

# Nonprofit Link

A Northern New York Community Foundation Publication Connecting the Region's Nonprofit Organizations

## Community Foundation joins United Way of NNY in North Country Center of Nonprofit Excellence

The Northern New York Community Foundation recently announced a strategic partnership with the United Way of NNY in the North Country Center of Nonprofit Excellence.

The Center of Nonprofit Excellence began operations in January and serves the region's nonprofit community through education, promotion of best practices, collaboration and specialized training.



For many years, the United Way of NNY and the Community Foundation

have shared common goals for the region: economic prosperity, a quality of life for every resident, and essential services for those individuals and families facing challenges. The Center of Nonprofit Excellence is the first major shared step in attaining mutual goals. The initiative aims to create a nonprofit business environment that promotes effectiveness, efficiency, and innovation to meet today's challenges and endure future success in the region.

A comprehensive schedule of training and workshops for nonprofit staff, leadership and board members kicked off Jan. 16 with a senior leadership and management symposium. The Center will hold a series of workshops throughout this year, focusing on a wide range of topics that include: strategic planning, grant preparation and writing, financial management, media, leadership and more. Contact **Natasha Gamble**, North Country Center of Nonprofit Excellence program director at [natasha.gamble@unitedway-ny.org](mailto:natasha.gamble@unitedway-ny.org) or 315-755-1399, ext. 106, to learn more about this initiative.

## The evolution of a lasting partnership Thousand Islands Land Trust builds enduring relationship

The Northern New York Community Foundation has long supported the work of the Thousand Islands Land Trust, a Clayton-based environmental conservation and education nonprofit.

Since 1985, the land trust has helped safeguard the regional landscape of the 1000 Islands, focusing its conservation efforts primarily along a 50-mile stretch from Grenadier Island in Cape Vincent north to Morristown along the St. Lawrence River and its adjacent lands.

Today, TILT protects more than 10,000 acres of land that includes important wetland, grassland, and woodland habitat. It has also established areas accessible for public enjoyment with more than 20 miles of trails open year-round and hosts a wide range of education programs available to all ages.

In its more than 30-year history, the Community Foundation has supported TILT through grant awards and, more recently, the stewardship of several agency funds and



**FAMILY FUN:** Children enjoy summer activities at TILT'S Zenda Farm Preserve near Clayton.

PHOTO COURTESY TILT

permanent endowments that aid the organization. In December 2019, the Foundation's board approved a grant that will help TILT develop an educational "discovery center" in Clayton. A permanent endowment to support the long-term operation of the center was also created.

"With the Community Foundation's partnership, we continue to build upon our founders' vision, working to conserve the natural

beauty, diverse wildlife habitats, water quality and outdoor recreation opportunities of the Thousand Islands region, now and for future generations," said **Jake Tibbles**, TILT executive director.

In 2013, the land trust established two funds at the Community Foundation. The **Land Conservation & Environmental Education**

See TILT on back page

## Connecting nonprofits with opportunities

The needs in our North Country communities change rapidly. We are fortunate to have many nonprofit organizations that are nimble responding to critical and evolving challenges each year. The Northern New York Community Foundation remains devoted to helping donors align their charitable interests to the needs that equally committed nonprofits so effectively address.

The Community Foundation's commitment to the region's nonprofits extends beyond meaningful grants to support their missions and services. You will note in this first edition of the *Nonprofit Link* the many opportunities to forge a stronger relationship with the Community Foundation that impact nonprofit capacity and permanence. The connection leads to resource



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sharing and thoughtful guidance, which makes the communities we serve flourish. It is important to us to help position nonprofits in a strategic manner, as they explore charitable avenues to strengthen their work.

Let the *Nonprofit Link* be a local guide to help lift your efforts as a vital nonprofit organization that serves the community.

The Community Foundation is grateful and excited for the partnerships we have, and the opportunity to create more support for the region's nonprofits in the future.



## CALENDAR OF 2020 GRANT FUNDING OPPORTUNITIES

### Kenneth V. and Jeannette Remp Sawyer Community Fund

**Region served:** Boonville, Constableville and Westernville

**Description:** Support for programs, projects and initiatives that enhance the quality of life for residents of all ages who live in the region noted above

**Funding available:** Up to \$40,000

**Deadline to apply:** April 24, 2020

**Grants determined:** June 2020

### LEAD Impact Grant Program

**Region served:** Jefferson, Lewis and St. Lawrence counties

**Description:** The LEAD Council of the Northern New York Community Foundation determines a strategic focus to address key community needs across the region.

