



CNJG

COUNCIL OF NEW JERSEY GRANTMAKERS
Harnessing Philanthropy's Potential

2016 PRESIDENT'S REPORT

The Council of New Jersey Grantmakers (CNJG) is a nonprofit membership organization dedicated to serving the state's philanthropic community. Among CNJG's nearly 130 members are independent, family, community, and corporate foundations, corporate giving programs, government grantmakers, and federated funds. The Council's mission is to strengthen and promote effective philanthropy throughout the State of New Jersey. To assist grantmakers in their work, CNJG programs and services provide members with valuable resources, networking opportunities, educational programs, collaborative opportunities, and links to a national network of organized philanthropy. We support our members by strengthening their capacity to address New Jersey and society's most difficult problems. We also access the resources of the philanthropic community – funding, expertise, leverage - to provide leadership on statewide issues.

PEOPLE ON THE MOVE: BEAUTY AND STRUGGLE IN JACOB LAWRENCE'S MIGRATION SERIES



>> HIGHLIGHTS of Programs, Member Benefits and Services

CNJG programs bring together all types and sizes of grantmakers with leaders from government, business, academia, and New Jersey's nonprofit community. Through over 70 roundtable and panel discussions, funders briefings, workshops, teleconferences and webinars, events, and gatherings, the Council has provided grantmakers with the opportunity to gain knowledge, and share ideas on best and emerging practices in philanthropy and areas of funding interest.



>>SIGNATURE EVENTS

The Council held the second biennial **Investment Forum for Foundations and Endowments** on October 19. Over 150 attendees from the tri-state region gathered for a day of focused conversation and information on foundation and charity endowment investment stewardship. Joshua Fenton, Director of Investments from The Leona M. and Harry B. Helmsley Charitable Trust, opened the event with the keynote plenary: *A Common Sense Risk Framework in Uncertain Times*. Following the opening presentation, foundation and charity representatives chose from ten sessions, including *Asset Allocation Strategy*, *Active Vs. Passive Investing and Good Governance: From Policies to Practices*. The sessions offered a range of topics for both the novice and experienced practitioner. The luncheon panel peered into the future with their *Market Outlook: Managing Your Portfolio Today and for the Long-Term*; while the closing plenary, *Investment Fraud and How to Prevent it From Happening to You* heard from a panel of current and former investigators on the front lines of addressing this increasing threat. Guests ended the day networking during the closing reception.

The Spring Colloquium

Every other year, the Council brings together recognized thought leaders from both the philanthropic and nonprofit sectors for a conversation exploring topics of critical interest to the future of the social sector for its Spring Colloquium: *A Conversation for the Social Sector. The gathering, The Changing Public Contract = Changing Expectations* on May 24, welcomed nearly 200 foundation and nonprofit leaders from across New Jersey.

The panel discussion featured Rob Collier, President of the Michigan Council on Foundations serving as moderator, joined by Emily Tow Jackson, President of the Tow Foundation; Michael McAfee, Vice President at PolicyLink; and Elizabeth Boris, Director of the Urban Institute's Center for Nonprofits and Philanthropy (see photo above).

The Colloquium discussed how privatization and de-funding of many services once provided by the public sector have led to the expectation that grantmakers and their nonprofit partners will increasingly assume responsibility for these services. Both grantmakers and nonprofits have been tackling these complex issues. The Colloquium provided an opportunity for social sector leaders to consider how these changes impact the way both grantmaking and nonprofit organizations must adapt their work. Following the panel discussion, attendees gathered over lunch to network and further unpack the many issues posed during the conversation. The Council was pleased to provide a live simulcast of the Colloquium to a number of regional association partners.

CNJG sincerely thanks our 2016 Spring Colloquium Sponsors: PSEG - Signature Sponsor, JPMorgan Chase & Co. - Lunch and Conversation Sponsor, FirstEnergy Foundation - Program Book Sponsor, PKF O'Connor Davies - Exhibitor Sponsor, and the Campbell Soup Company - Supporting Sponsor. We also thank the Robert Wood Johnson Foundation for providing additional support. (See audience photo on cover.)

