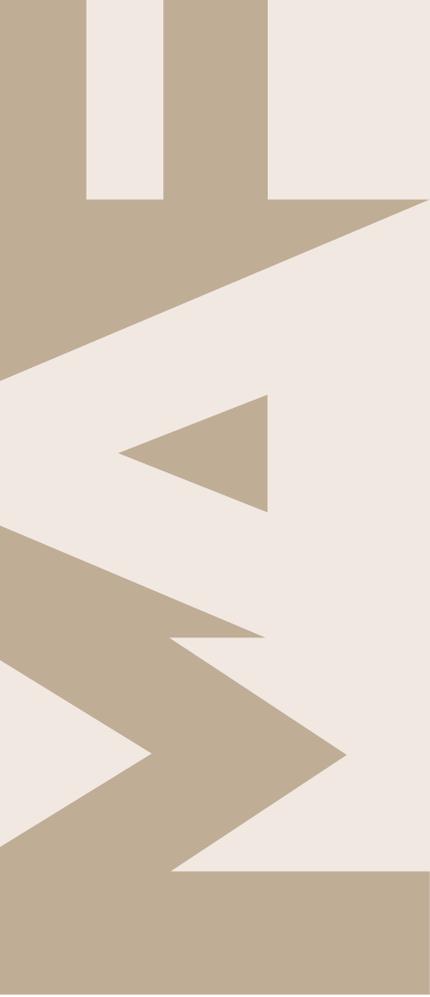




Philanthropy Review
2023



OUR MISSION

The Mankato Area Foundation is a trusted resource that connects donors with causes they care about, provides funding to enhance our region and serves as a collaborative community partner.

OUR VISION

We work as a knowledgeable and innovative community foundation that promotes philanthropy and drives transformative action to strengthen our region and improve lives.

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FRONT COVER DESIGN FEATURES A PAINTING BY EMY FRENTZ FROM HER OPERA SERIES ENTITLED *EUGENE ONEGIN*, AN OPERA BY TCHAIKOVSKY FINISHED IN 1878 BASED ON A NOVEL OF THE SAME NAME BY AUTHOR ALEXANDER PUSHKIN.

Philanthropy Review 2023

A LETTER FROM NANCY ZALLEK, PRESIDENT AND CEO



Dear Friends in Philanthropy,

I'm often asked what a typical day is like at the Foundation. The answer is a bit cliché as a typical day is not typical at all. The morning may bring someone stopping by with questions about estate planning, and the afternoon involves convening stakeholders on a community initiative. The following day starts with an educational event for financial advisors and ends with a real estate closing on donated land that will provide funding for people with disabilities. The next morning, a family meets with us to learn about grant opportunities to fund while we coordinate a training session for area nonprofits on recent legislative updates. Every day is an adventure; however, the commonality is connections.

All of our work depends on our ability to connect. We connect donors with causes they are passionate about. We connect nonprofits with resources that enable them to do their work more efficiently. We connect community partners to collaborate on various projects because we're better together. Connections are the lifeblood of our organization, and we're constantly looking for ways to make them.

This 2023 edition of our Philanthropy Review provides a glimpse into the connections we're fortunate to make daily. You'll read about the creative connections made between The REACH and 410 Project to provide hope and healing to at-risk youth. Also inside is a story of community connections and support experienced at an unlikely place—Blingo Bingo. Finally, you'll read stories of family connections that honor loved ones by creating a philanthropic legacy that gives back to this community for generations.

Thank you for taking the time to understand why charitable giving is the "secret sauce" that makes this region so unique and such a remarkable place to live and work. And thank you to those who connect with us every day—we are fortunate to continue this good work.

With gratitude,

A handwritten signature in black ink that reads "Nancy Zallek". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Nancy Zallek
President and CEO
Mankato Area Foundation

Creative Connections

Mankato is just as known for its diverse and intriguing art scene as for its generous and collaborative community members. Art and community constantly fuel one another in the river valley, especially between The REACH and 410 Project.

The REACH Resource Center supports youth who are at risk or experiencing homelessness. It provides youth with resources based on their individual needs, which can include finding housing, obtaining medical care or mental health support, employment support or activities that can enrich their lives.

The 410 Project is a grassroots community space dedicated to making the act of creating art accessible for everyone—whether that be providing the tools, space or various outlets enabling artists to create. Dana Sikkila Murphy, Director of 410 Project, works to bring art to people who otherwise would not have access—now including youth participants at The REACH.

After hearing about the work of the 410 Project, a social worker at The REACH had an idea—to provide art programming for youth clients as a tool for self-expression, creativity and connection. This was a no-brainer for Tasha Moulton, Senior Program Manager at The REACH. Art had played a significant role in her life growing up. “Art has always had a special place in my heart. It saved me in high school. It was a way to work through my trauma. I’m very passionate about it,” said Moulton.

Together, Murphy and Moulton developed a weekly engagement program for the youth participants at The REACH to explore the world of art, with the opportunity to practice various mediums—painting, drawing, writing or anything else they wanted to try. After six weeks, they wanted to host a showcase to display the young artists’ creations. “We hoped by sharing their stories, people would understand who the youth are and what they’ve been through,” says Moulton.

At the beginning of the partnership, Murphy and Moulton recognized they would need the community’s help. Murphy posted online about the desired materials necessary for the project. They wanted to provide high-quality materials because their students deserved that. The Mankato Free Press picked up the story, sharing the project’s need for supplies. That afternoon, Nancy Zallek, President and CEO of Mankato Area Foundation (MAF), contacted Moulton. As it turns out, the article

had interested a donor advisor for the Marian Anderson Fund of the Mankato Area Foundation, who reached out to Zallek, offering support.

“Nancy asked, ‘What do you need?’” said Moulton. She told her they needed easels to display the young artists’ work.

Zallek paused and asked Moulton to hold on. She had to make a couple of calls.