The grant focus will be determined in February. A grant application will be made available at that time and eligible nonprofit organizations with a mission aligning with the grant focus are encouraged to apply.

**Funding available:** Up to \$25,000

**Deadline to apply:** April 24, 2020

**Grants determined:** September 2020

### Orchestral Fund

**Region served:** Watertown area

**Description:** Support for orchestral performances taking place in the region noted above. Eligible nonprofit organizations are required to have at least 20 performers in the group with an instrumental component

**Funding available:** Up to \$20,000

**Deadline to apply:** April 24, 2020

**Grants determined:** June 2020

### George R. Davis Fund for Lowville

**Region served:** Village and Town of Lowville

**Description:** Support for programs, projects and initiatives that impact the quality of life for residents of the village and town of Lowville

**Funding available:** Up to \$15,000

**Deadline to apply:** April 24, 2020

**Grants determined:** June 2020

### The Lighthouse Fund

**Region served:** Clayton, Cape Vincent and surrounding St. Lawrence River-area communities

**Description:** Support for nonprofit organizations that provide services to vulnerable populations residing in the region noted above

**Funding available:** Up to \$2,000

**Deadline to apply:** April 24, 2020

**Grants determined:** June 2020

### Carolyn Whitney Fund

**Region served:** City of Watertown

**Description:** Support tree-planting projects or initiatives in the city of Watertown

**Funding available:** Up to \$3,000

**Deadline to apply:** April 24, 2020

**Grants determined:** June 2020

### Clifton-Fine Community Fund

**Region served:** Communities of Clifton, Cranberry Lake, Fine, Newton Falls, Oswegatchie, Star Lake, Wanakena

**Description:** Support to nonprofit organizations and eligible public organizations for programs, projects and initiatives augmenting the quality of life in the region noted above

**Funding available:** Up to \$5,000

**Deadline to apply:** August 2020

**Grants determined:** September 2020

### John and Dorothea VanNess Family Fund

**Region served:** Greater Potsdam area

**Description:** Support to nonprofit organizations and eligible public organizations impacting the quality of life for residents of the greater Potsdam area, with a priority focus given to the village and town of Potsdam. Areas of focus include, but are not limited to: health and wellness, arts and culture, economic development, community revitalization, and more

**Funding available:** Up to \$10,000

**Deadline to apply:** October 23, 2020

**Grants determined:** December 2020

### Six Town Community Fund

**Region served:** Towns of Adams, Ellisburg, Henderson, Lorraine, Rodman and Worth

**Description:** Support to nonprofit organizations and all eligible public organizations impacting the quality of life for residents of the Six Town region, as noted above

**Funding available:** Up to \$5,000

**Deadline to apply:** October 23, 2020

**Grants determined:** December 2020

### Rock Charitable Fund

**Region served:** St. Lawrence County

**Description:** Support for maintenance and preservation of churches and cemeteries, and places of legitimate historical significance in St. Lawrence County; also to help benefit and/or assist Veterans of the United States Military residing in St. Lawrence County for their medical and/or recreational needs

**Funding available:** Up to \$100,000

**Deadline to apply:** Fall 2020

**Grants determined:** December 2020

### QUESTIONS?

■ If you have questions about any one of these grant opportunities or would like to learn more about the Community Foundation's grant process, please contact **Max DelSignore**, assistant director, [max@nnycf.org](mailto:max@nnycf.org), 315-782-7110. Grant guidelines and additional information can be found online at [www.nnycf.org/grant-information](http://www.nnycf.org/grant-information).

### Jefferson Economic Development Fund

**Region served:** Jefferson County

**Description:** Support for nonprofit organizations with programs, projects and initiatives that enhance and promote economic development in Jefferson County. Nonprofits are encouraged to think creatively and broadly when examining their programs and services and identify a correlation between their work and economic development in the community

**Funding Available:** Up to \$10,000

**Deadline to apply:** October 23, 2020

**Grants determined:** December 2020

### Daniel J. Briggs Fund for Integrity

**Region served:** Jefferson, Lewis and St. Lawrence counties

**Description:** Support for bullying prevention and character education programs, as well as professional development opportunities to administrators, teachers, staff, and employees of school districts in Jefferson, Lewis and St. Lawrence counties

