2018 ANNUAL REPORT

Our Place, Our People, Our Power Together.

SANTA FE
COMMUNITY
FOUNDATION
The Santa Fe Community Foundation is a resource for philanthropists who want to maximize the impact of their giving. Founded in 1981, SFCF is a tax-exempt public charity that provides an avenue for donors to satisfy their charitable intents and for nonprofit organizations to receive funding that will enable them to carry out their essential work.
No one person should be able to own such an important part of New Mexico’s history.

- Katherine Wells
When Katherine Wells bought 188 acres of vacant land north of Española in 1992, she was thrilled to have found a place with a view of the Rio Grande valley amidst a basalt boulder-strewn landscape. Wells, a self-professed “petroglyph junkie,” noticed a few petroglyphs on the rocks around her house, but had little understanding of how those enigmatic marks would eventually change her life.

Over the next few months, while out walking, she discovered that her property contained more than she may have bargained for — a field of petroglyphs whose breadth and depth is unique to the state — numbering over an estimated 100,000 images on the entire Mesa.

“When we eventually discovered that the glyphs up there go back 10,000 years — covering three eras of New Mexico’s history representing Archaic Period hunters and gatherers, the Pueblo people, and the Spanish,” said Katherine, “I thought to myself, no one person should be able to own such an important part of New Mexico’s history.”

Though the area was known to a handful petroglyph hounds, archeologists and area residents, the site was largely unknown and remained completely undocumented. Wells set about to change all that.

Wells figured out a way to share the site with the locals and the national archeological community by founding the Mesa Prieta Petroglyph Project.

It has taken her team nearly two decades and tens of thousands of hours of volunteer hours, but today, the Project is on its way to its ambitious goals of recording all 100,000 of the petroglyphs, educating local kids and others about the cultural legacy of the Mesa and finding permanent protection of this national treasure.

2019 is the Project’s 20th anniversary and they host ongoing student and private tours, a summer internship camp, and they’ve built up the nonprofit to a staff of four and an all-volunteer cadre of 100.

In 2005, Wells officially gave the bulk of her land to the Archaeological Conservancy.

“It has taken her team nearly two decades and tens of thousands of hours of volunteer hours, but today, the Project is on its way to its ambitious goals of recording all 100,000 of the petroglyphs, educating local kids and others about the cultural legacy of the Mesa and finding permanent protection of this national treasure."

“Since this appears to be an historically significant ceremonial site, it belongs to all the people of New Mexico,” adds Wells.

In 2011, the organization won a national Take Pride in America Award from the Department of the Interior for the Summer Youth Internship Program. They took five students to Washington, D.C. to receive the award at the White House.

In May 2019, Katherine received the Lifetime Achievement Award from New Mexico’s Cultural Properties Review Committee, a part of the state’s Historic Preservation Division.

Today, the innovative nonprofit is laying plans for future success, including the possibility of a federally-protected designation of this irreplaceable landscape.
## By The Numbers

<table>
<thead>
<tr>
<th>445 Funds</th>
<th>$78 Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Santa Fe Community Foundation holds 445 different funds.</td>
<td>Total assets under management, end of 2018.</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>835 People</th>
<th>1,200 Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>835 people attended 33 programs in our building as part of our capacity building efforts.</td>
<td>47 community organizations held 74 meetings at the HUB for over 1,200 participants.</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>$9.9 Million</th>
<th>Over $600,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 2,100 grants were made in 2018 and nearly $500K was granted through our competitive grants process.</td>
<td>Our fundholders granted out over $600,000 to local nonprofits through our Giving Together catalogs.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>12% Reinvested</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nearly $10M was granted out in 2018 – about 12% of our total assets under management.</td>
</tr>
</tbody>
</table>
We are pleased to share the 2018 Santa Fe Community Foundation Annual Report with each of you. As you will see in the following pages, 2018 was an exciting year for us and one marked again by new high points in creating a culture of philanthropy that strengthens our communities, lifts up children and families, and builds a more just and inclusive New Mexico.

For the first time in nearly a decade, we transformed our annual competitive grantmaking process to more closely align with our priorities within each of our five Areas of Impact and to advance our focus on creating greater equitable access for all New Mexicans to diverse opportunities. We will continue to refine this effort in the coming years with feedback from our nonprofit partners.

Not only did we sharpen our focus for our competitive grantmaking, we also granted out more money than ever before in our history. Working with generous donors, donor advised fundholders, and many other partners, the Foundation facilitated nearly $10 million in grants in 2018, almost $3 million more than in 2017. As we build the power of philanthropy at our Foundation, it’s not just about building endowments, it is about getting funding out the door to support our communities. Private foundations in the United States are required to spend 5% of their assets annually. In 2018, our ‘spend rate’ rate was nearly 12%. That is philanthropic power in action and demonstrates our commitment to investing in our communities.