The Investment Forum provided a very special and uniquely targeted opportunity for the Council to educate social sector leaders. The Council thanks our seventeen different sponsors for making the Investment Forum possible including Signature Sponsor J.P.Morgan, Partner Sponsor U.S. Trust, and Host Sponsors Glenmede, PNC, and SEI.

The Council ended the year on a high note with the **2016 Annual Meeting and Holiday Luncheon** on December 9. The day began with the *Pre-Meeting Workshop: A Framework for Effective and Responsive Philanthropy – How to Navigate Racial Dynamics within the Communities We Serve* led by Susan Taylor Batten, President of ABFE: A Philanthropic Partnership for Black Communities. Among the presentation's key points were recognizing starting assumptions, outlining a shared definition of terms and language, and providing an overview of three core tools that grantmakers can embed into their work. This session launched the Council's programming series on Race, Racism and the Ramifications for Philanthropy that will get fully underway in 2017.

The Annual Meeting began with a performance from the Newark Boys Chorus School that even included the boys leading attendees in singing Happy Birthday to Newark for its 350th! The business portion included the election of new trustees to the board: Frank Barra, F.M. Kirby Foundation; Craig Drinkard, Victoria Foundation; Marion O'Neill, PSEG Foundation; Michael Unger, The Atlantic Foundation; and Ed Wallace, Suez North America; and a number of current trustees that will serve a second term. This also meant saying good-bye to outgoing board members Sam Crane, Essex Equity Management, Rhonda Crichlow, formerly of Novartis, and Doug Schoenberger from Verizon. Charlie Venti of The Nicholson Foundation also bid his farewell both as CNJG board chair and board member.

Following the business portion of the event and networking during lunch, Paul Taylor's keynote presentation guided us through *The Next America: Changing Demographics and How Philanthropy Responds*. The discussion, chock full of stats, facts, and historical comparisons by year from the Pew Research Center, outlined how the nation and New Jersey are experiencing striking social, racial, economic, and demographic shifts not been seen in more than a century. These changes will clearly impact how funders do their work and address the many challenges of the "next America."

The Council thanks our generous sponsors of the 2016 Annual Meeting and Holiday Luncheon: The Horizon Foundation for New Jersey and Novartis – Signature Sponsors, The Prudential Foundation – Sustaining Sponsor, Novo Nordisk – Gift Sponsor, and The Provident Bank Foundation – Supporting Sponsor.

>>GRANTMAKER EDUCATION

The Council's exceptional docket of programming throughout 2016 provided members with education, expertise, insights, and opportunities to convene. It is impossible to go into detail about all our different offerings, and so we highlight a very few for this report.

Funders Briefings

Throughout the year, CNJG funder briefings provide a forum to exchange knowledge and insights related to pressing societal issues that affect grantmakers work. These events include panel discussions, teleconferences and webinars.

The Victoria Foundation hosted **New Jersey's Childhood Lead Poisoning Crisis** on May 12 in Newark. Foundation colleagues heard from an exceptional panel of experts ranging from education to health to youth development and criminal justice about the impact of lead exposure on children in our state. Recent events in Michigan put the spotlight on the problem of lead contamination, especially in older urban centers. Water infrastructure and lead paint in New Jersey's aging homes continues to be a source of lead exposure for children in the Garden State.

