## Our mission
To provide philanthropic leadership to strengthen our community by fostering collaboration and giving today and in the future.

## Our vision
To be the catalyst and recognized leader in community philanthropy.
Zig Ziglar stated, “I don’t care how much power, brilliance or energy you have, if you don’t harness it and focus it on a specific target, and hold it there you’re never going to accomplish as much as your ability warrants.”

So how do we take power, brilliance and energy and focus it on a specific target? Community foundations were designed to do just that – take the incredible abilities and generosity of individuals and work together to bring about positive transformation in a specific geographic area.

The Midland Area Community Foundation was founded in 1973 by leaders whose idea was to allow everyday people to join together and establish a public foundation. Described as “by the people, for the people,” the stated purpose of the organization was to improve the quality of life in Midland.

The essence of a community foundation is many people putting their money together to address the diverse needs where they live. Gifts enable people to dream bigger, to see the many possibilities. As money is endowed, the gifts grow forever, providing ongoing support to help the community prosper.

The foundation grew out of the basic human desire to positively impact the world knowing that changing the world starts with changing where we live. For the past 46 years, Midland Area Community Foundation has held its focus on changing our corner of the world.

Our annual report captures some of our focused efforts over the past year. These efforts include partnering with nonprofits through grantmaking, supporting donors in their charitable giving, engaging in impact investing and providing leadership in community initiatives.

All of this work falls under four focus areas essential for a vibrant community: building our livelihood, developing our talent, caring for our people and enriching our community. We want to do our part to help the Midland area be an exceptional place for people to thrive.

So please enjoy reading and know the important role you play. Thank you for focusing your time, your talent and your treasure on this wonderful community. Together we are focusing our efforts to build a vibrant community: for good, for ever.

“Concentrate all your thoughts upon the work at hand. The sun’s rays do not burn until brought to a focus.” - Alexander Graham Bell
RELOCATING
Grants go to nonprofits in need of new space

After 14 years calling the Strosacker building in Downtown Midland home, Sam Price was faced with a challenge. He and his team at Ten16 Recovery Network needed to find a new facility.

For a relatively small nonprofit agency, the expense of moving can be an enormous hurdle. Knowing the Midland Area Community Foundation offers larger grant amounts in the 4th quarter grant cycle, they applied for a $100,000 grant in 2018. The request was approved, helping Ten16 with their plans to eventually build a new, $1.85 million facility.

Seven other agencies found themselves in the same situation, a result of the Strosacker Building being purchased and slated for redevelopment as part of Downtown Midland’s continued transformation.

Ten16 provides an incredibly valuable resource for the community. Since 1980, they have worked to help those suffering from addiction. Several results-driven programs are available for those in need, including detox, counseling, recovery housing, employment training/support, and more.

When Ten16’s relocation plans took longer than expected, they worked with the purchaser to temporarily extend the lease while a solution was sought. The former owner also assisted with relocation efforts for all of the Strosacker building tenants.

After conversations with the City of Midland’s Planning & Development Division, Ten16 settled on purchasing a lot at 133 N. Saginaw Road, in the heart of the Center City district, which is in the midst of plans for revitalization.

“We are so excited to be coming to this new location,” said Price. “Finding a spot in town that is centrally located, can offer privacy and have green space was not easy. This new building will give folks a welcoming, safe, sober place to gather as they are rebuilding their lives.”

During the same grant cycle, Shelterhouse was also awarded a $100,000 grant for their relocation project. Their current building is aging and they have outgrown the space. In order to meet the needs of clients, they also have plans to build a new facility.

“One of the Midland Area Community Foundation’s primary reasons for existence is to partner with our local nonprofits in the impactful work they do,” said Sharon Mortensen, MACF President and CEO. “The prospect of moving with a typical nonprofit budget is a daunting one. While necessary in most cases, it takes time and money away from their core mission. The community foundation was proud to help ease that burden through our grant offerings.”

Shelterhouse broke ground on their new facility in January of 2019. They plan to grow from six bedrooms to fifteen private suites. Currently, Shelterhouse turns away over 300 in need each year due to lack of space.

