The story starts twenty years ago, when a few visionary residents from among our region’s twenty communities did something brilliant for all of us. They imagined something that hadn’t been here before — an establishment belonging to everyone, where generous people could go to get expert support and hear creative ideas that would help them to amplify and achieve their charitable intentions.

They pictured a prudently managed hub overseen by a diverse board of civic leaders, where donations could be invested together to grow, where anyone could become a donor, and where donors became true philanthropists — able over time to grant out even more than they had put in, and able at any moment to call on a team of professionals with a knowledge of the community’s needs and resources that truly runs deep.

All this they imagined — and then they created it.

Their idea was, and is, your Community Foundation. The secure, well-managed public resource they envisioned is now a $75 million consortium of funds, growing so it can be deployed to tackle our region’s most urgent challenges and seize promising opportunities to improve lives throughout the greater Mercer County region.

The Community Foundation is one public institution that is preparing us for the future instead of borrowing against it. If we owe anything to anyone, it’s simply to celebrate the foresight of the generous people who came before us, and are all around us, still contributing, still imagining. Their example inspires every one of us to think about the needs of our neighbors and be good stewards of their gifts, and of our community, for those who will come next.

A story that starts right where you’re standing . . .
Twenty people who have helped make the Community Foundation what it is today share recollections from the past twenty years—and their hopes for the future. To these special individuals and to countless others who have supported our mission, thank you!

As a community, we owe Stan Smoyer (1912–2010) an enormous debt of gratitude for showing us how to be active, effective, and happy contributors of time, talent and treasure to family, friends, civic groups, educational institutions, and nonprofit organizations alike. Quite simply, and not to diminish the contributions of many others, the Community Foundation would not be here were it not for Stan and his generosity, vision, and leadership. He was our first donor, our second board chair, our first and still only Trustee Emeritus, and one of our most loyal friends and cheerleaders.

"As a founder, I never imagined the Community Foundation would see the growth it’s had. Think what it will be in another twenty years at this rate! We can all be proud.”
—Stuart Carchters, founder, chair of the board (1991–1994), with Barbara Bombieri, founding trustee and former board secretary

"Prior to 1993, I had never even heard of a community foundation. In the eighteen years since, I have become convinced that these foundations represent the optimal vehicle for managing one’s philanthropy. The Community Foundation is an efficient, knowledgeable, flexible organization that is responsive to the desires of the donors and the needs of the community. Creating funds at the Community Foundation is simple, inexpensive, and allows donors, as they wish, to draw on the expertise of a professional staff to assist in their philanthropy.”
—Bill Burks, longtime trustee, former chair of the board (1997–2005)

"The Princeton Area Community Foundation represents the best our region can be—good people harnessing resources to help others who may not have as many opportunities. I am pleased to have helped recruit other proud Trentonians to join the Community Foundation’s board.”
—Debby D’Arcangelo, former vice chair of the board (1991 – 1994), with Barbara Bombieri, founding trustee and former board secretary

"It was a great honor when I was asked to participate in the Community Foundation’s founding and early years. I met folks who have a real concern for their less fortunate neighbors. I still feel the way I did at the beginning: it’s a privilege to be part of an organization that thinks first of others.”
—Jim Floyd, founding trustee and first Grants Committee chair

"It became interested in the Community Foundation because of the many services it offered my charitably inclined clients in my estate planning practice. I’ve remained involved for nearly a decade because of the wonderful work I’ve seen it accomplish throughout the region. My dream is that as we grow and mature, we’ll become a more significant force in the community whose presence at the table will help find solutions for the many challenges we face.”
—Ann Reichelderfer, current chair of the board (2009 – 2012)

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—Ann Reichelderfer, current chair of the board (2009 – 2012)
The Princeton Area Community Foundation has taught me how to be a ‘philanthropist,’ a title I used to think was reserved for the most wealthy and most generous in our society. Bill and Melinda Gates and Warren Buffett, for example. Over the years, the Community Foundation has convinced me that everyone can be a philanthropist, and everyone should try. The title applies to each of us, whether we give $50 or $500 or $5,000 to a favored nonprofit or charity. The foundation’s efficient, effective, and caring staff nurtures the philanthropist that lies in each one of us, if we only recognize it and say the word aloud several times to get used to it. Why not celebrate the Community Foundation’s first twenty years by letting it add this title to your résumé?”

—Susie Wilson, former trustee and board secretary, current co-chair of the Fund for Women and Girls

“I have long believed that there is no limit to what smart people with creative ideas can achieve. So when approached by Stan Smoyer and others whom I respect and trust, I was pleased to support the Princeton Area Community Foundation—and I am delighted by its growth and success.”

—Jim Burke, early supporter and longtime Associate

“We know that the future growth of this community asset depends on our careful stewardship today. As a donor and trustee, I am attracted by the efficiency and economies of scale the Community Foundation has built.”

—Andy Golden, longtime trustee and Investment Committee chair

“Working with the Community Foundation has changed my thinking about my personal giving from an emphasis on charities that address the immediate needs of those in distress to philanthropy. What separates philanthropy from other types of giving is purpose, vision, and timeframe. Philanthropy takes a longer view and focuses not necessarily on those in need but rather on the institutions and policies that impact their lives. Communities need both charity and philanthropy, but it is philanthropy that will have the greatest impact in the long run.”

