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On the cover: Steven Lawrence, director of research, serves as principal author of numerous Foundation Center research reports, including Foundation Yearbook and Update on Foundation Health Policy Grantmaking.
OUR VISION
A world enriched by the effective allocation of philanthropic resources, informed public discourse about philanthropy, and broad understanding of the contributions of nonprofit activity to civil society.

OUR MISSION
To strengthen the nonprofit sector by advancing knowledge about U.S. philanthropy.

OUR VALUES

Our Beliefs

• Philanthropy is vital to our democratic society.
• Transparency and accountability are key to earning the public trust.
• Knowledge about philanthropy starts with accurate information.
• Access to accurate information about philanthropy advances responsible and effective use of philanthropic resources.
• Grantmaker and nonprofit effectiveness is enhanced by shared information and understanding.

Our Practices

• We aim to deliver the highest quality of service to all those who use our resources.
• We strive to build partnerships that help us fulfill our mission.
• We preserve our credibility by remaining independent and objective.
• We embrace innovation and harness technology to maximize our effectiveness.
• We value our employees and their contributions to our impact.
• We exercise fiscal responsibility as a means of achieving our mission.
2004 was a momentous year for the nonprofit sector. Foundation giving rebounded, reaching an all-time high after two years of decline. At the same time, the Senate Finance Committee hearings in June brought into sharp focus the stepped-up demands for accountability and transparency in the sector. The rise in foundation giving and the heightened scrutiny of how foundation dollars are spent has resulted in unprecedented interest in the programs and practices of the nation’s grantmaking institutions and, increasingly, in the outcomes of their activities.

Since our founding in 1956, the Foundation Center has been the nation’s leading authority on grantmakers and their grants. In this environment, we are more vital than ever as a matchless source of information on U.S. philanthropy. In 2004 we launched a new strategic plan to ensure that we will continue to engage the changing environment and to address the changing needs of our diverse audiences. “Moving the Field Forward,” our Strategic Plan for 2004-2006, advances a vision of the Center’s ultimate goal: a world enriched by the effective allocation of philanthropic resources, informed public discourse about philanthropy, and broad understanding of the contributions of nonprofit activity to civil society. In this spirit, the Center is striving to design programs and activities that advance knowledge and understanding about foundations and the larger nonprofit sector and to encourage practices that lead to responsible and effective grantmaking and grantseeking.

Grantseekers, grantmakers, academics, the media, and policymakers who look to the Center for intelligence on how the nation’s philanthropic resources are expended are increasingly likely to find answers to their questions. In response to the crescendo of calls for more and better information about the sector, we are applying our expertise in collecting foundation information, our skill in using computer technologies to manage it and to deliver it to others in convenient formats, and our experience in interpreting the information reliably and impartially.

During 2004 we expanded our collection of information on regional grantmaking, small grants, grantmaking public charities, and foundation expenses, among other types of data. We also surveyed funders about their operations and their viewpoints on important issues in the field. Our data on giving continues to be the gold standard for the field, and our qualitative research provides insights into how foundations do their work and expect to evolve in the future.

We also extended our research in areas of special interest, including social justice funding, foundation administrative expenses, international grantmaking, and funding in the humanities. The collaborative relationships we formed with other sector leaders in accomplishing this work added value to the resulting reports and broadened the audience for them.

Our five library/learning centers and 235 Cooperating Collections adopted new programs and educational services in 2004 to build the capacities of grantseekers of all types. In particular, we expanded our educational outreach to under-resourced grantseekers. The Foundation Directory Online assisted more than 10,000 subscribers to research grantmakers and their interests. In addition to these resources, we posted four new papers in the Practice Matters series and introduced PubHub, an online repository of foundation-sponsored reports, especially for grantmakers.
In 2004 we completed the effort we initiated on September 13, 2001, “Philanthropy’s Response to 9/11: Creating the Record and Telling the Story,” by issuing a final volume that summarized many strands of this pivotal project. With support from numerous corporations and foundations, the Center assembled a multi-faceted record of the philanthropic response to this historic tragedy, encompassing databases of corporate and foundation giving and of regranting by relief funds, research reports analyzing patterns of giving and regranting, an archive of media coverage of the philanthropic response, and two volumes of remarkable interviews that offered personal commentary on the events of September 11, 2001, and their aftermath. Our experience with this project propelled us toward fulfilling several imperatives that are embodied in our strategic plan: the imperative for speed in collecting and verifying information if we are to help our audiences stay current on giving as it happens, the imperative to report on giving by types of grantmakers never before included in our information resources or research studies, and the imperative to capture more of the qualitative aspects of the giving story to better convey how foundations do their work.

This is our final joint letter about the Foundation Center; Barry steps down as chairman in 2005. Since we began our partnership in leading the Foundation Center five years ago, much has changed in the world and in how we do our work, but our fundamental goal endures. We aim to offer reliable, comprehensive information about philanthropy in ways that support grantseekers and grantmakers in their own partnership to create a better world. In this report you will read about many additional ways this vision guides our work. As Barry passes the gavel to Chris DeVita and as Susan Eagan takes over the role of vice chairman from Doug Nelson, the Center’s strong and dedicated Board of Trustees will continue to endeavor to make our shared vision a reality.

Barry D. Gaberman
Chairman

Sara L. Engelhardt
President
Enhancing Our Database to Support the Field

The Foundation Center’s databases comprise a rich collection of data on institutional giving in the United States. In 2004, we increased our efforts to provide our audiences with even broader and deeper coverage of grantmakers and their grants. We incorporated into our database detailed profiles of more than 4,600 grantmakers and cast a wider net to include more types of funders, such as corporate givers and grantmaking public charities. We indexed more than 120,000 recent grants totaling $14.3 billion, allowing grantseekers to conduct targeted searches of a multitude of foundation grants and enabling us and others to study giving trends. Grantmakers play a key role in our drive to increase the depth and currency of our data. Many respond to our annual survey mailing, and we’re seeing substantial growth in the number registering for Foundation Directory Online Updater, a free tool for updating their profiles through our Web site. More grantmakers are also sending us their grants lists electronically; in 2004, our “electronic reporters” submitted more than 30,000 grants totaling $5 billion.

New Technologies Increase Scope and Currency of Data

Harnessing new technology tools, we completed a critical phase in the redesign of our database systems that has led to major improvements in the way we capture, update, and publish data on grantmakers. We now have the ability to generate our annual grantmaker survey in a more flexible format, allowing us to collect brand-new types of data for our audiences. In our spring survey, we added questions to shed light on grantmakers’ emerging interests, funding strategies, and membership affiliations. The new system has also enabled us to update The Foundation Directory Online on a weekly basis, a major benefit to users. We have just begun to tap into the tremendous potential of our new database system as a tool for conveying richer and more timely information on grant-making activities.
Providing More Data on Grant Recipients

This year we dramatically increased our capacity to present enhanced information on the nearly 200,000 grant recipient organizations in our database. By adding Employer Identification Numbers (EIN) to recipient profiles we’ll be able to link to their IRS returns to learn more about their programs and activities. By year-end we had added EINs to 45,000 records. On a related front, we began acquiring from the IRS thousands of Forms 990, resulting in the launch of “990 Search,” a free tool on our Web site for retrieving nonprofit organization information returns. This is another step forward toward our goal of increasing the comprehensiveness of the data we deliver online.


The Foundation Center publishes over thirty-five, high-quality reference resources — essential tools for grantseekers, grantmakers, and others interested in learning about grantmakers and their giving. Our print and electronic resources are issued in flexible formats, affording access to the full universe of grantmakers as well as to specific segments of the foundation field. By year-end, our databases, from which we produce these resources, expanded to 78,804 grantmakers and more than 505,000 recently awarded grants.

The Foundation Directory Online

The Foundation Directory Online delivers current information on grantmakers and their grants to our growing community of over 10,000 subscribers and to thousands more who use the service in our libraries and Cooperating Collections. To help smaller nonprofits we added thousands of grants under $10,000 to our grants database, and we introduced an institution-wide access program to help universities and libraries extend access to the service to their broader Intranet communities.

Regional Directories and CD-ROMs


EXPANDING RESOURCES FOR OHIO AND THE MIDWEST

Our Cleveland office is piloting a new initiative to test the use of our library/learning centers as a principal means of fulfilling the demand for information on regional grantmaking. For the first time, we based a member of our publishing staff in our Cleveland office to enhance our grantmaker and grants data for Ohio and the Midwest. Initial efforts focused on indexing all grants of the top 10 foundations in each of the midwestern states, including smaller grants never before captured in our database. In the future, we’ll collect new data on corporate givers, grantmaking public charities, and nonprofit recipients to amplify our regional reporting.