DANA SIKKILA MURPHY AND TASHA MOULTON

That same afternoon, Zallek had secured a donation of easels from the Blue Earth County Historical Society, where Marian Anderson, a nationally acclaimed local artist, kept her original pieces. Additionally, the Marian Anderson Fund of the Mankato Area Foundation would purchase art supplies for the program.

“When Marian entrusted us with her estate, she made it very clear that her artwork was to be enjoyed by the public. A shy and introverted student herself, she believed in the power of art to heal and increase self-confidence. Marian also had a history of working with young people. She would be so pleased that her fund would purchase art supplies and her easels would be utilized,” said Zallek.

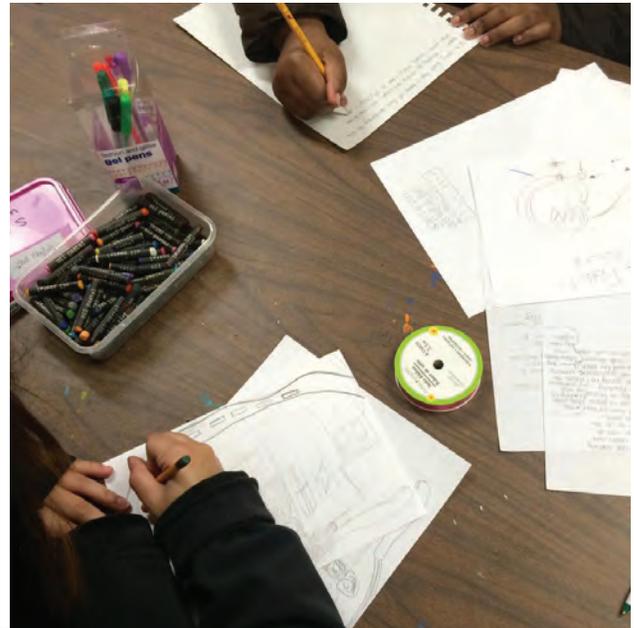
Now that they had the supplies and programming, the hard part should be over; however, what proved to be the biggest challenge was getting the youth to engage. This would take patience, persistence and reliability.

“Being new [at something]—that’s human nature,” said Murphy. “The youth would say ‘I’m not really creative,’ or ‘I’m tired,’ or you could tell they were feeling anxious and not confident.” But she persevered and became a consistent part of their week. It took some time for the youth to participate, and some days, Murphy would just sit and get to know them and build trust. Some young people hesitate to open up to adults or unfamiliar people, but as they grew more comfortable with Murphy, they would ask questions and even bring in their sketchbooks to show her and the other artists their creative works.

It wasn’t too long before the artists were having conversations amongst each other, heads down, as they worked on their pieces, making it easier to share about their lives.

Each artistic medium a student learned would help them gain a level of confidence and establish a feeling of success—even if it took time and patience to improve. “Just because you don’t feel like you’re where you want to be doesn’t mean you can’t get there,” said Murphy. True words for a new artist and even truer words for a young person finding their way in the world.

As the six-week program closed, Murphy and Moulton returned to the idea of hosting a showcase event. The initial pinnacle of the program no longer felt like the right next step. These young people achieved something far greater and less tangible than anything potentially displayed at an event. Through art, they achieved self-expression, a creative outlet, the bravery to be vulnerable and trust in others. Murphy summarized it perfectly: “It’s not about the big reveal at the end. It’s about the smaller moments in the process—that’s where the change is really happening.”



It’s not about the big reveal at the end. It’s about the smaller moments in the process—that’s where the change is really happening.

Time-honored Connections

For the Richards family, the words “home” and “Mankato” are interchangeable.

“My dad was a proud Welshman who had a strong sense of ‘home’ or ‘hiraeth’ in Welsh, and that was the Greater Mankato area,” said Marcia Richards, daughter to Cecil Jones. The family’s legacy starts with Cecil.

Cecil was a clever and resourceful man from a young age.

While growing up on a farm, Cecil had his fair share of chores to complete each day. He didn’t particularly like waking up at dawn, so he found a way to automate his tasks by setting up a pulley system. He could then rock in his chair, read his book and churn butter at the same time.

That same resourcefulness paid off when he found a way to convert AC power into DC power to have the lights and radio on in the barn. The word spread about Cecil’s converter, and Kato Engineering invited him in as a co-owner during the 1920s. He then became sole owner in the late 20’s. Thirteen years later, Cecil’s wife, Mildred, founded Jones Metal, which would supply products to Kato Engineering. Finally, in 1952, Cecil founded Katolight Corp, and in his forward-thinking manner he put the company in his daughters’ names from the start, Marcia and her sister, Kay Jacobson.

Today, Marcia’s daughter and son, Sarah Richards and David Richards are President and Vice President of Jones Metal and are committed to continuing the family’s legacy of entrepreneurship and supporting their communities.

Philanthropy has been a core value of the family for nearly 100 years. “Early on, my parents responded informally to needs within the community by helping a neighbor, or someone a friend knew, or someone through church. Later, they were active in community giving organizations and service organizations, such as United Way, Kiwanis, YMCA and YWCA,” explained Marcia.

Even Marcia’s grandmother, Lulu Barnes Page, gave what she could while raising six children, running a rooming house and a bakery. Lulu would often feed families in need. It seems that philanthropy and female entrepreneurs ran on both sides of the family.

The philanthropic tradition continues with Marcia’s children: Sarah, David and Jessica Richards-Palmquist. The family’s giving priorities include supporting women, children, early childhood education and technical education. After Sarah and her siblings realized they may likely be the last generation to call the Mankato area their home, they knew that Mankato Area Foundation (MAF) could carry on their legacy. In preparation, they transitioned their private family foundation to a donor advised fund at MAF.



MILDRED AND CECIL JONES

“We decided that MAF would forever understand what’s important to the family and make sure that funds would continue to support things that matter to us,” explained Sarah. “We also knew they would not only make the process of charitable giving rewarding—they would make it easy. Running your own family foundation is a lot of work! MAF has brought back the fun.”

One of the family’s proudest achievements was helping to fund the Jones Metal Welding Lab at South Central College, which has added to the skilled labor pool to help their company and other area manufacturers fulfill staffing needs.

