

Centene

Contacts:

Michael Neidorff

- Michael has consistently been the key decision maker regarding large gifts
- Michael is an officer with the Kennedy Center in DC
- He has a healthy ego, and likes the national spotlight and rubbing elbows with national figures



Keith Williamson

- Understands NPOs very well
- Interested in education and equity
- President of the Centene Charitable Foundation
- Since joining Centene in 2006, Williamson has overseen all legal functions for the enterprise, aiding in the company's growth and expansion.
- He has chaired the board of the Urban League of Metropolitan St. Louis, served on the board of the Saint Louis Art Museum, co-founded the KIPP charter school network and worked with The Opportunity Trust, which seeks to improve St. Louis public education – also Served on Bd of Mathews Dickey / Greater St. Louis B&G Clubs

Giving

- Historically, most of Centene's giving has been directed toward arts and culture.
- Often, he can be persuasive and influential with regard to Dave Steward and vice versa (see Variety giving at \$325k+)
- The Foundation is also interested in child welfare, economic development health care, and education
- They Give to capital – this is an important point, given that there is a \$10 million budget for capital
- Because of the significant capability and their track record of generosity, it is proposed that they be asked for a \$5,000,000 pledge commitment to the campaign
- Their commitment to diversity and inclusion and community voice aligns with culture of CG
- Centene played a swift and significant role in Ferguson response
- They have the capacity to give and they have a philanthropic culture
- Accd. To Sorkins:
 - Sales: \$58,000,000,000
 - Assets: \$1,451,200,000
- The foundation gave \$28,235,104 in 2018
 - Overall they've funded 1,340 grants to 344 organizations, totaling \$101,795,999
- In the first quarter of 2019, Centene reported total revenue increased 40% to \$18.4 billion, up from \$13.2 billion in the same quarter last year. The company's net earnings also rose from \$340 million to \$522 million during the same period, a 53% increase.

List of Recent Largest Gifts	\$22 Mil	2020	Mayo Clinic
	\$1,400,000	2018	United Way St. Louis
	\$1,000,000	2018	Zoo
	\$990,000 * 4	2018	JFK Center for Performing Arts DC
	\$800,000 * 4	2018	Washington University
	\$500,000	2018	Science Center
	\$428,000	2018	COCA
	\$400,000	2018	Urban League

Of interest:

“Our commitment to diversity and inclusion is a vital part of how we serve our members and communities. Being representative of the communities we serve allows us to see challenges the way our members do and innovate to offer solutions to meet those challenges.”

- Michael F. Neidorff, Chairman, President, and Chief Executive Officer

Centene’s Board

- Michael F. Neidorff, Chairman, President, and Chief Executive Officer; Centene Corporation
- Orlando Ayala, Retired Chairman and Corporate Vice President of Emerging Businesses for Microsoft Corporation
- Jessica L. Blume, Retired Vice Chairman of Deloitte LLP
- Robert K. Ditmore, Retired Director, President and Chief Operating Officer of United Healthcare Corporation
- Frederick H. Eppinger, Retired Director, President and Chief Executive Officer of The Hanover Insurance Group, Inc.
- Richard A. Gephardt, Chief Executive Officer and President of Gephardt Group, LLC; Former Majority Leader of the U.S. House of Representatives
- John R. Roberts, Retired Regional Managing Partner, Arthur Andersen LLP
- David L. Steward, Founder and Chairman of World Wide Technology, Inc.
- Tommy G. Thompson, Chairman and Chief Executive Officer of Thompson Holdings; Retired Partner of Akin Gump Strauss Hauer & Feld LLP; Former Governor of the State of Wisconsin; Former Health and Human Services Secretary

Their approach might align with CG's Montessori model

Centene's Clinical Programs team collaborates with our Enterprise Analytics group to develop a comprehensive portfolio of programs to advance health outcomes for Centene's members. Through deployment of the Identify, Stratify, Manage, Measure, and Disseminate (ISMMD) model, each clinical program is developed by leveraging cutting-edge clinical guidelines, evidence-based best practices, and data science. Implementation of each of the clinical programs is measured through continuous monitoring, benchmarking, and a rigorous goal-setting process. They continue to set the industry standard in quality and clinical program development by emphasizing the highest level of methodology and analysis.

Figure 1: Clinical Programs Development Model

