



connect  
connecting  
connected

POHLAD FAMILY GIVING  
2006

POHLAD FAMILY GIVING

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# to our communities

We are pleased to present this Pohlad Family Giving Report. Its theme, "Connected," summarizes the philanthropic efforts of our businesses, employees and family foundation during 2006.

The last year, in particular, has been a time characterized by connections between our companies and employees and our community support. Some connections were natural, some were created. All were meaningful.

Marquette Financial Companies (MFC), our largest group of businesses, has grown six-fold since 2002 by starting new businesses and acquiring others. MFC companies are naturally connected by a shared vision and mission, common leadership and a long-term commitment to community involvement. Increased community support and changes to improve how the companies give strengthened the connection between businesses.

Other Pohlad-owned companies, including United Properties and Stanton Group, also acquired businesses last year. We added Inetium, an information technology company, to our business holdings. United Properties and Inetium had a client relationship before they shared common ownership. Similarly, Stanton Group provided some of its services to many of our other businesses.

Some of our businesses have offices in many states around the nation. For employees in these locations, we needed to create connections. We did that through increased communications and, importantly, an inter-company volunteer project in New Orleans, Louisiana – a city devastated by Hurricane Katrina.

The growth of our businesses, combined with MFC's decision to increase its giving resulted in greater community investment. Together, more than \$11 million was shared with a record number of nonprofit organizations during 2006.

Equally important, we discovered value in working together across geographic and company boundaries toward a single aim.

To date, we've contributed almost \$1 million to Hurricane Katrina recovery, including grants and the costs of employee volunteer projects. Working with Catholic Charities Archdiocese of New Orleans, 121 employees helped de-construct homes. The dirty and difficult work was delivered with high spirits. As one employee said: *"Putting volunteers on the ground, when the media has moved on and the accolades are largely gone, to help regular people move on with their lives, represents the true spirit of giving . . . I've rarely seen this kind of synergy on any project. It was truly a lesson in teamwork that can be applied beyond volunteer projects."*

As business owners, we value connection to others. As community supporters, we've enjoyed connecting with each other and with organizations and programs that help youth, provide small business development support, arts and culture, or basic services to large numbers of people. Our connection to community organizations brings meaning to our employees and family. It also provides opportunity to individuals served by the organizations we support.

Connections. We proudly share ours in this combined report of our business and employee community involvement and giving by the Carl and Eloise Pohlad Family Foundation.

Sincerely,

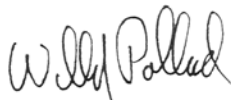
Carl R. Pohlad



James O. Pohlad



William M. Pohlad



Robert C. Pohlad



# business giving

**Each Pohlad-owned business supports and connects with its community in ways that reflect the business' interests and relationships. While the type and amount of support varies, each company understands the importance of sharing resources.**

### **Marquette Financial Companies – Specialty Financial Services Companies Created 1964**

Marquette Financial Companies (MFC) has supported community organizations since it was formed. During 2006, MFC's community involvement support increased to five percent of pre-tax profits. The companies first publicly expressed their commitment to community in 1988 when they joined the Keystone Club, a group of generous Minnesota business givers.

The support increase and addition of companies provided an opportunity to re-organize MFC giving activities. With companies and employees located around the country, two goals were central to the re-organization – connecting employees to community support decision-making through increased involvement, and connecting businesses to their communities by increasing support to local organizations.

Twenty-five MFC business leaders were appointed to Governance or Regional Giving Committees that create policies and programs or consider requests from organizations. Regional Giving Committees approved 51 grants totaling \$450,000.

Improved and increased employee communication, including the creation of a Community Involvement Guide for employees and grant guidelines and applications for nonprofit organizations, better connected employees with MFC community activities.

All told, MFC invested more than \$1 million in community activities and, in the process, its businesses and employees were connected to hundreds of nonprofit organizations.



