



The Community Foundation
for South Central New York

COMMUNITY *News*

Good Connections Create Great Opportunities

“Connecting donors who care with causes that matter.” That’s how we see ourselves doing good in our communities, and indeed it’s how many community foundations view their mission.

“It’s so interesting to see that synergy, and see how when people start to talk, one thing leads to the next.”

— Sara Delafield, manager of the Stay Healthy Center at UHS

Actually, though, our Community Foundation makes fruitful connections among all kinds of people who do good work in our region.

Sometimes two organizations make grant proposals that dovetail so nicely, we just have to play matchmaker. That’s what happened last year when the Deposit Foundation and Rural Health Network applied for a grant to help teach other communities to operate volunteer transportation services like its own, which takes rural residents to doctors and other appointments.

“We’re trying to reduce the cost of transportation for small rural communities,” says Lynn Hartz, executive director of the Deposit Foundation.

We approached the Rural Health Network of South Central New York (RHNSCNY), suggesting that it fold the Deposit Foundation’s request into its own proposal to our Harriet Ford Dickenson Fund. Ultimately, we awarded RHNSCNY \$73,579 for the Broome County Mobility Management Project, a multi-faceted program to match transportation needs with available services.

Deposit’s program fit nicely into that larger collaborative effort. “They have something to share and teach other communities that the Broome Mobility Management Project can promote,” says Jack Salo, RHNSCNY’s executive director.

A similar impulse brought together the United Health Services (UHS) Foundation, WSKG Broadcasting and the Binghamton Housing Authority (BHA), all of which had proposed projects focused on childhood health. WSKG and BHA now participate in UHS’s after-school healthy living program for children in Broome County, supported by a \$75,000 grant from the Dickenson Fund.

WSKG has filmed training modules for the program, offering an easy way to train new

employees at after-school centers in the CATCH (Coordinated Approach to Child Health) curriculum. BHA joined the effort by offering CATCH at two of its after-school sites.

Those partners, plus others in the program, exchange information and help one another in all kinds of ways, says Sara Delafield, manager of the Stay Healthy Center at UHS. “It’s so interesting to see that synergy, and see how when people start to talk, one thing leads to the next.”

Another nice bit of synergy arose when the Community Foundation awarded a grant to the Open Door Mission (ODM) in Owego to purchase a used bus. Foundation board member Keith Chadwick, president and chief executive officer of United Methodist Homes (UMH), knew that his organization planned to sell a bus as part of a periodic fleet upgrade.

That bus was newer than the ones ODM had been considering, and UMH could offer it at a lower price. “They got a nicer, newer, well-maintained bus with very little mileage on it compared to what they were looking at,” Chadwick says.

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Visiting Grantees Spring 2011

In June, board members and staff took to the road to see our grants in action “on the ground,” and to visit with the agencies that were doing good and doing it well in the community with our invested dollars.



The Tavern Room in the 1797 Gideon Frisbee House at the Delaware County Historical Association in Delhi



Berkshire Free Library awaits its new roof



Young learners enjoying their new play system at Cub Care in Vestal



New roof in progress at the Apalachin Library



The Achieve greenhouse showcases its first crop of the season

Capacity Building Workshops Continue to Deliver

Leaders of not-for-profit organizations in our region had a chance to boost their fundraising savvy on July 29, when the Community Foundation, the Palmer Westport Group and WSKG Public Broadcasting co-sponsored a free workshop called “Feelin’ the Love: The Care and Feeding of Funders.”

This was the third year that the partners sponsored a presentation by Susan Palmer, a management consultant who specializes in helping not-for-profits. In 2009, Palmer offered “Building a Better Ask: Planning and Implementing a Successful Annual Appeal.” In 2010 she presented “Reluctant to Ready!” a seven-step plan for transforming board members into outstanding fundraisers.

“The workshops are part of the Community Foundation’s commitment to capacity building for not-for-profits,” says Diane Brown, the Foundation’s executive director. Along with other programs the Foundation sponsors, such as a series of workshops presented by the New York Council of Nonprofits (NYCON), these sessions help executive directors and board chairs gain skills their organizations need to carry out their missions more effectively.