Dr. Hamdi, Director of the Department of Health and Community Wellness in Newark opened the briefing with an overview of the problem, followed by two panel discussions. *Lead Poisoning in Low-income NJ Communities: What is the problem and what has been done about it so far* was moderated by Bob Atkins, Director of New Jersey Health Initiatives, with panelists Elyse Pivnick, Director of Environmental Health from Isles, Dan Van Abs, Professor for Water, Society and Environment at Rutgers University, and Dr. Lidsky, Clinical Neuropsychologist. The second panel discussion, *Tackling the Problem: What can be done to accelerate progress toward eradication of lead poisoning in NJ*, was moderated by Dale Anglin, Associate Director for Programs at the Victoria Foundation joined by panelists Cecilia Zalkind, Executive Director at Advocates for Children of New Jersey, Staci Berger, CEO for the Housing & Community Development Network of NJ, and Dr. Kendell Sprott, CEO at Matheny Medical and Education Center. Following the program, grantmakers discussed the role of philanthropy, government and the private sector to address this long-standing public health and equity challenge.

New Jersey continues to feel the aftermath of Superstorm Sandy. **The Funder Briefing with Congressman McArthur on FEMA/Housing Insurance Issues and Continuing Challenges** in June outlined the apparent fraud that has taken place regarding appraisals and payments to homeowners through the National Flood Insurance Program. Congressman McArthur opened the briefing and provided background on what has been uncovered and how our Congressional Representatives are responding. The briefing also heard from a number of speakers including Kathy Durante, Executive Director of the OceanFirst Foundation; Sue Marticek, Director of the Ocean County Long Term Recovery Group; Trevor Newman, Toms River Storm Recovery Ombudsman; Carlos Rodriguez, Executive Director of the Food Bank of Ocean & Monmouth Counties; and Bob Kley, Vice President at the Mental Health Association of New Jersey. Each provided an update in their areas of expertise and shared the significant challenges that still remain even four years out from the 2012 storm.

In collaboration with the Geraldine R. Dodge Foundation, CNJG hosted an October 5th webinar – **School Funding Update: Dual Proposals** led by David Sciarra, Executive Director at the Education Law Center. He outlined the recent school funding proposals proposed by Governor Christie and State Senator Sweeney, the Governor's filing asking to vacate the Abbott vs. Burke rulings, and the potential impact of these actions on New Jersey's public school children. In addition to providing this important briefing for funders, CNJG members were encouraged to invite their grantees to participate in the webinar presentation and subsequent discussion. This special invitation to grantees represents a value-added opportunity that Council members could extend to their community partners.

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Craig Drinkard, Victoria Foundation
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Trenton and Mercer County Funders

Rita Nini, Educational Testing Systems
Jeffrey Vega, Princeton Area Community Foundation

Affinity and Interest Groups

The Council manages and facilitates 15 affinity groups on behalf of our members. The affinity group (AG) format provides a forum for funders to discuss emerging trends, key issues, and best practices. Additionally, these groups encourage peer-to-peer learning, as well as candid and open exchanges of information and ideas that inform funders' work. On behalf of CNJG members, the Council sincerely thanks the affinity group chair persons for taking the leading role in convening and guiding the affinity groups. CNJG's affinity groups and their chair(s) are listed on the left. Discussion topics have been as varied as the groups themselves. We highlight the following:

The Committee Encouraging Corporate Philanthropy (CECP) presented their annual report at January's inaugural meeting (photo below) of the **New Jersey Corporate Philanthropy Network (NJCPN)**. CECP's Barbara Short, Director of Strategic Engagement, and Andre Salorzano, Manager of Data Insights provided an overview of the coalition and findings from *Giving in Numbers*. The report provides "a profile of corporate philanthropy and employee engagement and a trends summary highlighting prominent features of corporate societal investments." NJCPN convened again in June to discuss signature programs hosted by corporations. Jean Canfield, Senior Vice President & Director of Client & Community Relations, from PNC Bank in Philadelphia and Joe Whall, Senior Vice President & Director of Client & Community Relations, from PNC Bank in New Jersey, discussed two of their signature programs. *Grow Up Great* is an early childhood education initiative, and *Arts Alive* is a multi-year, multi-million-dollar initiative to support the visual and performing arts. The speakers shared how and why PNC decided to focus on these two areas; the process of getting buy-in; how they measure success; and the challenges that corporate grantmakers might anticipate going forward.

