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Pictured left to right: Don Comer, Susan Robertson, and Tom Wood.

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CONNECTING PEOPLE WHO CARE WITH
CAUSES TO BENEFIT OUR COMMUNITIES

Newsletter

Dear Friends,

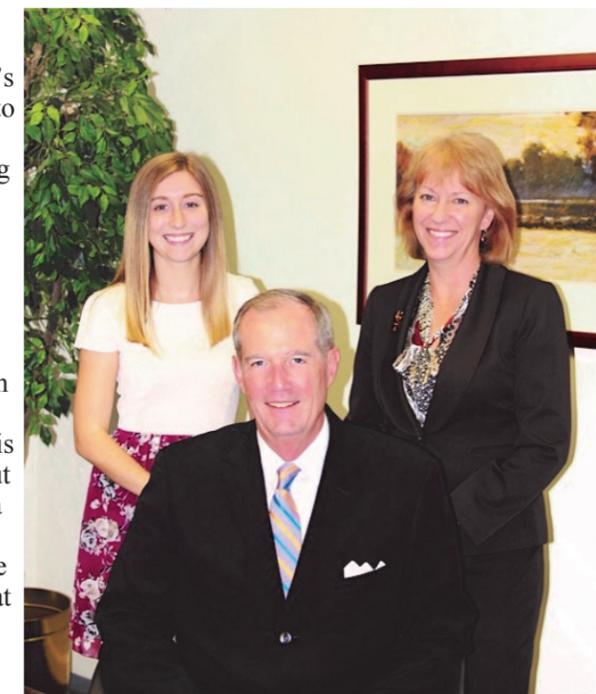
I am very pleased to present you with the Southeast Virginia Community Foundation's first Fund Advisor Newsletter. We believe this will be an important tool to help us keep our donors informed of Foundation news, and we hope it will serve to strengthen our relationship with each of you. Please let us know if you have any suggestions for how we can make this newsletter more informative to serve you better. We would welcome your suggestions. We hope this newsletter finds you well, and we hope it gives you some insight on what we have been doing lately to help you help your community.

First and foremost, I would like to introduce you to our completely new team of staff members at the SEVACF office. Our previous Executive Director, Thomas Marshall, left earlier this year to accept another position in philanthropy at a local organization. Your SEVACF Board of Directors then requested that P. Ward Robinett, Jr. take his place as our new Chief Executive

Officer. Ward is a longtime Portsmouth resident and most recently served as President of TowneBank's Portsmouth region. Although new to this position, he is no stranger to your community foundation, having served on the Foundation Board in the 1990s. We hope that you will welcome him into this role as our new CEO, and look forward, as we do, to the strong leadership he brings to our organization.

Also new to the Foundation is our Director of Finance and Administration, Janice Coppa. Janice is originally from upper Michigan, but has been calling Southeast Virginia home for over a decade now. She has many years of experience in the finance industry, and she brings that experience and strength to her new position with SEVACF. We are thrilled with the progress she has helped us achieve here so far.

Carlin Becker, Administrative Officer, joined the SEVACF team in June after graduating from James Madison University. Although she chose to attend college in



(From left to right) Carlin Becker, Administrative Officer, Ward Robinett, Chief Executive Officer, and Janice Coppa, Director of Finance & Administration



INCLUDED IN THIS ISSUE:

- 2014 Donor-Advised Grants
- 2014 Grant Cycle Awards
- 2014 Scholarship Reception
- Introducing SEVACF's "The Match"
- 7 Ways We're Increasing Philanthropic Efficiency

Donor-Advised Grants

Thanks to your grant suggestions, we've provided funds to the following charities so far this year:

