YOUR PARTNER IN PHILANTHROPY
MESSAGE FROM BOARD CHAIR
AND EXECUTIVE DIRECTOR

Your Partner in Philanthropy

Each year we are reminded of the generosity of our donors and the difference each charitable fund makes in Cass Clay, around the country and the world. The FM Area Foundation, created 56 years ago, continues to partner with individuals, families, nonprofits, professionals and businesses to make a lasting difference—caring for those who are the most vulnerable and with the greatest needs, to support the arts, to seek opportunities for greater civic involvement and community building, and to provide education for our children.

Last year, 32 new funds were established by generous donors to give back to the communities they love. These charitable funds, each with its own purpose, help support charitable organizations and provide scholarships to students pursuing higher education and training. These funds were made possible by donors, individuals and organizations who share the vision of the FM Area Foundation; by professional advisors who help their clients realize their charitable goals; by our volunteer board and committee members who provide exceptional direction and governance; and by our passionate and committed staff.

In addition, the Foundation discovered a new and proven way to put more resources to work in the community. This innovative initiative is called impact investing. While continuing our high standards of stewardship for the assets donated to us, we have begun looking at diversifying our investment portfolio with the inclusion of selected local investments. This means, we will invest not only in Wall Street but also in local, meaningful projects to improve the quality of life in our area. Our goal is to achieve a financial return with our investments, as well as a measurable local social good. As we move forward on this initiative, we ask for your partnership to invest in projects to benefit the Cass Clay area.

For 56 years, we have been helping people establish charitable funds to make a meaningful difference in the communities they love. We work with individuals, families, nonprofits and professional advisors.

Thank you for your partnership.

Timothy J. Beaton    Morrie Lanning
Executive Director    Chair, Board of Directors

The FM Area Foundation is accredited by the Community Foundations National Standards Board. The National Standards ensure the values of community foundations are demonstrated through their commitment to legal compliance, philanthropic best practices and excellence that benefits communities.

The FM Area Foundation is a community foundation, a tax-exempt public charity created by and for the people of Cass County, North Dakota, and Clay County, Minnesota. For more than 50 years, we have been helping people establish charitable funds to give back to the communities they love. We work with individuals, families, businesses, professional advisors and nonprofits.

MISSION
To enrich our community by building partnerships, promoting philanthropy and serving as a trusted resource now and for future generations.

VISION
A community where everyone thrives.

ACCREDITED

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HISTORY OF GIVING
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Donors invest in lives they may never meet, provide wings to soar, fill stomachs and souls, protect, educate, and empower. Through their generous charitable funds, they leave a perpetual fingerprint on humanity.

A GIFT FOR THE COMMUNITY
Planned Gift Creates New Opportunities

On January 5, 2016, at the age of 92, Roland Stenerson passed away leaving an unrestricted gift to the FM Area Foundation and ultimately his community. In 2009, Roland created the Roland I. Stenerson Fund to be funded by proceeds from his Revocable Trust at the time of his passing. Roland was born and raised in Felton, Minn., and spent his adult life working in business and education. He retired in Moorhead where he continued to enjoy sports, big band music and traveling.

“This permanently endowed, unrestricted gift will help address changing community needs year after year in Roland’s name,” said Tim Beaton, Executive Director of the FM Area Foundation. “We are honored to be the stewards of Roland’s generous gift to the community.”

Grants from the fund will be distributed through the Foundation’s annual, community grant round. A revocable trust is a trust whereby provisions can be altered or canceled dependent on the grantor. During the life of a trust, income earned is distributed to the grantor, and only after death does property transfer to the beneficiaries.

Jan Reiser grew up on a dairy farm eleven miles outside of Barnesville, Minn. She now works in IT for the Midland National Life Insurance Company in Fargo where she has worked for 18 years. Originally graduating with a degree in Horticulture from North Dakota State University, Jan decided to make a change. She went on to receive a degree in Computer Science from Minot State University. Jan lives in Fargo with her significant other, Thomas Markowskie, and their dog, Baccardi.

Jan’s parents instilled in her and her five siblings values of hard work and giving back. Her parents were both very active in their community and church. Today, Jan enjoys volunteering at many local nonprofits including YWCA, SENDCAA, Churches United and Frazee.

One of Jan’s greatest passions is animal welfare. Growing up on the farm, she was surrounded by dogs, cats, pigs, sheep and cattle. Jan and Tom are both animal lovers, and so they created the Pumpkin Fund, a field of interest fund to benefit nonprofits providing services for the welfare of all animals in North Dakota and Northwest Minnesota.

“We refer to our dogs as ‘pumpkins,’ so I just say ‘pumpkins’ and they come running,” said Jan. “With the Pumpkin Fund, we’re hoping to help lots of different animal nonprofits. It’s not just limited to dogs and cats, but any of the nonprofits that work with animals, specifically the no-kill shelters.”

