

TEAMMATES
MENTORING

TeamMates Foundation

Creating a Sustainable Future





MISSION

The TeamMates Foundation provides financial resources to the TeamMates Mentoring Program in support of its mission to positively impact the world by inspiring youth to reach their full potential.

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BACKGROUND

- Founded in 2009
- Separate 501(c)(3) nonprofit organization
- Governance by board of directors and finance committee
- Suzanne Hince Executive Director
- Purpose to endow funds for long-term sustainability.



FOUNDATION BACKGROUND

- Decisions are guided by investing and spending policies
- Annual audit by an independent CPA firm
- Contributions are accepted via cash and in-kind security donations stock provided that the donor relinquishes all control of the gift.

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BENEFITS

- Long term sustainability
- Local decision making
- Financial and administrative support
- Professional investment management
- No administrative fees
- Mission fit

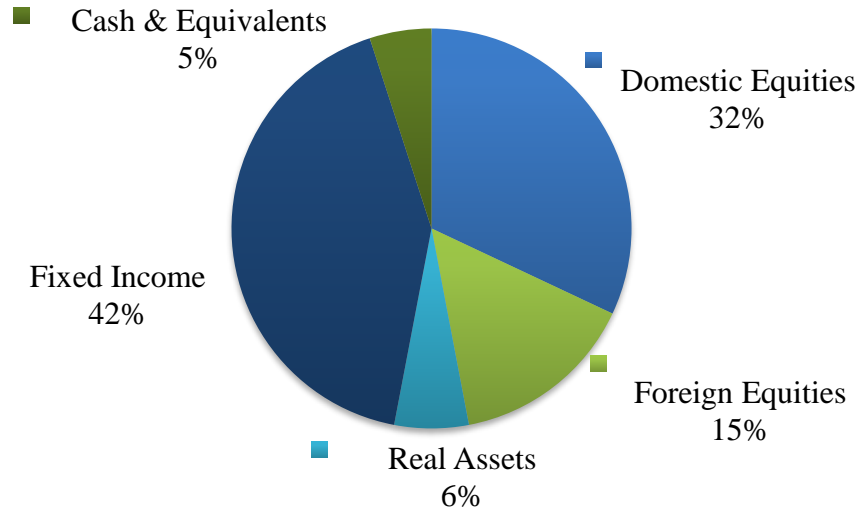


FUNDS UNDER MANAGEMENT

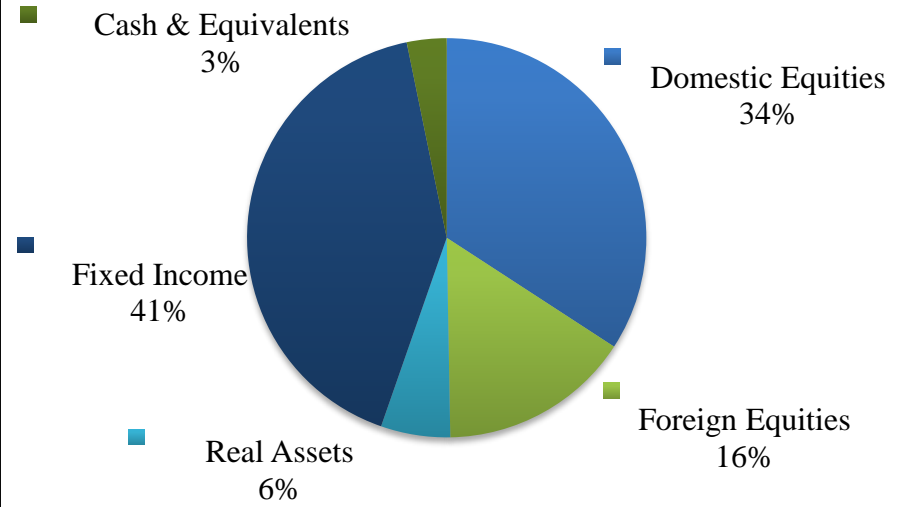
- \$3.5 million (as of June 30, 2017)
- 24 chapters participating
- Westwood Management Corporation has been the investment manager since November 2010

