



# The Community Foundation of Middle Tennessee



## General Information

### Contact Information

<b>Nonprofit</b>	The Community Foundation of Middle Tennessee
<b>Address</b>	3833 Cleghorn Avenue Suite 400 Nashville, TN 37215 2519
<b>Phone</b>	(615) 321-4939
<b>Fax</b>	615 327-2746
<b>Web Site</b>	<b>Web Site</b>
<b>Facebook</b>	<b>Facebook</b>
<b>Twitter</b>	<b>Twitter</b>
<b>Email</b>	mail@cfmt.org

### At A Glance

<b>Year of Incorporation</b>	1991
<b>Former Names</b>	Nashville Area Community Foundation, Inc.

# Mission & Impact

## Statements

### **Mission**

Dedicated to connecting generosity with need. Helping people help others through tailored charitable giving.

### **Background**

Founded by a group of civic leaders committed to the idea of creative and meaningful giving, The Community Foundation of Middle Tennessee was envisioned as a strong, regional, community-based organization that could promote and facilitate giving. A public charity, we work hard to foster and encourage giving within the 43 counties we serve and on behalf of the broadest range of charitable purposes and charitable organizations. Since our creation in 1991, we have given \$438 million in grants to make a difference for this community.

### **Impact**

Our Goals:

- 1) To serve as a leader, catalyst, and resource for giving.
- 2) To build and hold a permanent and growing endowment for the community's changing needs and opportunities.
- 3) To provide flexible and cost-effective ways for individuals, families, and companies to contribute to their community.
- 4) To strive for excellence in grant making that benefits Middle Tennessee in fields such as social services, education, health, the environment, and the arts.

We hope to:

- 1) Increase the number of individuals, corporations and professional advisors who appreciate how we can help them help others.
- 2) Invite people to participate in giving by assuring them that, through The Community Foundation, their gift matters.

### **Needs**

We work hard to look for critical intervention points in the work of local nonprofits, places where our gift will matter most. We do that in large part because we have a personal responsibility to shake every donor's hand and assure them that their charitable giving matters. Every year we are unable to fund good people doing important work in Middle Tennessee.

Our need is to increase giving to our Unrestricted Impact Fund – so we can help our neighbors in need, now and always.

## Service Categories

### **Primary Organization Category**

Philanthropy, Voluntarism & Grantmaking Foundations / Community Foundations

## Areas of Service

### **Areas Served**

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TN - Bedford

TN - Cannon

TN - Cheatham

TN - Clay

TN - Coffee

TN - Cumberland

TN - Davidson

TN - Dekalb  
TN - Dickson  
TN - Fentress  
TN - Franklin  
TN - Giles  
TN - Hickman  
TN - Houston  
TN - Humphreys  
TN - Jackson  
TN - Lawrence  
TN - Lewis  
TN - Lincoln  
TN - Macon  
TN - Marshall  
TN - Maury  
TN - Montgomery  
TN - Moore  
TN - Overton  
TN - Perry  
TN - Pickett  
TN - Putnam  
TN - Robertson  
TN - Rutherford  
TN - Smith  
TN - Stewart  
TN - Sumner  
TN - Trousdale  
TN - Van Buren  
TN - Warren  
TN - Wayne  
TN - White  
TN - Williamson  
TN - Wilson

In addition to serving 40 counties in Middle Tennessee, The Foundation also serves 3 counties in Southern Kentucky, Christian, Todd and Trigg counties.

### **Board Chair Statement**

Here's why I love The Community Foundation: It's based on the notion that giving is personal. What I might want to do, might not be what you want to. Animals in need of a home might tug at your heartstrings; I might worry about drugs in the middle schools. Someone else might find great meaning in endowing the historic Nashville City Cemetery; someone else might want to put on plays. I also love the fact that at The Community Foundation, every gift matters. We accept it gratefully. We grow it carefully. We invest it wisely in the needs of our community. We are good stewards of our community's future and present. I hope you will join in our work. Pick your passion. Make a difference. Feel great!

**CEO Statement**

What The Community Foundation of Middle Tennessee does: We connect generosity with need by helping nonprofits, individuals and companies who care, protect the quality of life throughout Middle Tennessee.

Why we do it: Because giving matters. It matters when people with great hearts – whether or not they have great wealth – give to make the path easier for others.

How we do it: By connecting generosity with need. We provide customized services to people and companies to help them give with meaning, confidence and joy. We enable people to give assets of value (e.g. cash securities, land, personal possessions, insurance, etc.) to support the charitable organizations in which they believe.

