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VIRGINIA G. PIPER CHARITABLE TRUST | ANNUAL REPORT 2010

BRIGHT SPOTS IN ARIZONA

The Food Bank Movement
Started Here

Living in a Laboratory
on Successful Aging

The New American University
Rises from the Desert





**BRIGHT SPOTS IN
ARIZONA**

+notebook

December 2010

Piper Notebook is a magazine published three times each year by Virginia G. Piper Charitable Trust to inform the community about the work of the Trust and its grantees in Maricopa County, Arizona. This issue highlights three bright spots in Arizona: The food bank movement then and now; successful aging from the “Golden Years” in Sun City to boomers living longer, healthier later lives; and Arizona State University, the meteoric New American University. The Annual Report covers April 1, 2009, to March 31, 2010.

Jane E. Ferguson, Editor
Eddie Shea, Designer
Bruce Peterson, Photographer

One of the bright spots in Arizona is a rich history of shaping how older adults live in their later years.

We were blasted with a year of headlines bearing bad news. As we thought about a theme for the 2010 Piper Trust annual report, we wondered if we could turn the flood of troubling news on its head. The resulting report features three affirming stories about endeavors that are making a difference not just here in Maricopa County, Arizona, but around the country and globe. Read the special section beginning on page 6 on three bright spots and bask with us in the glow of their brilliance.

Annual Report

2 BOARD OF TRUSTEES' MESSAGE

4 OF NOTE
By Judy Jolley Mohraz
President and CEO



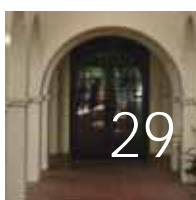
6 BRIGHT SPOTS IN ARIZONA
The Food Bank Movement Started Here

Living in a Laboratory on Successful Aging



The New American University Rises
from the Desert

22 GRANT NOTES
Grantmaking Overview: Piper Trust reports
grants awarded and grants paid in Fiscal Year
2010, April 1, 2009, through March 31, 2010.



29 CHIEF FINANCIAL OFFICER'S REPORT
What a Difference a Year Makes, Part II

32 WORTH NOTING
Arts Restructuring and Transformation Fund

36 ENDNOTE

Board of Trustees' Message



From left:
Arthur DeCabooter,
José Cárdenas,
Sharon Harper (seated),
Laura Grafman,
James Bruner,
Paul Critchfield,
Stephen Zabitski

To the Maricopa County Community We Serve:

What has the Great Recession meant for the people the Virginia G. Piper Charitable Trust serves?

Arizonans have lost 267,000 jobs.

1 in 5 Arizona residents now lives in poverty.

1 in 4 of Arizona's children is growing up in poverty—in Central Phoenix, 42% of the children, ages 0 to 5, are in families that fall below the poverty level.

The state is second only to Mississippi in terms of the percentage of people living below the poverty line.

As Trustees we have worked with staff to respond to the human suffering and to the growing needs of nonprofits overwhelmed by the demands of the “New Poverty.” Over the past year here are some of the actions we have taken:

- We made the decision to continue our previous level of grantmaking despite the decrease in the Trust's endowment.
- We awarded emergency unrestricted funding to human service and arts and culture organizations.
- In collaboration with the staff, we cut the Trust's operational budget by freezing salaries, restricting travel and leaving open positions unfilled.

We have tried to balance the immediate needs of a community in peril with long-term investments that will offer transformational benefits long after this crisis ends. The annual report reflects both types of awards in the \$22 million invested in Maricopa County over the past fiscal year.

We have watched with admiration, and concern as nonprofit staff on the front lines managed to do more—much more—with less. We have witnessed arts organizations figure out how to open exhibitions and mount productions despite loss of donations and corporate support. We have observed executive directors stay focused and determined even as they wondered if they could make that week's payroll.

The story is not entirely bleak. Nonprofits are finding new ways to increase revenue and streamline their work. Volunteers are offering invaluable assistance and services—and in fact, nonprofits are learning how to use retiring Baby Boomers in new strategic ways, an area of special interest to the Trust.

This has been a year that challenged us all, and the Trust has worked to find new tools to help our community maintain resilience and hope. We salute our nonprofit partners and the people they serve. We also thank our dedicated staff, led by our President and CEO, Dr. Judy Jolley Mohraz, for their tireless work, and we pledge to continue to use every resource we can identify to support and sustain our community.

Virginia Piper would expect no less. *

A tall saguaro cactus stands prominently in the center of a desert landscape. The cactus is green with a small, rounded arm on its right side. The background shows a clear blue sky, distant mountains, and a city skyline. The foreground is a rocky, sandy path with sparse desert vegetation. An orange rectangular box is overlaid on the image, containing the text.

“How can I shine a light in the darkness of this time?”



Of Note

BY JUDY JOLLEY MOHRAZ, Ph.D.
President and CEO

In Search of Illumination and Bright Spots

“How can I shine a light in the darkness of this time?”

This is a question each of us must answer as our community struggles with escalating human need and dwindling economic resources. The darkness seems to surround us, making light and illumination even more precious. To shine a light as an individual may mean volunteering, donating or advocating in the public policy arena.

But our goal in this annual report is to shine a light more broadly—to lift up some of our grantees that qualify as “bright spots.” Chip and Dan Heath used this term in their bestselling book, *Switch: How to Change When Change is Hard*, to describe practices that defied conventional wisdom and succeeded in spite of staggering

challenges. A bright spot for the Heath brothers, for example, were children in a Vietnamese village that were well nourished despite grinding poverty. These children stood in sharp contrast to malnourished children in the same village whose families had the same limited resources. What did the families of the healthy children do that made all the difference?

Bright spots offer hope. When we see results that jump off the charts we are not only curious but inspired. It reminds us that progress can occur even in the hardest of times. And these bright spots dare us to think differently and challenge age old practices.

The Greater Phoenix community is a historic laboratory for new models and startling bright spots. Perhaps Arizona’s frontier roots foster unconventional thinking. Maybe doing more with less forces innovation. This Annual Report focuses on three notable examples of bright spots that have had dramatic impact, not only locally but nationally. Redefining retirement for Americans, redesigning food collection and distribution to those in need, and reinventing the American university are not for the fainthearted. Yet they began here.

Now, more than ever, we need to use these transcendent examples of visionary thinking to inspire us, to strengthen public resolve and challenge our collective imagination. Enjoy these stories about what was invented in the Valley and made for export. *



**Arizona: The Food Bank
Movement Started Here**

John van Hengel was founder of St. Mary's Food Bank.



Dumpster Diving and Soup Kitchens

John van Hengel first began as a volunteer at the Society of St. Vincent de Paul soup kitchen in 1967. The story goes that a woman with many children in tow came through the food line, told him about her husband just being put in prison and then said:

“There are only two ways to feed my kids: dumpster diving or coming to the soup kitchen. It seems to me that there ought to be a better way to use some of the food that’s discarded, kind of a central place to go like getting money from the bank.”

This encounter produced the radical new idea of a food bank, the first in the world.

Van Hengel started St. Mary's Food Bank, naming it for the organization's original location at St. Mary's Basilica in Phoenix. That first year they rescued and distributed 250,000 pounds of food. By 2010, St. Mary's Food Bank Alliance annually distributes over 72 million pounds of food.

“The food bank today distributes more on a daily basis than it did in the whole first year of operation,” said Terrence Shannon, president and CEO of St. Mary's Food Bank Alliance.

In fact, the amount of food gathered and distributed has grown by two-thirds over the last two years.

Van Hengel not only introduced the original food bank in Phoenix, but he also went on to found the national food bank organization Second Harvest (now called Feed America) and international food bank organization Global Food Bank Network. In other words, the bright spot here expanded to become a global galaxy of light.

Volunteers prepare meals at St. Mary's Food Bank Alliance Kids Café production facility in Surprise.

Concepta Loto, Kids Café production coordinator and graduate of St. Mary's Community Kitchen

"I completed 400 hours of community service at St. Mary's Food Bank Alliance—five hours a day starting at 6:45 in the morning. After awhile I asked about the Community Kitchen, and they gave me an application. I wrote an essay and I got placed in the program. All of us in the program have pasts—felonies, prison or some tragic occurrence. It was such a blessing to work in the new kitchen and to have the staff care about helping all of us get back into society. I learned cooking skills, of course, but I learned so many life skills. In the course of my studies, they asked me to apply for the Kids Café production job. About seven weeks later I learned I got the job. My job now is so beautiful. My passion is for kids—I have a group of teenagers I take to church each week and I feed them. This job matches what I want to do. And many of the wonderful volunteers wake up just to report to the Surprise kitchen at 5 a.m."