## Minnesota Twins – Major League Baseball Team Acquired 1984

The Minnesota Twins dedicate five percent or more of pre-tax profits to the community each year. During 2006, the Twins provided \$4.25 million in community support, including cash contributions of \$70,000 and in-kind support of more than \$4 million.

The Twins connect to their community by providing nonprofits with access to current and former players, in-kind memorabilia for fundraising, stadium use and marketing and public relations assistance. The Twins also sponsor a few charitable events and support employee and player volunteer projects.

Twins staff support the work of the Minnesota Twins Community Fund, an independent public charity. The Fund raises and distributes funds through programs focused on youth baseball and softball. More than \$800,000 was distributed in 2006.

## Stanton Group – Employee Benefit, Compensation Consulting, Property and Casualty Insurance Acquired 1994

Stanton Group's community commitment is clear and visible in more than 500 nonprofit organizations that it counts as clients. Stanton employees serve these organizations well, helping them obtain cost-effective benefit and risk management services and supporting them by providing employee volunteers and sponsorship support.

Stanton Group has a long-term alliance with LifeWorks, a nonprofit helping people with disabilities find fulfillment in the workplace. Several LifeWork clients are employed at Stanton Group. And Stanton also supports LifeWork's annual awards program and was a primary sponsor of its 2006 Traveling Art Show. Stanton Group also supports the Boys and Girls Club of the Twin Cities.

Stanton employees are generous, committing their volunteer time to several community organizations. From Medica's Bunny Drive, to leading a Boy Scout Venture Group, to building homes with Habitat for Humanity, Stanton employees continuously participate in fund-raising efforts, donate their time, and collect items for their favorite charities.



## United Properties – Real Estate Investor, Service Provider, and Developer Acquired 1998

Founded in 1916, United Properties (UP) has a history of strong involvement in the community. During its early years, investment in arts and cultural organizations was an important company value.

In recent years, the Boys and Girls Club of the Twin Cities has been an important beneficiary of United Properties community support. From President Boyd Stofer's long-time service as a board member, to professional evaluation of club facilities, to significant volunteer and financial support, United Properties invests in, and connects to, the Boys and Girls Club of the Twin Cities.

Other aspects of United Properties' community support include: grants to nonprofits where a UP employee is actively donating their time and talent; in-kind employee volunteer support and involvement in select charitable projects; programs and events organized by industry associations; and college scholarship and internship support for a graduate of North High School in Minneapolis.

During 2006, UP and its business divisions distributed more than \$100,000 in community support. A significant amount of in-kind support from employee volunteers was also provided.

## Inetium – Technology Services Consulting Acquired 2006

Inetium's tradition of community support includes significant contributions of professional services, as well as financial gifts and employee volunteer projects.

When it was founded in 1998, Inetium made a commitment to provide free hosting and technical support to local nonprofit organizations nominated by employees. During the nine years since, more than 30 nonprofits have received hosting services.

Today, Inetium believes it can most positively impact the community by helping nonprofits improve their technical infrastructure to better serve clients. During 2006, the company waived \$300,000 of professional service fees to nonprofit organizations.

Inetium employees also connect to the community. Since 2003, employees have complimented company financial support by volunteering at an annual community hospital event. And monthly, a team of employees co-support the Loaves and Fishes program with the local Microsoft team, where, together, they typically serve 300 people a hot, healthy meal at a local church.





# we are all connected: volunteers cross company

In the wake of Hurricane Katrina, Pohlad-owned businesses and the Carl and Eloise Pohlad Family Foundation joined together to provide financial support for emergency relief and other nonprofit organizations. Almost \$600,000 was contributed by the Foundation and Companies. More than \$40,000 matched an additional \$40,000 contributed by employees.

