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Wilmington, N.C.
Winston-Salem, N.C.
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Since 1987

July 10, 2017

Ms. Stefany A. Williams, President and CEO
Goodwill of Western Missouri & Eastern Kansas
1817 Campbell Street
Kansas City, MO 64108

Dear Stefany:

I really enjoyed our time together last week and appreciated learning about the challenges and opportunities facing Goodwill of Western Missouri & Eastern Kansas as it seeks to grow philanthropy. Thank you for the opportunity to present Hartsook's qualifications to conduct a Pre-Campaign Study for Goodwill of Western Missouri & Eastern Kansas.

Hartsook would be proud to work with you and your leadership to conduct a Pre-Integrated Campaign Study – the important first step in laying a solid foundation for a major campaign. Our dedication to providing quality support and commitment to achieving your objectives will be pursued with the highest professional standards. This combination of project success and ethical excellence is a hallmark of our company.

The services provided as part of Hartsook's Pre-Integrated Campaign Study are detailed in the enclosed proposal. They include, but are not limited to:

- Campaign Readiness Review
- Case Statement Development
- Campaign Assessment Interviews and Surveys
- Final Report Preparation and Presentation

The findings of our Pre-Integrated Campaign Study will provide tremendous insight into your constituents' perceptions of Goodwill of Western Missouri & Eastern Kansas' campaign plans. It will also begin the process of identifying and cultivating relationships with potential donors and volunteer leaders and determine the level of support you may expect during a campaign.

Hartsook appreciates the opportunity to submit this proposal and we are excited about the possibility of working with you to further the vision and mission of Goodwill of Western Missouri & Eastern Kansas.

Sincerely,

Matthew J. Beem, Ph.D.(c), CFRE
President and CEO

si

A Pre-Campaign Study Proposal
to
Goodwill of Western Missouri & Eastern Kansas

KANSAS CITY, MISSOURI

July 10, 2017



www.hartsookcompanies.com
866.630.8500

SCOPE OF SERVICES

Hartsook's Pre-Integrated Campaign Study

The Pre-Integrated Campaign Study—which includes a Campaign Readiness Review, preliminary Case Statement Development, Campaign Assessment and Final Report—will determine accurately the campaign potential for Goodwill of Western Missouri & Eastern Kansas (Goodwill). It is an essential component in facilitating a highly successful fundraising initiative.

When embarking on a major gifts initiative, many organizations and the firms that provide counsel on their behalf focus almost exclusively on meeting the capital or endowment goals outlined in the campaign. Annual fund and operational needs are often overlooked and suffer as a result. Hartsook pioneered the Integrated Campaign™ philosophy more than 25 years ago, ensuring that all funding areas—including operating, capital and endowment or reserves—are addressed in a major gifts campaign. It is from this perspective that we will approach your project.

Matt Beem, President and CEO, will lead the project. To ensure Goodwill's fundraising initiatives have the best support at every stage of the project, Hartsook will make available other members of the team with experience in areas such as grant research and writing, planned giving, prospect research, database management, board training and more if appropriate.

Step 1: Campaign Readiness Review

The Campaign Readiness Review is a comprehensive study of the organization's readiness for a campaign. The Campaign Readiness Review will include:

- Overview of the study process
- Review of Goodwill's financial data and fundraising history
- Review of Goodwill's fundraising processes, systems and data
- Review of Goodwill's story and history in preparation for developing the case
- Review of the campaign goals to be tested
- Drafting of the test case statement (see additional details below)
- Compiling the personal interview prospect list (100+ names)
- Compiling the mail survey prospect list (200+ names)
- Developing questions for the personal interviews and mail surveys
- Development of timeline and review of process for:
 - Cover letter and test case statement mailing to potential interviewees

- Call process to schedule interviews and mailing thank-you notes/letters to interviewees
- Interview dates (five days over two or three weeks)
- Study presentation date (three weeks or more from date of last interview)

The Campaign Readiness Review serves as the foundation for the study process and provides Hartsook with the insight and information to gather data and make recommendations that will serve as a guideline for preparing Goodwill for its campaign.

Step 2: Case Statement Development

We will collaborate with you on an initial draft case for support and facilitate up to two revised drafts. We will work with you to ensure this presentation is an informative and compelling view of your plans. Specifically, the case statement should and will address:

1. *Why.* It is important to those who will support your campaign that the case statement thoroughly demonstrates the need for support.
2. *Means.* The case statement should describe the means by which we believe these needs can be funded.
3. *Impact.* It is critical that the impact of this project is described in terms that will demonstrate its importance to those that will be impacted by its success.

You and your Hartsook consultant will work closely to develop the elements to be tested in the case for support. Our seasoned writer will develop a compelling account of Goodwill to include the vision, mission, anecdotal elements and funding needs. Our designers will create a document that includes photos and other graphic elements that ensure a professional and inviting case.

Step 3: Campaign Assessment/Interviews and Mail Surveys

Hartsook will help you develop and refine questions specific to the goals and objectives Goodwill. The questions will be used for the personal interviews and mail survey processes.

The major hallmark of a Hartsook study is its objectivity and accurate reflection of the perceptions of donors and prospects. Participants are given the opportunity to provide the most candid feedback possible so we can identify their personal giving priorities, interests, and motivations, as well as their views about Goodwill and the campaign. We will provide detailed direct quotes from all respondents to every question so you will see

the actual “data” in addition to our interpretation of what we heard. Hartsook plans to interview, in person or by telephone, up to 30 to 40 persons.

We also will distribute a survey that will be crafted to elicit the participants’ appreciation for the goals of the project as well as their feelings and advice concerning the opportunities for success. We offer as many as 200 respondents the option of sharing their opinions via mail or an online survey.

Step 4: Pre-Integrated Campaign Study Report

Hartsook will compile and extrapolate the information gathered during the study and present to your leadership detailed recommendations for fundraising in general and specific to the campaign. The document will include the following:

- An assessment of people’s views about the proposed Goodwill campaign
- An assessment of the relative appeal of Goodwill’s capital, programmatic, and/or endowment needs as an objective of philanthropic support
- Detailed quotes obtained from the interviewees—keeping specific participant identity confidential to ensure participants’ most candid feedback—and an evaluation of how their thoughts, concerns and opinions will impact your plans
- Identification of philanthropic leaders whose involvement in the campaign would contribute to its success and an assessment of the likelihood of these individuals to serve in a campaign
- Identification of the primary obstacles to the campaign’s success, as well as suggested methods to overcome those obstacles
- The recommended campaign goal that is most realistic for this project and a chart of giving, outlining the individual gifts needed in order for the major gift campaign to be successful
- Campaign staffing recommendations and the organizational structure that will best serve the major gifts initiative
- The responsibilities of board members, staff and other internal constituents in a campaign
- Detailed campaign donor recognition plan including necessary policies
- Recommendations regarding implementation counsel based on what we believe will best meet your needs and maximize your opportunities for success
- A schedule (timeline) outlining the procedures that need to be executed over the specified period in order to implement the campaign, including kick-off, identification, cultivation, solicitation, appreciation and wrap-up events and benchmarks.

If desired, the Study results will be formally presented at the beginning of a meeting, such as a leadership retreat or special board meeting. Along with the Assessment and recommendations, this presentation would provide education and orientation in the methods and philosophy associated with relationship and mission-driven fundraising and philanthropy in order to prepare you for ongoing fundraising success.

PRE-CAMPAIGN STUDY TIMELINE

The entire study process, including the Campaign Readiness Review, Case Statement development and production, Campaign Assessment interviews, Campaign Assessment surveys and Final Report preparation takes between 16 and 20 weeks to complete.

The timeline will be most dependent upon the development of the case statement and Goodwill's ability to compile—with Hartsook's guidance—lists for the personal interview and mail survey processes. The drafting of the case takes approximately four weeks from start to completion. We anticipate the personal interviews occurring over a two- to three-week period. This timeline will allow us a maximum opportunity to interview those most important to a successful campaign.

WHY HARTSOOK

Proven Success

In Hartsook's more than 30 years of service to nonprofits, we have provided counsel for thousands of projects on behalf of organizations whose work has changed lives for millions throughout the country and abroad. Since the firm's inception, our consultants have helped Hartsook clients raise billions of dollars in support of their missions and programs.

Hartsook strives to provide our clients with in-depth knowledge of philanthropy in their community, while at the same time offering the significant and varied resources and expertise of a diverse national firm. We are very proud of the fundraising achievements of every client we serve and attribute our success to great attention to detail, appropriate research, and an understanding of and focus on the mission and impact of each organization with which we are involved.

Knowledge and Expertise

One of the most beneficial aspects of working with Hartsook is that our consultants—and the clients they support—have access to the vast and unparalleled array of experience and knowledge of the entire Hartsook team.

Our development professionals are well-equipped to use the latest fundraising research, trends, principles, methods and techniques in consultation with your organization. They possess proven track records in grant proposal writing; prospect research; annual fund development; bequest pledging and estate giving; major gifts fundraising and personal solicitation; strategic planning; volunteer recruiting and training; team building; creative problem solving and more. Our consultants—along with the backing of our entire firm—are prepared to explore and resolve clients’ most pressing issues, challenges and questions.

Professionalism and Credibility

Hartsook’s highly regarded reputation in the field of fundraising is the result of a longstanding commitment to professional excellence and uncompromising dedication to our clients’ success. Our firm is dedicated to using research and its application to increase philanthropy for our clients. In the pursuit of increasing the competency of the fundraising professional, our consultants attend monthly research application webinars—hosted by our Chairman, Bob Hartsook—that address these issues. Our consultants have established themselves as some of the most influential professionals within the field by completing successful campaigns, being published in books and professional publications and sharing their knowledge through speaking opportunities throughout the country and abroad.

Advancing Philanthropy

Hartsook is committed to **increasing philanthropy by 25 percent over the next 20 years**. We are, therefore, dedicating our resources to improving the practice of fundraising worldwide and advocating for the elevation of the standards, preparedness and education of development professionals and volunteer leaders.

