



2015 S.L. Gimbel Foundation Fund Grant Application

ORIGINAL

Internal Use Only:
Grant: 20150526

Organization / Agency Information

\$25,000



Organization/Agency Name: Sanford Research			19036
Physical Address: 2301 East 60 th Street North		City/State/Zip Sioux Falls, SD 57104-0569	
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CEO or Director: Dr. David Pearce		Title: President	
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Web Site Address: www.sanfordresearch.org		Tax ID: 46-0450378	

Program / Grant Information

Interest Area: Animal Protection Education Environment Health Human Dignity

Program/Project Name: Sanford PROMISE Community Learning Lab			Amount of Grant Requested: \$25,000
Total Organization Budget: \$22,187,364	Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100): 85.5%	Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100): 14.5%	Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100): 14.5%
Purpose of Grant Request (one sentence): The proposed project allows for rural South Dakota high school students and educators to increase opportunities for exposure to biomedical research and STEM education by utilizing hands-on, inquiry based science activities.			
Gimbel Grants Received: List Year(s) and Award Amount(s) 2012: \$25,000			

Signatures

Board President/ Chair: 	(Print name and Title) EVP	Signature: Rich Adcock	Date: 4/30/15
Authorized Organization Official: MICHAEL D. REUTER, Grant Administrator	(Print name and Title) Grant Administrator	Signature: 	Date: 4/30/15

2015 S.L. Gimbel Foundation Fund APPLICATION: Narrative

I. Organization Background:

Sanford Research, an entity of Sanford Health, is a regional leader in patient care, education, and research. Sanford Health represents the largest, rural, not-for-profit healthcare system in the nation with a presence in over 130 communities, across eight states and three countries. Sanford Research recognizes that education plays a pivotal role in building any successful research program thus in 2011 the Sanford Program for the Midwest Initiative in Science Exploration (PROMISE) was created to connect communities with new frontiers in science and research. The mission is to increase the community's understanding of science, raise awareness of the benefits of research, and emphasize the role both play in our society by providing opportunities to students, educators, and the community in experiential science to inspire our next generation of scientists. Sanford Health has a long-standing record of leading collaborative partnerships that facilitate innovative educational initiatives that have been proven to significantly improve academic achievement for K-16 students, including high-need students in the Upper Midwest.

PROMISE offers students, teachers, and community members in South Dakota, North Dakota, Iowa, and Minnesota an in depth exposure to biomedical research through hands-on activities (offered through the PROMISE Community Lab sessions, science discovery programs, shadowing and internship research experiences, workshops and conferences, and a monthly community lecture series). Detailed description of these programs can be found on the PROMISE website at: <http://www.sanfordresearch.org/education/sanfordpromise>.

PROMISE partners with internal and external programs (including Project Lead The Way, Texas Instruments, SD Innovation Lab, the Collaborative Research Center for American Indian Health, and others) to ensure access, opportunities and experiences for all youth (including the 7 tribal nations in SD and many of the regions rural schools).

II. Project Information:

A) Statement of Need: Funding is the biggest obstacle for rural schools in providing quality STEM education. Rural schools typically do not have the capacity to provide hands-on learning and engagement of STEM opportunities for the students. Research shows there is a strong correlation between teacher support, engagement and ultimately student performance.

According to research from the National Center for Education Statistics, the more a student is exposed to STEM related education in 6-12 setting, the more success they will have in postsecondary education. Throughout a 6-year study, findings showed that "STEM entrants generally did better than non-STEM entrants in terms of bachelor's degree attainment and overall persistence."

B) Project Goal, Objectives and Methodology: With previous S.L. Gimbel Foundation grant support (11/12-10/14), Sanford Research worked with over 1,000 students and 100 teachers. In execution of this exciting opportunity and discussions with participating educators, we learned that the level of continued engagement and connection between the students and the research experience was a result of the desire of the educator to stay connected. Teachers who attended the summer workshop were much more likely to maintain a higher level of continued engagement allowing the highlighted content and careers to have a regular place in their classroom curriculum. The proposed project will create a cohort of 6-12th grade educators throughout the state and region who will become the first in a network of educators, mission driven to incorporate health and biomedical science content and careers in their science classrooms. Selection of educators will include those who represent SD schools with socioeconomic, education, and health disparities. The proposed program will provide students in these schools a direct link to the health research happening close to home that will influence their personal health and health care, and create opportunities for future careers.

The previous project focused on increasing the number of students PROMISE connected with from rural schools. **The proposed project seeks to enhance the depth and quality of experience of students both in their classroom and during their visit to Sanford Research.** Upon successful completion of this project, this format and concept could become a model for other industries looking to provide quality education outreach to students and schools. Strengthening the connection between teacher and science professionals will allow these

educators to create opportunities for their students to perform authentic science and have greater understanding of the scientific process.

Objective I: Improve the connection between classroom science content and authentic biomedical research and conducted at Sanford Research.

Activities: (1) Hands-on training and scientist interactions to introduce educators to specific techniques in the biomedical and health sciences; and provide an introductory set of PROMISE developed lessons and activities including opportunity to borrow all necessary equipment to incorporate into their classroom curriculum; (2) Mentoring for educators to develop standards-based, classroom modules associated with health sciences. Educators will trial modules with students, modify and adjust, and create a sharable version for presentation at one of three workshop session available to the 250 educators attending the 2016 Joint Math and Science Teachers Conference in Huron, SD. (3) Program educators will select classrooms from his/her school district to experience on-site Sanford PROMISE programming, including hands-on, minds-on visits the Sanford Research facility and PROMISE Community Lab and on-site lunch with Research volunteers.

Objective II: Enhance project-based STEM education by providing teachers with the training and support to implement science projects in their classrooms.

Activities: (1) Provide education and training into pedagogy of project-based STEM education and the engineering design process during Educator Enrichment Workshop and continue to provide information and mentoring via the Sanford PROMISE electronic network on Basecamp and via weekly video conferences; (2) Mentor participating educators and students in the development of open ended research questions that can be attempted by students in their classroom; (3) Connect educators and students with regional science project presentation programs such as the 4 regional Science and Engineering Fair competitions, the It's All About Science Festival, and the Sanford Summer Research Symposium.

Timeline	Event/Program	Target Population
6/15-7/15	Applications for Program	Prospective Educators
7/15	Educator Enrichment Workshop	Educator Participants
8/15-12/15	Develop. of Classroom Modules	Educator Participants
9/15-5/16	School Visits to Sanford Research	Educator Participant Districts & Students
9/15-5/16	Module & Equipment Sharing	Educator Participants & Students
2/16	Follow-up Session & presentations at Math/ Science Workshop	Educator Participants & Conference Attendees
1/16-4/16	Student Project Develop. & Execution	Educator Participants & Students
3/16- 8/16	Presentation of student & teacher projects	Educator Participants & Students

Projected number of people served

Target Population	# of People	Activities
Educators	14	Project Participants
	54	Joint Math/Science Conference Workshop Attendees (Est.)
Students	560	Classroom Visits
	200	Classroom Projects
	2,700	Joint Math/Science Conference beneficiaries (in-direct)

Sanford Research is highly committed to education and outreach. The scientists and health care professionals that work for Sanford Health can regularly be relied upon to volunteer to work with students, present aspects of their research, and share their career passion and experience.

C) Project Outcomes and Evaluation: Anticipated outcomes of the project are focused on the students and their teachers. Participating students will have an increased knowledge and awareness of careers in science. Additionally, participating educators will be better equipped to share the current technologies, methods, and knowledge associated with scientific research and will be more engaged in connecting students directly with industry professionals in STEM. Participants and their communities will benefit from the experience by increasing their knowledge of opportunities in the region and enhancing their enthusiasm for STEM education.

Project educators will complete a set of pre/post surveys: First, prior to and post attendance at the Educator Enrichment workshop regarding their confidence in the specific content; and second, prior to and following each student visit to inform on the preparation and follow-up of the visit and perceived student desire to pursue careers in science and research. Educators attending workshop sessions at the Joint Math/Science Conference will be surveyed regarding their perceived usage of the presented modules, number of students, and quality of the presentations.

