



# 2006 Annual Report





“In our own lives here in the world, we all have an opportunity to do good things on a daily basis for others, and doing them in an unselfish manner; providing our world and its people, through giving, an improved beautiful culture, places to live, work, and grow healthy families; to enjoy the arts, religion, youth services, educational and scientific explorations, and improved older adult living environments. For me, managing the stewardship of charitable giving is a moment-to-moment dignified responsibility of a truly high calling in human affairs and human relations.”

*Virginia G. Piper*

# THE LEGACY OF VIRGINIA G. PIPER

Virginia G. Piper



With exceptional intelligence and grace, Virginia Galvin Piper committed herself to the challenge, reward and vocation of philanthropy, transforming the gift of a single life into an enduring humanitarian legacy. With profound generosity, she led others to realize and to act upon the greatness and charity within themselves.

Born on December 7, 1911, in Glen Ellyn, Illinois, Virginia Critchfield's exposure to solid Midwestern values laid the foundation for an intellectually vibrant personality. Although her philanthropic career began under the tutelage of her first husband, Paul V. Galvin, founder of Motorola, Virginia actively, and in her own right, rose to the responsibilities of stewardship. Following Paul Galvin's death in 1959, Virginia chose to retain her philanthropic duties, expanding her charitable commitments even further.

Upon moving to Paradise Valley in 1972, a place she and Paul frequently visited during his lifetime, she sought ways to benefit her newly adopted state. Although she eventually remarried, her husband Kenneth M. Piper, Vice President of Motorola, died suddenly in 1975 after only a few short years of marriage. For the remaining 24 years of her life, Virginia worked with matchless dedication, demonstrating a spirited passion for honest, unpretentious service. She actively visited sites, met with board members, asked astute questions, made informed decisions and managed a remarkably gracious correspondence with countless individuals and organizations she helped to support.

Devotion to her Catholic faith, along with her own deeply principled, innately modest character, led

to Virginia's ever-expanding support of education, the arts, healthcare and medical research, the diverse needs of children and older adults, and religious institutions. Virtually no phase of human life was left untouched by her compassionate stewardship.

No one who had the privilege of knowing Virginia ever forgot her. She was smart, witty, elegant, quietly devoted to her faith and, by extension, to the greater life of humanity. She loved gaiety, music and parties, yet worked ceaselessly and with quiet authority on countless charitable projects. Virginia wore her own life lightly so that she could better clothe others in the fabric of their dreams, ideals and goals. Her interior life, rich with faith and faith's humility, led to an outward life of deeply engaged, uplifting and humane service to others.

Through the establishment of The Virginia G. Piper Charitable Trust and the dedicated work of its trustees and staff, Virginia's legacy thrives, illuminated by her signature spirit of intelligent stewardship graced by a noble heart.

*Melissa Pritchard, author of this profile, is currently writing a biography of Virginia G. Piper. Ms. Pritchard is Professor of English and Women's Studies, Department of English at Arizona State University.*

# ABOUT THE TRUST



## WHO WE ARE

The Virginia G. Piper Charitable Trust is a private foundation investing in Maricopa County, which includes Phoenix, one of the nation's fastest-growing communities.

Its focus on one geographic region allows the Trust to engage in many facets of community life, utilizing financial resources and leadership development programs to assist nonprofits serving the people of Maricopa County. From the Trust's inception through fiscal year ended 2006, grants totaling more than \$142 million have supported individual nonprofit organizations as well as strategic large-scale initiatives that hold promise for long-term community impact.

## MISSION STATEMENT

The Virginia G. Piper Charitable Trust seeks to enhance and strengthen the quality of life for the people in Maricopa County through support of healthcare and medical research, children, older adults, arts and culture, education and religious organizations.

We seek to fulfill our mission by:

- Investing in nonprofit organizations whose work improves the lives of Maricopa County residents.
- Developing strategic collaborations and large-scale initiatives.
- Helping nonprofits through education as well as grantmaking to move to new levels of effectiveness and stability.
- Encouraging community advancement through philanthropic leadership and innovative programs.

# PROVIDING LEADERSHIP AND FORGING PARTNERSHIPS: A MESSAGE FROM THE TRUSTEES

Ten years ago, foundations in the Greater Phoenix community did not sit at the table when leaders charted the region's future. The numbers were too few and the resources too limited. Today, multiple foundations offer leadership, vision and support as this metropolitan area of 3.7 million residents invents its future.

As trustees of The Virginia G. Piper Charitable Trust, we are proud that the Trust plays an active role in the public-private partnerships that advance Arizona in a variety of fields including the biosciences. The Trust's five-year commitment to fund 10 research chairs for distinguished scientists, engineers and clinicians in personalized medicine indicates our recognition of the necessity for long-term investments to make the state competitive in 21st century science and technology.

Partnerships with other foundations that create innovative institutions and programs accelerate progress. The partnership between the Flinn Foundation and the Trust established the Maricopa Partnership for Arts and Culture, which promotes the

importance of vibrant arts and culture organizations in the region's future. The Trust partnered with Mather LifeWays Foundation of Chicago to introduce to the Valley an engaging new model of dining facilities for older adults and a new type of training for caregivers. These partnerships and others represent our belief in pooling resources and multiplying impact.

We applaud the work of local foundations, and we look forward to new opportunities to provide joint leadership in the challenging issues facing a community that grows by more than 100,000 people every year. We pledge that the Trust, following Virginia Piper's own example, will seek out opportunities to lead and partner in strategic investments in healthcare and medical research, children, older adults, arts and culture, education and religious organizations. Maricopa County represents all of the glimmering possibilities and daunting challenges of this new century. The Trust is here to assist in the realization of a successful and humane 21st century metropolitan region.



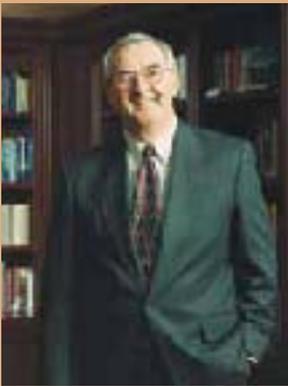
*James D. Bruner*



*José A. Cárdenas*



*Paul N. Critchfield*



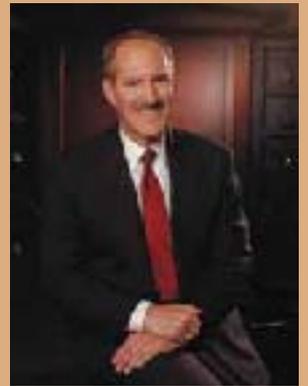
*Arthur W. DeCabooter*



*Laura R. Grafman*



*Sharon C. Harper*



*Stephen J. Zabilski*

## LESSONS LEARNED: A MESSAGE FROM THE PRESIDENT

Judy Jolley Mobraz, Ph.D.  
President and CEO



Five years of competitive grantmaking hardly makes the Piper Trust an expert in the philanthropic world, but we have learned lessons that are reflected in the grants and initiatives covered in this annual report. Here are a few of the lessons emerging from the past five years:

*High-impact strategic grantmaking should be focused and will involve longer term investments.*

While the Trust will continue to make grants to assist individual organizations achieve their missions, we also seek high-impact projects that have the following characteristics: They are focused, large-scale investments over a number of years involving multiple organizations. The goal is to achieve deeper, broad-reaching impact. Examples of this type of investment include the Arizona Parents Kit project, which has been underway for three years, first as a pilot, and now extended countywide. The expansion of Healthy Steps and similar training models to all pediatric residency programs, hospital by hospital, is another example. More and more, the Trust's longer term investments will represent "patient money."

*Small planning grants should be promoted with nonprofits because they can either ensure success in a subsequent large-scale project or identify unknown problems that might lead to failure.*

In 2002, the Trust awarded a planning grant that laid the groundwork and created the plan for a major initiative in the field of older adults. Today, four Next

Chapter projects offer national models that support baby boomers' interests in civic engagement and recareering. Another planning grant examined the idea of linking the major performing arts organizations through a sophisticated software package. This preliminary study, however, identified profound problems and saved the Trust hundreds of thousands of dollars. Planning grants have provided valuable lessons – both to the Trust and to our nonprofit partners – and we welcome proposals for innovative projects that may need further exploration and planning.

*Well-developed evaluation measures must be integrated in any major programmatic investment.*

The Trust is fortunate to have Dr. Wayne Parker as our director of research and evaluation. His evaluation efforts have enabled us to understand which major programs are achieving the desired goals and which ones, while representing great potential, prove less than successful. We do not expect all projects to succeed, and we still hold in high regard a number of nonprofits who undertake promising projects that do not turn out as anticipated.

Particularly as we move to large-scale investments, building sophisticated evaluation measures into our grants becomes more important. Nonprofits also benefit from the evaluation feedback as they decide how to allocate precious human and financial resources.

*Perhaps the most important lesson we have learned is how hard nonprofits work to fulfill their missions and improve the community.*

Our respect for their work and the importance of the partnerships that we forge cannot be overstated. That lesson, we believe, will never change. We are proud to link the Trust's name with the organizations listed as grantees in this annual report.



More than 150 families received free pool fences thanks to the United Phoenix Fire Fighters Association. *Above left:* The Chandler Boomerang Next Chapter project brings together baby boomers to explore new opportunities post retirement. *Above right:* The Arizona Parents Kit provides information to help new parents navigate their child's first years.



State-of-the-art equipment assists dentists at A.T. Still University of Health Sciences, Arizona School of Dentistry & Oral Health care for special needs patients.



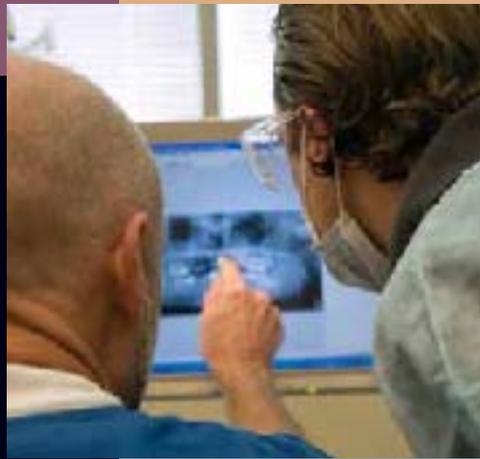
Healthy communities are made up of healthy individuals who have access to state-of-the-art clinical care and physicians at the forefront of medical research. The Virginia G. Piper Charitable Trust supports programs that strengthen healthcare and introduce best practices, especially for at-risk populations and at critical life stages – early childhood, youth and older adulthood.

In 2005-2006, the Trust joined the statewide effort to propel Arizona to national prominence in bioscience with a \$50 million commitment to an initiative in Personalized Medical Science and Technology. The Trust also invested \$9,804,700 in programs that improve healthcare for Maricopa County residents.



BCL3	19q13.1	carcinoembryonic antigen
CHLC	19q13.1	B-cell lymphoma
LU	19q13.2	Ectopic CAS
PVRIL2	19q13.2	Lutheran blood group ant
TOMM	19q13.2	poliovirus receptor
		translocase
AP0 E	19q13.2	apolipoprotein E
AP0 C1	19q13.2	apolipoprotein C1
AP0 C4	19q13.2	apolipoprotein C4
AP0 C2	19q13.2	apolipoprotein C2
CLPTM	19q13.3	delta
GEMIN	19q13.3	gem
HPP1	19q13.3	hem

Alzheimer



## A PERSONAL PRESCRIPTION FOR BETTER HEALTH

Nothing promises to revolutionize healthcare in the coming decades more than personalized medicine, which allows doctors to individualize their diagnoses and prescribe interventions based on a person's genetic information. Targeted treatments equate to earlier diagnoses and better outcomes for patients.