—Eleanor Horne, current vice chair and Grants Committee chair

“I remember a meeting, held in the Community Foundation’s very first office, that Stu Carothers had set up with potential donors to suggest that they roll their private foundation into the Community Foundation. But since we lacked much of a track record, these donors declined. Today the Community Foundation has an enviable track record of over $70 million of assets, and it is the premier philanthropic address in our community. We clearly have come a long way. “There are many important factors that propelled the Community Foundation to where it is today, just one of which is that the founding leadership was determined to have a diverse group of talented people willing to accept responsibility as working board members. This objective involved a number of hard choices, not least of which was enforcing a strict term-limit policy. These choices were made knowing that the commitment and hard work of a rotating and diverse group of board members will sustain the future of the organization.”

—Allen Porter, former trustee, current president

“I think the most valuable funds are those which are unrestricted,” said Frank Taplin, a philanthropist of exceptional generosity and vision. His gifts will allow future generations to respond to needs that are not even apparent today.

—Frank Taplin (1915–2003), early supporter and longtime Associate

“To me, a community’s best assets are its people. Working together, amazing things happen. Our founders took a brilliant idea, hatched in 1914 in Cleveland, Ohio, and built our community foundation here. It has been an exceptional privilege to be a part of the early years. As you read through this report, think about the thousands of people who have participated, and what an amazing resource they have built. Consider what’s possible, and help shape the future. What could be better!”

—Nancy Keeling, president since 1994
The charitable funds that make up your Community Foundation

Funds shown in **bold** are endowed, set up to finance grants in the here-and-now, and to never run dry. Funds denoted with * are newly added, established between January 1, 2010 and June 30, 2011.

### COMMUNITY GRANTMAKING FUNDS

**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 for Greater Mercer County**
**The Cedar Fund**
**Stuart Carothers Family Fund**
**Vincent & Sonia Canterelli Charitable Fund**
**Central Atlantic YMCA Youth Fund**
**Judith and William Burks Fund III**
**N. Harrison Buck Jr. Fund**
**Bromley Family Fund**
**Henry and Barbara Broad Fund**
**Orchard Fund**
**Boyer-Rohlf Family Fund**
**Black History Month Celebration Fund**
**B.S. Berlin Foundation Fund**
**for Students (SOS) Fund**
**Herbert and Fay Abelson Fund**
**Fund for Women and Girls**
**Educational Initiatives Fund**
**Environmental Fund**
**Reading & Recreation Fund**
**J. Seward Johnson Sr. Princeton Education Fund**
**J. Seward Johnson Sr. Environmental Fund**
**Egan Fund**
**Ann and Gordon Douglas Fund**
**David Dobkin and Suzanne Gespass Fund**
**Leslie “Bud” Vivian Memorial Fund**
**Andrew and Carol Golden Fund**
**Catherine Guerrero Charitable Fund**
**Gordon and Liura Fund**
**Hardy and Henfil Fund**
**John and Margaret Harper Fund**
**Harvey Fund**
**Katherine Hatton and Richard Blitti Fund**
**Sydney Taylor Healy Fund**
**Valerie Hendrick Fund**
**Elissa S. Herst Philanthropic Fund**
**Herbert W. Hobler Fund**
**Cynthia S. and William L. Hohn Jr. Fund**
**Ann L. and Ann L. Jones Family Fund**
**K2TOG Fund**
**Pamela S. and John F. Kelsey III Fund**
**Kieling Family Fund**
**Olive Michelle Kuenne Rainbow Fund**
**Karen L. Kuenne Fund**
**Ann and Leighton Laughton Fund**
**Peter and Dorothy Lawson-Johnston Fund**

### ADVISED FUNDS

**Herbert and Fay Abelson Fund**
**Rebecca Arinn’s Service Opportunities Fund**
**Susan and Charles Arlandi Fund**
**David J. Bachner Memorial Fund**
**Hester Bates / Fries Family Gift Fund**
**B.S. Berlin Foundation Fund**
**Black History Month Celebration Fund**
**Dr. Louis B. Boxer Memorial Fund**
**Ted Boxer Sr. Memorial Fund**
**Boyer-Rohlf Family Fund**
**Orchard Fund**
**Henry and Barbara Broad Fund**
**Bromley Family Fund**
**Harrison and Nancy Buck Fund**
**N. Harrison Buck Jr. Fund**
**Judith and William Burks Advised Fund**
**Whip Burks Family Fund**
**James and Kathleen Carrath Charitable Trust Fund**
**Vincent & Sonia Canterelli Charitable Fund**
**Caruthers Family Fund**
**The Cedar Fund**
**Cone Grove Fund**

### FIELD OF INTEREST FUNDS

**Diane Dixon Fund**
**Eglethorpe Valley Reading & Recreation Fund**
**Kuder Arts Fund**
**Learning Fund**

### DESIGNED FUNDS

**Blair Family Fund**
**Alicia Cascellar Memorial Fund**
**Central Atlantic YMCA Youth Fund**
**Committee on Religious Ministries at the Medical Center of Princeton Endowment Fund**
**Alexander Michael Dodson Memorial Scholarship Fund**
**Friends of Mercer County Equestrian Center**

### OPERATING FUNDS

**General Fund**
**Future Fund**
**these sub-funds:**

### Vision Accomplished

Princeton University professor Mung Chiang directs cutting-edge network research. But the story that inspired him to found his fund at the Community Foundation began over a century ago, in a small village in China.

