



Fond du Lac  
AREA FOUNDATION

1020

# Report to the Community

## FEATURE STORIES

The Power of Anonymous Giving  
Fond du Lac AAUW Scholarships  
Carl W. and Delnia Tonjes Fund  
Shandra Schibbelhut

## A MESSAGE FROM THE CHAIRMAN OF THE BOARD

We are living in an exceptionally challenging time. Supporting each other, and our community, has never been more important. I am proud to say that the Fond du Lac Area Foundation has not paused in our mission for the past 46 years. We are here to support nearly every charitable purpose that individuals, families, and corporate philanthropy can bring to the table.

The needs of our community have been great through the recent pandemic, and now with increases in national inflation, local needs for services have only been magnified. You, our donors and stakeholders, have supported us during these times.

This past year we have achieved a few milestones. The Foundation has provided over \$2 million in grants, which is a record high. We have also raised gifts bringing our total assets to over \$68 million as of today. It is further exciting to have former board member Aaron Sadoff as our new executive director. We anticipate he will execute new and exciting ideas and opportunities.

I would be remiss if I did not mention and thank our former Executive Director Joe Braun. We were sad to see him leave the Foundation for a new opportunity. He has been an inspiration and has helped tremendously during the leadership transition.

I look forward to a continued partnership with our nonprofits as we increase access to life-changing services, provide support to the most vulnerable members of our community, empower organizations with opportunities for personal and professional growth, and create a competent workforce of students in their fields of study.

On behalf of the staff and the board of directors, we all thank you and are honored to have your financial support. The more assets we have means the more grants and scholarships we are able to award.

Again, thank you all for your support.



*David J. Hornung*

Chairman of the Fond du Lac Area Foundation Board of Directors

### **Board of Directors**

David J. Hornung, *Chairman*  
Loree Shady, *Vice Chairwoman*  
Steven G. Millin, *Treasurer*  
Sara B. Andrew, *Secretary*  
Tripp Ahern  
Holly Brenner  
Dawn M. Colwin  
Stephen L. Franke  
Thomas Gross  
Therese Massey  
John Schroeder



## MAKING OUR NEW OFFICE A HOME

For the last year, words like visibility, modernization, enhancement, and beautification have filled the conversations within our office. Following the purchase of our new office at 1020 S. Main Street in February 2021 came many cosmetic improvements.

As the months have passed, we have excitedly checked off more and more projects from our to-do list.

- ✓ Install LED signs on road and building
- ✓ Paint building a new color scheme
- ✓ Add photo wall in boardroom
- ✓ Install employee name graphics on offices
- ✓ Display Foundation's hand emblem on office doors
- ✓ Install wayfinding sign in building entrance
- ✓ Replace landscaping stone
- ✓ New blacktop parking lot



## NEW EXECUTIVE DIRECTOR AARON SADOFF



On August 15, 2022, the Foundation proudly welcomed its fifth executive director in organizational history, Aaron Sadoff.

Sadoff was previously the superintendent of the School District of North Fond du Lac for the last 13 years.

The list of accomplishments during his career in education is staggering, and the Foundation is inspired by the energetic and goal-driven attitude he brings to his new work environment. Without a doubt, Aaron will continue his track record of greatness.

In his first year, Sadoff will focus on three primary goals: getting know our fund holders and learning about each of their philanthropic goals and dreams; continuing and growing the Foundation as a catalyst for positive community change by fostering a culture of philanthropy, engagement, and caring; leveraging the Foundation's reputation and strength to support the greater community, local nonprofits, and regional affiliates.

Sadoff holds a master's degree in educational leadership and administration from Marian University as well as his superintendent license. He also has a Bachelor of Science in education and history from the University of Wisconsin-Madison.

Sadoff served in the United States Army and is a Gulf War Veteran.



## OUR FAR-REACHING COMMITMENT TO REGIONAL AFFILIATES

Our affiliate program developed out of a desire to help smaller communities inspire local philanthropy to address their own unique needs. Together, we are working to achieve lasting impact in the places we call home.