**Funding available:** Up to \$1,000

**Deadline to apply:** October 23, 2020

**Grants determined:** December 2020

### Safe Schools Endeavor

**Region served:** Jefferson and Lewis County school districts (public and private)

**Description:** Support for programs and projects that empower students, parents and faculty in creating the safest environment and campus for children and adults in Jefferson and Lewis County schools

**Funding available:** Fall 2020

**Deadline to apply:** October 26, 2020

### Youth Philanthropy Council

**Region served:** Jefferson, Lewis and St. Lawrence counties

**Description:** Support to nonprofit organizations serving all residents, through programs and projects that enhance the quality of life in the tri-county area

**Funding Available:** Up to \$20,000

**Grants determined:** June 2020

**2020-2021 Application available:** Fall 2020

## THE CONSULTANT'S CORNER

# Consider these grant-seeking best practices

**W**e often refer to the best practices in grant seeking as the 3 Rs. 1. Research, 2. Relationships, and THEN 3. wRiting. The reality is that there are actually 5 Rs to the grant cycle. 1. Readiness, 2. Research, 3. Relationships, THEN 4. wRiting, and once you successfully secure funding, 5. Reporting.

I have seen well-intentioned organizations that shortchange or completely bypass the early elements of the best practices framework for seeking grants and jump right into the fourth “R” of wRiting. When organizations skip best practices or focus on them out of order, their grant-seeking success is nearly certain to be less than they were hoping. I have seen incredibly well-written proposals fall flat as they were sent to grantmakers that allowed communication, but they hadn’t taken time to consider it and submitted without any outreach beforehand.

Here are some tips to help get you started with the first three best practices **BEFORE** you ever start writing.

## ■ BEST PRACTICE 1 — GET GRANT READY BEFORE YOU START APPLYING

Grant readiness is another phrase for competitiveness in the grant-seeking process. It is true that the basic element of grant readiness is looking at the formal framework such as your IRS, grants.gov and Grants Gateway registrations. It is also important to look at your internal capacity. Do you have the right grant-seeking policies and procedures in place? Do you have an engaged grant team? (Don’t worry, it isn’t one more committee to have on your organization chart, rather it is having a group of engaged colleagues who have a stake in seeing grants be successful and actively support grant-seeking activities.)

## ■ BEST PRACTICE 2 — DO YOUR HOMEWORK ABOUT EACH GRANTMAKER

Your initial research about a grantmaker

likely centers around the keywords for their funding priorities, their application process, and their application deadline.

Digging deeper into the due diligence you should be conducting in your grantmaker research, you need to understand more about their recent grant-making history as part of your homework and learning. You need to look geographically at where the grants are being awarded and how those locations relate to their overall stated geographic priority. You need to look at what their average and median grant award size is and see how those amounts compare to what you were planning to request through your application.

**Dig deep. Learn all of the details possible so that you are asking the right questions when you reach out to a grant-maker to start building a relationship.**

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**DIANE LEONARD, GPC, CSPO, CSM**

## ■ BEST PRACTICE 3 — REMEMBER THAT

### ALL GRANTS ARE RELATIONSHIP DRIVEN

Relationship building is as important in grant seeking as it is in all other elements of fundraising.

Yes, the process is different for the way in which funding is requested and approved, but there are people making the decisions about the grants awarded to you and the impact you seek to create.

When reaching out to grantmakers, you should always be prepared with these three talking points:

- Short introduction of who you are, what organization you are with (not getting into your whole mission and all your programs), and if the grantmaker is not geographically in the same place, let them know where you are based and implementing your work.

- A 30-second elevator pitch of why, based on your research of their funding and recent grant history, you think that your organization is a strong potential funding partner. Pause afterward to seek their input.

- Up to three thoughtful questions that were not answered through your research of their materials, but could help you customize your proposal to be more competitive in their process.

While following the first three best practices of grant seeking do not guarantee your grant seeking success, they ensure that the proposals you **DO** sit down to write will stand a much better likelihood of being successful.

**DIANE H. LEONARD**, GPC, CSPO, CSM, is a Grant Professional Certified and Approved Trainer of the Grant Professionals Association. She is also a Certified Scrum Master and Certified Scrum Product Owner through Scrum Alliance Inc. Since 2006, Diane and her team have secured more than \$61.8 million in competitive grant awards for clients of DH Leonard Consulting & Grant Writing Services. She is an active member of the Grant Professionals Association. Diane is a graduate of Cornell University, Ithaca, with a Bachelor of Science in Industrial and Labor Relations. When not working with her team on grant applications for clients, Diane can be found in the 1000 Islands, out for a run, or drinking a strong cup of coffee. She lives in Clayton with her husband, Erich, and two young daughters.

