



ANNUAL REPORT

2017 CatholicFoundationPhila.org

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A MESSAGE FROM OUR CHAIRMAN

Philadelphia is a city marveled for its rich history, and it has only become more historic over time. From being the birthplace of our country, to becoming the host city of Pope Francis and the 2015 World Meeting of Families, there is no place quite like it.

Philadelphians have an immense amount of pride for their city, as do we here at The Catholic Foundation of Greater Philadelphia (CFGP). However, with that pride also comes responsibility. We want to see Philadelphia continue to grow and flourish, but for that to happen, we must do our part.

Over the last four years at CFGP, that has been our focus: to help Philadelphia flourish by growing philanthropy that is consistent with our Catholic faith. There are so many people and places within the Philadelphia community who need our help. As Pope Francis tells us, "Christ's followers are not individuals caught up in a privatized spirituality, but persons in community, devoting themselves to others."

With this report, we invite you to take a deeper look into what your support of CFGP has helped us accomplish. On behalf of CFGP, our Board of Trustees and our staff, we thank you for helping Philadelphia thrive.

Gratefully,

A handwritten signature in black ink that reads "Dick Clark". The signature is written in a cursive, slightly slanted style.

Dick Clark, Chairman
The Catholic Foundation of Greater Philadelphia

2016 HIGHLIGHTS



JULY

CFGP accepts its summer cycle of grant applications, ranging from health care programs to youth mentoring opportunities across Philadelphia.



AUGUST

CFGP visits the Sisters of Saint Joseph Welcome Center in Kensington with a \$500 Community Impact Award.



SEPTEMBER

CFGP hosts its inaugural Women in Philanthropy Forum at St. Joseph's University.



JANUARY

CFGP accepts its winter cycle of grant applications.



FEBRUARY

CFGP awards Providence Center in Fairhill with a \$15,000 grant for their Power Youth Program.



MARCH

CFGP awards \$500 to Our Lady of Confidence Day School, a Special Education School in Willow Grove.



OCTOBER

CFGP partners with Beneficial Bank and awards a \$5,000 grant for literacy programming.



NOVEMBER

CFGP's Philanthropic Workshop Series offered training to local parishes on Parish Data Systems (PDS) software.



DECEMBER

CFGP celebrates #GivingTuesday, wrapping their campaign for the Thea Bowman Women's Center.



APRIL

CFGP grants out a total of \$1,000 to local organizations, St. John's Hospice and Dawn's Place.



MAY

CFGP hosts its spring Philanthropic Workshop Series on Grant Writing and the CFGP Grant Application process.



JUNE

CFGP launches MAS Tips for the summer months. These tips provided fundraising, marketing and development strategies to organizations through social media.

2017 HIGHLIGHTS

OUR INITIATIVES



BENEFICIAL BANK

In the fall of 2016, Beneficial Bank and CFGP partnered to support Providence Center, an organization located in the Fairhill section of North Philadelphia that provides educational programming for children, youth, and adults. Their mission is to educate people to have the power and spirit to transform their lives and community.

Providence Center is located in a neighborhood with the highest poverty rate in Philadelphia. Over half of their community lives below the poverty line, and the median household income is under \$15,000. In addition, Fairhill struggles with a murder rate more than five times the city's average.

And yet, Providence Center shines like a bright light among the trouble that surrounds their facility. The organization supports revitalization efforts in their community and accompanies their students as they strive for futures full of possibility. In conjunction with CFGP, Beneficial Bank awarded a \$5,000 grant to Providence Center for their ESL courses. These courses educate the local adults who are primarily Hispanic immigrants in hopes of minimizing the challenges they face when obtaining employment, and help integrate them into our culture seamlessly.





#GIVINGTUESDAY 2016: THEA BOWMAN WOMEN'S CENTER

#GivingTuesday falls on the first Tuesday following Thanksgiving and is recognized as a global day of charity. In 2016, CFGP participated in #GivingTuesday by raising funds for the Thea Bowman Women's Center, a ministry of St. Francis Inn.

