

# Nonprofit Link

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

## FOUNDATION PARTNERSHIPS PRESERVE REGIONAL HISTORY



**Wanakena Historical Association** trustees and volunteers gather at the new **Wanakena History Center**, from left, front row: **Sara Cibelli, Carol Cassidy, Judy Hastings-Keith, and Allen Ditch**; second row: **John Steinberg, Ron Capone, Paul Flynn, and Marsha Smith**; back row on porch: **Lynn Smith, Virginia Peters, Primrose McVey, Terry Smith, Kathy Greenwald, Bill Gleason, Wayne Allen, Gerry Cibelli, Piers Bramham, Michael Greenwald, Larry Mayo, and Harry Shock.**

## Preserving our past while preparing for the future

### Permanent endowments help nonprofits build capacity, sustainability

**F**or more than 90 years, Community Foundation donors have supported a wide range of initiatives to help protect our past so future generations can tackle challenges guided by lessons from local history.

In Wanakena, a pair of Community Foundation grants will help bring the past to life at the **Wanakena Historical Association's new History Center**, which officials plan to open to the public later this year at **21 Second Street**.

The Foundation's board of directors last year approved \$16,000 in support for the Historical Association; \$6,000 to fund equipment and supplies at the History Center and a \$10,000

matching commitment will help build a permanent endowment at the Community Foundation.

Several years in planning, the project gained momentum after a group of partners stepped forward to purchase and restore the Second Street house to its original design. Construction began in 2019 with renovations continuing through early last summer.

The center features a collection of exhibits, modern presentations, and meaningful artifact displays tied to the Wanakena region's past while also promoting historical and genealogical research and local tourism.

**Allen Ditch**, president of the Wanakena

Historical Association board of trustees, said the Foundation's endowment match is a "crucial part of the association's long-term plans," especially in stewarding the maintenance of the center and operations.

Community volunteers came together 20 years ago to create the historical association and highlight the unique past of Wanakena and surrounding Adirondack communities. The organization developed a walking tour with interpretive kiosks and spearheaded restoration of the iconic Wanakena Footbridge after it was

See **WANAKENA** on page 7

## 2021 GRANT FUNDING OPPORTUNITIES

**T**he Community Foundation stewards several charitable funds that award grants to support nonprofit organization programs, projects and initiatives that positively impact the quality of life across **Jefferson, Lewis, and St. Lawrence counties**. Funding opportunities that follow are open to **eligible 501(c)(3) organizations** in 2021. Available grant funding for each opportunity may be found on [nnycf.org/grants/grant-opportunities](https://nnycf.org/grants/grant-opportunities).

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

**Communities served:** Boonville, Constableville and Westernville  
**Purpose:** Support for programs, projects and initiatives that enhance the quality of life for residents of all ages  
**Application deadline:** April 23, 2021  
**Grants determined:** June 2021

### **Orchestral Fund**

**Communities served:** Watertown  
**Purpose:** Support for live orchestral performances in the Watertown area. Eligible nonprofit organizations are required to have at least 20 performers in the group with an instrumental component  
**Application deadline:** April 23, 2021  
**Grants determined:** June 2021

### **George R. Davis Fund for Lowville**

**Communities served:** Village and Town of Lowville  
**Purpose:** Support for programs, projects and initiatives that impact the quality of life for residents of the village and town of Lowville  
**Application deadline:** April 23, 2021  
**Grants determined:** June 2021

### **The Lighthouse Fund**

**Communities served:** Clayton, Cape Vincent, and surrounding St. Lawrence River-area communities  
**Purpose:** Support for nonprofit organizations providing services to vulnerable populations living in the region noted above  
**Application deadline:** April 23, 2021  
**Grants determined:** June 2021

### **Carolyn Whitney Fund**

**Communities served:** Watertown  
**Purpose:** Support tree-planting projects in the city of Watertown  
**Application deadline:** April 23, 2021  
**Grants determined:** June 2021