The involvement of local grantmakers, regional associations, and other nonprofits is integral to our initiative; in fact, two new reports produced by our Cleveland office were augmented with information from organizations in the region. Spotlight on Ohio’s New Health Foundations features a brief directory of the state’s new health foundations and excerpts from grantmaker interviews. Spotlight on Arts Grantmaking in Ohio analyzes the state’s funding landscape for arts and culture based on our surveys of grantmakers and arts organizations, as well as information drawn from our database. These reports were distributed throughout Ohio, and we held programs in our Cleveland office to stimulate discussion among grantmakers and grantseekers about the outlook for giving in the region. We also collaborated with Ohio Grantmakers Forum on its report, Ohio: The State of Philanthropy 2004.
Advancing Knowledge about Trends in Philanthropy

The Foundation Center analyzes and interprets the wealth of data we collect on foundations and their grants to provide stakeholders in the sector and the broader public with a comprehensive portrait of institutional philanthropy. Our research findings, issued widely in print and online formats, shed light on both historical and emerging trends in foundation growth and giving and on critical issues relating to foundation policies and practices.

Our annual Foundations Today Series is the starting point for anyone seeking authoritative information on trends in the field. This year we published three volumes, Foundation Giving Trends, Foundation Growth and Giving Estimates, and Foundation Yearbook, and we posted new data on foundation reporting and staffing trends in FC Stats at our Web site. Thousands of free copies of our report “Highlights” were distributed in print and at the Researching Philanthropy area of our Web site to bring grantmakers, policymakers, the media, and other researchers up to speed on recent findings.

More Forward-Looking Research for the Field

For the second consecutive year, our Estimates report was greatly enhanced with findings from our “Foundation Giving Forecast Survey.” Mailed to an expanded base of 2,800 grantmakers, the number of respondents increased significantly, improving our ability to provide the field with more accurate giving estimates for 2003 and more forward-looking information about giving in 2004. Findings from the survey’s “current issues” section provided Estimates readers with insights into grantmaking strategies and attitudes about foundation perpetuity, adding a practice-based dimension to our report. These enhancements resulted in broader and deeper coverage in The New York Times, The Chronicle of Philanthropy, and The Nonprofit Times, among other media outlets.

Completing the Record of Philanthropy’s Response to 9/11

Our multi-year effort to create the definitive record of philanthropy’s response to September 11, 2001, came to fruition this year with the release of September 11: The Philanthropic Response, our final publication in a series of reports, essays, and interviews issued over the past three years. We are grateful to the foundations and corporations that supported our efforts to document and disseminate information about the more than $1.1 billion in dollars pledged, as well as the human aspects of the story. Our archive of 9/11-related resources will remain available for free public access at our Web site as testimony to the impact of institutional philanthropy on those affected by the tragedy.
Partnering on Regional and Topical Reports
The Center collaborates with diverse organizations on special studies that help inform grantmaking and public policy initiatives. We continued our partnership with the Council on Foundations to produce *International Grantmaking III*, our third benchmark study on this topic. In a new model for the Center, we issued two reports with companion essays by noted experts. In his essay, *Health Policy Research and Foundation Grantmaking*, Bradford H. Gray of the New York Academy of Medicine interpreted the findings of our *Update on Foundation Health Policy Grantmaking* report in the context of the larger funding and policy research picture. Our first benchmark study on *Foundation Funding for the Humanities*, produced in collaboration with the American Academy of Arts & Sciences, includes an essay by historian James Allen Smith that identifies trends in humanities funding from the start of the twentieth century up to the present.

Laying the Groundwork for Future Studies
Early in the year we began working with Independent Sector and an advisory committee of grantmakers to create a definitional framework for a first-ever study of social justice grantmaking. Slated for release in 2005, the study, sponsored by the Ford Foundation, will fill the gap in knowledge about this emerging area.

Working with the Forum of Regional Associations of Grantmakers and New Ventures in Philanthropy, we developed models for regional and state-level reports on foundations, leading to their designation of the Center as the Forum’s “preferred data provider” for their members. This is an important step forward in making our data more accessible to regional associations and in establishing standards that can be used for cross-regional giving studies.

With support from the Charles Stewart Mott Foundation, the Center partnered with the Urban Institute and GuideStar to develop and analyze a unique data set on foundation administrative expenses and compensation. Preliminary findings were presented at a convening of grantmakers in our New York office and, by year-end, plans were under way to extend the research to help develop benchmarks for foundations in the future.

James Allen Smith
Waldemar A. Nielsen Professor of Philanthropy
GEORGETOWN UNIVERSITY

James Allen Smith, a noted historian and scholar of philanthropy, helped us break new ground in 2004 with our *Foundation Funding for the Humanities* report. Our first publication to focus exclusively on this topic, it features Jim’s essay, “Historical Perspectives on Foundation Support for the Humanities,” which connects our research to the larger context. From the outset, Jim helped get the project onto solid footing with insightful advice on defining the humanities, which is “always one of the greatest challenges in writing about them,” he said.

To tell the story of humanities funding in the United States, Jim chronicles the principal grantmakers and trends influencing foundation support from the start of the twentieth century through today. “As we completed the report,” he said, “we had more and more questions, and all of them propel us toward further study,” adding that he sees the report as, “a way of creating a benchmark and of refining some of the questions that we need to ask about humanities and cultural funding.”

To help us build understanding and awareness of this information, Jim presented at briefings we held in New York, San Francisco, Philadelphia, and Washington, DC. Each location’s unique audience made for a meaningful conversation about the report’s findings and the place of humanities funding in the field of philanthropy.
In our ongoing efforts to offer nonprofits capacity-building training at various levels of knowledge and expand services to under-resourced groups, we significantly enhanced our offerings in 2004. Collaborating with funders and others enabled us to offer training in new ways and for groups otherwise unable to afford such instruction. This, along with new courses in our curriculum, for both general and targeted audiences, resulted in more sessions this year than ever before. Nearly 1,400 classes and full-day courses were held throughout the year — an average of 5.6 training sessions per workday — and more than 26,700 people attended those classes.

In the summer of 2004, we held our first Grantseeker Training Institute. This week-long, intensive program, designed to provide a sound introduction to foundation fundraising in a concentrated period, premiered in New York and brought together 25 attendees from across the country and beyond. In a unique opportunity for a small group to learn the fundamental skills of institutional fundraising from our experts and each other, the students formed a community of peers while learning various skills: how to develop a fundraising plan, find and evaluate funding partners, and prepare proposals and proposal budgets. Daily in-class training was supplemented with an excursion to Carnegie Corporation for a behind-the-scenes look at one of the

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New Classes, Courses, and Workshops

Nonprofit managers know that their board members can be powerful allies in fundraising. Those looking for guidance on how to effectively mobilize a board and ensure its ongoing commitment to fundraising can now attend our new day-long course, Nonprofit Boards and Fundraising. Piloted in August, the course is the result of the first collaboration between the Foundation Center and BoardSource, a national nonprofit organization that assists nonprofits with all aspects of board development.

Spanish-speaking grantseekers can now attend two classes conducted in their native language in our New York learning center. Principios de la escritura de propuestas (Proposal Writing Basics), complete with translated handouts, is the next step in our Spanish-language curriculum, following our Grantseeking Basics class in Spanish, introduced in 2003. We plan to offer both classes in all five library/learning centers next year.

Grantseeking Basics for International Organizations, introduced during International Philanthropy Month, is geared to representatives of foreign NGOs and U.S.-based nonprofits with international programs. In addition to addressing the basic steps involved in foundation research, it covers the legal aspects of U.S. foundation giving overseas and the types of funders active in this arena. The class has become a permanent addition to our free training portfolio.

We also worked during the year to expand our Virtual Classroom at our Web site. Here grantseekers interested in virtual learning can take advantage of a variety of free tutorials and guided tours on many topics. During Celebrating Philanthropy Month we launched our second free e-learning course, Foundations and Their Role in Philanthropy. Adapted from our one-hour class by the same name, it offers a good introduction to the world of foundations and provides quizzes, exercises, and other interactive features.

Grantseeker Training Institute participants learned from fundraising experts such as Michael Seltzer (left), president of New York Regional Association of Grantmakers. Author of the Center’s Securing Your Organization’s Future, he taught the interactive class, Developing a Fundraising Plan.
The Fledglings, Inc.

Teri Lewis, executive director of the Atlanta-based nonprofit, the Fledglings, developed her skills at First Steps on the Road to Successful Grantseeking, a Foundation Center program that has built the capacity of hundreds of nonprofits across the country over the past three years. The Fledglings works with local youth transitioning out of long-term incarceration to find work, make positive choices, and achieve success in their communities.

When our Atlanta field office offered a multi-session First Steps program in 2004, sponsored by the Community Foundation for Greater Atlanta, Teri was among the nonprofit leaders who quickly applied. Although she has done nonprofit work throughout her career, she feels that this kind of immersion in the basics is critical. She especially wanted to learn how to use computer-based information resources, which have transformed nonprofit work in recent years. The greatest benefit of First Steps, according to Teri, is that it “provides a road map for where to begin and gives participants greater confidence in using new tools.”

“Fundraising is the hardest part of what we do,” she said. “First Steps helped us make sure that our project is worthy of funding and is well planned. Our board is now more focused and clear about its mission. It has energized us all.”