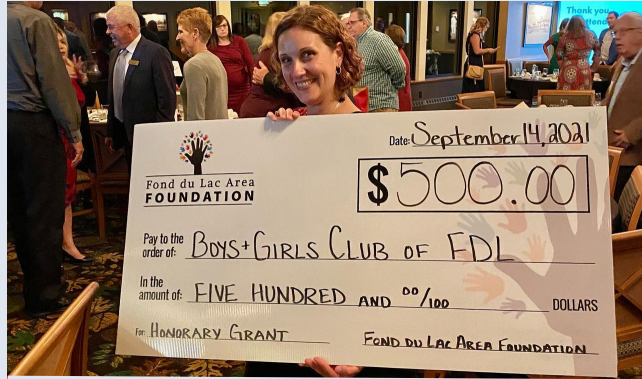
Each of our affiliates operates as a component fund of the Fond du Lac Area Foundation, giving them the benefit of our cost-effective, centralized, and professional services. Our team provides financial and investment management, administration, and technical expertise so their local leadership can focus on asset building and community needs.

Our regional affiliates include the Beaver Dam Area Community Foundation established in September 2019 and the Horicon Family of Funds established in January 2022.



# THE POWER OF GRANTMAKING

Amber Simon was randomly selected at our annual Celebration of Giving to award a grant to a nonprofit of her choice from our unrestricted Community Fund.



A \$7,500 grant from the Elaine and Robert Middleton Fund supported amenities for a new family park that will be constructed in Brownsville.



The Jolayne Ingebritson Memorial Scholarship affords females in Dodge and Fond du Lac Counties the opportunity to learn critical skillsets to propel them toward a fulfilling career in engineering.



The Fond du Lac County Sheriff's Office received a \$15,000 Impact Grant for the purchase of a new drone, payload delivery system, and spotlight. Our board of directors received a demonstration of the new technology.





## ANONYMOUS GIVING, IN THE NAME OF PHILANTHROPY

This is a story about anonymity – which makes it a little difficult to tell, but undeniably powerful, nonetheless.

Anonymous grants from donor advised funds can often make people quizzical because we do not often hear stories of anonymous giving. But at the Fond du Lac Area Foundation, there is no need for a quiz. We have two anonymous donors who give simply for the betterment of the causes they care most deeply about.

For these donors, it is not about hiding; it is about resounding humility and quietly using their resources to do good. It is about declining an image and using heart to reach straight to community efforts.

So, here is their story.

There are two individuals who live in a city they love. They care immensely about a multitude of causes both near and far. In 2017, they established an anonymous donor advised fund at the Fond du Lac Area Foundation to provide grants to the nonprofits they are vividly passionate about.

Now, five years into the establishment of the fund, more than **\$125,000** has been granted to **23** unique nonprofit organizations. From fire and rescue to law enforcement and nature conservancy to veteran affairs, the scope of anonymous giving by these donors is as broad and powerful as it is nameless.

### GRANT RECIPIENTS TO DATE

*American Red Cross \ American Red Cross - Northeast WI Chapter \ Beaver Dam Police Department K9 Unit \ Boys Town  
City of Fond du Lac Police Department \ Fond du Lac County Audubon Society \ Fond du Lac Recreation Department  
Fond du Lac County Sheriff's Office \ Friends of PBS Wisconsin \ Guide Dogs for the Blind \ Guiding Eyes for the Blind  
International Association of Fire Fighters \ MS Run the US \ National Audubon Society \ Nature Conservancy of Wisconsin  
Ocean Conservancy \ Paws for Purple Hearts \ Ruffled Grouse Society \ Sandi Paws Rescue \ Solutions Center  
Team Rubicon \ Veterans of Foreign Wars of the United States \ Wisconsin Public Television*

## AN INTERVIEW WITH KAREN KALSBECK AAUW

### WHAT IS AAUW?

AAUW (American Association of University Women) is a national organization with local branches. The Fond du Lac branch is celebrating its 100th anniversary. AAUW promotes equity for women and girls, lifelong learning, and professional development.

### WHY DID AAUW ESTABLISH SCHOLARSHIPS WITH THE FOND DU LAC FOUNDATION?

The Fond du Lac AAUW book sale began in 1962 as a means to fund scholarships for women. The book sale and the support of the Fond du Lac community led to the 1999 decision to establish an endowment at the Fond du Lac Foundation for local scholarships and national AAUW fellowships if the branch held a book sale. In 2020, no book sale was held, but scholarships are still awarded through the endowment at the Foundation.

### WHAT MAKES EACH AAUW SCHOLARSHIP SPECIAL/UNIQUE?

The **AAUW Re-entry Scholarship** began in 1988 because the AAUW branch recognized that traditional students needed additional funds, and scholarships were not as common.

