The FM Area Foundation is a community foundation created by and for the people of Cass County, North Dakota, and Clay County, Minnesota.

For over 60 years, we have been helping people establish charitable funds to make a meaningful difference in the communities they love. We work with individuals, families, nonprofits, and professional advisors to inspire philanthropy.

Our Mission
We help donors maximize their philanthropy to create a vibrant community full of opportunities for everyone.

Our Vision
Our vision, in the next 10 years, is to bring our total contributions to the nonprofit community to $250 million.
Accredited

The FM Area Foundation is accredited by the Community Foundations National Standards Board. The National Standards ensure the values of community foundations are demonstrated through their commitment to legal compliance, philanthropic best practices, and excellence that benefits communities.
MOVING FORWARD. GIVING BACK.

Message From Executive Director And Board Chair

I think the best word to sum up 2021 here at the FM Area Foundation would have to be GRATITUDE.

It’s easy to be ungrateful with the ongoing Covid battle, our current political temperature, and war overseas that we should feel overwhelmed, frustrated, and angry, but there are also so many things from this last year that make me feel grateful.

I’m grateful that the pandemic is slowly retreating, and I see the excitement of our local nonprofits holding events all across the community to celebrate their amazing missions. Our country’s economy has not suffered as much as some predicted, which resulted in a record-breaking year for philanthropy here at the FM Area Foundation. Not only did we see our most successful Caring Catalog to date, but over $11.5 million granted out to nonprofits, driving local impact, and making a difference all over.

I’m grateful for the dedicated volunteers who have started returning to our local charities by the hundreds to provide hours of service to causes they care about. I’m thankful for our volunteer board of directors here at the FM Area Foundation, who demonstrated patience during 2021, allowing our organization to not only reflect on our past accomplishments but position ourselves for the future. Our new strategic plan will help to provide this community foundation with a roadmap and the focus necessary to succeed for another sixty-plus years.

But what I guess I’m most thankful for in 2021… is you. Yeah, I know, that might come off as disingenuous, but I’m quite serious. You, our faithful and loyal donors, fund holders, fund advisors, wealth managers, staff members, board members, volunteers, and supporters. You, who give so much of yourself daily, including your time, treasure, and talent. It’s because of your generosity and compassion for our region that together we continue to move forward.

We exist here at the FM Area Foundation to help donors maximize their philanthropy to create a vibrant community full of opportunities for everyone. With your support, we will continue to provide our community with charitable giving strategies to drive local impact. Together, we’ll move forward by giving back!

Eric Wilkie
Executive Director of the FM Area Foundation

I am GRATEFUL that the years 2020 and 2021 are behind us. We have learned much about our collective and individual capacities to cope with the pandemic challenges, and we are ready to get back to a “new normal” so we can move forward once again.

I am GRATEFUL to reside in this community! I recently was informed by an individual new to the Fargo, Moorhead, West Fargo area that this is a great place to live. The comments centered around people - we are dependable; we take care of others; when a volunteer commitment is made, we show up and do our part; we are philanthropic in supporting needs of individuals and/or the community; we are good neighbors as we look out for others, etc. You get the drift. These observations from a new community member made me realize that I take these qualities for granted. Sometimes it takes others to remind us about the important things in life and the power of gratitude.

That being said, I am GRATEFUL to live in a community that is generous with charitable giving through donations of funds, time, skills, and expertise to assist others so they may have access to affordable housing, receive quality education at both the K-12 and postsecondary levels, have access to jobs/careers, etc. FM Area Foundation plays an integral role in working towards addressing needs in our community through the generosity of our donors and through our charitable giving strategies to drive local impact. I am GRATEFUL to all who participate in implementing and carrying out the FM Area Foundation mission so we may continue to live in a positive, productive, vibrant community of care.