First Steps and Next Steps

We completed the Clark Foundation-funded First Steps and Next Steps program this year. This innovative, capacity-building program was specifically designed for small, grassroots nonprofits and included monthly training sessions, individual assistance from consultants, and a number of Foundation Center resources provided to the participants. The nonprofit participants reported substantial benefits from their involvement, citing results such as increased income and resources, newly developed strategic and/or fundraising plans, strengthened boards of directors, enhanced external relations, and new strategic alliances and partnerships. In the fall, we initiated a formal evaluation of the program, also funded by the Clark Foundation.

Other Special Training

The Center’s training has increased in popularity since the launch of our Educational Services Department in 2000. Consequently, many groups have asked us to customize our training for their own audiences or to make it available to specific under-resourced groups that cannot afford the fees. In response to the increased demand, the Center has developed a variety of models.

One of these, our First Steps on the Road to Successful Grantseeking program, launched in 2001, gives us a new kind of relationship with funders and other organizations as we partner to upgrade the capacities of selected small, under-resourced nonprofits. Five First Steps programs took place this year — three in Atlanta and one each in Cleveland and San Francisco. Additionally, the Arthur M. Blank Foundation funded five special programs in the Southeast and one in Phoenix.

Nine organizations across the country contracted with us to present day-long sessions of Proposal Writing Seminar and Foundation Fundraising: An Introductory Course. A total of 329 representatives from nonprofits that might not be able to afford the regular fee were thus able to learn important skills to strengthen their organizations.

This year we continued to conduct free training for specific groups, often in collaboration with umbrella organizations. Going on the road allowed us to reach thousands of people in need of our training.

largest and oldest foundations in the country. The evaluations from the participants were tremendously positive, and plans to host a new group in the winter have been realized.
Our Libraries & Learning Centers

New York

Developing extensive programming and resources for the Center’s four special focus months created a framework for the year. Diverse opportunities to learn and network with others sharing similar interests brought almost 1,000 grantseekers to our library/learning center during these special months. Funding for Arts Month once again proved highly popular in New York. Special programming included “Well-Served: Affirming the Relationship between Artists and Community,” a standing-room only networking event for individual artists featuring a panel of successful grantseekers, and “Introduction to Marketing and Corporate Sponsorship for Artists,” with a presentation by the Arts & Business Council.

Attendance at funder panels and roundtable discussions in Manhattan, Long Island, and New Jersey grew substantially this year. Partnerships with New York Regional Association of Grantmakers and the Council of New Jersey Grantmakers enabled us to invite more funders to participate in our outreach to new, small, or under-resourced nonprofits.

With funding from the Milbank Foundation for Rehabilitation, we improved our resources and services to in-person and virtual library visitors with disabilities. Enhancements included Kurzweil optical character recognition software and a closed circuit television system for visitors with visual impairments.

Atlanta

Our Atlanta office underwent a major redesign and renovation in 2004, coinciding with its 10th anniversary. Visitors to the new space now benefit from a larger, state-of-the-art training room and a more efficient library. We were honored by the Atlanta City Council, who proclaimed the day of our re-opening, June 7, 2004, “Foundation Center–Atlanta Day.” When the Center’s board of trustees met here in November, we hosted a reception to show how our renovated facility can better serve the philanthropic community.

Responding to grantseekers’ needs to build skills and access crucial resources, our library/learning centers developed new ways to help them work more efficiently. Our new book-lending program proved a success in all five libraries, with more than 1,600 books loaned to library visitors by year end. During special focus months dedicated to health, arts, international philanthropy, and the philanthropic community we offered an abundance of programs targeted to these audiences. A new survey of San Francisco and DC library visitors drew extraordinarily positive feedback — some 90 percent reported that they found the information they needed.
Close collaboration with local associations helped us reach wider audiences, especially during the Center’s special focus months. The Metropolitan Atlanta Arts Fund, Southeastern Council of Foundations, and the Georgia Center for Nonprofits were but three of the groups we worked with to create programming targeted to grantseekers’ needs and interests. Special focus month events included “Meet the Grantmakers: What’s New in Health Funding?,” “Local Government Funding for the Arts,” and “The Site Visit: What to Expect, How to Prepare.”

In direct response to community requests, we provided more than 40 off-site presentations to organizations such as Atlanta Women in Film, Aid to Children of Imprisoned Mothers, and the Georgia Criminal Justice Council. With the support of several grantmakers, Atlanta staff also conducted numerous sessions of our day-long educational programs in locations throughout the Southeast, including several underserved rural areas, for grantseekers who otherwise would not be able to afford such training.

**Cleveland**

Moving forward on one of the Center’s strategic goals, in 2004 we successfully launched an initiative to meet the demand for information on regional grantmakers and giving, piloting the project in Cleveland. (See page 5 for details.) We produced two new reports, one on arts grantmaking and the other on “new health” funders in Ohio. Representatives of foundations and nonprofits alike heard about report findings first-hand at well-attended briefings for each.

To help us identify and reach new audiences — and better serve all those who look to us for information and education — we established a new advisory board comprised of 18 members of the grantmaking and nonprofit community in Cleveland and other parts of Ohio.

Special focus month activities opened new doors for bringing funders and grantseekers together to share information and ideas. A Dialogue with Donors program, “Faith in Action: Funding for International Mission-based Work,” during International Philanthropy Month and “Exploring Diversity in Philanthropy” in Celebrating Philanthropy Month are but two examples of the programs we offered.

The *Cleveland Plain Dealer* featured the Foundation.
Center–Cleveland in its Mosaic section, highlighting International Philanthropy Month events as well as our overall resources and services to the community.

Busy nonprofit professionals again expressed their enthusiasm for our Brown Bag Lunch series, which they can attend during their workday. More than 100 people attended these informal networking discussions: “Basic Financial Controls,” “The Lean Nonprofit,” “Supporting the Arts at the Board Level,” and “Effective Economic Decision-Making for Nonprofit Organizations,” featuring Center author Dennis Young.

San Francisco

The San Francisco office held more than 40 public programs in 2004 that drew close to 1,900 participants, in addition to our regularly scheduled education classes.

Grantmakers seeking opportunities to share knowledge about trends in philanthropy and grantmaking practice took advantage of six convenings, including “Power, Money, and Public Service: The Philanthropic Balancing Act,” co-sponsored with Bay Area Emerging Practitioners in Philanthropy, and “Addressing South Africa’s Economic Challenges for the Next Decade,” co-sponsored with Northern California Grantmakers. Bringing the ideas from our Practice Matters project directly to local funders, author Ruth Tebbets Brousseau led an interactive discussion based on her paper, Experienced Grantmakers at Work: When Creativity Comes Into Play.

Grantseekers appreciated programs targeted to their interests during our special focus months. A wide range of topics was addressed, including “Meet the Grantmakers: Funding for Mental Health,” “Corporate Sponsorship and the Arts: Hear from the Experts,” “International Social Change Philanthropy,” and “Extreme Fundraising: Coming to the Rescue of an Organization.”

Thanks to a partnership with the LightHouse for the Blind and Visually Impaired, visitors to the LightHouse can now use public computers equipped with the latest technology to access our databases, The Foundation Directory Online Platinum and Foundation Grants to Individuals Online.

The San Francisco Bay Guardian named the Foundation Center–San Francisco “Best of the Bay” in a special edition of readers’ and editors’ favorite resources and businesses in the area.

Washington, DC

In 2004, the DC office observed its 40th anniversary and marked this milestone with a gathering of friends and colleagues in the nonprofit community. A proclamation by Mayor Anthony A. Williams officially declared December 7, 2004, “Foundation Center Day” in Washington, DC.
Eighteen representatives of the DC-area grantmaking and nonprofit community joined our new advisory board. We established the group this year to help us address the concerns of key audiences, particularly the under-resourced, and to enhance our collaborative efforts with funders and technical assistance providers.

We brought several programs to groups in Southeast DC, one of the most under-resourced neighborhoods in the nation, and to community-based organizations that participate in the Strengthening Partners Initiative of the Mayor’s Office of Partnerships and Grants Development. Working with an advisory board member who is active in the Asian American community, we gave a presentation about our programs and services at the Chinatown Service Center.

Visitors with disabilities welcomed enhancements to our library, including new equipment, software, and other assistive technology designed to help those with visual impairments and with motor disabilities utilize resources. Support from the Mitsubishi Electric America Foundation and the Milbank Foundation for Rehabilitation made these improvements possible.

Focusing on international philanthropy in October — the first time we dedicated a full month of activities to this topic — the Center cast a truly global net, offering a wide and diverse array of public programs to help people seeking information on international grantmaking by U.S. foundations. In cooperation with Grantmakers Without Borders, we presented “International Philanthropy Roundtable: Best Practices and Partnership Models” with distinguished panelists from Ashoka, the Academy for Educational Development, Public Welfare Foundation, Oxfam America, and the Institute for Indigenous Management in Belize.