Responding to 5 : 7 : 4

"Today's economic conditions have put a number of families in difficulty," said St. Mary's Shannon. "After housing payments, utilities, transportation, healthcare and child care, the only flexible item that families see is the food budget. The day the money runs out is occurring earlier and earlier in the month."

He describes the environment for Arizonans living below the poverty level as dire.

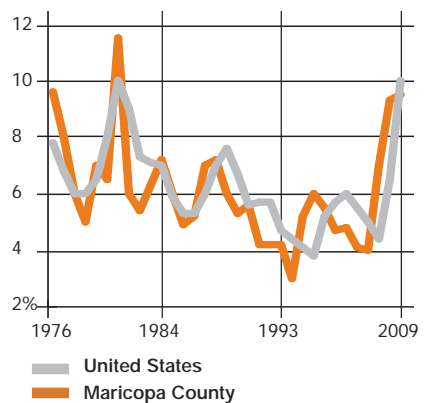
"We used to talk about three numbers—7, 12 and 5—one in seven living below the poverty level, one in 12 senior citizens below the poverty level and one in five children under 18 in poverty.

Now, it's 5, 7 and 4—one in five fall below the poverty level, one in seven are seniors below the poverty level and one in four are children in poverty."

"Even though demand has gone up substantially and government has cut back essential services, the community has risen to the challenge of feeding people," said Cynthia Zwick, executive director, Arizona Community Action Association.

Today in Arizona, prison inmates harvest surplus cabbage and broccoli. Volunteers also glean citrus from backyards. Gleaning is an ancient concept of going into the fields after harvest and saving what food remains. The Arizona Statewide Gleaning Project was established in 1993 when food banks joined together to create a coordinated effort throughout the state. Community gardens and community markets also are helping fill the gap.

Seasonally Adjusted Unemployment Rate in Maricopa County and the US



Source: AZ Dept. of Commerce Research Admin. in cooperation with US Bureau of Labor Statistics March 2010



Emerson School Kids Café after-school program.

A 21st Century Food Bank

Despite these challenging economic times, St. Mary's has successfully completed an \$11 million capital campaign on top of raising the annual operating support necessary to provide food to the growing number of hungry residents.

Shannon says St. Mary's needed more bricks and mortar to respond to the increased community need and to expand successful programs like Kids Café and the Community Kitchen.

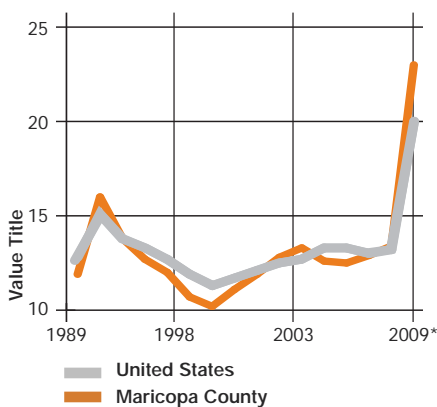
“Kids Café is unique because it goes where hungry kids are after school,” Shannon said.

St. Mary's has some 27 café sites in community centers, schools and churches. The Monday through Friday program runs from 2 to 6 p.m. and offers recreation, tutoring and a cold meal for each child consisting of a sandwich, vegetable, fruit, milk and juice.

Currently, St. Mary's distributes 2,000 cold Kids Café meals a day prepared by volunteers at a Surprise food bank production location. Expansion will boost the number of meals distributed to 10,000 a day—and many will be hot meals where Kids Café locations have the capacity to keep meals warm.

The brand new Community Kitchen, a commercial training kitchen, will provide the hot meal production. The St. Mary's kitchen offers culinary skills training to unemployed or low income individuals who don't have the skills to earn a livable wage.

Percent of Children in Poverty in Maricopa County and the US



Source: 2009 American Community Survey, US Census.
* The 2009 figure is all of Arizona.

The Community Kitchen program had been housed for 10 years in a small building in South Phoenix, accommodating 18 to 20 students doing shift work. The new kitchen allows St. Mary's to increase capacity to train 50 students at a time.

St. Mary's placed approximately 95 percent of culinary students in jobs in 2009 and about 70 percent are still working in food service, according to Shannon.

“These are not McDonald's jobs,” he said. “We are training prep cooks and line cooks.” *

BRIGHT SPOTS IN ARIZONA



Arizona: Living in a Laboratory for Successful Aging



Even Del Webb was surprised by the droves of people at the Sun City grand opening on New Year's Day 1960.

Marc Freedman, an observer of new ways of living the last third of life.



Birth of the “Golden Years”

Arizona has been in the forefront of successful aging since the first homes went up in the retirement communities of Sun City and Youngtown. Fifty years later many may view these communities as designed for another time.

Yet a leading author on retirement reminds us they were revolutionary in 1960.

“When I first began thinking about retirement communities, I came with a negative perspective, and like others shared the view they were exclusive,” said Marc Freedman, author of *Prime Time* and founder and president of Civic Ventures. “Then I realized how important it was at the time to shape a new way of viewing growing older.”

In the 1950s and 1960s age discrimination was prevalent, and companies were moving older people out of the job market to welcome younger workers. Retirement was virtually one step from the grave.

“Sun City offered a countervailing approach to ‘you are too old to work and too young to die,’” Freedman said. “At the time it was almost blasphemous that the old should consider living in a placid community around a golf course where they could develop new groups of friends and be physically active—all linked in a strong community vision.”

The Del Webb Corporation actually helped create a period of later life to look forward to, and the “golden years” became a new cornerstone of the American dream.

An indication of this unspoken desire was the grand opening of Sun City on January 1, 1960. Del Webb and his partners were hoping to attract a crowd—several thousand. More than 100,000 people lined the streets that day, and salespeople ran out of purchase agreements to sell the new homes.

A New Stage of Life

In some ways, these communities are the victims of their own success, noted Freedman. Attitudes about aging changed, and the more physical lifestyles supported by healthier retirement contributed to people living longer and longer.

“Now, we are faced with the prospects of typically living 100-year lifespans,” he said. “The idea of going into retirement early is no longer viable or sustainable. One could spend 30 to 40 years out of the productive sphere.”

An over 55 Experience Corps volunteer tutors children in a Mesa classroom.



Clark Hurlbert, volunteer with Executive Volunteers at the Mesa United Way and former CFO and financial consultant

"I was looking for a volunteer position and through a connection got in touch with Mesa United Way. Claudia Walters linked me with the Utility Department at the City of Mesa. The city was interested in analyzing the costs, both municipal and residential, related to converting homes still on septic tanks to the city's sewer lines. I worked with two people in the utility department and they selected specific areas of the city and gave me data. I developed three scenarios with different types of homes from trailer parks to single-family homes. The city personnel are coming up with a method of slowly getting all homes on sewer lines. I felt that I was adding value to the city and helped them make decisions about what they can and can't do in converting septic systems over to sewer lines. I was helping them develop the analysis, and the people I worked with were great. I hope to continue doing that kind of volunteering."

What has emerged is a new stage of life. Just as the years between 20 and 30 now seem to be a new stage of pre-adulthood, the period after midlife is becoming a new stage when older adults are not old, expecting many healthy years ahead for them.

"This is a do-it-yourself prospect right now," said Freedman. "We're all making it up as we go along."

It's financially confusing and with the downturn, many are returning to work, others don't know what to do, and there are not really vehicles to help them. It is a difficult experience for the pioneers."

Piper Trust, working with national partners like Civic Ventures and the National Council on Aging, has been investing in programs to assist the large Baby Boom generation in particular that finds itself at the nexus of this fundamental change. The emerging projects, many focused on education, service and life planning, may serve as the models for setting new ways of living the longer period of later life.

The Trust has funded large and small projects over the past decade—from four expansive Next Chapter centers where boomers can find education, volunteer and employment services to an individual church program, "Mind, Body and Soul," engaging several hundred boomer volunteers in outreach at community programs. Other projects include Experience Corps providing tutoring in Tempe and Mesa elementary schools, workforce re-careering opportunities at GateWay Community College and 10 pilot projects at Maricopa County nonprofit agencies to attract skilled older adults who want episodic or project-based work.