Louise Dardis
2021 FM Area Foundation Board Chair
2021 Grants by Category
$11,525,059 Total

- **Education**: $3,717,919 (32%)
- **Research**: $2,000,000 (17%)
- **Religion**: $439,936 (4%)
- **Health & Wellness**: $295,461 (3%)
- **Youth**: $512,923 (4%)
- **Scholarship**: $296,748 (3%)
- **Community Building & Disaster Relief Recovery**: $831,886 (7%)
- **Environment**: $111,764 (1%)
- **Basic Human Needs**: $2,733,437 (24%)
- **Arts, Culture & Creativity**: $255,494 (2%)
- **Animal Welfare**: $174,110 (2%)
- **BIPOC**: $155,393 (1%)
In 2021, the FM Area Foundation awarded BIO Girls a $10,000 community grant to support program expansion with new partnerships with Jasmin Childcare and Boys and Girls Club of the Red River Valley. The expanded programs increased their reach in Fargo-Moorhead from 170 to 274 girls. The Bio Girls mission is to improve the self-esteem in adolescent girls through empowerment of self and service to others.

“We are grateful for the continual support and partnership from the Fargo Moorhead Area Foundation and most recently through their Community Grant Program as we work to innovate our preventive mental health programs and reach as many girls as we can.”

- Missy Heilman, BIO Girls Founder & Executive Director
In 2021, the FM Area Foundation awarded the Red River Ambucs a $3,000 community grant to support general operating. The dollars enabled the Red River Ambucs to purchase four Adaptive Amtrykes for people in the Red River Valley. The mission of the Red River Ambucs is inspiring Mobility and Independence in the Red River Valley by working in partnership with Physical, Occupational and Speech Therapists by providing Amtryke Adaptive trikes for people with disabilities.

Red River Ambucs

“This grant provided 3 new riders in our community with trykes and a newfound freedom and independence. The smile on their faces tells it all.”

- Kristin Peters, President of Red River Ambucs
The FM Area Foundation helps donors to maximize their philanthropy to create a vibrant community full of opportunities for everyone. We partner with those individuals in our community dedicated to making the world a better place. When our friends at Alerus introduced us to John Ballantyne, we found a new partnership with great impacts...we sat down with both Sandy Korbel, Senior Financial Advisor at Alerus and John Ballantyne, FMAF Fund holder and philanthropist to share their experience.

Connecting People and Purpose

“My goal for John, and every client who chooses the FM Area Foundation, is that their philanthropic intentions can be realized through the foundation’s connections and attention to individual goals.”

- Sandy Korbel, Alerus
For over 60 years, the FM Area Foundation has existed as the area’s only community foundation. What began as a simple idea amongst some community-minded leaders has grown to an institution that has granted over $70 million to charities locally and beyond. What was at the core of the organization in 1960, continues to be what drives the FM Area Foundation today. Today, many of our local attorneys, wealth advisors, and financial advisors remain integral in sharing with the citizens of Cass and Clay counties the opportunities available through their local community foundation.

John Ballantyne, a successful and innovative businessman in Fargo, ND, had always been charitable, but after some recent big changes in his professional life, he decided to be more intentional and purposeful in his giving. He approached his trusted advisor, Sandy Korbel at Alerus, for guidance.

“John is passionate about giving back and understands the value of local service. The ability to keep philanthropic giving within the area and work with a local team resonated with him, and ultimately led him to choose to work with the FM Area Foundation.” Sandy Korbel

Sandy Korbel has been with Alerus for more than 20 years. She has an extensive background in trust and estate administration and is passionate about helping her clients achieve their goals. Sandy has also worked with the FM Area Foundation in various capacities since 2000. Like many professionals in Sandy’s position in the community, she is keenly aware of how the FM Area Foundation can help her clients who are looking for an opportunity to give back to charity.

“Working with the FM Area Foundation over many years has allowed me to witness the positive impact the organization has on the community and the many opportunities they provide for local charitable giving. They have an expert understanding of the community’s needs and how to connect philanthropists with causes that match their interests. The team makes it easy for donors to direct their funds to specific organizations/causes as they desire. Their knowledge of the area’s needs also enables them to make recommendations as needs arise, allowing philanthropists to act quickly to meet requests. My goal for John, and every client who chooses the FM Area Foundation, is that their philanthropic intentions can be realized through the foundation’s connections and attention to individual goals.”