Jan also created the Aakre Reiser Scholarship Fund to benefit two students from Barnesville High School. The students are selected based on financial need. One male and one female will be awarded $1,000 each year, whether they are pursuing a one-year certification program or a four-year university.

“The scholarship is based on financial need. It was important that I didn’t put a limitation that it was a four year school or a certain GPA. I want it to be available to anybody to further their education,” said Jan. “I believe the key out of poverty and so many issues is education.”

The fund will begin awarding scholarships for the 2018-19 school year.

"It’s a pleasure to work with individuals such as Jan and Tom to assist them in making their philanthropic dreams and goals come true. Discovering what donors want to accomplish through their giving, and then working together to find and personalize the correct giving vehicle, allows them to not only generously provide for the charitable work they are so passionate about, but also to see the hopes and wishes they have for their giving come alive,” said Development Officer, Greg Dam.

Jan said she is happy knowing these charitable funds will provide support to students and nonprofits working with animals for many years. The FM Area Foundation stewards more than 300 charitable funds created by individuals, families, nonprofits and businesses to support a variety of causes. To learn how you can create a fund to support your favorite charities, contact us at 701.234.0756 or email info@areafoundation.org.

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MAKING A DIFFERENCE
Jan Reiser Creates Two Funds to Support Causes Close to Her Heart

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<tr>
<th>ARTS, CULTURE &amp; CREATIVITY</th>
<th>BASIC HUMAN NEEDS</th>
<th>COMMUNITY BUILDING</th>
<th>EDUCATION</th>
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$263,697 AWARDED TO 62 Charities in the areas of:

> Arts, Culture & Creativity
> Basic Human Needs
> Community Building
> Education

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> Basic Human Needs
> Community Building
> Education
$201,714 AWARDED IN SCHOLARSHIPS

The FM Area Foundation scholarships are awarded by donors who establish funds to support students working to reach their full potential through education and training.

A message from two 2016 scholarship recipients:

Eric Larson
North Dakota State University, Computer Engineering

Amy and William J. Layne Memorial Scholarship Fund

I am writing to thank you for awarding the Amy and William J. Layne Scholarship. The amount is so generous, and will go a long way toward helping me work toward my goals. I am currently a sophomore studying Computer Science. I am very thankful for my opportunity to study computer engineering. I will use my degree to contribute to society and make a difference in the world. I very much appreciate the PC and my thoughts are with you. My life is pretty good, and I really appreciate current goal is to help design new graphics cards. I will major in Computer Engineering, and my current goal is to help design new graphics cards. Of course, every deal sat or sit somewhere. I need to be a bit of a risk taker, but my experience is worth the cost of my tuition, and I am grateful for this opportunity.

Thank you again.

Nicole DeMars
North Dakota College of Science, Pharmacy Technician

Quentin N. Burdick Memorial Scholarship

Thank you again for your generous donation toward my education. I appreciate the time and consideration dedicated toward reviewing my essay and application information. I’m sure there were many highly qualified applicants for this scholarship; therefore, I am very honored and humbled that I was chosen to receive it. Growing up in the small community of Cavalier, I’ve seen firsthand that no matter where you are, there is always an opportunity to help someone out. There is always an opportunity to help someone out. I’ve learned that there is always an opportunity to help someone out. I’ve learned that there is always an opportunity to help someone out. I’ve learned that there is always an opportunity to help someone out. I’ve learned that there is always an opportunity to help someone out. This is one of the reasons why I was drawn to the pharmacy field. Along with working in a medical environment, this career enables me to help patients get the care they need to feel better, and I am very excited to attend NDSCS and begin classes in the pharmacy field. The Quentin N. Burdick Memorial Scholarship will definitely help me with my future college expenses.

NEW FUNDS IN 2016

Fargo Moorhead Community Theatre Permanent Agency Endowment Fund

This permanently endowed agency fund was created to support the Fargo Moorhead Community Theatre, a nonprofit organization whose mission is to provide theatrical and educational opportunities to engage and enrich the greater community.

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Case/Clay VOAD Fund

The purpose of this permanently endowed fund is to support the Cass Clay VOAD. The Cass Clay VOAD is a forum where local governmental, nonprofit, and commercial organizations share knowledge and resources throughout the disaster cycle—preparation, response, mitigation, response, and recovery for individuals.

Delta Tau Delta Educational Fund

The purpose of this non-endowed pass-through fund is to provide scholarship and education/training grants to undergraduate members of the Iota Sigma Chapter Delta. Delta Theta fraternity located on the campus of NDSCS. Grants must be used exclusively to provide scholarships or leadership education.