# Programs

## Programs

### Services for the Community

<b>Description</b>	We build community in new ways, partnering with other funders, non-profits and government to identify and address Middle Tennessee's needs. Regional work on training nurses, GivingMatters.com, www.NowPlayingNashville.com, addressing gun violence, assisting in nonprofit mergers, and paying heating bills for the elderly and disabled are a few of our initiatives.
<b>Category</b>	Philanthropy, Voluntarism & Grantmaking Philanthropy, Voluntarism & Grantmaking, General/Other
<b>Population Served</b>	General Public/Unspecified, ,

### Services for Givers

<b>Description</b>	We enjoy a unique ability to tailor our work to your charitable goals. Whether you want to address a specific need, endow a specific charitable organization, provide a scholarship, or give to our Unrestricted Impact Fund, we can help. We also enable you to establish the equivalent of a Private Foundation, a charitable nest-egg for you and your children. No matter what you have to give, you can start or add to something special. This flexibility – combined with the information here on GivingMatters.com – can empower you to have an impact on the issues and opportunities you care about most.
<b>Budget</b>	220000
<b>Category</b>	Philanthropy, Voluntarism & Grantmaking Philanthropy, Voluntarism & Grantmaking, General/Other
<b>Population Served</b>	General Public/Unspecified, ,

### Services for Professional Advisors

<b>Description</b>	Our goal is to help you help your clients help their community. It's as easy as that. Whether you are writing a Will, assisting with the sale of a company, or exploring ways to help your clients minimize their taxes and maximize their ability to help, The Community Foundation provides arrows for your quiver, tools you can use. The Foundation also offers an online resource – the Planned Giving Design Center (www.pgdc.com) which provides you the latest philanthropic news and up-to-date tools as you work on your clients' behalf.
<b>Category</b>	Philanthropy, Voluntarism & Grantmaking Philanthropy, Voluntarism & Grantmaking, General/Other
<b>Population Served</b>	Other Named Groups, General Public/Unspecified,

## Services for Nonprofits

### **Description**

We write three types of grant checks to non-profit organizations: 1) checks that represent the annual payout from endowment funds created to support their work 2) checks that represent gifts from donors (individuals, families or corporations) who ask us to make a grant from their Donor-Advised Funds 3) checks for our annual discretionary grantmaking process. Additionally, we help nonprofits communicate the breadth and depth of the work they do through GivingMatters.com, and our latest online resource, [www.NowPlayingNashville.com](http://www.NowPlayingNashville.com) which includes a community calendar on which nonprofits may share their upcoming events.

### **Population Served**

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## [NowPlayingNashville.com](http://NowPlayingNashville.com)

### **Description**

An initiative of The Community Foundation of Middle Tennessee, [NowPlayingNashville.com](http://NowPlayingNashville.com) is a community project with a growing list of civic-minded partners as well as more than 300-plus Arts & Cultural Organizations throughout Middle Tennessee. [NowPlayingNashville.com](http://NowPlayingNashville.com) is a comprehensive online events calendar featuring information about music, theatre, sports, dance, museums, kids and family activities, film and festivals, and many other entertainment options. Created with the goals of audience development for arts and entertainment venues throughout Middle Tennessee and promoting cultural tourism in our region, the website centralizes and provides one-stop access to event and ticketing information that both residents and visitors will find extremely useful.

### **Category**

Public, Society Benefit Public, Society Benefit, General/Other

### **Population Served**

General Public/Unspecified, ,

### **CEO Comments**

Our goal is to help our community thrive. The Community Foundation of Middle Tennessee's work revolves around enabling people to understand the opportunities of our community and to have an impact on the issues they choose. To that end, we help endow the present and future by making giving comfortable, convenient and cost-effective, knowing that without a ready supply of charitable dollars our community will be unable to move quickly to make good things happen. We work to support nonprofits and the people they serve by 1) sending support based on applications we receive from organizations seeking to address emerging needs; 2) accepting and investing gifts to endow the future of specific non-profits and forwarding approximately 5% to them each and every year; and 3) by allowing people who care to set aside money when it makes sense for them in order to use it now and later to support a variety of charitable causes and organizations. We convene collaborations to address opportunities such as our work with United Way of Metropolitan Nashville, the CNM and others to foster and then fund nonprofits working to reduce their administrative costs; or our work with the District Attorney and the Police Department to combat gun violence; with the Convention and Visitors Bureau, the Chamber, the CMA, the Airport and a host of others to help local arts organizations earn income; or with all of the major Funders, through GivingMatters.com, to help donors give with confidence. And we work extensively with individuals, families, corporations and professional advisors to serve as a resource as they explore their options for giving with meaning.

