



Funding Reinvention: Grant Research for Independent Libraries and Nonprofits"

November 5, 2016



FOUNDATION
CENTER

Knowledge to build on.

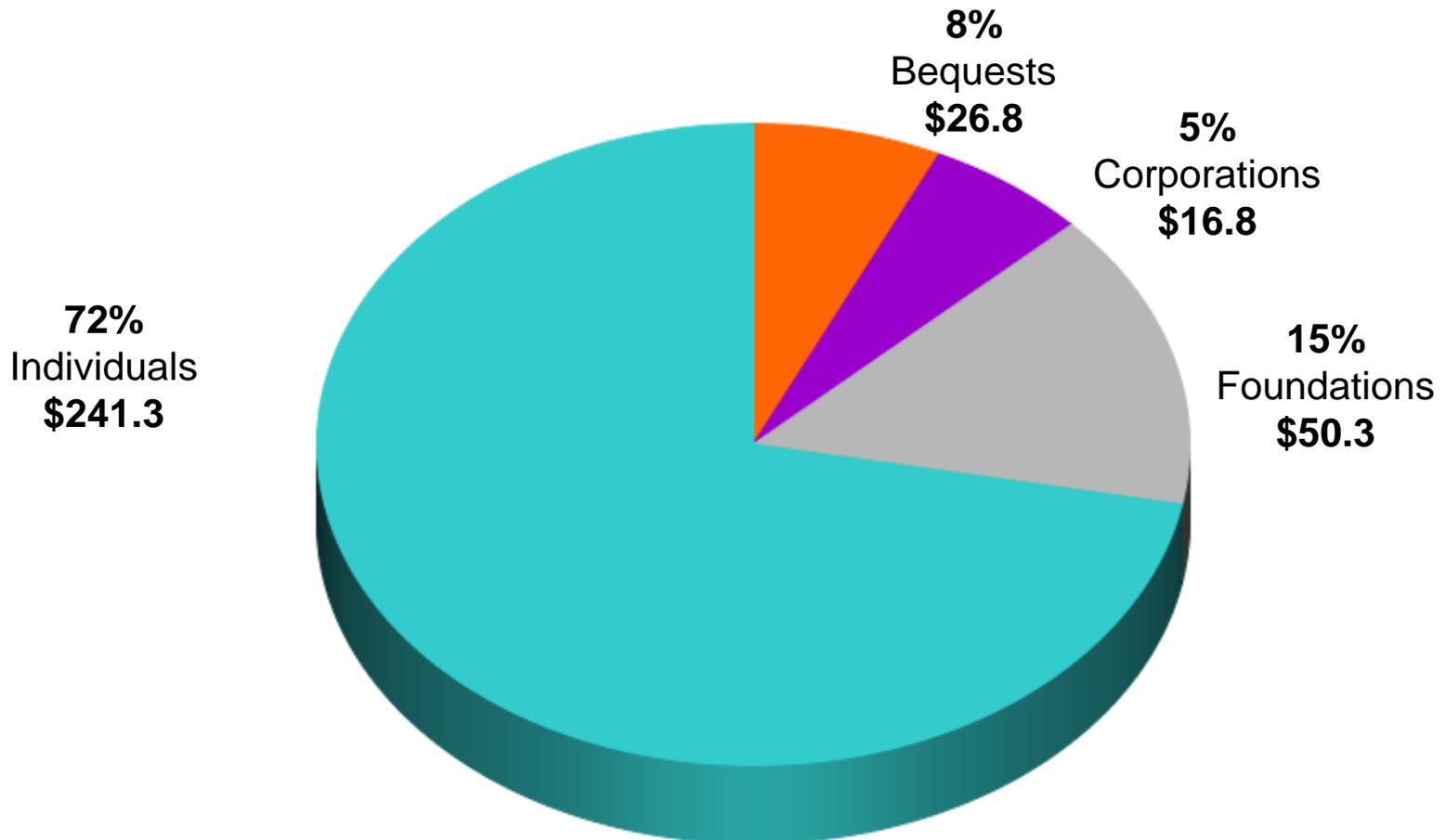
INTRODUCTION TO THE FOUNDATION CENTER

Funding for Membership Libraries

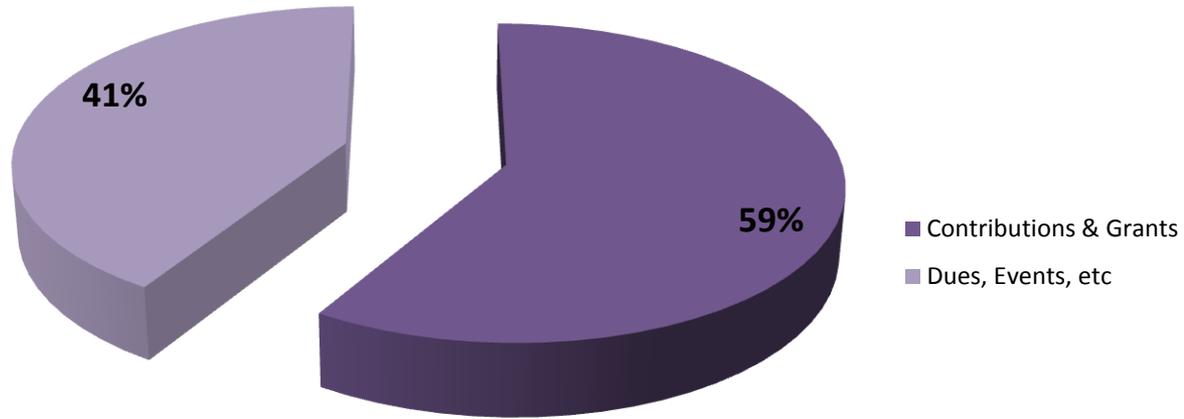


Private Contributions By Source

Total Giving: \$335.17 (\$ in billions)