The **AAUW Elizabeth Waters Scholarship**, established in 1999, is given to young women attending college. It was named for a woman who in her 1881 Fond du Lac High School graduation speech advocated for education and a strong interest in women's rights. She was a charter member of Fond du Lac AAUW and a member of the Board of Regents; she devoted her life to education.

The **AAUW Continuing Education Scholarship** was created for junior or senior women in 2012. It is not nearly as available as one progresses through college. It is to encourage women to continue their education.

### WHAT IS THE SCHOLARSHIP IMPACT TO DATE?

Since 1940, the Fond du Lac AAUW branch has awarded **\$266,743** in local scholarships. In addition, \$1,000 is given toward graduate fellowships administered by the national AAUW.

- The AAUW Re-entry Scholarship has awarded **\$33,758** to **37** women.
- The AAUW Elizabeth Waters Scholarship has awarded **\$225,985** to **322** young women.
- The AAUW Continuing Education Scholarship has awarded **\$7,000** to **5** women.



## FROM FOUNDER TO FUND HOLDER: THE STORY OF CARL TONJES

As the “founding father” of the Fond du Lac Area Foundation, Carl Tonjes had a dream to create an organization for others who, like himself, wanted to give back to the community. Since then, for the past 47 years, The Foundation has existed for the benefit of Fond du Lac County.

Carl worked full time as a volunteer for the Foundation. He served as chairman of the board of directors from 1975-1994. Until 1989, he and his wife, Delnia, operated the Foundation out of their own home. He saw his dream grow from one fund with assets of \$50,000 to 89 funds with assets of almost \$6.5 million dollars. During his service to the Foundation, he witnessed the disbursement of over \$600,000 in charitable grants.

Carl was a very modest man who went about the business of what he did in a very quiet manner. He never looked to take credit for the accomplishments of the Foundation or his other numerous volunteer involvements. He was very quick to give credit and praise to others. He was a caring, dedicated, and honest individual, and always carried out actions from the heart.

In April of 1990, the Carl W. & Delnia Tonjes Fund was established as a donor advised fund for the benefit of five key areas: the Fond du Lac Area Foundation's bi-annual grant cycles, Covenant United Methodist Church, Fond du Lac Family YMCA Foundation, Carroll College Endowment Fund, and the P.E.O. Sisterhood.

To ensure their support of the community in the Tonjes name would carry on forever, Carl and Delnia chose to transition their donor advised fund into an endowed fund upon their passing. This decision was a simple change that gave the Tonjes' peace of mind knowing their fund and community impact was properly entrusted to the Fond du Lac Area Foundation.



If you are an existing fund holder, consider how you will leave the legacy that is most desirable to you; all it takes is a simple amendment to your donor advised fund agreement.

**Contact Kayla Schumacher at (920) 921-2215 for more information.**



From Fond du Lac High School graduate to Fond du Lac Area Foundation intern, Shandra Schibbelhut accredits her ongoing success at the University of Wisconsin – Madison to the generosity of her fellow community members and the scholarship funds at the Fond du Lac Area Foundation.

Shandra graduated from Fond du Lac High School in June of 2021 and is now entering her second year at the University of Wisconsin–Madison. She is studying marketing and supply chain management at the Wisconsin School of Business.

Upon high school graduation, Shandra was the recipient of a \$2,000 award from the **Mark M. Seidel "Let's Keep it Positive" Memorial Scholarship** and a \$4,000 award from the **Roy F. and Minna Willis Scholarship**.

With the rigor of her course load, Schibbelhut says, “I could not imagine having to bear the large financial burden of college on top of my studies. I am so grateful for the scholarships I have received through the Foundation to help take that weight off my shoulders and allow me to have a stronger focus on my academics.”

Fast forward to summer 2022 and you could find Shandra working at the Fond du Lac Area Foundation. Shandra was under the creative direction of Molly Jaster as she held the **marketing intern** position through August. “I am extremely grateful for the opportunity to learn from such a dynamic team, as well as assist in the growth of an incredible and impactful community organization,” said Schibbelhut.





## HOW DOES IT WORK?

Every three months, members hear presentations by three inspiring representatives from the local nonprofit community that are each vying for a \$7,500 grant.

Each presenter is limited to a five-minute presentation with an additional five-minute allowance for member questions.

