

CELEBRATING 105 YEARS

WINTER 2019

GIFT *of* GIVING

NEWS FOR DONORS AND FRIENDS OF THE CLEVELAND FOUNDATION



+ CORE VALUES IN THE CORE CITY

JOANN & BOB GLICK FOCUS ON CREATIVE TRANSFORMATION

INSIDE: *Fuel JumpStart Fund helps catalyze innovation*





Welcome to our winter issue of *Gift of Giving*, the magazine for donors and friends of the Cleveland Foundation.

Featured on our cover, JoAnn and Bob Glick are reinventing their philanthropy, which has quietly been making an impact in Cleveland for more than a decade. With a new mission statement and a desire for larger-scale projects, the Glicks are approaching giving with the same mindset they had in their careers: a focus on individuals and a desire to advance transformational projects. Read on to discover how their recent work with the Children’s Museum of Cleveland and Refugee Response is already changing lives.



Pictured on the opposite page, Ed Rivalsky joins the Cleveland Foundation family with all the energy and values he applied to his career as a pharmacist and home health entrepreneur. Ed’s creativity and foresight in structuring a plan comprised of donor-advised funds and estate gifts will make an impact today and leave a legacy in our community in perpetuity.

In this issue, we are also proud to highlight the Fuel JumpStart Fund as one of our newest organizational funds. The fund is helping JumpStart catalyze the economy in Greater Cleveland by supporting innovative entrepreneurs, attracting businesses to the region and bringing jobs to our community. JumpStart is also embracing a strategy inclusive of women and people of color who statistically still see a gap in funding their new business ventures.

A number of exciting events are also on the horizon. Look for details about our May 7 Annual Meeting featuring Bill Nye, “The Science Guy,” on the back cover, and save the date for our third annual Common Ground, a day of community conversation, on June 30.

As we embark on the foundation’s 105th anniversary as the world’s first community foundation, we thank you for your vision, your partnership and your generosity. The Advancement team stands ready to help you reach your philanthropic goals.

Warm regards,

Kaye Ridolfi, Senior Vice President, Advancement

Charitable Gift Annuities More Attractive with Rate Increase

Good news! Donors can now realize greater income from a Charitable Gift Annuity through the Cleveland Foundation thanks to the American Council of Gift Annuities announcing an increase of its suggested payout rates. Those rates have risen by up to 0.5 percent effective July 1, 2018, meaning there has never been a more advantageous time to explore this method of gift giving.

A Charitable Gift Annuity allows you to create an income stream for life for you and/or your beneficiaries today and provide support to a charity or multiple charities at the end of the annuity period. A portion of the income stream you receive will be tax-free. The foundation and your selected charity will share the gift at maturity.

The following table compares the previous single-life payout rates to the new rates:

Age of Donor	Previous Rate	New Rate, Effective 7/1/18
60	4.4%	4.7%
70	5.1%	5.6%
80	6.8%	7.3%
90	9.0%	9.5%

Please contact a member of the Advancement Team to request a sample illustration at (877) 554-5054.

Why I Give:

A Prescription for Philanthropy with Ed Rivalsky

+ Why do so many people choose to give through the Cleveland Foundation? The reasons and interests are as unique as the story of the donor. Northeast Ohioan Ed Rivalsky established a customized giving strategy with the Cleveland Foundation a few years after the sale of his home IV infusion pharmacy and home health agency network to a subsidiary of Walgreens. In this issue, we’ll ask the pharmacist, entrepreneur and former executive a few questions about his next chapter in life: philanthropy.

Tell us about the company you started in 1988, Clinical Specialties Inc.

Clinical Specialties was founded on the premise of providing home infusion therapy services for patients as an alternative to an extended hospital stay. We partnered with hospitals to assist patients with various financial and health insurance challenges and complex care needs after discharge. Then we expanded services to offer payers a network of home health agencies, and this combination of desirable offerings allowed CSI to expand to six states.

After 27 years leading this business, what prompted you to sell?

The sale was influenced by the market, the potential changes coming down the road in healthcare, and my own limitations. I had an illness in 2010 that was a real awakening. I always held a high level of responsibility to our patients, customers, employees and the region. As a result, the decision to exit was far from easy.

Why did you choose the Cleveland Foundation as a philanthropic partner?

The scope and breadth were appealing, and there were many avenues for participation. I was also very impressed with the investment options. The staff works as an extension of my advisory team, so developing a plan that was flexible and resonated with my values was remarkably easy.

What types of causes do you feel strongly about?