Family Healthcare Permanent Agency Endowment Fund

This permanently endowed agency fund was created to support Family HealthCare, a nonprofit organization whose mission is to provide affordable, quality healthcare for every person.

Gare Larson Designated Fund (Future)

This non-endowed agency fund was set up by Gare Larson to support a number of his favorite charities in perpetuity.

Haugen-Donson-Goodwin-Egstad Educational Fund (Future)

This non-endowed agency fund was set up by a group of friends to provide support for education in perpetuity.

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Healthy Childhood Partners Fiscal Sponsorship
The purpose of this non-endowed fund is to provide support as a fiscal agent to Healthy Childhood Partners while they wait to receive their 501(c)(3) nonprofit status. Their mission is to facilitate community support and development of quality early childhood education and childcare for birth through age six based on the principles of Waldorf/LifeWays education.

Heart-n-Soul Community Cafe Fiscal Sponsorship
The purpose of this non-endowed fund is to provide support as a fiscal sponsor to Heart-n-Soul Community Cafe while they wait to receive their 501(c)(3) nonprofit status. The mission of Heart-n-Soul is to nourish the whole community by providing healthy and delicious meals, using local organic food, and offer volunteer opportunities and wellness education.

Langaard Family Donor Advised Fund
This permanently endowed donor advised fund was created by the Langaard family to support a variety of charitable organizations.

Moorhead Legacy Fund
The Moorhead Legacy Fund is a permanently endowed fund created to support the Moorhead School’s Legacy Foundation. The Moorhead School’s Legacy Foundation is an independent agency dedicated to the continued excellence of the educational experience for all students in Moorhead Area Public Schools ISD 152.

Pumpkin Field of Interest Fund (Future)
The purpose of this permanently endowed future fund is to support area nonprofit organizations providing services for the welfare of all animals.

Red River Chapter of the American Theatre Organ Society Pass-Through Fund
The purpose of this non-endowed pass-through fund is to provide a way for donors to support the local chapter of the American Theatre Organ Society. The Red River Chapter is dedicated to maintaining and presenting the theatre pipe organ to audiences in the Fargo-Moorhead area.

Red River Market Fiscal Sponsorship
This non-endowed, pass-through fund was created to support the Red River Market whose mission is to create a space for all community members to experience the joys of locally produced food.

River Keepers Permanent Agency Endowment Fund
This permanently endowed agency fund was created to support the Red River Keepers, a nonprofit organization whose mission is to educate and inspire our community through the collection, presentation and preservation of the region’s and the world’s aquatic heritage, its programs for all ages focus on creativity, understanding, and a deep respect for all cultural and artistic traditions.

Shirley McCaslin and John Peterson Designated Charitable Fund (Future)
Shirley McCaslin and John Peterson set up this non-endowed designated future fund to support area nonprofit organizations providing services for the changing needs of students, programs and districts.

Stoner Family Donor Advised Fund
This permanently endowed donor advised fund was created by the Muller family to support a variety of charitable organizations.

uCodeGirl Fiscal Sponsorship
The purpose of this non-endowed fund is to provide support as a fiscal agent to uCodeGirl while they wait to receive their 501(c)(3) nonprofit status. The mission of uCodeGirl is to increase the participation of girls in technology careers, uCodeGirl works to inspire and train young girls (middle school to high school) with computing skills, entrepreneurial mindset and leadership qualities so they are empowered to pursue career opportunities suitable for 21st century.

Uunse Permanent Agency Endowment Fund
This permanently endowed agency fund was created to support the Red River Market whose mission is to educate and inspire our community through the collection, presentation and preservation of the region’s and the world’s artistic heritage. Its programs for all ages focus on creativity, understanding, and a deep respect for all cultural and artistic traditions.

TEDxFargo Designated Fund
This non-endowed, designated pass-through fund is to provide financial support for the annual TEDxFargo event. TED is a nonprofit organization dedicated to ideas worth spreading. TED operates independently of the TEDxFargo Project to promote TEDx events, which are self-organized events that bring people together to share a TED-like experience and self-funded event that brings people together to share a TED-like experience.

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Unseen Permanent Agency Endowment Fund
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Shirley McCaslin and John Peterson Designated Charitable Fund (Future)
Shirley McCaslin and John Peterson set up this non-endowed designated future fund to support a number of their favorite charities after their passing.

Stoner Family Donor Advised Fund
This permanently endowed donor advised fund was created by the Muller family to support a variety of charitable organizations.

Pumpkin Field of Interest Fund (Future)
The purpose of this permanently endowed future fund is to support area nonprofit organizations providing services for the welfare of all animals.

Red River Chapter of the American Theatre Organ Society Pass-Through Fund
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When making grants to the community through the annual grant rounds, the FM Area Foundation considers the following four areas of focus: Community Building; Basic Human Needs; Arts, Culture & Creativity; and Education. These are just a few examples of how our generous donors’ gifts are being put to work in our community.

