



CORPORATE GIVING

MIDWEST WEBINAR SERIES



AUDIO PROBLEMS? LISTEN ON YOUR PHONE:

(866) 740-1260 | CODE: 8315693

Aligning Your Giving Strategy with Business Goals



Champion. Support. Connect.

Welcome!



JILL GORDON

Director of Learning

jgordon@inphilanthropy.org



Before We Get Started

- All participants are currently muted.
- **Can't hear us?** CALL (866) 740-1260 | CODE: 8315693
- **ReadyTalk Help Line:** (800) 843-9166 | help@readytalk.com
- Use the chat box to send comments and questions to the presenter.
- Look for our follow-up email containing today's recording and any added resources.





KELLY NISSAN

Communications and Corporate
Responsibility Manager



ArcelorMittal





ArcelorMittal

ArcelorMittal Overview



About ArcelorMittal

- The world's leading steel and mining company with about **197,000 employees in 60 countries**
- Recognized **leader in all major global steel markets**, including automotive, construction, household appliances and packaging, with leading R&D and technology, as well as sizeable captive supplies of raw materials and outstanding distribution networks
- An **industrial presence in 18 countries** exposes the company to all major markets, from emerging to mature
- ArcelorMittal **values geographical breadth, product diversity and raw material security:**
 - 37% steel production in the Americas
 - 47% steel production in Europe
 - 16% steel production in other countries such as Kazakhstan, South Africa and Ukraine

ArcelorMittal in the United States



ArcelorMittal



Steelmaking

- 1 Burns Harbor/Burns Harbor Plate
- 2 Cleveland
- 3 Coatesville
- 4 Indiana Harbor
- 5 Riverdale
- 6 Steelton

Cokemaking

- 7 Monessen
- 8 Warren

Mining

- 9 Hibbing*
- 10 Minorca
- 11 Princeton

Finishing

- 12 AM/NS Calvert**
- 13 Columbus
- 14 Conshohocken
- 15 Double G Coatings*
- 16 Gary Plate
- 17 I/N Tek**
- 17 I/N Kote**
- 18 Piedmont
- 19 Weirton

Tailored Blanks

- 20 Dearborn**
- 21 Montezuma**
- 22 Murfreesboro
- 23 Pioneer
- 24 Tonawanda**

Tubular

- 25 Marion
- 26 Shelby

Offices

- 27 Chicago Corporate Office
- 28 Nashville
- 29 Detroit/Southfield
- 30 East Chicago R&D
- 31 Richfield
- 32 Houston
- 33 The Woodlands
- 34 Washington, D.C. (Government relations)

ArcelorMittal has facilities, offices and joint venture partnerships in 14 states and the District of Columbia



