


**Trends Affecting
Foundation Giving
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Foundations as Archipelagos

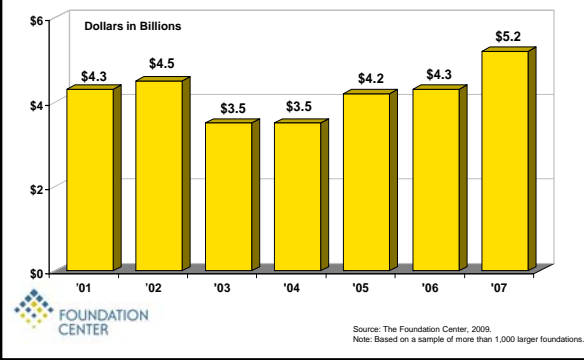


Societal Trends

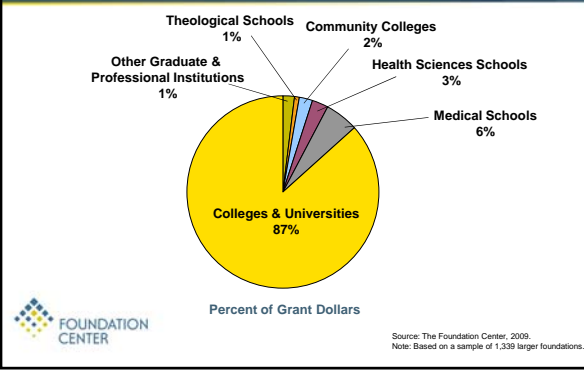
- Continued Economic Shifts
- Sector Boundaries Changing
 - Globalization
- Demographic Shifts
- Technology Advances
- Increased Government Regulation



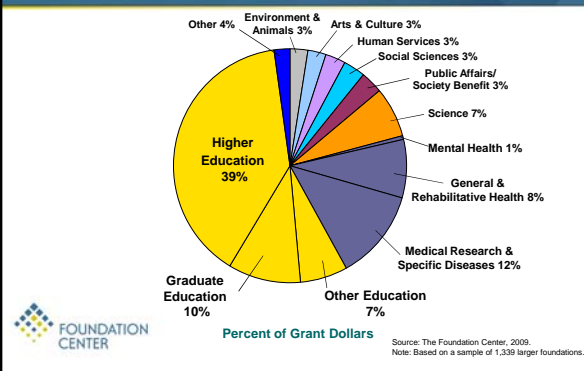
Giving for Higher and Graduate Educational Institutions, 2001 to 2007



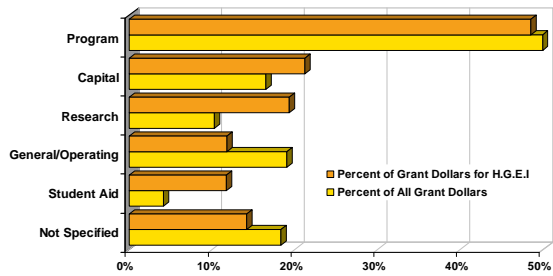
Giving for Higher and Graduate Educational Institutions by Type of Institution, 2007



Giving for Higher and Graduate Educational Institutions by Purpose, 2007



Giving for Higher and Graduate Educational Institutions by Types of Support, 2007



Source: The Foundation Center, 2009.
Note: Based on a sample of 1,332 larger foundations.

What should higher educational institutions expect from foundations in the near future:

- A decrease in very large foundation grants
- Fewer new program initiatives
- A tendency to help past grantees maintain core programs



Societal Trends

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Economic Shifts

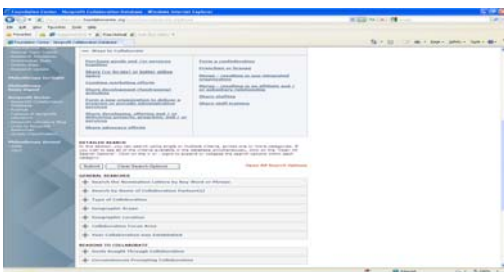
- Slow recovery
 - Less \$ to give
 - Less help from other funders
- New normal
 - Collaboration
 - Nonprofits, grantmakers, cross-sectors
 - Measurable Outcomes
- Growing wealth outside US