Hallmark initiatives like Opportunity Santa Fe continued to build partnerships across our region to ensure children have the best opportunities from birth to entering a career. Special funds at the Foundation like Envision, the LGBTQ+ Fund for New Mexico, coordinated collaborative statewide grantmaking with our sister community foundations from Albuquerque and Las Cruces for the first time ever. Initiatives like the Health Equity Partnership, MoGro, and Dollars4Schools, all continued to deliver high impact resources to people and communities across our region. Through Impact Investing and strategic grantmaking, as deployed this past year to help address the affordable housing crisis in Santa Fe, we have been bold in our efforts to leverage other resources and empower neighborhoods. And finally, our capacity building and trainings from the HUB at our building in downtown Santa Fe continue to build a stronger nonprofit sector for generations to come.

None of this work would be happening without the help from donors and fundholders, who support our efforts each and every year. We thank you and in the following pages, we hope you feel the deep belief we have as stewards of the Foundation in investing in our three P’s — Our Place, Our People, and Our Power Together.

William (Bill) A. Smith
President & CEO

Lisa M. Enfield
Board Chair
### Condensed Consolidated Statements of Financial Position

*as of December 31, 2018*

<table>
<thead>
<tr>
<th><strong>Assets</strong></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$9,025,599</td>
</tr>
<tr>
<td>Promises to give</td>
<td>168,456</td>
</tr>
<tr>
<td>Program related investments</td>
<td>1,811,801</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Investments</strong></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Charitable gift annuities</td>
<td>374,304</td>
</tr>
<tr>
<td>Endowment and other</td>
<td>64,275,828</td>
</tr>
<tr>
<td><strong>Total investments</strong></td>
<td>64,650,132</td>
</tr>
</tbody>
</table>

| **Property and equipment, net** | 2,288,139 |
| **Prepaid expenses**           | 8,109   |
| **Other assets**               | 101,248 |
| **Total assets**               | $78,053,484 |

<table>
<thead>
<tr>
<th><strong>Liabilities and Net Assets</strong></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>$109,229</td>
</tr>
<tr>
<td>Charitable gift annuities payable</td>
<td>144,624</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>–</td>
</tr>
<tr>
<td>Funds held for agencies</td>
<td>3,515,540</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>3,769,393</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Net Assets</strong></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Without donor restrictions</strong></td>
<td></td>
</tr>
<tr>
<td>Undesignated</td>
<td>2,424,584</td>
</tr>
<tr>
<td>Board designated</td>
<td>3,035,035</td>
</tr>
<tr>
<td><strong>With donor restrictions</strong></td>
<td></td>
</tr>
<tr>
<td>Split interest agreements</td>
<td>225,293</td>
</tr>
<tr>
<td>Special projects</td>
<td>4,418,922</td>
</tr>
<tr>
<td>Endowments</td>
<td>64,180,257</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>74,284,091</td>
</tr>
</tbody>
</table>

| **Total liabilities and net assets** | $78,053,484 |

*The foregoing results for December 31, 2018 were derived from the unaudited totals for 2018. The complete set of 2018 audited financial statements will be available at the Santa Fe Community Foundation. Independent Auditors: Moss Adams.*
**Total Grants Made in 2018:**
$9.9 Million

**Total Grants**

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>09</td>
<td>2.619,295</td>
</tr>
<tr>
<td>10</td>
<td>3,056,202</td>
</tr>
<tr>
<td>11</td>
<td>3,916,582</td>
</tr>
<tr>
<td>12</td>
<td>4,535,889</td>
</tr>
<tr>
<td>13</td>
<td>5,496,182</td>
</tr>
<tr>
<td>14</td>
<td>6,636,637</td>
</tr>
<tr>
<td>15</td>
<td>7,820,130</td>
</tr>
<tr>
<td>16</td>
<td>9,900,437</td>
</tr>
</tbody>
</table>


- Competitive Grants: $514,798
- Agency/Designated Endowment: $634,910
- Donor-advised: $5,126,243
- Emergency, Community Care, Other Discretionary: $3,625,461

**Total Grants Made in 2018:** $9.9 Million
We try to make sure everything we do has a benefit to our community. If it's not sustainable, we don't do it.

- Juliana Ciano
The founders of Reunity Resources, husband and wife team Juliana and Tejinder Ciano, founded their nonprofit with a simple question: what if they could take local food waste and turn it into something of value? Since then, what began as a single program that collects used restaurant fryer oil for conversion into biodiesel has evolved into a multi-faceted organization poised to change the way Santa Fe systematically handles its food waste.