ALDERSGATE UNITED METHODIST CHURCH
 ALLIANCE CHRISTIAN SCHOOL
 ALZHIEMER'S ASSOCIATION
 ATHELETES FOR CHARITY
 BENEDICTINE HIGH SCHOOL
 BRIGHTMOOR CHRISTIAN CHURCH
 CAVALIER MANOR CIVIC LEAGUE
 CHESAPEAKE SPORTS CLUB
 CHURCHLAND BAPTIST CHURCH
 CRADOCK LITTLE LEAGUE
 CORNERSTONE MISSIONARY BAPTIST CHURCH
 DETROIT POLICE ATHLETIC LEAGUE
 DETROIT SPORTS MINISTRY
 ELIZABETH RIVER PROJECT
 EQUI-KIDS
 EVMS FOUNDATION
 FAITH LUTHERAN CHURCH
 FIRST COLONIAL HIGH SCHOOL
 FRIENDS OF THE MOUNTED PATROL
 FRIENDS OF THE PORTSMOUTH JUVENILE COURT
 GENEVA COLLEGE
 GREEN ACRES PRESBYTERIAN CHURCH
 HELPHOPELIVE
 H.E.R. SHELTER
 LAW ENFORCEMENT UNITED
 OASIS SOCIAL MINISTRY
 OXFORD PRESBYTERIAN CHURCH
 P.I.T. FOUNDATION
 PORTSMOUTH SERVICE LEAGUE
 RICHMOND HEIGHTS BOARD OF EDUCATION
 ROC SOLID FOUNDATION
 ROTARY BOYS AND GIRLS CLUB
 SPECIAL OLYMPICS OF VIRGINIA
 THE CHILDREN'S CENTER
 THE CHILDREN'S MUSEUM
 TIDEWATER COUNCIL BOY SCOUTS OF AMERICA
 UNITED WAY/TOCQUEVILLE SOCIETY
 UPPER ROOM CHURCH OF GOD IN CHRIST
 UVA LAW SCHOOL FOUNDATION
 VIRGINIA WESLEYAN COLLEGE
 WESTMORELAND CHILDREN & YOUTH ASSOCIATION
 WILSON LITTLE LEAGUE
 YATOOMA FOUNDATION FOR THE KIDS

CONTINUED FROM COVER

the Shenandoah Valley, Carlin grew up right here in Portsmouth and Chesapeake, and is happy to have returned home to begin her postgraduate career. We are happy too, that Carlin has chosen to join us at SEVACF, to help us, and you, do the good work we do for the communities we serve. If you are near the office in Churchland, please feel free to drop in and say hello to Carlin, Janice, and Ward. They would love to see you.

One more thing that I would like to introduce you to is our new endowment challenge, The Match. Thanks to matching funds from the TowneBank Foundation, we have launched



Tyrone and Pat Hines of the Westmoreland Children & Youth Association, a SEVACF grantee, pose with Directors of the Board, Don Comer and Tom Wood.

this program to help us promote a strong, sustainable non-profit community in Southeast Virginia. Be sure to read more about this outstanding program in the centerfold of this first issue of our new newsletter.

Also included in this issue is a recap of our two annual grant cycles for the year 2014. This year, we were able to fund programs for a total of 18 organizations. As we do each year, we tried to address all areas of community life, including education, arts and culture, health and human services, civic and economic development, and religion. Ultimately, we chose programs that demonstrated innovation, reached a broad section of our communities, and addressed current problems.

In addition to the grants made from the Foundation's unrestricted and designated endowment funds, SEVACF awarded 35 scholarships this year to deserving, new high school graduates and returning college students. As we do each year, we teamed up with the Beazley Foundation to host a scholarship reception, during which the scholarships were awarded, and the future leaders of our community were honored for their hard work and dedication.

Lastly, and we believe most importantly, again this year we were able to award numerous grants to deserving non-profit organizations from the donor-advised funds you have established at the Foundation. On behalf of the board and staff of the Southeast Virginia Community Foundation, I would like to thank you for all of the grant suggestions you made in 2014. Your active involvement in grant-making helps us to stay aware of community needs and to fund those charities that are, like us, working towards creating a better Southeast Virginia for all of us. Thank you for your help in this vital, community role. You make our work possible – without you, we could not succeed.

SINCERELY,

THOMAS E. WOOD
 PRESIDENT OF THE BOARD
 OF DIRECTORS

BENEFITS OF YEAR-END AND YEAR-LONG GIVING THROUGH YOUR COMMUNITY FOUNDATION:

7 Ways We're Increasing Philanthropic Efficiency

1. As public charities, community foundations offer the highest level of tax benefits for giving. And, we let you personalize your gift and contribute to building a stronger community.
2. With the end of 2014 in sight, a good way to maximize your deductions would be to make a last-minute donation. Gifting your community foundation with cash or stock by creating a new fund or adding to an existing one will increase both your tax benefits and your opportunities to give back.
3. Having a donor-advised fund with us lets you target the many different areas of need in our community, rather than choosing a single cause. Suppose you want to feed the hungry, education children, and support the arts — you can do it all through us and won't have to narrow down your support to just one charity.
4. Community foundations give you flexibility. Whether you want to do your giving now or leave a legacy for future generations, we can help you start a fund that meets your needs.
5. Speaking of the future, we honor our past donors forever, making grants to charities that are tackling the problems of today and tomorrow from funds set up many years ago.
6. Foundation funds are pooled together and professionally managed to grow over time, so you'll always have more chances to support local nonprofits.
7. We take the burden off of you. With investment and administrative services provided, giving back has never been more convenient.



