Philadelphia is a city marveled for its rich history, and it has only become more historic over time. From being the birthplace of our country, to becoming the host city of Pope Francis and the 2015 World Meeting of Families, there is no place quite like it.

Philadelphians have an immense amount of pride for their city, as do we here at The Catholic Foundation of Greater Philadelphia (CFGP). However, with that pride also comes responsibility. We want to see Philadelphia continue to grow and flourish, but for that to happen, we must do our part.

Over the last four years at CFGP, that has been our focus: to help Philadelphia flourish by growing philanthropy that is consistent with our Catholic faith. There are so many people and places within the Philadelphia community who need our help. As Pope Francis tells us, “Christ’s followers are not individuals caught up in a privatized spirituality, but persons in community, devoting themselves to others.”

With this report, we invite you to take a deeper look into what your support of CFGP has helped us accomplish. On behalf of CFGP, our Board of Trustees and our staff, we thank you for helping Philadelphia thrive.

Gratefully,

Dick Clark, Chairman
The Catholic Foundation of Greater Philadelphia
2016 HIGHLIGHTS

**JULY**
CFGP partners with Beneficial Bank and awards a $5,000 grant for literacy programming.

**AUGUST**
CFGP visits the Sisters of Saint Joseph Welcome Center in Kensington with a $500 Community Impact Award.

**SEPTEMBER**
CFGP hosts its inaugural Women in Philanthropy Forum at St. Joseph’s University.

**OCTOBER**
CFGP accepts its summer cycle of grant applications, ranging from health care programs to youth mentoring opportunities across Philadelphia.

**DECEMBER**
CFGP's Philanthropic Workshop Series offered training to local parishes on Parish Data Systems (PDS) software.

**2017 HIGHLIGHTS**

**JANUARY**
CFGP accepts its winter cycle of grant applications.

**FEBRUARY**
CFGP awards Providence Center in Farhill with a $15,000 grant for their Power Youth Program.

**MARCH**
CFGP awards $500 to Our Lady of Confidence Day School, a Special Education School in Willow Grove.

**APRIL**
CFGP hosts its spring Philanthropic Workshop Series on Grant Writing and the CFGP Grant Application process.

**MAY**
CFGP grants out a total of $1,000 to local organizations, St. John’s Hospice and Dawn’s Place.

**JUNE**
CFGP launches MAS Tips for the summer months. These tips provided fundraising, marketing and development strategies to organizations through social media.

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In the fall of 2016, Beneficial Bank and CFGP partnered to support Providence Center, an organization located in the Fairhill section of North Philadelphia that provides educational programming for children, youth, and adults. Their mission is to educate people to have the power and spirit to transform their lives and community.

Providence Center is located in a neighborhood with the highest poverty rate in Philadelphia. Over half of their community lives below the poverty line, and the median household income is under $15,000. In addition, Fairhill struggles with a murder rate more than five times the city’s average.

And yet, Providence Center shines like a bright light among the trouble that surrounds their facility. The organization supports revitalization efforts in their community and accompanies their students as they strive for futures full of possibility. In conjunction with CFGP, Beneficial Bank awarded a $5,000 grant to Providence Center for their ESL courses. These courses educate the local adults who are primarily Hispanic immigrants in hopes of minimizing the challenges they face when obtaining employment, and help integrate them into our culture seamlessly.
"THE WOMEN ARE ABLE TO REST AND RELAX WHILE BEING EMPOWERED TO TAKE STEPS TOWARDS HEALING AND RECOVERY AT THEIR OWN PACE," SAID NATALIE WEAVER, DIRECTOR OF THE THEA BOWMAN WOMEN’S CENTER. "YOUR GIFT HELPS THEA’S CONTINUE TO OFFER A SAFE SPACE THAT MANY WOMEN CALL HOME."
ADROP - CFGP awarded the Augustinian Defenders of the Rights of the Poor (ADROP) with a $2,750 grant that will assist them with their Student Enrichment Program that is run in conjunction with St. Anthony of Padua Parish School in South Philadelphia. ADROP is a small, nonprofit organization that provides supportive services to individuals living in poverty. Its facility offers several programs to the community, including a free health and dental clinic, ESL programming for the immigrant populations they serve, and many enrichment programs for local school students. ADROP’s Student Enrichment Program includes ballroom dancing, after school tutoring, art lessons and more in hopes of broadening students’ extracurricular interests and expanding their learning outside of school hours.