NONPROFIT PARTNERS

# Work that strengthens the efforts of tri-county nonprofits

Through endowments and other agency funds, we are proud to partner with nearly 150 nonprofit organizations in our region to support their work now and in perpetuity

## Jefferson County

All Souls Unitarian Universalist Church  
 Alexandria Township Historical Society  
 Association for the Blind & Visually Impaired of Northern New York  
 Carthage Central School District  
 Carthage YMCA  
 Child Evangelism Fellowship  
 City of Watertown  
 Cornell Cooperative Extension of Jefferson County (Camp Wabasso)  
 Crescent Yacht Club Junior Division  
 Densmore Church  
 Dexter Historical Society  
 Disabled Persons Action Organization (DPAO)  
 Faith Fellowship Christian School  
 Foundation for Community Betterment (Alexandria Bay Chapter)  
 Friends of Roswell P. Flower Memorial Library  
 Friends of Thompson Park  
 General Brown Central School District  
 Hay Memorial Library  
 Henderson Historical Society  
 Herring College Memorial Educational Trust  
 Historical Association of South Jefferson  
 Honor the Mountain Monument  
 Hospice of Jefferson County  
 Immaculate Heart Central School  
 Indian River Lakes Conservancy  
 Jefferson-County Historical Society  
 Jefferson-Lewis-Hamilton-Herkimer-Oneida BOCES



Jefferson Rehabilitation Center

JRC Foundation  
 Knights of Columbus Council #259  
 Lorraine United Methodist Church  
 Lyme Central School District  
 Lyme Free Library  
 Macsherry Library  
 Meals on Wheels of Greater Watertown  
 Minna Anthony Common Nature Center  
 National Association of the 10th Mountain Division  
 Nature Conservancy  
 North Central Zone of the New York State Retired Teachers' Association  
 North Country Council of Social Agencies  
 North Country Family Health Center  
 North Country Goes Green Irish Festival

Northpole Fire Company  
 NYS Zoo at Thompson Park and Conservancy  
 Ontario Bays Initiative (OBI)  
 Point Vivian Preservation Corp.  
 River Hospital  
 Sackets Harbor Central School District  
 Sackets Harbor Historical Society  
 Samaritan Medical Center  
 St. John's Episcopal Church, Cape Vincent  
 Save The River  
 Six Town Community Fund  
 South Jefferson Central School District  
 SPCA of Jefferson County  
 Stage Notes  
 Thousand Islands Area Habitat for Humanity  
 Thousand Islands Arts Center  
 Thousand Islands Emergency Rescue Service (TIERS)  
 Thousand Islands Foundation  
 Thousand Islands Land Trust (TILT)  
 Thousand Islands Performing Arts Fund (TIPAF) at Clayton Opera House  
 Tug Hill Tomorrow Land Trust  
 United Way of Northern New York  
 Village of Dexter  
 Volunteer Transportation Center  
 Watertown City School District  
 Watertown Evening Rotary Club  
 Watertown Lyric Theater  
 Watertown Musicales  
 Watertown Noon Rotary Club  
 Watertown Sunrise Rotary Club  
 Watertown Urban Mission  
 WPBS-TV

## Lewis County

Adirondack Mennonite Camping Association  
 Adirondack Central School District  
 American Maple Museum  
 Beaver River Central School District  
 Constable Hall Association  
 Copenhagen Central School District



Double Play Sports Community Center

Friends of Lewis County Hospice  
 Fund for Hope of Lewis County Hospital Foundation  
 Lewis County Agricultural Society  
 Lewis County General Hospital  
 Lowville Academy and Central School  
 Mountain View Prevention Services