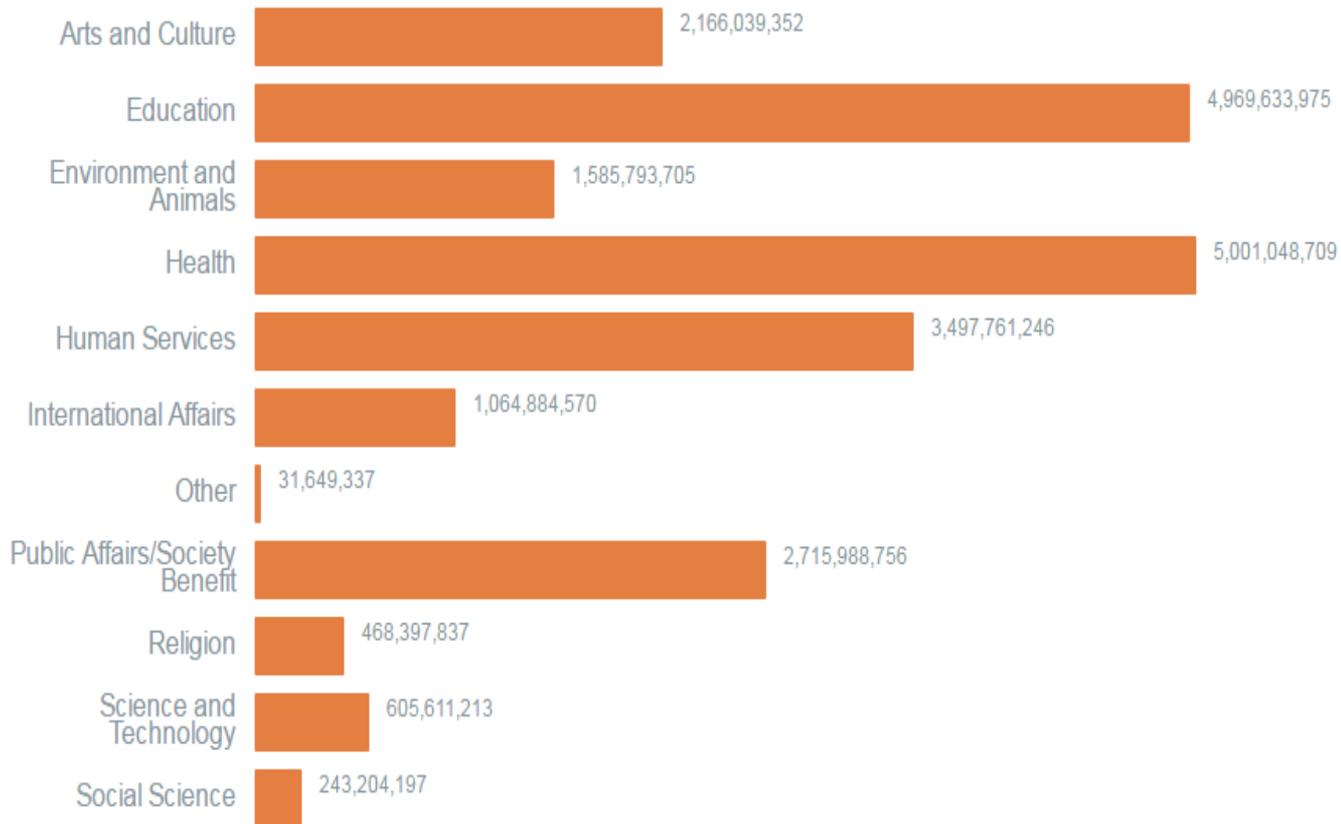
Membership Libraries Revenue



Arts & Culture Grants (cont'd)

Distribution of Grants from FC 1000 Foundations by Subject Area, 2012

Sort by **VALUE** A-Z



Arts & Culture Grants

Distribution of Grants from FC 1000 Foundations for Arts and Culture, 2012

Subject Area	No. of Grants	Dollar Value of Grants
Arts, Multidisciplinary	2,413 12%	\$206,638,146 10%
Historic Preservation	1,241 6%	\$112,424,266 5%
Humanities	699 3%	\$110,947,686 5%
Media and Communications	2,259 11%	\$231,040,474 11%
Museums	4,278 21%	\$672,823,859 31%
Other	248 1%	\$22,876,159 1%
Performing Arts	8,234 40%	\$714,509,553 33%
Policy Management and Information	221 1%	\$17,198,071 1%
Visual Arts/Architecture	925 5%	\$77,581,138 4%



**What do funders
look for?**



Funder Motivations

Private Foundations

Primarily want to fulfill philanthropic goals and interests while supporting a variety of issues through an objective process