# Governance

## Board Chair

<b>Board Chair</b>	Mr. Kerry Graham
<b>Company Affiliation</b>	The Brand Hotel
<b>Term</b>	June 2016 to May 2017
<b>Email</b>	mail@cfmt.org

## Board Members

<b>Name</b>	<b>Affiliation</b>	<b>Status</b>
Ms. Leilani S. Boulware	Correct Care Solutions, LLC	Voting
Ms. Beth Chase	c3/consulting	Voting
Mr. Charles W. Cook Jr.	Retired Community Volunteer	Voting
Mr. Ronald L. Corbin	Community Volunteer	Voting
Mrs. Jana J. Davis	HCA	Voting
Mr. Rod Essig	Creative Artists Agency	Voting
Mrs. Irwin E. Fisher	Community Volunteer	Voting
Dr. Stephen F. Flatt	National Healthcare Corporation	Voting
Mr. Jay L. Frank	DigSin	Voting
Mr. Ben Freeland	Freeland Chevrolet	Voting
Mr. Gary A. Garfield	Bridgestone Americas, Inc.	Voting
The Honorable Alberto R. Gonzales	Waller Lansden	Voting
Mr. Jose Gonzalez		Voting
Mr. Kerry Graham	Bohan Advertising	Voting
Mr. Mark Gwyn	Tennessee Bureau of Investigation	Voting
Mr. Carl T. Haley	Grand Avenue	Voting
Mr. Henry B. Hicks III	Gray Line of Tennessee	Voting
Mrs. Carol O. Hudler		Voting
Mr. Decosta E. Jenkins	Nashville Electric Service	Voting
The Honorable William C. Koch Jr.	Tennessee Supreme Court	Voting
Ms. Ellen E. Lehman	The Community Foundation of Middle Tennessee	Voting
Mr. Robert Lipman	Lipman Brothers	Voting
Mr. Don MacLachlan		Voting
Mr. Stephen F. Moore	Country Music Association	Voting
Ms. Joelle Phillips	AT&T	Voting
Mr. Wayne Smith		Voting
Dr. Paul Stumb		Voting
Mr. Steve Underwood		Voting
Dr. Stephaine H. Walker	Vanderbilt University School of Medicine	Voting
Mr. Kevin Wheeler	A.O. Smith	Voting

## Board Demographics - Ethnicity

<b>African American/Black</b>	8
<b>Asian American/Pacific Islander</b>	0
<b>Caucasian</b>	22
<b>Hispanic/Latino</b>	2
<b>Native American/American Indian</b>	0
<b>Other</b>	0

## Board Demographics - Gender

<b>Male</b>	22
<b>Female</b>	10
<b>Unspecified</b>	0

## Governance

<b>Board Term Lengths</b>	3
<b>Board Term Limits</b>	2
<b>Board Meeting Attendance %</b>	71%
<b>Written Board Selection Criteria?</b>	Yes
<b>Written Conflict of Interest Policy?</b>	Yes
<b>Percentage Making Monetary Contributions</b>	0%
<b>Percentage Making In-Kind Contributions</b>	25%
<b>Constituency Includes Client Representation</b>	Yes
<b>Number of Full Board Meetings Annually</b>	6

## Standing Committees

Audit  
Executive  
Finance  
Marketing  
Nominating  
Program  
Scholarship

## Risk Management Provisions

Commercial General Liability  
Crime Coverage  
Directors & Officers Policy



Disability Insurance  
 General Property Coverage  
 Life Insurance  
 Medical Health Insurance  
 Workers Compensation & Employers' Liability