The Thea Bowman Women's Center is in the Kensington section of Philadelphia where poverty rates are high and the streets are riddled with violence. The Center is a "drop-in" style outreach facility where struggling women can seek refuge, counseling, a hot meal and more. The Center's primary role is to provide a community to women where they can support each other's needs in a nurturing, judge-free zone.

Donations to the Thea Bowman Women's Center provided clothing, food and other greatly needed supplies to sustain the facility. They also benefited special outings and therapeutic trips for the women of the Center. CFGP's #GivingTuesday campaign raised a total of \$3,600.

"THE WOMEN ARE ABLE TO REST AND RELAX WHILE BEING EMPOWERED TO TAKE STEPS TOWARDS HEALING AND RECOVERY AT THEIR OWN PACE," SAID NATALIE WEAVER, DIRECTOR OF THE THEA BOWMAN WOMEN'S CENTER. "YOUR GIFT HELPS THEA'S CONTINUE TO OFFER A SAFE SPACE THAT MANY WOMEN CALL HOME."



GRANTS AND COMMUNITY IMPACT AWARDS

AT CFGP, WE UNDERSTAND THAT MEETING CHARITABLE GOALS CAN SOMETIMES BE DIFFICULT WHEN DONE ALONE. WITH THE HELP OF CFGP, ORGANIZATIONS CAN RECEIVE THE FINANCIAL SUPPORT THEY NEED TO FULFILL THEIR PHILANTHROPIC MISSIONS. CFGP IS PLEASED TO HAVE HAD THE OPPORTUNITY TO WORK WITH THESE ORGANIZATIONS IN THE LAST FISCAL YEAR.

CFGP'S COMMUNITY IMPACT AWARDS IDENTIFY CHARITABLE ORGANIZATIONS IN THE GREATER PHILADELPHIA AREA THAT REQUIRE IMMEDIATE FINANCIAL ASSISTANCE. BELOW IS A LIST OF OUR MOST RECENT COMMUNITY IMPACT AWARD RECIPIENTS. ALL AWARDS WERE IN THE AMOUNT OF \$500.



GRANTS

ADROP - CFGP awarded the Augustinian Defenders of the Rights of the Poor (ADROP) with a \$2,750 grant that will assist them with their Student Enrichment Program that is run in conjunction with St. Anthony of Padua Parish School in South Philadelphia. ADROP is a small, nonprofit organization that provides supportive services to individuals living in poverty. Its facility offers several programs to the community, including a free health and dental clinic, ESL programming for the immigrant populations they serve, and many enrichment programs for local school students. ADROP's Student Enrichment Program includes ballroom dancing, after school tutoring, art lessons and more in hopes of broadening students' extracurricular interests and expanding their learning outside of school hours.

Providence Center - CFGP awarded Providence Center a \$15,000 grant for the creation of a middle school Leadership Program. The Center provides a Teen Leaders program that hires local high school students during their sophomore year. The teens serve as role models and mentors for the young children who attend Providence Center's after school program. Providence Center's Teen Leaders program has been extremely successful, leading to the idea of a leadership program for students in middle school. Providence Center's Middle School Leadership Program will help students learn how to work with children constructively, support others as a role model, and make positive changes in the community. Students in the Middle School Leadership Program will also participate in community analyses, carry out service projects, and receive tutoring assistance from the Teen Leaders.

COMMUNITY IMPACT AWARDS

Sisters of St. Joseph Welcome Center

English as a Second Language and Citizenship Program
 - Courtesy of the CFGP Historic Preservation and Neighborhood Perpetuity Fund

The Welcome Center, a sponsored work of the Sisters of St. Joseph in Chestnut Hill, offers educational programs and outreach services to immigrants that enable them to improve the quality of their lives and achieve self-sufficiency.

