

RESOURCES

This list of resources, while not exhaustive, should help you conduct your research and build a profile of prospective funders, including foundations, corporations, state governments and individuals. For published resources, the date of the latest edition is included. All links to online resources were active as of October 2003.

National Resources

Alliance for Nonprofit Management

www.allianceonline.org

The Alliance is a professional association of individuals and organizations dedicated to improving the management and governance capacity of nonprofits. It provides leadership and advice on important management issues affecting nonprofits. The major subject areas are financial management, strategic planning, board development and fundraising. Fees for membership are based on your operating budget. Membership benefits include:

- Opportunities to network with other individuals invested in nonprofits
- Access to the online Alliance Resource Center (ARC), which includes books, publications and Web sites relating to nonprofit management topics
- A monthly electronic newsletter filled with information about new ideas and events

American City Business Journals

www.bizjournals.com

American City Business Journals lists business journals by industry and major market and is a good source for articles about local businesses. The benefits of registering (no fee required) at this site include:

- A searchable archive of a half-million local business articles from across the nation
- Daily, city-specific business news updates e-mailed directly to you
- Industry-specific updates by e-mail

Association of Fundraising Professionals

www.nsfre.org

The Association of Fundraising Professionals, an individual member association, advances philanthropy through education, training and advocacy based on research and a Code of Ethical Principles and Standards of Professional Practice. The Web site includes information on seminars that can build your fundraising knowledge base. For a membership fee, members can access an extensive library of educational resources on fundraising techniques and trends.

BoardSource (Formerly the National Center for Nonprofit Boards)

www.boardsource.org

This Web site is an excellent way to access information on board development and training (including fundraising). It offers a variety of publications, reports, training sessions and frequently asked questions. Many of the resources are available free of charge, while the publications and training sessions are available for a fee.

The Chronicle of Philanthropy

www.philanthropy.com

The Chronicle of Philanthropy is the newspaper of the nonprofit world for charity leaders, fundraisers, grantmakers and others involved in philanthropy. The print edition is published biweekly. The site offers some information to the general public, but much of the material is only available to subscribers.

Council on Foundations

www.cof.org

Though the Council on Foundations is a membership organization that provides tools and services to grantmaking bodies (foundations and corporate giving programs), it also provides some valuable resources for grant seekers, including:

- Links to information on potential funding sources
- A searchable database of community foundations, including contact names, addresses, telephone numbers, and Web sites where available
- General information on corporate foundations and corporate direct giving programs

The Foundation Center

www.fdncenter.org

The Foundation Center is an independent nonprofit information clearinghouse established in 1956. The center's mission is to foster public understanding of the foundation field by collecting, organizing, analyzing and disseminating information on foundations, corporate giving and related subjects. For a small fee, you will gain access to some useful tools, including:

- The Foundation Finder, which allows you to search by name for basic financial and contact information of more than 70,000 private and community foundations in the U.S.
- Four distinct directories of annotated links to grantmaker Web sites organized by type
- A sector search, which is a specialty search engine that indexes every page of the most useful nonprofit sites on the Internet
- The 990-PF search, a searchable database of the 990-PF tax returns filed with the Internal Revenue Service by all domestic private foundations, providing a wealth of information, including names of the foundation's officers, assets, and grants it awarded in the previous tax year

Other resources include the Foundation Center libraries located in Atlanta, Cleveland, San Francisco and Washington, D.C., as well as cooperating collections in more than 200 libraries nationwide. Useful research resources that can be found at the Foundation Center and its cooperating collections include:

- **Corporate Foundation Profiles, 12th Edition** – This essential fundraising volume provides grant seekers with current, in-depth reports on nearly 200 of the largest corporate grantmakers in the United States. The first of three sections included in each corporate foundation profile provides the essential facts fundraisers need when writing a proposal, such as the grantmaker's name, address, contact person, purpose, giving limitations statements and application guidelines. This section also includes an analysis of the sponsoring company, a complete review of the foundation's program interests, and a list of key officials. Subsequent sections include a detailed breakdown

of the corporate foundation's grant program and recent grants awarded by the foundation. The extensive indexing system allows grant seekers to target profiled grantmakers by the names of donors, officers and trustees, subject areas funded, types of support preferred, geographic location, and international giving.