“For the first six years of my life, beginning in the late 1970s, my parents and I lived with my grandparents, sharing one kitchen and a single toilet with six other families. Times were hard but my grandparents loved me immensely. I’ve always been inspired by their story.”

My family does not have wealth, and my salary as a professor is modest. But I felt there was a better use for the little bit of money I had saved, so I called a lawyer and he suggested that I talk to the Community Foundation. My father went with me, and I told the staff at the foundation our goals: to see my grandparents’ names honored in some way, and to do something meaningful for others, in their memory.

“After I signed the check establishing this memorial fund, I told my father, ‘What a bargain! We hit the jackpot.’ People talk about ‘the cloud’ these days—online resources you tap into instead of establishing a costly, dedicated infrastructure yourself. Well, a community foundation is the iCloud service for charity.

“I will add to the fund over time as I have the means. What matters most is that my grandchildren will be very happy. The Chiang and Chien Memorial Fund honors them and connects them to our family forever. I trust that the Community Foundation, of which our fund is now a part, will be forever, too.”
The Ericksons offer the following advice: “It will simplify your giving, expand your expertise, and make an impact with even modest charitable gifts.” Last year, the couple made one of their largest single charitable gifts to date, in order to help launch a social-research initiative conducted by the Community Foundation, the Ericksons offer the following advice: “It will simplify your giving, expand your expertise, and make an impact with even modest charitable gifts.”

Since setting up the Erickson Family Fund in 2006, the Ericksons have had a series of “lightbulb moments,” discovering in the Community Foundation an array of resources that exceeded their expectations. “I had no idea that we would get such hands-on guidance and service,” Liz says. “I have learned a tremendous amount from the Community Foundation team—and through the Fund for Women and Girls workshops and grantmaking—about the needs of this community, strategic philanthropy, and how to make an impact with even modest charitable gifts.”

“Giving through our fund is valued added.”

Last year, the couple made one of their largest single charitable gifts to date, in order to help launch a social-research initiative conducted by the Community Foundation. “We saw this gift as venture philanthropy,” Liz says. “We were excited to be at the start-up stage of a project that will provide a road map for addressing the needs of women and girls for years to come. We hope that the research will inspire others to give, as well.”

To anyone interested in starting a fund at the Community Foundation, the Ericksons offer the following advice: “It will simplify your giving, expand your expertise, increase your impact, and connect you to an extraordinary network of leaders and practitioners who know this community well. We feel very lucky to be involved.”

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Since 1991, 12,925 donors have made 16,700 gifts totaling over $95 million.

Want to join them? Visit www.pacf.org/donate

COMMUNITY & NONPROFIT ORGANIZATIONS

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PAYING IT FORWARD

Debra joy Perez’s Twenty-five Dollar Fund was inspired by the story of a girl who attended Trenton Central High School with no realistic prospects—in fact, hardly a serious thought, or even hope—of ever attending college. The girl was one of nine children whose hardworking, cash-strapped Puerto Rican parents had no more than third-grade educations. A tight budget meant no after-school activities, no camps, no academic tutoring, no test-prep classes. Instead, their neighborhood featured violence, racism, drug abuse, teenage pregnancy, mental illness, poverty, and homelessness.

Yet because of a remarkable small act by a high school guidance counselor, the determined young Latina from Trenton was able to enter a senior program officer at the Robert Wood Johnson Foundation, with two masters degrees, a PhD from Harvard, and a national reputation as a thought leader and speaker in the philanthropic world.

Debra Perez thinks of this compelling story often, because it is her own.

“An exceptional counselor, Mrs. Garces, encouraged me to apply to Douglass College,” Debra recalls. “My parents did not have the twenty-five-dollar application fee. Mrs. Garces, without a word, reached into her purse and wrote a personal check for twenty-five dollars.”

That quiet early investment—that initial philanthropic offering—paid off in a spectacular and moving way in Debra’s life. Mrs. Garces saw human potential where no one else was looking, then did something life-changing by opening a door.

“It wasn’t until years later, in graduate school, that I fully appreciated what a difference that original generosity in 1977 had made in my life. Twenty-five dollars could be an unsalable barrier to kid, yet a gift of that same amount could set something important in motion.”

Does Debra’s success merely mean that she was personally exceptional, a talented high-achiever with a rare set of gifts? “No, I’m very ordinary. There’s nothing special about me. I was given extraordinary generosity in 1977 had made in my life. Twenty-five dollars could be an unsalable barrier to kid, yet a gift of that same amount could set something important in motion.”

Weed that space does not allow the listing of all donors and offer our sincere thanks for gifts of any amount. We have made every effort to be accurate in this “Honors Roll.” If we have made an error or omission please accept our apologies and notify us immediately by calling (609) 210–1800 or e-mailing info@pacf.org.

10 Princeton Area Community Foundation 20th Anniversary Annual Report

11 Princeton Area Community Foundation 20th Anniversary Annual Report
Here’s what your community’s collective generosity looks like.

