

What Matters

MAKE A DIFFERENCE | QUARTERLY UPDATE | SUMMER 2016

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NEW FUNDS THIS QUARTER

Please welcome these new funds to the Foundation.

Donor-Advised Funds McAdams Company Fund, 4/16; Jan Beresford Donor-Advised Fund, 5/16; Hutchison PLLC Entrepreneurship Fund, 5/16; Robert and Vivian Lamb Fund, 5/16; Trish Mark Family Fund, 5/16; The Polish Family Fund 6/16

Agency Funds Ellerbe Creek Watershed (ECWA) Stewardship Legacy Fund 6/16

Designated Funds The Balter Endowment for the UNC Department of Philosophy 4/16; Benjamin Watson Woodruff Fund 4/16

Contact Ken Baroff, Director of Donor Development at 919.474.8370, ext. 4001 to learn how you can partner with the Foundation to make a greater impact.

Capacity Building: The Often Overlooked Key to Nonprofit Success

Article written by staff members Meg Buckingham & Libby Richards

Imagine that you were in the market to purchase a new home. You found the perfect one, the one that checks all the boxes, and applied for the loan. The bank agrees to your home purchase, but with one caveat. They will only give you enough to finance the kitchen, because they deem it the most important room in the house. You'll have to struggle to ensure you can fund the rest of the house.



This seems like a silly idea, but it is an accurate metaphor for many nonprofits each year. Tasked with lofty goals to ensure they are fulfilling their mission, organizations often find themselves only able to garner support for those tangible, sexy, measurable programs and hear crickets when it comes to raising general operating support to grow their capacity, and grow into a stronger nonprofit.

Let's start here - what is capacity building? Officially defined by the Council of Nonprofits, capacity building is "whatever is needed to bring a nonprofit to the next level of operational, programmatic, financial, or organizational maturity, so it may more effectively and efficiently advance its mission into the future. Capacity building is not a one-time effort to improve short-term effectiveness, but a continuous improvement strategy toward the creation of a sustainable and effective organization." It's the lifeline that allows an organization to grow, to dig deeper and be introspective, so that they can in turn make a greater, more effective and strategic difference. So why the hard sell?

It's often misunderstood. Many donors feel that giving to an organization's capacity is less measurable, and that it will be misused for things that they deem to be unnecessary. But most often, that's not the case. Nonprofits are using this type of funding to perform assessments, to hire staff needed to further their mission and help more people, to afford important trainings so that they can provide high quality services, and to explore new and innovative ways to help their constituents. While measuring the impact of capacity building might be hard to see immediately, it is often responsible for long-term achievements and overall organizational growth. It feels less exciting, less tangible. When given the chance to donate directly to purchase new coats for children without coats, many donors feel like they are making real change, because they can see the child, touch

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Connect with us!



A NOTE
FROM THE FOUNDATION
PRESIDENT & CEO

LORI O'KEEFE



Partnering to make a difference...

"Hate begets hate; violence begets violence; toughness begets a greater toughness. We must meet the forces of hate with the power of love." - Martin Luther King Jr.

"What the world needs now, is love, sweet love. It's the only thing, that there's just too little of." - Burt Bacharach

Two powerful quotes that we shared over social media, recently. In the past several weeks, it's felt like we've needed to share them every day.

So much sorrow in many of our communities right now. Violence and hate are constantly on the news, on our street corners, and at the forefront of many conversations. It weighs us down, it spreads fear and often divides us further. It's hard not to feel it, to be moved by it, and to overwhelmed by it.

But we can fight back with hope. Armed with stories – of overcoming odds, of inspirational messages, of success and joy – we are challenged each day to spread hope. And we challenge you to do the same. We have much to learn from members of our diverse community, and now is the time to do just that. To gather together, despite our differences, learn from one another and tell each other's stories. It's how we make our region, our country, our world, a better place.

We see firsthand the hope that exists when our fundholders give from the heart, when a nonprofit makes a breakthrough in delivering their mission, when our community comes together to make positive change in the Triangle.

Let's build on the legacy of our donors, our nonprofit leaders, our community voices, and spread hope, love, and kindness.

If you have any suggestions, questions or thoughts regarding this update, contact Meg Buckingham at meg@trianglecf.org.

Foundation News & Information



Sandra Rodriguez, Director of Donor Engagement, has left the Foundation to pursue new opportunities. Sandra has been an integral part of our staff for the last ten years, leading the Donor Engagement team and the Foundation's work with our family of fundholders, helping them connect with causes they care about and invest in our region's nonprofits.

