

VIRGINIA G.
PIPER
CHARITABLE TRUST

Did you know?

INVESTMENTS & IMPACTS
BIENNIAL REPORT: FISCAL YEARS ENDED
MARCH 2011 AND 2012



Table of Contents

DID YOU KNOW?
INVESTMENTS & IMPACTS
BIENNIAL REPORT:
FISCAL YEARS ENDED
MARCH 2011 AND 2012

3 Board of Trustees' Message

5 President and CEO's Message

Impact Stories

6 Arizona Museum for Youth: Creating a New Identity

10 Experience Matters: Experience Not Only Matters, It's Flourishing

16 P.O.P.S.I.C.L.E.: Food Fight—Phoenix Moms Solve Feeding Issues

20 College Depot: In the Heart of It—At the Heart of It

26 Grants Compendium

37 Chief Financial Officer's Report

40 Virginia G. Piper Charitable Trust

41 Piper Trust Staff

Acknowledgements

A sincere thank you to the special people served by or involved with the invaluable nonprofit organizations featured in this biennial report—we appreciate your time, insights, and stories.

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November 2012



PHOTO CREDIT: MICHAEL NORTON

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

Board of Trustees' Message

Dear Friends and Colleagues,

Each of us as a Trustee welcomes the opportunity to share the work of Virginia G. Piper Charitable Trust over the past two years.

Our most important decision as Trustees was to maintain the Trust's grant budget of \$23 million each year despite the decline in the endowment. As nonprofits struggle to serve a community in crisis, we believed our grant funding must remain steady. Long-term endowment growth must not automatically trump community needs.

Because we do meet monthly, we have been able to review and act on grant proposals quickly. We have also been able to move major program initiatives forward over a matter of months rather than quarters, and we look with pride on the grants included in this report.

We have been very impressed with nonprofit organizations' creative responses to the Great

Recession and their determination to deliver meals, minister to the ill, and keep the theater lights burning. Their resilience has inspired us. We also thank our dedicated staff for their enormous work on behalf of the community.

Together, Trustees and staff strive to work with the same respect for our nonprofit partners that Virginia Piper had. She used to serve chocolate chip cookies to nonprofit leaders who met with her in her living room. While we can't replicate those special cookies, we hope we have the same level of intellectual curiosity and dedication to the community that prompted her to lean forward and respectfully discuss the challenges—and the opportunities—nonprofits faced. We will continue to do no less.



PHOTO CREDIT: MICHAEL SCHENNUM

President's Message
Judy Jolley Mohraz, Ph.D.
President and CEO

Did You Know

...that a local museum is reinventing itself with help from national branding experts?

...that Greater Phoenix is a national hotbed of innovation, harnessing baby boomers' talents for the good of the community?

...that parents and pediatricians across the nation are using feeding information developed by parents in a small Scottsdale nonprofit?

...that high school students are streaming into Phoenix public libraries for advice on how to apply for financial aid so they can afford college?

Here is what all of us at Piper Trust want you to know after reading our Biennial Report: A great deal is going on among nonprofits—big things, good things, things that can inspire, inform, and entertain.

Arizona Museum for Youth symbolizes innovative ideas about families' interests today and how a museum can transform itself to meet and fund those needs.

Experience Matters, a national model that matches skilled professionals over age 50 with

nonprofits, represents new thinking about life stages and the unbounded opportunities for purposeful living.

The story of little P.O.P.S.I.C.L.E., a fledgling nonprofit, reminds us that individuals can make a difference in an entire medical field through concerted effort and creative communications.

College Depot, a stunning partnership between the City of Phoenix, the Phoenix Public Library, and local foundations has produced remarkable resources for students who need to know how to apply to and pay for college.

We salute the nonprofits who have partnered with the Trust over the past two years. The grants listed in this report represent a vast array of programs and services that have strengthened the safety net, brought best practices to our community, and fostered creative experiences. We want you to know as you review these grants that nonprofits have made Greater Phoenix more vibrant and humane, even in a time of economic hardship.

Arizona Museum for Youth: Creating a New Identity



Parents fold paper cranes with their kids. Pegs light up as a young boy intently fits them into a giant digital pegboard. Toddlers pile up huge colored blocks. A little girl meticulously makes a fish rubbing.

Arizona Museum for Youth is alive with creativity. The four-and-under crowd can explore shape, color, and texture in ArtVille. Older visitors can do a mind-stretching range of hands-on activities in ArtZone. Special exhibits find the art in everything from weather to money.

When it opened in 1978, taking over a former supermarket in downtown Mesa, this institution was unique—the first children’s museum that focused on art.

But to survive and thrive, it has to change. Executive Director, Sunnee O’Rork, explored the possibilities during a Piper Fellowship in 2011. With support from Virginia G. Piper Charitable Trust, including a Piper Fellows Organizational Enhancement Award of \$50,000 in 2012, the museum is reinventing itself.

Now, approaching its 35th birthday, the institution is pursuing an ambitious strategy to hone its identity, play off its strengths, and bolster its finances. How ambitious? Even the name will be different.

“It’s important to have a brand,” O’Rork says. The most obvious step is a clearer name. The current one is so amorphous that some people mistake it for a history museum.

The decision, to be made in 2013, means looking at deeper issues. “I’ve learned that a brand for any organization isn’t just a name,” she says. “It’s

about what your product is. How do you align everything with the brand promise, from the parking lot to the exhibitions to the staff? How do you want to interact with your community and be a resource?”

A small museum, however, rarely has the staff, time or expertise to examine these fundamental questions. The museum came up with a three-pronged program for change called Image for the Future: research, branding, and marketing strategies.

But it needed outside consulting help. Piper Trust, which provided major funding for ArtVille and planning in the past, stepped forward with a \$60,000 grant for marketing and communication consulting. The City of Mesa and the museum’s “Friends” group are also contributing.

The Arizona Museum for Youth has an unusual structure as a public/private partnership with the City of Mesa, which supplies the bulk of its funding. But it faces the same challenges as other children’s and arts institutions.

Demographics loom large in the study that Reach Advisors, a New York-based research firm, conducted for Arizona Museum for Youth. As with other children’s museums, the Mesa museum faces a steep drop-off in attendance after the age of nine.

Today’s success, as many cultural organizations are finding, is no reason for complacency. The

> New York-based consumer analytics firm, Reach Advisors, reports that Arizona Museum for Youth has the highest adult-to-child participation rate compared to other children's museums across the country.



Top: Grandmother and granddaughters learn and create together. Bottom: Children practice drawing concepts.

Reach study concluded that the museum's core challenge is this: "Status quo almost guarantees decline."

However, the study also found a surprising and promising opportunity: adults. They don't sit on the sidelines here. The vast majority—nearly eight out of 10—participate along with their kids as much as possible. The grownups are curious, eager to learn and having fun. Case in point: On a recent afternoon, a grandmother pleaded with her two-year-old charge for just another minute to finish making a mobile.

There's a market gap that the museum can fill: providing hands-on creativity, multi-generational activities, and a community center.

Doing a thorough study with experienced consultants has given the museum a shot of adrenaline. "It's convinced people that AMY (the museum's current acronym) can grow and become much more than it is today," says Robert Schultz, assistant director of Mesa's Arts and Culture Department.

That's good for the city. The museum, which draws 65,000-70,000 visitors a year, is already one of the cultural anchors boosting downtown businesses and positioning Mesa for economic growth. It played a role, Schultz says, in successfully recruiting universities to locate there.

Founder John Whiteman admits to feeling a twinge at giving up the name of the museum he started. But he knows that organizations must move on to survive: "The needs and the demands in the community are different. We're going to make a pretty radical shift."

That includes a dramatic step to create a new revenue stream. Research showed that the museum's clever and



Arizona Museum for Youth is the first children's museum in the U.S. to focus on fine art. An example of artwork on display is Fish Eye (left); a mixed-media piece on canvas by Phoenix artist Kristine Kollasch. Exhibitions feature local, national, and international artists combined with engaging hands-on activities designed for children, families, and caregivers to discover and to build their creative skills together.

interactive exhibitions are its top attraction. Nearly every bit, from a giant puzzle to a simulated submarine, is made in-house at its own fully equipped workshop.

As part of her Piper Fellowship, O'Rork explored using that expertise to create a traveling art exhibit business. A dozen of the 18 museums she visited had traveling exhibits, and she analyzed best practices and developed a network of contacts.

Now the Piper Fellows Organizational Enhancement Award is helping launch the business.

Besides bolstering the bottom line, the goal is publicity and service. "We also want to be more visible," O'Rork says, "spread the word and be a resource for the community."

Carmen Guerrero, who chairs the board of the Arizona Museum for Youth Friends, the nonprofit that supports the museum, says Piper Trust's support for planning "was instrumental in making us see beyond the box."

Now she feels they are on the cusp of a new identity that will reach far beyond the neighborhood. "We want to be a destination place that people come across the country to see."

