

Link to Recorded Webinar:

<http://energizingentrepreneurs.adobeconnect.com/pmeaieiiguns/>

Philanthropic Development Strategy

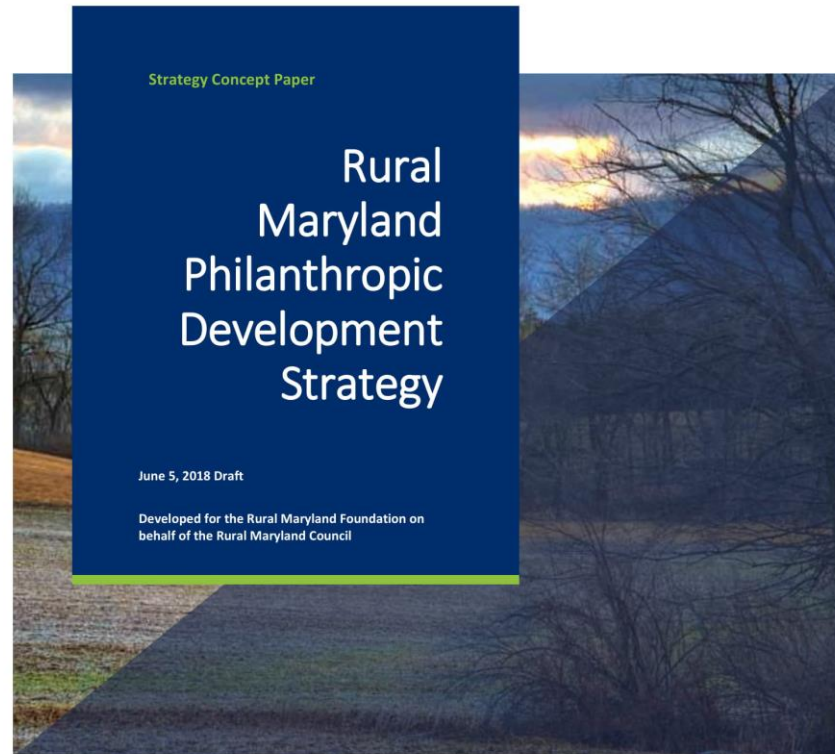
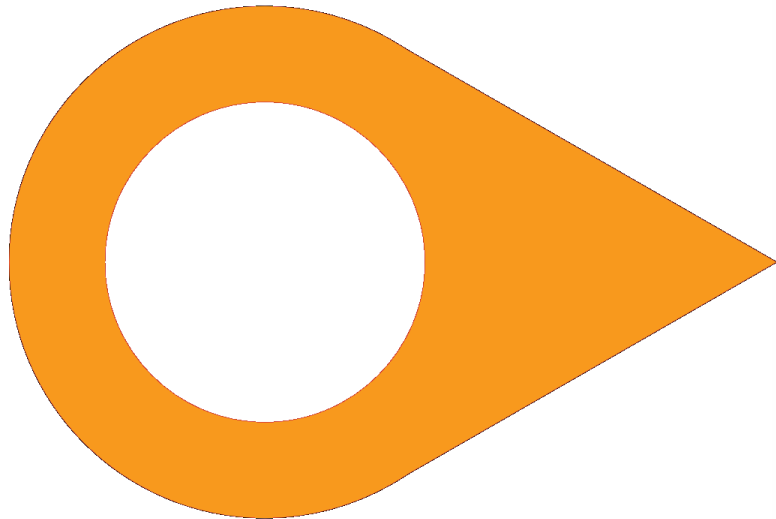
with the Rural Maryland Council &
the Rural Maryland Foundation



A Partnership With the Center for Rural Entrepreneurship

July 24, 2018

10:00-11:00CT



Rural Maryland Council

Rural Maryland Council (RMC) is a partnership of citizens, community-based organizations, federal, state, and local government representatives of the for-profit and nonprofit sectors to address the needs of rural communities. RMC provides a venue for members of the community to discuss and address issues related to health care facilities, educational institutions, economic and social development, and government agencies to cross-cut and address in a more holistic way the special needs and challenges of rural communities.