St. Katherine Day School

Special Needs Equipment and Technology
 - Courtesy of the CFGP Primary and Secondary Education Fund

St. Katherine Day School provides individualized special education in a Catholic environment for children and young adults with developmental delays or cognitive disabilities.

Our Lady of Confidence Day School

Educational Programming for Special Needs Students
 - Courtesy of the CFGP Primary and Secondary Education Fund

Our Lady of Confidence (OLC) Day School educates children with special needs and facilitates the complete development of students with intellectual disabilities to their fullest potential, spiritually, intellectually, mentally, physically, and emotionally.

Mother of Mercy House

General Operating Needs
 - Courtesy of the CFGP Helping Hands Fund

Mother of Mercy House works to enhance the presence of the Church in the Kensington and Allegheny neighborhood of Philadelphia through outreach programs including food assistance, drug and alcohol counseling and prayer groups.

Dawn's Place

General Operating Needs
 - Courtesy of the CFGP Helping Hands Fund

Dawn's Place improves the lives of women trapped by, or at risk for, Commercial Sexual Exploitation (CSE) by providing housing, trauma recovery services and vocational training.

St. John's Hospice

Soup Kitchen Assistance
 - Courtesy of the CFGP Helping Hands Fund

St. John's Hospice is a shelter for homeless men in Center City Philadelphia. Established as an outreach ministry to serve the poor and homeless, St. John's provides crucial, life-sustaining services with dignity, respect and compassion to all.



OUR CHARITABLE FUNDS

OUR CHARITABLE FUNDS

CFGP helps guide long-term philanthropic goals through the creation of Designated Funds, Endowment Funds for organizations, and Donor-Advised Funds for individuals and corporations. With a CFGP Charitable Fund, you can choose to support the many deserving needs of the Greater Philadelphia community at large, or focus your philanthropy on issues most important to you.

Field of Interest Funds:

- CFGP Health and Wellness Fund
- CFGP Helping Hands Fund
- CFGP Higher Education Fund
- CFGP Historic Preservation and Neighborhood Perpetuity Fund
- CFGP Primary and Secondary Education Fund
- CFGP Youth Development Fund