Story by Kathleen Ingley

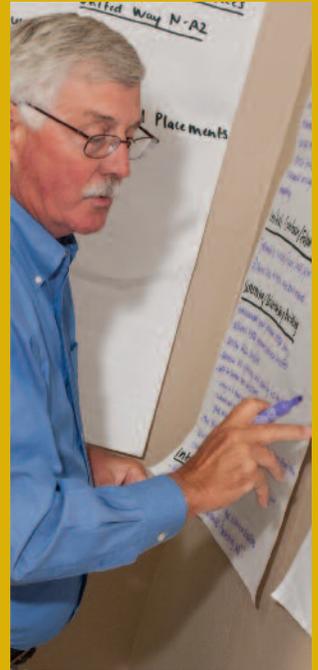
Arizona Museum for Youth

480.664.2467

www.arizonamuseumforyouth.org

Experience Matters: Experience Not Only Matters, It's Flourishing

10



The Arizona Federal Credit Union on 19th Avenue and Colter is abuzz with activity—while bank transactions and loan conversations take place on the ground floor, a whole other “movement” is swirling above.

Space on the second floor there is home to Experience Matters—a nonprofit organization designed to connect people age 50+ with meaningful, social impact work in our community.

Who is this “age 50+” group? They are Maricopa County’s 1.1 million baby boomers (77 million nationwide) who have developed a range and depth of skills and expertise after decades of workforce experience. But now they want something different—a place to apply their knowledge and align their hearts.

Nora Hannah, head of Experience Matters, has been with the organization since the beginning



Nora Hannah, CEO of Experience Matters, talks with a group about the power of engaging boomers in nonprofit organizations.

when she poured over comprehensive research that showed this: Countless baby boomers want to engage with communities in ways that make a difference and further a social purpose, and nonprofits really need the qualities and experience that baby boomers bring to the table. The missing piece was putting an effective mechanism in place to connect boomers with nonprofits to meet their respective goals. The result: Special workshops were launched—one for adults age 50+ to identify how they want to apply their talents and one for nonprofits, sponsored by Nina Mason Pulliam Charitable Trust, to learn how to capture the energy and expertise of boomers.

With workshops underway and people beginning to view “volunteerism” through a new lens, Hannah had yet another project brewing: match retired professionals with nonprofits in an embedded part-time role for a year—the impact could be positively radical. Piper Trust, The Lodestar Foundation, and Arizona Community Foundation saw the value and great potential in funding this “executive fellowship for nonprofits” strategy named Encore Fellowships.

The Encore Fellowships program launched in February 2011 and was an instant success. “The pent up desire that the boomer population has to engage is phenomenal,” says Hannah. “We’ve been oversubscribed from the start.” Other corporate



sponsors and foundations, such as Intel, PetSmart Charities, Halle Family Foundation, BHHS Legacy Foundation and American Express Foundation, have come forward to fund Encore Fellows; Piper Trust has funded 11 Fellowships to date. In some cases, public-private collaborations have come together to fund an Encore Fellow for an organization. The Phoenix Indian Center is a recent example; over the next 12 months an Encore Fellow will assist them with organizational and fund development.



Top: Encore Fellow Warren Mills at a community event. Bottom: Mills works with a colleague at the Alliance of Arizona Nonprofits.

Talk with Warren Mills, and the “pent up desire to serve” that Hannah describes is instantly apparent. Mills had a highly successful technology business in Boston and was able to retire at age 50. He became deeply involved with Tempe Center for Habilitation as a volunteer and helped them grow into a \$16 million dollar nonprofit. “I saw firsthand what happens when you wrap experienced business people around an organization that’s doing good for society,” Mills says. “I wanted to do this again.”

A snippet of an article about Experience Matters led Mills to his “Encore Career”—he connected with Hannah, applied to be an Encore Fellow, and was matched with the Alliance of Arizona

Nonprofits (a nonprofit membership organization that advances the common interests of more than 20,000 Arizona nonprofits via information, resources and advocacy). As an Encore Fellow, he is paid a stipend to work 20 hours per week on a significant project for the nonprofit he serves.

The expertise Mills provides as an Encore Fellow is invaluable and hard to put a price tag on. Estimates show the expertise of a part-time Encore Fellow to be worth a full-time salary of \$100,000 or more. Here's why—a nonprofit is essentially getting a seasoned person with great depth of skill and the ability to come into the organization with eyes wide open, focus, and no agenda, other than to help that nonprofit because he or she genuinely wants to be there. Period.

Mills is working on the scalability of specialized software; is it ready to be licensed, are legal requirements in place, what other states might be interested? These are critical issues he analyzes to see how and when the organization might be able to take a product it has national and thus, create a new revenue stream. An already stretched nonprofit director often can't spend much time on such things.

The “match” is truly a win-win. A nonprofit benefits from having this special human resource in its world for a while and the Encore Fellow benefits by being able to serve in meaningful, social purpose ways.

Life-changing personal events led Kris Guffey to rethink his time and career. Instead of traveling the world as a corporate information technology consultant (“technology hound” as he calls himself), he longed to apply his talents in new and highly meaningful ways.

Guffey became a technology instructor at Paradise Valley Community College and spends another major portion of his time serving the community. As an Encore Fellow for Arizona Science

Top and Bottom: Kris Guffey is passionate about teaching and serving the community as an Encore Fellow.





Gail Knight, pictured above and right, is working as an Encore Fellow within and for Experience Matters. She “retired” in 2010 after a 40-year career working in government and corporate sectors. Knight spent the last 20 years serving as the Western Regional Director for a national nonprofit organization. She also held several leadership positions in community redevelopment. Needless to say, Knight knows how to mobilize for action and execute solutions. She was the perfect fit to lead Experience Matters’ plan to put a new program in place that matches boomers with short-term social purpose projects.

16.7 billion

hours of labor are provided nationally each year by people in “Encore Careers.”

Source: MetLife Foundation/Civic Ventures, Encore Career Choices: Purpose, Passion, and a Paycheck in a Tough Economy, 2011.



Encore Fellow Gail Knight prepares Jumpstart literacy program volunteers for schools.

Center, he analyzed technology systems and co-led a strategic initiative to completely revamp how the Center could more effectively and efficiently collect data on the half-million clients coming through its door. “I felt like a member of the team,” Guffey says of the project. “It was very rewarding to champion a project that showcases technology as a strategic asset versus just an expense.”

“We want to build long-term relationships with our guests, which requires moving from manual processes to integrated market segmentation and point of sale systems. Kris was instrumental in assessing and helping us implement a whole new enterprise system that consolidates our business units, provides us with critical business intelligence, and generates new revenue streams. The service Kris provided this past year could be easily valued at over \$250,000,” says Sherri Sauntry, vice president of marketing and sales for Arizona Science Center.

The first cohort of Encore Fellows was placed in October 2011 and the interest to participate by both boomers and nonprofits continues to grow. Experience Matters has already increased its plan



A Jumpstart volunteer works with children on "Read for the Record" day—a national campaign to celebrate literacy.

from placing Fellows annually to biannually. To date, 27 Encore Fellows have been placed in 21 nonprofits.

"There is a group of us [Encore Fellows] now that have really learned an enormous amount about what's going on and what's needed in our nonprofit community. I'm convinced that I could go into any nonprofit requiring help in any capacity and at least ensure that it didn't go backwards," Mills says. "This is what Experience Matters has given me."

Story by Karen Leland

Experience Matters

602.973.2212

www.experiencemattersaz.org

> *Experience Matters launched in February 2009 with seed funding from Piper Trust and Arizona Community Foundation matched by Atlantic Philanthropies.*

Approximately

400,000

Maricopa County-based baby boomers will be seeking paid and unpaid "Encore Career" opportunities.

Source: Experience Matters, Creating the Community Connection: Leveraging Experience to Meet Social Needs, 2012.

POPSICLE:

Food Fight—Phoenix Moms Solve Feeding Issues



Shaleen Kendrick and her daughter sing together before a meal.

H

ow did we come to enjoy food? Was eating a skill we acquired, or did we always attack pizza and cake with such gusto?

Feeding techniques began with our parents, who invested countless hours using food and utensils at various stages of our early childhood to ensure we had the cornerstone of a healthy diet. This would help us thrive as children and eventually shape how we ate—“no elbows on the table!”—and which foods we favored. Infant feeding, in a sense, is the path to the wide world of food and survival.

Now imagine you're a child who can't drink liquids without ingesting or vomiting them into your lungs and causing pneumonia. The smallest piece of your first birthday cake requires 10 minutes of constant chewing. Suddenly that mound of home-baked goodness is like trying to swallow a hunk of overcooked steak. The idea of eating a single Cheerio is revolting.

For you, there is no enjoyment of food—not now, and maybe not even for the next five to 10 years. You've barely had a chance to grow, and yet you are wasting away, falling off the end of the growth chart.

Since there are few classically trained medical professionals in your community who can solve your infant feeding issue, your parents are forced to take extreme measures by agreeing to have an incision made into your side. A feeding tube is inserted into your stomach—a bypass route that your parents can pour in liquefied foods to keep you alive.

This is the harsh reality at the Kendrick home in Phoenix. Shaleen and Sam have two children

biologically but wanted another one. They were not aware of the daily challenges they would face with their third child, a 2-year-old girl whose hazy condition is often clinically referred to as a “pediatric feeding and swallowing disorder.”

Medical professionals kept referring Shaleen to P.O.P.S.I.C.L.E. Center (Parent Organized Partnerships Supporting Infants and Children Learning to Eat), a local nonprofit that sounded to her more like an outlet for parents to commiserate. “It was fairly annoying to me, to be honest, because I was like, ‘I don't need a support group. I need medical help,’” Shaleen Kendrick recalls. “It was really frustrating for me to have all of these doctors not be able to diagnose her and not really help. It was, ‘Here's your [feeding] tube. Why don't you go to P.O.P.S.I.C.L.E.?’”