We will miss her greatly, but wish her the very best in her new and exciting endeavors and know that she will continue to invest her considerable talents to make a difference in our community.

Fundholders wishing to reach out to Sandra can contact us for more information.



Meg Buckingham has been named Director of Marketing & Communications. She has worked on our communications and marketing strategy and execution for the last four years. Under her leadership, we will be poised to develop more intentional messaging, social media and publication offerings. She will now lead this work, as well as a new department.



Robin Barefoot has been named General Counsel for the Foundation. She has served as our Director of Planned Giving as well as Legal & Policy Advisor for the last eight years, working with donors and professional advisors as well as the George H. Hitchings Legacy Society. Robin also provides necessary guidance on our policy and governance.

“Service to others is the rent you pay for your room here on earth.”



Muhammad Ali said these inspiring words, and I live my life by them. He crystalized what is important – giving of your gift to others, a sense of obligation, a way of saying thank you. That’s what philanthropy is all about. And I truly believe that we are all innate philanthropists in our own right.

Giving back is a part of life. We all do it, but often it’s not recognized as philanthropy. It’s not only about the large monetary donation, it’s about giving of your time, treasure, and talent. It’s about helping the poor, stopping on your way to work to help a homeless person, or tutoring a child in need. These things are often unmeasured, and they shouldn’t be. They should be celebrated, revered as the good in humankind. If we all recognize that these acts, that giving of our talents is philanthropy, then we could be making a much greater difference.

I think what we need to do is redefine philanthropy. For example, I have a friend who makes a significant salary after giving a speech. He donates a percentage of that salary to his church, and was asking me what else he could do to give back. My suggestion? Give of your time and expertise to businesses of color. That way he’s still giving a monetary donation but he’s also giving a percentage of his time, his talent, to a population he cares about and who needs his help. It’s just as important. This sort of discussion can help us reframe philanthropy as value based, and open the conversation to everyone. Because it’s not the same for everyone, and that’s ok.

I want people to encourage the conveners and connectors of philanthropy, and reach across the innate issues in our social system. We only seem to celebrate our big givers, those donors who write those massive checks – and while they should be celebrated – we don’t share stories and celebrate those giving of their resources, their blessings, when they are sacrificing just as much. It’s just a different kind of sacrifice. Because in the end, money is finite, life is finite. The love behind it isn’t. That’s infinite.

Farad Ali serves as a board member for Triangle Community Foundation, and is President & CEO for the Institute for Economic Development in Durham. This piece is from an interview conducted by staff member Meg Buckingham.



Giving Together: Community Development

The Foundation’s Giving Together program is rooted in working together for lasting impact. Our passionate donors trust us with their vision and resources, and it is because of this partnership that we have been able to strengthen nonprofits and tackle critical issues in the Triangle, with proven results.

Through this program, we bring you the opportunity to co-invest with the Foundation and other fundholders, in several of our past Community Development partners. These local nonprofits recognize the importance of shelter, employment, and access to basic needs in order to alleviate poverty in our community.

This program launches on September 1st. Email us at donorservices@trianglecf.org for more information.