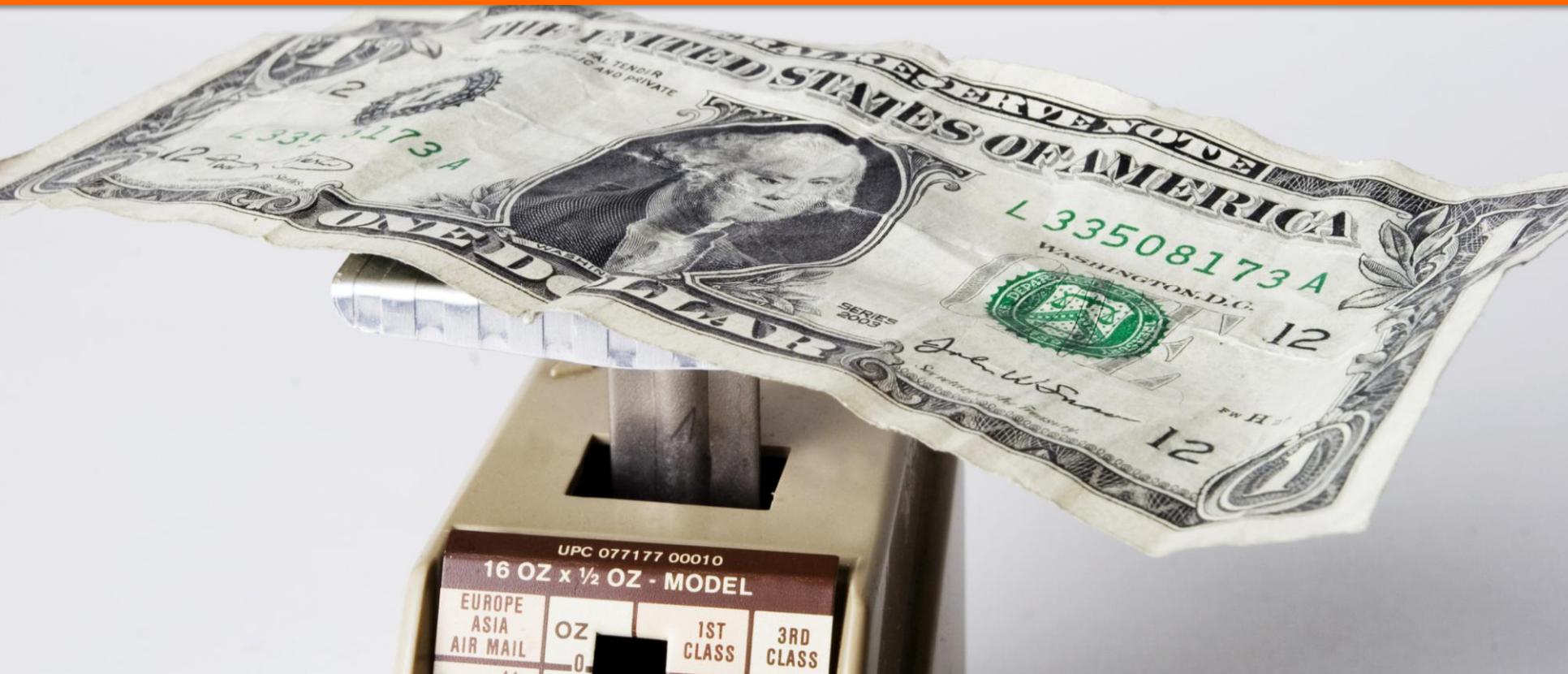
Corporations

Tend to focus more on branding, visibility and Corporate Social Responsibility (CSR)

Grantmaking Public Charities

Typically want to make an impact in designated communities or regions, or focus on specific population groups or issue areas

Funding Trends

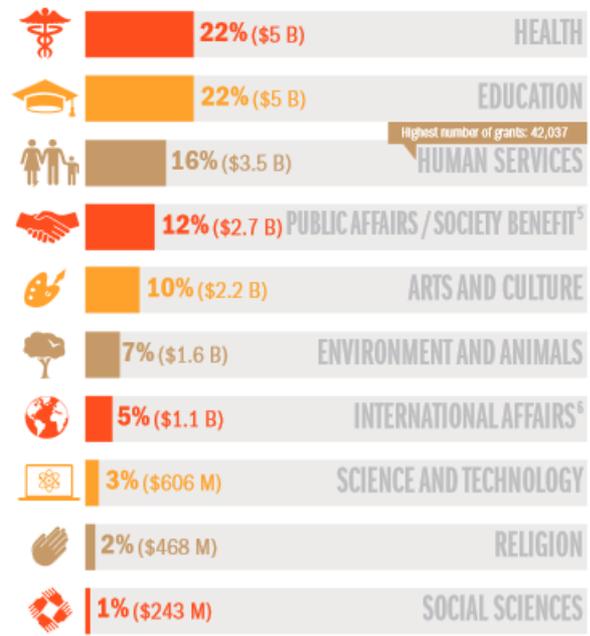


GRANT FOCUS

IN 2012
A SUBSET OF THE NATION'S
LARGEST FOUNDATIONS
AWARDED NEARLY
154,000 GRANTS
TOTALING
\$22.4 BILLION

Priorities. Foundations have the flexibility to determine the what, where, who, and how of their grantmaking activities. They are actively funding in nearly every issue area across the globe, from reforming public education in the United States to securing access to safe drinking water in the developing world. Some foundations see making a small number of very large, targeted grants as being most effective in achieving their goals. Others emphasize providing many smaller, unrestricted grants to a variety of organizations. Similarly, some grantmakers focus their giving on specific populations, such as the economically disadvantaged, LGBT populations, or Black men and boys, while others believe impact will be achieved by targeting populations generally. This range of priorities and approaches illustrates the role of foundations as a critical source of support for new strategies and opportunities throughout the social sector.

