The Foundation Center’s Mission

The Foundation Center’s mission is to support and improve philanthropy by promoting public understanding of the field and helping grantseekers succeed.

To achieve our mission, we:

■ Collect, organize, and communicate information on U.S. philanthropy
■ Conduct and facilitate research on trends in the field
■ Provide education and training on the grantseeking process
■ Ensure public access to information and services through our World Wide Web site, print and electronic publications, five library/learning centers, and a national network of Cooperating Collections.

Founded in 1956, the Center is the nation’s leading authority on philanthropy and is dedicated to serving grantseekers, grantmakers, researchers, policymakers, the media, and the general public.
The Foundation Center

CHARTING
the philanthropic landscape

SHARING
our knowledge of philanthropy

HELPING
grantseekers succeed

BUILDING
the gateway to philanthropy on the Web

PROVIDING
a communications conduit for the field
These are difficult and uncertain times for nonprofits and foundations alike. Nonprofits are challenged to find the support they need to carry out and sustain their programs, and foundations face increased demands on their constrained resources. In this critical period, the Foundation Center is a trusted ally to both.

The diverse community that comprises our sector continues to develop and change, and the Center is evolving along with it. This year’s annual report brings this point home quite clearly. You will read about grantseekers, grantmakers, and program partners who are interacting with the Center in innovative ways, as well as traditional ones. And you will read about how we are adapting our work to the new environment. The value we bring to the sector continues to grow.

Despite the rapidly changing environment, in this second year of our three-year plan, our priorities ring as true as they did when we developed the plan. These priorities are:

■ charting the philanthropic landscape;
■ sharing our knowledge of philanthropy;
■ helping grantseekers succeed, particularly the under-resourced;
■ building the gateway to philanthropy on the Web; and
■ providing a communications conduit for the field.

We made significant progress in all of these areas in 2002.

“Philanthropy's Response to 9/11: Creating the Record and Telling the Story” advances several of these priorities, yet it was conceived well after our Plan for 2001–2003 was put in place. Starting in the days following the terrorist attacks, Center staff has collected information on 9/11 giving by some 1,000 corporations, foundations, and other institutional grantmakers. During 2002 we created an online searchable 9/11 Funding Database of the donors, recipients, and grants and issued three research reports analyzing patterns of 9/11 giving and its effects on other grantmaking trends. To document the story that unfolded around the sector’s critical role in the recovery and rebuilding, we collected a series of interviews initially published in Philanthropy News Digest and issued them in September 11: Perspectives on the Field of Philanthropy. This effort will continue through mid-2004.

Development of our other grantmaker and grant information resources—and of our Web site as our most comprehensive resource—proceeded apace. We published more than 30 reference books, added many new charts and tables to FC Stats, and served thousands of subscribers to our online databases and newsletters. By the end of the year, visitors to our Web site were able to register for delivery of customized content on the site, a great boon as the content continues to expand.

Our programs to help grantseekers succeed had the strongest year ever. With the expansion of our educational programs, significantly more people took advantage of our classes and day-long courses this year. Our most popular new courses were on fundraising
capacity building and proposal budgeting. With funding harder than ever to obtain, our libraries and Cooperating Collections provided crucial free information services and support, particularly valued by nonprofits on very limited budgets.

As we enter the last year of our current plan and begin the process of creating our Plan for 2004–2006, we remain dedicated to our mission and determined to extend our capacities and services to meet the emerging needs of our audiences. We could not advance this work without the support of the grantmaking community. We thank you for your support of the Foundation Center, and we look forward to many more decades of service to the sector, helping grantseekers succeed and helping grantmakers make a difference.

March 2003

Barry D. Gaberman
Chairman

Sara L. Engelhardt
President
Expanding Data on Philanthropic Giving

In 2002, we made great strides in expanding the scope of our information on institutional givers. Stepping up our data-gathering efforts, we identified and incorporated into our database over 7,000 new foundations, organizing and indexing the crucial program and giving information to add unique value to our resources. We extended our research on additional types of institutional givers, capturing detailed information on the programs of 824 grantmaking public charities that are new to our database. We also indexed 127,000 grants totaling $17.4 billion recently awarded by the nation’s largest funders. This process of indexing grants by their recipient, field of activity, beneficiary group, and type of support allows grantseekers to do targeted searches and enables us to analyze patterns of giving.

Partnering to Increase Data Currency

The availability of up-to-date information on grantmakers and their grants grows increasingly important as a larger proportion of grantseekers access this information through our online databases. Grantmakers play a pivotal role in our efforts to collect and communicate the latest information about their programs, guidelines, and funding activities. They may choose from several reporting tools we have developed to facilitate the flow of this vital information. Over 5,300 foundations responded to our information questionnaires, which we mailed twice during 2002 to the largest funders. By the end of the year, more than 650 were registered to use our Foundation Directory Online Updater. This Web-based vehicle offers grantmakers the opportunity to update their information online, ensuring greater timeliness and accuracy. More and more grantmakers are also adopting our standard format for submitting their grants lists electronically for entry into our database.

Increased participation by grantmakers in our data collection efforts was a critical factor in our ability to begin updating The Foundation Directory Online on a biweekly cycle. This improved the currency of information for thousands of subscribers to our most popular fundraising research tool.

Print and Electronic Resources

The influx of information from grantmakers, combined with our own data-gathering efforts, translated into expanded new editions of 30 print and electronic reference resources designed to meet the research needs of diverse audiences. By year-end, the universe of grantmakers in our database increased to 72,877.

The Foundation Directory Online

With more than 8,000 subscribers to The Foundation Directory Online and thousands more using the application in our five library/learning centers, we focused on developing a host of new features and special resources to make the
service even more valuable. We added an index of trustees, officers, and donors and enhanced navigation tools to make the application more user-friendly. We also provided new links to our free Web-based resources and created an “FAQ” file to assist novice users. We developed a new system for maintaining and updating the 990-PF files that we link to foundation records, giving subscribers easy access to the most recent 990-PFs available from the IRS. By year-end we had more than 60,000 990-PFs in our database. Subscriptions continue to grow exponentially, with over 65 percent of our subscribers using The Foundation Directory Online Plus, Premium, or Platinum service tiers that include both our foundation and grants databases.

Foundation Grants to Individuals Online

Our second online subscription service, Foundation Grants to Individuals Online, was introduced in May to meet the funding research needs of individual grantseekers, including students, artists, academic researchers, and writers, among others. This new service uses the same software and e-commerce capabilities that support The Foundation Directory Online. Subscribers can search more than 5,200 foundation programs of grants to individuals. Close to 8,500 individuals subscribed to the service in 2002, including over 3,800 artists who took advantage of our free subscription offer during Funding for Arts Month in June.

Print Directories and CD-ROMs

Our print publications and CD-ROMs continue to offer researchers access to information on different slices of the foundation universe based on foundation size, type, field of interest, and location. This year we accelerated the publishing cycle of our National Directory of Corporate Giving, issuing it for the first time as an annual edition. As a result of increased outreach to the corporate giving community, we expanded the number of corporate philanthropies in the publication to about 2,100 company-sponsored foundations and some 1,350 direct giving programs.

The Foundation Center has a long history of working with regional associations of grantmakers to produce and disseminate authoritative information on foundations based in their geographic area. We continued our collaboration with Washington Grantmakers to publish the second edition of the Guide to Greater Washington D.C. Grantmakers on CD-ROM, which includes comprehensive information on over 2,000 grantmakers that fund in the Washington, DC, area. Working once again with the Council on Michigan Foundations, we co-published new print and electronic editions of The Michigan Foundation Directory, featuring over 2,300 foundations that support nonprofit organizations in the state.

Mary Gregory, a program officer for Pacific Foundation Services (PFS), which administers a network of nine family foundations in the San Francisco Bay area, says, “I’m happiest when I’m connecting people with ideas and resources, and that’s why I often refer people to the Foundation Center.” A former fundraiser, Mary admits she had much to learn about the grantmaking side of the equation when she joined PFS in 1998. “Foundations used to seem mysterious to me, but once I had some experience, I found that it isn’t easy to do grantmaking well and thoughtfully. I’m committed to making the process friendlier and more transparent for prospective grantees,” she says.

Her quest to educate grantees includes informing them about the Foundation Center and providing a link to the Center’s Web site from the PFS site. She also does her best to make sure grantees have access to current information on the funding priorities of the foundations PFS administers. To accomplish this goal, Mary and the PFS staff use Foundation Center reporting vehicles that fast-track information about their activities to the Center and, in turn, to grantseekers who use the Center’s resources in their funding research. By completing an annual Foundation Center survey and using the Foundation Directory Online Updater, an electronic form for profile updates, PFS foundations can quickly disseminate information on program guidelines, changes in application procedures, lists of grants, and new initiatives.

“I talk about the Center all the time because I think it is by far the best and most complete source of information about foundations and fundraising. I think it serves an important function — to provide access to information to all nonprofit organizations, including the smallest, newest ones that may have great ideas but not a lot of sophistication about fundraising. I’m proud to count our network of foundations among those that contribute to the Center’s information pipeline, which is so crucial in helping grantseekers succeed in their work.”
Research on the Field

In addition to providing information on individual grantmakers and grants through our published resources, our databases are also used as the basis for analytical research that conveys the size, scope, and giving activities of the field. We disseminate our research findings by issuing reports in print and online formats, often in collaboration with research partners, and through our new e-mail update service. Through custom searching of our databases, we provide others with aggregate data to support their own research on the sector.

Our Foundations Today Series is our annual report on trends in the field. Each year we publish five volumes in the series:

- Foundation Giving Trends
- Foundation Growth and Giving Estimates
- Foundation Yearbook
- Foundation Staffing
- Foundation Reporting

This year, we distributed over 12,000 copies of report “Highlights” to grantmakers, regional associations of grantmakers, grantmaking affinity groups, academic centers, and the media. Our Estimates report, released in early April, provided a first look at foundation giving in 2001, as well as final statistics on giving and assets in 2000. These findings were reported in numerous media outlets including The New York Times, Los Angeles Times, The Chronicle of Philanthropy, Foundation News and Commentary, and WNYC radio.

“Highlights” of the Foundations Today Series are available in a downloadable format in the Researching Philanthropy area of our Web site.

In addition to showcasing new research reports, the Researching Philanthropy area of our site features a wide range of resources for research on the field. One of the most popular features is FC Stats, which provides access to a wealth of statistical data on U.S. private and community foundations and their funding patterns. With the addition of 430 new data tables this year, FC Stats now comprises 1,300 tables that break down grantmaker financial data and giving statistics nationally, regionally, and locally for the latest three years of record.

