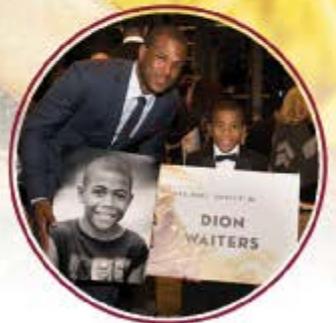
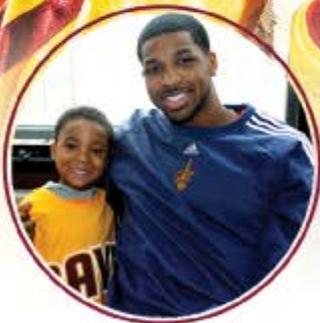
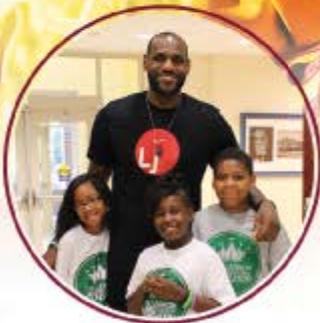


CRAIN'S

Giving Guide

2014



CAVALIERS
ALL FOR ONE ONE FOR ALL

Dan Gilbert and the entire Cavaliers & Quicken Loans Arena family - including the Lake Erie Monsters, the Cleveland Gladiators and the Canton Charge - are committed to making a positive impact in the lives of children and families in Northeast Ohio. Read more in the second annual Crain's Cleveland Business Giving Guide to learn about the charitable efforts of the Cavs and other area organizations.

When it comes to generosity Northeast Ohio ranks high

Cleveland continues to outpunch its weight class in philanthropy, continually ranking among the most charitable cities when lists are released every year. Forget our sports teams, our winning streak with charitable giving rolls on.

We've earned a reputation as a generous region — and we keep living up to it.

We also have some of the best nonprofits around, and that's not just an opinion.

Charity Navigator ranks charities every year based on two dozen metrics, including efficiency, expenses, CEO compensation, transparency and accounting practices. As a group, Greater Cleveland's nonprofits rank No. 3 among the top 30 metro areas in America.

So not only do the people of Northeast Ohio dig deep, the recipients of their generosity honor them with well-run operations.

The Crain's Cleveland Business Giving Guide acts as a high-octane fuel for this already impressive engine.

This annual special supplement accomplishes two important goals:

For donors, the guide is a year-round reference manual, allowing philanthropists of all wallet thicknesses to lean back, put up their feet and read more about our region's nonprofits, their missions, structure, leadership and successes.

For nonprofits, the guide is a showcase, allowing them to share the wonderful work they are doing with the contributions they receive.

Because of the support of this publication's for-profit advertisers, we were able to offer nonprofits deeply discounted space. We took care of the layout, printing and postage. In the end, participating nonprofits were able to get their messages in front of our excellent — and generous — audience for literally a few pennies a pop.

Thank you to our advertisers for making it possible. (I also need to add that Crain's Cleveland Business contributed the equivalent of more than \$150,000 in advertising and marketing efforts to make the 2014 Giving Guide possible.)

We realize the crucial role our region's nonprofits play in Northeast Ohio, not just to the business and economic climate but to the health, culture, well-being and quality of life of everyone in Greater Cleveland.

Crain's Cleveland Business is honored to be able to provide another resource to local donors and nonprofits.



JOHN CAMPANELLI
Publisher
Crain's Cleveland Business

Cleveland: the Home and Heart of Community Philanthropy

I am honored to speak in this space on behalf of the board and staff of the Cleveland Foundation, the world's first community foundation. We take pride in that distinction less for what it says about our organization than for what it implies about the creativity and humanity of Clevelanders past and present.

In this, the foundation's centennial year, we are keenly aware of the legacy of giving that donors from all walks of life have sustained in collaboration with us. People here have a very strong sense of place; from lifelong residents to recent arrivals, we all feel the magnetic pull and the fighting spirit of a community that never quits. Often, this close identification with place prompts a desire to give back. At the Cleveland Foundation, we never forget the role our generous donors play in improving life for their fellow citizens, including future generations they will never know.

We have an exceptional donor partner in the organization highlighted in this publication: the Cleveland Cavaliers. The Cavaliers Youth Fund is a Cleveland Foundation fund that supports programming for children, families and young adults in education, health, recreation, employment, entrepreneurship and life skills. We are proud to be associated with this fund and the team that established it.