But we wanted to do more. Employees suggested a volunteer project to Jim Pohlad. With his support, a project was researched and organized. Each company would cover travel costs and allow employees to participate without using vacation or other time off. All would benefit from organizing volunteer teams that crossed company lines, allowing employees to connect to each other and learn about other Pohlad-owned businesses – while helping others. Nine months after the storm, on the morning of June 2, 2006, volunteers representing 16 businesses arrived in New Orleans, full of enthusiasm and ready to help local homeowners. Their enthusiasm was soon dampened by a city tour through neighborhoods that, except for the absence of floodwaters, hadn't been touched since the hurricane.

Volunteers learned the wreath on the front door of a destroyed home indicated that, only the day before, a resident had been found dead in the attic. Few businesses were open. Many parts of the city were uninhabited and eerily quiet. They saw tens of thousands of cars parked under interstate highways — waiting for a contractor to remove and dispose of them.



*“Putting volunteers on the ground, when the media has moved on and the accolades are largely gone, to help regular people move on with their lives, represents the true spirit of giving.”*  
Michael Lachs, Vice President, NorthMarq Capital, Inc.

# lines to help a devastated city

Then they listened. To stories residents told; stories they needed to tell, because, for most, it was an important mental health activity. And after ending a workday having salvaged what they could from homes, they would listen again to seemingly endless thank-yous from New Orleanians who recognized them as volunteers, wherever they were. In those moments, volunteers witnessed grace and gratitude from those who had survived horrific events and who were still enduring difficult conditions each day.

The success of the June project and the overwhelming need was so compelling a second volunteer project was organized for November. During both projects, 121 employee volunteers helped by cleaning and gutting family homes, one at a time, until 10 were completed and five others partially completed. At the end of the project, homes were transformed from moldy walls and piles of debris to empty, clean, skeletons of studs. Staff of Catholic Charities of the Archdiocese of New Orleans, who helped arrange our project, and hundreds of others through its “Helping Hands” program, valued the volunteer services at \$225,000.

Leaving New Orleans was bittersweet. Employees were proud of their work, yet sad to be leaving a city and residents with so much need. The next logical step was not only to return, but to share the experience and encourage other Minnesota companies to consider a New Orleans volunteer project, reminding everyone that we are all connected.



*“It was a life-changing event. I have thought about it every day since.”*  
Jesalyn Lange, Property Manager, United Properties



**devastation**



**TOP:** Rescued by boat from his rooftop, 90 year old Albert Johnson shared chilling hurricane experiences. Shown with his daughter and son-in-law, who spent countless hours cleaning and refinishing the inside of his home. Volunteers repaired and painted the exterior, transforming Mr. Johnson's home.

**BOTTOM:** Volunteers met homeowners Roland and Ruby Johnson. The Johnsons fled to Alabama before the hurricane, and despite Mr. Johnson's cancer, traveled back to New Orleans to meet and personally thank volunteers who gutted their home. A few important personal items were salvaged, including a Christmas angel collection.



## hurricane katrina facts

Most destructive and costly natural disaster in U.S. history

Forced more than 270,000 people into shelters

Louisiana official death toll: 1,464



## volunteer facts

82% had never been on a similar trip

95% would volunteer in New Orleans again

100% would encourage co-workers to participate



↑  
before

after  
↓





hope

# foundation giving

# carl and eloise pohlad family foundation

During 2006, our family foundation approved 245 grants totaling more than \$10 million. This is the largest number of grants/organizations approved in a single year, allowing us to surpass the \$50 million mark in total giving since the foundation began operating in 1994.

Most Foundation grants reflect our collective interest in assisting youth by supporting opportunities that enrich and expand their experiences. Some grants reflect interests of individual board members, and others meet needs presented to us by community organizations. We highlight our collective interest in youth below and provide a list of all approved grants on the following pages.

## Supporting and connecting opportunities for youth

**Summer Camp Scholarships.** During its eighth year, our Summer Camp Scholarship Program supported a residential summer camp experience for 1,332 economically disadvantaged kids. Since 1999, we have helped more than 7,000 kids connect to Minnesota's great outdoors, meet new friends and learn new skills.