The **Culture Funders Affinity Group** working in concert with the **Strong & Thriving Communities Affinity Group** organized and hosted the funders briefing, *Creative Placemaking: Fueling New Jersey's Communities* in April. Creative placemaking utilizes front and center arts and cultural endeavors as an intentional element in community planning and development to collectively imagine, re-imagine, invent and reinvent themselves towards strengthening social, physical, and economic conditions. The program examined the multitude of ways that philanthropy has engaged to support creative placemaking efforts in New Jersey and beyond. Sharnita Johnson, Program Director, Arts at the Geraldine R. Dodge Foundation joined representatives from the Kresge Foundation to share the importance of creative placemaking and highlight Kresge's investment in New Jersey communities. New Jersey Community Capital discussed developing finance for creative placemaking initiatives. Patrick Morrissy, Executive Director at Housing and Neighborhood Development Services (HANDS) partnered with Lois Greco, Evaluation Officer at Wells Fargo Regional Foundation to outline how HANDS worked to create a 15-block core in Orange, New Jersey as a place where artists live and work, and patrons enjoy galleries, restaurants, music, live theater, and more. Finally, Nick Paleologos, Executive Director at the New Jersey State Council on the Arts and Craig Drinkard, Associate Director for Operations at Victoria Foundation led a discussion about the various opportunities primed for potential creative placemaking in New Jersey.

The **Trenton and Mercer County Funders Affinity Group** took part in a meeting with Trenton Mayor Eric Jackson and Caren Franzini of Greater Trenton in March. Mayor Jackson kicked off the discussion with an update to funders on his administration's work and current priorities, including promising strategies to improve education and proposed new development in the city. Following the Mayor's presentation, Caren Franzini updated grantmakers on the launch of Greater Trenton, a newly incorporated nonprofit organization that works to leverage private funds to promote economic development and revitalization projects in Trenton. The Council thanks The Princeton Area Community Foundation for hosting this gathering.



Skill Building

The Council offered a two-part workshop for grantmakers on understanding grantee financial management. This grantmaker education and professional development programming helped funders understand the concept, benefits and implementation of real-cost budgeting, often referred to as full-cost funding.

The first half-day session in January, **Understanding Your Grantees Financial Health**, led by Hilda Polanco from Fiscal Management Associates, addressed a number of issues including: what audited financial statements tell us about a grantee's financial health over time; key indicators that help gauge financial viability; and how to calculate key financial metrics using an Excel-based Nonprofit Financial Health Analysis tool. Understanding how a project budget connects to the organization's overall budget is a critical part of the grantmaking process.

The second session, again led by Polanco was held in February. **Understanding the Mechanics: Funders Guide to Nonprofit Management** emphasized key components of strategic financial management for nonprofit organizations. The workshop helped funders understand the full costs of program delivery, how operating reserves fit into an organization's overall capital structure, and how an effective strategy around reserves can bolster an organization's long-term sustainability.

Programs with Partners

CNJG offers a number of programs, webinars, teleconferences and meetings to members in partnership with a vast number of organizations throughout the year. We highlight a few:

A long-time partner, the **National Center for Family Philanthropy** (NCFP) offers CNJG members Family Philanthropy Monthly Teleconferences and Webinars exclusively designed with the family foundation in mind. Topics ranged from January's *Collaborating Across Power Differences* to *Coming to a Close: Lessons From Two Spend Down Family Foundations* in April, and August's *Family Philanthropy and Media Perceptions*. Family foundations often have unique needs apart from other types of foundations. The partnership ensures members have access to this specialized knowledge. CNJG family foundation members also have access to NCFP's online knowledge center with over 2,000 resources such as: discussion papers, sample policies, assessment tools, webinar replays and more. CNJG's *Family Ties* newsletter often incorporates articles and tools from NCFP's resources, giving our members quick and easy access to these resources.

