



# DANVILLE REGIONAL FOUNDATION

*"Together We Are Building A Brighter Future"*



## DRF MADE SIMPLE

- DRF originated in July 2005 after the sale of Danville Regional Medical Center.
- In 2006, DRF began operation as a private, nonprofit foundation with the purpose of permanently investing and managing the \$200 million endowment generated from the sale.
- The Dan River Region DRF serves is made up of the City of Danville, VA, Pittsylvania County, VA and Caswell County, NC.
- DRF funds initiatives within the Dan River Region that strive to improve health, education, economic vitality, and civic capacity.
- To generate income, DRF invests its endowment in domestic and international markets. The profits on these funds are returned to Dan River Region communities as grants.
- Since its establishment in 2005, DRF has committed more than \$45 million in the form of over 50 regional grants.
- In the Fall of 2010, DRF launched the Make It Happen! (MIH!) grant program. The objective of MIH! is to aid community members in making quick positive change, while providing achievable outcomes. Funding to applicants has a \$10,000 ceiling for each initiative. DRF has committed \$500,000 per year to MIH! for a three-year period. To date, DRF has approved 30 of 62 submitted MIH! applications with an average of approximately \$9,000 awarded per program.
- Private foundations are required to distribute an annual amount of approximately five percent (5%) of their assets. DRF strongly believes in and practices transparency, therefore fully disclosing all grants and finances at [www.danvilleregionalfoundation.org](http://www.danvilleregionalfoundation.org).
- As a community and philanthropic steward, DRF remains committed to fostering collaboration, forming partnerships and bridging regional borders and functions. These change-making tools help the community rethink tomorrow and create sustainable solutions, positioning the Dan River Region as a destination of opportunities.
- DRF serves the Dan River Region through long-term strategic philanthropy. Funding is based upon need, opportunity and projected outcome. DRF looks for impact and sustainability when making major investments.
- DRF believes that initiative and courage to view issues from diverse points of view will allow everyone working together to construct a brighter future.

YOU CAN HELP DRF  
BUILD A BRIGHT,  
SELF-SUSTAINING  
DAN RIVER REGION  
OF TOMORROW  
THROUGH VISION,  
PASSION AND  
LEADERSHIP!



## LETTER FROM THE CHAIR & PRESIDENT/CEO

When we began to outline information for this annual report, we thought, “Wow! We have been busy!” Sometimes, in the day-to-day routine of our work, it is easy to overlook what is being accomplished in the long term. The transformation of a region is gradual; sometimes tedious. One never knows, for sure, if the path chosen is the best. There is no direct, certain path, but as long as there are regional conversations and partnerships, motivated individuals and organizations, people to inspire us with their stories and experiences, then there will be new paths and new ideas and changes. DRF is investing in projects, programs, and activities that we believe are most likely to be successful in transforming the region. As we say in our tag-line, “Together, we are building a brighter future!”

Over the past two years, five very important initiatives have been undertaken by DRF and its partners. One that may have the most far-reaching impact on the region is the grant to the Virginia Early Childhood Foundation. Research proves that the ages of zero to five years are most important for the development of children and, in turn, for a prosperous future for not only those individuals, but the region. DRF has made a major investment of over \$5 million in building infrastructure to make this happen. We have funded the community to come together to look at where we were in early childhood education, where we are now, and where excellence is found. This grant is the implementation piece to seek excellence – a community-led effort, chaired by Dr. Tiffany Franks, the President of Averett University, to transform the region’s early childhood efforts. Our goal is that all the children in our region will be ready for the first day of kindergarten.

Another important investment has been in our partnership with the Duke University Nonprofit Management Program and the Harvest Foundation. Duke’s program has been a nationally acclaimed, leading educational resource for the nonprofit community for approximately 20 years. As a service to nonprofit organizations in the region, world-class courses are being offered for a small fee. By strengthening the leadership of local nonprofits, we are increasing their organizational and staff capacity as well as that of their boards. To date, 77 people in our region have received world-class training in nonprofit management.