Working together with Sandy, John decided to open two Donor Advised Funds here at the FM Area Foundation. “I like that the dollars are managed and invested with larger pools so that no dollar is being wasted. It’s easy and less work than a private foundation. All I need to do is decide which charity I want to support, call or send an email, and 100 out of 100 times it happens.”

John is passionate about a number of purposes both locally and beyond. “John has been great to work with because he takes a very smart approach to his philanthropy. He is well informed, well researched, and always seeking out a way to make his gift have the greatest impact,” says Greg Diehl, Director of Gift Planning and Donor Services at the FM Area Foundation. John’s gifts have had local, regional, and international influence. From gifts to Covid research at Duke University, to funds to support research for curing a common deadly equine disease, regional support for the Theodore Roosevelt Library, to more local projects like helping to build a new facility for the children at the Anne Carlsen Center or working with the new Fargo-Moorhead Science Museum to better our community, the FM Area Foundation has been proud to help John match his passions with those purposes that make a difference.

Sandy continues to be a great advocate in our community and her work at Alerus will have lasting effects. “One of our fundamental beliefs at Alerus is ‘do the right thing.’ Financial advisors have a fiduciary responsibility to act in clients’ best interests, but our commitment to put the client first and provide service that meets their unique needs and goals runs deeper than a fiduciary responsibility — it is at the core of everything we do at Alerus. The trust our clients place in us is paramount and we value each opportunity to provide individualized guidance to help them achieve their goals.”

We are so very humbled to work with John, Sandy, and the many professionals and donors in our region working to create more vibrant communities.

“My grant dollars flow easily and I’m able to make any gift, regardless of location, size, or complexity. Some of these gifts will touch the most lives immediately, like at Anne Carlsen, while others will have a lasting effect and advance science that has implications beyond their immediate use and could be real game changers in the world of rare diseases.”

- John Ballantyne

“I bring it up all the time to my friends and anyone I meet who is thinking about being generous and I tell them ‘you know what you should do, you should open a fund with the FM Area Foundation.’”

John Ballantyne and Vicky Berg
The holidays are a great time to spread joy and show generosity. From gift giving, to baking goodies for loved ones, to volunteering, many people find creative ways to give back. The Caring Catalog, hosted by the FM Area Foundation, makes it easy for community members to learn about and give to local nonprofits during the most wonderful time of the year.

In 2021, we gave away $61,000 in giving incentives in honor of our 61st anniversary, and together, with 700+ donors, we raised a record-breaking $250,000 for charities serving the Cass-Clay region. There are no fees for nonprofits to participate in the Caring Catalog and we cover all credit card fees, so every dollar raised goes back into the community through the participating organizations.

The FM Area Foundation partners with generous sponsors to offer fun giving incentives to inspire more people to give. There were matching dollars available on the launch day of the Caring Catalog, as well as GivingTuesday, a global day of giving that takes place each year on the Tuesday after Thanksgiving. The popular Caring Catalog FundayMondays made their return along with new social media contests to engage community members and nonprofits in new and fun ways.

The Caring Catalog returns November 28 - December 9, 2022. Visit areafoundation.org to learn more.
2021 CARING CATALOG SPONSORS

THANK YOU

PRESENTING SPONSOR:

Marsh McLennan Agency

GIVINGTUESDAY SPONSORS:

American Crystal Sugar & Lisa Borgen
Charles & Linda Moses Foundation Fund
Don and Glenda Haugen
John and Sherri Stern
Katrina and Darin Lang
Lisa Bode

CARING CASH SPONSORS:

Louise and Bernie Dardis
Marilyn and Bill Guy
Saeger Family Fund
SALAD GREEN FUND
Sher and Joel Thomsen

FUNDAY MONDAY SPONSORS:

TOTAL RAISED

$30,195  2018
$105,744  2019
$226,461  2020
$250,577  2021
In 2021, one of the organizations that received a loan from the FM Area Foundation was the Cass Clay Community Land Trust in providing workforce housing to local citizens. This $200,000 loan was used to provide four, $50,000 subsidies to assist four new affordable workforce houses to be occupied in Fargo, ND. We are proud to partner with the Cass Clay Community Land Trust to impact affordable housing in our region. Community land trusts are a unique but well tested tool used in communities across the nation in efforts to build affordable housing pools for lower-income residents. The underlying strategy is that the trust permanently owns the land through a subsidy, with the buyers then being able to purchase and own the home at a lower-than-market cost. Through a one-time investment and their perpetual affordability cycle, Cass Clay Community Land Trust is able to create and maintain affordable housing for this workforce generation and for future generations.