Educating the community’s youngest members is also vital to the family. A significant donation supported the creation of Cecil’s Imagineering Loft at the Children’s Museum of Southern Minnesota, which provides a gateway into the world of STEAM (Science, Technology, Engineering, Art and Math) for children and parents alike. They also plan to support an upcoming exhibit: Marcia’s Prairie. Marcia is a Master Gardener in many disciplines and is passionate about native prairies.

“My siblings and I thought this would be a great way to leave a Richards’ legacy forever in Mankato,” said Sarah.

“[Mankato] is a really nice place to live,” Sarah reflects. “There are a lot of amenities.” Sarah credits MAF in part for this. “We trust MAF because they are so tuned into everything going on in the community and what the community needs. MAF has the finger on the pulse of Mankato, and they do it in a way that is very helpful for all fund holders looking to create an impact through their charitable giving.”

By entrusting their legacy with MAF, the family can rest assured knowing that their funds are going to programs that make a



SARAH RICHARDS, JESSICA RICHARDS-PALMQUIST AND DAVE RICHARDS

difference in not only this area, but also in other communities the family cares about.

"I wanted all of us to do at least some of our giving in the communities where we live," Marcia said. "To make it meaningful, each of [the children] needed to give somewhere they could see the direct impact."

Sarah and Marcia live in the Mankato area and support several local organizations. David lives in Lake Crystal and uses his portion to support recreation and education. Jessica supports higher education in Fort Collins, Colorado.

"We like to do things where we know the dollars will be able to stay 100 percent local," said Sarah. "We want to know that we are going to be able to have an impact on the causes we care about."

No matter where family members of the Page Jones Richards Fund live, Mankato will always be home. "It's where we're from, and it's where we're comfortable," said Sarah. She explained that, like so many multi-generational families in Mankato, they are proud to have helped shape the community. With over 1,000 people employed at businesses founded by the family, the Page Jones Richards legacy is alive and well.

But Sarah insists she and her siblings can't take the credit. "It's really not our legacy; it's our job to propel it forward. With the support of MAF, we are confident our family's commitment to this region will endure throughout the next 100 years and beyond."

The Richards family have a Donor Advised Fund at MAF. See our infographic on page eight showing how Donor Advised Funds work and the types of assets that can be gifted.

We decided that MAF would forever understand what's important to the family and make sure that funds would continue to support things that matter to us.

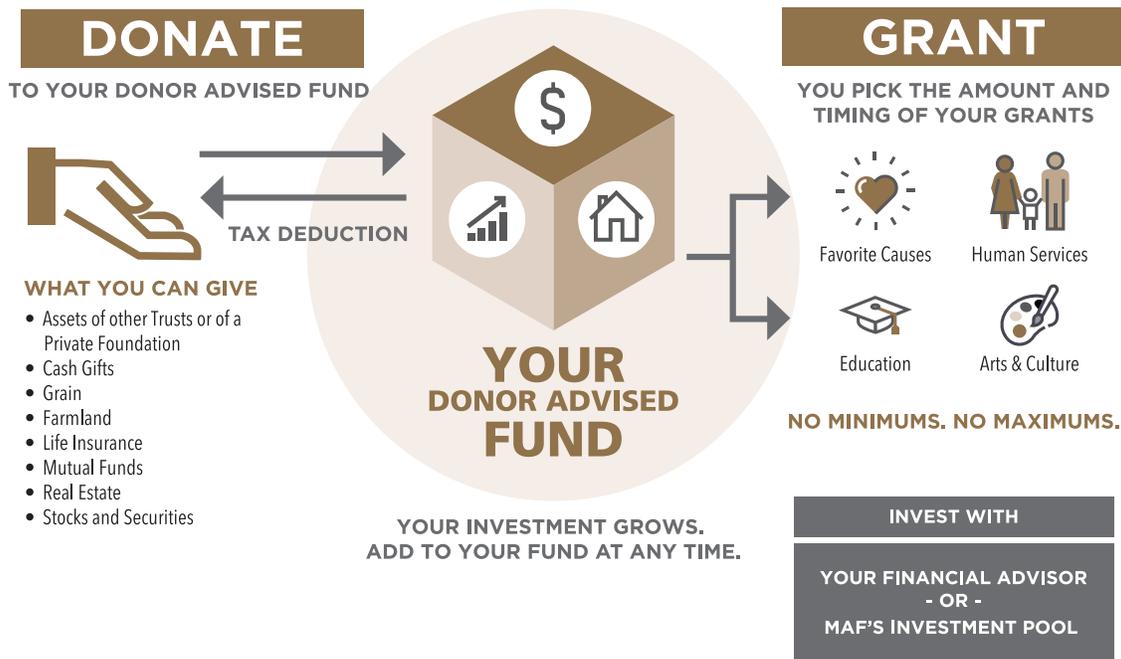


MARCIA RICHARDS

Donor Advised Funds 101

HOW DOES A DONOR ADVISED FUND WORK?

The first step is to meet with the expert staff at the Foundation to determine your current philanthropic approach and charitable goals for the future. You can choose to name a cause or philanthropic interest or have a broad scope of giving. We then work together to shape a grants program that meets those charitable objectives and interests.



Fund Types

UNRESTRICTED FUND

Through a gift to our Unrestricted Fund, donors are helping to ensure there will be resources tomorrow for needs we can't even imagine today. We use our unrestricted funds to support the work of the Mankato Area Foundation while addressing current community needs and investing in local nonprofit organizations.

DESIGNATED FUND

Through a Designated Fund, you create an enduring source of support for specific organizations and programs you care about. You choose the projects or purposes to benefit from your generosity, and we invest and distribute funds in the form of grants.

DONOR ADVISED FUND

Through a Donor Advised Fund, you can have a voice in your philanthropy and receive benefits similar to a personal or family foundation without the administrative responsibilities. Donor Advised Funds are convenient, flexible tools for individuals, families or businesses that want to be personally involved in recommending grants made possible by their gifts. If you have a range of community interests, you may find that a Donor Advised Fund is an ideal vehicle for fulfilling your charitable wishes.