ArcelorMittal



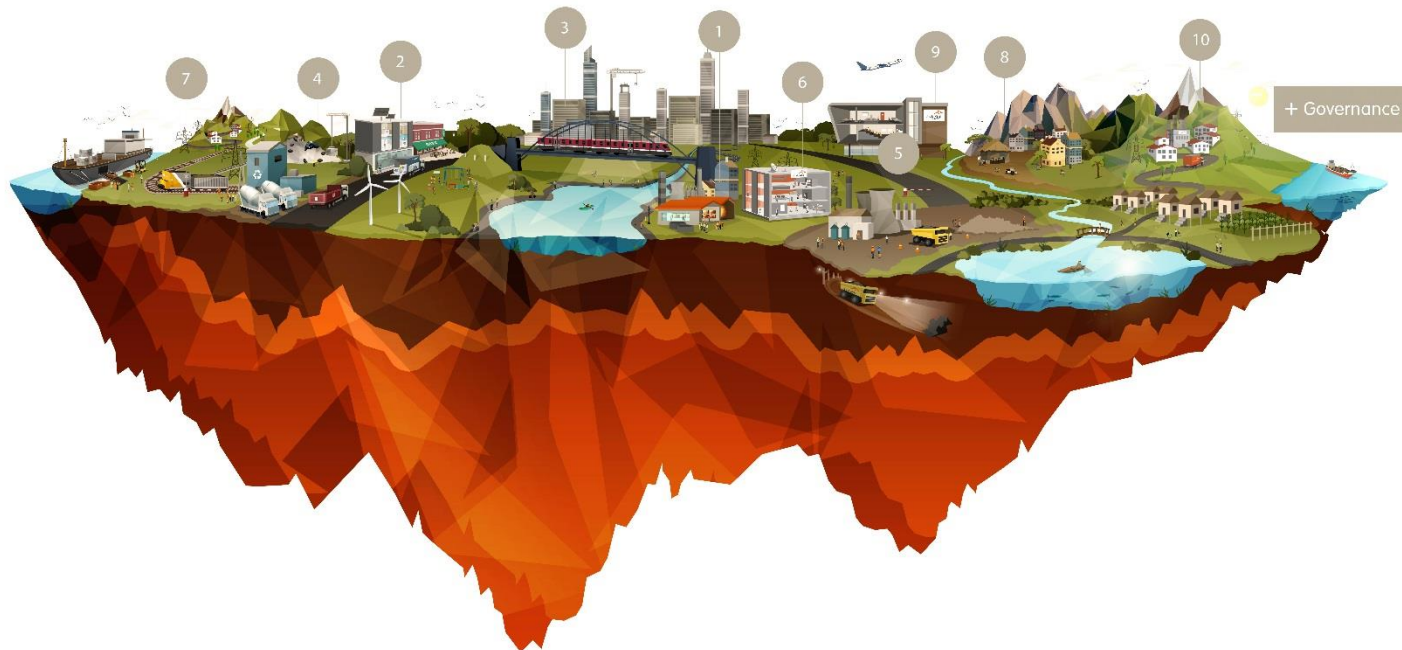
Corporate responsibility and
sustainability
FRAMEWORK



Steel: the sustainability challenge

ArcelorMittal

Maintaining our license to operate among a diverse set of stakeholders requires the comprehensive approach found in our 10 Sustainable Development outcomes to drive a compelling, practical and rigorous path forward for our corporate responsibility practices



The 10 sustainable development outcomes



ArcelorMittal

ArcelorMittal believes that our commercial best interests are served by creating business that seeks the following 10 “sustainable development outcomes”:

01	Safe healthy quality working lives for our people
02	Products that accelerate more sustainable lifestyles
03	Products that create sustainable infrastructure
04	Efficient use of resources and high recycling rates
05	Trusted user of air, land and water
06	Responsible energy user that helps create a lower carbon future
07	Supply chains that our customers trust
08	Active and welcomed member of the community
09	Pipeline of talented scientists and engineers for tomorrow
10	Our contribution to society measured, shared and valued

All underpinned by transparent good governance.

OUTCOME

8

Active and welcomed member of the community



ArcelorMittal awarded **\$6.9 million in grants and matching donations** in the U.S. to nonprofit partners working in our communities.



U.S. employees gave \$1.2 million and ArcelorMittal matched \$600,000 in employee donations to 826 nonprofit organizations across the country.



In 2017, U.S. employees donated **more than 3,550 hours of their time to local nonprofit partners through ArcelorMittal-sponsored volunteer projects**. This included a 22% increase in skills-based STEM volunteerism since 2016.

Grants focus areas at ArcelorMittal USA



ArcelorMittal

**\$7 million
in grants
annually**



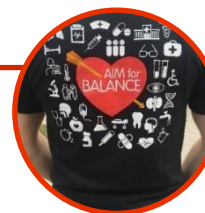
STEM Education

- 48% of funding in 2017
- Focus on engineering



Environment

- 35% of funding in 2017
- Focus on land and water conservation
- Great Lakes Region focus



Healthy & safe communities

- 12% of funding in 2017
- First responder focus
- Disaster relief focus

Building
Resilience

Resilient communities

5% of funding in 2017 for inaugural cohort



OUTCOME

9

Pipeline of talented scientists and engineers for tomorrow

48
percent

In 2017, ArcelorMittal committed 48 percent of our U.S. grantmaking to support STEM programming, surpassing our corporate goal of 40 percent.