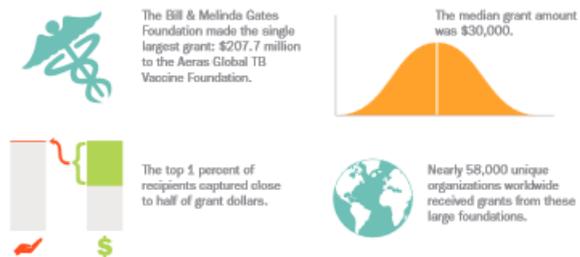
BY ISSUE FOCUS



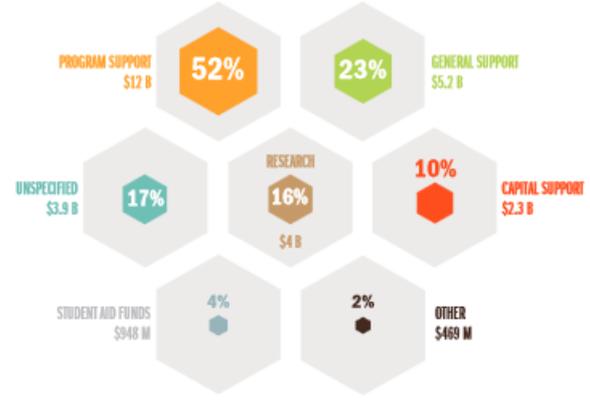
Highest number of grants: 42,037

⁵ Includes civil rights, economic and community development, philanthropy, and public affairs.
⁶ Includes international affairs, peace and security, and human rights. Does not include all international giving by U.S. foundations.

DID YOU KNOW?



BY TYPE OF SUPPORT⁷



⁷ Grants may occasionally be for multiple types of support and would therefore be counted more than once. As a result, percentages tallied across categories total to more than 100 percent. Finally, close to one-third of grant dollars could not be coded for a specific type of support because foundations did not provide this information.

BY POPULATION FOCUS⁸



⁸ Figures based on grants awarded to organizations that could be clearly identified as serving specific populations or grants whose descriptions indicated a benefit for a particular population. Grants benefiting multiple population groups are counted in each applicable category. The chart excludes groups that were the focus of less than 4 percent of grant dollars. Finally, 52 percent of grant dollars could not be coded for a specific population group.

WHAT'S INCLUDED

Foundation Center reports on how foundations give by collecting and coding grants awarded by a set of the largest U.S. foundations. Following are details on what the 2012 set included:

- ✓ 1,000 of the top U.S. foundations by giving
- ✓ All of their grants of \$10,000 or more
- ✓ Domestic and international grants
- ✓ Full authorized 2012 grant amounts (if available)
- ✓ Grants from unrestricted and donor-advised funds⁹ at community foundations

⁹ If provided by the foundation.

NEARLY HALF OF U.S. FOUNDATION GIVING EACH YEAR



¹⁰ Excludes giving by operating and corporate foundations created by pharmaceutical corporations to distribute medications.

- ✗ Grants to individuals
- ✗ Grants from restricted funds at community foundations
- ✗ Grants from public charities, other than community foundations



FOUNDATION
CENTER

Knowledge to build on.

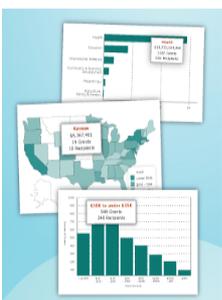
USING FOUNDATION DIRECTORY ONLINE

{ Prospect Research Strategies }



Foundation Directory Online

- Who funds in your area of interest and the population you serve?
- Who funds in your geographic region?
- Who will provide the type of support you need?
- How do I approach them?
- How much do they usually give, and to whom?



INTRODUCING
**GRANT
SNAPSHOTS**
A More Effective Way to
Understand Funders
LEARN MORE

We've made a few changes!

We have updated the Grantmaker Search screen to highlight the most important search criteria (pick only one or multiple). For all search fields, click "More search options".

- Field of Interest - when you want to search funders by subject
- Grantmaker Location or Geographic Focus - when you want to search funders by location
- Grantmaker Name - when you want to search for a specific funder

Close

Search Grantmakers

Fields of Interest [view index](#)

Geographic Focus [view index](#)

Grantmaker Location [More location options](#)

e.g. country, state/province, county, city, metro area, congressional district, zip/postal code

Grantmaker Name [view index](#)

Keyword Search

More search options

Search Clear

SORT BY

Total Giving Ascending

Who funds in your area of interest and the population you serve?