In January 2006, the Trust committed \$50 million over the next five years for the **Initiative in Personalized Medical Science and Technology**. Partnering with local universities, research centers and hospitals, the Trust set out to recruit top scientists, engineers and clinicians in the fields of bioscience and advanced information technology who are working to push the frontiers of personalized medicine. Recruitment efforts have begun and will continue as the 10 Piper Chairs join Arizona's bioscience community.

While many cities and countries across the globe are establishing bioscience initiatives, Arizona's statewide collaborative spirit – with its emphasis on pooling resources and talent – gives the community a unique competitive edge. Leaders from universities, corporations, research institutes, hospitals and government have joined with philanthropy to invest in 21st century medical research and technology. The results promise to elevate Arizona's stature as a center for cutting-edge scientific research and medical breakthroughs while fueling a strong economy.

*Opposite:* Volunteer dentists treat more than 3,600 homeless patients at the Central Arizona Shelter Services Dental Clinic at the Human Services Campus.

## Advancing Medical Care

*Every day, Maricopa County adds 300 new residents, more than any other county in the United States. Added demand places significant strain on medical services and healthcare facilities that must race to keep up. And there's no end in sight for the region's growth trend; by 2016, more than 1 million additional people will call this community home.*

*To help nonprofits address the critical needs that rapid growth creates, the Piper Trust invests in expansion of facilities and development of programs that encourage healthy behaviors and provide better patient care. The Trust also seeks long-term solutions to enhance healthcare services and practices.*

### IMPROVING THE QUALITY OF HEALTHCARE

More than 65,000 babies were born in Maricopa County in 2005, with a projected annual increase of 5 percent. The convergence of a growing population and an increasing premature birth rate over the past 25 years has led to a critical shortage of beds in the Valley's neonatal intensive care units.

While new hospitals have opened in the Valley, several existing hospitals began significant expansion projects in the last two years. Trust grants totaling \$2 million to **Phoenix Children's Hospital** and **St. Joseph's Foundation** supported expansion of the neonatal intensive care units, enhancing state-of-the-art care for newborns. A \$1 million grant assisted **John C. Lincoln Health Foundation** expand Mendy's Place, a pediatric emergency care facility at the Deer Valley hospital.

### PROVIDING GREATER ACCESS TO HEALTHCARE

More than 20 percent of Arizonans do not have health insurance, and an even higher percentage lack dental insurance or access to quality low-cost dental services. While the prevalence of tooth decay has decreased significantly over the past decades, nearly four out of every 10 Arizona third grade children have untreated tooth decay.

In 2006, the Trust continued to focus on increasing access to dental care, especially for those most at risk: low-income children, children and youth

with special needs, and homeless older adults.

The state-of-the-art dental clinic at **A.T. Still University of Health Sciences, Arizona School of Dentistry & Oral Health** in Mesa trains student dentists in the latest procedures while

providing an array of services to Maricopa County residents who cannot afford dental care. The school annually treats 1,500 children in its 81-chair facility. Assisted by a \$268,000 grant from the Trust, the clinic recently established a surgical suite to treat the complex oral health conditions of children and young adults with special needs.

With more than 3,600 patients every year, the **Central Arizona Shelter Services Dental Clinic** at the Human Services Campus in downtown Phoenix treats some of the most difficult dental cases in the community. Staffed by more than 100 volunteer dentists and dental hygienists – including dental students from A.T. Still University – the recently opened clinic plays an important role in helping homeless individuals transition from life on the streets to homes and jobs. As one of several funding partners, the Trust provided a \$66,500 grant to install a dental operatory at the clinic.



HEALTHCARE AND MEDICAL RESEARCH GRANTEE/PURPOSE	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>A.T. Still University of Health Sciences</b> www.atsu.edu To purchase dental equipment to treat disabled children and youth with special needs.	June 2005	\$268,000	<b>\$133,000</b>
<b>American Red Cross Grand Canyon Chapter</b> www.arizonaredcross.org To support relief efforts for victims of Hurricane Katrina.	September 2005	\$25,000	<b>\$25,000</b>
<b>Arizona Town Hall</b> www.aztownhall.org To support Arizona Town Hall's conference entitled "Maximizing Arizona's Success in the Biosciences and Biotechnology."	June 2005	\$25,000	<b>\$25,000</b>
<b>Association of Arizona Food Banks</b> www.azfoodbanks.org To support relief efforts for victims of Hurricane Katrina.	October 2005	\$10,000	<b>\$10,000</b>
<b>Central Arizona Shelter Services</b> www.cass-az.org To expand the oral healthcare services offered to older homeless adults by installing one dental operator in the new CASS Dental Clinic at the Human Services Campus.	June 2005	\$66,500	<b>\$66,500</b>
<b>The EAR Foundation of Arizona</b> www.earfoundationaz.com To purchase 180 hearing aids and 180 earmolds for Community Hearing Aid Program applicants.	September 2005	\$78,200	<b>\$78,200</b>
<b>Esperanca, Inc.</b> www.esperanca.org To fund a challenge grant to support a campaign to provide health services to children in the West Valley.	February 2002	\$300,000	<b>\$300,000</b>
<b>Grantmakers in Health</b> www.gih.org To support the annual conference in Phoenix.	February 2006	\$5,000	<b>\$5,000</b>
<b>Greater Phoenix Leadership, Inc.</b> www.greaterphoenixleadership.com To support the development of a regional bioscience initiative.	February 2006	\$14,500	<b>\$14,500</b>
<b>Hacienda Healthcare</b> www.haciendainc.org To construct a freestanding pediatric skilled nursing facility in South Phoenix.	June 2004	\$480,000	<b>\$240,000</b>
<b>John C. Lincoln Health Foundation</b> www.jcl.com To expand Mendy's Place, a pediatric emergency care facility at John C. Lincoln Hospital - Deer Valley.	June 2004	\$1,000,000	<b>\$650,000</b>
<b>Lions Vision Center, Inc.</b> 602.267.7573 To upgrade the optical equipment and computer system in the new Peoria branch office.	September 2005	\$110,100	<b>\$97,600</b>
<b>Mayo Clinic Arizona</b> www.mayoclinic.org/scottsdale To support the implementation of the Healthy Steps program at the Mayo Clinic to enhance the child development practices of family physicians.	December 2004	\$201,000	<b>\$96,000</b>
<b>Mission of Mercy</b> www.amissionofmercy.org To support the purchase of a custom-designed mobile medical clinic that will increase outreach services.	February 2006	\$150,000	<b>\$83,500</b>
<b>Phoenix Children's Hospital</b> www.phoenixchildrens.com To support the Brazelton Institute Newborn Behavioral Observation assessment training for 26 nurses and child development specialists.	May 2005	\$5,400	<b>\$5,400</b>
<b>Phoenix Children's Hospital Foundation</b> www.phoenixchildrens.com To expand and enhance pediatric resident and physician training in the Healthy Steps program.	June 2004	\$130,000	<b>\$65,000</b>
<b>Phoenix Children's Hospital Foundation</b> www.phoenixchildrens.com To renovate and expand Phoenix Children's Hospital's Neonatal Intensive Care Units to better serve critically ill newborns.	February 2006	\$1,000,000	<b>\$250,000</b>
<b>Resurrection Development Foundation</b> www.reshealth.org To assist in the construction of a new Paul V. Galvin Heart Center at St. Francis Hospital in Evanston, Illinois.	February 2006	\$1,000,000	<b>\$1,000,000</b>

	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>Scottsdale Healthcare Foundation</b> www.shc.org To support the expansion of the Virginia G. Piper Special Care Unit at Scottsdale Healthcare Osborn Hospital.	December 2003	\$3,000,000	<b>\$1,000,000</b>
<b>Scottsdale Healthcare Foundation</b> www.shc.org To create the Scottsdale Clinical Research Institute, which will increase clinical trials for new cancer drugs, work in concert with the Translational Genomics Research Institute and build alliances in the biomedical industry.	March 2005	\$4,550,000	<b>\$4,000,000</b>
<b>St. Joseph's Foundation</b> www.stjosephs-phx.org To support a capital project that includes a new children's cardiac intensive care unit and expansion and rehabilitation of the existing neonatal intensive care unit.	March 2005	\$1,000,000	<b>\$0</b>
<b>The Translational Genomics Research Institute (TGen)</b> www.tgen.org To support a statewide public/private collaboration to establish The Translational Genomics Research Institute (TGen) and attract the International Genomics Consortium.	April 2002	\$5,000,000	<b>\$1,000,000</b>
<b>The WellCare Foundation</b> www.wellcarefoundation.com To increase community awareness about the availability of free healthcare services for uninsured women and their children.	January 2006	\$10,000	<b>\$10,000</b>
<b>Whispering Hope Ranch Foundation</b> www.whisperinghoperanch.org To expand and enhance the camp facility for children with physical and developmental disabilities.	June 2004	\$1,000,000	<b>\$650,000</b>
<b>TOTAL</b>			<b>\$9,804,700</b>



Doctors at Maricopa County Health Care for the Homeless' new facility at the Human Services Campus treat more than 80 homeless patients each day.



For the first time, Maricopa County newborns come with a baby instruction manual – the Arizona Parents Kit – to help parents navigate the first years.



By ensuring that Maricopa County children have the essential resources to grow and thrive, The Virginia G. Piper Charitable Trust seeks to improve individual lives as well as create expanded opportunities for future generations. The Trust is dedicated to strengthening Maricopa County through programs that encourage healthy development of children from birth through adolescence.

The Piper Trust invests in programs that strengthen families, provide essential services, enhance healthcare practices and improve child care practices. In 2005-2006, the Trust invested \$1,217,442 in programs for children.



## MARICOPA COUNTY BABIES NOW COME WITH AN INSTRUCTION MANUAL

Nearly everything in our high-tech world comes with a thick, detailed instruction manual. Electronics, cell phones, cars, appliances. But not babies. Rather, new parents are handed their fresh-faced newborn – the most precious and complex thing they’ll ever take home – with nary a manual in sight.

With insights from a 24-member advisory committee of local child advocates and expertise from The University of California, Berkeley, which helped develop a similar project in California, the Trust projects investing \$4 million over two years to develop and distribute the **Arizona Parents Kit**, a “baby instruction manual” full of information and resources to help new parents in Maricopa County navigate their children’s first years. Loaded with simple tips, checklists and connections to local and national resources, the 80-page Arizona Parents Guide and six videos/ DVDs offer basic advice to help new parents build a strong, nurturing foundation for their children.

Evaluation results from the kit’s pilot at two area hospitals indicate that parents used the resources and changed how they disciplined, safeguarded and interacted with their babies. Available in both English and Spanish, the kits will be distributed at all Maricopa County hospitals and birthing centers by the end of 2006. Several other Arizona communities, through support from the Child Abuse Prevention License Plate Fund and other grants, are planning to distribute the kit outside Maricopa County.

*Above:* Parents learn healthy child development practices through a parent guide and videos in the Arizona Parents Kit. *Opposite:* Parents of premature infants born at Banner Desert Medical Center can participate in Healthy Steps, a child development advocacy program.

## Nurturing Future Generations

*From the time they are born, babies depend upon a variety of adults to care for, nurture, love and teach them. By supporting the adults in children's lives and ensuring that caregivers have access to quality information, resources and services, the Trust seeks to help children succeed in life.*

### STRENGTHENING FAMILIES

Never before have Maricopa County parents had more resources to help them navigate the challenging, sometimes tumultuous and often exhilarating road of rearing a child. While the **Arizona Parents Kit** gives parents a tool kit to guide them through their child's first years, a second level of support links parents directly with expert advice and answers to their questions.

The **Birth to Five Helpline**, Arizona's first toll-free telephone resource about child development, connects parents and caregivers with early childhood development specialists, registered nurses, disabilities specialists, early literacy specialists and mental health counselors who provide advice, resources and referral information about child development. Created by **Southwest Human Development** and supported by a \$400,000 Trust grant, the helpline has assisted more than 9,700 parents, caregivers and professionals in its first six months of operation.