2002 PUBLICATIONS

Assessing the Post-9/11 Funding Environment: Grantmakers’ Perspectives NEW
Corporate Foundation Profiles, 12th edition
FC Search: The Foundation Center’s Database on CD-ROM, version 6.0
The Foundation Directory, 2002 edition
The Foundation Directory Part 2, 2002 edition
The Foundation Directory on CD-ROM, version 3.0
The Foundation Directory I & 2 on CD-ROM, version 2.0
The Foundation Directory Online
The Foundation Grants Index on CD-ROM, version 3.0
Foundation Grants to Individuals on CD-ROM, version 3.0
Foundation Grants to Individuals Online NEW
Foundations Today Series, 2002 edition
- Foundation Giving Trends
- Foundation Growth and Giving Estimates
- Foundation Reporting
- Foundation Yearbook
- Giving in the Aftermath of 9/11: Foundations and Corporations Respond NEW
- Giving in the Aftermath of 9/11: An Update on the Foundation and Corporate Response NEW
Grant Guides, 2002/2003 edition
Guide to Funding for International and Foreign Programs, 7th edition
Guide to Greater Washington D.C. Grantmakers on CD-ROM, version 2.0
National Directory of Corporate Giving, 8th edition
National Guide to Funding in Arts and Culture, 7th edition
New York Metropolitan Area Foundations: A Profile of the Grantmaking Community NEW
September 11: Perspectives from the Field of Philanthropy NEW
PHILANTHROPY’S RESPONSE TO 9/11

Immediately following September 11, 2001, the Foundation Center embarked on an effort to create the definitive record of philanthropy’s response to the events of that day, not only capturing the dollars pledged but also telling the human aspect of the story. Our effort evolved into a multi-year project that has garnered the support of foundations and corporations. By creating a comprehensive database of institutional donors and recipients, analyzing and disseminating the data, and compiling an archive of 9/11-related news and original interviews, the Center offers invaluable information and insight on this turning point in U.S. history from many different perspectives.

Creating the Record

In February, the Center published Giving in the Aftermath of 9/11: Foundations and Corporations Respond, our preliminary report on disaster relief and recovery funding by corporations, foundations, and other institutional donors in response to the terrorist attacks. In November, a follow-up report on 1,000 institutional donors provided an updated view of the size and scope of 9/11 giving, which exceeded $1.01 billion. It charted the flow of gifts from foundations and corporations to relief funds and other recipients, based on data compiled through September 2002. The report also offered a look at the uses and beneficiaries of distributions from a sample of the largest relief funds.

Assessing the Post-9/11 Funding Environment: Grantmakers’ Perspectives, the result of a survey conducted in April among a broad sample of grantmakers, analyzed the relative impact of the 9/11 response versus the stock market decline on foundation and corporate giving levels and priorities. It also revealed more about the sources and purposes of 9/11 pledges.

Launched on our Web site in November, the 9/11 Funding Database — an interactive tool for retrieving information on institutional donors, grant recipients, and grants — provides data on 9/11-related funding as it is reported. The versatility and flexibility of this Web application allows users to customize their path to different snapshots of the funding picture down to the level of individual grants, including by geographic area and recipient type.

Telling the Story

During the year, our Philanthropy News Digest (PND) editors conducted interviews with key figures involved in the relief and recovery, including Lorie Slutsky, president of the New York Community Trust; Clara Miller, president of the Nonprofit Finance Fund; and Joshua Gotbaum, executive director and chief executive officer of the September 11th Fund at the time. Each interview was posted to PND as it became available.

During the summer, we compiled these compelling accounts into a volume entitled September 11: Perspectives from the Field of Philanthropy.

An important component of our Response to 9/11 Project is to communicate the results of this critical work to grantmakers, grantseekers, and the general public. The 9/11 Funding Database, September 11: Perspectives from the Field of Philanthropy, and our research reports are all accessible at our Web site. In addition, September 11 was distributed to more than 6,600 people, including 9/11 donors and members of the media. National, local, and other media relied on our reporting of 9/11 charitable giving, informing their stories about how philanthropy has impacted communities and shaped lives. In December, grantmakers in New York attended “Creating the Record & Telling the Story,” our program that examined the scope of grantmaker contributions, offered a preview of distributions by the largest 9/11 relief funds, and outlined the next phase of the project in which we will capture detailed information on the beneficiaries and purposes of 9/11-related gifts.

Collaborating on Regional and Subject-based Studies

Several research partners contributed their expertise on grantmaking within their region or specific area of funding to our research reports this year. We collaborated with the New York Regional Association of Grantmakers to produce our first comprehensive report on New York Metropolitan Area Foundations: A Profile of the Grantmaking Community. The study examines the size, scope, and giving patterns of foundations based in the eight-county New York metropolitan area. Report “Highlights” were posted at our Web site, and the summary findings were covered in The New York Times in December.

Grantmakers in the Arts (GIA) has partnered with the Center over the past several years to produce a series of reports on trends in arts funding. This year, we worked with GIA on a “Snapshot of Arts Funding,” a joint report released annually in GIA’s June Reader that provides arts funders with key indicators on the state of funding in the field. This year’s Reader also featured a summary of findings on four-year trends from the Center’s Arts Funding Update.
First Steps on the Road to Successful Grantseeking

First Steps on the Road to Successful Grantseeking, a new program piloted in 2001, was offered in three of our library/learning centers this year. First Steps is designed to introduce novice fundraisers to the world of foundation fundraising through an intensive program that includes several days of training and access to our most helpful resources. In each instance, we worked with collaborators such as local funders, umbrella organizations, or government agencies to identify a group of grantseekers who would benefit from the capacity building provided by this program. Our collaborators also provided critical funding so that participation in the program was free. The excellent feedback we received from participants will be used to enhance the program in 2003.

Fundraising Consultants Network

In 2002, the “Fundraising Consultants Network,” supported by a grant from the Clark Foundation, continued to build the capacity of a group of consultants dedicated to working with the under-resourced. This program proved to be an excellent way to extend the reach of our services. During an eight-month period, 24 New York area consultants participated in sessions on fundraising planning, proposal writing, and nonprofit staff training. Further honing their skills, the participants provided pro bono technical assistance consulting for 46 under-resourced nonprofits. Based on the success of the program, Clark funded a second group, as well. “Fundraising Consultants Network II” began in October, this time pairing the participants with pro bono clients from the outset.

New Courses

Beginning in 2002, nonprofit representatives benefitted from two brand-new, intensive, all-day courses that address their organizations’ need to achieve fiscal stability. Securing Your Organisation’s Future: Developing a Fundraising Plan is built on the principles laid out in the revised edition of Securing Your Organisation’s Future by Michael Seltzer. Seltzer and Kim Klein, a key contributor to the book, are the instructors for the course, at which attendees learn a wide variety of ways to diversify their funding streams, while case studies bring the concepts to life. In addition, to complement our popular Proposal Writing Seminar, we created a new hands-on, in-depth Proposal Budgeting Workshop. Many grantseekers find this critical piece of the proposal challenging. As with all of our courses, we offer a corresponding free, one-hour class to introduce novice grantseekers to the basics.

Additional classes introduced this year include Finding Funding Support for Your Education, which demonstrates techniques for scholarship seekers, and Guide to Resources on the Foundation Center’s Web Site, a tour of the rich content we provide online. Overall in 2002, upwards of 26,000 people benefitted from our training programs.
Focus on Arts and Children and Youth

Continuing the thematic programming begun last year, our Funding for Arts Month in June was filled with programs and activities in all of our library/learning centers and a variety of special features on our Web site. Philanthropy News Digest published a special arts-related issue and introduced “ArtsTalk,” a new message board. Artists had free access to our newly launched Foundation Grants to Individuals Online during the month. We issued Arts Funding Update, a four-page study on the latest trends in giving in the arts, and our research staff delivered several presentations about the findings. We introduced a training program, Grantseeking Basics for Individuals in the Arts, in all five library/learning centers.

October was Funding for Children and Youth Month, and again we offered numerous special programs in our library/learning centers, ranging from Meet the Grantmakers or Dialogue with Donors to technical assistance breakfasts with experts. We issued another special research report on this topic, and Philanthropy News Digest featured interviews with funders focused on the field. We also launched Youth in Philanthropy, a new area of our Web site dedicated to introducing children and young adults to the world of philanthropy.

For the first time, these months of thematic programming attracted a variety of sponsorships. These special months lead us to new relationships and give us new ways to reach nonprofits serving specific population groups.

The hardwood floors at HarlemLive creak from the strain of constant movement, as teens prepare the day’s stories for the group’s Internet magazine. These young people, aged 13 to 20, are learning from Executive Director Richard Calton’s “marriage of three things — teaching, journalism, and technology.” Since 1996, HarlemLive has given youth a chance to find their voice through journalism while learning to use technology in a hands-on approach.

But, like many under-resourced nonprofits, HarlemLive was finding it increasingly difficult to secure the funding it needed to keep its doors open. The Foundation Center’s “Fundraising Consultants Network,” funded by the Clark Foundation, matched HarlemLive with consultant Michelle Y. Hodges, who is also a member of the Harlem community. The Network program brings together consultants for a wide range of professional development activities and matches them with under-resourced groups that benefit from their expertise. The goal is to enhance the fundraising skills of both the fundraising consultant, who specializes in serving under-resourced organizations, and the staff of their nonprofit partner.

Michelle and Richard are working together to identify immediate and long-range funding needs, and she is developing a capacity-building proposal for the organization. “Michelle’s assessment has been an affirmation,” says Ms. Hodges, “but it lacked an organized approach to fundraising and committed little time to planning.” The organization is now focused on developing a real budget, invigorating the board, and changing its operating paradigm. “With the resources made available to me as a member of the Fundraising Consultants Network, I’ve been able to assist HarlemLive in assessing its strengths, developing a strategy for securing support, and engaging in targeted prospect research that will hopefully result in productive partnerships in the future.”

According to Richard Calton, Ms. Hodges has helped to point them in the right direction, and the future looks bright. “Michelle’s assessment has been an affirmation. It confirms what I know, but having someone say it helps. We have a great story — we just have to get out there and tell people about it.”
In 2002, the Foundation Center continued to be a crucial resource to the sector. Our library/learning centers were there to help with up-to-date information and hands-on workshops. Library staff provided one-on-one instruction for those who requested it, offering assistance with the print collections and our online research tools. Whether attendees were new or seasoned visitors, they found myriad programs that were suited to their needs. We dedicated three months to special topics: Funding for Arts Month, Funding for Children and Youth Month, and Celebrating Philanthropy Month. Two of our libraries — Cleveland and San Francisco — marked 25 years of service to their communities.