Rural Maryland is prosperous with thriving resources, vibrant economies, and a rich cultural heritage.

rural.maryland.gov

Rural Maryland Foundation

The Rural Maryland Foundation (RMF) supports efforts of citizens and government to meet the needs of rural communities. RMF serves as the Maryland Rural Development Council if the Rural Maryland Council is not established and to support the efforts of the Rural Maryland Council.

RMF supports RMC goals and projects. For example, when the RMC requested support for a rural health care facility, the RMC, with Foundation support, helped create the Rural Health Development Corporation, also known as MARBIDCO.

ruralmdfoundation.org

Call Agenda

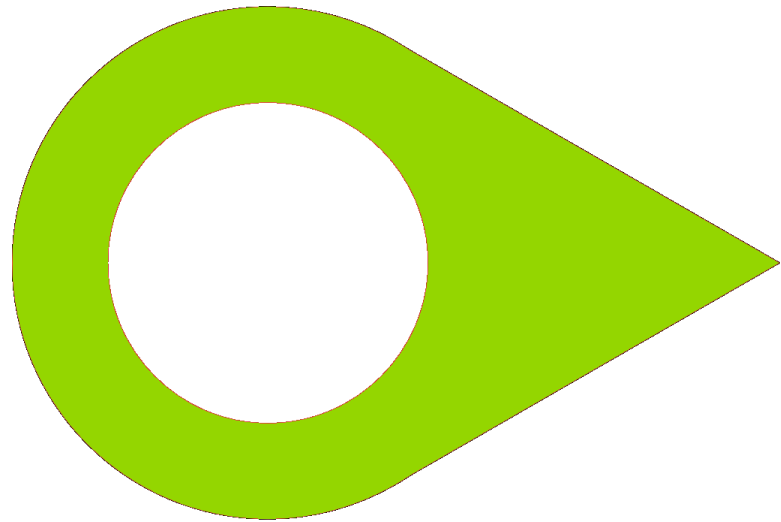
- Project Background
- Moving Forward
- Helpful Models



Call Objectives

- Refresh
- Explore the Strategy
- Finalize the Strategy





Project Background

Project Timeline

- 2017 – Center completed Transfer of Wealth Opportunity Analysis for Rural Maryland
- October 20, 2017 – Strategy Development begins with a “Goal Clarification” working session
- January 19, 2018 – Strategy Options and Considerations are Explored by the Team
- February 16, 2018 – A Strategy Development working session is held with the Team
- February-April Interim – The Rural Maryland Team undertakes research and partner exploration
- April 20, 2018 – Interim work is shared in a working session and the Center commits to develop a strategy paper by mid-May for consideration by the Team
- July 24, 2018 – A final working session will be held to review and finalize the strategy

Prosperity Endgame

Keep wealth in rural Maryland.

Engage foundations in the initiative.

*Engage community foundations,
private foundations and non-profit.*

Support enhanced estate planning.

Provide best practices.

Help rural Maryland minority farmers.

Provide gap financing.

Strategy Goal

*Keeping wealth in rural Maryland
so that it can be used to support
community economic development work.*

Foundation Roles

Historic or Traditional Foundation Role & Mission	Donor Advisory Funds		Affinity Funds	Donor Centric
	<i>Support Favorite Charities</i>	<i>Do Good Work Focus Strategic?</i>	<i>Targeted Grant Making like Scholarships</i>	
	Community Focus		<i>Aligning Donor Advised Funds and Targeted Grant Making with Community Priorities</i>	
	<i>Convening Role</i>	<i>Supporting Research</i>		
	<i>Non-Profit Engagement</i>	<i>Strategic Initiatives</i>		
<i>Private Donor Services are Driving Public Foundations To Reposition</i>	Strategic Grant Making			<i>Threat of Private & For-Profit Donor Service Firms Competition</i>
	<i>Challenge Grants</i>	<i>Strategic Endowments</i>	<i>Non-Profit Endowments</i>	
	Impact Oriented Donor Development			
	<i>Strategic Directions</i>	<i>Strategic Grant Making</i>	<i>Philanthropic Impact Investing</i>	
	Future Funds			
Next Generation Role & Mission				Community Impact Centric