Regretfully, Foundation Founder, Frank L. Kirby, passed away this summer at age 94. He was a man who cared deeply for our region and dedicated much of his life to improving it. We are honored to carry on his mission, and we thank his family for providing us with his portrait, which now hangs proudly in our office.

2014 FALL CYCLE GRANTS

Business Consortium for Arts Support
 \$7,000 to provide operating expenses to area arts and cultural organizations

Children's Harbor
 \$5,000 to support their STEM (science, technology, engineering, and mathematics) program for their early care and education centers

Portsmouth Schools Foundation
 \$3,500 for the Makerspace program at Victory Elementary School, a program that blends STEM with arts and crafts

Sandler Center for the Performing Arts Foundation
 \$5,000 for their ACCESS the ARTS program, which will allow students from Southeast Virginia to attend a matinee show at the Sandler Center.

Tidewater Youth Services Foundation
 \$2,000 to fund their life skills program, which teaches an array of skills to at-risk and court-involved youth

Virginia Supportive Housing
 \$5,000 for their Clinical Supervision services, serving residents of South Bay Apartments in Portsmouth

Today's Scholars & Tomorrow's Leaders

SEVACF'S 2014 SCHOLARSHIP AWARDS

Armed Forces Scholarship	X 1
Bill Clare YMCA Scholarship	X 2
Brantley Family YMCA Scholarship	X 1
C.H. Jordan Scholarship	X 10
C.S. Sherwood, III Scholarship	X 6
Dwight & Dorothy Humphrey Scholarship	X 1
Eastern Amateur Golf Scholarship	X 2
George F. Bogdan Scholarship	X 3
Jarrod B. Shivers Memorial Scholarship	X 4
Josef D. Collins Memorial Scholarship	X 1
Mike Moreland Humanitarian Rotary Scholarship	X 1
Robert B. Smith Memorial Scholarship	X 1
Tyrone Hines Scholarship	X 1
W. Clayton Robertson Memorial Scholarship	X 1



(Above) A scholarship recipient and her mother at this year's shared reception with the Beazley Foundation



(Above) Board President, Tom Wood, shook hands and presented awards to each winner.



(Left) Recipients of the C.S. Sherwood, III Scholarship gather together for a picture.

The Foundation's Donor-Advised Funds

- BELLE B. GOODMAN FUND
- CHERRY FAMILY FUND
- CHILD & FAMILY FUND OF PATRICK & KAREN CALLAHAN
- CREECY FAMILY FUND
- DICK & DONNA WOOD FUND
- DON, SUSAN, AND KATHLEEN COMER FUND
- DR. C. DICK PARK FUND
- EARL INDUSTRIES CHARITABLE FUND
- FLEMING FAMILY FUND
- GRIFFIN FAMILY FUND
- HERBERT & CAROLYN BANGEL FUND
- HERON FOUNDATION FUND
- IMPACT FUND
- JOHN A. MACKENZIE FUND
- NEAL & JEAN DAVIS FUND
- PAUL & CAROLYN GOTTLIEB FUND
- PAUL & SHIRLEY ROBINETT FUND
- PAUL WARD ROBINETT FUND
- PORTSMOUTH INVITATIONAL TOURNAMENT FOUNDATION FUND
- PORTSMOUTH SHERIFF'S COMMUNITY FUND
- ROB & NATALIE SIMS FUND
- ROBINETT FAMILY FUND
- SHULER FAMILY FUND
- TAPP FAMILY FUND
- VIOLA FAMILY FUND
- WILLARD & BETTY MOODY FUND
- WILLIAMS FAMILY FUND
- WOOD FAMILY FUND



Richard Wentz, Foundation Secretary and Portsmouth's First Citizen, speaks about the great importance of giving back to our community.