In 2002, the New York library served 22,392 visitors and experienced a five percent increase in new visitors. With nonprofit organizations in the metropolitan area still recovering from the aftermath of 9/11, the library hosted several seminars that addressed the particular needs of specific types of organizations. Funding for Arts Month programs were extremely well attended and well received. Three workshops, “Branding Your Nonprofit Arts Organization,” “Afternoon for Artists,” and “The State of Funding for the Arts,” were all filled to capacity.

During Funding for Children and Youth Month, the library hosted several events, including “Child Welfare: A New York Perspective,” a Dialogue with Donors program co-sponsored with the New York Regional Association of Grantmakers. Other events included “Beyond the Bake Sale: Fundraising Careers Helping Children and Youth” in collaboration with Action Without Borders-idealista.org, and a screening of the film, YouthARTS Toolkit: Arts Programs for Youth at Risk.

Under-resourced and under-served populations in New York continued to benefit from our outreach efforts. New York library staff demonstrated our commitment to reach the international community by presenting special orientations for visitors, including representatives from Brazil, Turkey, and Armenia, among others. In addition, staff provided information and services to several local and state agencies, including New York City’s Health and Hospitals Corporation and the Administration for Children’s Services. We also focused on institutions of higher education in our outreach efforts. As a result, student groups and professors from several area colleges and universities, including Columbia University, the New School University, and the City University of New York, visited the Center for library tours and educational programs.
ATLANTA

In Atlanta, 2002 was a year marked by collaborations. The library held First Steps on the Road to Successful Grantseeking for grassroots organizations new to fundraising in collaboration with Southern Partners Fund and the Georgia Center for Nonprofits. Fifteen representatives of small grassroots organizations located in rural areas in six southern states attended the three days of training.

To facilitate stronger, more effective relationships between grantmakers and grantseekers, staff introduced a new twist on our Dialogue with Donors sessions: 80 nonprofit representatives had an opportunity to share ideas and opinions and solicit advice from eight grantmakers at round-table sessions during Funding for Children and Youth Month in October.

In an ongoing effort to better serve grantmakers, staff gave presentations on the Center’s resources and services to representatives of several foundations, including the Georgia Power Foundation, the Community Foundation for Greater Atlanta, the Arthur M. Blank Family Foundation, the CommunityCare Foundation, and the Coca-Cola Company.

Additionally, Atlanta staff hosted a meeting for 19 Cooperating Collection supervisors in June to update them on the latest resources available to nonprofit fundraisers.

CLEVELAND

To commemorate its 25th anniversary, the Cleveland office brought together in December some 60 donors, Center board members and staff, and community nonprofits and partners, including several Friends of the Foundation Center–Cleveland, a membership program that supports the library’s work, to reflect on the importance of the Center’s contributions to Cleveland and the state of Ohio. To mark the occasion, the city of Cleveland, the County Commissioner’s office, and the Ohio Senate all issued proclamations recognizing the library’s “remarkable record of service.”

Cush Campus Schools

Karim Camara joined Cush Campus Schools (CCS) in 1995 after a stint at the American Red Cross as an administrative coordinator for a shelter program. His parents, Ora and Abdullah Abdur-Razzaq, started CCS to educate their own children. Founded in 1972 in Brooklyn, NY, Cush Campus focuses on individual attention, small class size, and cultural relevance for their 168 pre-kindergarten through eighth grade students, who are mostly children of color.

“When I came in 1995, it was supposed to be temporary,” says Mr. Camara, who started helping in the admissions office and is now director of development. Once he entered the world of fundraising, he discovered the Foundation Center. “The Center has been an invaluable research tool for us,” says Mr. Camara, whose efforts have yielded a matching capital campaign grant from the Brooklyn-based Independence Community Foundation. “I think of the Center as a one-stop shop for raising money; there is so much information there. It has helped me re-think our fundraising strategy. I know now that I have to find out as much as I can before I approach a foundation. I use the Center’s Cooperating Collection in Brooklyn a lot.”

Karim’s attention is currently focused on completing CCS’ new building in the Bedford-Stuyvesant section of Brooklyn, which will bring him back to the Foundation Center’s resources again. “It will take a while, but at least now I know how to go about getting things done. Before we were reliant on tuition. Now we know there are other resources out there. I’ve even suggested that some of our parents use the Center to find money for their children’s tuition.”
This milestone for the Cleveland office coincided with its first full year in a new space that includes a state-of-the-art library and a new computer training laboratory. This was a key factor in the 19 percent increase in visitors over the previous year. The library also established a scholarship fund at the Cleveland Foundation and awarded scholarships to three representatives of local agencies enabling them to participate in *Securing Your Organization’s Future: Developing a Fundraising Plan*, a new full-day training course. Scholarship recipients were chosen by a subcommittee of the Friends of the Foundation Center–Cleveland.

The library staff continued a long-standing tradition of collaboration with a variety of partners in 2002. For Funding for Children and Youth Month, the library held several programs. A Dialogue with Donors program — featuring several local funders, a film, and a youth leadership panel discussion on “Engaging Youth in Services” — was the result of a partnership with the Mandel Center for Nonprofit Organizations at Case Western Reserve University’s Youth Philanthropy and Service program. A *First Steps* program for early childhood educators was conducted in collaboration with Starting Point and United Way of Cleveland. During the year, our other partners included the Ohio Grantmakers Forum, Ohio Association of Nonprofit Organizations, and the Ohio Arts Council, which sponsored Funding for Arts Month in Cleveland.

**San Francisco**

The San Francisco office also observed its 25th anniversary in 2002 by welcoming more than 80 guests to a reception to mark the occasion. An Advisory Board, composed of community leaders, local grantmakers, and representatives from various constituencies, was also created to contribute ideas for future programs and services.

Highlights of the year included new educational programs and continuing community outreach. A *First Steps* program was held in Richmond, CA, for representatives of 18 faith-based organizations. The library hosted three meetings of a new proposal writers support group, a pilot program designed to provide peer and professional mentoring to those in the midst of drafting proposals to foundations. The annual open house, which featured several of our regular training programs and a Meet the Author event on major gift campaigns, drew 177 visitors. Nine Meet the Grantmakers panels included one in conjunction with each of our three thematic program months and two in collaboration with new partners. Of those programs, one was hosted off site by our Cooperating Collection in San Jose. Grantseekers took advantage of several special workshops during our theme months on topics...
ranging from “Fiscal Sponsorship and the Arts” to “Emerging Donors Helping Youth.”

Local grantmakers participated in several educational events. For example, presentations on the findings of the Center’s California Foundations study were given in both San Francisco and Silicon Valley. More than 50 grantmakers attended these presentations, which were co-sponsored with Northern California Grantmakers.

**Washington, DC**

The nation’s capital was particularly hard hit by 9/11 and the weakened economy. Our Washington staff assisted more than 13,000 grantseekers in finding ways to shore up their financial support. The number of visitors was up by one-third over 2001.

Our Washington office continues to be instrumental in informing governmental agencies and the diplomatic community about philanthropy. Staff convened a briefing for 25 congressional aides in our library/learning center. In total, some 100 congressional offices took us up on our offer of complimentary copies of *The Foundation Directory* and the *Foundations Today Series*. The DC office also provided assistance to several federal agencies, the Mayor’s Office, and a number of foreign embassies.

A total of more than 200 grantseekers attended four Dialogue with Donors or Meet the Grantmakers programs on topics ranging from “Affordable Housing in Metro DC” to “Funding for Children and Youth.” Our five InfoBreakfast sessions focused on best practices for nonprofits, covering such issues as “Better Boards for Stronger Organizations” and “Careers in Fundraising.” Guest presenters for three PhilanthroTalk programs focused on practical applications of research findings. Topics included “Nonprofit Capacity Building,” “Community-Based Organizations,” and “The State of Nonprofit America,” featuring Lester Salamon, founding director of the Institute for Policy Studies at Johns Hopkins University.
Philanthropy News Digest

*Philanthropy News Digest (PND)* is, by all accounts, the leading source of news on the philanthropic sector today. By compiling news from numerous resources, it brings together in one convenient place current information about foundation and other nonprofit activity, including recent grants awarded, new program initiatives, changes in leadership, issues of public concern, and other news of vital interest to nonprofits. A growing volume of PND news items is supplied directly by grantmakers, who are using this vehicle to communicate the latest information about their work.

This year, we added new features to PND to increase its value to readers, including more original content. Our ongoing “Newsmakers” series featured new interviews with influential leaders and practitioners in the field of philanthropy. Twenty-five interviews were posted on a range of subjects from “Philanthropy in a Post-9/11 World” by Vartan Gregorian, president of Carnegie Corporation of New York, to “A High Engagement Approach to the Field of Youth Development,” by Michael Bailin, president of the Edna McConnell Clark Foundation.

*My PND* is a new personalized version of *Philanthropy News Digest* that enables registered site users to view news items that pertain to their fields of interest and location. Related features, such as NPO Spotlight, Connections links, Newsmakers interviews, and book and Web site reviews, are also customized for readers on *My PND* pages, saving them substantial research time.
Deaconess Community Foundation

Deborah Vesly could not have predicted what was ahead when she was hired in June 1994 as a financial consultant for Deaconess Health Systems, the parent company of Deaconess Hospital of Cleveland. After the sale of the hospital in December, the board of trustees underwent a rigorous strategic planning process before forming Deaconess Community Foundation three years later. “Our board felt strongly that we should give back to the community,” she says. “The foundation has a broad human services focus.” Deborah became involved in reviewing proposals and became executive director in 2002. “Our board is very engaged in the grantmaking process. Each trustee does site visits for four potential grantees each quarter, making for a lively exchange of ideas.” (Deborah is pictured at El Barrio, a Deaconess grantee.)

One idea that Deborah espouses time and again is that the Foundation Center is a vital resource for those interested in any aspect of philanthropy. “We investigated the Center when we formed the foundation, and it is a great resource. One fabulous service is the Foundation Folder program, which enables us to post information about our foundation on the Center’s Web site. I wasn’t sure initially if we should partner with another organization or how we should go about having a presence on the Web. Ultimately, we decided to do it through the Foundation Center. Because of its reputation and the volume of people visiting its Web site, it’s easy for grantseekers and other researchers to find out about us. Our Foundation Folder meets our needs perfectly, in effect extending the communications capabilities of our foundation. It was easy to do, and I am very pleased with the quality of the work.”

In addition to its Web-based edition where news is posted daily, Philanthropy News Digest is also available as an e-mail newsletter that, by year-end, delivered news each week to over 50,000 individuals. The subscriber base of PND’s popular RFP Bulletin, featuring foundation requests for proposals, increased dramatically to 58,000. The Job Corner Alert grew to 25,000 subscribers, and feedback from successful job applicants indicates that it has evolved into one of the most popular job-posting services in the sector.