The Experience Matters Consortium has emerged from these early investments as a next step in pioneering new ways of living later life. The consortium's mission is to supply individuals after midlife who want to be engaged in purposeful paid and unpaid positions. The organization intends to be a clearinghouse—finding the boomers who are ready for new opportunities and linking them with businesses and nonprofits that have opportunities.

As people seek new arrangements—second or third careers, retraining and meaningful volunteer work—organizations including for-profit ones are little by little beginning to respond.

Experience Matters Consortium Core Programs

Learning Labs
Workshops for nonprofit leaders to learn how to tap into older-adult talent

Encore Fellowships
Assignments for experienced executives with social purpose organizations

Community Talent Leaders
Stipend positions to create new models of volunteer engagement

Over 55
volunteers work
at Helen's Hope
Chest, a recycled
clothing store in
Mesa.



Over 55 Volunteers Aid East Valley Community

VISTA volunteers usually bring to mind newly minted college graduates going off to work on domestic community development programs. But Mesa United Way has an innovative new program to recruit and place VISTAs over age 55 in not-for-profit organizations throughout the East Valley. The idea is granting skills and people in addition to money. The VISTAs, considered long-term volunteers, are placed in an organization for one year and paid at a minimal level. Another program places over-55 retired executives in strategic short-term volunteer positions. "There was more interest than we thought there would be," said Claudia Walters, vice president, Mesa United Way. "In fact we had hundreds of phone calls about the initial slots." As matchmaker, United Way's Walters has been very gratified. "They bring their life stories to my office and we have the opportunity to link them with the appropriate agency," she said. The over-55 volunteers have had powerful reflections on their experiences. Being a volunteer connects them to the community in a deeper way, provides the opportunity to help others, grants them a sense of being valued and links them to an organizational team dedicated to improving the community.



Attracting Both Ends of the Spectrum

The Beatitudes Campus in north-central Phoenix was one of the first continuing care retirement communities—a continuum of care from independent living to skilled nursing care. After comprehensive envisioning and redevelopment over a decade, the not-for-profit campus today has bright, shiny facilities and new programs that are attracting both ends of the older-adult age spectrum. Beatitudes president and CEO Margaret Mullan says the younger people in their 60s come for the amenities and some still work full time. “What’s happening today is that the continuum is less linear and much more complex,” she said. “One size does not fit all: we serve people on campus and others off-campus with wellness and educational programs making Beatitudes an integral and relevant part of the community.” The campus’s redevelopment plan emerged from a \$500,000 Piper Trust capital grant awarded in the very first grantmaking cycle in 2002. “From that, we affirmed our mission to remain affordable to the broad middle class and recommitted to our vision of creating a place to help people live, learn and grow every day.”

Gardening provides an active outlet for older adults at Beatitudes Campus.

“Change is slow but we are seeing more business leaders and nonprofit executives understanding the value of tapping the experiences of boomers,” said Experience Matters chief consortium officer Nora Hannah. “The big challenge is to craft opportunities so people can find appealing and rewarding paths for themselves.”

An Undiscovered Continent

Freedman thinks we are in a time parallel to the earlier period when Maricopa County played a pioneering role in the positive vision of the Golden Years. What’s happening now in Arizona represents the early stages of experimentation.

“Even though the over 85 group is growing faster, the new expanded middle-age group is so much larger,” said Civic Venture’s Freedman. “There is an explosion of people in their 60s and 70s, and really an amazingly big group from 55 to 80—an undiscovered continent.”

“There is a mad scramble across the country to figure this out,” Freedman said. “Arizona will serve as a vanguard of a new way of approaching this new period of life.”

Maricopa County Population Over 55

55-64	385,373	9.6 %
65-74	231,146	5.7 %
75-84	159,535	4.0 %
85-up	58,374	1.5 %
Over 55	834,428	20.8%

Source: 2009 American Community Survey, US Census

The experiments in Arizona now and the lessons learned will be in great demand.”

Piper Trust focuses on the entire older-adult age span from the boomers to the frail elderly. “We continually look for models and best practices to meet the emerging requirements of this broad, diverse population,” said Carol Kratz, Piper Trust program director.

“From engaging boomers in designing new ways of living an expanded middle age to fall prevention and maintaining independence among the oldest adults, our goal is to help set the course for successful aging.” *

**Arizona: A New American
University Rises from the Desert**

Dr. Michael Crow, ASU president and architect of the New American University.



In August 2008, Newsweek recognized Arizona State University's success by calling ASU "one of the most radical redesigns in higher learning."



ASU has come a long way since 1885 when it opened as the Tempe Normal School, a teachers' college for the Arizona Territory. The mission and name changed over the years—the school became Arizona State College in 1945 and Arizona State University in 1958.

But possibly the biggest change has happened in less than a decade. In 2002, the newly inaugurated president, Michael Crow, set out to remake ASU into a model for the New American University by 2012.



The accelerated process to redesign the university has been breathtaking to watch. Year by year ASU has gained new honors and recognition as one of the best universities in the world and a "school to watch." And *Time* magazine named President Crow one of the top 10 university presidents in the country last year.

What's Wrong with Universities?

"Ossification" is the word President Crow uses.

Economic crisis and decreased investment, particularly from the public sector, have aggravated permanent flaws in the structure of our colleges and universities, according to Dr. Crow.

These are institutions dedicated to stimulating the creation, synthesis, storage and transfer of new knowledge. But he says, "What is less often recognized is the imperative for universities to seek comparable degrees of innovation in their own academic structures, practices and operations."¹

What's more, American colleges and universities are unable to offer access to all qualified applicants, while colleges and universities globally are focusing on just that.

¹ Comments from "Toward Institutional Innovation in America's Colleges and Universities" by Michael M. Crow, *Trusteeship*, May/June 2010.

Adriana Perez, PhD, Banner Health postdoctoral fellow, ASU Hartford Center of Geriatric Nursing Excellence, shown here on rounds at the St. Joseph Hospital cardiac care unit.

"My family moved here from Mexico. The opportunity to live in this country and pursue an education is what I consider the American Dream. I'm the first in my family to go to college. For me school was a privilege and what I needed to do to contribute to this country and be a good citizen. I have a particular passion for better care for older adults. I am now taking the knowledge I've gained as a nurse practitioner and researcher to promote heart health among older women, especially minority women who are underserved. One of the strengths of the Hartford Center is the focus on a perfect fit with mentors, which has helped me tremendously. The faculty are all nationally and internationally renowned, and there is not a better geriatric nursing program in the country. Being a student at ASU, I have had opportunities to be socially embedded and work with organizations that are focused on serving older adults."



“While nations worldwide are investing strategically to educate broader segments of their populations for the new global knowledge economy, America has allowed its university system, despite its historical preeminence, to lose its adaptive capacities and stop growing,” said Dr. Crow.

Most troubling for Dr. Crow is that America’s “elite” colleges and universities are finding excellence in exclusiveness.

“American education has thus become bifurcated: The small cadre of elite institutions that focuses on academic excellence and discovery contrast with less selective schools that offer access, yet more standardized education,” he said.

The New Model

Build on strengths: The ASU redesigners chose to build on existing strengths at the university to create unique colleges, departments and research centers including the School of Human Evolution and Social Change and the Biodesign Institute. ASU has 20 some interdisciplinary schools, departments and institutes that reflect the complex, multidisciplinary aspect of knowledge today. Standard academic subjects like biology, sociology, anthropology and geology, formerly departments, are folded into the larger initiatives.

Use-inspired research: The university focuses on research that can be used for new products and applications, not just curiosity driven research. Research spending has doubled since 2002. And ASU is among the leading 20 universities without a medical school in research expenditures, ranking with Cal Tech, MIT, Princeton and Rockefeller University, according to the National Science Foundation.

Integration of excellence and access: While the two concepts are treated by most higher education institutions as mutually exclusive, ASU embraces both goals. In fall 2009, 613 National Merit Scholars were enrolled at ASU, placing ASU among the top 10 schools nationally.

Hartford Center of Geriatric Nursing Excellence

How does a university begin to address the numbers of new nurses required in the healthcare system, particularly those needed as the large boomer cohort ages? Enhance the geriatric capacity of current ASU nursing faculty. Train more doctoral-prepared geriatric nursing faculty. Attract more doctoral candidates representing underrepresented and minority populations. Building on the strength of the College of Nursing and Healthcare Innovation, ASU established in 2007 the Hartford Center of Geriatric Nursing Excellence, one of 10 such centers in the country. Piper Trust funding helped hire three professors with significant experience in healthy aging, including two at the Hartford Center—Karen Marek, PhD, and David Coon, PhD. The program has built strong interdisciplinary and interstate partnerships to develop and share geriatric nursing resources. Faculty across gerontology disciplines mentor nursing students at all levels. The College of Nursing also is leading a health education model to educate primary care nurse practitioner, medical and pharmacy students together.