In 2010, the Community Foundation awarded $3,488,347 through 1,127 grants. Grants noted with * were awarded in a competitive process through Greater Mercer Grants and the Fund for Women and Girls.

BUILDING COMMUNITY $175,790

American Near East Refugee Aid
Beautiful Trenton National Basin United Fund *
Children International
Common Hope
Community Foundation of NJ
FINCA International
Friendship Bridge
Greater Donnelly Neighborhood Initiative *
Heifer International
Hopewell Fair Harvest
Institute of Italian & Italian American Heritage Studies
Isles
Justice Project Education Fund
Latin American Legal Defense and Educational Fund *
Martin House Community Foundation for Women's Funding Network
Princeton Future
Princeton Pettoranello Foundation
Technoserve
The People Care Center
TheMUD
Voices of September 11
VolunteerConnect *
William J. Clinton Foundation
Justice Foundation

IMPROVING HOUSING OPTIONS $75,000

Pathways To Housing
Pine Street Inn
Princeton Community Housing
Placent Valley Habitat for Humanity
Samaritan Center
UMass Foundation
Give Us Your Poor

ENCOURAGING ACTIVITY AND CIVIL RIGHTS $154,550

Parents, Families & Friends of Lesbians & Gays
Peace Action Education Fund
Pennsylvaniaans for Modern Courts
Physicians for Social Responsibility
Plougshares
Population Institute
Progressive Center for Independent Living *
Rainforest Action Network
Southern Poverty Law Center
Union of Concerned Scientists
United Farm Workers Foundation
Witness for Peace - MidAtlantic

SUPPORTING LEARNING AT EVERY AGE $883,081

101: The Fund Starts Here
Action on Smoking & Health
Albert Einstein College of Medicine
All Kinds of Minds
American Boychoir School
American Council of Learned Societies
American Indian College Fund
American Judges Foundation
American University of Beirut
Amherst College
Anna Jarvis Episcopal School
Association of Jewish Holocaust Survivors of Philadelphia
Ave Maria University
Avon Old Farms School
Baldwin Wallace College
Bank Street College of Education
Barnard College
Berkeley High School Development Group
Bonneville Bank School for Boys
Brownlow College
The Brearley School
Butler University
Byersschool Foundation
Camp Internatonal
Capital Preparatory Charter High School
Case Western Reserve School of Law
Cedartown University
Centenary College
Center for Jewish Life
The Center on Philanthropy at Indiana University
Central Asia Institute
Chapin School
Clark University
Coastal Carolina University
The College of New Jersey
Columbia University
Council on Foreign Relations
Dartmouth College
DanceChance.org
Dreisha Institute for Jewish Education
Duke University
Eastman School of Music University of Rochester
Episcopal Academy
ETV Endowment Fund of South Carolina
Every Child Valued *
Fern School
Fessenden School
Florida Gulf Coast University Foundation
Foundation of UMDNJ
Friends of the German Historical Institute
Friends of the Princeton Public Library
George Washington Carver High School
Georgia Public Broadcasting
Gilman School
Global Education Fund
Green Valley Community School
Harvard Business School
Hill School
Hobart and William Smith Colleges
Hopewell Valley Education Foundation
Hotchkiss School
Institute for Advanced Study
International Students
Ithaca College
Kean University
Kenyon College
Kid's Bridge
Lawrence School
Learning Ally
Learning Ally, NJ Unit
Leo Baec Friends
Maria Mitchell Association
Mann Academy
Mary Jacob's Memorial Library Foundation
Massachusetts Institute of Technology
Meadows Elementary School
Mercer County Community College Foundation
Montgomery Township Education Foundation
Nantucket Atheneum
National Council on Measurement in Education
National Junior Tennis & Learning of Trenton
New Hope-Solebury School District
NJ Press Foundation
New York Public Library
New York University
NJ SEEDS
NUF Foundation
Obiein College
Occidental College
People & Stories/Gente y Cuentos *
Pingry School
Playworks
Princeton Academy of the Sacred Heart
Princeton Adult School
Princeton AlumniCorps
Princeton Center for Leadership Training
Princeton Child Development Institute
Princeton Day School
Princeton Education Foundation
Princeton Friends School
Princeton High School
Princeton Institute *
Princeton Public Library Foundation
Princeton Theological Seminary
Princeton University
Princeton Young Achievers
Queen of Peace High School
Rampage College of New Jersey
Reed College
Richard Stockton College
Rider University *
Riverdale Country School
Robbins Elementary School
Robbinsville HS Drama Club
The Rockefeller University
Rutgers Preparatory School
Rutgers University
Rutgers University-Camden/CAPW
San Domenico School
School of American Ballet
Seattle Midway School
Shipley School
Smith College

“SAD mirrors are necessary in the life of every artist. They take the personal out of the equation; they can’t be trusted to love the way they are.”

-JUDITH D. HUTTON, CEO

“‘The YWCA, Princeton is very grateful for the Community Foundation’s support, which has helped us to make our bilingual nursery school and other programs affordable to all. In 2010, the Community Foundation took a risk by supporting a collaboration between the YWCAs of Trenton and Princeton. We developed the Stand Against Racism event, which has since been expanded across the country to several YWCAs and over 266,000 participants.

