

# The Foundation Center

*Moving the Field Forward*

2004 ANNUAL REPORT



## Contents

<b>From the Chairman and the President</b>	<b>2</b>
<b>Information Resources and Research</b>	<b>4</b>
<b>Education, Libraries, and Outreach</b>	<b>8</b>
<b>The Foundation Center Online</b>	<b>14</b>
<b>Foundation Center Cooperating Collections</b>	<b>16</b>
<b>Donors</b>	<b>20</b>
<b>Leadership</b>	<b>26</b>
<b>Financial Statements</b>	<b>28</b>

On the cover: Steven Lawrence, director of research, serves as principal author of numerous Foundation Center research reports, including *Foundation Yearbook* and *Update on Foundation Health Policy Grantmaking*.





# *The Foundation Center*

## OUR VISION

A world enriched by the effective allocation of philanthropic resources, informed public discourse about philanthropy, and broad understanding of the contributions of nonprofit activity to civil society.

## OUR MISSION

To strengthen the nonprofit sector by advancing knowledge about U.S. philanthropy.

## OUR VALUES

### *Our Beliefs*

- Philanthropy is vital to our democratic society.
- Transparency and accountability are key to earning the public trust.
- Knowledge about philanthropy starts with accurate information.
- Access to accurate information about philanthropy advances responsible and effective use of philanthropic resources.
- Grantmaker and nonprofit effectiveness is enhanced by shared information and understanding.

### *Our Practices*

- We aim to deliver the highest quality of service to all those who use our resources.
- We strive to build partnerships that help us fulfill our mission.
- We preserve our credibility by remaining independent and objective.
- We embrace innovation and harness technology to maximize our effectiveness.
- We value our employees and their contributions to our impact.
- We exercise fiscal responsibility as a means of achieving our mission.

## FROM THE CHAIRMAN AND THE PRESIDENT

2004 was a momentous year for the nonprofit sector. Foundation giving rebounded, reaching an all-time high after two years of decline. At the same time, the Senate Finance Committee hearings in June brought into sharp focus the stepped-up demands for accountability and transparency in the sector. The rise in foundation giving and the heightened scrutiny of how foundation dollars are spent has resulted in unprecedented interest in the programs and practices of the nation's grantmaking institutions and, increasingly, in the outcomes of their activities.

Since our founding in 1956, the Foundation Center has been the nation's leading authority on grantmakers and their grants. In this environment, we are more vital than ever as a matchless source of information on U.S. philanthropy. In 2004 we launched a new strategic plan to ensure that we will continue to engage the changing environment and to address the changing needs of our diverse audiences. "Moving the Field Forward," our



Strategic Plan for 2004-2006, advances a vision of the Center's ultimate goal: *a world enriched by the effective allocation of philanthropic resources, informed public discourse about philanthropy, and broad understanding of the contributions of nonprofit activity to civil society.* In this spirit, the Center is striving to design programs and activities that advance knowledge and understanding about foundations and the larger nonprofit sector and to encourage practices that lead to responsible and effective grantmaking and grantseeking.

Grantseekers, grantmakers, academics, the media, and policymakers who look to the Center for intelligence on how the nation's philanthropic resources are expended are increasingly likely to find answers to their questions. In response to the crescendo of calls for more and better information about the sector, we are applying our expertise in collecting foundation information, our skill in using computer technologies to manage it and to deliver it to others in convenient formats, and our experience in interpreting the information reliably and impartially.

During 2004 we expanded our collection of information on regional grantmaking, small grants, grantmaking public charities, and foundation expenses, among other types of data. We also surveyed funders about their operations and their viewpoints on important issues in the field. Our data on giving continues to be the gold standard for the field, and our qualitative research provides insights into how foundations do their work and expect to evolve in the future.

We also extended our research in areas of special interest, including social justice funding, foundation administrative expenses, international grantmaking, and funding in the humanities. The collaborative relationships we formed with other sector leaders in accomplishing this work added value to the resulting reports and broadened the audience for them.

Our five library/learning centers and 235 Cooperating Collections adopted new programs and educational services in 2004 to build the capacities of grantseekers of all types. In particular, we expanded our educational outreach to under-resourced grantseekers. *The Foundation Directory Online* assisted more than 10,000 subscribers to research grantmakers and their interests. In addition to these resources, we posted four new papers in the *Practice Matters* series and introduced PubHub, an online repository of foundation-sponsored reports, especially for grantmakers.



In 2004 we completed the effort we initiated on September 13, 2001, “Philanthropy’s Response to 9/11: Creating the Record and Telling the Story,” by issuing a final volume that summarized many strands of this pivotal project. With support from numerous corporations and foundations, the Center assembled a multi-faceted record of the philanthropic response to this historic tragedy, encompassing databases of corporate and foundation giving and of regranteeing by relief funds, research reports analyzing patterns of giving and regranteeing, an archive of media coverage of the philanthropic response, and two volumes of remarkable interviews that offered personal commentary on the events of September 11, 2001, and their aftermath. Our experience with this project propelled us toward fulfilling several imperatives that are embodied in our strategic plan: the imperative for speed in collecting and verifying information if we are to help our audiences stay current on giving as it happens, the imperative to report on giving by types of grantmakers never before included in our information resources or research studies, and the imperative to capture more of the qualitative aspects of the giving story to better convey how foundations do their work.

This is our final joint letter about the Foundation Center; Barry steps down as chairman in 2005. Since we began our partnership in leading the Foundation Center five years ago, much has changed in the world and in how we do our work, but our fundamental goal endures. We aim to offer reliable, comprehensive information about philanthropy in ways that support grantseekers and grantmakers in their own partnership to create a better world. In this report you will read about many additional ways this vision guides our work. As Barry passes the gavel to Chris DeVita and as Susan Eagan takes over the role of vice chairman from Doug Nelson, the Center’s strong and dedicated Board of Trustees will continue to endeavor to make our shared vision a reality.

Barry D. Gaberman  
Chairman

Sara L. Engelhardt  
President

# Information Resources & Research

The growing emphasis on accountability and transparency in the nonprofit sector reached new heights in 2004, prompting intense interest in the activities of grantmakers and their beneficiaries. In this climate, stakeholders within and outside the sector turned in increasing numbers to the Foundation Center, the nation's leading authority on institutional philanthropy. To respond to the burgeoning information needs of diverse audiences, we expanded our data gathering efforts, leveraging new technologies and building new relationships with colleague organizations to present a more vivid and timely portrait of the field of philanthropy.

## Enhancing Our Database to Support the Field

The Foundation Center's databases comprise a rich collection of data on institutional giving in the United States. In 2004, we increased our efforts to provide our audiences with even broader and deeper coverage of grantmakers and their grants. We incorporated into our database detailed profiles of more than 4,600 grantmakers and cast a wider net to include more types of funders, such as corporate givers and grantmaking public charities. We indexed more than 120,000 recent grants totaling \$14.3 billion, allowing grantseekers to conduct targeted searches of a multitude of foundation grants and enabling us and others to study giving trends. Grantmakers play a key role in our drive to increase the depth and currency of our data. Many respond to our annual survey mailing, and we're seeing substantial growth in the number registering for Foundation Directory Online Updater, a free tool for updating their profiles through our Web site. More grantmakers are also sending us their grants lists electronically; in 2004, our "electronic reporters" submitted more than 30,000 grants totaling \$5 billion.

## New Technologies Increase Scope and Currency of Data

Harnessing new technology tools, we completed a critical phase in the redesign of our database systems that has led to major improvements in the way we capture, update, and publish data on grantmakers. We now have the ability to generate our annual grantmaker survey in a more flexible format, allowing us to collect brand-new types of data for our audiences. In our spring survey, we added questions to shed light on grantmakers' emerging interests, funding strategies, and membership affiliations. The new system has also enabled us to update *The Foundation Directory Online* on a weekly basis, a major benefit to users. We have just begun to tap into the tremendous potential of our new database system as a tool for conveying richer and more timely information on grantmaking activities.



## Providing More Data on Grant Recipients

This year we dramatically increased our capacity to present enhanced information on the nearly 200,000 grant recipient organizations in our database. By adding Employer Identification Numbers (EIN) to recipient profiles we'll be able to link to their IRS returns to learn more about their programs and activities. By year-end we had added EINs to 45,000 records. On a related front, we began acquiring from the IRS thousands of Forms 990, resulting in the launch of "990 Search," a free tool on our Web site for retrieving nonprofit organization information returns. This is another step forward toward our goal of increasing the comprehensiveness of the data we deliver online.

## Who's Giving/Who's Getting Grants: Flexible Tools for Grantseekers

The Foundation Center publishes over thirty-five, high-quality reference resources — essential tools for grantseekers, grantmakers, and others interested in learning about grantmakers and their giving. Our print and electronic resources are issued in flexible formats, affording access to the full universe of grantmakers as well as to specific segments of the foundation field. By year-end, our databases, from which we produce these resources, expanded to 78,804 grantmakers and more than 505,000 recently awarded grants.

## The Foundation Directory Online

*The Foundation Directory Online* delivers current information on grantmakers and their grants to our growing community of over 10,000 subscribers and to thousands more who use the service in our libraries and Cooperating Collections. To help smaller nonprofits we added thousands of grants under \$10,000 to our grants database, and we introduced an institution-wide access program to help universities and libraries extend access to the service to their broader Intranet communities.

## Regional Directories and CD-ROMs

We value our relationships with regional associations of grantmakers as a means of delivering the best possible funding information resources to nonprofit communities in states and regions across the country. In 2004 we renewed our partnership with Washington Grantmakers to produce the third edition of the *Guide to Washington D.C. Grantmakers on CD-ROM*, and we once again worked with the Council of Michigan Foundations on new print and CD-ROM versions of *The Michigan Foundation Directory*. A new partnership with Alabama Giving/Alabama Funders Forum resulted in an expanded edition of its *Guide to Alabama Grantmakers*.

## EXPANDING RESOURCES FOR OHIO AND THE MIDWEST

Our Cleveland office is piloting a new initiative to test the use of our library/learning centers as a principal means of fulfilling the demand for information on regional grantmaking. For the first time, we based a member of our publishing staff in our Cleveland office to enhance our grantmaker and grants data for Ohio and the Midwest. Initial efforts focused on indexing all grants of the top 10 foundations in each of the midwestern states, including smaller grants never before captured in our database. In the future, we'll collect new data on corporate givers, grantmaking public charities, and nonprofit recipients to amplify our regional reporting.

The involvement of local grantmakers, regional associations, and other nonprofits is integral to our initiative; in fact, two new reports produced by our Cleveland office were augmented with information from organizations in the region. *Spotlight on Ohio's New Health Foundations* features a brief directory of the state's new health foundations and excerpts from grantmaker interviews. *Spotlight on Arts Grantmaking in Ohio* analyzes the state's funding landscape for arts and culture based on our surveys of grantmakers and arts organizations, as well as information drawn from our database. These reports were distributed throughout Ohio, and we held programs in our Cleveland office to stimulate discussion among grantmakers and grantseekers about the outlook for giving in the region. We also collaborated with Ohio Grantmakers Forum on its report, *Ohio: The State of Philanthropy 2004*.



## 2004 Publications

FC Search: The Foundation Center's Database on CD-ROM, version 8.0

The Foundation 1000, 2004/2005 edition

The Foundation Directory, 2004 edition

The Foundation Directory Part 2, 2004 edition

The Foundation Directory 1 & 2 on CD-ROM, version 4.0

The Foundation Directory Online

The Foundation Directory Supplement, 2004 edition

Foundation Fundamentals, 7th edition **NEW**

Foundation Funding for the Humanities **NEW**

The Foundation Grants Index on CD-ROM, version 5.0

Foundation Grants to Individuals Online

Foundations Today Series, 2004 edition

Foundation Giving Trends

Foundation Growth and Giving Estimates

Foundation Yearbook

Grant Guides, 2004/2005 edition

Guide to Alabama Grantmakers **NEW**

Guide to Funding for International and Foreign Programs, 7th edition

Guide to Greater Washington D.C. Grantmakers on CD-ROM, version 3.0

Guide to Proposal Writing, 4th edition **NEW**

Guide to U.S. Foundations, Their Trustees, Officers, and Donors, 2004 edition

Health Policy Research and Foundation Grantmaking, by Bradford H. Gray **NEW**

International Grantmaking III **NEW**

The Michigan Foundation Directory on CD-ROM, 14th edition

The Michigan Foundation Directory, 14th edition

National Directory of Corporate Giving, 10th edition

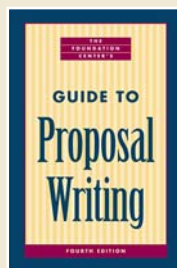
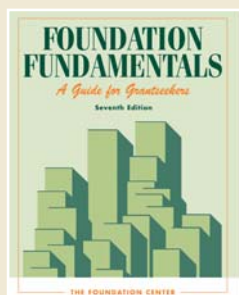
National Guide to Funding in Arts and Culture, 8th edition

National Guide to Funding for the Environment and Animal Welfare, 7th edition

Practice Matters: The Improving Philanthropy Project

September 11: The Philanthropic Response **NEW**

Update on Foundation Health Policy Grantmaking **NEW**



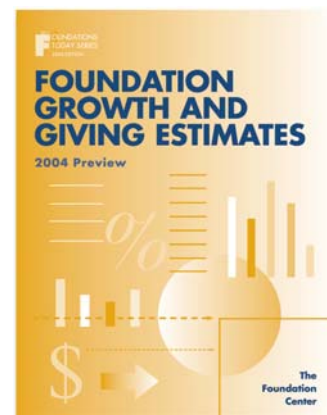
## Advancing Knowledge about Trends in Philanthropy

The Foundation Center analyzes and interprets the wealth of data we collect on foundations and their grants to provide stakeholders in the sector and the broader public with a comprehensive portrait of institutional philanthropy. Our research findings, issued widely in print and online formats, shed light on both historical and emerging trends in foundation growth and giving and on critical issues relating to foundation policies and practices.