### **Clifton-Fine Community Fund**

**Communities served:** Clifton, Cranberry Lake, Fine, Newton Falls, Oswegatchie, Star Lake, Wanakena  
**Purpose:** Support for nonprofit and eligible public organizations for programs, projects and initiatives



Members of the Community Foundation's **Youth Philanthropy Council** plant trees in Watertown's Thompson Park last November during a day of service. The Foundation's **Carolyn Whitney Fund** provides grant support for tree-planting initiatives and projects in the **City of Watertown**.

strengthening the quality of life in the region noted above  
**Application deadline:** August 2021  
**Grants determined:** September 2021

### **Dr. D. Susan Badenhausen Legacy Fund**

**Communities served:** St. Lawrence Co.  
**Purpose:** Support to strengthen the quality of life in St. Lawrence County with a special emphasis on arts and culture, environmental conservation, and animal welfare  
**Application deadline:** Oct. 22, 2021  
**Grants determined:** December 2021

### **John and Dorotha VanNess Family Fund**

**Communities served:** Greater Potsdam area  
**Purpose:** Support for nonprofit and eligible public organizations that impact the quality of life for residents of the greater Potsdam area, with a priority 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  
**Application deadline:** Oct. 22, 2021  
**Grants determined:** December 2021

### **Shaw Harbor Foundation Charitable Foundation**

**Communities served:** Jefferson, Lewis, and St. Lawrence counties  
**Purpose:** Support for nonprofit and eligible public organizations that broadly strengthen the quality of life for Northern New York residents. Special consideration is given to those serving the towns of Adams, Ellisburg, Henderson, Lorraine, Rodman, Worth, and Hounsfield. Areas of focus include, but are not limited to: Arts and culture, history, LGBTQ services

### **Questions?**

■ Email [Max DelSignore](mailto:Max.DelSignore@nnycf.org), assistant director, [max@nnycf.org](mailto:max@nnycf.org), or call **315-782-7110**. Turn to **page 6** to learn about upcoming **Grant Information Sessions** scheduled for **February 17** and **March 3**.

and programs, and general quality of life initiatives and projects.  
**Application deadline:** Oct. 22, 2021  
**Grants determined:** December 2021

### **Six Town Community Fund**

**Communities served:** Towns of Adams, Ellisburg, Henderson, Lorraine, Rodman and Worth  
**Purpose:** Support for nonprofit organizations and all eligible public organizations that impact the quality of life for residents of the Six Town region, as noted above  
**Application deadline:** Oct. 22, 2021  
**Grants determined:** December 2021

### **Rock Charitable Fund**

**Communities served:** St. Lawrence County  
**Purpose:** Support for the maintenance and preservation of churches and cemeteries and places of legitimate historical significance in the county; to help benefit or assist Veterans of the United States Military living in St. Lawrence County for medical or recreational needs  
**Application deadline:** Oct. 22, 2021  
**Grants determined:** December 2021

### **The Jefferson Economic Development Fund**

**Communities served:** Jefferson County  
**Purpose:** 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 programs and services and identify a correlation between their work and economic development in the community  
**Application deadline:** Oct. 22, 2021  
**Grants determined:** December 2021

### **Daniel J. Briggs Fund for Integrity**

**Communities served:** Jefferson, Lewis, and St. Lawrence counties  
**Purpose:** Support for bullying prevention and character education programs, as well as professional development for administrators, teachers, staff, and employees of school districts across the region  
**Application deadline:** Oct. 22, 2021  
**Grants determined:** December 2021

### **Safe Schools Endeavor**

**Communities served:** Jefferson and Lewis counties  
**Purpose:** Support programs and projects that empower students, parents, and faculty to nurture the safest campus environment for children and adults in public and private K-12 schools in Jefferson and Lewis counties  
**Application deadline:** Oct. 22, 2021  
**Grants determined:** December 2021