“The Community Foundation is forward-thinking and proactive, and they keep on top of trends. During the economic crisis they had the foresight to let grantees apply for general operating support. They listen.”

– DAVE ANDERSON EXECUTIVE DIRECTOR

The leadership of the Community Foundation were among the first to recognize the value of our Career Launch Program. They encouraged our staff, ceased our teens, and provided funding that was pivotal to the program’s success. The Boys & Girls Club knows the Community Foundation is invested in our mission, which makes it an ideal partner.”

Southern Methodist University
Special Operations Warrior Foundation
Springfield Catholic Central High School Foundation
Stuart Country Day School
Student Conservation Association
Swarthmore College
Syracuse University
Thirteen-WNET
Trenton After School Program *
Trenton Catholic Academy - Lower School
Trenton Public Education Foundation
Tr�esure of Boston University
W&L
United Negro College Fund
University of Colorado Foundation
University of Miami
University of Pennsylvania
University of Pittsburgh
University of Richmond
Vassar College
Village Charter School Fund
William Paterson University
Wellesley College
Westminster School
WGBH Educational Foundation
Wheaton College
Wheelock College
Wichita
WNYC Public Radio
Woodrow Wilson National Fellowship Foundation
Worcester Polytechnic Institute
Wright State University
Yale Law School Fund
Yale University
Young Scholars’ Institute

Princeton Area Community Foundation 2010 Annual Report
Providing Basic Services...

$982,232

“Website has been especially critical in implementing our program. Next Step: Engaged Retirement and Encore Careers. “The Community Foundation’s support has been especially critical in implementing our program. Next Step: Engaged Retirement and Encore Careers.

SUSAN HOSKINS, EXECUTIVE DIRECTOR

HELPING PEOPLE LIVE HEALTHY AND PRODUCTIVE LIVES...

$541,222

“The biggest difference between the Community Foundation and other grantmakers is the tremendous support that they give to nonprofits for improving how we help.

SUSAN DUNNING, EXECUTIVE DIRECTOR

BRINGING ARTS AND CULTURE TO EVERYONE...

$229,482

“Over the past five years, Big Brothers Big Sisters of Mercer County has had the good fortune of receiving financial and advisory support from the Community Foundation.

SUSAN DUNNING, EXECUTIVE DIRECTOR

HUMAN SERVICES

1040 Connections

$51,082

“...and the Community Foundation has been valued...”

SUSAN DUNNING, EXECUTIVE DIRECTOR

HUMAN SERVICES

1040 Connections

$51,082

“The Rescue Mission is but one of many nonprofit organizations that have been able to improve our community programs and services offered to our citizens, due in large measure to the spirit of philanthropy demonstrated and encouraged by the Community Foundation. It is a strong, stabilizing force in our region and plays a pivotal role in community building. ”

MARY GAY ABBOTT-YOUNG, CEO
ENCOURAGING YOUTH ............................................. $98,060

ProTECTInG THE EnVIronMEnT .................................. $184,500

Sierra Club Foundation
Savannah Tree Foundation
Northeast Organic Farming Association
New Jersey Conservation Foundation
American Rivers
Appalachian Mountain Club
Conservation International
EarthWorks
EarthJustice
EarthCorps
Crossroads of the American Revolution
Drumthwacket Foundation
Fort Ticonderoga Association
Friends of the NJ State Museum
Historic Morven
National Constitution Center
Preservation New Jersey
Society of the Cincinnati
Trenton Museum Society

camp Tecumseh
Career Development Awards

PRESERVING OUR PAST .............................................. $140,079

Adirondack Museum
Canal Society of New Jersey
Crossroads of the American Revolution Association
Delaware River Mill Society
American Humane Association
Association of Zoos & Aquariums
Grüneifer Hoch für geistreiches Wild
Mend Piper's Wildlife
American Rivers
Appalachian Mountain Club
Conservation International
DF&G Greenway Land Trust
EarthCorps
Earthjustice
Earthworks
Environmental Defense Fund
Environmental Resource Center
Friends of Princeton Open Space
Grand Canyon Trust
Green America
Greenpeace Fund
Idaho Conservation League
Marquand Park Foundation
Montgomery Friends of Open Space
National Audubon Society
Natural Resources Defense Council
Nature Conservancy
Nature Conservancy
Nature Conservancy
New Jersey Audubon Society
New Jersey Committee of the Garden Club of America
New Jersey Conservation Foundation
Northeast Organic Farming Association
PlanSmart NJ
Rachel's Network
Relais-to-Trails Conservancy
Savannah Tree Foundation
Sierra Club Foundation

“Protecting the environment”

How to apply for a competitive grant, scholarship, or award

Guidelines, application forms, and instructions are on our website at www.pacf.org/grants

Greater Mercer Grants support projects that strengthen community ties and/or help low-income people.

The Fund for Women and Girls supports girls and the women who raise them.

Greater Mercer Grants support projects that strengthen community ties and/or help low-income people.