“The new building will increase the capacity of living space to provide shelter to survivors of domestic violence and sexual assault and give tenants more privacy,” said Janine Ouderkirk, Shelterhouse executive director.
Impact Investing

Why we have a 15% stake in Downtown Midland’s newest hotel

Impact investing might be new to the Midland Area Community Foundation, but it’s been around longer than you might think.

Investing with social responsibility in mind isn’t anything new. From some of the earliest economic systems on earth, humans have put a higher emphasis on investments that bring a social return. They knew then what we know now: people are flawed but valuable, and deserve to be treated with dignity, respect, and compassion. Because of that, economic activity that has social value continues to be considered a preferred investment.

Today, socially responsible investing could take several forms. Is a business committed to protecting the environment? Better yet, are they creating products specifically meant to protect the environment? Each generation faces different social issues, and impact investing can help tackle these issues by encouraging the right for-profit companies to step up to the plate.

At its core, impact investing is an approach that encourages organizations to focus on social good while making a profit and contributing to the local economy.

Throughout the community foundation’s 46-year history, old-fashioned, tried-and-true stock market investments have comprised the bulk of our assets. On paper, this approach makes sense. Most gifts to the community foundation are endowed and invested in the stock market, earning market-rate returns. The foundation then grows and is able to offer more grants to nonprofits.

That formula won’t go away, and why would it? It works. But what if even a small piece of that investment pie were allocated to companies based in Midland? Through our participation in the global stock market, we’ve helped bring jobs and wealth to many parts of the world. In 2017, we finalized a plan to designate two percent ($2 million) of our investment dollars to Midland.

By definition, impact investing should provide a social return, but doesn’t always provide a financial return. Our $300,000 investment in the new Fairfield Inn & Suites in Downtown Midland should provide both. The social return includes new jobs, overnight rooms for visitors to Midland’s growing downtown, and a boost to our local economy. Financially, a positive return is expected.

While impact investing is in vogue among foundations, not many have been doing it very long. We’re carefully evaluating results from our foundation and others, and will continue to assess the viability of this model. We believe that through careful impact investing, a portion of capital from the community foundation can be a catalyst that attracts more commercial and public dollars, leading to more innovative and effective projects and enterprises in our community.

Your Midland Area Community Foundation will continue to look for projects to fund that include social returns for residents and visitors of Midland County, and we welcome ideas from others. We strongly believe that our community, and its future, is always a worthwhile investment.

In all things, we’re here to champion causes our donors and supporters care about and support our community by being a trusted steward of funds. Your community foundation will continue to enrich and improve the quality of life in Midland County: for good, for ever.
Karl and Julie Ieuter didn’t think they could open a fund with the Midland Area Community Foundation. “We’ve been involved with different local nonprofits for a long time, so the idea of a central place to hold our charitable dollars sounded great,” said Karl. “But we told our financial advisor that we didn’t have the millions needed to start a fund.”

By chance, their financial advisor happened to serve on the Midland Area Community Foundation Board of Trustees. He explained to the Ieuters that the minimum to open a fund was $5,000. He talked about the difference between a donor advised fund held at a community foundation versus a charitable fund at a larger financial institution, then let them weigh their options.

“We were really surprised to learn that the minimum was $5,000, not hundreds of thousands or millions like we assumed,” said Karl. “When you think about charitable funds, you usually think of enormously wealthy families like the Gates or Buffets of the world.”

While the Bill and Melinda Gates Foundation gives millions to important issues with a global scope, it’s families like the Ieuters who are having a huge impact on their local communities through donor advised funds. “In the end, we liked the idea of keeping our charitable fund local,” said Julie. “We don’t have to contact a company from another state when we want a check distributed, and the community foundation knows what the local needs are.”

Together, Karl and Julie established the Ieuter Family Donor Advised Fund in 2018. The fund is permanently endowed, meaning a portion will always be invested and earning market-rate interest to help the fund grow.