Records of the modules developed and number of educators utilizing the modules and/or the associated equipment, number of students directly and indirectly served including % free reduced lunch and overall % minority for each school or district participating, and tracking of the number of PROMISE related programs participating educators continue to engage in during the proposal period will be maintained throughout the project period and shared with the Foundation.

D) Grant fund utilization: (1) Provide travel, meals, graduate credit, and stipends for 14 educators attending the Educator Enrichment workshop. Some of these educators (budgeted for half) will travel from a distance that requires they stay in a hotel during the evening prior and evenings of the workshop while others will prefer to travel round trip from their housing. These educators must be committed to participating in all aspects of programming; (2) Provide travel and meal support for student visits to Sanford Research and the PROMISE Community Lab. One overnight school visit is also planned for a group traveling a greater distance to visit the Lab which requires hotel accommodations and dinner; (3) Add equipment to the PROMISE Equipment Sharing set to ensure participating educators have access to any necessary equipment to complete modules they design as part of the project; (4) Provide registration and hotel accommodations for the 2016 Joint Math and Science Conference in Huron, SD for participating educators to share their experience and modules with regional math and science teachers; (5) Print research posters for student and teacher projects for sharing with other students, educators, and the community at various science poster presentation events.

III. Project Future

Dr. Emily Griese, and education psychology research scientist has recently joined the Sanford Research team and will advise on the types of survey questions and information to obtain from educators participating in this project and may use this experience to develop future research questions and studies associated with education and disadvantaged youth.

PROMISE stakeholders will continue to identify and apply for funds to direct to schools to ensure future opportunities. Data from this program will provide evidence for the need and value of travel assistance for these regional schools.

IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications

The Sanford Research Board of Directors is comprised of senior officials from Sanford Health and the University of South Dakota who meet bi-annually to provide organizational oversight. The current board roster is attached. This team approved the annual budget (by majority vote) and reviews the organization's annual strategic plan.

Key Personnel: *Elizabeth McMillan* is a former science educator who joined Sanford Research in 2011 as the Curriculum Education Coordinator to develop The Sanford PROMISE Education and Outreach and is currently President Elect for the SD Science Teachers Association. She has utilized her past classroom expertise and previous research experience to work with Sanford scientists to construct the many facets of Sanford PROMISE programming including community events; student workshops, shadowing and research internships; usage of the Community Lab, educator workshops, regional and national presentations, conferences, and development of unique health and biomedical science based activities and modules. Her work creating positive relationships with K-12, college, Department of Education, regional and national science education programs, and regional and national industry inspires each of these entities to work together with a common goal of provide opportunities, experiences, and access to learning for all students.

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V. Project Budget

Line Item Description	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From TCF	Line Item Total of Project
Elizabeth McMillan Salary & Benefits	\$65,515 salary + \$8,707 fringe benefits x 30% effort = \$22,267	\$22,267			\$22,267
Travel					
Lodging	Workshop: 3 nights x 7 teachers x \$91.30 = \$1,917 SDSTA: 15 people x 1 night x \$91.30 = \$1,370 School: 1 school x 6 rooms x \$91.30 = \$548	\$91		\$3,744	\$3,835
Mileage	Workshop: 140 miles x 7 teachers x 3 days x \$0.375 = \$1,102 Workshop: 250 miles x 7 teachers x \$0.375 = \$656			\$1,758	\$1,758
Busing Expenses	28 visits x \$150 stipend = \$4,200			\$4,200	\$4,200
Supplies					
Project Kits	4 kits x \$1,000 = \$4,000			\$4,000	\$4,000
Classroom Visit Supplies	28 visits x \$40 = \$1,400	\$112		\$1,008	\$1,120
Meals	Workshop Lunch: 3 days x 14 teachers \$10 = \$420 Workshop Dinner: 2 days x 7 teachers x \$15 = \$210 Classroom Lunch: 20 students x 28 visit x \$5 = \$2,800 Classroom Dinner: 1 school x 20 students x \$10 = \$200			\$3,630	\$3,630
Other					
Workshop Stipend	3 days x 14 teachers \$80 = \$3,360			\$3,360	\$3,360
Printing	25 posters x \$20 = \$500			\$500	\$500

Marketing	Promotion of PROMISE program	\$350			\$350
SDSTA Conference Registration	Registration: 14 x \$120 = \$1,680 Vendor: 1 x \$200 = \$200	\$200		\$1,680	\$1,880
Continuing Education Fees	2 credits x 14 teachers x \$40 = \$1,120			\$1,120	\$1,120
TOTALS:		\$23,021		\$25,000	\$48,020

VI. Sources of Funding: Please list your current sources of funding and amounts.

Secured/Awarded

Name of Funder: Foundation, Corporation, Government	Amount
None at this time	

Pending

Name of Funder: Foundation, Corporation, Government	Amount	Decision Date
None at this time		

Diversity of Funding Sources: A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

Funding Source	Amount	% of Total Revenue	Funding Source	Amount	% of Total Revenue
Contributions	\$1,230,494	7.0%	Program Fees	\$0.00	0%
Fundraising/Special Events	\$0.00	0%	Interest Income	\$--	<1%
Corp/Foundation Grants	\$3,691,481	21%	Other:	\$	
Government Grants	\$12,480,724	71%	Other:	\$	

Notes:

Table above is a reflection of Sanford Research, not Sanford Health.

VII. Financial Analysis

Agency Name: Sanford Health

Most Current Fiscal Year (Dates): From 7/1/2012 To: 6/30/2013

This section presents an overview of an applicant organization's financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

Form 990, Part IX: Statement of Functional Expenses

1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$3,362,393,616	\$2,874,679,020	\$487,584,201	\$130,395

2) Calculate the percentages of Columns B, C, and D, over A (per totals above)

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	85%	15%	Less than 1%

3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)

Percentage of Organization's <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
15%	15%	0 %

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Quick Ratio: Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

Sanford Research

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
\$1,493,534	\$2,625,240	\$2,445,129	1.68

Excess or Deficit for the Year:

Excess or (Deficit) Most recent fiscal year end	Excess or (Deficit) Prior fiscal year end
-\$11,924,775.80	-\$12,757,001.53

Notes:

The number reflects the fully allocated corporate/overhead expenses for Sanford Research. The deficit is representative of Sanford Health's investment in research.

VIII. Application submission check list:

	<u>Submit FOUR (4) Copies: 1 ORIGINAL (WITH ORIGINAL SIGNATURES) and 3 copies, collated and stapled together of the following:</u>		<u>Submit ONE (1) Copy:</u>
x	Completed Grant Application Form (cover sheet, narrative (3 pages maximum), budget and sources of funding, financial analysis page	x	A copy of your current 501(c)(3) letter from the IRS
x	A list of your Board members and their affiliations	x	A copy of your most recent year-end financial statements (audited if available; double-sided)
x	Your current operating budget and the previous year's actual expenses	x	A copy of your most recent 990 (double-sided)
x	Part IX only of the 990 form, Statement of Functional Expenses (one page). If you completed a 990-EZ, fill out the attached Part IX, Functional Expenses of the 990 form using figures from your 990-EZ		
x	For past grantees, a copy of your most recent final report.		