“Our original idea was to build something sustainable. We got a lot more than we bargained for, but it’s working out,” said Tejinder. “We’re making an impact, and we’ve been able to grow, step by step, by slowly building up our infrastructure. We have a motto, test before we invest,” adds Juliana.

In 2018 alone, Reunity Resources’ programs reduced Santa Fe’s carbon footprint the equivalent of the emissions of 19,500 cars out on the road over the course of a year.

“We quickly realized we wanted to address larger issues around our food system... and wanted to make a long-term impact towards closing the food system loop, where a lot of resources are lost.”

Since then, Reunity Resources has expanded to include: food waste collection from local restaurants and schools, waste reduction education, a composting program with its own line of garden amendments and most recently, farming.

“We make about 3,000 cubic yards of compost a year — selling most of it to area gardening companies, all from discarded waste,” says Tejinder. “We use a simple aerobic composting method using just oxygen and microbacteria to create a high-heat system that turns organic matter into compost.” Each lot of organic waste takes about 30 days to process.

Recently, they got a chance to expand their operations by adding the farming aspect, after the passing of the previous owner of the Community Farm at San Ysidro Crossing.

“We were already on the property with our cooking oil and composting operations, so it was a logical progression,” noted Tejinder.

Currently, the Cianos are expanding the reach of the community farm effort by providing fresh, local produce to area hunger organizations like Kitchen Angels, building an on-site farm stand, and developing ongoing educational programming with local schools around aspects of sustainable local food production.

“We try to make sure everything we do has a benefit to our community. If it’s not sustainable, we don’t do it.” emphasizes Juliana.
2018 BOARD OF DIRECTORS

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Beth Beloff
Jeff Bingaman
Carole Brito
Suzanne Ortega Cisneros
Patricia Marcus Curtis
William Finnoff
Vernon (Bud) Hamilton
Emily Haozous
Deborah Holloway
Mary Anne Larsen
Manuel Monasterio
Lillian Montoya
Beverly Morris
Elizabeth Rice
Vince Smith
Brian Vallo

Front row, left to right: Lillian Montoya, Jeff Bingaman, Patricia Marcus Curtis, Lisa Enfield, Beth Beloff, Vince Smith, Emily Haozous
Back row, left to right: Richard Moore, Manuel Monasterio, Elizabeth Rice, Mary Anne Larsen, Carole Brito, Diane Martinez, Suzanne Ortega Cisneros, Deborah Holloway, Elmo Baca, William Finnoff, Vernon “Bud” Hamilton

Not pictured: Beverly Morris, Brian Vallo
Management Team

William (Bill) A. Smith  
President & CEO

Christa Coggins  
Vice President for Community Philanthropy

Gabriela Gómez  
Director of Development

Annmarie McLaughlin  
Director of Community Programs

Joohee Rand  
Vice President for Community Investment & Strategy

Charles Rountree  
Controller

Sarah Sawtell, CPA  
Vice President for Finance & Operations

Kevin Sokol-White  
Chief Financial Officer

Front Row: Gabriela Gómez, Director of Development, Jane Yates, Front Office & HUB Associate, Kevin Sokol-White, Chief Financial Officer, Sarah Sawtell, Vice-President for Finance & Operations, Catherine Dry, Santa Fe Baby Fund Director.

Middle Row: Diane Hamamoto, Grants Officer, Ellen Stevens, Finance and Accounting Manager, Chad Arthur Gaspar, Finance Operations & Development Associate.

Back Row: Joohee Rand, Vice President for Community Investment & Strategy, Estefany Carrasco-González, Program Officer for Education & Opportunity Santa Fe, David Gaussoin, Communications & Marketing Associate, New Mexico Health Equity Project, Jessica Eva Espinoza-Jensen, Grants & Capacity Building Strategist New Mexico Health Equity Partnership, Charles Rountree, Controller, Annmarie McLaughlin, Director of Community Programs, Christa Coggins, Vice President for Community Philanthropy, Ona Johnson, Dollars4Schools Director, William (Bill) Smith, President & CEO.