Donors open funds for many reasons. There are tax incentives, you can easily give back to nonprofits (including your church offering), it establishes a permanent fund in your name. But Karl and Julie had three other big reasons for establishing the fund: their names are Abigail, Rachael, and Adele. “We have three daughters, and this fund will eventually be passed on to them so they can give back to causes they care about,” said Karl.

“It’s a way to teach the kids that giving back to your community is so important,” said Julie. “As they get older, we’ll ask them more and more which charitable causes they are interested in.”

Just a year into establishing the fund, the Ieuter family is already seeing the benefits. “We love the online fund request feature,” said Karl. “I’ve gone to fundraising events and instead of filling out a donation envelope, I’ll hop on my phone and fill out a fund request form from the foundation website, and they take care of getting the payment to the nonprofit. It’s a pretty simple system.”

In addition to requesting a payment from the fund, the Ieuter Family Donor Advised Fund is also listed on the Midland Area Community Foundation website and is able to accept donations, making it a great gift option for special occasions. The community foundation regularly processes gifts to donor advised funds from the fundholder’s friends and relatives for birthdays, holidays, and other special events.

The Ieuter family joins over 100 other donor advised funds held at the Midland Area Community Foundation, collectively giving out an average of $3 million per year.

“We’re glad to be able to give back in this way,” said Karl. “It’s simplified our giving process and allowed us a way to leave a permanent legacy in the community that we love.”
Our grantmaking
$4,530,037

Arts $231,056
Community $1,361,713
Education $315,471

Environment $258,671
Health $912,249
Recreation $348,238

Scholarships $802,253
Youth $300,386

Your community foundation holds over 600 individual funds, each with a different purpose, each impacting our community through grants and/or scholarships. Most funds were established by individuals who are interested in partnering with their community foundation to positively impact our community.

Grant totals above reflect all funds held at the Midland Area Community Foundation. Grants on the following pages represent only the community foundation's competitive grants. Money for these grants come from unrestricted funds held at the community foundation.
By working with Midland’s Community Success Panel, we have outlined four major focus areas for the Midland Area Community Foundation. We believe that in order to work towards a more vibrant, thriving community, our efforts should be focused on these broad areas.

**Building our Livelihood**
Midland County creates and sustains competitive advantages for existing and future businesses. We are well-connected and invest in our physical and technological infrastructure.

**Developing our Talent**
Midland County offers high quality education and learning opportunities throughout life. Our community nurtures a skilled workforce and places high value on post-secondary learning. We provide opportunities for children and youth to realize their hopes and dreams.

**Caring for our People**
The Midland community provides a coordinated and comprehensive system of supportive health and human services so that all may thrive. We encourage self-sufficiency and accept our individual responsibilities to collaborate to create the safest community in the country.

**Enriching our Community**
Midland County is a vibrant hub of arts, culture, entertainment and recreational opportunities. We are committed to equality and inclusivity, and we welcome, embrace and accept all people. We are a sustainable community that values and protects its natural resources.

We believe that moving forward together with our donors and the community, these areas of focus will help shape the future of Midland County. Together, we’re enriching and improving our quality of life.

---

### All competitive grants 2018

#### 1st Quarter

- **Affordable Housing Alliance** - $10,000
  - New office building

- **Bullock Creek High School Band** - $16,000
  - Varsity band uniforms

- **Camp Centaur** - $38,130
  - Tractor & sand/gravel for parking lot

- **Camp Fire** - $40,000
  - Child care program expansion

- **Family and Children’s Services** - $7,100
  - Support group expansion

- **Midland Area Homes** - $40,000
  - New office building

- **Midland Chinese Network** - $5,000
  - Establish Chinese library

- **Midland Parks & Recreation** - $40,000
  - Central Park pickle ball and tennis courts

- **The Arc of Midland** - $30,000
  - Project Lifesaver location devices

- **MCYAC: Camp Fish Tails** - $10,000
  - Camp scholarships

- **MCYAC: Ronald McDonald House of Western MI** - $3,000
  - Family support programs

