Members and Friends of the Gateway Center,

For 47 years, the Gateway Center for Giving has helped area donors connect, learn, and act with impact.

Thanks to the engaged participation of our diverse Membership, GCG marked another successful year in 2017 with 25 informative programs, hundreds of hours of funder-requested research, and a wealth of networking and community conversations. We launched the revised Missouri Common Grant Application, infusing an equity lens into this popular grantmaking tool; we published Dollars and Sense, our annual capital campaign report; and we partnered with numerous organizations to help our Members build sector relationships, foster knowledge sharing, and elevate best practices.

Our Members represent approximately $5.8 billion in charitable assets, of which $261 million is deployed in the St. Louis region annually. Those contributions impact the world in important ways. Your philanthropy supports organizations that advocate for systemic change, provide shelter and feed the hungry, expand access to education and health care, create jobs, strengthen the economy, and foster innovation.

Like other communities around the country, our region continues to confront significant challenges. The Gateway Center for Giving is uniquely situated to provide a venue for thoughtful collaboration and action to help us overcome these challenges and move forward by aligning around larger goals, including justice and equity for all.

Our goal continues to be to connect you to the tools you need to create real and sustainable change for our community. Thank you for giving us the opportunity.

In Service,

Jama Dodson
Board Chair
Who We Are

The Gateway Center for Giving helps grantmakers be more strategic with their philanthropy to foster a stronger community. We enable donors to learn, connect, and act with impact.

**Mission**
Strengthening and expanding philanthropy by promoting impactful and innovative practices.

**Vision**
We envision a thriving region in which a robust philanthropic community and effective nonprofits collaboratively advance the quality of life for all.

2017 Board of Directors

<table>
<thead>
<tr>
<th>Chair</th>
<th>Vice Chair</th>
<th>Secretary</th>
<th>Treasurer</th>
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<td>Jama Dodson</td>
<td>Matt Kuhlenbeck</td>
<td>Desiree Coleman</td>
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<td>Jeanne Dalba</td>
<td>David Desai-Ramirez</td>
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<td>Mike Grabenhorst</td>
<td>Family Foundation</td>
<td>Jenny Hoelzer</td>
<td>Lindsay Matush</td>
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<td>Vario Philanthropy</td>
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<td>Melinda McAliney</td>
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<td>Matt Oldani</td>
<td>Amy Rome</td>
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<td>Brown Sisters Foundation</td>
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<td>Debbie Schirmer</td>
<td>Maritz</td>
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Committee Members

In 2017, the Gateway Center for Giving’s work was guided by volunteer committees. We gratefully acknowledge the important role these committees and their members played in the achievements of this organization.

**Audit Committee**

Steve Brawley, ARCHS  
Jeanne Dalba, Robert J. Trulaske, Jr. Family Foundation  
Mark Darrell, Spire  
Jeff Sweet, The Boeing Company

**Engagement Committee**

Amy Rome, The Rome Group  
Keith Brooks, Cardinals Care  
Gregory Glore, Glore Fund  
Jenny Hoelzer, Commerce Bank  
Wendy Jaffe, Trio Foundation of St. Louis  
Stacey Morse, The Staenberg Group  
Heidi Veron, The Saigh Foundation

**Executive Committee**

Jama Dodson, Saint Louis Mental Health Board  
Matt Kuhlenbeck, Missouri Foundation for Health  
Desiree Coleman, Wells Fargo Advisors  
Mary Kullman, Caola Kullman Family Foundation

**Finance Committee**

Mary Kullman, Caola Kullman Family Foundation  
Vander Corliss, United Way of Greater St. Louis  
David Desai-Ramirez, IFF  
Mike Grabenhorst, Northern Trust Bank  
Kathleen Holmes, Missouri Foundation for Health  
Linda Roos, The Pillsbury Foundation

**Governance Committee**

Matt Oldani, Deaconess Foundation  
Christine Burghoff, St. Louis Community Foundation  
Barbara Carswell, YouthBridge Community Foundation  
Connie Cunningham, St. Louis County Children’s Service Fund  
Julie Hardin, Express Scripts, Inc.  
Julio Suárez, Anheuser-Busch

**Programs & Services Committee**

Lindsay Matush, Vario Philanthropy  
Melinda McAliney, Brown Sisters Foundation  
Stacey Easterling, Missouri Foundation for Health  
Megan Nolan, Enterprise Holdings Inc.  
Debbie Schirmer, Maritz
## Member Organizations

### Grantmaking Members

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<tr>
<th>Ameren Missouri</th>
<th>Express Scripts, Inc.</th>
<th>Pettus Foundation</th>
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<td>Philpott Family Foundation</td>
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<td>Franciscan Sisters of Mary</td>
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<td>The Regional Business Council</td>
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<td>Innovative Technology Education Fund</td>
<td>Joseph H. &amp; Florence A. Roblee Foundation</td>
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<td>Jewish Federation of St. Louis</td>
<td>RubinBrown</td>
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<td>Build-A-Bear Workshop</td>
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<td>Incarnate Word Foundation</td>
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<td>Spire</td>
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<td>Light a Single Candle Foundation</td>
<td>The Staenberg Group</td>
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<td>Mallinckrodt Pharmaceuticals</td>
<td>Crawford Taylor Foundation</td>
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<td>Mid-America Transplant Foundation</td>
<td>Trio Foundation of St. Louis</td>
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<td>Equifax</td>
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### Associate Members

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<th>U.S. Bank, CDC</th>
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<td>J.P. Morgan Private Bank, St. Louis</td>
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### Regional Partner Members

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<th>Civic Progress</th>
<th>St. Louis Regional Chamber</th>
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<tr>
<td>St. Louis Economic Development Partnership</td>
<td>St. Louis Regional Health Commission</td>
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What We Do