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2014-2015**

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Sanford Research
STATEMENT OF REVENUES AND EXPENSES
(In thousands)

	FY 2015 Budget
	<u> </u>
Gross Patient Revenue	\$ -
Bad Debt	-
Charity Adjustment	-
Contractual Adjustments	-
	<u> </u>
Net Patient Revenue	<u>\$ -</u>
Sanford Initiative Invest Income	-
Contributions Received	0
Net Assets Released	4,267
Other Revenue	18,739
	<u> </u>
Total Revenue	<u>\$ 23,006</u>
Operating Expenses	
Physician Salaries	\$ -
Physician Benefits	51
Employee Salaries	14,764
Employee Benefits	3,407
Pharmaceuticals	203
Supplies	2,918
Utilities	2,580
Purchased Services	4,711
Purchased Services - System	2,841
Purchased Services - Corp	-
Other	1,114
Depreciation & Amortization	2,081
Interest Expense	-
	<u> </u>
Total Operating Expenses	<u>\$ 34,671</u>
Income/(Loss) from Operations	<u>\$ (11,666)</u>
Non-Operating Revenue(Expense)	\$ 3
	<u> </u>
Revenue Over Expense	<u><u>\$ (11,662)</u></u>

Balance Sheet

GL292 Date 03/10/15
Time 16:09

Company 800 - RESEARCH
Balance Sheet
For Period 8 Ending February 28, 2015

USD

Fiscal Year 2015

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Consolidated

RESEARCH

Consolidated

Account Nbr	Description	Current Year	Previous Year	Change	Percent
ASSETS	ASSETS				
CURR ASSETS	CURRENT ASSETS				
CASH	CASH	1,493,534.59	1,535,515.69	41,981.10-	2.7-
111200-0000	CHECKING-OPERATING				
	Total CASH	1,493,534.59	1,535,515.69	41,981.10-	2.7-
STI	SHORT TERM INVESTMENTS				
	Total SHORT TERM INVESTMENTS	0.00	0.00	0.00	
DEBT SERVICE	DEBT SERVICE				
	Total DEBT SERVICE	0.00	0.00	0.00	
A/R	A/R				
114400-0000	A/R-OTHER	1,079.68	2,741.39	1,661.71-	60.6-
114479-0000	A/R-FINANCE BILLING	2,624,160.13	2,358,569.71	265,590.42	11.3
	Total A/R	2,625,239.81	2,361,311.10	263,928.71	11.2
A/R ALLOW	ALLOW				
	Total ALLOW	0.00	0.00	0.00	
INVENTORIES	INVENTORY				
	Total INVENTORY	0.00	0.00	0.00	
PREPAID EXP	PREPAID EXPENSES AND OTHER ASSETS				
116100-0000	PREPAID EXPENSES	7,553.39-	37,680.38	45,233.77-	120.0-
116105-0000	PREPAID EXP-ENHANCED BENEFITS	13,325.91	3,858.29	9,467.62	245.4
	Total PREPAID EXPENSES	5,772.52	41,538.67	35,766.15-	86.1-
OT CUR ASSET	OTHER CURRENT ASSETS				
	Total OTHER CURRENT ASSETS	0.00	0.00	0.00	
AMUIL	Total CURRENT ASSETS	4,124,546.92	3,938,365.46	186,181.46	4.7
BDI	ASSETS WHOSE USE IS LIMITED BDI				
	Total BDI	0.00	0.00	0.00	
HLD BY TRUST	HELD BY TRUSTEE				
	Total HELD BY TRUSTEE	0.00	0.00	0.00	
REST FUNDS	RESTRICTED FUNDS				
	Total RESTRICTED FUNDS	0.00	0.00	0.00	
DEFERR COMP	DEFERRED FUNDS				
	Total DEFERRED COMP	0.00	0.00	0.00	
BEN INTEREST	BENEFICIAL INTEREST				
	Total BENEFICIAL INTEREST	0.00	0.00	0.00	

Balance Sheet

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Company 800 - RESEARCH
Balance Sheet
For Period 8 Ending February 28, 2015

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Fiscal Year 2015

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Consolidated

RESEARCH

Consolidated

Account Mbr Description

Current Year

Previous Year

Change Percent

Account Mbr	Description	Current Year	Previous Year	Change	Percent
Total ASSETS WHOSE USE IS LIMI					
PPE NET	PROPERTY	0.00	0.00	0.00	
151400-0000	PROPERTY PLANT & EQUIPMENT	4,426,831.60	4,137,415.33	289,416.27	7.0
151600-0000	LEASEHOLD IMPROVEMENTS	11,254,672.63	10,449,772.12	804,900.51	7.7
151700-0000	MAJOR MOVABLE EQUIPMENT	144,017.80	151,678.49	(7,660.69)	(5.1)
151800-0000	COMPUTER EQUIPMENT	96,210.99	96,210.99	0.00	
151999-0000	VEHICLES	0.00	112,100.00	(112,100.00)	(100.0)
	FIXED ASSET CLEARING	0.00	112,100.00	(112,100.00)	(100.0)
	Total ASSETS WHOSE USE IS LIMI	15,921,733.02	14,947,176.93	974,556.09	6.5
Total PROPERTY PLANT & EQUIPME					
ACCUM DEPR	ACCUM DEPR	1,141,527.57	836,824.86	304,702.71	36.4
153400-0000	ACCUM DEPR-LEASEHOLD IMPROV	6,746,122.06	5,065,984.58	1,680,137.48	33.2
153600-0000	ACCUM DEPR-MOVABLE EQUIP	156,836.49	164,497.18	(7,660.69)	(4.7)
153700-0000	ACCUM DEPR-COMPUTERS	77,018.02	67,108.88	9,909.14	14.8
153800-0000	ACCUM DEPR-VEHICLES	0.00	112,100.00	(112,100.00)	(100.0)
	Total ACCUM DEPR	8,121,504.14	6,134,415.50	1,987,088.64	32.4
CIP	CIP	0.00	39.08	(39.08)	(100.0)
155102-0000	CIP-IT CAPITAL	0.00	39.08	(39.08)	(100.0)
	Total CIP	0.00	39.08	(39.08)	(100.0)
Total PROPERTY					
OTH ASSETS	OTHER ASSETS	7,800,228.88	8,812,800.51	(1,012,571.63)	(11.5)
170555-0000	NOTE REC-EMPLOYEE	0.00	145,644.00	(145,644.00)	(100.0)
170560-0000	ALLOW-EMPLOYEE LOAN FORGIVENESS	0.00	139,808.44	(139,808.44)	(100.0)
	Total OTHER ASSETS	0.00	5,835.56	(5,835.56)	(100.0)
	Total ASSETS	11,924,775.80	12,757,001.53	(832,225.73)	(6.5)
Total LIABILITIES & NET ASSETS					
LIABILITIES	LIABILITIES	68,786.35	4,950.00	64,836.35	1303.4
210200-0000	CURR LIAB	0.00	4,950.00	(4,950.00)	(100.0)
210203-0000	A/P	629,683.18	666,441.17	(36,757.99)	(5.5)
210220-0000	A/P-RECEIVED NOT INVOICED	59,970.82	44,564.21	15,406.61	34.6
210225-0000	A/P-OTHER	129,654.70	182,038.00	(52,383.30)	(28.8)
210400-0000	HEALTH INSURANCE PREMIUMS	203,417.00	218,131.00	(14,714.00)	(6.7)
210405-0000	ACCRUED PAYROLL	0.00	32,000.00	(32,000.00)	(100.0)
210410-0000	ACCRUED BONDS	0.00	47,613.52	(47,613.52)	(100.0)
210415-0000	FEDERAL WH PAYABLE	76,375.62	76,617.33	(241.71)	(0.3)
210420-0000	FICA WH PAYABLE	0.00	212.00	(212.00)	(100.0)
210422-0000	IOWA INCOME TAX PAYABLE	840.00	0.00	840.00	100.0
210425-0000	STATE WH PAYABLE	0.00	421.00	(421.00)	(100.0)
210500-0000	MN INCOME TAX PAYABLE	811,746.72	842,197.71	(30,450.99)	(3.6)
210600-0000	ACCRUED PTO	42,453.88	37,480.60	4,973.28	13.3
210904-0000	ACCRUED PENSION	0.00	393.98	(393.98)	(100.0)
	DENTAL INSURANCE PAYABLE	0.00	393.98	(393.98)	(100.0)

