

## From the **Executive Director**

**A** recent survey of LGBTQ organizations noted that nearly 60% missed their budget projections for the second half of 2008. Regrettably, many of those that did meet their projections had to do so by lowering their goals. I am pleased that, given this challenging economic climate, Stonewall has been able to increase the dollars available for our grant making program and expand the training and skills building programs of our *Stonewall Institute*.



Here's what I can share with you about how Stonewall is managing through this downturn. First, we're watching expenses. Our priority remains providing all the resources we can to help our community organizations. To ensure that our grant making would increase this year, we cut expenses, reduced staff size and outsourced various professional services. Second, while the value of our investments has declined, our programs and operating budget are largely funded by annual donations, which actually increased in 2008.

We have seen a significant increase in requests for grants and scholarships as government funding and other foundation sources have less to distribute. The need for services for the most disadvantaged in our community continues to increase, and throughout this newsletter you'll read stories about Stonewall donors, volunteers and projects that are helping to meet that

need and build a stronger LGBTQ community for all New Yorkers despite our economic challenges.

This June, we will mark the 40<sup>th</sup> anniversary of the Stonewall Rebellion. While much has been achieved, much still remains to be accomplished. I can't think of a more meaningful way for the LGBTQ community to fully realize our collective potential than to rededicate ourselves to the cause with our time, energy and dollars. This Pride, please consider a new or additional gift to Stonewall or another organization that you care about.

We value our relationship with you. Whether your circumstances allow you to increase your gift or require you to give less, what is most important is that you stay with us. And your gift to Stonewall will multiply four-fold as we incubate emerging LGBTQ organizations through grantmaking, training and skills development, technical assistance and networking opportunities. •

Sincerely,

Bill Mattle  
Bill.mattle@stonewallfoundation.org

I can't think of a more meaningful way for the LGBTQ community to fully realize our collective potential than to rededicate ourselves to the cause with our time, energy and dollars.

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A look at Donor-Advised Funds  
with Martin Cowart

# Six Questions for New Board Member

Matthew Ryan



## **Where are you from and how did you arrive in NYC?**

I grew up in Concord, MA and moved to NYC in 1989 for my first job working in retail at one of Ralph Lauren's Polo stores.

## **What do you do professionally?**

I am in a merchandising position with a textile manufacturer for home furnishings and fabrics called Richloom. What motivates me at work is the degree of creativity I get to use on the job every day.

## **Why is community service important to you?**

Community service has always been a part of my life. I especially like what Stonewall Community Foundation represents in that many different types of communities and people are positively affected by the Foundation's work.

## **How did you get involved with Stonewall Community Foundation?**

I had known about Stonewall for the past 10 years, as I've been on a variety of other organizational boards indirectly involved with Stonewall. I co-chaired last year's Stonewall Community Foundation dinner where I met a lot of the Stonewall board members. After some discussion with my good friend, Bill McDermott, I decided to become a board member as a way to get involved.

## **Where do you see Stonewall heading in the next few years?**

Stonewall Community Foundation, like the rest of the world, is in transition. It's exciting to be involved with a group poised for large growth in times of economic depression. We are a tightly knit board and are working toward redefining the direction of the Foundation. Over next few years, we'd like to grow philanthropy within many different segments of our diverse community.

## **What is something that most people don't know about you?**

Well, I'm fluent in Russian. •

### **BOARD OF DIRECTORS**

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For inquiries about this newsletter and/or Stonewall Community Foundation, please contact Thai Pham, Director of Events & Communications at 212-367-1265 or [thai.pham@stonewallfoundation.org](mailto:thai.pham@stonewallfoundation.org).

Stonewall Community Foundation is a 501(c)(3) not-for-profit organization, Federal Tax ID #13-3550688. A copy of Stonewall's latest annual report may be obtained on our website or from the New York State Attorney General's Charity Bureau, 120 Broadway, New York, NY 10271.

119 West 24th Street, NYC 10011 tel: 212.367.1155 [www.stonewallfoundation.org](http://www.stonewallfoundation.org)

# A Charitable Plan Donor Advised Funds

by Martin Cowart

To truly grasp the abundance in our lives, the Zen Masters teach us to practice the “give away” as a practical way of healing our fears of scarcity.

**A**s a financial adviser and a CPA, one of the many things that my clients come to me for is advice in the arena of philanthropic planning. I am often asked, “What are the best assets to give to charity?” or “How can one maximize one’s tax-deduction and thus best leverage one’s charitable inclinations?”