For the Media

We launched a new area of our site, For the Media, to help journalists learn more about the field of philanthropy. In recent years, the growth of new foundations, the outpouring of philanthropic giving in the wake of September 11, and the social impact of the economic downturn have led to increased media coverage about the field. This new area of the site features current and archived news items, statistics and trends, and other resources designed to inform and educate the media and provide background for their stories.

Foundation Folders

The Foundation Center creates and hosts grantmaker Web sites at no charge to allow these organizations to make information about themselves available to a wide audience. At the end of 2002, we were hosting 97 sites. Below is a list of the Folders that were added during the year:

- The Morton K. and Jane Blaustein Foundation, Inc.
- Butler Family Fund
- Harry Chapin Foundation
- Mary S. and David C. Corbin Foundation
- The DeMatteis Family Foundation
- Jean and Louis Dreyfus Foundation, Inc.
- Edward Fein Foundation
- Stella and Charles Guttman Foundation, Inc.
- Lavelle Fund for the Blind, Inc.
- Longview Foundation for Education in World Affairs and International Understanding, Inc.
- Prince Charitable Trusts
- Edward C. and Ann T. Roberts Foundation, Inc.
- Helena Rubinstein Foundation, Inc.
- The Teagle Foundation, Inc.
- The Trio Foundation
- Youth Foundation, Inc.

Deborah Vesly could not have predicted what was ahead when she was hired in June 1994 as a financial consultant for Deaconess Health Systems, the parent company of Deaconess Hospital of Cleveland. After the sale of the hospital in December, the board of trustees underwent a rigorous strategic planning process before forming Deaconess Community Foundation three years later. “Our board felt strongly that we should give back to the community,” she says. “The foundation has a broad human services focus.” Deborah became involved in reviewing proposals and became executive director in 2002.

“Our board is very engaged in the grantmaking process. Each trustee does site visits for four potential grantees each quarter, making for a lively exchange of ideas.” (Deborah is pictured at El Barrio, a Deaconess grantee.)

One idea that Deborah espouses time and again is that the Foundation Center is a vital resource for those interested in any aspect of philanthropy. “We investigated the Center when we formed the foundation, and it is a great resource. One fabulous service is the Foundation Folder program, which enables us to post information about our foundation on the Center’s Web site. I wasn’t sure initially if we should partner with another organization or how we should go about having a presence on the Web. Ultimately, we decided to do it through the Foundation Center. Because of its reputation and the volume of people visiting its Web site, it’s easy for grantseekers and other researchers to find out about us. Our Foundation Folder meets our needs perfectly, in effect extending the communications capabilities of our foundation. It was easy to do, and I am very pleased with the quality of the work.”
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 Center resources and materials. Cooperating Collections are housed in public or academic libraries, community foundations, and other nonprofit agencies. They provide free access to our core collection of print and electronic resources and assistance in using them. Many Collections also present our training programs in their communities.

In 2002, we added ten new Cooperating Collections in under-served areas of the country: Mobile, AL; Tallahassee, FL; Salina, KS; Brainerd, MN; Libby, MT; Elko, NV; Albuquerque, NM; Riverhead, NY; Middlebury, VT; and Sheridan, WY. Center staff visited 39 Cooperating Collections during the year and in most cases presented workshops for the public and for Collection staff on the use of Foundation Center resources. Below is the complete list of all locations.9

Fifty-two Collection supervisors came to our New York headquarters for our annual Network Days Conference, “Helping Grantseekers Succeed,” in October. They attended the Center’s newest full-day course on fundraising, learned advanced database searching techniques, and enjoyed opportunities to exchange ideas with one another.

Our CCNet extranet Web site and our broadcast e-mails are a valuable means for communicating with our Cooperating Collections, for giving them information and resources, and for helping them connect with one another. This year we supplied training tools to use in presenting our new classes Grantseeking Basics for Individuals in the Arts, Finding Foundation Support for Your Education, and Introduction to Fundraising Planning.
Topeka, KS
The oldest of six Cooperating Collections in Kansas, the Topeka and Shawnee County Public Library has been the leading resource for funding information in northeastern Kansas since 1975. More than 100 computers at this Cooperating Collection provide access to FC Search and Foundation Grants to Individuals Online, two of the Center’s core resources on grantmakers and their grants. The library moved into renovated quarters in 2002, providing expanded space for its collection of Foundation Center materials and for more frequent educational workshops. Cooperating Collection Supervisor Jeff Imparato conducts individual and small-group orientations upon request.

Georgia
HALL COUNTY LIBRARY SYSTEM
Gainesville
UNITED WAY OF CENTRAL GEORGIA
Macon
THOMAS COUNTY PUBLIC LIBRARY
Thomasville

Hawaii
UNIVERSITY OF HAWAII
Hamilton Library
Honolulu

Idaho
BOISE PUBLIC LIBRARY
Boise
Caldwell Public Library
Caldwell

Illinois
DONORS FORUM OF CHICAGO
Chicago
Evanston Public Library
Evanston
ROCK ISLAND PUBLIC LIBRARY
Rock Island
UNIVERSITY OF ILLINOIS AT SPRINGFIELD
Brookens Library
Springfield

Indiana
EVANSTON-VANDERBURGH PUBLIC LIBRARY
Evansville
ALLEN COUNTY PUBLIC LIBRARY
Ft. Wayne
INDIANAPOLIS-MARION COUNTY PUBLIC LIBRARY
Indianapolis
VIGO COUNTY PUBLIC LIBRARY
Terre Haute

Iowa
CEDAR RAPIDS PUBLIC LIBRARY
Cedar Rapids
SOUTHWESTERN COMMUNITY COLLEGE
Learning Resource Center
Creston
PUBLIC LIBRARY OF DES MOINES
Des Moines
SIoux City Public Library
Sioux City

Kansas
PIONEER MEMORIAL LIBRARY
Colby
DODGE CITY PUBLIC LIBRARY
Dodge City
KEARNY COUNTY LIBRARY
Lakin
SALINA PUBLIC LIBRARY
Salina
TOPEKA AND SHAWNEE COUNTY PUBLIC LIBRARY
Topeka
WICHITA PUBLIC LIBRARY
Wichita

Kentucky
WESTERN KENTUCKY UNIVERSITY
Helm-Graves Library
Bowling Green
LEXINGTON PUBLIC LIBRARY
Lexington
LOUISVILLE FREE PUBLIC LIBRARY
Louisville

Louisiana
EAST BATON ROUGE PARISH LIBRARY
Baton Rouge
BEAUREGARD PARISH LIBRARY
DeRidder
OUACHITA PARISH PUBLIC LIBRARY
Monroe
NEW ORLEANS PUBLIC LIBRARY
New Orleans
SHREVE MEMORIAL LIBRARY
Shreveport

Maine
UNIVERSITY OF SOUTHERN MAINE LIBRARY
Maine Philanthropy Center
Portland

Maryland
ENOCH PRATT FREE LIBRARY
Baltimore

Massachusetts
ASSOCIATED GRANTMAKERS
Boston
BOSTON PUBLIC LIBRARY
Boston
WESTERN MASSACHUSETTS FUNDING RESOURCE CENTER
Springfield
WORCESTER PUBLIC LIBRARY
Worcester

Michigan
ALPENA COUNTY LIBRARY
Alpena
UNIVERSITY OF MICHIGAN—ANN ARBOR
Graduate Library
Ann Arbor
WILLARD PUBLIC LIBRARY
Battle Creek
HENRY FORD CENTENNIAL LIBRARY
Dearborn
WAYNE STATE UNIVERSITY
Purdy/Kresge Library
Detroit
MICHIGAN STATE UNIVERSITY LIBRARIES
Main Library
East Lansing
FARMINGTON COMMUNITY LIBRARY
Farmington Hills
UNIVERSITY OF MICHIGAN—FLINT
Frances Willson Thompson Library
Flint
GRAND RAPIDS PUBLIC LIBRARY
Grand Rapids
NORTHWESTERN MICHIGAN COLLEGE
Mark and Helen Osterlin Library
Traverse City

Minnesota
BRAINERD PUBLIC LIBRARY
Brainerd
DULUTH PUBLIC LIBRARY
Duluth
SOUTHWEST STATE UNIVERSITY LIBRARY
Marshall
MINNEAPOLIS PUBLIC LIBRARY
Minneapolis
ROCHESTER PUBLIC LIBRARY
Rochester
ST. PAUL PUBLIC LIBRARY
St. Paul

Mississippi
LIBRARY OF HATTIESBURG, PETAL AND FORREST COUNTY
Hattiesburg
JACKSON/HINDS LIBRARY SYSTEM
Jackson

Missouri
UNIVERSITY OF MISSOURI—KANSAS CITY COUNCIL ON PHILANTHROPY
Kansas City
KANSAS CITY PUBLIC LIBRARY
Kansas City
ST. LOUIS PUBLIC LIBRARY
St. Louis
SPRINGFIELD-GREENE COUNTY LIBRARY
Springfield

Montana
MONTANA STATE UNIVERSITY—BILLINGS
Library—Special Collections
Billings
BOZEMAN PUBLIC LIBRARY
Bozeman
MONTANA STATE LIBRARY
Helena
LIBBY PUBLIC LIBRARY
Libby
UNIVERSITY OF MONTANA
Mansfield Library
Missoula

* Cooperating Collection addresses and phone numbers are available at our Web site.
Established in 1978, the Springfield-Greene County Library is a resource for grantseekers and grantmakers throughout southwestern Missouri and surrounding states. Adverse economic conditions have increased usage of this Collection. Its regular schedule of orientations, classes, and one-on-one tutorials give nonprofits and grantseekers background on foundations, contact information, and multiple ways to research foundations’ giving interests. In the spring of 2002, Cooperating Collection Supervisor Mary Harrison conducted a special orientation for physically challenged visitors.