Balance Sheet

GL292 Date 03/10/15
Time 16:09

Company 800 - RESEARCH
Balance Sheet
For Period 8 Ending February 28, 2015

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Fiscal Year 2015

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Account Nbr	Description	Current Year	Previous Year	Change	Percent
Consolidated					
RESEARCH					
Consolidated					
CURR LIAB	CURRENT LIABILITIES				
210918-0000	FLEXIBLE SPENDING PAYABLE	6,293.74-	9,464.31-	3,170.57	33.5-
210920-0000	FOUNDATION PAYABLE	0.00	202.50-	202.50	100.0-
210922-0000	GARNISHMENTS PAYABLE	92.31-	714.24-	621.93	87.1-
210923-0000	EXECUTIVE LIFE DEDUCTIONS	6,880.41-	10,689.14-	3,808.73	35.6-
210924-0000	MISC PAYROLL DEDUCTION	2,538.61-	1,940.00-	598.61-	30.9
210926-0000	PAYROLL PREMIUM DEDUCTION	931.76-	902.68-	29.08-	3.2
210930-0000	VISION PLAN PAYABLE	0.00	536.29-	536.29	100.0-
210934-0000	DEFERRED GRANT REVENUE	356,504.53-	131,517.04-	224,987.49-	171.1
210936-0000	DEFERRED REVENUE - OTHER	114,202.49-	63,413.65-	50,788.84-	80.1
210956-0000	ACCRUED AUDIT AND LEGAL	0.00	8,740.38-	8,740.38-	100.0-
210966-0000	INSURANCE DEDUCTIBLE DEPOSITS	73.02-	2,999.30-	2,926.28	97.6-
210988-0000	INC PROT AND LTD PAYABLE	7,196.33-	3,536.33-	3,660.00-	103.5
211000-0000	A/P-INTERCOMPANY	0.00	4,348,375.45-	4,348,375.45	100.0-
DEFERR COMP	Total CURRENT LIABILITIES DEFERRED COMP	2,445,129.33-	6,718,103.50-	4,272,974.17	63.6-
MIN PEN LIAB	Total DEFERRED COMP ADDTL MINIMUM PENSION LIABILITY	0.00	0.00	0.00	
OTH LT LIAB	Total ADDTL MINIMUM PENSION LI OTHER LONG TERM LIABILITIES	0.00	0.00	0.00	
	Total OTHER LONG TERM LIABILITY	0.00	0.00	0.00	
NET ASSETS	Total LIABILITIES	2,445,129.33-	6,718,103.50-	4,272,974.17	63.6-
UN NET ASSET	NET ASSETS				
310000-0000	UNRESTRICTED NET ASSETS	8,438,362.02-	21,856,830.87	30,295,192.89-	138.6-
311000-0000	UNRESTRICTED NET ASSETS	7,783,533.57	7,880,771.10	97,237.53-	1.2-
312000-0000	UNDISTRIBUTED RETAINED EARNINGS NET ASSET TRANSFERS	8,824,818.02-	35,776,500.00-	26,951,681.98	75.3-
TR NET ASSET	Total UNRESTRICTED NET ASSETS TEMP RESTRICTED NET ASSETS	9,479,646.47-	6,038,898.03-	3,440,748.44-	57.0
PR NET ASSET	Total TEMP RESTRICTED NET ASSE PERM RESTRICTED NET ASSETS	0.00	0.00	0.00	
ERR SUSPENSE	Total PERM RESTRICTED NET ASSE ERROR SUSPENSE	0.00	0.00	0.00	
	Total ERROR SUSPENSE	0.00	0.00	0.00	
	Total NET ASSETS	9,479,646.47-	6,038,898.03-	3,440,748.44-	57.0
	Total LIABILITIES & NET ASSETS	11,924,775.80-	12,757,001.53-	832,225.73	6.5-

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response to any question in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the United States. See Part IV, line 21	19,010,601.	19,010,601.		
2 Grants and other assistance to individuals in the United States. See Part IV, line 22				
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	26,480,739.		26,480,739.	
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	340,517.		340,517.	
7 Other salaries and wages	1,485,421,805.	1,357,444,532.	127,931,493.	45,780.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	63,777,615.	58,076,067.	5,699,633.	1,915.
9 Other employee benefits	164,018,077.	138,112,660.	25,893,335.	12,082.
10 Payroll taxes	89,339,887.	79,588,305.	9,747,570.	4,012.
11 Fees for services (non-employees):				
a Management	39,229.		39,229.	
b Legal	2,484,651.		2,484,651.	
c Accounting	1,017,983.	3,784.	1,014,199.	
d Lobbying	949,688.		949,688.	
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	179,635,929.	154,151,472.	25,438,210.	46,247.
12 Advertising and promotion	18,155,978.	12,427,948.	5,725,395.	2,635.
13 Office expenses	71,881,194.	60,224,604.	11,655,685.	905.
14 Information technology	46,992,520.	17,810,410.	29,182,110.	
15 Royalties				
16 Occupancy	72,302,047.	56,800,343.	15,501,704.	
17 Travel	13,058,943.	10,628,134.	2,427,027.	3,782.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	6,838,577.	5,301,302.	1,524,259.	13,016.
20 Interest	31,443,650.	24,268,507.	7,175,143.	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	151,796,169.	96,266,181.	55,529,988.	
23 Insurance	12,121,168.	12,121,168.		
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a Medical Supplies	453,790,302.	450,894,301.	2,895,980.	21.
b Intercompany Purchases	285,691,742.	180,644,742.	105,047,000.	
c Bad Debt	127,334,197.	114,050,186.	13,284,011.	
d MinnesotaCare Tax	5,284,577.	5,284,577.		
e All other expenses	33,185,831.	21,569,196.	11,616,635.	
25 Total functional expenses. Add lines 1 through 24e	3,362,393,616.	2,874,679,020.	487,584,201.	130,395.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here if following SOP 98-2 (ASC 958-720)



S.L. Gimbel Foundation Fund Grant Evaluation Form

Grant Period:

Organization: Sanford PROMISE: Sanford Research

Contact Name: Liz McMillan

Title: Curriculum Education Coordinator

Phone Number: 605.312.6417

Grant Period: Nov 2012-Dec 2014

Award Amount: \$24 768

Grant Number: #2012872

- Describe the project's key outcomes and results based on your goals and objectives. Provide the number of clients served and other relevant statistics.

Starting in late fall 2012 we were thrilled to offer the opportunity for schools in our region (South Dakota, Western Minnesota, Northern Iowa & Nebraska) the opportunity to visit the Sanford Research facility and the Sanford PROMISE Community Laboratory to conduct hands-on, health-based science activities and to learn about what it looks like and what it takes to be a scientist.

Our objectives were to make the Sanford PROMISE program and opportunities associated more accessible to our rural and Native American youth. The Program for the Midwest Initiative in Science Exploration (PROMISE) had been around for 1.5 years when the Community Foundation recognized the work and dedication we have to providing authentic experiences to stimulate & motivate students to pursue STEM careers. Through the Sanford PROMISE students can participate in science on and off-site, but it is our goal to allow students to really see what the environment and atmosphere of a research facility is really like to create a desire to achieve and possibly lead to work in such a place. A common answer from administration when receiving requests from parents, teachers, and students to allow them to participate was a funding situation associated with the travel. Through this grant mechanism we sought to remove the travel cost barrier.

Initially, we directed our communication of the grant to specific groups of schools the Sanford PROMISE had already developed relationships with. We decided early that it was important to make sure that everyone in our region had access to the opportunity regardless of whether we'd had prior engagements. By using a SD Department of Education email listserv, sending letters to all schools in SD, looking up information for schools in western MN and Northern IA and NE, and communicating at conferences at with stakeholders that we were interested in engaging students who might not otherwise have the opportunity to visit a scientific research facility.

Experience from the first year of the project demonstrated that 1. Although funding is often the spark that creates the opportunity for schools to have an experience with students at Sanford Research, many found that reimbursement of the costs were not necessary upon analysis of budgets, and 2. There was a delay in finding out about the opportunity and scheduling a visit. In year 2 of the project, many schools and programs were familiar with funding options and even requested funds as a direct tie to their attendance. Throughout the two-year project, we directly reached 1164 students and 102 teachers as a result of this funding mechanism.

Some clear patterns in the responses of students, their teachers, and our scientist participants arose in feedback after visits. Below are a few direct quotes from a presenter, student, and teachers regarding a student group visit:

- "A student came up to me and said that this was the best day ever! An hour later I walked by their group and they were still talking about our presentation." (Sanford Research Scientist, Presenter – Discovery Day)
- "The presenter was obviously excited about what they do for a living" (Student)
- "They (students) enjoyed the interactivity with the professionals and were amazed they would take time for the students." (Teacher)
- "The students had a wonderful time. Many of them talked about what an eye-opening experience. They had no idea so many opportunities were available in the field of science." (Teacher)
- "I work with alternative school students. They did not stop talking about the genetics experiments or the polymer demonstrations that were also added." (Teacher)
- "It was an experience that has influenced students to want to learn science. I have had students take a complete turn-around in their studies due to this experience. Students from all levels now have a desire to want to learn more and apply their knowledge in a scientific manner. During classroom discussions and in labs I can see a difference." (Teacher)

Some of the student survey results* demonstrated that:

- 100% of them "became familiar with new materials and equipment."
- 96% of students thought science will have a role in their future.
- 93% of students thought that "understanding science helps me understand myself and my health."
- 73% of students said that they "gained a greater understanding of the applications of science, math, or technology in everyday life."
- The portion of students *very* interested in careers in biomedical research rose from 21% to 45%.