789,820
hours

ArcelorMittal provided 42,830 training hours for salaried employees and 746,990 training hours for hourly employees in 2017.

\$940
thousand

ArcelorMittal committed more than \$940,000 for tuition reimbursement for undergraduate and graduate programs for U.S. employees.

137
interns

During the summer of 2017, 137 interns worked in various roles at ArcelorMittal facilities across the country. ArcelorMittal hired and placed 87 newly graduated employees at our USA facilities during the year.

Flexibility can align with business goals



ArcelorMittal




OUR 10 OUTCOMES

Our strategy centers on our 10 sustainable development outcomes




- 1 Safe, healthy, quality working lives for our **people**
- 2 **Products** that accelerate more sustainable lifestyles
- 3 Products that create sustainable **infrastructure**
- 4 Efficient use of **resources** and high recycling rates
- 5 Trusted user of **air, land and water**
- 6 **Renewable energy** user that helps create a lower carbon footprint
- 7 **Customer's trust**
- 8 **Community**
- 9 **Stakeholder engagement**
- 10 **Transparency**

ArcelorMittal



POWERED BY

RESILIENCE



UNITED STATES Integrated Report | 2017

Three-pronged approach to resilience



ArcelorMittal





ArcelorMittal

Saying “no”

- Make your strategy public
 - Refer to it
 - Exceptions – don’t promote them
 - Connect declinations with another funding source
- Offer other solutions
 - Employee matching program
 - Dollars for doers
 - Platform for telling stories



RACHEL GOODSPEED
Community Relations Manager



Our Businesses



Electric Transmission & Distribution and Power Generation

- Maintain wires, poles and electric infrastructure serving more than 2.5 million metered customers in the greater Houston area and in southwestern Indiana
- Own and operate nearly 1,300 megawatts of electric generation capacity in Indiana



Natural Gas Distribution

- Sell and deliver natural gas to 4.5 million homes and businesses in eight states: Arkansas, Indiana, Louisiana, Minnesota, Mississippi, Ohio, Oklahoma and Texas
- Invest in modernizing natural gas infrastructure and are committed to eliminate cast-iron pipe in all our territories



Competitive Energy Businesses

- Natural gas marketing and energy-related services
- Energy efficiency, sustainability and infrastructure modernization solutions
- Construction and repair services for pipeline systems, primarily natural gas
- Footprint spans nearly 40 states