The Hartsook Institutes for Fundraising is at the forefront of growing philanthropy through an innovative fundraising curriculum based on the Hartsook Chair’s market-based research and Hartsook Companies’ application, outcome-driven and experience models. The **Hartsook Institute at Avila University** offers the first Masters’ Degree in Fundraising through the Hartsook Institutes—one of only three similar programs and the first of its kind—and the first campus of 40 planned worldwide. An on-line Master’s in Fundraising Management – the first in the nation – launched in 2015. Graduate-level degrees, continuing education and in-service certificate programs are components of Hartsook Institutes’ mission to grow philanthropy by increasing the knowledge and skills of the fundraising professional.

The Hartsook Centre for Sustainable Philanthropy at Plymouth University in Plymouth, United Kingdom is the only institution of its kind dedicated to growing philanthropy by

enhancing the quality of the donor experience and developing new research in the field of philanthropic psychology. Hartsook President and CEO Matt Beem serves on the Centre's Board of Directors. By 2020, the Centre will be established as an international, academic Hartsook School of Sustainable Philanthropy. The Centre was founded by Adrian Sargeant, Director of the Centre and Professor of Fundraising at Plymouth University, and Jen Shang, a Philanthropic Psychologist and the Centre's Director of Research. The Centre's mission is to provide philanthropists and fundraisers with the robust and reliable research information they need to build sustainable philanthropy.

The Hartsook Chair in Fundraising

Having endowed the only fundraising chair in the country—The Robert F. Hartsook Chair in Fundraising at the Lilly Family School of Philanthropy at Indiana University—Bob Hartsook has created a one-of-a-kind opportunity for our firm's clients. We are on the cutting edge of studying and distilling information compiled by the School and other prominent authorities; we constantly seek practical applications of that knowledge to move an organization's advancement activities forward for unprecedented results.

Unique and Valuable Relationships

In our purposeful quest to ensure access to the best fundraising-related services and information, we have developed professional partnerships with companies that are among the most respected names in their particular fields.

Blackbaud is our national partner and offers the only comprehensive analytics solution for donor acquisition and cultivation, prospect research, and collaborative peer benchmarking—as well as access to exclusive data expertise—so you can maximize your fundraising results at every stage of the donor lifecycle.

ASR Media—Hartsook's partner in disseminating the latest information on fundraising research, trends and best practices—serves the fundraising and philanthropic community with a variety of products designed to inform, educate, and stimulate discussion among professionals throughout the United States.

EXPERIENCE AND REFERENCES

While having knowledge specific to a particular geographic area or type of institution is important, we feel our firm's ability to adapt successful strategies to meet the needs and culture of each of our partner organizations is of equal importance. You will notice while reviewing the list of current and past clients that accompanies this proposal that we work

in a variety of venues. Through knowledge gained by working with a diverse client base, we are able to provide you with uncommon insight and well-rounded counsel.

We encourage you to call on the following individuals for feedback about the level of satisfaction they experienced as clients of Hartsook.

Mr. Doug Cowan, CEO, President and CEO
Community Services League – Independence, MO
Telephone: 816.912.4484– Email: cowand@cslcares.org

Mr. Matthew Naylor, President and CEO
National World War I Museum and Memorial – Kansas City, MO
Telephone: 816.888.8101 – Email: mnaylor@theworldwar.org

Mr. Micheal Lawrence, CEO
Big Brothers Big Sisters of Greater Kansas City – Kansas City, MO
Telephone: 816.561.5269 – Email: micheal@bbbskc.org

We are fortunate to have had the opportunity to develop relationships with some of Kansas City's most prominent and influential patrons. These individuals can speak directly to the impact our counsel has had on the Kansas City nonprofit community. Therefore, we offer the following for specific review.

Ms. Debbie Sosland-Edelman, Executive Director
The Sosland Foundation
Telephone: 816.756.1000

Mr. Robert Dunn
Dunn Family Foundaton
Email: bob.dunn@jedunn.com

Mr. David Miles, President
H&R Block Foundation
Telephone: 816.854.4372 – Email: davmiles@hrblock.com

We strive to provide our clients with in-depth knowledge of philanthropy in their community, while at the same time offering the significant and varied resources and expertise of a diverse national firm. Our clients report that our consultative guidance gives them confidence that they can and will realize their development goals regardless of the size and scope of their projects. We are very proud of the fundraising achievements of every client we serve and attribute our success to great attention to detail, appropriate

research, and an understanding of and focus on the mission and impact of each organization with which we are involved.

FEES AND EXPENSES

The cost of the Pre-Integrated Campaign Study, including the Campaign Readiness Review, Case Statement Development and Campaign Assessment, is \$30,000 plus expenses to include but not be limited to travel, lodging, meals, telephone, printing, binding and mailing. One half of the fee (\$15,000) will be due upon the signing of this proposal by you. One-quarter of the fee (\$7,500) will be due upon completion of the second Campaign Readiness Review day and the final quarter (\$7,500) will be due on the day the report is presented to the Board/Staff.

AUTHORIZATION TO PROCEED

Should you choose to accept this Proposal by signing the Authorization to Proceed, this Proposal shall become a binding Agreement between Hartsook Companies, Inc. and Goodwill of Western Missouri & Eastern Kansas ("The Parties"). Return one signed copy, along with your initial payment, to Hartsook Companies, Inc., PO Box 410046, Kansas City, MO 64141. Upon receipt of the signed contract, an authorized representative of Hartsook will sign the Agreement and return it to Goodwill. It is understood that this Agreement is not final until accepted by a representative of Hartsook in the state of Missouri.

INITIATION OF SERVICES: This proposed consultation can commence as soon as July 2017. Within 30 days or less of receiving the signed agreement and initial fees, Hartsook will be on site to begin work.

EMPLOYMENT RESTRICTIONS: Goodwill agrees that it will not, so long as this Agreement remains in effect, and for one year thereafter, hire or contract with any person who is or was a consultant or employee of Hartsook Companies, Inc. during the term of this Agreement. This foregoing restriction applies 1) regardless of whether the consultant or employee worked on Goodwill business, 2) regardless of whether the termination of employment of consultant or employee was voluntary or involuntary, with or without cause, and 3) whether the position for which the consultant or employee is hired for by Goodwill is the same or similar to his or her role at Hartsook Companies, Inc. In the event that any court of competent jurisdiction finds the provisions of this paragraph to be too restrictive to be enforceable, the court shall redraw the provisions only as narrowly as is necessary so as to make them enforceable, it being the intention of the parties that this provision shall be as restrictive against the consultant as is lawful.

CONFIDENTIALITY: The Parties agree to hold any and all Confidential Information in trust and confidence and not to disclose to a third party or use any and all Confidential Information without prior written permission from the disclosing party. The “Confidential Information” disclosed under this Agreement means all information disclosed to, observed or otherwise obtained by The Parties, whether in oral, written, visual or electronic form, about any and all marketing analysis, programs, plans and/or ideas relating to The Parties’ products or operations in any form of presentations, discussions or communications, or about all products, programs, plans, profits, plants, processes, costs, technology, computer software or hardware or systems, research, areas of interest, equipment, operations, raw materials, trade secrets, or any other confidential or proprietary information of Goodwill or Hartsook and its parent companies, affiliates, subsidiaries, divisions or other business entities. Confidential Information includes all such information disclosed prior to, on, or after the date of this Agreement.

HANDLING OF CONTRIBUTIONS: At no time throughout this arrangement will Hartsook Companies or its representatives have custody of or manage any contributions received in support of Goodwill.

APPLICABLE LAW: This Agreement, and all of the rights and obligations of the Parties in connection with their relationship, shall be governed by and construed in accordance with the substantive laws of the State of Missouri without giving effect to principles relating to conflicts of laws.

ATTORNEYS’ FEES: In the event a lawsuit is instituted by either Party concerning a dispute under this Agreement, the prevailing party in such a lawsuit shall be entitled to recover from the losing party all reasonable attorneys’ fees, costs of suit and expenses (including the reasonable fees, costs and expenses of appeals), in addition to whatever damages or other relief the injured party is otherwise entitled to under law or equity.

ENTIRE AGREEMENT: This Agreement supersedes all prior agreements and understandings between the Parties to the extent that any such agreements or understandings conflict with the terms of this Agreement.

AMENDMENT AND WAIVER: This Agreement and each provision hereof may be amended, modified, supplemented or waived only by a written document specifically identifying this Agreement and signed by both Parties hereto.

SUCCESSORS AND ASSIGNS: Neither Party may assign this Agreement or any of such Party’s rights or obligations hereunder to any third party or entity, and this Agreement may not be involuntarily assigned or assigned by operation of law, without the prior

written consent of the non-assigning Party, which consent may be given or withheld by such non-assigning Party in the sole exercise of such Party's discretion. This Agreement shall be binding upon and inure to the benefit of each of the Parties hereto and their respective lawful successors and permitted assigns.

COUNTERPARTS: This Agreement may be executed in any number of counterparts, and each counterpart hereof shall be deemed to be an original instrument, but all counterparts hereof taken together shall constitute but a single instrument. Signatures provided by facsimile or in portable document format (a/k/a pdf) shall be as binding as original signatures.

AUTHORIZATION TO PROCEED AS DESCRIBED ABOVE:

Accepted on behalf Goodwill of Western Missouri
& Eastern Kansas

Date

Matthew J. Beem, President and CEO
Hartsook Companies, Inc.

PROSPECTUS

HARTSOOK





Providing Fundraising Counsel Worldwide, Hartsook Companies, Inc. has earned a reputation built on insight, integrity and achievement. Our success is based on the success we bring to our clients. Research, knowledge and best practices in the industry are at the heart of everything we do.



Led by President and CEO Matt Beem, Hartsook is one of the largest philanthropic consulting firms in the industry. Since 1987, Hartsook's professionals have provided services to 6,000 clients which include campaigns ranging from \$500,000 to more than \$1 billion.