## Additional Board Members

<b>Name</b>	<b>Affiliation</b>
Mrs. Judy Liff Barker	Community Volunteer
Mr. Jack O. Bovender Jr.	HCA
Mr. Ben L. Cundiff	Cundiff Farms
Mr. Richard Eskind	Wells Fargo
Mr. Farzin Ferdowsi	MRCO
Mr. John D. Ferguson	
Dr. Thomas F. Frist Jr.	Retired - HCA Healthcare
Mr. Joel C. Gordon	The Gordon Group
Mr. James S. Gulmi	Genesco, Inc.
Mr. Aubrey B. Harwell Jr.	Neal & Harwell
Mrs. Catherine Jackson	Community Volunteer
Mr. Kevin P. Lavender	Fifth Third Bank
Mr. Bert Mathews	The Mathews Company
Dr. John E. Maupin Jr.	Moorehouse College of Medicine
Mrs. Kitty Moon Emery	KittyMoon Enterprises
Mr. Ralph W. Mosley	Community Volunteer
Mrs. Donna D. Nicely	Community Volunteer
Mr. Ben Rechter	Community Volunteer
Mr. Michael D. Shmerling	Choice Food Group, Inc.
Mrs. Susan W. Simons	
Mr. Howard L. Stringer	
Mrs. Deborah Taylor Tate	Community Volunteer
Mr. Charles A. Trost	Waller Lansden
Mr. Jack B. Turner	Jack B. Turner & Associates
Ms. Deborah F. Turner	News Channel 5 Network
Mrs. Betsy Walkup	Community Volunteer
Mr. David Williams II	Vanderbilt University

### CEO Comments

Since The Community Foundation of Middle Tennessee serves as our community's endowment or charitable savings account, it is critical that we have a hard-working, conscientious and forward-thinking management team which joins the talent of Board, Volunteer, and Staff leadership. Since its creation, The Community Foundation of Middle Tennessee has relied on the skillful stewardship of a Board of committed leaders and a team of qualified, dedicated professionals.

**Foundation Staff Comments**

CFMT's By-Laws and Conflict of Interest policy are available upon request.

# Management

## Executive Director/CEO

<b>Executive Director</b>	Ms. Ellen E. Lehman
<b>Term Start</b>	July 1991
<b>Email</b>	ellen@cfmt.org

### Experience

Ellen has served The Community Foundation of Middle Tennessee as president since it began in 1991, and has seen it grow to become a philanthropic force in its forty-three county area. With a background in sociology and business, Ellen directs The Foundation's efforts to promote and facilitate charitable giving and endowment building, thereby giving donors choices, convenience, cost-effectiveness and security, as they make their charitable dreams a reality.

## Staff

<b>Full Time Staff</b>	27
<b>Part Time Staff</b>	0
<b>Volunteers</b>	350
<b>Contractors</b>	12
<b>Retention Rate</b>	87%

## Plans & Policies

**Does the organization have a documented Fundraising Plan?**

No

**Does the organization have an approved Strategic Plan?**

Yes

**Number of years Strategic Plan Considers**

5

**When was Strategic Plan adopted?**

Nov 2013

**In case of a change in leadership, is a Management Succession plan in place?**

No

**Does the organization have a Policies and Procedures Plan?**

Yes

**Does the organization have a Nondiscrimination Policy?**

Yes

**Does the organization have a Whistle Blower Policy?**

Yes

**Does the organization have a Document Destruction Policy?**

Yes

## Affiliations

<b>Affiliation</b>	<b>Year</b>
Better Business Bureau Wise Giving Alliance	2000
Center for Nonprofit Management Excellence Network	2003
Council on Foundations	1994
Nashville Area Chamber of Commerce	2000
Southeastern Council of Foundations	2004

## Awards

### Awards

<b>Award/Recognition</b>	<b>Organization</b>	<b>Year</b>
Community Leadership Award	Human Rights Campaign	2004
Brotherhood-Sisterhood Award	National Conference of Christians and Jews	2003
Finalist, Innovation in Action	Center for Nonprofit Management, Salute to Excellence	2006

## Senior Staff

### Ms. Melisa Currey

#### **Title**

Comptroller

#### **Experience/Biography**

With extensive experience in accounting and financial management, Melisa Currey oversees the daily financial activity of The Community Foundation. She is responsible for developing, implementing, and maintaining the accounting systems that ensure adequate accounting records are maintained of all assets, liabilities, and other transactions of The Foundation. Donors frequently turn to Melisa for guidance with gift transactions, investment performance results, and portfolio management issues.

#### **CEO Comments**

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#### **Foundation Comments**

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# Financials

## Fiscal Year

<b>Fiscal Year Start</b>	Jan 01 2016
<b>Fiscal Year End</b>	Dec 31 2016
<b>Projected Revenue</b>	\$3,669,968.00
<b>Projected Expenses</b>	\$3,371,092.00
<b>Endowment Value</b>	\$729,429.00
<b>Endowment Spending Policy</b>	Percentage
<b>Endowment Spending Percentage (if selected)</b>	5%

## Detailed Financials

### Revenue and Expenses

<b>Fiscal Year</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>
<b>Total Revenue</b>	\$53,990,350	\$48,929,718	\$50,046,715
<b>Total Expenses</b>	\$57,992,979	\$47,051,476	\$51,949,370