Providence Center - CFGP awarded Providence Center a $15,000 grant for the creation of a middle school Leadership Program. The Center provides a Teen Leaders program that hires local high school students during their sophomore year. The teens serve as role models and mentors for the young children who attend Providence Center’s after school program. Providence Center’s Teen Leaders program has been extremely successful, leading to the idea of a leadership program for students in middle school. Providence Center’s Middle School Leadership Program will help students learn how to work with children constructively, support others as a role model, and make positive changes in the community. Students in the Middle School Leadership Program will also participate in community analyses, carry out service projects, and receive tutoring assistance from the Teen Leaders.

COMMUNITY IMPACT AWARDS

Sisters of St. Joseph Welcome Center
English as a Second Language and Citizenship Program
- Courtesy of the CFGP Historic Preservation and Neighborhood Perpetuity Fund
The Welcome Center, a sponsored work of the Sisters of St. Joseph in Chestnut Hill, offers educational programs and outreach services to immigrants that enable them to improve the quality of their lives and achieve self-sufficiency.

St. Katherine Day School
Special Needs Equipment and Technology
- Courtesy of the CFGP Primary and Secondary Education Fund
St. Katherine Day School provides individualized special education in a Catholic environment for children and young adults with developmental delays or cognitive disabilities.

Our Lady of Confidence Day School
Educational Programming for Special Needs Students
- Courtesy of the CFGP Primary and Secondary Education Fund
Our Lady of Confidence (OLC) Day School educates children with special needs and facilitates the complete development of students with intellectual disabilities to their fullest potential, spiritually, intellectually, mentally, physically, and emotionally.

Mother of Mercy House
General Operating Needs
- Courtesy of the CFGP Helping Hands Fund
Mother of Mercy House works to enhance the presence of the Church in the Kensington and Allegheny neighborhood of Philadelphia through outreach programs including food assistance, drug and alcohol counseling and prayer groups.

Dawn’s Place
General Operating Needs
- Courtesy of the CFGP Helping Hands Fund
Dawn’s Place improves the lives of women trapped by, or at risk for, Commercial Sexual Exploitation (CSE) by providing housing, trauma recovery services and vocational training.

St. John’s Hospice
Soup Kitchen Assistance
- Courtesy of the CFGP Helping Hands Fund
St. John’s Hospice is a shelter for homeless men in Center City Philadelphia. Established as an outreach ministry to serve the poor and homeless, St. John’s provides crucial, life-sustaining services with dignity, respect and compassion to all.
OUR CHARITABLE FUNDS

CFGP helps guide long-term philanthropic goals through the creation of Designated Funds, Endowment Funds for organizations, and Donor-Advised Funds for individuals and corporations. With a CFGP Charitable Fund, you can choose to support the many deserving needs of the Greater Philadelphia community at large, or focus your philanthropy on issues most important to you.

Field of Interest Funds:
- CFGP Health and Wellness Fund
- CFGP Horizons Youth Fund
- CFGP Higher Education Fund
- CFGP Historic Preservation and Neighborhood Perpetuity Fund
- CFGP Primary and Secondary Education Fund
- CFGP Youth Development Fund