For professional advisors:

- Advanced Charitable Bequests, with Bryan Clontz of Charitable Solutions, LLC
- Strategies to Navigate the Uncertain, with Bryan Clontz of Charitable Solutions, LLC
- Endowment Building 101, with Ralph Serpe, CFRE
- Planned Giving with a Shoestring Staff, with Bryan Clontz of Charitable Solutions, LLC

For donors:

- A Personal Journey of Philanthropy, with Cecilia Boone, co-founder of The Container Store and president of the Boone Family Foundation, Dallas, TX
- Strategic Giving: Making Every Dollar Count, with Eleanor Horne, VP, VolunteerConnect

IN-KIND SUPPORT

The Community Foundation offers seminars, workshops, and other events to promote philanthropy, stimulate dialogue, and encourage collaboration. In 2010/2011 we hosted the following:

For nonprofits:

- Endowment Building 101, with Ralph Serpe, CFRE
- Planned Giving with a Shoestring Staff, with Bryan Clontz of Charitable Solutions, LLC
- Brandraising: Speaking with One Voice, Online and Off, with Sarah Durham, Principal & Founder, Big Duck

For professional advisors:

- Advanced Charitable Bequests, with Bryan Clontz of Charitable Solutions, LLC
- Strategies to Navigate the Uncertain, with Bryan Clontz of Charitable Solutions, LLC

For donors:

- A Personal Journey of Philanthropy, with Cecilia Boone, co-founder of The Container Store and president of the Boone Family Foundation, Dallas, TX
- Strategic Giving: Making Every Dollar Count, with Eleanor Horne, VP, VolunteerConnect
Strength in Numbers
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. And we’re mindful, always, of how much these resources will be needed in the future.

HOW YOUR COMMUNITY’S ENDOWMENT IS INVESTED

Community Foundation resources are managed differently than personal assets and retirement accounts. And they are managed differently than the short-term cash a nonprofit or business invests to cover payroll, rent, program delivery, or inventory.

Here are three key differences:

First, 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.

Second, 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” at right and on our website at www.pacf.org.

And third, we have the discipline to re-balance our portfolio in all market conditions. So when any one asset class gets too high, we sell and transfer a portion of those assets 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.

Our asset allocation

<table>
<thead>
<tr>
<th>asset class</th>
<th>target</th>
</tr>
</thead>
<tbody>
<tr>
<td>equity</td>
<td></td>
</tr>
<tr>
<td>domestic</td>
<td>30%</td>
</tr>
<tr>
<td>international developed markets</td>
<td>10%</td>
</tr>
<tr>
<td>international emerging markets</td>
<td>10%</td>
</tr>
<tr>
<td>independent return</td>
<td>25%</td>
</tr>
<tr>
<td>fixed income</td>
<td>25%</td>
</tr>
</tbody>
</table>

Historical investment performance

Returns as of December 31, 2010, reported net of investment management fees:

<table>
<thead>
<tr>
<th></th>
<th>1 year</th>
<th>3 years</th>
<th>5 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>managed investments</td>
<td>10.41%</td>
<td>1.79%</td>
<td>6.11%</td>
</tr>
<tr>
<td>S&amp;P 500</td>
<td>15.06%</td>
<td>-2.86%</td>
<td>2.29%</td>
</tr>
<tr>
<td>blended benchmark*</td>
<td>11.82%</td>
<td>-1.00%</td>
<td>4.55%</td>
</tr>
</tbody>
</table>

*25% Barclays Aggregate/75% MSCI All World Index, a measure based on the Community Foundation’s asset allocation

Operational excellence

Your Community Foundation is the first in New Jersey to have earned national certification through rigorous peer review by the Council on Foundations in Washington, D.C.

Statement of Financial Position

December 31, 2010

<table>
<thead>
<tr>
<th>Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>cash and cash equivalents</td>
<td>$ 11,150,092</td>
<td></td>
</tr>
<tr>
<td>contributions receivable</td>
<td>370,739</td>
<td></td>
</tr>
<tr>
<td>investments</td>
<td>58,197,611</td>
<td></td>
</tr>
<tr>
<td>prepaid expenses</td>
<td>16,908</td>
<td></td>
</tr>
<tr>
<td>beneficial interest in split-interest agreements</td>
<td>691,314</td>
<td></td>
</tr>
<tr>
<td>cash surrender value of life insurance</td>
<td>193,902</td>
<td></td>
</tr>
<tr>
<td>deposits</td>
<td>10,125</td>
<td></td>
</tr>
<tr>
<td>property and equipment, net</td>
<td>54,519</td>
<td></td>
</tr>
<tr>
<td>total assets</td>
<td>$70,685,210</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>accounts payable and accrued expenses</td>
<td>18,849</td>
<td></td>
</tr>
<tr>
<td>grants payable</td>
<td></td>
<td></td>
</tr>
<tr>
<td>deferred rent</td>
<td>62,725</td>
<td></td>
</tr>
<tr>
<td>funds held for others</td>
<td>10,305,037</td>
<td></td>
</tr>
<tr>
<td>total liabilities</td>
<td>10,386,611</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>net assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>unrestricted</td>
<td></td>
<td></td>
</tr>
<tr>
<td>board designated long-term grant funds</td>
<td>30,676,455</td>
<td></td>
</tr>
<tr>
<td>other grant funds</td>
<td>26,614,943</td>
<td></td>
</tr>
<tr>
<td>operating funds</td>
<td>2,265,867</td>
<td></td>
</tr>
<tr>
<td>temporarily restricted</td>
<td>741,314</td>
<td></td>
</tr>
<tr>
<td>total net assets</td>
<td>60,298,599</td>
<td></td>
</tr>
<tr>
<td>total liabilities and net assets</td>
<td>$ 70,685,210</td>
<td></td>
</tr>
</tbody>
</table>