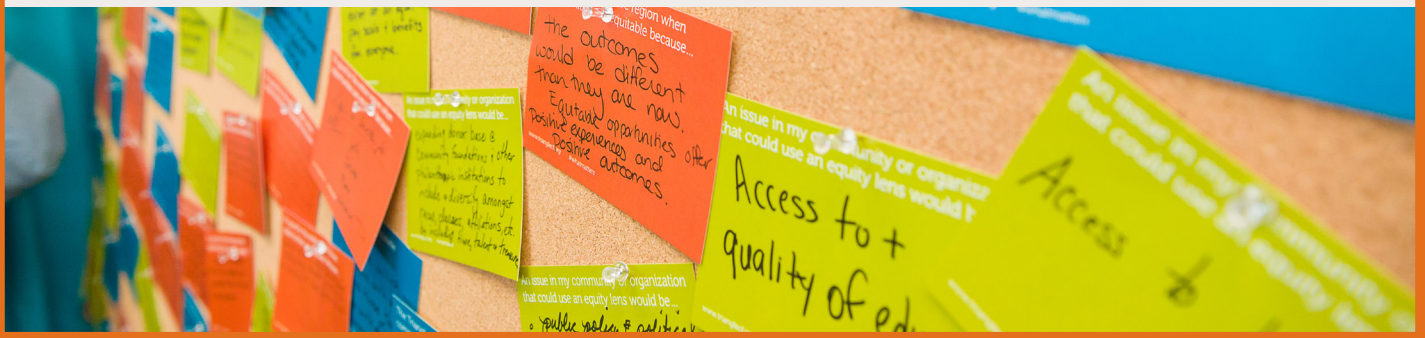
#equitymatters

This year, the Foundation has embarked on a journey, working closely with Gita Gulati-Partee and OpenSource Leadership Strategies, to explore how we can do more to help create a more equitable community through philanthropy. We have dedicated this space in our quarterly update to share what we are learning, what we are thinking about, and what questions we still have. We believe transparency is important, so check back here each quarter and let us hear from you as we learn more together about the importance of #equity.

The exploration work has begun! Our What Matters Community Luncheon in April inspired us to think more deeply about how everyone could thrive in our region. A region of opportunity for all. Our mission is to enhance the lives of ALL residents of the Triangle now and for future generations. What are we doing well? And what can we do more or less of? Over the summer, we conducted interviews with many of you to hear your thoughts. We also gathered ideas and best practices from peer foundations that focus on diversity, inclusion, and equity. And we reviewed our own programs, publications and policies. This fall, we will host strategy sessions with our board and staff to review the findings from our equity assessment and determine our priorities for the year ahead. We look forward to sharing as we go and we encourage you to embark on your own journey.

"An equitable society would be one in which there are improved outcomes for all and the distribution of resources, opportunities, and burdens is not determined, predictable, or disproportionate by identity." - OpenSource Leadership Strategies

The Foundation wants to lift up more stories of giving that celebrate different cultures, races, and passions throughout our community. We are proud sponsors of Black Philanthropy Month in August and the CIN (Community Investment Network) conference in September each year, where you will be inspired by an incredible network of leaders and philanthropists of color who are committed to engaging their communities and moving real change forward. Many of our giving circles are proud members of CIN. In September, Triangle Community Foundation is sponsoring a concurrent session at the NC Center for Nonprofit's annual conference in September, where we will learn from keynote Farai Chideya about Speaking Across Differences. We are committed to sharing more voices of philanthropy that represent the wonderfully diverse region we live in, and we are excited to make that a priority NOW. Let us hear your story.



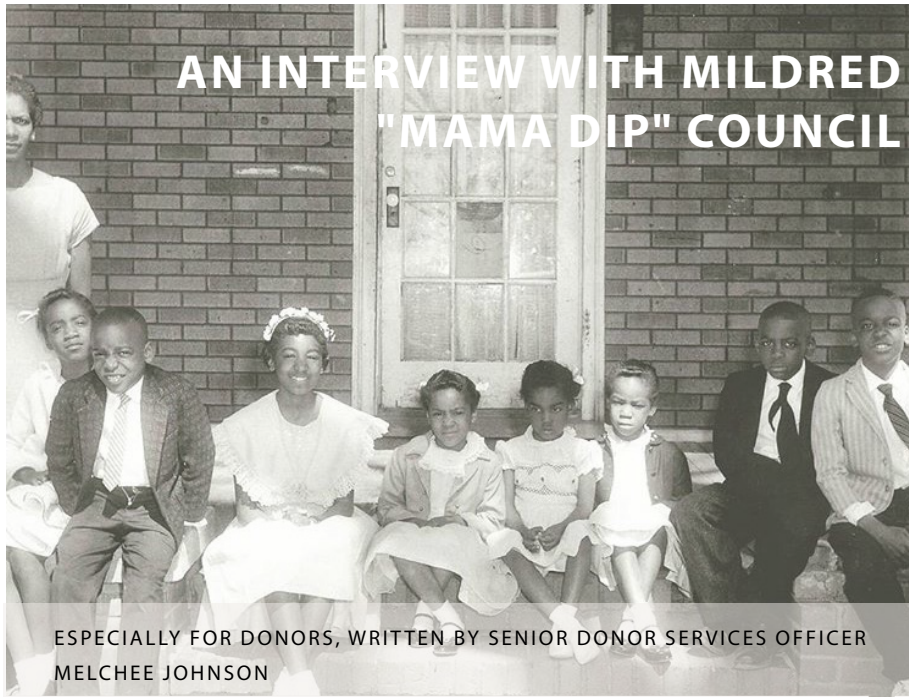
Investment Overview

Capital markets were relatively calm for most of the 2nd quarter 2016. Job and wage growth in the US showed modest improvement, and Europe continued to see positive economic signs in a number of industries. And the energy sector rebounded as oil prices stayed above \$40 per barrel throughout the quarter, which also helped to improve earnings in other related industry sectors.