Obesity reduction is the third area in which DRF is making a significant investment. The Health Assessment completed in 2007 identified a high

prevalence of obesity and the DRF Board has made obesity reduction a priority. One of the recommendations from the Health Assessment was the need for collaboration: “Someone needs to be the leader . . .” In late 2009, DRF convened a Regional Conversation on Obesity with assistance from the Virginia Department of Health’s CHAMPION program. Since that meeting, the Dan River Region Obesity Task Force, including over 25 organizations, has been created, and Virginia Tech has become a strong partner in the work of that group. DRF has also funded Get Fit Dan River Region. The goal of the organization is to help transform the Dan River Region into a more vibrant, livable community whose citizens value health and wellness. Get Fit focuses on offering community programs that encourage and enable consistent physical activity and assist citizens in making healthier nutrition choices.

The fourth investment that is of great importance is our most recent one – the Make It Happen! (MIH!) grants. DRF will invest up to \$500,000 annually in small (up to \$10,000), fast (made in two weeks) grants for projects led by passionate leaders in our community. This is an opportunity for people who want things to change to have funding to create bright spots and successes. It is an opportunity to expand the conversation and action around neighborhood and community issues and encourage people to take action for positive change.

And, finally, we provided funding in the amount of \$750,000 over two years to non-profit and governmental organizations in the region through the DRF Fund with the Community Foundation of the Dan River Region. This fund allows local non-profit and governmental organizations to receive smaller grants that address current needs. Fifty percent of the funds are designated for healthcare and human services with the remaining for emergency relief, cultural development, education, and youth and families.

Now, that we have highlighted a few of what we think are the more important examples of our work in 2009 and 2010, we encourage you to take a closer look at this annual report and let us know of ways that you can Make It Happen!



Carolyn Evans  
Chair



Karl N. Stauber  
President & CEO

## REPORT TO THE COMMUNITY

**Regional Report Card –** DRF partnered with the Future of the Piedmont Foundation and United Way of Danville – Pittsylvania County to create the first Regional Report Card. The document looks at education, stability, vitality, health, and civic capacity in the region. It compares local rates with those of the state and identifies trends as being better, worse, or inconclusive. Information on the Report Card will continue to be tracked annually and shared publicly.

**Independent Socioeconomic Study on Regional Impact of Uranium Mining –** In an effort to inform the public, DRF hired RTI International to conduct an independent socioeconomic study on the regional impact of uranium mining. The study will examine the potential effects of uranium mining and milling, and long-term waste management on people, institutions, and economies within 50 miles of the proposed site. Results are expected to be released in late 2011.

**Speakers Series –** As part of DRF's efforts to bring some of America's top thinkers to the region, DRF and the Danville Pittsylvania Chamber of Commerce, Inc., sponsored a series of speakers. The first of these was Rich Karlgaard, publisher of Forbes, who spoke about entrepreneurship and economic development. 2010 began with Dr. Ian Smith, a nationally

*Transformation continued to be the focus for the work of Danville Regional Foundation in 2009 and 2010.*

*From the awards that were made to the Speakers Series to the Regional Report Card, DRF spent most of the past two years looking at what will make this region a place that works well for all.*

*Highlights include:*

recognized health and wellness expert and founder of the 50 Million Pound Challenge, encouraging the region to live a healthier lifestyle. In the spring, Sir Ken Robinson, PhD, an internationally recognized leader in the development of creativity, innovation, and human resources, shared his insight with the local business community and educators. Dan Heath, a columnist for Fast Company Magazine and Senior Fellow at Duke University's CASE Center,

combined his relaxed style and intense message to encourage the community to *Switch*.

**Interns –** In 2009, DRF welcomed ten interns for its first ten-week summer program. Six were local students and four came from Mississippi, South Carolina, Maryland, and China. Additional interns joined DRF during the fall and winter, followed by eight more in the summer of 2010. Many of their projects are posted on the DRF website.

**Regional Conversation on Obesity –** In November 2009, DRF partnered with the Virginia Department of Health's CHAMPION initiative to begin a community conversation with local stakeholders about the region's soaring obesity rates. As a result, the Dan River Region Obesity Task Force was created and meets monthly. Virginia Tech has become a strong partner in this effort.



**Social Capital Survey** – As part of its on-going regional assessment, a Social Capital Survey was conducted for DRF by the Center for Survey Research at the University of Virginia. The purpose of the survey was to measure how people feel about the region, their attachment to the community, the region's social capital, including civic engagement, political involvement and connectedness to the community, and to gather baseline data to be compared to results of future surveys.

**Advisory Members** – In 2009, DRF invited four community members to serve in a new capacity – that of an Advisory Member. Joining DRF in 2009 were Gretchen Clark, Teresa Petty, Chris Carter, and Wayne Wilson. In 2010 Chris Eastwood and Rachael Sanford became members.