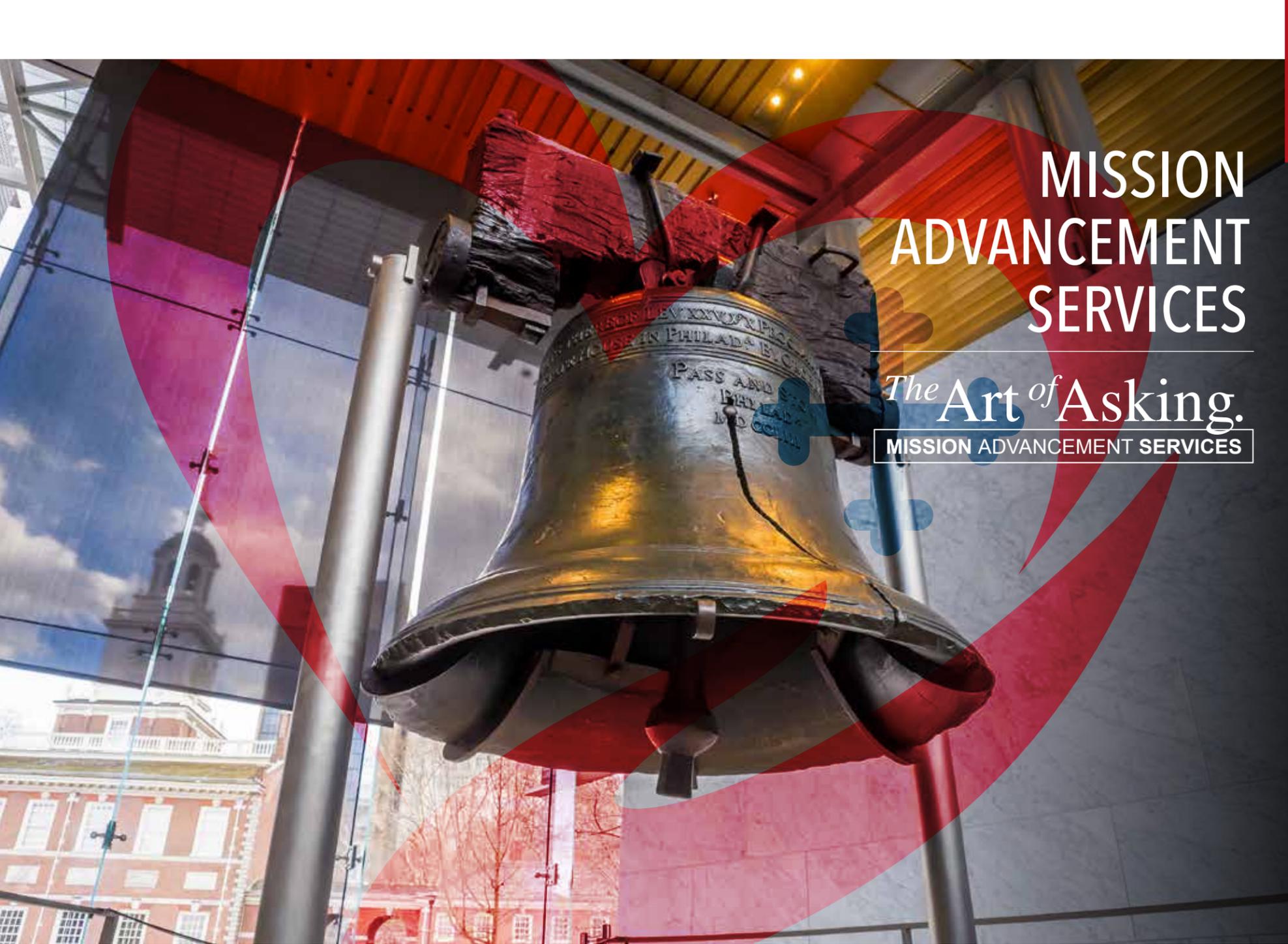
Charitable Funds:

- Annunciation B.V.M. (Philadelphia) Parish Fund
- Apostolic Impact Fund
- Archdiocese of Philadelphia New Evangelization Fund:
 - Igniting the Faithful, Seeking the Lost
- Cathedral Basilica of SS. Peter and Paul Parish Fund
- Catholic Athletes for Christ Program Fund
- Catholic High School Merit Scholarship Fund
- Catholic Social Services Charitable Fund
- Central Association of the Miraculous Medal (CAMM) Program Fund
- The Christine Kaczmar-Russo Memorial Fund
- The Culture Project Fund
- The Father Vincent Capodanno Vietnam Chapel Fund
- Holy Saviour (Norristown) Parish Fund
- The John and Marion Shakely Charitable Fund
- The Legacy of Life Program Fund
- The Living Scripture Institute (LSI) Fund
- The Mater Ecclesiae Program Fund
- Mother of Mercy House Program Fund
- The Neumann University Institute for Sport, Spirituality and Character Development Program Fund
- Our Lady of Fatima (Secane) Parish Fund
- Physicians' Charitable Fund
- Providence Center Program Fund
- The Regina Academies Fund
- The Solidarity Fund

