

October 11–13, 2004

Hilton Minneapolis Hotel
and
Minneapolis Convention Center
Twin Cities, Minnesota

DELIVERING ON OUR PROMISE INNOVATION

IMPACT

INTEGRITY

20th Fall Conference for Community Foundations



COUNCIL *on* FOUNDATIONS

www.cof.org

DEAR COLLEAGUE



Please join us at the Council on Foundation's 20th Fall Conference for Community Foundations, to be held October 11-13, 2004, in the Twin Cities of Minneapolis and Saint Paul.

As leaders in philanthropy, all of us care deeply about making thoughtful, creative and effective investments in the people and communities we serve. Striving for these high standards is not an option; it is our obligation, so that we may be worthy of the public's commitment and trust. This year's conference theme, **Delivering on our Promise: Impact, Innovation and Integrity**, encourages attendees to think more deeply about the multi-faceted issues of accountability, responsibility, transparency and impact for community foundations. The theme is designed to examine the tactics and mechanics of pursuing the public good, serving stakeholders effectively and managing internal operations. Attendees are invited to delve deeper into why accountability is necessary and how the quality and impact of a community foundation's work can be measured.

Today, the public and the media are taking a closer look at many public and private philanthropic institutions. The field is testing new ways to work with nonprofit groups, to communicate the results of their grants and to support the development of leaders who work for social progress. We recognize that evaluating our staff and boards and encouraging their training and education is very important in this challenging environment. We are addressing concerns about asset management and growth while working together to support local nonprofits, as government at all levels continues to reduce its role. We are interpreting and abiding by regulations and laws and consciously invoking ethical principles to guide our actions.

The 2004 Fall Conference will provide us an opportunity to talk about these issues. More than 1,000 of our community foundation colleagues will gather from around the world to discuss our responsibilities and our progress in delivering on our promise. The conference, developed by a committee of your peers, includes four site visits and an evening networking event at the Science Museum of Minnesota, located in Saint Paul. Special thanks to the staff of the Minneapolis Foundation and the Saint Paul Foundation for helping to showcase the Twin Cities' interesting and diverse communities.

We look forward to seeing you at the Fall Conference as you add your voice to the continuing conversation about philanthropy and preserving the public trust.

Sincerely,

Dorothy S. Ridings
President and CEO
Council on Foundations

Terri Lee Freeman
Chair, 2004 Fall Conference
Planning Committee and
President, Community Foundation of the
National Capital Region

FALL CONFERENCE PLANNING COMMITTEE

TERRI LEE FREEMAN
(CHAIR)
President
*Community Foundation of the
National Capital Region*

ERIC ANDERSON
Community Philanthropy
Officer
The Minneapolis Foundation

**CATHERINE "CALI"
BROOKS**
Executive Director
Adirondack Community Trust

BECKY CAIN
President and CEO
*The Greater Kanawha Valley
Foundation*

EMMETT CARSON
President and CEO
The Minneapolis Foundation

MARIGRACE DETERS
Associate Vice President,
Community Philanthropy
The Minneapolis Foundation

FAYE D'OPAL
Board Chair
Marin Community Foundation

HEATHER GEE
Director of Development
Services
The Philadelphia Foundation

RANDI HEWIT
Program Officer
*Community Foundation of the
Elmira-Corning Area, Inc.*

WANDA JENKINS
Operations Coordinator
*The Community Foundation of
the Chattahoochee Valley*

STEVE JOUL
President
*Central Minnesota Community
Foundation*

SANDY KILLION
Senior Program Officer
*Community Foundation of
Greater Birmingham*

BILL KING
President
*Minnesota Council on
Foundations*

SUSAN KOROSK
Financial Officer
*The Community Foundation of
Herkimer & Oneida Counties*

CHRIS LANGER
Vice President, Marketing &
Communications
The Minneapolis Foundation

RUBY LEE
Program Officer
The Saint Paul Foundation

MICHELLE MCGURK
Director of Communications
*Community Foundation Silicon
Valley*

ROSE MEISSNER
President
*Community Foundation of St.
Joseph County*

DARANEE PETSOD
Executive Director
*Grantmakers Concerned with
Immigrants and Refugees*

CARLEEN RHODES
President
The Saint Paul Foundation

STEPHEN ROSZELL
Board Member
The Minneapolis Foundation

AILEEN SWEENEY
Controller
Marin Community Foundation

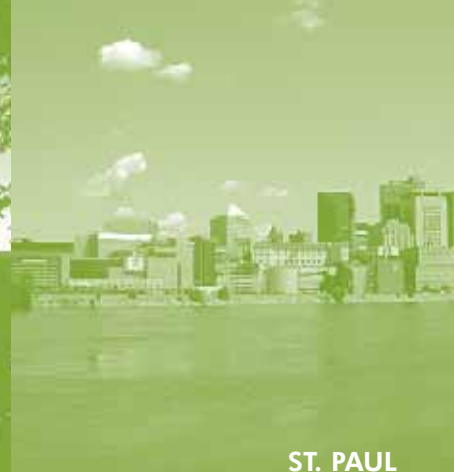
THE TOOL SHOP TOOLS AND RULES FOR COMMUNITY FOUNDATIONS

Offering attendees comprehensive information about important products and services, including those developed by the Community Foundations Leadership Team, THE TOOL SHOP is your one-stop shop. Conveniently located within Resource Central, THE TOOL SHOP will feature products created by and for the community foundation field and will include software and database demonstrations, tutorials and help sessions. Presented throughout the conference at THE TOOL SHOP:

- The Lawyer is In — legal advice from Council attorneys
- NMAT Publisher software demo
- Deal in a Box demo
- Bright Beginnings — Peer Learning Groups information
- CFMarketplace website demo
- Professional Advisor Association Outreach
- Financial Services Deals
- Standards Q&A sessions — Get your individual questions answered here!
- VisonMgr software demo
- Effective Practices database demo
- Seamless Processing
- ImpactMgr software demo
- Ready, Set, Go web seminar demo



MINNEAPOLIS



ST. PAUL

WHO SHOULD ATTEND?

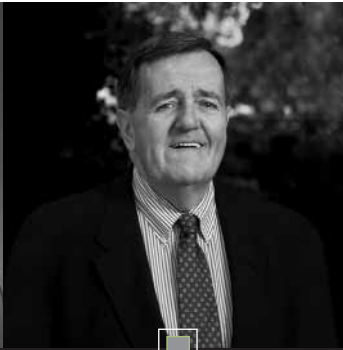
The Fall Conference for Community Foundations offers sessions and events for community foundation board members and professionals of all levels. It's a great way to get the big picture of how to effect social change through grantmaking...as well as the fine points of day-to-day operations in a community foundation.