FUNDS UNDER MANAGEMENT

Policy Targets



Current Allocation

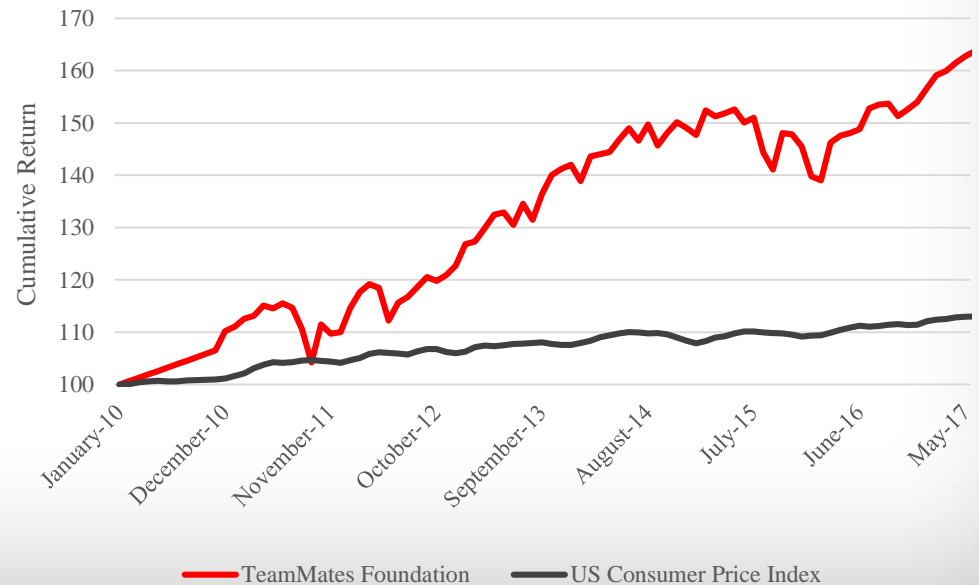


Overall Performance & Fees

(as of June 30, 2017)

- Foundation Fund Inception: January 2010
- Performance Since Inception:
 - +6.87% annualized
 - +62.74% cumulative
- Investment Fees: 0.47%
- Management Fees: 0.51%*
- All-In Fees: 0.98%

*Westwood Management Fees begin at 1.00% and decline as fund assets under management increase





ACCESSING FUNDS

- Funds designed to provide sustainability and are invested for the long term.
- Chapters can elect to take a 5% net asset distribution at the conclusion of the fiscal year.
- Disbursement letters are sent annually in July.
- If the chapter has an emergency need, it can appeal to the TeamMates Foundation Board for approval to access more than the 5% net asset distribution.

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ACCESSING FUNDS

Average balance required to make a specific withdrawal amount on an annual basis:

<u>Annual Withdrawal</u>	<u>Required Average Balance</u>
\$1,000	\$20,000
\$5,000	\$100,000
\$7,500	\$150,000



OPENING AN ACCOUNT

- TeamMates Foundation representative provides a presentation to the chapter board.
- Chapter board makes a resolution to open a TeamMates Foundation account noted in minutes.
- The chapter board president and foundation director sign the chapter agreement.
- No minimum dollar amount to participate

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ACCOUNTING

- Donations sent to the central office.
- Tax acknowledgement letters issued by central office.
- Donations tracked by chapter but pooled into one account
- Once an investment is made by the chapter, the TeamMates CFO provides quarterly reports on earnings.
- Annual audit by independent firm.