- St. Agatha - St. James (Philadelphia) Parish Fund
- St. Andrew (Newtown) Parish Fund
- St. Anselm (Philadelphia) Parish Fund
- St. Anthony of Padua (Ambler) Parish Fund
- St. Colman (Ardmore) Parish Fund
- St. Cornelius (Chadds Ford) Parish Fund
- St. Dominic (Philadelphia) Parish Fund
- St. Gabriel of the Sorrowful Mother (Avondale) Parish Fund
- St. John the Evangelist (Philadelphia) Historic Preservation Fund
- St. Joseph the Worker (Orefield) Church Fund
- St. Jude (Chalfont) Parish Fund
- St. Katharine Drexel (Chester) Parish Fund
- St. Martha (Philadelphia) Sustainability Fund
- St. Mary Magdalen (Media) Parish Fund
- St. Michael the Archangel (Levittown) Parish Fund
- St. Monica (Philadelphia) Church Education Fund
- St. Patrick (Kennett Square) Parish Fund
- St. Stanislaus (Lansdale) Parish Fund
- Terri Schiavo Scholarship Fund
- The Vocation Office for the Diocesan Priesthood Fund
- The World Meeting of Families 2018 U.S. Charitable Fund

Endowment Funds:

- The Bobbie McCabe Memorial Fund
- Cardinal Foley Chair Endowment Fund
- CFGP Endowment Fund
- CFGP Field of Interest Endowment Fund
- The Endowment Fund for Priestly Formation within the Archdiocese of Philadelphia
- The John and Harriet Stanton Culture of Life Endowment Fund
- St. Helena Parish (Blue Bell) Endowment Fund
- St. Mary Magdalen Parish School Endowment Fund



MISSION ADVANCEMENT SERVICES

The Art of Asking.
MISSION ADVANCEMENT SERVICES

MISSION ADVANCEMENT SERVICES

CFGP's Mission Advancement Services (MAS) hold the professional tools you need for your organization to reach its goals. MAS provides low-cost development and fundraising services for parishes, schools and organizations, offering assistance in:

- Annual Appeals
- Increased Offertory Programs
- Stewardship Programs
- Feasibility Studies
- Capital Campaigns
- Major Gift Consulting
- Prospect Research
- Planned Giving

- Grant Writing
- Grant Research
- Board Management
- Event Planning
- Volunteer Training
- Marketing Consulting
- Copywriting
- Data Management

"MAS WAS DESIGNED TO TAKE THE PRESSURE OFF CHARITABLE ORGANIZATIONS SO THEY CAN FOCUS ON WHAT THEY LOVE AND DO BEST. THEY CAN LIVE THEIR MISSION WHILE MAS HANDLES THE REST." – SARAH O. HANLEY, EXECUTIVE DIRECTOR, CFGP

In the 2016-17 fiscal year, CFGP's MAS worked with:

- National Catholic Bioethics Center
- St. Mary of the Assumption, Phoenixville
- St. Athanasius School, Philadelphia
- Little Flower Catholic High School for Girls
- St. Cornelius, Chadds Ford
- St. Mary Magdalen, Media
- St. Helena, Blue Bell
- Face to Face
- Catholic Leadership Institute
- Our Lady of Guadalupe, Doylestown
- Providence Center

- Vocation Office for the Diocesan Priesthood
- John W. Hallahan Catholic Girls' High School
- St. Mark, Bristol
- St. Thomas Aquinas, Croydon
- St. Jude, Chalfont
- Hope Partnership for Education
- St. Charles Borromeo Seminary Appeal
- Catholic Charities Appeal of the Archdiocese of Philadelphia
- Priest Alumni Appeal
- Archbishop's Benefit for Children (ABC)
- St. Charles Borromeo Seminary Golf Classic

MAS SPOTLIGHT



Catholic Charities Appeal of the Archdiocese of Philadelphia Annual Appeal

Since CFGP's inception in 2013, our MAS team has worked with the Archdiocese of Philadelphia on all facets of the annual Catholic Charities Appeal (CCA). The role of MAS in working with the CCA has been a collaborative approach, with MAS responsible for the creation of all CCA marketing materials, management of all CCA events, implementation of strategic plans, management of all CCA data and donations and more. For 2016, the CCA raised a grand total of \$10.1 million.

St. Athanasius School, Philadelphia Annual Appeal and Development Consulting

CFGP assisted St. Athanasius School in gift recording and acknowledgment, social media and grant research. With this strong development foundation laid, CFGP helped St. Athanasius raise nearly \$20,000 for their first-ever Annual Appeal.