Our annual *Foundations Today Series* is the starting point for anyone seeking authoritative information on trends in the field. This year we published three volumes, *Foundation Giving Trends*, *Foundation Growth and Giving Estimates*, and *Foundation Yearbook*, and we posted new data on foundation reporting and staffing trends in FC Stats at our Web site. Thousands of free copies of our report “Highlights” were distributed in print and at the Researching Philanthropy area of our Web site to bring grantmakers, policymakers, the media, and other researchers up to speed on recent findings.

## More Forward-Looking Research for the Field

For the second consecutive year, our *Estimates* report was greatly enhanced with findings from our “Foundation Giving Forecast Survey.” Mailed to an expanded base of 2,800 grantmakers, the number of respondents increased significantly, improving our ability to provide the field with more accurate giving estimates for 2003 and more forward-looking information about giving in 2004. Findings from the survey’s “current issues” section provided *Estimates* readers with insights into grantmaking strategies and attitudes about foundation perpetuity, adding a practice-based dimension to our report. These enhancements resulted in broader and deeper coverage in *The New York Times*, *The Chronicle of Philanthropy*, and *The Nonprofit Times*, among other media outlets.



## Completing the Record of Philanthropy's Response to 9/11

Our multi-year effort to create the definitive record of philanthropy's response to September 11, 2001, came to fruition this year with the release of *September 11: The Philanthropic Response*, our final publication in a series of reports, essays, and interviews issued over the past three years. We are grateful to the foundations and corporations that supported our efforts to document and disseminate information about the more than \$1.1 billion in dollars pledged, as well as the human aspects of the story. Our archive of 9/11-related resources will remain available for free public access at our Web site as testimony to the impact of institutional philanthropy on those affected by the tragedy.



## Partnering on Regional and Topical Reports

The Center collaborates with diverse organizations on special studies that help inform grantmaking and public policy initiatives. We continued our partnership with the Council on Foundations to produce *International Grantmaking III*, our third benchmark study on this topic. In a new model for the Center, we issued two reports with companion essays by noted experts. In his essay, *Health Policy Research and Foundation Grantmaking*, Bradford H. Gray of the New

York Academy of Medicine interpreted the findings of our *Update on Foundation Health Policy Grantmaking* report in the context of the larger funding and policy research picture. Our first benchmark study on *Foundation Funding for the Humanities*, produced in collaboration with the American Academy of Arts & Sciences, includes an essay by historian James Allen Smith that identifies trends in humanities funding from the start of the twentieth century up to the present.



## Laying the Groundwork for Future Studies

Early in the year we began working with Independent Sector and an advisory committee of grantmakers to create a definitional framework for a first-ever study of social justice grantmaking. Slated for release in 2005, the study, sponsored by the Ford Foundation, will fill the gap in knowledge about this emerging area.

Working with the Forum of Regional Associations of Grantmakers and New Ventures in Philanthropy, we developed models for regional and state-level reports on foundations, leading to their designation of the Center as the Forum's "preferred data provider" for their members. This is an important step forward in making our data more accessible to regional associations and in establishing standards that can be used for cross-regional giving studies.

With support from the Charles Stewart Mott Foundation, the Center partnered with the Urban Institute and GuideStar to develop and analyze a unique data set on foundation administrative expenses and compensation. Preliminary findings were presented at a convening of grantmakers in our New York office and, by year-end, plans were under way to extend the research to help develop benchmarks for foundations in the future.



**James Allen Smith**  
**Waldemar A. Nielsen Professor of Philanthropy**  
**GEORGETOWN UNIVERSITY**

James Allen Smith, a noted historian and scholar of philanthropy, helped us break new ground in 2004 with our *Foundation Funding for the Humanities* report. Our first publication to focus exclusively on this topic, it features Jim's essay, "Historical Perspectives on Foundation Support for the Humanities," which connects our research to the larger context. From the outset, Jim helped get the project onto solid footing with insightful advice on defining the humanities, which is "always one of the greatest challenges in writing about them," he said.

To tell the story of humanities funding in the United States, Jim chronicles the principal grantmakers and trends influencing foundation support from the start of the twentieth century through today. "As we completed the report," he said, "we had more and more questions, and all of them propel us toward further study," adding that he sees the report as, "a way of creating a benchmark and of refining some of the questions that we need to ask about humanities and cultural funding."

To help us build understanding and awareness of this information, Jim presented at briefings we held in New York, San Francisco, Philadelphia, and Washington, DC. Each location's unique audience made for a meaningful conversation about the report's findings and the place of humanities funding in the field of philanthropy.

# Education Libraries & Outreach

In our ongoing efforts to offer nonprofits capacity-building training at various levels of knowledge and expand services to under-resourced groups, we significantly enhanced our offerings in 2004. Collaborating with funders and others enabled us to offer training in new ways and for groups otherwise unable to afford such instruction. This, along with new courses in our curriculum, for both general and targeted audiences, resulted in more sessions this year than ever before. Nearly 1,400 classes and full-day courses were held throughout the year — an average of 5.6 training sessions per workday — and more than 26,700 people attended those classes.

## **New Classes, Courses, and Workshops**

Nonprofit managers know that their board members can be powerful allies in fundraising. Those looking for guidance on how to effectively mobilize a board and ensure its ongoing commitment to fundraising can now attend our new day-long course, Nonprofit Boards and Fundraising. Piloted in August, the course is the result of the first collaboration between the Foundation Center and BoardSource, a national nonprofit organization that assists nonprofits with all aspects of board development.

Spanish-speaking grantseekers can now attend two classes conducted in their native language in our New York learning center. *Principios de la escritura de propuestas* (Proposal Writing Basics), complete with translated handouts, is the next step in our Spanish-language curriculum, following our Grantseeking Basics class in Spanish, introduced in 2003. We plan to offer both classes in all five library/learning centers next year.

Grantseeking Basics for International Organizations, introduced during International Philanthropy Month, is geared to representatives of foreign NGOs and U.S.-based nonprofits with international programs. In addition to addressing the basic steps involved in foundation research, it covers the legal aspects of U.S. foundation giving overseas and the types of funders active in this arena. The class has become a permanent addition to our free training portfolio.

We also worked during the year to expand our Virtual Classroom at our Web site. Here grantseekers interested in virtual learning can take advantage of a variety of free tutorials and guided tours on many topics. During Celebrating Philanthropy Month we launched our second free e-learning course, Foundations and Their Role in Philanthropy. Adapted from our one-hour class by the same name, it offers a good introduction to the world of foundations and provides quizzes, exercises, and other interactive features.

## **Grantseeker Training Institute**

In the summer of 2004, we held our first Grantseeker Training Institute. This week-long, intensive program, designed to provide a sound introduction to foundation fundraising in a concentrated period, premiered in New York and brought together 25 attendees from across the country and beyond. In a unique opportunity for a small group to learn the fundamental skills of institutional fundraising from our experts and each other, the students formed a community of peers while learning various skills: how to develop a fundraising plan, find and evaluate funding partners, and prepare proposals and proposal budgets. Daily in-class training was supplemented with an excursion to Carnegie Corporation for a behind-the-scenes look at one of the



Grantseeker Training Institute participants learned from fundraising experts such as Michael Seltzer (left), president of New York Regional Association of Grantmakers. Author of the Center's *Securing Your Organization's Future*, he taught the interactive class, Developing a Fundraising Plan.

largest and oldest foundations in the country. The evaluations from the participants were tremendously positive, and plans to host a new group in the winter have been realized.

### **First Steps and Next Steps**

We completed the Clark Foundation-funded First Steps and Next Steps program this year. This innovative, capacity-building program was specifically designed for small, grassroots nonprofits and included monthly training sessions, individual assistance from consultants, and a number of Foundation Center resources provided to the participants. The nonprofit participants reported substantial benefits from their involvement, citing results such as increased income and resources, newly developed strategic and/or fundraising plans, strengthened boards of directors, enhanced external relations, and new strategic alliances and partnerships. In the fall, we initiated a formal evaluation of the program, also funded by the Clark Foundation.

### **Other Special Training**

The Center's training has increased in popularity since the launch of our Educational Services Department in 2000. Consequently, many groups have asked us to customize our training for their own audiences or to make it available to specific under-resourced groups that cannot afford the fees. In response to the increased demand, the Center has developed a variety of models.

One of these, our First Steps on the Road to Successful Grantseeking program, launched in 2001, gives us a new kind of relationship with funders and other organizations as we partner to upgrade the capacities of selected small, under-resourced nonprofits. Five First Steps programs took place this year — three in Atlanta and one each in Cleveland and San Francisco. Additionally, the Arthur M. Blank Foundation funded five special programs in the Southeast and one in Phoenix.

Nine organizations across the country contracted with us to present day-long sessions of Proposal Writing Seminar and Foundation Fundraising: An Introductory Course. A total of 329 representatives from nonprofits that might not be able to afford the regular fee were thus able to learn important skills to strengthen their organizations.

This year we continued to conduct free training for specific groups, often in collaboration with umbrella organizations. Going on the road allowed us to reach thousands of people in need of our training.



**Teri Lewis**  
**Executive Director**

### **THE FLEDGLINGS, INC.**

Teri Lewis, executive director of the Atlanta-based nonprofit, the Fledglings, developed her skills at First Steps on the Road to Successful Grantseeking, a Foundation Center program that has built the capacity of hundreds of nonprofits across the country over the past three years. The Fledglings works with local youth transitioning out of long-term incarceration to find work, make positive choices, and achieve success in their communities.

When our Atlanta field office offered a multi-session First Steps program in 2004, sponsored by the Community Foundation for Greater Atlanta, Teri was among the nonprofit leaders who quickly applied. Although she has done nonprofit work throughout her career, she feels that this kind of immersion in the basics is critical. She especially wanted to learn how to use computer-based information resources, which have transformed nonprofit work in recent years. The greatest benefit of First Steps, according to Teri, is that it "provides a road map for where to begin and gives participants greater confidence in using new tools."

"Fundraising is the hardest part of what we do," she said. "First Steps helped us make sure that our project is worthy of funding and is well planned. Our board is now more focused and clear about its mission. It has energized us all."

# Our Libraries & Learning Centers

Responding to grantseekers' needs to build skills and access crucial resources, our library/learning centers developed new ways to help them work more efficiently. Our new book-lending program proved a success in all five libraries, with more than 1,600 books loaned to library visitors by year end. During special focus months dedicated to health, arts, international philanthropy, and the philanthropic community we offered an abundance of programs targeted to these audiences. A new survey of San Francisco and DC library visitors drew extraordinarily positive feedback — some 90 percent reported that they found the information they needed.

## New York

Developing extensive programming and resources for the Center's four special focus months created a framework for the year. Diverse opportunities to learn and network with others sharing similar interests brought almost 1,000 grantseekers to our library/learning center during these special months. Funding for Arts Month once again proved highly popular in New York. Special programming included "Well-Served: Affirming the Relationship between Artists and Community," a standing-room only networking event for individual artists featuring a panel of successful grantseekers, and "Introduction to Marketing and Corporate Sponsorship for Artists," with a presentation by the Arts & Business Council.

Attendance at funder panels and roundtable discussions in Manhattan, Long Island, and New Jersey grew substantially this year. Partnerships with New York Regional Association of Grantmakers and the Council of New Jersey Grantmakers enabled us to invite more funders to participate in our outreach to new, small, or under-resourced nonprofits.

With funding from the Milbank Foundation for Rehabilitation, we improved our resources and services to in-person and virtual library visitors with disabilities. Enhancements included Kurzweil optical character recognition software and a closed circuit television system for visitors with visual impairments.



## Atlanta

Our Atlanta office underwent a major redesign and renovation in 2004, coinciding with its 10th anniversary. Visitors to the new space now benefit from a larger, state-of-the-art training room and a more efficient library. We were honored by the Atlanta City Council, who proclaimed the day of our re-opening, June 7, 2004, "Foundation Center-Atlanta Day." When the Center's board of trustees met here in November, we hosted a reception to show how our renovated facility can better serve the philanthropic community.

Close collaboration with local associations helped us reach wider audiences, especially during the Center's special focus months. The Metropolitan Atlanta Arts Fund, Southeastern Council of Foundations, and the Georgia Center for Nonprofits were but three of the groups we worked with to create programming targeted to grantseekers' needs and interests. Special focus month events included "Meet the Grantmakers: What's New in Health Funding?" "Local Government Funding for the Arts," and "The Site Visit: What to Expect, How to Prepare."

In direct response to community requests, we provided more than 40 off-site presentations to organizations such as Atlanta Women in Film, Aid to Children of Imprisoned Mothers, and the Georgia Criminal Justice Council. With the support of several grantmakers, Atlanta staff also conducted numerous sessions of our day-long educational programs in locations throughout the Southeast, including several underserved rural areas, for grantseekers who otherwise would not be able to afford such training.

## Cleveland

Moving forward on one of the Center's strategic goals, in 2004 we successfully launched an initiative to meet the demand for information on regional grantmakers and giving, piloting the project in Cleveland. (See page 5 for details.) We produced two new reports, one on arts grantmaking and the other on "new health" funders in Ohio. Representatives of foundations and nonprofits alike heard about report findings first-hand at well-attended briefings for each.

To help us identify and reach new audiences — and better serve all those who look to us for information and education — we established a new advisory board comprised of 18 members of the grantmaking and nonprofit community in Cleveland and other parts of Ohio.

Special focus month activities opened new doors for bringing funders and grantseekers together to share information and ideas. A Dialogue with Donors program, "Faith in Action: Funding for International Mission-based Work," during International Philanthropy Month and "Exploring Diversity in Philanthropy" in Celebrating Philanthropy Month are but two examples of the programs we offered. The *Cleveland Plain Dealer* featured the Foundation



**George Espy**  
President

### OHIO GRANTMAKERS FORUM

Ohio Grantmakers Forum (OGF), an association that provides leadership for organized philanthropy in Ohio, and our Cleveland office have long enjoyed a close relationship, a reflection of what OGF president George Espy calls a "congruence of missions and interests." This collaboration has produced many special programs, bringing grantmakers and grantseekers together to exchange information and ideas on crucial issues.