As a full-service fundraising consulting firm, we offer a diverse range of services and enjoy an eclectic client base. Annually we provide counsel to more than 300 nonprofits—including leading local, national and international organizations—in the areas of social service, higher education, the arts, museums and libraries, healthcare and senior services, youth programs, religious institutions, recreation, conservation and more. Our highly skilled fundraising professionals offer sound strategies based on the best experiential and quantitative philanthropic practices.



Our mission is to provide every organization we serve with extraordinary fundraising expertise and service so they can, in turn, improve the lives of every person they serve.

Hartsook consultants subscribe to the best practices in philanthropy and fundraising including the Giving Institute's Professional Code of Ethics and Standards and Practices and the Association of Fundraising Professional's Donor Bill of Rights.

OUR GOAL AND DISTINCTION

Growing philanthropy in your community, and on behalf of your institution, is important to you. Growing philanthropy worldwide, and on behalf of every nonprofit organization, is essential to us.

While the basic tenets of fundraising do not change, trends, economies and political climates do change. Our involvement in and practical application of the latest research through the Hartsook Chair in Fundraising at the Indiana University Lilly Family School of Philanthropy and the Hartsook Institutes for Fundraising allows us to bring to clients the information and perspective needed to ensure success. You can be confident knowing that your Hartsook consultant is versed in the art of fundraising, but grounded in the science of fundraising to provide you insightful advice and conversant counsel.

Our goal is to increase philanthropy by 25 percent over the next 20 years by elevating the standards, preparedness and education of fundraisers and volunteer leaders. Improving the practice of fundraising is our philanthropy.

ROBERT F. HARTSOOK CHAIR IN FUNDRAISING



Adrian Sargeant, a leading international expert in fundraising research, was the first scholar to hold the Robert F. Hartsook Chair in Fundraising at the Lilly Family School of Philanthropy at Indiana University, the world's only endowed chair in the discipline. Adrian Sargeant is Professor of Fundraising at Plymouth University and the Director of the Centre for Sustainable Philanthropy. He is the world's foremost fundraising academic. He also holds visiting appointments at Avila University and the Australian Centre for Philanthropy and Non-profit Studies, Queensland University of Technology.

The Hartsook Institutes for Fundraising provides certification, a graduate degree, and continuing education opportunities. The curriculum ensures fundraising practitioners are well prepared to increase philanthropy on behalf of the nonprofits they serve. We are pleased that several seasoned Hartsook consultants will serve as adjunct faculty at these institutions.

THE HARTSOOK INSTITUTES FOR FUNDRAISING

Hartsook has long been committed to growing philanthropy. We believe doing so requires improving significantly the level of preparation of individuals entering the fundraising profession. The basis for training and educating fundraising professionals has been inconsistent for decades and, while certification efforts have been established by countless organizations, there is no consensus. There is an urgent need for the development of a research, and knowledge-based fundraising curriculum.

The Hartsook Institutes is our answer to that need. The new market-, research- and knowledge-based model pioneered by Adrian Sargeant, PhD—the Robert F. Hartsook Chair in Fundraising—will provide certification, a graduate degree, and continuing education opportunities. The curriculum will ensure fundraising practitioners are well prepared to increase philanthropy on behalf of the nonprofits they serve. We are pleased that several seasoned Hartsook consultants will serve as adjunct faculty at these institutions.



OUR TEAM AND LOCATIONS



Our standards are exceptionally high. We look nationwide for proven fundraising professionals with intelligence, knowledge, personality and ethics. Each of our consultants has at least a decade's worth of professional fundraising success; many are accomplished authors, presenters and leaders in our industry.

For a more detailed look at our consultants and staff, please visit our website.



United States of America

Portland, Ore.
San Francisco
Santa Barbara, Calif.
San Diego
Phoenix
Albuquerque, N.M.
Wichita, Kan.
Kansas City
Oklahoma City
Tulsa, Okla.
Dallas
Columbia, Mo.

Bentonville, Ark.
Fayetteville, Ark.
Shreveport, La.
Minneapolis
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Washington D.C.

Richmond, Va.
Winston-Salem, N.C.
Greensboro, N.C.
Raleigh, N.C.
Wilmington, N.C.
Wrightsville Beach, N.C.
Columbia, S.C.
Charleston, S.C.
Greenville, S.C.
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Miami

COMPANY LEADERSHIP



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Jaime Roberto Zablah Siri
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Other consultants are retained for specific purposes.
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Brian Pauls
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Tom Waters
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Kansas City



Tammy Weinman
Director of Support Services
Wichita, Kan.
tammy@hartsookcompanies.com

Other consultants are retained for specific purposes.
For full biographies, please visit our website: www.hartsookcompanies.com.

STRATEGIC PARTNERS AND RELATIONSHIPS

In our purposeful quest to ensure access to the best fundraising-related services and information, we have developed professional partnerships with some of the most respected names in fundraising, including:

Target Analytics

Ryen Greer
Executive Vice President
Charleston, S.C

Barkley USA

Mike Swenson
Executive Vice President
Kansas City

The NonProfit Times

Paul Clolery
Vice President & Editorial Director
Morris Plains, N.J.

Centre for Sustainable Philanthropy

Adrian Sargeant, PhD
Curriculum Consultant
Hartsook Institutes for Fundraising
Plymouth, United Kingdom

Bryan Cave LLP

Herbert Kohn, JD
Legal Counsel
Kansas City

Philanthropy Journal

Todd Cohen
Editor & Publisher
Raleigh, N.C.

ASR Media

Nashville, Tenn.

Menke & Associates

Victor Alam
ESOP Counsel
San Francisco

BOARD OF DIRECTORS AND ADVISORY BOARD OF DIRECTORS

Hartsook Companies, Inc., is governed by an appointed Board of Directors. Additionally, an Advisory Board of Directors was created to provide counsel on company direction and focus.



Don H. Alexander
(Kansas City)
President
Don H. Alexander and Associates, Inc.

Mr. Alexander enjoys a long history as a senior executive in finance and industry and currently leads the private investment firm that bears his name. He sits on the International Advisory Board of the Universities

Nyenrode Business College of The Netherlands. He also is a member of the Board of Trustees of Avila University and Board of Regents of Rockhurst University, as well as a member of the Board of Truman Medical Center and the Harry S. Truman Library Institute. He served as Honorary Consul for The Netherlands from 1968 to 1992.



Larry Edward Penley, PhD
(Denver)
Managing Partner
The Hayes Group International

Dr. Penley is a Managing Partner with The Hayes Group International. Having served as President of Colorado State University, Chancellor of the Colorado State University System, and Dean of the W. P. Carey School of Business at Arizona State University, his higher education leadership has been marked by strategic collaboration across boundaries—academic, community and business. His experience includes serving as consultant and trainer to a variety of organizations, primarily in the areas of human resources and organizational development.

Larry holds the Ph. D. in management from the University of Georgia; his bachelor's and master's degrees are from Wake Forest University.



Robert F. Hartsook, JD, EdD*
(Wrightsville Beach, N.C.)
Chairman
Hartsook Companies, Inc.

Dr. Hartsook is considered one of the country's leading experts in philanthropy. He is a best-selling author and well-respected speaker, as well as a recognized expert in major-gift acquisition. Since Dr. Hartsook founded Hartsook Companies in

1987, the firm's professionals have provided counsel to more than 2,000 nonprofits nationwide. He serves as Chairman and CEO of the Corporate and Advisory Boards.

**Governing Board of Directors*

SERVICES AND PRODUCTS

Hartsook has a long-standing commitment to include fundraising research and best practices in developing applications that create fundraising opportunity. You will see that many of our services and products have not only been tested by time, but also through practical application and research.

Our proprietary **Integrated Fundraising CampaignSM** is the comprehensive capstone of our service portfolio. It blends the best strategies of capital and endowment campaigns with a goal of increasing operating support. It builds capacity, relationships, confidence and a solid path to long-term fundraising success.

The **Pre-Integrated Campaign Study** asks the tough questions, confirms the viability and sets the stage for success. The Campaign Readiness Review determines your organization's ability to handle the additional responsibilities that arise during a campaign. Case Statement Development provides a persuasive document that presents your case for support. Campaign Assessment identifies key campaign supporters and recommends an achievable goal and time line.

Capital or endowment campaign counsel allows you to attract substantial support without compromising annual giving. We facilitate campaign strategy and plan development, as well as the identification, cultivation and enlistment of leadership.

Initiative fundraising focuses on strategies and tools to increase your donors and dollars for ongoing operations and programming and can be adapted to annual and endowment campaigns.

Estate planning counsel provides substantial opportunity for your growth and long-term security. At the same time, a strong estate planning program reduces your reliance on ongoing campaigns and special events.

Fundraising ManagementSM is an effective alternative for organizations that want to "outsource" the most qualified, self-managed fundraising professionals. In this relationship, we assign a multi-disciplinary Fundraising Management Team to your initiative. We take full responsibility for successfully leading your development program and are accountable to the established fundraising benchmarks. This approach provides you our full, diverse expertise and gives you confidence that your sophisticated team will not only raise necessary funds, but build relationships for the long haul.



Comprehensive annual development plan delivers a tailored organizational overview for your development plan and fundraising operations. This intense day of counseling provides targeted observations and detailed recommendations to motivate your organization to raise more money.

Grant writing support helps you tackle that important, but often time-consuming, job of seeking foundation and government funding. Besides the writing, we help develop new sources of funding while increasing existing grants through education, research and detail management.

Board development prepares and strengthens key volunteers for their role as fundraisers and leaders.

Training and mentoring offers formal and informal opportunities for skill building, resource development and problem solving—tools your team needs to strengthen its operations, focus and success.

Strategic planning guides your organization through the big picture. It refines vision and mission, relevance and direction, brand and benefits, and much more. Research-based, strategic planning builds the roadmap to your future.

Prospect research helps you identify key individuals with the capacity to provide significant financial support and the potential interest to do so.

Candidate search and screening helps you define, seek, identify, screen and select key professional and volunteer leadership for your organization.

