

## MINUTES

### **GOVERNOR'S TASK FORCE ON ENDOWMENTS AND PHILANTHROPY**

Northwest Power Planning Council Conference Room  
June 10, 2004

Present:

Sue Talbot, chair  
Sid Armstrong  
Steve Browning  
Linda Coulston  
John Delano  
Spence Hegstad

Amy Kelley  
Tim McCauley  
Galen McKibben  
Dennis Peterson  
John Scibek  
Ralph Yaeger

#### APPROVAL OF MAY MINUTES

Sue asked if anyone would like to see changes made to the May minutes. Sid noted Sen. Tom Daschle's name was incorrectly spelled. Ralph corrected the spelling of his name as well: Yaeger. Amy will make those corrections before forwarding the minutes to Galen to post on the web site. The group unanimously approved the minutes by voice vote.

#### CARE ACT UPDATE

John Scibek reported that there has been little to no recent activity on the measure. He said that the focus in the Senate has been on closing loopholes in charitable practices, especially pertaining to intellectual property and automobiles. He said there is an effort to put through a separate IRA rollover bill — the National Committee on Planned Giving is pushing that. There is general support for this, since the measure will be far less expensive than the CARE Act. Sue asked about Sen. Baucus' stand on this effort. John thought that Sen. Baucus was supportive of both bills. Sharen, Jim Soft, and Conrad Teitel had lobbied him awhile back and he became a primary sponsor of the CARE Act. John didn't think that there was an actual stand-alone IRA rollover bill at this point.

Sid reported that she'd hand-delivered the May minutes and the philanthropy handout to both Holly Luck (Baucus' staffer) and Betsy Allen (Burns' staffer). She said both were very supportive and very interested. Sen. Burns is very supportive of the tax credit, and wants to hear from the Task Force about federal legislation pertaining to philanthropy. She noted that anyone wanting to contact the Senators should NOT do so via U.S. Mail, as the anthrax scare has caused extreme delays in delivery. She recommends using the phone, fax, or e-mail.

Baucus, Max - (D - MT), phone (202) 224-2651, Web Form: [baucus.senate.gov/emailmax.html](http://baucus.senate.gov/emailmax.html)

Burns, Conrad - (R - MT), phone (202) 224-2644, Web Form:

[burns.senate.gov/index.cfm?FuseAction=Home.Contact](http://burns.senate.gov/index.cfm?FuseAction=Home.Contact)

#### FINANCIAL REPORT

Ralph passed out the most recent Statement of Activities covering the period May 1 through May 31, 2004. It showed new revenues of \$1,000.00 (from Benefis Healthcare Foundation) and \$1,515.50 in total expenses, leaving an ending fund deficit of (\$234.44). Dennis said that he and Judy had each been away on vacation, but were still working on sending out a fundraising letter to regional healthcare entities. Sue said she'd spoken with someone at St. Pat's, and that they said they would support the Task Force but did not say at what level. Sue had been at the Community Hospital and met the new CEO, Tom Moser. Now that they have been introduced, she said she would approach him about supporting the TF.

Ralph passed around a draft fundraising letter for feedback from the group. Several members made suggestions on improvements. Ralph will revise the letter and send Sue a package with letters to sign, stamps, and envelopes. Sue said that she would hand-address the envelopes and add a personal note to the letters. Sid suggested adding the 2-sided philanthropy fact sheet. The group agreed that sending the mailing out in larger format envelopes would make them more likely to be opened.

John Scibek suggested obtaining the mailing lists for the CPAs and the Bar Association. Steve said that we had that list at one point. He will look into obtaining it again, as well as getting a notice placed in their journal. There was some discussion about what level of return to expect from such a mailing; it was agreed that 1% would be average. Tim reminded that this type of large mailing should go out as bulk mail.