In support of our goal to broaden and deepen information on philanthropy in our five office regions (see sidebar, page 5), in 2004 we partnered with OGF to produce its *Ohio: The State of Philanthropy 2004*, which was enhanced with an array of statistical data provided by the Center. "Those interested in Ohio's philanthropic activities benefit not only from the data," George said, "but also from the Center's analysis of trends and highly trained, skillful researchers."

George's wide-ranging experience in the nonprofit sector — from community to statewide service — informs his contribution to our Cleveland office's new advisory board, providing valuable insights on how the Center can further serve all those who look to us for the information they need.

"We don't think of the sector as divided into nonprofit organizations and foundations," George explains. "We try to look at it as a whole. Put OGF and the Center together, and we feel we can address many of the needs of the entire nonprofit spectrum in the region."

Center–Cleveland in its *Mosaic* section, highlighting International Philanthropy Month events as well as our overall resources and services to the community.

Busy nonprofit professionals again expressed their enthusiasm for our Brown Bag Lunch series, which they can attend during their workday. More than 100 people attended these informal networking discussions: “Basic Financial Controls,” “The Lean Nonprofit,” “Supporting the Arts at the Board Level,” and “Effective Economic Decision-Making for Nonprofit Organizations,” featuring Center author Dennis Young.

## San Francisco

The San Francisco office held more than 40 public programs in 2004 that drew close to 1,900 participants, in addition to our regularly scheduled education classes.

Grantmakers seeking opportunities to share knowledge about trends in philanthropy and grantmaking practice took advantage of six convenings, including “Power, Money, and Public Service: The Philanthropic Balancing Act,” co-sponsored with Bay Area Emerging Practitioners in Philanthropy, and “Addressing South Africa’s Economic Challenges for the Next Decade,” co-sponsored with Northern California Grantmakers. Bringing the ideas from our *Practice Matters* project directly to local funders, author Ruth Tebbets Brousseau led an interactive discussion based on her paper, *Experienced Grantmakers at Work: When Creativity Comes Into Play*.

Grantseekers appreciated programs targeted to their interests during our special focus months. A wide range of topics was addressed, including “Meet the Grantmakers: Funding for Mental Health,” “Corporate Sponsorship and the Arts: Hear from the Experts,” “International Social Change Philanthropy,” and “Extreme Fundraising: Coming to the Rescue of an Organization.”

Thanks to a partnership with the LightHouse for the Blind and Visually Impaired, visitors to the LightHouse can now use public computers equipped with the latest technology to access our databases, *The Foundation Directory Online Platinum* and *Foundation Grants to Individuals Online*.

The *San Francisco Bay Guardian* named the Foundation Center–San Francisco “Best of the Bay” in a special edition of readers’ and editors’ favorite resources and businesses in the area.

## Washington, DC

In 2004, the DC office observed its 40th anniversary and marked this milestone with a gathering of friends and colleagues in the nonprofit community. A proclamation by Mayor Anthony A. Williams officially declared December 7, 2004, “Foundation Center Day” in Washington, DC.



Eighteen representatives of the DC-area grantmaking and nonprofit community joined our new advisory board. We established the group this year to help us address the concerns of key audiences, particularly the under-resourced, and to enhance our collaborative efforts with funders and technical assistance providers.

We brought several programs to groups in Southeast DC, one of the most under-resourced neighborhoods in the nation, and to community-based organizations that participate in the Strengthening Partners Initiative of the Mayor's Office of Partnerships and Grants Development. Working with an advisory board member who is active in the Asian American community, we gave a presentation about our programs and services at the Chinatown Service Center.

Visitors with disabilities welcomed enhancements to our library, including new equipment, software, and other assistive technology designed to help those with visual impairments and with motor disabilities utilize resources. Support from the Mitsubishi Electric America Foundation and the Milbank Foundation for Rehabilitation made these improvements possible.

Focusing on international philanthropy in October — the first time we dedicated a full month of activities to this topic — the Center cast a truly global net, offering a wide and diverse array of public programs to help people seeking information on international grantmaking by U.S. foundations. In cooperation with Grantmakers Without Borders, we presented “International Philanthropy Roundtable: Best Practices and Partnership Models” with distinguished panelists from Ashoka, the Academy for Educational Development, Public Welfare Foundation, Oxfam America, and the Institute for Indigenous Management in Belize.



At the Foundation Center—Washington, DC's 40th anniversary reception in December, board members helped welcome the guests. Pictured: Audrey Alvarado, executive director, National Council of Nonprofit Associations (left), and Barry Gaberman, senior vice president, Ford Foundation, and Foundation Center board chair.



## 2004 Educational Programs

- Before You Seek a Grant: A Checklist for New Nonprofits
- Developing a Fundraising Plan: Securing Your Organization's Future
- Evaluating Funding Prospects: Strategies for Finding a Match
- Finding Foundation Support for Your Education
- Finding Funding Prospects with *The Foundation Directory Online*
- Foundation Fundraising: An Introductory Course
- Foundations and Their Role in Philanthropy
- Funding Research with *FC Search*
- Getting Started with *FC Search*
- Getting Started with *Foundation Grants to Individuals Online*
- Grantseeker Training Institute **NEW**
- Grantseeking Basics
- Grantseeking Basics for Individuals in the Arts
- Grantseeking Basics for International Organizations **NEW**
- Grantseeking on the Web: Hands-on Introductory Training
- Guide to the Resources on the Foundation Center's Web Site
- Introduction to Corporate Giving
- Introduction to Fundraising Planning
- Introduction to *The Foundation Directory Online*
- Nonprofit Boards and Fundraising **NEW**
- Principios de la búsqueda de fondos* (Grantseeking Basics)
- Principios de la escritura de propuestas* (Proposal Writing Basics) **NEW**
- Proposal Budgeting Basics
- Proposal Budgeting Workshop
- Proposal Writing Basics
- Proposal Writing Seminar
- Prospect Research Basics: Researching Individual Donors
- Your Board and Fundraising

# The Foundation Center Online

Since its launch a decade ago, the Foundation Center's Web site at [www.fdncenter.org](http://www.fdncenter.org) has constantly been evolving to better meet the needs of our many audiences. By the end of 2004, nearly 80,000 visitors had registered at the site, affording them customized content based on their interests and location. Moreover, by year-end an average of 30,000 visitors a day were logging on to find answers to questions on the grantseeking process, use our online databases, discover key resources, access statistical information, and keep current with the latest news in the field.

## **PubHub: A Repository of Foundation-Sponsored Reports**

Foundation resources make possible an enormous wealth of information and research on practices, policies, and issues relating to philanthropy and the public good. With the launch this year of PubHub: A Repository of Foundation-Sponsored Reports, the Center has created one convenient place for hundreds of reports to be searched. An important new resource for grantmakers, nonprofits, researchers, policymakers, and the media, PubHub links to reports issued or sponsored by foundations nationwide. By the end of the year PubHub contained 503 links to reports in ten major subject categories, from the arts to the sciences. Ultimately, it will encompass the full spectrum of philanthropic activity in the United States.

## **Philanthropy News Digest**

For ten years *Philanthropy News Digest* (PND), the Center's free daily news service, has delivered the latest news of the nonprofit sector. The launch this year of five regional editions — Tri-State, Midwest, Southeast, Pacific, and National Capital Region — at each of our libraries' Web sites provides nonprofit professionals and others with up-to-date news specific to their region in one convenient place.

Adding perspective to the news coverage, PND's Newsmakers series of interviews provides commentary and context on topical issues. In 2004, twelve new interviews with influential leaders and practitioners in philanthropy shed light on a range of issues. They included "Empowering the Grassroots" (Chet Tchozewski, executive director, Global Greengrants Fund), "Toward a 21st Century Healthcare System" (Karen Davis, president, Commonwealth Fund), and "Building Hope in Afghanistan" (Michael Rea, managing director, Give2Asia). All 55 interviews conducted since 2000 are available at the PND archive.

## **More from PND**

Subscriptions to our newsletters grew significantly during the year. *Health Funding Watch* was launched in conjunction with our special focus month in March. Registered Web site visitors use it to learn about current headlines, RFPs, and jobs in their field, and it joins our other subject-based newsletters, *Arts Funding Watch* and *Education Funding Watch*, as a special field-based resource. The *RFP Bulletin* remains our most popular weekly broadcast service, with more than 72,000 subscribers at year end. Readers continue to keep current on news of the sector via our flagship e-newsletter, *Philanthropy News Digest*. Created in 1997 with 100 subscribers, PND is now received by nearly 60,000 subscribers worldwide. Altogether, the family of PND newsletters — seven in total — was reaching an astounding 246,000 subscribers by the end of 2004.



## Serving Special Audiences

### People with Disabilities

As we do in our libraries, the Foundation Center strives to serve the underserved at our Web site. One of these groups, the physically disabled, has a new resource devoted to meeting their special needs. The new For People with Disabilities area of the site assists visually impaired visitors — including those using adaptive technology — in effective navigation of our entire Web site, and it outlines the various services our library/learning centers offer to people with disabilities. Also, grantseekers searching for funding of disability-related programs and issues will find here a collection of links to helpful, relevant resources.



### International Visitors

In the age of the Internet, the Foundation Center's reputation as the best place to go for information on U.S. philanthropy means that our Web site is explored by a substantial number of visitors from outside U.S. borders. Whether a visitor is looking for news, research about international philanthropy, or fundraising resources, the new For International Visitors area provides links to PND headlines, FAQs, Requests for Proposals, topical resource lists, reports, and statistical data and to other nonprofit organizations and resources in the field. The Web page is also of use to anyone seeking information on international grantmaking by U.S. foundations.

### Youth

To help the next generation of philanthropists get more involved, International Philanthropy and Youth was a new topic we created this year in our Youth in Philanthropy area ([youth.fdncenter.org](http://youth.fdncenter.org)). It was established as a place where young people can read about the activities of their peers and about celebrities making a difference around the world. It also links our young visitors to information on study abroad and overseas volunteer opportunities, presenting them with unique educational possibilities.

## For Grantmakers

### Foundation Folders

The Foundation Center creates and hosts Web sites for grantmakers at no charge, extending communication of their missions and programs to wider audiences. By the end of 2004, we were hosting 128 grantmaker Web sites. The following new folders were added during the year:

- Abelard Foundation-East
- Agua Fund
- The ASC Foundation
- Helen Andrus Benedict Foundation
- Harry S. Black and Allon Fuller Fund
- The Louis Calder Foundation
- Cooper-Levy Trust
- Educational Choice Foundation, Inc.
- The Hackett Foundation, Inc.
- Hill-Snowdon Foundation
- Sidgmore Family Foundation
- The Vincent Foundation, Inc.
- Woods Charitable Fund, Inc.

### Practice Matters

We expanded *Practice Matters: The Improving Philanthropy Project* at our Web site with four additional papers and discussion guides on capacity building, communications, creativity in grantmaking, and philanthropic field-building. In our New York and San Francisco offices, we held programs based on papers in the series to

help grantmakers translate the concepts and ideas into practical approaches for their daily work.



# Foundation Center Cooperating Collections

The Foundation Center's Cooperating Collection network gives those who are not within reach of one of our five library/learning centers in-person access to our core collection of print and electronic resources and assistance in using them. Housed in public or academic libraries, community foundations, or other nonprofit agencies, many Collections offer Foundation Center training programs.

In 2004, seven new facilities in underserved areas of the country joined the network: Pueblo, CO; Pocatello, ID; Carbondale, IL; Valparaiso, IN; Baker, MT; Wilmington, NC; and Parkersburg, WV. Center staff visited 51 Cooperating Collections during the year and presented many workshops for the public and for Collection staff on the use of Foundation Center resources. Below is the complete list of all locations.\*

A record-high 63 Collection supervisors traveled to our annual conference in New York in October. They attended several of the Center's most popular courses, participated in idea-exchanging sessions, and enjoyed networking opportunities. The two-day conference, "Sharing Our Ideas and Experiences," focused on government funding and serving individual grantseekers, and included special presentations from five of the supervisors. Participants tell us repeatedly that Network Days provides an invaluable opportunity to gather new ideas, useful tips, and expertise to better serve their communities.

## **Alabama**

BIRMINGHAM  
Birmingham Public Library

HUNTSVILLE  
Huntsville Public Library

MOBILE  
Mobile Public Library  
West Regional Library

MONTGOMERY  
Auburn University at  
Montgomery Library

## **Alaska**

ANCHORAGE  
Consortium Library

JUNEAU  
Juneau Public Library

## **Arizona**

FLAGSTAFF  
Flagstaff City—Coconino  
County Public Library

PHOENIX  
Phoenix Public Library

TUCSON  
Tucson Pima Public Library

## **Arkansas**

FT. SMITH  
University of Arkansas—Ft.  
Smith Boreham Library

LITTLE ROCK  
Central Arkansas Library  
System

## **California**

BAKERSFIELD  
Kern County Library

BAYSIDE  
Humboldt Area Foundation

CAMARILLO  
Ventura County  
Community Foundation

FRESNO  
Fresno Regional Foundation

LOS ANGELES  
Center for Nonprofit  
Management in Southern  
California

NORTH HILLS  
Los Angeles Public Library  
Mid-Valley Regional Branch

PASADENA  
Philanthropy Resource  
Center  
Flintridge Foundation

REDDING  
Shasta Regional  
Community Foundation's  
Center for Nonprofit  
Resources

RICHMOND  
Richmond Public Library

RIVERSIDE  
Riverside City Public  
Library

SACRAMENTO  
Nonprofit Resource Center

SAN DIEGO  
San Diego Foundation

SAN JOSE  
CompassPoint Nonprofit  
Services  
Nonprofit Development  
Library

SAN PEDRO  
Los Angeles Public Library  
San Pedro Regional Branch

SANTA ANA  
Volunteer Center of Greater  
Orange County

SANTA BARBARA  
Santa Barbara Public  
Library

SANTA MONICA  
Santa Monica Public  
Library

SANTA ROSA  
Sonoma County Library

SEASIDE  
Seaside Branch Library

SONORA  
Sierra Nonprofit Support  
Center

## **Colorado**

COLORADO SPRINGS  
Penrose Library

DENVER  
Denver Public Library

PUEBLO  
Pueblo City—County  
Library District

## **Connecticut**

DANBURY  
Danbury Public Library

GREENWICH  
Greenwich Library

HARTFORD  
Hartford Public Library

NEW HAVEN  
New Haven Free Public  
Library

## **Delaware**

NEWARK  
University of Delaware  
Hugh Morris Library

## **Florida**

BARTOW  
Bartow Public Library

DAYTONA BEACH  
Volusia County Library  
Center

FORT LAUDERDALE  
Nova Southeastern  
University Library Research  
and Information  
Technology Center

FORT PIERCE  
Indian River Community  
College Learning Resources  
Center

JACKSONVILLE  
Jacksonville Public  
Libraries

MIAMI  
Miami—Dade Public  
Library

ORLANDO  
Orange County Library  
System

SARASOTA  
Selby Public Library

TALLAHASSEE  
State Library of Florida

TAMPA  
Hillsborough County Public  
Library Cooperative

WEST PALM BEACH  
Community Foundation of  
Palm Beach & Martin  
Counties

## **Georgia**

GAINESVILLE  
Hall County Library System

MACON  
Washington Memorial  
Library

THOMASVILLE  
Thomas County Public  
Library

## **Hawaii**

HONOLULU  
University of Hawaii  
Hamilton Library

## **Idaho**

BOISE  
Boise Public Library

CALDWELL  
Caldwell Public Library

POCATELLO  
Marshall Public Library

## **Illinois**

CARBONDALE  
Carbondale Public Library

CHICAGO  
Donors Forum of Chicago

## From a thirty-year veteran Collection...

SARAH ZIEGENBEIN  
CENTRAL ARKANSAS LIBRARY SYSTEM  
LITTLE ROCK, AR



Sarah Ziegenbein, Collection supervisor, fourth from left, with library staff.