The Gateway Center convened 25 programs in 2017, including:

- 2016 Annual Meeting at the ZACK Performing Arts Theatre
- Common Grant Application Orientations
- Diversity, Equity & Inclusion Funders Affinity Group
- Early Childhood Funders Affinity Group
- Education Funders Affinity Group
- Family Foundation Roundtable
- Grantmaker Skills & Strategies Programs
- Lunch with Leaders Mentorship Luncheons
- Meet the Donor Nonprofit Programs
- People in Philanthropy and Women in Philanthropy Luncheons
- Philanthropy After Hours
- Topical Programs on the opioid epidemic and a “Fail Fest” on the value of learning from failure in philanthropy

The Gateway Center produced two tools for grantmakers and the community:

- Revised the *Missouri Common Grant Application*, utilizing a lens of diversity, equity, and inclusion
- Issued *Dollars and Sense 2017: A Report on Major Restricted Funding Campaigns in the St. Louis Region*

The Gateway Center provided information services and research for our Members that included:

- Member Requested Research - our individualized information service
- *What Gives?* - our weekly electronic news updates, featuring timely articles, useful resources and sector events
2016 Audited Financials

The Gateway Center for Giving conducts an annual audit of our financial statements. The most recently completed audit, for fiscal year 2016, shows revenue of $323,375 and expenses of $304,452.

![2016 Revenue](chart)

2016 Revenue

$239,150

Member Dues

$12,120

Fees

$71,714

Grants

$391

Other

![2016 Expenses](chart)

2016 Expenses

$128,421

Program

$164,844

Management & General

$11,187

Fundraising & Membership Development

2017 Grants and In-Kind Support

We thank the following organizations for providing grants and in-kind support for last year’s programs and services:

- Ameren Missouri
- Anheuser-Busch
- ARCHS
- Commerce Bank
- Daughters of Charity Foundation of St. Louis
- Edward Jones
- Emerson
- Enterprise Holdings Inc.
- Fort Family Foundation
- J.P. Morgan Private Bank, St. Louis
- Clemence Lieber Foundation
- Light a Single Candle Foundation
- Lutheran Foundation of St. Louis
- Maritz
- Mid-America Transplant Foundation
- Missouri Foundation for Health
- Monsanto Fund
- Morgan Stanley
- Pettus Foundation
- Philpott Family Foundation
- The Pillsbury Foundation
- PNC Bank
- RubinBrown
- Saint Louis Mental Health Board
- Spire
- The Rome Group
- Trio Foundation of St. Louis
- Robert J. Trulaske, Jr. Family Foundation
- United Philanthropy Forum
- United Way of Greater St. Louis
- U.S. Bank, CDC
- U.S. Trust
- Wells Fargo Advisors
- YouthBridge Community Foundation
Emerging Leader in Philanthropy

This award recognizes an individual who demonstrates generosity of spirit and a commitment to social impact professionally and personally. The award winner shows creativity and determination to improve the philanthropic sector, and demonstrates great potential for leading the sector in the future.

**Lindsay Matush**, a passionate advocate for inspired philanthropy, is the Founder and CEO of **Vario Philanthropy**, a consulting firm serving foundations, individuals, and businesses looking to ensure that their giving is fulfilling and effective. Vario also equips donors to increase their impact, streamline processes, improve communication, and develop theories of change to move from distributing dollars to making a measurable difference. Lindsay is passionate about sharing her learning through speaking, writing and inspiring others to advance their important work. A member of the Board of Directors at the Gateway Center for Giving, Lindsay is also an avid paraglider pilot, and is currently the second-rated female pilot in the United States.
**Excellence in Collaboration in Philanthropy**

This award recognizes a grantmaking organization that has made collaboration a central part of its grantmaking strategy, and has shown itself to be an effective collaborator among its grantmaking peers and community partners.

The **Missouri Foundation for Health** (MFH) is being recognized for designating $6M to address issues highlighted in the Forward Through Ferguson report and accompanying *Calls to Action*. The MFH commitment extends to funding and co-funding several regional initiatives that are tackling inequities in our region. Many of these strategies embody the Ferguson Commission’s philosophy of a “culture of trying” and “radical collaboration.” Examples include: Better Family Life’s **Gun Violence De-escalation Centers Pilot Project**, which is focused on intervening and mediating conflicts that are predicted to turn violent; the **Shut it Down** initiative, which brings together a collaborative network of foundations to address issues of racial inequity in education; and working with area foundations, community leaders and nonprofits to address **food insecurity** in North St. Louis City and County. While fostering programs that support health and wellness for the entire St. Louis region, and doing so in alignment with the Ferguson Commission’s *Calls to Action*, MFH has shown itself to be an effective collaborator among its grantmaking peers and community partners.

**Excellence in Innovation in Philanthropy**

This award recognizes a grantmaking organization that has put significant support behind an unproven initiative or project that has the potential to yield great community outcomes, or has engaged in innovative investing strategies.

The **Ewing Marion Kauffman Foundation** (EMKF) is being recognized for their Inclusion Challenge Grant Program, which funds the **St. Louis Equity in Entrepreneurship Collective**. In 2016, EMKF awarded BioSTL a two-year, $420,000 grant as part of Kauffman’s Inclusion Challenge Grant Program, which supports organizations helping women and minority entrepreneurs. BioSTL serves as the fiscal agent and backbone entity for the St. Louis Equity in Entrepreneurship Collective, a group of organizations working to advance gender and racial equity in the tech-based, startup community. The grant is intended to support systemic action that helps the entrepreneurship ecosystem intentionally move itself toward equity. The Kauffman Foundation’s innovative approach has the potential to yield great community outcomes by ensuring prosperity is inclusive, and that an entrepreneur’s success cannot be predicted based on their identity.