TEAMMATES CHAPTERS

- A-H-S-T-W
- Ainsworth
- Alliance
- Alma
- Anselmo-Merna
- Arapahoe
- Arlington
- Arnold
- Ashland-Greenwood
- Aurora
- Bayard
- Beatrice
- Bellevue
- Bennington
- Bishop Heelan-Sioux City
- Blair
- Bloomfield
- **Boone Central**
- Boyer Valley
- Bridgeport
- Broken Bow
- Burwell
- Butler County
- Cambridge
- Centennial
- Centerville
- **Central City**
- Central Valley
- Chadron
- Chase County
- Clearwater-Orchard
- **Columbus**
- Conestoga
- Council Bluffs
- Cozad
- Crete
- Cross County
- Denison
- Des Moines
- District #29
- **Doniphan-Trumbull**
- Elkhorn Valley
- Elm Creek
- Elmwood – Murdock
- Elwood
- Fairbury
- Fillmore Central
- Fort Calhoun
- Franklin
- Freeman
- Fremont Public Schools
- Fullerton
- Garden County
- Goshen County SD #1
- Gothenburg
- **Grand Island**
- **Gretna**
- Hamburg
- Harlan Community School
- Harvard
- **Hastings**
- Hershey
- High Plains
- Holdrege
- Holt County
- Howard County
- HPC
- Hyannis
- Johnson County Central
- Johnson-Brock
- **Kearney**
- Kimball
- Laurel-Concord-Coleridge
- Lawrence – Nelson
- Lewis Central
- **Lexington**
- **Lincoln**
- Logan-Magnolia
- Louisville
- Madison
- Malcolm
- Maywood
- McCook
- **Medicine Valley**
- **Metro Catholic Schools**
- Milford
- Millard
- Minden
- Missouri Valley
- **Mullen**
- Nebraska City
- Neligh-Oakdale
- Norfolk
- Norris
- **North Platte**
- Oakland-Craig
- Ogallala
- Omaha Public
- Ord
- Osceola
- Osmond
- Palmyra-Bennet-Douglas
- **Papillion-LaVista**
- Pawnee City
- Pender
- Perkins County
- Pierce
- **Plainview**
- **Plattsmouth**
- Ralston
- Randolph
- Raymond Central
- Red Cloud
- Riverside
- Sandy Creek
- Schuyler
- **Scotts Bluff County**
- **Seward**
- Sidney, IA
- Sidney, NE
- Smith Center
- South Platte
- South Sioux
- Southern Valley
- Stanton
- Sterling
- Superior
- Sutherland
- Sutton
- **Thayer Central**
- Valentine
- Wahoo
- Wakefield
- Wausa
- Waverly-District 145
- **Wayne**
- West Harrison
- **West Point-Beemer-Brancroft**
- Westside Community Schools
- Westwood CSD
- Wilcox-Hildreth
- **Wisner-Pilger**
- Wood River
- Woodbine
- **York**
- Yutan

PARTICIPATING CHAPTERS IN RED

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WHY PARTICIPATE?

- Shared mission, values and vision – funds stay within TeamMates.
- Provides donors a long-term giving option.
- Pooled investment funds professionally managed offer opportunity for lower investment fees resulting in potentially higher returns.
- Investment/Spending policies designed to protect your investment. Annual audit provides security and peace of mind.

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TEAMMATES CHAPTERS ARE SAYING

“TeamMates of Columbus has participated in the foundation for many years. We have found the returns for our investments to be consistently competitive. The Foundation has also provided us with professional management and timely and easy to understand monthly reports. They have taken a lot of work off the shoulders of our local TeamMates organization so we can concentrate on our mission of mentoring and inspiring our local youth. This is what it is really all about.”

*Dick Casey,
Columbus TeamMates*

“Wayne Teammates could not pass up such a great opportunity. The power point was very informative and showed us all of the positives that come along with the Teammates Foundation. The presentation described in detail what kind of returns we could expect and also discussed how the program did not have any kind of fees. We are very excited to watch our money grow.”

*Mike Varley,
Wayne Chapter Treasurer*

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ATTRACTING DONORS

- Awareness – share the news that the foundation exists.
 - Mentors
 - Board Members
 - Local estate lawyers, accountants and investment professionals.
 - Husker football fans
 - Community at large – story about a donor
- Ask events or parties focused on long-term giving.
- Include as giving option with operational asks.
- Memorial gifts and scholarships.
- Matching gifts.

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EXPECTANCIES

- Capture any planned gifts in writing.
- Track expectancies separate from operational/foundation funds.
- Steward donors – highlight if possible.

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QUESTIONS?

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