Our collection of Foundation Center materials has been an integral part of the library since 1974, allowing us to provide information on grants to our local nonprofit community. It's been exciting to watch the changes in how we provide this information, making our visitors' research easier and more productive. Over the last year our staff trained numerous grantseekers on a one-to-one level. We also hosted a regional meeting for seven Collection supervisors and a hugely successful program on scholarship resources, highlighting Foundation Center materials. In fact, we'll be taking our scholarship program on the road this summer, presenting it at some of our branch libraries.

EVANSTON  
Evanston Public Library

ROCK ISLAND  
Rock Island Public Library

SPRINGFIELD  
University of Illinois at  
Springfield  
Brookens Library

### **Indiana**

EVANSVILLE  
Evansville—Vanderburgh  
Public Library

FT. WAYNE  
Allen County Public Library

INDIANAPOLIS  
Indianapolis—Marion  
County Public Library

TERRE HAUTE  
Vigo County Public Library

VALPARAISO  
Valparaiso University  
Moellering Library

### **Iowa**

CEDAR RAPIDS  
Cedar Rapids Public Library

CRESTON  
Southwestern Community  
College  
Learning Resource Center

DES MOINES  
Des Moines Public Library

SIOUX CITY  
Sioux City Public Library

### **Kansas**

COLBY  
Pioneer Memorial Library

DODGE CITY  
Dodge City Public Library

LAKIN  
Kearny County Library

SALINA  
Salina Public Library

TOPEKA  
Topeka and Shawnee  
County Public Library

WICHITA  
Wichita Public Library

### **Kentucky**

BOWLING GREEN  
Western Kentucky  
University  
Helm—Cravens Library

LEXINGTON  
Lexington Public Library

LOUISVILLE  
Louisville Free Public  
Library

### **Louisiana**

BATON ROUGE  
East Baton Rouge Parish  
Library

DE RIDDER  
Beauregard Parish Library

MONROE  
Ouachita Parish Public  
Library

NEW ORLEANS  
New Orleans Public Library

SHREVEPORT  
Shreve Memorial Library

### **Maine**

PORTLAND  
University of Southern  
Maine Library  
Maine Philanthropy Center

### **Maryland**

BALTIMORE  
Enoch Pratt Free Library

### **Massachusetts**

BOSTON  
Associated Grant Makers of  
Massachusetts

BOSTON  
Boston Public Library

SPRINGFIELD  
Western Massachusetts  
Funding Resource Center

WORCESTER  
Worcester Public Library

### **Michigan**

ALPENA  
Alpena County Library

ANN ARBOR  
University of Michigan—  
Ann Arbor  
Graduate Library

BATTLE CREEK  
Willard Public Library

DEARBORN  
Henry Ford Centennial  
Library

DETROIT  
Wayne State University  
Purdy/Kresge Library

EAST LANSING  
Michigan State University  
Libraries  
Funding Center

FARMINGTON HILLS  
Farmington Community  
Library

FLINT  
University of Michigan—  
Flint  
Frances Willson  
Thompson Library

GRAND RAPIDS  
Grand Rapids Public  
Library

HOUGHTON  
Michigan Technological  
University

SCOTTVILLE  
West Shore Community  
College Library

TRAVERSE CITY  
Traverse Area District  
Library

### **Minnesota**

BRAINERD  
Brainerd Public Library

DULUTH  
Duluth Public Library

MARSHALL  
Southwest State University  
Library

MINNEAPOLIS  
Minneapolis Public Library

ROCHESTER  
Rochester Public Library

ST. PAUL  
St. Paul Public Library

### **Mississippi**

HATTIESBURG  
Library of Hattiesburg, Petal  
and Forrest County

JACKSON  
Jackson/Hinds Library  
System

### **Missouri**

KANSAS CITY  
Council on Philanthropy  
University of Missouri—  
Kansas City

KANSAS CITY  
Kansas City Public Library

ST. LOUIS  
St. Louis Public Library

SPRINGFIELD  
Springfield—Greene  
County Library

### **Montana**

BAKER  
Fallon County Library

BILLINGS  
Montana State University—  
Billings Library  
Special Collections

BOZEMAN  
Bozeman Public Library

LIBBY  
Libby Public Library

MISSOULA  
University of Montana  
Mansfield Library

### **Nebraska**

LINCOLN  
University of Nebraska—  
Lincoln  
University Libraries

OMAHA  
Omaha Public Library

### **Nevada**

ELKO  
Great Basin College Library

LAS VEGAS  
Clark County Library

RENO  
Washoe County Library

### **New Hampshire**

CONCORD  
Concord Public Library

PLYMOUTH  
Plymouth State College  
Herbert H. Lamson Library

## A midwestern university Collection “cyber supervisor” tells us...

JON HARRISON, MICHIGAN STATE UNIVERSITY LIBRARIES  
FUNDING CENTER, EAST LANSING, MI

Grant and scholarship seekers can make use of our Funding Center 148 hours a week during the fall and spring semesters. And if that's not

enough, our library maintains a Grants and Related Resources Web site. Thanks to generous publicity from the Foundation Center, the Council of Michigan Foundations, MEL: the Michigan eLibrary, and other information providers, the Web site received over 1.5 million hits during 2004. Like many other Collection supervisors, I provide a wide array of training sessions for both nonprofits and in-house academics, and I'm often asked to speak at conferences around the state. No wonder I refuse to let anyone take the job away from me!



Jon Harrison,  
Collection supervisor,  
and his Grants and  
Related Resources  
Web site.

# Foundation Center Cooperating Collections

**SYRACUSE**  
Onondaga County Public Library

**UTICA**  
Utica Public Library

**WHITE PLAINS**  
White Plains Public Library

**YONKERS**  
Yonkers Public Library

### **North Carolina**

**ASHEVILLE**  
Paek Memorial Library

**CHARLOTTE**  
The Duke Endowment

**DURHAM**  
Durham County Public Library

**WILMINGTON**  
New Hanover County Public Library

**WINSTON-SALEM**  
Forsyth County Public Library

### **North Dakota**

**BISMARCK**  
Bismarck Public Library

**FARGO**  
Fargo Public Library

**MINOT**  
Minot Public Library

### **Ohio**

**CANTON**  
Stark County District Library

**CINCINNATI**  
Public Library of Cincinnati & Hamilton County

**COLUMBUS**  
Columbus Metropolitan Library

**DAYTON**  
Dayton Metro Library

**MANSFIELD**  
Mansfield/Richland County Public Library

**PORTSMOUTH**  
Portsmouth Public Library

**TOLEDO**  
Toledo—Lucas County Public Library

**YOUNGSTOWN**  
Public Library of Youngstown & Mahoning County

### **Oklahoma**

**OKLAHOMA CITY**  
Oklahoma City University  
Dulaney Browne Library

**TULSA**  
Tulsa City—County Library

### **Oregon**

**KLAMATH FALLS**  
Oregon Institute of  
Technology Library

**MEDFORD**  
Jackson County Library  
Services

**PORTLAND**  
Multnomah County Library

**SALEM**  
Oregon State Library

### **Pennsylvania**

**BETHLEHEM**  
Northampton Community  
College  
Paul and Harriett Mack  
Library

**ERIE**  
Erie County Library System

**HARRISBURG**  
Dauphin County Library  
System

**HAZLETON**  
Hazleton Area Public  
Library

**LANCASTER**  
Lancaster County Library

### **New Jersey**

**BRIDGETON**  
Cumberland County  
Library

**ELIZABETH**  
Free Public Library of  
Elizabeth

**NEWARK**  
Newark Enterprise  
Community Resource  
Development Center

**RANDOLPH**  
County College of Morris  
Learning Resource Center

**TRENTON**  
New Jersey State Library

### **New Mexico**

**ALBUQUERQUE**  
Albuquerque/Bernalillo  
County Library System

**SANTA FE**  
New Mexico State Library

### **New York**

**ALBANY**  
New York State Library

**BROOKLYN**  
Brooklyn Public Library

**BUFFALO**  
Buffalo & Erie County  
Public Library

**CORNING**  
Southeast Steuben County  
Library

**HUNTINGTON**  
Huntington Public Library

**JAMAICA**  
Queens Borough Public  
Library

**LEVITTOWN**  
Levittown Public Library

**POUGHKEEPSIE**  
Adriance Memorial Library

**RIVERHEAD**  
Riverhead Free Library

**ROCHESTER**  
Rochester Public Library

Gerry Keen, Collection supervisor (left) and  
reference librarian Ann Glorioso.



## A long-time suburban Collection supervisor writes...

GERRY KEEN, LEVITTOWN PUBLIC LIBRARY, LEVITTOWN, NY

I've been supervising the Cooperating Collection at Levittown Public Library since 1987, which places me in a venerable position among Collection supervisors. Maintaining the Collection in a vibrant and hectic suburban public library setting offers insight into a community with both local and broad-based interests. Grantseeking for community development and human services rank high, and I'm glad to note that our recent program, "Grant Workshop: Funding for Arts and Culture," attracted 117 attendees. We offer individual orientations to the Collection, as well as individual assistance with print resources and *FC Search*. It is gratifying to assist grantseekers at all points in their process of locating what funding is available, where to find it, and how to go about getting it.

## Reaching out to the underserved, this West Coast Collection supervisor says...

BENLING WONG, SEATTLE PUBLIC LIBRARY, SEATTLE, WA



Benling Wong,  
Collection supervisor.

The Seattle Public Library has been a Cooperating Collection since 1974. Now serving visitors in our brand-new facility, we offer many educational opportunities, often working with other organizations. A collaboration we're particularly proud of is our work with the Nonprofit Assistance Center (NAC), a training and consulting resource that helps nonprofits develop capacity, targeting groups with less access to traditional sources of funding. At NAC's annual intensive grantwriting course, I give a presentation on library resources, highlighting *FC Search*. This is most rewarding because it is an opportunity to promote the Collection and free use of Foundation Center materials here, a wonderful service to our community.

### Wyoming

CHEYENNE  
Laramie County  
Community College  
Instructional Resource  
Center

GILLETTE  
Campbell County Public  
Library

JACKSON  
Teton County Library

SHERIDAN  
Sheridan County Fulmer  
Public Library

### Puerto Rico

SANTURCE  
Universidad del Sagrado  
Corazon  
M.M.T. Guevara Library

PHILADELPHIA  
Free Library of Philadelphia

PITTSBURGH  
Carnegie Library of  
Pittsburgh

PITTSSTON  
Pocono Northeast  
Development Fund  
James Pettinger Memorial  
Library

READING  
Reading Public Library

WILLIAMSPORT  
James V. Brown Library

YORK  
Martin Library

### Rhode Island

PROVIDENCE  
Providence Public Library

### South Carolina

ANDERSON  
Anderson County Library

CHARLESTON  
Charleston County Library

COLUMBIA  
South Carolina State  
Library

GREENVILLE  
Greenville County Library  
System

### South Dakota

MADISON  
Dakota State University  
Nonprofit Management  
Institute

PIERRE  
South Dakota State Library

SPEARFISH  
Black Hills State University  
E.Y. Berry Library—  
Learning Center

### Tennessee

CHATTANOOGA  
United Way of Greater  
Chattanooga

KNOXVILLE  
Knox County Public Library

MEMPHIS  
Memphis & Shelby County  
Public Library

NASHVILLE  
Nashville Public Library

### Texas

AMARILLO  
Amarillo Area Foundation

AUSTIN  
Hogg Foundation for Mental  
Health

BEAUMONT  
Beaumont Public Library

CORPUS CHRISTI  
Corpus Christi Public  
Library

DALLAS  
Dallas Public Library

EDINBURGH  
Southwest Border Nonprofit  
Resource Center

EL PASO  
University of Texas at  
El Paso

Institute for Community-  
Based Teaching and  
Learning Community  
Non-profit Grant Library

FT. WORTH  
Funding Information Center  
of Fort Worth

HOUSTON  
Houston Public Library

LAREDO  
Nonprofit Management and  
Volunteer Center  
Laredo Public Library

LONGVIEW  
Longview Public Library

LUBBOCK  
Lubbock Area Foundation,  
Inc.