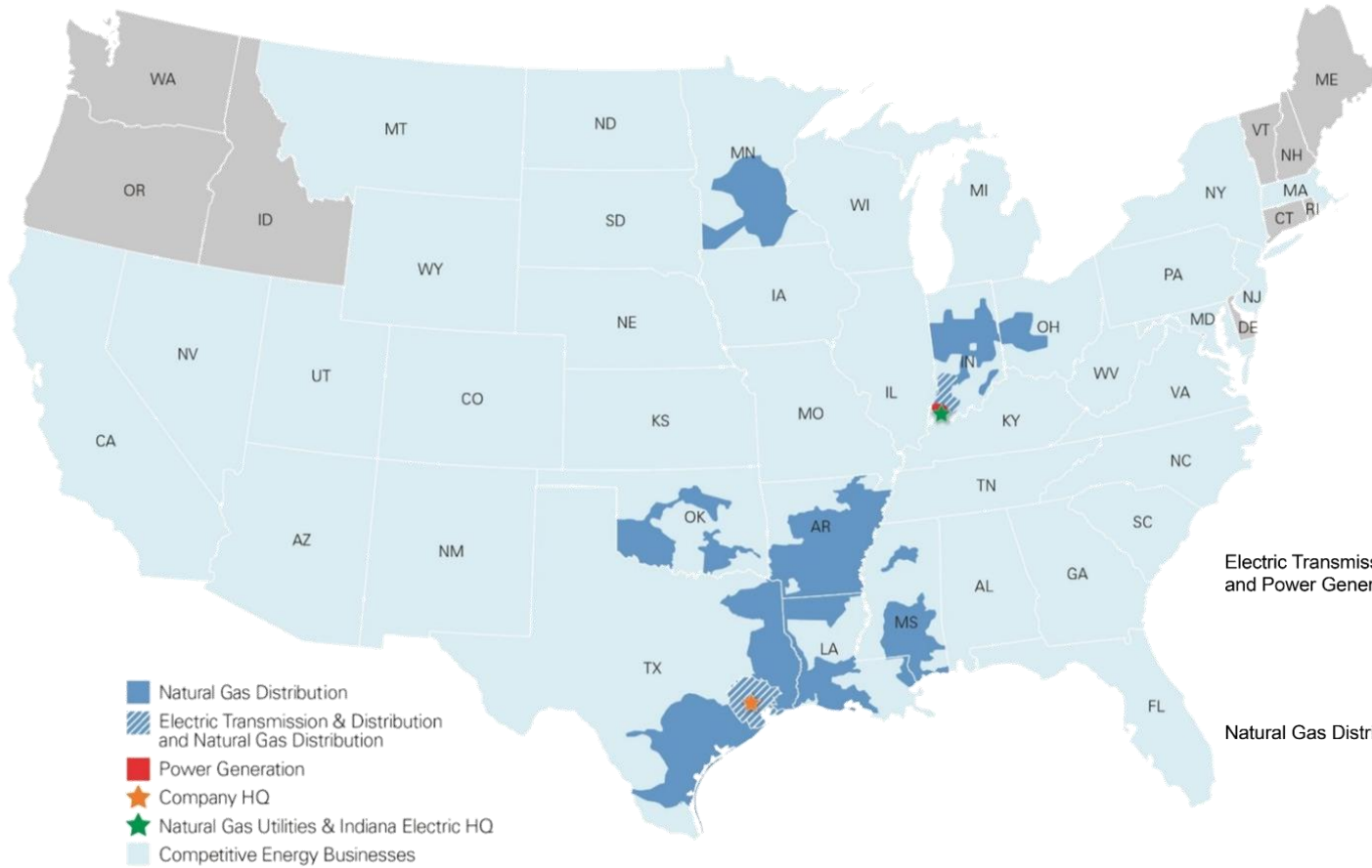


Midstream Investments

- Own 54.0 percent of the common units representing limited partner interests in Enable Midstream Partners
- Enable operates and develops natural gas and crude oil infrastructure assets



Our Geography



Electric Transmission & Distribution and Power Generation



Natural Gas Distribution



Competitive Energy Businesses



Our Values, Vision & Strategy



To lead the nation
in delivering
energy, service
and value.



Vectren Foundation: Education

To promote equitable, healthy and sustainable communities, we support programs that...

IMPROVE PERFORMANCE IN EDUCATION

We invest in programs that measurably advance grade-level readiness, develop soft skills, and prepare students and adults for gainful employment, focusing on:

- Quality Preschool and K-12 Education
- Quality After-school and Summer Programs
- STEM / STEAM Learning and Career Exploration
- Post-Secondary Access and Certifications

WHAT WE LEARNED:

An average 76% of students achieved increases in social-emotional and cognitive development over the various programs' duration.

Based on reports provided by organizations.

**\$1.4 MILLION
INVESTED** *reaching*

316,000 Students
24,000 Teachers
77,500 Parents
9,400 Mentors
36,000 Books Distributed
to Children



Vectren Foundation: Community Sustainability

ADVANCE **COMMUNITY DEVELOPMENT,** GROWTH AND REVITALIZATION



\$3.1 MILLION
INVESTED *impacting*

4,600 Jobseekers

350 Houses

255,000 Families

450,000 Sq Ft
of Redevelopment

We invest in programs that measurably advance economic development, restore and maintain neighborhoods, and revitalize the core of a community, focusing on:

- Quality, Affordable and Energy Efficient Housing
- Community Engagement Initiatives
- Placemaking and Sustainability Projects
- Business and Entrepreneurship Growth

"More than individual projects, it's this greater movement toward collaboration that's starting to have a huge impact. It's extremely special to have the relationship we have with Vectren, that as an organization, Vectren has said community involvement is important and this is a way of life for your employees."