- **MCYAC: The ROCK** - $10,000
  - STEM activity programs

#### 2nd Quarter

- **Midland Parks & Recreation** - $30,000
  - Plymouth Pool upgrades

- **Edenville Township** - $40,000
  - Fire department renovation/ expansion

- **Great Lakes Bay Regional Alliance** - $25,000
  - Middle School mathematics project

#### 3rd Quarter

- **Humane Society of Midland County** - $35,000
  - Vehicle and website upgrades

#### 4th Quarter

- **Homer Township** - $100,000
  - Public safety facility re-roofing project

- **Midland County Road Commission** - $100,000
  - Asphalt recycling program

- **MidMichigan Health Foundation** - $100,000
  - Heart & Vascular Center

- **Shelterhouse** - $100,000
  - Facility relocation

- **Ten16 Recovery Network** - $100,000
  - Facility relocation

- **Village of Sanford** - $100,000
  - Green space mitigation project

- **MCYAC: Young Life** - $9,000
  - Middle School WyldLife program

---

MCYAC = Midland County Youth Action Council
## Our Financials

### Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; cash equivalents</td>
<td>$3,760,979</td>
<td>$3,123,707</td>
</tr>
<tr>
<td>Investments</td>
<td>89,200,979</td>
<td>95,884,546</td>
</tr>
<tr>
<td>Prepaid expenses &amp; other assets</td>
<td>131,440</td>
<td>76,822</td>
</tr>
<tr>
<td>Parks &amp; improvements</td>
<td>668,647</td>
<td>668,647</td>
</tr>
<tr>
<td>Office facility &amp; equipment, net</td>
<td>570,849</td>
<td>602,222</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$94,332,894</strong></td>
<td><strong>$100,355,944</strong></td>
</tr>
</tbody>
</table>

### Liabilities & Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$299,941</td>
<td>$207,922</td>
</tr>
<tr>
<td>Grants payable</td>
<td>240,600</td>
<td>42,117</td>
</tr>
<tr>
<td>Restricted funds</td>
<td>2,179,388</td>
<td>2,300,313</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>2,719,929</strong></td>
<td><strong>2,550,352</strong></td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>89,591,150</td>
<td>95,536,334</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>2,021,815</td>
<td>2,269,258</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>91,612,965</strong></td>
<td><strong>97,805,592</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$94,332,894</strong></td>
<td><strong>$100,355,944</strong></td>
</tr>
</tbody>
</table>

### Revenue & Gains/(Losses) & Other Support

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$7,276,741</td>
<td>$8,809,312</td>
</tr>
<tr>
<td>Investment return, net</td>
<td>(6,133,778)</td>
<td>$12,033,110</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>171,741</td>
<td>75,415</td>
</tr>
<tr>
<td><strong>Total revenues, gains, and other support</strong></td>
<td><strong>1,314,704</strong></td>
<td><strong>20,917,837</strong></td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Developing our talent</td>
<td>1,563,437</td>
<td>1,732,892</td>
</tr>
<tr>
<td>Enriching our community</td>
<td>1,688,067</td>
<td>2,416,158</td>
</tr>
<tr>
<td>Caring for our people</td>
<td>1,844,496</td>
<td>2,726,831</td>
</tr>
<tr>
<td>Building our livelihood</td>
<td>1,581,813</td>
<td>4,955,112</td>
</tr>
<tr>
<td>Support services:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management/general</td>
<td>557,413</td>
<td>526,257</td>
</tr>
<tr>
<td>Fundraising</td>
<td>272,105</td>
<td>258,226</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>7,507,331</strong></td>
<td><strong>12,615,476</strong></td>
</tr>
<tr>
<td>Change in net assets</td>
<td>(6,192,627)</td>
<td>8,302,361</td>
</tr>
<tr>
<td>Net assets, year beginning</td>
<td>97,805,592</td>
<td>99,503,231</td>
</tr>
<tr>
<td>Net assets, year end</td>
<td><strong>$91,612,965</strong></td>
<td><strong>$97,805,592</strong></td>
</tr>
</tbody>
</table>

*Pictured: The new "tool library" is opened thanks in part to a grant from MACF*
## OUR FUNDS

**Investing for the future of Midland County**

With over $94 million in total assets, your community foundation is poised to continue focusing on our mission well into the future. The above dollar amounts represent over 600 individual funds opened throughout our 46-year history. Some are temporary funds, many are endowed, all have a purpose of helping with causes our donors care about.