SAN ANTONIO  
Nonprofit Resource Center  
of Texas

WACO  
Waco—McLennan County  
Library

WICHITA FALLS  
Nonprofit Management  
Center of Wichita Falls

### Utah

MOAB  
Grand County Public  
Library

SALT LAKE CITY  
Salt Lake City Public  
Library

### Vermont

MIDDLEBURY  
Ilsley Public Library

MONTPELIER  
Vermont Dept. of  
Libraries

### Virginia

ABINGDON  
Washington County  
Public Library

HAMPTON  
Hampton Public  
Library

RICHMOND  
Richmond Public  
Library

ROANOKE  
Roanoke City Public  
Library System

### Washington

KENNEWICK  
Mid-Columbia Library

REDMOND  
King County Library  
System

Redmond Regional Library

SEATTLE  
Seattle Public Library

SPOKANE  
Spokane Public Library

TACOMA  
University of Washington  
Tacoma Library

### West Virginia

CHARLESTON  
Kanawha County Public  
Library

PARKERSBURG  
West Virginia University at  
Parkersburg Library

SHEPHERDSTOWN  
Shepherd University  
Ruth A. Scarborough  
Library

### Wisconsin

MADISON  
University of Wisconsin—  
Madison  
Memorial Library

MILWAUKEE  
Marquette University  
Memorial Library

STEVENS POINT  
University of Wisconsin—  
Stevens Point

# DONORS

## Basic Support

### *Independent Foundations*

The Abell Foundation  
Louis and Anne Abrons Foundation, Inc.  
Daniele Agostino Foundation  
The Ahmanson Foundation  
Altman Foundation  
Hugh J. Andersen Foundation  
John W. Anderson Foundation  
The Anschutz Family Foundation  
The Area Foundation  
Atherton Family Foundation  
Lily Auchincloss Foundation, Inc.  
The AVI CHAI Foundation  
Axe-Houghton Foundation  
The Helen Bader Foundation  
The Barra Foundation, Inc.  
The Bay Foundation  
Beazley Foundation, Inc.  
Helen Andrus Benedict Foundation, Inc.\*  
Claude Worthington Benedum Foundation  
The Mary Duke Biddle Foundation  
Blandin Foundation

**Thank you so much for your commitment in helping build the capacity of nonprofits in our Northeast Georgia area to better meet their missions.**

FOUNDATION OFFICIAL

The Arthur M. Blank Family Foundation  
The Blowitz-Ridgeway Foundation  
Booth Ferris Foundation  
The Mary Owen Borden Memorial Foundation  
The Robert Bowne Foundation, Inc.  
Otto Bremer Foundation  
The Andrea and Charles Bronfman Philanthropies  
The Bullitt Foundation, Inc.  
Florence V. Burden Foundation  
The Burroughs Wellcome Fund  
The Bush Foundation  
The Bydale Foundation  
The Louis Calder Foundation  
The California Endowment

The California Wellness Foundation  
Callaway Foundation, Inc.  
Carnegie Corporation of New York  
Amon G. Carter Foundation  
The Annie E. Casey Foundation, Inc.  
The Ceres Foundation  
The Champlin Foundations  
The Charlepeg Foundation, Inc.  
Ben B. Cheney Foundation  
The Edna McConnell Clark Foundation  
Robert Sterling Clark Foundation, Inc.  
Cooper Foundation  
The Cowles Charitable Trust  
Bruce L. Crary Foundation, Inc.  
The Daphne Seybolt Culpeper Memorial Foundation, Inc.  
The Nathan Cummings Foundation  
The Dammann Fund, Inc.  
The Dana Foundation  
Daniels Fund\*  
Doris and Victor Day Foundation, Inc.  
Deer Creek Foundation  
The Gladys Krieble Delmas Foundation  
The DeMatteis Family Foundation\*  
Cleveland H. Dodge Foundation, Inc.  
Dodge Jones Foundation  
William H. Donner Foundation, Inc.  
The Dorr Foundation  
The Max and Victoria Dreyfus Foundation Inc.  
Doris Duke Charitable Foundation  
The Duke Endowment  
Dyer-Ives Foundation  
The Educational Foundation of America  
The O.P. and W.E. Edwards Foundation, Inc.  
El Pomar Foundation  
Fred L. Emerson Foundation, Inc.  
Engineering Information Foundation  
Richard M. Fairbanks Foundation, Inc.  
Maurice Falk Fund  
The Ford Foundation  
Mary D. and Walter F. Frear Eleemosynary Trust  
Freed Foundation  
The Freeman Foundation

**This one-week seminar was beyond my expectations. I learned a great deal.**

GRANTSEEKER INSTITUTE ATTENDEE (NEW YORK)

**A wonderful use of my time. I learned a lot.**

PROPOSAL WRITING BASICS ATTENDEE (NEW YORK)

Charles A. Frueauff Foundation, Inc.  
Gates Family Foundation  
Bill & Melinda Gates Foundation  
The Gerber Foundation  
The Wallace Alexander Gerbode Foundation  
Irving S. Gilmore Foundation  
Herman Goldman Foundation  
The Horace W. Goldsmith Foundation  
The Florence Gould Foundation  
Graham Foundation for Advanced Studies in the Fine Arts  
The Grainger Foundation  
William T. Grant Foundation  
William Caspar Graustein Memorial Fund  
The Greenwall Foundation  
Mary Livingston Griggs and Mary Griggs Burke Foundation  
Paul and Mary Haas Foundation  
Phil Hardin Foundation  
The Harkness Foundation for Dance  
John H. and Wilhelmina D. Harland Charitable Foundation, Inc.  
The Irving Harris Foundation  
The John A. Hartford Foundation, Inc.  
Charles Hayden Foundation  
The John Randolph Haynes and Dora Haynes Foundation  
The Edward W. Hazen Foundation  
The Hearst Foundation, Inc.  
The Heckscher Foundation for Children  
The F.B. Heron Foundation  
The William and Flora Hewlett Foundation  
The Hillman Foundation, Inc.  
Conrad N. Hilton Foundation  
The Hite Foundation  
Houston Endowment Inc.  
The Huber Foundation  
Hudson-Webber Foundation  
The Charles Evans Hughes Memorial Foundation, Inc.  
The Hyde and Watson Foundation  
Independence Foundation  
Ittleson Foundation, Inc.  
Janesville Foundation, Inc.  
JEHT Foundation  
The Mary Hillman Jennings Foundation  
Jerome Foundation  
George Frederick Jewett Foundation  
Jockey Hollow Foundation  
The Christian A. Johnson Endeavor Foundation  
J. Seward Johnson, Sr. 1963 Charitable Trust  
The Robert Wood Johnson Foundation

Daisy Marquis Jones Foundation  
 Joukowsky Family Foundation  
 The Joyce Foundation  
 Kansas Health Foundation  
 The J. M. Kaplan Fund, Inc.  
 Ewing Marion Kauffman Foundation  
 W. M. Keck Foundation  
 W. K. Kellogg Foundation  
 William R. Kenan, Jr. Charitable Trust  
 F. M. Kirby Foundation, Inc.  
 The Esther A. & Joseph Klingenstein Fund, Inc.  
 John S. and James L. Knight Foundation  
 The Kohlberg Foundation, Inc.  
 The Emily Davie and Joseph S. Kornfeld Foundation  
 The Kresge Foundation  
 Samuel H. Kress Foundation  
 Albert Kunstadter Family Foundation  
 The Jacob and Valeria Langeloth Foundation  
 Lannan Foundation  
 The Edith and Herbert Lehman Foundation, Inc.  
 Lemberg Foundation, Inc.  
 Lilly Endowment, Inc.  
 The Liman Foundation  
 The Fay J. Lindner Foundation  
 The Lucius N. Littauer Foundation  
 Longview Foundation for Education in World Affairs and International Understanding, Inc.  
 Richard Lounsbery Foundation, Inc.  
 Leon Lowenstein Foundation, Inc.  
 Loyola Foundation  
 The Henry Luce Foundation, Inc.  
 Lyndhurst Foundation  
 John D. and Catherine T. MacArthur Foundation  
 James A. Macdonald Foundation  
 Josiah Macy, Jr. Foundation  
 A.L. Mailman Family Foundation, Inc.  
 The Marcus Foundation, Inc.  
 Markle Foundation  
 Marmot Foundation  
 The Richard Mather Fund  
 The Robert F. and Eleonora W. McCabe Foundation  
 James J. McCann Charitable Trust  
 James S. McDonnell Foundation

**The more I learn about the process, the more I appreciate the availability of the Foundation Center. Thanks for your efforts.**

LIBRARY/LEARNING CENTER VISITOR  
 (SAN FRANCISCO)

McFeely-Rogers Foundation  
 Dextra Baldwin McGonagle Foundation, Inc.  
 John P. McGovern Foundation  
 McGregor Fund  
 McInerney Foundation  
 The McIntosh Foundation  
 The MCJ Foundation  
 The McLean Contributionship  
 The Andrew W. Mellon Foundation  
 Mertz Gilmore Foundation  
 Meyer Memorial Trust  
 The Ambrose Monell Foundation  
 Gordon and Betty Moore Foundation  
 The William T. Morris Foundation, Inc.  
 Charles Stewart Mott Foundation  
 New York Foundation  
 The Charlotte W. Newcombe Foundation  
 Edward John Noble Foundation, Inc.  
 The Samuel Roberts Noble Foundation, Inc.  
 Northwest Area Foundation  
 Jessie Smith Noyes Foundation, Inc.

**I would recommend the service to any organization that needs a partner to push forward into a successful [fundraising] program.**  
 ASSOCIATES PROGRAM MEMBER

The A. Lindsay and Olive B. O'Connor Foundation, Inc.  
 John M. Olin Foundation, Inc.  
 The Overbrook Foundation  
 The David and Lucile Packard Foundation  
 The Patrina Foundation  
 Josephine Bay Paul and C. Michael Paul Foundation  
 The Picower Foundation\*  
 The Pincus Family Fund  
 The Pinkerton Foundation  
 Plough Foundation  
 Polk Bros. Foundation  
 Posner-Wallace Foundation  
 The Louis and Harold Price Foundation, Inc.  
 Public Welfare Foundation  
 The Reed Foundation, Inc.  
 Michael Reese Health Trust  
 The Retirement Research Foundation  
 Charles H. Revson Foundation, Inc.  
 Donald W. Reynolds Foundation  
 The Christopher Reynolds Foundation, Inc.  
 Rhodebeck Charitable Trust  
 Sid W. Richardson Foundation  
 Fannie E. Rippel Foundation  
 The Ritter Foundation, Inc.

**The search capabilities are outstanding!**

FOUNDATION DIRECTORY ONLINE  
 SUBSCRIBER

Rockefeller Brothers Fund  
 The Rockefeller Foundation  
 The Felix and Elizabeth Rohatyn Foundation, Inc.  
 Rosenberg Foundation  
 The Richard and Hinda Rosenthal Foundation  
 Roth Family Foundation  
 Helena Rubinstein Foundation  
 The Rudin Foundation, Inc.  
 The Fan Fox and Leslie R. Samuels Foundation, Inc.  
 The Seherman Foundation, Inc.  
 Adolph and Ruth Schnurmacher Foundation, Inc.  
 Charles and Mildred Schnurmacher Foundation, Inc.  
 The Schumann Center for Media and Democracy, Inc.  
 Charles and Lynn Schusterman Family Foundation\*  
 Walter Scott Foundation  
 Sequoia Foundation  
 The Shubert Foundation, Inc.  
 The Siragusa Foundation  
 The Sirius Fund  
 The Skillman Foundation  
 The Skirball Foundation  
 Alan B. Slifka Foundation  
 Alfred P. Sloan Foundation  
 Richard and Susan Smith Family Foundation  
 The John Ben Snow Foundation, Inc.  
 The Spencer Foundation  
 The Starr Foundation  
 Hattie M. Strong Foundation  
 Surdna Foundation, Inc.  
 Taconic Foundation, Inc.  
 The Teagle Foundation, Inc.  
 T.L.L. Temple Foundation  
 John Templeton Foundation  
 The Tinker Foundation, Inc.  
 Town Creek Foundation, Inc.  
 The Harry A. and Margaret D. Towsley Foundation  
 The Trull Foundation  
 Turrell Fund  
 Union Foundation  
 van Ameringen Foundation, Inc.  
 The G. Unger Vetlesen Foundation  
 Virginia Environmental Endowment  
 The Laura B. Vogler Foundation, Inc.  
 Waksman Foundation for Microbiology

\*Denotes new donor

**I learned a lot from this presentation and am most grateful for the services in Spanish.**

GRANTSEEKING BASICS IN SPANISH  
ATTENDEE (NEW YORK)

The Wallace Foundation  
Wallerstein Foundation for Geriatric Life Improvement  
The Walton Family Foundation, Inc.  
The Andy Warhol Foundation for the Visual Arts  
Weingart Foundation  
The Margaret L. Wendt Foundation  
The Whitaker Foundation  
The Whitehead Foundation  
G. N. Wilcox Trust  
Woods Charitable Fund, Inc.  
The Fanny R. Wurlitzer Foundation  
The Zellerbach Family Foundation  
Anonymous (6)

### **Corporate Donors**

Alcoa Foundation  
Altria Group, Inc.  
American Express Foundation  
AT&T Foundation  
Avon Foundation, Inc.  
Bloomberg  
Bristol-Myers Squibb Foundation, Inc.  
CB Richard Ellis\*  
Citigroup Foundation  
The Coca-Cola Company  
DaimlerChrysler Corporation Fund  
John Deere Foundation  
Deutsche Bank Americas Foundation  
ExxonMobil Foundation  
Fidelity Foundation  
GE Foundation  
General Mills Foundation  
The Goldman Sachs Foundation  
IBM Corporation  
The Independence Community Foundation  
Johnson & Johnson Family of Companies  
Keyspan Foundation  
Levi Strauss Foundation  
Lucent Technologies Foundation  
The MassMutual Foundation for Hartford, Inc.  
Maytag Corporation Foundation  
McDonald's Corporation  
MeadWestvaco Foundation  
The Merek Company Foundation  
Merrill Lynch & Co. Foundation, Inc.  
MetLife Foundation  
J.P. Morgan Chase

Morgan Stanley  
Motorola Foundation  
The New York Times Company Foundation, Inc.  
Panasonic Foundation Inc.  
Pfizer Inc.  
Pitney Bowes  
The Prudential Foundation  
Raytheon Company  
Roche  
SI Bank and Trust Foundation  
State Farm Companies Foundation  
The Starbucks Foundation  
Target  
The UPS Foundation  
Washington Mutual Foundation  
Wells Fargo  
The Xerox Foundation

### **Community Foundations**

Baltimore Community Foundation  
The Chicago Community Foundation  
Community Foundation of Greater Memphis\*  
Kalamazoo Community Foundation  
New Hampshire Charitable Foundation  
The New York Community Trust  
North Dakota Community Foundation  
The Pittsburgh Foundation

**Congratulations on  
September 11: The  
Philanthropic Response.**

**This massive undertaking  
will be an invaluable  
resource to those of us in the  
field, and hopefully, will  
serve as a catalyst for future  
benevolence.**

FOUNDATION OFFICIAL

### **Operating Foundations**

Animal Welfare Trust  
The Freedom Forum  
The J. Paul Getty Trust  
The Harry Frank Guggenheim Foundation  
The Johnson Foundation  
Open Society Institute  
The Judith Rothschild Foundation  
Russell Sage Foundation  
Wenner-Gren Foundation for Anthropological Research, Inc.