The **Forum of Regional Associations of Grantmakers** and the **National Council of Nonprofits** began working together in 2015, and throughout 2016 provided joint programming to our respective networks. Three webinars focused on policy issues of interest to both the philanthropic and nonprofit sectors were presented this year. The first webinar, *Our Roles in State Budget Debates* featured Nick Johnson, Senior Vice President for State Fiscal Policy at the Center on Budget and Policy Priorities, who discussed state budget trends, explored why foundations and nonprofits care about this fundamental issue, and reviewed what solutions our colleagues throughout the nation are developing to prevent budget crises and government shutdowns in the future. The second webinar, *Nonpartisan Election-Related Activities: Roles for Nonprofits and Foundations*, was held in April and presented an overview outlining how the sector can legally engage in election-related activities. Attendees heard from Brian Miller, Executive Director from Nonprofit Votes, and a recounting of lessons learned from a number of regional and state nonprofit associations. Finally, the third webinar in May, *Threats to Tax Exemptions* summarized the rationale for exemption of nonprofits and foundations, reviewed current and ongoing threats to tax exemption such as challenges to property tax exemptions and payments in lieu of taxes (PILOTS), and explained what state nonprofit associations and regional associations can do to protect exemptions. New Jersey's recent challenges to property tax exemptions were thoroughly unpacked during this webinar as part of Linda Czipo's (CEO of the Center for Non-Profits) presentation.

Earlier this year, the United States Department of Labor (DOL) published revised regulations governing the minimum salary that must be paid to exempt employees. The Council partnered with **Pro Bono Partnership** to provide an overview of the major changes made by the DOL and how these changes will impact grantmakers, their grantees, and the New Jersey nonprofit community in general. The comprehensive webinar, *Understanding Revised White Collar Employees Regulations* was held in November, and led by Christine Michelle Duffy, Senior Staff Attorney from Pro Bono. The program explained the many issues nonprofit organizations need to consider to ensure compliance with the new regulations.

Paterson Funders Affinity Group met in April for an informational working session to build on their ongoing conversations about how to help grow the capacity of Paterson's nonprofit sector.



>>MEMBER SERVICES

Chief Financial Officers and Finance Managers have very different roles from others working in the philanthropic sector. July saw a “first” for New Jersey’s funding community – the inaugural breakfast **gathering for foundation finance professionals**. The group valued the opportunity to pick each other’s brains, share ideas, and discuss challenges. Going forward the Council will add these special role convenings to our member services docket.

Three new **listserves** were added this year: Newark Education Funders, Community Foundation CEOs, and CFO/Finance Managers. Listserves allow members to pose a question to the group; discuss and brainstorm issues related to New Jersey grantmaking; request assistance on a specific topic, problem or issue; and alert members about time-sensitive or other helpful information. For the Community Foundation CEOs, this listserve connects to the national listserve of other community foundation CEOs across the country (made possible through the Forum of Regional Associations of Grantmakers). The Council hosts 18 listserves for the CNJG membership ranging from funding focused listserves such as health and education to geographically focused listserves such as Camden and Trenton to role specific listserves such as CEOs and financial professionals.

The Council continues to provide *CNJG News*, a monthly members-only newsletter (in its twelfth year of production), *Family Ties*, a quarterly e-news dedicated to the family foundation launched in 2009, and *The Corporate Brief* – a bi-weekly email with news and ideas specific to corporate giving. The e-newsletters continue to have a higher than industry average open rate among subscribers. The Council’s most recent e-publication *For the Field* highlights leadership and policy updates, as well as research, resources, and information of interest to the broader philanthropic sector.