In recognition of all our donors and the nonprofit grantees we have supported over the decades, we have supplemented the foundation's regular grantmaking by giving our community free access to some of its most treasured public assets each month throughout our 100th year.

Additionally, we have made a series of significant, forward-looking grants, most recently to revitalize communal spaces, including Public Square. We can think of no better way to honor our past than to position Cleveland for a dynamic future.

If you would like to learn how you can partner with the Cleveland Foundation, I invite you to turn to the article in which Kaye Ridolfi, our senior vice president for advancement, answers some frequently asked questions. As Kaye explains, through the foundation, you have the freedom to support any tax-qualified charitable organization you favor.

In closing, I want to salute Crain's Cleveland Business, a valued media partner of the Cleveland Foundation, for compiling this informative guide. It is a tremendous public service to everyone who cares about charitable giving in our community.



RONN RICHARD
President & CEO,
Cleveland Foundation

PARTNERING WITH THE CLEVELAND FOUNDATION

We Guide, You Decide How to Give

By Kaye M. Ridolfi | SR. VICE PRESIDENT, ADVANCEMENT

In this issue of Crain's Giving Guide, we at the Cleveland Foundation are pleased to offer our own guide to giving through community philanthropy. As the world's first community foundation, we have 100 years of experience partnering with generations of donors to help them turn their passions into purposeful giving.



Stretching from our founding in 1914 to the present day, a continuous line of donors has shaped a legacy of generous support that endures for all time. We have the pleasure of working directly with our donors. When we meet with potential and first-time donors, they often have questions about the Cleveland Foundation and their own role as philanthropists. Here are a few commonly asked questions:

Why partner with the Cleveland Foundation?

We are an organization comprising more than 1,400 separate funds. We meet with people every day to learn more about their charitable goals, and we work together to create a customized giving experience. Our team, composed of attorneys, accountants, development professionals and community experts, is experienced at advising everyone from individuals to multigenerational families. We share our deep knowledge of the issues and needs of the community and help you create a lasting legacy.

We will work with you and your professional adviser(s) to create a highly effective approach that meets both your charitable and financial interests during your lifetime and beyond.

What is a donor-advised fund and why should I establish one?

With a donor-advised fund at the Cleveland Foundation, giving becomes easy and effective, which is why it is our most popular type of fund. You can organize all of your charitable giving activities through one expertly managed, cost-effective vehicle.

When you make your contribution, you get an immediate tax deduction, but you can take your time to decide which

organizations and causes you care about most. Our donor-advised fund holders direct their own grantmaking, and our team provides personalized service to help you as much or as little as you need.

Although the foundation's focus is nonprofit organizations in Cuyahoga, Lake and Geauga counties, our donors are free to recommend grants locally, regionally and nationally to any organization in the U.S. that is tax exempt under section 501 (c)(3) of the Internal Revenue Code. You get to choose the causes and nonprofit organizations you want to support. The choice remains exclusively yours, and we will always honor your intent.

You may also involve your family in philanthropy by designating members as advisers to your fund, thus taking an opportunity to demonstrate the importance of charitable giving and to perpetuate your legacy of giving.

We take great care in the investment and financial stewardship of your fund. You will receive a quarterly statement that includes balances, contributions, investment returns and distributions.

What if I want a fund with more structure?

As an alternative to a private foundation, a supporting organization is a separate nonprofit entity operating in conjunction with the Cleveland Foundation. It has its own board and determines its own investment strategy and grant priorities. This structure provides an opportunity to involve multiple generations of family and friends in charitable giving.

The Cleveland Foundation handles all the activities and paperwork needed to obtain tax-exempt status for new supporting organizations. In addition, we take care of all bookkeeping, record keeping and compliance issues, freeing you to focus on your charitable objectives.

This approach may be ideal for people looking to formalize a philanthropic legacy while enjoying the ease and other benefits of our personalized service. We can help you shape your giving strategies, build consensus among families and develop solutions to magnify the impact of your giving.

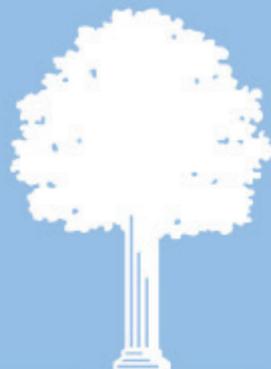
What can I give?

Whether you prefer to make a planned gift or an immediate impact, a broad, flexible array of charitable giving options exists. Our team is skilled at helping you pair the appropriate charitable vehicle with your intent.