**Founding Members** – Kirby Wright and James Motley rotated off the Board in 2009 and 2010, respectively. Both served as Founding Members of DRF and were instrumental in the organization's formation, especially in the areas of community and financial investments.

**B. R. Ashby MD Award for Outstanding Community Service** – The Danville Regional Foundation Board of Directors established the B. R. Ashby, MD Award for Outstanding Community Service in recognition and appreciation of the exemplary service and selfless leadership of B.R. Ashby, MD, a Founding Board Member and first Chairman of DRF. The \$50,000 general operating grant award - which began in 2009 - honors outstanding community service in the Dan River Region by nonprofit organizations, based on their success in helping needy families and individuals

overcome significant challenges. The first recipient in 2010 was the Caswell Parish.

**Visits to Greenville** – In an effort to learn how similar communities have transformed themselves economically and culturally, the DRF Board and Staff visited Greenville, South Carolina, in April 2010. The visit was so informative that DRF invited the Danville City Council and Staff to make the trip in November.

**Make It Happen! Grants** – In Dan Heath's *Switch* presentation, the region learned that for things to change somebody somewhere has to start acting differently. The Make It Happen! (MIH!) grants provide an opportunity for more people and organizations to become engaged in the transformation of the Dan River Region. The grants serve as a catalyst for community leaders and citizens, who are passionate about improving the region's quality of life, to take action for positive change. Projects may be funded for up to \$10,000 and must be completed in approximately 90 days.

**Grantee Perception Survey** – DRF grantees and applicants were surveyed by the Center for Effective Philanthropy to evaluate the application experience. From the survey, DRF identified parts of the process that were effective and viewed positively, as well as areas in need of improvement. As a result, DRF is developing a strategy to use information gathered to give applicants more options and provide more feedback.



## 2009 GRANTS

Grantee	Purpose	Amount	Focus Area	Responsive/ or DRF Initiated
Averett University	Economic Impact Study	\$14,000	Educational Attainment	Responsive
Caswell Family Medical Center	Facility Expansion and Renovation to Increase Access to Health Care	\$192,240	Health/Wellness	Responsive
Caswell Parrish	B. R. Ashby, MD Award for Outstanding Community Service	\$50,000	Capacity	DRF Initiated
Danville Church-Based Tutorial Program, Inc.	Strategic Planning to Increase Organizational Capacity	\$49,234	Educational Attainment	Responsive
Danville Family YMCA	New Facility – Challenge Grant to Improve Health and Wellness, Reduce Obesity	\$8,100,000	Health/Wellness and Economic Development	Responsive
Danville Pittsylvania Chamber Foundation, Inc.	Live Healthy DPC Initiative to Improve Health and Wellness, Reduce Obesity	\$12,525	Health/Wellness	Responsive
Institute for Advanced Learning and Research Foundation	After School Collaborative to Close Educational Gaps	\$88,709	Educational Attainment	DRF Initiated
Martinsville Henry County Coalition for Health and Wellness	Establish Get Fit Dan River Region to Promote Active, Healthy Lifestyles and Reduce Obesity	\$541,880	Health/Wellness	DRF Initiated
Piedmont Access to Health Services (PATHS)	Community Dental Clinic at Danville Community College to Improve Health	\$358,000	Health/Wellness	Responsive
United Way of Danville-Pittsylvania County	Facility Purchase and Renovation – Challenge Grant to Increase Organizational Capacity	\$180,000	Capacity	Responsive
Virginia Health Care Foundation	Project Connect – Maximizing FAMIS Enrollments to Improve Health and Wellness and Increase Access to Health Care	\$485,800	Health/Wellness	Responsive
Virginia Legal Aid Society, Inc.	Financial Freedom Program to Increase Financial Literacy	\$151,956	Educational Attainment	Responsive

TOTAL GRANTS APPROVED • 2009 • \$10,224,344

*Detailed information about applying for grants is available on the DRF website, [www.danvilleregionalfoundation.org](http://www.danvilleregionalfoundation.org)*

*Note: Occasionally, awards are made in one year and announced in another because of contingencies related to the grant or details involved in writing the grant agreement. Total grants are listed in the year they are approved even if multi-year commitments.*