SCHOLARSHIP FUND

Through a Scholarship Fund, you create a legacy of helping individuals achieve their potential by supporting their educational goals. You have the ability to establish a Scholarship Fund to benefit students of a particular school, geographic region, educational discipline or other designation.

AGENCY FUND

Through an Agency Fund, your nonprofit organization has the opportunity to create a fund that generates investment income, year after year, which can be granted back to the agency, or reinvested in the fund to grow over time at the discretion of your governing board.

EQUITY PARTNERS FUND

Through a gift to our Equity Partners Fund, you are supporting the ongoing sustainability of the Foundation. The resources from this fund help to enhance our ability to serve donors and the community.

Connecting COMMUNITY



BLINGO BINGO EMCEES, JEAN ANN HASTINGS AND MICHELLE SCHOOFF

Where can you see someone in a glitzy ball gown, sitting next to someone else in a bedazzled baseball cap, with daubers in their hands and tears misting in their eyes between rounds of bingo? It's Blingo Bingo, and there's nothing else like it.

On a warm August evening, over 600 guests filled the Mayo Clinic Health System Event Center in Mankato. Some were dressed in head-to-toe sparkles, while others preferred to make a subtle statement with a diamond here and a pearl there. What everyone had in common, though, was the mission to ensure cancer patients felt supported and loved throughout their cancer journey.

Blingo Bingo is an event like no other—it perfectly balances the difficult topic of cancer with the fun and chance of a bingo game. The evening is electric as guests play for a chance to win a piece of jewelry, with the proceeds from each bingo card supporting the Jonathan Zierdt (JZ) Cancer Fund.

The JZ Cancer Fund is a designated fund of the Mankato Area Foundation (MAF) established in 2017 by Jonathan and Ginger Zierdt. Diagnosed with prostate cancer in 2013, Jonathan was inspired to build community cancer awareness and support to change the cancer journey for patients in Southern Minnesota. He passed away in 2019; however, his memory lives on through the many programs supported by the fund.

"The origin of the Jonathan Zierdt Cancer Fund is rooted in the quest to change the cancer journey for survivors and caregivers," said Ginger. "At the heart of the change is the engagement of one's own community—community committed to not only providing support and essential resources for one's journey, but being an extension of care, compassion and hope. The fund is uniquely positioned to help catalyze and champion these extraordinary endeavors." ►

The origin of the Jonathan Zierdt Cancer Fund is rooted in the quest to change the cancer journey for survivors and caregivers.

One of the many programs the JZ Cancer Fund provides is the JZ Caring Box Program, which provides over 1,000 boxes annually to Southern Minnesota residents upon receiving a cancer diagnosis. The JZ Caring Box is given to patients by their physicians or care team, who select just the right time to give a patient their box to help lift their spirits and let them know they are not alone. The packages were designed to include useful items and materials that a patient may need during this time—a blanket to keep warm, a cookbook to promote healthy eating through treatment, a journal to help process and reflect on their experience and a gift card to cover travel expenses to doctor appointments and treatments.

On the outside of the box reads “Fully Alive.” It’s a message that conveys to the recipient that they are still here, and there is hope. “Fully Alive” is truly embodied at Blingo Bingo. It’s an electric evening full of humor, celebration and life.

Blingo Bingo celebrated its second year this summer, and it was clear the event would eclipse its already successful inauguration.



BLINGO BINGO AT MAYO CLINIC HEALTH SYSTEM EVENT CENTER



BLINGO BINGO GUESTS CELEBRATING THE NIGHT

It's a difficult task to walk the line between lightheartedness and reverence for cancer survivors and those who were lost to cancer—but Blingo Bingo does just that. The evening began with an introduction from Maureen Gustafson, the event's architect and MAF's Donor Relations and Programs Director. Not only did she rally the audience together for an evening of fun, but she clearly and poignantly explained exactly what the evening was about.

Then, the event was taken over by two emcees, Michelle Schooff and Jean Ann Hastings, who kept the audience's attention with quippy banter, unexpected costume changes and energy that could only have been summoned by a case of Red Bulls backstage.

Each round of bingo was precluded by a video of the bingo caller—all of whom were cancer survivors or someone whose life was touched by cancer. The callers recounted their experience of being diagnosed, receiving support throughout their treatment or walking the cancer journey side by side with family members. The video would end, leaving the crowd with lumps in their throats and tears in their eyes. Then, an eruption of applause as that same person on the video walks out on stage—fully alive—to call the next game of bingo.

Each lucky winner met cheers and fanfare as they danced up to claim their prize. The evening continued round after joyous round—a perfect juxtaposition of the experience of a cancer patient, the impact of the JZ Cancer Fund, the celebration of lives lost and those who will keep on living.

With over 600 guests in attendance and amazing support from community partners, this year's Blingo Bingo raised over \$90,000. But beyond the dollars raised, it's clear that Blingo Bingo does so much more. It provides a space for community, for support and to honor those wanting to live fully alive.



BLINGO BINGO PLAYERS



**WATCH AND MEET
CELEBRITY CALLER
RHONDA ELSE.**

Thank you for sharing your cancer story.

Connecting the Dots

Behind all of the incredible work that nonprofit organizations do to support the Greater Mankato community, are the people who make it all happen. The decision-making, planning, fundraising and distribution of services for any group is no small set of tasks. These organizations face the same realities as for-profit businesses: expenses, staffing, generating revenue and providing a product or service to an end user.

Unfortunately, nonprofits often face increased challenges. Because they are dependent on donated revenue, they often have restrictive budgets that limit their spending on operations because of the potential detriment to program funding. For nonprofits to have the most significant impact possible, every dollar and hour must be used in the most efficient and effective manner it can be. In speaking with Southern Minnesota's nonprofits, the Mankato Area Foundation (MAF) found the organizations consistently faced the same hurdles.