My long-term goals are born out of where I think real value can be delivered at the community level. My pillars are basic human services, education, healthcare and other community initiatives. I want to give in Cleveland, where I ran my business, and Youngstown, because I grew up there.

How do you hope to involve your children in philanthropy?

There’s an estate plan that will help fund existing donor advised funds for my children. I’m bringing them in, reinforcing that it’s their responsibility to be philanthropic. Their causes will be different because of their exposures in life, and they may not always live in Cleveland, but one of my wishes is that at least half of their grants stay in Cleveland.

Part of your charitable investment includes an unrestricted designation to the Cleveland Foundation. Why did you choose that strategy?

I’m aware that the world evolves, and I didn’t want to limit the opportunities for impact based only on what was true today. The Cleveland Foundation has a winning formula, and it’s constantly being refined and adjusted.

What new venture are you working on now?

I’m working on a project that merges my experience as a patient with my passion as an entrepreneur. It’s a portal to help patients with chronic disease states learn about their conditions and better self-manage.



▲ Downtown resident Ed Rivalsky says loyalty was a primary value in his corporate life, and it’s part of why he’s keeping his philanthropy in Northeast Ohio.

▼ JoAnn and Bob Glick at the Children's Museum of Cleveland where they've provided \$300,000 to support exhibits and community access in the past year.

Core values in the core city:

JoAnn and Bob Glick focus on transformation

JoAnn and Bob Glick are on a philanthropic mission: By giving to humanitarian causes close to home, they believe they can support the most vulnerable in our community and simultaneously underscore the need to bring large-scale philanthropic dollars to the core city.

"There is a need in the city of Cleveland greater than anyone could ever imagine,"

Bob said. "And we want our gifts to be transformative, not only in what they do, but in shining a light on important programs and projects. If we're successful, it will prompt others to think about what they can do for the city and our residents."

Setting trends and taking care of people has been the fabric of their lives. Bob is the founder, former CEO and Chairman of Dots, LLC, a national specialty women's apparel chain offering fast fashion at exceptional prices. At the time of its sale in 2011, Dots operated 430 stores in 28 states and employed more than 5,000 people. Bob has been inducted into the Kent State University School of Fashion Design and Merchandising's Hall of Fame

and serves on the boards of the Cleveland Foundation, University Hospital's Ahuja Medical Center and Alliance Solutions Group. He is also a member of the Activant Capital advisory board.

"Cleveland is our home, and our philanthropy is a way of giving back and saying 'thank you' to the residents who shopped in our stores and who worked in our stores, our office, and our distribution center," Bob said. "We appreciate all that they did."

JoAnn is a registered nurse and has been a very active volunteer in the community. She is currently on the board of ideastream and serves on the

advisory committee for Quality and Safety Education for Nurses (QSEN) at the Frances Payne Bolton School of Nursing at Case Western Reserve University. Advocating for others is a natural extension of her community involvement.

"We bring different things to the table and balance each other out," JoAnn said. "Bob is taking more of an entrepreneurial approach like he did in business. As a community health professional, I have always been interested in optimizing the health of the community and the importance of evaluation to know that what we do is really effective."

Defining a Strategy

The JoAnn and Robert Glick Family Fund of the Cleveland Foundation has quietly granted nearly \$2 million to local causes over the last decade. With awards ranging from \$250 up to \$250,000, gifts of many sizes are considered.

"In many cases, we're doing projects that are off the radar - projects where other people aren't giving," Bob said. "We're seeking a fresh way to do things, and we want to support creativity and results."

With a desire to elevate their already impactful philanthropy, the couple worked with the Cleveland Foundation to revamp their mission statement, explore new giving opportunities and increase their charitable investments.



▲ The Meadow exhibit, funded by the Glicks, offers a sensory-rich environment for infants, crawlers and early walkers.

"The foundation is a first-class organization filled with smart, caring people who have their hands on the pulse of the community," Bob said. "It's truly one of the top community foundations in the country - we never would have considered working with anyone else."

In the future, the Glicks hope to focus on measurably improving the health and well-being of the Greater Cleveland community through the support and creation of impactful programs that focus primarily on women and children.

Making a Difference

Both Northeast Ohio natives, JoAnn and Bob fell in love after meeting on a blind date and have been married for more than 40 years. It was another chance encounter - an unplanned visit to the Children's Museum of Cleveland (CMC) in 2017 - that led them to one of their most recent and beloved projects.

"When you go in [the CMC], the look in the children's eyes, as well as the parent's, is like kids in a candy store," JoAnn said. "It's safe. It's clean. And the kids have the opportunity to play with so many things that they might not have anywhere else."