COLLEGE OF NURSING & HEALTH INNOVATION



Virginia G. Piper Center for Creative Writing

The social impact of ASU's Piper Center for Creative Writing has been regional, national and global since its founding in 2003. Global fellowships are a signature program. Dozens of MFA students are fully funded to write, do research, make presentations and teach creative writing in schools and community settings in cities and countries like China, Montreal, Oxford, Prague, Wales and Singapore, among others. The Distinguished Visiting Writers Series brings a variety of nationally known authors to work with ASU faculty and students. A student-edited literary journal publishes work by writers and artists from around the world, including pieces later selected for inclusion in *Best American Mystery Stories 2010*. The Center's Piper Writers Studio provides non-credit classes in fiction, poetry and nonfiction to writers through the Valley. Faculty Enrichment Funds support new work by Cynthia Hogue, T.R. Hummer, Melissa Pritchard and Jewell Parker Rhodes. In March 2011, the Piper Center's Desert Nights, Rising Stars conference returns with a faculty of nationally celebrated writers, including National Book Award winner and MacArthur Fellow Andrea Barrett, Mark Twain Award-winning poet Tony Hoagland, Lucy Hawking and many others.

Minority students have increased 100 percent, and the number of enrolling freshmen from families below the poverty line is up 500 percent. The centerpiece is a scholarship program, which “ensures that in-state freshmen from families with annual incomes below \$60,000 are able to graduate with baccalaureate degrees debt free.”

ACCOLADES FOR EXCELLENCE

One of the Top 100 World Universities

Shanghai Jiao Tong University compiled list from 1,200 higher education institutions worldwide.

5th in Nation for Recruiting New Hires

The Wall Street Journal conducted survey of employers on top universities favored for job recruiting.

Ranked Among Top National Universities

U.S. News and World Report ranked ASU in 2008, 2009, 2010 and 2011 in top tier of “America’s Best Colleges.”

Business School Ranks in Top 20

Bloomberg BusinessWeek named W.P. Carey School of Business among top 20 business schools for “return on investment.”

School of Journalism Best in the Country

Cronkite School of Journalism and Mass Communications students finished first or second in Hearst Journalism Awards and won more Mark of Excellence Awards.

One of “America’s Best College Buys”

Forbes magazine named ASU one of best college buys in 2010 edition of “America’s Best Colleges.”

A “Best Value” Public University

The Princeton Review named ASU one of the nation’s 50 “Best Value” public colleges and universities and “a leading research institution and a dynamic public university.”

Crow One of 10 Best College Presidents

Time magazine named ASU President Michael Crow one of the 10 best college presidents in the country.

Collaborate in “community”: ASU’s community is local, national and global. In 2004, ASU opened the Biodesign Institute, bringing together leading scientists, clinical partners and industrial collaborators. The institute has attracted world-renowned researchers and major investments. A host of projects aim at global challenges, including the Partnership for Personalized Medicine with TGen, led by Nobel Laureate Leland Hartwell. ASU also collaborates with highly successful Teach for America to improve the way teachers are taught and children learn in Arizona.

The transformation of Arizona State University is taking hold.

President Crow would say it’s a matter of focusing on high impact solutions and investments to meet 21st Century needs.

*When named a top college president by Time magazine, Crow responded, “We’re done with trying to raise money for putting brass buttons on the back of our chairs. What people really want from their university is, ‘Help us with these things that are most important to us.’ ” **

The background of the page is a photograph of a desert landscape. In the foreground, there are rocky, scrubby hills with sparse green and brown vegetation. In the middle ground, a city skyline is visible, featuring several tall buildings. The sky is a clear, bright blue. A large, solid orange rectangular box is positioned in the upper middle of the page, containing the title text.

Grant Notes

Grantmaking Overview: Piper Trust reports grants awarded and grants paid in Fiscal Year 2010, April 1, 2009, through March 31, 2010.



Arts and Culture \$2,885,840

Award Date Amount Paid FY 10

Actors Theatre of Phoenix
www.actorstheatrephx.org
To create a permanent cash operating reserve.
February 2009 \$100,000 \$50,000

Actors Theatre of Phoenix
www.actorstheatrephx.org
To support implementation and evaluation of a new marketing strategy focused on increasing the organization's public awareness.
July 2009 \$20,000 \$20,000

Actors Theatre of Phoenix
www.actorstheatrephx.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$15,000 \$15,000

Advocates for Latino Arts & Culture Consortium (Phoenix Revitalization Corporation is fiscal agent)
www.alacaz.org
To develop an organizational and strategic plan for a new Latino cultural center.
August 2009 \$10,000 \$10,000

Alliance for Audience
www.allianceforaudience.org
To provide operating support for ShowUp.com to increase marketing capacity for arts organizations.
September 2007 \$258,700 \$57,200

Arizona Community Foundation
www.azfoundation.org
To support MyArtsCommunity.org, an arts and culture initiative to raise funds for 16 Valley arts and culture organizations.
April 2009 \$5,000 \$5,000

Arizona Jewish Theatre Company, Inc.
www.azjewishtheatre.org
To support upgrades of communications, ticketing and marketing technology.
September 2009 \$8,230 \$8,230

Arizona Jewish Theatre Company, Inc.
www.azjewishtheatre.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$4,000 \$4,000

Arizona Museum for Youth Friends, Inc.
www.arizonamuseumforyouth.com
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$4,000 \$4,000

Award Date Amount Paid FY 10

Arizona Musicfest
www.azmusicfest.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$9,000 \$9,000

Arizona Opera
www.azopera.org
To increase the permanent cash operating reserve.
February 2009 \$250,000 \$125,000

Arizona Opera
www.azopera.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$62,000 \$62,000

Arizona Science Center
www.azscience.org
To support a capital campaign for revitalizing hands-on exhibits, programs and facilities, and for expanding the endowment and working capital.
May 2008 \$1,000,000 \$250,000

Arizona Science Center
www.azscience.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$25,000 \$25,000

Arizona Theatre Company
www.aztheatreco.org
To support the purchase and implementation of an integrated customer relationship management software system including conversion and training.
May 2009 \$220,000 \$165,000

Arizona Theatre Company
www.aztheatreco.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$81,000 \$81,000

Audubon Arizona
http://az.audubon.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$13,000 \$13,000

Ballet Arizona
www.balletaz.org
To support a challenge grant to increase the permanent cash operating reserve.
January 2009 \$200,000 \$100,000

Ballet Arizona
www.balletaz.org
A Piper Academy grant to support consulting services to assess the Ballet's databases to identify and retain donors.
June 2009 \$10,000 \$10,000

Ballet Arizona
www.balletaz.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$61,000 \$61,000

Black Theatre Troupe, Inc.
www.blacktheatretroupe.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$4,000 \$4,000

Award Date Amount Paid FY 10

Chandler Cultural Foundation
www.chandlercenter.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$11,000 \$11,000

Children's Museum of Phoenix
www.childrensmuseumofphoenix.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$21,000 \$21,000

Childsplay, Inc.
www.childsplayaz.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$32,000 \$32,000

City of Mesa Arts and Culture Department
www.mesaartscenter.com
A Piper Academy grant to support a three-agency collaborative to create new leadership among young professionals, mine donor data and provide board development.
June 2009 \$10,000 \$10,000

Desert Botanical Garden
www.dbg.org
To support a capital campaign to enhance education and exhibits and build the endowment.
September 2007 \$800,000 \$250,000

Desert Botanical Garden
www.dbg.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$25,000 \$25,000

East Valley Children's Theatre
www.evct.org
To support marketing to expand the patron base and identify future directions for effective development.
July 2009 \$12,500 \$12,500

East Valley Children's Theatre
www.evct.org
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$1,000 \$1,000

Fountain Hills Community Theater
www.fountainhillstheater.com
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$5,000 \$5,000

Friends of Public Radio Arizona
www.fpraz.org
To support the Public Radio Partnership for an Arts Matching Gifts Program that gives nonprofit arts and cultural organizations an opportunity to promote their programs on KJZZ and KBAQ.
September 2009 \$64,000 \$32,000