### **DELIVERING THE MESSAGE**

Sid reported that she was successful in getting the Lewis & Clark Co. Democratic Central Committee to agree to sponsor the resolution she wrote supporting philanthropy and the Task Force for consideration at the Democratic State Party convention to include in the Party's platform, as part of the Jobs and Economic Development plank.. She also sent letters to several statewide candidates and received a supportive letter back from Brian Schweitzer, and very positive feedback from meetings with both Linda McCulloch and Mike McGrath. She is seeking other support for the inclusion of the resolution the state democratic party platform; both Linda McCulloch and Mike McGrath said they would support it. Sid also reported Task Force support from legislative candidates Mary Caferro, and Galen Hollenbaugh, and incumbent candidates Chris Kauffman and Ken Toole, and said that she will continue to meet with other candidates. **Sue asked all TF members to hold onto the contact sheets they fill out; they will be turned in to the TF lobbyist in the fall.** Sue said she would contact Aidan about whether she would be the Task Force lobbyist for the 2005 session.

Dennis reported that he had spoken with the president of the Billings Deaconess Foundation, who is a leader in the republican party, who commented that we might want to be more specific in asking people to support philanthropy — that it is too general a concept, supported by everyone. Sid said that having planks on the platforms of both parties would heighten awareness.

Sue reported that she mailed follow-up letters to all candidates whom she'd contacted, along with the Browning/Utterback handout on the early years of the tax credit. She said that she'd been asked to speak briefly before a gathering of democratic legislative candidates who meet to discuss campaign strategy. She assumes that republican candidates do the same, and suggested that other TF members seek out those opportunities.

Sue said that, now that the primary is over, there will be fewer candidates to contact. That said, there are between 125 and 250 candidates, many living in areas where TF members have little or no contacts. She asked the group for suggestions on reaching those candidates. Sid suggested that, for the democrats, if the plank is adopted, we could do a mailing. Steve suggested that TF members take advantage of meetings such as that of the Montana Hospital Association, because candidates often attend those. He suggested that Dennis follow up on that, as the hospitals are the largest employers in Eastern Montana. Sid recommended contacting the other community foundations, asking them to speak with their local legislative candidates.

### **LUNCH & LEARN SESSIONS**

Sue reviewed the discussion from the last meeting for those not in attendance — why the Task Force should run Lunch & Learn sessions in the fall, if possible, and whether we can expand the group of presenters since Jim Soft has such a full schedule, although any presenters would have to be qualified for CE credit purposes. John Scibek asked about the curriculum, whether Jim would give permission for others to use it. John Eastman said that Jim was open to sharing his power point presentation, but that the handout materials were out of date. He also expressed concern about liability, should a presenter give misinformation while handing out Jim's materials.

Steve said he liked the idea of having local presenters, but saying that is not the same thing as making it happen. He noted that in the past we've gotten sponsorship, and perhaps First Interstate Trust might be interested. Sid reminded that in the past, Jim's office did all of the organizing and all of the materials — a huge undertaking. She worried about consistency, quality, and accuracy if there were several presenters. Steve thought that if the CPA society took it on as a project and staffed it, it would work. Tim agreed. Steve agreed with Sid that putting on a "road show" is a big operation.

John Eastman thought Jim appreciates task force members may want to serve as presenters for Lunch & Learn sessions. However, under that scenario, Jim does not want to assume responsibility for developing the course materials. He asked how we could ensure consistency. Steve suggested that Dennis talk to Jim about recruiting people in the bigger cities, and having Jim sign off on them. John Eastman noted that if we are thinking about September/October sessions, the work needs to start now, especially as setting up CE credits take time.

#### **ENDOWMONTANA WEB SITE**

Galen reported that he is working on a redesign of the EndowMontana web site. He said that he hasn't posted the minutes in awhile, as he would have to duplicate his efforts with the new format. When it is ready to look over, he will give TF members a URL address to access the new site. He noted that he's working on making the home page more informational.