Nebraska
UNIVERSITY OF NEBRASKA—LINCOLN
Love Library
Lincoln
OMAHA PUBLIC LIBRARY
Omaha

Nevada
GREAT BASIN COLLEGE LIBRARY
Elko
CLARK COUNTY LIBRARY
Las Vegas
WASHOE COUNTY LIBRARY
Reno

New Hampshire
CONCORD PUBLIC LIBRARY
Concord
PLYMOUTH STATE COLLEGE
Herbert H. Lamson Library
Plymouth

New Jersey
CUMBERLAND COUNTY LIBRARY
Bridgeport
FREE PUBLIC LIBRARY OF ELIZABETH
Elizabeth

New Mexico
ALBUQUERQUE/BERNALILLO COUNTY LIBRARY SYSTEM
Albuquerque
JEMEZ PUEBLO COMMUNITY LIBRARY
Jemez Pueblo
NEW MEXICO STATE LIBRARY
Santa Fe

New York
NEW YORK STATE LIBRARY
Albany
BROOKLYN PUBLIC LIBRARY
Brooklyn
BUFFALO & ERIE COUNTY PUBLIC LIBRARY
Buffalo

North Dakota
BISMARCK PUBLIC LIBRARY
Bismarck
FARGO PUBLIC LIBRARY
Fargo
MINOT PUBLIC LIBRARY
Minot

North Carolina
PACK MEMORIAL LIBRARY
Asheville
THE DUKE ENDOWMENT
Charlotte
DURHAM COUNTY PUBLIC LIBRARY
Durham

North Dakota
BISMARCK PUBLIC LIBRARY
Bismarck
FARGO PUBLIC LIBRARY
Fargo
MINOT PUBLIC LIBRARY
Minot

Ohio
STARK COUNTY DISTRICT LIBRARY
Canton
PUBLIC LIBRARY OF CINCINNATI & HAMILTON COUNTY
Cincinnati
COLUMBUS METROPOLITAN LIBRARY
Columbus

Oregon
OREGON INSTITUTE OF TECHNOLOGY LIBRARY
Klamath Falls
SOUTHERN OREGON UNIVERSITY
Pacific Non-profit Network
Medford
MULTNOMAH COUNTY LIBRARY
Portland
OREGON STATE LIBRARY
Salem

Pennsylvania
NORTHAMPTON COMMUNITY COLLEGE
Paul and Harriet Mack Library
Bethlehem
ERIE COUNTY LIBRARY SYSTEM
Erie

Rochester, NY
The Rochester Public Library, which became a Cooperating Collection in 1973, is located in an area greatly affected by recent changes in the economy. The Grants Information Center has moved to a more visible area of the Central Library and has expanded to include circulating materials as well as reference titles. In 2002, the Library offered a workshop on funding research that introduced The Foundation Directory Online Platinum, our premier online database, to more than 150 attendees. Liz Wilder, executive director of the Rochester Grantmakers Forum, commented, “This is the type of wide exposure the Foundation Center should have in our community. As a Cooperating Collection, the Public Library is a key resource to help area nonprofits.” (Collection Supervisor Carol Tuzzeo is pictured.)
Established as a Cooperating Collection in 2000, the Nonprofit & Philanthropy Resource Center at Redmond Regional Library in Washington State is housed in a state-of-the-art facility designed to serve the area’s ethnically diverse population. Collection staff assists increasing numbers of organizations and individuals interested in philanthropy and provides daily individual instruction on FC Search, as well as workshops on prospect research and other topics of interest to nonprofits. To encourage use of the Collection, Supervisor Jeannette Privat gives presentations at area meetings, such as a gathering of the King County Library System Reference Librarians. She says, “The establishment of the Resource Center came at a time when it was most needed. These resources are essential for the survival of local organizations and the individuals they serve.”
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

---

Butler Family Fund*  
The Bydale Foundation  
The Louis Calder Foundation  
The California Wellness Foundation  
Callaway Foundation, Inc.  
The Cannon Foundation, Inc.  
Carnegie Corporation of New York  
Amon G. Carter Foundation  
The Annie E. Casey Foundation, Inc.  
The Ceres Foundation*  
The Champlin Foundations  
The Charplie Foundation, Inc.  
Ben B. Cheney Foundation  
The Edna McConnell Clark Foundation  
Robert Sterling Clark Foundation, Inc.  
The Commonwealth Fund  
Cooper Foundation  
The Cowles Charitable Trust  
Bruce L. Crary Foundation, Inc.  
The Daphne Seybolt Culpeper Memorial Foundation, Inc.  
Nathan Cummings Foundation  
Dorothy U. Dalton Foundation, Inc.  
The Dammann Fund, Inc.

---

**Donors**

The exercises were very helpful. Working on actual budgets helped the learning process tremendously!  
**PROPOSAL BUDGETING WORKSHOP ATTENDEE (WASHINGTON, DC)**

John W. Anderson Foundation  
Animal Welfare Trust*  
The Anschezt Family Foundation  
The Area Foundation  
Atherton Family Foundation  
The Marilyn Augur Family Foundation*  
Axe-Houghton Foundation  
The Helen Bader Foundation  
The Barker Welfare Foundation  
The Barra Foundation, Inc.  
The Bay Foundation  
Beazley Foundation, Inc.  
Claude Worthington Benedum Foundation  
Benwood Foundation, Inc.  
The Mary Duke Biddle Foundation  
Blandin Foundation  
The Arthur M. Blank Family Foundation  
The Blowitz-Ridgeway Foundation  
The Boehm Foundation  
Booth Ferris Foundation  
Mary Owen Borden Foundation  
The Robert Bowne Foundation, Inc.  
The Lynde and Harry Bradley Foundation  
The Andrea and Charles Bronfman Philanthropies  
The Bullitt Foundation, Inc.  
Florence V. Burden Foundation  
The Burnett Foundation  
The Burroughs Wellcome Fund  
The Bush Foundation

---

Dyer-Ives Foundation  
The Eberly Foundation  
echoing green 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  
Maurice Falk Medical Fund  
The Flinn Foundation  
The Ford Foundation  
Frear Ekelmosesmary Trust  
Freed Foundation  
The Freeman Foundation  
Charles A. Frueauff Foundation, Inc.  
Gates Family Foundation  
Bill and Melinda Gates Foundation  
General Service Foundation  
The Gerber Foundation  
The Wallace Alexander Gerbode 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 Greenville Foundation  
The Greenwall Foundation  
Mary Livingston Griggs and Mary Griggs Burke Foundation  
Paul and Mary Haas Foundation

---

**Gave great insight into the grantmaker’s perspective.**  
**PROPOSAL WRITING SEMINAR ATTENDEE (BOSTON)**

Your librarians have offered superior assistance that has contributed to the success of our efforts.  
**LIBRARY/LEARNING CENTER VISITOR (CLEVELAND)**

The Charles A. Dana Foundation  
The Danforth Foundation  
Ken W. Davis Foundation*  
Doris and Victor Day Foundation, Inc.  
Deer Creek Foundation  
The Gladys Krieble Delmas Foundation  
Clarence and Anne Dillon Dunwalke Trust  
Geraldine R. Dodge Foundation  
Cleveland H. Dodge Foundation, Inc.  
Dodge Jones Foundation  
William H. Donner Foundation, Inc.  
The Dorr Foundation  
The Camille and Henry Dreyfus Foundation, Inc.  
The Max and Victoria Dreyfus Foundation, Inc.  
Doris Duke Charitable Foundation  
The Duke Endowment

---

I am confident that this is the place to get foundation and corporate organizations’ latest information. I trust the source.  
**FOUNDATION DIRECTORY ONLINE USER**
The Hahn Family Foundation
Phil Hardin Foundation
The Harkness Foundation for Dance
John H. and Willhelmina D. Harland Charitable Foundation, Inc.
The Irving Harris Foundation
The John A. Hartford Foundation, Inc.
The John Randolph Haynes and Dora Haynes Foundation
The Edward W. Hazen Foundation
William Randolph Hearst Foundation
The Heckscher Foundation for Children
Vira I. Heinz Endowment
The F.B. Heron Foundation
The William and Flora Hewlett Foundation
The Hillman Foundation, Inc.
Conrad N. Hilton Foundation
Houston Endowment Inc.
The Stewart W. and Willma C. Hoyt Foundation, Inc.
The Huber Foundation
Hudson-Webber Foundation
The Charles EvansHughes Memorial Foundation, Inc.
The Hyde and Watson Foundation
Independence Foundation
The International Foundation
Itleson Foundation, Inc.
Janesville Foundation, Inc.
The Jenesis Group
The Mary Hillman Jennings Foundation
Jerome Foundation
George Frederick Jewett Foundation

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
Lavelle Fund for the Blind, Inc.*
The Edith and Herbert Lehman Foundation, Inc.

I cannot thank your staff and organization enough for the volume and quality of critical content your Web site provides.

WEB SITE VISITOR

Jockey Hollow Foundation
The Christian A. Johnson Endeavor Foundation
The Robert Wood Johnson Foundation
J. Seward Johnson, Sr. 1963 Charitable Trust
Daisy Marquis Jones Foundation
The Joyce Foundation
Alfred Jurzykowski Foundation, Inc.
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

Very useful exchanges of experiences and real-life examples.

SECURING YOUR ORGANIZATION’S FUTURE ATTENDEE (WASHINGTON, DC)

The Ambrose Monell Foundation
The William T. Morris Foundation, Inc.
Charles Stewart Mott Foundation
M. J. Murdock Charitable Trust
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.
The A. Lindsay and Olive B. O’Connor Foundation, Inc.
John M. Olin Foundation, Inc.
The Overbrook Foundation
The David and Lucile Packard Foundation
Panwy Foundation, Inc.
The Patrina Foundation
Josephine Bay Paul and C. Michael Paul Foundation
The Pew Charitable Trusts
The Pincus Family Fund
The Pinkerton Foundation
Plough Foundation
Polk Bros. Foundation
Posner-Wallace Foundation
The Louis and Harold Price Foundation, Inc.
The Prospect Hill Foundation
Public Welfare Foundation
The Reed Foundation, Inc.
Michael Reese Health Trust
The Retirement Research Foundation
Charles H. Revson Foundation, Inc.
Donald W. Reynolds Foundation
Rhodebeck Charitable Trust
Sid W. Richardson Foundation
Fannie E. Rippel Foundation
The Ritter Foundation, Inc.
Rockefeller Brothers Fund
The Rockefeller Foundation

Love this place!
LIBRARY/LEARNING CENTER VISITOR (ATLANTA)

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.
The Lumpkin Foundation
Lyndhurst Foundation
The J.E. and L.E. Mabee Foundation, Inc.
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.
The Markle Foundation
Marmot Foundation
The Richard Mather Fund
Robert R. McCormick Tribune Foundation
James S. McDonnell Foundation
McFeely-Rogers Foundation
Dextra Baldwin McGonagle Foundation, Inc.
McGregor Fund
McInerny Foundation
The McIntosh Foundation
The McLean Contributionship
The Andrew W. Mellon Foundation
Mertz Gilmore Foundation
Meyer Memorial Trust

Muchas gracias por tu interés en contestarnos y enviarnos valiosa información. Buscaremos datos en las direcciones que nos enviaste.