Fields of Interest

Type here to filter the list

A B C D E F G H I J K L M N O P Q R
S T U V W X Y Z

- Abortion (25)
- Abstinence-only sex education (3)
- Abuse prevention (873)
- Academic libraries (39)
- Academics (35818)
- Activists (30)
- Adaptive sports (102)
- Addiction services (806)
- Adolescent parenting (51)
- Adolescent parents (8)
- Adolescents (5513)
- Adoption (258)
- Adult and child mentoring (289)
- Adult day care (80)
- Adult education (480)
- Adult literacy (147)
- Adult numeracy (4)
- Adults (3340)
- Advocacy journalism (7)
- Aerospace engineering (113)
- Afghanistan (47)
- Africa (522)
- Age Groups (286)
- Agency/Endowment funds (376)
- Aging out of foster care (10)
- Agricultural cooperatives (10)
- Agricultural education (44)
- Agriculture (3053)
- Agriculture for youth (55)
- Agriculture, Fishing and Forestry

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Search Grantmakers

Last Search

Fields of Interest [view index](#)

Geographic Focus [view index](#)

Grantmaker Location [More location options](#)
e.g. country, state/province, county, city, metro area, congressional district, zip/postal code

Grantmaker Name [view index](#)

Keyword Search

More search options

Search Clear

SORT BY

Total Giving Ascending

Fields of Interest

Type here to filter the list

ABCDEFGHIJKLMNOPQRSTUVWXYZ

- Abortion (25)
- Abstinence-only sex education (3)
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Close

Search Grantmakers Last Search

Fields of Interest [view index](#)
"Archives and special collections" OR "Humanities"

Geographic Focus [view index](#)

Grantmaker Location [More location options](#)
e.g. country, state/province, county, city, metro area, congressional district, zip/postal code

Grantmaker Name [view index](#)

Keyword Search

More search options

Search Clear

SORT BY
 Total Giving Ascending

Who funds in your geographic region?



Geographic Focus

- Trinidad and Tobago (10)
- Tunisia (11)
- Turkey (54)
- Turkmenistan (5)
- Turks and Caicos Islands (1)
- Uganda (93)
- Ukraine (55)
- United Arab Emirates (25)
- United Kingdom of Great Britain and Northern Ireland (173)
- United States (186)
- Uruguay (13)
- Utah (694)
- Uzbekistan (9)
- Venezuela (24)
- Vermont (553)
- Vietnam (53)
- Virgin Islands of the United States (15)
- Virginia (2381)
- Wales (795)
- Washington (1625)
- West Bank/Gaza (Palestinian Territories) (20)
- West Virginia (459)
- Western Africa (11)
- Wisconsin (1801)
- Wyoming (325)
- Yemen (11)
- Zambia (71)
- Zimbabwe (55)

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Close

Search Grantmakers

Last Search

Fields of Interest view index

Geographic Focus view index

Grantmaker Location More location options

Grantmaker Name view index

Keyword Search

More search options

SORT BY

Total Giving Ascending

Keyword Search

^ Fewer search options

EIN / Bridge Number

Support Strategy [view index](#)

Transaction Type [view index](#)

Trustees, Officers, and Donors [view index](#)

Type of Grantmaker [view index](#)

Total Giving From: To:



Exclude grantmakers not accepting applications

Search

Clear

SORT BY

- Total Giving
- Total Assets
- Alphabetic
- Ascending
- Descending

Q Search Form > Search Results

We've made a few changes! X

Take a moment to let us show you around. [Show >>](#) No Thanks

Your Search

- Fields of Interest:**
"Archives and special collections" OR "Humanities"
- Geographic Focus:**
"California"
- Applications Accepted:**
Yes

[Save Search](#)

Narrow Your Results

Add Keyword

+

Grantmakers

Country
 [Prev 10 | Next 10]
 United States (42)

Results: 1-42 of 42

[New Search](#) [Modify Search](#)

[Print/Save](#) [Email](#) [Export List](#)

<input type="checkbox"/>	Add to Workspace	Grantmaker Name	City, State / Country	Total Assets	Total Giving
<input type="checkbox"/>	+	San Francisco Foundation, The	San Francisco, CA	\$1,327,899,000	\$93,656,000
<input type="checkbox"/>	+	Ahmanson Foundation, The	Beverly Hills, CA	\$1,133,890,662	\$49,308,777
<input type="checkbox"/>	+	Osher Foundation, Bernard	San Francisco, CA	\$68,657,149	\$24,621,903
<input type="checkbox"/>	+	Getty Trust, J. Paul	Los Angeles, CA	\$11,982,862,131	\$13,317,130
<input type="checkbox"/>	+	Community Foundation Sonoma County	Santa Rosa, CA	\$158,383,901	\$8,971,416
<input type="checkbox"/>	+	Pasadena Community Foundation	Pasadena, CA	\$45,450,358	\$5,098,252
<input type="checkbox"/>	+	Drown Foundation, Joseph	Los Angeles, CA	\$86,835,558	\$4,295,570
<input type="checkbox"/>	+	Sacramento Region Community Foundation	Sacramento, CA	\$106,540,710	\$4,174,112

Q Search Form > Search Results

We've made a few changes!