>>LEADERSHIP AND POLICY

The nationally acclaimed **Disaster Philanthropy Playbook** was born out of the Council’s post Hurricane Sandy work beginning in October 2012 and throughout 2014. In the days, weeks, and months following the storm, CNJG convened weekly funder briefing calls to learn how philanthropic colleagues around the country had responded to disasters in their communities. From these early beginnings, it was clear the Council should capture and share this information and intel with others so grantmakers could address future disasters without having to constantly re-invent the wheel. Designed as a multimedia, interactive website, the Playbook compiles ideas and approaches from multiple organizations and is an “evergreen” resource designed for continued updates and knowledge-building. Some of the common issues faced by communities post disaster that are covered in detail in the Playbook include community planning, civic rebuilding, legal services, housing, addressing the needs of vulnerable populations, working with local, state and federal government, mitigation, and preparedness. The Disaster Philanthropy Playbook launched in January. The Council of New Jersey Grantmakers partnered with the Center for Disaster Philanthropy to create the Playbook, and worked closely with our colleagues at the Forum of Regional Associations of Grantmakers. This phenomenal effort is a clear example of the Council’s leadership role and our outreach to colleagues across the nation. CNJG thanks the New Jersey foundations that underwrote its creation: The Rita Allen Foundation, Johnson & Johnson and PSEG Foundation.

The **Newark Philanthropic Liaison** is a highly successful initiative to help the funding community work effectively with the Mayor’s administration to advance the City of Newark. Since its establishment in 2007 under then Mayor Cory Booker, the Office of the Newark Philanthropic Liaison can track its hand in helping to bring over \$50 Million in philanthropic dollars to support successful programs related to reentry, lead abatement, youth workforce, family success, and more. Today, the Office continues working closely with Mayor Ras Baraka’s administration.

Newark Philanthropic Liaison Jeremy Johnson announced in December 2015 that he would step down in March 2016 after 8+ highly successful years in the role. Jeremy has been a masterful resource, dot-connector, advocate, and relationship builder for the Council’s members as well as regional and national funders when it came to supporting the City of Newark. The Council is enormously grateful to Johnson for his service working with three mayoral administrations.



In September, the Council launched the **Newark Philanthropic Liaison 3.0** with the appointment of Kevin Callaghan to lead the Office along with the new goals and aspirations for this important partnership between Mayor Ras Baraka’s administration and the philanthropic community. Kevin will leverage his experience over the last five years as the Program Officer at the Foundation for Newark’s Future. The Office of the Newark Philanthropic Liaison will continue to convene, connect and leverage the resources of the state, regional, and national philanthropic community for the benefit of Newark’s citizens and institutions. Photo: While Callaghan immediately began meeting with Newark funders on an individual level, on October 6, for the first time as a group, Newark Funders met to welcome Kevin in his new role and hear about his initial plans.

Foundations on the Hill (FOTH) on April 12 and 13th gathered over 160 grantmakers and foundation leaders from thirty-two states and Washington D.C. for the annual 2-day event to visit our Congressional Representatives. The Council was pleased to meet with all twelve of our Congressional offices and both of our Senate offices. The CNJG delegation included: Sam Crane, Essex Equity Management; Bill Engel, The Hyde and Watson Foundation; Kiki Jamieson, The Fund for New Jersey; Marion O'Neill, PSEG Foundation; Charlie Venti, The Nicholson Foundation; and CNJG's Nina Stack and Theresa Jacks.

Charlie Venti was also among the approximately thirty grantmakers that attended a special "Makers Meeting" at the White House's Eisenhower Executive Office Building. The White House Office of Science and Technology Policy invited FOTH participants to a meeting focused on ways to catalyze more national involvement in the President's "Nation of Makers" initiative.

The main goal of our annual visit to Washington, D.C. is to strengthen and build the Council's relationship with our elected officials and their staff, to share philanthropy's role and impact throughout our New Jersey communities, and to encourage Congress to view foundations as resources on key public policy issues.