E-MAIL TO ONLINE LIBRARIAN

*Denotes new donor
Rockwell Fund, Inc.
The Felix and Elizabeth Rohatyn Foundation, Inc.
Rosenberg Foundation
Sunny and Abe Rosenberg Foundation
The Richard and Hindy Rosenthal Foundation
Helena Rubinstein Foundation
The Rudin Foundation, Inc.
The Fan Fox and Leslie R. Samuels Foundation, Inc.
Sasco Foundation
The Scherman Foundation, Inc.
Charles and Mildred Schnurmacher Foundation, Inc.
The Florence and John Schumann Foundation
Walter Scott Foundation
Sequoia Foundation
The Shubert Foundation, Inc.
The Sirius Foundation
The Sirus Fund
The Skillman Foundation
The Skirball Foundation
Alfred P. Sloan Foundation
Richard & Susan Smith Family Foundation*
The John Ben Snow Foundation, Inc.
The Harold B. & Dorothy A. Snyder Foundation, Inc.
The Spencer Foundation
The Starr Foundation
Hattie M. Strong Foundation
Surdna Foundation, Inc.
Tacomic Foundation, Inc.
The Teagle Foundation, Inc.
The T.L.L. Temple Foundation
John Templeton Foundation
Town Creek Foundation, Inc.
The Trull Foundation
Union Foundation
van Amerigen Foundation, Inc.
The G. Unger Vetlesen Foundation
Virginia Environmental Endowment
The Laura B. Vogler Foundation, Inc.
The Wahlstrom Foundation, Inc.
Wallace-Reader's Digest Funds
Wallerstein Foundation for Geriatric Life Improvement
The Walton Family Foundation, Inc.
Anna Emory Warfield Memorial Fund, Inc.
The Andy Warhol Foundation for the Visual Arts

The Sidney J. Weinberg, Jr. Foundation
Weingart Foundation
The Margaret L. Wendt Foundation
Weyerhaeuser Family Foundation, Inc.
The Whitaker Foundation
The Whitehead Foundation
G. N. Wilcox Trust
Wolfensohn Family Foundation
The Farny R. Wurlitzer Foundation
The Zellerbach Family Foundation

Corporate Donors
Alcoa Foundation
Altria Group, Inc.
American Eagle Outfitters Foundation*
American Express Foundation
AT&T Foundation
Avon Foundation, Inc.
Bristol-Myers Squibb Foundation, Inc.
Citigroup Foundation
The Coca-Cola Company
Credit Suisse First Boston
DaimlerChrysler Corporation Fund
Deutsche Bank Americas Foundation
ExxonMobil Foundation
Fidelity Foundation
GE Fund
General Mills Foundation

This place is a perfect blend between technology and the human touch.
LIBRARY/LEARNING CENTER VISITOR (NEW YORK)

Hasbro Children's Foundation
IBM Corporation
The Independence Community Foundation
John Deere Foundation
Johnson & Johnson Family of Companies
Keyspan Foundation
Landmark Communications Foundation
Levi Strauss Foundation
The MassMutual Foundation for Hartford, Inc. *
Maytag Corporation Foundation
McDonald's Corporation
Mead-Westvaco Foundation
The Merck Company Foundation
Merrill Lynch & Co. Foundation, Inc.
Metropolitan Life Foundation
J.P. Morgan Chase
Morgan Stanley
Panasonic Foundation, Inc.
Pfizer Inc.

Pitney Bowes
Progress Energy*
The Prudential Foundation
Raytheon Company
Roche
Sears, Roebuck and Company
SI Bank and Trust Foundation
State Farm Companies Foundation
Target, Marshall Field's and Mervyn's with support from the Target Foundation
The UPS Foundation
Vivendi Universal
Washington Mutual Foundation
Wells Fargo
The Xerox Foundation

Community Foundations
California Community Foundation
The Chicago Community Trust
The Indianapolis Foundation
Kalamazoo Community Foundation
New Hampshire Charitable Foundation
The New York Community Trust
North Dakota Community Foundation
The Pittsburgh Foundation

Operating Foundations
The Freedom Forum
Fund for the City of New York
The J. Paul Getty Trust
The Harry Frank Guggenheim Foundation
The Johnson Foundation
Open Society Institute
Russell Sage Foundation
Wenner-Gren Foundation for Anthropological Research, Inc.

Public Charities
ACMP Foundation
The German Marshall Fund of the United States
Rockefeller Family Fund

Others
The Atlantic Philanthropies
California HealthCare Foundation
Howard Hughes Medical Institute

Thank you so much for making this site and the information contained in it available — and so much of it freely accessible.
WEB SITE VISITOR
Atlanta

Independent Foundations
Atlanta Foundation
The Arthur M. Blank Family Foundation
The Edyth Bush Charitable Foundation, Inc.
Close Foundation
John and Mary Franklin Foundation, Inc.
The Frist Foundation
J. B. Fuqua Foundation, Inc.
Price Gilbert, Jr. Charitable Fund
The B. Halle Foundation*
John H. and Wilhelmina D. Harland Charitable Foundation, Inc.
Mary Ryan & Henry G. Kuhrt Foundation*
The Ray M. and Mary Elizabeth Lee Foundation, Inc.
The Marcus Foundation, Inc.
Katherine John Murphy Foundation
The Pittulloch Foundation
The Rich Foundation, Inc.
The Rockdale Foundation, Inc.*
The Self Family Foundation
Tull Charitable Foundation, Inc.
Robert W. Woodruff Foundation, Inc.
The Zeist Foundation, Inc.*

Thank you very much for all the useful information. It will be very helpful in our organization’s work with the immigrant and refugee communities in our Minneapolis neighborhood.

Corporate Donors
AGL Resources, Inc.*
Bank of America
The Delta Air Lines Foundation
Equifax*
Georgia Power Foundation
Georgia-Pacific Corporation
The Home Depot
The UPS Foundation
The Wachovia Foundation, Inc.

Community Foundation
Community Foundation for Northeast Georgia

Individuals
Cecil B. Day Family

Cleveland

Independent Foundations
The Abington Foundation
Austen-Bailey Health and Wellness Foundation
The William Bingham Foundation
Eva L. and Joseph M. Bruening Foundation
The George W. Codrington Charitable Foundation
The Ellie Fund
The Harry K. Fox and Emma R. Fox Charitable Foundation
The GAR Foundation
Benjamin S. Gerson Family Foundation
Lucile & Robert H. Gries Charity Fund
The George Gund Foundation
The Hershey Foundation
Iddings Foundation
Martha Holden Jennings Foundation
The Andrew Jergens Foundation
The Kettering Fund
Kulas Foundation
The Laub Foundation
The S. Livingston Mather Charitable Trust
McGinty Family Foundation
The Burton D. Morgan Foundation
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 Fran and Warren Rupp Foundation
The Sears-Swatland Foundation
The Sisler McFawn Foundation
The Edward and Betsy Shlat Foundation
The Kelvin and Eleanor Smith Foundation
The Raymond John Wean Foundation
Thomas H. White Foundation
Woodruff Foundation
The Wuliger Foundation

Corporate Donors
Dominion East Ohio
FirstEnergy Foundation
The Goodyear Tire & Rubber Company
Key Foundation
The Lubrizol Foundation
National City Bank
Nationwide Foundation
OMNOVA Solutions Foundation
Premier Industrial Foundation
RPM, Inc.*
The Sherwin-Williams Foundation

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 Donum Fund
The Wolpert Fund
The Columbus Foundation
The Community Foundation of Greater Lorain County
Richland County Foundation
Stark Community Foundation
Toledo Community Foundation, Inc.

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
Jones, Day, Reavis & Pogue
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

You guys rock!
GRANTSEEKING BASICS ATTENDEE (WASHINGTON, DC)
Thank you for the wonderful month of focusing on artists. I've learned so much, gotten lots of useful information, and found great leads for grants.

LIBRARY/LEARNING CENTER VISITOR (ATLANTA)

San Francisco

Independent Foundations
The Ark Foundation
Atkinson Foundation
The Banks Family Foundation
Elizabeth and Stephen Bechtel, Jr. Foundation
Bella Vista Foundation*
The Bothin Foundation
Robert and Alice Bridges Foundation
C.S. Fund
California Consumer Protection Foundation
The California Wellness Foundation
Candelaria Fund
S. H. Cowell Foundation
Fleishhacker Foundation
The Foundation for Global Awakening
The Gaia Fund
The Fred Gellert Family Foundation
The Carl Gellert and Celia Berta Gellert Foundation
The Wallace Alexander Gerbode Foundation
William G. Gilmore Foundation

I will go and write grant proposals with more confidence than I had when I arrived.
PROPOSAL WRITING SEMINAR ATTENDEE (GRAND RAPIDS)

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 Sara H. and William R. Kimball Foundation
Maria Kip Orphanage
Koret Foundation
The Stanley S. Langendorf Foundation
Dean and Margaret Lesher Foundation
The Thomas J. Long Foundation
Louis R. Lurie Foundation
Miranda Lux Foundation
Margoes Foundation

The new facility and the increased staffing at the Foundation Center–Cleveland has contributed tremendously to its ability to help grantmakers and grantseekers alike.

LIBRARY/LEARNING CENTER VISITOR (CLEVELAND)

The Foundation Center teaches us to do our homework . . . What I’ve learned . . . is that each proposal that I submit should be a unique gift from my organization, crafted for a specially selected foundation.

LIBRARY/LEARNING CENTER VISITOR (SAN FRANCISCO)

Trust Funds Incorporated
Wayne and Gladys Valley Foundation
VanLobenSels/RenbeRock Foundation
Wilsey Foundation
The Zellerbach Family Foundation

Corporate Donors
Bank of America Foundation
ChevronTexaco
Citigroup
The Clorox Company Foundation
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
Peninsula Community Foundation
The San Francisco Foundation

Public Charity
The Skoll Community Fund*
Washington, DC

Independent Foundations
The Advisory Board Foundation
The Bancroft Foundation*
Diane and Norman Bernstein Foundation, Inc.
The Morris and Gwendolyn Cafritz Foundation
The Annie E. Casey Foundation, Inc.
Naomi and Nehemiah Cohen Foundation
The Max and Victoria Dreyfus Foundation, Inc.
Lois and Richard England Family Foundation
The Edward E. Ford Foundation
John Edward Fowler Memorial Foundation
Freed Foundation
The Jenesis Group
Jovid Foundation
The Kiplinger Foundation
Helen Sperry Lea Foundation
MARPAT Foundation, Inc.
The J. Willard and Alice S. Marriott Foundation
Gilbert and Jaylee Mead Family Foundation
Eugene and Agnes E. Meyer Foundation
The Moriah Fund
Pettus-Croe Foundation
Howard and Geraldine Polinger Family Foundation
Prince Charitable Trusts
Public Welfare Foundation
Trellis Fund*
Washington Forrest Foundation
The Mark and Catherine Winkler Foundation

Corporate Donors
Fannie Mae Foundation
Freddie Mac Foundation
Gannett Foundation
The Hitachi Foundation
Mitsubishi Electric America Foundation
The Washington Post Company

Community Foundation
The Community Foundation for the National Capital Region

Operating Foundation
Morino Institute

Public Charity
Consumer Health Foundation

This is exactly the information I need to move forward in fund development.
I am excited for the first time in a year!
SECURING YOUR ORGANIZATION’S FUTURE ATTENDEE (SAN FRANCISCO)

Special Projects
The Foundation Center Online
Otto Bremer Foundation
The Louis Calder Foundation
The Arthur Vining Davis Foundations
The Hugh and Jane Ferguson Foundation*
D.V. and Ida Meachem Charitable Trust*
Pfizer Inc.
The Pinkerton Foundation

Philanthropy’s Response to 9/11
The California Endowment*
The Annie E. Casey Foundation, Inc.
ChevronTexaco
Citigroup Foundation
The Ford Foundation
John S. and James L. Knight Foundation
Lumina Foundation for Education*
Morgan Stanley
Charles Stewart Mott Foundation
Rockefeller Brothers Fund

Fundraising Consultants Network
The Clark Foundation

New York Library/Learning Center Equipment Upgrade
The Achelis Foundation
The Bodman Foundation

Training Programs
Verizon Foundation

Dissemination of Monographs from the Improving the Practices of Philanthropy Project
The Robert Wood Johnson Foundation

San Francisco Program Hosting
Oracle Corporation*

SPONSORS
Funding for Arts Month
Association of Fundraising Professionals, Washington, DC Metro Area Chapter
Creative Capital Foundation
Ohio Arts Council
New York Foundation for the Arts
Philanthropic Ventures Foundation
Turner Broadcasting System, Inc.