As parents of three and grandparents of five, JoAnn and Bob understood the potential of the museum and embraced it. The couple awarded \$250,000 for the creation of the Meadow, a sensory-rich environment for infants, crawlers and early walkers designed to nurture the parent/child relationship and promote exploration and learning. In November, the Glicks announced an additional \$50,000 gift to launch a pilot program that will extend free museum memberships to families in the nearby Central neighborhood.

The Glicks also recently committed a \$75,000 gift to The Refugee Response for a program to support teen refugees in the Cleveland Metropolitan School



▲ The Children's Museum of Cleveland moved to the distinct Stager-Beckwith mansion at 3813 Euclid Ave. in 2017 with all new exhibits.

District (CMSD). "Teen Response" will be based at John Marshall High School and provide academic, emotional and cultural supports. The program is set to help teens being resettled in Cleveland stabilize or improve their school performance and build a plan for life after high school.

"This is extremely important work that is meaningful to our family, and we're pleased to be able to help fill a gap in programming," Bob said. "Our hope is that this pilot is successful at John Marshall and becomes a model that can be replicated at schools throughout CMSD and for other organizations across the country that are dealing with similar situations."

The Glicks believe the ripple effects of projects like the Meadow and Teen Response will be far-reaching.

"I think we're in a great place in Cleveland; and as you drive downtown, you see all the urban renewal that's going on - from midtown to downtown and beyond," JoAnn said. "It's an exciting time for Cleveland. People here really care about the community. We need to support programs from organizations with strong leadership, especially those for children. They are our most important asset, and if we just give them access to the education, services and health care that's needed, it would benefit not only the residents and the city, but also the region."

To learn more about The JoAnn and Robert Glick Family Fund, please contact the Cleveland Foundation Advancement team at 216-685-2006. ■

Scene & Heard

Cleveland Foundation donors and special guests enjoyed a number of exciting summer and fall events.



Fuel JumpStart Fund

helps organization invest in companies strengthening the magnetic draw of our region



▲ Cleveland Foundation President & CEO Ronn Richard and retired WCPN broadcaster Dee Perry, the Cleveland Foundation Crain's Cleveland Business Women of Note Legacy Award Winner, during a reception for the Women of Note honorees held at the Shoreby Club in June.



▲ World-renowned architect Sir David Adjaye (right) delivers the Robert D. Gries Keynote Lecture May 1 in conversation with Steven Litt of the Cleveland Plain Dealer during the Cleveland Foundation Annual Meeting presented by KeyBank.



▲ Congratulations to 2018 Anisfield-Wolf Book Awards winners: Kevin Young, "Bunk: The Rise of Hoaxes, Humbug, Plagiarists, Phonies, Post-Facts, and Fake News," Nonfiction; Jesmyn Ward, "Sing, Unburied, Sing," Fiction; N. Scott Momaday, Lifetime Achievement; and Shane McCrae, "In the Language of My Captor," Poetry. Highlights from the Sept. 27 ceremony are available on the Cleveland Foundation's YouTube channel.

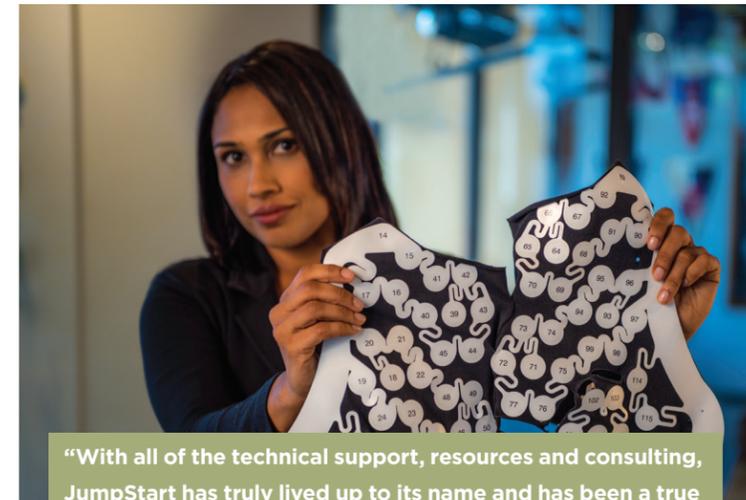


▲ More than 530 registrants raised more than \$10,000 for the Emerald Necklace Endowment Fund of the Cleveland Foundation during the inaugural Cleveland Metroparks & Cleveland Foundation Centennial Trail 5K Sept. 22.