THE GROWTH OF A FUND



TOTAL FUND DISTRIBUTIONS OVER FIFTY YEARS: **\$600,000**



1

10

20

30

40

50

\$100,000 BEQUEST IN YEAR ONE

BEQUEST VALUE IN YEAR FIFTY: **\$450,000***

We accept a variety of assets to establish or add to a fund, including cash, securities (pre-IPO, publicly traded and closely held), IRA/retirement fund assets, life insurance and other unique assets. We can facilitate even the most complex forms of giving.

If I partner with the Cleveland Foundation, how much can my gift grow over time?

You might be surprised. We often hear our donors talk about how they began their fund with one amount, then gave away sizable grants, and still have as much or more in their fund than when they started it. So, how can that happen?

Here is one example: Assuming an 8 percent growth rate and a 5 percent spending policy, over 50 years, a \$100,000 bequest could grow to \$450,000 while distributing \$600,000 to charities along the way. Although results cannot be guaranteed, your gift will be invested as part of a large pool of assets, with the potential for significant growth and income generation. Your initial investment could have a significant impact over time.

I have a long-term relationship with a professional adviser. Can I continue to work with this person?

Absolutely. Your professional adviser can continue to serve as your primary contact and as a liaison with us. We routinely collaborate with advisers in pursuit of a common goal: satisfied clients/donors.

How easy is it to work with the Cleveland Foundation team?

Very! We are well versed in making philanthropy simple, efficient and fulfilling. Our staff brings invaluable expertise not only to help you make key financial decisions, but to augment your understanding of community issues and needs. We pride ourselves on personal service because we know that our donors are our strongest asset.

Who typically sets up a fund at the Cleveland Foundation?

Some of our donors are wealthy and some have only modest means, but they all have a desire to give back. Funds range from \$10,000 into the multimillion dollars. We welcome the opportunity to serve donors at all income levels, and we treat each one as the unique individual he or she is. We can maintain your anonymity, if you so desire. We can never overstate our appreciation for those who choose to partner with the Cleveland Foundation.

If you would like to learn more about giving through the Cleveland Foundation, please visit www.ClevelandFoundation.org/Donors or call 877-554-5054.

Established in 1914 as the world's first community foundation, the Cleveland Foundation celebrates a century of turning passion into purpose this year. The foundation is Ohio's largest grantmaker and one of the largest community foundations in the country, with assets of \$2.1 billion and 2013 grants of \$89 million.

CLEVELAND
Foundation

*Assuming an 8 percent growth rate and a 5 percent spending policy.



ILLUSTRATION BY JOHN ROMAN

100 YEARS OF GIVING

By TIMOTHY MAGAW

At age 16, around 1872, Katherine Bohm immigrated to the United States, and like thousands of other Germans, she and her mother settled in Cleveland. The smoky city was on the heels of the Industrial Revolution, and thousands of immigrants were pouring into the region.

By virtue of their own determination, Katherine and her mother found work as a cook and a laundress in the homes of some of the city's most prominent industrialists. One of those industrialists, Samuel Mather, was neighbors with Frederick H. Goff — a trusted local attorney and banker who had the courage and foresight to launch the Cleveland Foundation, the nation's first community foundation, in 1914.

GIVING continued on page 54

Goff's radical vision was to pool the charitable resources of Cleveland's philanthropists to create a permanent endowment for the betterment of the community. Inspired by Goff's work, Bohm, who died nearly blind and with one leg, left almost her entire life savings — \$6,454, to be exact — to the foundation.

A modest amount, sure, compared to the millions of dollars others have left the foundation. The circumstances surrounding Bohm's gift were no doubt unique, but her intentions were not. Countless others have also entrusted the Cleveland Foundation to put their dollars to work to improve the quality of life in Cleveland — a city rich with history and ripe with promise.

Cleveland Foundation president and CEO Ronald B. Richard likes to say if he had a magnet that could suck up all of the important work the foundation has done over the last 100 years, there wouldn't be much left. The foundation has played an integral role — also an understated one — in the evolution of Cleveland and many of the important institutions that call the city home.

The foundation, for instance, has played a key role in the evolution of some Cleveland's hallmark institutions, including Cuyahoga Community College, the Cleveland Orchestra, the Free Medical Clinic of Greater Cleveland, PlayhouseSquare, the Cleveland Metroparks, the city's public schools and countless others. Still, the foundation isn't interested in a victory lap.

Indeed, the Cleveland Foundation, whose assets now exceed \$2 billion, continues to turn passion into purpose.

"If we can't do 10 times more in the second century than we did in the first, there's something wrong with us," Richard said.