Greasepaint Youtheatre
www.phoenixtheatre.com
A Community Relief Grant for arts and culture organizations to provide general support.
November 2009 \$4,000 \$4,000

Greasepaint Youtheatre
www.phoenixtheatre.com
To support marketing, technology and management systems to enhance performing arts services for children and youth.
February 2010 \$62,000 \$62,000

<i>Award Date</i>	<i>Amount</i>	<i>Paid FY 10</i>	<i>Award Date</i>	<i>Amount</i>	<i>Paid FY 10</i>	<i>Award Date</i>	<i>Amount</i>	<i>Paid FY 10</i>
Great Arizona Puppet Theater, Inc. www.azpuppets.org To support the renovation of the theater's historic building. <i>December 2009</i>	<i>\$20,000</i>	<i>\$20,000</i>	Phoenix Conservatory of Music www.PCMrocks.org To support organizational brand positioning and implementation of a donor development plan. <i>May 2008</i>	<i>\$55,000</i>	<i>\$18,000</i>	The Phoenix Symphony www.phoenixsymphony.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$121,000</i>	<i>\$121,000</i>
Heard Museum www.heard.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$113,000</i>	<i>\$113,000</i>	Phoenix Conservatory of Music www.PCMrocks.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$3,000</i>	<i>\$3,000</i>	The Phoenix Symphony www.phoenixsymphony.org To support planning to increase collaboration with Ballet Arizona. <i>December 2009</i>	<i>\$20,000</i>	<i>\$20,000</i>
iTheatre Collaborative www.itheatreaz.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$1,000</i>	<i>\$1,000</i>	Phoenix Theatre www.phoenixtheatre.com A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$41,000</i>	<i>\$41,000</i>	Theater Works www.theaterworks.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$11,000</i>	<i>\$11,000</i>
Liberty Wildlife Rehabilitation Foundation, Inc. www.libertywildlife.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$5,000</i>	<i>\$5,000</i>	Phoenix Zoo www.phoenixzoo.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$25,000</i>	<i>\$25,000</i>	Valley Youth Theatre www.vyt.com A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$17,000</i>	<i>\$17,000</i>
Mesa Arts Center Foundation www.mesaartscenter.com A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$7,000</i>	<i>\$7,000</i>	Red Rocks Music Festival www.redrocksmusicfestival.com A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$1,000</i>	<i>\$1,000</i>	West Valley Arts Council www.westvalleyarts.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$12,000</i>	<i>\$12,000</i>
Metro Phoenix Partnership for Arts and Culture www.mpacarts.org To develop partnerships that advance arts and culture in the region. <i>March 2008</i>	<i>\$2,000,000</i>	<i>\$500,000</i>	Rosie's House: A Music Academy for Children www.rosieshouse.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$4,000</i>	<i>\$4,000</i>			
Phoenix Art Museum www.phxart.org To launch and sustain a Valleywide Culture Pass program designed to develop new audiences by distributing free passes to a number of arts institutions at public libraries. <i>January 2009</i>	<i>\$150,000</i>	<i>\$60,000</i>	Scottsdale Cultural Council www.scottsdalearts.org To support technology and information systems upgrades in the renovation of Scottsdale Center for the Performing Arts. <i>September 2008</i>	<i>\$350,000</i>	<i>\$49,000</i>			
Phoenix Art Museum www.phxart.org To support the Strategic Planning Initiative. <i>May 2009</i>	<i>\$20,000</i>	<i>\$20,000</i>	Scottsdale Cultural Council www.scottsdalearts.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$105,000</i>	<i>\$105,000</i>			
Phoenix Art Museum www.phxart.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$130,000</i>	<i>\$130,000</i>	Sonoran Desert Chorale, Inc. www.sonorandesertchorale.org To support updated strategic marketing and promotional materials. <i>September 2009</i>	<i>\$8,830</i>	<i>\$8,830</i>			
Phoenix Boys Choir www.boyschoir.org To support a website redesign to increase professionalism, incorporate social media tools and expand the number of participants. <i>July 2009</i>	<i>\$19,180</i>	<i>\$19,180</i>	Sonoran Desert Chorale, Inc. www.sonorandesertchorale.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$1,000</i>	<i>\$1,000</i>			
Phoenix Boys Choir www.boyschoir.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$10,000</i>	<i>\$10,000</i>	Southwest Shakespeare Company www.swshakespeare.org To strengthen the organization's infrastructure and marketing efforts. <i>February 2007</i>	<i>\$158,900</i>	<i>\$3,900</i>			
Phoenix Chorale www.bachchoir.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$4,000</i>	<i>\$4,000</i>	Southwest Shakespeare Company www.swshakespeare.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$7,000</i>	<i>\$7,000</i>			
			The Bead Museum www.beadmuseumaz.org A Community Relief Grant for arts and culture organizations to provide general support. <i>November 2009</i>	<i>\$5,000</i>	<i>\$5,000</i>			



Children
\$2,285,325

A New Leaf
www.turnanewleaf.org
A Piper Academy grant to acquire software to identify qualified major donors and increase donor support.
June 2009 *\$10,000* *\$10,000*

AGUILA Youth Leadership Institute
www.aguilayouth.org
To acquire computer hardware and software to provide enhanced services for Latino students preparing for college.
February 2010 *\$16,750* *\$16,750*

Award Date	Amount	Paid FY 10	Award Date	Amount	Paid FY 10
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Best Buddies Arizona
www.bestbuddiesarizona.org
To support extracurricular clubs in Valley high schools that offer social inclusion opportunities for special education students.
January 2008 \$150,000 \$25,000

Big Brothers Big Sisters of Central Arizona
www.bbbsaz.org
To fund volunteer recruitment and training of mentors for disadvantaged youth.
May 2009 \$75,000 \$75,000

Boy Scouts of America-Grand Canyon Council, Inc.
www.grandcanyonbsa.org
To support a capital campaign to upgrade existing facilities and expand scouting programs for youth.
May 2008 \$800,000 \$200,000

Boys & Girls Clubs of Greater Scottsdale
www.bgcs.org
To support a capital campaign to expand facilities and programs to serve more youth in the Valley.
February 2006 \$2,000,000 \$400,000

Boys & Girls Clubs of the East Valley
www.clubzona.org
To support the Guardians for Kids Program to serve low-income families in the East Valley.
May 2009 \$150,000 \$100,000

Child Abuse Prevention License Plate Program
www.azfoundation.org
To provide continued support for the Child Abuse Prevention License Plate Program.
January 2008 \$150,000 \$50,000

Chrysalis Shelter for Victims of Domestic Violence, Inc.
www.noabuse.com
To support a capital campaign to expand emergency services and build a family outreach center to serve families at risk for domestic violence.
September 2007 \$650,000 \$200,000

Crisis Nursery, Inc.
www.crisisnurseryphx.org
To support shelter services and a new day-respite program for children whose families are in crisis.
January 2009 \$600,000 \$200,000

Crossroads, Inc.
www.thecrossroadsinc.com
To support a capital project to provide meeting space for women in recovery and their children.
September 2009 \$50,000 \$50,000

Friendly House, Inc.
www.friendlyhouse.org
A Piper Academy grant to support a three-agency collaborative for five board training modules delivered by ASU Lodestar Center for Philanthropy & Nonprofit Innovation.
June 2009 \$10,000 \$10,000

Girls For A Change
www.girlsforachange.org
To provide leadership opportunities for girls from low-income communities in Maricopa County.
May 2008 \$90,000 \$30,000

Grantmakers for Children, Youth & Families, Inc.
www.gcyf.org
To enable BUILD to conduct an assessment of Arizona's readiness to create a comprehensive early childhood system.
December 2009 \$10,000 \$10,000

Homeward Bound
www.hbphx.org
A Piper Academy grant to provide one-on-one coaching and board engagement training to enhance fundraising success.
June 2009 \$10,000 \$10,000

Lutheran Social Services of the Southwest
www.lss-sw.org
To support the PASSAGE Transition Coalition to help youth successfully transition from foster care into adulthood.
February 2010 \$110,000 \$75,000

Raising Special Kids
www.raisingpecialkids.org
To develop and pilot new training workshops for parents of children with disabilities.
February 2010 \$40,000 \$40,000

Save the Family Foundation of Arizona
www.savethefamily.org
To support a new program to assist youth in overcoming problems associated with poverty and homelessness.
May 2009 \$101,720 \$63,575

Southwest Autism Research & Resource Center
www.autismcenter.org
To support an innovative social venture to provide autistic youth with hands-on job training.
February 2010 \$125,000 \$85,000