## St. Lawrence County

ARC Jefferson-St. Lawrence & Rotary Dodge Pond  
 Brasher Falls Central School District  
 Canton Community Fund  
 Canton Fountain Fund  
 Canton Free Library  
 Cerebral Palsy Association of the North Country  
 Church & Community Program of Canton  
 Clifton-Fine Community Fund  
 Clifton-Fine Hospital  
 Colton-Pierrepoint Central School  
 Community Health Center of the North Country  
 Edwards-Knox Central School District  
 Fort La Présentation Association  
 Frederic Remington Art Museum  
 Friends of the Potsdam Museum  
 Gouverneur Hospital  
 Grasse River Heritage  
 Hammond Presbyterian Church  
 Hermon-DeKalb Central School District  
 Hospice and Palliative Care of St. Lawrence Valley  
 Indian Creek Nature Center  
 Little River Community School  
 Madrid-Waddington Central School  
 Massena Central School District  
 Massena Music Friends  
 Massena Public Library  
 Morristown Central School District  
 New Beginnings Clothing and Food Outreach  
 North Country Children's Museum  
 North Country Public Radio  
 Norwood-Norfolk Central School District  
 Norwood Village Green Concert Series  
 Ogdensburg Boys & Girls Club  
 Ogdensburg Command Performances  
 Ogdensburg Free Academy  
 Orchestra of Northern New York  
 Police Activities League of Massena  
 Potsdam Central School District  
 Potsdam Holiday Fund  
 Potsdam Humane Society  
 St. Lawrence Central School District  
 St. Lawrence County Historical Association  
 St. Lawrence Land Trust  
 St. Lawrence Power & Equipment Museum  
 Traditional Arts in Upstate New York (TAUNY)  
 United Church of Madrid



United Helpers

Wanakena Historical Association  
 Wilderness Health Care Foundation

### Advantages for nonprofits to establish a fund at the Community Foundation include:

- Additional layer of stewardship and oversight
- Ability to ensure donor intent remains intact as organizational leadership changes

- Investment returns provide additional source of income to support operations
- Unique legacy naming opportunities
- Greater diversification of pooled investments
- Ability for donors to endow annual giving by establishing parameters for annual distributions

to the charity or charities  
 ■ If you or an organization you represent are interested in learning more about options for supporting your favorite school, church or charity in perpetuity, **contact the Community Foundation, 315-782-7110 or info@nnycf.org.**

## NONPROFIT PARTNERS

# Orchestra of NNY and the power of endowment

The Community Foundation's affiliation with the **Orchestra of Northern New York** has been one of its most long-standing and widespread. The Orchestra is undoubtedly one of the most critical partners to advance the arts and culture in the region.

Now in its 32nd season, the Orchestra seeks to enrich the quality of life in the North Country through live performances of orchestral music by outstanding musicians and to emphasize the engagement of local youth in the appreciation of music. It is the only year-round professional symphony orchestra from Rochester to Burlington and Syracuse to Ottawa.

For several years, the Orchestra has capably filled the void left in the Watertown area by the dissolution of the Syracuse Symphony. The organization has been rejuvenated by its **Watertown Advisory Council's** recent work to boost attendance and overall community engagement.

Thanks to Community Foundation donors, substantial annual investments have been made to continue to build the Orchestra's presence in the region. The Foundation also partners with the Orchestra for the annual summer **Concert in Thompson Park** as well as the **Clayton Opera House**. In 2013, the Orchestra, proactively established an endowment at the Community Foundation, guaranteeing future growth of those funds to help ensure its longevity. In the past two



AMANDA MORRISON PHOTO | FOR NNYCF

**SUMMER CLASSIC:** Concertgoers enjoy the annual Concert in the Park performance of the **Orchestra of Northern New York** at Watertown's **Thompson Park** in July.

**"All we could have hoped for from this partnership has transpired over the past six years. My wife Jill and I will be pursuing estate planning with the Community Foundation that benefits the orchestra. We hope others will consider doing the same."**

— Timothy Savage, board president,  
Orchestra of Northern New York



years, an additional \$15,000 was added.

**Timothy Savage** has served as Orchestra board president since 2011 and became involved when his wife **Jill** joined the violin section in 1992. He is also the director of bands at **Canton Central School** and serves as an adjunct instructor at **SUNY Potsdam's Crane School of Music** and in the **St. Lawrence University** music department.

"We are encouraged by the growth we have realized in our endowment and look forward to

continuing the trend long into the future," Mr. Savage said. "It is our intention to build it to the point that we can count on applying a sensible percentage of the interest earned toward our annual operating budget.

Just 10 years ago, the Orchestra held an endowment of \$50,000. After additional donor gifts, the Orchestra established an \$81,000 endowment at the Community Foundation. With additional gifts and growth through diversified, prudent investment, it is now nearly \$150,000.

"All we could have hoped for from this partnership has transpired over the past six years, and our endowment currently stands at \$145,000. With generous donor support, we hope to double this amount in the next three to five years," Mr. Savage said.

