

F.M. KIRBY FOUNDATION SOLICITATION EVALUATION FORM

DATE: November 20, 2017

REQUEST DATE: October 26, 2017

Last grant acknowledgement: Yes

Program Area: Health

APPLICANT:

Christopher and Dana Reeve Foundation
Suite 3A
636 Morris Turnpike
Short Hills, NJ 07078

CONTACT: Mr. Peter F. Wilderotter, President and CEO

PHONE: 973-379-2690

PAYEE OTHER THAN ADDRESSEE:

AMOUNT REQUESTED: \$150,000 **NATURE OF REQUEST:** For continued support of the work of Drs. Sam Pfaff and Chet Moritz

GRANT HISTORY

LAST GRANT DATE: 12/8/2016 **LAST GRANT AMOUNT:** \$150,000 **AFS DATE:** 6/23/2017

2012	\$250,000	12/14/2012	For: Continued collaboration of Drs. Sam Pfaff and Reggie Edgerton to identify, locate, and characterize the role of interneurons in the human spinal cord
2013	\$250,000	12/16/2013	For: Continued collaboration of Drs. Sam Pfaff and Reggie Edgerton to identify, locate, and characterize the role of interneurons in the human spinal cord
2014	\$250,000	12/15/2014	For: Continued collaboration of Drs. Sam Pfaff and Reggie Edgerton to identify, locate, and characterize the role of interneurons in the human spinal cord
2015	\$150,000	12/11/2015	For: Support of Dr. Sam Pfaff's and Dr. Chet Moritz's collaborative work to identify, locate, and characterize the role of interneurons in the human spinal cord
2016	\$150,000	12/8/2016	For: Continued support of the work of Drs. Sam Pfaff and Chet Moritz to identify, locate, and characterize the role of interneurons in the human spinal cord

See 7/18/17 general notes and DLK email attached.

DLK COMMENTS: See attached analysis.

WHB COMMENTS: Good exchange between DLK and Ivonne Salazar; the information was quite helpful.

With the retirement of Dr. Edgerton at the end of 2014, we have supported Chet Moritz as he joined the Consortium and pursued his track with respect to identifying, locating, and characterizing the role of interneurons in the human spinal cord.

APPLICANT: Christopher and Dana Reeve Foundation

The work of PhD student Fatma Inanici in Dr. Moritz's lab has produced very exciting possibilities as she has seen results in transcutaneous spinal stimulation (non-external electrical impulses) to demonstrate neuron connectivity and subsequent reflexive response resulting in improved hand and arm functionality. This demonstrates that connectivity and plasticity exists and can be reactivated, if you will; that was once thought impossible. The Moritz lab remains a leading contributor to the Consortium as it will continue Inanici's exciting and, to an extent, unexpected outcomes in the coming year.

With the Pfaff lab, his team continues to focus on stem cell manipulation to restore "circuitry" on the molecular and cellular levels in mice. These murine model approaches have resulted in new information that has enabled researchers to selectively activate and inactivate sensory neurons that one day may restore senses such as touch, pain, smell, and temperature.

This request is a vast improvement over the previous three or four. After meeting with Frank, I think he heard my plaintive cry and has made a concerted effort to appease us. I intend to include CDRF on my site visit list for 2018.

SDK COMMENTS: I think it has been about four years now since Susan P. Howley, Executive Vice President-Research, presented to our Board. I thought then that she was about to retire. Glad that she has not; do wonder what we have heard recently in terms of her mentoring her successor?

Not sure how they come up with the indirect costs coverage but glad to see that it is under 10% as included in the budget.

I heard the annual NYC gala was last week and a huge success.

APPLICANT: Christopher and Dana Reeve Foundation

FM KIRBY FOUNDATION Financial Statement Analysis

Grantee Name:	Christopher and Dana Reeve Foundation	Date:	11/13/2017
Prepared By:	DLK		
Grant Request Amt.	\$ 150,000	Type of Financial Report Submitted	Audit
Recommended Amt.	\$ 150,000	Period Covered in Financial Report	12/31/2016
Board Approved Amt.		Date of Report Issuance	6/23/2017
Audit Firm	Wiss & Company		
Opinion	Present fairly		
Basis of Acctg.	GAAP		

Current Ratio (Liquidity Ratio/Working Capital Ratio)

2.37

Amount of Unrestricted Net Assets (Operating Reserve)

\$ 1,571,111

Note: A current ratio measures an organization's ability to pay short-term and long-term obligations. The higher the ratio, the more capable the organization is of paying its obligations. A ratio under 1 indicates that the organization's liabilities are greater than its assets.