Months passed, and Shaleen recalls the couple “hit a breaking point” in September 2011. They decided to attend a P.O.P.S.I.C.L.E.-organized conference about pediatric feeding. “That one experience totally changed our life,” she says.

They found education and empowerment, and with the intervention of specialists located via P.O.P.S.I.C.L.E., the Kendricks' third child was off the feeding tube in four weeks. She is now close to feeding herself chicken nuggets, pasta, and green bean puree.

Multiply this tale by about 7,800 to have an idea of P.O.P.S.I.C.L.E.'s impact. That's how many families



Top: Sam Kendrick with his children.
Bottom: P.O.P.S.I.C.L.E. leadership and staff
from left: Linda Geyer, Shannon Goldwater,
Chris Linn, Nicoletta Fasano.

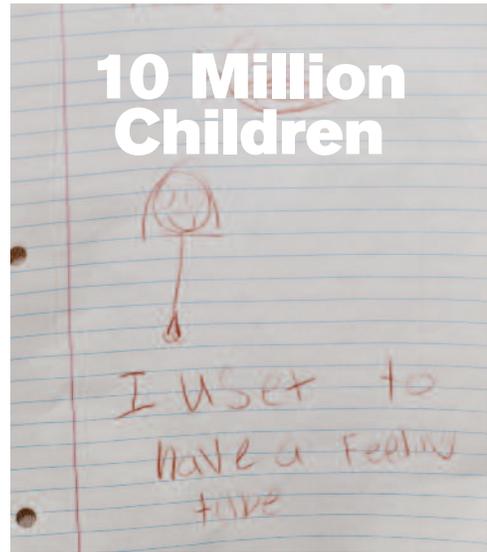
the Scottsdale-based nonprofit has helped, in addition to teaching more than 3,300 medical professionals how to recognize, treat, and document pediatric feeding disturbances. It is an unprecedented impact for an organization that was started just six years ago in a living room by four local mothers who wanted to form a network for parents to share information.

Today, P.O.P.S.I.C.L.E. has gone nationwide. It has four full-time employees and has networked with health professionals as far away as Virginia and Wisconsin. In Arizona alone, the organization believes there are more than 15,000 children who suffer from these feeding disturbances—and that number is “very conservative,” says Shannon Goldwater, a P.O.P.S.I.C.L.E. founder who is currently the board chair. The national numbers grow exponentially.

“It inspires me to want to do more, because we are the pioneers,” says Goldwater. “We’re filling such a tremendous need.”

The next step is wider distribution of an hour-long webinar that highlights feeding problems and how the medical specialists involved can work together to fix them. Virginia G. Piper Charitable Trust gave the organization \$60,000 to produce the webinar and create a business plan. The American Speech-Language-Hearing Association will soon be offering Continuing Education Units to speech and language pathologists so that they can receive formal credit while learning more about complex feeding issues via the webinar.

“It’s so well done. It’s stellar. As a parent I am so excited,” says P.O.P.S.I.C.L.E. Executive Director and founder Chris Linn. The content and the way it’s presented is easily understandable



and would have helped her get through her child's feeding troubles, she adds.

But the organization needed more than funding. Wayne Parker, Piper Trust's director of research and evaluation, says the founding mothers were highly organized and motivated but lacked the medical credentials doctors seek. They organized an advisory team of medical experts that could vouch for the organization. This team helped create a parent/physician engagement tool to identify pediatric feeding disturbances. The "Infant and Child Feeding Questionnaire" is currently used by baby food giant, Gerber, in its call center to help offer support to families who are struggling with infant feeding issues. In addition, medical professionals will use it to identify potential pediatric feeding issues, and Parker will advise on proper data collection and analysis to help validate results.

At a national meeting of the American Academy of Pediatrics, an expert panel praised P.O.P.S.I.C.L.E. and its questionnaire as effective tools for combating the infant-feeding issue. Those experts also highlighted the organization in a forthcoming video produced by the Academy that will be available to pediatric medical offices in the U.S. and in Canada.

"It's atypical for a new, small nonprofit to go national. Usually there's a lot of baby steps," Parker says. "These folks aren't into baby steps."

Story by Adam Klawonn

P.O.P.S.I.C.L.E.
602.222.6222
www.popsicle.org

> According to a report published by the American Academy of Pediatrics (May 2012), more than 10 million children in the U.S. have special healthcare needs, many of whom require long-term dependency on medical equipment, such as feeding and tracheostomy tubes.



A scale, timer, and various measuring cups represent the "system and tools" Shaleen and Sam Kendrick use to feed their daughter scrambled eggs.

College Depot: In the Heart of It— At the Heart of It

20



PHOTO CREDIT: COLLEGE DEPOT

Walk into Phoenix’s beautiful Burton Barr Central Library and there is a new kind of “library quiet.” A quiet that is different from what one might initially envision at a library. People are there, lots of people,

doing a multitude of things. There are books, of course, but also specialty “items” that offer something for everyone—art exhibits, computer clusters, the Children’s Place, and a nationally-acclaimed Accessibility Center for those with disabilities. Teen Central—a wildly popular teen program run by a teen-only governing board—is a favorite library youth “hangout” that provides a fun, safe place and even homework help. On top of it all, this “quiet library” is a striking, modern structure that delights the eye—tree frog-green seating, spectacular windows and views, cool concrete pillars, glistening chrome. It’s a community in and of itself—and more.

With college entrance numbers declining, then City of Phoenix Education Program Director Debbie Dillon (now retired) had a vision to create a dynamic college access center that was warm, proactive, responsive, and in the heart of the nation’s sixth largest city. Thoughtful research and a committed advisory group led the project to Phoenix’s Central Library—it was a neutral, stunning setting and a prime spot to attract existing clientele from the already successful Teen Central.

The City of Phoenix was awarded a Community Development Block Grant from the U.S. Department of Housing and Urban Development which funded the construction, equipment, and technology. Virginia G. Piper Charitable Trust,

seeing great potential in the project, provided support for programmatic development which led to additional funding from Helios Education Foundation and the Dorrance Family Foundation.

Plans came together and “the project”—College Depot with its red and white neon sign—was born: a full-service college access center offering students help with career exploration, test preparation, college enrollment, scholarship research, and financial aid planning. It launched on June 10, 2009. Following a lovely grand opening, College Depot Director Judy Reno and Coordinator Elenia Sotelo stood in a people-less space wondering where all “their students” were. Build it and they will come—right? Not necessarily.

Reno and Sotelo jumped into action; they developed and launched targeted outreach in the area and at surrounding schools. They attended myriad high school and community events to promote College Depot’s services. “We discovered that people didn’t understand why and how our services were free during a time of significant city budget cuts and lay-offs. We had to get the word out that our program was actually funded by local foundations—and that this special program was now here at a time when our community needed college access services the most,” says Reno.

The Depot team worked to build a positive reputation for itself. They educated the librarians



PHOTO CREDIT: COLLEGE DEPOT

about College Depot’s services. The team also sought out area charter schools that often don’t have guidance counselors and made connections with organizations that serve foster and homeless youth.



PHOTO CREDIT: COLLEGE DEPOT

Top: The College Depot team (left to right): Silvia Valadez, Marjorie Smallfield, Judy Reno, Robert Olmos, Lisa Daley, Elenia Sotelo. Bottom: College Depot Director Judy Reno and a student review standardized testing information.

Students started coming—and coming back. Adults were coming, too. The college access process can be overwhelming for anyone, any age, and College Depot does more than simplify the process. Its dedicated staff members provide encouragement, friendship, and maybe most importantly, hope.

Griselda Rivera, a high school drop-out, wanted more for her daughter Breanna. Rivera was determined to forge a relationship with Breanna’s high school guidance counselors. Things were going to be different for her daughter—she was going to be successful in high school and go on to college. Rivera tirelessly tried to make headway at the school office—but she faced barriers, didn’t know what to ask, and felt belittled. That all changed when she found College Depot.

“They advised us on how to help Breanna succeed in high school so that she would be well-rounded—they helped her ‘be better’—she took honors and college-credit courses and got her GPA up—I wouldn’t have known to do this without College Depot’s advice,” says Rivera. “They helped us understand all the college application deadlines and the paperwork; and they never made us feel like we asked a dumb question.”

Rivera also emphasizes that College Depot staff are bilingual: “Growing up, my mother wasn’t able to help me through school as she faced language barriers. It’s a huge benefit to the community that monolingual Spanish speaking parents can help their children through the college process at College Depot without feeling intimidated.”



College Depot's environment and space is inviting and conducive to learning.

PHOTO CREDIT: COLLEGE DEPOT

Breanna obtained a scholarship with College Depot's help and is now a freshman at The University of Arizona's College of Science. She plans to major in biology and has many interests, including pediatric medicine.

After such a positive experience at College Depot, Rivera herself is now getting guidance. She earned her GED and enrolled in an ACE (Adult College Education) program via Rio Salado Community College. Soon she will have 24 college credits and then will work with College Depot to outline her full college plan. Further, College Depot connected Rivera to opportunities with Fresh Start Women's Foundation and to a volunteer position at the Arizona Supreme Court where she serves as a Court Appointed Special Advocate for foster children. "College Depot guided my path to work with at risk

Over 20,000
individuals have been served by
College Depot to date.