**CCRI, Inc. Receives Grant for Life Enrichment Program**

CCRI enhances and enriches the lives and learning of people with disabilities. CCRI’s Life Enrichment program offers a full range of leisure and recreational activities that promote independence, socialization and a chance for new experiences. The program fosters opportunities to build meaningful relationships and lasting friendships.

Adaptive Softball, Camp H.E.R.O., CCRI Prom, the Talent Show and other community activities offered in this program continue to grow and develop. From ice fishing to running the Fargo 5K, the program enables people to dive into new activities that promote a future of good health and happiness.

“The opportunities are as diverse as the people we support,” said Jody Hudson, Director of Development and Communications.

Grant dollars from the FM Area Foundation were used to purchase supplies for the program.

**Story of personal transformation from CCRI**

Teresa is a quiet, shy and gentle woman. In her early 30’s, she is on a limited budget and is working on increasing her independence. Teresa is able to make strides toward our milestone of participating more within our community because of the Life Enrichment Program. Venturing out, meeting people and keeping active help make her life more complete. She attends a CCRI cooking class that teaches her how to grocery shop and cook healthy, simple and affordable meals. She is thriving, shedding her shyness and is able to cook more for herself.

Funding from the FM Area Foundation was used to purchase supplies for the Life Enrichment program. Activities, like the cooking class mentioned above, are all free to all participants. Besides cooking skills, the classes broaden social support systems and help develop friendships.

**BASIC HUMAN NEEDS**

**Building Ladders Out of Poverty**

The following organizations were among the grant recipients in 2016:

- A Place for Hope: Recovery and Wellness Center
- Accessible Space
- Catholic Charities North Dakota
- CCRI, Inc.
- Churches United for the Homeless
- Community of Care
- Emergency Food Pantry
- Eventide
- Family Health Care
- Fargo Public Schools Development Foundation
- Fargo-Moorhead Dorothy Day House of Hospitality
- Fraser
- Handi-Wheels Transportation
- HERO, Healthcare Equipment Recycling Organization
- Jeremiah Program
- Lake Agassiz Habitat for Humanity
- New Life Center
- North Dakota Autism Center
- Presentation Partners in Housing
- BEACH-Rural Enrichment and Counseling Headquarters
- Rebuilding Together
- SENDCAA
- ShareHouse Foundation
- TNT Kid’s Fitness
Fargo Theatre Receives Grant for Kids’ Flicks Series and Interior Repairs

The historic Fargo Theatre serves as an art house theatre featuring independent and foreign film, as well as a downtown venue for concerts and live events. The Fargo Theatre’s Kid’s Flicks series offers an affordable, family-friendly cinema experience to the Fargo-Moorhead community. The series offers popular film titles with a significantly reduced ticket price of $3. These reduced prices allow families, schools, and childcare providers the opportunity to introduce children to quality film programming and the historic Fargo Theatre. In 2016, Kid’s Flicks continued the two annual sessions (summer and winter) and added a tremendously popular Halloween-themed screening of “Hocus Pocus” on October 31. Total attendance for the series during the grant year was 4,661.

“The FM Area Foundation grant specifically supports the cost of film licensing and marketing. This allows prices to remain low while still being a financially successful fundraising program for the Theatre,” said Emily Beck, Executive Director.

A portion of the grant also helped complete two major interior painting and wall repair projects. The first project was the historic auditorium’s proscenium arch and lobby walls. These areas had not been painted since 1999 due to budgetary restraints. The second project included smaller areas throughout both auditoriums including the decorative and functional guard rail in the historic auditorium and the lobby of Theatre #2. Both projects included the patching of many holes and fresh coats of paint.

“The Fargo Theatre team is very grateful for the FM Area Foundation’s generosity as these projects supported our organization’s mission statement to preserve and maintain the historic facility,” said Beck.

ARTS, CULTURE & CREATIVITY
Inspiring Imagination and Innovation Through Arts & Culture

CHARISM Receives Grant for After School STEAM Club

CHARISM provides support and outreach programs for at-risk children, youth and adults in Fargo, North Dakota.

CHARISM Science Technology Engineering Art & Math (STEAM) Club provides inclusive learning opportunities for all students by reducing barriers to participation to positively affect academic success, social behavior and to provide enrichment opportunities for at-risk students to engage in their education, school and community.

“A core value of ours is to build strong relationships with all our involved. Through the recruitment process we work very closely with each school’s administrative team to help us in determining students who would benefit the most from participation,” said Brittany LaForte, Operations Director.

The program is available to students who are within the ELL/ESL program at their school, who fall at or below the poverty level, receive free/reduced meals, or students who have been identified as falling behind in their academics.