Net assets

1991 - 2010

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

for the year ended December 31, 2010

| support and revenues                        | $ 6,998,093 |
| contributions                               | 5,098,456 |
| investment income (loss)                    | 64,573 |
| other income                                | 84,694 |
| change in value of split-interest agreements | $ 12,245,816 |
| total support and revenues                  |        |
| allocation and expenses                     | $ 3,573,828 |
| program services                            | 337,630 |
| management and general fundraising          | 87,532 |
| total expenses                              | $ 11,998,960 |

change in net assets                         | $ 8,246,826 |

net assets, beginning of year                | 52,051,773 |

net assets, end of year                      | $ 60,298,599 |

A complete audited financial statement with accompanying notes and the report of WithumSmith+Brown, Certified Public Accountants, is available for inspection at the Princeton Area Community Foundation, and online at www.pacf.org.
Professional advisors use us as a resource.

A trusted advisor must be ready when clients express charitable intent or have a philanthropic idea. Many advisors rely on us to help clients develop their philanthropic plans.

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 them.

What other local organization has ...

* deep roots in the community and a grasp of current conditions
* broad knowledge of local philanthropy
* experience evaluating and working with nonprofits
* a comprehensive sense of resources and needs across our region
* 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?

... Are any of your clients ready?

PROFESSIONAL ADVISOR RECOGNITION SOCIETY

This growing circle acknowledges professionals for their commitment to their communities and their work to encourage philanthropy.

Lisa Butler, Esq., Pinto & Butler
John Dumont, Esq., Dumont & Watson
Kenneth Field, CPA
Patricia U. Herst, Esq., Goldstein & Herst
Samuel W. Lambert III, Esq., Drinker Biddle & Reath (retired)
The Martin-Rizzo Group, Morgan Stanley Smith Barney
Thomas G. McMahon, Esq., Petrelli, Rabenstein & Altman
Marguerite L. Mount, CPA
David S. Mulchinock, Esq., Attorney at Law
Allen D. Porter, Esq., Miller, Porter, Muller and Gaynor
Ann Reichelderfer, Esq., Stevens & Lee
Austin C. Starkey Jr., PNC Wealth Management (retired)
Irwin S. Stoolmacher, Stoolmacher Consulting Group
Jean M. Wiegner, Merrill Lynch

Leave a Legacy.

A charitable legacy is a gift of personal property left for others, which can change lives, support the organizations you admire, and advance the causes you care about.

What do you love about your community? What would you like to preserve for future generations? Philanthropy offers valuable estate planning advantages and allows you to create a lasting legacy for the public good.

Whatever your philanthropic dreams, the Community Foundation offers an array of tax-wise options to help you make a difference in your community for years to come.

With a planned gift, you can be sure your goals will be realized. You may want to consider a charitable trust or bequest. Other types of planned gifts will allow you to receive income during your lifetime and benefit your favorite causes after you have passed on.

The Community Foundation can help you prioritize your goals for social impact while achieving the most favorable income tax benefits available. We encourage you to work with your estate planning professional or tax advisor to determine the type of gift that is right for you and your family.

Making a bequest will make a difference.

LEGACY SOCIETY

We honor and thank all those contributing to a Community Foundation fund through a will, trust, or other future gift.

Anonymous (18)
Herbert & Fay Abelson
Tristan E. Beplat
William P. Burke, MD
Diane Dixon
Volet Franks
Thomas George
Mary Sue Henriin, Esq.
Herbert W. Hobler
Maria Juega
Theodore & Carol Kane
Jared & Nancy Kiegl
Carol Kings
Doris S. McDaniel
William & Dorothy Noonan
Mr. & Mrs. Maynard C. Nugent
Rick & Carol Ober
Barbara Rambo
Ann Reichelderfer, Esq.
Mimi and Stuart Schwartz
Howard Seckowitz
Stanley & Marjorie Smoyer
Tom & Maria Spinner
Austin C. Starkey Jr.
Ruth Thornton
Keith Wheatlock

When you’re ready to be among these people, simply notify us of your intentions. We will work with you and your professional advisors to ensure that your wishes are honored. You can direct a future gift to create a new fund or support an existing one.

to learn more, visit www.pacf.org/legacy or call (609) 219–1800

Family Matters

The Community Foundation is pleased to induct The Martin-Rizzo Group at Morgan Stanley Smith Barney into our Professional Advisors Recognition Society. This honor is granted occasionally to area professional advisors who demonstrate exceptional commitment to the community and who encourage philanthropy.

Partners Wade Martin, his father Arthur (Art) Martin, and John Rizzo said, “We are all humbled by this news.” Although educating clients about philanthropy and promoting “giving for giving’s sake” has long been a part of their practice, the group was surprised by this recognition; the work they do for charities, both professionally and in their practice, the group was surprised by this recognition;

“We tell our clients, ‘Give to give.’”