Scottsdale Community College student Michel Contreras credits College Depot for helping him obtain a scholarship.



children—it is blessing after blessing there,” says Rivera.

For Michel Contreras, College Depot is like a second home. A flyer in his high school guidance office led him there at the end of his junior year. “High school was hard as my mom was dealing with a serious illness; I wanted to go to college but it was challenging to think about and figure out with my mom being sick,” says Contreras. “All through my senior year, I worked with them [College Depot]; they helped me with college essay questions and explained the terminology on scholarship applications—they kept

me on track and because of that I got a full scholarship to Scottsdale Community College.”

Contreras also credits College Depot for inspiring him to “get involved.” He’s working to reactivate Scottsdale Community College’s Latino Student Association and serves as its secretary. “I want to help other students have a successful college experience,” says Contreras.

Contreras stays in touch with Silvia Valadez, his College Depot Advisor. Valadez has been with College Depot since its inception and describes her work with intense yet humble fervor. She’s helping Contreras plan ahead so he can complete his undergraduate degree once he earns his associate degree.

College Depot is now moving into a new phase—it’s growing up. A comprehensive evaluation system will soon track students’ progress through the National Student Clearinghouse. Further, with three years of rock solid success and a nonstop stream of



PHOTO CREDIT: COLLEGE DEPOT

clients, efforts will expand into four Phoenix Public Library branches.

Day one at College Depot might have been quiet—but it has quickly grown into a beloved and sought after community resource. Now a national model, it also helps guide college access centers across the nation.

“It’s very meaningful to us that our students and families, our ‘groupies’ come by and tell us how they’re doing,” says Reno. “While we want more quantitative data about our work, the qualitative data is also very significant—we’ve built long-term relationships and trust and won’t lose sight of that. Often we fill the ‘caring adult’ role for many youth and we take that very seriously—and to heart.”

Story by Karen Leland

College Depot

602.261.8847

www.phoenixpubliclibrary.org/collegedepot

> *College Depot is a free, full service college planning program that provides one-on-one assistance in areas such as career exploration, test preparation, college enrollment, scholarship research, and financial aid planning. It serves all ages and defines “college” as any type of postsecondary education (including professional and vocational licenses and certificate programs).*



PHOTO CREDIT: COLLEGE DEPOT

Sixth-grade students learn about early college planning at one of College Depot’s summer programs.

Grants Compendium:

Piper Trust Grants Paid in Fiscal Years Ended March 2011 and 2012



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ART Fund Grant = Arts Restructuring and Transformation (ART) Fund grants were awarded to assist arts and culture grantees during the economic downturn with purposes such as development of new sources of revenue, implementation of cost-saving processes, or merger/collaboration.

Piper Academy Grant = Funding for specific purposes related to Piper Academies.

Piper Fellows Organizational Enhancement Award = A Piper Fellow's organization is eligible to apply for funding to support a project that addresses a significant organizational opportunity or challenge.



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ARTS AND CULTURE

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Alliance for Audience www.allianceforaudience.org	Assess and develop a plan for the organization's technology needs.	\$16,500		\$16,500
Arizona Community Foundation www.azfoundation.org	Support consultant for Arizona Cultural Data Project.	\$25,000	\$12,500	\$12,500
Arizona Museum for Youth www.arizonamuseumforyouth.com	Develop a comprehensive marketing and communication strategy.	\$60,000		\$60,000
Arizona Musicfest www.azmusicfest.org	Purchase and implement customer relationship management system.	\$40,500	\$40,500	
Arizona Opera www.azopera.org	Remodel space at a new, integrated facility and expand outreach and education (ART Fund Grant).	\$150,000	\$130,000	
Arizona Science Center www.azscience.org	Enhance exhibits, programs, and facilities and expand endowment and working capital (Capital Campaign).	\$1,000,000	\$500,000	
Arizona Theatre Company www.aztheatreco.org	Purchase and implement customer relationship management system.	\$220,000	\$55,000	
Arizona Theatre Company www.aztheatreco.org	Explore strategic alliance between Arizona Theatre Company and Actors Theatre of Phoenix (ART Fund Grant).	\$150,000	\$95,000	
Arizona Town Hall www.aztownhall.org	Support the Spring 2011 Arizona Town Hall on the economic impact of arts and culture.	\$25,000	\$25,000	
Arts & Business Council of Greater Phoenix www.artsbusinessphoenix.org	Develop a two-year strategic marketing and public relations plan.	\$60,000	\$35,000	\$25,000
Ballet Arizona www.balletaz.org	Explore creating a Community School of Dance (ART Fund Grant).	\$25,000	\$25,000	
Ballet Arizona www.balletaz.org	Integrate electronic donor and marketing data with Phoenix Symphony's customer relationship management system.	\$150,000		\$150,000
Chandler Cultural Foundation www.chandlercenter.org	Plan a youth involvement program (ART Fund Grant).	\$25,000	\$25,000	
Childsplay, Inc. www.childsplayaz.org	Modify the organization's operating model to a project focus (ART Fund Grant).	\$150,000	\$100,000	\$50,000
Desert Botanical Garden www.dbg.org	Support website marketing and social media innovation (ART Fund Grant).	\$75,802	\$50,200	\$25,602
Desert Botanical Garden www.dbg.org	Expand site to accommodate growing clientele and new cultural offerings.	\$500,000		\$500,000
Fountain Hills Community Theater www.fhct.org	Replace lighting and sound equipment on the Main Stage and Youth Theater.	\$55,400		\$55,400
Free Arts for Abused Children of Arizona www.freeartsaz.org	Develop strategic plan to strengthen the organization.	\$7,635	\$7,635	
Friends of Public Radio Arizona www.fpraz.org	Support a Public Radio Partnership that provides nonprofit arts and cultural organizations promotional opportunities on KJZZ and KBAQ.	\$64,000	\$32,000	
Heard Museum www.heard.org	Develop a high-end art shop, coffee bar, and book store (ART Fund Grant).	\$150,000	\$120,000	\$30,000
Musical Instrument Museum www.themim.org	Develop and execute a targeted marketing and communications campaign.	\$50,000		\$50,000
Phoenix Art Museum www.phxart.org	Create a multifaceted Center for Film (ART Fund Grant).	\$150,000	\$75,000	\$75,000
Phoenix Art Museum www.phxart.org	Support one-year extension of the Culture Pass program.	\$20,000		\$20,000
Phoenix Conservatory of Music www.PCMrocks.org	Support organizational brand positioning and implementation of a donor development plan.	\$55,000	\$17,000	
Phoenix Conservatory of Music www.PCMrocks.org	Explore strategic alliance with Ear Candy (ART Fund Grant).	\$25,000	\$25,000	
Phoenix Theatre www.phoenixtheatre.com	Support construction of black box theater and enhancements to existing location.	\$500,000		\$500,000
Phoenix Zoo www.phoenixzoo.org	Construct new visitor entrance (Capital Campaign).	\$1,250,000		\$1,000,000
Scottsdale Cultural Council www.scottsdalearts.org	Develop business and marketing plans for new "Discovery" series.	\$175,000		\$175,000
The Pew Charitable Trusts www.pewtrusts.org	Implement the Arizona Cultural Data Project, a public and private collaboration to strengthen the Valley's arts and cultural nonprofits.	\$210,000	\$75,000	\$135,000

ARTS AND CULTURE

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
The Phoenix Symphony www.phoenixsymphony.org	Support advanced patronage analysis (ART Fund Grant).	\$148,800	\$148,800	
Theater Works www.theaterworks.org	Establish an arts storage and rental facility (ART Fund Grant).	\$150,000	\$150,000	
West Valley Arts Council www.westvalleyarts.org	Explore and develop a creative aging program in the West Valley.	\$20,000	\$20,000	