### **Youth Philanthropy Council**

**Communities served:** Jefferson, Lewis, and St. Lawrence counties  
**Purpose:** Support for nonprofit organizations serving all residents through programs and projects that enhance the quality of life in communities across the region — not limited to youth programs  
**Application available:** October 2021  
**Grants determined:** June 2022

## 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  
 Cape Vincent Village Green  
 Carthage Central School District  
 Carthage YMCA  
 Central Association for the Blind and Visually Impaired (CABVI)  
 Child Evangelism Fellowship  
 City of Watertown — Historic Fountain Fund  
 Clayton Jazz Festival — Jazz in the Classroom  
 Cornell Cooperative Extension of Jefferson County (Camp Wabasso)  
 Crescent Yacht Club Junior Division  
 Densmore Church  
 Depauville Free Library  
 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  
 Greater Watertown North Country Chamber of Commerce JLI Community Fund  
 Hay Memorial Library  
 Hearts For Youth  
 Henderson Harbor Water Sports Program  
 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  
 Lorraine Volunteer Fire Company  
 Lyme Central School District  
 Lyme Free Library  
 Macsherry Library  
 Meals on Wheels of Greater Watertown  
 Mental Health Association in Jefferson County  
 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  
 Ontario Bays Initiative (OBI)  
 Point Vivian Preservation Corporation  
 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  
 South Jefferson Lions Club  
 SPCA of Jefferson County  
 Stage Notes  
 Thousand Islands Area Habitat for Humanity  
 Thousand Islands Arts Center  
 Thousand Islands Emergency Rescue Service (TIPAF)  
 Thousand Islands Foundation  
 Thousand Islands Land Trust  
 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 Community Fund

**Watertown Family YMCA**

Watertown Lyric Theater  
 Watertown Musicales  
 Watertown Noon Rotary Club  
 Watertown Sunrise Rotary Club  
 Watertown Urban Mission  
 WPBS-TV  
 Zoo New York & Thompson Park Conservancy

**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  
 Lewis County Hospital Foundation Fund for Hope  
 Lewis County Agricultural Society  
 Lewis County General Hospital Foundation

**Lowville Academy and Central School**

- 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

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-Pierrepont 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 & 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 & 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  
 Ogdensburg Public Library

**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 Arts Council  
 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 Northern New York Community Foundation include:

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

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.**

## NURTURING NONPROFIT SUSTAINABILITY

**PAVING NEW GROUND:** Jennifer Huttemann-Kall, left, executive director of the Resolution Center of Jefferson and Lewis Counties and Erin Kiechle, Family Counseling Service of Northern New York clinical director, in the new shared location of the two agencies on Washington Street, Watertown.



# Foundation grant helps two nonprofits strengthen operations in ‘strategic alliance’

### Nonprofit Partners

#### A WIDE RANGE OF PARTNERSHIPS:

The Northern New York Community Foundation partners with nearly 150 nonprofit organizations that serve residents across Jefferson, Lewis and St. Lawrence counties.

(See page 3 for a current list.) From health and wellness to essential human services and arts, culture, history and education, the Community Foundation offers nonprofits the opportunity to create funds to support their work and missions in unique and special ways. To learn how your organization can become a partner, contact **Max DelSignore**, Community Foundation assistant director, [max@nnycf.org](mailto:max@nnycf.org), or 315-782-7110.

A recent Community Foundation grant has brought two nonprofits together in a strategic alliance to ensure the services they provide Northern New York residents will continue well into the future.

The Resolution Center of Jefferson and Lewis Counties and Family Counseling Service of Northern New York are working to create a one-stop hub for conflict intervention, counseling, child advocacy and restorative practices.

Increasing local needs for timely mental and emotional health services, the importance of keeping families and businesses out of court, and the potential a meaningful partnership would deliver brought agency leaders to the Community Foundation. The Foundation Board approved a \$20,000 grant to support the alliance. The agencies also received a \$10,000 grant from the **Jane E. Deline Foundation** and a \$5,000 gift from **Watertown Savings Bank**.