**College Scholarships.** We completed the final year of a four-year commitment to provide college scholarships and approved a new four-year commitment to continue the program, administered by the Horatio Alger Association.

Since 2003, nearly \$500,000 in scholarship support to deserving graduates of Twin Cities area high schools has been provided. The new commitment for 2007-2010 will provide \$763,000 in larger scholarships to help students with the increasing costs of college education.

**After-School Support.** With many school days ending before parents arrive home from work, students could return to an empty home. Our After-School Support Program helps lengthen the school day by supporting in-school and community-based programs for students. The Foundation approved \$380,000 in grants to 37 organizations connecting kids to after-school services last year.



**Summer Youth Employment.** We support valuable, paid summer internship experiences for Minnesota high school students, 16-19 years of age. During 2006, the program's third year, 161 students were employed by 116 businesses in 99 Minnesota communities. Three business associations help the Foundation deliver this program, which provided almost \$210,000 in grants for wage subsidies and program administration.

**Owners' Initiative.** Fundraising events are an important source of revenue for many nonprofit organizations. Yet small nonprofits are often unable to produce fundraising events due to the amount of time and money required. In partnership with the Minnesota Twins, the Foundation created the Owners' Initiative to assist small, youth-focused nonprofits in creating their first, large-scale fundraising event.

Organizations selected to participate receive a \$15,000 Foundation grant (\$10,000 to plan and produce the event, and \$5,000 to match new support raised at the event). The Minnesota Twins provide the use of a special event area at the Metrodome, game tickets, event promotion and recognition.

During its first two years, six organizations raised a combined \$221,258 for their operations. Beyond financial success, the events had unintended positive consequences for the organizations, including the creation of materials that would be used in the future; expansion of their programs to new sites; recruitment of new volunteers; news stories in local publications; and new connections to many individuals and businesses interested in their work.





# grants

(approved in 2006)

## COMMUNITY GRANTS

### SUMMER CAMP SCHOLARSHIP

Albany Area Schools, \$5,000  
Barnum Youth Center, \$5,000  
The City, Inc., \$5,000  
CommonBond Communities, \$4,805  
Community Action Council, Inc., \$10,000  
Crow Wing County Social Services, \$7,000  
Eagle View Elementary, \$5,250  
Earle Brown Elementary School, \$15,000  
Episcopal Community Services, \$15,000  
Family & Children's Services, \$6,823  
Family Focus, \$5,000  
Freeport West, Inc., \$2,376  
Golden Lake Elementary School, \$5,000  
Grant Community School Collaborative, \$4,457  
Headwaters Intervention Center, \$10,000  
Healthy Community Healthy Kids, \$10,000  
Hoover Elementary School, \$7,700  
Hope Community, \$5,000  
Isle Recreation & Education Center, \$7,200  
Jefferson-Haven Enterprises, \$10,000  
Jewish Family and Childrens Service of  
Minneapolis, \$7,500  
Lao Family Community of Minnesota, \$5,000  
Lincoln Elementary School, \$5,000  
Lutheran Social Service of Minnesota, \$12,000  
Martin County West School District, \$12,000  
Model Cities of St. Paul, \$5,000  
Moorhead Healthy Community Initiative, \$15,000  
Mount Olivet Missionary Baptist Church, \$10,000  
Neighborhood Involvement Program, \$7,450  
Northfield Community Action Center, \$5,000  
Northland Area Family Service Center, \$10,000  
Northwest Youth and Family Services, \$4,875  
Onamia Community Education, \$7,500  
PACT 4 Families Collaborative, \$10,000