Not pictured: Gregg Weiss, Communications & Marketing Officer, Rebecca Baran-Rees, MoGro Program Director.
A heartfelt thank you to our 2018 Donors! Support from these generous individuals, organizations and peer foundations allows us to create greater impact, build increased nonprofit capacities and performance while advancing our grantmaking and strategic initiatives.
OUR DONORS

George R. & Dorothy N. Gamble
Alexander J. Gancarz, Jr. & Jonathan Carleton
Andrew Gans
David M. Gaussoin
Mariana G. Geer
Suzanne & Norman George
Gwen Gilligan
Susan & Steven Goldstein
Anne Wheelock Gonzales & Ernest Gonzales
Dolores & Ricardo Gonzales
David Goodrich & Brian Clarke
Dolly Gray-Bussard
Cynthia Grenfell
Rose Griego-Kiel
Gruet
Michelle & James Gubernatis
John & Chesney Gulas
Nancy Guthrie
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Paul & Cathy Kalenian
Mardelle Karki
Kaune’s Neighborhood Market
Mary & Charles Kehoe
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Edmund & Joan Kendrick
Stephanie P. Kiger
Kitchen Dimensions, Inc.
Edward & Cynthia Kleiner
Katrina Koehler
Shelly Kofler
M. E. Konzen & Pamela Hyde
Charlotte & Robert Kornstein
Peter & Marcia Krebs
OUR PLACE

We’re building more vibrant, sustainable communities.

OUR PEOPLE

Granting over $9.9 million last year through 2,100 grants to local organizations in Santa Fe, the region and beyond.
OUR POWER TOGETHER

We are a thought leader, connector and builder of long-term solutions. We share the inspiring work of local mission-driven organizations with generous donors.

We provide ongoing capacity-building expertise with local nonprofits at our HUB. We host funder collaboratives to tackle our community’s biggest challenges.
Reaching out to the Foundation helped us find a way to plug in to organizations that reflected our personal values.

- Margie and Tom Kintz
MARGIE AND TOM KINTZ

They were focused philanthropists who, from their past business experience, knew that without bringing a specific focus to their giving, their generosity would have only limited impact.

Tom & Margie Kintz wanted to work with an experienced partner to help them give to organizations they cared about — with precision.

When Margie and Tom Kintz retired to Santa Fe from Austin after successful careers, they were looking for a way to engage with the Santa Fe they fell in love with during previous visits. “We didn’t know anybody here… but we knew we were in love with the culture,” says Margie.

Margie and Tom were focused philanthropists who, from their past business experience, knew that without bringing a specific focus to their giving, their generosity would have only limited impact. After hearing about the Foundation during a social event, Margie reached out to see how they could get involved.

“Reaching out to the Foundation helped us find a way to plug in to organizations that reflected our personal values — with specific missions and ways of approaching issues close to our hearts,” commented Margie.

A few months later, they opened a Donor Advised Fund, allowing them to direct their giving along with their interests. “We like giving through a Donor Advised Fund because the Foundation does all the dirty work — the accounting and administration side of things that we didn’t want to mess with. Besides, when organizations reach out to us directly with an ask, we can refer them to the Foundation,” adds Tom, with a wink.

“For us, giving back is part of who we are — and matching our interests with organizations that show particular skill at creating impact,” Margie adds. “There are a lot of needs in our community and there are a lot of organizations out there — but through our work with the Foundation, we found a partner to help us consistently identify the ones that are the best fit for us.”

For more information about starting a Donor Advised Fund, contact Christa Coggins, Vice President of Community Philanthropy, at 505.988.9715 or email ccoggins@santafecf.org.
OUR DONORS

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Nusenda Foundation
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Michael J. Ogg
Thomas & Evonne Olson
Paul Oostenbrug
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Suzi Owens & Bob Ruehmann
Nathaniel Owings
William & June Parker
Mollie Parsons
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Daniel Pava
Janet M. Peacock
Shari & Steve Pearce
Robert C. Peck
Jon K. Peck & Adair L. Waldenberg
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Jeffrey Pine & Thomas Morris
Sandra M. Place
PNM Resources Foundation
Ilidy & Skip Poliner

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Kelly Pope & David Bulfer
Cecilia Popp & Barak Wolff
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for Community Health
Pamela J. Quay
Victoria Rabinowe
Stephen & Jackie Rabinowitz
Fran & George Ramsey Charitable Fund
of the Austin Community Foundation for
the Capital Area
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Arthur & Lynne Rauch
Raymond James
Elizabeth Rice
Robert N. Rice
Honorable Bill Richardson & Barbara Richardson
Gerald B. Richardson
Anders Richter
Jean & Brooks Robinson
James & Elizabeth Roghair
Betty Ann Rose
Patricia Rosenberg
Philip Ross & Ric Varona

Pamela Roy
Ira Roybal
Sandia National Labs
Betty & Robert Santandrea
Santa Fe New Mexican
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Tony & Sarah Sawtell
Jenna & Wilson Scanlan
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Scheinbaum & Russek, Ltd.
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Jeffrey R. Thomas & Caroline D. Russell
Thornburg Investment Management
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Paul E. & Debra L. Towle
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United Church of Santa Fe
USDA
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Fatima van Hattum
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Timothy Vidal & Devon Skeele
Gregory C. Voida
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Anne Weaver & Steve Thompson
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Wells Fargo Advisors
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Peter Whitman
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Mel E. & Barbara A. Yost
Moe Zamora & Guy Lisella
Linda Zingle & Maggie Odell
Mary Zemon
Richard & Gloria Zupcak
We ask students to tell us about their dreams, and we show them how to learn the skills to achieve them.

