

FUND HIGHLIGHTS



THE NEIL JOINES FUND

Transferred to CCCF in 2015

*Who was Neil C. Joines? What did he care about?
How did he want to be remembered?*

On Sunday, November 1, 1992, 49-year old Neil Clarence Joines of Kennett Square, a sales executive and active community leader, died at Chester County Hospital after a two-year battle with pancreatic cancer.

Neil was born in West Grove. A 1960 graduate of Kennett High School, Neil was co-editor of his class yearbook and portrayed the lead character in the senior play. After attending Penn State University, in 1965 he graduated from the University of the Americas in Mexico City with a bachelor's degree in Spanish language and literature.

In 1969, Neil married Edythe Layton Denny at St. Asaph's Church in Bala Cynwyd. Edyie remembers, "Neil squeezed 25 hours out of each 24 hour day. 'It's only ten o'clock' he would say at one in the morning, having lost all track of time and meaning to stay up another hour or two. There were so many arias and symphonies to hear, so many people to keep in touch with, and so many things to discover."

SP/4 Joines served in the Army Reserve while he was employed by Pan American World Airways from 1965 to 1972 as a sales representative at Philadelphia International Airport. He taught at Pan Am's training school in Philadelphia and received an outstanding customer service award from Pan Am.

According to Edyie, "Neil was excited by travel. He took advantage of every trip and low-cost fare he could find. He traveled the world getting ideas, meeting people, and making friends. He was so inquisitive about everything, and so curious. He loved life, and he loved to travel and keep in touch with people. He was always, 'Go, go, go' with bountiful energy and passion for life. Such a great sense of humor...he would make people laugh. You can get a lot done when people laugh with you."

Neil certainly got a lot done.

In 1972-73, Neil was district sales manager of the Philadelphia office for the Mexican airline Aeronaves de Mexico. He was instrumental in opening the office, hiring the staff and setting up flights from Philadelphia to Mexico City and Acapulco.



"Neil squeezed 25 hours out of each 24 hour day."

- Edyie Joines

From 1974 to 1979, Neil worked for Hooper & O'Neill Real Estate and its successor firm, Focus Realty/Bob O'Neill Real Estate in Kennett Square. He earned membership in the Million Dollar Sales Club.

Neil owned El Tianguis, a gift shop that featured Mexican goods, from 1968 to 1976. Then, he was part of Neil & O'Neill, a similar gift shop, from 1976 to 1982. From 1984 to 1988, he co-owned and operated Kennett Trading Co., yet another gift shop. From 1979 on, Neil served as co-owner and president of Kennett Travel.

In 1986, he became president and a director of Kennett Communications Corp. He was one of the founding partners, as well as a columnist and music critic for the **Kennett Paper**.

A member and a director of the Kennett Area Jaycees, Neil also was a member of the Kennett Square Rotary Club; Kennett Borough Planning Commission; Southeastern Chester County Chamber of Commerce; and Kennett Square Retail Merchants Association, where he had been president, vice president and a director. He was a long-time board member of the Kennett Symphony Orchestra. Neil conceived and led the Kennett Arts Festival.

Neil was known by those in Kennett's Latino community as "the travel agent who speaks Spanish." Neil said he studied Spanish at Kennett High School and at Penn State University because he planned to live and work in Latin America. Neil noted that it was in Mexico at the University that he learned to love the world... "the whole marvelous, exhilarating, unusual, wonderful world, full of people and places to discover." In 1991, Neil was quoted in the **Philadelphia Inquirer**, saying, "If you're not able to communicate in Spanish around here, you're missing the boat completely. You shouldn't miss any experience life has to offer."

In February 1992, the Kennett Square Area Business Association presented Neil with its Outstanding Achievement Award, with "appreciation for his dedication to the arts and years of service to the Kennett Merchants Association and area organizations." Neil modestly accepted a plaque and the praise of his peers at the Kennett Symphony Orchestra's winter concert. The tribute hailed Neil as a "community activist extraordinaire." **Kennett Paper** publisher Jamie Blaine told the symphony audience, "Neil has contributed abundantly to the spirit and culture of the Kennett area; and more recently has provided a role model for hundreds of people who choose to stand up to cancer."

At the time of his death in 1992, Neil was survived by Edythe Layton Denny Joines; his mother Marie McMillan Joines Cleaves; his dog Asta; and his friend William F. Errig of Sewell, New Jersey.