If you're new to the field of philanthropy, you can attend a relaxed, friendly introduction to the basics of running and governing a community foundation. You will learn formally, through the sessions, and informally, through networking with other board members and community foundation staff doing similar work.

For more experienced grantmakers, some conference sessions are designed to spark discussion on critical issues facing the world of community foundations. At the same time, you'll see and learn what's new and important in the world of community foundations — and gain insights and tools for increasing your own effectiveness.

So, whether you're an experienced hand or a new grantmaking professional, the conference will address issues most relevant to you. Year after year, one of the most popular events produced by the Council on Foundations, the Fall Conference for Community Foundations is an experience that you can't afford to miss!

Featured Speakers



**MONDAY
OCTOBER 11**

8:00 – 8:45 a.m.

State Senator Mee Moua

**TUESDAY
OCTOBER 12**

12:45 – 2:00 p.m.

Mark Shields

ESPECIALLY DESIGNED FOR COMMUNITY FOUNDATION:

- *Board Members*
- *Professional Staff*
- *Donors*
- *Staff and Consultants who work with Community Foundations*

www.cof.org

SEE PAGE 8 FOR DETAILS!

Special Session

SHARING TOGETHER — HOW TO LEAD SUSTAINABLE CHANGE FOR DISADVANTAGED KIDS AND FAMILIES

TUESDAY, OCTOBER 12

2:00 – 7:00 p.m. Minneapolis Foundation

(an easy walk from the conference hotel)

\$300 per pair (CEOs must register for this event; includes dinner) — Limited to CEO and senior program staff pair from 10 community foundations.

Pre-registration required; see Conference registration form, Page 13.

Through a combination of expert advice and peer consultation, explore the internal and external ramifications of exercising community leadership for our most economically distressed neighborhoods and children, youth and families. Participants in this half-day session will be interviewed in advance, and the session will be constructed around themes and challenges that emerge.

Please contact Heather Scott at 202/467-0406 or scoth@cof.org for any questions.

SESSION PLANNING COMMITTEE:

Alicia Philipp, The Community Foundation for Greater Atlanta
Tony Macklin and Harry McFarland, Central Indiana Community Foundation
Doug Jansson, Greater Milwaukee Foundation
Ari Matusiak, The Rhode Island Foundation
Mike Howe, East Bay Community Foundation
Cindy Ballard, Coalition of Community Foundations for Youth
Johnny Danos, Greater Des Moines Foundation

SESSION FACILITATOR:

Ralph Hamilton, Senior Research Associate, Chapin Hall Center for Children at the University of Chicago

37TH ANNUAL FILM & VIDEO FESTIVAL

From a nomination pool of more than 100 programs representing media projects supported by grantmakers, 14 were selected for the 37th Annual Film and Video Festival. The festival offers examples of the role that the moving image can serve in enhancing diverse program goals. There is no stronger tool for engaging people in thinking about social problems and their solutions, as evidenced by the films you will see in the festival throughout the conference.

SUNDAY NIGHT AT THE MOVIES: "FLAG WARS" — MEET THE FILMMAKERS

Buffet Supper, Screening & Discussion
Sunday, October 10
6:30 – 9:30 p.m.

Tickets are free but required. Seats are limited. RSVP by Tuesday, October 5 to Evelyn Gibson at 202/467-0471 or gibse@cof.org.

The Council on Foundations, Grantmakers in Film and Electronic Media and the Jerome Foundation invite grantmaker colleagues to attend a special buffet supper, screening and discussion of one of this year's noted Film and Video Festival winners, and recent Peabody Award winner, "Flag Wars". Aired on the national PBS series POV, this compelling documentary explores the intersections of race, privilege, gender, class and urban development in a Columbus, Ohio, neighborhood where African Americans are struggling to hold on to their homes and heritage while gay and lesbian homebuyers move in seeking fixer-upper opportunities. The yearning for finding home and finding community by diverse members of the same neighborhood, and the need for deeper understanding on all sides becomes a focus of this fascinating film. After the screening, join producers Linda Goode Bryant and Laura Poitras for a thoughtful discussion about the issues raised in the film.

TUESDAY — MEET THE FILMMAKERS

Food, Screening and Discussion: "Bangor: A Proud Past, A Promising Future"
Tuesday, October 12
7:30 – 9:30 p.m.

Tickets are free but required. Seats are limited. RSVP by Tuesday, October 5 to Evelyn Gibson at 202/467-0471 or gibse@cof.org.

The Council on Foundations, Grantmakers in Film and Electronic Media, Neighborhood Funders Group and the Orton Family Foundation are proud to present "Bangor: A Proud Past, A Promising Future". This documentary is a small-scale community video project that examines Bangor, MI, and residents' perspectives of their town, its past and future. Made with an \$8,500 budget and shot with a modest production quality, the video has a powerful purpose: to mobilize a community to invest in itself — and to get others to invest in it. And it has worked. Using the video, Bangor has raised nearly \$1 million in community development grants and put the money to work on community improvements. After the screening, join project participants and Helen Whyte of the Orton Family Foundation, which supports numerous community video projects, for a discussion about the video and its impact on the Bangor community.

SITE VISITS

MONDAY, OCTOBER 11

9:00 a.m. – 12:00 p.m.

REVIVING DOWNTOWNS EFFECTIVELY

Saint Paul is often referred to as one of America's most beautiful capital cities because of its charming European style and its respect for classic architecture, the arts and social values. In the early 1990s, Saint Paul was an urban city in economic distress. Downtown had lost half of the value of its taxable property and retail and businesses were leaving the city at an alarming rate. Participants will learn how strategic approaches to city redevelopment successfully created new leadership, orchestrated effective public/private partnerships and channeled resources that have led to tremendous growth, a working downtown riverfront and a new identity for the city. This site visit will focus on St. Paul's revitalized downtown area, which through its remarkable renaissance has attracted nearly \$3 billion in investment. Participants will visit the Mississippi Riverfront Renewal Projects and the Lowertown Historic District — currently being transformed into an attractive neighborhood for artists, young professionals, empty nesters and others interested in downtown living. After a short walk through St. Paul's Cultural Corridor — home to many arts organizations — participants will hear city officials and representatives from foundations and arts non-profits discuss the challenges and opportunities faced by this renaissance.

2:00 – 5:30 p.m.