The alliance enables the two nonprofits to share personnel, reduce operational overlap, streamline and expedite client referrals, and expand services while uniting in one location.

“This couldn’t have happened without the generous support of the Community Foundation,” said **Jennifer Huttemann-Kall**, Resolution Center executive director. “Their encouragement gave us the courage to partner with Family Counseling Service and really put our clients first.”

The unique-to-the-region collaborative model leverages strengths of each nonprofit to achieve a holistic practice

approach. It also enables development of entire families instead of the more transactional referrals for individuals while stretching limited resources.

The Resolution Center administers programs through trained volunteers and staff who empower individuals to resolve conflict and achieve positive outcomes for children, families and community. Formed in 1982 at the Community Action Planning Council of Jefferson County, it became an independent agency in 1991. Last year, its team served more than 1,000 clients. Family Counseling Service of Northern New York was established in 1958 and provides a broad range of counseling and educational services for individuals, families, and the community. Support for the two nonprofits to take this important step enables the Community Foundation to be there for them now as they can become stronger and deliver client services more efficiently and effectively.

“We are pleased to see these two agencies move in this direction. They are leaders in what likely will become more of a trend in

the not-for-profit world as we move forward.” said **Mark Lavarney**, president and CEO of Watertown Savings Bank, and a Community Foundation board member.

In August, the two nonprofits relocated offices to Watertown’s Rouse Building, 531 Washington St.

“We had nothing to lose and everything to gain through this partnership,” said **Erin Kiechle**, Family Counseling Service clinical director.

**“The Community Foundation’s encouragement gave us the courage to partner with Family Counseling Service and really put our clients first.”**

— **Jennifer Huttemann-Kall**, executive director, Resolution Center of Jefferson and Lewis Counties

## THE CONSULTANT'S CORNER

# Grant-seeking during uncertain times

## Best practices, due diligence and relationship building will drive success

With so much change the past year in all aspects of our lives, many are right to wonder whether grant-seeking efforts should now change as well. The good news is that since the grant lifecycle is constant, the best grant-seeking practices remain the same even when so much around us is uncertain or is changing. However, while best practices are the same, there are new nuances to consider in effectively implementing an effective grant-seeking strategy during these uncertain times. I would like to revisit two of the best practices I shared in last year's column and explain how they are now slightly nuanced as a result of the uncertainty facing grantmakers, nonprofits, and communities.

### Best practice: Do your homework about each grantmaker and their expectations

It is now more important than any time in the past, that grant-seekers dig back into their research to perform due diligence on each grantmaker before applying. Data and research materials from before March 2020 may potentially be outdated. Grantmakers each react differently to challenging times. Whether an economic downturn, a community-specific crisis, or a global pandemic, each grantmaker has a unique philosophy about their role as well as a different approach to financials based on their unique positions.

When conducting due diligence about grantmakers before reaching out, you'll now want to look for things like:

- Additional information about whether they paused traditional grantmaking programs
- Information about any COVID-19-related emergency grant programs
- Award lists from any 2020 grant cycles held since March 2020

New information, along with information gathered during regular due diligence, will help you prepare for relationship outreach as you move from researching the grant lifecycle to relationship building.

### Best practice: Remember that grant success is primarily relationship-driven

Prior to the COVID-19 pandemic, when reaching out to grantmakers new to your organization, I advocated for you to always be prepared with these three talking points before phoning or emailing a grantmaker:

- 1) 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



DIANE LEONARD, GPC, ST

**Despite new challenges your nonprofit may now face, adaptations to your grant-seeking best practices will certainly improve your result and bring grant funding success for your organization and those it continues to serve.**

based and implementing your work.

- 2) A 30-second elevator pitch of your "why" based on your research of a grantmaker's funding, recent grant history, and why you think your organization is a strong potential funding partner. Pause afterward to seek input from the grantmaker.

- 3) 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 the funder's grantmaking process.

These three talking points are still part of your outreach, but there is an important new step for reaching out to grantmakers that are new to your organization that I would make number three and move your three thoughtful questions down to talking point number four.