CHILDREN

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
100 Black Men of Phoenix www.100blackmenofphoenix.com	Support expenses related to occupying a closed City of Phoenix building and delivering community services for youth.	\$25,000		\$25,000
AGUILA Youth Leadership Institute www.aguilayouth.org	Develop a business plan for an earned income strategy (Piper Academy Grant).	\$10,000	\$10,000	
Arizona BUILD Initiative (Third Sector New England, Inc. as fiscal agent) www.tsne.org,	Establish Arizona BUILD Initiative.	\$271,000	\$77,000	\$97,000
Arizona Child Care Association www.azcca.org	Update training orientation materials for child caregivers in Maricopa County.	\$75,000	\$75,000	
Arizona's Children Association www.arizonaschildren.org	Expand early childhood development and prevention programs in Maricopa County using the Parents as Teachers program.	\$200,000	\$88,000	\$62,000
Assistance League of Phoenix www.phoenix.assistanceleague.org	Establish an Executive Director position and expand a school clothing program serving disadvantaged children.	\$150,000		\$120,000
Back-To-School Clothing Drive Association www.backtoschoolclothingdrive.com	Expand a school uniform program serving disadvantaged children.	\$155,000		\$155,000
Boy Scouts of America - Grand Canyon Council, Inc. www.grandcanyonbsa.org	Upgrade existing facilities and expand scouting programs for youth (Capital Campaign).	\$800,000	\$400,000	
Boys & Girls Clubs of Metropolitan Phoenix www.bgcmp.org	Conduct economic impact study of the three Greater Phoenix Boys & Girls Clubs.	\$20,000	\$20,000	
Boys & Girls Clubs of the East Valley www.clubzona.org	Support the Guardians for Kids Program to serve low-income families in the East Valley.	\$150,000	\$50,000	
Child Abuse Prevention License Plate Program* www.gocyf.az.gov/Children/Documents/ChildAbusePreventionLicensePlateProgram.pdf	Support the Child Abuse Prevention License Plate Program.	\$150,000		\$100,000
Children's Action Alliance www.azchildren.org	Recognize exemplary service to nonprofits and all Arizonans.	\$25,000		\$25,000
Civitan Foundation, Inc. www.campcivitan.org	Support expenses related to occupying a closed City of Phoenix building and delivering community services for youth.	\$25,000		\$25,000
Crisis Nursery, Inc. www.crisisnurseryphx.org	Implement a new day-respite program and provide shelter services for children whose families are in crisis.	\$600,000	\$100,000	
Devereux Arizona www.devereuxaz.org	Create new procurement system for safety-designed clothing at a youth treatment center.	\$20,000	\$20,000	
Downtown Urban Community Kids (DUCK) www.duckkids.org	Support expenses related to occupying a closed City of Phoenix building and delivering community services for youth.	\$15,000		\$15,000
Family Promise - Greater Phoenix www.familypromiseaz.org	Improve play area and purchase sports court equipment for a family homeless shelter.	\$16,800	\$16,800	
First Things First www.azfff.gov	Support program transition to First Things First and distribute Arizona Parent Kit in Maricopa County.	\$456,182	\$171,072	\$285,110
Foundation for Blind Children www.seeitourway.org	Develop tools for parents of blind children to navigate complex service delivery systems.	\$120,000		\$120,000
Friendly House, Inc. www.friendlyhouse.org	Enhance TRiO program providing high school students and their families with college admissions guidance.	\$20,000	\$20,000	
Gabriel's Angels www.gabrielsangels.org	Expand intervention training to partner agency therapists and therapy teams.	\$215,000		\$115,000

CHILDREN

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Girls For A Change www.girlsforachange.org	Provide leadership opportunities for girls from low-income communities in Maricopa County.	\$90,000	\$20,000	
Greater Phoenix Youth at Risk, Inc. www.phoenixyouthatrisk.org	Expand youth mentoring programs using technology upgrades.	\$16,250	\$16,250	
Improving Chandler Area Neighborhoods www.icanaz.org	Expand services for Chandler area youth (Capital Campaign).	\$560,000		\$560,000
Lutheran Social Services of the Southwest www.lss-sw.org	Support the PASSAGE Transition Coalition to help youth successfully transition from foster care into adulthood.	\$110,000	\$35,000	
Maricopa Council on Youth Sports and Physical Activity (MCYSPA)* www.azfoundation.org/content/view_article.xpl?article_id=962	Market website that connects children and families to local recreational activities that encourage a healthy lifestyle.	\$20,000	\$20,000	
Miracle League of Arizona www.mlaz.org	Support construction of baseball facility for disabled children.	\$100,000	\$100,000	
Phoenix Day www.phoenixday.org	Support expenses related to occupying a closed City of Phoenix building and delivering community services for youth.	\$15,000		\$15,000
Phoenix Parks and Conservation Foundation www.facebook.com/phoenixparksfoundation	Support expenses related to the Horse Lovers Management Corporation occupying a closed City of Phoenix building and delivering community services for youth.	\$25,000		\$25,000
Save the Family Foundation of Arizona www.savethefamily.org	Establish Community Youth Advocate program to assist youth in overcoming problems associated with poverty and homelessness.	\$101,720	\$38,145	
Southwest Autism Research & Resource Center www.autismcenter.org	Develop a business plan to expand Beneficial Beans, a social entrepreneurship venture (Piper Academy Grant).	\$10,000	\$10,000	
Southwest Autism Research & Resource Center www.autismcenter.org	Launch an innovative social venture to provide autistic youth with hands-on job training.	\$125,000	\$40,000	
Southwest Human Development www.swhd.org	Support training for early childhood professionals in Maricopa County.	\$10,000	\$10,000	
St. Mary's Food Bank Alliance www.firstfoodbank.org	Expand food services including the Kids Café program (Capital Campaign).	\$750,000	\$500,000	
Summer Youth Program Fund* www.ninapulliamtrust.org/index.php/programs/summer-youth-program-fund	Support a funding collaborative that invests in summer programs for youth.	\$300,000	\$100,000	\$100,000
The Arizona Chapter of the American Academy of Pediatrics, Inc. www.azaap.org	Expand Raising A Reader early literacy program for low-income apartment communities throughout Maricopa County.	\$260,000	\$128,250	\$131,750
The Arizona Chapter of the American Academy of Pediatrics, Inc. www.azaap.org	Expand Reach Out and Read early literacy program targeting medical practices serving low-income children.	\$336,017		\$269,753
The Victoria Foundation www.thevictoriafoundation.org	Support expenses related to occupying a closed City of Phoenix building and delivering community services for youth.	\$15,000		\$15,000
Tumbleweed Center for Youth Development www.tumbleweed.org	Develop a new business strategy and plan (Piper Academy Grant).	\$20,000		\$20,000
Valle del Sol, Inc. www.valledelsol.com	Create a technology lab room and purchase equipment for youth obtaining IT certification.	\$14,800	\$14,800	
Valley of the Sun United Way www.vsuw.org	Support the Adopt-a-Pool-Fence program to provide pool fences for low-income families.	\$625,000	\$200,000	\$150,000
Valley of the Sun YMCA www.valleyymca.org	Expand health and fitness services at the Chris-Town Family YMCA (Capital Campaign).	\$239,000	\$239,000	

EDUCATION

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Arizona State University Foundation www.asufoundation.org	Update Morrison Institute for Public Policy's Latino Education Dilemma report.	\$85,000	\$85,000	
Arizona State University Foundation www.asufoundation.org	Support Morrison Institute for Public Policy "Arizona Directions" research project.	\$10,000		\$10,000
Arizona State University Foundation www.asufoundation.org	Implement a university-wide strategic initiative to improve healthcare delivery and outcomes.	\$10,000,000		\$2,000,000

*Arizona Community Foundation as fiscal agent

EDUCATION

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Educare Arizona www.educarearizona.org	Establish state-of-the-art early learning laboratory for at-risk children (Capital Campaign).	\$1,020,000	\$1,000,000	\$20,000
Expect More Arizona Fund* www.expectmorearizona.org	Support public awareness on the importance of education in Arizona.	\$200,000	\$100,000	\$100,000
Greater Phoenix Youth at Risk, Inc. www.phoenixyouthatrisk.org	Acquire and integrate Arizona Quest for Kids mentoring program.	\$200,000		\$100,000
Northern Arizona University Foundation www.nau.edu/gearup	Support the GEAR UP program that assists economically disadvantaged middle-school youth in Maricopa County increase their preparedness for postsecondary education.	\$400,000	\$100,000	
Science Foundation Arizona www.sfaz.org	Provide operational support including personnel and program costs.	\$400,000	\$200,000	
Teach For America, Phoenix www.teachforamerica.org	Implement a new Early Childhood Education Initiative to place corps members in pre-kindergarten programs in low-income areas of Maricopa County.	\$300,000	\$150,000	
The College Depot* www.phoenixpubliclibrary.org/collegedepot	Support a collaborative effort to create a college access center to serve Valley students.	\$300,000	\$75,000	

HEALTHCARE AND MEDICAL RESEARCH

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
American Heart Association www.americanheart.org	Implement the Healthy Schools Program to fight childhood obesity in Maricopa County.	\$300,000	\$100,000	\$50,000
Arizona State University Foundation www.asufoundation.org	Create the Center for Sustainable Health (formerly the Virginia G. Piper Center for Personalized Diagnostics) in partnership with TGen.	\$10,000,000	\$3,787,500	\$4,660,136
Arizona State University Foundation www.asufoundation.org	Create the ASU Center of Geriatric Nursing Excellence.	\$500,000	\$100,000	\$100,000
Arizona State University Foundation www.asufoundation.org	Support a Piper Chair for Dr. Leland Hartwell's continued work at the Center for Sustainable Health (formerly the Partnership for Personalized Medicine).	\$2,500,000	\$500,000	\$672,000
Empowerment Systems, Inc. www.emsysonline.org	Build and deliver an online version of Chronic Disease Self-Management System.	\$234,275	\$129,150	
Hospice of the Valley www.hov.org	Launch a training program for hospitalists to effectively administer basic practices of palliative care to patients and their families.	\$157,000	\$40,500	
Hospice of the Valley www.hov.org	Develop a curriculum in palliative medicine for medical students.	\$217,000	\$121,000	\$96,000
Maricopa Integrated Health System www.mihs.org	Improve healthcare for low-income children using a medical home model.	\$500,000	\$200,000	\$300,000
Mission of Mercy www.amissionofmercy.org/arizona/	Purchase second mobile van to increase medical services to West Valley families with limited access to healthcare.	\$168,300	\$151,700	\$16,600
Mountain Park Health Center www.mountainparkhealth.org	Renovate building and coordinate pediatric services at the Maryvale Clinic.	\$240,000	\$240,000	
P.O.P.S.I.C.L.E. Center, Inc. www.popsiclecenter.org	Produce webinar to train medical professionals on how to address pediatric feeding disorders.	\$50,000	\$50,000	
P.O.P.S.I.C.L.E. Center, Inc. www.popsiclecenter.org	Develop business plan for an online earned income strategy (Piper Academy Grant).	\$10,000	\$10,000	
Ryan House www.ryanhouse.org	Provide respite, palliative, and end-of-life care to Valley children with life-limiting conditions (Capital Campaign).	\$650,000	\$150,000	
Scottsdale Healthcare Foundation www.scottsdalehealthcare.org/foundation	Implement Healthy Steps program to train family medicine residents in child development practices.	\$98,860	\$98,860	
Southwest Human Development www.swhd.org	Provide comprehensive, coordinated medical and mental health services for young children with complex developmental and behavioral health issues.	\$500,000	\$249,000	\$156,000
The Neighborhood Christian Clinic www.thechristianclinic.org	Expand health clinic hours.	\$150,000		\$50,000
The Translational Genomics Research Institute (TGen) www.tgen.org	Create the Virginia G. Piper Center for Personalized Diagnostics in partnership with the Biodesign Institute at Arizona State University.	\$25,000,000	\$3,567,501	\$912,500
Valle del Sol, Inc. www.valledelsol.com	Renovate office space to create a pediatric clinic and purchase medical equipment.	\$126,625		\$126,625