*Note: due to participation in single group versus event participation, *all* questions were not asked to *all* student visitors and some visitors were not represented in the survey results due to lack of survey participation.

In meeting our objective we set out to introduce teachers in the region to specific techniques and activities that exemplify biomedical science that they could utilize with student in their classrooms. Through the two summer educator workshops we were able to share expertise and resources with regional educators. In each summer, the S.L. Gimbel Foundation Funds were able to support travel and personal meal expenses for 5 teachers, totaling 10 educators with new experience in biomedical science and techniques such as bacterial transformation, DNA electrophoresis, and protein biochemistry. Educators in attendance at the workshop ranged from 4th-12th grade, although most were high school teachers. Some of their open comment responses are included below:

- I hope to continue to work with Liz and Sanford promise to increase my confidence of science and bring learning opportunities to my students.
- We'd love to also plan some site visits, but that option is questionable due to transportation funding and the size of the groups if limited funding were an option. We have about 125 students (on average - several in the 130s) per grade level. Thank you for a stimulating week and for making connections with students and staff in this field.
- Thank you for this wonderful opportunity. Liz and her colleagues have made available resources and learning that can be incorporated in the classroom. My students will definitely benefit from the opportunities provided through the Promise Program.

In addition to these comments, the teachers each had the opportunity to develop their own lesson plan and 100% of them responded that they would use at least one of the PROMISE designed activities in their classrooms in the next year. The presentations from scientists, technicians, and summer students were very well received. They really appreciated the connections directly to research going on in their own communities.

In addition to the 1164 students we were able to directly work with as a result of this funding opportunity, there are many students who will be indirectly impacted as a result of their teachers taking the workshop(s) or attending a visit with another classroom. Of the teachers that attended the workshop, they work with an average of 67 students each year, this would translate to over 650 additional students impacted annually as a result of their teacher's participation.

- What were the challenges and obstacles you encountered (if any) in attaining your goals & objectives? How did you overcome and/or address the challenges and obstacles? What were the lessons learned?

As mentioned in our year one extension report, the early challenge was awareness, both the awareness of the PROMISE programs and the opportunities and the awareness of the funding option for travel, meals, and substitutes. Two challenges arose in the year after the first annual report; First, was the expectation that funding would be available going forward; Second, that expecting increased engagement in other PROMISE and related programs as a result of their visit to Research was not always the case.

In addressing the first challenge, we have asked some of the visiting schools about future visits and whether the funding is necessary to ensure their ability to offer this option to students. Various responses range from approximately 15% saying that they will be able to visit regardless of funding, 45% saying that funding is very helpful in making the case to administration allowing the visit, and 40% saying that all or part funding is essential to enable them to attend programs and visit Sanford Research. While this is a challenge for the schools and for sustainability it does make us realize that coming up with strategies to provide resources for schools and students is vital to ensuring these students have access to opportunities and professionals in fields they are or may be interested in pursuing. We have been working to address this challenge by communicating the obvious need (as demonstrated by the results of the question posed to groups who received this opportunity) with various stakeholders and possible funding opportunities and will continue to seek funding to offset expenses for schools and teachers.

The second challenge is more closely tied to anticipated outcomes of the project. We expected that by having schools, students, teachers, and in some cases administration, on-site, they would become more engaged in other components of the Sanford PROMISE and partner programs, such as state science fairs, the It's All About Science Festival, other state and regional math and science teacher conferences, and others. In several cases, attendees at the workshop have become much more engaged in other activities, for example 4 of the teachers who attended the summer workshop also brought students to one or more events at Sanford Research, 2 of the groups visiting also connected with other partners for future involvement. While many teachers who attend with a group visit anticipate additional connections and demonstrate interest in participating in additional programs, several of those who visit multiple times are come through the same "type" of visit (new school year, new visit, but same program/expectations).

To increase the continued engagement of these teachers and their students PROMISE has worked on a couple of solutions.

1. In future applications for funding, the structure of the funding will require teachers to make a specific commitment for continued participation. For example, to earn funding options for the classroom, the teacher must participate in summer training or create a relationship with a specific scientist or project that will be continued upon return school.
2. We are looking at the option to "certify" educators connected to the PROMISE program. We are developing a set of expectations for participation (training, equipment/activity use, school visits, electronic engagement, etc.) that will allow a renewable "certification" in Sanford biomedical science expertise (title yet to be determined) that they can share with administration and their home communities to demonstrate and highlight their partnership with Sanford PROMISE.

By ensuring continued relationships with educators we can ensure that all students in the region have access to the high tech, high touch activities and equipment, and real-world, relevant career development.

- Describe any unintended positive outcomes as a result of the efforts supported by this grant.

First, travel and hotel reimbursements for the educator enrichment workshop did an excellent job enhancing and creating a continued partnership between teachers and the Sanford PROMISE program. Teachers who attended the workshop were the most likely to respond to requests for information, information on other events and programs, and were also the most likely to recommend the experiences to students and other colleagues. Those who received funding were validated for donating their time and it minimized any out of pocket expenses for travel, enabling some of the to attend.

Second, by working with middle school students in addition to our programs initial target of high school students our team and our organization have realized the need to work with more of this age group. It seems for the responses and the experiences that these middle level (5th-9th grade) students are at a time in their academic careers where they are really starting to make personal connections to jobs and their personal plans for their future. By having an impact with them at this formative stage, we have learned that we can open their eyes to new options in science and health care, and also influence some of their lifelong behaviors and attitudes towards science and research. A great example of this mentality was a group of students who engaged in a candid discussion about smoking and its effect on their lungs and the associated issues with family members as a result of their hands-on experience with a healthy and a “smokers” swine lung demonstration and determination of their lung capacity. Another example is the group of students who began asking additional questions about the healthfulness of sports drinks and other beverages after evaluating the vitamin c content and discussing “electrolytes” during their visit. The outcomes with students and careers were our anticipated outcomes, considering that their experiences might lead to changes in their current or future lifestyles was an unintended positive outcome of these efforts.

- Describe the overall effect this grant has had on your organization.

This grant has had 3 positive impacts on our organization:

1. Making connections with rural youth throughout the state has been of primary benefit for our program, for Sanford Research, and for our scientists. Sharing their passion for their own careers and providing access to rural youth who, like many of them, may not otherwise have heard of these types of careers until they were late in college empowers them to be a connected part of the organization and the South Dakota community.
2. Specific relationships developed with some of the schools, districts, and educators as part of this project have had direct results for scientists who work within these communities for their research projects. This is of specific importance in working with native communities. Historically, the relationship between research and native communities has been complex, at best. The best way to promote health and research in these communities is through specific, well-developed, long standing relationships with individuals in the community and by sharing the good research that has been done and is still going on today. In this case, by developing a relationship that extends beyond research-participant, we have created partnerships that include more than just activities. These relationships allow Sanford Research to talk about education needs and goals, research needs and goals, and to look to future endeavors as partners.
3. Increasing awareness within the organization of the need to work with rural schools and students as many of them have the ability and desire to become future employees, increasing the pool of possible workforce and the necessity for travel assistance to provide the Sanford PROMISE opportunities. Although we continue to

provide these experiences at no cost to schools, the travel and meal costs demonstrated by this grant opportunity average approximately \$25/student/visit. With tight school budgets and without expecting students/families to cover expenses, there must be some additional support schools can receive to cover these expenses. This concept has and will continue to be shared with our Research and Development, Initiatives, Grants, and Public Affairs departments as well as the Sanford Health Foundation to seek alternative funding options for these schools.