Neil had a vast array of personal interests. He lived an extremely full and complex life. "Neil lived the life of two people," said a friend at his funeral service. One would be hard-pressed to guess how he would want his estate allocated. Because of Neil's advance estate planning with L. Peter Temple Esq. of Larmore Scarlett law firm of Kennett Square, we know.





Neil's Will was clear:

"If my mother, Marie Joines Cleaves survives me, I give her a life estate in my current home on Nute's Farm Lane in Kennett ... plus I direct the Trust I created to pay for her health, education and support during her lifetime."

"I give unto my friend, William F. Errig of Sewell, NJ, a life estate to use and enjoy my cottage in Rehoboth Beach, Delaware during his lifetime."

Neil's Will also directed that upon his mother's death and his friend William's death, *"the property shall be sold and added to the residue of my estate."*

Furthermore, Neil directed that the income from his trust *"be distributed, on an annual basis, by a charitable committee to be known as the Joines Fund."* Neil named Meridian Trust Company (succeeded by Wells Fargo Bank, N.A.) as Trustee.

Neil's mother Marie died in 2005. His friend William relinquished his life estate in 2007, in an outstanding act of generosity. With each transition, the Joines Fund charitable trust grew.

Neil's Will clearly states three purposes for his charitable trust:

1. *to expose the Kennett community area to a diverse sampling of cultural opportunities; hopefully supporting musicians and artists, ideally from the Kennett Square area, to perform locally;*
2. *to pay for musicians, provide honoraria to artists, provide scholarships to worthy students, or pay awards or prizes to winners of local competitions...to make sure that piano, art and drama competitions be continued for young people who live in the Kennett Square area.*

It was also Neil's expectation that:

3. *some of the annual income supports the Kennett Symphony Orchestra by paying soloists or other performers. This is in addition to, and not a supplement to, its operating budget.*

In his Will, Neil specifically directed that the Joines Fund be administered by three members, who would serve no more than two years. Each would be appointed annually by the:

- #1 Board of Directors of Longwood Gardens
- #2 Borough of Kennett Square Borough Counsel; and
- #3 Supervisors of Kennett Township.

Grantee photos: Summer Concerts in Nixon Park via grant to Kennett Area Park Authority, Kennett Library, Kennett After the Bell, Kennett Symphony. Neil Joines photos courtesy of Edyie Joines.



The members include:

Paul B. Redman, Longwood Gardens
Jeffrey S. Darman, Borough of Kennett Square
Michael E. Elling (2013) and Scudder G. Stevens Esq. (2014), Kennett Township

The Trustee and the original members of the Joines Fund came to feel that it was impracticable and wasteful to continue as a private Foundation. They debated whether to pay out the entire amount and close the Joines Fund. But that didn't seem quite right as a way to honor Neil's legacy. Yet the administrative costs seemed too high, the returns too low, and the grantmaking process felt scattered and burdensome to improve. "Not how Neil would have liked," said one member.

The members agreed to consider another path to ensure Neil's legacy, exploring whether the Community Foundation could be entrusted to carry forth the charitable purposes of the Joines Fund with less administrative costs and more local arts and culture knowledge.

In 2014, Wells Fargo consented to transfer the trust to DNB First. The legal work to do so was completed in 2015. DNB First became a Gold Medallion Investment Partner of the Community Foundation.

L. Peter Temple Esq. explains, "It just made sense. This high six figure fund wasn't large enough to get personal attention from a national investment entity. Yet locally, people at the Community Foundation have a heartfelt passion to help make great grants and grow the investment to benefit the Kennett region."

"Working with the Community Foundation is easy," notes Jeff Darman. "For our first year, Community Foundation staff compiled a list of nonprofits that fit Neil's description, and rated them according to Neil's criteria."

Adds Paul Redman, "The Community Foundation's groundwork enabled our committee to focus on current Kennett arts and culture issues in a more nuanced fashion. We refined the final grant award allocations and amounts. It's become an enjoyable and efficient process."

Per Mike Elling, "Now the Joines Fund incurs a much smaller fee for administration. The Joines Fund doesn't pay to file a separate IRS-990 tax form, and it pays less for overall investment management and grant administration. More money goes to the causes that Neil cared about."

The newest member, Scudder Stevens Esq., notes, "I am looking forward to this next round of grantmaking. The Community Foundation has a track record of adding value to the grantmaking as well as the investment side."

Neil Joines lived a complex life filled with vigor and variety. Yet he made his philanthropic desires exceptionally clear. The Community Foundation is honored to be entrusted with Neil Joines' legacy, tending to the causes Neil passionately cultivated, now and forever.