TRANSFORMING TWO CITIES

IN MINNEAPOLIS

The Heritage Park redevelopment of the near north side is transforming a 145-acre vacant site that formerly contained public housing and brown field into a stable, affordable and sustainable urban neighborhood on the edge of Minneapolis' downtown area. In 1995, a court order forced the demolition of 770 units of public housing in this part of Minneapolis. Heritage Park was born as an example of a multifaceted response. Private, government and foundation investments offer a real turnaround for this community after decades of economic and social decline. The successful completion of this project will result in a mix-income, mixed-density and culturally diverse and amenity-rich neighborhood.

IN SAINT PAUL

A quick drive to Saint Paul will take you to the East Side neighborhood, home to burgeoning and dynamic immigrant communities, to see how foundations, community agencies and donors have come together to create a unique blend of affordable housing, educational opportunities and community resources. We'll visit the Opportunity Housing Investment Fund — an affordable housing initiative — designed to reduce mobility and help stabilize low-income families with the intent of enhancing academic achievement for students attending the Johnson Achievement Plus School. After a brisk walk through both the school and the adjoining YMCA, this session will conclude with a discussion on social venture capital led by educators, community organizers and donors. The Opportunity Housing Investment Fund is a unique investment strategy where individuals pool their \$5,000 investment to capitalize a revolving fund that will build or rehab 75 units of owner-occupied and rental housing to accommodate the housing needs of low-income families with children at the Achievement Plus School.

TUESDAY, OCTOBER 12

9:00 a.m. – 12:00 p.m.

UNIQUE APPROACHES TO SUSTAINABLE ENERGY DESIGN

IN MINNEAPOLIS

Residents of one of the most economically challenged neighborhoods established the Green Institute in 1993. After defeating plans to open a garbage transfer station in the neighborhood, strategies were developed to create living wage jobs and improve the quality of the urban environment. Located in the heart of a once blighted industrial area and now adjacent to a new Light Rail Line, the Phillips EcoEnterprise Center houses the Green Institute and several nonprofit groups working on environmental and energy issues. Features of the Green Institute include a geo-exchange heating and cooling system, active day lighting, storm water retention and use of salvaged and recycled materials in construction. The American Institute of Architects named Green Institute one of the Earth Day Top 10 green buildings in 2000.

IN SAINT PAUL

What's red hot, cool and green? The answer: District Energy St. Paul. This power plant on St. Paul's riverfront is actually three plants in one: an electrical plant, a heating plant and a cooling plant. Its primary fuel is a plentiful, renewable local product — urban wood waste. This means less pollution, reduced reliance on fossil fuels and cheaper energy for the community. Visit District Energy and learn why President George W. Bush called the company "a model of energy efficiency, diversity and affordability."

2:00 – 5:30 p.m.

EXPERIENCE THE CHANGING FACE OF MINNESOTA'S COMMUNITIES

Experience Minnesota's vibrant and growing immigrant and refugee communities by joining small business owners and nonprofit leaders on a tour of neighborhoods in which immigrant-owned businesses are changing the landscape of the Twin Cities — Minneapolis and Saint Paul. While the influx of immigrants and refugees are too often seen as challenging to communities, these newcomers have helped revitalize Twin Cities neighborhoods by developing an array of small business and community services. Participants will tour Minneapolis Lake Street, home to Mercado Central — Minnesota's first Latino Commercial Center — and the destination and community hub for many of the state's Latino community. En route to Saint Paul, participants will learn about African Development Corporation and the new businesses catering to the newly arrived East African immigrants. Finally, participants will walk along Saint Paul's University Avenue where the Southeast Asian community, especially the Hmong, have re-energized this busy corridor that connects Minneapolis and Saint Paul. Join community leaders and learn more about the steady growth of Minnesota's newcomer communities and the collaborative role that foundations and nonprofits have played in their success.

PRE-CONFERENCE **ACTIVITIES**

THURSDAY, OCTOBER 7 THROUGH SATURDAY, OCTOBER 9

Community Foundation Fundamentals Course

October 7 — 8:30 a.m. – 4:30 p.m.

October 8 — 8:30 a.m. – 5:00 p.m.

October 9 — 8:30 a.m. – 2:30 p.m.

\$595 for COF members; \$845 for non-members (Limited to 40 participants)

This course is for staff and volunteers new to positions in community foundations who often find that their most difficult challenge is putting their arms around exactly what a community foundation is. To register or for more information, see the Council website at www.cof.org or contact Heather Scott at 202/467-0406 or scoth@cof.org.

SUNDAY, OCTOBER 10

Building Strong Foundations through Diversity and Inclusiveness

8:30 – 10:30 a.m.

No charge

We will provide you with gourmet/specialty coffees and scones if you will provide us with your thoughts and ideas. Join us for a dynamic conversation among panelists and conference participants focusing on the sometimes difficult and uncomfortable issues that community foundations face surrounding diversity and inclusiveness.

Legal Seminar

8:00 – 8:30 a.m. Continental Breakfast

8:30 – 11:30 a.m. Seminar

\$85 per person (Includes seminar, breakfast and course outlines)
Pre-registration required; see registration form, page 13.

This course is designed for attorneys, financial advisors, board members and senior staff members who want an in-depth perspective on the legal aspects of community foundations. Topics include: Legal Considerations in Providing Grantmaking and Investment Services to Private Foundations; Fiscal Sponsorship — Doing It Right; and an update on 2004 changes in the laws affecting community foundations. There will be an opportunity for the audience to ask questions about specific problem areas.

Smart Growth and Livable Communities Coffee Klatch

9:00 – 11:00 a.m.

Do you like the way your community is growing and changing? Are things getting better or worse? Join staff of the Funders' Network for Smart Growth and Livable Communities and community foundation colleagues for coffee, healthy snacks and peer-to-peer conversation about what's happening in your community and roles you can play in addressing quality of life issues. Building on pre-conference sessions hosted by the Funders' Network in the past, this informal dialogue is designed to foster peer-to-peer learning and networking. To RSVP, please contact Maureen Lawless at the Funders' Network: 305/667-6350, ext. 205, maureen@fundersnetwork.org.

Welcome to the Field

1:00 – 2:00 p.m.

No charge. Pre-registration required; See registration form, page 13.

Here's a great way to get introduced to the unique world of community foundations! Network with new friends while experienced leaders from community foundations and Council staff give you an orientation to the field, including its major trends and issues. In addition to a better understanding of this complex field, you will gain insights into the important issues that the Community Foundations Leadership Team and its action teams are addressing, and the field-wide resources they are developing.

Grantmaking Basics

1:00 – 5:00 p.m.

