

The background features the Bowles Rice logo, which consists of a stylized map of the United States. The map is composed of several overlapping shapes in shades of blue and yellow. The top right portion of the map is yellow, while the rest is in various shades of blue. The text 'Bowles Rice' is positioned in the upper right area of the map.

Bowles Rice

# VIEWS & VISIONS

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FALL/WINTER 2022

# Generosity Grows

## Philanthropically-minded Individuals and Families Want to Improve the Region



**Lindsay Aroesty**  
The Pittsburgh Foundation

Lindsay Aroesty is the Vice President of Development and Donor Services for The Pittsburgh Foundation. In this role, she oversees the Foundation's fund raising and donor services efforts. Since joining the Foundation's staff in 2010, Aroesty has served in a variety of positions that build on her managerial and fund-raising expertise and her knowledge of planned giving, including Director of Donor Services, Planned Giving Specialist and Development Officer. Aroesty serves on the board of the Estate Planning Council Board and Pittsburgh Planned Giving Council.

When discussing economic growth, we hear about the stock market and industries such as technology or medicine. What we don't hear a lot about in the news or public discourse is philanthropy and its growth. There are different kinds of philanthropy, including private foundations. The Pittsburgh Foundation is a community foundation, meaning that we manage and administer donor-advised funds. We also administer and award scholarship funds, grants to nonprofits, and our staff provide support and training to nonprofits. The Foundation also works in policy and advocacy areas where private foundations can't. We work closely with people just like you to establish their living legacies.

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### History and Mission

Since 1945, The Pittsburgh Foundation has been serving the region's most vulnerable populations. We work toward preventing and solving social problems by making grants to nonprofit organizations in a wide range of areas, from the arts to health care and from food access to housing. As the assets that we manage have grown over the last 10 years, grantmaking from the Foundation has increased nearly 80 percent. A community foundation, unlike a private foundation, can



**THE  
PITTSBURGH  
FOUNDATION**

accept financial support from the public and, in Pittsburgh, the public is incredibly generous. Fundraising totaled \$68.8 million in 2021, breaking the record set in 2020 by \$1.1 million.

These dollars come into the Foundation through different avenues, including corporate partnerships, the public (during our annual Critical Needs Alert) and from individual donors. The number of people giving has grown steadily over the last decade. Last year included \$22 million in gifts from individuals, up from \$17.1 million in 2020. Contributions from planned gifts such as wills, estates and trusts were also up significantly last year – \$32.4 million – compared to the \$18.5 million annual average raised over the past decade.



*Lindsay Aroesty and the development and donor services team at The Pittsburgh Foundation meet with individuals and families, guiding them through the process of setting up a fund and they provide ongoing support depending on each donor's needs.*

### Photo Credits:

Joshua Franzos and  
Emma Truscott for  
The Pittsburgh Foundation

## How We Serve Donors

What sets community foundations apart is our ability to work directly with philanthropically minded people to ensure that their contributions go exactly where they want them to go. Our donor services team provides personalized services connecting people to the Foundation's program, financial and development expertise. In addition, The Center for Philanthropy at the Foundation offers expertise in every aspect of philanthropy – grantmaking, nonprofit management, personalized education sessions and guidance on multi-generational giving.

Donors are also invited to events and site visits that focus on issues pertinent to our community and nation. These events feature informed opinion makers with the goal of stimulating helpful dialogue among funders, grantees and experts in a particular field of interest.



*A June 2022 donor event at Contemporary Craft in Pittsburgh's Lawrenceville neighborhood. The organization's mission is to engage the public in creative experiences through contemporary craft.*

Donors also have access to in-house grantmaking expertise. Our Program staff are available to share their knowledge of community needs in areas such as affordable housing and eviction prevention, health care, neighborhood initiatives and many others. This expertise helps us work with donors to decide where to invest their dollars to achieve the greatest impact.

Donor contributions, along with those from all sources, directly benefit the community. In 2021, the Foundation distributed \$57.1 million in grants to 2,850 nonprofits. Grants from donor-advised funds totaled \$26 million. The Foundation and its supporting organizations granted a total of \$64.5 million in 2021.



*Inside the Broadway Alliance Church in East McKeesport, Ma's Pantry offers staples including bread and fresh produce. This is one of many organizations receiving financial support from the Foundation's Critical Needs Alert public giving campaign and donor-advised funds.*

## Tax Benefits of Giving

While our donors are most concerned about their communities and leaving a lasting legacy, there are tax advantages to giving. By giving appreciated securities instead of stock, donors maximize their giving and may not have to realize capital gains tax. A planned gift, for example, makes the Foundation the beneficiary of some or all of an individual's IRA to give more while reducing tax burdens on heirs. For those who are 72 or older, an IRA's required minimum distribution (RMD) can be used to create a designated field of interest or scholarship fund.

The global pandemic laid bare how vulnerable many residents are in Southwestern Pennsylvania, but also the vulnerability of the organizations that serve them. Childcare centers, food pantries and so many other nonprofits were hit hard by the lockdowns and, in the years since, issues such as a lack of access to affordable housing and food insecurity have risen. But if there is one thing we know about the people in Southwestern Pennsylvania, it is that we are resilient. This isn't the first time our region has faced difficult times and it likely won't be the last.

Yes, there are some safety net services provided by the government, but it's clear that those are not enough. Philanthropy has stepped in to help fill holes in the system, but philanthropy alone cannot solve the issues facing our communities. This is why it's critical for philanthropies, such as The Pittsburgh Foundation, to work with other foundations as well as corporations and community partners, including elected officials. As we look ahead and focus on areas where we can have the biggest impact, we hope that our own growth can pave the path for growth for nonprofit organizations and the people they serve. ▼