**The new talking point:** Acknowledge that a great deal has shifted in the community this year due to the pandemic and ask what has changed about the funder's grantmaking strategies, timelines, and specific application cycles. This talking point is critical even if you followed your best practices previously

outlined about conducting your due diligence about the grantmaker and saw COVID-19 emergency grants or other actions taken during the pandemic.

### Don't forget about your current funders

There is something else to add to this best practice. While your talking points are modified for the grantmakers that are new potential funding partners for you, your outreach cadence and style for your current grantmakers should also change, at least in the short-term.

While you may have provided one or two updates to grantmakers a year in addition to your required reports, now is the time to increase your communication with your grantmakers. Your goal is to ensure that your funding partners know how your organization is adapting to the changing needs in your community or to changing regulations in your field. For example, a great adjustment to your relationship outreach with current funders may have meant that in March or April of 2020, you first shared with grantmakers that you closed your office for a short time or shifted your organization's services to virtual or remote delivery. In June or July, you may have shared how demand for your services increased and how you handled the increased demand while shifting to virtual delivery.

Now, nearly a year into the global pandemic, your organization's reactions and adaptations continue to evolve. When so much continues to change week after week, waiting to update your grantmakers at the mid-year or year-end report will feel like a lifetime for them in terms of how much has happened or changed.

Despite new challenges your nonprofit may now face, adaptations to your grant-seeking best practices will certainly improve your results and bring grant funding success for your organization and those it continues to serve.

**DIANE H. LEONARD, GPC, ST**, is a Grant Professional Certified and Approved Trainer of the Grant Professionals Association. She is also a Scrum Trainer through Scrum Inc. Since 2006, Diane and her team have secured more than \$66.75 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. Visit her online at [dleonardconsulting.com](http://dleonardconsulting.com).

# LEAD Council volunteer network can help 'LEADing the Way' offers diverse professional talent to nonprofits

**LEADING THE WAY:** LEAD Council members **Kerry Kennett**, left, Sackets Harbor; **Robert Sligar**, center, Carthage; and **Jessica Piatt Walczyk**, right, Watertown, discuss Council initiatives at the Philanthropy Center early last year.

The Community Foundation's LEAD Council has organized the skills and talents of its young leaders into a volunteer network to assist nonprofit organizations across the region.

The "LEADING the Way" initiative is an opportunity to connect valuable skills of Council members with nonprofits at a critical time and provide support to help advance the mission and work of nonprofits serving Jefferson, Lewis and St. Lawrence counties strategically address critical needs in the community. Since 2014, the LEAD Council has served as an advisory committee of the Community Foundation empowered to identify and strategically address critical needs that our nonprofit community.

LEADING the Way was developed to support nonprofits facing key organizational and mission-centered challenges. Council members felt strongly that offering specific gifts of talent and time when many nonprofits need it most.

The LEAD Council includes 27 young professionals who live in the area and advocate for strengthening the quality of life in the North Country.

"This new initiative introduces a creative way to cultivate vibrant ideas and welcome new allies to Northern New York's nonprofit sector," LEAD Council member **Jessica Piatt Walczyk** said.

The LEAD Council is made possible thanks to support from the **Hyde-Stone Charitable Foundation** at the Northern New York Community Foundation, **Carthage Savings and Loan Association**, **Morgia Wealth Management**, and donors to the **Friends of the Foundation Annual Community Betterment Fund**.

## WHAT FOCUS AREAS CAN LEAD SUPPORT?

Nonprofits may request LEAD support for individual, group, or organizational needs such as, but not limited



to: Professional development, marketing and outreach, finance, education, health and wellness, self-sufficiency projects, recreation, and others. The Foundation and LEAD will collaborate with a requesting nonprofit to identify a support plan and method.