Charitable Funds:
- Annunciation B.V.M. (Philadelphia) Parish Fund
- Apostolic Impact Fund
- Archdiocese of Philadelphia New Evangelization Fund
- Igniting the Faithful, Seeking the Lost
- Cathedral Basilica of SS. Peter and Paul Parish Fund
- Catholic Athletes for Christ Program Fund
- Catholic Education Administration Fund
- Catholic Social Services Charitable Fund
- Central Association of the Miraculous Medal (CAMM) Program Fund
- The Christine Kaczmar-Russo Memorial Fund
- The Culture Project Fund
- The Father Vincent Capodanno Vietnam Chapel Fund
- Holy Spirit (Newtown) Parish Fund
- The John and Marion Shakely Charitable Fund
- The Legacy of Life Program Fund
- The Living Scripture Institute (LSI) Fund
- The Mater Ecclesiae Program Fund
- Mother of Mercy House Program Fund
- The Neumann University Institute for Sport, Spirituality and Character Development Program Fund
- Our Lady of Fatima (Secane) Parish Fund
- Physicians’ Charitable Fund
- Providence Center Program Fund
- The Regina Academies Fund
- The Solidarity Fund

Charitable Funds:
- St. Agnes - St. James (Philadelphia) Parish Fund
- St. Andrew (Newtown) Parish Fund
- St. Anselm (Philadelphia) Parish Fund
- St. Anthony of Padua (Chester) Parish Fund
- St. Colman (Ardmore) Parish Fund
- St. Cornelius (Chadds Ford) Parish Fund
- St. Dominic (Philadelphia) Parish Fund
- St. Gabriel of the Sorrowful Mother (Ardmore) Parish Fund
- St. John the Evangelist (Philadelphia) Historic Preservation Fund
- St. Joseph the Worker (Chadds Ford) Parish Fund
- St. Jude (Chalfont) Parish Fund
- St. Katharine Drexel (Chicago) Parish Fund
- St. Martha (Philadelphia) Sustainability Fund
- St. Mary Magdalen (Media) Parish Fund
- St. Michael (Catholic Youth Organization) Parish Fund
- St. Monica (Philadelphia) Church Education Fund
- St. Patrick (Newtown Square) Parish Fund
- St. Stanislaus (Lansdale) Parish Fund
- Terri Schiavo Scholarship Fund
- The Vincentian Institute Fund
- The World Meeting of Families 2018 U.S. Charitable Fund

Endowment Funds:
- The Bobbie McCabe Memorial Fund
- Cardinal Foley Chair Endowment Fund
- CFGP Endowment Fund
- CFGP Field of Interest Endowment Fund
- The Endowment Fund for Priestly Formation within the Archdiocese of Philadelphia
- The John and Harriet Stanton Culture of Life Endowment Fund
- St. Helena Parish (Blue Bell) Endowment Fund
- St. Mary Magdalen Parish School Endowment Fund
MISSION ADVANCEMENT SERVICES

CFGP’s Mission Advancement Services (MAS) hold the professional tools you need for your organization to reach its goals. MAS provides low-cost development and fundraising services for parishes, schools and organizations, offering assistance in:

- Annual Appeals
- Increased Offertory Programs
- Stewardship Programs
- Feasibility Studies
- Capital Campaigns
- Major Gift Consulting
- Prospect Research
- Planned Giving
- Grant Writing
- Grant Research
- Board Management
- Event Planning
- Volunteer Training
- Marketing Consulting
- Copywriting
- Data Management

"MAS WAS DESIGNED TO TAKE THE PRESSURE OFF CHARITABLE ORGANIZATIONS SO THEY CAN FOCUS ON WHAT THEY LOVE AND DO BEST. THEY CAN LIVE THEIR MISSION WHILE MAS HANDLES THE REST." – SARAH O. HANLEY, EXECUTIVE DIRECTOR, CFGP

In the 2016-17 fiscal year, CFGP’s MAS worked with:

- National Catholic Bioethics Center
- St. Mary of the Assumption, Phoenixville
- St. Athanasius School, Philadelphia
- Little Flower Catholic High School for Girls
- St. Cornelius, Chadds Ford
- St. Mary Magdalen, Media
- St. Helena, Blue Bell
- Face to Face
- Catholic Leadership Institute
- Our Lady of Guadalupe, Doylestown
- Providence Center
- Vacation Office for the Diocesan Priests
- John W. Hallahan Catholic Girls’ High School
- St. Mark, Bristol
- St. Thomas Aquinas, Croydon
- St. Jude, Clifton
- Hope Partnership for Education
- St. Charles Borromeo Seminary Appeal
- Catholic Charities Appeal of the Archdiocese of Philadelphia
- Priest Alumni Appeal
- Archbishop’s Benefit for Children (ABC)
- St. Charles Borromeo Seminary Golf Classic
Catholic Charities Appeal of the Archdiocese of Philadelphia
Annual Appeal
Since CFGP’s inception in 2013, our MAS team has worked with the Archdiocese of Philadelphia on all facets of the annual Catholic Charities Appeal (CCA). The role of MAS in working with the CCA has been a collaborative approach, with MAS responsible for the creation of all CCA marketing materials, management of all CCA events, implementation of strategic plans, management of all CCA data and donations and more. For 2016, the CCA raised a grand total of $10.1 million.