Take a moment to let us show you around. **Show >>** [No Thanks](#)

Your Search

- Fields of Interest:** "Archives and special collections" OR "Humanities"
- Geographic Focus:** "California"
- Applications Accepted:** Yes

Save Search

Narrow Your Results

Add Keyword

Grantmakers

Country

[Prev 10 | Next 10]

Results: 1-42 of 42 [New Search](#) [Modify Search](#)

Print/Save | Email | Export List

Add to Workspace	Grantmaker Name	City, State / Country	Total Assets	Total Giving
<input type="checkbox"/>	San Francisco Foundation, The	San Francisco, CA	\$1,327,899,000	\$93,656,000
<input type="checkbox"/>	Ahmanson Foundation, The	Beverly Hills, CA	\$1,122,888,662	\$49,289,377
<input type="checkbox"/>	Osher Foundation, Bernard	San Francisco, CA	Total Assets: \$68,657,149	Total Giving: \$24,621,903
<input type="checkbox"/>	Getty Trust, J. Paul	Los Angeles, CA	\$1,122,888,662	\$49,289,377
<input type="checkbox"/>	Community Foundation Sonoma County	Sonoma, CA	\$1,122,888,662	\$49,289,377
<input type="checkbox"/>	Pasadena Community Foundation	Pasadena, CA	\$1,122,888,662	\$49,289,377
<input type="checkbox"/>	Drown Foundation, Joseph	San Francisco, CA	\$1,122,888,662	\$49,289,377
<input type="checkbox"/>	Sacramento Region Community Foundation	Sacramento, CA	\$1,122,888,662	\$49,289,377

Bernard Osher Foundation

Total Assets: \$68,657,149

Total Giving: \$24,621,903

TOP SUBJECTS

- 1 Arts and culture
- 2 Environment
- 3 Information and Communications

GRANTS AWARDED

\$1K - \$2M

320 GRANTS

206 RECIPIENTS

WEBSITE: www.osherfoundation.org

IN THE NEWS

JUNE 2, 2014 Dartmouth Receives \$2 Million From Osher...

APRIL 17, 2014 Delaware State University Receives \$1 Million for...

PND PHILANTHROPY NEWS DIGEST



Bernard Osher Foundation

- Profile
- Search Grants
- Map Grants
- Chart Grants
- RFPs/News/Jobs
- Social Media

Profile

Last Updated: 2016-06-06

Compact View



Jump To

- Additional Contact Information
- Background
- Limitations
- Purpose and Activities
- Program Area(s)
- Fields of Interest
- Geographic Focus
- Support Strategies
- Publications
- Application Information
- Donor(s)
- Officers and Directors
- Staff
- Memberships
- Financial Data
- Online Communications
- Additional Location Information

At A Glance

Bernard Osher Foundation
1 Ferry Bldg., Ste. 255
San Francisco, CA United States 94111-4243
Telephone: (415) 861-5587
Contact: Jeanie Hirokane, Corp. Secy.
Fax: (415) 677-5868
URL: www.osherfoundation.org

Type of Grantmaker

Independent foundation

Additional Descriptor

Celebrity; Business; Politics; Other

Financial Data

(yr. ended 2014-12-31)
Assets: \$68,657,149
Total giving: \$24,621,903

EIN

942506257

Bridge Number

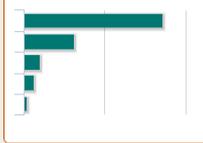
6697345878

990

2014 2013 2012 2011 2010 2009 2008 2007 2006 2005
2004 2003 2002 2001

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

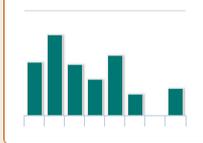
Giving By Subject



Geographic Giving



Giving By Amount



Additional Contact Information

Top of Page

E-mail for Jeanie Hirokane: jhrokane@osherfoundation.org

Tools

- E-mail Record
- Print/Save Record
- Add to Workspace (What is this?)
- Add to My Alerts

Record Tags

Limitations

[Top of Page](#)

Giving primarily in Alameda and San Francisco counties, CA, and ME.
No grants to individuals.

Purpose and Activities

[Top of Page](#)

The foundation seeks to improve the quality of life for residents of the San Francisco Bay Area and the state of Maine through post-secondary student scholarships and arts and humanities grants. It also supports selected programs in integrative medicine, as well as a national network of lifelong learning institutes for older adults.

Program Area(s)

[Top of Page](#)

The grantmaker has identified the following area(s) of interest:

Local Arts, Cultural, and Educational Programs

The foundation provides grants to performing arts groups, literary programs, educational and environmental groups, and social service organizations. Growing emphasis now is on assisting arts and educational organizations. This program area – among the foundation's five program areas – is distinct inasmuch as it is the only one that receives unsolicited proposals. .

Osher Integrative Medicine Program

In 1998 and 2001, the Foundation established two innovative centers for integrative medicine - the first at the University of California, San Francisco and the second at the Harvard Medical School in Boston. These two programs have within a few years of their founding become leaders in the field. In the summer of 2005, the foundation, in partnership with the Barbro Osher Pro Suecia Foundation, provided support for the founding of the Osher Center for Integrative Medicine at the Karolinska Institute (KI) in Sweden. All three institutions are committed to developing programs that feature research, education, and clinical care in integrative medicine, also known as complementary or alternative medicine. These programs explore approaches which generally lay outside the mainstream of Western medicine, including chiropractic care, herbal remedies, acupuncture, acupressure, homeopathy, macrobiotics, yoga, massage, guided imagery awareness, and other treatment and remedies. One of the primary goals of these centers is to conduct basic laboratory research on integrative medicine remedies, to examine their consequences, and to build an empirical case for their application. In the case of the American institutions, third-party reimbursement will likely depend upon persuasive cases being made to insurers that integrative medicine offers effective remedies. A second goal is to reach out to the larger community with an emphasis on preventive care. The centers seek to educate both medical practitioners as well as the general public. Seminars and conferences help educate people about the benefits of such "non-traditional" approaches to good health and medical care. A

Who will provide the type of support I need?