OLDER ADULTS

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
About Care, Inc. www.aboutcare.org	Provide community outreach to frail older adults and other homebound individuals.	\$44,000	\$15,000	
Area Agency on Aging Region One, Inc. www.aaaphx.org	Expand services in senior centers and in-home services using AmeriCorps members and volunteers.	\$150,000	\$75,000	\$75,000
Arizona Grantmakers Forum www.arizonagrantmakersforum.org	Launch the EngAGEment Initiative, a collaborative to plan, develop, and implement activities that encourage Arizona grantmakers to take an active interest in aging issues.	\$7,500	\$3,750	\$3,750
Arizona Town Hall www.aztownhall.org	Support the 100th Arizona Town Hall on civic engagement.	\$5,000		\$5,000
Benevilla www.benevilla.org	Expand catering function at Birt's Bistro as a social enterprise and provide vocational training for re-careering older adults.	\$250,000	\$150,000	\$100,000
City of Tempe Community Services Department www.tempe.gov/socialservices	Provide "Experience Corps" program in 12 schools.	\$245,000		\$83,000
Encore.org (formerly Civic Ventures) www.encore.org	Develop Encore prize programs for Maricopa County organizations and individuals based on Civic Ventures' model.	\$48,500		\$48,500
Experience Matters Consortium* www.experiencemattersaz.org	Support a community-based effort linking older adults with purposeful activities in the nonprofit sector.	\$75,000	\$25,000	
Experience Matters Consortium* www.experiencemattersaz.org	Train nonprofit professionals in promoting service, learning, and leadership opportunities for older adults.	\$17,200	\$17,200	
Experience Matters Consortium* www.experiencemattersaz.org	Develop business/staffing plan and funding strategy for the Encore Fellowship program and support 11 Encore Fellow positions.	\$488,500	\$35,000	\$412,250
HandsOn Greater Phoenix www.handsonphoenix.org	Expand Your Experience Counts, a program placing older adult tutors in high-need elementary schools.	\$265,100	\$100,000	\$85,800
Marc Center of Mesa, Inc. www.MarcCenter.com	Create affordable housing for disabled aging individuals and their older adult parents.	\$200,000	\$200,000	
McDowell Sonoran Conservancy www.mcdowellsonoran.org	Provide stewardship training for older adult volunteers.	\$19,700	\$19,700	
Neighbors Who Care, Inc. www.neighborswhocare.com	Support increased coordination services for homebound older adults in need of assistance to continue independent living.	\$58,400	\$29,200	
Regional Community Partners www.azmag.gov	Develop a comprehensive aging services model for local governments, using the Aging Well in Communities Toolkit.	\$110,800	\$110,800	
Solecito Services, Inc. www.solecitoservices.org	Expand service and restore or purchase medical equipment.	\$44,500		\$21,500
Sun Sounds of Arizona www.sunsounds.org	Acquire specially designed radios for low-income blind or visually impaired individuals and redistribute refurbished radios.	\$60,045	\$60,045	

PIPER FELLOWS

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Adelante Healthcare www.adelantehealthcare.com	Support membership, consultation, travel expenses, and a research intern for The Pebble Project, a consortium of the Center for Health Design (Piper Fellows Organizational Enhancement Award).	\$49,320		\$49,320
Arizona Museum for Youth Friends, Inc. www.arizonamuseumforyouth.com	Support leadership development and educational programs for Sunnee O'Rork's Piper Fellow sabbatical.	\$32,097		\$32,097
Back-To-School Clothing Drive Association www.backtoschoolclothingdrive.com	Support leadership development and educational programs for Karl Gentles' Piper Fellow sabbatical.	\$40,000		\$15,000
Chicanos Por La Causa, Inc. www.cplc.org	Support leadership development and educational programs for Edmundo Hidalgo's Piper Fellow sabbatical.	\$25,276	\$23,782	
Chicanos Por La Causa, Inc. www.cplc.org,	Support leadership development and educational programs for Martin Quintana's Piper Fellow sabbatical.	\$40,000		\$30,000

*Arizona Community Foundation as fiscal agent

PIPER FELLOWS

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Desert Botanical Garden www.dbg.org	Support leadership development and educational programs for Elaine McGinn's Piper Fellow sabbatical.	\$26,377	\$26,377	
Desert Botanical Garden www.dbg.org	Support development of the master plan for the design of the core trail, the Desert Discovery Trail (Piper Fellows Organizational Enhancement Award).	\$50,000	\$50,000	
EMPACT - Suicide Prevention Center, Inc. www.empact-spc.com	Support leadership development and educational programs for Julie Zalimas' Piper Fellow sabbatical.	\$40,000		\$29,781
Foundation for Blind Children www.seeitourway.org	Support leadership development and educational programs for Mark Nelson's Piper Fellow sabbatical.	\$30,000	\$602	
Great Hearts Academies www.greatheartsaz.org	Support leadership development and educational programs for Daniel Scoggin's Piper Fellow sabbatical.	\$32,210	\$11,782	
Maggie's Place www.maggiesplace.org	Support leadership development and educational programs for Mary Peterson's Piper Fellow sabbatical.	\$40,000	\$17,708	\$17,851
Maggie's Place www.maggiesplace.org	Reorganize the administration and strengthen staff to prepare for national expansion (Piper Fellows Organizational Enhancement Award).	\$49,700		\$49,700
Mountain Park Health Center Foundation www.mountainparkhealth.org/foundation	Support leadership development and educational programs for John Swagert's Piper Fellow sabbatical.	\$39,821	\$16,995	
Southwest College of Naturopathic Medicine www.scnm.edu	Support leadership development and educational programs for Paul Mittman's Piper Fellow sabbatical.	\$29,328	\$22,128	\$2,864
Southwest College of Naturopathic Medicine www.scnm.edu	Support staff development in stewardship, patient quality, and customer service (Piper Fellows Organizational Enhancement Award).	\$50,000		\$50,000
Southwest Shakespeare Company www.swshakespeare.org	Support leadership development and educational programs for Jared Sakren's Piper Fellow sabbatical.	\$40,000		\$15,000
St. Joseph the Worker www.sjwjobs.org	Support leadership development and educational programs for Amy Caffarello's Piper Fellow sabbatical.	\$18,252	\$18,252	
St. Joseph the Worker www.sjwjobs.org	Support comprehensive plan to strengthen the client experience (Piper Fellows Organizational Enhancement Award).	\$50,000		\$50,000
The Beatitudes Campus www.beatitudescampus.org	Support leadership development and educational programs for Margaret Mullen's Piper Fellow sabbatical.	\$15,661	\$15,661	
The Beatitudes Campus www.beatitudescampus.org	Expand the internal non-medical home care program to older adults living outside the retirement campus (Piper Fellows Organizational Enhancement Award).	\$50,000		\$50,000

RELIGIOUS ORGANIZATIONS

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
All Saints Catholic Newman Center www.newman-asu.org	Build a new chapel, social hall, and student center (Capital Campaign).	\$500,000	\$500,000	
Franciscan Renewal Center www.thecasa.org	Organize and direct a long-term, comprehensive fundraising plan.	\$189,000	\$54,000	
Jewish Family and Children's Service www.jfcsarizona.org	Develop and implement a public-private model for care management and in-home services for older adults.	\$126,000	\$50,000	
Phoenix Rescue Mission www.phoenixrescuemission.org	Provide heat relief packs and bottled water for homeless and homebound older adults.	\$7,500	\$7,500	
Phoenix Rescue Mission www.phoenixrescuemission.org	Support hydration efforts for heat relief.	\$5,000		\$5,000
Rehoboth Community Development Corporation www.rehobothphx-cdc.org	Support programming for at-risk minority youth in the West Valley.	\$75,000	\$30,000	

RELIGIOUS ORGANIZATIONS

ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Society of St. Vincent de Paul www.stvincentdepaul.net	Support hydration efforts for heat relief.	\$5,000		\$5,000
The Roman Catholic Church of Phoenix www.dioocesephoenix.org	Support critical health and safety capital improvements for 25 Catholic elementary schools in Maricopa County.	\$8,000,000	\$1,250,000	
The Salvation Army www.tsasw.org	Support hydration efforts for heat relief.	\$20,000	\$5,000	\$10,000

COMMUNITY RELIEF GRANTS - At the Trustees' discretion, Community Relief Grants were awarded to provide temporary aid to nonprofits during our community's economic downturn. These grants included organizations that provide important services to Maricopa County residents in need and may or may not be within the Piper Trust's established guidelines.