- **The Foundation Directory, March 2003 Edition** – This directory is published annually and includes the latest information on all foundations whose assets exceed \$2 million or whose annual grants total \$200,000 or more. Each entry contains precise information on application procedures, giving limitations, types of support awarded, the publications of each foundation and foundation staff. In addition, each entry features such data as the grantmaker's giving interests, financial data, grant amounts, address and telephone number. The Foundation Center works closely with foundations to ensure the accuracy and timeliness of the information provided. The directory includes indexes by foundation name; subject areas of interest; names of donors, officers and trustees; geographic location; international interests; and types of support awarded. Also included are analyses of the foundation community by geography, asset and grant size, and the different foundation types.
- **The Foundation Directory Part 2, March 2003 Edition** – This directory is published annually and has the same coverage as The Foundation Directory for foundations whose assets range from \$1 to \$2 million or grant programs from \$50,000 to \$200,000. Access to foundation entries is facilitated in six indices, including foundation name; subject areas of interest; names of donors, officers and trustees; geographic location; international interests; and types of support awarded.
- **The Foundation Grants Index on CD-ROM** – This index offers grant seekers a searchable database of more than 100,000 grants of \$10,000 or more offered by the largest 1,000 U.S. foundations. The Foundation Grants Index on CD-ROM database features accurate and vital information in each grant record, including current data on the recipient organization and the purpose of the grant; the amount of the grant and when it was awarded; and, in the majority of records, a description of the grant. Each record also includes important data on the foundation that awarded the grant, such as the foundation's geographic focus, name and address, contact names, telephone and fax numbers, e-mail addresses and Web site links when available. The 2003 index will be available in December.
- **Guide to U.S. Foundations, Their Trustees, Officers, and Donors, 2003 Edition** – This reference tool provides current, accurate information on nearly 60,000 private grantmaking foundations in the U.S. The two-volume set also includes a master list of the names of the people who establish, oversee and manage those institutions. Volumes 1 and 2 of the guide contain more than 58,000 grantmaker portraits filled with key facts that will help fundraisers identify appropriate funding prospects. Grantmaker entries include foundation addresses, telephone numbers and contact names to facilitate direct access to potential funders. Because entries list current assets and grant amounts, fundraisers can quickly determine the giving potential of any foundation. Many entries also include geographic limitation statements, which tell fundraisers whether their organization fits a funder's geographic criteria. A series of cross-reference codes indicates if another Foundation Center reference book includes additional information on a grantmaker.

- **National Directory of Corporate Giving, 9th Edition** – This directory offers authoritative information on nearly 3,500 corporate-sponsored foundations and direct giving programs. Included are detailed portraits of more than 2,000 corporate foundations and close to 1,500 direct giving programs, including application guidelines; key personnel; types of support awarded; giving limitations; and financial data such as assets, annual giving, and the average size of grants. Also included are descriptions of recently awarded grants to shed light on grantmaker funding priorities. In addition, many of the large corporation entries include in-depth program analyses to describe grantmaker giving interests in greater detail. Fundraisers can gain quick access to grant sources with an alphabetical index to corporations and their foundations and direct giving programs.
- **National Directory of Grantmaking Public Charities** – This directory features information on grantmakers that, until now, were simply overlooked. The community foundations listed in the directory offer some form of financial support to nonprofit organizations or individuals, whether it be grants, scholarships, fellowships, loans or in-kind gifts. It includes descriptions of selected grants, which often provide the best indication of giving interests, as well as types of support, geographic preferences, and names of officers and trustees. While the directory is no longer updated, past editions are still a good resource.
- **National Guide to Funding for Community, Youth and Families, 5th Edition** – This guide provides facts on foundations and corporate direct giving programs that together award millions of dollars annually to organizations committed to causes involving children, youth and families. Each entry includes the grantmaker's address and contact person, purpose statement, and application guidelines. There are also descriptions of more than 13,000 sample grants recently awarded by many of these foundations. While the guide is no longer updated, past editions are still a good resource.
- **National Guide to Funding in Health, 2001 Edition** – This guide contains facts on foundations and corporate direct giving programs interested in funding hospitals, universities, research institutes, community-based agencies, national health associations, and a broad range of other health-related programs and services. The volume also includes information on recently awarded grants. While the guide is no longer updated, past editions are still a good resource.
- **Who Gets Grants: Foundation Grants to Nonprofit Organizations** – This directory provides direct access to grant recipient information on thousands of nonprofit organizations and grants. Grant seekers can scan through recently awarded grants within their field of interest to generate lists of grant prospects. Within each subject area, grants are listed by geographic area. The grant recipient entries feature grant descriptions that include grant amount, its duration and use, and the name of the grantmaker. An index lists all the grants made by each foundation covered. While the directory is no longer updated, past editions are still a good resource.