St. Thomas Aquinas, Croydon Increased Offertory Program

St. Thomas Aquinas, counseled by CFGP, conducted a successful Increased Offertory Program. The Program resulted in a 23% increase in the regular Sunday offertory, which amounts to nearly \$70,000 a year.



St. Charles Borromeo Seminary Appeal Annual Appeal

CFGP's MAS team has managed the annual St. Charles Borromeo Seminary Appeal for more than three years. MAS is accountable for the creation of all Seminary Appeal marketing materials, events, strategic fundraising plans, management of data, gift processing and more. The 2016-17 Seminary Appeal raised a grand total of \$4.2 million.

St. Mark, Bristol Annual Appeal

With help from CFGP's MAS, St. Mark surpassed their \$60,000 goal. These funds enabled them to fully restore the original exterior church doors.

Our Lady of Guadalupe, Doylestown Annual Appeal

For the second year in a row, CFGP worked with Our Lady of Guadalupe Parish to raise over \$120,000. This was over a 400% increase from their 2015 appeal efforts.



EVENTS



EVENTS

CFGP'S WOMEN IN PHILANTHROPY FORUM
September 29, 2016 | St. Joseph's University

Held in September of 2016, CFGP's Women in Philanthropy Forum served as a day to bring together women who inspire and empower others to be leaders in philanthropy. 160 guests attended the event at St. Joseph's University to network and listen to the forum's guest speakers:

Barbara Henkels, founder of the Regina Academies

Sandra Baldino, founder of the Generocity Community Alliance

Betsy Courtney, Chief Development Officer at St. Joseph's Preparatory School

Catherine Klein of Cheshire Nonprofit Law served as discussion moderator.

CFGP's guest speakers answered a series of questions, including what motivates them to give, best practices for attracting donors of different ages and giving levels, and how to excel in your philanthropic career.



"BEING A DEVELOPMENT PROFESSIONAL HAS TAUGHT ME WHAT IT MEANS TO DEVOTE YOUR CAREER TO SOMETHING MEANINGFUL," SAID BETSY COURTNEY.

Panelists also gave personal accounts of their experiences with clients, prospective donors, and even as donors themselves. Audience members asked, how the panelists identify organizations whom they'd like to give to?

"IT STARTS WITH HOW YOU'RE TREATED BY AN ORGANIZATION AND HOW YOU'RE APPROACHED," SAID SANDRA BALDINO.

"IT HAS TO BE GENUINE."

Due to the success of CFGP's inaugural Women in Philanthropy Forum, CFGP will now host the event every fall.



FALL PHILANTHROPIC WORKSHOP SERIES

Online Giving Overview & Parish Data Systems (PDS) Software Training
November 15, 2016 | Holy Family University

CFGP's Fall Philanthropic Workshop Series featured a segment with Ms. Emily Gambino, Manager of Mission Advancement Services at CFGP, regarding online giving options and their implementation. Emily discussed the importance of online giving, the impact it can make on your organization, as well as best practices. In addition, Ms. Amy Mensch of R&S Design Computer Services explored the reporting capabilities of Church Office, a part of the Parish Data Systems (PDS) software. This presentation focused on extracting data and implementing it into reports, letters, labels and spreadsheets.

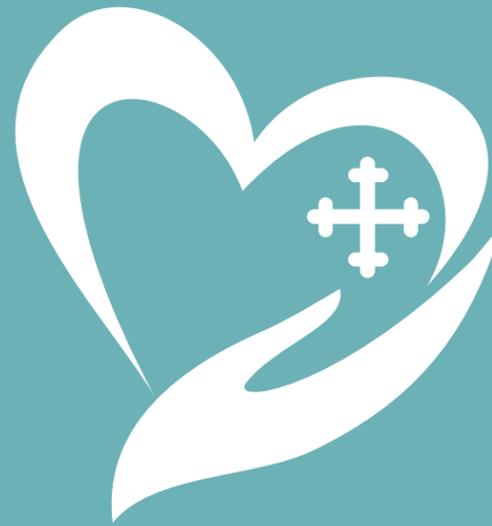


SPRING PHILANTHROPIC WORKSHOP SERIES

Grant Writing and the CFGP Grant Application Process
May 11, 2017 | Holy Family University