### **Public Charities**

Fund of the Community Foundation Silicon Valley:  
The Skoll Fund

**This is an awesome resource  
for the nonprofit  
community—keep up the  
excellent and much-needed  
work!**

LIBRARY/LEARNING CENTER VISITOR  
(SAN FRANCISCO)

Community Foundation for South Central New York supporting organization:

The Stewart W. and Willma C. Hoyt Foundation, Inc.

Fund for the City of New York  
Lavelle Fund for the Blind, Inc.  
McCormick Tribune Foundation  
Missouri Foundation for Health\*  
Nellie Mae Education Foundation\*  
The Pew Charitable Trusts  
Rockefeller Family Fund  
Salem Health & Wellness Foundation\*

**It made a threatening task  
doable and took away the fear  
factor by breaking the process  
into manageable pieces.**

PROPOSAL WRITING SEMINAR  
ATTENDEE (WINSTON-SALEM)

### **Others**

The Atlantic Philanthropies  
California HealthCare Foundation  
Howard Hughes Medical Institute

## Atlanta

### **Independent Foundations**

Atlanta Foundation  
The Arthur M. Blank Family Foundation  
The Frist Foundation  
Georgia Health Foundation, Inc.  
The Halle Foundation  
John H. and Wilhelmina D. Harland Charitable Foundation, Inc.  
The Marcus Foundation, Inc.  
The Pittuloch Foundation  
The Rich Foundation, Inc.  
Springs Close Foundation, Inc.  
Tull Charitable Foundation, Inc.  
Frances Wood Wilson Foundation, Inc.  
Robert W. Woodruff Foundation, Inc.  
Anonymous



## **Corporate Donors**

AGL Resources, Inc.  
BellSouth Corporation  
Equifax Foundation  
Georgia Power Foundation, Inc.  
Georgia-Pacific Corporation  
The Rockdale Foundation, Inc.  
The UPS Foundation  
The Wachovia Foundation, Inc.

## **Individuals**

Cecil B. Day Family

**The response has far exceeded my expectations. Unbelievably thoughtful, helpful, targeted answers.**  
E-MAIL TO ONLINE LIBRARIAN

# Cleveland

## **Independent Foundations**

The 1525 Foundation  
The Abington Foundation  
Austin-Bailey Health and Wellness Foundation  
The William Bingham Foundation  
Brennan Family Foundation  
Eva L. and Joseph M. Bruening Foundation  
The George W. Codrington Charitable Foundation  
The Mary S. and David C. Corbin Foundation\*  
Charles H. Dater Foundation\*  
The Ellie Fund  
The Harry K. Fox and Emma R. Fox Charitable Foundation  
The GAR Foundation  
Lucile & Robert H. Gries Charity Fund  
The George Gund Foundation  
The Hankins Foundation  
The Hershey Foundation  
Iddings Foundation  
Martha Holden Jennings Foundation  
The Kettering Fund  
Kulas Foundation  
The Laub Foundation  
Mandel Foundation  
The McGregor Foundation  
The Burton D. Morgan Foundation

**We are very proud of our site and have received so many compliments.**  
FOUNDATION FOLDERS PARTICIPANT

The Murphy Family Foundation  
John P. Murphy Foundation  
The Nord Family Foundation  
The William J. and Dorothy K. O'Neill Foundation  
The Reinberger Foundation  
The Reuter Foundation  
The Schooler Family Foundation  
The Sears-Swetland Foundation  
The Sisler McFawn Foundation  
The Edward and Betty Sloat Foundation  
The Kelvin and Eleanor Smith Foundation  
The Stocker Foundation  
The Helen F. Stolier and Louis Stolier Family Foundation  
The Stranahan Foundation  
The Raymond John Wean Foundation  
The S.K. Wellman Foundation  
Thomas H. White Foundation  
Woodruff Foundation  
The Wuliger Foundation  
Anonymous (2)

**One of the best courses I've attended. Your instructor was excellent in every way.**  
FOUNDATION FUNDRAISING COURSE ATTENDEE (ATLANTA)

## **Corporate Donors**

Dominion Foundation  
FirstEnergy Foundation  
The Goodyear Tire & Rubber Company  
The Lubrizol Foundation  
National City Bank  
Nationwide Foundation  
Nordson Corporation  
OMNOVA Solutions Foundation  
The Sherwin-Williams Company

## **Community Foundations**

Akron Community Foundation  
The Cleveland Foundation  
The Cleveland Foundation supporting organizations:  
The Alton F. and Carrie S. Davis Fund  
The Higley Fund  
The Elizabeth and Ellery Sedgwick Fund  
The Sherwick Fund  
The Treu-Mart Fund  
Funds of the Cleveland Foundation:  
Alvah Stone and Adele Corning Chisholm Memorial Fund  
The Wolpert Fund  
The Columbus Foundation

**We in Cleveland are really fortunate to have the Foundation Center library.**

LIBRARY/LEARNING CENTER VISITOR (CLEVELAND)

The Community Foundation of Greater Lorain County  
Richland County Foundation  
Stark Community Foundation  
Toledo Community Foundation, Inc.  
The Youngstown Foundation

## **Public Charities**

Deaconess Community Foundation  
Jewish Community Federation of Cleveland supporting organizations:  
Nathan L. and Regina Herman Charitable Fund  
David and Inez Myers Foundation  
David S. Stein Foundation  
The Mt. Sinai Health Care Foundation  
Saint Ann Foundation  
Saint Luke's Foundation of Cleveland, Ohio  
Sisters of Charity Foundation of Canton  
Sisters of Charity Foundation of Cleveland

## **Individual**

Brian S. Sullivan

**I'm amazed that such a terrific organization exists and is open without cost. Many thanks!**  
LIBRARY/LEARNING CENTER VISITOR (WASHINGTON, DC)

# San Francisco

## **Independent Foundations**

The Ark Foundation  
Atkinson Foundation  
S.D. Bechtel, Jr. Foundation  
Bella Vista Foundation  
The Lowell Berry Foundation  
The Bothin Foundation  
Robert and Alice Bridges Foundation  
The California Endowment  
The California Wellness Foundation  
Candelaria Fund  
The Cleo Foundation  
Columbia Foundation

**We feel as though your organization, and more particularly, the person who responded, actually cares about our cause. This feeling, this sense of value, is hugely appreciated.**

**E-MAIL TO ONLINE LIBRARIAN FROM SOUTH AFRICA**

S. H. Cowell Foundation  
Fleishhacker Foundation  
Gaia Fund  
The Fred Gellert Family Foundation  
The Carl Gellert and Celia Berta Gellert Foundation  
The Wallace Alexander Gerbode Foundation  
William G. Gilmore Foundation  
Lisa and Douglas Goldman Fund  
Richard and Rhoda Goldman Fund  
Walter and Elise Haas Fund  
Evelyn and Walter Haas, Jr. Fund  
The Haigh-Scatena Foundation  
Crescent Porter Hale Foundation  
The James Irvine Foundation  
The William G. Irwin Charity Foundation  
George Frederick Jewett Foundation  
The Walter S. Johnson Foundation  
The Kimball Foundation  
Koret Foundation  
The Stanley S. Langendorf Foundation  
LEF Foundation  
Dean and Margaret Leshner Foundation  
The Thomas J. Long Foundation  
Louis R. Lurie Foundation  
Miranda Lux Foundation  
Margo Foundation  
Giles W. and Elise G. Mead Foundation  
Caroline and Roxanna Montrose Educational Foundation

**Clear, comprehensive, inclusive, helpful, focused.**

**Thank you!**

**HEALTH FUNDING WATCH SUBSCRIBER**

Gordon and Betty Moore Foundation  
The Bernard Osher Foundation  
The David and Lucile Packard Foundation  
Pottruck Family Foundation  
Rosenberg Foundation  
Charles and Helen Schwab Foundation  
Seven Springs Foundation  
Silver Giving Foundation  
Y & H Soda Foundation

Stuart Foundation  
The Morris Stulsaft Foundation  
Nora Eccles Treadwell Foundation  
Trio Foundation  
Trust Funds Incorporated  
Warsh-Mott Legacy  
Wayne and Gladys Valley Foundation  
VanLobenSels/RembeRock Foundation  
The Dean Witter Foundation  
The Zellerbach Family Foundation

### **Corporate Donors**

ChevronTexaco  
Fireman's Fund Foundation  
The Gap Foundation  
Levi Strauss Foundation  
McKesson Foundation, Inc.  
Pacific Gas and Electric Company  
Vodafone-US Foundation  
Washington Mutual Foundation  
Wells Fargo

### **Community Foundations**

Marin Community Foundation  
Peninsula Community Foundation  
The San Francisco Foundation  
Sonoma County Community Foundation

### **Public Charities**

Agape Foundation  
Fund of the Community Foundation Silicon Valley:  
The Skoll Fund  
Shinnyo-En Foundation  
Social Venture Partners Bay Fund\*

### **Other**

California HealthCare Foundation

## Washington, DC

### **Independent Foundations**

The Theodore H. Barth Foundation, Inc.\*  
Herb Block Foundation\*  
The Morris and Gwendolyn Cafritz Foundation  
The Annie E. Casey Foundation, Inc.  
Naomi and Nehemiah Cohen Foundation  
Dimick Foundation  
The Max and Victoria Dreyfus Foundation, Inc.  
The Edward E. Ford Foundation  
John Edward Fowler Memorial Foundation  
The Freed Foundation, Inc.  
Paul & Annetta Himmelfarb Foundation, Inc.  
The Jenesis Group

**Your Web site is outstanding, not only in terms of information, but functionality, as well.**

**WEB SITE VISITOR**

Jovid Foundation  
The Kiplinger Foundation  
Helen Sperry Lea Foundation  
MARPAT Foundation, Inc.  
The J. Willard and Alice S. Marriott Foundation  
Mead Family Foundation  
Eugene and Agnes E. Meyer Foundation  
Morino Institute  
Pettus-Crowe Foundation  
Howard and Geraldine Polinger Family Foundation  
Prince Charitable Trusts  
Public Welfare Foundation  
Santos Family Foundation  
The Summit Fund of Washington  
Trellis Fund  
Washington Forrest Foundation

**Great information, priceless.... I can't wait to put it to work.**

**FOUNDATION FUNDRAISING COURSE ATTENDEE (CLEVELAND)**

### **Corporate Donors**

Gannett Foundation  
The Hitachi Foundation  
Mitsubishi Electric America Foundation  
The Washington Post Company

### **Public Charities**

The Associated: Jewish Community Federation of Baltimore supporting organization:  
The Bancroft Foundation  
Fund of the Community Foundation for the National Capital Region:  
Fannie Mae Foundation Fund\*  
Consumer Health Foundation

### **Individuals**

Diane and Norman Bernstein  
Lois H. and Richard England

# Special Projects

## **The Foundation Center Online**

The Ahmanson Foundation  
The Burroughs Wellcome Fund  
The Louis Calder Foundation  
The Hugh and Jane Ferguson Foundation  
GE Foundation  
D.V. and Ida McEachern Charitable Trust  
OneFamily Foundation  
Pfizer Inc.  
The Pinkerton Foundation  
Eulalie Bloedel Schneider Foundation\*

**I have taken full advantage of your New York City library and the classes provided in the training center. I always feel I have learned something important and relative to proper nonprofit management.**

LIBRARY/LEARNING CENTER VISITOR  
(NEW YORK)

## **Philanthropy's Response to 9/11**

ChevronTexaco  
Citigroup Foundation  
Lumina Foundation for Education

## **Atlanta Redesign and Renovation**

May P. and Francis L. Abreu Charitable Trust\*  
The AEC Trust  
Atlanta Foundation  
The Annie E. Casey Foundation, Inc.  
Equifax Foundation  
Lettie Pate Evans Foundation, Inc.  
The Fraser-Parker Foundation  
J. B. Fuqua Foundation, Inc.  
Georgia Power Foundation, Inc.  
Price Gilbert Jr. Charitable Fund  
John H. and Wilhelmina D. Harland Charitable Foundation, Inc.  
The Ray M. and Mary Elizabeth Lee Foundation, Inc.  
Katherine John Murphy Foundation  
The Pittulloch Foundation  
The Rich Foundation, Inc.  
The Rutland Foundation, Inc.\*

**I learned a great deal of information about the whys and hows of corporate giving. It got me thinking creatively about all the possible options.**

INTRODUCTION TO CORPORATE GIVING ATTENDEE (WASHINGTON, DC)

SunTrust directed funds:

SunTrust Bank Atlanta Foundation  
The Florence C. & Harry L. English Memorial Fund  
Harriet McDaniel Marshall Trust  
Walter H. and Marjory M. Rich Memorial Fund

Tull Charitable Foundation, Inc.  
The UPS Foundation  
Frances Wood Wilson Foundation, Inc.  
David, Helen, and Marian Woodward Fund – Atlanta  
Anonymous (2)

## **Atlanta Office Open House**

SunTrust Banks, Inc.