One vehicle that many of our clients have used that I see becoming increasingly popular is a Donor Advised Fund (DAF). A Donor Advised Fund is a charitable plan where a donor makes a substantial gift to a public charity or community foundation and sets up a sub-account or fund in the donor’s name. The donor, or someone selected by the donor, makes recommendations for grants to be paid from the fund to selected eligible charitable beneficiaries.

DAFs can be very useful when a donor wants make a substantial gift quickly; maintain more control over multi-year donations to the chosen charity; and obtain advantages similar to a private foundation without the complexities. In addition, these funds provide flexibility when building a charitable legacy and a significant endowment fund.

Other advantages of DAFs include the ability for the donor to contribute on a personalized schedule; immediate and favorable tax deductions; ease of set up and use; and the flexibility of being acknowledged or anonymous. Importantly, these funds also provide tools and resources to help the donor research causes and learn more about specific charities.

The Stonewall Community Foundation Donor Advised Program specifically serves the LGBT community by helping their donors support LGBT causes they care about and providing a unique way of highlighting LGBT charitable giving to worthy causes not specifically targeted to the LGBT community.

**To download Martin Cowart’s full article or find out more about Stonewall Community Foundation Donor-Advised Funds, please visit [www.stonewallfoundation.org](http://www.stonewallfoundation.org).**

Those who plan for their financial future following a principled approach to wealth creation have the opportunity of better achieving their desired life style.



As is the case with any financial tool, a Donor Advised Fund may not be the appropriate solution for every situation. Charitable giving and tax planning are complicated and nuanced subjects for which one should retain competent professional guidance. I welcome your questions at [martin\\_cowart@strategiesforwealth.com](mailto:martin_cowart@strategiesforwealth.com). •

**Martin Cowart is a Registered Representative and Financial Advisor of Park Avenue Securities LLC (PAS).**

## Stonewall Donor-Advised Fund Partners

### Janet Weinberg and Craig Hardwood

I wouldn't be doing what I'm doing for as long as I've been doing it if I didn't believe in it.

#### THE JANET WEINBERG FUND OF STONEWALL COMMUNITY FOUNDATION

If you have ever given money to The LGBT Center or to GMHC, you certainly know Janet Weinberg. For the past 15 years, Janet has worked tirelessly to raise tens of millions of dollars in support of the LGBT community. A consummate fundraiser and thoughtful philanthropist, she established the Janet Weinberg Donor-Advised Fund at Stonewall Community Foundation this spring.

Like many, Janet fell into fundraising by accident. In 1994, she was serving on the board of The Center when its president became very ill due to AIDS. It was a dark period for the community as the disease was claiming many of the LGBT movement's leaders. Janet and fellow board member Judith Turkel knew it was up to them to step forward. Judith became the Center's board president and Janet was elected as its co-chair.

For the next six years, she was in charge of the development committee and established herself as a talented and effective fundraiser. When her term was up, she fondly recalled that Richard Burns (the Center's executive director) waited a respectful six weeks before he recruited her to join the staff as its director of development. The rest, as they say, is history.

"Every piece of me believes in philanthropy," says Janet. "Having a donor-advised fund at Stonewall is a way for me to be organized and structured in feeding the movement that I love and care so deeply for."

For Janet, establishing a donor-advised fund with the Foundation was a logical step in her evolution



When I donate through my fund, I want people to know that this support is coming from a lesbian, from someone of the LGBT community."

as both a fundraiser and a philanthropist. She wanted to mark her money as LGBT and her fund at Stonewall creates this opportunity. "I want people to know the power of our dollars," says Janet. "Having a fund at Stonewall is as close to stamping my money as 'gay' as I can get,"

As a fundraiser, she's also aware that a donor-advised fund is a smart and tactical way to make donations. She only needs a single donation letter from Stonewall at the end of the year, so from a tax perspective it's an easy and effec-

tive way to make donations to the organizations she supports. A donor-advised fund also helps her to focus her philanthropy beyond simply writing checks. She now has an opportunity to work with Stonewall to become more strategic in her giving.

Janet hopes that her story will inspire other people to think about starting a donor-advised fund. "You don't have to be a multi-millionaire to create one!" •

## CRAIG HARWOOD ESTABLISHES QUEER CONSCIOUSNESS FUND AT STONEWALL COMMUNITY FOUNDATION

No one wanted to take a stand with us. But Stonewall was different.