To learn more about the Cass Clay Community Land Trust, visit cassclayclt.org and see how you can help to bring long-term affordable workforce housing to our region.

“Our local impact investing program represents a new and exciting opportunity to provide meaningful support to our community nonprofits in a different manner than a traditional grant. Our nonprofits are doing great work but sometimes lack the capacity to attract traditional financial support. We want to help fill the gap between hopes and reality by coming alongside our nonprofits to make a difference locally.” - Eric Wilkie, Executive Director
THINKING ABOUT SETTING UP A PRIVATE FOUNDATION?

You may want to learn about your options and consider a Supporting Organization at the FM Area Foundation.

There are several good reasons to consider creating a supporting organization over a private foundation, and several more good reasons to consider creating one with the FM Area Foundation.

Advantages of a Supporting Organization:
- Greater control for the donor and/or family
- Reduced burdens from that of a private foundation
- Less restrictive regulations providing wider latitude in decision-making and operations
- Your own board of directors
- Maintain identity and continue a family legacy
- Flexibility to exist in perpetuity or established period of years
- Favored tax status as a 501(c)(3) public charity

Advantage of a Supporting Organization with the FM Area Foundation:
- Professional investment management
- Economy of scale when combined with our operational size
- Grant making and administrative support
- Tax return and audits completed by our expert team

The FM Area Foundation views the supporting organization as one of the single most powerful vehicles for today’s philanthropists. Balancing its unique combination of desirable traits are all the functional advantages provided by the FM Area Foundation.

To learn more about if a supporting organization is right for you, contact us today.
NEW FUNDS

Thank you to the generous donors who established new funds this year at the FM Area Foundation. We are thrilled to work with you to continue making our community vibrant and full of opportunities for everyone.

FUNDS IN 2021

1938 Fund
Arusell and Sandra Charitable Fund
Blooming Sunflower Fund
Blooming Sunflower Fund II
Brent and Denise Tollefson Family Fund
Brian Martin Family Fund
Cass County Area Retired Teachers Association Scholarship Fund
Charles and Bethann Crary Charitable Fund
Dorothy and Greg Hoffelt Fund
George and Connie Blank Charitable Fund
HERO (Healthcare Equipment Recycling Organization) Permanent Fund
HERO (Healthcare Equipment Recycling Organization) Special Projects Fund
It Takes a Village Fund
Jane and Stephen Nelson Family Fund
Jill and Shane Waslaski Family Fund
Joseph O. Keller Memorial Scholarship Fund
Kiwanis Club of Lake Agassiz Legacy Scholarship Fund
Lee and Mary Peyerl Charitable Fund
Little Red Reading Bus Special Projects Fund
Marvin and Alice Moody Montessori Scholarship Fund
Memory Cafe of the Red River Valley Endowment Fund
Memory Cafe of the Red River Valley Quasi-Endowment Fund
MetroPlains Management Foundation
Michael and Ashley Meagher Family Fund
Phelps / Rocha Fund
Rhet and Maha Fiskness Charitable Fund
Rob and Karla Lyngstad Giving Fund
Sandgren / Solwold Giving Fund
Sauer Fund
Steven and Christine Nelson Charitable Gift Fund
SW&L Charity Fund
The Kris Sheridan Legacy Fund
Unseen Endowment Fund FASB 136
Wallace and Vivian Dahl Family Fund
West Fargo Public Library Permanent Endowment Fund
West Fargo Public Library Quasi-Endowment Fund
West Fargo Public Library Special Projects Fund
Western Products & Affiliated Companies Employee Emergency Relief Fund

FUTURE FUNDS

The following funds have been set up by individuals who included a gift to the FM Area Foundation in their will, estate plan or other planned gift. Legacy gifts are a way to continue to make a difference for the causes you care about, even beyond your lifetime. Those who establish a future fund become part of the FM Area Foundation’s For Good, For Ever.* Legacy Society.