## **First Steps & Next Steps Program**

The Clark Foundation

## **First Steps Programs**

Atlanta Falcons Youth Foundation  
Healthcare Georgia Foundation, Inc.\*

## **Special Training Programs**

The Arthur M. Blank Family Foundation

## **Services for People with Disabilities**

Milbank Foundation for Rehabilitation  
Mitsubishi Electric America Foundation

**Best service I have found on the Web. More comprehensive than any other.**

FOUNDATION DIRECTORY ONLINE  
SUBSCRIBER

## **San Francisco Lending Collection**

Philanthropic Ventures Foundation

**Your participation was instrumental to the success of the [grants fair and workshop] event!**  
MEMBER OF CONGRESS (OHIO)

# Sponsors

## **Funding for Health Month**

The California Endowment  
The California Wellness Foundation  
The Center for Nonprofit Advancement's Benefits Trust  
Consumer Health Foundation  
Kaiser Permanente of Georgia  
Kaiser Permanente Mid-Atlantic Region  
Kaiser Permanente Northern California Region  
Mount Zion Health Fund\*

## **Funding for Arts Month**

Turner Broadcasting System, Inc.  
Phyllis C. Wattis Foundation\*

## **International Philanthropy Month**

The Sherwick Fund  
Virginia Tech Institute for Governance and Accountabilities\*

## **Celebrating Philanthropy Month**

The Cleveland Foundation  
Cohen & Company Certified Public Accountants  
FJC - A Foundation of Donor-Advised Funds  
Raffa & Associates  
Verizon Foundation

## Board of Trustees

AS OF DECEMBER 31, 2004

### **Audrey R. Alvarado**

EXECUTIVE DIRECTOR  
NATIONAL COUNCIL OF NONPROFIT ASSOCIATIONS

### **Melissa A. Berman**

PRESIDENT AND CEO  
ROCKEFELLER PHILANTHROPY ADVISORS

### **M. Christine DeVita**

PRESIDENT  
THE WALLACE FOUNDATION

### **Susan Lajoie Eagan**

EXECUTIVE DIRECTOR  
MANDEL CENTER FOR NONPROFIT ORGANIZATIONS  
CASE WESTERN RESERVE UNIVERSITY

### **Robert C. Elliott**

SENIOR EXECUTIVE VICE PRESIDENT  
BESSEMER TRUST COMPANY, N.A.

### **Sara L. Engelhardt**

PRESIDENT  
THE FOUNDATION CENTER

### **Barry D. Gaberman**

SENIOR VICE PRESIDENT  
FORD FOUNDATION

### **Nancy S. Kami**

EXECUTIVE DIRECTOR  
LISA AND DOUGLAS GOLDMAN FUND

### **Douglas W. Nelson**

PRESIDENT  
THE ANNIE E. CASEY FOUNDATION

### **Jerry A. O'Neil**

PARTNER-IN-CHARGE, NOT-FOR-PROFIT SERVICES  
PRICEWATERHOUSECOOPERS LLP

### **George Penick**

PRESIDENT  
FOUNDATION FOR THE MID SOUTH

### **Elizabeth C. Reveal**

MANAGEMENT CONSULTANT  
TRIOS CONSULTING PARTNERS

### **Dorothy S. Ridings**

PRESIDENT AND CEO  
COUNCIL ON FOUNDATIONS

### **Nancy Roberts**

PRESIDENT  
CONNECTICUT COUNCIL FOR PHILANTHROPY

### **Robert K. Ross, M.D.**

PRESIDENT AND CEO  
THE CALIFORNIA ENDOWMENT

### **Stacey Davis Stewart**

PRESIDENT AND CEO  
FANNIE MAE FOUNDATION

### **Thomas E. Wilcox**

PRESIDENT  
BALTIMORE COMMUNITY FOUNDATION

### **Patricia L. Willis**

EXECUTIVE DIRECTOR  
VOICES FOR GEORGIA'S CHILDREN

## Officers

**Barry D. Gaberman**  
CHAIRMAN

**Douglas W. Nelson**  
VICE CHAIRMAN

**Sara L. Engelhardt**  
PRESIDENT

**Maureen Mackey**  
TREASURER

**Loretta Ferrari**  
SECRETARY

## Executive Committee

**Barry D. Gaberman**  
CHAIRMAN

**Susan Lajoie Eagan**

**Robert C. Elliott**

**Sara L. Engelhardt**

**Douglas W. Nelson**

## Finance and Audit Committee

**Robert C. Elliott**  
CHAIRMAN

**M. Christine DeVita**

**Barry D. Gaberman**

**Jerry A. O'Neil**

**Elizabeth C. Reveal**

## Nominating Committee

**Douglas W. Nelson**  
CHAIRMAN

**Audrey R. Alvarado**

**Nancy Roberts**

**Robert K. Ross**

**Patricia L. Willis**

## Senior Staff

AS OF DECEMBER 31, 2004

**Sara L. Engelhardt**  
PRESIDENT

**Maureen Mackey**  
EXECUTIVE VICE PRESIDENT AND  
CHIEF OPERATING OFFICER

**Loretta Ferrari**  
CONTROLLER

**Joyce Infante**  
SENIOR VICE PRESIDENT FOR  
COMMUNICATIONS, MARKETING,  
AND PRODUCT DEVELOPMENT

**Frederick K. Schoff**  
SENIOR VICE PRESIDENT FOR  
INFORMATION RESOURCES  
AND PUBLISHING

**Judith B. Margolin**  
VICE PRESIDENT FOR PUBLIC  
SERVICES

**Cynthia Glunt Bailie**  
DIRECTOR, CLEVELAND OFFICE

**Janet Camarena**  
DIRECTOR, SAN FRANCISCO  
OFFICE

**Charlotte Dion**  
DIRECTOR, NEW YORK LIBRARY

**Pattie J. Johnson**  
DIRECTOR, ATLANTA OFFICE

**Anita H. Plotinsky**  
DIRECTOR, WASHINGTON, DC,  
OFFICE

**Loren Renz**  
VICE PRESIDENT FOR RESEARCH

**Alyson J. Tufts**  
VICE PRESIDENT FOR  
DEVELOPMENT

**Edward Venturi**  
VICE PRESIDENT OF INFORMATION  
TECHNOLOGY

**Juan C. Brito**  
DIRECTOR OF HUMAN RESOURCES

**JuWon Choi**  
DIRECTOR OF EDUCATIONAL  
SERVICES

**Cheryl L. Loe**  
DIRECTOR OF COMMUNICATIONS

**Mitchell F. Nauffts**  
EDITORIAL DIRECTOR AND  
PUBLISHER OF *PHILANTHROPY  
NEWS DIGEST*

## Trustees Emeriti

WITH AFFILIATION AT TIME OF BOARD MEMBERSHIP AND DATES OF BOARD SERVICE

**Adrienne Y. Bailey**  
SOUTHERN EDUCATION  
FOUNDATION, INC.  
1989–1998

**Amalia V. Betanzos**  
WILDCAT SERVICE CORPORATION  
1978–1983

**Landrum R. Bolling**  
LILLY ENDOWMENT, INC.  
1975–1977

**Hugh C. Burroughs**  
THE DAVID AND LUCILE PACKARD  
FOUNDATION  
1999–2001

**Geoffrey Canada**  
HARLEM CHILDREN'S ZONE, INC.  
1994–2003

**John B. Coburn**  
ST. JAMES' CHURCH  
1969–1972

**Dennis A. Collins**  
THE JAMES IRVINE FOUNDATION  
1998–2003

**Melvin S. Day**  
NATIONAL LIBRARY OF MEDICINE  
1972–1978

**Nelson W. Dittmar, Jr.**  
COOPERS & LYBRAND LLP  
1988–1998

**Humphrey Doermann**  
THE BUSH FOUNDATION  
1975–1983  
CHAIRMAN 1982–1983

**Lloyd C. Elam**  
MEHARRY MEDICAL COLLEGE  
1976–1981

**Barbara D. Fiorito**  
CHEMICAL BANK  
1982–1987

**C. William Fischer**  
CONSULTANT  
1991–2000

**Margaret T. Fischer**  
MANAGEMENT DECISIONS  
1978–1987

**William H. Forsyth, Jr.**  
BESSEMER TRUST COMPANY, N.A.  
1997–2000

**Marion R.  
Fremont-Smith**  
CHOATE, HALL & STEWART  
1970–1976

**Paul R. Haas**  
INVESTMENTS, CORPUS CHRISTI  
1969–1975

**Robert H. Hamlin**  
HARVARD SCHOOL OF PUBLIC  
HEALTH  
1961–1967

**Daniel Herrick**  
THE NATIONAL GALLERY OF ART  
1981–1991  
CHAIRMAN 1983–1989

**F. Worth Hobbs**  
ALCOA FOUNDATION  
1997–1999

**Dorothy A. Johnson**  
COUNCIL OF MICHIGAN  
FOUNDATIONS  
1985–1992

**Geneva B. Johnson**  
FAMILY SERVICE AMERICA  
1991–1994

**Otis S. Johnson**  
SAVANNAH STATE UNIVERSITY  
1999–2003

**Ingrid Saunders Jones**  
THE COCA-COLA FOUNDATION  
1999–2001

**Eunice Lockhart-Moss**  
NATIONAL ENDOWMENT FOR  
THE ARTS  
1979–1985

**Jing Lyman**  
ROSENBERG FOUNDATION  
1976–1982  
CHAIRMAN 1981–1982

**Margaret E. Mahoney**  
THE COMMONWEALTH FUND  
1977–1983

**Russell G. Mawby**  
W.K. KELLOGG FOUNDATION  
1988–1994  
CHAIRMAN 1989–1994

**Charles H. McTier**  
ROBERT W. WOODRUFF  
FOUNDATION, INC.  
1991–2000  
CHAIRMAN 1994–2000

**Steven A. Minter**  
THE CLEVELAND FOUNDATION  
1990–1999

**Bruce L. Newman**  
CHICAGO COMMUNITY TRUST  
1976–1981

**Douglas X. Patiño**  
C.S. MOTT FOUNDATION  
1993–2002

**Robert L. Payton**  
EXXON EDUCATION FOUNDATION  
1978–1983

**Alan Pifer**  
CARNEGIE CORPORATION  
OF NEW YORK  
1967–1971  
CHAIRMAN 1968–1970

**Jacqueline M. Reis**  
MINNESOTA COUNCIL ON  
FOUNDATIONS  
1991–2000

**Rebecca W. Rimel**  
PEW CHARITABLE TRUSTS  
1991–1994

**Julie L. Rogers**  
EUGENE AND AGNES E. MEYER  
FOUNDATION  
1991–2000

**Charles S. Rooks**  
MEYER MEMORIAL TRUST  
1983–1992

**Gene L. Schwilek**  
THE DANFORTH FOUNDATION  
1975–1983

**John G. Simon**  
YALE UNIVERSITY SCHOOL  
OF LAW  
1968–1974; 1983–1992

**Lorie A. Slutsky**  
THE NEW YORK COMMUNITY  
TRUST  
1988–1999

**Clifford V. Smith, Jr.**  
GENERAL ELECTRIC  
FOUNDATION, INC.  
1991–1995

**Edwin H. Vause**  
CHARLES F. KETTERING  
FOUNDATION  
1967–1973

**Sidney J. Weinberg, Jr.**  
GOLDMAN SACHS & COMPANY  
1968–1974

**John R. Whitmore**  
BESSEMER TRUST COMPANY, N.A.  
1981–1990

**Colburn S. Wilbur**  
THE DAVID AND LUCILE  
PACKARD FOUNDATION  
1992–1995

**Valleau Wilkie, Jr.**  
SID W. RICHARDSON FOUNDATION  
1982–1991

**Eddie N. Williams**  
JOINT CENTER FOR POLITICAL  
AND ECONOMIC STUDIES  
1984–1993

**Blenda J. Wilson**  
UNIVERSITY OF  
MICHIGAN–DEARBORN  
1982–1991

**Kirke P. Wilson**  
ROSENBERG FOUNDATION  
1982–1991

**Rosalie J. Wolf**  
THE ROCKEFELLER FOUNDATION  
1997–2000

**William R. Wright**  
ARTHUR VINING DAVIS  
FOUNDATIONS  
1969–1975

# Financial Statements

## Independent Auditors' Report

The Board of Trustees, The Foundation Center:

We have audited the accompanying balance sheets of The Foundation Center (the Center) as of December 31, 2004 and 2003, and the related statements of changes in unrestricted net assets, changes in net assets, and cash flows for the years then ended. These financial statements are the responsibility of the Center's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Center's internal control over financial reporting. Accordingly, we express no such opinion. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Foundation Center as of December 31, 2004 and 2003, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

March 25, 2005

New York, New York

KPMG LLP

## Balance Sheets December 31, 2004 and 2003

Assets	2004	2003
Cash	\$ 98,478	123,409
Contributions and other receivables, net of allowance for doubtful accounts (note 2)	2,223,087	2,224,126
Publications inventory	167,887	197,035
Investments (note 3)	11,850,120	11,252,100
Furniture, equipment, and leasehold improvements, at cost, less accumulated depreciation and amortization of \$5,980,002 and \$5,481,873 in 2004 and 2003, respectively	3,720,800	3,262,413
Other assets	192,462	98,047
<b>Total assets</b>	<b>\$ 18,252,834</b>	<b>17,157,130</b>
<b>Liabilities and Net Assets</b>		
Liabilities:		
Accounts payable and accrued expenses	\$ 1,002,478	978,367
Deferred revenue	2,358,575	2,109,853
Accumulated postretirement benefit obligation (note 4)	1,109,852	944,309
<b>Total liabilities</b>	<b>4,470,905</b>	<b>4,032,529</b>
Commitments (note 8)		
Net assets:		
Unrestricted:		
Undesignated	216,707	204,829
Board-designated for long-term investment (note 5)	6,052,954	5,402,954
Investment in furniture, equipment, and leasehold improvements	3,720,800	3,262,413
<b>Total unrestricted</b>	<b>9,990,461</b>	<b>8,870,196</b>
Temporarily restricted (note 6)	2,177,468	2,640,405
Permanently restricted:		
General purposes	1,000,000	1,000,000
Library acquisitions	150,000	150,000
Public education	464,000	464,000
<b>Total permanently restricted</b>	<b>1,614,000</b>	<b>1,614,000</b>
<b>Total net assets</b>	<b>13,781,929</b>	<b>13,124,601</b>
<b>Total liabilities and net assets</b>	<b>\$ 18,252,834</b>	<b>17,157,130</b>