- Eleanor Brenner
Success was elusive during the early years of First Serve New Mexico, until they found the missing piece of their formula for helping kids succeed through tennis.

For First Serve New Mexico, a nonprofit specializing in building life skills through a combination of after-school tutoring and tennis skill-building, early success didn’t come easy. “Our first few years were a complete failure,” says Eleanor Brenner, founder and Executive Director. “We had an idea of how it would work... but it wasn’t until we adjusted our programming to address the needs of what we call ‘the whole child’ that we actually had an impact.”

The organization uses a rigorous academic achievement model, coupled with advancing youth’s tennis playing skills — to build effective social skills, at a time in kids’ lives when their social confidence is fragile. The results have been paying off — for close to two decades now.

And it’s no wonder. Participation requires an intense commitment from the students — a total of eight hours a week, plus an optional eight-week summer camp.

The staff’s commitment to the students is equally rigorous. “We realized that the combination of consistent, rigorous expectations on both sides of the equation was part of our secret sauce,” adds Brenner. “When we are consistently there for the students, and expect the same from them, they get inspired to do the same. It’s simple, but sometimes simple is what works.”

Receiving individualized tutoring twice a week, for a total of four hours each week, the students enjoy a 4 to 1 student to tutor ratio. Test-taking skills are emphasized for all grades, to build cumulative knowledge about how to successfully compete on even the toughest tests. Of course, the students receive equal focus on advancing their tennis skills — with four hours of training a week with certified coaches.

“The tennis skills training is an important part of what we do, and they consistently perform at the top of the competitive events. But the point is giving them new skills that show them how to succeed in pursuing their life goals, whatever they are,” states Brenner.

There is also a life skills mentoring component of the program to instill in students a sense of personal security and connection to “another kind of family,” according to Brenner.

Evidence of their success is an 86% student retention rate year over year. More importantly, participating students learn the skills to go after the things they want in life.

“We ask students to tell us about their dreams, and we show them how to learn the skills to achieve them,” says Brenner. “I tell them an education is one thing that you can own, that no one can ever take away from you.”
OUR INITIATIVES

Foundation initiatives are run by volunteer committees, supported by SFCF staff, and have their own independent grant-making ability in order to address the pressing needs of our community. These initiatives allow us to further our reach and in 2018 each initiative contributed to positively impacting Santa Fe, our region, and indeed our entire state.

THE COMMUNITY LEADERSHIP FUND
This Fund allows the Foundation to improve community outcomes in four significant ways:
• Improving nonprofit capacity and performance
• Expanding and enhancing grantmaking
• Investing in strategic initiatives
• Providing educational opportunities for donors

The Community Leadership Fund allows the Foundation to serve as a convener of people, ideas, and funds, and provide leadership in the nonprofit sector.

Noteworthy in 2018:
• $471,390 in contributions were received.
• Additionally, over $600K was granted out to nonprofits in Santa Fe and northern New Mexico through fundholder contributions via our Giving Together catalogue
• The Foundation reinvigorated our corporate sponsor program with the support of this Fund. This program enables important community partnerships to exist, ultimately enhancing quality of life in the region and allowing significant progress on difficult issues such as education, economic security, and affordable housing.

DOLLARS4SCHOOLS
Dollars4Schools is 100% committed to student success and classroom support. Our unique grassroots structure provides Santa Fe Public School teachers with a local web-based “helping-hand.” From funding teachers directly for classroom programs to providing students with school supplies, backpacks and warm winter coats, Dollars4Schools connects community and classrooms every day in Santa Fe.

Major accomplishments:
• In 2018, Dollars4Schools funded over 100 classroom programs in Santa Fe Public Schools, totaling nearly 60K
• Nearly 800 classroom programs funded since 2013
• Enriching the education and lives of over 10,000 Santa Fe students

Learn more by visiting www.dollars4schools.org.
ENVISION FUND
The Envision Fund promotes the health, safety, and empowerment of at-risk and underserved LGBTQ+ New Mexicans. The only philanthropic entity in New Mexico dedicated solely to funding LGBTQ+ focused-organizations, the Fund has made over $800,000 in grant since its inception in 1997.