Cheryl L. Larson Scholarship Fund
Hammerstrom Family Donor Advised Fund
Mark and Denise Magness Family Fund
Northern Plains Philanthropy Fund
The FM Area Foundation stewards more than 400 charitable funds.
To view the full listing, visit areafoundation.org and click “Support a Fund” or scan below.

FISCAL SPONSORSHIPS
Each year, the Foundation serves as the fiscal sponsor to help build capacity for charitable projects and for organizations in our community awaiting their nonprofit status. In 2021, we served as the fiscal sponsor for:

- Folkways / Christkindlmarkt
- MBA Annual Fireworks Display
- Roco Smart Energy Project
- Spirit of the Sandbagger Public Art Project - Fargo Lions

MBA Annual Fireworks Display

The FM Area Foundation may choose to provide Fiscal Sponsorship for charitable projects that further the purposes of the Foundation. Our sponsorship allows organizations providing a charitable or civic service to utilize the Foundation’s nonprofit status to further their cause. In 2021, the FM Area Foundation decided to fiscally sponsor the Moorhead Business Association’s efforts to host the annual Fourth of July Fireworks display in Moorhead. This partnership provides citizens the opportunity to charitably support this local event, which is provided free of charge to our community.

In 2022, this annual Moorhead celebration of independence will observe it’s 49th occasion and the FM Area Foundation is proud to stand alongside the Moorhead Business Association (MBA) in their efforts to ensure this tradition lives on in our region. As the longest continuous fireworks display in Fargo-Moorhead, MBA’s 56560OH & AAH is a wonderful community event that will continue again this year at Horizon Shores Park in Moorhead, MN.

Formerly the fireworks were held at Minnesota State University Moorhead and attracted thousands of people entering the gates. Due to Covid in 2020, MBA wanted the tradition to continue, and the fireworks were moved to Horizon Shores Park. Drive Up and Tune In was the theme for the year. The fireworks were viewed from all over Moorhead and could be seen 15 miles out of Moorhead. The community loved the show from their parked cars, outdoor patios and neighborhoods listening on local radio stations. It was truly a moment that brought our communities together in celebration of our independence while our country continued to battle the ongoing pandemic.

Due to the overwhelming support during the pandemic, the format remained the same in 2021 and will continue this year. We hope you can make it to the show!

DATE: Monday, July 4, 2022
TIME: Begins at dusk
WHERE: Horizon Shores Park

Visit www.mhdmba.org for more information and visit our website at www.areafoundation.org to donate to MBA Annual Fireworks Display.
Ways To Give, + Yearly Financials

Giving should be easy. Let us help.

MAKING A GIFT TODAY

There are several options for immediately making an outright gift to the FM Area Foundation:

- Cash, check or online donation
- Stocks and other securities
- Privately held business interests
- Life insurance
- Retirement assets
- Real estate
- Cryptocurrency

Giving to the FM Area Foundation is simple. If at any time you have a question or would like to explore ways to maximize your impact and tax benefits of a particular giving option, our professional staff is here to help. We accept a wide range of gift options—some for today and others for the future.
PLANNING A GIFT FOR LATER

If you’d like to support your community after your lifetime or in a way that aligns with your financial and estate planning goals, a planned gift may be right for you.

Here are a few popular options:

**BEQUEST:**
Designate a gift amount or portion of your estate to the community foundation in your will or trust.

**BENEFICIARY DESIGNATION:**
Name the community foundation as a beneficiary of a retirement plan or life insurance policy.

**CHARITABLE GIFT ANNUITY:**
Transfer cash or property to the community foundation and we pay you or a loved one fixed payments (with rates based on your age) for life.

**CHARITABLE LEAD TRUST:**
Place cash or property into a trust that pays a fixed amount to the community foundation for the number of years you select. Once this period ends, the assets held by the trust are transferred to the beneficiaries you name at potentially substantial tax savings.

