Foundation Center Training
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Oakland Literacy Coalition

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What's the Foundation Center?
- Established in 1956, it's the leading source of information about philanthropy worldwide.
- Cold War investigations into un-American activities led to Congressional investigations into private foundations in the US. At that time private philanthropies really were private. In response, a handful of charities, led by the Carnegie, Corporation, Ford and Rockfeller Foundations and a few others resolve to create greater transparency in philanthropic giving They organize the Foundation Center Library whose goal was to document grantmaking activity. In the early years photocopying of tax returns (the 990 forms) wasn't allowed so FC staffers had to hand-copy grantmaking documentation on12,000 charities to create the first Foundation Directory.
- Today FC has information about more than 108,000 foundations, corporate donors, and grantmaking public charities in the US and more outside the US.

The Oakland Public Library has been a Foundation Center Funding Information Network Partner since 2008. We are among more than 470 libraries and other institutions worldwide in this partnership, Besides OPL, other East Bay libraries that are FIN partners are the Berkeley, Walnut Creek, and Hayward public libraries, the Richmond Community Foundation and in San Francisco there's also the Foundation Center's San Francisco office.

Foundation Center databases are only available at the Main Library, per the terms of our contract. You CAN bring a laptop in and access them via the library's WiFi or on any library PC. How do you find it on our site?
- The easiest thing is to enter the words "Foundation Directory Online" or "Grants to Individuals Online" in our catalog search box.
- Or you can search in Online Services>Online Research and Learning>Online Databases and Online Learning Resources>use the filter box to choose "Grant Resources" and "apply"

Foundation Directory Online
- Power Search is a keyword search, drawing on text from complete entries
  - Using "literacy" as a keyword here and clicking on RFPs we find one from the American Association of School Librarians and a solicitation for letters of inquiry from the RGK Foundation
  - Note that increasingly grantors don't open RFPs but solicit such letters of inquiry that are then reviewed by their boards or committees on a regular schedule. Organizations with promising letters are asking to submit formal applications.
- A better approach than Powersearch is to search Grantmakers or one of the other tabs at the top of the page
- Do this: Grantmakers>Fields of Interest>View Index (FC's controlled vocabulary)
  - Examine the index under "Fields of Interest" and experiment with these

- o Note that "literacy" is not itself an indexed search term
    - ▪ Try "child development, education" or "adult education, literacy, basic skills, GED" or "Education, reading." Experiment with these terms
        - • You can use more than one. The default Boolean operator is OR but you can change it to AND
    - ▪ Add a Geographic Focus, this will tell you if a grantmaker makes grants in your area
- o Look at "Map Grants" and "Chart Grants" These show you where a grantmaker has been making grants and
- o Look at a grantmaker's Form 990 to see where and to whom it's made grants
- o Once you've identified grantmakers who interest you, read their webpages. The grantmaker's website will provide you with the most complete and most up-to-date information about
- • The "Search Companies," for companies with corporate giving programs and "Search Grants" for specific grant programs, are searched similarly
- • Under "Search 990s" you can use a keyword approach to search all the Form 990s in the database to identify grantmakers and corporate donors to identify ones that have made grants to organizations promoting literacy.

Grants to Individuals Online
- • Works similarly to FDO
- • Many fewer grants made to individuals
    - o Find funding for individual education here
    - o For artists

A free and accessible-by-all Foundation Center site is Grantspace at grantspace.org.
- • Here you'll find a wealth of information about grants, grantmaking, non-profit organizations, and much, much more
- • Among their blogs, you can read a 3-part series "Document Checklist for Grant Proposals"
- • It's a busy website. Here are some tips:
    - o Use the tabs across the top
        - ▪ look at "Education"
            - • Videos
            - • Current RFPs
            - • FAQs
            - • Sample documents
        - ▪ look at "Skills"
            - • boards
            - • Q&A
            - • videos (Lisa Hoffman)
        - ▪ look at "Classroom"
            - • Lists FC classes
        - ▪ look at "Tools"

Do you know of any other organizations in your network who might want to hear a presentation about these databases?

Would you attend a hands-on demonstration at OPL?