## 2010 GRANTS

Grantee	Purpose	Amount	Focus Area	Responsive/ or DRF Initiated
Averett University	Comprehensive Plan to Increase Organizational Capacity	\$175,000	Educational Attainment/Capacity	Responsive
Best Coalition	Extension of Services to Increase Financial Security of Participants	\$147,785	Economic Development	Responsive
Caswell County-Gunn Memorial Library	Enhance Technology and Training in Library to Close Educational Gaps	\$8,052	Education	Responsive
Caswell Senior Services	Fitness Program to Promote Physical Activity and Reduce Obesity	\$10,000	Health and Wellness	Responsive MIH!
Camp Grove Neighborhood Educational Opportunity Center	Garden and Classes to Promote Better Food Choices and Reduce Obesity	\$10,000	Health and Wellness	Responsive MIH!
City of Danville	Community Garden to Promote Healthier Food Choices and Physical Activity, Reduce Obesity	\$10,000	Health and Wellness	Responsive
City of Danville	River District Plan for Downtown Revitalization	\$75,000	Economic Development	DRF Initiated
City of Danville	Riverwalk Fitness Stations to Promote Physical Activity and Reduce Obesity	\$10,000	Health and Wellness	Responsive MIH!
Community Foundation for the Dan River Region	Regranting to Non-Profits to Foster Health & Wellness	\$750,000	All DRF Community Focus Areas	Responsive
Dan River Basin Association	Development of Caswell County Heritage Trails Master Plan to Promote Physical Activity and Reduce Obesity	\$381,824	Health and Wellness	Responsive
Dan River Business Development Center	Increase Business Start-ups and Economic Development	\$912,000	Economic Development	Responsive
Danville Church-Based Tutorial Program, Inc.	B. R. Ashby MD Award for Outstanding Community Service	\$50,000	Educational Attainment	DRF Initiated
Danville Community College Educational Foundation	High School Entrepreneurship Conference to Create More Living Wage Jobs	\$4,000	Economic Development	Responsive MIH!
Danville Family YMCA	New Facility to Improve Health and Wellness of Dan River Region	\$1,350,000	Health/Wellness and Economic Development – Matching Grant	Responsive
Danville-Pittsylvania County Chamber Foundation, Inc.	Live Healthy DPC to Reduce Obesity	\$8,000	Health and Wellness	Responsive MIH!

## 2010 GRANTS CONTINUED

Grantee	Purpose	Amount	Focus Area	Responsive/ or DRF Initiated
Danville Pittsylvania County Chamber Foundation, Inc.	Teacher Creativity Grants to Close Education Gaps	\$125,000	Educational Attainment	DRF Initiated
Danville Pittsylvania County Chamber Foundation, Inc.	Rugby Tournament to Promote Region for Economic Development	\$5,000	Economic Development/Civic Engagement	Responsive
Danville Pittsylvania Habitat for Humanity	ReStore Feasibility Study	\$13,500	Capacity	Responsive
Danville Public Schools	Patio Improvements at Office Complex to “See the Possible” and Encourage Downtown Revitalization	\$10,000	Economic Development	Responsive
Danville Science Center	Science on the Sphere to Increase Educational Exhibits	\$9,545	Educational Attainment	Responsive
IALR Foundation	Plant Propagation Facility to Promote Re-use of Former Tobacco Farms and Development of Specialty Plants	\$1,200,000	Economic Development	Responsive
Industrial Development Authority of Danville	Recruitment of EcomNets to Increase Living Wage Jobs	\$90,000	Economic Development	Responsive
Industrial Development Authority of Danville	Revitalization of Downtown Danville - Warehouse District	\$250,000	Economic Development	DRF Initiated
Older Dominion Partnership	Profile Virginia’s Aging Population	\$5,000	Health and Wellness	Responsive
Riverview Rotary Foundation	Switch Initiative to Encourage Civic and Community Engagement	\$4,900	Civic Engagement	Responsive MIH!
UVA Weldon Cooper Center	Capacity Building for Region’s Arts & Humanities Non-profits	\$150,000	Capacity	Responsive
Virginia Early Childhood Foundation	Smart Beginnings Program to Increase Capacity of Early Childhood Education Programs and Close Educational Gaps	\$5,449,180	Education	Responsive
Virginia Health Care Foundation	Matching Grant to Provide Mental Health Services to Underserved Population	\$50,000	Health/Wellness	Responsive
West Piedmont Better Housing Coalition	Strengthen Housing Solutions	\$6,000	Economic Development	Responsive

TOTAL GRANTS APPROVED • 2010 • \$11,269,786

## MAKE IT HAPPEN! GRANTS

In *Switch*, we learned to “direct the rider,” “motivate the elephant” and “shape the path.” MAKE IT HAPPEN! is about taking ideas from *Switch* and using them to make this a great place to live. How do you follow the “bright spots,” “script the critical moves,” “find the feeling,” and “shrink the change?” “For things to change, somebody somewhere has to start acting differently.” Is that you? MAKE IT HAPPEN!