Park Brook Elementary School, \$4,998  
Perspectives, \$8,868  
Pillsbury United Communities, \$15,000  
Polk County Social Services, \$12,000  
Professional Association of Treatment  
Homes, \$10,000  
Project for Pride in Living, \$5,000  
Rockford Area Public Schools, \$5,800  
Something Cool, Inc., \$5,250  
South Central Children's Project, \$15,000  
Three Rivers Community Action, Inc., \$4,640  
Tubman Family Alliance, \$2,669  
Valley Youth Center, \$10,621  
VandenBerge Middle School, \$9,000  
Volunteers of America of Minnesota, \$10,000  
Washburn Child Guidance Center, \$6,000  
Youth Service Bureau, Inc., \$11,253

### AFTER-SCHOOL SUPPORT

Academia Cesar Chavez Charter School, \$10,000  
Achieve!Minneapolis, \$5,000  
Athletes Committed to Educating Students  
(ACES), \$15,000  
The City, Inc., \$5,000  
CitySongs, \$5,000  
Community Partners with Youth, \$5,000  
The Cookie Cart, \$5,000  
Division of Indian Work, \$5,000  
East Side Neighborhood Services, \$15,000  
Eftin, \$15,000  
Emma Norton Services, \$10,000  
Employment Action Center, \$5,000  
Girl Scout Council of Greater Minneapolis, \$5,000  
Hospitality House Youth Directions, \$20,000  
Hmong American Partnership, \$10,000

Kaleidoscope Kids, \$20,000  
 La Escuelita, \$15,000  
 La Oportunidad, Inc., \$5,000  
 Lyndale Neighborhood Association, \$10,000  
 Neighborhood Involvement Program, \$10,000  
 Opportunity Neighborhood Development Corporation, \$10,000  
 Osseo School Community Education, \$10,000  
 Perspectives, \$20,000  
 Phyllis Wheatley Community Center, \$10,000  
 Pillsbury United Communities, \$5,000  
 Plymouth Christian Youth Center, \$20,000  
 Project for Pride in Living, \$15,000  
 Sabathani Community Center, \$10,000  
 St. Paul Area Council of Churches, \$5,000  
 Southeast Asian Community Council, \$15,000  
 Southside Family School, \$15,000  
 Urban Arts Academy, \$5,000  
 Urban Ventures Leadership Foundation, \$10,000  
 Youth Express, \$10,000  
 Youth Farm and Market Project, \$5,000  
 YouthCare, \$5,000  
 YWCA of Minneapolis, \$15,000

**\*MULTI-YEAR ARTS & CULTURE**

Penumbra Theatre Company, Inc., \$10,250  
 The Playwrights' Center, \$5,250  
 Theatre de la Jeune Lune, \$10,250

**MULTI-YEAR HEALTH & HUMAN SERVICES**

AccountAbility Minnesota, \$18,000  
 Bridge for Runaway Youth, \$30,000  
 CAP Agency, \$18,000  
 Catholic Charities of the Archdiocese St. Paul & Minneapolis, \$60,000

Community Action Partnership of Ramsey and Washington Counties, \$18,000  
 Community Action Partnership of Suburban Hennepin, \$18,000  
 Comunidades Latinas Unidas En Servicio, Inc., \$30,000  
 Cornerstone Advocacy Service, \$30,000  
 East Side Neighborhood Services, \$18,000  
 Family & Children's Services, \$45,000  
 Goodwill/Easter Seals Minnesota, \$60,000  
 Hmong American Partnership, \$30,000  
 Lifetrack Resources, \$18,000  
 Minneapolis Urban League, \$30,000  
 Minnesota Visiting Nurse Agency, \$18,000  
 Neighborhood Health Care Network, \$60,000  
 People Serving People, \$30,000  
 Perspectives, \$45,000  
 Phyllis Wheatley Community Center, \$18,000  
 Pillsbury United Communities, \$45,000  
 Second Harvest Heartland, \$30,000  
 Summit Academy OIC, \$30,000  
 Twin Cities RISE!, \$60,000  
 Way to Grow, \$18,000  
 YWCA of Minneapolis, \$30,000

**CAPITAL**

MacPhail Center for Music, \$100,000  
 CommonBond Communities, \$2,000,000  
 Comunidades Latinas Unidas En Servicio, Inc., \$100,000  
 Minneapolis American Indian Center, \$250,000  
 Lutheran Social Service of Minnesota, \$100,000  
 Boys and Girls Clubs of the Twin Cities, \$1,000,000  
 Neighborhood Development Center, \$50,000  
 SteppingStone Theatre, \$100,000

\*Sixteen other arts and culture organizations approved for multi-year support in 2005 also received general operating grant payments.