St. Mary's Food Bank Alliance
www.firstfoodbank.org
To support a capital campaign to expand food services including the Kids Café program.
October 2008 \$750,000 \$250,000

Summer Youth Program Fund
www.azfoundation.org
To support a funding collaborative to invest in summer programs for youth.
September 2009 \$300,000 \$100,000

UMOM New Day Centers
www.umom.org
A Piper Academy grant to redesign and upgrade UMOM's website to allow online donations and event registration, enhance volunteer recruitment and expand the agency's catering business.
June 2009 \$10,000 \$10,000

Valley of the Sun United Way
www.vsuw.org
To provide continued support for the Adopt-a-Pool-Fence program to provide pool fences for low-income families, of which \$175,000 is a matching grant.
August 2009 \$625,000 \$275,000



Education \$1,165,000

Award Date	Amount	Paid FY 10
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Arizona College Scholarship Foundation
www.azcsf.org
To support the American Dream Fund established for undocumented college students.
July 2008 \$400,000 \$200,000

Arizona College Scholarship Foundation
www.azcsf.org
To support scholarships for the American Dream Fund.
December 2009 \$200,000 \$200,000

Arizona Quest for Kids
www.azquestforkids.org
To support a mentoring program for academically successful youth from low-income families.
September 2007 \$100,000 \$20,000

Arizona State University Foundation
www.asufoundation.org
To build a communications platform to advance ideas surrounding a new model for Arizona's economic future.
January 2010 \$175,000 \$175,000

Junior Achievement of Arizona, Inc.
www.jaaz.org
To support a capital campaign to expand JA BizTown II, a hands-on entrepreneurial learning program for youth.
September 2008 \$250,000 \$100,000

New Global Citizens
www.newglobalcitizens.org
To streamline recruitment and training efforts to expand the global education and action program to 20 additional high schools across Maricopa County.
May 2009 \$75,000 \$75,000

Recording for the Blind & Dyslexic
www.rfbd.org
To upgrade computer hardware and enhance recording facilities.
September 2009 \$20,000 \$20,000

Science Foundation Arizona
www.sfaz.org
To provide operational support including personnel and program costs.
January 2009 \$400,000 \$200,000

Teach For America, Phoenix
www.teachforamerica.org
 To support a new Early Childhood Education Initiative to place corps members in pre-kindergarten programs in low-income areas of Maricopa County.
May 2008 *\$300,000* *\$100,000*

The College Depot
www.azfoundation.org
 To support a collaborative effort to create a college access center to serve Valley students.
January 2008 *\$300,000* *\$75,000*



Healthcare & Medical Research
\$9,174,564

A.T. Still University of Health Sciences
www.atsu.edu
 To provide preventative and restorative dental and oral healthcare to uninsured older adults.
May 2009 *\$75,000* *\$75,000*

American Red Cross
www.redcross.org
 To support relief efforts in Haiti.
January 2010 *\$20,000* *\$20,000*

Arizona Commission on the Arts
www.azarts.gov
 A Trust initiated request to purchase and install Automatic External Defibrillators for medical emergencies at arts and cultural venues in Maricopa County.
May 2009 *\$55,000* *\$55,000*

Arizona State University Foundation
www.asufoundation.org
 To create the ASU Center of Geriatric Nursing Excellence.
September 2007 *\$500,000* *\$100,000*

Arizona State University Foundation
www.asufoundation.org
 To create the Virginia G. Piper Center for Personalized Diagnostics in partnership with TGen.
September 2007 *\$10,000,000* *\$1,572,433*

Arizona State University Foundation
www.asufoundation.org
 To support a Piper Chair for Dr. Leland Hartwell's continued work on the Partnership for Personalized Medicine.
August 2009 *\$2,500,000* *\$500,000*

Banner Health Foundation
www.bannerhealth.com
 To support a capital campaign to expand the Children's Hospital at Banner Desert Medical Center in Mesa.
January 2008 *\$1,500,000* *\$500,000*

Foundation for Blind Children
www.seeitourway.org
 To provide comprehensive low-vision exams and optical aids to 75 visually impaired children.
May 2009 *\$75,000* *\$75,000*

Hospice of the Valley
www.hov.org
 To launch a training program for hospitalists to effectively administer basic practices of palliative care to patients and their families.
September 2008 *\$184,000* *\$39,500*

Keogh Health Foundation
www.keoghhealthfoundation.org
 To develop a sustainable volunteer base to expand healthcare coverage for uninsured children.
February 2010 *\$70,000* *\$70,000*

Lions Vision Center, Inc.
www.arizonalionsvisioncenter.org
 To purchase an examination chair for vision screenings and telephonic equipment.
February 2010 *\$16,064* *\$16,064*

March of Dimes Foundation
www.marchofdimes.com/arizona
 To fund a hospital-based support program for parents and siblings of infants born prematurely.
September 2007 *\$60,000* *\$10,000*

Prevent Child Abuse Arizona
www.pcaaz.org
 To support and expand the Never Shake A Baby Arizona program in Maricopa County.
May 2008 *\$68,000* *\$34,000*

Ryan House
www.ryanhouse.org
 To support a capital campaign to provide respite, palliative and end-of-life care to Valley children with life-limiting conditions.
September 2008 *\$650,000* *\$250,000*

Science Foundation Arizona
www.sfaz.org
 To support the Competitiveness Research Forum.
January 2010 *\$100,000* *\$100,000*

The Translational Genomics Research Institute (TGen)
www.tgen.org
 To create the Virginia G. Piper Center for Personalized Diagnostics in partnership with the Bidesign Institute at Arizona State University.
September 2007 *\$25,000,000* *\$5,697,567*

VisionQuest 20/20
www.AFAKids.com
 To support website enhancements to make child vision screening tools more accessible to Valley schools.
September 2009 *\$60,000* *\$60,000*



Older Adults
\$1,155,056

About Care, Inc.
www.aboutcare.org
 To support community outreach to frail older adults and other homebound individuals.
September 2009 *\$44,000* *\$29,000*

Aging Services of Arizona Foundation
www.azaha.org
 Leadership training program preparing emerging long-term care executives to serve older adults.
March 2010 *\$20,000* *\$20,000*

Area Agency on Aging, Region One, Inc.
www.aaaphx.org
 To support the Fall Prevention Coalition for Maricopa County that was transitioned from the Governor's Advisory Council on Aging.
December 2009 *\$150,000* *\$90,459*

Arizona Bridge to Independent Living
www.abil.org
 To support a capital campaign to construct a fully accessible sports and fitness center to improve and maintain health and fitness for youth and older adults with disabilities.
September 2007 *\$1,000,000* *\$500,000*

Award Date Amount Paid FY 10

City of Tempe Community Services Department
www.tempe.gov/socialservices
To implement Experience Corps, a program that places older adults in afterschool programs as tutors and mentors, in two elementary schools in Tempe as part of the Tempe Connections/Next Chapter project.
June 2006 \$297,397 \$72,397

East Valley Adult Resources
www.evseniorservices.org
To support website, promotional and marketing materials to attract younger participants.
September 2009 \$60,000 \$60,000

Experience Matters Consortium
www.azfoundation.org
To support a community-based effort linking older adults with purposeful activities in the nonprofit sector.
September 2009 \$75,000 \$50,000

GateWay Community College
www.gatewaycc.edu
To create a Workforce Transition Center that will recruit, train and place boomers interested in employment in the healthcare, education and social services fields.
September 2007 \$460,800 \$98,000

Mesa United Way
www.mesaunitedway.org
To support a program to place older adult volunteers in East Valley nonprofit agencies.
September 2009 \$50,000 \$50,000

National Farm Workers Service Center, Inc.
www.nfwschousing.org
To support the Spirit, Mind and Body Program, a healthy aging program for older adults at Glendale Hacienda, an affordable housing community for low-income older adults.
June 2007 \$137,000 \$40,000

Neighbors Who Care, Inc.
www.neighborswhocare.com
To support increased coordination services for homebound older adults in need of assistance to continue independent living.
May 2009 \$58,400 \$29,200

Rebuilding Together Valley of the Sun
www.rebuildingtogetherphx.org
To create a Senior Fall Prevention Services program for low-income older adult homeowners in the Phoenix metro area.
June 2007 \$204,000 \$68,000