Lindsey Arthur, Executive Director, Greater Muncie Habitat for Humanity on the 8Twelve Coalition



Vectren Foundation: Environmental / Energy Conservation



PROMOTE ENERGY CONSERVATION AND ENVIRONMENTAL STEWARDSHIP

We invest in programs that measurably reduce environmental impact, drive long-term conservation behaviors, and restore natural resources, focusing on:

- Weatherization and Energy Efficiency Upgrades
- Environmental Conservation Education
- Green Space and Natural Habitat Preservation



DID YOU KNOW?

The new trees and new green space saves communities an estimated \$212,000+ in water runoff reduction and health benefits of pollution reduction.



\$0.3 MILLION INVESTED impacting

- 9,300 Educated
- 51,000 Sq Ft of New Green Space
- 4,300 Trees
- 79,000 Lbs of Trash Removed/Recycled



ENGAGE TEAM VECTREN



53,000+ VOLUNTEER HOURS

1,500+ Employees

100+ Employees on 200+ Nonprofit Boards and Committees

\$570,000 Employee Pledges

\$74,000 Community and College Matching Grants

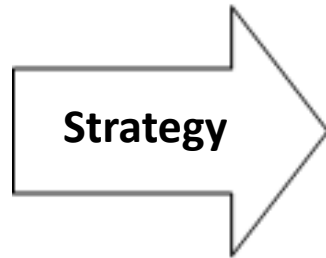
We share in the commitment to community through time, talent and treasure, to make a positive impact across all our regions, focusing on:

- Hands-on and Skills-based Volunteering
- Individual and Group Volunteering
- Workplace Giving Campaigns
- Nonprofit Boards and Committees

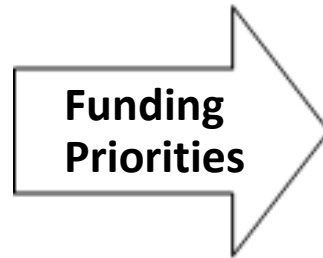
DID YOU KNOW?

The estimated value of Vectren employees' volunteer service hours to the organizations they support is over \$1.3 million!

Measuring Success



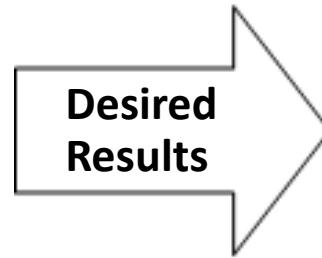
Reduce our environmental footprint in Vectren communities



Conservation Behaviors

Access Natural Resources

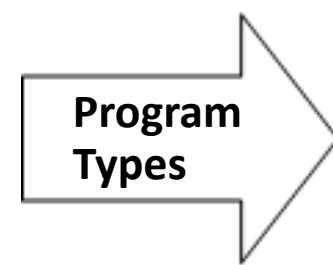
Preservation & Restoration



Residents actively take part in reducing their environmental impact

Residents are able to access nature and outdoor green spaces

Vectren actively takes part in preserving and restoring natural resources



Weatherization
Energy Efficiency Upgrade
Environmental Education

Urban Green Space
Nature/Bike Trails
Sustainable Land Use

Habitat Restoration
Wildlife Preservation
Air Quality Improvement
Rural Biodiversity Conserv





GREG GOELZER
Chief Executive Officer



Firm Overview

Goelzer Investment Management provides a comprehensive range of investment solutions to institutional and private clients.



Employee Approach to Contributing – Benefits

- A study from Deloitte revealed that employers who encourage and promote volunteering boost morale, workplace atmosphere and brand perception.
- 89% of employees think organizations that sponsor volunteer activities offer a better overall working environment.
- 79% of people prefer to work for a socially responsible company.
- Engaged employees are happier, healthier, and perform at a higher level.
- Group volunteering removes the professional hierarchy.
- Employees who volunteer together strengthen their relationships and are more likely to help each other out in the workplace.