### ENHANCING HEALTHCARE PRACTICES

Physicians also play a critical role in ensuring that children grow and thrive. The Trust has provided resources to ensure that all pediatric residency programs in Maricopa County have integrated child development practices into their training. Modeled after the national **Healthy Steps** program, this training not only supports new doctors, but it also helps parents better understand the developmental needs of their children and prepares them to be their children's best advocates.

### IMPROVING CHILD CARE PRACTICES

While parents are their children's first teachers, child care providers also have immense influence on young



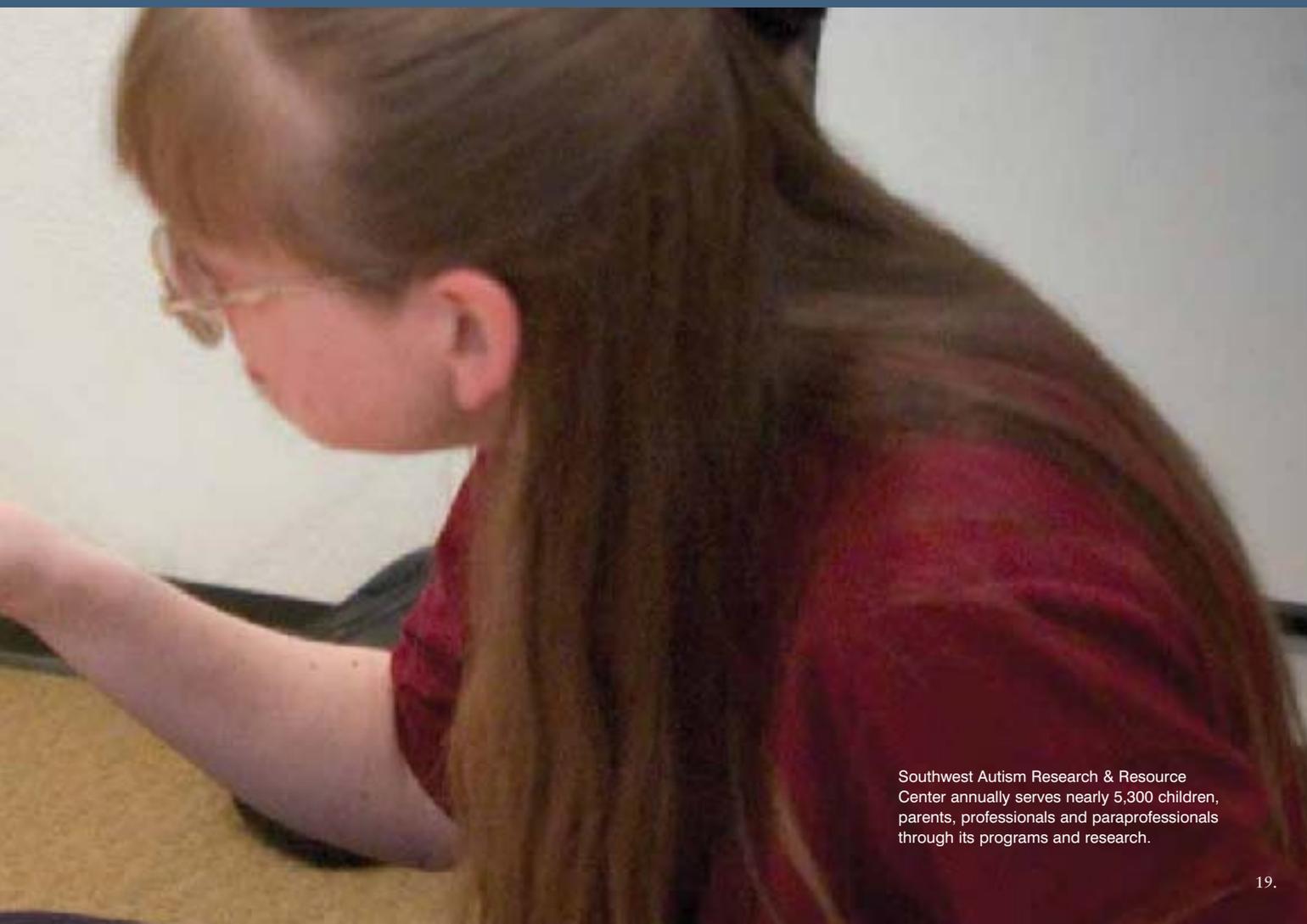
children. With more than half of all Arizona women in the work force, finding affordable quality child care remains a challenge for many Maricopa County families. Through a variety of partnerships, the Trust is exploring ways to improve the quality of child care in both center and home-based environments.

To address the varying levels of training provided to child care workers, the Trust awarded a \$50,000 planning grant to **The Arizona Foundation for Human Service Providers** to develop and implement standardized orientation training for child care workers in the earliest stages of employment. If successful, the program may be rolled out to child care centers throughout Maricopa County. Another grant totaling \$150,000 to the **Association for Supportive Child Care** funded child safety training for home-based child care providers in the Valley.

CHILDREN GRANTEE/PURPOSE	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>Arizona Community Foundation</b> www.azfoundation.org To support the Child Abuse Prevention License Plate Program.	December 2004	\$110,000	<b>\$35,000</b>
<b>Arizona Community Foundation</b> www.azfoundation.org To support printing the Arizona Health & Safety Policy Manual for child care providers.	March 2006	\$10,000	<b>\$10,000</b>
<b>The Arizona Foundation for Human Service Providers</b> www.azcouncil.com To develop and implement standardized orientation training for child care workers in the earliest stages of employment.	June 2005	\$50,000	<b>\$50,000</b>
<b>Association for Supportive Child Care</b> www.asccaz.org To fund child safety training for family child care providers in the Valley.	September 2005	\$150,000	<b>\$75,000</b>
<b>Children's Action Alliance</b> www.azchildren.org To fund the presentation of a leading expert in the science of early childhood development at the 2006 Child Welfare Symposium in Phoenix.	January 2006	\$5,000	<b>\$5,000</b>
<b>Desert Voices Oral Learning Center</b> www.oraldeafed.org To support the Birth to Three Program for children diagnosed as deaf or hard of hearing.	March 2004	\$150,000	<b>\$50,000</b>
<b>Florence Crittenton Services of Arizona, Inc.</b> www.florencecrittentonofaz.org To develop a model residential program for adolescent girls and to disseminate the subsequent learnings to other youth-serving organizations.	June 2005	\$104,000	<b>\$104,000</b>
<b>Friendly House</b> www.friendlyhouse.org To support the expansion of facilities for a new administrative office and to remodel existing program facilities.	June 2005	\$135,000	<b>\$135,000</b>



	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>Gabriel's Angels, Inc.</b> www.petshelpingkids.org To partially support an executive director position.	September 2004	\$60,000	<b>\$23,442</b>
<b>notMYkid, Inc.</b> www.notmykid.org To develop a comprehensive Web site to provide behavioral health information and resources to Valley teens.	January 2006	\$10,000	<b>\$10,000</b>
<b>Phoenix Rescue Mission</b> www.phoenixrescuemission.org To construct the Changing Lives Center, a 68-unit residential addiction recovery program serving homeless single women and their children.	June 2005	\$250,000	<b>\$250,000</b>
<b>Southwest Autism Research &amp; Resource Center</b> www.autismcenter.org To provide bridge funding for early intervention programs for children with autism and autistic disorders.	February 2006	\$300,000	<b>\$300,000</b>
<b>Southwest Human Development</b> www.swhd.org To support the toll-free Birth to Five Helpline to assist Maricopa County parents and caregivers of young children connect with child development resources.	February 2006	\$400,000	<b>\$170,000</b>
<b>TOTAL</b>			<b>\$1,217,442</b>



Southwest Autism Research & Resource Center annually serves nearly 5,300 children, parents, professionals and paraprofessionals through its programs and research.



# tempe connections

Next Chapter projects including Tempe Connections and Mesa Life Options (opposite) connect baby boomers with opportunities and programs as they transition toward retirement.



The needs of older adults are rapidly changing as people live longer, more active lives and baby boomers transition to another life stage – that of meaningful retirement and new careers. By supporting programs that prevent disease and disability, encourage peak physical and emotional health, and encourage participation in rewarding and productive activities, The Virginia G. Piper Charitable Trust seeks to improve community resources and opportunities for successful aging.

In 2005-2006, the Trust invested \$1,596,143 in programs that promote healthy behaviors and provide direction and connections in the second half of life.



## CHARTING LIFE'S NEXT CHAPTER

As the first wave of the nation's 77 million baby boomers turned 60 in 2006, headlines heralded the advent of a new type of aging. The classic picture of the "golden years" – centered on recreation and relaxation followed by decline and diminished activity – is fading as baby boomers look forward to two or three decades characterized by encore careers, community service and active lifestyles. Good health and a longing for meaningful experiences will define baby boomers' third stage of life.

To help communities capitalize on this boomer "experience dividend," the Piper Trust has supported four **Next Chapter** projects, which are creating vibrant, multigenerational environments where baby boomers can connect to their communities, develop personalized plans for the future, discover new careers and explore volunteer opportunities.

Two of the projects, **Tempe Connections** and **Mesa Life Options**, are matching the expertise of baby boomers with elementary school students through **Civic Ventures' Experience Corps** program, which boasts 1,800 older adult tutors in 14 cities across the country. In its early phase, the program is expected to serve 450 students in five schools and holds promise for expansion in the Valley.

*Above left:* Baby boomers share their expertise with students from five East Valley elementary schools through Experience Corps, a mentorship program offered through two Next Chapter projects. *Above right and opposite:* By increasing strength and flexibility, older adults can reduce their risk of falling, a leading cause of accidental death among adults age 65 and over.

## The Changing Face of Aging

*As the post-retirement timeline stretches toward three decades and encompasses a range of needs, communities must tailor their services for every stage of health. From helping communities understand and prepare for this new way of aging to ensuring older adults stay healthy longer and maintain comfort and dignity in their final years, the Trust is investing in programs that capitalize on the changing face of aging.*

### ENCOURAGING PARTICIPATION IN REWARDING AND PRODUCTIVE ACTIVITIES

Services for older adults are experiencing a renaissance as senior centers and retirement communities reinvent their services and facilities. While **Next Chapter** projects are providing venues and programs in the East Valley for transitioning baby boomers, the Trust has also partnered with the **Area Agency on Aging, Region One, Inc.** to investigate a national model that engages older adults by developing trendy cafés in community centers throughout the Valley.

In contrast to traditional senior centers, the cafés combine an assortment of appetizing food choices with wellness programs, classes and community resources that empower older adults to remain healthy, mentally stimulated and engaged in the community. Through a feasibility study, the Area Agency worked with the program's designer, the Chicago-based nonprofit **Mather LifeWays**, to evaluate whether the cafés could be adapted to senior centers and other venues in the Valley. In February 2006, the Trust awarded planning grants to the Area Agency on Aging and the **City of Phoenix Human Services Department** to explore the feasibility of developing the Mather Café model throughout the community.

### ENCOURAGING PEAK PHYSICAL AND EMOTIONAL HEALTH

While falls remain a leading cause of accidental death among adults age 65 and over, an even greater number of older adults live in fear of falling, a paralyzing mindset that leads to inactivity, immobility

and muscle weakness, further increasing the risk of falling.

To help older adults prevent falls and gain greater strength and flexibility, the Trust funded a \$65,400 grant for **Good Shepherd Villa** to develop a pilot fall prevention program. In partnership with other senior service providers in the community, Good Shepherd Villa's program focuses on mobility, medication management, home safety and environmental safety in the community. The Trust seeks similar programs to expand fall prevention throughout the community.