Simply put, they have obstacles and questions. How do we build an effective board? What is the best way to raise funds? What grants should I be applying for? Where do I start? The list went on.

Always looking for creative ways to meet the community's needs, MAF formed the Consultant in Residency (CIR) program featuring Kim Snyder, founder and consultant with Excelsior Bay Group.

"Having had the good fortune of working with Kim for over a decade, I knew the greatest gift we could give the nonprofit sector would be to provide her expertise to our local organizations," said Nancy Zallek, President and CEO of MAF.

With this initiative, the Foundation would be able to support nonprofits by providing professional consulting to set them up for sustainable, long-term success.

CONSULTANT IN RESIDENCY

The concept is simple, but the effects are long-lasting: in lieu of a traditional grant, MAF connects nonprofit organizations with a strategic nonprofit consultant—and picks up the tab—to help position their leadership for success. The benefiting nonprofit receives 10 hours of consulting at no cost to assist in three key areas: strategy, philanthropy and governance.

- **Strategy** – Mission statements, purpose, day-to-day operations
- **Philanthropy** – Fundraising, investment of capital, efficient spending
- **Governance** – Effective boardroom leadership, organization policies, bylaws



KIM SNYDER, EXCELSIOR BAY GROUP

Snyder has provided this service to 45 organizations and counting since October 2021 and loves having the opportunity to do so.

"I do a lot of listening to learn about their challenges and help formulate a plan together," Snyder said. "It's so great when they realize, 'Yes, I can do that,' and I get to reinforce what their gut was already telling them. I really enjoy when I get to see the lightbulb come on for people."

Feedback from the several dozen nonprofit leaders has been overwhelmingly positive. Many of these individuals are driven by their mission but may not have the background in all the areas necessary to support their organization. The consulting they receive can make a world of difference.

"The Consultant in Residency program was one of the most beneficial professional programs I have participated in," said Laura Peterson, Executive Director at Living Earth Center. "As the director of a small nonprofit that doesn't have the flexible funding to spend on fundraising workshops and coaching, working directly with Kim allowed me to troubleshoot specific challenges our organization faced while also setting up a healthy donor cultivation plan and integrated financial strategy."

While this consulting can take many forms depending on the organizations' needs and challenges, MAF sees its role as helping enable the cycle of philanthropy in the community. If organizations are run effectively, then every philanthropic dollar will go further, which in turn means more good can be done. And when more good is done, donors will be more inclined to see the impact and feel confident in their giving. Thus, a philanthropic snowball effect.

"The job is to build their capacity," Snyder says. "Our goal is for these leaders to become better at their job. It's a long vision of building leadership of nonprofits in the community so these nonprofits can do greater good."

GOOD GOVERNANCE COHORT

As Snyder worked with organizations through the Consultant in Residency program, she noticed a trend. While each nonprofit had its own unique challenges, governance was almost always an aspect in which they needed assistance.

Nonprofit leadership often needed help working effectively with their board. Board members needed help understanding their role as a collective body, not as a group of individual decision-makers.

So, Snyder brought an idea to Zallek. What if they created a program designed specifically for nonprofit leadership?

Born was the Good Governance Cohort. MAF approved Snyder to run a pilot program; rather than one-on-one consulting, this initiative takes place in a group setting in the form of a six-month curriculum. Five organizations are accepted at a time to participate, each with two member attendees—often the executive director and board president.

In this course, attendees learn how best to operate an effective nonprofit organization. They share stories with peers about challenges they faced and how they overcame them.

“The people who participate love it because not only do they get a coach, but they get to share with each other and hear what’s going on,” Snyder says. “It’s kind of like we’re in Vegas where whatever we talk about there, stays there, so people are able to share their struggles and successes openly.”

The second Good Governance Cohort began in July 2023, and meetings take place at MAF’s Shared Spaces in downtown Mankato.

NAVIGATING PHILANTHROPY

The Consultant in Residency program brought another common organizational challenge to light for Snyder and MAF. They started to see more examples of groups with strong missions but lacked the foundational knowledge of the philanthropic process.

Just as they did with the Good Governance Cohort, MAF wanted to find a way to help nonprofit leaders bridge this gap.

Starting in 2024, MAF will support a curriculum called Navigating Philanthropy. The goal is to connect nonprofits with funders—both donors and granters—by building their confidence and competence. Attendees will learn how to write grants, build relationships with stakeholders and set a long-term financial plan for their organization.

“We’re trying to figure out how to break down these barriers to entry as much as we can,” Snyder said. “We want to build capacity in individuals in order to strengthen the whole.”



With the Consultant in Residency opportunity at MAF, nonprofit leaders are better equipped to face challenges, capitalize on opportunities and create a brighter future for our community.

While the Consultant in Residency is only two years old, it has already helped enough organizations to call for expansion into new programs like the Good Governance Cohort and Navigating Philanthropy. And nonprofit leaders who have benefited from this service are excited to see the programs continue to expand.

As Melinda Wedzina, CEO of VINE and one of Snyder’s consultees, put it: “It has been an absolute game-changer for me. Throughout my 16-year career in the nonprofit sector, I’ve encountered various forms of support, but nothing compares to the impact Snyder has had on our organization.

“With the Consultant in Residency opportunity at MAF, nonprofit leaders are better equipped to face challenges, capitalize on opportunities and create a brighter future for our community.”

A Family Connection

Tony Frenz always wanted to find a way to honor his late mother Emy's memory.

Originally from Dallas, Texas, Emy moved to Minnesota at a young age to attend college, where she would study art. She loved art in all forms, though her most used medium was acrylic paint. As she started a family and had children, she taught art classes to both children and adults in her spare time, always encouraging others to find their artistic side.

"Besides her family and her friends, her passion was art," Frenz said.

Sadly, Emy's time in the Mankato community was cut short when she passed away at age 43. Frenz was only a freshman in college, but he knew that someday he would carry her torch forward however he could.