At the Foundation Center—Washington, DC’s 40th anniversary reception in December, board members helped welcome the guests. Pictured: Audrey Alvarado, executive director, National Council of Nonprofit Associations (left), and Barry Gaberman, senior vice president, Ford Foundation, and Foundation Center board chair.

2004 Educational Programs

Before You Seek a Grant: A Checklist for New Nonprofits  
Developing a Fundraising Plan: Securing Your Organization’s Future  
Evaluating Funding Prospects: Strategies for Finding a Match  
Finding Foundation Support for Your Education  
Finding Funding Prospects with The Foundation Directory Online  
Founding Fundraising: An Introductory Course  
Foundations and Their Role in Philanthropy  
Funding Research with FC Search  
Getting Started with FC Search  
Getting Started with Foundation Grants to Individuals Online  
Grantseeker Training Institute NEW  
Grantseeking Basics  
Grantseeking Basics for Individuals in the Arts  
Grantseeking Basics for International Organizations NEW  
Grantseeking on the Web: Hands-on Introductory Training  
Guide to the Resources on the Foundation Center’s Web Site  
Introduction to Corporate Giving  
Introduction to Fundraising Planning  
Introduction to The Foundation Directory Online  
Nonprofit Boards and Fundraising NEW  
Principios de la búsqueda de fondos (Grantseeking Basics)  
Principios de la escritura de propuestas (Proposal Writing Basics) NEW  
Proposal Budgeting Basics  
Proposal Budgeting Workshop  
Proposal Writing Basics  
Proposal Writing Seminar  
Prospect Research Basics: Researching Individual Donors  
Your Board and Fundraising
The Foundation Center Online

Since its launch a decade ago, the Foundation Center's Web site at www.fdncenter.org has constantly been evolving to better meet the needs of our many audiences. By the end of 2004, nearly 80,000 visitors had registered at the site, affording them customized content based on their interests and location. Moreover, by year-end an average of 30,000 visitors a day were logging on to find answers to questions on the grantseeking process, use our online databases, discover key resources, access statistical information, and keep current with the latest news in the field.

PubHub: A Repository of Foundation-Sponsored Reports

Foundation resources make possible an enormous wealth of information and research on practices, policies, and issues relating to philanthropy and the public good. With the launch this year of PubHub: A Repository of Foundation-Sponsored Reports, the Center has created one convenient place for hundreds of reports to be searched. An important new resource for grantmakers, nonprofits, researchers, policymakers, and the media, PubHub links to reports issued or sponsored by foundations nationwide. By the end of the year PubHub contained 503 links to reports in ten major subject categories, from the arts to the sciences. Ultimately, it will encompass the full spectrum of philanthropic activity in the United States.

Philanthropy News Digest

For ten years Philanthropy News Digest (PND), the Center's free daily news service, has delivered the latest news of the nonprofit sector. The launch this year of five regional editions — Tri-State, Midwest, Southeast, Pacific, and National Capital Region — at each of our libraries' Web sites provides nonprofit professionals and others with up-to-date news specific to their region in one convenient place.

Adding perspective to the news coverage, PND's Newsmakers series of interviews provides commentary and context on topical issues. In 2004, twelve new interviews with influential leaders and practitioners in philanthropy shed light on a range of issues. They included “Empowering the Grassroots” (Chet Tchozewski, executive director, Global Greengrants Fund), “Toward a 21st Century Healthcare System” (Karen Davis, president, Commonwealth Fund), and “Building Hope in Afghanistan” (Michael Rea, managing director, Give2Asia). All 55 interviews conducted since 2000 are available at the PND archive.

More from PND

Subscriptions to our newsletters grew significantly during the year. Health Funding Watch was launched in conjunction with our special focus month in March. Registered Web site visitors use it to learn about current headlines, RFPs, and jobs in their field, and it joins our other subject-based newsletters, Arts Funding Watch and Education Funding Watch, as a special field-based resource. The RFP Bulletin remains our most popular weekly broadcast service, with more than 72,000 subscribers at year end. Readers continue to keep current on news of the sector via our flagship e-newsletter, Philanthropy News Digest. Created in 1997 with 100 subscribers, PND is now received by nearly 60,000 subscribers worldwide. Altogether, the family of PND newsletters — seven in total — was reaching an astounding 246,000 subscribers by the end of 2004.
Serving Special Audiences

People with Disabilities
As we do in our libraries, the Foundation Center strives to serve the underserved at our Web site. One of these groups, the physically disabled, has a new resource devoted to meeting their special needs. The new For People with Disabilities area of the site assists visually impaired visitors — including those using adaptive technology — in effective navigation of our entire Web site, and it outlines the various services our library/learning centers offer to people with disabilities. Also, grantseekers searching for funding of disability-related programs and issues will find here a collection of links to helpful, relevant resources.

International Visitors
In the age of the Internet, the Foundation Center's reputation as the best place to go for information on U.S. philanthropy means that our Web site is explored by a substantial number of visitors from outside U.S. borders. Whether a visitor is looking for news, research about international philanthropy, or fundraising resources, the new For International Visitors area provides links to PND headlines, FAQs, Requests for Proposals, topical resource lists, reports, and statistical data and to other nonprofit organizations and resources in the field. The Web page is also of use to anyone seeking information on international grantmaking by U.S. foundations.

Youth
To help the next generation of philanthropists get more involved, International Philanthropy and Youth was a new topic we created this year in our Youth in Philanthropy area (youth.fdncenter.org). It was established as a place where young people can read about the activities of their peers and about celebrities making a difference around the world. It also links our young visitors to information on study abroad and overseas volunteer opportunities, presenting them with unique educational possibilities.

For Grantmakers

Foundation Folders
The Foundation Center creates and hosts Web sites for grantmakers at no charge, extending communication of their missions and programs to wider audiences. By the end of 2004, we were hosting 128 grantmaker Web sites. The following new folders were added during the year:
- Abelard Foundation-East
- Agua Fund
- The ASC Foundation
- Helen Andrus Benedict Foundation
- Harry S. Black and Allon Fuller Fund
- The Louis Calder Foundation
- Cooper-Levy Trust
- Educational Choice Foundation, Inc.
- The Hackett Foundation, Inc.
- Hill-Snowdon Foundation
- Sidgmore Family Foundation
- The Vincent Foundation, Inc.
- Woods Charitable Fund, Inc.

Practice Matters
We expanded Practice Matters: The Improving Philanthropy Project at our Web site with four additional papers and discussion guides on capacity building, communications, creativity in grantmaking, and philanthropic field-building. In our New York and San Francisco offices, we held programs based on papers in the series to help grantmakers translate the concepts and ideas into practical approaches for their daily 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 our core collection of print and electronic resources and assistance in using them. Housed in public or academic libraries, community foundations, or other nonprofit agencies, many Collections offer Foundation Center training programs.

In 2004, seven new facilities in underserved areas of the country joined the network: Pueblo, CO; Pocatello, ID; Carbondale, IL; Valparaiso, IN; Baker, MT; Wilmington, NC; and Parkersburg, WV. Center staff visited 51 Cooperating Collections during the year and presented many workshops for the public and for Collection staff on the use of Foundation Center resources. Below is the complete list of all locations.*

A record-high 63 Collection supervisors traveled to our annual conference in New York in October. They attended several of the Center's most popular courses, participated in idea-exchanging sessions, and enjoyed networking opportunities. The two-day conference, “Sharing Our Ideas and Experiences,” focused on government funding and serving individual grantseekers, and included special presentations from five of the supervisors. Participants tell us repeatedly that Network Days provides an invaluable opportunity to gather new ideas, useful tips, and expertise to better serve their communities.
From a thirty-year veteran Collection...

SARAH ZIEGENBEIN
CENTRAL ARKANSAS LIBRARY SYSTEM
LITTLE ROCK, AR

Our collection of Foundation Center materials has been an integral part of the library since 1974, allowing us to provide information on grants to our local nonprofit community. It's been exciting to watch the changes in how we provide this information, making our visitors' research easier and more productive. Over the last year our staff trained numerous grantseekers on a one-to-one level. We also hosted a regional meeting for seven Collection supervisors and a hugely successful program on scholarship resources, highlighting Foundation Center materials. In fact, we'll be taking our scholarship program on the road this summer, presenting it at some of our branch libraries.

Sarah Ziegenbein, Collection supervisor, fourth from left with library staff.