CFGP's Spring Philanthropic Workshop Series discussed the basics of writing grant proposals, what foundations look for when reviewing applications, and best practices when working with potential funders. Speakers included Ms. Emily Gambino, Manager of Mission Advancement Services for CFGP, Mrs. Joanne Beck, Marketing Manager for CFGP, and Mr. David Chiles, Executive Director of Providence Center.

CFGP FINANCIAL HEALTH



ASSETS

	2017	2016
Cash and cash equivalents	\$ 1,988,314	\$ 1,499,178
Accounts receivable	7,669	65,492
Estate gift receivable	76,347	622,751
Pledges receivable, net	10,000	118,427
Investments	11,042,140	8,016,461
Other assets	93,865	103,846
Fixed assets, net	23,613	30,112

TOTAL ASSETS

\$ 13,241,939 **\$ 10,456,267**

LIABILITIES AND NET ASSETS

Liabilities		
Accounts payable and accrued expenses	\$ 149,899	\$ 177,059
Funds held for others	1,755,384	1,263,053

TOTAL LIABILITIES

\$ 1,905,283 **\$ 1,440,112**

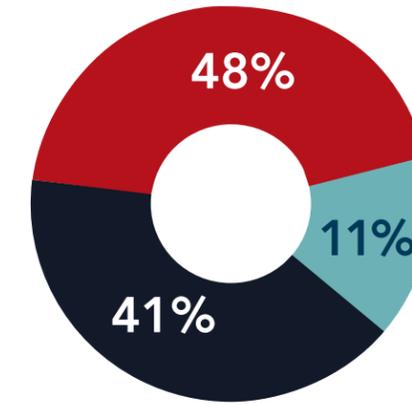
Net Assets

Unrestricted		
Undesignated	\$ 2,414,191	\$ 1,979,492
Donor-Advised Funds	5,997,680	5,097,434
Total Unrestricted	\$ 8,411,871	\$ 7,076,926
Temporarily restricted		
Permanently restricted	\$ 453,067	\$ 1,004,674
Total Net Assets	\$ 11,336,656	\$ 9,016,155