During the last week of the quarter, the UK surprised everyone by voting to leave the European Union (EU). Equity markets retreated across the globe, most notably in Europe and Asia, and while there was a rebound in the weeks that followed, the timing of this event impacted the 2nd quarter investment results. The decision by the UK to leave the Union will certainly impact the country and create potential risks for the EU, and it will take years for this transition to occur.

While the S&P 500 (US large cap equities) finished the quarter up +2.5%, the MSCI EAFE (non-US Equities) lost -1.5%. For information pertaining to specific portfolio returns ending June 30, 2016, please refer to the Investment Performance Report located on our website.

For more information, please contact Robert Naylor, Chief Financial Officer, at robert@trianglecf.org or 919.474.8370, ext. 4009



AN INTERVIEW WITH MILDRED "MAMA DIP" COUNCIL

ESPECIALLY FOR DONORS, WRITTEN BY SENIOR DONOR SERVICES OFFICER
MELCHEE JOHNSON

Photo: Mildred Council with her eight children, Easter Sunday, 1961. Courtesy of Anita S. Council

One of the best parts of my job is meeting interesting people, those with stories to share about their passions, family, and many other things (some things, frankly, I dare not repeat). Oftentimes, I gain wisdom which I wasn't even looking for, and that's exactly what I got when I met with Ms. Mildred Council.

When I walked in to meet her, she looked at me and said she envisioned me as a 200 lb woman over the phone. I only weigh, oh, about 110. We had a good laugh about it. "Ha! I got a laugh out of ya!" she exclaimed.

Making people smile has been the legacy of Mildred "Mama Dip" Council. She is no stranger to giving and helping to make others' lives better, from giving ex-prisoners jobs to feeding hungry children. It's been part of her life for as long as she can remember. She recalls the times being different when she was growing up, though, than what they are now.

"What was done by the elderly in the past," she says, for example, "is how we need to teach our children today."

Ms. Council's name is made famous through her restaurant, Mama Dip's, in Chapel Hill – country cooking at its best and a staple in the community since 1976. Her family is rich in history and tradition, through which she shows how people ought to help others, how she remembers it growing up. Her mother died when she was two, leaving her father with seven children to raise. She and her siblings saw up close what it meant for the "older people" to care for those younger, like coming to the house to change out the wheat straw on which they slept. She instilled her childhood values, and values about philanthropy, into her own children.

"Doesn't have to be money all the time," she states. "And you learn a lot as you go along."

All eight of her children, by the way, know how to cook. The Mama Dip Share the Love Fund at Triangle Community Foundation further expands her life mission to support those in her community who need, particularly children. Ms. Council firmly believes in shaping them to hold values. She has a particular fondness for children of single parents. We've labeled them, she says, and so they don't often get the same opportunities as other children. She feels that church "elders" have a particular obligation to see a child as one who's growing and learning many things. Make a connection, she says, find out what their name is.

"Our caring in African American churches for single parent children – we don't express it through what the Bible teaches today." She questions whether the community remembers what was done for others in the past, when people were taught what being a friend to someone is. Being a friend means helping, fostering, giving.

"If you don't give, it won't go to someone who needs it," she says. Simply put and well said. Wisdom wins.



It's early, but we hope you find this information helpful if you'd like to get a head-start and begin making plans for year-end giving and grantmaking.

To secure a 2016 charitable deduction for a fund gift, please observe the following deadlines:

Checks - Dated and postmarked on or before December 31

Cash - Received by wire or delivery on or before December 30

Publicly-traded Stock - Received in our Schwab account on or before December 30

Mutual Funds & Restricted Stock - Initiated on or before December 9 or sooner if needed to close gift transaction

Real Estate & Business Interests - Initiated on or before November 1 or sooner if needed to close gift transaction

To ensure grants are made from a fund by December 31, we must receive your grant recommendations by 12 p.m. on Tuesday, December 6.

Please direct any questions to Donor Services by email at donorservices@trianglecf.org or by phone at 919.474.8363.