CHARISM partnered with four schools—Cheney Middle School, Ed Clapp Elementary, Jefferson Elementary, and Lewis & Clark Elementary. Through the program, they have served 112 students ages five to 12 for a minimum of 30 days. At the start of each program session CHARISM provides all participants with a nutritious snack. Daily program activities include character skill building units, homework help, reading time, recreation/art, STEAM related activity and a reflection period. At the end of each session, transportation is provided to ensure participants arrive home safely.

The funding from the grant went toward program supplies and curriculum.

2016 EDUCATION GRANT RECIPIENTS

Access of the Red River Valley
Afr American Development Association
CHARISM
Fargo Air Museum
Fargo Mouthing Fencing Club
FirstLink
FM Coalition for Homeless Persons
FirstLink
Fargo-Moorhead Chamber of Commerce
Fargo-Moorhead Youth Choir
Fargo-Moorhead Symphony Orchestra
Fargo Moorhead Area Youth Symphonies
Fargo-Moorhead Community Theatre
Fargo Theatre
Fargo-Moorhead Chamber Chorale
Fargo-Moorhead Youth Choir
Nordic Culture Clubs
Red River Valley Asperger-Autism Network
The Arts Partnership
The Rourke Art Museum
Trollwood Performing Arts School

EDUCATION
Lifting Lives Through Learning

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Fargo Air Museum
Fargo Mouthing Fencing Club
FirstLink
FM Coalition for Homeless Persons
Girl Scouts – Dakota Horizons
Haley’s Hope
Innovation Lab
Junior Achievement of the Upper Midwest
Legacy Children’s Foundation
Mind Shift
North Dakota University
North Dakota State College of Science Foundation
P’s & Q’s Etiquette
Red River Valley Asperger-Autism Network
The Learning Bank

2016 ARTS, CULTURE & CREATIVITY GRANT RECIPIENT

Fargo Moorhead Area Youth Symphonies
Fargo Moorhead Community Theatre
Fargo Theatre
Fargo-Moorhead Chamber Chorale
Fargo-Moorhead Symphony Orchestra
Fargo-Moorhead Youth Choir
Nordic Culture Clubs
Plains Art Museum
The Arc of Cass County
The Arts Partnership
The Rourke Art Museum
Trollwood Performing Arts School
Lutheran Social Services of North Dakota Receives Grant for Youth Court Program

LSS of North Dakota is a statewide social ministry providing nonprofit housing, services to families, disaster recovery, counseling and therapy and other services to neighbors in need.

A grant for $10,000 provided support for the Lutheran Social Services Youth Court, an alternative to formal court proceedings for youth who have been charged with an offense or are referred to the program by school administrators.

Youth are referred to LSS Youth Court by the East Central District Juvenile Court and Clay County Attorney’s Office. Participants who go through Lutheran Social Services Youth Court are held accountable for their actions, and are able to keep their record clean and learn from their mistakes. Peer volunteers serve as jurors and courtroom personnel to decide the disposition of cases in which youth have already admitted their guilt. Youth Court serves approximately 175 youth offenders and approximately 37 youth volunteers in Cass Clay each year.

Youth Court saw a young male client who was referred for a minor in consumption charge. The Youth Court jury assigned him jury duty and counseling.

“Our client was not happy about being assigned counseling. When he came for Jury Duty training he stopped me at the end to tell me that he went into his first counseling session with a bad attitude. He said that mid-way through his first session he realized that this would be good for him, and really opened up,” said Joel Friesz, Program Director. “He told me that he plans to really utilize this opportunity, and plans to see the counselor after his assigned sessions are complete. This client also told me how much he appreciates what our jury has done for him, and was really excited to start on the jury. Through his assignments, this client feels that he really got an eye opening, educational experience that has changed him for the better.”

COMMUNITY BUILDING

Fostering Initiatives That Strengthen Community

COMMUNITY BUILDING GRANT RECIPIENTS

All Parks Alliance for Change
Audubon Dakota
Fargo-Moorhead Treebuilders
Greater Fargo Moorhead Economic Development Corporation
Homeward Animal Shelter
Lutheran Social Services of North Dakota
New American Consortium for Wellness and Empowerment
Outdoor Adventure Foundation

2016 COMMUNITY BUILDING GRANT RECIPIENTS

SURPRISE GRANT AWARDED TO LOCAL ORGANIZATION

Face It TOGETHER

Face IT TOGETHER is a nonprofit organization that serves as a neutral hub for addiction support, navigating families to resources and services to help people recover.

Congratulations, Face IT TOGETHER!

Face IT TOGETHER is a recipient organization that serves as a neutral hub for addiction support, navigating families to resources and services to help people recover.