GuideStar

www.guidestar.org

GuideStar offers information on the programs and finances of more than 850,000 American charities and nonprofit organizations, up-to-date news stories on philanthropy,

and resources for donors and volunteers. It also includes online access to IRS 990 forms. For a fee, some useful tools you can gain access to include:

- Grant Explorer – Grant seekers and grantmakers can research information on funding and programs for more than 34,000 U.S. foundations and 680,000 grants. Searches can be conducted for funders, grantees or specific people in the philanthropic community using a variety of search criteria.
- Analyst Reports – These customized reports offer the most up-to-date financial analyses on individual charities. Each report is delivered right to your desktop in real time and contains at least two years' worth of information on a particular charity.

Hoover's Online

www.hoovers.com

Hoover's Online is a comprehensive source of information on business, company stocks, industry trends and more. Various subscription levels are available based on your needs.

Kidon Media-Link

www.kidon.com/media-link/usa.shtml

Kidon Media-Link provides a free complete directory of newspapers in the U.S. as well as other online news sources. It includes a searchable database of media outlets around the world. This resource is helpful when searching for funders who have given to organizations in your area, since local media will usually write a story about major donations.

National Network of Grantmakers

www.nng.org

The National Network of Grantmakers (NNG) is an organization of individuals involved in funding social and economic justice. NNG works primarily within organized philanthropy to increase financial and other resources to groups committed to social and economic justice. The site includes an online list of links to resources for fundraising, technical assistance, nonprofit management, e-philanthropy and several other topics, as well as a common grant application (CGA) for groups seeking grants for social and economic justice work.

Philanthropy Journal

www.philanthropyjournal.org

The Philanthropy Journal helps people understand, support and work in the nonprofit and philanthropic world by providing philanthropy and nonprofit news and information at no cost.

Philanthropy News Digest

www.fdncenter.org/pnd

The Philanthropy News Digest, a free weekly news service of the Foundation Center, is a compendium, in digest form, of philanthropy-related articles and features culled from print and electronic media outlets nationwide.

Philanthropy News Network

www.pnnonline.org

The Philanthropy News Network offers a free electronic newsletter with a weekly alert service, a searchable database, and news about philanthropy, nonprofits, fundraising, technology, volunteers, charity and jobs.

World Chambers Network

www.worldchambers.com

World Chambers Network is a global business network providing e-commerce, business and trade resources through an international, trusted network of chambers of commerce. The site provides a free searchable database of chambers of commerce around the world that can help you locate local business prospects.

State Resources

The following organizations support and promote the work of nonprofit and community organizations in specific regions, states and counties. Please note that these organizations do not have offices in every state.

Alabama

Resource Center for Nonprofit Organizations (*www.nonprofit-al.org*)

Southeastern Council of Foundations (*www.secf.org*)

Alaska

Alaska Association of Nonprofits (no Web site)

The Alaska Community Foundation (*www.alaskacf.org*)

Alaska Funding Guide, 2002 (Available through the Alaska Funding Exchange at *www.funding-exchange.org*)

Philanthropy Northwest (*www.philanthropynw.org*)

Arizona

Arizona Grantmakers Forum (*www.arizonagrantmakersforum.org*)

Conference on Southwest Foundations (*www.c-s-f.org*)

Arkansas

Southeastern Council of Foundations (*www.secf.org*)

California

Center for Civic Partnerships (*www.civicpartnerships.org*)

The Center for Excellence in Nonprofits - San Jose (*www.cen.org*)

Center for Nonprofit Management (*www.cnmsocal.org*)

CompassPoint Nonprofit Services (*www.compasspoint.org*)

Northern California Grantmakers (*www.ncg.org*)

San Diego Grantmakers (*www.sdgrantmakers.org*)

Silicon Valley Council of Nonprofits (*www.svcn.org*)

Southern California Association for Philanthropy (*www.scap.org*)