An enduring legacy

By their very nature, community foundations are challenging enterprises. Goff's lofty aspirations exceeded the foundation's grasp, and in many ways, that still rings true today, according to Robert E. Eckardt, a 32-year veteran of the foundation and its current executive vice president. After all, community foundations are designed to think big. Eckardt said the Cleveland

"The best foundations are a product of vision and daring leadership."

ELEANOR SACKS

Well-known researcher of community foundations and visiting scholar at Indiana University's Lilly Family School of Philanthropy

Foundation aims to change trajectories and to put new ideas on the table to solve some of the city's pressing issues.

"A community foundation allows donors of all sizes to work together on a community they care about," Eckardt said. "It's not just the vision of one person like a Ford or a Rockefeller. In a way that's almost easier, but we represent the broader community, and we need to build consensus. In that sense, we can have an even bigger impact."

While the Cleveland Foundation is on solid footing today, at one point, it was a very real possibility that it may have to close its doors. About 15 years after its founding, the financial collapse of the late 1920s soured what small endowment the foundation had built. However, in 1931, a \$3 million bequest from Harry Coulby — known as the Czar of the Great Lakes — cushioned the blow of the Great Depression. In fact, it propelled the foundation into the ranks of the country's five largest community trusts.

But while gifts like Coulby's are what enable the foundation to do the groundbreaking work for which it's known, community leaders chalk up the foundation's enduring legacy to its strong leadership over the last 100 years. They, of course, point to the foundation's board, its current CEO in Ronn Richard, but also Steven Minter, who joined the foundation in 1974 and served as its chief executive from 1984 until retiring in 2003.

Minter was known for deepening the foundation's involvement in some of the

region's pressing issues, including housing, health care and, of course, education. He encouraged the board to approve large-scale commitments to move the needle in those areas, and worked to ensure the foundation remained nimble enough to respond to the city's challenges.

"These issues don't go away. They take new forms, and people have a different take on them, but they're enduring issues," Minter said.

Looking forward

While the Cleveland Foundation has taken an opportunity to celebrate its centennial, its work hasn't stopped.

The foundation operates much in the same way it did in those early days. It continues to dole out history-making grants, but perhaps more importantly, it now serves as a convener and wingman in virtually all of the transformative work occurring in Cleveland. That work includes the rebirth of the city's public schools and the continued integration of University Circle and its surrounding neighborhoods.

"We've been asked to fill these leadership voids or financial or fiscal voids more and more and more, and our leadership has become just as important as our grant dollars," Richard said.

That leadership role is just one of the reasons why the Cleveland Foundation and its staff are looked at as thought leaders in the community foundation space. Sure, the foundation is often heralded as the nation's first. However, its commitment to taking bold stands on controversial issues has cemented its place in history.

"The best foundations are a product of vision and daring leadership," said Eleanor Sacks, a well-known researcher of community foundations and visiting scholar at Indiana University's Lilly Family School of Philanthropy. "The Cleveland Foundation has been a leader in daring to think big things for Cleveland when Cleveland was really down in the dumps."

When asked what advice she would give the Cleveland Foundation on its next 100 years, Sacks said, "Just keep doing what you're doing."

(As published in a June 8, 2014, supplement to Crain's Cleveland Business.)