## HOW DOES A NONPROFIT GET HELP?

Contact the Community Foundation and share whether your need is for a specific individual, group, or general help to the organization. Foundation staff will identify LEAD members who can assist. Once LEAD members have been tasked, their volunteer assistance may be deployed via phone, email, virtual meetings, or personal visits depending on COVID-19 restrictions. To request support, contact **Kraig Everard**, Community Foundation director of stewardship and programs, **315-782-7110** or **kraig@nnycf.org**. Please allow one to two days to match your request and note the urgency of your need.



## 2021 Grant Information Sessions

### POLISHING PROPOSALS:

Community Foundation staff will host a pair of virtual information sessions this quarter to help nonprofit professionals learn more about grant opportunities and best practices. Sessions are free and open to nonprofit leaders whose organizations support Jefferson, Lewis, and St. Lawrence counties.

Info sessions are: **Wednesday, Feb. 17**, from 10 to 11 a.m. and **Wednesday, March 3**, from 10 to 11 a.m.

**February's** session is a general grant overview and the **March** session will focus on the Foundation's new online grant application. Contact **Kraig Everard**, director of stewardship and programs, **kraig@nnycf.org**, or **315-782-7110**, to register today.

# Online grant application portal set to launch

We've turned the page to a new year. It is an opportunity to renew our focus and channel energy into the meaningful mission of your nonprofit organization. The **Community Foundation** is keeping its attention on the region's nonprofits and their needs as we serve the community, together.

Our team is fortunate to work closely with donors who demonstrate a willing spirit to help augment the important work of nonprofits across our region. Because of the thoughtful generosity of these donors, we can facilitate and help establish myriad grant opportunities for nonprofits to pursue and garner funding. As funding opportunities grow, it is a core value of the Foundation to be a responsible steward of

these impactful and lasting gifts.

We are enthusiastic to introduce a streamlined, online grant application process this spring through our new partner, **Foundant Technologies**. Foundant is a national leader offering high-level, efficient grant processing designed to support grant funders and seekers. Its **Grant Lifecycle Manager (GLM)** system will enhance the Community Foundation's grant process for applicants, while supporting the Foundation's standards for grant stewardship.

We encourage your organization to join us for two upcoming grant



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information sessions, including a formal introduction to the GLM system. Your agency will be able to create a single user profile in GLM, input grant request information into an online application, and monitor your progress through evaluation stages. Our staff is available to advise and guide applicants through the GLM portal.

As your organization evaluates its services and future, please remember that the Community Foundation is a trusted partner with more than 150 tri-county nonprofits. We can help align charitable support with your critical work for our community's benefit. We look forward to a healthy and prosperous new year.

## St. Lawrence County Historical Association reaches milestone in Foundation partnership

A partnership between the Community Foundation and the **St. Lawrence County Historical Association** recently reached a new peak with the association fulfilling a \$25,000 matching grant to grow its endowment at the Foundation.

"The Historical Association takes great pride in partnering with the Community Foundation as we strive to strengthen our endowment and long-range finances," said **Lance W. Rudiger**, president of the Association's Board of Trustees. "This matching grant helped increase the value of each contribution to our endowment campaign."

The matching challenge was initiated in April 2019 near the onset of the Association's \$500,000 endowment campaign, fittingly called the **Campaign for the People of St. Lawrence County**.

Mr. Rudiger applauded the partnership and expressed enthusiasm for the Historical Association's work and mission and the impact it will have for many years to come.

"In the future, we plan greater electronic access to archives and collections so our patrons can enjoy that access no matter how hard the wind is blowing or how fast the snow is falling during our often-dark winter months," Mr. Rudiger said.

The Historical Association's endowment campaign has topped its 60 percent mark with more than \$300,000 raised.

The Association established an endowment at the Community Foundation in 2017, which began a permanent partnership. The endowment provides an enduring, self-sustaining source of long-term income to support its work and mission. It also provides added stewarded options for donors looking to perpetuate their annual support beyond their lifetimes.

The Association is one of 51 St. Lawrence County organizations that have established a fund at the Community Foundation. Partnerships like the Historical Association's enable donors to give and forever support local organizations special to them.