Type here to filter the list

- Capacity-building and technical assistance (1940)
- Capital and infrastructure (5662)
- Capital campaigns (3717)
- Cause-related marketing (72)
- Coalition building (6)
- Collections acquisitions (5)
- Collections management and preservation (3)
- Commissioning new works (1)
- Commodity provision (4)
- Conference attendance (36)
- Conference hosting (7)
- Conference presenting (11)
- Conferences and exhibits (344)
- Continuing support (3995)
- Convening (1189)
- Curriculum development (1314)
- Data and measurement systems (17)
- Debt reduction (154)
- Donor collaborations (5)
- Earned income (6)
- Emergency funds (1621)
- Endowments (2116)
- Equal access (397)
- Equipment (3487)
- Ethics and accountability (114)
- Exchange programs (1)
- Exhibitions (111)



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Close

Search Grantmakers

Last Search

Fields of Interest [view index](#)

"Archives and special collections" OR "Humanities"

Geographic Focus [view index](#)

"California"

Grantmaker Location [More location options](#)

e.g. country, state/province, county, city, metro area, congressional district, zip/postal code

Grantmaker Name [view index](#)

Keyword Search

^ Fewer search options

EIN / Bridge Number

Support Strategy [view index](#)

Transaction Type [view index](#)

Trustees, Officers, and Donors [view index](#)

Type of Grantmaker [view index](#)

How do I approach them?





Application Information Top of Page

Unsolicited proposals are accepted for the local Arts, cultural, and Educational Program. All other program areas are governed by a Request for Proposals (RFP) process. Nonetheless, colleges and universities interested in the four areas of support in the field of higher education may submit letters of inquiry to the foundation along with a concise description of their plans and activities relevant to the given program area

Application form not required.

Applicants should submit the following:

1. Copy of most recent annual report/audited financial statement/990
2. Copy of current year's organizational budget and/or project budget
3. Copy of IRS Determination Letter

Initial approach: Letter

Copies of proposal: 1

Board meeting date(s): 6 times per year

Deadline(s): None

Final notification: Within 90 days

Donor(s) Top of Page

Note: If a donor is deceased, the symbol (†) follows the name.

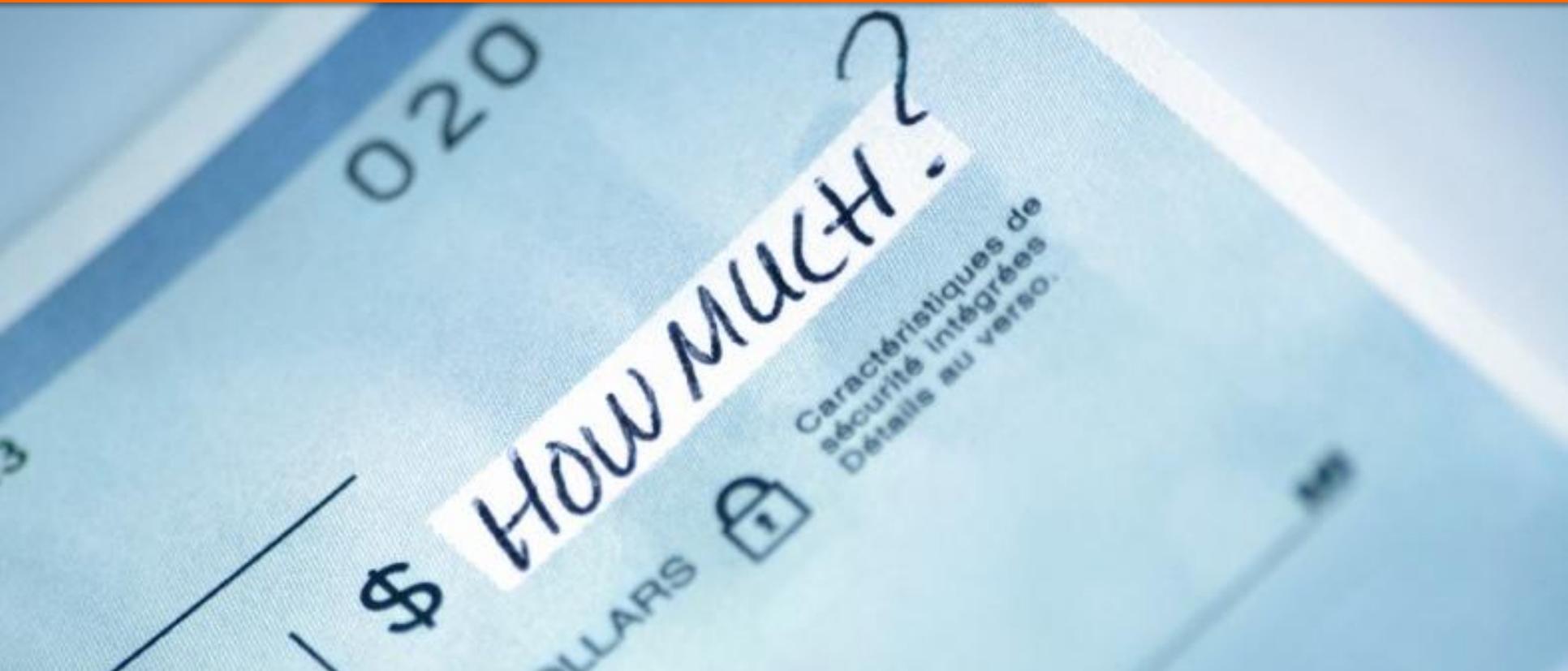
Bernard Osher

Officers and Directors Top of Page

Barbro Osher, Chair. and Director
Affiliation(s):
The Barbro Osher Pro Suecia Foundation, Pres.
The Bernard Osher Jewish Philanthropies Foundation, V.P. and Dir.
Positive Sweden/America, Pres.
Vestkusten, Owner and Publisher
City of San Francisco, consul General of Sweden
Swedish Women's Educational Association (SWEA), Co-Founder

Mary G.F. Bitterman, Pres. and Director
Affiliation(s):
National Academy of Public Administration, Fellow
Commonwealth Club of California, Dir.

