Introduction to Foundation Center

Mission: To strengthen the social sector by advancing knowledge about philanthropy in the U.S. and around the world.

www.GrantSpace.org
Foundation Center West

The San Francisco Bay Area has always been a center for innovation. At Foundation Center West, we embrace creativity in problem solving, and know how to improvise and experiment. We are here to help you fuel your passion and further your impact.

www.GrantSpace.org
FC Resources

- Foundation Directory Online (FDO)
- Grants to Individuals Online (GTIO)
- Donorsearch
- Grantspace grantspace.org
- Grantcraft www.grantcraft.org/
- Issue Lab www.issuelab.org
- Philanthropy News Digest philanthropynewsdigest.org
- Reference & Circulating Collections
- Classes & Training / Room rental
- Funding Information Network (FINs)

www.GrantSpace.org
Foundation Directory Online (FDO)

Because fewer than 10% of foundations have websites!

www.GrantSpace.org
Scope

- 140,000+ grantmakers (professional version)
- 9.5 million grants
- 500,000 recipient profiles
- 500,000+ decision makers and leaders
- 5,000+ corporate foundations and giving programs
- 30,000+ non-US grantmakers
- **NEW** Government grantmakers

www.GrantSpace.org

FOUNDATION CENTER
Knowledge to build on.
Creating a Prospect List

- **Step 1: Screen**
  - What funders in my geographic area are broadly interested in my mission and/or the people I serve

- **Step 2: Evaluate**
  - Who are potential funders *for my organization*, based on their funding history, program areas, support strategy, etc

- **Step 3: Prioritize**
  - Who are the best prospects *right now*; who do I approach first and how

www.GrantSpace.org
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www.GrantSpace.org
Find Funding

SHOWING RESULTS FOR "Natural resources, Bay Area (region)"

Subject Area
- Natural resources

Geographic Focus
- Bay Area (region)

Organization Name
- Name of specific grantmaker or recipient

Location
- Location of grantmaker or recipient

Population Served
- Who will be affected. Ex: At-risk youth, Veterans

Keyword
- Search for a specific term across all FDO

Additional Filters

2,204 Grantmakers
View Grantmakers Only

18,075 Grants
View Grants Only

1,099 Recipients
View Recipients Only

831 990 Tax Forms
View 990 Tax Forms Only

Total Dollar Value of Grants: $2,348,961,814
Find Funding

SHOWING RESULTS FOR "Natural resources, Bay Area (region)"

Describe what you are trying to fund:

- Subject Area
  - Natural resources
  - Environment
    - Biodiversity
    - Climate change
    - Domesticated animals
    - Environmental education
    - Environmental justice
  - Health

Geographic Focus
- Bay Area (region)

Location
- Location of grantmaker or recipient

Population Served
- Who will be affected. Ex: At-risk youth, Veterans

Keyword
- Search for a specific term across all FDO

Total Dollar Value of Grants: $2,348,961,814

Knowledge to build on.
Find Funding

SHOWING RESULTS FOR "Environmental justice, Bay Area (region)"

Describe what you are trying to fund:

Subject Area:
- Environmental justice

Geographic Focus:
- Bay Area (region)

Population Served:
- Who will be affected. Ex: At-risk youth, Veterans

Organization Name:
- Name of specific grantmaker or recipient

Location:
- Location of grantmaker or recipient

Keyword:
- Search for a specific term across all FDO

Additional Filters

Support Strategy:
- Type of program support given/received

Transaction Type:
- Type of monetary support given/received

Organization Type:
- Type of grantmaker or recipient

Grant Amount:
- $NaN

Year(s):
- 2008 - 2017

Staff Name:
- Someone serving in organization

EIN / BRIDGE Number:
- ID Number of Organization

SEARCH

108 Grantmakers

View Grantmakers Only

534 Grants

View Grants Only

80 Recipients

View Recipients Only

11 990 Tax Forms

View 990 Tax Forms Only

Total Dollar Value of Grants: $37,838,747

Knowledge to build on.
Creating a Prospect List

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SHOWING GRANTMAKER RESULTS FOR "Environmental justice, Bay Area (region)"

<table>
<thead>
<tr>
<th>Grantmaker</th>
<th>City</th>
<th>State</th>
<th>Country</th>
<th>Total Assets</th>
<th>Total Giving</th>
<th>Amount Funded</th>
<th>Grant Count</th>
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<tbody>
<tr>
<td>The San Francisco Foundation</td>
<td>San Francisco</td>
<td>CA</td>
<td>United States</td>
<td>$1,342,904,000</td>
<td>$132,871,000</td>
<td>$4,008,849</td>
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<td>The California Endowment</td>
<td>Los Angeles</td>
<td>CA</td>
<td>United States</td>
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<td>Silicon Valley Community Foundation</td>
<td>Mountain View</td>
<td>CA</td>
<td>United States</td>
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<td>$1,285,339,000</td>
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<td>The William and Flora Hewlett Foundation</td>
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<td>CA</td>
<td>United States</td>
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<td>Ford Foundation</td>
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<td>NY</td>
<td>United States</td>
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<td>United States</td>
<td>$68,087,355</td>
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<td>CA</td>
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<td>$68,822,165</td>
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<td>NY</td>
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<td>Unitarian Universalist Veatch Program at Shelter Rock</td>
<td>Manhasset</td>
<td>NY</td>
<td>United States</td>
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The San Francisco Foundation
San Francisco, CA, United States | www.sff.org | Contact Info

The San Francisco Foundation Last 5 Years At A Glance
They've funded 6,600 grants to 2,890 organizations totaling $292,143,629

What Is Being Funded?
- Higher education
- Elementary and secondary education
- Museums
- Health
- Performing arts
- Natural resources
- Economic development
- Youth development
- Philanthropy
- Interdisciplinary studies

Where is the Money Going?