Scottsdale Healthcare Foundation
www.scottsdalehealthcare.org/foundation
To implement a coordinated community-based fall prevention program at Pueblo Sereno Mobile Home Park in Scottsdale.
September 2008 \$103,000 \$36,000

Sun Cities Area Transit System, Inc.
www.scatalaride.net
To purchase hardware and software upgrades to improve reservation and dispatching for transit services to assist older adults maintain independence.
September 2009 \$12,000 \$12,000



Piper Fellows
\$227,311

Award Date Amount Paid FY 10

Chicanos Por La Causa, Inc.
www.cplc.org
To support Edmundo Hidalgo's sabbatical as a Piper Fellow and related staff development.
November 2008 \$40,000 \$1,494

Foundation for Blind Children
www.seeitourway.org
To support Mark Nelson's sabbatical as a Piper Fellow and related staff development.
November 2008 \$40,000 \$15,097

Foundation for Blind Children
www.seeitourway.org
A Piper Fellows Organizational Enhancement Award to support team development and identify measurable outcomes.
October 2009 \$50,000 \$50,000

Great Hearts Academies
www.gretheartsaz.org
To support Daniel Scoggin's sabbatical as a Piper Fellow and related staff development.
November 2008 \$40,000 \$20,428

Great Hearts Academies
www.gretheartsaz.org
A Piper Fellows Organizational Enhancement Award to support the development of Teleos Preparatory Academy.
August 2009 \$50,000 \$50,000

Mountain Park Health Center Foundation
www.mountainparkhealth.org/foundation
To support John Swagert's sabbatical as a Piper Fellow and related staff development.
November 2008 \$40,000 \$9,000

Mountain Park Health Center Foundation
www.mountainparkhealth.org/foundation
A Piper Fellows Organizational Enhancement Award to build a training program for Mountain Park Health Center's management team.
December 2009 \$50,000 \$50,000

Society of St. Vincent de Paul
www.stvincentdepaul.net
To support Blase Bova's sabbatical as a Piper Fellow.
November 2007 \$40,000 \$19,526

Award Date Amount Paid FY 10

Southwest Autism Research & Resource Center
www.autismcenter.org
To support Lisa Glow's sabbatical as a Piper Fellow.
November 2007 \$40,000 \$4,567

Southwest College of Naturopathic Medicine
www.scnm.edu
To support Paul Mittman's sabbatical as a Piper Fellow and related staff development.
November 2009 \$40,000 \$7,199



Religious Organizations
\$1,648,500

Arizona Jewish Historical Society
www.azjhs.org
To support a capital campaign to restore Phoenix's first synagogue as a museum, educational resource and cultural center.
September 2008 \$225,000 \$125,000

Franciscan Renewal Center
www.thecasa.org
To organize and direct a long-term, comprehensive fundraising plan.
September 2009 \$189,000 \$135,000

Jewish Family and Children's Service
www.jfcsarizona.org
To develop and implement a public-private model for care management and in-home services for older adults.
February 2010 \$126,000 \$76,000

Mountain View Lutheran Church
www.mvlutheran.org
To create the Mind, Body and Soul program that will engage Boomers in outreach and existing community programs.
May 2009 \$10,000 \$10,000

Rehoboth Community Development Corporation
www.rehobothphx-cdc.org
To support programming for at-risk minority youth in the West Valley.
February 2010 \$75,000 \$45,000

Chief Financial Officer's Report



What a Difference a Year Makes, Part II

For the second consecutive year we have seen dramatic financial shifts in just 12 months. Fortunately, this fiscal year was brighter than last.

New Committee Members

Piper Trust recently welcomed new members to both its audit committee and its investment committee.

Frank Brady joined the audit committee after a distinguished career in public accounting and service to the community. A retired Ernst & Young partner, he served on the Arizona State Board of Accountancy for almost 20 years and on many nonprofit boards.

We are also delighted with the recent addition of Jeffrey Coles and Kent Misener to the investment committee. Dr. Coles is former chair of the Finance Department at Arizona State University's W.P. Carey School of Business. He also serves on the investment committee of ASU Foundation and has received numerous professional and teaching awards. Mr. Misener is Chief Investment Officer of Deseret Mutual Benefit Administrators, managing over \$6 billion in assets for various entities associated with the Mormon Church. He has served on several corporate boards and committees, and as Chairman of the Board of Deseret First Credit Union. In addition, he has served as an expert witness and is a frequent speaker at national conferences on equity markets.

Change in Asset Values

(Accrual Basis)	3/31/2010	3/31/2009	3/31/2008
Investment Activity, Net	\$137,923,917	(\$180,880,068)	\$3,258,427
Grant Awards and Direct Charitable Activities	(\$12,501,566)	(\$18,200,354)	(\$61,273,381)
Grantmaking and Administrative Expenses	(\$3,563,215)	(\$4,374,465)	(\$3,536,526)
Federal Excise Tax Benefit (Expense)			
on Net Investment Income	(\$285,524)	\$449,268	(\$657,116)
Contributions Received	\$504	\$4,022,081	\$11,550
Total Change	\$121,574,116	(\$198,983,538)	(\$62,197,046)

	FY2010	FY2009	FY 2008
Beginning Net Assets	\$342,832,982	\$541,816,520	\$604,013,566
Ending Net Assets	\$464,407,098	\$342,832,982	\$541,816,520

Investments

With stronger financial markets, the Trust's investment portfolio performance improved, and the value of the endowment increased by \$114 million to \$485 million. Investment income for the year was \$138 million. Grant payments and direct charitable activities of \$22 million, as well as operating expenses, were drawn from the endowment.

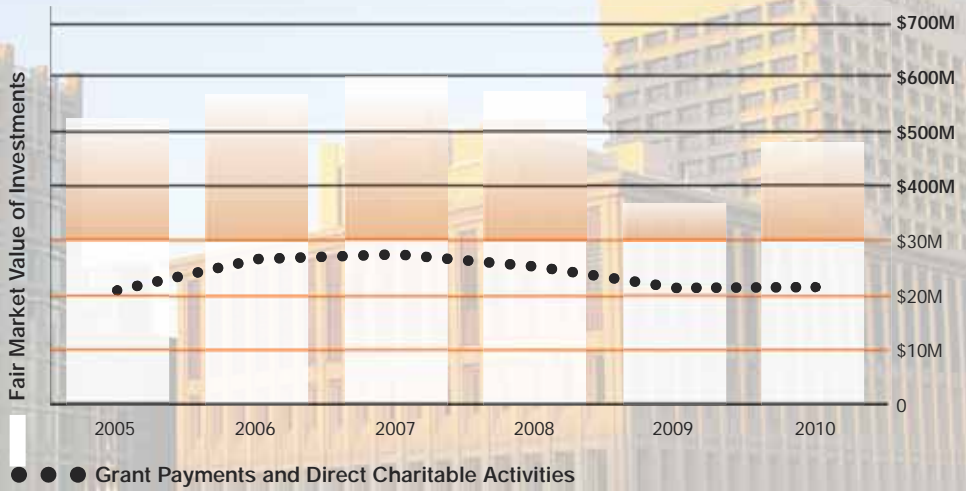
While the investment return for the fiscal year ended March 31, 2010, was 38.7 percent, we reported a 32 percent loss in the prior year. Despite the impressive gains this fiscal year, we anticipate it will take years for the endowment to recover fully. However, we are pleased that the board of trustees affirmed its commitment to continue investing about \$22 million in the community in the fiscal year ending March 31, 2011.