- Tell us a few success stories that made an impact on your organization and/or community as a result of this grant.

In the mid-term report, we highlighted the Marty Indian School student visitors from the Yankton Sioux Reservation. In the second school year of the grant, 6th, 7th, and 8th grade students from Marty Indian School had the opportunity to visit. In the fall of 2014, they were again, one of the first groups to contact Sanford PROMISE about a fall visit, and were as a result the last group we saw through the S.L. Gimbel Foundation funds. This is a very important relationship we have developed as a direct result of the grant mechanism. We have been invited to participate in 2 family night events and the teachers with whom we've created a specific relationship are willing and able to advocate on our behalf with other leaders in the community. Having support from within the community will benefit several of the research projects we have occurring within the Yankton Sioux Reservation. Below is an email from the teacher who scheduled 4 visits utilizing this project:

"To Whom it May Concern,

I have visited Sanford Laboratories with many students over the past few years. It is a very priceless experience for my students to see research performed by the scientists at Sanford.

The students also enjoy the hands on labs that they have been a part of such as: DNA extraction, chromatography, and protein synthesis. The students get to use equipment used by scientists which would not happen anywhere else, especially most school settings. The students enjoy meeting people in the research field and they are exposed to other Native Americans that have chosen a career at Sanford. The students also enjoy being fed and interacting with people outside of their communities.

As a science teacher, I love to be able to expose them to new things, people, and concepts. You know its good for the students, when they ask to go back:)

Thanks for the experience and I truly hope this type of funding continues so that students can have this type of experience for years to come.

Sincerely,

Frances Bullshoe

Marty Indian School

Middle School Science Teacher"

Another biology teacher, who formerly worked for an area biomedical research institution, recently wrote about her experience taking students to the lab (once each year for 2 years). In this particular case she also became an equipment user without taking the summer workshop as the techniques were familiar to her, the equipment was not available in her classroom.

"I have found that students are given a great opportunity to see things that they may never see in their lives. Schools in the country have a great disadvantage due to funding.

Having a place where they can see where discoveries are made helps them have a visual and a better understanding. My students come back and tell the underclassmen about their experience. It's something the students look forward to."

Another teacher reflected on the experience she was able to provide for her HOSA Future Health Professionals group, they had the opportunity to visit the Sanford Hospital as part of their trip to Sioux Falls in February of 2014:.

“For the MCTEA HOSA Chapter, one of the highlights of the 2013-14 year was having the opportunity to come to Sioux Falls and visit both the Sanford Hospital and the Sanford Research Center. Without the travel money, we would not have been able to do this. Our chapter is new and we just don't have the funds built up to where we are able to pay for the bussing required for experiences like this. We have most of the equipment here to do the labs but it just isn't the same as seeing actual scientists using tools and techniques in a real research setting. I also know that the students also appreciated getting to see the hospital with actual patients being treated and getting a chance to talk to the staff. For many members, seeing the Life Flight helicopter was great. Our chapter will not be doing it again this year because we simply don't have the funds to pay for bussing, otherwise we'd be all over that!”

Through the semi-annual Science Discovery Days program (<http://www.sanfordresearch.org/education/k12students/sciencediscoveryday/>) we invite approximately 300 students twice a year to directly interact with STEM industry representatives and Sanford Research scientists. In the first two years of the program we struggled to bring students from a distance (cited barriers included time for travel and costs). After opening this opportunity to mileage reimbursement via the S.L. Gimbel Foundation Grant we were able to bring several groups to the spring and fall 2013 and the spring 2014 programs. The fall 2014 program demonstrated success of the grant in initiating attendance as 7 schools attending previous events and requested reimbursement also attended this fall program without the opportunity for reimbursement. See attached letter from one of the educators from West Central High School who wrote about his experience as a result of the grant dollars. Another teacher from a private school wrote:

“My students thoroughly enjoyed Science Discovery Day. Their eyes were opened to all the different health related fields that are out there. They also enjoyed being able to use the technology, hands-on, and they wouldn't have had that opportunity at school. The funding helped get the OK to go on the trip for the day. Our school would probably OK it either way, because they found it so beneficial, but being a private school any funding we can get is a HUGE bonus! We hope to be able to go again next year!”

demonstrating both the success of the visit and an example of a school who utilized the funding to make an initial request and will likely return without the need for funding.

Another impact of the opportunities the S.L. Gimbel Funding opportunity has provided is with our scientists. One example is Dr. Kristi Eglund of our Cancer Biology Research Group. As a young breast cancer scientist Kristi is good at giving presentations to colleagues but was not as comfortable communicating her research with young people and the community. Through her participation in Science Discovery Days, work with the Educator Enrichment workshop, and a few of the Gimbel visits in addition to working with Liz and the PROMISE team, Dr. Eglund has grown to be one of Sanford Research's best communicators. She has given community lectures during Breast Cancer Awareness Month 2013, presented to students and teachers, and as a result of the 2014 Ed Enrich Workshop has even been working with an area school to fulfill some of the goals of their STEM day programs. Her growth, commitment to, and success working with students has been noticed by administration and her colleagues, which, in turn has made a few of them look into working with Sanford PROMISE to develop their own skills.

- Provide a financial report on the use of your grant funds (expenditures).

Expense Category	Total Dollars	Number Students Direct
School Reimbursements	\$14750.33	958*
Meals	\$5984.00	1164
School Overnight Expenses	\$1543.40	70
Ed Enrich Workshop	\$3661.59	NA

Reimbursements and Overnight Expenses		
Supplies	\$776.00	
Total	\$26715.32	1164
Sanford Supported Overage	\$1947.32	

*Schools that did not submit for reimbursement of mileage or substitute represent 206 students.

- ❖ Please send copies of publicity and other promotional materials.
- ❖ All variances or time extensions must be approved by The Community Foundation's Grant Committee. Please contact us at 951-684-4194, ext. 114 immediately if a variance or extension becomes necessary.

Please return the completed form to:

Celia Cudiamat, Executive Vice President of Grants & Programs
3700 Sixth St., Suite 200, Riverside, CA 92501 or fax to 951-684-1911
Or email to: ccudiamat@thecommunityfoundation.net



OGDEN UT 84201-0046

In reply refer to: 0423273795
Feb. 19, 2014 LTR 252C 0
46-0450378 000000 00
00006202
BODC: TE

SANFORD RESEARCH USD
2301 E 60TH ST N
SIOUX FALLS SD 57104-0569



019766

Taxpayer Identification Number: 46-0450378

Dear Taxpayer:

Thank you for the inquiry dated Nov. 07, 2013.

We have changed the name on your account as requested. The number shown above is valid for use on all tax documents.

If you need forms, schedules, or publications, you may get them by visiting the IRS website at www.irs.gov or by calling toll-free at 1-800-TAX-FORM (1-800-829-3676).

If you have any questions, please call us toll free at 1-877-829-5500.

If you prefer, you may write to us at the address shown at the top of the first page of this letter.

Whenever you write, please include this letter and, in the spaces below, give us your telephone number with the hours we can reach you. Also, you may want to keep a copy of this letter for your records.

Telephone Number () _____ Hours _____

Sincerely yours,

Sheila Bronson
Dept. Manager, Code & Edit/Entity 3

Enclosure(s):
Copy of this letter



November 7, 2013

Internal Revenue Service
Exempt Organizations Determinations
Room 4024
PO Box 2508
Cincinnati, OH 45201

RE: Sanford Research/USD (EIN: 46-0450378)

To whom it may concern,

Enclosed please find a copy of the Articles of Amendment filed with the South Dakota Secretary of State effective October 15, 2013 reflecting the name change of Sanford Research/USD to Sanford Research. Please change your records accordingly and provide me with written confirmation of this change.

Thank you for your attention regarding this matter. If you should have any questions, please contact Nicole Blanchard, Enterprise Tax Manager at 701-234-1029.

Sincerely,

A handwritten signature in black ink that reads "JoAnn Kunkel".