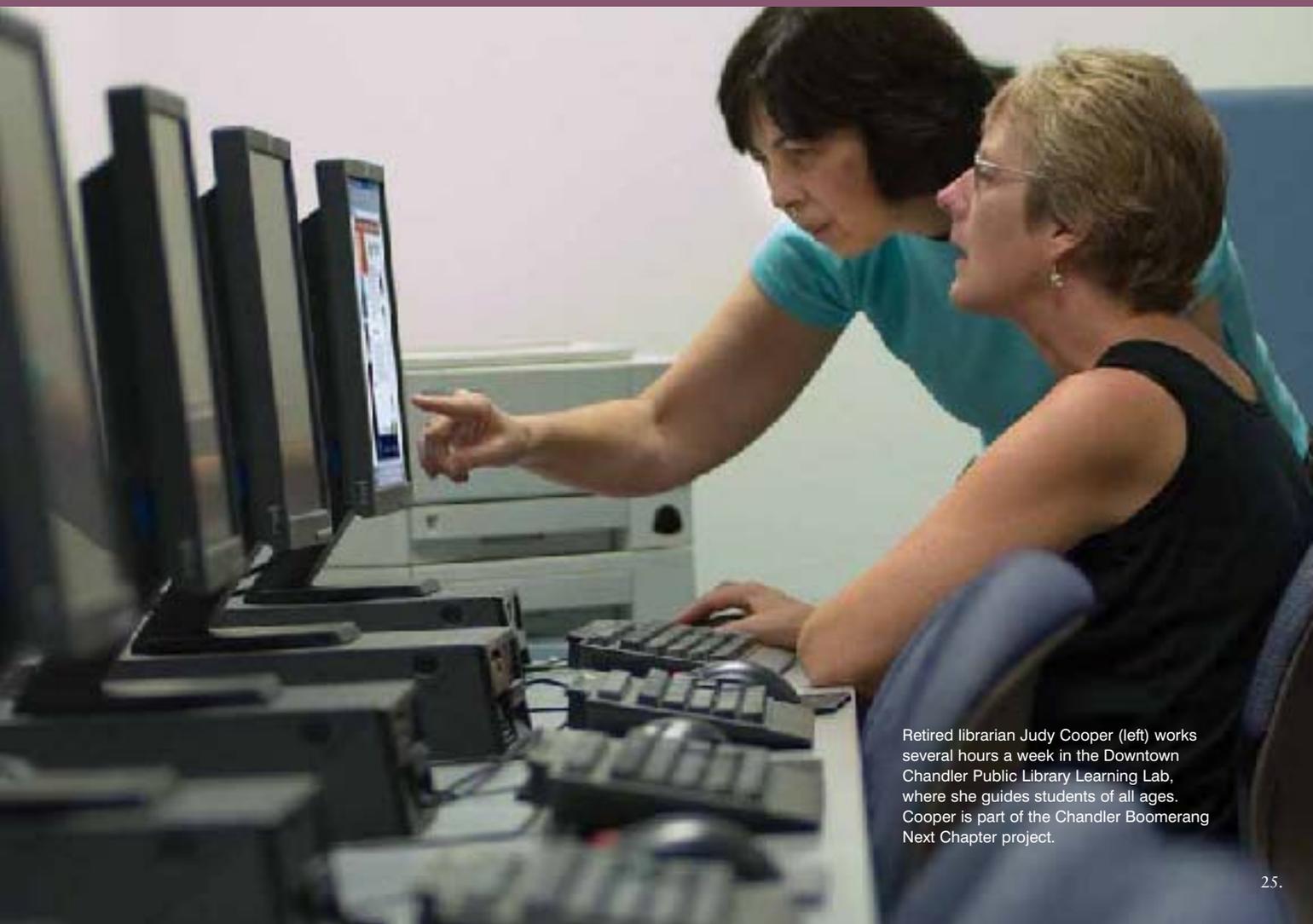
### PREVENTING DISEASE AND DISABILITY

By providing support services for older adults, the Trust works to enable people to remain in their homes as long as possible. While a variety of grants have supported organizations that provide services to homebound seniors, the Trust recognizes that nearly 80 percent of at-home care is provided by family members.

The Powerful Tools for Caregivers program offers support and resources for people who are stretched by the added challenges of caring for an older adult. Developed by **Mather LifeWays** with support from a \$310,600 grant and implemented in Maricopa County by the **Area Agency on Aging, Region One, Inc.**, the program connects caregivers with resources to reduce stress, improve self-confidence and achieve balance in their often hectic lives.

<b>OLDER ADULTS GRANTEE/PURPOSE</b>	<b>DATE AWARDED</b>	<b>TOTAL AMOUNT AWARDED</b>	<b>PAID IN FISCAL YEAR ENDED 2006</b>
<b>Area Agency on Aging, Region One, Inc.</b> www.aaaphx.org To provide program support for new, safe, affordable transitional housing for victims of late-life domestic violence and elder abuse.	May 2003	\$275,000	<b>\$75,000</b>
<b>Area Agency on Aging, Region One, Inc.</b> www.aaaphx.org To support planning for the Mather Café Plus program, which includes intergenerational cafés, fitness classes and learning programs, to be located at several Maricopa County senior centers.	February 2006	\$30,000	<b>\$30,000</b>
<b>Arizona Attorney General's Office</b> www.azag.gov To support the development of an English- and Spanish-language DVD presentation and public service announcement about issues related to life care planning and advance directives.	March 2006	\$10,000	<b>\$10,000</b>
<b>Arizona Community Foundation</b> www.azfoundation.org To implement BenefitsCheckUp, the nation's most comprehensive online benefits screening program for older adults, in coordination with the Governor's Office of Children, Youth and Families.	January 2004	\$307,071	<b>\$140,410</b>
<b>Chandler Public Library</b> www.chandlerlibrary.org To support the implementation of a Life Options/Next Chapter project so older adults can explore options including health, wellness, education, and volunteer and paid opportunities.	September 2004	\$255,660	<b>\$83,500</b>
<b>City of Phoenix Human Services Department</b> www.phoenix.gov/HUMANSERVICES/index.html To develop a café model at the Paradise Valley Community Center that will offer programming to engage baby boomers.	February 2006	\$9,500	<b>\$9,500</b>
<b>City of Tempe Community Services Department</b> www.tempe.gov/socialservices To support the implementation of a Life Options/Next Chapter project so older adults can explore options including health, wellness, education, and volunteer and paid opportunities.	September 2004	\$547,644	<b>\$231,967</b>
<b>Civic Ventures</b> www.civicventures.org To support the implementation of Life Options/Next Chapter centers and provide the Trust with information and advice about Next Chapter initiatives and supportive services.	March 2005	\$256,000	<b>\$128,000</b>
<b>Civic Ventures</b> www.civicventures.org To support planning for several Maricopa County Experience Corps projects that place older adults in urban public schools and afterschool programs as tutors and mentors.	January 2006	\$9,500	<b>\$9,500</b>
<b>Community CARE Connections, Inc.</b> To support the Technical Assistance for Seniors Homebound (TASH) program, which provides computers, Internet connections and training to homebound older adults.	June 2004	\$215,000	<b>\$70,000</b>
<b>East Valley Senior Services, Inc.</b> www.evseniorservices.org To provide matching grant funds for the annual Friends Campaign to strengthen fundraising capacity.	May 2003	\$130,000	<b>\$70,000</b>
<b>Four Sisters Meals 2-U</b> 602.863.4399 To expand Project Home-Free, a home-delivered meal program for older adults.	June 2005	\$25,000	<b>\$14,000</b>
<b>Good Shepherd Villa</b> www.good-sam.com To support a comprehensive pilot Fall Prevention Program with the goal of replication in the community.	September 2005	\$65,400	<b>\$65,400</b>
<b>Hospice of the Valley</b> www.hov.org To improve care for persons with advanced dementia.	March 2004	\$242,400	<b>\$114,200</b>
<b>Marc Center of Mesa, Inc.</b> www.MarcCenter.com To support construction of a vocational training facility to provide employment for older adults in the center-based workshop.	June 2005	\$100,000	<b>\$100,000</b>

	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>Mather LifeWays</b> www.matherlifeways.com To deliver Powerful Tools for Caregivers, a self-care program for families offered in partnership with the Area Agency on Aging, Region One, Inc.	September 2005	\$310,600	<b>\$158,800</b>
<b>Mesa Community College</b> www.mc.maricopa.edu To support the implementation of a Life Options/Next Chapter project so older adults can explore options including health, wellness, education, and volunteer and paid opportunities.	September 2004	\$533,946	<b>\$225,178</b>
<b>Solecito Services, Inc.</b> 623.876.5331 To purchase new home health and computer equipment.	June 2005	\$10,000	<b>\$5,000</b>
<b>University of Arizona Cooperative Extension - Maricopa County</b> www.ag.arizona.edu/maricopa To expand the Bone Builders Active for Life program for inactive older adults in Maricopa County.	March 2004	\$129,552	<b>\$55,688</b>
<b>TOTAL</b>			<b>\$1,596,143</b>



Retired librarian Judy Cooper (left) works several hours a week in the Downtown Chandler Public Library Learning Lab, where she guides students of all ages. Cooper is part of the Chandler Boomerang Next Chapter project.



Amazing Mayzie (Katie McFadzen) performs in Childsplay's holiday production of "Seussical." *Opposite:* Mary Lennox (Juliet Drake) discovers the key to Childsplay's "The Secret Garden." *Photos by Jannine Doto.*



Healthy communities are characterized by vibrant arts and culture organizations. The Piper Trust works to strengthen the arts through grants that encourage audience growth, increase revenue, support strategic planning and provide new efficiencies through technology. In order to enhance the influence and resources of the arts and culture community, the Trust also encourages and supports collaboration.

In 2005-2006, the Trust invested \$2,967,834 to enhance arts organizations' stability.



## BRIDGING THE FUNDING GAP

Each summer, **Arizona Opera's** anticipation of the upcoming season is tempered with concern. While the pressure of presenting five acclaimed operas in seven months is exhilarating, the financial pressure to cover production costs before revenue is generated raises cash flow challenges.

Arizona Opera's situation isn't unique; virtually all arts organizations with seasonal or cyclical schedules face periods of minimal revenue and elevated expenses. In many cases, organizations borrow funds and incur significant interest costs to bridge the gap.

To reduce the need to borrow funds and enhance financial stability, the Piper Trust has invested in cash operating reserves from which arts organizations can draw during revenue shortfalls. In 2005-2006, the Arizona Opera and **Ballet Arizona** received \$250,000 and \$200,000, respectively, for cash operating reserves that will be doubled through matching gifts from other donors. The reserves, which must be placed in a restricted account for 30 days each year, will provide a financial safety net, generate interest income and save the organizations tens of thousands of dollars in interest expense annually.

*Above left:* Ballet Arizona dancers perform in "Theme and Variations," Choreography by George Balanchine, ©The George Balanchine Trust, photo by Rosalie O'Connor. *Above center:* The goddess Juno casts a spell on the mortal Semele in Arizona Opera's production of George Frederic Handel's "Semele," photo courtesy of Arizona Opera. *Above right:* Theater Works presents "Alice in Wonderland," photo by Alayne Vogel. *Opposite:* Nicholas Villalobos performs at Arizona Musicfest's Young Artists Concert.

## Encouraging Strategic Growth

*In a dynamic community, creative spirit fuels innovation and vibrancy. For communities to attract the world's most creative minds, they must establish an environment in which creativity, culture and ideas play a critical role in community life. From grants that strengthen individual arts and culture organizations to strategic collaborations that elevate the importance of arts and culture in the community, the Piper Trust seeks to nurture Maricopa County's creative spirit.*

### STRENGTHENING ARTS ORGANIZATIONS

Arts organizations today face new and daunting challenges as they strive to balance swiftly shifting demographics and audience tastes with technological advances that provide instant, "almost-live" access to all forms of art. Savvy arts leaders must employ strategic business practices as well as identify and present works that resonate with audiences. At the same time, they must convince the public that the most stirring arts experiences don't simply occur through technology.