Colorado

Colorado Association of Funders (www.coloradofunders.org)

Colorado Association of Nonprofit Organizations (www.canpo.org)

Conference on Southwest Foundations (www.c-s-f.org)

Connecticut

Connecticut Association of Nonprofits (www.ctnonprofits.org)

Connecticut Council for Philanthropy (www.ctphilanthropy.org)

Delaware

Delaware Association of Nonprofit Agencies (www.delawarenonprofit.org)

Delaware Community Foundation (www.delcf.org)

District of Columbia

Washington Council of Agencies (www.wcanonprofits.org)

Washington Regional Association of Grantmakers (www.washingtongrantmakers.org)

Florida

Donors Forum of South Florida (www.donorsforumsf.org)

Florida Association of Nonprofit Organizations (www.fano.org)

Southeastern Council of Foundations (www.secf.org)

Georgia

Georgia Center for Nonprofits (www.nonprofitgeorgia.org)

Southeastern Council of Foundations (www.secf.org)

Hawaii

Hawaii Community Foundation (www.hawaiicommunityfoundation.org)

Idaho

Directory of Idaho Foundations, 10th Edition (2001)

- The Directory of Idaho Foundations is a valuable resource for Idaho grant seekers. The directory is divided into five sections: foundations headquartered in Idaho, scholarships, foundations granting only to designated organizations, inactive foundations, and national foundations funding in Idaho; as well as three appendices: a geographic index, calendar of application deadlines, and a bibliography.

Philanthropy Northwest (www.philanthropynw.org)

Illinois

Community Foundation of Central Illinois (www.communityfoundationci.org)

Community Foundation of Northern Illinois (www.cfnil.org)

Donors Forum of Chicago (www.donorsforum.org)

Nonprofit Financial Center (www.nfconline.org)

Indiana

Central Indiana Community Foundation (www.cicf.org)

Community Foundation Southern Indiana (www.cfsouthernindiana.com)
Indiana Grantmakers Alliance (www.ingrantmakers.org)

Iowa

Greater Des Moines Community Foundation (www.desmoinesfoundation.org)
Iowa Nonprofit Resource Center (<http://inrc.continuetolearn.uiowa.edu>)

Kansas

Kansas Health Foundation (www.kansashealth.org)
Newton Community and Healthcare Foundation (www.nchf.net)

Kentucky

The Community Foundation of Louisville (www.cflouisville.org)
Southeastern Council of Foundations (www.secf.org)

Louisiana

Center for Nonprofit Resources - New Orleans (www.geocities.com/center_nonprofit)
Louisiana Association of Nonprofit Organizations (LANO) Action Network
(givevoice.org/lanoadvocacy/home.html)
Southeastern Council of Foundations (www.secf.org)

Maine

Maine Association of Nonprofits (www.nonprofitmaine.org)
Maine Philanthropy Center (www.megrants.org)

Maryland

Association of Baltimore Area Grantmakers (www.abagmd.org)
The Maryland Association of Nonprofit Organizations (www.mdnonprofit.org)

Massachusetts

Associated Grantmakers (www.agmconnect.org)
The Boston Foundation (www.tbf.org)
Community Foundation of Cape Cod (www.capecodfoundation.org)
Community Foundation of North Central Massachusetts (www.cfncm.org)
Community Foundation of Western Massachusetts (www.communityfoundation.org)

Michigan

Council of Michigan Foundations (www.cmif.org)
Michigan Nonprofit Association (www.mna.msu.edu)

Minnesota

Fargo-Moorhead Area Foundation (www.areafoundation.org)
Management Assistance Program for Nonprofits (www.mapfornonprofits.org)
Minnesota Council on Foundations (www.mcf.org)

Minnesota Council of Nonprofits (www.mncn.org)

Mississippi

Gulf Coast Community Foundation

(www.charityadvantage.com/gulfcoastfoundation/Mission.asp)

Southeastern Council of Foundations (www.secf.org)

Missouri

Greater Kansas City Community Foundation (www.gkccf.org)

St. Louis Metropolitan Association for Philanthropy (www.mapstl.org)

Montana

Montana Community Foundation (www.mtcf.org)

Philanthropy Northwest (www.philanthropynw.org)

Nebraska

Lincoln Community Foundation (www.lcf.org)