Galen said that he'd update the web site bulletin board by removing any dated discussions. He noted that anyone can add a new topic, and alert others when you post a new message. He reminded that the bulletin board is not totally secure, so users might keep that in mind when posting messages.

#### **FUTURE VENTURES**

Sid passed around a recent news article from Wyoming Philanthropy Days about a study just completed by the Wyoming Community Foundation, based on a Nebraska study showing how much money will be flowing out of the state in the upcoming intergenerational transfer of wealth unless something is done. It's especially an issue in rural places. Wyoming estimated that \$60 billion would be transferred. Sid suggested that this study is another hook we might use in our efforts to build endowment; asking for a grant to do a similar study in Montana (Nebraska will share their methodology with us). She said that Nebraska Community Foundation has a goal of capturing just 5% of that money, and is demonstrating, county by county what a positive impact it would bring, already resulting in a tremendous increase in contributions, planned gifts and bequests especially in rural areas.

Sue passed around a "Legacy Montana" brochure (formerly "Leave a Legacy" — the Missoula group decided to break from the national program in order to create their own materials). She encouraged other Montana communities to initiate the same sort of program.

#### **NEXT MEETING**

**The group agreed not to hold a meeting in July, and to postpone the decision as to whether or not to hold an August meeting depending on attendance.** Amy will notify everyone in advance of the next meeting.

Meeting adjourned at 12:30 p.m.

**GOVERNOR'S TASK FORCE ON**  
**ENDOWMENT AND PHILANTHROPY**  
**Contact Report Form**  
**(Please print or type)**

Name of Contact: \_\_\_\_\_

Date of Contact: \_\_\_\_\_

Method of Contact (in-person, phone, email, etc):

\_\_\_\_\_

Summary of Contact:

Follow-up Action/Next Steps:

Volunteer Name: \_\_\_\_\_

Date: \_\_\_\_\_

Please bring copies to the Task Force monthly meeting (second Thursday of the month).

Thank you!

Attachment B

RESOLUTION FOR 2004 DEMOCRATIC PLATFORM  
As adopted by the Lewis and Clark Central Committee, May 19, 2004

AS PART OF THE JOBS AND ECONOMIC GROWTH PLANK

WHEREAS, Montanans are concerned about economic security and quality of life, while government at all levels and nonprofit organizations attempt to do more with fewer resources; and

WHEREAS, non-profit organizations play a vital role in efficiently delivering critical services; and

WHEREAS, Montanans can better control our own destiny with enhanced opportunities for charitable giving and increased philanthropic resources; and

WHEREAS, employment in the nonprofit sector forms a solid part of the Montana economy, contributing \$648 million in wages paid and serving as the 5th largest source of wages in the state (*both 1998 figures*); and

WHEREAS, the Governor's Task Force on Endowments and Philanthropy, established in 1984, is funded entirely by private donations, bringing together government, business and the non-profit community to build a better Montana through increased philanthropy, emphasizing permanent charitable endowments for sustainable funding; and

WHEREAS, the Governor's Task Force proposed Montana's unique tax credit for gifts to charitable endowments, expanding them from \$100 to \$200 million;

NOW THEREFORE BE IT RESOLVED, that the Montana Democratic Party recognizes that strong philanthropic organizations and increased charitable giving can play a critical role in sound economic and community development, and

BE IT FURTHER RESOLVED, that the Montana Democratic Party recognizes the key role played by the state's non-profit sector in the area of jobs and payroll; and

BE IT FINALLY RESOLVED, that the Montana Democratic Party supports the re-authorization of the Governor's Task Force on Endowments and Philanthropy and appropriate public policy measures to enhance philanthropy, and encourages public officials to make philanthropy part of the public policy agenda.

Sentence for inclusion in the general narrative of *Jobs and Economic Growth Plank*:

Democrats recognize the critical link between philanthropy and economic development and the vital role nonprofit organizations play in the efficient delivery of essential services. We support increased charitable giving and stronger nonprofits by making philanthropy part of the public policy agenda.