**C**raig Harwood is a man of many talents. He's a successful real estate investor, an award winning producer of documentary films, and a respected philanthropist. From an early age, Craig was taught by his family to give back to the community. After coming out, he became very involved with politics and activism supporting the LGBTQ community. "I came out strong and loud!" said Craig.

Although Craig had been a friend and supporter of Stonewall for many years, it was not until the Catholic Church's very public attempt in 2002 to blame its problems with pedophile priests on gay men "infiltrating" the clergy that he became active in the Foundation's work. An outspoken defender of gay rights, Craig was so outraged with the church's accusation that he spearheaded an advertising campaign in the New York Times to refute these claims. Stonewall served

as the fiscal agent for the fundraising drive. He remembers, "I tried shopping around this idea to other LGBTQ groups, and no one else wanted to be our fiscal sponsor. But Stonewall was willing to help me make a public declaration that the Catholic Church could not scapegoat the gay community."

This spring, Craig established his donor-advised fund (named The Queer Consciousness Fund) at Stonewall Community Foundation to inspire and help the LGBTQ community. He plans to support organizations and projects that tackle the issues of internalized homophobia and self-hate that prevent LGBT individuals from living healthy and happy lives.

Craig had many options in deciding where to open his Fund. In choosing Stonewall, he knows that his Fund will be well managed by an organization that shares his values. Craig is impressed that Stonewall is doing all that it can to maximize its donors' goals. •

## Stonewall Grantee Highlight

# BAAD! The Bronx Academy of Arts and Dance

### A YEAR OF GROWTH

**B**AAD! The Bronx Academy of Arts and Dance has been keeping it real in the Bronx all year – and for good reason – we have much to celebrate! In 2008, our co-founder, artistic director and celebrated dancer and choreographer, Arthur Aviles, received the Mayor's Arts Award and recognition from Comptroller Bill Thompson at his gay pride event in June. We also officially celebrated a decade of being BAAD! in the Bronx and successfully presented our first benefit.

During the last year, we've pre-

Rivera, Jessica Danser, Hunter Carter, Kipps Ahoy and BAAD!'s own Arthur Aviles. We also presented works by queer playwrights and performers from L.A. including the award-winning Leo Cabranes-Grant and Maceo Cabrera Estevez, plus home grown artists Indio Melendez, and BAAD!'s own Charles Rice-Gonzalez. Additionally, we partnered with MIX NYC, The New York International Latino Film Festival, Casa Atabex, and others on queer collaborative arts programming. BAAD!'s annual holiday show, *Los Nutcrackers: A Christmas*

“This work - maintaining a safe, welcoming space for performers and people of all stripes - is as much about activism as it is about art.”

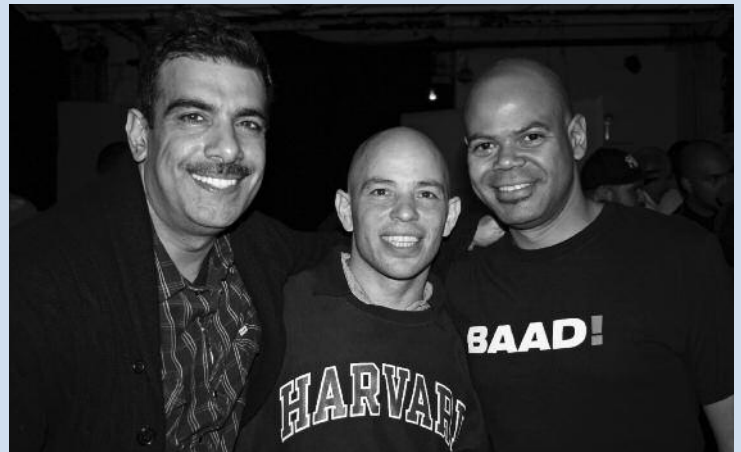
- Claudia LaRocco, *New York Times*

sented over 150 artists to over 2,500 people through our five festivals: BAAD!Ass Women, Boogie Down Dance, Out Like That!, and the Blaktino Performance Series. Artists like Bill T. Jones, Staceyann Chin, Drag King Elizabeth "Macha" Marrero, and Rosamond King; queer writers Achy Obejas, Jaime Manrique and Linda Villarosa; singers Chaney Sims, Mel Greenwich, Nohjj, Imani Uzuri, Ricky De-Marco, rapper Sargenta G., filmmakers Hanifah Walidah and Katrina del Mar, choreographers Stanley Love, Jonah Bokaer, Javi Ninja, Antonio Ramos, Richard

Carajo, had the biggest audiences ever and the production featured legendary Bronx diva Appolonia Cruz. Other exciting events included a new solo work by Arthur Aviles and premier work by Bill T. Jones and Doug Elkins.