Omaha Community Foundation (www.omahacf.org)

Nevada

Conference on Southwest Foundations (www.c-s-f.org)

Nevada Community Foundation (www.nevadacf.org)

New Hampshire

Associated Grantmakers (www.agmconnect.org)

New Hampshire Charitable Foundation (www.nhcf.org)

New Jersey

The Center for Non-Profit Corporations (www.njnnonprofits.org)

Council of New Jersey Grantmakers (www.cnjg.org)

New Mexico

Conference on Southwest Foundations (www.c-s-f.org)

New Mexico Association of Grantmakers (www.nmag.org)

New York

Cause Effective (www.causeeffective.org)

Citizens Committee for New York City (ccnyc.neighborhoodlink.com/ccnyc/)

Community Resource Exchange (www.creny.org)

Fund for the City of New York (www.fcny.org)

New York Regional Association of Grantmakers (www.nyrag.org)

Nonprofit Coordinating Committee of New York (www.npccny.org)

Rochester Grantmakers Forum (www.grantmakers.org)

The Support Center for Nonprofit Management (www.supportctr.org)

Western New York Grantmakers Association (no Web site)

North Carolina

North Carolina Center for Nonprofits (www.ncnonprofits.org)

North Carolina's Network of Young Nonprofit Professionals (www.ncyt.org)

Southeastern Council of Foundations (www.secf.org)

North Dakota

Fargo-Moorhead Area Foundation (www.areafoundation.org)

North Dakota Community Foundation (www.ndcf.net)

Ohio

Ohio Association of Nonprofit Organizations (www.ohiononprofits.org)

Ohio Grantmakers Forum (www.ohiograntmakers.org)

Oklahoma

Center for Nonprofits (www.centerfornonprofits.us)

Conference on Southwest Foundations (www.c-s-f.org)

Oregon

Grantmakers of Oregon and Southwest Washington (www.gosw.org)

Philanthropy Northwest (www.philanthropynw.org)

Pennsylvania

Delaware Valley Grantmakers (www.dvg.org)

Nonprofit Center at La Salle University (www.lasallenonprofitcenter.org)

Rhode Island

Associated Grantmakers (www.agmconnect.org)

The Rhode Island Foundation (www.rifoundation.org)

South Carolina

Southeastern Council of Foundations (www.secf.org)

South Dakota

Sioux Falls Area Community Foundation (www.sfacf.org)

South Dakota Community Foundation (www.sdcommunityfoundation.org)

Tennessee

Center for Nonprofit Management (www.cnm.org)

East Tennessee Foundation (www.easttennesseefoundation.org)

Texas

Amarillo Area Foundation (www.aaf-hf.org)

The Center for Nonprofit Management (Dallas) (www.cnmdallas.org)

Conference on Southwest Foundations (www.c-s-f.org)

The North Texas Center for Nonprofit Management (coserve1.panam.edu/nrc/wf.html)

Texas Nonprofit Management Assistance Network (www.texasnetwork.org)

United Way of the Texas Gulf Coast Management Assistance Program (MAP)
(www.unitedwayhouston.org/help/map.html)

University of Texas Pan-American Office of Center Operations and Community Services
(CoSERVE) Southwest Border Nonprofit Resource Center (coserve1.panam.edu/nrc/)

Utah

The Salt Lake Foundation (www.saltlakefoundation.org)

Vermont

Associated Grantmakers (www.agmconnect.org)

The Vermont Community Foundation (www.vermontcf.org)

Virginia

Bedford Community Health Foundation (www.bchf.org)

Northern Virginia Community Foundation (www.novacf.org)

Southeastern Council of Foundations (www.secf.org)

Washington

The Evergreen State Society (www.tess.org)

Grantmakers of Oregon and Southwest Washington (www.gosw.org)

The Nonprofit Center (www.npcenter.org)

Northwest Nonprofit Resources (www.indra.com/nnr)

Philanthropy Northwest (www.philanthropynw.org)

West Virginia

Community Foundation for the Ohio Valley (www.cfov.org)

Southeastern Council of Foundations (www.secf.org)

Wisconsin

Donors Forum of Wisconsin (www.dfwonline.org)

Greater Milwaukee Nonprofit Institute (www.gmni.org)

Wyoming

Wyoming Community Foundation (www.wycf.org)