**"The Historical Association takes great pride in partnering with the Community Foundation as we strive to strengthen our endowment. This matching grant helped us increase the value of each contribution to our endowment campaign."**

— **Lance W. Rudiger**, president, **St. Lawrence County Historical Association Board of Trustees**

## Foundation supports Grindstone Island history

The Community Foundation recently welcomed the **Grindstone Island Research and Heritage Center** as a new nonprofit partner organization dedicated to preserving Thousand Islands history.

The Center operates two historic schoolhouses on the island where a variety of children's and community programming take place.

In December, the Foundation's board of directors approved a \$5,000 grant to acquire technical equipment for the Center's planned heritage museum in its Lower Schoolhouse property where exhibits will showcase the island's unique 150-year history.



'The Schoolhouse' on Grindstone Island

A \$5,000 matching commitment to establish and build an endowment fund at the Community Foundation was also approved.

"We appreciate the Community Foundation's support and encouragement as we expand our capacity to develop cultural and educational pro-

grams for Grindstone Island and the greater Thousand Islands community," said **Roxane Pratten**, **Grindstone Island Research and Heritage Center Board of Directors chair**.

The all-volunteer organization was chartered 20 years ago. It also maintains a scholarship program with two awards supporting local students that the Foundation stewards.

Mr. Ditch said the center remains on track to hold a grand opening celebration in late spring or early summer.

"There are many people who believe in this area and want it to flourish. Our organization is one of the groups who can help bring tourists to the area," Mr. Ditch said. "It's a community that people recognize as a place to enjoy and visit. This is a special place."

## FOUNDATION PARTNERS FOR OUR REGION'S HISTORY

### JEFFERSON COUNTY

#### Alexandria Township Historical Society

36 Market Street  
Alexandria Bay, NY 13607  
[alexandriahistorical.com](http://alexandriahistorical.com)

#### Dexter Historical Society

121 East Kirby Street  
Dexter, NY 13634  
[villageofdexterny.com/community](http://villageofdexterny.com/community)

#### Grindstone Island Research and Heritage Center

41591 Cross Island Road, Grindstone Island  
Clayton, NY 13624  
[grindstoneisland.org](http://grindstoneisland.org)

#### Henderson Historical Society

12581 County Road 72  
Henderson, NY 13650  
[hendersonnyhistoricalsociety.com](http://hendersonnyhistoricalsociety.com)

#### Historical Association of South Jefferson

29 East Church Street  
Adams, NY 13605  
[hasjny.tripod.com](http://hasjny.tripod.com)

#### Jefferson County Historical Society

228 Washington Street  
Watertown, NY 13601  
[jeffersoncountyhistory.org](http://jeffersoncountyhistory.org)

#### Point Vivian Preservation Corp.

P.O. Box 115  
Alexandria Bay, NY 13607  
[ptvivian.org](http://ptvivian.org)

#### Sackets Harbor Historical Society

100 West Main Street  
Sackets Harbor, NY 13685  
[sacketsharborhistoricalsociety.org](http://sacketsharborhistoricalsociety.org)

### LEWIS COUNTY

#### American Maple Museum

9748 Main Street  
Croghan, NY 13327  
[maplemuseumcentre.org](http://maplemuseumcentre.org)

#### Constable Hall Association

5909 John Street, P.O. Box 36  
Constableville, NY 13325  
[constablehall.org](http://constablehall.org)

### ST. LAWRENCE COUNTY

#### Fort La Présentation Association

Route 68, Downtown Arterial Highway  
Ogdensburg, NY 13669  
[fort1749.org](http://fort1749.org)

#### Frederic Remington Art Museum

303 Washington St.  
Ogdensburg, NY 13669  
[fredericremington.org](http://fredericremington.org)

#### Friends of the Potsdam Museum

P.O. Box 161  
Potsdam, NY 13676  
[potsdampublicmuseum.org](http://potsdampublicmuseum.org)

#### St. Lawrence County Historical Association

3 E. Main St.  
Canton, NY 13617  
[slcha.org](http://slcha.org)

#### St. Lawrence Power & Equipment Museum

1755 NY-345  
Madrid, NY 13660  
[slpowermuseum.com](http://slpowermuseum.com)

#### Wanakena Historical Association

P.O. Box 73  
Wanakena, NY 13695  
[wanakena.com](http://wanakena.com)

### WANAKENA from page 1

damaged in 2014, a project the Community Foundation supported.