\$50 per person

Pre-registration required; see registration form, page 13.

Learn the principles and practices of good grantmaking in community foundations. This session is designed for program officers and others with less than two years of grantmaking experience who want to be sure they know the basics as they apply specifically to community foundations. The session will provide an overview of basic tools, techniques and resources customized to community foundations large and small; urban and rural; new and old. Attendees will learn the steps necessary to develop and manage the grantmaking process, from identifying community issues through measuring success; discover techniques for effective grantmaking from experienced program officers; and identify practices and pitfalls that are unique to community foundations and how to address them to increase the foundation's impact in the community.

Board/CEO Event and Reception: “Personal Leadership in a Changing World”

2:00 – 6:30 p.m.

\$75 per person

Pre-registration required; see registration form, page 13.

Dr. Karen McNeil-Miller from the Center for Creative Leadership uses film, case studies and table discussions to illustrate four leadership models for chief executive officers and board members. You will recognize and analyze the key roles, identify your personal style within those roles and assess both the positive and negative aspects of your personal leadership style.

Immediately following the session there will be a social reception from 5:00 – 6:30 p.m. For more information, contact Ellen Bryson at the Council on Foundations at 202/467-0438, or e-mail her at bryse@cof.org.

ProNet Business Meeting & Reception at Solera Restaurant

5:00 – 6:30 p.m.

\$35 per person

Pre-registration required; see registration form, page 13.

Sponsored by ProNet (the Program Officers Network), a professional group dedicated to providing leadership on grantmaking and programmatic issues facing community foundations. Join us where it all began — in Minneapolis! A few years ago, some program folks gathered at the fall conference in Minneapolis and, as program folks tend to do, started talking about ways they could collaboratively help each other to do their jobs better. Help us celebrate how far we’ve come at a brief business meeting and cocktail reception at Solera Restaurant (mere blocks from the Minneapolis Hilton).

Matters of the Heart, Orpheus Theatre

6:30 p.m.

Feel free to continue the fun at the neighboring Orpheus Theatre by attending *Matters of the Heart*, starring Patti LuPone. This brand new show starring the Tony Award-winner of *Evita* and *Anything Goes* features a wide range of songs from Joni Mitchell to Rodgers & Hammerstein and Randy Newman to Stephen Sondheim. Conceived and directed by Scott Wittman (*Hairspray*), *Matters of the Heart* is a memorable, intimate evening dealing with the affairs, the crimes and the mysteries of the heart. For information and to purchase tickets, please visit www.hennepintheatredistrict.com. ProNet encourages anyone interested in a night on the town to join us!

For more information, please contact Randi Hewit, The Community Foundation of the Elmira-Corning Area, at 607/734-6412.

CommA Membership Meeting and Dinner

4:00 – 5:00 p.m. Membership Meeting

5:30 – 8:00 p.m. Dinner at Tiburon Caribbean Bistro

\$35 per person

Pre-registration required; see registration form, page 13.

Sponsored by CommA, an association of community foundation communicators affiliated with the Council on Foundations, working to enhance and empower communications in the field. Meet your CommArades for dinner and enjoy foods from Cuba to Cozumel. The warmth of the Caribbean is just a short (possibly brisk) walk from the hotel and convention center.

FAOG Business Meeting & Dinner

4:00 – 5:30 p.m. Business Meeting

6:00 – 9:00 p.m. Dinner at Windows on Minnesota

\$50 per person

Pre-registration required; see registration form, page 13.

Sponsored by FAOG (Fiscal and Administrative Officers Group), a national group of community foundation fiscal and administrative professionals affiliated with the Council on Foundations. FAOG provides professional enhancements and development and takes the lead in establishing and communicating standards for the financial and administrative functions for community foundations. For more information, contact Ellen Ammerman, Community Foundation Silicon Valley at eammerman@cfsv.org.

This year’s dinner, to be held at Windows on Minnesota, will include delicious food as well as great views of the Twin Cities. For more information, contact Judy Lundeen, The Minneapolis Foundation, at jlundeen@mplsfoundation.org.

AdNet Networking Event at Solera Restaurant

5:30 – 7:30 p.m.

Event at Solera Restaurant

\$30 per person

Pre-registration required; see registration form, page 13.

Get the Fall Conference off to a great start with your AdNet (the Advancement Network of Community Foundations) colleagues at Solera Restaurant, a hip and happening tapas destination just a few blocks from the conference hotel. \$30 per person includes your first drink and “enchantingly great food” (Dara Moskowitz, *CityPages*, 8/27/03). For more information, contact Sheryl Aikman at 828/254-4960 or aikman@cfwnc.org or any member of the AdNet Steering Committee.

CONFERENCE AT A GLANCE

MONDAY, OCTOBER 11

OPENING GENERAL SESSION

"Welcome to the Twin Cities"



State Senator Mee Moua

By winning 60 percent of the vote in 2002, State Senator Mee Moua became the first Hmong-American state legislator in the nation. Born in war-torn Laos in 1969, she escaped to Thailand with her family at the age of five and lived in a refugee camp before resettling in the United States in 1978.

Moua is an attorney, passionate leader and an important catalyst for change in the Twin Cities. Giving a strong voice at the Minnesota State Legislature, she continues to champion many important local issues including economic development, neighborhood safety, improving the quality of education and affordable housing.

Moua will talk about her experiences as an immigrant to the United States, her rise to success as our nation's first Hmong-elected official and how important and powerful your community can be.

NETWORKING EVENT

Science Museum of Minnesota

With panoramic views of the Mississippi River, award-winning architecture and priceless "décor" from a collection that spans millions of years, the Science Museum has all the ingredients for making this year's Networking Event one to remember. Join your colleagues and enjoy drinks, hors d'oeuvres and all that the museum has to offer.

TUESDAY, OCTOBER 12

PLENARY LUNCHEON

Syndicated Columnist and Moderator for CNN's "The Capital Gang"



Mark Shields

Called the "wittiest political journalist in America" by *The Wall Street Journal* and a "walking almanac of American politics" by *The Washington Post*, Mark Shields has that unique ability to make audiences laugh and think. His frequently quoted wit is grounded in the wisdom of 30 years spent covering American politics from the courthouse to the White House. Always topical, always on the edge, his late-breaking observations emerge from a career that spans eight presidents. In this enlightening and entertaining presentation, Mark Shields will share his first-hand account and impressions of the current state of Washington politics.

MONDAY, OCTOBER 11

8:00 – 8:45 a.m. Opening General Session

"Welcome to the Twin Cities"

State Senator Mee Moua

9:00 – 10:30 a.m. Concurrent Sessions

- Sarbanes-Oxley: What it Means for Your Community Foundation
- Why are Community Foundations Failing the Test of True Equity and Inclusion?
- Heart of Community Foundation Governance
- Community Foundations Meet Family Philanthropy — Stepping into the Future
- New Conversations about Race: Strategies for Addressing Challenging Community Issues
- Community Engagement is the Key to Impact
- Telling the Community Foundation Story Through the Media

11:00 a.m. – 12:30 p.m. Concurrent Sessions

- Keys to a Successful Board
- Foundations in the Spotlight: Implications for Community Foundations
- SpectrumTrust: Endowments for Social Change Across Communities of Color
- Oil and Water? Politics, Money and Community Foundations
- Beyond Grantmaking: Community Investing for Change
- The Impact of Partnerships: Financial Institutions and Community Foundations
- Small Foundations, Big Ideas

12:45 – 2:00 p.m. Luncheon Plenary

2:30 – 4:00 p.m. Concurrent Sessions

- What Boards Need to Know about Form 990
- Looking Ahead, Planning Now
- How to Prepare for Media Scrutiny
- Building Endowments Using the Successful *Endow Iowa* Model
- Investing in the American Dream: Philanthropy and Immigrant Integration
- National Marketing Action Team Update: Putting the Tools to Work in Your Community
- Bringing Benefit Costs Back Down to Earth
- Public — Private Sector Collaborations

4:30 – 6:00 p.m. Concurrent Sessions

- The IRS Audit — How to Prepare Now
- Community Foundations and Economic Development: Strategies for Maximum Impact
- Foundation Excellence: How Will You Know When You Are There?
- The Unique Challenges Facing Community Foundation Boards
- A Foundation Guide for Growing Black Philanthropy During Challenging Times
- Technology Steering Committee Update: Real Technology Solutions
- Fundamentals of Foundation Investments for Boards
- Unlimited Love: The Potential and Promise for the Community Foundation Field
- Community Demographics and Native American Foundations

6:30 – 8:30 p.m. Networking Event

Science Museum of Minnesota

TUESDAY, OCTOBER 12

7:45 – 8:45 a.m. Community Foundations Leadership Team Open Forum

9:00 – 10:30 a.m. Concurrent Sessions

- Life Cycles of a Community Foundation
- Engaging Boards for More Effective Service at Home
- Overcoming Competition to be Collaborators
- Next Steps for U.S. National Standards
- No More "Me Too" Marketing — New Ideas from the Nonprofit World
- Finding Meaning in Grantee Information — Part I
- Human Resources 101
- Washington Update
- Regional Alliances and Small Community Foundation Sustainability

11:00 a.m. – 12:30 p.m. Concurrent Sessions

- Looking Back in Order to Look Forward: Where Has the Cost Data Taken Us?
- Successor Advisors and a Community Foundation's Best Role
- Ethics: A Daring Conversation on the Good, the Bad, Duty and Obligation
- Finding Meaning in Grantee Information — Part II
- Responding to a Community Crisis: Pitfalls and Possibilities
- Innovative Strategies for Getting Maximum Impact from E-communications
- Local Impact and Global Reach
- Community Foundations and Sports Wealth: Opportunities and Challenges

12:45 – 2:00 p.m. Plenary Luncheon

Mark Shields

Syndicated Columnist and Moderator for CNN's "The Capital Gang"

2:30 – 4:00 p.m. Concurrent Sessions

- Basics of Investing, Accounting and Taxation
- Foundation Strategy Group Cost Study-Redux
- Growing Rural Assets Through Affiliates: Tools and Rules
- Approaches to Achieving Organizational Effectiveness Among Community Foundations Today
- What's Good for the Goose is Good for the Grantor
- Brightest of the Bright Ideas for Using the National Marketing Materials
- The Value of Regional Marketing Collaboration
- Challenging Gifts: Real Estate and Other Hard to Value Assets
- Building a Young Leaders Fund for Philanthropy and Civic Engagement

4:30 – 6:00 p.m. Concurrent Sessions

- Alternative Investments and Hedge Fund Basics
- Finance, Technology and Human Resources Roundtables
- Community Foundations and Community Mediation: Partnering for Better Communities
- Local Collaboration to Improve Nonprofit Performance
- The Accidental Communicator — Budget Stretches for a Stretched Staff
- Effective Practices Showcase
- Seize the Opportunity — Build Strong Relationships with Professional Advisors
- When a Donor Wants to Give Internationally, Options for Community Foundations

WEDNESDAY, OCTOBER 13**8:00 – 9:30 a.m. Breakfast Roundtables****10:00 – 11:30 a.m. Concurrent Sessions**

- In Pursuit of Important Trivia: IT Answers for the Small Shop
- 2003 Investment Survey Results
- ETC! — Your Source for Development/Donor Service Questions Still Burning
- After Marketing: The Importance of the Entire Community Foundation Experience to Donors
- Can You Really Afford that New Scholarship Fund?
- CommUNITY — How Two Community Foundations Catalyzed Innovation, Impact and Involvement
- Building Communications Capacity: Lessons from the Community Foundation Initiative
- Making Time and Space for Accountability
- Strategic Partnerships to End Homelessness

12:00 – 1:30 p.m. Closing Plenary Luncheon*Tuesday Evening Receptions***NEIGHBORHOOD FUNDERS GROUP****6:30 – 7:30 p.m.**

Join the Neighborhood Funders Group for a wine and cheese reception to learn more about our resource for community foundations. NFG and Aspen Institute Community Strategies Group have developed a set of tools and resources specifically for community foundation donors who have an interest in community development and poverty alleviation. Join your colleagues for the reception and short presentation to learn about this exiting resource for community foundations and donors. For more information, please contact Spence Limbocker at the Neighborhood Funders Group at 202/833-4690.

NATIONAL LESBIAN AND GAY COMMUNITY FUNDING PARTNERSHIP RECEPTION**6:30 – 8:00 p.m.**

The National Lesbian and Gay Community Funding Partnership invites you to join your colleagues for a reception to network and hear from community foundation leaders about how you can participate in this unique and successful funding partnership program. For more information, contact Nancy Cunningham at Funders for Gay and Lesbian Issues at 212/475-2930.

INTERNATIONAL PROGRAMS RECEPTION**6:30 – 8:30 p.m.**

We will honor our international colleagues attending the conference at a reception hosted by the International Programs department. Meet and mingle with other global thinkers and doers! For more information, contact Isabelle Mack at the Council on Foundations at 202/467-0435 or macki@cof.org.

CONFERENCE LOCATION, HOUSING AND REGISTRATION

IT'S EASY TO GET TO MINNEAPOLIS!

No matter where you are, getting to Minneapolis is easy. Nonstop flights includes:

CHICAGO: 1 hr. 20 min.

DETROIT: 1 hr. 45 min.

NEW YORK: 2 hr. 35 min.

DENVER: 2 hr. 25 min.

ST. LOUIS: 1 hr. 40 min.

DALLAS: 2 hr. 35 min.

ATLANTA: 2 hr. 35 min.

PHOENIX: 3 hr. 25 min.

SEATTLE: 3 hr. 45 min.

WASHINGTON, DC: 2 hr. 20 min.

LOS ANGELES: 3 hr. 35 min.

BOSTON: 2 hr. 50 min.

SAN FRANCISCO: 4 hr. 15 min.

PHILADELPHIA: 2 hr. 45 min.

MEMPHIS: 2 hr. 5 min.

HOUSING

The conference will be held at the Hilton Minneapolis and the Minneapolis Convention Center. Sleeping rooms are available at the Hilton Minneapolis and at the Marquette Hotel. Single occupancy rooms are \$167 and double occupancy rooms are \$177 at the Hilton and \$175 single and double occupancy at the Marquette Hotel. Hotel tax is currently 12%.

Hilton Minneapolis

1001 Marquette Avenue
Minneapolis, MN 55403
P: 612/376-1000
F: 612/397-4875

Marquette Hotel

710 Marquette Avenue
Minneapolis, MN 55422
P: 612/333-4545
F: 612/376-7419

To reserve a hotel room, you must also register for the conference. Hotel rooms must be reserved using the conference registration form on pages 13–14 until August 20, 2004. Please mark your first and second choices on the form. There is no guarantee that you will get your first choice in hotels, so please check your confirmation closely. Council staff will forward your registration to the hotel. After August 20, please call the hotels directly to make your reservation, at which time rooms will be available on a first-come, first-served basis at the conference rate. All reservations require a first night's credit card deposit, refundable if cancelled at least 72 hours prior to arrival. You will receive confirmation directly from the hotel approximately 10 days after receipt by the Council.

Changes or cancellations to your room reservation prior to August 20 must be made in writing after you receive your confirmation number from the hotel. All changes should be faxed to 202/785-3926 or e-mailed to confreg@cof.org. After August 20, please call the hotel directly to cancel your room or to make any changes.

Please call the conference registration hotline at 202/467-0260 with any questions.

Please note: Hotel guests who depart early without notifying the hotel at check-in will be charged an early departure fee of \$75.

REGISTRATION

How to Register

Complete the Registration/Housing form on pages 13–14 and forward it to the Council using the fax number or address on the form. Confirmations will be sent by e-mail approximately 10 business days after receipt.

Multiple Registration Discount

The multiple registration discount is available to members of the Council. The first three full conference registrants must pay the FULL conference rate (\$650). All other full conference registrants from the same organization will receive the multiple registration rate of \$550. All registration forms and payments must be received by August 13.

Discount for Foundations with Assets Less Than \$5 Million

This per person discount is offered to one staff person and one board member of a Council member organization, if registration forms are received by August 13.

CANCELLATIONS

Cancellations must be submitted in writing. Fax your cancellation to 202/785-3926 or e-mail confreg@cof.org. Cancellation fees will be assessed as follows:

Cancellation through September 3:

Full refund minus \$50 cancellation fee

Cancellation on September 4 through

October 4: 50% of conference fees

Cancellation on or after October 5:

No refund available

PENDING MEMBERS

Non-members must pay non-member registration fees. Pending membership application or applications sent with the registration form do not qualify for registration at the member rate. If the non-member fee is paid for the conference and your Council membership is approved by December 31, 2004, the difference in member versus non-member conference fees will be credited to your organization's due payment. Please call the Membership Services staff at 202/467-0463 for more information.

CONFIRMATIONS

Please don't forget to include your e-mail address on your registration form. Due to the high volume of registrations, the Council is unable to confirm conference registration by phone.

NAME BADGES

Your name badge serves as your ticket and is required for admission to all conference functions, including meals, sessions and the evening networking event. Board members and trustees of foundations can be identified by conference ribbons.

ELIGIBILITY POLICY

Conference registration is open to all Council on Foundations members. Non-member organizations should refer to the eligibility guidelines below. If you are unsure about your eligibility to attend, please write or phone the Council's Membership Services at membership@cof.org or 202/467-0463.

U.S.-based Community Foundations

Submit a copy of your organization's IRS determination letter and most recent Form 990 along with a copy of the most recent annual report or a letter describing the goals of the grantmaking program, including any limitations based on geography, grant subject matter or other factors. The foundation must also meet the following criteria:

- The building of an endowment is central to the nature of the foundation;
- It serves a specific geographic area;
- Within the geographic area, its grants affect a broad range of community life;
- It has public charity status; and
- It is primarily a service to donors.

U.S.-based Public Foundations

Non-members are eligible to attend only if they meet the following criteria:

- The foundation's direct grant program is at least \$60,000 per year;
- At least 50 percent of the total organization budget is for direct grants to multiple individuals or organizations (not just to subsidiary chapters or organizations and/or to pre-selected grantee organizations, as in federated funds); and
- Funding is predominantly private rather than public (governmental).

If your foundation meets these criteria, the Council on Foundations must receive your registration form and the following must be received by August 13 (on-site registration will not be available):

- A copy of the latest Form 990 complete with all schedules;
- A copy of your organization's IRS determination letter; and
- A copy of the latest annual report or a letter (signed by an officer of the organization) providing a brief history of the organization's charitable activities, including the goals of the grantmaking program and any limitations based on geography, grant subject matter or other factors.

In your cover letter, please confirm that you will respect the Council's no-solicitation rule, which ensures an environment where grantmakers can improve their grantmaking skills and peer network free from grant or business solicitation.

Other Foundations/Corporate Giving Programs

Your organization's listing in the *Foundation Directory* or *Guide to U.S. Foundations* may suffice. If no such listing exists, please submit the following:

- For a nonmember private, operating or company foundation, a copy of the organization's IRS determination letter.
- For a nonmember corporate giving program, a copy of the latest annual report or a letter (signed by an officer of the organization) providing the goals of the grantmaking program, including any limitations based on geography, office location, grant subject matter or other factors, plus the name, address and phone number of the contact for grant information.