FUNDRAISING BOOKS

From best-selling books to sold-out seminars, Hartsook provides you—and the industry as a whole—outstanding resources for professional development. Our website (www.hartsookcompanies.com) includes a current calendar of upcoming seminars and presentations, as well as a list of our writings, case studies, newsletters and books. Books can now also be found on Kindle.

Kindle is a trademark of Amazon.com, Inc.

BOOKS

\$231 Billion Raised and Counting

has the potential to influence a new generation of fundraisers in how they view the profession and grow philanthropy. Strategies shared are the culmination of Bob Hartsook's many years as a fundraiser, consultant, and philanthropist—as he brings together insights from the many consultants who make up the Hartsook team. 233 pages. (2016, ASR Media)

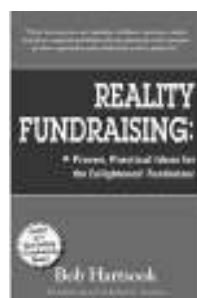


Fundraising Leadership: The Essential Guide for Nonprofit Board Members Who Want to Make a Lasting Difference

an exciting new book by Karin L. Cox - is the definitive source for empowering board members to become pro-active fundraising leaders. 70 pages. (2013, ASR Media)

Performance-Driven Fundraising: Taking Control of Your Success

Matt Beem's first solo book is insightful text that will accelerate anyone's learning curve and serve as a handy, yet entertaining, reference tool for new and seasoned fundraisers. 115 pages. (2010, ASR Media)



Reality Fundraising: Proven, Practical Ideas for the Enlightened Fundraiser

More than 200 fundraisers from across the country and beyond lend their best practices and great ideas. Some are brilliant, others quite simple. But all are shared by professionals with a passion for their organization and a dedication to their profession. 177 pages. (2005, ASR Media)



On the Money! is an enlightening collection of success stories from nonprofit fundraising campaigns nationwide. It illuminates 25 successful funding campaigns by dynamic and effective organizations, along with Consultants' Tips—lessons learned from those who managed the projects, which are easily applied to any nonprofit. 223 pages. (2004, ASR Media)

Nobody Wants to Give Money Away!

is perhaps Bob Hartsook's most insightful book. Reviewers call it motivating, entertaining and right on target. Through stories from more than two decades of fundraising experience, Bob explores the nine fundraising truths essential to success. Illustrations by Mark Litzler. 127 pages. (2002, ASR Media)



Getting your Ducks in a Row!

combines the in-depth knowledge of a textbook with humor, interest and enthusiasm. The book brings together more than 20 outstanding authors and sources providing a toolbox of fund-raising strategies. 240 pages. (2001, ASR Media)

How to Get Million Dollar Gifts and Have Donors Thank You!

recounts 101 real-life stories of million-dollar gifts made by average Americans. 281 pages. (1999, ASR Media)



Closing that Gift!

Bob Hartsook's first book, now in its third printing, has attained critical acclaim and sales success since its initial publication. Reviewers have said: "impressive, an important hands-on guide; serious fundraisers won't just read this book, they'll use it every day." 160 pages. (1998, ASR Media)

Not On This Board You Don't

(1997, Bonus Books, Inc.) is an eye-opening volume every trustee will want to read and re-read. Written by Arthur Frantzreb, who is considered by many the dean of philanthropic consulting, it details responsibilities and characteristics that challenge a responsible trustee and leader. 255 pages.



OTHER RESOURCES

NEWSLETTERS

Hartsook Companies, Inc. produces two electronic newsletters for subscribers. For a complimentary subscription, contact via e-mail info@hartsookcompanies.com.

Strategies for *Success*

Strategies for Success is a review of smart ideas presented by our consultants. It also includes a best practice from the Hartsook Best Practices Collection.

eHARTSOOK on philanthropy

eHartsook on Philanthropy is a publication highlighting client success stories and kudos. It also contains an excerpt from the Hartsook Best Practices Collection and other news from our firm.

GUEST COLUMNIST

A regular guest columnist for *The Examiner* newspaper, Hartsook President and CEO Matt Beem's column, "The Power of Philanthropy," uses stories to convey simple but powerful messages about philanthropy, fundraising and the power of relationships.



LESSONS FROM BOB'S BLOG

Count on candid perceptions from Bob Hartsook as he shares what's on his mind regarding fundraising, philanthropy and related issues. Post your thoughts!

THE HARTSOOK BEST PRACTICES COLLECTIONSM

Best practices make the best organizations even better. They confirm good thinking and reinforce smart processes. They strengthen relationships and secure bottom lines.

Begun with a survey at the 2002 International conference of the Associations of Fundraising Professionals, we have collected 200 best practices and great ideas from throughout the US in our "Hartsook Best Practices CollectionSM." We continually add to the collection and encourage you to visit and submit your own best practice. ideas for organizational improvement.

The Hartsook Best Practices Collection is on our website at: www.hartsookcompanies.com

OTHER WRITINGS

Philanthropy and related issues generate significant research and study. Our professionals' views are widely solicited by national publications, magazines and journals. Among the topics about which we have written: annual giving, capital campaigns, endowments, grantsmanship, research, planned giving, cultivation, solicitation, board development, philanthropic management, volunteerism, major gifts, marketing and recognition. Most are available through ASR Media (www.ASRmedia.com).

SEMINARS AND WORKSHOPS

Our professionals are invited regularly to present at professional meetings and national conferences. We consistently reap top reviews for insight, motivation, practicality and engagement. Topics range from the Integrated Fundraising CampaignSM to strategic time lines, from mission and brand building to board development, endowment efforts, ethics and other contemporary issues. Regularly, we produce a seminar series in select communities. For a calendar of our upcoming seminars and speaking engagements, visit: www.hartsookcompanies.com



An Employee-Owned Company

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Ft. Myers, Fla. | Greensboro, N.C. | Greenville, S.C. | Indianapolis | Kansas City | London, United Kingdom | Miami | Milwaukee | Minneapolis | New York City | Oklahoma City
Phoenix | Portland, Maine | Portland, Ore. | Plymouth, United Kingdom | Raleigh, N.C. | Richmond, Va. | San Diego | San Francisco | San Salvador, El Salvador | Santa Barbara, Calif.
Shreveport, La. | Toronto, Canada | Tulsa, Okla. | Washington D.C. | Wichita, Kan. | Wilmington, N.C. | Winston-Salem, N.C. | Wrightsville Beach, N.C.

Hartsook

Extraordinary Results.

OUR CLIENTS



HARTSOOK

Fundraising Counsel WorldwideSM

An Employee-Owned Company

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Phoenix | Portland, Maine | Portland, Ore. | Plymouth, United Kingdom | Raleigh, N.C. | Richmond, Va. | San Diego | San Francisco | San Salvador, El Salvador | Santa Barbara, Calif.
Shreveport, La. | Toronto, Canada | Tulsa, Okla. | Washington D.C. | Wichita, Kan. | Wilmington, N.C. | Winston-Salem, N.C. | Wrightsville Beach, N.C.

*Hartsook Companies, Inc. is one of America's largest fundraising consulting firms.
We have enhanced our strength by acquiring several outstanding consulting firms over the past few years.
This list codes our clients by the name of the original firm serving the organization.*

Social Services

12 & 12, Inc. ¹	Cerebral Palsy Research Foundation of Kansas ¹
Ability First ²	Child Abuse Prevention Services of Elkhart County ¹
Adult Development Center Legacy Foundation ¹	Child And Parent Services ¹
Albuquerque Rescue Mission ³	Children's Center Campus ¹
Alliance for People With Disabilities ¹	Children's Center for the Visually Impaired ¹
All Faiths Receiving Home ³	Children's TLC ¹
Alcohol & Drug Services of Guilford ¹	Christian Family Services of the Midwest, Inc. ¹
Alphapointe Association for the Blind ¹	Circle of Life Hospice ¹
American Indian Heritage Foundation ²	Community Crisis Center ¹
American Red Cross, Bay Area Chapter ³	Community Foundation of Acadiana ¹
American Red Cross, Catawba Valley Chapter ¹	Community Foundation of Greater Greensboro ¹
American Red Cross, Centex Chapter ³	Community Services League ¹
American Red Cross, Central Arkansas Chapter ³	Construyendo Comunidades Integrales ¹
American Red Cross, Central Mississippi Chapter ³	Corner House ¹
American Red Cross, Daytona Area Chapter ³	Cowley County Mental Health & Counseling Center ¹
American Red Cross, El Paso Area Chapter ³	Cross-Lines Community Outreach ¹
American Red Cross, Leavenworth County Chapter ¹	Della Lamb Community Services ¹
American Red Cross, Mid-Rio Grande Chapter ¹	Developing Potential, Inc. ¹
American Red Cross, Midland Empire Chapter ¹	Domestic Violence Intervention Services, Inc. ¹
American Red Cross, Midway-Kansas Chapter ¹	Doorway, Inc. ¹
American Red Cross, National ³	DOVES, Inc. ¹
American Red Cross of Northern Illinois ⁵	Eagle Nest, Inc. ¹
American Red Cross, Treasure Valley Chapter ³	Endowment for Human Development ¹
America's Second Harvest of Greater St. Joseph ^{4,1}	Faith Mission of Elkhart ¹
Angel Flight America, Inc. ¹	Family Consultation Services ¹
Angel Flight Central, Inc. ¹	Family Guidance Center for Behavioral Healthcare ¹
ARCA Foundation ¹	Family Service and Guidance Center ¹
Arkansas Foodbank Network ¹	Feeding America San Diego ¹
Australia Mission Centre ¹	Fever Relief Fund ¹
Barrett Foundation, Inc. ¹	First Call Alcohol/Drug Prevention and Recovery ¹
Blue Hills Community Services ¹	Friendship Home of Lincoln ¹
Boone County Family Resource Center ¹	Fundación Ficohsa ¹
CareLink ¹	FUNDASALVA ¹
Carthage Crisis Center ¹	FUSADES ¹
Catholic Charities of New Mexico ³	FUSAL ¹
Catholic Social Services ¹	Gatesway, Inc. ¹
CASA of South Central Kentucky ¹	Good Samaritan Center of Excelsior Springs ¹
Center for Civic Values ³	Goodwill Industries (Albuquerque, NM) ¹
Center for Conflict Resolution ¹	Goodwill Industries (Kansas City, MO) ²
Central Missouri Food Bank ¹	Greater Baton Rouge Food Bank ¹
	Happy Hands Early Childhood Development Center ¹