Trust grants in the past year have helped several arts organizations capitalize on growth opportunities to reach broader, more diverse audiences. To serve the rapidly growing and culturally diverse West Valley, **Theater Works** needed to expand. Through a partnership with the City of Peoria, the 20-year-old community theater will operate and perform at the Peoria Center for the Performing Arts, scheduled to debut in January 2007. A \$195,000 grant from the Piper Trust is helping smooth Theater Works' transition by supporting strategic staffing strategies to facilitate the agency's growth.

In the East Valley, **Childsplay's** significant expansion is spurred on by the 2007 opening of the Tempe Center for the Performing Arts, for which it will be the anchor tenant. With Trust support totaling \$500,000, the nationally recognized children's theater is consolidating its operations in a former school through a partnership with the City of Tempe. Called the Campus for Imagination and Wonder, the facility will house Childsplay's administrative functions together with costume and scene shops, a laboratory

theater and a rehearsal hall. The campus will also offer space to other nonprofit arts organizations.

With the appointment of Robert Moody as artistic director, **Arizona Musicfest** saw a unique opportunity to build on Moody's popularity to attract a broader audience. Through a \$60,000 Trust grant, the agency has developed a two-year marketing campaign to create awareness beyond its North Scottsdale / Carefree / Cave Creek base.

### FOSTERING COLLABORATION

While initiatives to launch the **Maricopa Partnership for Arts and Culture** and **Alliance for Audience** have proven successful, collaborative efforts sometimes prove to be unfeasible. After **The Phoenix Symphony** successfully implemented *Tessitura*, the Trust explored whether the collaborative ticketing, marketing and development system could be shared by Valley arts organizations. Modeled after arts partnerships in other cities, the initiative would link marketing and ticketing services to help agencies provide more efficient processes and enhance customer service. While a promising concept, a study concluded that a partnership, although technically feasible, was not practical with the potential participants' disparate business and technical capabilities. The study did indicate the **Scottsdale Cultural Council's** readiness to implement the system, for which the Trust awarded a \$350,000 grant.



ARTS AND CULTURE GRANTEE/PURPOSE	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>Alliance for Audience</b> www.allianceforaudience.org To support a new collaborative effort of more than 40 arts and cultural organizations to market and promote cultural experiences in the Valley.	November 2003	\$250,000	<b>\$42,560</b>
<b>Arizona Musicfest</b> www.azmusicfest.org To expand marketing initiatives and outreach to Valley communities in order to attract new audiences.	September 2005	\$60,000	<b>\$30,000</b>
<b>Arizona Opera</b> www.azopera.org To increase the permanent cash operating reserve.	September 2005	\$250,000	<b>\$125,000</b>
<b>Ballet Arizona</b> www.balletaz.org To increase the permanent cash operating reserve.	July 2005	\$200,000	<b>\$200,000</b>
<b>Childsplay, Inc.</b> www.childsplayaz.org To support the Bright LIGHTS Bright KIDS campaign to build the Campus for Imagination and Wonder and consolidate Childsplay's operations.	February 2006	\$500,000	<b>\$150,000</b>
<b>Fountain Hills Community Theater</b> www.fountainhillstheater.com To upgrade technology and safety elements in the youth theater.	February 2006	\$66,000	<b>\$66,000</b>
<b>Heard Museum</b> www.heard.org To renovate and expand the signature exhibition entitled "HOME: Native People in the Southwest."	September 2004	\$750,000	<b>\$375,000</b>
<b>Maricopa Partnership for Arts and Culture</b> www.mpacarts.org To support efforts to strengthen arts and cultural organizations regionally.	December 2004	\$3,000,000	<b>\$1,000,000</b>
<b>National Arts Strategies</b> www.artstrategies.org To support a tuition grant for the executive director of the Arizona Science Center to attend the National Arts Strategies and Stanford Graduate School of Business Executive Program for Nonprofit Leaders.	December 2004	\$5,500	<b>\$5,500</b>
<b>National Arts Strategies</b> www.artstrategies.org To support a tuition grant for the general and artistic director of the Arizona Opera to attend the National Arts Strategies and Stanford Graduate School of Business Executive Program for Nonprofit Leaders.	December 2004	\$5,500	<b>\$5,500</b>
<b>National Arts Strategies</b> www.artstrategies.org To fund a two-year organizational development program offering seminars to arts and culture leaders, board members and key staff.	June 2005	\$135,000	<b>\$50,000</b>
<b>National Arts Strategies</b> www.artstrategies.org To support a tuition grant for the managing director of the Arizona Opera to attend the National Arts Strategies and Stanford Graduate School of Business Executive Program for Nonprofit Leaders.	April 2006	\$5,500	<b>\$5,500</b>
<b>Phoenix Art Museum</b> www.phxart.org To endow the Virginia G. Piper Exhibition Endowment Fund.	October 2003	\$1,250,000	<b>\$500,000</b>
<b>The Phoenix Symphony</b> www.phoenixsymphony.org To support a feasibility study exploring the formation of a shared Tessitura system among several Valley arts organizations.	May 2005	\$9,699	<b>\$9,699</b>
<b>Scottsdale Center for the Performing Arts</b> www.scottsdalearts.org To underwrite Scottsdale Center for the Performing Arts' Virginia G. Piper Steinway Concert Series for 2005-2006.	February 2005	\$40,000	<b>\$40,000</b>
<b>Scottsdale Cultural Council</b> www.scottsdalearts.org To purchase Tessitura, a fully integrated customer relationship management software system.	October 2005	\$350,000	<b>\$175,000</b>
<b>Scottsdale Cultural Council</b> www.scottsdalearts.org To support the cost of creating a sculpture of Winfield Scott, the founder of Scottsdale.	November 2005	\$10,000	<b>\$10,000</b>

	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>Theater Works</b> www.theaterworks.org To assist in building strategic staffing and strengthen operational procedures in preparation for a move to the new Peoria Center for the Performing Arts.	February 2006	\$195,000	<b>\$85,000</b>
<b>Trinity Cathedral</b> www.trinitycathedral.com To support the replacement cost of the organ destroyed by fire that serves musicians throughout the Valley.	May 2003	\$200,000	<b>\$100,000</b>
<b>West Valley Arts Council</b> www.westvalleyarts.org To support completion of a regional assessment and plan to determine potential arts and culture opportunities in the West Valley.	January 2006	\$10,000	<b>\$10,000</b>
<b>West Valley Symphony</b> To support a marketing and development plan to increase the donor base.	February 2003	\$108,075	<b>(\$16,925)*</b>
<b>TOTAL</b>			<b>\$2,967,834</b>

\* Funds were refunded when the organization went out of business.



Ballet Arizona's Paola Hartley and Michael Cook dance in "Divertimento No. 15," Choreography by George Balanchine, ©The George Balanchine Trust, photo by Rosalie O'Connor.

Through the Back to School Clothing Project and a grant to the Back-To-School Clothing Drive Association, the Trust provided school attire for nearly 20,000 Valley children. *Opposite:* The Girl Scouts – Arizona Cactus-Pine Council is revamping its volunteer system to enhance recruitment and management.





Establishing an environment that encourages learning at every life stage produces inquiring minds and intellectually engaged citizens. The Virginia G. Piper Charitable Trust supports programs that encourage learning at an early age, expose adolescents to positive out-of-school educational environments and foster ongoing learning throughout life.

The Trust in 2005-2006 invested \$5,292,700 in programs that provide educational opportunities for Maricopa County residents.



## BACK-TO-SCHOOL IN STYLE

While many Valley children mark the end of summer vacation by hitting the malls in search of back-to-school clothes, others face their first day of school wearing last year's outgrown outfits and worn-out shoes. For the one in five Arizona children living in poverty, finding clothes to wear five days a week becomes a family burden and contributes to poor attendance and missed assignments. While schools try to fill the clothing gap, they struggle to respond to the demand.

During the past three years, the Trust has awarded grants totaling \$600,000 to 122 schools and organizations for the purchase of clothing for children from low-income families. Ranging from \$2,500 to \$10,000, the grants allow school officials to address clothing needs as they arise.

In addition to making grants to schools, Trustees awarded a \$75,000 grant to the **Back-To-School Clothing Drive Association** to hire the volunteer-run agency's first paid executive director. Each year, more than 1,000 volunteers work tirelessly to ensure that more than 10,000 children have new clothing and school supplies when they start the new school year.

*Above left:* Children receive new outfits at the Back-To-School Clothing Drive's weeklong event. *Above center:* ASU's Virginia G. Piper Center for Creative Writing draws internationally recognized authors. *Above right:* Arizona Quest for Kids matches mentors with academically successful youth from economically disadvantaged families.

## Encouraging Lifelong Learning

*Just as human bodies crave food and physical exertion, so, too, do their brains need to be nourished and exercised to keep them active and fit. By building a foundation for learning in young children, providing growth and character-building experiences for youth and stimulating learning opportunities at all stages of life, the Piper Trust encourages Maricopa County residents to embrace learning as a lifetime endeavor.*

### ENHANCING EARLY LEARNING ENVIRONMENTS

Children's experiences from birth to age 5 set the stage for school readiness and later academic success. Recent research indicates that children exposed to stimulating experiences during this critical period of optimal brain development start school with the skills essential for academic success.

To enhance the role immigrant parents play in preparing their at-risk preschoolers for kindergarten, the **Chandler Education Foundation** developed a home-based curriculum that combines parental reading with fun learning activities. Funded with assistance from a \$47,500 Trust grant, the program may be expanded to school districts and community education programs throughout the state after its pilot phase in 2006-2007.

### STRENGTHENING OUT-OF-SCHOOL EXPERIENCES

Growing evidence suggests that the afterschool hours are a critical time for youth. This period can fuel negative behavior for unsupervised youth or open new paths for positive growth and learning. Surprisingly, only 11 percent of youth participate in afterschool programs nationally, although research indicates that many more would participate if additional programs were available.

To increase participation in quality afterschool opportunities, the Piper Trust invests in programs that provide safe, academically stimulating environments for Valley youth. In the past year, the Trust invested nearly \$2.7 million to help three organizations expand their afterschool offerings.

A \$182,200 grant to the **Camp Fire Council of Greater Arizona, Inc.** launched an afterschool tutoring

program to help 450 underprivileged students in three Glendale elementary schools. A preliminary evaluation reported improved academic achievement among participating students, and plans call for the program to be expanded to additional schools.

In response to community requests, the **Valley of the Sun YMCA** committed to build a new facility to serve the youth of Maryvale. A \$500,000 grant from the Trust supports the project, which is scheduled for completion in early 2007. The **Boys & Girls Clubs of Greater Scottsdale** – recipient of a \$2 million grant from the Trust – is expanding facilities and programs to serve 4,000 more young people in Scottsdale and North Phoenix.

### EXPANDING ACCESS TO ROLE MODELS AND MENTORS

With more than 20,000 girls in Maricopa County participating in its programs each year, the **Girl Scouts – Arizona Cactus-Pine Council, Inc.** relies heavily on the talents and leadership of its 8,400 volunteers. But while demand for Girl Scouts programs has increased, changing demographics coupled with an outdated volunteer recruitment and management system have hampered efforts to attract compatible volunteers.