TOTAL LIABILITIES AND NET ASSETS

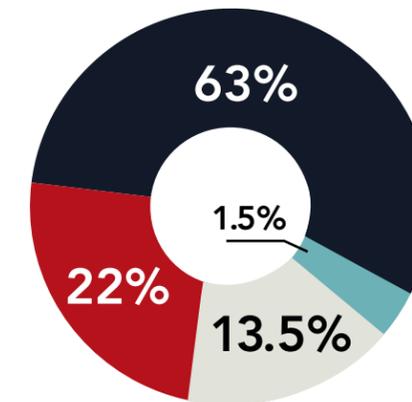
\$13,241,939 **\$ 10,456,267**

2017 REVENUE



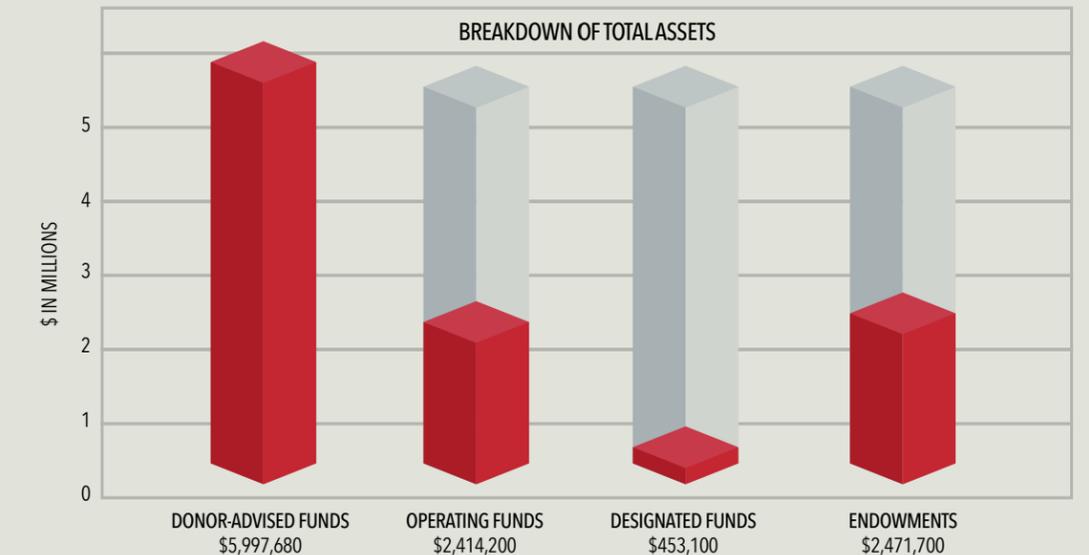
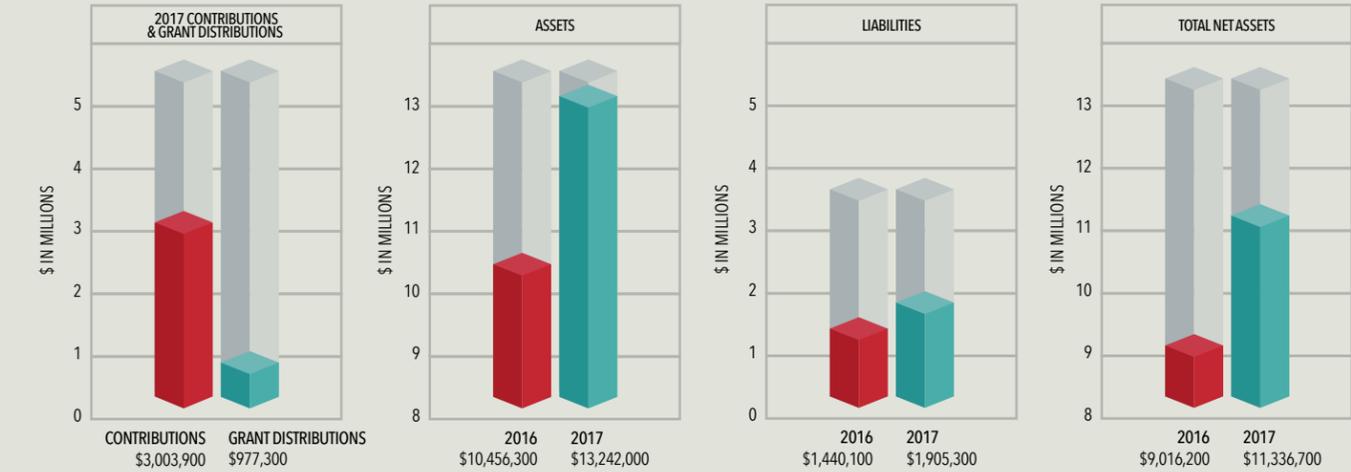
■ Contributions - 41%
■ Program Contracts - 48%
■ Investment Income - 11%

2017 EXPENSES



■ Program and Service Contracts - 63%
■ Grants - 22%
■ Management & General Expenses - 13.5%
■ Development - 1.5%

THE CATHOLIC FOUNDATION OF GREATER PHILADELPHIA BEGAN THE YEAR WITH \$9,016,155 IN NET ASSETS, AND FINISHED THE YEAR WITH \$11,336,656.



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BOARD OF TRUSTEES

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** Denotes effective as of Q4 2017.*



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