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Harvesters–The Community Food Network¹
 Heartland SPCA¹
 Helping Hand of Goodwill Industries¹
 Hetlinger Development Services¹
 Holy Angels, Inc.¹
 Holy Angels Residential Facility¹
 Hope Faith Ministries¹
 Hope House Inc.¹
 Human Spirits Initiative⁷
 Humane Society of Greater Kansas City¹
 Inter-Faith Ministries¹
 Kansas Career Pipeline¹
 Kansas City House of Hope¹
 Kansas City Rescue Mission¹
 Kansas Elks Training Center²
 Kansas Food Bank¹
 Kay County Council for the Opportunity Center¹
 KidsTLC¹
 KSDS, Inc.¹
 Lakemary Center¹
 Mercy Housing, Inc.³
 Metropolitan Lutheran Ministry¹
 Midwest Foster Care and Adoption Association¹
 Mission 615¹
 Mt. Carmel Redevelopment Corp., Inc.¹
 Namaste Child and Family Development³
 National Center – Housing Management²
 National 4-H Council²
 National Governors Association²
 Navy Marine Coast Guard Residence Foundation²
 Neighborhood Housing Services of Albuquerque³
 NewBeginnings Women's Center¹
 Old Fort Homeless Coalition¹
 Open Avenues¹
 Open Hands³
 Outreach International⁷
 Ozarks Food Harvest¹
 Phoenix Programs, Inc.¹
 PossAbilities of Southern Minnesota⁵
 Prairie View, Inc.¹
 Providence House¹
 Renaissance West¹
 reStart, Inc.¹
 Riley County United Way⁶
 Ronald McDonald House¹
 Rose Brooks Center¹

Russell Child Development Center¹
 SAFEHOME, Inc.¹
 Sanctuary House¹
 Second Harvest Food Bank of East Central Indiana¹
 Second Harvest Food Bank of the Inland Northwest¹
 Second Harvest of Greater St. Joseph¹
 Senior Services, Inc.¹
 SHARE, Inc.⁴
 Sheltered Living, Inc.¹
 Soles4Souls, Inc.¹
 Special Additions¹
 Special Olympics Iowa¹
 Special Olympics Kansas¹
 Special Olympics Oklahoma¹
 Spring River Mental Health & Wellness, Inc.¹
 Stillwater Domestic Violence Service¹
 Sunflower Diversified Services¹
 Sunflower House¹
 Sustainable Hope International¹
 The Adoption Exchange¹
 The Capper Foundation¹
 The Guidance Center¹
 The Healing Place¹
 The Laurel Center¹
 The Salvation Army Adult Rehab Center¹
 The Salvation Army Burlington Corps¹
 The Salvation Army Fox Cities¹
 The Salvation Army Monroe Corps¹
 The Salvation Army of Council Bluffs¹
 The Salvation Army of Decatur¹
 The Salvation Army of Eastern Jackson County¹
 The Salvation Army of Hutchinson¹
 The Salvation Army of Iowa City¹
 The Salvation Army of Greater Kansas City¹
 The Salvation Army of Kansas and Western Missouri¹
 The Salvation Army of Lawrence¹
 The Salvation Army of Metropolitan Detroit¹
 The Salvation Army of Minnesota¹
 The Salvation Army of Norfolk¹
 The Salvation Army of Oklahoma City³
 The Salvation Army Ozark Area Coordination¹
 The Salvation Army of Rochester¹
 The Salvation Army Springfield Corps¹
 The Salvation Army of St. Joseph¹
 The Salvation Army of Topeka Citadel¹
 The Salvation Army of Washtenaw County¹

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The Salvation Army of Williamsburg¹
 The Salvation Army Ypsilanti¹
 Topeka Day Care¹
 Tri-County CAP, Inc.¹
 Tri-County Mental Health Services¹
 Turning Point¹
 United Neighborhood Houses of New York²
 United Service Organization, Inc. (USO)²
 United Way of Escambia County¹
 United Way of Elkhart County¹
 United Way of Story County^{1,6}
 Urban Coalition²
 Valley Hope Association¹
 Victory in the Valley¹
 Warren Village¹
 West Dallas Neighborhood Development Corporation²
 Women's Resource Center of Greensboro¹
 World Food Prize Foundation¹
 World Neighbors International²
 Wyandotte Interfaith Sponsoring Council¹
 York Place¹

Youth Services

American Legion Children's Home¹
 Big Brothers Big Sisters of Albuquerque³
 Big Brothers Big Sisters of Greater Kansas City¹
 Boy Scouts of America Blackhawk Area Council¹
 Boy Scouts of America Boston Minuteman Council¹
 Boy Scouts of America Cradle of Liberty Council¹
 Boy Scouts of America Crater Lake Council¹
 Boy Scouts of America Dan Beard Council¹
 Boy Scouts of America Grand Canyon Council¹
 Boy Scouts of America Grand Teton Council¹
 Boy Scouts of America Greater Cleveland Council¹
 Boy Scouts of America Greenwich Council¹
 Boy Scouts of America Heart of America Council¹
 Boy Scouts of America Hudson Valley Council¹
 Boy Scouts of America Mississippi Valley Council¹
 Boy Scouts of America National Capital Area Council¹
 Boy Scouts of America National Council¹
 Boy Scouts of America Northern New Jersey Council¹
 Boy Scouts of America PeeDee Area Council¹
 Boy Scouts of America Pine Burr Area Council¹
 Boy Scouts of America Quivira Council¹
 Boy Scouts of America Susquehanna Council¹
 Boy Scouts of America Trails West Council¹
 Boy Scouts of America Transatlantic Council¹
 Boy Scouts of America Westark Council¹
 Boy Scouts of America Western Los Angeles Council¹
 Boy Scouts of America Westchester-Putnam Council¹
 Boys and Girls Club of the Emerald Coast¹
 Boys and Girls Club, Glasgow-Barren County¹
 Boys & Girls Club of Delaware County¹
 Boys & Girls Clubs of Eastern Jackson County⁴
 Boys & Girls Clubs of Greater Kansas City¹
 Boys & Girls Clubs of McAlester, Oklahoma¹
 Boys & Girls Clubs of Rochester⁵
 Boys & Girls Clubs of the Emerald Coast¹
 Boys and Girls Town of Missouri¹
 Camp Chippewa¹
 Camp Fire USA^{2,1}
 Camp Fire USA Heartland Council¹
 Camp Fire USA Inland Northwest Council¹
 Camp Tecumseh YMCA¹
 Camp Wood YMCA¹
 Child Advocacy Commission¹
 Children's Grief Center of El Paso¹
 Coanil Fundacion¹
 Community Children's Project¹
 Conn Memorial Foundation²
 Curious Minds Discovery Zone¹
 DeMolay International¹
 Don Bosco Centers¹
 Emerald Coast Children's Advocacy Center¹
 Florence Crittenton Services¹
 Fundacion María Ayuda¹
 Geneva Hills¹
 Girl Scout Council of the Bluestem Area¹
 Girl Scout Council of the Magic Empire¹
 Girl Scouts Great Plains Council¹
 Girl Scouts of Central Kansas, Inc.¹
 Girl Scouts of the Kaw Valley Council¹
 Girl Scouts of the Mid-Continent Council¹
 Girl Scouts of the Midland Empire¹
 Girl Scouts of the Ozark Area Council¹
 Girl Scouts of the USA²
 Girl Scouts of the Wichita Area Council¹
 Girl Scouts Red Lands Council¹
 Girl Scouts Rock River Valley¹
 Girl Scouts Tiak Council¹
 Girls, Inc.²
 Great Plains Girl Scout Council¹

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Happy Hands, Inc.¹
 Heartland Presbyterian Center¹
 Iowa Council for Camp Fire Boys & Girls¹
 Junior Achievement, Inc.²
 Junior Achievement of Middle America¹
 Kansas CASA Association¹
 Kansas Children's Service League¹
 Keys Youth Services¹
 Marillac Center for Children¹
 Maude Carpenter Children's Center¹
 National Inclusion Project¹
 Peppers Ranch¹
 Prevent Child Abuse North Carolina¹
 Protectora de La Infancia¹
 San Antonio Family Endeavors¹
 Sedgwick County 4-H Achievement Foundation¹
 Skate Boone, Inc.¹
 South Texas Children's Home¹
 Sunflower House¹
 Tara Hall Home for Boys¹
 The Children's Aid Society²
 The Parenting Place¹
 The Villages¹
 TLC for Children and Families, Inc.¹
 Troop 374 Alumni & Friends Association¹
 Tulsa Boys' Home¹
 USA Institute of Sports¹
 Wichita Children's Home¹
 Wilderness Retreat and Development Center¹
 Wildwood Outdoor Education Center¹
 YMCA of Greensboro¹
 YMCA of Metro Chicago²
 YMCA of Southern Nevada¹
 YMCA of Tulsa¹
 YWCA Cass Clay¹
 YWCA of Fargo-Moorhead¹
 YWCA of Kansas City¹
 YWCA of Sioux Falls¹
 YWCA of Topeka¹
 YWCA of Tulsa¹
 York Place¹
 Youth Bridge, Inc.¹
 Youth & Shelter Services, Inc.¹
 Youth Development, Inc.³
 Youth Entrepreneurs of Kansas¹
 Youth Excited about Sports - Y.E.S.¹

Youth Leadership Foundation⁶
 Youth Services of Tulsa¹
 Youth Volunteer Corps of America^{1,2}
 Youthville²