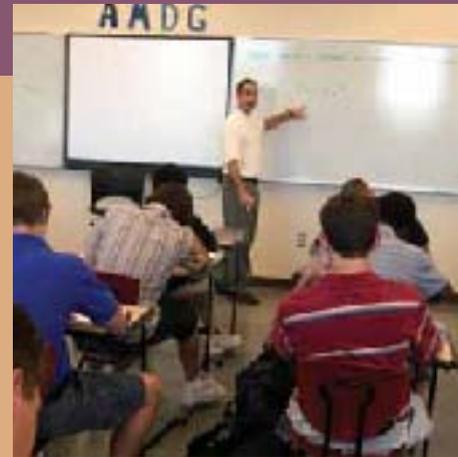
Through a \$1.1 million grant from the Trust, the Girl Scouts over the next three years has set out to develop an innovative, state-of-the-art system to reach, engage and manage volunteers. Ultimately, the agency wants to attract more Latina leaders, baby boomers and younger women to mentor teenage girls. While the program will transform the volunteer experience and promises to modernize how the agency serves the community, it also will likely serve as a model for other nonprofit organizations in Maricopa County and nationwide.

<b>EDUCATION GRANTEE/PURPOSE</b>	<b>DATE AWARDED</b>	<b>TOTAL AMOUNT AWARDED</b>	<b>PAID IN FISCAL YEAR ENDED 2006</b>
<b>Arizona Quest for Kids</b> www.azquestforkids.org To expand and enhance the mentoring program for academically successful youth from economically disadvantaged families.	May 2003	\$250,000	<b>\$50,000</b>
<b>Arizona State University</b> www.asu.edu/english/creativewriting To endow the Virginia G. Piper Center for Creative Writing, Creative Writing Chair in Residence and fund partial renovation of the Virginia G. Piper Writers House.	August 2003	\$10,000,000	<b>\$3,000,000</b>
<b>Arts &amp; Business Council of Greater Phoenix</b> www.artsbusinessphoenix.org To build staff capacity to market the Business on Board Program and upgrade technology.	September 2005	\$143,800	<b>\$58,500</b>
<b>Back-To-School Clothing Drive Association</b> www.backtoschoolclothingdrive.com To support the agency's first paid executive director position.	September 2005	\$75,000	<b>\$25,000</b>
<b>Big Brothers Big Sisters of Central Arizona</b> www.bbbsaz.org To strengthen the individual giving campaign by providing a match for new and increased individual contributions.	March 2005	\$200,000	<b>\$100,000</b>
<b>Boys &amp; Girls Clubs of Greater Scottsdale</b> 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	<b>\$400,000</b>
<b>Boys &amp; Girls Clubs of Metropolitan Phoenix</b> www.bgcmp.org To renovate the pool area of the Rosenzweig Branch into a teen center and support afterschool and summer teen programming.	August 2002	\$500,000	<b>\$75,000</b>
<b>Camp Fire Council of Greater Arizona, Inc.</b> www.campfireaz.org To deliver afterschool tutoring programs for disadvantaged elementary school students in Glendale.	September 2005	\$182,200	<b>\$182,200</b>
<b>Chandler Education Foundation</b> www.chandleredfoundation.org To develop a curriculum for a home-based program to help immigrant parents prepare their preschool children to enter school ready to learn.	September 2005	\$47,500	<b>\$47,500</b>
<b>Girl Scouts-Arizona Cactus-Pine Council, Inc.</b> www.girlscoutsaz.org To create new and innovative strategies for volunteer engagement and participation.	February 2006	\$1,105,000	<b>\$401,000</b>
<b>Girl Scouts-Arizona Cactus-Pine Council, Inc.</b> www.girlscoutsaz.org To fund a planning grant to support a collaborative project between educators and youth-serving organizations in the Murphy School District.	June 2005	\$10,000	<b>\$10,000</b>
<b>The Greater Phoenix Youth at Risk Foundation</b> www.phoenixyouthatrisk.org To expand the New Pathways Mentoring Program utilizing individual and community mentoring experiences.	March 2005	\$75,000	<b>\$30,000</b>
<b>Junior Achievement of Arizona, Inc.</b> www.jaaz.org To expand the Exchange City program to help 5th and 6th grade students learn and apply math, civics, social studies, language arts and technology standards to the real world.	June 2004	\$230,000	<b>\$80,000</b>
<b>McLean Hospital</b> www.mclean.harvard.edu To support the New 3R's Project in the Valley by supporting a train-the-trainer effort for the RAVE-O and RALLY for Kids remedial reading interventions.	July 2005	\$96,000	<b>\$96,000</b>
<b>Piper Trust Back-to-School Clothing Project</b> www.pipertrust.org To help 69 Maricopa County schools purchase school clothing and uniforms for low-income students.	June 2005	\$300,000	<b>\$300,000</b>
<b>Valley of the Sun YMCA</b> www.valleymca.org To support the expansion of child care facilities and create a teen center at the Scottsdale/Paradise Valley YMCA and to support an early education quality improvement project for all Valley branches.	November 2002	\$1,000,000	<b>\$187,500</b>
<b>Valley of the Sun YMCA</b> www.valleymca.org To support a capital project to build a new branch to serve Maryvale youth.	February 2006	\$500,000	<b>\$250,000</b>
<b>TOTAL</b>			<b>\$5,292,700</b>



Reflecting Virginia Piper's deep commitment to religious organizations, The Virginia G. Piper Charitable Trust invests in programs offered by faith-based organizations that focus on young children, adolescents and older adults.

In 2005-2006, the Trust invested \$4,470,717 in programs supporting religious organizations.



## IMPROVING SYSTEMS FOR EARLY LEARNERS

As children at Scottsdale's Saint Maria Goretti Preschool race from their classroom to the playground, their faces light up as they glide down the slide, climb to the top of a rock mountain and work together to balance on a tire swing. Little do they know their outside play – coupled with the activities, projects and songs they complete in the classroom – stimulates their brains to make connections and acquire skills that will help them achieve academic success in the years to come.

Saint Maria Goretti is one of 20 preschools in **The Roman Catholic Church of Phoenix** with which the Piper Trust is partnering to determine how curricula and physical environments contribute to a student's growth and development. Because the Catholic preschools represent a cross-section of the Valley, they provide an ideal setting to develop and test curricular strategies that can be incorporated in programs to help children gain skills critical for learning.

With mounting evidence confirming that early learning experiences are woefully uneven, especially for children from low-income families, the Trust hopes the Catholic preschool partnerships will identify areas in which it can invest Valleywide to ensure that young children start kindergarten ready to learn and excel.

*Above left and opposite:* The Piper Trust is partnering with the Valley's 20 Catholic preschools to determine how curricula and physical environments contribute to a student's growth and development. *Above center:* Dentists at the St. Vincent de Paul Virginia G. Piper Medical and Dental Clinic treat low-income patients. *Above right and page 37:* Brophy College Preparatory's Virginia G. Piper Center for Math and Science offers students state-of-the-art learning.

RELIGIOUS ORGANIZATIONS GRANTEE/PURPOSE	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>All Saints' Episcopal Church</b> www.allsaints.org To provide educational assessments and tutoring for the Lost Boys of Sudan.	September 2005	\$10,000	<b>\$10,000</b>
<b>Bourgade Catholic High School</b> www.bourgade.org To support construction of a new student services building and renovation of the Hillmann Center as well as provide a \$1 million challenge grant to fund athletic facilities.	June 2004	\$3,000,000	<b>\$1,000,000</b>
<b>Seton Catholic High School</b> www.diocesephoenix.org/school/seton_catholic_hs/ To support a capital campaign to expand the campus, increase student enrollment and strengthen the academic program.	May 2003	\$3,000,000	<b>\$1,000,000</b>
<b>Society of St. Vincent de Paul</b> www.stvincentdepaul.net To support an endowment and provide a challenge grant for the medical and dental clinics.	September 2004	\$3,000,000	<b>\$1,200,000</b>
<b>The Roman Catholic Church of Phoenix</b> www.diocesephoenix.org To complete a capital campaign to build the new Diocesan Center in downtown Phoenix.	April 2003	\$1,500,000	<b>\$500,000</b>
<b>The Roman Catholic Church of Phoenix</b> www.diocesephoenix.org To hire a consultant to help assess the curricula needs of Valley-based Catholic preschool programs.	December 2005	\$73,250	<b>\$73,250</b>
<b>The Roman Catholic Church of Phoenix</b> www.diocesephoenix.org To support capital improvement projects for 20 Catholic preschools in the Valley.	February 2006	\$687,467	<b>\$687,467</b>
<b>TOTAL</b>			<b>\$4,470,717</b>

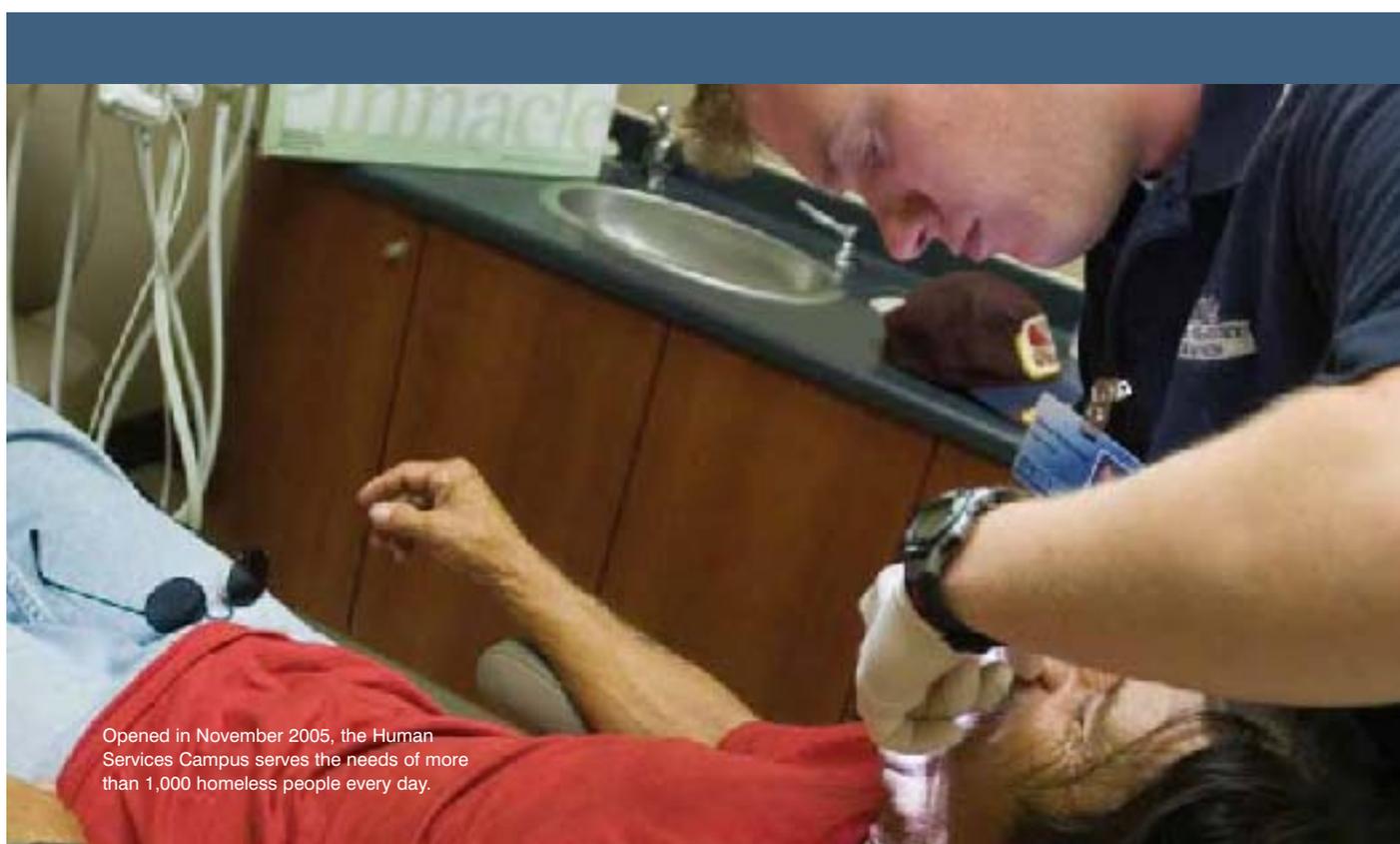


## COMMUNITY PARTNERSHIPS



Maricopa County's transformation over the last quarter century has been dramatic, and the region's explosive growth in the coming decades requires community leaders from every sector to embrace innovative, collaborative solutions. Through its grantmaking, The Virginia G. Piper Charitable Trust seeks strategic partnerships that promise communitywide impact with long-term benefits. Maricopa County is the beneficiary of a number of nationally recognized collaborative programs, and the Trust is proud to be a partner in several in 2005-2006.