**CHARITABLE REMAINDER TRUST:**
Transfer cash or property to a trust that pays annual income to you (or other beneficiaries) for life. After your death, the remainder of the trust transfers to the community foundation and is placed into a charitable fund you have selected.

YOUR DOLLARS. YOUR FUND MANAGER. YOUR PASSION.

When establishing a charitable fund through the FM Area Foundation, donors have the option to recommend their own fund manager. Advisors who manage the gifted funds according to the FM Area Foundation’s Investment Policy become part of our fund manager portfolio. This allows donors to continue to have their trusted advisor manage the dollars, and the FM Area Foundation becomes the charitable arm of the team to help maximize donor’s philanthropy.

**Professional Advisor Partners**
The following professional, legal and financial advisors have helped one or more of their clients make a gift to the community by setting up a charitable fund through the FM Area Foundation in 2021. We would like to acknowledge their work on behalf of charitable giving in our community. Thank you!

Becky Walen, *Bell Bank*
Michael Thomas, *Conmy Feste*
Kyle Barlow, *Fredrikson & Byron*
Katie Perleberg, *Fredrikson & Byron*
Keven Kircher, *Ohnstad Twichell*
Lance Ihry, *Edward Jones*
Sandy Korbel, *Alerus*
Pam Johnson, *Alerus*
Mike Raum, *Fredrikson & Byron*
Steve Nelson, *Prairiewood Wealth Management*
Nathan Anderson, *Prairiewood Wealth Management*
Bob Thibedeau, *Thibedeau & Company*
Toni Sandin, *Sandin Law*
Aimee Schwartzwalter, *Balance CPA*
Steve Halverson, *Heartland Trust Company*
Susan Richard, *US Bank*
Jon Simmons, *Edward Jones*
Don Haugen, *Retired Eide Bailly*
TYPES OF FUNDS

The FM Area Foundation offers a variety of funds and flexible options to help you meet your charitable goals.

**Donor Advised Fund**
You work with our professional program staff, identifying ways to use dollars from your Donor Advised Fund to address the issues and needs you care about most. You have the ability to change the charity who benefits from your fund each time you recommend a distribution from your fund. We then distribute the grant dollars in your fund’s name or anonymously according to your wishes.

**Designated Fund**
At the time you create the fund, you choose the specific nonprofit organization(s), generally to a maximum of five, who will receive the proceeds from the fund on an annual basis. Your one-time selection can help provide ongoing funding for a senior center, museum, homeless shelter, or virtually any 501(c)(3) nonprofit charitable organization.

**Field of Interest Fund**
You can target your gift to address needs in an area about which you are passionate - the arts, food insecurity, aging, mental health, at-risk youth, etc. You identify the interest area when making your gift; the FM Area Foundation awards grants to community organizations and programs that are making a difference in the area you select.

**Scholarship Fund**
You can invest in our community’s future and show students you care, all with guidance and personal services of the FM Area Foundation. You determine the criteria students must meet to receive the scholarship you establish. With your assistance, students achieve their academic and career-oriented goals.

**Unrestricted Fund**
Your gift can address ever-changing needs, including future needs that often cannot be anticipated at the time your gift is made. We evaluate all aspects of community well-being - basic human needs; arts and culture; community building; education; and many more. The flexibility of your unrestricted gift enables the FM Area Foundation to respond to the community’s most pressing needs, today and tomorrow.

**Nonprofit Agency Fund**
A nonprofit organization initiates a fund to permanently support the operations of the organization and enhance their ability to accept large and complex gifts.

**Supporting Organization**
You can use your gift to establish an excellent alternative to a private foundation with only a fraction of the administrative responsibilities. You select some of the board members, maintain personal involvement, and support the causes and organizations you care about while enjoying the favorable tax treatment of a public charity. Leave investment management, startup costs, grant administration and reporting to the FM Area Foundation.
Our complete audited financials and 990 can be found on our website, areafoundation.org/about-us/financials/, or by contacting our office at 701.234.0756.
SAVE THE DATE

FM Area Foundation

Summer Celebration!
August 9th | 4PM-6PM

FM Area Foundation parking lot
Food and drinks will be provided

701.234.0756
areafoundation.org