There is a special opportunity to create greater visibility of the Foundation's partnership with ONNY as well as affirming the importance of diversifying its revenue stream. The

Community Foundation recently awarded the Orchestra a \$10,000 matching grant to help build support for its endowment. "Financial stability depends on covering not only our operational budget but also in growing our endowment held by our partners at the Community Foundation. This year my wife and I have given to both, and will be pursuing estate planning with the Foundation that benefits the orchestra. We hope others will consider doing the same," Mr. Savage said.

## Is my organization eligible for a Community Foundation grant?

The **Northern New York Community Foundation** community grant program allows tax-exempt, nonprofit organizations in **Jefferson, Lewis** and **St. Lawrence counties** to apply for grants to fund impactful programs, projects and initiatives that positively affect the quality of life in the region.

To be eligible for grant funding, your organization must be a recognized **501(c)(3) tax-exempt nonprofit organization**, according to the Internal Revenue Code and benefit residents of Northern New York — Jefferson, Lewis and St. Lawrence counties.

The Community Foundation awards

grants to programs and projects that are responsive to changing community needs in areas that include: **human services, health and wellness, arts and culture, education, families, youth and/or elders, conservation and environment, community development, recreation** and more.

We encourage grant requests designed for meaningful and valuable impact in Northern New York. It is important to the Community Foundation that each proposal conveys a passion and vision that aligns with the Community Foundation's mission. Proposals will also be evaluated based on its potential value to Northern New York, the quality of planning,

leadership, support and available funding.

Grant applications are reviewed four times each year. Funding requests of \$5,000 or less may be approved at the committee level. Larger grant requests are referred to the Board of Directors with a committee recommendation. Applicants are notified of the status of their grant proposal after each quarterly Board of Directors meeting.

Before completing a proposal, we encourage you to contact Community Foundation staff to discuss your idea and identified need. Email **Max DelSignore**, assistant director, **max@nnycf.org**, or call **315-782-7110**, to learn more today.

LOCATED WITHIN THE NORTHERN NEW YORK PHILANTHROPY CENTER  
131 WASHINGTON STREET • WATERTOWN, NEW YORK 13601

ELECTRONIC SERVICE REQUESTED

 **1929 TOGETHER WE CELEBRATE  
2019 90 YEARS OF COMMUNITY GIVING**



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#### TILT from the cover

**Fund** is a permanent resource that broadly supports land conservation and education programs, including general operations. The **TILT Zenda Farm Preserve Conservation Fund** is restricted for the conservation and maintenance of the preserve, in perpetuity. The named funds at the Community Foundation support TILT's conservation work in the 1000 Islands region and are another way to contribute to regional land conservation and environmental education.

"We felt confident that the agency funds were not just a transaction; they were created as a true partnership, a friendship. We knew that while we were going to establish the funds at the Foundation and build those over time, we were not only gaining resources, but the knowledge base, expertise, and guidance of the Foundation and its staff," Mr. Tibbles said. "For us, it was really a natural step. It was a great next step for TILT toward sustainability."

The Community Foundation is fortunate to work with those who care deeply about the stewardship and conservation of the Thousand Islands region. The land trust's Community Foundation partnership gives donors a natural pathway to provide them with options to endow their annual giving beyond their lifetimes, either specifically or broadly in support of TILT's work and mission. Just as important, TILT stands stronger with charitable resources that span the generations in perpetuity.

"The great thing about the partnership that we've built over the years, especially with the establishment of the agency funds, is that we



PHOTO COURTESY TILT  
**PRESERVING LOCAL TREASURES:** An aerial view of TILT's Zenda Farm Preserve near Clayton.

**"The Community Foundation exists to support the best for our communities, and I believe every nonprofit could gain additional value from a partnership with the Community Foundation."**

— Jake Tibbles, executive director,  
Thousand Islands Land Trust, Clayton

now have three different agency funds that provide diverse opportunities for donors to make an impact through the Community Foundation," Mr. Tibbles said.

Helping local nonprofits to think beyond the short-term implementation of a project and consider the longevity and sustainability of a project or organization has also helped TILT as

its partnership with the Community Foundation has matured.

"When it comes to working together to enhance the quality of life for our region, any nonprofit can find common ground with the Commu-

nity Foundation to strengthen their work," Mr. Tibbles said. "The Foundation exists to support the best for our communities, and I believe every nonprofit could gain additional value from a partnership with the Community Foundation."

Contact **Max DelSignore**, assistant director, at 315-782-7110, or [max@nnycf.org](mailto:max@nnycf.org), to learn more about the many ways a nonprofit partnership with the Northern New York Community Foundation can benefit your organization now and in perpetuity.