Healthcare/Senior Services

Adult Center for Enrichment¹
 African Medical & Research Foundation²
 Air Force Enlisted Village¹
 Albuquerque Health Care for the Homeless³
 Albuquerque Meals on Wheels, Inc.³
 Allen County Healthcare Foundation¹
 American Lung Association of Oklahoma¹
 American Medical Overseas Relief¹
 Arkansas Hospice Foundation¹
 Asante Healthcare System³
 Asbury Methodist Village²
 Barnes-Jewish Hospital Foundation²
 Bishop Spencer Place¹
 Blue Ridge Speech and Hearing Center¹
 Bradley Hospital²
 Brewster Foundation¹
 Brewster Place¹
 Bridges to Wellness¹
 Brigham and Women's Hospital²
 Callier Center for Communication Disorders²
 Caring, Inc.²
 Casa Esperanza, Inc.³
 Center for Courageous Kids¹
 Central Kansas Medical Center Foundation¹
 Children's Mercy Hospital Foundation^{1,2}
 Children's Specialized Hospital²
 Cincinnati Children's Hospital Medical Center²
 Circle of Life Hospice¹
 Community Blood Center of Kansas City¹
 Community Caring, Inc.¹
 Community Hospice Foundation¹
 Convalescent Home for Children²
 Crouse Health Foundation²
 Douglas County Visiting Nurses and Hospice Care¹
 Duval County Medical Society¹
 Enteric Solutions¹
 Envision¹
 Ephraim McDowell Regional Medical Center²
 Epworth Villa¹
 Family Guidance Center for Behavioral Healthcare¹

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Florida Hospital West Florida Region Foundation¹
 Foundation at Florida Hospital Tampa¹
 Foundation for Human Ecology, Lutheran Medical Center²
 Foundation for Shawnee Mission Health, The¹
 Foundation on Aging¹
 Franklin County Mental Health¹
 Full Circle Senior Adult Day Center¹
 Grandma's Alzheimer's¹
 Greencroft, Inc.¹
 Hamot Health Foundation¹
 Hand In Hand Homecare & Hospice¹
 Hartford Hospital²
 Health Ministries of Harvey County, Inc.¹
 Helping Hands Therapeutic Riding Center¹
 Hertzler Research Foundation²
 H. Lee Moffitt Cancer Center & Research Institute²
 Hillcrest Medical Center Foundation¹
 Hirsche Smiles Foundation¹
 Homecare & Hospice Foundation, Inc.¹
 Home Health and Hospice Care, Inc.¹
 Hospice Center, Inc.¹
 Hunter Health Clinic, Inc.¹
 Hunter's Hope Foundation¹
 International Learning Center for Special Surgery¹
 Jefferson Health System²
 Kansas Autism Training Center, Inc.¹
 Kansas Chapter of American Academy of Pediatrics¹
 Kansas Chiropractic Foundation¹
 Kansas City Hospice & Palliative Care¹
 Kansas City United Methodist Retirement Home,
 dba Kingswood¹
 Kansas Learning Center for Health¹
 Kennedy Krieger Institute²
 Kidron Bethel Retirement Services, Inc.¹
 Kingswood Senior Living Community¹
 KVC Behavioral HealthCare¹
 Lawrence Memorial Hospital Endowment Association¹
 Leukemia Research Foundation²
 Liberty Hospital Foundation¹
 Meadows Mennonite Retirement²
 Mental Health Association South Central Kansas¹
 Metropolitan Medical Health Foundation¹
 Midland Hospice Care, Inc.¹
 Monmouth Medical Center²
 Mount Sinai Hospital²

Muskogee Regional Medical Center²
 Nash Health Care Foundation¹
 National Council on Radiation²
 National Foundation for Infectious Diseases¹
 National Kidney Foundation¹
 New Mexico Head Injury Foundation³
 New York Methodist Hospital²
 North Central Mental Health Services²
 North Kansas City Hospital¹
 Okmulgee Memorial Hospital Foundation¹
 Olathe Medical Center Charitable Foundation¹
 Panama Missions Medical Clinic¹
 Pan American Health Organization²
 Parkview Home¹
 Patch Adams, MD & Gesundheit! Institute¹
 PDK Foundation²
 Pleasantview Home¹
 Pratt Health Foundation¹
 Pratt Regional Medical Center Foundation¹
 Rex Healthcare¹
 Rose Brooks Center¹
 Saint Luke's Hospital Foundation^{1,2}
 Samuel U. Rodgers Community Health Center¹
 Shepherd's Center of Raytown²
 Shepherd's Centers of America¹
 Sisters of Charity of Leavenworth Health System¹
 Sisters of Mercy Health System^{2,1}
 Southwest Center for Independent Living¹
 Southwest Medical Center¹
 South Wind Hospice¹
 Spelman Medical Foundation¹
 SSM St. Joseph Health Center Foundation¹
 St. Anthony's Hospital²
 St. Elizabeth Medical Foundation²
 St. Joseph Healthcare Foundation¹
 St. Luke's-Shawnee Mission System²
 Susan B. Allen Memorial Hospital¹
 Swope Community Enterprises¹
 Tabitha Health Care Foundation¹
 The Center for Courageous Kids¹
 The Children's SPOT at St. Luke's Hospital¹
 The Groves¹
 The Henry H. Kessler Foundation, Inc.²
 The Research Foundation¹
 T.J. Community Mission Foundation¹
 Truman Medical Center Charitable Foundation¹

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Truman Medical Center Lakewood¹
 Truman Medical Chisholm Learning Center¹
 Tufts New England Medical Center²
 United Methodist Homes¹
 Valley View Retirement Center²
 Village Shalom, Inc.¹
 Waterbury Hospital²
 Wellmont-Holston Valley Hospital and Medical Center²
 Wesley Medical Research Institutes²
 Western Missouri Medical Center¹
 Wheat State Manor, Inc.¹

Museums/Cultural Centers

Albuquerque Hispano Chamber of Commerce³
 Albuquerque Museum Foundation³
 Allentown Art Museum²
 American Banjo Museum¹
 Big Vision-Tampa¹
 Boston Museum of Science²
 California Historical Society¹
 Chanute Depot Restoration¹
 Chanute Public Library¹
 Cherokee National Historical Society²
 Children's Museum of Kansas City²
 Children's Museum of Wilmington¹
 Chinese Cultural Center of America¹
 Cincinnati Art Museum²
 Columbia Cultural Trust²
 Community at the Burford¹
 Dakota Territorial Museum¹
 Eisenhower Foundation¹
 Healdsburg Museum¹
 Emporia Arts Council¹
 Exploration Place, Inc.^{2,1}
 Frontier Army Museum²
 Fund for Folk Culture³
 Georgia O'Keeffe Museum³
 Ghost-Ranch Living Museum³
 Graphic Arts Technical Association²
 Greensboro Children's Museum¹
 Guadalupe Center, Inc.¹
 Huck Boyd Foundation¹
 Indianapolis Museum of Art²
 Jackson County Historical Society⁴
 Jasmine Moran Children's Museum¹
 Johnson County Museum¹
 Joplin Museum Complex¹
 Joslyn Art Museum²
 Kansas African American Museum¹
 Kansas Aviation Museum¹
 Kansas City Kansas Chamber Foundation¹
 Kansas City Museum Association²
 Kansas City Zoo¹
 Kansas International Museum¹
 LaQuinta Arts Foundation¹
 Leonardo's Discovery Warehouse¹
 Lexington Auditorium Association¹
 Linda Hall Library of Science²
 Live in Lexington¹
 Martin Luther King Center¹
 Martin & Osa Johnson Safari Museum¹
 Milwaukee Art Museum²
 Museum of Prairiefire¹
 Museum of the Great Plains¹
 Museums of Oglebay Institute²
 National Cable Television Center & Museum¹
 National Corvette Museum¹
 National Frontier Trails Museum¹
 National Mascot Hall of Fame¹
 National Museum of Nuclear Science and History¹
 National Trust – Historic Preservation²
 National World War I Museum¹
 Negro Leagues Baseball Museum¹
 New York State Council on the Arts²
 Old Cowtown Museum¹
 OMNIPLEX¹
 Peabody Essex Museum²
 Peale Museum²
 Penobscot Marine Museum²
 Pinmarin Children's Museum¹
 Preservation Renaissance Independence⁴
 Rogers Historical Museum¹
 San Antonio Museum²
 Science Center of Iowa¹
 Science City at Union Station/Kansas City Museum¹
 Science Pioneers¹
 Seattle Art Museum²
 St. Louis Children's Aquarium¹
 State Historical Society of Missouri¹
 Telluride Historical Museum³
 The Cable Center¹
 The Center for the Study of the Korean War⁴

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The Children's Peace Pavilion⁴
 The Children's Museum of Wilmington¹
 The Danish Immigrant Museum¹
 The Henry Morrison Flagler Museum²
 The Heritage Foundation¹
 The Nelson-Atkins Museum of Art^{1,2}
 The Philbrook Museum of Art^{1,2}
 The Harry S. Truman Institute for National &
 International Affairs^{1,2}
 The Highland Center¹
 Toledo Museum of Art²
 Tulsa Air and Space Museum¹
 Union Station Kansas City¹
 Warrensburg Main Street¹
 Western Heritage Museum²
 Wichita Center for the Arts²
 Wichita-Sedgwick County Historical Museum¹
 Wichita Symphony Orchestra¹
 William Inge Center for the Arts¹
 WHQR Public Radio¹
 Wonderscope Children's Museum¹

Performing Arts

American National Theatre Academy¹
 Arts & Education Council²
 Carolina Ballet, Inc.¹
 Chamber Orchestra of Albuquerque³
 Columbian Theatre Foundation¹
 Community Theatre of Greensboro¹
 Desert Chorale¹
 Emporia Arts Council¹
 Emporia Granada Theatre Alliance¹
 Folly Theater¹
 Interlochen Center for the Arts¹
 Jubilados³
 Kansas City School of the Arts¹
 Kansas City Symphony²
 Kauffman Center for the Performing Arts¹
 LaCrosse Community Theatre⁵
 Lensic Performing Arts Center³
 Lyric Opera of Kansas City¹
 Mesa Arts and Entertainment Center¹
 McPherson Opera House Preservation Company¹
 Mid-America Arts Alliance¹
 Minnesota Orchestral Association²
 Music/Arts Institute¹