2016 COMMUNITY BUILDING GRANT RECIPIENTS

INSPIRING GIRLS

EMPOWERING WOMEN

In 2016, the Women’s Fund awarded eight grants totaling $35,000 to organizations dedicated to lifting up women and girls in the Fargo-Moorhead area. These organizations support women in leadership in Cass and Clay counties through their unique programs and initiatives.

By giving to the Women’s Fund, you help support not just one cause, but many organizations working to lift up women and girls in Cass, Clay. The FM Area Foundation staff can help you plan any type of gift you wish to make. Monetary gifts, memorials, gifts of stock, or life insurance are just a few ways to give to the Women’s Fund.

Women’s Fund Mission

To improve the quality of life for all people by enriching the lives of women and girls in the Fargo-Moorhead community.

2016 WOMEN’S FUND GRANT RECIPIENTS

Inspire Innovation Lab
Innovate Girls
Jeremiah Program
Building a Network of Empowered Women Leaders
P’s & Q’s Etiquette
P’s & Q’s Etiquette Foundation Leadership
New American Consortium for Wellness and Empowerment
Women’s Empowerment Project
Face It TOGETHER
Dress for Success Mentoring Program
Tri-Com College University
National Education for Women (NEW) Leadership Development Institute
Center for Technology and Business
Greater Fargo Moorhead Area Women’s Leadership Program (WLP)
YWCA Cass Clay
Education and Employment Program

2016 WOMEN’S FUND GRANT RECIPIENTS

SINCE 2000, the women’s fund has awarded 103 GRANTS to 52 ORGANIZATIONS totaling $245,666 to support women and children in Cass and Clay Counties.

Face IT TOGETHER is selected for the One-year Grant

The FM Area Foundation awarded a surprise, end-of-year grant for $12,788 to Face IT TOGETHER Fargo Moorhead. The recipient of the surprise grant was selected and voted on by the Foundation’s Board of Directors to address a critical need in our community.

“Addiction is a pressing issue in our area, and Face IT TOGETHER will provide free, long-term peer recovery coaching to help people get well and stay well from the disease of addiction,” said Tom Beaton.

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Congratulations, Face IT TOGETHER!
As part of the FM Area Foundation’s participation in the Philanthropic Preparedness Resiliency and Emergency Partnership (PPREP) cohort, funding was provided to help address community needs in the area of disaster preparedness. Part of the grant was used to purchase an emergency training trailer for the Community Emergency Response Team (CERT).

"Thank you for your support and cooperation in funding the Community Emergency Response Team (CERT) program for the Fargo Moorhead area. Keeping our volunteer base well trained and equipped in the event an unthinkable worst-case scenario was to happen in our community is a necessary function. The funding from the FM Area Foundation and the PPREP grant supporting the CERT program will not only aid the program, but provide the equipment needed to sustain and maintain the program for years to come." – Matt Nelson, Emergency Planner, Fargo Cass Public Health.

The FM Area Foundation is the connector of donors and grantees, people and purpose. We do more to impact lives in the region by taking part in community initiatives and hosting events that foster new relationships and encourage philanthropy.

Impact investments are about creating stronger communities; investing more capital into projects that have the potential to strengthen the Cass Clay area.

The FM Area Foundation made its first ever impact investment in the form of a $100,000 loan to help Lakes & Prairies Community Action Partnership complete the down payment for the purchase of a building in south Moorhead. The additional space will be used for a variety of programs, acting as an extension to their existing services.

"The impact investment from the Fargo-Moorhead Area Foundation provided us with the remainder of the down-payment we needed to secure the purchase of this facility. We greatly appreciate the partnership we have with the FM Area Foundation on this project," said Lori Schwartz, Executive Director, Lakes & Prairies.

Impact investments generate both a social and financial return. In this case, the social return is Lakes & Prairies, a local nonprofit, now has the capacity to extend their services to help serve more low-income families in the Clay County area.

The FM Area Foundation is continuing its work in impact investing. If you are interested in learning more, call us 701.234.0756 or email Tim Beaton at tim@areafoundation.org.

In an effort to raise awareness of the worldwide online giving day called #GivingTuesday, the Community Fund of Fargo-Moorhead & G. O. called upon residents to come to their office to make good go viral. Each year, #GivingTuesday is celebrated the Tuesday after Thanksgiving to encourage people to give back to the organizations and communities they love.

We celebrated our #GivingTuesday by inviting donors, community members and nonprofits in for holiday favorites—hot chocolate, apple cider and of course, ugly sweater cookies.

This year, $168 million was raised online in more than 98 countries to help give back to community organizations and causes.

The Foundation recently revamped its website to make it more user-friendly and to tie it into the overall marketing efforts of the Foundation. The new site is now mobile friendly and has new content for donors, professional advisors and nonprofits. Visit areafoundation.org today.