JoAnn Kunkel
Sanford Health
Chief Financial Officer

COPY

Internal Revenue Service
P.O. Box 2508
Cincinnati, OH 45201

Department of the Treasury

Date: **APR 04 2007**

Person to Contact:

Gregory Renier
ID# 31-07231

Toll Free Telephone Number:

877-829-5500

Employer Identification Number:

46-0450378

SANFORD RESEARCH-USD
1100 E 21ST ST STE 700
SIOUX FALLS SD 57105

Dear Sir or Madam:

This is in response to the amendments to your organization's Articles of Incorporation filed with the state on November 30, 2006. We have updated our records to reflect the name change from South Dakota Health Research Foundation to Sanford Research/USD.

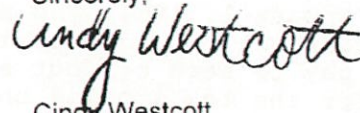
Our records indicate that a determination letter was issued in June 1999 that recognized you as exempt from Federal income tax. Our records further indicate that you are currently exempt under section 501(c)(3) of the Internal Revenue Code.

Our records also indicate you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section 509(a)(1) and 170(b)(1)(A)(iii).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely,



Cindy Westcott
Manager, Exempt Organizations
Determinations

INTERNAL REVENUE SERVICE
DISTRICT DIRECTOR
P.O. BOX 2508
COLUMBINATI, OH 45201

DEPARTMENT OF THE TREASURY

Date: JUN 2 1989

SOUTH DAKOTA HEALTH RESEARCH
FOUNDATION
1400 W 22ND ST
SIOUX FALLS, SD 57105

Employer Identification Number:
46-0450378
DLN:
17053062042039
Contact Person:
COLLEEN LAWSON ID# 75897
Contact Telephone Number:
(877) 829-5500
Accounting Period Ending:
June 30
Form 990 Required:
Yes
Addendum Applies:
No

Dear Applicant:

Based on information supplied, and assuming your operations will be as stated in your application for recognition of exemption, we have determined you are exempt from federal income tax under section 501(a) of the Internal Revenue Code as an organization described in section 501(c)(3).

We have further determined that you are not a private foundation within the meaning of section 509(a) of the Code, because you are an organization described in sections 509(a)(1) and 170(b)(1)(A)(iii).

If your sources of support, or your purposes, character, or method of operation change, please let us know so we can consider the effect of the change on your exempt status and foundation status. In the case of an amendment to your organizational document or bylaws, please send us a copy of the amended document or bylaws. Also, you should inform us of all changes in your name or address.

As of January 1, 1984, you are liable for taxes under the Federal Insurance Contributions Act (social security taxes) on remuneration of \$100 or more you pay to each of your employees during a calendar year. You are not liable for the tax imposed under the Federal Unemployment Tax Act (FUTA).

Since you are not a private foundation, you are not subject to the excise taxes under Chapter 42 of the Code. However, if you are involved in an excess benefit transaction, that transaction might be subject to the excise taxes of section 4958. Additionally, you are not automatically exempt from other federal excise taxes. If you have any questions about excise, employment, or other federal taxes, please contact your key district office.

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for federal estate and gift tax purposes if they meet the applicable provisions of Code sections 2055, 2106, and 2522.

Contribution deductions are allowable to donors only to the extent that their contributions are gifts, with no consideration received. Ticket purchases and similar payments in conjunction with fundraising events may not

Letter 947 (DO/CG)

SOUTH DAKOTA HEALTH RESEARCH

necessarily qualify as deductible contributions, depending on the circumstances. See Revenue Ruling 67-246, published in Cumulative Bulletin 1967-2, on page 104, which sets forth guidelines regarding the deductibility, as charitable contributions, of payments made by taxpayers for admission to or other participation in fundraising activities for charity.

In the heading of this letter we have indicated whether you must file Form 990, Return of Organization Exempt From Income Tax. If Yes is indicated, you are required to file Form 990 only if your gross receipts each year are normally more than \$25,000. However, if you receive a Form 990 package in the mail, please file the return even if you do not exceed the gross receipts test. If you are not required to file, simply attach the label provided, check the box in the heading to indicate that your annual gross receipts are normally \$25,000 or less, and sign the return.

If a return is required, it must be filed by the 15th day of the fifth month after the end of your annual accounting period. A penalty of \$20 a day is charged when a return is filed late, unless there is reasonable cause for the delay. However, the maximum penalty charged cannot exceed \$10,000 or 5 percent of your gross receipts for the year, whichever is less. For organizations with gross receipts exceeding \$1,000,000 in any year, the penalty is \$100 per day per return, unless there is reasonable cause for the delay. The maximum penalty for an organization with gross receipts exceeding \$1,000,000 shall not exceed \$50,000. This penalty may also be charged if a return is not complete, so be sure your return is complete before you file it.

The law requires you to make your annual return available for public inspection without charge for three years after the due date of the return. You are also required to make available for public inspection a copy of your exemption application, any supporting documents and this exemption letter to any individual who requests such documents in person or in writing. You can charge only a reasonable fee for reproduction and actual postage costs for the copied materials. The law does not require you to provide copies of public inspection documents that are made widely available, such as by posting them on the Internet (World Wide Web). You may be liable for a penalty of \$20 a day for each day you do not make these documents available for public inspection (up to a maximum of \$10,000 in the case of an annual return).

You are not required to file federal income tax returns unless you are subject to the tax on unrelated business income under section 511 of the Code. If you are subject to this tax, you must file an income tax return on Form 990-T, Exempt Organization Business Income Tax Return. In this letter we are not determining whether any of your present or proposed activities are unrelated trade or business as defined in section 513 of the Code.

You need an employer identification number even if you have no employees. If an employer identification number was not entered on your application, a number will be assigned to you and you will be advised of it. Please use that number on all returns you file and in all correspondence with the Internal Revenue Service.

SOUTH DAKOTA HEALTH RESEARCH

If we have indicated in the heading of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

Because this letter could help resolve any questions about your exempt status and foundation status, you should keep it in your permanent records.

We have sent a copy of this letter to your representative as indicated in your power of attorney.

If you have any questions, please contact the person whose name and telephone number are shown in the heading of this letter.

Sincerely yours,

Ladd Eltes Jr.

District Director



The Community Foundation

Strengthening Inland Southern California through Philanthropy

S. L. Gimbel Foundation Fund

July 21, 2015

BOARD OF DIRECTORS

Philip Savage IV
Chair of the Board

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Vice Chair of the Board

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D. Matthew Pim

Teresa Rhyne

Dr. Henry Shannon

Tamara Sipos

Beverly Stephenson

Randall Tagami

Diane Valenzuela

Dr. Jonathan Lorenzo Yorba
President and CEO

Dr. David Pearce
President
Sanford Research / USD
2301 East 60th Street North
Sioux Falls, SD 57104-0569

Dear Dr. Pearce:

Congratulations! A grant has been approved for **Sanford Research / USD** in the amount of **\$25,000** from the S.L. Gimbel Foundation. The **performance period for this grant is August 1, 2015 to July 31, 2016**. Additional funding beyond the performance period is not guaranteed. It is highly recommended that alternative funding sources be sought accordingly. The grant is to support the following as specified in your proposal:

PROMISE Community Learning Lab: Enable rural South Dakota high school students and educators increased opportunities for exposure to biomedical research and STEM education by utilizing hands-on inquiry based science activities.

This grant is subject to the terms outlined in the enclosed Grant Agreement. After you have reviewed the terms and conditions of the Grant Agreement, please sign and date the enclosed copy and return the original copy to The Community Foundation within the next two weeks. Please retain a copy of the signed agreement for your records. Funds will be released upon receipt of the signed Grant Agreement.

A condition of this grant is that you agree to submit the Grant Evaluation Form which includes a narrative report and fiscal report. The **Grant Evaluation is due by August 15, 2016** and a copy will be available online.

We wish you great success and look forward to working with you during the grant performance period.

If you have any questions, please call me at 951-684-4192 ext. 114 or email me at ccudiamat@thecommunityfoundation.net.

Sincerely,

Celia Cudiamat
Executive Vice President of Programs

19036 Sanford Research / USD

20150526

GIMBEL



Confirmed in Compliance
with National Standards for
U.S. Community Foundations

2015 S.L. Gimbel Foundation Fund

Grant Agreement

Organization: Sanford Research / USD

Grant Amount: \$ 25,000 **Grant Number:** 20150526

Grant Period: August 1, 2015 to July 31, 2016 (Evaluations due by August 15, 2016)

Purpose: PROMISE Community Learning Lab: Enable rural South Dakota high school students and educators increased opportunities for exposure to biomedical research and STEM education by utilizing hands-on inquiry based science activities.