Foundations Based Outside the United States

Non-member grantmaking organizations based outside the United States should submit the following:

- A copy of the latest annual report or a letter (signed by an officer of the organization) providing a brief history of the organization's charitable activities, including the goals of the grantmaking program and any limitations based on geography, grant subject matter or other factors; and
- Complete financial statements (preferably the English translation) for the most recent fiscal year, establishing that the organization's primary activity is:

- (1) the operation of a grant program for direct grants to multiple individuals or organizations (typically defined as a grant program that is at least 40 percent of the total organizational budget and at least U.S. \$25,000 per year);
- (2) not relevant to corporate giving programs; and
- (3) funding is predominantly from nongovernmental sources.

Banks and Trust Companies

Non-member representatives from banks, trust companies and organizations that manage trust funds are eligible to attend if they are sponsored by a member foundation/corporation. To qualify for the member rate, they must register under that foundation/corporation. Representatives who wish to register under the name of a bank, trust company or managing organization must pay the non-member rate.

Consultants/Legal Counsel

Foundations/corporations wishing to register active consultants/legal counsel must register them under the foundation/corporation name. In addition, they must include a letter from the sponsoring organization noting that the registrant is an active consultant of the foundation/corporation.

Media

All conference sessions are open to the news media. Representatives of nonprofit organization newsletters with no general circulation or paid subscription base are not considered members of the working press and news media. For more information, please contact Jeff Martin, the Council's director of media relations, at 202/467-0265.

Federal Government Officials

Federal government officials whose primary responsibilities are grantmaking programs may attend. You must include a letter or printed material explaining the nature of the grantmaking activities.

Non-members of the Council on Foundations

Non-members should not make travel arrangements until the Council confirms eligibility to register. Submission of requested documents does not guarantee eligibility to attend the Fall Conference for Community Foundations.

Exhibit! Sponsor! Advertise!

Not eligible to register but still want to be a part of the Council on Foundations 2004 Fall Conference for Community Foundations? Consider being an exhibitor, advertiser or sponsor. Whether you choose one or more of these options, you and your company can inform grantmaking executives about your services.

To find out more, contact Bob Shoe at 202/467-0287 or visit our website at www.cof.org.

CONFERENCE GENERAL INFORMATION



AIRLINE CARRIERS

The Council on Foundations has arranged for special airfares to Minneapolis on United, Delta and Northwest Airlines. You or your travel agent can make reservations by using the following ID codes:

Airline	Toll-Free Number	Refer to Number:
Delta	800/241-6760	199490 A
United	800/521-4041	549 TR
Northwest	800/328-1111	NY883

ATTIRE

Business-casual dress is recommended for the conference. Because meeting room temperatures can vary, we recommend that attendees bring jackets or sweaters.

COUNCIL POLICIES

The Council is firmly committed to fair employment practices, inclusiveness and the prohibition of sexual harassment of employees by staff, visitors or members. If you would like information on these and other policies, please contact the Council's executive office at 202/466-5612.

MEDIA

Members of the media should request press credentials from the Council on Foundations Media Relations department. For more information, please contact Jeff Martin, director of media relations, at 202/467-0265.

MEALS

The following meals are included in your registration fee on the day(s) for which you have registered:

MONDAY Breakfast, Lunch, Evening Networking Event

TUESDAY Breakfast, Lunch

WEDNESDAY Breakfast, Lunch

A limited number of extra meal tickets will be available for purchase at the registration desk by individuals who are eligible for conference registration.

PRESENTERS

For the most current information about session presenters, please visit www.cof.org. Complete information on moderators and presenters will be included in the final program distributed at the conference.

RESOURCE CENTRAL

Located in Ballroom B of the Minneapolis Convention Center, Level One, Resource Central serves as a general meeting place, as well as the site of Cyber Café for Internet users. You will find exhibitor showcases and information on diverse program topics and affinity groups, as well as publications from the Council and sample resources from member foundations and corporate giving programs. Your conference materials will include a detailed Resource Central directory. **Come to Resource Central to:**

1. Talk with colleagues, relax or indulge in light refreshments;
2. Check your e-mail or surf the Internet at the Cyber Café;
3. Learn about the latest products and services at exhibitor booths;
4. Get details about services provided by the Council on Foundations;
5. Purchase Council publications;
6. Collect annual reports; and
7. Learn about the affinity groups that can help your grantmaking.

Pick up your name badge and registration material — you'll receive a comprehensive collection of foundation resources.

WHO TO CONTACT FOR ADDITIONAL INFORMATION

Additional Brochures
Patricia Pasatiempo
 202/467-0393
pasap@cof.org

Registration & Hotel Information
Michele Dunston & Belinda Forrest
 202/467-0260
confreg@cof.org

Program Content
Heather Scott
 202/467-0406
scoth@cof.org

Eligibility
Anita Marsh
 202/467-0463
marsa@cof.org

Exhibits/Resource Central
Bob Shoe
 202/467-0287
shoeb@cof.org

2004 Fall Conference for Community Foundations Housing & Registration Form

FAX completed registration form with credit card information to 202/785-3926

Or **MAIL** the form with payment to:
Council on Foundations
Conferences
P.O. Box 630422
Baltimore, MD 21263-0422

Registration is also available **ONLINE** at www.cof.org

After September 10, 2004, please **DO NOT** register by mail; instead register online or fax your form with your credit card information.

Additional Information

- Check here if you do not wish to receive information from exhibitors & sponsors before the conference.
- Check here if you do not wish to receive information from grantmaker service organizations (e.g., regional associations) before the conference.

Information on the Foundation/Organization You Are Representing

Foundation/Organization Name _____
Address _____
City/State/Zip/Country _____
Organization Main Phone _____ Organization Main Fax _____
Year your foundation was established _____
Your foundation's approximate yearly assets _____
Your foundation's approximate yearly grant level _____
Type of organization (family foundation, community foundation, regional association, etc.) _____

Registrant's Personal Information

Full Name _____
First Name/Nickname (for badge) _____
Title _____
E-mail address _____
Year you entered the philanthropic field _____

Check here if you are a first-time Fall Conference Attendee.