As our leaders consider the changing role of government and the expectations for the social sector, the annual trek offers the opportunity to ensure New Jersey's Congressional Representatives truly understand how foundations are contributing to the very fabric of our neighborhoods and communities. Foundations on the Hill is hosted by the Forum of Regional Associations of Grantmakers, in partnership with the Council on Foundations.

As part of the Race, Racism and Ramifications for Philanthropy programming, a group of Council members participated in a special cultural outing on December 15 to see the exhibition **People on the Move: Beauty and Struggle in Jacob Lawrence's Migration Series** at the Phillips Collection in Washington, D.C. The 60-panel series portrays the Great Migration, the movement between the World Wars (1910 through 1970) of over a million African Americans from the rural South to the industrial North in search of a better life. Prior to the guided tour of the exhibit, CNJG members lunched with Bernida Webb, Gallery Educator to learn more about the New Jersey born artist, the artist's process in creating this groundbreaking series, and in understanding his inspiration for the Migration Series. By providing members with opportunities for cultural experiences such as at the Lawrence exhibit we are able to offer deeper context for understanding. Seeing these extraordinary paintings together, provides a moving and unforgettable illustration of our country's history with racism. (See attendee photo on cover.)

The Council is proud we will coordinate a full docket of programming centered on **Race, Racism and the Ramifications for Philanthropy** in 2017, and we thank the Fund for New Jersey for providing a grant to support this work.

Council members joined Commissioner Elizabeth Connolly of the New Jersey Department of Human Services (DHS) for **Conversations with the Cabinet** on June 8. The discussion focused on current DHS priority areas and possible opportunities for grantmakers to partner with state government on areas of mutual concern. New Jersey grantmakers devote significant resources – intellectual and financial – to many of the same initiatives and programs supported by the Department of Human Services. The dialogue offered an excellent opportunity for funders to share knowledge, insights, and best practices that can help to inform the public sector's strategies for addressing key issues facing the state. The Council thanks HomeFront for hosting the meeting and providing a special tour for grantmakers following our discussion with Commissioner Connolly.

The value of working in partnership with others has long been a powerful strategy in the social sector. Nonprofit organizations understand that partnerships can be highly effective given the right mix of trust, communication, and an understanding of the unique strengths each partner brings to the table. **CNJG's successful partnership with the Center for Non-Profits (Center)** was featured on August 30 at the **2016 Joint Policy Institute** hosted by our respective networks, the Forum of Regional Associations of Grantmakers and the National Council of Nonprofits. This first-ever Joint Policy Institute was an opportunity for members of both larger networks to strengthen relationships, expand our understanding of policy issues of concern to the sector, and enhance the capacity of regional associations of grantmakers and state associations of nonprofits.

The event was attended by over one hundred regional and state nonprofit association staff and board members from across the country. CNJG board member and Leadership and Policy Committee co-chair Bill Engel from The Hyde and Watson Foundation joined CNJG staff Nina Stack and Theresa Jacks representing the Council. Attending from the Center for Non-Profits was Linda Czipo, President and CEO and Center board member Marion O'Neill from the PSEG Foundation. The nearly three-day agenda was jam-packed. Together the group heard from national experts about the most critical state and local policy issues impacting the work of nonprofits and philanthropy, shared effective policy tools for engaging members and policymakers, and learned how policymakers perceive our sectors. A key objective was for attendees to learn from successful partnerships between regional associations and state nonprofit associations. The Council was honored to talk about our own partnership work in New Jersey as part of a panel alongside colleagues from Colorado and Michigan. Nina and Linda shared some of the key components to the success of our partnership including our "partnership ethic" that provides a solid structure for the relationship.



CNJG Delegation with Congressman LoBiondo during Foundations on the Hill.