ORGANIZATION	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Afterschool Programs - Support food services for children in afterschool programs.			
Arizona Helping Hands, Inc. www.azhelpinghands.org	\$15,000		\$15,000
Arizona's Children Association www.arizonaschildren.org	\$10,000	\$10,000	
Boys & Girls Clubs of Greater Scottsdale www.bgcs.org	\$50,000	\$50,000	
Boys & Girls Clubs of Metropolitan Phoenix www.bgcmp.org	\$50,000	\$50,000	
Boys & Girls Clubs of the East Valley www.clubzona.org	\$50,000	\$50,000	
Improving Chandler Area Neighborhoods www.icanaz.org	\$10,000	\$10,000	
Valley of the Sun YMCA www.valleymca.org	\$50,000	\$50,000	
Wesley Community Center www.wesleycenterphx.org	\$10,000	\$10,000	
Arts and Culture - Maintain operations			
Actors Theatre of Phoenix www.actorstheatrephe.org	\$7,500		\$7,500
Alliance for Audience www.allianceforaudience.org	\$10,000		\$10,000
Arizona Musicfest www.azmusicfest.org	\$4,500		\$4,500
Arizona Opera www.azopera.org	\$31,000		\$31,000
Arizona Science Center www.azscience.org	\$20,000		\$20,000
Arizona Theatre Company www.aztheatreco.org	\$40,500		\$40,500
Audubon Arizona http://az.audubon.org	\$6,500		\$6,500
Ballet Arizona www.balletaz.org	\$30,500		\$30,500
Chandler Cultural Foundation www.chandlercenter.org	\$5,500		\$5,500
Children's Museum of Phoenix www.childrensmuseumofphoenix.org	\$10,500		\$10,500
Childsplay, Inc. www.childsplayaz.org	\$16,000		\$16,000
Desert Botanical Garden www.dbg.org	\$20,000		\$20,000
Heard Museum www.heard.org	\$56,500		\$56,500
Phoenix Art Museum www.phxart.org	\$65,000		\$65,000

ORGANIZATION	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Phoenix Boys Choir www.boyschoir.org	\$5,000		\$5,000
Phoenix Theatre www.phoenixtheatre.com	\$20,500		\$20,500
Phoenix Zoo www.phoenixzoo.org	\$20,000		\$20,000
Scottsdale Cultural Council www.scottsdalearts.org	\$52,500		\$52,500
The Phoenix Symphony www.phoenixsymphony.org	\$60,500		\$60,500
Theater Works www.theaterworks.org	\$5,500		\$5,500
Valley Youth Theatre www.vyt.com	\$8,500		\$8,500
West Valley Arts Council www.westvalleyarts.org	\$6,000		\$6,000
Food and Housing - Support food and shelter services			
A New Leaf www.turnanewleaf.org	\$45,000		\$45,000
Association of Arizona Food Banks www.azfoodbanks.org	\$245,000		\$245,000
Catholic Charities Community Services www.catholiccharitiesaz.org	\$12,000		\$12,000
Central Arizona Shelter Services www.cass-az.org	\$245,000		\$245,000
Chicanos Por La Causa, Inc. www.cplc.org	\$12,000		\$12,000
Child Crisis Center www.childcrisis.org	\$75,000		\$75,000
Chrysalis Shelter for Victims of Domestic Violence, Inc. www.noabuse.org	\$15,000		\$15,000
Community Information & Referral www.cir.org	\$10,000		\$10,000
Crisis Nursery, Inc. www.crisisnurserypnx.org	\$75,000		\$75,000
Lodestar Day Resource Center www.lodestardrc.org	\$40,000		\$40,000
New Life Center www.newlifectr.org	\$12,000		\$12,000
Phoenix Rescue Mission www.phoenixrescuemission.org	\$15,000		\$15,000
Society of St. Vincent de Paul www.stvincentdepaul.net	\$440,000		\$440,000
Sojourner Center www.sojournercenter.org	\$12,000		\$12,000
The Salvation Army www.tsasw.org	\$240,000		\$240,000
Tumbleweed Center for Youth Development www.tumbleweed.org	\$17,000		\$17,000
UMOM New Day Centers www.umom.org	\$240,000		\$240,000
Healthcare - Support operations for mobile and neighborhood clinics.			
Adelante Healthcare www.adelantehealthcare.com	\$125,000		\$125,000
Central Arizona Shelter Services www.cass-az.org	\$100,000		\$100,000
Keogh Health Connections www.keoghhealth.org	\$75,000		\$75,000
Mission of Mercy www.amissionofmercy.org/arizona	\$75,000		\$75,000
Phoenix Children's Hospital Foundation www.phoenixchildrens.com	\$75,000		\$75,000

ORGANIZATION		GRANT(S) AMOUNT	PAID FY11	PAID FY12
Society of St. Vincent de Paul www.stvincentdepaul.net		\$150,000		\$150,000
St. Joseph's Foundation - A Dignity Health Member www.supportstjosephs.org		\$75,000		\$75,000
The Neighborhood Christian Clinic www.thechristianclinic.org		\$75,000		\$75,000
Collaboration - Support frontline agencies serving basic needs assistance (food, shelter, clothing) in partnership with other local funders.				
Valley of the Sun United Way www.vsuw.org	Support the Homeless and Hunger Funders Collaborative project.	\$600,000	\$300,000	\$300,000
OTHER				
ORGANIZATION	TITLE	GRANT(S) AMOUNT	PAID FY11	PAID FY12
Alliance of Arizona Nonprofits www.arizonanonprofits.org	Support a community partnership that increases capacity and develops resource sharing opportunities for nonprofit agencies.	\$200,000	\$25,000	
Arizona Endowment Building Initiative* www.azebi.org	Develop and implement the "Planned Giving and Endowment Building Educational Continuum" curriculum.	\$150,000		\$55,000
Illinois Institute of Technology www.iit.edu	Support Galvin Center for Electricity Innovation's endowment.	\$1,000,000	\$250,000	\$250,000
PAFCO Education Fund www.pafcoalition.org	Recognize exemplary service to nonprofits and all Arizonans.	\$15,000		\$15,000
St. Luke's Health Initiatives www.slhi.org	Create and support a technical assistance program for Latino nonprofits	\$60,323	\$39,500	
Historical Grants	Mrs. Piper supported a variety of organizations and projects in which the Trust continues to invest.		\$625,000	\$675,000
Trust Initiated Grants	Trust initiated grants include Trustee advised, employee matching, and other grants awarded.		\$1,570,587	\$1,579,996
Direct Charitable Activity	A Direct Charitable Activity is an activity and/or event, such as a Piper Academy that serves a charitable purpose and is conducted by the Trust.		\$408,088	\$697,289
Affiliations	Through membership in professional associations and organizations that support philanthropy, Piper Trust's Board and staff have opportunities to collaborate with and learn from colleagues from grantmaking organizations across the country. Affiliation Organizations Include: Arizona Grantmakers Forum Conference of Southwest Foundations Council on Foundations Foundation Financial Officers Group, Inc. Grantmakers for Children, Youth & Families, Inc. Grantmakers for Effective Organizations Grantmakers in Aging Grantmakers in the Arts Grants Managers Network		\$134,600	\$88,991
TOTALS			\$22,011,420	\$22,605,665



PHOTO CREDIT: BRUCE PETERSON

Chief Financial Officer's Report
 Mary Jane Rynd
 Executive Vice President and CFO

Did You Know Virginia G. Piper Charitable Trust has an endowment of approximately a half billion dollars that is dedicated solely to supporting

programs and services of and for nonprofit organizations? To ensure that over the long run the resources will be sufficient to sustain the Trust's work in the community, Trustees and staff are dedicated to implementing best practices in investment management, accounting, and fiscal controls. In that effort they are ably assisted by Piper Trust's Investment and Audit Committees, custodian Northern Trust, investment consulting firm Cambridge Associates, numerous independent investment managers, and CliftonLarsonAllen, the Trust's independent auditors and tax consultants.

Investments

Despite the volatility of the investment market the value of the Trust's investment portfolio grew by \$65.5 million over the previous two fiscal years. The portfolio was further diversified by manager and asset class in accordance with the long-term asset allocation policy.

New Investment Committee Member

While the Trust continued to be well served by existing committee members, we welcomed Jacque Millard, Vice President and Chief Investment Officer

for Intermountain Healthcare. After receiving her B.S. in Finance from Weber State University and MBA from Westminster College she earned Certified Cash Manager and Chartered Financial Analyst designations. She joined Intermountain in 1993 and is currently responsible for the \$7.2 billion investment portfolio and cash management for all Intermountain entities. She previously served on the Westminster College Investment Committee and U.S. Bank of Utah Advisory Board, and currently serves on the Board of Directors of Health Care Credit Union and the Investment Committee of Dignity Health. She has already proved to be a great addition, and we are delighted that she has agreed to serve.