Allocation of Functional Expenses	12/31/2016	%	Must Read Financial Statement Notes
A. Program Service Expenses	\$ 11,869,891.00	81%	Ideally program expenses should be at least 70% of total budget.
B. Management and General	\$ 1,309,973.00	9%	
C. Fundraising	\$ 1,527,050.00	10%	
D. Total Expenses	\$ 14,706,914.00	100%	

Comments/ Notes:

The \$150K requested equates to 40% of the total budgets for the labs of both Drs. Moritz and Pfaff and 15% of the total Foundation revenues budgeted for 2017. The total Foundation budget is forecasting a \$2.0M surplus as compared to a \$.5K deficit from 2016. The increase is mainly due to no budgeted expenses for the "Big Idea" and a dramatic decrease in the Epidural Stimulation program which received an unexpected \$400K gift from the Neilsen Foundation in 2016 and is not in the 2017 budget. A few of their major gifts did not make it into 2016 and are reflected in the 2017 budget, including a \$300K gift from the Jules L. Plangere Foundation.

There was a \$459K deficit as of December 31, 2016. This resulted in \$751K of cash used by operations, primarily due to the timing of deferred revenue and research contracts payable. The Foundation redeemed their off-shore limited partnership investment in September 2016 resulting in investments of \$163K as of December 31. The Foundation qualifies as a low-risk auditee.

APPLICANT: Christopher and Dana Reeve Foundation

DISPOSITION:

- Rejection
- Hold for review on/about:
- Approval for: **\$150,000**
- Hold for Board Review
- Insert Information: **For: Continued support of the work of Drs. Sam Pfaff and Chet Moritz through the International Research Consortium on Spinal Cord Injury**
- Other: **WHB's 12/11/17 intent to skip a year letter to accompany check**

Initials: *sdz* Date: 11/21/17
Check #: _____ Date: _____

December 11, 2017

Mr. Peter F. Wilderotter
President and CEO
Christopher and Dana Reeve Foundation
Suite 3A
636 Morris Turnpike
Short Hills, NJ 07078

DRAFT

Dear Mr. Wilderotter,

After reviewing the Christopher and Dana Reeve Foundation's recent request, we are pleased to issue a grant for \$150,000; however, we'd like to inform you that the F.M. Kirby Foundation will forego its support in 2018.

In our January 4, 2016 letter to our grantees, we announced that the Foundation was engaged in a new initiative involving other branches of the Kirby Family, which would reduce our core grants budget by approximately 30%. By extension, our grantees would be subject to some degree of adjusted funding, temporary suspended funding, or, in some cases, both.

Our decision to suspend our support next year should in no way be interpreted as punitive or our displeasure with Christopher and Dana Reeve Foundation. To the contrary, we have been pleased with our long relationship and sizable philanthropic investment but we view next year as one in which we create a "little breathing room" as we reassess. Christopher and Dana Reeve Foundation is welcome to submit for possible support again in 2019.

Sincerely,

William H. Byrnes, Jr.
Vice President - Grants

WHB:lmd

Christopher and Dana Reeve Foundation

NOTES

Christopher & Dana Reeve Foundation Launches Inaugural Nursing Home Transition Grants

The seven grant awards total \$280,000.



NEWS PROVIDED BY

Christopher & Dana Reeve Foundation

Jul 18, 2017, 10:29 ET

SHORT HILLS, N.J., July 18, 2017 /PRNewswire-USNewswire/ -- The Christopher & Dana Reeve Foundation, a national nonprofit dedicated to improving quality of life for individuals living with paralysis, is awarding seven Quality of Life Nursing Home Transition (NHT) grants totaling \$280,000 to seven Centers for Independent Living (CILs) nationwide. Quality of Life grants of \$40,000 support fellow nonprofits that mirror the Reeve Foundation's mission and commitment to foster community engagement, enhance independence, and promote healthy self-esteem. The Quality of Life Grant program to date has awarded more than \$22 million in grants to more than 2,900 programs since its inception in 1999. Funding for the grants is made available through the Paralysis Resource Center (PRC) operated by the Reeve Foundation under a cooperative agreement with the Administration for Community Living at the U.S. Department of Health and Human Services.

The PRC's Nursing Home Transition Grant Program funds Centers for Independent Living across the country to transition people with paralysis living in nursing homes back into their homes or a community-based setting of their choice. Under the Workforce Innovation and Opportunity Act (WIOA) passed in 2014, CILs are charged with supporting individuals to transition into community-based settings as a new core service, but CILs often lack the resources to do so robustly. The PRC's NHT grants serve to supplement the work CILs are already doing to fulfill their responsibilities under WIOA and to help achieve the Reeve Foundation and ACL's shared mission of full community participation for people with disabilities. For this grant, paralysis is functionally defined as a difficulty and/or inability to move one's arms and/or legs due to a neurological condition such as spinal cord injury, traumatic brain injury, spina bifida, cerebral palsy, multiple sclerosis, ALS, and many other chronic conditions that coexist with developmental, congenital, and acquired disabilities.