Rural Maryland 2017 TOW Findings

Household Net Worth

\$530
billion

Transfer of Wealth

\$64 billion

OVER 10 YEARS

\$703 billion

OVER 50 YEARS

Philanthropy Development Illustrations

Increased Charitable Giving

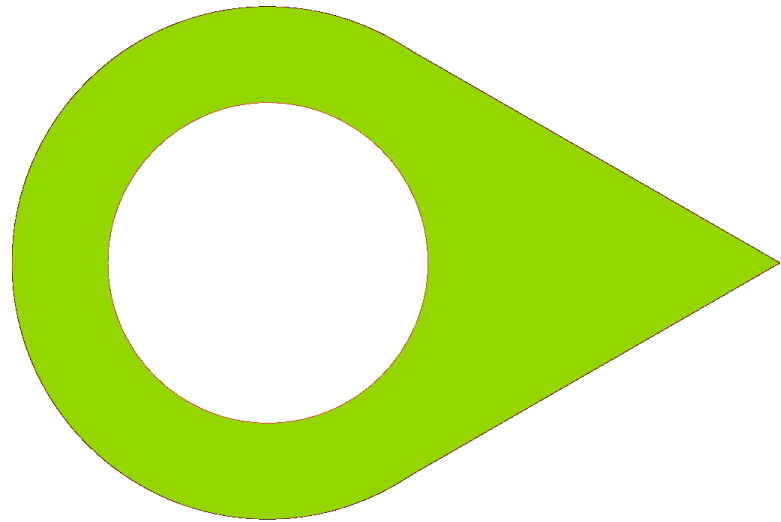
There is massive potential to increase annual charitable giving and support charitable focused capital improvement campaigns throughout rural Maryland.

Legacy Giving & Endowment Building

Over the coming decade there is a \$64 billion transfer of wealth opportunity available to rural Maryland. There is significant potential to grow endowments through legacy giving.

Philanthropic Impact Investing

A rapidly growing trend in philanthropy is impact investing. For some charitable purposes investing versus grant making could result in greater impact with the same dollars.