* Cooperating Collection addresses and phone numbers are available at our Web site.
GERRY KEEN, LEVITTOWN PUBLIC LIBRARY, LEVITTOWN, NY

I’ve been supervising the Cooperating Collection at Levittown Public Library since 1987, which places me in a venerable position among Collection supervisors. Maintaining the Collection in a vibrant and hectic suburban public library setting offers insight into a community with both local and broad-based interests. Grantseeking for community development and human services rank high, and I’m glad to note that our recent program, “Grant Workshop: Funding for Arts and Culture,” attracted 117 attendees. We offer individual orientations to the Collection, as well as individual assistance with print resources and FC Search. It is gratifying to assist grantseekers at all points in their process of locating what funding is available, where to find it, and how to go about getting it.
PHILADELPHIA
Free Library of Philadelphia

PITTSBURGH
Carnegie Library of Pittsburgh

PITTSBURG
Pocono Northeast Development Fund
James Pettinger Memorial Library

READING
Reading Public Library

WILLIAMSPORT
James V. Brown Library

YORK
Martin Library

Rhode Island
PROVIDENCE
Providence Public Library

South Carolina
ANDERSON
Anderson County Library

CHARLESTON
Charleston County Library

COLUMBIA
South Carolina State Library

GREENVILLE
Greenville County Library System

South Dakota
MADISON
Dakota State University Nonprofit Management Institute

PIERRE
South Dakota State Library

SPEARFISH
Black Hills State University E. Y. Berry Library— Learning Center

Tennessee
CHATTANOOGA
United Way of Greater Chattanooga

KNOXVILLE
Knox County Public Library

MEMPHIS
Memphis & Shelby County Public Library

NASHVILLE
Nashville Public Library

Texas
AMARILLO
Amarillo Area Foundation

AUSTIN
Hogg Foundation for Mental Health

BEAUMONT
Beaumont Public Library

CORPUS CHRISTI
Corpus Christi Public Library

DALLAS
Dallas Public Library

EDINBURGH
Southwest Border Nonprofit Resource Center

EL PASO
University of Texas at El Paso

INSTITUTE FOR COMMUNITY-BASED TEACHING AND LEARNING COMMUNITY

Non-profit Grant Library

FT. WORTH
Funding Information Center of Fort Worth

HOUSTON
Houston Public Library

LAREDO
Nonprofit Management and Volunteer Center

Laredo Public Library

LONGVIEW
Longview Public Library

LUBBOCK
Lubbock Area Foundation, Inc.

SAN ANTONIO
Nonprofit Resource Center of Texas

WACO
Waco—McLennan County Library

WICHITA FALLS
Nonprofit Management Center of Wichita Falls

Utah
MOAB
Grand County Public Library

SALT LAKE CITY
Salt Lake City Public Library

Vermont
MIDDLEBURY
Illusory Public Library

Montpelier
Vermont Dept. of Libraries

Virginia
ABINGDON
Washington County Public Library

HAMPTON
Hampton Public Library

RICHMOND
Richmond Public Library

ROANOKE
Roanoke City Public Library System

Washington
KENSINGTON
Mid-Columbia Library

REDMOND
King County Library System

Seattle Public Library

SPokane
Spokane Public Library

TACOMA
University of Washington Tacoma Library

West Virginia
CHARLESTON
Kanawha County Public Library

PARKERSBURG
West Virginia University at Parkersburg Library

SHEPHERDSTOWN
Shepherd University

Ruth A. Scarborough Library

Wisconsin
MADISON
University of Wisconsin— Madison Memorial Library

MILWAUKEE
Marquette University
Memorial Library

STEVENS POINT
University of Wisconsin— Stevens Point

Wyoming
CHEYENNE
Laramie County Community College Instructional Resource Center

Puerto Rico
SANTURCE
Universidad del Sagrado Corazon
M.M.T. Guevara Library

Benling Wong, Collection supervisor.

The Seattle Public Library has been a Cooperating Collection since 1974. Now serving visitors in our brand-new facility, we offer many educational opportunities, often working with other organizations. A collaboration we’re particularly proud of is our work with the Nonprofit Assistance Center (NAC), a training and consulting resource that helps nonprofits develop capacity, targeting groups with less access to traditional sources of funding. At NAC’s annual intensive grantwriting course, I give a presentation on library resources, highlighting FC Search. This is most rewarding because it is an opportunity to promote the Collection and free use of Foundation Center materials here, a wonderful service to our community.

* Cooperating Collection addresses and phone numbers are available at our Web site. 19
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
John W. Anderson Foundation
The Anschutz Family Foundation
The Arca Foundation
Atherton Family Foundation
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The Helen Bader Foundation
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The Mary Duke Biddle Foundation
Blandin Foundation

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The Bydale Foundation
The Louis Calder Foundation
The California Endowment

The California Wellness Foundation
Callaway Foundation, Inc.
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Hudson-Webber Foundation
The Charles Evans Hughes Memorial Foundation
The Hyde and Watson Foundation
Independence Foundation
Ittleson Foundation, Inc.
Janesville Foundation, Inc.
JEHT Foundation
The Mary Hillman Jennings Foundation
Jerome Foundation
George Frederick Jewett Foundation
Jockey Hollow Foundation
The Christian A. Johnson Endeavor Foundation
J. Seward Johnson, Sr. 1963 Charitable Trust
The Robert Wood Johnson Foundation

Charles A. Frueauff Foundation, Inc.
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Paul and Mary Haas Foundation
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The John Randolph Haynes and Dora Haynes Foundation
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The Hite Foundation
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JEHT Foundation
The Mary Hillman Jennings Foundation
Jerome Foundation
George Frederick Jewett Foundation
Jockey Hollow Foundation
The Christian A. Johnson Endeavor Foundation
J. Seward Johnson, Sr. 1963 Charitable Trust
The Robert Wood Johnson Foundation

A wonderful use of my time.
I learned a lot.
PROPOSAL WRITING BASICS ATTENDEE
(NEW YORK)

Thank you so much for your commitment in helping build the capacity of nonprofits in our Northeast Georgia area to better meet their missions.
FOUNDATION OFFICIAL

This one-week seminar was beyond my expectations.
I learned a great deal.
GRANTSEEKER INSTITUTE ATTENDEE
(NEW YORK)
Daisy Marquis Jones Foundation
Joukowsky Family Foundation
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Kansas Health Foundation
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Marmot Foundation
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Northwest Area Foundation
Jessie Smith Noyes Foundation, Inc.

The search capabilities are outstanding!
FOUNDATION DIRECTORY ONLINE
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Turrell Fund
Union Foundation
van Ameringen Foundation, Inc.
The G. Unger Vetlesen Foundation
Virginia Environmental Endowment
The Laura B. Vogler Foundation, Inc.
Waksman Foundation for Microbiology

The more I learn about the process, the more I appreciate the availability of the Foundation Center. Thanks for your efforts.
LIBRARY/LEARNING CENTER VISITOR (SAN FRANCISCO)

I would recommend the service to any organization that needs a partner to push forward into a successful [fundraising] program.
ASSOCIATES PROGRAM MEMBER

The A. Lindsay and Olive B. O’Connor Foundation, Inc.
John M. Olin Foundation, Inc.
The Overbrook Foundation
The David and Lucile Packard Foundation
The Patrina Foundation
Josephine Bay Paul and C. Michael Paul Foundation
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The Pincus Family Fund
The Pinkerton Foundation
Plough Foundation
Polk Bros. Foundation
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The Reed Foundation, Inc.
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The Retirement Research Foundation
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The Christopher Reynolds Foundation, Inc.
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The Ritter Foundation, Inc.
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Anonymous (6)

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Levi Strauss Foundation
Lucent Technologies Foundation
The MassMutual Foundation for Hartford, Inc.
Maytag Corporation Foundation
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The Prudential Foundation
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SI Bank and Trust Foundation
State Farm Companies Foundation
The Starbucks Foundation
Target
The UPS Foundation
Washington Mutual Foundation
Wells Fargo
The Xerox Foundation

Community Foundations
Baltimore Community Foundation
The Chicago Community Foundation
Community Foundation of Greater Memphis*
Kalamazoo Community Foundation
New Hampshire Charitable Foundation
The New York Community Trust
North Dakota Community Foundation
The Pittsburgh Foundation

Congratulations on September 11: The Philanthropic Response. This massive undertaking will be an invaluable resource to those of us in the field, and hopefully, will serve as a catalyst for future benevolence.

FOUNDATION OFFICIAL

It made a threatening task doable and took away the fear factor by breaking the process into manageable pieces.

PROPOSAL WRITING SEMINAR ATTENDEE (WINSTON-SALEM)

Others
The Atlantic Philanthropies
California Healthcare Foundation
Howard Hughes Medical Institute

Atlanta

Independent Foundations
Atlanta Foundation
The Arthur M. Blank Family Foundation
The Frist Foundation
Georgia Health Foundation, Inc.
The Halle Foundation
John H. and Wilhelmina D. Harland Charitable Foundation, Inc.
The Marcus Foundation, Inc.
The Pittulloch Foundation
The Rich Foundation, Inc.
Springs Close Foundation, Inc.
Tull Charitable Foundation, Inc.
Frances Wood Wilson Foundation, Inc.
Robert W. Woodruff Foundation, Inc.
Anonymous

Public Charities
Fund of the Community Foundation Silicon Valley:
The Skoll Fund

This is an awesome resource for the nonprofit community—keep up the excellent and much-needed work!