In the media, BAAD! was featured in articles in the Bronx News, The Bronx Times, and the Hunts Point Express. In addition, Mr. Aviles and Mr. Rice-Gonzalez received separate profiles by The New York Daily News. •

by Charles Rice-Gonzalez



**About BAAD!** The Bronx Academy of Arts and Dance (BAAD) is a 70-seat performance and workshop space dedicated to presenting cutting-edge and challenging works by emerging, evolving and established artists (choreographers, dancers, playwrights, directors, musicians, writers, poets and all performance and visual artists) who are women, people of color and/or from the LGBT community.

BAAD! was founded by Bessie Award-winning dancer/choreographer Arthur Aviles and writer Charles Rice-Gonzalez. BAAD! is the home of Arthur Aviles Typical Theatre dance company and the space's artists in residence include Actress/Comedian Drag King Elizabeth "Macha" Marrero, sculptor Cassandra, writer Rice-Gonzalez and choreographer Richard Rivera. BAAD! was named one of the Bronx's seven cultural anchors.

841 Barretto Street, 2nd Floor, Bronx, NY 10474  
Web: [bronxacademyofartsanddance.org](http://bronxacademyofartsanddance.org)  
Phone: 718-842-5223

## Stonewall Institute

# Helping LGBTQ Organizations Succeed in Tough Times

Organizations rely upon the strength of their grant proposals to secure financial resources.

**T**he Institute is Stonewall's innovative training and leadership development program for board, staff and volunteers of LGBTQ organizations. Through The Institute, Stonewall ensures that community leaders have the opportunity to develop pivotal business relationships and learn the skills they need to steer their organizations through these challenging economic times.

Our first workshop for the spring focused on helping nonprofits develop stronger, focused grant proposals. If LGBTQ organizations aren't writing the best proposals possible, then our community isn't going to receive the funding it needs.

Our fiscal management workshop focused on helping non-profit managers do more with the resources they already have. Participants spent the day learning and sharing cost-reduction strategies, smarter budgeting and cash flow analysis and went home with the tools they needed to assess their organizations financial health—and take action!



THE STONEWALL INSTITUTE

**What's next?** We're planning Institute programs on board development, media and communications and community organizing. We're also funding special training opportunities for development directors and board presidents.

All of our programs are provided free or at low cost and can only happen with the continued investment of Stonewall donors. •

For more information, please contact [Bill Mattle](mailto:bill.mattle@stonewallfoundation.org), Executive Director, at 212-367-1155 or [bill.mattle@stonewallfoundation.org](mailto:bill.mattle@stonewallfoundation.org).

### SAVE THE DATE 2009



#### STONEWALL DINNER

##### BACK TO THE UNITED NATIONS

We are heading back to the United Nations for another memorable Stonewall Dinner. On behalf of Honorary Chair **Robby Browne** and Co-Chairs **James Bartholomew** and **James Kelliher**, we invite you to join us on Wednesday, June 17, 2009 at the Delegates' Dining Room for an inspiring and entertaining evening.

This year's event will honor Stonewall Visionaries **Mitchell Gold**, founder of Faith in America and editor of Crisis, and **Dustin Lance Black**, Academy Award® winning screenwriter of Milk. **Melinda Doolittle**, breakout American Idol finalist and recording artist, promises to deliver a musical performance to remember!

Tickets and sponsorships can be ordered online at [www.stonewallfoundation.org](http://www.stonewallfoundation.org) or by contacting Bill McDermott, Director of Development, at 212-367-1266 or [bill.mcdermott@stonewallfoundation.org](mailto:bill.mcdermott@stonewallfoundation.org).

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STONEWALL COMMUNITY FOUNDATION



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It's

hard to **imagine** any struggle for human **rights** won without the **support** of all who could **hear** the call. It's equally hard to imagine that our great **challenge** for equal rights won't be met until we apply our **charitable** contributions in ways that **strengthen** the whole community.

the stonewall  
**Bulletin**

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