

QUARTERLY

Fourth Quarter 2020



A publication for Gift of Adoption Investor Board members. Please pass along to others who may be interested in this cause. Send comments and feedback to pdevereux@giftofadoption.org

1 2 3 4 news

Gift of Adoption provides grants to complete the adoptions of vulnerable children - giving them a permanent family and the chance to thrive

GOA Board Members, John Tilson and David Knight, leverage a business opportunity to help five children join forever homes.

Several Gift of Adoption board members recently leveraged their passion for the organization's mission to identify a unique, innovative way to provide for children in need while pursuing a mutually beneficial business opportunity.

Their transaction resulted in a donation of more than \$15,000 and can serve as a model for other Gift of Adoption supporters to help vulnerable children unite with their families.

David Knight is a Principal at Advocate Commercial Real Estate Advisors, a brokerage firm that connects prestige clients with premium commercial space. David serves on both the Illinois Chapter Board, as well as on the Gift of Adoption Investor Board. Michael Webber, Advocate's Executive Vice President, is also on the Illinois Chapter Board.

While not involved with this transaction, Advocate's Managing Principal, Jim Berkemeier, serves as the Michigan Chapter Co-President.

John Tilson is a Partner at Brown, Gibbons, Lang & Co. (BGL) and a member of Gift of Adoption's National Board of Governors.

"Through some business development prospecting efforts, we uncovered that BGL was in need of some expansion space, so I went and met with John," Knight says.

BGL was searching for a larger location to expand its Chicago office. Advocate connected BGL with the

perfect property and worked with both BGL and the property owner to negotiate favorable lease terms.

Advocate earns compensation for its brokerage services through a commission from the property owners for whom it secures leases. Knight and Webber decided that they would donate 10 percent of their commission to Gift of Adoption.

"We decided that there was an opportunity for both companies to be able to contribute to Gift of Adoption through a mutually beneficial relationship," says Knight. "We structured it in a way that if there was an opportunity to work together and the transaction was completed, we would make that contribution to Gift of Adoption - knowing that this is a cause we all support."

Closing the Gap

Introducing a mutually agreed-upon charitable cause allowed Advocate and BGL to bridge the transaction's terms.

"When two firms are working out the economics of a deal, sometimes there's a bit of a gap," Tilson says. "Introducing a charitable contribution can help both sides feel like they're winning. When there's a common charitable interest involved in a transaction, everyone comes out ahead. It's really a win-win-win."

Additionally, incorporating the contribution to Gift of Adoption in the deal helped both BGL and Advocate demonstrate the important role that corporate social responsibility plays at their organizations.

"While we're a financially driven enterprise, there are things that are bigger than that, too," Tilson says. "We want to make sure that we're having a

positive impact, as a firm, on both the environment and on our communities."

Their connection through Gift of Adoption allowed Advocate and BGL to identify a mutually beneficial business relationship that ended up providing Gift of Adoption with the funds necessary to help unite five children with their forever families.

"At the end of the day, [Tilson] was very happy that we were able to partner together," says Knight. "The idea of being able to use this deal to benefit a mutual passion of all of ours really struck home with him and with us."

Both Knight and Tilson say that exercising corporate social responsibility is an important value their respective companies. While they frequently make a point of committing company time and resources to charitable organizations, donating a percentage of their commission is an easy, direct way to benefit meaningful causes.

"It's a good way for us to give back," Knight says. "We tried to do it through our time in various areas. But, sometimes an economic benefit -- just writing a check -- is really well-received."

Knight says that Advocate plans to donate a percentage of its commission on all additional deals it earns through connections with Gift of Adoption supporters.

"I think it is a unique opportunity that certainly could be much more widespread," he adds. "I think there's a lot of corporations that would very much welcome this kind of concept."

Meet David (10), Thiago (8), Samira (7) and Miguel (5)

These siblings were living in an orphanage in Brazil for most of their lives. Their worst fear was being separated—all they had was each other after being removed from their home for abuse and neglect.



They no longer have that fear. Kristi and Jordan of Moundville, AL touched down in Brazil in early March and were awarded custody of the four children. Then the pandemic hit. While the new family didn't know what

the impact of government closure would be on the completion of the adoption, they at least were together.