LIBRARY/LEARNING CENTER VISITOR (SAN FRANCISCO)

I learned a lot from this presentation and am most grateful for the services in Spanish.

GRANTSEEKING BASICS IN SPANISH ATTENDEE (NEW YORK)

It made a threatening task doable and took away the fear factor by breaking the process into manageable pieces.

PROPOSAL WRITING SEMINAR ATTENDEE (WINSTON-SALEM)

This is an awesome resource for the nonprofit community—keep up the excellent and much-needed work!

LIBRARY/LEARNING CENTER VISITOR (SAN FRANCISCO)

I learned a lot from this presentation and am most grateful for the services in Spanish.

GRANTSEEKING BASICS IN SPANISH ATTENDEE (NEW YORK)
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The UPS Foundation
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**Individuals**
Cecil B. Day Family

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**Cleveland**

**Independent Foundations**
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Mandel Foundation
The McGregor Foundation
The Burton D. Morgan Foundation

**Community Foundations**
Akron Community Foundation
The Cleveland Foundation
The Cleveland Foundation supporting organizations:
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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 Cornish Chisholm Memorial Fund
The Wolpert Fund
The Columbus Foundation

**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
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

**Individual**
Brian S. Sullivan

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**San Francisco**

**Independent Foundations**
The Ark Foundation
Atkinson Foundation
S.D. Bechtel, Jr. Foundation
Bella Vista Foundation
The Lowell Berry Foundation
The Wellton Foundation
Robert and Alice Bridges Foundation
The California Endowment
The California Wellness Foundation
Candelaria Fund
The Cleo Foundation
Columbia Foundation
We feel as though your organization, and more particularly, the person who responded, actually cares about our cause. This feeling, this sense of value, is hugely appreciated.

E-MAIL TO ONLINE LIBRARIAN FROM SOUTH AFRICA

S. H. Cowell Foundation
Fleishhacker Foundation
Gaia Fund
The Fred Gellert Family Foundation
The Carl Gellert and Celia Berta Gellert Foundation
The Wallace Alexander Gerbode Foundation
William G. Gilmore Foundation
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 Kimball Foundation
Koret Foundation
The Stanley S. Langendorf Foundation
LEF Foundation
Dean and Margaret Lesher Foundation
The Thomas J. Long Foundation
Louis R. Lurie Foundation
Miranda Lux Foundation
Margoes Foundation
Giles W. and Elise G. Mead Foundation
Caroline and Roxanna Montrose Educational Foundation

Stuart Foundation
The Morris Stulsaft Foundation
Nora Eccles Treadwell Foundation
Trio Foundation
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The Dean Witter Foundation
The Zellerbach Family Foundation

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Pacific Gas and Electric Company
Vodafone-US Foundation
Washington Mutual Foundation
Wells Fargo

Community Foundations
Marin Community Foundation
Peninsula Community Foundation
The San Francisco Foundation
Sonoma County Community Foundation

Public Charities
Agape Foundation
Fund of the Community Foundation Silicon Valley:
  The Skoll Fund
Shinnyo-En Foundation
Social Venture Partners Bay Fund*

Other
California HealthCare Foundation

Washington, DC

Independent Foundations
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Herb Block Foundation*
The Morris and Gwendolyn Cafritz Foundation
The Annie E. Casey Foundation, Inc.
Naomi and Nehemiah Cohen Foundation
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The Max and Victoria Dreyfus Foundation, Inc.
The Edward E. Ford Foundation
John Edward Fowler Memorial Foundation
The Fred Foundation, Inc.
Paul & Annetta Himmelfarb Foundation, Inc.
The Jeness Group

Your Web site is outstanding, not only in terms of information, but functionality, as well.

WEB SITE VISITOR

Jovid Foundation
The Kiplinger Foundation
Helen Sperry Lea Foundation
MARRAT Foundation, Inc.
The J. Willard and Alice S. Marriott Foundation
Mead Family Foundation
Eugene and Agnes E. Meyer Foundation
Morino Institute
Pettus-Crowe Foundation
Howard and Geraldine Polinger Family Foundation
Prince Charitable Trusts
Public Welfare Foundation
Santos Family Foundation
The Summit Fund of Washington
Trellis Fund
Washington Forrest Foundation

Great information, priceless…. I can’t wait to put it to work.

FOUNDATION FUNDRAISING COURSE ATTENDEE (CLEVELAND)

Corporate Donors
Gannett Foundation
The Hitachi Foundation
Mitsubishi Electric America Foundation
The Washington Post Company

Public Charities
The Associated: Jewish Community Federation of Baltimore supporting organization:
  The Bancroft Foundation
Fund of the Community Foundation for the National Capital Region:
  Fannie Mae Foundation Fund*
Consumer Health Foundation

Individuals
Diane and Norman Bernstein
Lois H. and Richard England

Clear, comprehensive, inclusive, helpful, focused.
Thank you!

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The Ahmanson Foundation
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The Louis Calder Foundation
The Hugh and Jane Ferguson Foundation
GE Foundation
D.V. and Ida McEachern Charitable Trust
OneFamily Foundation
Pfizer Inc.
The Pinkerton Foundation
Eulalie Bloedel Schneider Foundation*

I have taken full advantage of your New York City library and the classes provided in the training center. I always feel I have learned something important and relative to proper nonprofit management.
LIBRARY/LEARNING CENTER VISITOR
(NEW YORK)

Philanthropy’s Response to 9/11
ChevronTexaco
Citigroup Foundation
Lumina Foundation for Education

Atlanta Redesign and Renovation
May P. and Francis L. Abreu Charitable Trust*
The AEC Trust
Atlanta Foundation
The Annie E. Casey Foundation, Inc.
Equifax Foundation
Lettie Pate Evans Foundation, Inc.
The Fraser-Parker Foundation
J. B. Fuqua Foundation, Inc.
Georgia Power Foundation, Inc.
Price Gilbert Jr. Charitable Fund
John H. and Wilhelmina D. Harland Charitable Foundation, Inc.
The Ray M. and Mary Elizabeth Lee Foundation, Inc.
Katherine John Murphy Foundation
The Pittilloch Foundation
The Rich Foundation, Inc.
The Rutland Foundation, Inc.*

I learned a great deal of information about the whys and hows of corporate giving. It got me thinking creatively about all the possible options.
INTRODUCTION TO CORPORATE GIVING ATTENDEE
(WASHINGTON, DC)

SunTrust directed funds:
SunTrust Bank Atlanta Foundation
The Florence C. & Harry L. English Memorial Fund
Harriet McDaniel Marshall Trust
Walter H. and Marjory M. Rich Memorial Fund
Tull Charitable Foundation, Inc.
The UPS Foundation
Frances Wood Wilson Foundation, Inc.
David, Helen, and Marian Woodward Fund – Atlanta
Anonymous (2)

Atlanta Office Open House
SunTrust Banks, Inc.

First Steps & Next Steps Program
The Clark Foundation

First Steps Programs
Atlanta Falcons Youth Foundation
Healthcare Georgia Foundation, Inc.*

Special Training Programs
The Arthur M. Blank Family Foundation

Services for People with Disabilities
Milbank Foundation for Rehabilitation
Mitsubishi Electric America Foundation

San Francisco Lending Collection
Philanthropic Ventures Foundation

Your participation was instrumental to the success of the [grants fair and workshop] event!
MEMBER OF CONGRESS (OHIO)

Sponsors

Funding for Health Month
The California Endowment
The California Wellness Foundation
The Center for Nonprofit Advancement’s Benefits Trust
Consumer Health Foundation
Kaiser Permanente of Georgia
Kaiser Permanente Mid-Atlantic Region
Kaiser Permanente Northern California Region
Mount Zion Health Fund*

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Turner Broadcasting System, Inc.
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1978–1983

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LILLY ENDOWMENT, INC.
1975–1977

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THE DAVID AND LUCILE PACKARD FOUNDATION
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Geoffrey Canada
HARLEM CHILDREN’S ZONE, INC.
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John B. Coburn
ST. JAMES’ CHURCH
1969–1972

Dennis A. Collins
THE JAMES IRVINE FOUNDATION
1998–2003

Melvin S. Day
NATIONAL LIBRARY OF MEDICINE
1972–1978

Nelson W. Dittmar, Jr.
COOPER’S & LYBRAND LLP
1988–1998

Humphrey Doerrmann
THE BUSH FOUNDATION
1975–1983

Chaimai Elam
MEHARRY MEDICAL COLLEGE
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CHEMICAL BANK
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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