St. Charles Borromeo Seminary Appeal
Annual Appeal
CFGP’s MAS team has managed the annual St. Charles Borromeo Seminary Appeal for more than three years. MAS is accountable for the creation of all Seminary Appeal marketing materials, events, strategic fundraising plans, management of data, gift processing and more. The 2016-17 Seminary Appeal raised a grand total of $4.2 million.

St. Athanasius School, Philadelphia
Annual Appeal and Development Consulting
CFGP assisted St. Athanasius School in gift recording and acknowledgment, social media and grant research. With this strong development foundation laid, CFGP helped St. Athanasius raise nearly $30,000 for their first-ever Annual Appeal.

St. Thomas Aquinas, Croydon
Increased Offertory Program
St. Thomas Aquinas, counseled by CFGP, conducted a successful Increased Offertory Program. The Program resulted in a 23% increase in the regular Sunday offertory, which amounts to nearly $70,000 a year.

St. Mark, Bristol
Annual Appeal
With help from CFGP’s MAS, St. Mark surpassed their $60,000 goal. These funds enabled them to fully restore the original exterior church doors.

Our Lady of Guadalupe, Doylestown
Annual Appeal
For the second year in a row, CFGP worked with Our Lady of Guadalupe Parish to raise over $120,000. This was over a 400% increase from their 2015 appeal efforts.
Held in September of 2016, CFGP’s Women in Philanthropy Forum served as a day to bring together women who inspire and empower others to be leaders in philanthropy. 160 guests attended the event at St. Joseph’s University to network and listen to the forum’s guest speakers:

Barbara Henkels, founder of the Regina Academies
Sandra Baldino, founder of the Generocity Community Alliance
Betsy Courtney, Chief Development Officer at St. Joseph’s Preparatory School
Catherine Klein of Cheshire Nonprofit Law served as discussion moderator.

CFGP’s guest speakers answered a series of questions, including what motivates them to give, best practices for attracting donors of different ages and giving levels, and how to excel in your philanthropic career.

Panelists also gave personal accounts of their experiences with clients, prospective donors, and even as donors themselves. Audience members asked, how do philanthropists identify organizations whom they’d like to give to?

"IT STARTS WITH HOW YOU’RE TREATED BY AN ORGANIZATION AND HOW YOU’RE APPROACHED," SAID SANDRA BALDINO. "IT HAS TO BE GENUINE."

Due to the success of CFGP’s inaugural Women in Philanthropy Forum, CFGP will now host the event every fall.

FALL PHILANTHROPIC WORKSHOP SERIES
Online Giving Overview & Parish Data Systems (PDS) Software Training
November 15, 2016 | Holy Family University

CFGP’s Fall Philanthropic Workshop Series featured a segment with Ms. Emily Gambino, Manager of Mission Advancement Services at CFGP, regarding online giving options and their implementation. Emily discussed the importance of online giving, the impact it can make on your organization, as well as best practices. In addition, Ms. Amy Manzuk of R&S Design Computer Services explored the reporting capabilities of Church Office, a part of the Parish Data Systems (PDS) software. This presentation focused on extracting data and implementing it into reports, letters, labels and spreadsheets.