### Revenue Sources

<b>Fiscal Year</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>
<b>Foundation and Corporation Contributions</b>	\$0	\$0	\$0
<b>Government Contributions</b>	\$57,163	\$534,984	\$239,101
<b>Federal</b>	\$0	\$0	\$0
<b>State</b>	\$0	\$0	\$0
<b>Local</b>	\$0	\$0	\$0
<b>Unspecified</b>	\$57,163	\$534,984	\$239,101
<b>Individual Contributions</b>	\$32,811,455	\$18,808,795	\$16,015,035
<b>Indirect Public Support</b>	\$0	\$0	\$0
<b>Earned Revenue</b>	\$500	\$2,813	\$0
<b>Investment Income, Net of Losses</b>	\$12,237,993	\$20,729,794	\$24,097,379
<b>Membership Dues</b>	\$0	\$0	\$0
<b>Special Events</b>	\$2,810,668	\$1,691,501	\$1,255,709
<b>Revenue In-Kind</b>	\$7,327,710	\$7,111,358	\$8,380,106
<b>Other</b>	\$104,533	\$50,473	\$59,385

**Expense Allocation**

Fiscal Year	2015	2014	2013
Program Expense	\$53,731,185	\$44,583,494	\$48,920,815
Administration Expense	\$1,189,520	\$1,261,717	\$1,825,434
Fundraising Expense	\$1,542,887	\$1,206,265	\$1,203,121
Payments to Affiliates	\$0	\$0	\$0
Total Revenue/Total Expenses	0.93	1.04	0.96
Program Expense/Total Expenses	93%	95%	94%
Fundraising Expense/Contributed Revenue	4%	6%	7%

**Assets and Liabilities**

Fiscal Year	2015	2014	2013
Total Assets	\$373,167,761	\$377,588,117	\$382,262,416
Current Assets	\$371,702,475	\$24,299,469	\$24,788,246
Long-Term Liabilities	\$7,164,988	\$7,524,092	\$6,704,646
Current Liabilities	\$102,473	\$161,096	\$45,387
Total Net Assets	\$365,900,300	\$369,902,929	\$375,512,383

**Short Term Solvency**

Fiscal Year	2015	2014	2013
Current Ratio: Current Assets/Current Liabilities	3627.32	150.84	546.15

**Long Term Solvency**

Fiscal Year	2015	2014	2013
Long-Term Liabilities/Total Assets	2%	2%	2%

**Top Funding Sources**

Fiscal Year	2015	2014	2013
Top Funding Source & Dollar Amount	Contributions, Gifts, and Grants \$44,488,052	Interest, Dividends, and Gains on Investments \$20,729,794	Contributions, Gifts & Grants (including In-Kind) \$24,395,141
Second Highest Funding Source & Dollar Amount	Interest, Dividends, and Gains on Investments \$9,349,229	Contributions, Gifts & Grants \$18,808,795	Interest, Investments, and Sales of Securities \$24,097,379
Third Highest Funding Source & Dollar Amount	Other \$105,233	Noncash Contributions \$7,111,358	Gaming and Fundraising Event \$1,255,709

**Capital Campaign**

Is the organization currently conducting a Capital Campaign for an endowment or the purchase of a major asset? No

Capital Campaign Goal \$0.00

Capital Campaign Anticipated in Next 5 Years? No

**State Charitable Solicitations Permit**

TN Charitable Solicitations Registration Yes - Expires June 2017

Registration No 0

**Organization Comments**

Because The Community Foundation of Middle Tennessee serves as our community's savings account, our

numbers look a bit different from many more traditional nonprofit organizations. \*We have a small staff that works to educate people who care about a range of giving options -- within and beyond our customized services (and a six-month operating reserve). \*We look for opportunities to add value connecting generosity with need through grantmaking, education fiscal agency, etc. \*We do not fundraise to cover our expenses -- those are covered entirely by income we earn; although at the request of some donors/committees we do help host events from time to time to endow support for specific charitable purposes.

### **GivingMatters.com Financial Comments**

The significant spike in revenue in 2010 is a result of disaster relief contributions (2010 Middle Tennessee floods).

Beginning in 2010, financial data is taken primarily from the audit, with the 990 providing supplemental information. Prior to 2010, financial figures were taken from the 990 only. Financial documents completed by Kraft CPAs PLLC. Forms 990 prior to 2010 are available upon request.

Comments provided by Kathryn Bennett 9/28/16.