The Envision Fund has three priorities for grantmaking:
• Creating an HIV-free generation in New Mexico;
• Combating discrimination against LGBTQ+ people in whatever form (such as employment, housing, immigration, access to health services, etc.); and
• Supporting school-based programs that create a safe environment for all students, including LGBTQ+ students.

2018 Grant Recipients include:
• Casa Q
• Deming Pride
• Equality New Mexico Foundation
• Families & Youth Inc.
• Family YMCA & Española Teen Center
• Identity Inc.
• PFLAG Las Cruces
• Santa Fe Dreamers Project
• Solace Crisis Treatment Center
• SFPS – Office of Student Wellness
• Transgender Resource Center of New Mexico

For more information about our initiatives, contact Gabriela Gómez, Director of Development, at 505.988.9715 or email ggomez@santafecf.org.

IMPACT INVESTING
Impact Investing enables Santa Fe Community Foundation to unlock and deploy a greater share of our philanthropic capital to advance our mission in an innovative way, beyond just grantmaking. The Foundation has committed up to 10% (currently about $4.5 million) of our pooled endowment assets to invest in promising local opportunities that promote our mission in the region while providing financial return.

We are also developing ways our donors can co-invest with us in these opportunities in the near future. Since launching the initiative in 2013, we have invested nearly $2.5 million in 14 local opportunities via Community Development Financial Institutions, nonprofit partners, and innovative social enterprises.

Notable achievements in 2018:
• SFCF invested in Partnership for Community Action to support property acquisition and construction costs for the South Valley Social Enterprise Center, creating a hub of social enterprise and sustainable impact with quality employment, educational opportunities and programs for the underserved South Valley community in Albuquerque. The project in partnership with Southwest Creations Collaborative supported by several cross-sector investors is expected to bring a total of 77 permanent jobs over the next nine years along with hundreds of secondary jobs offsite and offer early childhood center program for up to 47 children at capacity and many other supporting services to families.
MOGRO
MoGro, a project at the Santa Fe Community Foundation, is a nonprofit mobile grocery initiative building sustainable local food systems and eliminating barriers to affordable healthy food. MoGro works with community-based organizations and local farmers to launch healthy food access sites in schools, medical clinics and community centers so that more families can access healthy, nutritious food. Food deliveries are made weekly, with shares including fresh produce, groceries and meat and dairy items.

2018 Milestones:
• MoGro launched its sliding scale, offering families a week’s worth of healthy and local produce for $5 for families paying with SNAP.
• MoGro doubled the number of families participating, now serving nearly 1,100 families monthly.
• MoGro has established food access sites in 17 community centers, medical clinics and schools — totaling deliveries of over 100,000 pounds of food to neighborhoods across New Mexico.

THE NATIVE AMERICAN ADVISED FUND
The Native American Advised Fund at the Santa Fe Community Foundation was established in 1993 through a gift from Allan Houser (Chiricahua Ft. Sill Apache), internationally renowned artist and teacher. Its mission is to enhance Native lifeways now and for future generations in northern New Mexico by promoting a spirit of sharing and by supporting community initiatives.

Grants are made to Native American programs, tribes, and schools or to their partnering organizations based on review and selection of proposals by the Advisory Committee, all of whose members are Native American. The Fund’s service area includes Santa Fe, Los Alamos, Mora, Rio Arriba, San Miguel, and Taos counties.

Grantmaking in 2018:
• $5,000 to New Mexico Kids Matter to provide Court Appointed Special Advocates (CASAs) for Native American youth in foster care. Increasing the number of Native American CASA volunteers will increase the number of Native American children who have a CASA volunteer, and will ensure that the requirements of the Federal Indian Child Welfare Act are followed regarding notice to tribes and active efforts on the part of protective services for Native American children in foster care.

• $5,000 to Santa Fe Indian Center for its Emergency Financial Assistance program for the American Indians of the City of Santa Fe. Emergency grants are provided for basic needs such as clothing, food, and shelter. The Indian Center helps to mitigate the effects of marginalization and builds the resilience of Santa Fe’s urban Native American population by offering information on resources, advocacy, emergency assistance, youth leadership programs, community-building opportunities, and cultural programming.
OPPORTUNITY SANTA FE
Opportunity Santa Fe: Birth to Career is a community-wide collective impact effort to improve the lives and key transitions of children and youth across Santa Fe, from birth until they enter their careers. Bringing together cross-sector partners with aspirational goals and collective actions, Opportunity Santa Fe is an ambitious response from across the community to the call to do better by our children. Santa Fe Community Foundation supports the initiative as a funder and backbone organization along with the City of Santa Fe Community Services Department.