Story continued from page 1

the coat, and read the story about how many children were helped. That's exciting! And capacity building falls to the wayside because even in name itself, it's not sexy. But it's so important. To continue this example, if the donor funded a capacity building project at that same organization that gives coats to kids, and they created a strategic plan with that funding, which led to a new innovative coat donation program, and a new staff member to map the areas of need in certain zip codes increasing the organization's reach, they would actually be able to get more children into coats that year. That donor then strengthened that organization, not only for this winter, but for each winter following. That equals more coats on kids, and a greater difference in the region for everyone.

That's why the Foundation believes in the importance of capacity building in its work, and specifically funds it through its programs in community development, regional arts, and youth literacy. Because we would like to ensure that the region is full of strong, sustainable, effective nonprofits, so that everyone who needs help gets it, and everyone can thrive. But we can't do it alone. We encourage you to think about supporting your favorite organization's effectiveness through general operating support or funding for capacity building, or consider supporting the Foundation's Community Programs. Many of our donors are already funding in this way, and we are so grateful for that support.

Meg Buckingham is Director of Marketing & Communications and Libby Richards is Senior Community Programs Officer for the Foundation

We are Moving!



The Foundation announced this month that we will be moving our office to The Frontier in the fall. Our 33-year-old organization has occupied space at the American Tobacco campus in downtown Durham for the past ten years.

President & CEO Lori O'Keefe expressed that staff is excited about the move, and the growing organization looks forward to this new chapter.

"As a community-based organization, we are really looking forward to being in the heart of the Triangle, within Research Triangle Park," she said. "Our staff is thrilled about the additional accessibility for our

donors, the inviting and innovative office space that will be available for nonprofit use."

Slated to move in late October, the Foundation has engaged CBRE Group and Gensler for real estate and architectural assistance, to create a space that is welcoming to everyone.

President and CEO of the Research Triangle Foundation, Bob Geolas shared O'Keefe's excitement about the news.

"Triangle Community Foundation is such a wonderful fit for The Frontier and Research Triangle Park," he said. "Their mission to support and uplift nonprofits continues to have an impactful effect on our region, and I look forward to seeing their work in action as they become part of The Frontier community."

The Foundation has made a home in the American Tobacco campus over the last decade, and O'Keefe expressed her gratitude for that opportunity, and her enthusiasm to see how ATC continues to grow in the future.

"Triangle Community Foundation has touched each and every aspect of what makes our region a community and one of the best places in the world to live," said Michael Goodmon, Vice President of Real Estate for Capital Broadcasting Company, Inc., owners of the American Tobacco Campus.

The Foundation plans to hold a public gathering in January to show off their new office, and will announce those details in the fall.

ESPECIALLY FOR NONPROFITS AND DONORS

Our Focus: A Visit to Camp

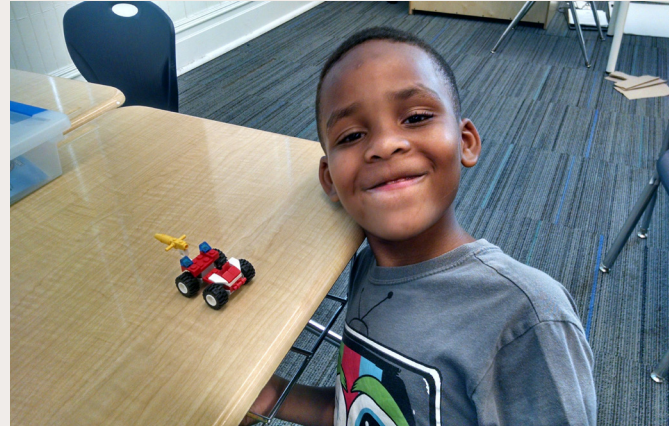
Last week I spent an afternoon with a group of city planners. I listened as they debated what was needed in a developing community: a school, houses, a park with trees, a library, a hospital, a bank, and infrastructure like roads and stoplights. These city planners were dedicated to making sure every citizen had resources to thrive. These “planners” were fourth-grade campers at East Durham Children’s Initiative’s Lego Camp. Triangle Community Foundation’s Send A Kid To Camp program enabled 30 campers to attend this two-week camp. Campers spent time every day engaged in hands-on learning activities that expose them to STEM concepts and problem-solving using...you guessed it: Legos!