### Purpose

Make It Happen! (MIH!) will engage more people and organizations in the transformation of the Dan River Region. The goal is for an increased number of residents to be involved in making this a community of “bright spots and success stories.” This effort is an opportunity to expand the conversation and action around neighborhood and community issues. MIH will be a catalyst for community leaders and citizens, who are passionate about improving the region’s quality of life. MIH will encourage people to take action for positive change.

### Objectives

The following objectives will guide this initiative:

- Create small grant initiatives/community campaigns that engage the passion of individuals, religious entities, nonprofits and local governments;
- Creating a World Class Non-Profit Community – DRF, Duke University and The Harvest Foundation have partnered to provide practical tips and techniques nonprofit leaders can use to enhance their organizations, hone their skills and hear fresh approaches to difficult strategies from industry experts and instructors. Professional development opportunities strengthen nonprofits and help them focus on their organization’s mission, scope, and scale of services. The Intensive Certification Program targets leadership and overall management, including operations, for both executives and management staff.
- Creating a World Class Workforce – The Dan River Region Collaborative is a regional effort funded by DRF, The Harvest Foundation, J.T.–Minnie Maude Charitable Trust, the Community Foundation of the Dan River Region, and the Tobacco Indemnification Committee, to work in concert with regional workforce and business and industry stakeholders to build a world-class workforce in this region.
- Producing America’s Best Educated Children – Inspiring creativity and innovation in the region’s



- Demonstrate the possible through concrete actions by dedicated leaders partnering with organizations to make a difference in neighborhoods and communities in the DRF service region;
- Provide grant funding up to \$10,000 to make something happen;
- Produce results that will positively impact a portion of the region’s citizens, going beyond the constituents of the lead organization;
- Document results and complete individual projects/grants within 90 days or less; and
- Report and publicize how funds were used and what the project accomplished to the public.

In 2010, over \$65,000 was awarded to support Make It Happen! grants. Awards were made to Caswell Senior Services, Camp Grove Neighborhood Educational Opportunity Center, City of Danville, Danville Community College Educational Foundation, Danville Pittsylvania County Chamber Foundation, Inc., Danville Public Schools and Riverview Rotary Foundation. For more information about these grants, see the 2010 Grant List in this report. To learn how to apply for a Make It Happen! grant, go to [www.danvilleregionalfoundation.org](http://www.danvilleregionalfoundation.org) and click on the “Grants/Awards” tab.

## INITIATIVES

- young people are an important part of this region’s economic future. Part of DRF’s efforts to do this have been funding regional planning efforts and starting regional collaborations around early-childhood education and out-of-school time activities, and partnering with the Danville Pittsylvania County Chamber of Commerce, Inc., to enhance their Teacher Creativity Grant programs and expand those efforts to Caswell County.
- Healthier Living through Obesity Reduction – Approximately 30 local stakeholders participated in the first Regional Conversation on Obesity. DRF awarded a grant to the Martinsville Henry County Coalition for Health and Wellness to establish a local organization, Get Fit, to promote healthier lifestyles.
- Internship Program – Supporting its mission to enhance economic development and education, DRF offers full-time paid internships to rising young leaders. Students from various backgrounds gain first-hand real-world experience in philanthropy, economic development, education, health and wellness, and community engagement.