## Wrapping Services Around Homelessness



Opened in November 2005, the Human Services Campus serves the needs of more than 1,000 homeless people every day.

As James White stretches his long, thin legs along the length of his dental chair at the **Central Arizona Shelter Services Dental Clinic**, the former Vietnam War-era Marine flashes a toothless grin. Although he calls a tiny cubicle at the Human Services Campus in downtown Phoenix home, White has hope for the first time in years. In addition to his new dentures, he's receiving regular meals, medical care, job placement assistance and mental-health counseling through a variety of organizations housed on the campus.

Opened in November 2005, the **Human Services Campus'** one-stop shop approach has made it a national model for integrating homeless services. The project joins five nonprofits that serve homeless individuals – Society of St. Vincent de Paul, Central

Arizona Shelter Services, Maricopa County Health Care for the Homeless, NOVA Safe Haven and St. Joseph the Worker – with a host of other governmental and community agencies working to help break the cycle of homelessness in Maricopa County.

Funding for the \$24 million project was provided by Maricopa County as well as corporate, philanthropic and private donations. In addition to a \$66,500 grant to the CASS Dental Clinic, the Piper Trust made two grants in 2002 totaling \$1 million to support the Society of St. Vincent de Paul dining room and chapel and the Maricopa County Health Care for the Homeless medical center located at the Human Services Campus.

## Halting Child Drownings



The Adopt-a-Fence program provides pool fences to low-income families throughout the Valley.

Fire fighters witness devastating consequences firsthand when young children fall into unfenced pools. They understand the odds are against them as they fight for small lungs to breathe, and they know that a pool fence likely would have prevented the child from slipping into the pool.

To help alleviate the record-setting number of child drownings in Maricopa County, the **United Phoenix Fire Fighters Association, Inc.** developed the Adopt-A-Fence program in 2002 to build free pool fences for low-income families with young children.

When funding for the program faltered in 2005, the Piper Trust stepped forward with a \$100,000 matching grant and helped develop a community fundraising campaign with support from *The Arizona Republic* and Channel 12 News.

Thanks to nearly \$250,000 in community donations, the program went from a seasonal summer program to year-round installations. The fire fighters installed 150 fences in 2005-2006, more than five times the number installed in each of the prior years.

OTHER GRANTEE/PURPOSE	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>Arizona Community Foundation</b> www.azfoundation.org To support the establishment of an Arizona Hispanic Funders' Collaborative.	September 2005	\$50,000	<b>\$50,000</b>
<b>Community Information &amp; Referral</b> www.cir.org To further develop the Homeless Management Information System (HMIS) for agencies serving homeless children, adults, families and older adults.	June 2004	\$20,000	<b>\$10,000</b>
<b>NPower Arizona Inc.</b> www.npoweraz.org To provide matching funds to launch a project to serve the technology needs of nonprofits in Maricopa County.	May 2003	\$225,000	<b>\$75,000</b>
<b>United Phoenix Fire Fighters Association, Inc.</b> www.saverkids.org To support the Adopt-a-Fence program, which provides free pool fences to low-income families with children ages 6 or younger.	May 2005	\$100,000	<b>\$100,000</b>
<b>TOTAL</b>			<b>\$235,000</b>
<b>Historical Grants</b> Mrs. Piper supported a variety of organizations and projects in which the Trust continues to invest.		\$270,000	<b>\$270,000</b>
<b>Trust Initiated Grants</b> Trust initiated grants include trustee advised, employee matching and other grants awarded as well as professional affiliation memberships.		\$635,823	<b>\$635,823</b>
<b>Direct Charitable Activities</b> A Direct Charitable Activity is an activity and/or event that serves a charitable purpose and is conducted by the Trust.		\$90,904	<b>\$90,904</b>
<b>Affiliations</b> Through membership in professional associations and organizations that support philanthropy, the Piper Trust's board and staff have opportunities to collaborate with and learn from colleagues from grantmaking organizations across the country.  <b>Organizations include:</b> Arizona Grantmakers Forum Communications Network Conference of Southwest Foundations Council on Foundations Foundation Financial Officers Group Grantmakers for Children, Youth & Families Grantmakers for Education Grantmakers in Aging Grantmakers in Health Grantmakers in the Arts Grants Managers Network Independent Sector Philanthropy for Active Civic Engagement			



Effective, progressive nonprofits are led by creative executives who successfully balance serving the needs of their clients with the rigors of managing a complex business. When leaders step away from the job's day-to-day demands and invest time in professional development, they return with innovative ideas and renewed energy.

In 2005-2006, the Trust awarded Piper Fellowships to five nonprofit leaders, and nearly 350 individuals participated in two Piper Academies.

## Strengthening Nonprofit Leadership

### PIPER FELLOWS PROGRAM

Five Valley nonprofit leaders were named Piper Fellows in December 2005, launching a year of learning, growth and professional renewal. In addition to sabbaticals, fellowship recipients meet regularly to share their learning and experiences.



#### **Joe Baker**

As Lloyd Kiva New Curator of Fine Art at the Heard Museum, Joe Baker (Delaware Tribe of Indians) is charged with bringing the nation's finest contemporary Native artists to the Phoenix museum. Through a collaborative project with the National

Museum of the American Indian, Baker is working on a contemporary Native art exhibition – “Remix: New Modernities in a Post Indian World” – that will open at the Heard Museum in October 2007 followed by a run at NMAI's George Gustav Heye Center in New York. Baker traveled to Santa Fe, San Antonio and New York during his sabbatical, where he met with artists and curators and wrote a curatorial essay for the exhibition's catalogue.



#### **Richard “Mike” Bell**

For the past 18 years, Richard “Mike” Bell has worked as Director of Shelter Services at the Society of St. Vincent de Paul Ozanam Manor, a transitional housing program for homeless elderly and disabled people. During his fellowship, Bell

participated in three professional development programs: a five-day seminar at the Center for Creative Leadership in Colorado Springs, a “5 Day MBA” seminar by American Management

Association in San Francisco and a course in program evaluation at ASU's Center for Nonprofit Leadership and Management. His sabbatical also included visiting several best practice programs, attending a conference on homelessness, and researching and writing about best practices to end homelessness.



#### **Michelle R. Dionisio**

Since 1999, Michelle R. Dionisio has served as President/CEO for Interfaith Community Care, which operates a network of six West Valley adult day centers as well as educational services, in-home care and care-management programs. Dionisio's goal during

her fellowship was to build Interfaith's fiscal independence and increase service excellence. In addition to visiting best practice programs at nonprofit and for-profit human service organizations, she attended two one-week executive education courses at Harvard Business School, a training course at the Ritz Carlton Leadership Center and a two-day Service Leader's Board for Service Excellence program.



#### **Juanita Howard**

A registered nurse, Juanita Howard serves as Director of Quality Management and Deputy Director of Clinica Adelante, Inc., where she facilitates process improvement, staff development and organizational change. Clinica Adelante is a

community and migrant health center dedicated to providing primary healthcare services to residents of Maricopa County. Howard's fellowship included a 20-day advanced training program in healthcare delivery at the Institute for Health Care as well as 10

days in reflection combined with a visit to a best practice program. She plans to develop and implement quality improvement programs, conduct educational sessions for Clinica Adelante's staff and share information with colleagues at the Association of Community Health Centers.



**Kathy Nugent**

Kathy Nugent served as finance director at Fresh Start Women's Foundation for the past three years, and she recently joined Tempe Community Council as the accounting manager. Through her fellowship, Nugent attended a two-week executive program at

Stanford Graduate School of Business, leadership development training with Franklin Covey and coursework at ASU's Center for Nonprofit Leadership and Management. Additionally, she received one-on-one training with human resources and corporate culture and transformation consultants.

**PIPER ACADEMIES**

Through workshops featuring national experts, the Piper Trust helps nonprofit staff and board members gain knowledge of best practices in critical areas of nonprofit management. These academies are offered free to nonprofits.

**Storytelling as Best Practice**

**Featuring Andy Goodman**

In September 2005, national storytelling expert Andy Goodman taught leadership teams from more than 60

nonprofits about how stories strengthen organizations, engage audiences and advance missions. Prior to the workshop, each team wrote a story illustrating the work of the organization, and Goodman provided feedback. After the lively, interactive presentation, the teams redrafted their stories to use in future communications.



**Governance, Transparency and Accountability, Featuring Diana Aviv**

Recognizing the importance of nonprofits' accountability and governance practices, more than 200 people attended a Piper Academy in January 2006 featuring Diana Aviv, president of Independent Sector. Based on the recommendations from The



Panel on the Nonprofit Sector, she shared her insights about governance best practices and how nonprofits can improve their policies. The Trust also outlined eight recommended best practices for nonprofits that will be required for Trust grantees beginning in January 2007.

PIPER FELLOWS GRANTEE/PURPOSE	DATE AWARDED	TOTAL AMOUNT AWARDED	PAID IN FISCAL YEAR ENDED 2006
<b>Chandler Center for the Arts</b> www.chandlercenter.org To support Katrina Mueller's sabbatical as a Piper Fellow and related staff development.	December 2004	\$17,247	<b>\$17,247</b>
<b>Clinica Adelante, Inc.</b> www.clinicaadelante.com To support Juanita Howard's sabbatical as a Piper Fellow and related staff development.	November 2005	\$40,000	<b>\$0</b>
<b>EMPACT – The Suicide Prevention Center, Inc.</b> www.empact-spc.com To support Laura Larson-Huffaker's sabbatical as a Piper Fellow and related staff development.	December 2004	\$40,000	<b>\$30,000</b>
<b>Fresh Start Women's Foundation</b> www.fswf.org To support Kathy Nugent's sabbatical as a Piper Fellow and related staff development.	November 2005	\$40,000	<b>\$0</b>
<b>Heard Museum</b> www.heard.org To support Joe Baker's sabbatical as a Piper Fellow.	November 2005	\$30,000	<b>\$967</b>
<b>Interfaith Community Care</b> www.interfaithcommunitycare.org To support Michelle Dionisio's sabbatical as a Piper Fellow and related staff development.	November 2005	\$40,000	<b>\$11,834</b>
<b>International Rescue Committee</b> www.theirc.org To support Robin Dunn Marcos' sabbatical as a Piper Fellow and related staff development.	December 2004	\$22,797	<b>\$17,017</b>
<b>Society of St. Vincent de Paul</b> www.stvincentdepaul.net To support Richard "Mike" Bell's sabbatical as a Piper Fellow and related staff development.	November 2005	\$40,000	<b>\$3,460</b>
<b>Valle del Sol, Inc.</b> www.valledelsol.com To support Luz Sarmina-Gutierrez's sabbatical as a Piper Fellow and related staff development.	December 2004	\$31,312	<b>\$31,312</b>
<b>TOTAL</b>			<b>\$111,837</b>

During Joe Baker's fellowship, he met with artists and wrote a curatorial essay for the exhibition's catalogue. Pictured is Navajo artist Steven Yazzie, whose installation "Draw Me A Picture" will be featured in the exhibit. *Opposite top:* Staff members from St. Vincent de Paul collaborate to craft their story during Andy Goodman's Storytelling Piper Academy. *Opposite bottom:* Diana Aviv talks about nonprofit best practices with Lyda Harris, an ASU student studying nonprofit leadership and management.