Any person can make a difference through their gift, large or small, to the Midland Area Community Foundation.

<table>
<thead>
<tr>
<th>Community Investment</th>
<th>Designated Funds</th>
<th>Scholarship Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>$28,696,669</td>
<td>$21,715,353</td>
<td>$17,663,581</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Donor Advised Funds</th>
<th>Agency Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>$9,489,386</td>
<td>$8,057,317</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Field of Interest Funds</th>
<th>Project Funds</th>
<th>Giving Circle Funds</th>
</tr>
</thead>
<tbody>
<tr>
<td>$4,845,425</td>
<td>$3,859,583</td>
<td>$5,580</td>
</tr>
</tbody>
</table>

### Community Investment Funds

**Meeting ever-changing needs**

When you establish a Community Investment Fund, you can address a broad range of local needs, including future needs that often cannot be anticipated today.

### Donor Advised Funds

**A personal approach to giving**

If you want to be actively involved in suggesting uses for your donation, a Donor Advised Fund is the perfect way to do it. It's a simple, powerful, and a highly personal approach to giving, and you can change your focus any time you want.

### Field-of-interest Funds

**Connecting personal values to high-impact opportunities**

If you're passionate about a particular cause (or causes), a Field-of-Interest Fund will allow you to target specific areas of community life such as arts, at-risk youth, community development, or other initiatives.

### Designated Funds

**Helping local organizations sustain and grow**

If you'd like to make a lasting impact for a particular non-profit organization – a senior center, museum, or other organization – a Designated Fund is exactly what you're looking for.

### Agency Funds

**Endowing a nonprofit organization**

Several nonprofit organizations (and/or their donors) have established an Agency Fund with us. It's a simple and efficient way to build an endowment and help create sustainability for local nonprofits.

### Scholarship Funds

**Investing in deserving students**

If education is your thing, then establishing a Scholarship Fund will allow you to help hardworking area students achieve their lifetime dreams. Scholarship funds are a great way to memorialize a loved one or honor a family/individual.

### Project Funds

**Focus on fundraising, not fund management**

If you're working on a short-term community project, a Project Fund is the ideal vehicle. We'll manage all accounting, tax receipts, and donor communication, so you can focus on fundraising.

### Giving Circle Funds

**Giving with a group**

A Giving Circle Fund is a great opportunity to combine your contributions with other like-minded individuals so that everyone can collectively make a lasting difference on the causes they value. We'll manage the details while your group focuses on raising funds.
LEAVE A...

Members of the Legacy Society have chosen to include the community foundation in their estate plans. The goal of the Legacy Society is to recognize and honor members for their foresight, dedication, and philanthropic spirit.

Planned giving does not require a large income or vast estate, only a thoughtful intention to make a difference in your community. To learn more about the Legacy Society, contact us at 989.839.9661.

Pictured: “Main St Glow” in Downtown Midland
Our STAFF

Sharon Mortensen
President & CEO

Laura Dittenber
Administrative Assistant

Dave Kell
Director of Finance

Heather Crowl
Scholarship Coordinator/Accounting Clerk

Sara JacobsCarter
Youth Action Council Coordinator

Melissa Kesterson
Program Officer

Emily Schafer
Development Officer

Ben Tierney
Communications Officer

Doug Wright
CCAN Coordinator

Your COMMUNITY FOUNDATION
FOR GOOD. FOR EVER.

L to R: Carol Miller (Vice Chair), Kay Wagner, Jeff Hert, Dave Marsh, Sharon Mortensen (President & CEO), Beth Swift, Duncan Stuart (Chair), Jim Nigro, Michael Rogers, Dick Touvell (Secretary), Rod Coleman (Treasurer)

Not pictured: Mary Gorte, John Hatfield, Katie Horning, Jon Lynch, Angela Sheets

Pictured: Trustee Beth Swift welcomes guests to the Ripple Effect event