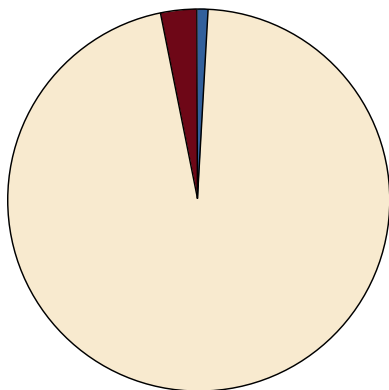
# FINANCIAL SUMMARY

## Combined Statements of Activities and Changes in Net Assets for the Years Ended December 31, 2008, 2009 and 2010

	2010*	2009	2008
<b>REVENUE AND SUPPORT</b>			
Investment Income (loss) .....	\$ 21,809,918	\$ 20,093,581	\$ (49,451,394)
Less, Investment Expenses .....	580,746	684,985	906,873
Net Investment Income (loss) .....	21,229,172	19,408,596	(50,358,267)
Program Income .....	3,285	-	-
Contributions .....	1,000	-	-
<b>TOTAL REVENUE AND SUPPORT .....</b>	<b>21,233,457</b>	<b>19,408,596</b>	<b>(50,358,267)</b>
<b>EXPENSES</b>			
Program Services - Grants .....	8,801,546	2,423,585	10,944,445
Supporting Services .....	1,807,375	1,532,142	1,385,914
Federal Excise Tax Expense .....	85,771	130,486	(369,262)
<b>TOTAL EXPENSES .....</b>	<b>10,694,692</b>	<b>4,086,213</b>	<b>11,961,097</b>
Change in Unrestricted Net Assets .....	10,538,765	15,322,383	(62,319,364)
NET ASSETS, BEGINNING OF YEAR .....	166,496,297	151,173,914	213,493,278
NET ASSETS, END OF YEAR .....	\$ 177,035,062	\$ 166,496,297	\$151,173,914

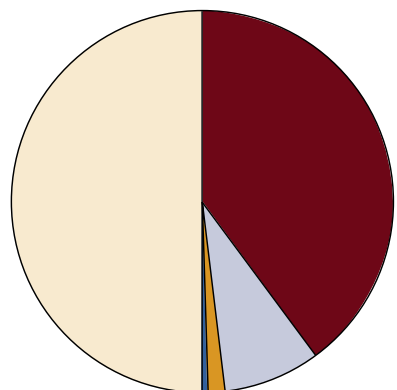
NOTE: Note: Visit [www.danvilleregionalfoundation.org](http://www.danvilleregionalfoundation.org) to access a complete copy of audit reports prior to 2010.

## SUMMARY OF GRANTS APPROVED BY FOCUS AREA



2009

<span style="display:inline-block; width:15px; height:15px; background-color:yellow; border:1px solid black;"></span> Health and Wellness.....	\$ 8,890,445
<span style="display:inline-block; width:15px; height:15px; background-color:darkred; border:1px solid black;"></span> Educational Attainment .....	1,103,899
<span style="display:inline-block; width:15px; height:15px; background-color:blue; border:1px solid black;"></span> Community Engagement .....	230,000
<b>TOTAL .....</b>	<b>\$ 10,224,344</b>



2010

<span style="display:inline-block; width:15px; height:15px; background-color:darkred; border:1px solid black;"></span> Economic Transformation.....	\$ 3,049,785
<span style="display:inline-block; width:15px; height:15px; background-color:lightblue; border:1px solid black;"></span> Health and Wellness.....	1,484,824
<span style="display:inline-block; width:15px; height:15px; background-color:yellow; border:1px solid black;"></span> Educational Attainment .....	5,766,777
<span style="display:inline-block; width:15px; height:15px; background-color:blue; border:1px solid black;"></span> Community Engagement .....	4,900
<span style="display:inline-block; width:15px; height:15px; background-color:orange; border:1px solid black;"></span> Capacity Development .....	213,500
<b>TOTAL .....</b>	<b>\$ 10,519,786</b>

## BOARD/ADVISORY MEMBERS/OFFICERS

### 2008/2009 Officers

Carolyn B. Evans, *Chair*  
Charles H. Majors, *Vice Chair*  
Karl N. Stauber, *President & CEO*  
Margie E. Wilkinson, *Secretary*  
Aubrey D. Dodson, *Treasurer*

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George Daniel  
Ben J. Davenport, Jr.  
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Betty Jo Foster, EdD  
Greg Hairston  
Mark C. Hermann, MD  
Charles H. Majors  
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Everlena Ross

### 2008/2009 Advisory Members

Chris Carter  
Gretchen Clark  
Teresa Petty  
Wayne Wilson

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Mark C. Hermann, MD  
Charles H. Majors  
Everlena Ross  
Wayne Wilson

### 2009/2010 Advisory Members

Gretchen Clark  
Chris Eastwood  
Teresa Petty  
Rachael Sanford



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