In 2006, he found his inspiration while on an inter-city leadership visit to Fort Collins, Colorado. He visited a dedicated space for artists in their community, formed through a partnership between private and public entities. A real estate developer himself, the project spoke to him. Frenz quickly turned to Shannon Robinson, Executive Director of Twin Rivers Council for the Arts, at the time and agreed: "We need this in Mankato."

A year later, Frenz purchased a former church building in downtown Mankato that would become his metaphorical canvas. In collaboration with Twin Rivers, he created the Emy Frenz Arts Guild, a home for artist studios and nonprofit offices in his mother's memory.

The building was widely used by artists, nonprofits and visitors alike, with some tenants calling it their artistic home since its opening.

But in recent years, it became increasingly apparent to Frenz that the current "business" model for the building was not sustainable for the long term. As a private owner—as opposed to a nonprofit organization—there were hurdles and financial realities that simply were not going to work for the long-term vision of the building.

It was time for a new owner, but not a new mission.

"My first thought was, 'Who should own this?'" Frenz said. He wanted the building to go to a nonprofit organization that would continue to honor his mother's legacy in the community. "It needs to be put in the right hands."

It did not take long for him to decide that the right organization to take this on was the Mankato Area Foundation (MAF).

"Because I served on the MAF board for eight years, I got to know the organization really well," Frenz said. "I believe in it and trust it. And I really believed in [MAF President & CEO Nancy Zallek]—she can really do things."



EMY FRENZ

This was not Frenz's first time donating a building to MAF. In 2019, he and Rob Else gifted the now Shared Spaces Philanthropy Center building so the nonprofit center could expand. Happy with the results of that donation, he was confident in his decision for this one, too.

"I knew they'd do a good thing with the expansion of Shared Spaces, and I felt the same way with the arts building," Frenz said. "If anybody can do this right, it's MAF."

With the transition of ownership, Frenz and the Foundation agreed that it was a good time to reassess how they could best serve the community in Mankato. Together, they looked to answer the question: "What is the current need?"

Ultimately, the need was for a building similar to what MAF had created in the past—Shared Spaces – A Center for Nonprofit Collaboration—an affordable place for events, offices and professional resources.

"Overwhelmingly, we were told that a location with affordable and professional office, convening and event space was on the top of the sector's needs," said Nancy Zallek, President and CEO of MAF.

Of course, they made it happen and the name would include the inspiration for this artistic mission: Shared Spaces at Emy Frenz.

Renovations are underway to reimagine the space, which is not a foreign concept for Frenz.



EMY FRENTZ WITH ART STUDENTS IN 1982



SHARED SPACES AT EMY FRENTZ



CARMEN,
A PAINTING BY
EMY FRENTZ, 1982

Besides her family and her friends, her passion was art.

"I love building new things, making buildings better, fixing things up. That's how I express my creativity."

Once renovations are complete, the building will have the capacity for approximately 15 offices in addition to a high-quality, multipurpose space available to all nonprofits within the community.

"MAF makes it a great experience to donate buildings," Frentz said. "Not only do they make it a painless process, they make it an enjoyable one."

After 15 years under Frentz's ownership, he is excited for the next phase of the building with his mother's namesake.

"I knew something great could be created in the building," Frentz said. "It's a relief that MAF owns it—it's in good hands. It's going to be there for a long time. To make another Shared Spaces—a beautiful resource for local nonprofits, I know my mom would be really proud."



TONY AND ANNE FRENTZ WITH THEIR CHILDREN

Looking Ahead...



Mankato Area Foundation will celebrate its 50th Anniversary in 2024! Over the past five decades, we've witnessed the spirit of giving in this community and had the privilege to help individuals with their philanthropic goals. To mark this milestone, we plan to share 50 years of stories of the people and organizations making an impact with their generosity and commitment to doing good. Stay tuned for an exciting year of celebrating the past...and what the future will bring!



Mankato Area Foundation Receives National Recognition

CFNS
ACCREDITED FOUNDATION

Mankato Area Foundation (MAF) recently received accreditation with the nation's highest standard for philanthropic excellence. National Standards for U.S. Community Foundations® establish legal, ethical, effective practices for community foundations everywhere.

The program requires community foundations to document their policies for donor services, investments, grantmaking and administration. With over 550 community foundations already accredited nationwide, the program is designed to provide quality assurance to donors, as well as to their legal and financial advisors.

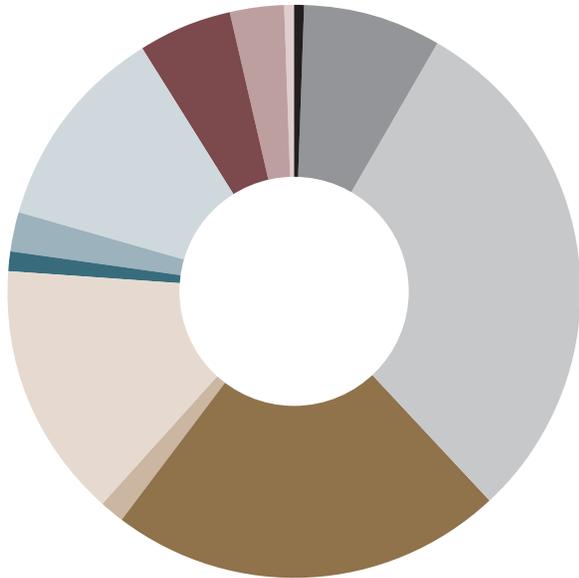
"This is critically important to our donors," said Nancy Zallek, President and CEO of MAF. "When people make a charitable bequest or establish a fund, they put their trust in us. They count on us to manage the investment wisely and honor their charitable wishes. The National Standards accreditation says our house is in order."

Since 1974, the MAF has been dedicated to building a community of individuals who believe in the strength of giving. As a permanent, trusted resource, donors look to MAF to help them make their charitable giving more effective.

"Grantmaking is a lot like investing," said Kristin Weeks Duncanson, MAF Board Chair. "We need to assess risks, weigh potential gains, diversify assets, monitor performance and operate fairly. With our National Standards accreditation, you can be assured that we're doing just that."