Employee Approach to Contributing – History and Culture

How do we create an environment that supports giving?

- Rich History
- Lead by Example
- Invest Time
- Support their Causes
- Give as a Team



Employee Approach to Contributing – Rich History

- Rooted in Firm's Founder, Don Goelzer Est. 1969
- Connecting Our Clients, Colleagues and Community
- Financial, Board and Volunteer Hours Support
- One Million Meal Campaign
- United Way Campaign



“ I’ve had opportunities to take advantage of...I want to give back to others and give them a chance to make a difference. The success of our company has truly allowed us to give back in so many ways...all in an effort to connect our clients, our colleagues and the community.”

- Greg Goelzer, CEO



Employee Approach to Contributing – Lead by Example

100% of leadership team is an officer or board member of a local organization

- Booth Tarkington Civic Theatre
- Central Indiana Land Trust
- College Mentors for Kids
- Cookies for Kids' Cancer
- Cornea Research Foundation of America
- Cystic Fibrosis Foundation, Indiana Chapter
- Discipleship Walk Board
- Holy Cross Lutheran Church Foundation
- Indiana Chapter of Nature Conservancy
- Indiana Council of Economic Education
- Indiana Landmarks
- Indiana University Dean's Council
- Indianapolis CFA Society
- IU School of Medicine Planned Giving Committee
- Jameson Camp
- Jordan YMCA
- Kappa Beta Phi
- Marian University Alumni Association Board
- Midwest Academy in Carmel
- United Methodist Foundation of Indiana
- WFYI – Metropolitan Indianapolis Public Broadcasting



Employee Approach to Contributing – Investing the Time

Personal time granted for participation

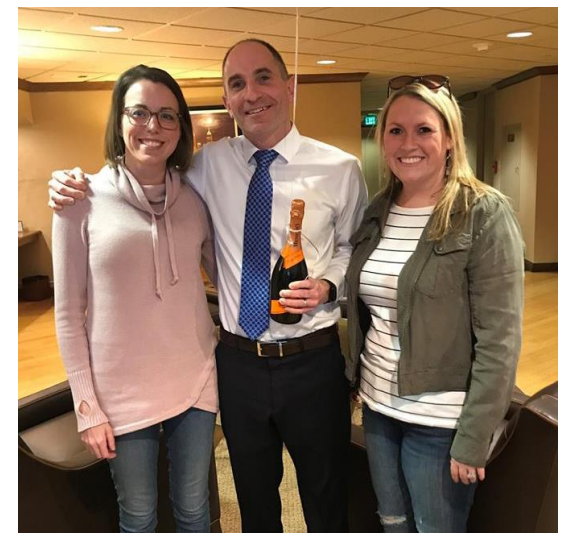
- Board Meetings
- Children’s Bureau – Giving Tree Gift Wrapping
- United Way Children’s Reading Program
- Hospice Visits
- Animal Shelter Visits



Employee Approach to Contributing – Supporting Their Causes

Sponsorship of employee participation in their causes

- Purple Tie Ball
- Wine, Women & Shoes
- Young Professionals of Central Indiana
- Jameson Camp
- Indiana Landmarks Rescue Party
- The Nature Conservancy Work Days



Employee Approach to Contributing – The Team Approach

Group participation

- Gleaners food bank
- YMCA Haunted Hustle
- Holliday Park Trail Run



Upcoming Webinars In This Series

- **November 14:** Corporate Social Responsibility: Best Practices and Tools for Success (hosted by Council of Michigan Foundations)

Recent Program/Recording:

- **January 17:** Employee Resource Groups (hosted by Philanthropy Ohio)



CORPORATE GIVING
MIDWEST WEBINAR SERIES



THANK YOU FOR JOINING!

PLEASE TAKE OUR SURVEY

LOOK FOR OUR EMAIL WITH TODAY'S RECORDING