Moving Forward

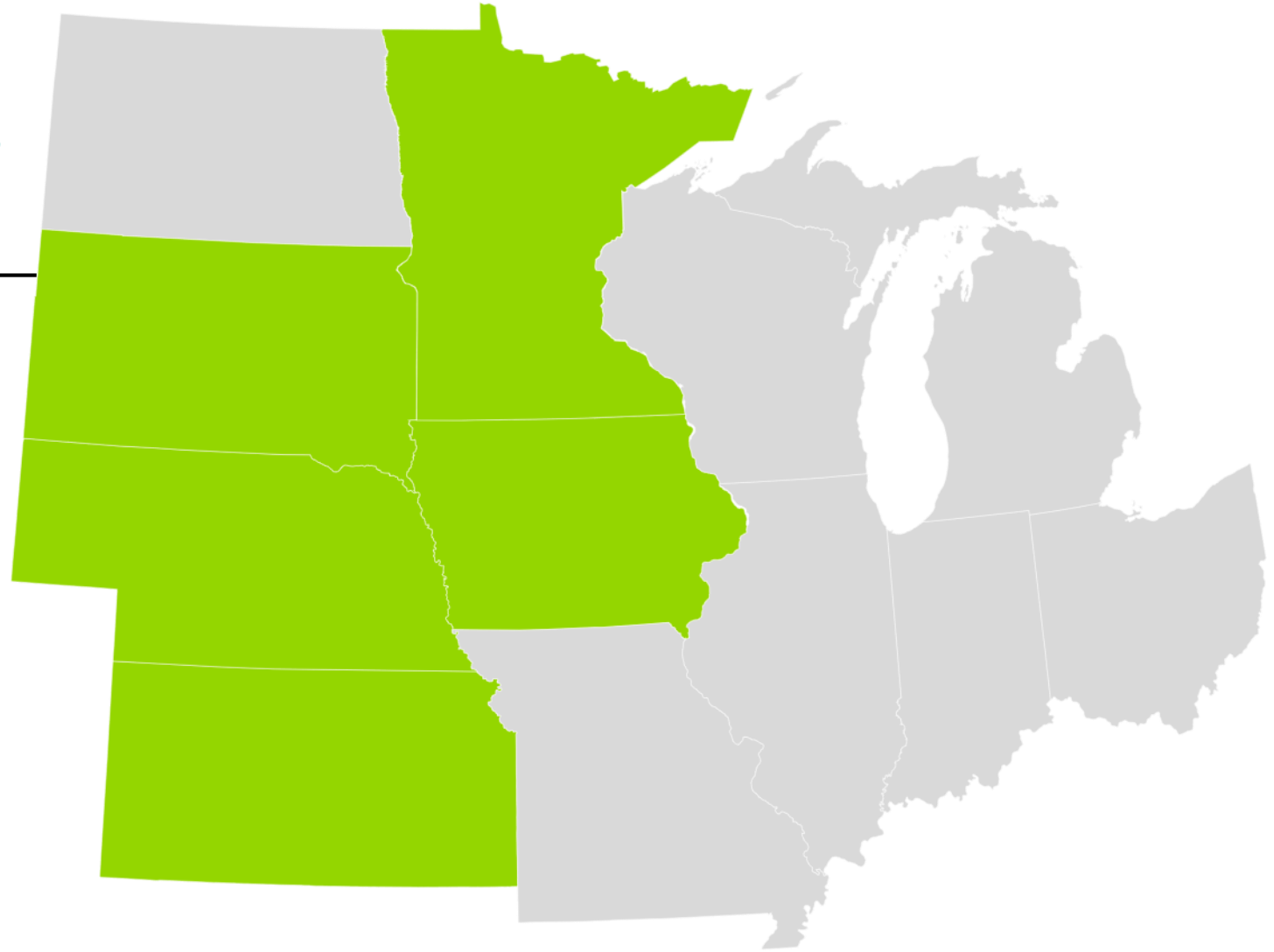
Getting Started

- Consortium
- MD REDPIN



Potential Models

- Minnesota
- Kansas
- Nebraska
- Iowa
- South Dakota





MINNESOTA

Initiative Foundations

MAKING MINNESOTA GREATER FOR 30 YEARS



KANSAS HEALTH
FOUNDATION



**NetWork
Kansas**





NEBRASKA COMMUNITY

F O U N D A T I O N



THE
WILLACATHER

FOUNDATION



LOCUS

local investing for impact





Iowa Area Development Group

PARTNERS IN PROGRESS



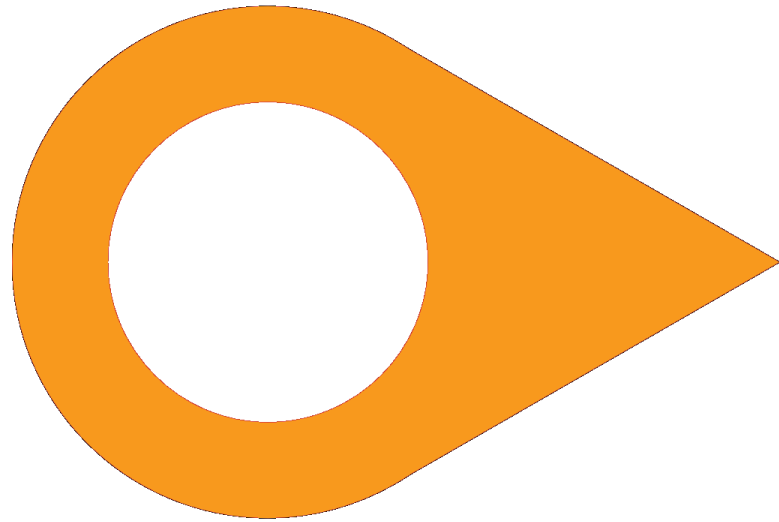
COMMUNITY
FOUNDATION
GREATER DES MOINES



LOCUS

local investing for impact





Questions & Discussion

Thank you!

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