2023 Grants

\$3,556,153 TOTAL GRANTS AWARDED



- \$22,711** (0.6%) ANIMALS
- \$281,434** (7.9%) ARTS & CULTURE
- \$1,058,800** (29.8%) CHILDREN & YOUTH
- \$786,641** (22.1%) COMMUNITY BENEFIT
- \$46,779** (1.3%) DIVERSITY, EQUITY & INCLUSION
- \$510,640** (14.4%) EDUCATION & SCHOLARSHIPS
- \$40,034** (1.1%) ENVIRONMENT
- \$82,550** (2.3%) FOOD INSECURITY
- \$411,005** (11.6%) HEALTH & HUMAN SERVICES
- \$193,234** (5.4%) OTHER
- \$105,275** (3.0%) RECREATION & SPORTS
- \$17,050** (0.5%) VETERANS

FINANCIALS AT A GLANCE



PLANETARIUM PRODUCTION CLUB STUDENTS IN THE MANKATO AREA PUBLIC SCHOOLS PLANETARIUM

\$30,027,639

TOTAL ASSETS

\$3,556,153

TOTAL GRANTS AWARDED IN 2023

\$250,850

TOTAL SCHOLARSHIPS AWARDED IN 2023

152

NUMBER OF CHARITABLE FUNDS

577

GRANTS DISTRIBUTED

Funds We Hold

The Mankato Area Foundation continues to help individuals and organizations achieve their charitable goals by offering a variety of giving strategies and funds.

THE MANKATO AREA FOUNDATION CURRENTLY MANAGES 152 FUNDS:

Endowed Funds

Charles Ingman LMA Scholarship Fund
Elks Charitable Endowed Fund
Mankato Symphony Orchestra Fund
O.P. and E.A. Confer Fund
Ogden P. Confer
Ogden W. and Jane M. Confer Scholarship Fund
Senior Citizen Endowment Fund
Thin Film Technology Fund

Designated Funds

Albert Fallenstein Fund
Children's Museum of Southern Minnesota
CLOVE
Community Fund for Youth
Consultant in Residency Fund
Curt and Debbie Fisher Fund
Dotson Family Charitable Fund
Floyd Palmer Fund
Greater Mankato Inclusivity Study Fund
High School Music Recognition Fund
Hockey Day Minnesota (HDM) 2022 Grow the Game Fund
imagineOne Fund
In Memory of Jean Lovett
Jane and Michael Kearney Fund
Jonathan Zierdt Cancer Fund
Lowell and Nadine Andreas Fund
Palmer Disability Fund
Recharge Mankato Fund
Roger and Beverly Stoufer Scholarship Fund
Suicide Prevention and Awareness Fund
Women's Giving Circle

Donor Advised Funds

Adela Rindal Foundation Fund
Anderson Family Fund
Andrew Willaert Family Fund
Andy and Christine Nessler Fund
Barbara Carson Fund
Be Blessed Fund
Biederman Family Fund
Bob and Linda Sanger Legacy Fund
Bradley and Kathy Brozik Fund
Brian and Mary Duehring Gifting Fund
Brian and Valerie Koch Fund
Bryan and Tami Paulsen Charitable Fund
Carroll Zelenz Family Fund
Category One Fund
Chris and Aura Austin Fund
Chris Larson and Michelle May Charitable Fund
Coldwell Banker Commercial Fisher Group Fund
Consolidated Communications Community Fund
Consolidated Communications Community Fund for Youth
Cunningham Family Fund
Curt Fisher Donor Advised Fund
Darlene and Allen Weckwerth Charitable Fund
David Christensen and Jill Evans Fund
Davis Daughters' Fund

Dennis and Sue Hood Fund
Devenport Educational Fund
Dobson Charitable Fund
Dotson Family Fund
Eide Bailly Fund
Fredrikson & Byron Foundation Fund
Gary E. Zywtoko Family Fund
Gene Biewen & Noel Van Tol Fund
Glen A. Taylor Donor Advised Fund
Greg and Donnette Wheelock Fund
Gwesyn and Gloria Griffiths Fund
Harold and Alice Klause Weed Charitable Fund
Helen and Eldon Jones Fund
Hoehn Charitable Fund
Huebsch Family Fund
James and Shannon Gullickson Fund
Jean and Tim Bye Family Fund
Jim and Jackie Weinzetl Opportunity Fund
Jim and Jennie Ward Fund
Jim and Sheri Fedson Fund
John and Jackie Bauernfeind Fund
John and Wendy Kind Charitable Fund
Joyce and Dennis Findley Charitable Fund
Joyce and Gerald Roust Fund
Kay and Lyle Jacobson Family Fund
Kendall and Rod Meyer Fund
Kenneth and Lori Smith Fund
Kristine Lindvall Fund
Lawton Family Fund
Lorentz Post 11 American Legion Fund
Mara's Light Fund
Marian Anderson Fund
Mary Suedbeck Fund for the Encouragement of the Arts
Maxwell Family Fund
Michael and Lisa Montag Fund
MRBA Building Our Future Grant Fund
Mulford Family Charitable Fund
Naples Family Fund
Nathan and Sarah Kerich Fund
Norland Charitable Fund
Page Jones Richards Family Fund
Pat and Kristin Duncanson Family Fund
Phil and Margie Slingsby Charitable Fund
Polly and Bill Webster Fund
Reichel Insulation Fund
Rose Lynn and Chuck Wingert Family Fund
Rstom Family Foundation Fund
Ruth and Larry Mikkelson Fund
Ryan and Jill McKeown Charitable Fund
Ryan McKeown and Danielle Mehia Financial Advisory
Team Community Fund
Schooff Community Fund
Schott Family Fund
Steven and Kathleen Burnett Fund
Sugden Family Fund
Surprenant Family Fund
Ten Haken Charitable Fund

Tom and Cheryl Vavra Fund
Tom and Diane Lentz Charitable Fund
Veterans Memorial Fund
Voss Family Fund
West Family Fund
West Scheel Memorial Fund
Zierdt Family Charitable Fund