Grant Spending

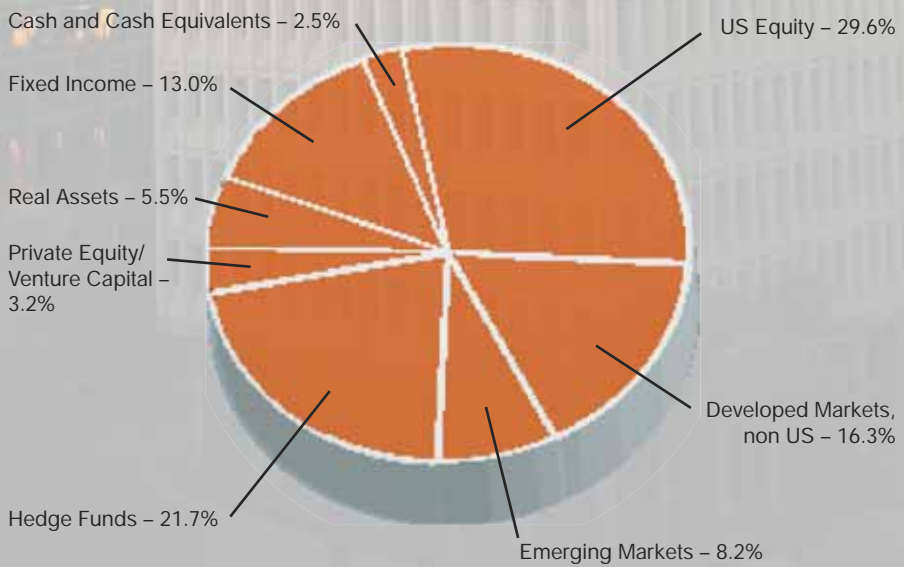
The grants budget is normally based on five percent of a three-year average of the endowment's market value, providing a relatively stable spending pattern even when there are fluctuations in securities markets. During this fiscal year, the Piper Trust board of trustees balanced several factors in determining the grantmaking budget: They were committed to providing sound stewardship of the Trust's assets while maintaining program goals. During a time when our community partners experienced increased demands and diminished resources, grant payments exceeded the required amount by almost \$2.5 million.

In fiscal year 2009-2010, the Trustees awarded 747 grants totaling \$12 million, some of which will be paid in future years, and the Trust incurred expenses for its own programs of almost \$500,000. During the fiscal year, \$21.5 million was paid on 813 grants, some of which were approved in prior years. *

Fair Market Value of Investments and Charitable Expenditures



Piper Trust Asset Allocation





Worth Noting: Arts Restructuring
and Transformation Fund

The welcoming
Heard Museum
courtyard will
be updated
with a new
coffee shop
and bookstore.

New Thinking for the New Normal

The Heard Museum cut 17 staff positions. The Phoenix Art Museum closed its doors on Tuesdays. Arizona Opera is running a deficit.

These are brutal times for Valley arts organizations, as donations dwindle and ticket sales remain unpredictable.

But the Great Recession also has provided an opportunity for nonprofits to rethink the way they do business and find new sources of income to sustain them now and in the future.

The \$1.2 million Arts Restructuring and Transformation Fund grants from the Piper Trust are designed to help 13 local arts organizations reduce costs and increase revenue by streamlining their organizations, forging collaborations and developing new business models.

Jack Lytle,
Theater Works



Do Something Different

“If you’re doing the same things today that you were doing 24 months ago when the economy tanked, my guess is you’re on your way out,” said Jack Lytle, executive director of Theater Works, the West Valley’s oldest and largest community theater. “It’s that bad.”

Theater Works received a \$150,000, two-year grant to develop and implement a plan for an arts storage warehouse and rental facility, which would enable theater companies to unload their costumes, props and sets between shows and borrow new items for the next production.

Lytle said thousands of dollars are wasted when items have to be discarded at the end of a run, primarily for lack of space, only to be recreated a year or two later when the company puts on the same show. With arts storage space, high schools, community colleges and theater groups from around the Valley could rent costumes or set pieces rather than buying or building them.

Though the idea is appealing, he said, staff will use the funding to determine if it’s workable and if there is a market for the services within the arts community.

COPING IN CRISIS

Arts and culture organizations have been coping with decreasing contributed and earned income over the past two years. According to a new Arizona Commission on the Arts survey of 160 arts and culture organizations:

- 46% cut programming
 - 38% laid off staff
 - 50% enacted hiring freezes
 - 63% reduced contract services, such as janitorial, printing, design
-

“Maybe it’s just because we were so happy doing art that we weren’t really thinking outside of the box,” Lytle said. “You learn quickly that business as usual is not going to cut it. So what are we going to do differently?”

The one-time ART Fund grants came from the dissolution earlier this year of the Metro Phoenix Partnership for Arts and Culture (MPAC), which was created in part to identify a public funding source for the arts. But the recession meant that an arts tax, however small, was unlikely to succeed at the polls.

MPAC’s two major funders, the Piper Trust and the Flinn Foundation, used the remaining funds to buoy the arts through the Flinn-Piper Strengthening the Arts Initiative. The two-part initiative included the Flinn Emergency Fund for Arts Organizations, with unrestricted grants to 21 arts and culture organizations and Piper’s Arts Restructuring and Transformation Fund.

Looking for Models

“The Piper Trust ART Fund represented a new approach to grantmaking, both in terms of the projects themselves and the assistance potential grantees received during proposal development,” said Piper Trust program director Carol Kratz, who oversaw the ART Fund process.



Carol Kratz,
Piper Trust

“The arts and culture organizations have been so impacted by this economy. It’s a constant struggle for them financially,” she said. “We thought, ‘Is there a way to experiment? Is there a way to expand beyond donors and ticket sales? Is there a collaboration or merger potential that we could help with?’ So we started looking at what colleagues around the country are doing.”

The James Irvine Foundation had awarded similar one-time arts grants in California, encouraging organizations to creatively respond to the economic downturn while strengthening their long-term financial outlook. Assistance was provided by La Piana Consulting, who also worked with the Piper grantees.

“This is a very different kind of grant,” said Lester Olmstead-Rose, director of La Piana’s strategy practice. “The idea was to provide more assistance to the nonprofits that were likely to get funded because what was being asked of them was more radical.”

Olmstead-Rose said the recession has been particularly hard on nonprofit organizations. Even if they come up with inventive ways to raise revenue, they often struggle to find the money to launch their ideas.

Lester Olmsted-Rose, La Piana Consulting



“Nonprofits need capital. People who work with the nonprofit sector forget about this,” he said. “The idea is that capital is something that capitalists need.”

The ART Fund grants challenge arts organizations to “really look at restructuring your whole business model as opposed to adding on a program,” Olmsted-Rose said.

The Heard’s Story

The Heard Museum Shop is considered one of the nation’s premier American Indian art purveyors, with authentic jewelry, pottery, weavings, kachina dolls and paintings purchased directly from Native artists. The notion of expanding the retail space and creating a coffee bar to complement the museum’s full-service restaurant made sense. The challenge—as with all nonprofit ventures—was to ensure that the project matched the mission. A Starbucks would not do.

“As a nonprofit, how does that fit in with their overall mission and how you fit in with the community?” Olmsted-Rose said. “Nonprofits have this dual need: The mission and how to pay for the mission.”

A \$150,000 grant will allow the museum to add a bookstore, expand the existing retail space for Native American art and construct an adjacent coffee bar and cantina, serving traditional Native American refreshments. Visitors can enjoy a snack and check their email from patio seating amid the sculpture garden, extending their stay at the museum.

ART FUND GRANTEES

- Arizona Opera
- Arizona Theatre Company & Actors Theatre of Phoenix
- Ballet Arizona
- Chandler Center for the Arts
- Childsplay
- Desert Botanical Garden
- Heard Museum
- Phoenix Art Museum
- Phoenix Conservatory of Music & Ear Candy
- The Phoenix Symphony
- Theater Works

Heard Museum director Letitia Chambers said the project is on a fast track with the goal of opening by February 1 before the season is over.

Letitia Chambers, Heard Museum



Chambers said she welcomed the opportunity to work with La Piana to fine-tune a project that “was right in line with what the Piper Trust wanted to encourage, which was to help bring about greater self-sufficiency.”

“It is a newer concept. And I think it’s really important,” she said of the ART Fund grants. “The Heard for some time has had both earned income and revenue from donors. We intend to continue to work on both fronts. We need to earn our way to prosperity, but we also need our donors to continue to support us.” *

ENDNOTE



Virginia G. Piper Charitable Trust

Virginia G. Piper Charitable Trust is a private, independent foundation committed to honoring Virginia Galvin Piper's legacy of supporting organizations whose work enhances the lives of people in Maricopa County, Arizona. By investing in nonprofits and encouraging strategic planning for the future, Piper Trust strives to make Maricopa County a stronger, more nurturing and vibrant community. Piper Trust focuses grantmaking on healthcare and

medical research, children, older adults, arts and culture, education and religious organizations.

As a place-based philanthropy, Piper Trust works to be more than a grantmaker. The Trust convenes groups to address community issues, brings national thought leaders to meet with nonprofit executives and fosters collaboration in the philanthropic sector. Piper Trust introduced the Piper Fellows Program in 2001 to enable nonprofit leaders to take sabbaticals for renewal and professional development. Piper Trust has invested \$260 million in nonprofits and programs. *

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One of the bright spots in Arizona is St. Mary's Food Bank Alliance, the first food bank in the world.