Funding for Children and Youth Month
Action Without Borders-idealast.org
Mandel Center for Nonprofit Organizations
Ohio Children’s Foundation
Philanthropic Ventures Foundation
Raffa & Associates
Rosie’s For All Kids Foundation

Your assistance made our first nonprofit network a success, and we really appreciate it. You are truly helping us build the capacity of Northeast Georgia’s nonprofits!
PROGRAM COLLABORATOR (ATLANTA)

*Denotes new donor
Leadership

Board of Trustees  AS OF DECEMBER 31, 2002

Audrey R. Alvarado  EXECUTIVE DIRECTOR  NATIONAL COUNCIL OF NONPROFIT ASSOCIATIONS

Geoffrey Canada  PRESIDENT/CEO  HARLEM CHILDREN’S ZONE, INC.

Dennis A. Collins  FORMER PRESIDENT  THE JAMES IRVINE 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

Otis S. Johnson  DEAN (RETIRED)  COLLEGE OF LIBERAL ARTS AND SOCIAL SCIENCES  SAVANNAH STATE UNIVERSITY

Douglas W. Nelson  PRESIDENT  THE ANNIE E. CASEY FOUNDATION

Jerry A. O’Neil  PARTNER-IN-CHARGE, NOT-FOR-PROFIT SERVICES  PRICEWATERHOUSECOOPERS LLP

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/CEO  THE CALIFORNIA ENDOWMENT

Patricia L. Willis  PRESIDENT (RETIRED)  BELLSOUTH FOUNDATION

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

Sara L. Engelhardt

Barry D. Gaberman

Jerry A. O’Neil

Elizabeth C. Reveal

Nominating Committee

Douglas W. Nelson  CHAIRMAN

Geoffrey Canada

Dennis A. Collins

Nancy Roberts

Patricia L. Willis
Senior Staff

AS OF DECEMBER 31, 2002

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, WASHINGTON, DC,
OFFICE

Loren Renz
VICE PRESIDENT FOR RESEARCH

Alyson J. Tufts
VICE PRESIDENT FOR
DEVELOPMENT

Edward Venturi
VICE PRESIDENT FOR INFORMATION
TECHNOLOGY

Juan C. Brito
DIRECTOR OF HUMAN RESOURCES

JuWon Choi
DIRECTOR OF EDUCATIONAL
SERVICES

Cheryl L. Loe
DIRECTOR OF COMMUNICATIONS

Trustees Emeriti

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

Frederick B. Adams, Jr.
PIERPONT MORGAN LIBRARY
1962–1968

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

Amalia V. Betanzos
WILDCAT SERVICE CORPORATION
1978–1983

Landrum R. Bolling
LILLY ENDOYMENM, INC.
1975–1977

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

John B. Coburn
ST. JAMES’ CHURCH
1969–1972

Melvin S. Day
NATIONAL LIBRARY OF MEDICINE
1972–1978

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

Humphrey Doerrman
THE BUSH FOUNDATION
1975–1983

Lloyd C. Elam
MIHARRY 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

F. Worth Hobbs
ALCOA FOUNDATION
1997–1999

Dorothy A. Johnson
COUNCIL OF MICHIGAN
FOUNDATIONS
1985–1992

Geneva B. Johnson
FAMILY SERVICE AMERICA
1991–1994

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

Margaret E. Mahoney
THE COMMONWEALTH FUND
1977–1983

Russell G. Mawby
W.K. KELLOGG FOUNDATION
1988–1994

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

Steven A. Minter
THE CLEVELAND FOUNDATION
1990–1999

Bruce L. Newman
CHICAGO COMMUNITY TRUST
1976–1981

Douglas X. Paniñó
TRUSTEE, C.S. MOTT FOUNDATION
1993–2002

Robert L. Payton
EXXON EDUCATION FOUNDATION
1978–1983

Alan Pifer
CARNEGIE CORPORATION
OF NEW YORK
1967–1971

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
1993–1992

Gene L. Schwilck
THE DANFORTH FOUNDATION
1975–1983

James P. Shannon
GENERAL MILLS FOUNDATIONS
1982–1991

John G. Simon
YALE UNIVERSITY SCHOOL
OF LAW

Lorie A. Slutsky
THE NEW YORK COMMUNITY
TRUST
1998–1999

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.
S.D. 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

John D. Wilson
CHASE MANHATTAN BANK
1956–1963

Kirke P. Wilson
ROSENBERG FOUNDATION
1982–1991

Rosalie J. Wolf
THE ROCKFELLER 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, 2002 and 2001, 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 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, 2002 and 2001, 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 28, 2003
New York, New York

KPMG LLP

Balance Sheets December 31, 2002 and 2001

<table>
<thead>
<tr>
<th>Assets</th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$101,342</td>
<td>89,575</td>
</tr>
<tr>
<td>Contributions receivable (note 2)</td>
<td>2,690,318</td>
<td>2,628,932</td>
</tr>
<tr>
<td>Publications inventory</td>
<td>136,301</td>
<td>178,717</td>
</tr>
<tr>
<td>Accounts receivable, net of allowance for doubtful accounts</td>
<td>38,784</td>
<td>58,319</td>
</tr>
<tr>
<td>Investments (notes 3 and 7)</td>
<td>9,945,752</td>
<td>10,972,034</td>
</tr>
<tr>
<td>Furniture, equipment, and leasehold improve</td>
<td>3,856,164</td>
<td>4,352,221</td>
</tr>
<tr>
<td>and amortization of $4,689,265 and $3,903,285 in 2002 and 2001, respectively</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other assets</td>
<td>119,116</td>
<td>86,272</td>
</tr>
<tr>
<td>Total assets</td>
<td>$16,887,777</td>
<td>$18,366,070</td>
</tr>
</tbody>
</table>

Liabilities and Net Assets

Liabilities:

| Accounts payable and accrued expenses | $1,033,795| 1,039,579|
| Deferred revenue                     | 1,701,059| 1,235,720|
| Accumulated postretirement benefit obligation (note 4) | 805,821 | 695,054 |
| Total liabilities                    | 3,540,675| 2,970,353|

Commitments (note 9)

Net assets:

| Unrestricted                             | 191,990 | 244,005 |
| Board-designated for long-term investment (note 5) | 4,602,954| 5,902,954|
| Investment in furniture, equipment, and leasehold improvements | 3,856,164| 4,352,221|
| Total unrestricted                       | 8,651,108| 10,499,180|

Temporarily restricted (note 6)

| Permanent purposes                      | 1,000,000| 1,000,000|
| Library acquisitions                    | 150,000  | 150,000  |
| Public education                        | 464,000  | 464,000  |
| Total permanently restricted            | 1,614,000| 1,614,000|
| Total net assets                        | 13,347,102| 15,395,717|
| Total liabilities and net assets        | $16,887,777| $18,366,070|

See accompanying notes to financial statements.
### Statements of Changes in Unrestricted Net Assets

#### Years ended December 31, 2002 and 2001

<table>
<thead>
<tr>
<th></th>
<th>Operating</th>
<th>Nonoperating</th>
<th>Total 2002</th>
<th>Total 2001</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues and gains (losses):</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Foundation and corporate contributions</td>
<td>$2,317,208</td>
<td></td>
<td>2,317,208</td>
<td>2,440,968</td>
</tr>
<tr>
<td>Publication revenues</td>
<td>7,176,881</td>
<td></td>
<td>7,176,881</td>
<td>6,550,658</td>
</tr>
<tr>
<td>Program service fees</td>
<td>1,874,396</td>
<td></td>
<td>1,874,396</td>
<td>1,714,573</td>
</tr>
<tr>
<td>Investment return (note 3)</td>
<td>204,984</td>
<td>(1,408,275)</td>
<td>(1,203,291)</td>
<td>(1,625,850)</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>3,445,428</td>
<td>81,169</td>
<td>3,526,597</td>
<td>3,548,187</td>
</tr>
<tr>
<td><strong>Total revenues and gains (losses):</strong></td>
<td>15,018,897</td>
<td>(1,327,106)</td>
<td>13,691,791</td>
<td>12,628,536</td>
</tr>
</tbody>
</table>

| | | | | |
| **Expenses and losses:** | | | | |
| Program services: | | | | |
| Data collection and publications | 6,811,550 | 337,041 | 7,148,591 | 7,188,076 |
| Libraries/learning centers and other public services | 3,766,088 | 215,004 | 3,981,092 | 3,711,102 |
| Research and other programs | 759,753 | 43,335 | 803,088 | 418,436 |
| **Total program services:** | 11,337,391 | 595,380 | 11,932,771 | 11,317,614 |

| | | | | |
| Supporting services: | | | | |
| Management and general | 2,952,780 | 177,299 | 3,130,079 | 3,071,866 |
| Fundraising | 443,536 | 31,473 | 475,009 | 369,135 |
| **Total supporting services:** | 3,396,316 | 208,772 | 3,605,088 | 3,441,001 |

| | | | | |
| **Loss on disposal of furniture, equipment and leasehold improvements:** | | 2,004 | 2,004 | 6,387 |
| **Total expenses and losses:** | 14,733,707 | 806,156 | 15,539,863 | 14,765,002 |

| | | | | |
| Acquisition of furniture, equipment and leasehold improvements from operations | (230,469) | 230,469 | | |
| **Increase (decrease) in unrestricted net assets:** | $54,721 | (1,902,793) | (1,848,072) | (2,136,466) |