"These grants are intended to improve the quality of life for individuals by becoming part of the solution nationwide to decrease the unnecessary segregation and isolation of individuals living with functional paralysis," said Maggie Goldberg, VP of Policy and Programs at the Reeve Foundation. "Our new program funding allows us to further help the aging and paralysis populations and create more community inclusion, which is our ultimate goal. We are excited to have this opportunity to expand our grant program, and hope to work with them again in the future."

These organizations were awarded 2017 Nursing Home Transition Grants:

- **Communities Actively Living Independent & Free (CALIF), Los Angeles, CA**

- **Kansas Association of Centers for Independent Living, Topeka, KS**
- **Liberty Resources, Inc., Philadelphia, PA**
- **Memphis Center for Independent Living, Memphis, TN**
- **Progressive Independence, Norman, OK**
- **Resource Center for Independent Living, Inc., Utica, NY**
- **The Whole Person, Kansas City, MO**

These applicants were chosen based on their innovative project designs and scaling up capacity. These funds will allow flexibility in purchasing a variety of nursing home transition needs that are not currently covered by other funding sources such as rental and utility deposits; first month's rent; moving costs; and startup cost and services. The majority of the funds will be used to purchase home furnishings, assistive technology, personal care attendant services, and internet access. These CILs will also now be able to hire more staff or increase staff hours to help address rural isolation, assist very low income individuals, and provide post transition services.

Christopher and Dana Reeve Foundation

NOTES

From: Ivonne Salazar [<mailto:isalazar@christopherreeve.org>]

Sent: Tuesday, November 14, 2017 1:16 PM

To: Diana Kostas <dlk@FMkirby.com>

Subject: Re: FM Kirby Foundation Grant Request

Hi Diana,

I've provided answers to your questions. Please let me know if you need anything else.

1. What is The Big Idea? I see that it has revenue forecasted for 2017 of \$1.8M, yet no expenses.

The Big Idea is a clinical research study, which was just given FDA approval. The revenue in 2016 was \$638,671 and our expenses were \$191,976. The remaining funds were carried over. Now that we have FDA approval and we are beginning to enlist participants, our expenses will increase. It is important to note that funding from the F.M. Kirby Foundation does not support the Big Idea (as requested by the F.M. Kirby Foundation.)

2. Were there any anomalies about 2016 in the major gifts category? It seems as though it underperformed for 2016 but there is a hefty 2017 estimate. Was this related to timing of any particular gifts?

Yes, there were a few gifts that did not make it into 2016 and instead will be reflected in our 2017 budget, including a \$300,000 gift from the Jules L. Plangere Foundation.

3. There was a large drop in the Epidural Stimulation project. Does this relate to the 6-month extension of present funding through June 2018? Will the new one-year contracts include financing of this project?

In our 2016 budget, there were two projects under the category "Epidural Stimulation." One is a research project with UCLA and another is a partnership with the University of Louisville and the Craig H. Neilsen Foundation. The revenue of \$631,818 in 2016 for Epidural Stimulation reflects an unexpected \$400,000 gift from the Neilsen Foundation. Funding from the F.M. Kirby Foundation does not support this project.

The six month extension that we refer to in our proposal to the F.M. Kirby Foundation refers to a separate program, The Research Consortium. The Reeve Foundation provided the extension to allow the consortium investigators more time to submit a collaborative proposal for a new three-year research project. The goal of this new proposal will have several labs within the consortium working together on a common theme. In the interim, the investigators will continue to work on their own projects in their respective labs.

Funding from the F.M. Kirby Foundation will support the work of Dr. Moritz and Dr. Pfaff from 2017-2018 in their respective labs.

Ivonne Salazar, MPA
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www.TeamReeve.org

On Mon, Nov 13, 2017 at 12:50 PM, Diana Kostas <dlk@fmkirby.com> wrote:
Hi Ivonne –

Couple more questions. As I'm new to FM Kirby, I'm not as familiar with your programs.

1. What is The Big Idea? I see that it has revenue forecasted for 2017 of \$1.8M, yet no expenses.
2. Were there any anomalies about 2016 in the major gifts category? It seems as though it underperformed for 2016 but there is a hefty 2017 estimate. Was this related to timing of any particular gifts?
3. There was a large drop in the Epidural Stimulation project. Does this relate to the 6-month extension of present funding through June 2018? Will the new one-year contracts include financing of this project?

Thank you for your assistance.

Diana Kostas
Treasurer & Secretary
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