WSKG has hosted all three of Susan Palmer’s half-day workshops and has videotaped them. Copies of “Building a Better Ask” are available to members of the not-for-profit community who weren’t able to attend.

In this year’s workshop, participants learned how to build solid, productive relationships with donors and keep them engaged through effective communication.

“It’s very similar to when you want to start dating someone,” Palmer says. “You care about what they think, you invite them over, you take them out for coffee, you spend time with them.”

Feedback forms indicated that attendees thoroughly enjoyed the program. “They said there was great value, they would come again and they would bring their friends,” Palmer says.

The Community Foundation looks forward to exercising its capacity building arm with more such educational programs in the future.

Grants Recent Grants from the Community Fund

ACCORD – A Center for Dispute Resolution, Inc.: \$5,750 to train and certify volunteer mediators (*Broome*)

Apalachin Library Association: \$11,850 to replace the roof on the main library building (*Tioga*)

Berkshire Free Library: \$1,500 toward roof replacement (*Tioga*)

Boys and Girls Club of Western Broome: \$15,000 to replace bleachers in the gymnasium (*Broome*)

Chenango County Child Care Coordinating Council: \$15,000 to support staffing needed to meet accreditation requirements (*Chenango*)

Delaware County Historical Association: \$7,500 for operating support (*Delaware*)

Mental Health Association of the Southern Tier: \$3,500 to train staff in *Mental Health First Aid* (*Broome*)

Otsego 2000: \$8,600 toward staffing of the Cooperstown Farmer’s Market and agriculture programs (*Otsego*)

Recess Resources (Cub Care): \$9,277 for purchase of a learn and play system for children. (*Broome*)

Southern Tier Senior Net: \$5,000 toward purchase of updated computers and software designed to train seniors on new computer technology (*Broome*)

The Deposit Foundation and Rural Housing Services: \$2,000 for operating support (*Broome/Delaware*)

Tioga County Open Door Mission: \$15,000 for purchase of a mini-bus. (*Tioga*)

Total: \$99,977

Good Connections

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“It’s perfect for us. It’s in really nice shape,” says Mary Perry-Rogers, the mission’s director.

Connections among not-for-profits also form the heart of the Chenango County Youth Philanthropy Council, a program for students at Norwich High School co-sponsored by

the Community Foundation and Chenango County United Way.

Students in the Council learn how local not-for-profits work to meet pressing needs in their community. Students also learn about philanthropy directly by administering \$10,000 per year in grants to local organizations.

Visiting staff from some agencies help teach subjects such as what exactly nonprofits do and how a board of directors works, says Elizabeth Monaco, executive director of Chenango County United Way. “And then the agencies that are eligible to receive funding have been great

collaborators, letting the kids come in and do site visits, generally outside their regular work hours when the kids are available.”

Connections such as these give all the partners greater power to achieve their goals.



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The Community Foundation for South Central New York serves Broome, Chenango, Delaware, Otsego and Tioga counties.



Works by Local Artists Grace Our Walls

*W*hen we moved from smaller quarters to our new, more spacious offices last October, it immediately became evident that we needed something to put on our walls, and not just “any old thing.” We needed artwork that reflected the community, was aesthetically pleasing, and that we did not have to use precious donor dollars to purchase.

Thankfully, beautiful works of art are not hard to come by in the region, nor are generous artists and gallery owners willing to allow us to display their work. Our first of many revolving exhibits was the work of Paul Hunter, a New York City based artist whose work is exhibited locally by the R Wells Gallery. Paul’s striking canvases covered



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in precious metals were the perfect backdrop to our holiday open house. In January we displayed the black and white photography of Kim Johnson—tranquil nature and street scenes and award-winning photos of the elderly. Kirk and Lesli Van Zandbergen then loaned us their collection of amazing photos of

Australia and New Zealand. For the summer, we were fortunate to show paintings and sketches done by a young artist and student at Alfred University, Sam Guy.

We are pleased to support the arts in our community by showcasing the works of some wonderfully talented local artists.

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