Music Theatre of Wichita¹
 National Dance Institute of New Mexico¹
 New Mexico Symphony Orchestra³
 New York State Council on the Arts²
 North Carolina Symphony¹
 Rochester Civic Theatre⁵
 Santa Fe Chamber Music Festival³
 Santa Fe Festival Ballet³
 Santa Fe Symphony Foundation³
 SKyPAC¹
 Starlight Theatre¹
 The Actors' Gang¹
 The Burford Project¹
 The Mountain Laurel Center for the Performing Arts³
 The Santa Fe Opera³
 Topeka Performing Arts Center¹
 Tulsa Ballet Theatre, Inc.¹
 Very Special Arts of New Mexico³
 Young Audiences¹
 Young Audiences of San Diego¹

Universities and Colleges/ Higher Education

Albion College²
 Alfred University²
 Allegheny College²
 Allen County Community College¹
 Alverno College²
 American Graduate School²
 American University²
 Antioch College²
 Aquinas College²
 Ardmore Higher Education Center¹
 Arkansas State University²
 Army and Navy Academy¹
 Auburn University²
 Austin College²
 Averett University²
 Avila University¹
 Babson College²
 Baker University¹
 Bank Street College²
 Barton County Community College¹
 Bard College²
 Beaver College²
 Becker Junior College²

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Beloit College²
 Benedictine College¹
 Bennington College²
 Berea College²
 Berry College²
 Bethel College²
 Black Hills State University Foundation¹
 Bloomfield College²
 Briarcliff College²
 Buena Vista College²
 Cambridge College²
 Capital University²
 Carleton College²
 Carlos Albizu University¹
 Carlow College²
 Catholic University²
 Central Missouri State University¹
 Centre College²
 Chadron State Foundation¹
 Chapman University²
 Claremont School of Theology¹
 Clark University²
 Clarkson University²
 Colby Community College¹
 Colby Community College Endowment Foundation¹
 College of St. Catherine²
 College of St. Scholastica²
 College of William and Mary²
 Colorado State University Foundation¹
 Converse College²
 Cornell College²
 Cornell University²
 Cumberland County College³
 C.W. Post College²
 Defiance College²
 DePaul University²
 Dickinson School of Law of the Pennsylvania
 State University²
 Dominican University²
 Donnelly College¹
 Drew University²
 Duquesne University²
 East Central University Foundation¹
 East Mississippi Community College¹
 Eastern Mennonite College¹
 Eckerd College²

Elmira College²
 Elon University²
 Emporia State University¹
 Endicott Junior College²
 Evergreen State College²
 Fairfield University²
 Finlandia University²
 Fisk University²
 Fordham University²
 Fort Hays State University¹
 Fort Lewis College¹
 Fort Scott Community College¹
 Gallaudet University²
 Garden City Community College¹
 Graceland University¹
 Hamilton College²
 Hampton-Sydney College²
 Harvard Graduate School of Education²
 Harvard University²
 Hesston College¹
 Highland Community College¹
 Hill College¹
 Hillsborough Community College²
 Hillsdale Free Will Baptist College³
 Hiram College²
 Hofstra University²
 Holy Cross College²
 Huntington College²
 Hutchinson Community College¹
 Illinois Benedictine College²
 Illinois College²
 Independent College of Indiana²
 Institute of Political Leadership at UNCW¹
 Intersection Connection¹
 Ithaca College²
 Ivy Tech Community College¹
 Ivy Tech Community College Northeast¹
 Jackson State University¹
 Jamestown Community College²
 Joliet Junior College²
 Johnson County Community College¹
 Jonathan Edwards College²
 Kansas City Art Institute^{1,2}
 Kansas City Kansas Community College¹
 Kansas City University of Medicine and Biosciences¹
 Kansas State University Foundation¹

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Kansas State University EquiCenter¹
 Kansas Wesleyan University¹
 Kennesaw State University¹
 Kent State University²
 Kentucky Christian College²
 Labette Community College¹
 Lees College Campus of Hazard Community College²
 Lithuania Christian College¹
 Long Island University²
 Loras College²
 Malone College²
 Manhattan College²
 Manhattan School of Music²
 Marietta College²
 Mary Baldwin College^{2,1}
 Maryville College²
 Massachusetts Institute of Technology²
 McKendree College²
 McLennan Community College¹
 Medaille College²
 Mercy College of Detroit²
 Messiah College²
 Michigan College of Osteopathic Medicine²
 Michigan State University^{2,1}
 Michigan Technological University²
 MidAmerica Nazarene University¹
 Missouri Southern Foundation¹
 Missouri Southern State University–Joplin¹
 Missouri Valley College¹
 Montana State Foundation¹
 Montana State University–Billings Foundation¹
 Morgan State University²
 Mount Holyoke College²
 Mount Senario College²
 Muhlenberg College²
 National Association for Community College
 Entrepreneurship¹
 Navarro College¹
 Nebraska State College System¹
 Neosho County Community College¹
 New York Medical College²
 Newton College of the Sacred Heart²
 North Carolina Central University²
 North Carolina State University¹
 North Carolina State University American Home¹
 Northwood University¹

Notre Dame College²
 Ohio State University²
 Oklahoma Christian University²
 Oklahoma City University²
 Ottawa University²
 Otterbein College²
 Our Lady of the Lake University²
 Ozark Technical Community College¹
 Park University^{1,2}
 Pennsylvania State University²
 Peru State College⁶
 Phillips Theological Seminary²
 Pine Manor College¹
 Pittsburg State University¹
 Pomona College²
 Princeton University²
 Purdue University²
 Queen's College²
 Randolph-Macon College²
 Rhodes College²
 Ripon College²
 Ringling School of Art and Design²
 Robert A. Taft Institute of Government²
 Rogers State University²
 Russell Sage College¹
 Rutgers University²
 Santa Fe Community College³
 Santa Fe Institute¹
 Sarah Lawrence College²
 Scandinavian Seminar College²
 Skidmore College²
 Snow College²
 Southern State Community College²
 Spalding University²
 Spelman College^{1,2}
 Spring Arbor College²
 Springfield College²
 St. Andrews Presbyterian College²
 St. Augustine's College²
 St. Edward's University²
 St. Gregory's College²
 St. John's College²
 St. Lawrence University²
 St. Mary's College²
 St. Mary-of-the-Woods College²
 St. Paul's College²

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State Technical College of Missouri¹
 Sterling College¹
 Swarthmore College²
 Syracuse University²
 Syracuse University School of Social Work²
 Teachers College²
 Temple University²
 Tennessee State University²
 Texas Christian University²
 The Center on Philanthropy at Indiana University¹
 The Culinary Institute of America²
 The President's College School of Law²
 The University of Virginia²
 Thiel College²
 Tri-County Technical College²
 Trinity College²
 Trinity University²
 Tulane University²
 UMKC School of Medicine¹
 Union College²
 Union Theological Seminary²
 United World College³
 Universidad de las Americas²
 University of Buffalo²
 University of California – Washington Center²
 University of Charleston²
 University of Chattanooga Foundation²
 University of Cincinnati²
 University of Connecticut²
 University of Dallas²
 University of Denver²
 University of Hartford²
 University of Louisville²
 University of Maryland²
 University of Maryland, Eastern Shore²
 University of Massachusetts²
 University of Minnesota²
 University of Minnesota Rochester¹
 University of Missouri – Kansas City²
 University of Missouri – Kansas City School of Medicine¹
 University of New Hampshire²
 University of North Carolina School of Medicine²
 University of North Texas²
 University of San Diego²
 University of Science and Arts of Oklahoma¹
 University of Tampa²

University of Tennessee – Chattanooga²
 University of Vermont²
 University of the Virgin Islands²
 Vanderbilt University²
 Washburn University¹
 Washington University²
 Wells College²
 Wentworth Military Academy and Junior College¹
 Wesley College²
 Western Iowa Tech Community College Foundation¹
 Westminster Choir College of Rider University²
 Wheaton College²
 Wheeling Jesuit University²
 Wichita State University^{1,2}
 Wittenberg University²
 Xavier University²

Schools and Other Education

A Better Chance, Inc.²
 Alpha Phi Omega national Service Fraternity¹
 American Association of Community Colleges²
 Ames Education Foundation⁶
 Amy Biehl High School¹
 Association of American Colleges and Universities²
 Barstow School^{1,2}
 Bella Vista Library¹
 Benton County Sunshine School¹
 Billings Catholic Schools Foundation¹
 Blair Academy²
 Bosque Preparatory School³
 Cape Fear Center for Inquiry¹
 Chautauqua Institution²
 Coalition of Essential Schools, CES National²
 Collegiate School²
 Compton Heights Concert Band¹
 Cooper Union for the Advancement of Science & Art²
 Council for the Advancement of Experiential Learning²
 Council for Aid to Education (CAE)²
 Council of Graduate Schools²
 Council of Independent Colleges²
 Derby Education Foundation¹
 DeLaSalle Education Center¹
 Drexel Institute of Technology²
 Eastern Mennonite High School²
 Elyria Christian School¹
 Emma Willard School²

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Future Homemakers of America²
 Genesis School¹
 Glenelg High School²
 Gonzala College High School²
 Greenhill School²
 Greenwich Academy²
 Guadalupe Montessori School³
 Hockaday School²
 Holland Hall¹
 Holton-Arms School²
 Horace Mann School²
 Hyman Brand Hebrew Academy¹
 Independent College Fund²
 Iowa Mennonite School¹
 John Locke Foundation¹
 Johnston Community School Foundation¹
 Kansas School for Effective Learning¹
 Kappa Kappa Psi National Honorary Band Fraternity¹
 Kemper Military School²
 Kentucky Independent College Fund, Inc.²
 King's Educational Trust¹
 Lancaster Mennonite High School²
 Lawrence Episcopal High School¹
 Leadership Education and Development (LEAD)²
 Linn State Technical College¹
 Loudoun Education Foundation¹
 Madeira School²
 Marian Hope Center¹
 Mental Health Association of South Central Kansas¹
 Mid-Continent Public Library¹
 Midland Adventist Academy Foundation¹
 Myrtle Grove Christian School¹
 NALEO Educational Fund²
 National Association of State University & Land Grant
 Colleges²
 National Institute for Trial Advocacy²
 National School Foundation Association¹
 New Mexico MESA³
 Nichols School²
 Northfield Mount Herman School²
 Notre Dame de Sion School¹
 Oak Ridge Military Academy¹
 Oakhill Day School¹
 Our Savior Christian Academy¹
 Pembroke Hill School^{1,2}
 Pike School²