Nonprofit Collaboration Database



Nonprofit Collaboration Database



Sector Boundaries are Blurring

- Globalization
 - Global issues and crisis
 - Multinational corporations & Economy
 - Growth of “civil society” & philanthropy
 - Technology
- Structural changes



International Grantmaking




Direct Grants by US Grantmakers to Non US Recipients






Structural Changes

- More options
 - PRIs & Microloans
 - Donor Advised Funds
 - L3C – low profit limited liability company
 - B Corporations
 - Online giving portals: Network for Good
 - Creative options
 - Women's giving circles



Demographic Shifts

- Boomers vs. Millennials
- Diversity
 - Hispanic population growth
- Women's Giving
 - Live longer & different interests




Technological Advances

- Grantmakers
 - Communications
 - GlassPockets
 - Webinars
 - e-reporting
 - Process
 - Online Forms
 - New forms of giving
 - Virtual workforce




Legislation & Regulation

- Increased scrutiny
 - Local and state authorities
 - Source of \$\$\$
 - Payout
 - Diversity
 - Processes
- ??????????????



Raising Funds from Foundations

- Current donors
 - Take advantage of their increased receptivity to communication
 - Investigate any new initiatives/priorities
- Prospects
 - Research thoroughly
 - Utilize board connections



Corporate Giving

Current environment

- Some companies have taken a hit, but not across the board
- Fewer and smaller cash grants
- Partnerships with nonprofits still perceived as valuable



Securing Contributions from Corporations

- Seek out any and all contacts at corporations
- Ask for “in-kind” gifts
- Explore corporate volunteer programs
- Emphasize how giving to you benefits the corporation and its customers

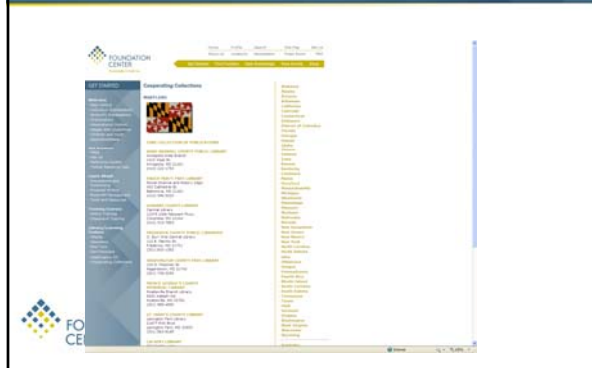


How to spot funding opportunities:

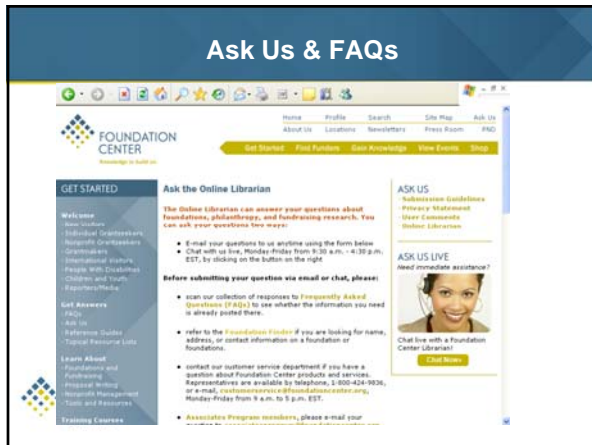
- Watch for foundations that might spend out—and for appropriate ways to help them do so
- Match those involved with family foundations to your prospect lists
- Identify your prospects' other giving vehicles as alternate sources of gifts
- Assess the ability of your individual donors to give foundation-style gifts



Access Foundation Center resources www.foundationcenter.org/collections



Ask Us & FAQs



Reading List

- *Convergence: How Five Trends Will Reshape the Social Sector* -- LaPiana Consulting
-- www.irvine.org
- *Disrupting Philanthropy: Technology and the Future of the Social Sector* -- Lucy Bernholz
<http://cspcs.sanford.duke.edu/>
- *Changing Landscape of Nonprofits* [slides] by James Gelatt, PhD JGelatt@umc.edu