Following the live presentations, members vote for the project they would most like to see funded. Voting takes place in a "Survivor-type" area where votes are cast anonymously. The project which receives the most votes is announced immediately.

## FONDY 100 GIVES SURPASSES \$125,000 IN GRANT DISBURSEMENTS

In 2021, Fondy 100 Gives surpassed a significant milestone of awarding more than \$125,000 in grants since its inception in July 2017.

To date, the **100% member-funded** grant program has awarded **17 grants** totaling **\$127,500** to Fond du Lac County nonprofits.

Fondy 100 Gives is a collective of 100 community-minded individuals who are dedicated to supporting the immediate project and program needs of local 501(c)3 nonprofit agencies.

One of the most unique aspects of Fondy 100 Gives is that each dollar of the grant awards to date have been funded exclusively by the 100 members. As a members-only program with a maximum enrollment capacity of 100, each participant is required to pay quarterly dues of \$100 or \$400 once per year.

At 100 members, each quarterly project that is funded receives a \$7,500 grant, and \$2,500 is added to build the Fondy 100 Gives Endowment Fund for future community projects.

Stay a member! Refer a member! All are welcome.

Those interested in becoming a member of Fondy 100 Gives may contact the Fond du Lac Area Foundation at (920) 921-2215. For more information, email [jenny@fdlareafoundation.com](mailto:jenny@fdlareafoundation.com) or visit [fdlareafoundation.com/fondy100.html](http://fdlareafoundation.com/fondy100.html).



Founding members of Fondy 100 Gives  
Joe Braun, Loree Shady, Sandi Roehrig, Dave Hornung

## FUNDS EXPLAINED

**AGENCY** Established by a nonprofit organization as a means of protecting their charitable dollars for the future and to ensure a source of annual support for their programs and operations.

**DESIGNATED** This type of fund is established to support specific charitable organizations identified by the donor.

**DONOR ADVISED** Donors suggest charitable organizations to receive grants. The Foundation serves as a personal philanthropic advisor.

**FIELD OF INTEREST** These funds allow a donor to support a broad area of need with the Foundation playing an active role in the selection of specific grant recipients.

**UNRESTRICTED** This type of fund is flexible and responsive to emerging community needs. Donors place no restrictions on their gifts and leave decisions about charitable use of the funds to the Foundation.

**SCHOLARSHIP** Awards of this type allow donors to establish a named fund for any level of education. Donors may designate a particular school, field of study, and select eligibility criteria.

## FUNDS ESTABLISHED IN 2021

### AGENCY

Beaver Dam Professional Firefighters Charities Fund\*  
Beaver Dam Unified School District Education Fund\*  
Because We Care Fund\*  
City of Beaver Dam Arts Festival Fund\*  
City of Fox Lake Clausen Park Fund\*  
Excel Engineering, Inc. Fund  
Focus on Women Fund\*  
Gold Star Memorial Trail Fund\*  
Green Valley Enterprises, Inc. Fund\*  
Habitat for Humanity of Fond du Lac County Non Endowed Fund  
PAVE Fund\*  
Waupun Fine Arts Fund\*  
Waupun Historical Society Fund\*

### DESIGNATED

Badgerland Youth For Christ Endowed Fund  
Badgerland Youth for Christ Non Endowed Fund  
Bill and Donna Behnke Fund  
Care Inc. Fund\*  
Jean and Joan Waterland Church Health Services Memorial Fund\*  
Marilyn Bach Family Fund  
Tom & Therese Massey Designated Fund

\*Beaver Dam Area Community Foundation    \*\*Horicon Funds

### DONOR ADVISED

Brownsville Community Club Fund  
DAJJ Memorial Fund  
Franke Family Memorial Fund  
Horicon Bank Charitable Fund\*\*  
Jerry and Marjorie Gordon  
Kathleen K. Soles Fund  
Kieffer Family Fund\*  
Lakeside Forward, LLC Charitable Fund  
Mike and Teresa Keenan Fund  
NEBAT Education Fund  
O'Connor Family Fund  
The Abfall Family Fund\*  
Waupun Community Fund  
WRAP Fund