Pioneer Youth Corps of Oregon, Inc.¹
 Population Research Center²
 Professional Children's School²
 Ravenscroft School¹
 Riverview School District²
 Saint Paul's Episcopal Day School¹
 Sandia Preparatory School³
 Santa Fe Christian Schools¹
 Sawyer Elementary School⁶
 Society of St. Pius X¹
 St. Bonaventure Indian Mission & School¹
 St. Charles Borromeo Parish & School¹
 St. Christopher's School²
 St. John's Military School¹
 St. John's Northwestern Military Academy¹
 St. Joseph School¹
 St. Pius X High School¹
 Stuart Country Day School²
 Sunshine Center School¹
 TEC Educational and Development Foundation¹
 Technical-Vocational Institute Foundation¹
 Teel Institute²
 The Carver Academy¹
 The English-Speaking Union of the United States²
 The Masters School²
 The Menaul School²
 The Phelps-Stokes Fund²
 The School District of Independence Foundation¹
 Trinity School²
 United Negro College Fund, Inc.²
 Unity School of Christianity¹
 Wenner-Gren Foundation, Inc.²
 Westminster School¹
 Wichita Collegiate School^{2,1}
 Williston Northampton School²

Recreation and Environmental

A Park for All¹
 Aim High Academy¹
 Arizona Church Conference Center¹
 Arts and Recreation Foundation of Overland Park¹
 Blue Mountain Center¹
 Blue Valley Activity Center¹
 Botanica, The Wichita Gardens¹
 Brandywine Conservancy²
 Bridging the Gap^{4,1}

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Centre Court Youth Tennis Association¹
 Chafoulas Companies Charity Golf Classics⁵
 Cheekwood Botanical²
 City of Dayton¹
 City of El Dorado¹
 City of Florence, Parks and Recreation¹
 City of Mediapolis¹
 City of Mesa, Parks and Recreation¹
 City of O'Fallon¹
 City of Olathe¹
 City of West Des Moines¹
 Claremont Parks & Recreation¹
 Clayton Parks & Recreation Center¹
 Clydesdale Soccer¹
 Corrales Recreation, Inc.³
 Dragon Gymnastics¹
 Dyck Arboretum of the Plains¹
 Eagle Bluff Environmental Center⁵
 Earthjustice²
 Enjoy the Game¹
 Equestrian Events, Inc.²
 Ferncliff Camp and Conference Center¹
 Foundation for North American Wild Sheep¹
 Friends of the Des Moines Botanical Garden¹
 Happy Valley Conference Center¹
 HOOP City Foundation¹
 Iowa High School Athletic Association¹
 Institute for International Sport²
 Kansas City Parks & Recreation¹
 Kansas Wildscape¹
 Keep Kansas City Beautiful⁴
 Leawood Foundation¹
 Line Creek Community Center¹
 Little Eden Camp¹
 Lost River Cave¹
 Madeline Island Wilderness Preserve⁵
 Manhattan Baseball Association⁶
 Manhattan Sports Academy⁶
 Metropolitan Energy Center¹
 Mississippi Valley Conservancy⁵
 Missouri State Fair¹
 Nampa Babe Ruth, Inc.¹
 National Bonsai Foundation²
 National Park Trust¹
 National Recreation & Park Association²
 Oklahoma City Beautiful³

Roy Weatherby Foundation International¹
 Southern Platte County Athletic Association¹
 The Nature Conservancy of New Mexico³
 Topeka Railroad Days¹
 Trees Forever¹
 Triangle Land Conservancy¹
 Trust for Public Land¹
 U.S. Sportsmen's Alliance¹
 Virginia Horse Center Foundation¹
 Wellington Recreation Commission¹
 Wildlife Conservation Society²
 Winona Area Gymnastics Club⁵

Religious Organizations

Alban Institute²
 Archdiocese of Santa Fe Catholic Foundation³
 Australia Mission Centre¹
 Catholic Charities Foundation¹
 Catholic Charities of the Archdiocese of Omaha¹
 Catholic Diocese of Wichita¹
 Christ Episcopal Church¹
 Christ in the Desert Monastery³
 Community of Christ World Headquarters¹
 Congregation Beth Shalom¹
 Diocese of East Carolina Interfaith Refugee Ministry¹
 Episcopal Diocese of Western Missouri¹
 Episcopal Migration Ministries¹
 Faith Comes By Hearing International Foundation¹
 First Assembly of God¹
 First Presbyterian Church¹
 First United Methodist Church³
 Friends of Bosque Del Apache³
 Grace & Holy Trinity Cathedral¹
 Holy Temple Church¹
 Jewish Community Center of Greater Albuquerque^{3,1}
 Jewish Community Relations Bureau/AJC¹
 KC Church Community Organization⁴
 Kirtland Temple¹
 Metropolitan Lutheran Ministry¹
 National Council of Churches²
 New Apostolic Church-USA¹
 North Valley Jewish Community Center¹
 Our Lady of the Most Holy Rosary³
 Sabes Jewish Community Center¹
 Sacred Heart Catholic Church³
 Saint Joseph's on the Rio Grande Church³

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Saint Paul's Episcopal Church¹
 Saint Thomas Aquinas Catholic Church¹
 San Clemente Catholic Church³
 San Felipe De Neri Church³
 San Isidro Catholic Church³
 Santa Fe Cathedral of St. Francis of Assisi¹
 Society of St. Pius X¹
 Texas Methodist Foundation²
 The Benton Church¹
 The Norbertine Community of New Mexico³
 The Spiritual Renewal Center³
 The Temple of Understanding²
 The United Church of Santa Fe³
 The Village Church¹
 Trade Palms⁷
 Trinity Episcopal Church¹
 Trinity United Methodist Church¹
 Wesley United Methodist Church¹
 Westminster Presbyterian Church¹

Other

Advertising Club of Kansas City Foundation¹
 Air Force Enlisted Village¹
 All Aboard in Perry¹
 Alliance for Global Good¹
 Alpha Phi Omega National Service Fraternity¹
 American Humanics¹
 American Royal Association¹
 Animal Humane Association³
 ARCA Foundation^{3,1}
 ARTS NC State¹
 Audubon Society³
 Bella Vista Library¹
 Big Vision¹
 Buchanan County Agricultural Business Center Expo¹
 Business Roundtable for Educational Excellence³
 CATO Institute²
 Central Exchange¹
 Chase County Courthouse Preservation Committee¹
 Columbus Community Foundation, Inc.¹
 Command and General Staff College Foundation¹
 Community Mediation Center¹
 DREAM Center/Grundy County Friends of the Arts¹
 El Rancho de las Golondrinas³
 Emporia Friends of the Zoo¹
 Ferncliff Camp and Conference Center¹

Firewater Kansas City¹
 GallantFew, Inc.¹
 Gift of Life Foundation¹
 Global Peace Partners¹
 Heartland SPCA¹
 Helen Woodward Animal Center¹
 Heritage Foundation¹
 Humane Society of Greater Kansas City¹
 Iowa City Public Library Friends Foundation¹
 International Assembly for Collegiate Business Education¹
 International Peace Academy²
 iworld¹
 John Locke Foundation¹
 Kansas Chapter of American Academy of Pediatrics¹
 Kansas City Missouri Police Benefit Association¹
 Kansas City Zoo¹
 Kansas Health Ethics, Inc.¹
 Kansas Humane Society¹
 Kansas Newspaper Foundation¹
 Kansas Trial Lawyers Association¹
 Kansas Women's Business Center¹
 Kauffman Scholars, Inc.¹
 KCOS-TV¹
 KCPT-TV Public Television^{2,1}
 KVCR-FM/TV/DT¹
 Legal Services of Eastern Missouri, Inc.¹
 Lexington Auditorium Association¹
 Live in Lexington¹
 Los Alamos National Laboratories³
 Loudon County Volunteer Rescue Squad¹
 Manhattan Sunset Zoo⁶
 Merrick Productions¹
 Mid-Continent Public Library¹
 Missouri Mansion Preservation, Inc.¹
 Missouri State Fair Foundation¹
 Mound Ridge Camp and Retreat Center¹
 National Association of Basketball Coaches¹
 National Association of Broadcasters Education Foundation¹
 National Catholic Reporter¹
 National Exchange Club Foundation¹
 New Mexico Bar Association³
 New Mexico Procurement Assistance Program¹
 Nonprofit Missouri⁷
 Nu Zeta Chapter of Chi Omega¹
 Petsmart Charities¹

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Philanthropy Journal¹
 Port Authority of Kansas City, Mo.¹
 Pro Football Hall of Fame¹
 Rochester Public Library Foundation¹
 Science Center of Iowa¹
 Sedgwick County Zoo²
 Sigma Phi Epsilon, Kansas Eta Chapter¹
 SkillsUSA¹
 Smoky Hills Public Television¹
 SPCA of Wake County¹
 STAR International¹
 Summit Marketing¹
 Sun Power, Inc.¹
 Sunset Zoo¹
 The Center of Philanthropy at Indiana University¹
 The Diversity Council of Rochester⁵
 The Heritage Foundation¹
 The Independence Legacy Foundation¹
 The Junior League of Phoenix¹
 The Saint Paul Foundation²
 Truman Heartland Community Foundation¹
 Tulsa Zoo Friends, Inc.¹
 Virginia Fund Raising Institute¹
 Warrensburg Main Street¹
 WHQR Public Radio¹
 Wichita Public Library Foundation¹
 Winona Area Gymnastics Club⁵
 World Learning Forum¹

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