They arranged a deal with D&R Greenway that placed a conservation easement on Hopewell resident Ethel Mae Theriault’s farm, protecting the land while providing her with annuity income for the rest of her life—along with a new eco-friendly hybrid car.

Wade and his colleagues are determined to raise awareness of these kinds of philanthropic options. “When most people think of charity,” he says, “they envision a simple transaction: an organization calls or sends a solicitation, they make a gift, they get a tax deduction. But there are really so many other possibilities.”

The Community Foundation salutes The Martin-Rizzo Group for their generosity and for the charitable activities they inspire and facilitate for their clients.

One of the group’s specialties is the preservation of land, which can provide income and ease tax burdens for property owners and their heirs while safeguarding the environment.
How can we help you?

Have you been wondering how to accomplish something philanthropic? Do you wonder what’s possible, what has worked well for other people, what’s the best way for you to make something better? Do you want to honor a loved one or a friend, or provide for causes you care about?

Could you use some help getting started?

Your Community Foundation is here to serve you as an advisor, advocate, and go-between. It’s a nonprofit public charity, and it belongs to you.

You can come see us to:

* have an informal conversation
* think out loud
* tap our knowledge about what’s going on in your area of interest
* organize your giving in one place
* move from checkbook charity to a more intentional approach
* see more happen with what you have available to give away

We’ll help design a fund that’s right for you.

It’s Simple: Creating a fund is easy. It typically takes minutes, not hours or days. You can donate a variety of assets (cash, stock, real estate, to name a few). And your fund will help you keep track of your giving.

It’s Flexible: There’s a fund for every donor, no matter who you are or what you want to accomplish. Yours can be designed to meet urgent needs right now, or to help you build a legacy — or both.

It Expresses Your Values: You can designate organizations or issues to support. You can be involved as an advisor. You can suggest grants wherever you choose.

It’s Efficient: We take care of all the administrative work. We manage investments carefully and well. We have expertise to help guide your grantmaking as you need it. We’ll work with your professional advisors to make sure your financial and philanthropic goals get met.

It’s Brilliant: Building charitable funds at the Community Foundation has unique advantages. For example, a dollar in becomes more than a dollar out, over time. When conditions change at nonprofits, we tell you about it and can help guide your future decisions.

FORMER TRUSTEES AND ASSOCIATES


We remember

BOARDS OF TRUSTEES

These people are guiding and building your Community Foundation, making sure it is strong, useful, and permanent.

Ann Reichelderfer, Esq., Chair
Shareholder – Stevens & Lee
Eleanor V. Horne Vice Chair and Grants Committee Chair
Vice President – Educational Testing Service Social Investment Fund (retired)
David R. Scott, Esq., Vice Chair
General Counsel – Rutgers University (retired)
Marguerite L. Mount, CPA Treasurer and Audit Committee Chair
Managing Director & Principal – The Mercadien Group
Anne LaBate Secretary
Principal – Segal LaBate Commercial Real Estate

Richard Bilotti
President & Publisher – The Times, Trenton (retired)
William P. Burks, MD, Past board Chair, Asset Building Committee Chair
Surgeon (retired)

Barbara W. Coo Communications Committee Chair
Senior Vice President – Young & Rubicam, NY (retired)

Gordon O. Danser, CPA
Partner – Dinsmore, Balaam, & Frank

Sonia Delgado
Senior Executive – Princeton Public Affairs Group

Andrew K. Golden, CPA
Investment Committee Chair
President – Princeton University Investment Company

Vernon H. Hammond
Chair, Life Underwriter – Guardian Life Insurance Company

Mary Sue Henlin, Esq., Committee on Trustees Chair
Shareholder – Buchanan Ingersoll, P.C.

Raman Kapur
Chairman – Global Pharmaceuticals Services, LLC

Samuel W. Lambert III
Partner – Drinker Biddle & Reath LLP (retired)

Debra J. Perez
Interim Assistant Vice President – Robert Wood Johnson Foundation

Jeffrey F. Perlman, CFSG
Partner – Borden Perlman

Christine G. Ritter
Program Administrator, Science Education – Princeton Plasma Physics Laboratory (retired)

Patrick L. Ryan
Chairman & Founder – Hopewell Valley Community Bank

John S. Watson Jr.
Vice President – D & R Greenway Land Trust

Denise M. Wilson
President, New Businesses – NRG Energy, Inc.

COUNSEL

Allen D. Porter, Esq.

FOUNDER

Stuart Carothers
Where will we go from here?

The Community Foundation was created to promote giving as a shared community value. Today, thousands of people rely on its help to tackle our region’s urgent challenges and provide for needs that will arise down the road.

And tomorrow? We can’t see the future, but it will look back at us.

Giving through your Community Foundation is an enduring way to honor someone, celebrate good fortune by “paying it forward,” or simply to benefit the causes you hold dear. Whatever your vision, we can help to make it a reality.
A community's best assets are its people.

Working together, amazing things are happening.

Promoting philanthropy to advance the well-being of our communities forever.

Princeton Area Community Foundation
15 Princess Road
Lawrenceville, NJ 08648

www.pacf.org