Kristi is a nurse and health coach and Jordan is an industrial maintenance supervisor. They always wanted a big family. Keeping the siblings together seemed like the right way for them to build their family. They would have “moved mountains” to bring their children home. The \$5,000 Gift of Adoption grant completed their adoption funding allowing them to board the plane to Brazil.

Gift of Adoption was in contact with the family in case delays increased the expenses enough to put the adoption in jeopardy. Thankfully, there is a happy ending. The family was able to complete the adoption and fly home on April 30th. They are now adjusting to their new reality—a house full of children receiving the care and love they need to overcome the trauma in their young lives and learn to be kids again.

UPCOMING EVENTS

Investor Board members receive gratis entry to any of these events. Contact Pam Devereux to reserve a spot for you and a guest.

CONNECTICUT

Golf for the Gift
Monday, October 5, 2020
Hamden, CT

KENTUCKY

Gallop for the Gift Online Auction
Friday, July 31, 2020 to
Friday August 7, 2020
ONLINE

MINNESOTA

Rod Simons Memorial Golf for the Gift
Thursday, September 10, 2020
Hudson, WI

NEW HAMPSHIRE

Golf for the Gift
Monday, August 10, 2020
Enfield, NH

TEXAS

Try Your Luck Online Trivia Night
Tuesday, July 7, 2020
@ 7:00 pm (CST)
ONLINE

6th Annual Charity Softball Tournament
Saturday, September 12, 2020
Arlington, TX

Did You Know?

The CARES act allows a \$300 deduction for charitable gifts on 2020 tax returns which do NOT itemize deductions? AND, there is no cap on how much a donor can deduct in charitable gifts to nonprofit organizations on 2020 tax returns (up to 100% of AGI).

Investor Board Members

** joined this quarter
** renewed this quarter*

- Ann G. Airey
- Anonymous
- Sol and Angela Bahng
- Cyn Barrette
- Mr. James Bauman and Ms. Candace Moore
- Charles and Kimberly Bernard
- Robert and Maureen Bland
- Karen and Dan Brennan
- Meghan and Dan Burns
- Chris and Petey Butler
- James and Judith Callan
- Kath M. Carter
- Stephen and Kim Chipman**
- Kevin and Linda Coenen**
- Carrie and Ed Del Hierro
- Pam Devereux and John Brassil
- Greg DiDomenico
- Lucy and Luke Fletcher
- Siobhan Flynn and Alec Dike**
- Randi Friedman

- Kate and Dan Gibbons
- Anne Gross
- Christine and William Guthrie
- Alison Gutterman
- Debbie K. Hogate
- Tom and Colleen Huffman
- Laura and Gary Hill
- Maureen and Ben Ivory
- Amanda Jacobowski
- Jerry James and Kitty Bliss
- Tatia Jones
- Cheryl Kaeser and Bill Sorabella**
- Andrew P. Kerai, Sr.
- David and Amanda Knight
- Sharon and Gerry Komlofske
- Allison and Steve Koppel
- Glen Mangold
- Kevin and Lynn McDonald
- Keith and Judy McNiff
- Michelle McVey
- Ed and Nancy Mulligan

- Daniel and Tiffany Neely
- Elizabeth and Ben O'Connor
- Christopher and Linda Ohmacht
- Michael and Suzanne Parks
- Michele and David Perlman
- ArLynn Presser
- Jonathan Pryor
- Jeff Ramson
- Meg and Mike Revord
- Jim and Laura Roth
- Lydia and Patrick Ryan
- Jack and Sarah Salzwedel*
- Robert and Louise Sanborn
- Michael and Sheba Sands
- Michele Seidl and Neil Shubin
- Linda Simon and Family
- Mary and Mark Sliwkowski
- Abby and Mike Smerklo
- Mr. Andrew Smith
- Leslie Smith and Michael Uzer
- Gary and Lana Stachlowski

- Greg and Cynthia Stemler
- Tim and Sue Sullivan**
- Tim Swett and Suzanne Burke
- Elizabeth and Brian T. Tenner
- Jill and Jim Vint
- Cindy Warner*
- Wedner Family Foundation
- Susan and Tom Wenzel, in memory of Jim and Betty Garner
- Sam Wijesekera
- Steven Williams and Yvette Morrison
- Lucy Wyka (Gift of Adoption Founder)
- Hye Yu
- Allyson and Richard Zak
- Renato and Gina Zanichelli**
- Parker, Gemma, Jack and Mariana**
- In Memoriam: Peter S. Gutrich