I remember eagerly waiting for summer break; counting down the days until a family vacation or a week at camp with friends. However, for many families and youth in our community the long summer months are anything but a vacation. Some families lose access to healthy meals provided at school and are faced with finding affordable, safe childcare. Research has shown that student achievement gaps widen during the summer months with low-income youth losing two to three months in reading while their higher income peers make gains. These months add up. By fifth grade, youth from low-income homes may find themselves two-and-a-half, to three years, behind their peers. (Source: www.summerlearning.org)

Camps, like EDCI’s Lego program, can help stop this summer learning loss! For thirty-two years Triangle Community Foundation has provided funding to help kids from the Triangle attend summer camp through Send A Kid To Camp. The program is simple, but the impact is great. The Foundation raises funds from the community to enable kids to attend a life-enriching, educational summer camp that they otherwise wouldn’t be able to attend.

You can help too! This summer, the Foundation supported approximately 740 campers at 19 different nonprofit camps region-wide. Visit our website (www.trianglecfc.org) to learn more about our camp partners or to support camps. Every dollar donated is used to support camps in the Triangle.

Article written by Libby Richards, Senior Community Programs Officer



1) What is something new you learned at LEGO Camp?

computers don't talk with words but talk with symbols



1) What is something new you learned at LEGO Camp?

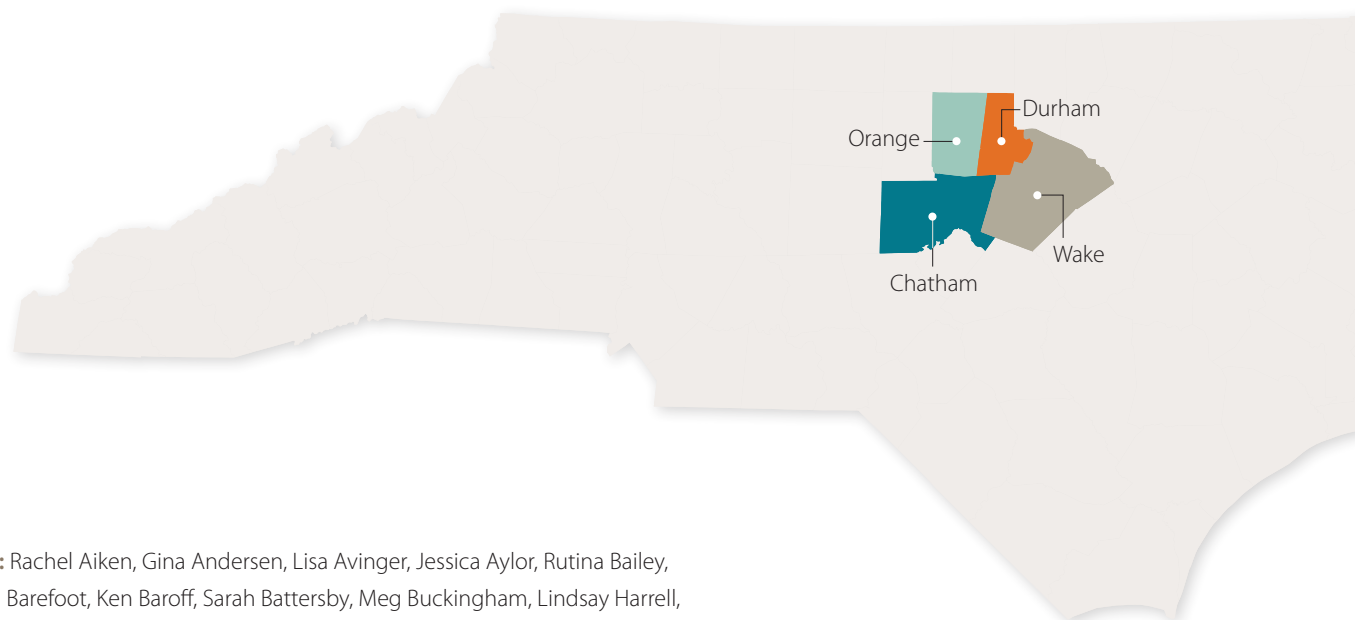
I learned that when you build lego you can build anything you want.



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Triangle Community Foundation enhances the lives of all residents in the Triangle region of North Carolina by connecting donors with causes they care about, providing funding for nonprofits and serving as a resource for local issues. Each year the Foundation grants more than \$18 million, partnering with donors and nonprofits to make a difference, now and for the future.



Foundation Staff: Rachel Aiken, Gina Andersen, Lisa Avinger, Jessica Aylor, Rutina Bailey, Caleb Baker, Robin Barefoot, Ken Baroff, Sarah Battersby, Meg Buckingham, Lindsay Harrell, Melchee Johnson, Robert Naylor, Lori O'Keefe, Jovon Packard, Libby Richards, Fran Wescott, Anne Wolf