How Big are the Grants?

View Each Subject with More Detail
View Each State with More Detail
View Each Grant with More Detail

CENTER
Knowledge to build on.
Applications/RFPs

Visit foundation website for Grantee Center online application, application guidelines and specific deadlines.

Application form required.

Initial Approach: Complete online grant application

Board meeting dates: Monthly except Jan., Apr., and Aug.; applications are reviewed two times each year.

Deadline(s): Mar. 13

Final notification: Approx. 16 weeks after deadline

GIVING LIMITATIONS

Giving limited to the San Francisco Bay Area, CA, counties of Alameda, Contra Costa, Marin, San Francisco, and San Mateo.

No support for religious purposes or medical, academic or scientific research.

No grants to individuals (except scholarships and fellowships designated by a donor) or for conferences or one-time events.

Financials

FOR FISCAL YEAR ENDED 2016-06-30

$1,342,904,000 TOTAL ASSETS

$132,871,000 TOTAL GIVING

Gifts Received: $149,883,000

Expenditures: $148,253,000

990 FORMS

View 990: 2015

Learn more about the information displayed in Forms 990 and 990-PF, as well as processing errors announced by the IRS.
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- Interdisciplinary studies

Giving Amount

Where is the Money Going?

Map of the United States showing funding distribution.

How Big are the Grants?

Bar chart showing grant amounts.

Most Common Grant Amount: $1,000

View Each Subject with More Detail

View Each State with More Detail

View Each Grant with More Detail
About

Purpose and Activities
The foundation mobilizes resources and acts as a catalyst for change to build strong communities, foster civic leadership, and promote philanthropy. Grants principally in six categories: the arts and culture, community health, education, environment, neighborhood and community development, and social justice.

Background

Program Areas (17)

Art Awards
The foundation bestows artistic awards in literature, visual arts, and playwriting each year to artists who exemplify a commitment to the ever-expanding notion of the essential role of art and artists in the world.

Arts and Culture
The foundation invests in change through arts and culture because artistic expression is a human right. The arts constitute an integral component of a healthy community, building bridges across generations; gender, and ethnicity.

Community Development
The foundation invests in change through community development because everyone should have a chance to share in the prosperity the Bay Area has to offer. We invest in housing stability and economic security to help families save and build assets to move up the economic ladder and create opportunity for generations of Bay Area families. The foundation focuses on: 1) financial resiliency and asset building; 2) quality affordable housing; 3) job training and creation; and 4) foreclosure prevention.

Community Health
The foundation invests in change through community health because as a community, we rely on each other to enjoy longer and healthier lives. While working to prevent unnecessary illness and harm and protecting each person’s access to medically and linguistically competent care, we can help everyone in the Bay Area enjoy great health at all stages of life.

Community Leadership Awards
This award celebrates visionary leaders doing extraordinary work to strengthen Bay Area communities. The work may confront societal or civic issues, address health or environmental concerns, or promote arts and humanities.

Disaster Preparedness
The foundation launched a Disaster Preparedness Project to strengthen both the Bay Area communities that would be disproportionately affected by disaster and the organizations that serve them. Because nonprofits play a critical role in disasters, we strengthen the capacity of key nonprofit service providers to meet the needs of Bay Area communities in the aftermath of a catastrophic disaster.

Education
The foundation invests in change through education because every child deserves every opportunity to reach his or her potential.

Environment
The foundation invests in change through the environment because we all need clean water, healthy food, access to nature, and a fossil fuel-free future.
Funding Interests

SUBJECTS
- Addiction services
- Alcoholism
- Antidiscrimination
- Artists services
- Arts and culture
- + View all

SUPPORT STRATEGIES
- Fellowships
- General support
- Grantee relations
- Policy, advocacy and systems reform
- Program development
- + View all

GEOGRAPHIC FOCUS
- California

POPULATION GROUPS
- Academics
- Children and youth
- Economically disadvantaged people
- Ethnic and racial groups
- Homeless people
- + View all

TRANSACTION TYPES
- Employee matching gifts
- Program-related investments

ORGANIZATION TYPES
- Community foundation

Related Organizations

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Takeaways

- Screen. Evaluate. Prioritize.
- Expect to do more than one search
- Be specific, but not too!
- “Applications not accepted” doesn’t mean “no”
- Use search fields; try to avoid keyword search
- Find resources at www.GrantSpace.org