The #GIVINGTUESDAY MOVEMENT
Black Friday. Cyber Monday. #GivingTuesday. #GivingTuesday is an effort to raise awareness of the worldwide online giving day called #GivingTuesday, the Tuesday after Thanksgiving. This year, #GivingTuesday is celebrated the Tuesday after Thanksgiving to encourage people to give back to the organizations and communities they love.

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Working alongside the Foundation’s grants and scholarships, impact investments allow us to put more resources to work in Cass Clay.
TYPES OF FUNDS

The FM Area Foundation offers a variety of funds to help you meet your charitable goals.

Donor Advised Fund
The donor actively participates in the grantmaking process by recommending grants from their fund to charitable causes. Donors can learn about nonprofits and community needs through the FM Area Foundation staff, if they so choose.

Designated Fund
The donor designates one or more specific charitable organizations to receive grants for a set period of time or in perpetuity.

Field of Interest Fund
The donor creates a fund to support a specific area of interest while relying on our expertise to determine the specific organization.

Scholarship Fund
The donor creates a fund to support individuals pursuing higher education or training. Donors work with foundation staff to develop selection criteria.

Supporting Organization
An alternative to a private foundation, a supporting organization is a separate entity under the umbrella of the FM Area Foundation. Established with their own board, grantmaking priorities, and governance structures, supporting organizations enjoy public charity status while the FM Area Foundation provides administrative support.

2016 PROFESSIONAL ADVISOR PARTNERS

The following professional, legal and financial advisors have helped one or more of their clients make a gift to the community through the FM Area Foundation in 2016.

We would like to acknowledge their work on behalf of charitable giving in our community.

Jan Nelson, Heartland Trust
Kacie Schulz & Matt Engen, Merrill Lynch/Engen & Associates
Robert Rosenfeld, Ohnstad Twichell PC
Shannon Gephart & Sandy Korbel, Alerus
Susan Johnson-Drenth & Stephen Astrup, JD Legal Planning

When establishing a charitable fund through the FM Area Foundation, donors have the option to recommend their own fund manager. This allows our donors to continue their working relationship with their trusted advisor. Advisors who follow our investment policy become part of our charitable fund manager portfolio.

WAYS TO GIVE

2016 PROFESSIONAL ADVISOR PARTNERS

GIVE NOW

Cash
A cash gift is the simplest way to establish a fund or give to an existing fund.

Securities
Gifts of appreciated securities (stock, bonds and most mutual funds) result in a charitable deduction for the full market value of the donated asset and minimize capital gains taxes.

Real Estate
A gift of real estate you’ve owned for more than a year entitles you to a tax deduction for the fair market value of the property.

Convert a Private Foundation
Many families create a private foundation without realizing the complexities and expense of administration. Converting your private foundation into a fund at the FM Area Foundation has many benefits, including increased donor flexibility, greater tax benefits, no payout requirement and greater privacy. Best of all, it allows you to focus on the most important part—grantmaking!

GIVE LATER

Gift in Your Will
A gift may be made to the FM Area Foundation, which will be used to create or support your charitable fund that benefits the community and becomes your personal legacy of giving. When defining your gift, you can specify the FM Area Foundation to receive a stated dollar amount, a specific piece of property, a percentage of your total estate, the remainder of your estate after distributions to other beneficiaries, or you can make your gift contingent on certain events. It is simple to do and allows you to use your assets while you are living and reduce the amount of estate tax paid by your estate.

Retirement Assets
If your retirement assets were given to family, much of the value may be lost through estate and income taxes. By designating the FM Area Foundation as the beneficiary of all or part of your IRA, the full value of the gift is transferred tax free at your death.

Life Insurance Policy
Many people find that the protection offered by life insurance policies is no longer needed later in life. At that time, a life insurance policy can become an ideal tool for charitable giving.

$40 million INVESTED BACK INTO OUR COMMUNITY since 1960.
### CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

For Years ended December 31, 2016 and 2015

<table>
<thead>
<tr>
<th>Category</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>CURRENT ASSETS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>1,801,746</td>
<td>1,396,697</td>
</tr>
<tr>
<td>Unconditional Promises to Give</td>
<td>58,000</td>
<td>2,434</td>
</tr>
<tr>
<td>Interest Receivable</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Other Receivables</td>
<td>1,786</td>
<td>1,768</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>1,916,205</td>
<td>1,400,919</td>
</tr>
<tr>
<td>PROPERTY AND EQUIPMENT, net</td>
<td>760,998</td>
<td>795,003</td>
</tr>
<tr>
<td>OTHER ASSETS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Note receivable, net of current portion</td>
<td>80,237</td>
<td>-</td>
</tr>
<tr>
<td>Assets Held in Charitable Remainder Trusts</td>
<td>1,186,591</td>
<td>1,202,756</td>
</tr>
<tr>
<td>Investments</td>
<td>63,981,701</td>
<td>61,669,883</td>
</tr>
<tr>
<td>Cash Surrender Value of Life Insurance</td>
<td>1,023,262</td>
<td>990,752</td>
</tr>
<tr>
<td>Total Other Assets</td>
<td>66,271,791</td>
<td>63,863,391</td>
</tr>
<tr>
<td>Total Assets</td>
<td>68,948,994</td>
<td>66,059,313</td>
</tr>
</tbody>
</table>