Scholarship Funds

Class of 1960 Scholarship Fund
David and Michelle Schooff Scholarship Fund
Dustin Lemke Memorial Scholarship
Eleanor and Mike Weinzetl Opportunity Scholarship Fund
Florence Nightingale Scholarship Fund
Jane and Lee Carlstrom Scholarship Fund
Mankato Elks Lodge #225 Most Valuable Student Scholarship
Marlyn R. Heintz Scholarship Fund
McKeown/Mehia Team - Opportunity Scholarship Fund
Minnesota River Builders Association Scholarship Fund
Samantha Chase Schaeherer Nursing Scholarship Fund
Samantha Chase Schaeherer Scholarship Fund
Virginia and Martin Krause Scholarship Fund

Agency Funds

Blue Earth Nicollet County Humane Society Agency Fund
Camp Sweet Life Adventures Agency Fund
Educare Foundation Agency Fund
Feeding Our Communities Partners Agency Fund
LEEP Agency Fund
LEEP Special Olympics Agency Fund
Living Earth Center Agency Fund
Mankato Clinic Foundation Agency Fund
Minnesota Valley Action Council Agency Fund
Partners for Housing Agency Fund
Twin Valley Council, Inc. Agency Fund
United Way Planned Gift Fund Agency Fund
VINE Faith In Action Agency Fund
YWCA Mankato Women's Fund

Fiscal Sponsored Funds

Golden Hour Concert Series
Help Teachers, Help Children Fund
Hope in Healing
Inspire Heights
Leave A Legacy
Mankato East High School Alumni Wall of Distinction
Mankato Regional Airport Park Fund
Martin County CHW Project
Martin County Prosper Project
NAACP Mankato Chapter
Roots, Shoots and Boots Fund
Saint Peter Art Stroll
The Growth Collective

Funds that choose to remain anonymous are not listed.



MEET OUR TEAM

At the Mankato Area Foundation, we are a team of people who love where we live and love what we do. We believe that our employees are our greatest asset.

Pictured left to right:

- Nancy Zallek**, President and CEO
- Maureen Gustafson**, Donor Relations and Programs Director
- Sammi Spicer**, Finance Director
- Ashley Eimer**, Vice President of Philanthropy
- Sarah Beiswanger**, Grants and Nonprofit Specialist
- Tricia Lewis**, Operations and Governance Director
- Rita Rassbach**, Special Initiatives Manager

BOARD MEMBERS

- Kristin Duncanson** (Chair), Partner/Owner, Highland Family Farms
- Leah Davis** (Vice Chair), President, AEM Workforce Solutions, Partner, Abdo
- Seth Ferkenstad** (Treasurer), Chief of Finances, Smith Lawn and Landscape, LLC
- Christina Bohlke** (Secretary), President, Mankato Market, BankVista
- Bob Beadell**, VP Commercial Lending, Community Bank
- Heidi Boyum**, Retired
- Melissa Bradley**, General Manager, Snell Motors
- Tim Huebsch**, Digital and Technology Leader, General Mills
- Brittany King-Asamo**, Partner, Attorney, Gislason & Hunter, LLP
- Erin Kragh**, Attorney, Fredrikson & Bryon, P.A.
- Jennifer Pfeffer**, National Director of Operations, The Goodman Group, LLC
- Todd Prafke**, City Clerk/Administrator, City of St. Peter
- Sarah Richards**, President/CEO, Jones Metal, Inc

INCOMING BOARD MEMBERS

- Marcia Bahr**, Director of Marketing and Communication, Mankato Clinic
- Belen Fernandez**, Collection Strategist for Humanities and Fine Arts, Collection Strategies Department, Peter J. Shields Library
- Amanda Heilman**, Director of Business Services, Mankato Area Public Schools
- Mike Robinson**, Group President, Taylor Print and Visual Impressions
- Michelle Schooff**, Vice President, Industry Marketing, Agribusiness + Chemicals, SAP
- Stephanie Stoffel**, Retired
- Art Westphal**, Vice President of Advancement, Bethany Lutheran College

RETIRING BOARD MEMBERS

- We would like to extend special gratitude and appreciation to our board members who have completed their terms this fall.*
- Nathan Mullikin**, Executive Leader, Taylor Corporation

WHO WE ARE

Since 1974, the Mankato Area Foundation has been dedicated to building a community of individuals that believe in the strength of giving. We continue today to shape Greater Mankato through connecting acts of giving with our community's needs.

Learn how you can start to make an impact today.

mankatoareafoundation.com



This publication was made possible by the generosity of Corporate Graphics, a Taylor Corporation company.

Why a Community Foundation?

Community foundations make up one of the fastest growing sectors of philanthropy in the United States today. They build and strengthen communities by making it possible for a wide range of donors to participate in creating permanent (and often named) funds to meet present and future needs. Community foundations have become catalysts for improvement within urban centers and in rural settings through philanthropy that is visionary, diverse and inclusive. They are a sustainable aspect of philanthropy—providing leadership and problem solving in the present and preparing for the future with long-term funds. There are over 800 community foundations in the United States.

10 REASONS WHY COMMUNITY FOUNDATIONS WORK

1. We are a **LOCAL** organization with deep roots in the community.
2. Our professional staff has broad **EXPERTISE AND UNDERSTANDING** of community issues and needs.
3. We provide highly **PERSONALIZED SERVICE** tailored to each individual's charitable and financial interests through a variety of giving options.
4. Our Donor Advised Funds help people invest in the **CAUSES** they care about most.
5. We **ACCEPT A WIDE VARIETY OF ASSETS** to create highly effective approaches to charitable giving.
6. We **PARTNER** with professional advisors to create highly effective approaches to charitable giving.
7. We offer maximum **TAX ADVANTAGES**.
8. We **MULTIPLY THE IMPACT** of gift dollars by pooling them with other gifts and grants.
9. We build long-term funds that benefit the community forever and help **CREATE PERSONAL LEGACIES**.
10. We are a community leader, convening agencies and coordinating resources to **CREATE POSITIVE CHANGE**.