SPRING PHILANTHROPIC WORKSHOP SERIES
Grant Writing and the CFGP Grant Application Process
May 11, 2017 | Holy Family University

CFGP’s Spring Philanthropic Workshop Series discussed the basics of writing grant proposals, what foundations look for when reviewing applications, and best practices when working with potential funders. Speakers included Ms. Emily Gambino, Manager of Mission Advancement Services for CFGP, Ms. Joanne Beck, Marketing Manager for CFGP, and Mr. David Chiles, Executive Director of Providence Center.
# CFGP FINANCIAL HEALTH

## ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
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<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,988,314</td>
<td>$1,499,178</td>
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<tr>
<td>Accounts receivable</td>
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<td>Estate gift receivable</td>
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<td>Pledges receivable, net</td>
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<td>Investments</td>
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<td>Other assets</td>
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<tr>
<td>Fixed assets, net</td>
<td>23,613</td>
<td>30,112</td>
</tr>
</tbody>
</table>

**TOTAL LIABILITIES AND NET ASSETS**

|                     | $13,241,939 | $10,456,267 |

## LIABILITIES AND NET ASSETS

### Liabilities

- Accounts payable and accrued expenses: $149,899 (2017) vs. $177,059 (2016)
- Funds held for others: $1,755,384 (2017) vs. $1,243,053 (2016)

**TOTAL LIABILITIES**

$1,905,283 (2017) vs. $1,440,112 (2016)

## Net Assets

### Unrestricted

- Undesignated: $2,414,191 (2017) vs. $1,979,492 (2016)

**Total Unrestricted**

$8,411,871 (2017) vs. $7,076,926 (2016)

### Temporarily restricted

- Temporarily restricted: $453,067 (2017) vs. $1,004,674 (2016)

### Permanently restricted

- Permanently restricted: $2,471,718 (2017) vs. $934,555 (2016)

**Total Net Assets**

$11,336,656 (2017) vs. $9,016,155 (2016)

**TOTAL LIABILITIES AND NET ASSETS**

|                     | $13,241,939 | $10,456,267 |

## 2017 REVENUE

- Contributions: $3,003,900
- Grants: $453,100
- Endowments: $2,471,700

## 2017 EXPENSES

- Program and Service Contracts: 48%
- Operating Funds: 41%
- Management & General Expenses: 13.5%
- Development: 1.5%

The Catholic Foundation of Greater Philadelphia began the year with $10,456,267 in net assets, and finished the year with $11,336,656.
Mr. Richard T. Clark, Chairman, Retired, Chairman and CEO, Merck & Co. Inc.

Mrs. Judith M. Persichilli, R.N., B.S.N., M.A., Secretary, President Emeritus, CHE Trinity Health

Mr. Bernard J. Kelley, Treasurer, Retired, President, Merck Manufacturing Division


Monsignor Francis W. Beach, Pastor, St. Jude Parish

Mr. Sean Aloysius Bergin*, Founder and Managing Partner, Ironview Capital Management

Ms. Cynthia Brown*, Vice President and Senior Consultant, Ruffalo Noel Levitz

Mr. John E. Coyne, III*, Managing Director and CEO, Crystal View Partners

Mr. William P. Curtis, Jr.*, Principal, Porter & Curtis LLC

Mr. Kenneth Ewell*, President and Chief Operating Officer, The Graham Company

Mr. Angelo J. Valletta*, President and Chief Executive Officer, The Catholic Foundation of Greater Philadelphia

Mr. Daniel J. Hilferty, President and CEO, Independence Blue Cross

Mr. Joseph H. Jacovini, Senior Partner and Chairman of the Executive Committee, Dilworth Paxson, LLP

Ms. Susan Y. Kim, Director, James and Agnes Kim Foundation

Mr. John J. Mullen, President and CEO, Apple Vacations

Reverend Nicholas S. Rashford, S.J., President Emeritus, Saint Joseph’s University

Dr. Tammy Tenaglia, Ph.D., Clinical Psychologist and Board of Directors, Malvern Institute and Progressions Companies

Dr. Alexander R. Vaccaro, M.D., Ph.D., President, Rothman Institute

Mr. David N. Watson, President and Chief Executive Officer, Comcast Cable and Senior Executive Vice President, Comcast Corporation

* Denotes effective as of Q4 2017.