In July, Governor Christie issued Executive Order (EO) #209 that held funds dedicated to nonprofit organizations providing critical services until a public worker committee could determine additional savings in public employee/retiree health care costs. Concern for this issue prompted the Council of New Jersey Grantmakers to cosign an op-ed from the Center for Non-Profits encouraging the Governor to release these funds, which ran on October 4 in NJ Spotlight. The piece appealed to the Governor to release these remaining funds without delay, in part stating:

Real lives are on the line here. The nonprofits that provide these critical services have already had to cut back on staffing and program hours. The philanthropic community is deeply concerned because it cannot fill the gap over and above the grants it provides. If remaining funds are not released soon, some of these programs may close permanently.

These vital organizations and programs have been caught in the middle of a dispute that has nothing to do with them and which is out of their control. The lives that can be saved through these services are too important to be used as a bargaining chip.

Working together amplifies the reach and power of our collective voice for the nonprofit and philanthropic communities. The partnership between the Center for Non-Profits and the Council of New Jersey Grantmakers is built upon mutual trust and respect as equal partners, honest communication, and a commitment to the ideals found in the social sector.

In early 2016, the Council was approached to take on management of the New Jersey Corporate Contributions Group (NJCCG). This group of corporate giving executives has been meeting since the 1990's. The Council was tapped to manage the activities and expand the reach of the New Jersey Corporate Contributions Group through meetings, briefings, a dedicated listserve and the full complement of services that CNJG provides. **NJCCG first merged with our corporate affinity group, and soon re-branded to become the New Jersey Corporate Philanthropy Network.** The group met for the first time in January, and organized three additional in-person meetings and a webinar in 2016. This affinity group enhances the docket of services that the Council provides to corporate giving professionals in our state.

CNJG President Nina Stack was honored as one of **New Jersey's 2016 Best 50 Women in Business** on March 21 and as one of **Lead New Jersey's 30 Leaders for 30 Years** on September 22. The Council is proud of these important recognitions, not only as a celebration of Stack's leadership, but also as an acknowledgement of the importance of the philanthropic and nonprofit sectors in New Jersey.

>>CAPACITY AND OPERATIONS

The Council underwent a staff transition this year. Joia Ingram joined the team as Member Services Associate taking the spot of Alisha Patman who went to work for a nonprofit organization in New York at the start of the year.

CNJG's affinity group meetings are among the most popular and valued resources we provide grantmakers in the state. The Council is fortunate to have a cohort of smart, dedicated volunteer co-chairs from within the membership to lead each group. The co-chairs frame the content, identify speakers, reach out to colleagues for participation and engagement, and provide overall leadership for the direction of the affinity group. At the start of each year, the affinity group co-chairs meet to explore ways in which the various affinity groups might work together and collaborate as funders. As a result, several affinity groups co-hosted joint meetings of interest to two or more funding areas. Joint meetings maximize the capacity and efforts of the volunteer co-chairs and the Council's staff. This year, CNJG staff also introduced the co-chairs to "Ask the Right Questions: A Toolkit for Funder Groups Working on Public Policy" - an assessment for affinity groups to gauge their readiness and interest in collective action. This tool was developed by the Forum of Regional Associations of Grantmakers as part of the PolicyWorks initiative. These annual technical assistance meetings for co-chairs provide an opportunity for professional development, peer-to-peer learning, best practice discussion, planning for the new year, and networking - ultimately strengthening and increasing the Council's overall program docket.



CNJG became a unified project under the Community Foundation of New Jersey in 1990 and was soon established as an independent 501(c)(3) organization. Member dues and leadership grants from CNJG members support the Council's operations.

CNJG gratefully acknowledges in-kind support from Thomas Edison State University.

Staff

Nina Stack, *President*

Patricia Foo, *Office Manager & Assistant to the President*

Joia Ingram, *Member Services Associate*

Theresa Jacks, *Deputy Director*

Craig Weinrich, *Director of Member Services*

Kari Williams Tyksinski, *Finance Manager*

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Abby O'Neill, *Investment Forum Producer*

Jennifer Sancton, *Colloquium Producer*

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