### FIELD OF INTEREST

Jess' Legacy Fund  
Trael Fund

### UNRESTRICTED

Patricia A. Miller Unrestricted Fund

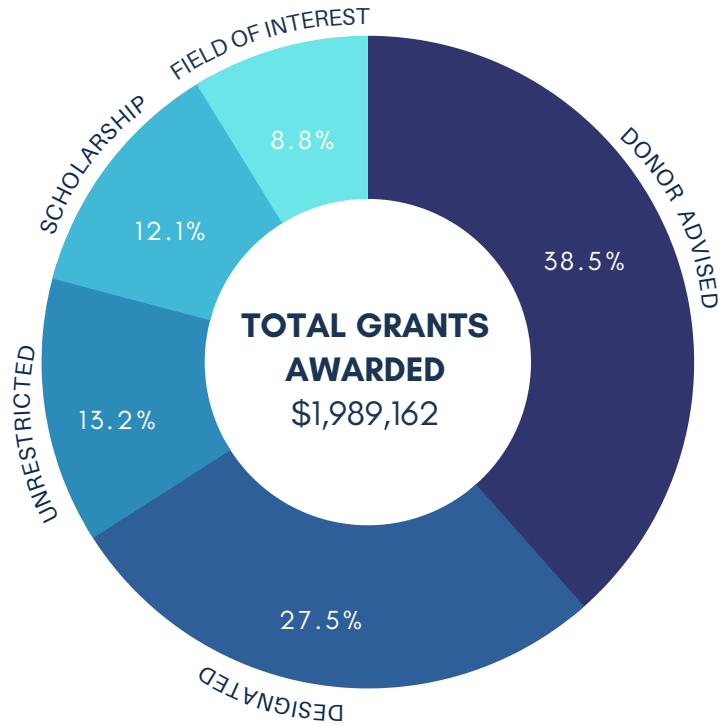
### SCHOLARSHIP

WINGS Scholarship Fund  
Jolayne Ingebritson Memorial Scholarship

There are many types of funds into which you may direct an outright or planned gift. Contact Kayla Schumacher at (920) 921-2215 to determine which giving strategy is best for you.



# 2021 BY THE NUMBERS



<b>41</b>	<b>155</b>	<b>816</b>	<b>30</b>
new funds established	scholarships awarded	grants disbursed	legacy society members*

\*living individuals only

## Statement of Revenue and Expenses

	2020	2021
<b>Income</b>		
<b>Additions to Funds</b>	<b>7,333,992</b>	<b>6,876,531</b>
<b>Investment Income (Loss)</b>	<b>620,051</b>	<b>774,368</b>
<b>Income (Loss) on Investments</b>	<b>6,297,449</b>	<b>4,949,248</b>
<b>Other Income</b>	<b>300</b>	<b>0</b>
<b>Total Revenue &amp; Support</b>	<b>14,251,791</b>	<b>12,600,147</b>
<b>Grants and Expenses</b>		
<b>Grants</b>	<b>1,918,248</b>	<b>1,989,162</b>
<b>Admin Expenses</b>	<b>535,280</b>	<b>678,175</b>
<b>Program Related Expenses</b>	<b>104,080</b>	<b>136,070</b>
<b>Other Disbursements</b>	<b>300,000</b>	<b>50,000</b>
<b>Total Disbursements</b>	<b>2,857,608</b>	<b>2,853,407</b>
<b>Net Assets - Beginning</b>	<b>45,072,661</b>	<b>56,406,518</b>
<b>Net Assets - Ending</b>	<b>56,406,518</b>	<b>66,153,258</b>
<b>Supporting Organizations</b>		
<i>Sophia Transformative Leadership Partners</i>	<b>875,647</b>	<b>855,297</b>
<i>LIVS Fund</i>	<b>4,652,445</b>	<b>6,556,372</b>
<b>Total Net Assets</b>	<b>61,934,610</b>	<b>73,564,927</b>

Auditors: Huberty CPAs & Trusted Advisors

Trustees: U.S. Bank and National Exchange Bank & Trust

This is a summarized financial statement. The complete audited financial statements and IRS form 990/990T are available upon request. A reproduction fee may be assessed.



Fond du Lac Area Foundation  
1020 S. Main Street, Suite E  
Fond du Lac, WI 54935

[www.fdlareafoundation.com](http://www.fdlareafoundation.com)

## MEET OUR TEAM

### **AARON SADOFF**

Executive Director

### **ERIN MUELLER**

Business Manager

### **KAYLA SCHUMACHER**

Donor Relations Manager

### **MOLLY JASTER**

Marketing & Communications Manager

### **JENNY ZACHERL**

Donor Relations & Grants Associate

### **JACKIE DRAKE**

Scholarships & Program Associate