# GRANT GUIDELINES

The Piper Trust funds organizations and programs that improve the quality of life for people in Maricopa County. It supports projects that have broad impact, show effective results and are feasible and sustainable. Specifically, the Trust invests in healthcare and medical research, children, older adults, arts and culture, education and religious organizations.

In addition to responding to grant requests, the Trust proactively seeks opportunities to support specific programs that fit within its grantmaking priorities. It also identifies special initiatives that have communitywide impact within its program areas.

## WHO IS ELIGIBLE?

Grantseekers must serve residents of Maricopa County, have operated as a Section 501(c)(3) organization or governmental entity for at least three years and may not be a private foundation or ineligible Type III supporting organization.

## HOW TO APPLY

All organizations interested in applying are invited to attend a Piper 101 session held the first Wednesday of each month to learn more about the Trust's areas of focus. More specific information about the grantmaking process is on the Trust's Web site, [www.pipertrust.org](http://www.pipertrust.org).

Grantmaking is competitive, and all grantseekers are encouraged to work with Trust staff prior to submitting a letter of inquiry. Staff can often provide feedback to strengthen the project and ensure that the request meets Trust guidelines. Additionally, staff may identify collaborative possibilities and other potential sources of support.

Grantseekers may submit a two-page letter of inquiry at any time along with a summary form that can be found on the Trust's Web site. The letter of inquiry should include background information about the organization as well as address the following:

Impact – The community need and the proposed solution.

Effectiveness – The results expected and measure(s) of success.

Feasibility – The amount of funding and time needed to complete the project as well as the organization's operating budget.

Sustainability – The current and future sources of funding for the project.

## INITIAL REVIEW PROCESS

When the Trust receives a letter of inquiry and summary form, the applicant will receive a confirmation email. All requests are reviewed by staff within a month of receipt. Applicants are normally notified within six weeks whether their proposals fit within the program priorities of the Trust.

## REQUEST FOR FULL PROPOSALS

If staff recommends that a request go forward, a senior program officer will contact the applicant to request a full proposal. The full proposal should provide detailed information about the community need and the proposed intervention as well as research that supports the proposed project. It should also include the organization and project budget, the organization's most recent audited financial statements and Form 990, and an organizational chart.

In addition to reviewing applicant organizations' financial records and conducting an in-depth site visit, the Trust requests specific information about board attendance at meetings, the percentage of board members who contribute to the organization and the total giving among board members. The trustees believe that successful organizations have strong leadership and boards that invest in their success.

Based on recommendations from the Panel on the Nonprofit Sector, the Trust encourages best practices among local nonprofits. Beginning in January 2007, any organization applying will be expected to have enacted eight recommended best practices:

1. The board, or the audit committee, should review the nonprofit's Form 990 tax return before submission.
2. Nonprofits with \$1 million or more in annual revenue must have an independent audit conducted annually and should establish an audit committee with financially literate membership.
3. Nonprofits with annual revenues between \$250,000 and \$1 million will have their financial statements reviewed by an independent certified public accountant.
4. Nonprofits should adopt a strict conflict of interest statement that the staff and board annually review and sign.
5. The full board of a nonprofit should approve any change in the compensation of the CEO annually.
6. Nonprofits should have travel policies that provide clear guidelines on the types of expenses that can be reimbursed and the documentation required to receive reimbursement.
7. A nonprofit should have a minimum of three members on its governing board, and at least one-third of the members should be independent.
8. Nonprofits should establish policies and procedures that encourage individuals to come forward with credible information about illegal practices or violations of adopted policies of the organization.

#### TRUSTEE REVIEW OF ALL GRANTS

Whether proposals are recommended for approval or decline, trustees review staff's grant recommendations at grant review meetings held three times per year or, in certain cases, at monthly board meetings. Organizations that are asked to submit full proposals will receive notification of the disposition of their grant request within three to five months from the receipt of the letter of inquiry.

#### GRANT AWARDS AND MONITORING PROGRESS

Each grant the Trust awards is an investment in the community, and the trustees and staff take seriously the responsibility to ensure that programs supported by the Trust are successful. When a grant is awarded, the grant recipient is notified via telephone and a grant award letter is sent along with the grant terms and conditions. The Trust's senior program officer invites the CEO and board president of each grantee organization to a meeting known as Piper 201 to review the Trust's expectations, confirm timelines and provide report and budget forms.

Throughout the grant term, Trust staff and grantees communicate regularly regarding the project's progress. Measurable outcomes and timelines are agreed upon prior to the awarding of a grant. Depending on the type of project and its term, the Trust may require interim reports or other kinds of ongoing communication. Some grants include more in-depth evaluation, which Dr. Wayne Parker, director of research and evaluation, coordinates in conjunction with the grantee and senior program officer.

With all grant projects, the Trust is interested in sharing lessons learned. When a grant is complete, the nonprofit submits a final report. Each grantee drafts a brief account of the program's outcomes, challenges and successes, which are shared with the Trust's board. Senior program officers also meet with grantees to discuss the program's results.

If there are questions about the grantmaking process, please contact the Trust at 480.948.5853 or [grants@pipertrust.org](mailto:grants@pipertrust.org).

# FINANCIAL REVIEW: A MESSAGE FROM THE CHIEF FINANCIAL OFFICER

Mary Jane Rynd  
Executive Vice President and CFO



The Trust's financial statements as of and for the year ended March 31, 2006, were audited by Clifton Gunderson LLP. The independent auditor issued a clean opinion on the financial statements and did not issue a management letter. A copy of the audit report is on the Trust's Web site, [www.pipertrust.org](http://www.pipertrust.org).

No changes were made to the Trust's asset allocation during the fiscal year ended March 31, 2006,

and it enjoyed investment returns of 13.9%, exceeding returns of its custom benchmark (12.8%) and the

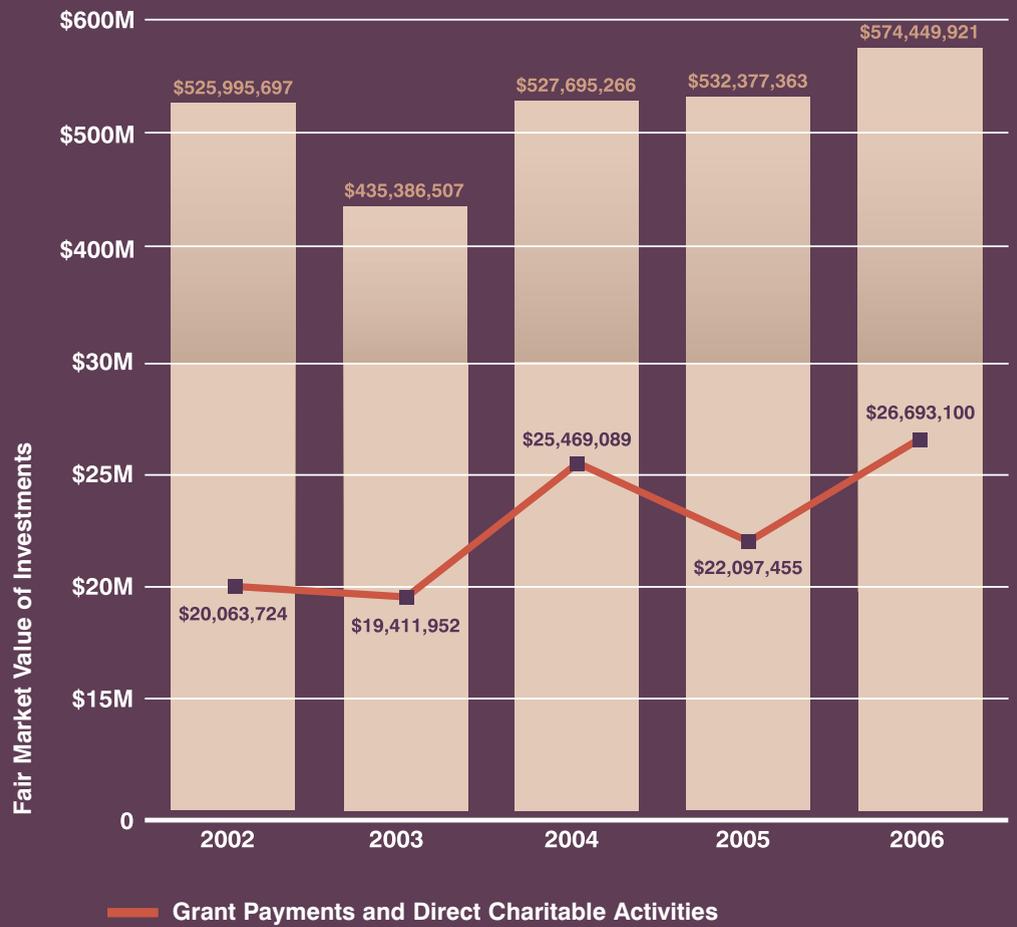
Cambridge Associates Manager Medians for All Foundations (12.3%) and All Endowments (11.8%). The Trust continued to employ a cash overlay strategy and a securities lending program, both of which contributed to investment earnings. The investment committee and the full board are committed to maintaining the integrity of the investment process and work hard to ensure that they exercise proper due diligence on each investment-related decision.

A table displaying the sources of the Trust's Change in Asset Values is displayed below, and a chart presenting the fair market value of the Trust's investments and charitable expenditures is displayed on the facing page.

The Trust's staff and board look forward to continuing their stewardship of the assets entrusted to them by Virginia G. Piper.

<b>Change in Asset Values (dollars in millions)</b>	<b>3/31/06</b>	<b>3/31/05</b>
Investment Activity, Net	<b>\$71,076,589</b>	\$29,446,284
Grant Awards and Direct Charitable Activities	<b>(\$18,383,398)</b>	(\$23,769,757)
Grantmaking and Administrative Expenses	<b>(\$2,805,361)</b>	(\$2,734,360)
Federal Excise Tax on Net Investment Income	<b>(\$475,355)</b>	(\$560,750)
Contributions Received	<b>\$85,880</b>	\$169,655
<b>Total Change</b>	<b>\$49,498,355</b>	\$2,551,072
Memo: Beginning Assets	<b>\$514,263,766</b>	\$511,712,694
Ending Assets	<b>\$563,762,121</b>	\$514,263,766

### Fair Market Value of Investments and Charitable Expenditures



**STAFF** (As of October 1, 2006)



*Judy Jolley Mohraz*



*Mary Jane Rynd*



*Karin H. Bishop*



*Marilee L. Dal Pra*



*Angelica Delgadillo*



*Debbie Dickey*



*Lynn R. Hoffman*



*Carol A. Kratz*



*Juliet Martin*



*Leslee R. Oyen*



*Wayne D. Parker*



*Liselotte Sandell*



*Julie Weglarz*

**Officers**

Judy Jolley Mohraz, Ph.D.  
President and CEO

Mary Jane Rynd  
Executive Vice President and CFO

**Staff**

Karin H. Bishop  
Grants Manager

Marilee L. Dal Pra  
Senior Program Officer

Angelica Delgadillo  
Administrative Coordinator

Debbie Dickey  
Administrative Assistant

Lynn R. Hoffman  
Controller

Carol A. Kratz  
Senior Program Officer

Juliet Martin  
Director of Communications

Leslee R. Oyen  
Assistant to the President

Wayne D. Parker, Ph.D.  
Director of Research and Evaluation

Liselotte Sandell  
Receptionist/Administrative  
Assistant

Julie Weglarz  
Office Assistant