| Current Liabilities | 1,006,278 | 834,080 |
| Liabilities under Charitable Remainder Trusts, net of current portion | 373,213 | 499,918 |
| Funds Held as Agency Endowments | 771,745 | 733,181 |
| Total Liabilities | 1,379,491 | 1,233,898 |
| Net Assets | 55,859,503 | 54,825,415 |
| Net Assets at Beginning of Year | 64,825,415 | 66,963,374 |
| Net Assets at End of Year | 67,569,503 | 64,825,415 |

### REVENUES

For Years ended December 31, 2015 and 2014

<table>
<thead>
<tr>
<th>Category</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>3,249,124</td>
<td>2,380,335</td>
</tr>
<tr>
<td>Investment income</td>
<td>1,320,324</td>
<td>1,105,548</td>
</tr>
<tr>
<td>Investment gains (losses)</td>
<td>(34,032)</td>
<td>5,190,126</td>
</tr>
<tr>
<td>Royalty income</td>
<td>161,002</td>
<td>202,201</td>
</tr>
<tr>
<td>Other income</td>
<td>8,060</td>
<td>4,900</td>
</tr>
<tr>
<td>Total Support and Revenues</td>
<td>4,935,110</td>
<td>4,447,709</td>
</tr>
<tr>
<td>Grants and Scholarships</td>
<td>2,490,379</td>
<td>1,064,248</td>
</tr>
<tr>
<td>Trustee Fees</td>
<td>364,716</td>
<td>328,907</td>
</tr>
<tr>
<td>Administrative expenses</td>
<td>765,658</td>
<td>717,268</td>
</tr>
<tr>
<td>Other expenses</td>
<td>100,163</td>
<td>184,746</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>3,921,815</td>
<td>3,278,220</td>
</tr>
<tr>
<td>Change in net assets before change in unrealized appreciation of investments</td>
<td>536,563</td>
<td>2,169,488</td>
</tr>
<tr>
<td>Change in unrealized appreciation of investments</td>
<td>2,207,525</td>
<td>(4,307,447)</td>
</tr>
<tr>
<td>Net Assets at Beginning of Year</td>
<td>64,825,415</td>
<td>66,963,374</td>
</tr>
<tr>
<td>Net Assets at End of Year</td>
<td>67,569,503</td>
<td>64,825,415</td>
</tr>
</tbody>
</table>

### STATEMENTS OF ACTIVITIES

For Years ended December 31, 2015 and 2014

A copy of the complete 2016 financial statements audited by Widmer Roel PC is available for review in the FM Area Foundation office.

| Staff | Tim Beaton, Executive Director |
|       | Patty Madel, Finance Director |
|       | Greg Dick, Development Officer |
|       | Courtney Larson, Communications and Marketing Officer |
|       | Lisa Oestreich, Program Officer |
|       | Karys Beaton, Administrative Assistant |

The Foundation's assets are held and invested at the following institutions.
- US Bank
- Bremer Bank
- Bell Bank
- Heartland Trust
- Wells Fargo
- Bank of the West
- Amera
- Edward Jones
- US Bank
- Thomson Southwest Trust Company
- Merritt Lynch - Egerian Neunychester & Associates

### NUMBER OF FUNDS BY YEAR

<table>
<thead>
<tr>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>281</td>
<td>327</td>
<td>346</td>
</tr>
</tbody>
</table>

### CONTRIBUTIONS BY YEAR

<table>
<thead>
<tr>
<th>2014</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,251,425</td>
<td>$2,280,155</td>
<td>$3,349,524</td>
</tr>
</tbody>
</table>

2016 BOARD OF DIRECTORS
- Morrie Lanning, Chair
- Tom Dawson, Vice-Chair
- Doreen Marquardt, Treasurer
- Lisa Bode, Secretary
- Carl Schlissman, Immediate Past President
- Corey Elmer
- Thomas Jefferson
- Joel Jorgenson
- Matthew Hohn
- Susan Johnson-Drentel
- Marlin Grogan
- Lisa Borren
- Don Haugen
- Sandy Nordby, Trustee Representative

STAFF
- Tim Beaton, Executive Director
- Patty Madel, Finance Director
- Greg Dick, Development Officer
- Courtney Larson, Communications and Marketing Officer
- Lisa Oestreich, Program Officer
- Karys Beaton, Administrative Assistant