Chairman 1983–1989

F. Worth Hobbs
ALCOA FOUNDATION
1997–1999

Dorothy A. Johnson
COUNCIL OF MICHIGAN FOUNDATIONS
1985–1992

Geneva B. Johnson
FAMILY SERVICE AMERICA
1991–1994

Otis S. Johnson
SAVANNAH STATE UNIVERSITY
1999–2003

Ingrid Saunders Jones
THE OCOA-COLA FOUNDATION
1999–2001

Eunice Lockhart-Moss
NATIONAL ENDOWMENT FOR THE ARTS
1979–1985

Jing Lyman
ROSENBERG FOUNDATION
1976–1982

Chairman 1981–1982

Margaret E. Mahoney
THE COMMONWEALTH FUND
1977–1983

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

Chairman 1989–1994

Charles H. McTier
ROSENBERG FOUNDATION
1981–2000

Chairman 1994–2000

Steven A. Minter
THE CLEVELAND FOUNDATION
1990–1999

Bruce L. Newman
CHICAGO COMMUNITY TRUST
1976–1981

Douglas X. Patiño
C.S. MOTT FOUNDATION
1976–1981

Chairman 1990–1999

Robert L. Payton
EXXON EDUCATION FOUNDATION
1978–1982

Alan Pifer
CARNEGIE CORPORATION OF NEW YORK
1967–1971

Chairman 1968–1970

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
1983–1992

Gene L. Schwick
THE DANFORTH FOUNDATION
1975–1983

John G. Simon
YALE UNIVERSITY SCHOOL OF LAW

Lorie A. Slutsky
THE NEW YORK COMMUNITY TRUST
1986–1999

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
1966–1974

John R. Whitmore
BESSEMER TRUST COMPANY, N.A.
1981–1990

Colburn S. Wilbur
THE DAVID AND LUCILE PACKARD FOUNDATION
1992–1995

Valleau Wilkie, Jr.
SID 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

Kirke P. Wilson
ROSENBERG FOUNDATION
1982–1991

Rosalie J. Wolf
THE ROCKEFELLER FOUNDATION
1997–2000

William R. Wright
ARTHUR Vining DAVIS FOUNDATIONS
1969–1975

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Daniel Herrick
CHAIRMAN 1983–1989


Chairman 1968–1970

1976–1981

1981–1994

1961–1967


1991–2000

1969–1975

1964–1967


Chairman 1983–1989
## 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, 2004 and 2003, 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 consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Center’s internal control over financial reporting. Accordingly, we express no such opinion. 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, 2004 and 2003, 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 25, 2005

New York, New York

### Balance Sheets December 31, 2004 and 2003

<table>
<thead>
<tr>
<th>Assets</th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$98,478</td>
<td>123,409</td>
</tr>
<tr>
<td>Contributions and other receivables, net of allowance for doubtful accounts (note 2)</td>
<td>2,223,087</td>
<td>2,224,126</td>
</tr>
<tr>
<td>Publications inventory</td>
<td>167,887</td>
<td>197,035</td>
</tr>
<tr>
<td>Investments (note 3)</td>
<td>11,850,120</td>
<td>11,252,100</td>
</tr>
<tr>
<td>Furniture, equipment, and leasehold improvements, at cost, less accumulated depreciation and amortization of $5,980,002 and $5,481,873 in 2004 and 2003, respectively</td>
<td>3,720,800</td>
<td>3,262,413</td>
</tr>
<tr>
<td>Other assets</td>
<td>192,462</td>
<td>98,047</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$18,252,834</strong></td>
<td><strong>17,157,130</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable and accrued expenses</td>
<td>$1,002,478</td>
<td>978,367</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>2,358,575</td>
<td>2,109,853</td>
</tr>
<tr>
<td>Accumulated postretirement benefit obligation (note 4)</td>
<td>1,109,852</td>
<td>944,309</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>4,470,905</strong></td>
<td><strong>4,032,529</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Commitments (note 8)</th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Undesignated</td>
<td>216,707</td>
<td>204,829</td>
</tr>
<tr>
<td>Board-designated for long-term investment (note 5)</td>
<td>6,052,954</td>
<td>5,402,954</td>
</tr>
<tr>
<td>Investment in furniture, equipment, and leasehold improvements</td>
<td>3,720,800</td>
<td>3,262,413</td>
</tr>
<tr>
<td><strong>Total unrestricted</strong></td>
<td><strong>9,990,461</strong></td>
<td><strong>8,870,196</strong></td>
</tr>
<tr>
<td>Temporarily restricted (note 6)</td>
<td>2,177,468</td>
<td>2,640,405</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Net assets:</th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Undesignated</td>
<td>216,707</td>
<td>204,829</td>
</tr>
<tr>
<td>Board-designated for long-term investment (note 5)</td>
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<td>5,402,954</td>
</tr>
<tr>
<td>Investment in furniture, equipment, and leasehold improvements</td>
<td>3,720,800</td>
<td>3,262,413</td>
</tr>
<tr>
<td><strong>Total unrestricted</strong></td>
<td><strong>9,990,461</strong></td>
<td><strong>8,870,196</strong></td>
</tr>
<tr>
<td>Temporarily restricted (note 6)</td>
<td>2,177,468</td>
<td>2,640,405</td>
</tr>
<tr>
<td><strong>Total permanently restricted</strong></td>
<td><strong>1,614,000</strong></td>
<td><strong>1,614,000</strong></td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>13,781,929</strong></td>
<td><strong>13,124,601</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total liabilities and net assets</th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$18,252,834</strong></td>
<td><strong>17,157,130</strong></td>
</tr>
</tbody>
</table>

See accompanying notes to financial statements.
Statements of Changes in Unrestricted Net Assets
Years ended December 31, 2004 and 2003

<table>
<thead>
<tr>
<th>Operating</th>
<th>Nonoperating</th>
<th>Total 2004</th>
<th>Total 2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues and gains:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Foundation and corporate contributions</td>
<td>$2,413,400</td>
<td>—</td>
<td>2,413,400</td>
</tr>
<tr>
<td>Publication revenues</td>
<td>8,398,489</td>
<td>—</td>
<td>8,398,489</td>
</tr>
<tr>
<td>Program service fees</td>
<td>2,055,485</td>
<td>—</td>
<td>2,055,485</td>
</tr>
<tr>
<td>Investment return (note 3)</td>
<td>289,146</td>
<td>609,165</td>
<td>898,311</td>
</tr>
<tr>
<td>Proceeds from insurance recovery</td>
<td>373,956</td>
<td>—</td>
<td>373,956</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>2,817,145</td>
<td>303,716</td>
<td>3,120,861</td>
</tr>
<tr>
<td><strong>Total revenues and gains</strong></td>
<td><strong>16,347,621</strong></td>
<td><strong>912,881</strong></td>
<td><strong>17,260,502</strong></td>
</tr>
</tbody>
</table>

Expenses and losses:

**Program services:**
- Data collection and publications | 6,900,947 | 272,290 | 7,173,237 | 7,240,900 |
- Library/learning centers and other public services | 3,854,477 | 138,054 | 3,992,531 | 3,951,626 |
- Research and other programs | 867,789 | 35,417 | 903,206 | 858,983 |
| **Total program services** | **11,623,213** | **445,761** | **12,068,974** | **12,051,509** |

**Supporting services:**
- Management and general | 3,331,236 | 147,419 | 3,478,655 | 3,493,636 |
- Fund-raising | 445,881 | 22,459 | 468,340 | 512,269 |
| **Total supporting services** | **3,777,117** | **169,878** | **3,946,995** | **4,005,905** |

**Loss on disposal of furniture, equipment, and leasehold improvements** | — | 124,268 | 124,268 | 1,324 |
| **Total expenses and losses** | **15,400,330** | **739,907** | **16,140,237** | **16,058,738** |

**Acquisition of furniture, equipment, and leasehold improvements from operations** | (894,578) | 894,578 | — | — |

**Increase in unrestricted net assets** | $52,713 | 1,067,552 | 1,120,265 | 219,088 |

Statements of Changes in Net Assets
Years ended December 31, 2004 and 2003

<table>
<thead>
<tr>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase in unrestricted net assets</td>
<td>$1,120,265</td>
</tr>
</tbody>
</table>

Changes in temporarily restricted net assets:
- Foundation and corporate contributions | 2,635,976 | 2,981,972 |
- Investment income (note 3) | 21,948 | 16,800 |
| **Net assets released from restrictions:** |
| For operating activities | (2,817,145) | (3,331,398) |
| For capital purposes | (303,716) | (108,963) |
| **Decrease in temporarily restricted net assets** | (462,937) | (441,589) |

**Increase (decrease) in net assets** | 657,328 | (222,501) |
| **Net assets at beginning of year** | 13,124,601 | 13,347,102 |
| **Net assets at end of year** | $13,781,929 | 13,124,601 |

