eure Fund
Founders' Fund
Fund for Mercer County
Archer and Thomas Harvey Fund
J. Seward Johnson Sr. Fund
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provide tuition and recognition to area students.

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Bethany Scholarship Fund
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enable nonprofits to partner with us, and benefit from our investment expertise.

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Arts Council of Princeton+
Boys & Girls Club of Trenton/Mercer County
Children's Home Society of NJ+
Crisis Ministry of Mercer County
Family Guidance Center/Family & Children's Services
Greenwood House Home for the Jewish Aged+
HomeFront
Lawrence Township Education Foundation+
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People & Stories/Gente y Cuentos
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Princeton Senior Resource Center
Princeton Symphony Orchestra
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United Way of Greater Mercer County
Waldorf School of Princeton
Young Audiences of New Jersey+

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