Relationship to the Foundation Represented (Check all that apply):

- | | |
|---|---|
| <input type="checkbox"/> CEO/Executive Director/President | <input type="checkbox"/> Board Member/Trustee |
| <input type="checkbox"/> Administrative Staff | <input type="checkbox"/> Donor Services Staff |
| <input type="checkbox"/> Financial Staff | <input type="checkbox"/> Development Staff |
| <input type="checkbox"/> Program Staff | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Communications Staff | |

Registrant's Mailing Address for Conference Information (If different from above)

Address _____
City/State/Zip/Country _____
Phone _____ Fax _____

Special Needs

Please list accessibility requirements you might have:

If you have a special dietary need, please check one: Vegetarian Kosher Diabetic Non-Dairy

Continued on Next Page

Registration

Check the appropriate box(es) and enter the cost in the column on the right. Total all fees at the end. All fees are in U.S. dollars.

CONFERENCE	Postmarked by 8/13	Postmarked After 8/13	Total
<input type="checkbox"/> Full Conference Member	\$650 USD	\$800 USD	
<input type="checkbox"/> Full Conference Non-Member	\$1,300 USD	\$1,450 USD	
<input type="checkbox"/> Spouse Registration <i>(Please complete spouse information below)</i>	\$375 USD	\$525 USD	
<input type="checkbox"/> Full Conference Multiple Registration Discount*	\$550 USD	N/A	
<input type="checkbox"/> Full Conference Special Fee**	\$550 USD	\$600 USD	
<input type="checkbox"/> Board Member Package***	\$260 USD	\$285 USD	
PARTIAL CONFERENCE	Monday	Tuesday	
<input type="checkbox"/> Member	\$310 USD	\$285 USD	\$280 USD
<input type="checkbox"/> Non-Member	\$490 USD	\$465 USD	\$465 USD
<input type="checkbox"/> Spouse	\$175 USD	\$150 USD	\$150 USD
OPTIONAL EVENTS			Cost
<input type="checkbox"/> Legal Seminar (Legal), Sunday 8:00 – 11:30 a.m.			\$85 USD
<input type="checkbox"/> Welcome to the Field Lunch (Welcome), Sunday 1:00 – 2:00 p.m.			No Charge
<input type="checkbox"/> Grantmaking Basics (S1A), Sunday 1:00 – 5:00 p.m.			\$50 USD
<input type="checkbox"/> Sharing Together (S2A) — How to Lead Sustainable Change for Disadvantaged Kids and Families, Tuesday 2:00 – 7:00 p.m. _____ <small>Name of additional staff person attending.</small>			\$300 USD per pair
<input type="checkbox"/> Board/CEO Event (Board), Sunday 2:00 – 6:30 p.m.			\$75 USD
<input type="checkbox"/> ProNet Business Meeting and Reception (ProNet), Sunday 5:00 – 6:30 p.m.			\$35 USD
<input type="checkbox"/> FAOG Dinner (FAOG), Sunday 6:00 – 9:00 p.m.			\$50 USD
<input type="checkbox"/> ADNET Networking Event (ADNET), Sunday 5:30 – 7:30 p.m.			\$30 USD
<input type="checkbox"/> CommA Membership Meeting and Dinner (CommA), Sunday 5:30 – 8:00 p.m.			\$35 USD
TOTAL FEES DUE:			

*Three people from a member organization must first pay the full conference fee.

** Per person fee available to member foundations with assets of less than \$5 million for one staff person and one board member per foundation.

***Available only to Council members. Includes Board/CEO Event on Sunday and all Monday activities.

Housing Reservation and Payment

You can reserve your hotel room with this form if received at the Council by August 20. Indicate your first and second choice below. Please check your confirmation closely. Your first choice is not guaranteed. After August 20, you must call the hotel directly to make your reservation. See page 10 for more details.

HILTON MINNEAPOLIS

- \$167 Single
 \$177 Double

MARQUETTE HOTEL

- \$175 Single
 \$175 Double

Arrival Date _____ Departure Date _____

Room Type: Single Double

Requests: Smoking Non-smoking One bed
 Two beds Handicap accessible room

A credit card deposit is required to reserve your room.

American Express MasterCard Visa

Name on Card _____

Account Number _____ Exp. Date _____

Signature of Card Holder _____

Registration Payment

Registrations will not be processed without payment. Only credit card payments can be faxed.

- Check enclosed (made payable to the Council on Foundations in U.S. funds only)
 Use the same credit used for housing payment. Use another credit card
 American Express MasterCard Visa

Name on Card _____

Credit Card # _____ Exp. Date _____

I authorize the Council on Foundations to charge my credit card for the conference fees as indicated above. If I have miscalculated the conference fees, I authorize the Council on Foundations to make the necessary adjustments and to charge my credit card accordingly.

Signature of Card Holder _____

Spouse Information for Name Badge *(if registering)*

Full Name _____

First Name/Nickname (for badge) _____

2004 Fall Conference for Community Foundations Roundtable Discussion Form

WEDNESDAY: October 13, 2004

8:00 – 9:30 a.m.

Do you have an issue you'd like to discuss with your colleagues during the conference? Take advantage of the Roundtable Discussion breakfast. Simply fill out and return this form with the topic you choose. One topic will be assigned to each 10-person table. We will provide a listing of all topics offered and the designated table for the discussion at the conference. You and others interested in the topic can discuss the issue over an informal breakfast that we will provide.

This is a great opportunity to build a network of peers interested in the same issue. You can discuss a funding area, geographic region or issue facing your foundation, or share experiences and lessons learned in grantmaking, governance or day-to-day foundation management. It's also an excellent way to gather new ideas from your peers or find out how to resolve challenges your organization may be experiencing.

To submit a topic for discussion, please complete this form and return it to the Council by Wednesday, October 6, 2004.

After Wednesday, October 6, please bring the form to the on-site registration desk in Resource Central.

Topic (a title or brief phrase) _____

Discussion Leader _____

Organization _____

Phone _____

Fax _____

E-mail _____

Submitted by _____

Phone _____

Fax _____

E-mail _____

Return by Wednesday, October 6, 2004

Fax to:
202/835-2906

Mail to:
Fall Conference Roundtable Discussions
Council on Foundations
Attn: Heather Scott
1828 L Street, NW, Suite 300
Washington, DC 20036

20th Fall Conference for Community Foundations

DELIVERING ON OUR PROMISE:

**IMPACT, INNOVATION AND
INTEGRITY**

The Twin Cities

October 11–13, 2004

THE FALL CONFERENCE FOR COMMUNITY FOUNDATIONS OFFERS...

Thought-provoking sessions on the hot issues
facing community foundations.

Insight into what's new and important in
the field of grantmaking.

Effective strategies for developing dynamic partnerships.

Unforgettable site visits to learn first-hand about
effective public/private collaboration.

Relaxed social events where you can share
and build your network.

...and much more!



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AND SAVE...**

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www.cof.org



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Council on Foundations

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