Largest Grantmaking Foundations

RANKED BY AMOUNT OF 2013 GRANTS

RANK	NAME ADDRESS PHONE/WEBSITE TOP EXECUTIVE/TITLE	GRANTS (millions)	2013 ASSETS (millions)	2013 LARGEST/ SMALLEST GRANT	YEAR FOUNDED/ TOTAL STAFF	LARGEST GRANTS
1	Cleveland Foundation 1422 Euclid Ave., Suite 1300, Cleveland 44115 (216) 861-3810/www.clevelandfoundation.org Ronald B. Richard, <i>President, CEO</i>	2013: \$88.9 2012: \$91.6	\$2,132.8	\$10,000,000 \$49	1914 77	Musical Arts Association, Cleveland Neighborhood Progress, Cleveland Metropolitan School District, College Now Greater Cleveland
2	The George Gund Foundation 45 Prospect Ave. West, Suite 1845, Cleveland 44115 (216) 241-3114/www.gundfoundation.org David T. Abbott, <i>Executive Director</i>	2013: \$24.8 2012: \$25.6	\$529.5	\$3,750,000 \$2,000	1952 12	Gordon Square Arts District, The Cleveland Foundation, The Foundation Fighting Blindness, Trust for Public Land, The Musical Arts Association
3	KeyBank Foundation 800 Superior Ave., Cleveland 44114 (216) 828-7397/www.key.com/foundation Margot James Copeland, <i>Chair</i>	2013: \$12.0 2012: \$12.8	\$40.5	\$750,000 \$500	1969 5	Cleveland Zoological Society, JumpStart Inc., Ohio State University Foundation, St. Vincent Charity Medical Center, Syracuse University, United Way of Greater Cleveland
4	Saint Luke's Foundation of Cleveland 11327 Shaker Boulevard, Suite 600W, Cleveland 44104 (216) 431-8010/www.saintlukesfoundation.org Anne C. Goodman, <i>President, CEO</i>	2013: \$11.3 2012: \$10.8	\$181.8	\$1,000,000 \$1,000	1997 9	Cleveland Neighborhood Progress Inc., MetroHealth System, Case Western Reserve University School of Dental Medicine, Friends of Breakthrough Schools
5	Eaton Charitable Fund 1000 Eaton Blvd., Cleveland 44122 (440) 523-5000/www.eaton.com William B. Doggett, <i>Sr. Vice President, Public and Community Affairs</i>	2013: \$9.3 2012: \$8.7	\$2.2	\$645,455 \$250	1953 2	United Way of Greater Cleveland, Cleveland Museum of Art, National Merit Scholarship Foundation, American Red Cross Disaster Relief Fund
6	Kelvin & Eleanor Smith Foundation 30195 Chagrin Blvd., Suite 275, Cleveland 44124 (216) 591-9111/www.kesmithfoundation.org Ellen Stirn Mavec, <i>Chairman, President</i>	2013: \$7.9 2012: \$7.2	\$157.4	\$1,000,000 \$6,000	1955 2	Case Western Reserve University, Cleveland Museum of Art, Fund For Our Economic Future, Musical Arts Association
7	The Margaret Clark Morgan Foundation 10 W. Streetsboro St., Suite 200, Hudson 44236 (330) 655-1366/www.mcmfdn.org Rick Kellar, <i>President</i>	2013: \$7.3 2012: \$2.2	\$89.2	\$5,500,000 \$500	2001 3	Northeast Ohio Medical University (NEOMED), Active Minds Inc., Crisis Intervention & Recovery Center, MetroHealth System, Child & Adolescent Behavioral Health
8	Akron Community Foundation 345 W. Cedar St., Akron 44307 (330) 376-8522/www.akroncf.org John T. Petures Jr., <i>President, CEO</i>	2013: \$7.2 2012: \$7.2	\$185.4	\$246,200 \$50	1955 15	Akron Art Museum, City of Akron Neighborhood Partnership, Akron Metropolitan Housing Early Learning Project, Boys and Girls Club of the Western Reserve
9	GAR Foundation 277 E. Mill St., Akron 44308-1735 (330) 576-2926/www.garfoundation.org Christine Amer Mayer, <i>President</i>	2013: \$6.9 2012: \$5.3	NA	NA	1967 NA	Akron Public Schools, BVU: The Center for Nonprofit Excellence, United Way of Summit County, Greenleaf Family Center, Summit Education Initiative
10	Stark Community Foundation 400 Market Ave. N., Suite 200, Canton 44702 (330) 454-3426/www.starkcf.org Mark J. Samolczyk, <i>President</i>	2013: \$6.6 2012: \$6.8	\$215.2	\$350,000 \$100	1963 11	John H. and Evelyn L. Ashton Preservation Association Inc., Stark Education Partnership, United Way of Greater Stark County, Arts@inStark, The Wilderness Center
11	Nordson Corporation Foundation 28601 Clemens Road, Westlake 44145 (440) 892-1580/www.nordson.com Cecilia H. Render, <i>Executive Director</i>	2013: \$6.4 2012: \$4.0	\$23.7	\$500,000 \$2,000	1988 5	Second Harvest Foodbank of North Central Ohio, Boys & Girls Club of Trenton, CollegeNow, Friends of Breakthrough Schools, Vocational Guidance Services
12	Parker Hannifin Foundation 6035 Parkland Blvd., Cleveland 44124 (216) 896-3000/www.parker.com Don Washkewicz, <i>President, Trustee</i>	2013: \$6.4 2012: \$4.9	\$0.0	\$500,000 \$1,000	1953 1	United Way, Village at Marymount, Cleveland State University-Allen Theater project, Cleveland YMCA, Ursuline College

LARGEST GRANTMAKING FOUNDATIONS continued on page 60