Supporting Collective Actions and Outcomes:
• In 2018, Opportunity Santa Fe continued to support collective actions with $100,000 in grants, 30+ AmeriCorps VISTA and Summer Associates, data team, communications, and other technical assistance supports to 15 Collaborative Working Groups.
• 7 out of 9 indicators of Opportunity Santa Fe aspirational goals are making positive progress thanks to the committed efforts of many community partners, nonprofits, educators and families including kindergarten readiness, 3rd grade reading, 8th grade math, attendance, high school graduation, college enrollment and degree/certificate completion.

Learn more at www.opportunitysantafe.org.

THE SANTA FE BABY FUND
The Santa Fe Baby Fund, at the Santa Fe Community Foundation, raises awareness about the importance of the first years of life. Through grantmaking, policy and convening, the Fund “makes noise for babies.”

In 2018, the Santa Fe Baby Fund:
• Made grants totaling $30,000 in support of local early childhood organizations.
• Authored a report on the critical shortage of infant care in Santa Fe with multi-stakeholder workgroup.
• Convened statewide coalition of public and private sector partners to create an infant — toddler policy agenda for New Mexico and received funding from the Pritzker Children’s Initiative.
• Sponsored film screenings on the importance of paid family leave and quality, affordable child care to build community awareness.
• Participated in pooled grantmaking with early childhood funders collaborative to support research, community conversations and advocacy.

(continued on page 28)
Solving the homeless problem is not as simple as just pointing to some resources and showing them the door.

~ George Lyon
George Lyon is a staunch advocate for doing better by way of the area’s homeless population. He is also the Executive Director Samaritan House, a nonprofit shelter in Las Vegas, NM. “We’re not doing enough; it’s that simple.” The shelter currently helps the local homeless by providing emergency shelter, food and job training.

For an area with a 36% unemployment rate, more than twice the national average, George feels the pressure of supporting the region’s most vulnerable. Understandably, he has his hands full.

“For a long time, we operated much like a flop house — providing a bed and a sack lunch,” adds George, “... a few years ago, we realized that we weren’t doing enough to help our guests with providing access to the resources required to create long-term change. We were seeing the same people over and over, struggling with the same issues.”

“76% of our guests suffer from some form of disability — probably more if you were to do a formal study,” opines George. “Solving the homeless problem is not as simple as just pointing to some resources and showing them the door. They need help understanding what resources are available and help using them effectively, over the long term.”

The Samaritan House has recently been able to hire social workers and other care professionals to address their needs and get them to the next level, working with more sustainable ideas to keep an individual off the streets on a more permanent basis.

Their newest Department of Support and Outreach Services, provides evidence-based job training, and supportive services to assist individuals and families towards self-sufficiency through mentorship and comprehensive case management. The program length is individually designed in collaboration with their guests, the term they use for recipients of their services. The program also explores and cultivates the skills their clients already possess.

“The training I’ve done with the Foundation has been invaluable and inspiring... it helps us stay focused on the bigger picture, what we want to accomplish long-term instead of just responding to the immediate needs that seem always in front of us,” says George.
OUR INITIATIVES

NEXT GEN PHILANTHROPY

NextGen provides a pathway for young professionals to connect and collaborate in their philanthropy. In addition to participating in exciting social events and networking, NextGen members contribute a minimum of $500 per year and vote to grant to the nonprofit community. In 2018, the inaugural year, NextGen members awarded two $5,000 grants — one to Cooking with Kids and another to WildEarth Guardians.

NextGen not only highlights the power of collective impact, it also fosters the spirit of philanthropy in those who are invested in the future of Santa Fe.

Do you know someone who would like to join in our NextGen philanthropy? If they are under 50ish years of age and want to work collaboratively to maximize their impact strengthening our communities, please contact Gabriela Gómez at ggomez@santafecf.org.

2018 NextGen Members:

Ben Alaimo-Monson
Raffi Andonian and Nicole Kliebert
Drew Ayotte
Peter Barile & Jon Wolles
Jillian Bartley
Tamara Bates
Matt Bunkowski
Cyndi Conn
Gretchen Elsner & Mark Wallace
Patrick Gendron
Antonio Lopez
Jett Metcalf & Emma Kelly
Cameron Miranda
Allan Oliver
Danika Padilla
Tim Price
Bill Smith
Steven Trujillo
Marcos Zubia

THE NEW MEXICO HEALTH EQUITY PARTNERSHIP

The New Mexico Health Equity Partnership (HEP) believes every New Mexican should have the opportunity to lead a healthy life, living in neighborhoods where children and families thrive and have a say in decisions impacting their lives. HEP offers resources, training, and coaching to grassroots organizations to use participatory research to educate decision makers on local community health issues. HEP works collaboratively with residents to provide leadership building in their own communities.