See accompanying notes to financial statements.
## Statements of Cash Flows

Years ended December 31, 2004 and 2003

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash flows from operating activities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Increase (decrease) in net assets</td>
<td>$657,328</td>
<td>(222,501)</td>
</tr>
<tr>
<td>Adjustments to reconcile increase (decrease) in net assets to net cash provided by operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortization</td>
<td>615,639</td>
<td>795,976</td>
</tr>
<tr>
<td>Loss on disposal of furniture, equipment, and leasehold improvements</td>
<td>124,268</td>
<td>1,324</td>
</tr>
<tr>
<td>Net appreciation in fair value of investments</td>
<td>(684,321)</td>
<td>(916,241)</td>
</tr>
<tr>
<td>Changes in operating assets and liabilities, net:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Decrease in contributions and other receivables</td>
<td>1,039</td>
<td>504,976</td>
</tr>
<tr>
<td>Decrease (increase) in publications inventory</td>
<td>29,148</td>
<td>(60,734)</td>
</tr>
<tr>
<td>(Increase) decrease in other assets</td>
<td>(94,415)</td>
<td>21,069</td>
</tr>
<tr>
<td>Increase (decrease) in accounts payable and accrued expenses</td>
<td>24,111</td>
<td>(55,428)</td>
</tr>
<tr>
<td>Increase in deferred revenue</td>
<td>248,722</td>
<td>408,794</td>
</tr>
<tr>
<td>Increase in accumulated postretirement benefit obligation</td>
<td>165,543</td>
<td>138,488</td>
</tr>
<tr>
<td><strong>Net cash provided by operating activities</strong></td>
<td>1,087,062</td>
<td>615,723</td>
</tr>
</tbody>
</table>

|                                |            |            |
| **Cash flows from investing activities:** |            |            |
| Purchase of investments         | (7,657,291)| (21,744,478)|
| Proceeds from sale of investments | 7,743,592 | 21,354,371 |
| Acquisition of furniture, equipment, and leasehold improvements | (1,198,294) | (203,549) |
| **Net cash used in investing activities** | (1,111,993) | (593,656) |

|                                |            |            |
| Net (decrease) increase in cash | (24,931)   | 22,067     |
| Cash at beginning of year       | 123,409    | 101,342    |
| **Cash at end of year**         | $98,478    | 123,409    |

See accompanying notes to financial statements.
Notes to Financial Statements
December 31, 2004 and 2003

(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 strengthen the nonprofit sector by advancing knowledge about U.S. philanthropy. 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 Web site, print and electronic publications, five library/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. Expenses and gains and losses are reported as nonoperating activities in the current year.

(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.

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 appropriated for operations, net assets released from restrictions for capital purposes, depreciation and amortization expense, and other gains or losses are reported as nonoperating activities in the current year.

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 and Other Receivables
Contributions and other receivables consist of the following at December 31, 2004 and 2003:

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions receivable, due to be collected as follows:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Less than one year</td>
<td>$1,389,316</td>
<td>1,773,552</td>
</tr>
<tr>
<td>One to five years</td>
<td>444,338</td>
<td>466,625</td>
</tr>
<tr>
<td>Other receivables</td>
<td>439,433</td>
<td>33,949</td>
</tr>
<tr>
<td>Allowance for doubtful accounts</td>
<td>(50,000)</td>
<td>(50,000)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$2,223,087</td>
<td>2,224,126</td>
</tr>
</tbody>
</table>

(3) Investments
Investments are carried at fair value based upon quoted market prices. Investments at December 31, 2004 and 2003 consist of the following:

<table>
<thead>
<tr>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash equivalents</td>
<td>$3,708,247</td>
</tr>
<tr>
<td>Bonds and notes</td>
<td>2,333,464</td>
</tr>
<tr>
<td>Preferred stocks</td>
<td>5,245,479</td>
</tr>
<tr>
<td><strong>Total investment return</strong></td>
<td>$11,287,190</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 for the years ended December 31, 2004 and 2003 are as follows:

<table>
<thead>
<tr>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest and dividends</td>
<td>$235,938</td>
</tr>
<tr>
<td>Net appreciation in fair value of investments</td>
<td>684,321</td>
</tr>
<tr>
<td><strong>Total investment return</strong></td>
<td>920,259</td>
</tr>
</tbody>
</table>

The following table provides information with respect to the plan as of and for the years ended December 31, 2004 and 2003:

<table>
<thead>
<tr>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accumulated benefit obligation at December 31</td>
<td>$1,408,870</td>
</tr>
<tr>
<td>Unrecognized loss</td>
<td>299,018</td>
</tr>
<tr>
<td><strong>Accrued benefit liability recognized in the balance sheets</strong></td>
<td>$1,109,852</td>
</tr>
<tr>
<td>Net periodic benefit cost</td>
<td>$185,220</td>
</tr>
<tr>
<td>Employer contributions</td>
<td>19,677</td>
</tr>
<tr>
<td>Benefits paid</td>
<td>19,677</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, 2004 and 2003:

<table>
<thead>
<tr>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accumulated benefit obligation at December 31</td>
<td>$1,271,592</td>
</tr>
<tr>
<td>Unrecognized loss</td>
<td>327,283</td>
</tr>
<tr>
<td><strong>Accrued benefit liability recognized in the balance sheets</strong></td>
<td>$944,309</td>
</tr>
<tr>
<td>Net periodic benefit cost</td>
<td>152,040</td>
</tr>
<tr>
<td>Employer contributions</td>
<td>15,234</td>
</tr>
<tr>
<td>Benefits paid</td>
<td>15,234</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></th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weighted average discount rate as of December 31</td>
<td>6.00%</td>
<td>6.25%</td>
</tr>
<tr>
<td>Medical trend rates (applied to net incurred claims)</td>
<td>9% during the year 2004 (and 9.5% in 2003) decreasing to 8.5% during the year 2005 grading to 5.5% by 2011.</td>
<td></td>
</tr>
</tbody>
</table>

The assumption used in the measurement of the Center’s net periodic benefit cost is shown in the following table:

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weighted average discount rate as of December 31</td>
<td>6.25%</td>
<td>6.75%</td>
</tr>
</tbody>
</table>

Assumed health care cost trend rates have a significant effect on the amounts reported for health care plans. A 1% point change in assumed health care cost trend rates would have the following effects on the amounts reported as follows:

<table>
<thead>
<tr>
<th></th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increase</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Decrease</td>
<td>1%</td>
<td>1%</td>
</tr>
</tbody>
</table>

Effect on total service and interest cost $48,516 (36,867) 37,639 (29,058)

Effect on postretirement benefit obligation 345,643 (265,901) 290,566 (226,244)

The Center expects to contribute approximately $26,000 to the plan in 2005. Projected premium payments for each of the next five years and thereafter are as follows:

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>Thereafter through 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>$25,677</td>
<td>28,131</td>
<td>25,957</td>
<td>27,634</td>
<td>30,837</td>
<td>308,438</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$446,674</td>
</tr>
</tbody>
</table>

(5) Board-Designated Amounts for Long-Term Investment
The board of trustees has designated certain amounts for long-term investment. Additional amounts designated in 2004 and 2003 were $650,000 and $800,000, respectively.

(6) Temporarily Restricted Net Assets
Temporarily restricted net assets were available for the following purposes or for future periods at December 31, 2004 and 2003:

<table>
<thead>
<tr>
<th>Purpose</th>
<th>2004</th>
<th>2003</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data collection and publications</td>
<td>$324,625</td>
<td>655,966</td>
</tr>
<tr>
<td>Library/learning centers and other public services</td>
<td>386,143</td>
<td>841,168</td>
</tr>
<tr>
<td>Other programs</td>
<td>28,333</td>
<td>111,971</td>
</tr>
<tr>
<td>Future periods</td>
<td>1,438,367</td>
<td>1,031,300</td>
</tr>
<tr>
<td>Total</td>
<td>$2,177,468</td>
<td>2,640,405</td>
</tr>
</tbody>
</table>

(7) 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, 2004 and 2003 amounted to approximately $745,000 and $721,000, respectively.

(8) 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>2005</td>
<td>$1,636,489</td>
</tr>
<tr>
<td>2006</td>
<td>1,697,134</td>
</tr>
<tr>
<td>2007</td>
<td>1,739,081</td>
</tr>
<tr>
<td>2008</td>
<td>1,758,196</td>
</tr>
<tr>
<td>2009</td>
<td>1,953,775</td>
</tr>
<tr>
<td>Thereafter</td>
<td>11,044,691</td>
</tr>
<tr>
<td>Total</td>
<td>$19,829,366</td>
</tr>
</tbody>
</table>

In connection with the New York lease, the Center maintained a letter of credit in the amount of $400,000 and $200,000 as of December 31, 2004 and 2003, respectively. Rent expense was approximately $1,463,000 and $1,419,000 in 2004 and 2003, respectively.
Credits

Design
Apicella Design

Photography
Steve Hockstein, Harvard Studio, except as noted below
Grantseeker Institute (p. 8): Erin Dey
Teri Lewis (p. 9): Stanley Leary
George Espy (p. 11): Nick Cool, The Image Works
Washington, DC, reception (p. 13): Rick Reinhard
Little Rock, AR, Cooperating Collection (p. 17): Bettye Kerns
East Lansing, MI, Cooperating Collection (p. 18): Paul Coop
Levittown, NY, Cooperating Collection (p. 18): Amy Patalano
Seattle, WA, Cooperating Collection (p. 19): Kirk Blankenship

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