How much do they usually give, and to whom?



Bernard Osher Foundation

- Profile
- Search Grants**
- Map Grants
- Chart Grants
- RFPs/News/Jobs
- Social Media

Profile

Last Updated: 2016-06-06

Compact View

Jump To

- Additional Contact Information
- Background
- Limitations
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- Fields of Interest
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Financial Data

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Total giving: \$24,621,903

EIN

942506257

Bridge Number

6697345878

990

2014 2013 2012 2011 2010 2009 2008 2007 2006 2005
2004 2003 2002 2001

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Giving By Subject



Geographic Giving



Giving By Amount



Tools

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- Print/Save Record
- Add to Workspace (What is this?)
- Add to My Alerts

Additional Contact Information

Top of Page

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Bernard Osher Foundation

- Profile
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- Social Media

Search Grants from Bernard Osher Foundation

List All Grants

Search Across This Grantmaker's Grants

This search screen enables you to search for records of recently awarded grants specific to this particular grantmaker.

Indexes included here contain fewer entries than those on the main Search Grants Screen because these indexes are specific to this grantmaker.

Fields of Interest [view index](#)

Keyword Search

▼ More search options

Search Clear

SORT BY

- Grant Amount
- Alphabetic
- Year Authorized
- Ascending
- Descending

"Humanities"

Narrow Your Results

Add Keyword

- Grants**
- Grantmaker Name**
 [Prev 10 | Next 10]
 • Bernard Osher Foundation (71)
- Grantmaker Country**
 [Prev 10 | Next 10]
 • United States (71)
- Grantmaker State/Province**
 [Prev 10 | Next 10]
 • California (71)
- Recipient Name**
 [Prev 10 | Next 10]
 • City Arts and Lectures (9)
 • Threepenny Review (6)
 • Commonwealth Club of California (4)
 • Litquake Foundation (4)
 • Narrative Magazine (2)
 • Stanford University (2)
 • AXIS Dance Company (1)
 • American Bach Soloists (1)
 • California Bach Society (1)
 • California Revels (1)
- Recipient Country**
 [Prev 10 | Next 10]
 • United States (71)

Grantmaker Name, State	Recipient Name, Location	Year Authorized	Grant Amount
<input type="checkbox"/> Osher Foundation, Bernard, CA	Narrative Magazine, San Francisco, California	2013	\$5,000
<input type="checkbox"/> Osher Foundation, Bernard, CA	Threepenny Review, Berkeley, California	2013	\$7,500
<input type="checkbox"/> Osher Foundation, Bernard, CA	Litquake Foundation, San Francisco, California	2013	\$5,000
<input type="checkbox"/> Osher Foundation, Bernard, CA	City Arts and Lectures, San Francisco, California	2012	\$30,000
<input type="checkbox"/> Osher Foundation, Bernard, CA	Good Lit, Commonwealth Club of California, San Francisco, California	2012	\$100,000
<input type="checkbox"/> Osher Foundation, Bernard, CA	Dancers Group, San Francisco, California	2012	\$8,500
<input type="checkbox"/> Osher Foundation, Bernard, CA	Old First Center for the Arts, San Francisco, California	2012	\$8,500
<input type="checkbox"/> Osher Foundation, Bernard, CA	Marin Symphony Association, San Rafael, California	2012	\$8,000
<input type="checkbox"/> Osher Foundation, Bernard, CA	Pocket Opera, San Francisco,	2012	\$8,000

Grant Details

Recipient

Name: Commonwealth Club of California - Good Lit
Location: San Francisco, CA, United States
ZIP Code: 94105-2802
Recipient URL: www.commonwealthclub.org
Type of Recipient: Individual membership associations; Public affairs
Additional Location Information: County: San Francisco
Metropolitan area: San Francisco-Oakland-Hayward, CA
EIN: 940399260
Bridge Number: 4183879832
Recipient 990: 2015 2014 2013 2012 2011 2010 2009 2008 2007 2006 2005 2004 2003 2002
[Learn more about the information displayed in Forms 990 and 990-PF, as well as processing errors announced by the IRS.](#)

Tools

- E-mail Record
- Print/Save Record

Record Tags

Select an existing tag

Grant

Amount: \$100,000
Year Authorized: 2012
Support Strategies: Continuing support; Program development
Transaction Types: Cash grants
Subject(s): Literature and writing; Public affairs

Grantmaker

Name: Bernard Osher Foundation
Country: United States
State/Province: CA
County: San Francisco
City: San Francisco
Metro Area: San Francisco-Oakland-Hayward, CA

International “Foundation Centers”



<http://www.imaginecanada.ca/>



<http://www.efc.be/>



<http://www.philanthropy.org.au/>