### Statements of Changes in Net Assets

#### Years ended December 31, 2002 and 2001

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decrease in unrestricted net assets</td>
<td>$ (1,848,072)</td>
<td>(2,136,466)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Changes in temporarily restricted net assets:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundation and corporate contributions</td>
<td>3,308,731</td>
<td>1,962,081</td>
</tr>
<tr>
<td>Investment income</td>
<td>17,323</td>
<td>17,226</td>
</tr>
<tr>
<td>Net assets released from restrictions:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>For operating activities</td>
<td>(3,445,428)</td>
<td>(3,013,365)</td>
</tr>
<tr>
<td>For capital purposes</td>
<td>(81,169)</td>
<td>(534,822)</td>
</tr>
<tr>
<td><strong>Decrease in temporarily restricted net assets:</strong></td>
<td>(200,543)</td>
<td>(1,568,880)</td>
</tr>
</tbody>
</table>

| Decrease in net assets | 204,984 | (3,013,365) |
| Net assets at beginning of year | 15,395,717 | 19,101,063 |
| **Net assets at end of year:** | $13,347,102 | 15,395,717 |

See accompanying notes to financial statements.
## Statements of Cash Flows
### Years ended December 31, 2002 and 2001

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash flows from operating activities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Decrease in net assets</td>
<td>$(2,048,615)</td>
<td>(3,705,346)</td>
</tr>
<tr>
<td>Adjustments to reconcile decrease in net assets to net cash provided by (used in) operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Foundation and corporate contributions included in financing activities</td>
<td>—</td>
<td>(477,503)</td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>804,152</td>
<td>787,214</td>
</tr>
<tr>
<td>Loss on disposal of furniture, equipment, and leasehold improvements</td>
<td>2,004</td>
<td>6,387</td>
</tr>
<tr>
<td>Net depreciation in fair value of investments</td>
<td>1,408,275</td>
<td>1,904,030</td>
</tr>
<tr>
<td>Changes in operating assets and liabilities, net:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Increase) decrease in contributions receivable, net of amounts classified as financing</td>
<td>(61,386)</td>
<td>193,771</td>
</tr>
<tr>
<td>Decrease (increase) in publications inventory</td>
<td>42,416</td>
<td>(1,095)</td>
</tr>
<tr>
<td>Decrease in accounts receivable</td>
<td>19,535</td>
<td>1,225</td>
</tr>
<tr>
<td>(Increase) decrease in other assets</td>
<td>(32,844)</td>
<td>41,667</td>
</tr>
<tr>
<td>(Decrease) increase in accounts payable and accrued expenses</td>
<td>(5,784)</td>
<td>59,363</td>
</tr>
<tr>
<td>Increase in deferred revenue</td>
<td>465,339</td>
<td>477,785</td>
</tr>
<tr>
<td>Increase in accumulated postretirement benefit obligation</td>
<td>110,767</td>
<td>74,792</td>
</tr>
<tr>
<td><strong>Net cash provided by (used in) operating activities</strong></td>
<td>703,859</td>
<td>(637,710)</td>
</tr>
</tbody>
</table>

|                                |          |          |
| **Cash flows from investing activities:** |          |          |
| Purchase of investments         | (9,159,590) | (8,809,629) |
| Proceeds from sale of investments | 8,777,597 | 9,245,396 |
| Acquisition of furniture, equipment, and leasehold improvements | (310,099) | (679,818) |
| **Net cash used in investing activities** | (692,092) | (244,051) |

|                                |          |          |
| **Cash flows from financing activities:** |          |          |
| Foundation and corporate contributions | — | 477,503 |
| Decrease in contributions receivable | — | 430,250 |
| **Net cash provided by financing activities** | — | 907,753 |

|                                |          |          |
| Net increase in cash           | 11,767  | 25,992   |
| Cash at beginning of year      | 89,575  | 63,583   |
| Cash at end of year            | $ 101,342 | 89,575   |

See accompanying notes to financial statements.
(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 support and improve philanthropy by promoting public understanding of the field and helping grantseekers to succeed. 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 World Wide Web site, print and electronic publications, five libraries and 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 appropriate for operations, net assets released from restrictions for capital purposes, depreciation 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 Receivable
Contributions receivable are scheduled to be collected as follows at December 31, 2002 and 2001:

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than one year</td>
<td>$81,786,318</td>
<td>$2,241,850</td>
</tr>
<tr>
<td>One to five years</td>
<td>$904,000</td>
<td>$387,082</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$82,690,318</td>
<td>$2,628,932</td>
</tr>
</tbody>
</table>

(3) Investments
Investments are carried at fair value based upon quoted market prices. Investments at December 31, 2002 and 2001 consist of the following:

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Cost</td>
<td>Fair Value</td>
</tr>
<tr>
<td>Cash equivalents</td>
<td>$83,538,257</td>
<td>$3,538,257</td>
</tr>
<tr>
<td>Bonds and notes</td>
<td>$2,192,218</td>
<td>$2,287,645</td>
</tr>
<tr>
<td>Common and preferred stocks</td>
<td>$4,679,917</td>
<td>$4,119,850</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>810,410,392</td>
<td>9,945,752</td>
</tr>
</tbody>
</table>
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 (loss) for the years ended December 31, 2002 and 2001 are as follows:

<table>
<thead>
<tr>
<th>Component</th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest and dividends</td>
<td>$222,307</td>
<td>$295,406</td>
</tr>
<tr>
<td>Net depreciation</td>
<td>$(1,408,275)</td>
<td>$(1,904,030)</td>
</tr>
<tr>
<td>Total investment return (loss)</td>
<td>$(1,185,968)</td>
<td>$(1,608,624)</td>
</tr>
<tr>
<td>Less investment return appropriated</td>
<td>$222,307</td>
<td>$485,408</td>
</tr>
<tr>
<td>under spending policy, including</td>
<td></td>
<td></td>
</tr>
<tr>
<td>temporarily restricted amount of $17,323</td>
<td></td>
<td></td>
</tr>
<tr>
<td>and $17,226 in 2002 and 2001, respectively</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Investment loss reported as nonoperating</td>
<td>$(1,408,275)</td>
<td>$(2,094,032)</td>
</tr>
</tbody>
</table>

(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, 2002 and 2001:

<table>
<thead>
<tr>
<th>Component</th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td>Benefit obligation at December 31</td>
<td>$979,831</td>
<td>$691,311</td>
</tr>
<tr>
<td>Unrecognized loss (gain)</td>
<td>174,010</td>
<td>(3,743)</td>
</tr>
<tr>
<td>Accrued benefit liability recognized in</td>
<td></td>
<td></td>
</tr>
<tr>
<td>the balance sheets</td>
<td>$805,821</td>
<td>$695,054</td>
</tr>
<tr>
<td>Net periodic benefit cost</td>
<td>$126,486</td>
<td>$88,006</td>
</tr>
<tr>
<td>Employer contributions</td>
<td>$15,719</td>
<td>$13,214</td>
</tr>
<tr>
<td>Benefits paid</td>
<td>$15,719</td>
<td>$13,214</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Component</th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weighted-average discount rate</td>
<td>6.75%</td>
<td>7.25%</td>
</tr>
<tr>
<td>as of December 31</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Medical trend rates (applied to net</td>
<td>10% during</td>
<td>5% in 2001</td>
</tr>
<tr>
<td>incurred claims)</td>
<td>the year 2002</td>
<td>decreasing to 9.5% during the year 2003 grading to 5.5% by 2011.</td>
</tr>
</tbody>
</table>

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

The Board of Trustees has designated certain amounts for long-term investment. Reductions of $1,300,000 and $1,700,000 were authorized in 2002 and 2001, respectively.

(6) Temporarily Restricted Net Assets

Temporarily restricted net assets were available for the following purposes or for future periods at December 31, 2002 and 2001:

<table>
<thead>
<tr>
<th>Description</th>
<th>2002</th>
<th>2001</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data collection and publications</td>
<td>$300,000</td>
<td>1,142,316</td>
</tr>
<tr>
<td>Libraries and other public services</td>
<td>1,009,257</td>
<td>631,805</td>
</tr>
<tr>
<td>Other programs</td>
<td>238,554</td>
<td>90,000</td>
</tr>
<tr>
<td>Future periods</td>
<td>1,534,183</td>
<td>1,418,416</td>
</tr>
<tr>
<td>Total</td>
<td>$3,081,994</td>
<td>3,282,537</td>
</tr>
</tbody>
</table>

(7) Line of Credit

The Center maintains a $500,000 secured line of credit. There were no borrowings against this line in 2002 or 2001. The line of credit is secured by investments with a fair value of $835,000.

(8) 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, 2002 and 2001 amounted to approximately $631,000 and $549,000, respectively.

(9) 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:

<table>
<thead>
<tr>
<th>Year ending December 31</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>$1,161,293</td>
</tr>
<tr>
<td>2004</td>
<td>1,123,807</td>
</tr>
<tr>
<td>2005</td>
<td>1,114,968</td>
</tr>
<tr>
<td>2006</td>
<td>1,166,697</td>
</tr>
<tr>
<td>2007</td>
<td>1,172,349</td>
</tr>
<tr>
<td>Thereafter</td>
<td>1,381,043</td>
</tr>
</tbody>
</table>

In connection with the New York lease, the Center maintains a letter of credit in the amount of $835,000. Rent expense was approximately $1,369,000 and $1,256,000 in 2002 and 2001, respectively. In 2000, the Center received $8679,225 in temporarily restricted contributions for the construction and furnishing of its new office and library/learning center in Washington, D.C. which was opened in January 2001, of which $464,205 was used during 2000, $178,281 was used in 2001 and the remaining $36,739 was used in 2002. The Center received and spent a total of $333,891 in temporarily restricted contributions in 2000 and 2001 to construct and furnish its new office and library/learning center in Cleveland, which was opened in September 2001.
Credits

Design
Apicella Design

Photography
Steve Hockstein, Harvard Studio, except as noted below
Mary Gregory (p. 5): Séamus Vanecko
Carol Kellermann (p. 7): Paule Rogol
San Francisco reception (p. 12):
George Nikitin
Deborah Vesy (p. 15): Nick Cool, The Image Works
Topeka, KS, Cooperating Collection (p. 17):
Michael Perkins
Springfield, MO, and Rochester, NY, Cooperating Collections (p. 18):
Erika Wittlieb
Redmond, WA, Cooperating Collection (p. 19):
Heather Starbuck

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