2014 SPRING CYCLE GRANTS

American Red Cross of Southeastern Virginia
\$5,000 to start a CPR/advanced first aid training class

Bon Secours Maryview Foundation
\$5,000 for their Care-A-Van program, which transports medical supplies to people with diabetes

Chesapeake Service Systems
\$10,000 for their laundry occupational center

Food Bank of Southeastern Virginia
\$4,000 for their Back Pack program, which provides food to students of Portsmouth & Chesapeake

ForKids, Inc.
\$2,500 for their housing crisis hotline

Hope House Foundation
\$2,500 to support the adult special-needs community with housing & life skills

Horizons of Hampton Roads/YMCA
\$5,657 to provide swimming lessons to sixth graders at the Portsmouth YMCA

Oasis Opportunity Center
\$3,750 to support their HIMS (Homeless Management Information System) software

Vets-Help-Vets, Inc.
\$301.50 to support their program which offers transportation to veterans

Virginia Stage Company
\$1,279 to expose young people to the arts

Virginia Symphony Orchestra
\$1,279 to expose young people to the arts

Volunteer Hampton Roads
\$2,500 to provide training to nonprofits in Portsmouth & Chesapeake

Introducing

THE MATCH

A program to encourage eligible nonprofits to create and sustain endowment funds



Thanks to our many generous donors and to the TowneBank Foundation, we were able to launch our new endowment fund challenge, The Match, this year!

Formerly known as the TowneBank/SEVACF Challenge, The Match calls on local nonprofit organizations to start endowment funds with the Foundation. Although housed and administered by SEVACF, such funds are intended to support the needs of their respective organizations.

The program was initiated and agreed upon last year, with the primary funds having been provided by the TowneBank Foundation. We've been working diligently to match their contribution, and once achieved, the combined total will make \$500,000 available to assist in creating and sustaining endowments for community nonprofits.

Upon establishing their fund, a nonprofit must pledge to raise between \$20,000 and \$50,000 over a one-year period. When their pledge is met, we will double their endowment by matching their raised amount with a portion of the combined TowneBank Foundation and SEVACF money.

These organizational endowments will promote financial stability by allowing the nonprofits to be less dependent on personal donations, which can often be inconsistent and unpredictable. The funds will also be invested by SEVACF, saving organizations the time and expense of having to pay an investment firm, and will grow to provide income to fund their future projects, needs, and operations.

Along with establishing self-reliant nonprofits through long-term endowment growth, The Match will also supply participants with guidance and support towards building effective boards and fundraising. The end goal is to create \$1,000,000's worth of endowed funds over five years and to create a strong, sustainable



CEO, Ward Robinett, speaks with the leaders of a few Chesapeake nonprofits.

nonprofit community in Southeast Virginia.

To kick-start the program, the Southeast Virginia Community Foundation held two informational luncheons, one in Portsmouth and one in Chesapeake, which we invited the leaders of several, eligible nonprofits in the area to attend.

Present at both meetings were representatives from the Elizabeth River Project, SEVACF's proclaimed "guinea pig" for The Match. ERP signed on to partake in the program early this year as our first participant, and they are making progress in working towards their fundraising goal.

"We already know we want to use the money for our Paradise Creek Nature Park," Judy Perry, one of the Project's Directors of the Board, stated at the Chesapeake luncheon. "We are so happy to be the first organization to participate in The Match and are getting close to reaching our goal."

Once met, the Elizabeth River Project's raised \$50,000 will be matched by combined SEVACF and TowneBank Foundation money, leaving them with a \$100,000 endowment.

Not only does the establishment of endowments through The Match give nonprofits fundraising experience and a stable source of revenue, but it also promotes long-term viability. The fund is solely for the benefit of the nonprofit that created it, but a majority of the money must remain in the fund at all times, as the organizations are given just a 4% spending allowance each year.

"The idea is for you to be able to sustain yourselves in perpetuity," SEVACF CEO, Ward Robinett, explained. "We want to help local nonprofits last a long time, so that you can continue your missions to help those in Southeast Virginia."

The Foundation is looking forward to adding more Match participants in the coming months as a way to expand both itself and its support of community nonprofits. We thank the TowneBank Foundation, the Elizabeth River Project, and the many donors who contributed on SEVACF's part for their continued trust in this program and in our organization as a whole.



Don Comer, the Foundation's Vice President of the Board, gave the presentation on The Match at the Portsmouth lunch.

"The idea is for you to be able to sustain yourselves in perpetuity. We want to help local nonprofits last a long time, so that you can continue your missions to help those in Southeast Virginia."

— Ward Robinett, CEO of the Foundation

An endowment is a permanent fund that creates financial stability and allows an organization to be less dependent on unpredictable income sources, giving them revenue to use to fund operations, projects, and needs.

How THE MATCH Works

TB Foundation to pledge:	$\$50,000/\text{year} \times 5 \text{ years} = \$250,000$
SEVACF to match:	$\$50,000/\text{year} \times 5 \text{ years} = \$250,000$
Nonprofits to raise:	$\$100,000/\text{year} \times 5 \text{ years} = \$500,000$

Total of Endowed Funds: $\$200,000/\text{year} \times 5 \text{ years} = \$1,000,000$