Audit Committee

The Audit Committee continues to work with staff to ensure the integrity of the Trust's financial operations. The Committee appointed Clifton Gunderson to audit the Trust's FY 2011 financial statements and its successor firm CliftonLarsonAllen audited FY 2012. No audit adjustments were proposed, no management letters were issued, and an unqualified opinion was rendered each year.

Financial Results

The following table summarizes our financial results for the last three fiscal years. Operating expenses aligned with budget expectations in all years.

The information in the table is on an accrual basis. On a cash basis grant payments and direct charitable activities totaled more than \$65.8 million. Grant payments as well as operating expenses were drawn from the endowment.

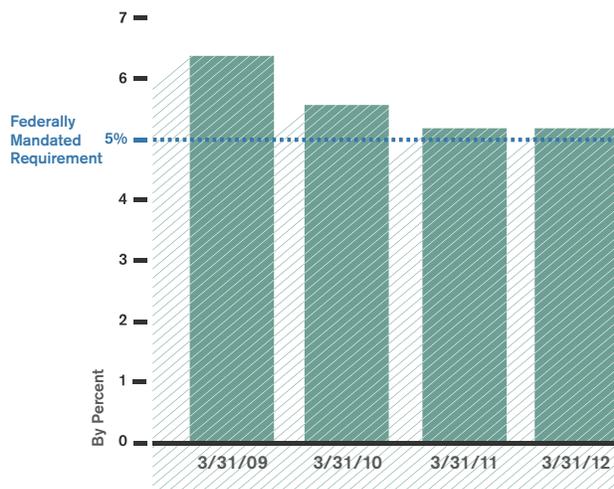
Change in Asset Values

(Accrual Basis)	3/31/2012	3/31/2011	3/31/2010
Investment Activity, Net	(\$815,726)	\$62,400,790	\$137,923,917
Grant Awards and Direct Charitable Activities	(\$26,762,446)	(\$10,815,242)	(\$12,501,566)
Grantmaking and Administrative Expenses	(\$3,793,748)	(\$3,679,940)	(\$3,563,215)
Federal Excise Tax Benefit (Expense) on Net Investment Income	(\$90,194)	(\$1,425,458)	(\$285,524)
Contributions Received	\$0	\$114	\$504
Total Change	(\$31,462,114)	\$46,480,264	\$121,574,116
	<i>FY2012</i>	<i>FY2011</i>	<i>FY2010</i>
Beginning Net Assets	\$510,887,362	\$464,407,098	\$342,832,982
Ending Net Assets	\$479,470,109	\$510,887,362	\$464,407,098

Payout Rate

Virginia G. Piper Charitable Trust's Board of Trustees annually approves program and operational budgets. Three items are considered

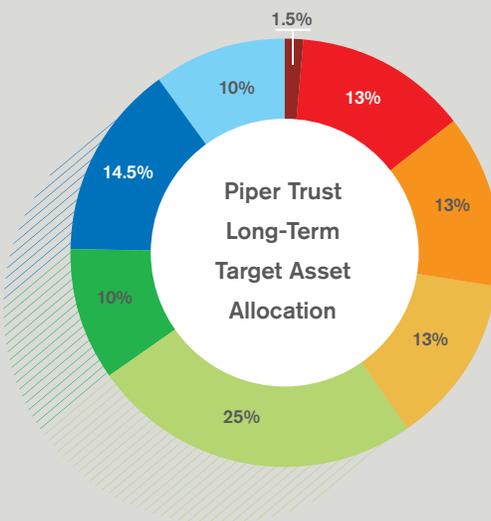
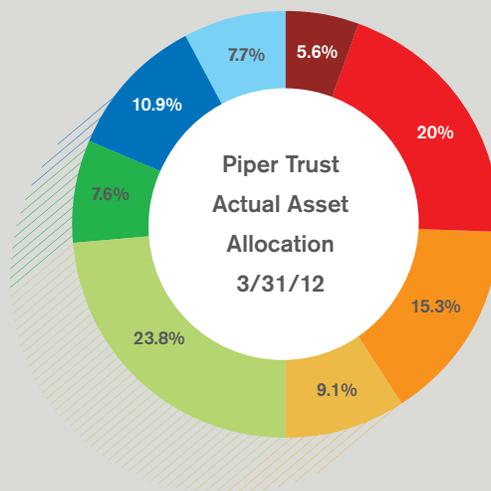
when determining the size of a budget: grantmaking needs and opportunities; preserving the endowment's value for long-term charitable funding; and the need to satisfy the U.S. federal payout requirement to annually disburse 5 percent of the average value of the endowment.



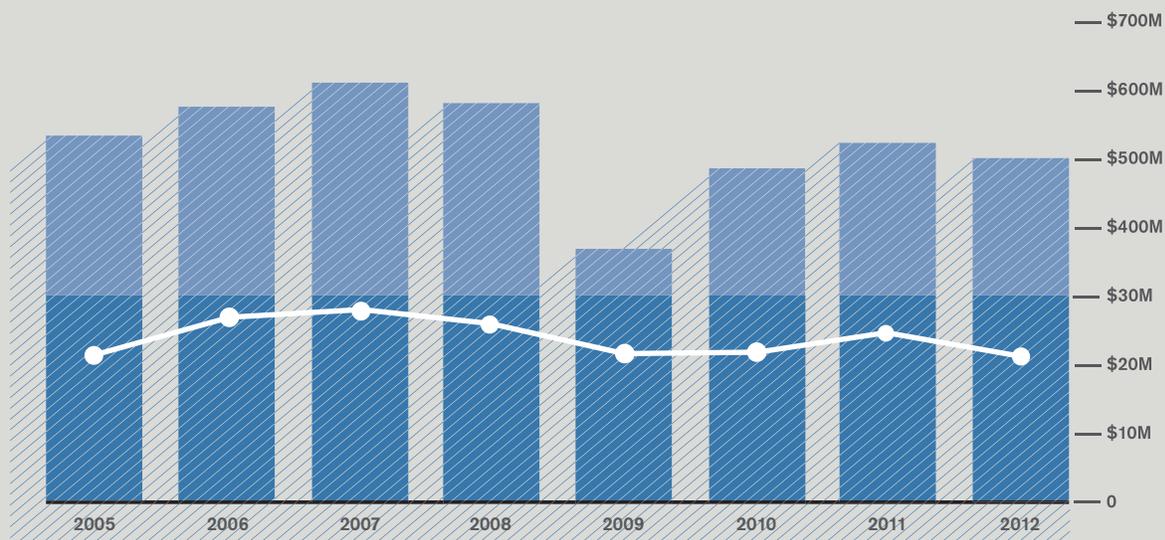
In determining the percentage of the endowment Piper Trust distributes annually to fund grantmaking, the Trustees decided to increase the payout rate during the economic downturn. The chart (left) shows that the Trust's payout rates have been elevated over the past four years. Thus, the countercyclical approach has resulted in stable grantmaking budgets through this period despite the volatility of global financial markets and the resulting fluctuations in the Trust's endowment values.

During the last two years the portfolio was further diversified by asset class and manager; asset class diversification is portrayed on the accompanying chart.

- CASH AND CASH EQUIVALENTS ■
- U.S. EQUITY ■
- DEVELOPED MARKETS NON-U.S. ■
- EMERGING MARKETS ■
- HEDGE FUNDS ■
- PRIVATE EQUITY/VENTURE CAPITAL ■
- REAL ASSETS ■
- FIXED INCOME ■



Fair Market Value of Investments and Charitable Expenditures



Virginia G. Piper Charitable Trust



PHOTO CREDITS: VIRGINIA G. PIPER CHARITABLE TRUST ARCHIVE

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. In 2001, the Trust established the Piper Fellows Program to enable nonprofit leaders to take sabbaticals for renewal and professional development. To date Piper Trust has invested \$300 million in nonprofits and programs.

Piper Trust Staff



Judy Jolley Mohraz, Ph.D.
President and CEO



Mary Jane Rynd
Executive Vice President and CFO



Charm Bowers
Receptionist/Administrative Assistant



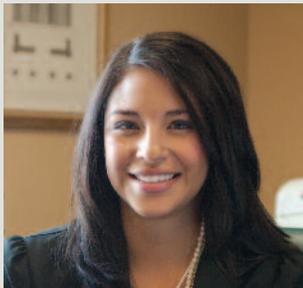
Laurie Callan
Controller



Clarin Collins, Ph.D.
Research and Evaluation Officer



Marilee Dal Pra
Program Director



Jenna Diaz-Gonzalez
Finance and Grants Management Associate



Debbie Dickey
Administrative Coordinator



Lynn Hoffman
Director of Financial Services



Carol Kratz
Program Director



Karen Leland
Director of Communications and External Relations



Terri Leon
Program Officer



Roberta Lind
Communications Coordinator



Leslee Oyen
Board and Executive Assistant



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



Gary Romero
Grants Manager



Ellen Solowey
Program Officer

Special thanks to former staff members, Jane Ferguson and Catherine Jahnes, for their contributions during the fiscal years covered in this report.

VIRGINIA G.
PIPER
CHARITABLE TRUST

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ENVIRONMENTAL SAVINGS The savings below are achieved when post-consumer recycled fiber is used in place of virgin fiber. 1,800 copies of this report were printed on "Starbright Opaque" paper which has a post-consumer recycled percentage of 10%. The following resources were saved by using this paper:

trees	water	energy	solid waste	greenhouse gases
2 fully grown	665 gallons	1.1 million BTUs	74 pounds	145 pounds