The history center has garnered impressive philanthropic support. Officials have developed a strategic plan that emphasizes building the center's permanent endowment at the Community Foundation.

Despite ongoing public health concerns,



NONPROFIT PARTNER Q&A

# Lyme Library eyes its future with endowment fund

**Why does your organization need an endowment fund?** No single funding source is sufficient to meet all our needs. The search for funding is a short- and long-term task. The Community Foundation helps us through grants it makes available to start a permanent endowment, through its connections with North Country residents who are investigating how they can support organizations that make the area a great place to live, and it helps trustees develop resources and skills that can potentially increase our funding.



MARY HYDE

**What are the advantages of an endowment fund with the Community Foundation?** It improves access to donors and raises awareness of our needs. It also provides flexibility, and access to people with knowledge and experience on how to identify and connect donors. Finally, the Foundation provides an easy platform for our patrons to make secure online donations.

**Why the Community Foundation and why now?** The Foundation has been around for a long time. Generations of North Country residents have donated and received support from organizations affiliated with the Foundation. It is very important for the library to plan for its future. Partnering with the Foundation is one way to accomplish that. As a Board of Trustees, one of our functions is to work to ensure the library is prepared for a future that we will not see. Many trustees are retired. I think as we look at our legacies personally, we have an increased realization that we have a responsibility to put the library in the best situation possible.

**How is the Community Foundation the best partner to steward your endowment?** The Foundation has grown its approach to building a philanthropic purpose in young people's lives. It identifies community needs and supports them — like the support for people

COVID-19 has impacted. The Foundation has raised its profile and has reached out to other North Country areas not included in the past. The flexibility and expertise of its staff makes it an excellent organization with which to partner. It has a long track record of supporting the wishes of individuals of all means, and celebrates all who give, regardless of how much they give; everyone is treated with respect and gratitude. The financial stability and growth of the funds we place with the Foundation is important. It also showcases the stories and results of its work that has led to its growth. Its work and the goals and mission of the Lyme Free Library make for a successful partnership.

**Does the library have an immediate or long-term need?** The Foundation has allowed us to address both. As we continue to work together, the staff will be able to help us improve how we address some aspects of funding. I have found the team to be skilled at understanding

our needs as we express them and to help us think outside of our current box. Foundation staff has a low-key, positive approach that has helped us gain knowledge and confidence. Flexibility in our relationship also helps us address short- and long-term goals. The Community Foundation is very willing to adjust to meet the library's evolving needs.

**How will an endowment fund impact annual giving?** This is part of the balancing act between present and future needs. We have a 100-year anniversary in May 2021. Now we can direct donors to help build our endowment. Our annual mail campaign is our largest single fundraising event. The Foundation provides a vehicle to grow money that is donated and can help us identify additional funding sources. The search to support our community sent the board looking for ways to work smarter — one way is an endowment and partnership with the Community Foundation.

**MARY HYDE** is a retired school administrator and Lyme Free Library trustee who splits her time between Northwest Arkansas and Point Salubrious.

## The Power of an Endowment

Because an endowment lasts forever, it supports a nonprofit for generations to come through annual investment income it generates.

**Consider this:** Endowments are permanent funds where the principal is invested, while annual investment income supports charitable efforts the fund was created to specifically support. Gifts are preserved in perpetuity, meaning they reach beyond a donor's life to forever benefit a nonprofit's work in the community, creating true legacies for donors.

Here's an illustration:

