

## Doing something good for the area

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**Abstract:** On Aug. 1, the staff of the foundation moved into the Depot at Cherapa Place, a historic building that once served as the Illinois Central Passenger Depot. Since 2006, the year Hanson became president, the foundation's assets have nearly doubled, growing from about \$55 million to more than \$100 million. Sioux Falls business leaders and community members point to Hanson's expertise in the field of development, her history of involvement in the Sioux Falls community and the status of Sioux Falls as a philanthropic community as marks of the foundation's success.

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**Full text:** Sitting at her desk in her new office at the Depot at Cherapa Place, Candy Hanson is confident the good works being done today in Sioux Falls will continue long into the future.

Her position as president and CEO of the Sioux Falls Area Community Foundation gives her that vantage point because she works with donors and financial advisers to help secure a thriving future for Sioux Falls.

"In 100 years, someone -- probably in this building because we bought it to stay -- will be doing this job and with these assets that are being given away today. It is mindboggling to me," Hanson says. On Aug. 1, the staff of the foundation moved into the Depot at Cherapa Place, a historic building that once served as the Illinois Central Passenger Depot.

Since 2006, the year Hanson became president, the foundation's assets have nearly doubled, growing from about \$55 million to more than \$100 million. The foundation moved past the \$100 million benchmark this spring.

The financial growth occurred over Hanson's tenure despite a significant recession. "There have been times when giving in this area drops," Hanson says. "Certainly in 2008 we did see cutbacks. But philanthropy is alive and well here. It springs back."

Hanson speaks about the generosity of South Dakotans and tells stories about community members who came to the foundation looking for a way to give back. She talks about Effie C. Skaarud's field of interest fund that supports animal welfare. Or how Dale and Dorothy Weir wanted to give to the city what's now known as Arrowhead Park, a nature area east of Sioux Falls.

Hanson, who describes herself as a facilitator, finds a way to make those and other charitable intentions happen.

"People come to us with the most remarkable dreams about how they want to give back, and we have a mission statement. But when you ask what we do, we just tell people, 'We want to do something good for the Sioux Falls area,' " Hanson says.

Next year marks the 100th anniversary of the community foundation movement and the 30th anniversary of the Sioux Falls Area Community Foundation. Think of the community foundation like a savings account. Assets are invested now that will gain returns in the future. Gifts to endowments, which are perpetual trusts, are placed in a long-term investment pool, a portion of the earnings are distributed to charitable activities each year and the other earnings are reinvested.

The model of the community foundation has benefited and will continue to benefit the community of Sioux Falls. In 2012, the Sioux Falls Area Community Foundation distributed nearly \$11 million to more than 200 nonprofit organizations.

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her history of involvement in the Sioux Falls community and the status of Sioux Falls as a philanthropic community as marks of the foundation's success.

Jeff Scherschligt, president and CEO of Howalt-McDowell Insurance, a Marsh & McLennan Agency LLC company, says that the two marks of Hanson's legacy with the foundation are reaching \$100 million in assets and planning for the foundation to move into the Depot.

"Candy has been a phenomenal leader. She's built the assets to the next level. She had good predecessors. She's continued to grow the foundation and put it on wonderful footing for the future," says Scherschligt, who previously served on the foundation's board of directors and as chairman.

'For good. For ever.'

Scherschligt was instrumental in securing the office space for the foundation. When he acquired Cherapa Place in 2005, he also acquired the Depot. It was part of the "master plan" to have the foundation located there, Scherschligt says.

The permanency of the foundation's new home represents the organization's commitment to Sioux Falls, and even the building materials of the train depot echo the foundation's slogan, "For good. For ever."

"For good, for ever. That quartzite will last forever. Copper will last hundreds of years," Scherschligt says. "It's going to last hundreds of years into the future and be an icon in downtown Sioux Falls."

The building will last, and the good works will continue. For Hanson, that's the beauty of a community foundation and what makes her job so worthwhile.

"When you think about these endowments, when I say, 'For good, for ever,' I'm dead serious," Hanson says.

"That's what's so remarkable about having a community foundation where people can actually do that and know that they are giving to something that makes this community a great place to live and that their gift will keep doing that for this community for generations to come."

Hanson's work in strategic planning in Sioux Falls can be traced back to the 1980s, during the second wave of the women's movement, when she found a leadership manual and taught herself how to facilitate groups and build consensus among women's groups in Sioux Falls. From there, she became a co-founder of the South Dakota Advocacy Network for Women and the Citizens Against Rape and Domestic Violence, which is now the Compass Center. Hanson also was interested in encouraging women to run for the state Legislature and local government offices. She led by example. In 1984, Hanson was elected to the Minnehaha County Commission, serving as a commissioner from 1985 to 1989. She was the second woman to hold that office.

Her interest in consulting took hold, and she wanted to pursue the field as a profession. She attended Harvard University as a Bush Leadership Fellow and earned a master's degree in public administration. After working six years with the Peace Corps in Washington, D.C., life changes eventually brought her back to Sioux Falls. When the position of vice president opened at the foundation in 1999, then-president Sue Brown encouraged Hanson to apply.

Looking back on starting at the foundation more than a decade ago, Hanson says, "At the time, I really didn't have a burning desire for development work, but I certainly found my niche."

An esteemed visionary

A theme of circularity runs through Hanson's position at the community foundation and her involvement in Sioux Falls. Her own career has moved from teaching people how to raise money to doing that job herself.

"She's very good at drawing people out and letting them express themselves," says Mary Pat Sweetman, a Sioux Falls resident who previously served on the board's development committee and as board president.

"She is a marvel with donors. She has a calmness and kind of a quiet strength that draws people in. That's a wonderful thing for someone who is trying to garner dollars for a donor base in Sioux Falls."

Hanson's knowledge of the community's needs has benefitted her work in the foundation, Sweetman says.

"One of the first things about Candy that is valuable to the foundation is her history to Sioux Falls," Sweetman says. "She has worked in a number of different capacities; some have been political and business-orientated.

Facilitation has been a big part of what Candy has done in her life. She is truly one of the best facilitators I've run across. She is able to allow things to happen and develop."

Hanson's passion and commitment to Sioux Falls, along with her development expertise, has made her what Paul Schiller calls "a real asset to this community."

"Candy has the skill of bringing everyone together. ... She's quite visionary," says Schiller, who works as a nature photographer and is a founding partner of Lawrence & Schiller.

While serving on the foundation's board of directors, he was impressed with the grant-making process. "They are very careful with who gives what. It takes great governance to make it (succeed). It's really well done.

"They're selling trust."

Those in the community who have worked with Hanson describe her not only as a facilitator but also as someone who is willing to share her expertise on philanthropy.

Shelley Hanisch, who has worked in the field of philanthropy for more than 30 years, cites Hanson as her mentor.

"She is highly regarded in the philanthropic community for her wisdom, her creativity and her accountability, which is so important in this field," says Hanisch, who is the major gift and planning giving director for the Sioux Empire United Way. "She is admired by many in our region, both donors and recipients of her charitable work. She is a role model for so many of us."

Hanson's development skillset is invaluable as a resource, Hanisch says. "She's extremely knowledgeable on charitable giving and extremely bright. ... She's opened doors for me, as far as donors and opportunities and introducing people to me."

Generous area

For Sioux Falls, the community foundation means a direct impact on nonprofit organizations -- and the knowledge that these funds will be around to further the community in the future.

"Our philanthropic scope is extremely broad," Hanson says. "It makes it hard to give an elevator speech. It's a lot easier to make a speech to save the black walnut than it is to talk about everything a community foundation does. It's everything from folks' home churches to the arts to basic human needs and the environment."

The community foundation also works closely with the Sioux Empire United Way. As a United Way organization, the Sioux Falls Area Community Foundation accepts and disperses funds for the United Way and member agencies. While the United Way's focus is annual giving, the foundation helps the organization save money for the future and spend only a portion of it.

Sioux Falls has a high level of philanthropy, notes Jay Powell, president of the Sioux Empire United Way. The Sioux Empire United Way is second in per capita giving of all the 1,300 United Ways in the nation.

Powell attributes Sioux Falls' philanthropy to the level of trust in the community and the caring attitude of people here.

"When people make a gift, they have to think yes, the people will take care of this gift and make sure they use it carefully," he says. "We take that seriously. We have a group of effective agencies. The stewardship of our volunteers -- Candy's and ours -- really take the stewardship responsibility seriously and spend a lot of time thinking about where their dollars are spent."

And people are giving back.

Hanson references a report by the Chronicle of Philanthropy that shows the value of charitable deductions claimed by taxpayers in the country. The city of Sioux Falls ranks 167 of 11,522 cities in the country.

However, the percent of income given for South Dakota was 4.1 percent per capita, and the state itself ranks 49 out of 51. The study compiles data from the Internal Revenue Service and looks at tax returns on reported incomes of \$50,000 or higher from 2008.

"This part of South Dakota is incredibly generous," Hanson says. "It's actually the southeast part of South Dakota that is generous. There's a big contrast between how this area ranks in comparison to the rest of the

state. ... I'm not sure to what that can be attributed. I really don't know why it is that this part of the state is simply more generous."

The Chronicle of Philanthropy's website does cite limitations of the data, including that since "taxpayers are allowed to claim deductions only if they itemize on their tax forms, no precise data exist to determine how much those who don't itemize give."

Hanson does note that Sioux Falls is an economic engine in the state, and a lot of wealth in the Sioux Falls area is in the land. While it might not be entirely clear why the Sioux Falls area is so generous, what is clear is that Hanson will continue helping others give back.

"It's amazing what a community foundation can do," she says. "I honestly think I have the best job in Sioux Falls. I might have to arm-wrestle Mike Huether over that one."

About Candy Hanson

Title: President/CEO of the Sioux Falls Area Community Foundation. Hanson was elected president in 2006; before that, she served as vice president for development, beginning in 1999 under former president Sue Brown.

Hometown: Alexandria, Va.

Age: 65

Education:

- \* Master's in Public Administration, Kennedy School of Government, Harvard University
- \* Major in Secondary Education (to meet requirements for state teacher certification), Augustana College
- \* Bachelor of Arts, English and Psychology, University of Kansas
- \* Graduated from Francis C. Hammond High School in Alexandria, Va.

Current community involvement:

- \* Board of Directors and officer, Sioux Falls Woman's Alliance
- \* Board of Directors, Sioux Falls Area Chamber of Commerce Foundation
- \* Member, Sioux Falls Area Chamber of Commerce Business Leadership Council
- \* Member, Sioux Falls Area Chamber of Commerce Community Appeals Committee
- \* Member, Downtown Rotary
- \* Member, Sioux Falls Estate Planning Council
- \* Member, Association of Fundraising Professionals

Past community involvement:

- \* Board of Directors, Sioux Falls Area Chamber of Commerce
- \* Board of Directors, Sioux Falls Area Chamber of Commerce Foundation
- \* Board of Directors, Sioux Falls Rotary, Downtown
- \* Board of Directors, Wegner Health Science Information Center
- \* Steering Committee, Sioux Falls Tomorrow II
- \* Trustee, Mary Chilton Daughters of the American Revolution Foundation
- \* Co-founder and past chair, South Dakota Youth Advocacy Project
- \* Co-founder and past chair, South Dakota Women's Network and Women's Network Foundation
- \* Board of Directors and past officer, Sioux Falls YWCA
- \* Co-founder and past officer, Citizens Against Rape and Domestic Violence

Recognition:

- \* Torchbearer Award, National Women's Conference Committee
- \* Bush Leadership Fellow, for academic study at Harvard University
- \* Named Gift Recipient, AAUW Educational Foundation Program
- \* YWCA Leader Luncheon Award
- \* Foremother's Award, National Women's Political Caucus

\* Governor's Award for Volunteerism, co-recipient, on behalf of the Sioux Falls YWCA

\* Distinguished Volunteer Award, Sioux Falls YWCA

\* Volunteer of the Year Award, Sioux Falls Volunteer and Information Center

About the Sioux Falls Area Community Foundation

Founded: 1984

Location: 200 N. Cherapa Place

At a glance: The Sioux Falls Area Community Foundation attracts, manages and distributes charitable gifts in Minnehaha, Lincoln, McCook and Turner counties. By virtues of bequests or other partnerships, the foundation extends as far north as Flandreau; as far south as Elk Point; as far east as Worthington, Minn.; and as far west as Hartford.

The foundation accepts and manages long-term charitable assets and makes sure they continue to benefit activities in the community that were the donor's original intention.

Assets/distributions: The organization manages more than \$100 million in assets. In 2012, the Sioux Falls Area Community Foundation distributed nearly \$11 million to more than 200 nonprofit organizations.

For information: Visit [www.sfacf.org](http://www.sfacf.org)

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