Examples of HEP’s policy impact include:

HEP supported the Tularosa Basin Downwinders Consortium to examine health outcomes associated with the Amendments to the Radiation Exposure Compensation Act to include the Downwinders of New Mexico. The report provided information about the health needs of the Downwinders and how the Amendments would address those needs. Through the sharing of the report with the public and policy makers, a member of the Downwinders Steering Committee, was invited to testify before the US Senate Judiciary Committee in summer 2018.

HEP also provided resources and training for Global 505, a coalition comprised of immigrants and refugees, to conduct participatory research on language and cultural access policies in the City of Albuquerque. Global 505 is currently working with the City’s Equity and Inclusion Office to implement policy recommendations informed by the research. To date, the City has done an internal audit of language access policies that exist within City departments, and has moved to provide model policy development, implementation, and enforcement for those entities under City purview, including the Albuquerque Police Department.
The Philanthropy HUB hosted 835 people at 33 learning programs. In addition, 47 community organizations held 74 meetings for 1,205 participants.

MiJan Celie Tho-Biaz, Founder, New Mexico Women of Color Nonprofit Leadership Initiative

THE PHILANTHROPY HUB
In 2018, The Philanthropy HUB hosted 835 people at 33 learning programs. In addition, 47 community organizations held 74 meetings for 1,205 participants.

Our community dialogue and professional development programming is responsive and flexible and also committed to the long-term growth and strength of our sector.

Learning Labs are short, focused workshops addressing the nuts and bolts of running a nonprofit, from communications and finance to fundraising, human resource issues, and strategic planning.

The Board Orientation Program, in partnership with SCORE Santa Fe, gives active board members an introduction to the nonprofit sector and provides support, knowledge, and skill-building around the fundamentals of nonprofit board service, a critical role in our sector.

The Emerging Social Sector Leaders Program is an experiential immersion providing deep reflection, goal-setting, and peer networking so that participants advance their understanding of the sector, the work of their organization, and their own place in community leadership.

The Executive Director Learning Circle is an ongoing peer learning series specifically for the vital role of nonprofit executive directors.

The New Mexico Women of Color Nonprofit Leadership Initiative is for established and emergent leaders looking to broaden their skills and create community, while deepening their leadership in a peer-based, supportive environment. Seeing a sustainable increase in nonprofit leadership roles filled by women of color is a fundamental goal for this work.

In 2018, the New Mexico Women of Color Nonprofit Leadership Initiative was supported by:
• Community Leadership Fund
• Just Woke Up Advised Fund
• Liberty Ranch Infinite Possibilities Fund

Photo credit: Daniel Hyde
To learn more about the Santa Fe Community Foundation initiatives, visit santafecf.org.
Our Power Together
We’ve been collaborating with donors to find the right fit for their philanthropic goals for nearly forty years. Our donors trust that their gifts are implemented with the highest level of impact and fiscal acumen.

Community Leadership Fund
Donors who give to our Community Leadership Fund know that their gifts support the spectrum of what we do — from nonprofit capacity building to our grantmaking to our policy advocacy work. We’ve shown that we have unparalleled expertise in serving our communities with meaningful, long-term impact.

Funds
Interested in addressing your own philanthropic goals through grantmaking? We can help with that. Fundholders at the Foundation experience focused impact: access to decades of combined operational expertise; reduced administrative paperwork; and being part of a dynamic community of fellow philanthropists.

Which type of fund is a good fit with your philanthropic goals?

Donor Advised Fund
Fundholders make their own grant decisions to any nonprofit in the United States and can take advantage of expertise on staff regarding local organizations.

Designated Fund
Provides permanent, ongoing support for a specific nonprofit of your choice.

Areas of Impact Funds
Our areas of impact include educational success & career pathways, economic security & opportunities, health & wellbeing, sustainable agriculture & stewardship of resources and cultural vibrancy.

We love to talk with donors about developing a philanthropy plan that supports the change you want to create.

Planned Giving
Have you considered the legacy you could leave — in support of your community and the causes you care about — through a planned gift? The steps are simple, the impact immense. Planned gifts help pave the path for a thriving future. Becoming a Piñon Legacy Society member means you’ve committed to giving a gift after you’re gone.

Contact

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