# Statements of Changes in Unrestricted Net Assets

Years ended December 31, 2004 and 2003

	Operating	Nonoperating	Total	
			2004	2003
<b>Revenues and gains:</b>				
Foundation and corporate contributions	\$ 2,413,400	—	2,413,400	2,195,794
Publication revenues	8,398,489	—	8,398,489	7,773,537
Program service fees	2,055,485	—	2,055,485	1,719,893
Investment return (note 3)	289,146	609,165	898,311	1,148,241
Proceeds from insurance recovery	373,956	—	373,956	—
Net assets released from restrictions	2,817,145	303,716	3,120,861	3,440,361
<b>Total revenues and gains</b>	<b>16,347,621</b>	<b>912,881</b>	<b>17,260,502</b>	<b>16,277,826</b>
<b>Expenses and losses:</b>				
Program services:				
Data collection and publications	6,900,947	272,290	7,173,237	7,240,900
Library/learning centers and other public services	3,854,477	138,054	3,992,531	3,951,626
Research and other programs	867,789	35,417	903,206	858,983
<b>Total program services</b>	<b>11,623,213</b>	<b>445,761</b>	<b>12,068,974</b>	<b>12,051,509</b>
Supporting services:				
Management and general	3,331,236	147,419	3,478,655	3,493,636
Fund-raising	445,881	22,459	468,340	512,269
<b>Total supporting services</b>	<b>3,777,117</b>	<b>169,878</b>	<b>3,946,995</b>	<b>4,005,905</b>
Loss on disposal of furniture, equipment, and leasehold improvements	—	124,268	124,268	1,324
<b>Total expenses and losses</b>	<b>15,400,330</b>	<b>739,907</b>	<b>16,140,237</b>	<b>16,058,738</b>
Acquisition of furniture, equipment, and leasehold improvements from operations	(894,578)	894,578	—	—
<b>Increase in unrestricted net assets</b>	<b>\$ 52,713</b>	<b>1,067,552</b>	<b>1,120,265</b>	<b>219,088</b>

# Statements of Changes in Net Assets

Years ended December 31, 2004 and 2003

	2004	2003
Increase in unrestricted net assets	\$ 1,120,265	219,088
Changes in temporarily restricted net assets:		
Foundation and corporate contributions	2,635,976	2,981,972
Investment income (note 3)	21,948	16,800
Net assets released from restrictions:		
For operating activities	(2,817,145)	(3,331,398)
For capital purposes	(303,716)	(108,963)
<b>Decrease in temporarily restricted net assets</b>	<b>(462,937)</b>	<b>(441,589)</b>
<b>Increase (decrease) in net assets</b>	<b>657,328</b>	<b>(222,501)</b>
Net assets at beginning of year	13,124,601	13,347,102
<b>Net assets at end of year</b>	<b>\$ 13,781,929</b>	<b>13,124,601</b>

See accompanying notes to financial statements.

# Statements of Cash Flows

Years ended December 31, 2004 and 2003

	2004	2003
<b>Cash flows from operating activities:</b>		
Increase (decrease) in net assets	\$ 657,328	(222,501)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by operating activities:		
Depreciation and amortization	615,639	795,976
Loss on disposal of furniture, equipment, and leasehold improvements	124,268	1,324
Net appreciation in fair value of investments	(684,321)	(916,241)
Changes in operating assets and liabilities, net:		
Decrease in contributions and other receivables	1,039	504,976
Decrease (increase) in publications inventory	29,148	(60,734)
(Increase) decrease in other assets	(94,415)	21,069
Increase (decrease) in accounts payable and accrued expenses	24,111	(55,428)
Increase in deferred revenue	248,722	408,794
Increase in accumulated postretirement benefit obligation	165,543	138,488
Net cash provided by operating activities	1,087,062	615,723
<b>Cash flows from investing activities:</b>		
Purchase of investments	(7,657,291)	(21,744,478)
Proceeds from sale of investments	7,743,592	21,354,371
Acquisition of furniture, equipment, and leasehold improvements	(1,198,294)	(203,549)
Net cash used in investing activities	(1,111,993)	(593,656)
Net (decrease) increase in cash	(24,931)	22,067
Cash at beginning of year	123,409	101,342
Cash at end of year	\$ 98,478	123,409

See accompanying notes to financial statements.



# Notes to Financial Statements

December 31, 2004 and 2003

## (1) Organization and Summary of Significant Accounting Policies

### Organization

The Foundation Center (the Center) is a not-for-profit organization exempt from U.S. Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and has been designated as an organization which is not a private foundation. The Center's mission is to strengthen the nonprofit sector by advancing knowledge about U.S. philanthropy. The Center achieves this mission by collecting, organizing, and communicating information on U.S. philanthropy, conducting and facilitating research on trends in the field, providing education and training on the grantseeking process, and ensuring public access to information and services through its Web site, print and electronic publications, five library/learning centers, and a national network of Cooperating Collections. Its audience includes grantseekers, grantmakers, researchers, policymakers, the media, and the general public.

### Summary of Significant Accounting Policies

#### (a) Basis of Presentation

The net assets of the Center and changes therein are classified and reported as follows:

**Unrestricted net assets** – Net assets that are not subject to donor-imposed stipulations. This category of net assets includes amounts designated by the board for long-term investment and amounts invested in furniture, equipment, and leasehold improvements, net of accumulated depreciation and amortization.

**Temporarily restricted net assets** – Net assets subject to donor-imposed stipulations that will be met either by actions of the Center and/or the passage of time.

**Permanently restricted net assets** – Net assets subject to donor-imposed stipulations that the principal be maintained permanently by the Center. The Center is permitted to use the income earned on the related investments for general or specified operating purposes.

Revenues are reported as increases in unrestricted net assets unless their use is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as net assets released from restrictions.

#### (b) Contributions

Contributions, which include unconditional promises to give, are recognized as revenues in the period received.

#### (c) Other Matters

Cash and cash equivalents managed for long-term investment purposes are included in investments.

Publications inventory is stated at the lower of direct production cost (first-in, first-out) or market.

Revenue is recognized during the fiscal year in which the service relates. Deferred revenue primarily includes annual subscriptions paid in advance of the period to which it relates.

Authorship costs are recorded as program expenses in the year incurred.

Depreciation and amortization are provided on a straight-line basis over a ten-year estimated useful life for furniture and equipment, over a five-year estimated useful life for electronic equipment, and over the shorter of the remaining term of the lease or useful life for leasehold improvements.

Total investment return (loss) net of the amount appropriated for operations, net assets released from restrictions for capital purposes, depreciation and amortization expense, and other gains

or losses are reported as nonoperating activities in the current year statement of changes in unrestricted net assets.

Accounting estimates are an integral part of the financial statements prepared by management and are based upon management's current judgments. Actual results could differ from those estimates.

Other significant accounting policies are set forth in the financial statements and the following notes.

## (2) Contributions and Other Receivables

Contributions and other receivables consist of the following at December 31, 2004 and 2003:

	2004	2003
Contributions receivable, due to be collected as follows:		
Less than one year	\$ 1,389,316	1,773,552
One to five years	444,338	466,625
Other receivables	439,433	33,949
Allowance for doubtful accounts	(50,000)	(50,000)
	\$ 2,223,087	2,224,126

## (3) Investments

Investments are carried at fair value based upon quoted market prices. Investments at December 31, 2004 and 2003 consist of the following:

	2004		2003	
	Cost	Fair Value	Cost	Fair Value
Cash equivalents	\$ 3,708,247	3,708,247	3,979,145	3,979,145
Bonds and notes	2,333,464	2,286,432	2,230,884	2,166,658
Common and preferred stocks	5,245,479	5,855,441	5,068,403	5,106,297
	\$11,287,190	11,850,120	11,278,432	11,252,100

The board of trustees has approved an annual spending rate of up to 4.5% of the average market value of the investments managed by the investment manager at the end of the three preceding years. The components of investment return for the years ended December 31, 2004 and 2003 are as follows:

	2004	2003
Interest and dividends	\$ 235,938	248,800
Net appreciation in fair value of investments	684,321	916,241
Total investment return	920,259	1,165,041
Less investment return appropriated under spending policy, including temporarily restricted amount of \$21,948 and \$16,800 in 2004 and 2003, respectively	311,094	411,570
Investment return reported as nonoperating	\$ 609,165	753,471

## (4) Postretirement Health Care Benefits

The Center sponsors an unfunded postretirement health care plan that covers all employees who meet certain eligibility requirements. The following table provides information with respect to the plan as of and for the years ended December 31, 2004 and 2003:

	2004	2003
Accumulated benefit obligation at December 31	\$ 1,408,870	1,271,592
Unrecognized loss	299,018	327,283
Accrued benefit liability recognized in the balance sheets	\$ 1,109,852	944,309
Net periodic benefit cost	\$ 185,220	154,207
Employer contributions	19,677	15,234
Benefits paid	19,677	15,234

The assumptions used in the measurement of the Center's benefit obligation are shown in the following table:

	2004	2003
Weighted average discount rate as of December 31	6.00%	6.25%
Medical trend rates (applied to net incurred claims)	9% during the year 2004 (and 9.5% in 2003) decreasing to 8.5% during the year 2005 grading to 5.5% by 2011.	

The assumption used in the measurement of the Center's net periodic benefit cost is shown in the following table:

	2004	2003
Weighted average discount rate as of December 31	6.25%	6.75%

Assumed health care cost trend rates have a significant effect on the amounts reported for health care plans. A 1% point change in assumed health care cost trend rates would have the following effects on the amounts reported as follows:

	2004		2003	
	1% increase	1% decrease	1% increase	1% decrease
Effect on total service and interest cost	\$ 48,516	(36,867)	37,639	(29,058)
Effect on postretirement benefit obligation	345,643	(265,901)	290,566	(226,244)

The Center expects to contribute approximately \$26,000 to the plan in 2005. Projected premium payments for each of the next five years and thereafter are as follows:

2005	\$ 25,677
2006	28,131
2007	25,957
2008	27,634
2009	30,837
Thereafter through 2015	308,438
	<u>\$ 446,674</u>

In 2003, President Bush signed into law the Medicare Prescription Drug, Improvement and Modernization Act of 2003. The Act expands Medicare, primarily by adding a prescription drug benefit for Medicare-eligible starting in 2006. The Act provides employers currently sponsoring prescription drug programs for Medicare-eligible with a range of options for coordinating with the new government-sponsored program to potentially reduce program cost.

Pursuant to guidance from the Financial Accounting Standards Board under FSP FAS 106-1, the Center has chosen to continue to defer recognition of the potential effects of the Act in these disclosures. Therefore, the retiree health obligations and costs reported in these financial statements do not yet reflect any potential impact of the Act.

### (5) Board-Designated Amounts for Long-Term Investment

The board of trustees has designated certain amounts for long-term investment. Additional amounts designated in 2004 and 2003 were \$650,000 and \$800,000, respectively.

### (6) Temporarily Restricted Net Assets

Temporarily restricted net assets were available for the following purposes or for future periods at December 31, 2004 and 2003:

	2004	2003
Data collection and publications	\$ 324,625	655,966
Library/learning centers and other public services	386,143	841,168
Other programs	28,333	111,971
Future periods	1,438,367	1,031,300
Total	<u>\$ 2,177,468</u>	<u>2,640,405</u>

### (7) Pension Plan

The Center has a noncontributory, defined contribution group annuity pension plan, which provides for the option of voluntary employee contributions and covers all employees who meet minimum age and service requirements. Pension costs are funded when accrued, and benefits vest on contribution to the plan. Total cost of the plan for the years ended December 31, 2004 and 2003 amounted to approximately \$745,000 and \$721,000, respectively.

### (8) Lease Commitments

The Center occupies office facilities in New York City, Washington, D.C., Cleveland, San Francisco, and Atlanta under various lease agreements. Future minimum annual rental payments under the lease agreements are as follows:

Year ending December 31:	Amount
2005	\$ 1,636,489
2006	1,697,134
2007	1,739,081
2008	1,758,196
2009	1,953,775
Thereafter	11,044,691
	<u>\$ 19,829,366</u>

In connection with the New York lease, the Center maintained a letter of credit in the amount of \$400,000 and \$200,000 as of December 31, 2004 and 2003, respectively. Rent expense was approximately \$1,463,000 and \$1,419,000 in 2004 and 2003, respectively.

## Credits

### Design

Apicella Design

### Photography

Steve Hockstein, Harvard Studio, except as noted below

Grantseeker Institute (p. 8): Erin Dey

Teri Lewis (p. 9): Stanley Leary

George Espy (p. 11): Nick Cool, The Image Works

Washington, DC, reception (p. 13): Rick Reinhard

Little Rock, AR, Cooperating Collection (p. 17): Bettye Kerns

East Lansing, MI, Cooperating Collection (p. 18): Paul Coop

Levittown, NY, Cooperating Collection (p. 18): Amy Patalano

Seattle, WA, Cooperating Collection (p. 19): Kirk Blankenship

### Project Director

Cheryl Loe

**Headquarters****New York**

79 Fifth Avenue

New York, NY 10003-3076

Tel: 212-620-4230

Fax: 212-807-3677

**Field Offices****Atlanta**

50 Hurt Plaza

Suite 150

Atlanta, GA 30303-2914

Tel: 404-880-0094

Fax: 404-880-0087

**Cleveland**

1422 Euclid Avenue

Suite 1600

Cleveland, OH 44115-2001

Tel: 216-861-1934

Fax: 216-861-1936

**San Francisco**

312 Sutter Street

Suite 606

San Francisco, CA 94108-4323

Tel: 415-397-0902

Fax: 415-397-7670

**Washington**

1627 K Street NW

Third Floor

Washington, DC 20006-1708

Tel: 202-331-1400

Fax: 202-331-1739

**Web Site**

[www.fdncenter.org](http://www.fdncenter.org)