▲ Cleveland Attorney Kevin Cronin and Lenora Brown, Manager of Community Engagement for the Cleveland Museum of Natural History, participate in a discussion during a Common Ground event, a day of community conversation presented by the Cleveland Foundation that included more than 104 locations and 4,000 participants. The museum's talk centered on "what we can do to preserve, sustain and grow our natural resources." To learn more, visit ClevelandFoundation.org/CommonGround.

JumpStart, a Cleveland-based nonprofit focused on investing in companies that strengthen the regional economy, partnered with the Cleveland Foundation in 2017 to establish an organizational philanthropic fund. The Fuel JumpStart Fund supports JumpStart priorities and philanthropic initiatives that unlock the full potential of diverse and ambitious entrepreneurs to economically transform our community.



"With all of the technical support, resources and consulting, JumpStart has truly lived up to its name and has been a true partner, helping kickstart us at a critical stage."
- Charu Ramanathan, Co-Founder, CardioInsight

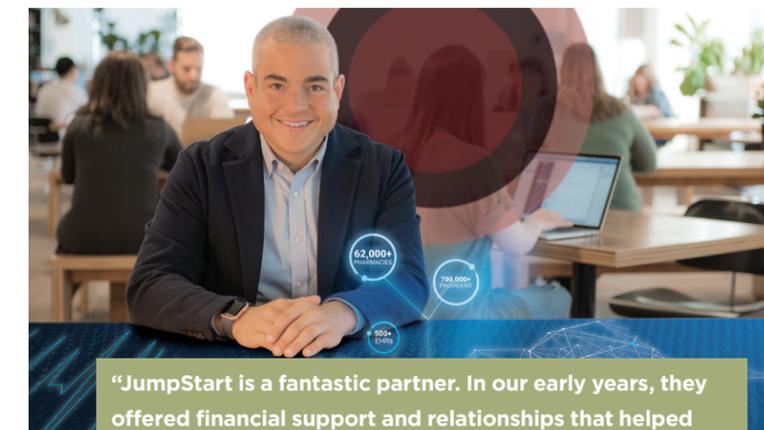
"We chose the Cleveland Foundation to help administer this fund because of their unwavering commitment to our community and their long-standing mission to enhance the lives of all residents of Greater Cleveland," said Ray Leach, JumpStart CEO. "Since JumpStart's founding, the Cleveland Foundation has been one of our most trusted partners in helping us accelerate philanthropic support that will create jobs by supporting entrepreneurial and economic growth throughout our community."

JumpStart is raising \$35 million through its "Fuel" campaign to fund new programs that will impact our economy in the following areas:

- **Driving Innovation:** Expanding opportunities to access new technologies and dynamic people
- **Prioritizing Inclusion:** Offering more services to more women and people of color in more places than ever before
- **Accelerating Startups:** Laying the groundwork for new investments to support the next generation of exciting homegrown startups
- **Deepening Partnerships:** Developing dynamic collaborations with strategic partners

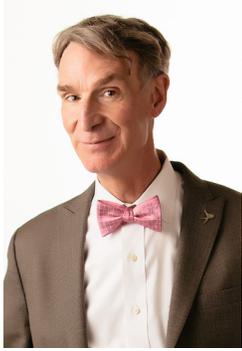
Created in 2004, JumpStart has invested more than \$50 million in 100+ startups — 44 percent of which have been led by women and people of color. Collectively, JumpStart and its many partners have engaged more than 10,250 client companies to date, helping them create more than 10,000 jobs and contribute \$5.6 billion to the Ohio economy.

To learn more, visit: www.jumpstartinc.org



"JumpStart is a fantastic partner. In our early years, they offered financial support and relationships that helped fuel the growth of our business."
- Matt Scantland, Co-Founder & CEO, CoverMyMeds

Save the Date!



2019 CLEVELAND FOUNDATION ANNUAL MEETING

May 7 at 4 p.m.

KeyBank State Theatre at Playhouse Square

Featuring the Robert D. Gries Keynote Lecture by Bill Nye "The Science Guy"

After becoming a household name thanks to his Emmy Award-winning PBS children's show, "Bill Nye the Science Guy," Mr. Nye has appeared on a variety of platforms to discuss science education, the state of our environment today, and steps we can take to protect it for the future. He continues to be the master of "edutainment" on his Netflix talk show, "Bill Nye Saves the World," where he encourages exploration of the world around us through a scientific lens.

Tickets available in April via www.PlayhouseSquare.org or 800-801-7407

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