1. Use of Grant Funds

Grant funds must be expended within the grant period, for the purpose and objectives described in your grant proposal. Grant funds may not be expended for any other purpose without prior written approval by The Community Foundation. If there are significant difficulties in making use of the funds as specified in your proposal, or if the grant funds cannot be spent within the grant period, notify us in writing promptly.

Formal requests for extensions or variances must be submitted to the Foundation's Board of Directors for approval a minimum of 60 days before the end of the grant period.

Requests for variances or extensions are reviewed on a case-by-case basis and approved by the Board of Directors. If a request is denied, unused funds must be immediately refunded to the Foundation.

2. Payment of Grant Funds

The grant funds will be paid in full by the Foundation upon receipt of the signed Grant Agreement. Challenge grant funds will be paid in full upon receipt of the signed Grant Agreement and upon receipt of documentation providing evidence that condition(s) of the challenge grant has/have been met.

3. Certification and Maintenance of Exempt Organization Status

This grant is specifically conditioned upon Grantee's status as an eligible grantee of The Community Foundation. The Foundation has obtained a copy of the Grantee's IRS determination letter. Grantee confirms that it has not had any change in its tax-exempt status, and shall notify the Foundation immediately of any such change.

4. Final Report and Records

The Grantee will submit the Grant Evaluation report per the deadline set forth in the award letter. This report includes a narrative on outcomes based on goals and objectives set forth in the grant proposal and an expenditure report documenting use of grant funds. If equipment was purchased, copies of receipts need to be included.

5. Grantee's Financial Responsibilities

Grantee will keep records of receipts and expenditures of grant funds and other supporting documentation related to the grant at least four (4) years after completion of the grant and will make such records of receipts, expenditures and supporting documentation available to the Foundation upon request.

6. Publicity

The Community Foundation recommends publicity for the grant and acknowledging The Community Foundation in internal correspondence, brochures as appropriate; newsletters, annual reports and email blasts or e-newsletters.

The credit line of "Made possible in part by a grant from the "S.L. Gimbel Foundation Advised Fund at The Community Foundation – Inland Southern California" is suggested. When your donors are listed in printed materials, include the S.L. Gimbel Foundation Advised Fund at The Community Foundation in the appropriate contribution size category. When publishing our name, please note the "The" at the beginning of our name is a legal part of our name. It should always be used and capitalized. Attaching our logo is also appreciated. Our logo can be downloaded from our website at www.thecommunityfoundation.net.

7. Indemnification

In the event that a claim of any kind is asserted against the Grantee or the Foundation related to or arising from the project funded by the Grant and a proceeding is brought against the Foundation by reason of such claim, the Grantee, upon written notice from the Foundation, shall, at the Grantee's expense, resist or defend such action or proceeding, at no cost to the Foundation, by counsel approved by the Foundation in writing.

Grantee hereby agrees, to the fullest extent permitted by law, to defend, indemnify, and hold harmless the Foundation, its offices, directors, employees, and agents, from and against any and all claims, liabilities, losses, and expenses (including reasonable attorneys' fees) directly, indirectly, wholly, or partially arising from or in connection with any act or omission by Grantee, its employees, or agents in applying for or accepting the Grant, in expending or applying the Grant funds or in carrying out any project or program supported by the Grant, except to the extent that such claims, liabilities, losses, and expenses arise from or in connection with any bad faith act or omission by the Foundation, its officers, directors, employees, or agent.

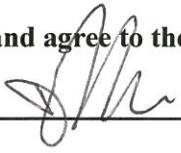
8. Termination

The Community Foundation may terminate this agreement, withhold payments, or both at any time, if, in the Community Foundation's judgment: a) The Community Foundation is not satisfied with the quality of the Grantee's progress toward achieving the project goals and objectives; b) the Grantee dissolves or fails to operate; c) the Grantee fails to comply with the terms and conditions of this agreement.

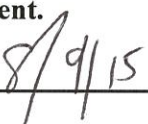
9. Limitation of Support

This Agreement contains the entire agreement between the parties with respect to the Grant and supersedes any previous oral or written understandings or agreements.


I have read and agree to the terms and conditions of the Grant Agreement.




Signature



Date

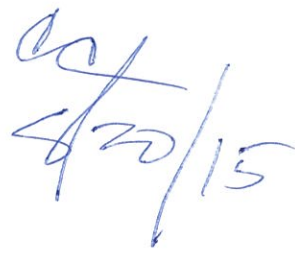


Printed Name



Title

Organization: 19036 Sanford Research / USD
Grant Number: 20150526





Strengthening Inland Southern California through Philanthropy

BOARD OF DIRECTORS

August 20, 2015

Philip Savage IV
Chair of the Board

Sean Varner
Vice Chair of the Board

Pat Spafford, CPA
Chief Financial Officer

Sergio Bohon
Secretary of the Board

Glenda Bayless

Dr. Paulette Brown-Hinds

Rabbi Hillel Cohn

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Immediate Past Board Chair

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Teresa Rhyne

Dr. Henry Shannon

Tamara Sipos

Beverly Stephenson

Randall Tagami

Diane Valenzuela

Dr. Jonathan Lorenzo Yorba
President and CEO

Dr. David Pearce
President
Sanford Research / USD
2301 East 60th Street North
Sioux Falls, SD 57104-0569

Dear Dr. Pearce:

The Community Foundation is pleased to enclose a grant check for **\$25,000** from the S. L. Gimbel Foundation, a component fund at The Community Foundation. By cashing the grant check, you are agreeing to the conditions stated under the *Terms of Grant* which you have signed and returned. The completed Grant Evaluation form is due by August 15, 2016 and will be available online on The Community Foundations website under Grants/Forms. Please note that any grant variances or extensions must be requested in writing and in advance. Any remaining grant funds must be returned to The Community Foundation at the end of the grant period.

We greatly appreciate any help you can give us in publicizing the grant. **Please use the following credit in any grant announcements or materials funded by the grant: "The (name of project/program) is supported by a grant from The S. L. Gimbel Foundation."** You may send copies of articles printed in local papers, stories in your agency newsletter, annual report, press releases, and other publications for our files.

If you have any questions, please contact me at 951-684-4194.

Sincerely,

Celia Cudiamat
Executive Vice President of Programs

20150526

39524

GIMB3



Confirmed in Compliance
with National Standards for
U.S. Community Foundations

3700 Sixth Street, Suite 200 ~ Riverside, California 92501
P: 951.241.7777 ~ F: 951.684.1911 ~ www.thecommunityfoundation.net

The Community Foundation
 Strengthening Inland Southern California through Philanthropy
 3700 SIXTH STREET, SUITE 200
 RIVERSIDE, CA 92501
 951-241-7777 / FAX 951-684-1911

CITIZENS BUSINESS BANK
 A Financial Services Company
 3695 Main Street, Riverside, CA 92501
 90-3414-1222

ESSENTIALSM Check Fraud Protection for Business

39524

PAY * Twenty-Five Thousand and no/100 *

TO THE ORDER OF

DATE

07/23/2015

AMOUNT

\$ *****25,000.00

Sanford Research / USD
 2301 East 60th Street North
 Sioux Falls, SD 57104-0569



Jonathan Lorenzo Yanez
Chris Andriamant
 AUTHORIZED SIGNATURE

Security features. Details on back.

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The Community Foundation

39524

19036 Sanford Research / USD 07/23/2015 039524

20150526	07/21/2015	PROMISE Community Learning Lab	25,000.00
GIMB	S.L. Gimbel Foundation Advised Fund		25,000.00

CHECK TOTAL: \$ *****25,000.00

The Community Foundation

39524

19036 Sanford Research / USD 07/23/2015 039524

20150526	07/21/2015	PROMISE Community Learning Lab	25,000.00
GIMB	S.L. Gimbel Foundation Advised Fund		25,000.00

CHECK TOTAL: \$ *****25,000.00