## OTHER

Arc Greater Twin Cities, \$25,000  
Catholic Charities Archdiocese of New Orleans, \$50,000  
Citizens League, \$30,000  
Greater Minneapolis Crisis Nursery, \$40,000  
Horatio Alger Association of Distinguished America, \$752,000  
Independent Sector, \$5,000  
KIPP Foundation, \$50,000  
MACC Alliance of Connected Communities, \$100,000  
Minnesota Community Foundation, \$67,000  
Minnesota Council on Foundations, \$12,050  
Minnesota Historical Society, \$50,000  
Minnesota Twins Community Fund, \$50,000  
San Miguel Middle School of Minneapolis, \$25,000  
Shades of Praise, \$1,000  
Tix for Tots, \$5,000

## FAMILY-DIRECTED GRANTS

### CAPITAL

Church of St. John the Evangelist, \$150,000  
Sister Kenny Foundation, \$250,000  
YMCA of Metropolitan Minneapolis, \$1,000,000

### GENERAL OPERATING

Admission Possible, \$85,000  
Angel Foundation, \$2,500  
Bob Allison Ataxia Research Center, \$500,000  
Children's Cancer Research Fund, \$5,000  
Cornerstone Advocacy Service, \$5,000  
Family Housing Fund, \$1,000,000  
Greater Lake Country Food Bank, \$1,000  
Growth & Justice, \$100,000  
Help Enable Alcoholics Addicts Receive Treatment, \$10,000

InnerCity Tennis, \$5,000  
Juvenile Diabetes Research Foundation International, \$10,000  
PACER Center, \$7,500  
Partnership for a Drug Free America, \$1,000  
The Starkey Hearing Foundation, \$10,000  
Virginia Ballet Theatre, \$20,000

### PROGRAM

Minnesota Community Foundation, \$34,000  
Risen Christ Catholic School, \$25,000  
Sisters of St. Joseph of Carondelet Ministries Foundation, \$25,000  
Tennis & Learning, \$10,000  
University of Minnesota Foundation, \$34,000

### PROJECT

City of Minneapolis, \$50,000  
The Friends of the Saint Paul Public, \$5,000  
Guthrie Theater, \$10,000  
Hubert H. Humphrey Institute of Public Affairs, \$10,000  
MetroNet, \$15,000  
Minnesota Dance Theatre, \$31,500

### OTHER

University of St. Thomas Law School, \$50,000  
Partnership for a Drug Free America, \$19,000  
Huron Regional Medical Center Foundation, \$1,000  
Gonzaga University, \$5,000



# financial summary

ASSETS	Market Value 12/31/2006	LIABILITIES	
Cash	\$751,309		
Investments	\$55,544,717	Future Grants Payable	\$13,950,750
<b>TOTAL ASSETS</b>	<b>\$56,296,026</b>	<b>TOTAL LIABILITIES</b>	<b>\$13,950,750</b>
<b>NET ASSETS</b>	<b>\$42,345,276</b>		

	Family Contributions	Net Investment Income	Grants Paid	Expenses*
2005	\$18,264,673	\$8,467,191	\$8,200,130	\$204,647
2006	\$17,608,485	\$6,915,155	\$7,395,358	\$222,299
<b>TOTAL</b>	<b>\$35,873,158</b>	<b>\$15,382,346</b>	<b>\$15,595,488</b>	<b>\$426,946</b>

\*Excludes staff-related expenses paid from non-foundation sources

# Board of Directors

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