

Accelerating Nonprofit Success



UNDERSTANDING OC'S 700+ FOUNDATIONS

Julie Holdaway, OneOC

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OneOC

Julie Holdaway

Director, Training & Leadership

jholdaway@OneOC.org

Julie is the Director of Training and Leadership OneOC. Previously she served as the founding Executive Director of San Diego Grantmakers, consulting with foundations and corporations to strengthen philanthropy in the San Diego region. Prior to joining San Diego Grantmakers, Julie served as the Director of Marketing for the Charles & Helen Schwab Foundation in San Francisco, where she managed national programs in education and communications.

Julie attended San Diego State University studying business and art, and earned an MBA from the University of California, Irvine, Merage School of Business. She resides in Huntington Beach with Jonas, a rambunctious 7-year old future philanthropist.



Learning Objectives

- What is a foundation?
- Foundation processes in context
- California and Orange County foundations
- Research, research, research
 - Board, donors and volunteers
 - FDO: Foundation Directory Online
 - Guidestar
 - 990's

Learning Objectives

Luck is what happens when preparation meets opportunity.

- Seneca (5 BC – 65 AD)

Where Nonprofit Contributions Come From

- Individuals 75.6%
- Foundations 12.4%
- Bequests 7.8%
- Corporations 5.6%

Where the Nonprofit Dollars Come From

Dues, Fees, and Charges 37.5%

Government 31.3%

Private Contributions 19.9%

Other Revenue 11.4%



2009
\$303.75 billion
(Giving USA 2010)

Giving in the U.S.

2009

\$303.75 billion in giving in the U.S.

Where the dollars come from:

- Individuals 75.6%
- **Foundations 12.4%**
- Bequests 7.8%
- Corporations 5.6%

(Giving USA 2010)

Giving in the U.S.

2009

\$303.75 billion in giving in the U.S.

Where the dollars come from:

- Individuals 75.6%
- **Foundations** **12.4%** (2.5% all nonprofit revenue)
- Bequests 7.8%
- Corporations 5.6%

(Giving USA 2010)

Where the Nonprofit Dollars Go

- Religion 36%
- **Education** 15%
- Unallocated 7%
- Foundations 10%
- **Health** 9%
- **Human Services** 8%
- Arts and Culture 6%
- Public and Social Benefit 5%
- Environment and Wildlife 3%
- International Affairs 2%

Where the Nonprofit Dollars Go

- 25% of OC foundations made grants supporting arts & humanities
- 37% made human services grants
- 19% made grants to OC hospitals
- 37% made grants to colleges and universities
 - UC system, particularly UC Irvine
 - USC
 - Chapman
 - Stanford
 - Cal State Fullerton

So Why Foundations?



Types of Foundations

- **Community Foundations**
Associated with a specific community—geographical, cultural, demographics, professional, etc—giving and accountability responsibility of foundation. Donors designate charities or advise the Board as to which charities they wish to support.
 - Donor-advised fund is a charitable giving vehicle administered by a third party and created for the purpose of managing charitable donations on behalf of an organization, family, or individual.
- **Independent Foundations**
Private foundation run independently of a family or corporation.
- **Family Foundations**
Creating a foundation allows families to retain personal control and flexibility over charitable giving. Generally, legacy and control important.
- **Operating Foundations**
Establishing an operating foundation allows donors to closely direct the charitable activities. Private operating foundations are not primarily grantmaking entities, rather they operate facilities or institutions devoted to a specific charitable activity as determined by the donors.
- **Corporate Foundation**
Giving organization launched by corporation but a completely separate entity. Accountable to all foundation laws and regulations, as opposed to corporate giving programs which do not have the same standards.
- **Giving Circles**
Joining or forming a giving circle provides a hands-on opportunity to collaborate with others and practice philanthropy collaboratively. Donors pool their funds for the purposes of joint-decision grantmaking.

Foundation Vital Stats

- 2% of foundations have assets over \$50 million
- 62% of foundations have assets under \$1 million (63% in OC)
- 63% of small foundations have a CEO (paid or unpaid); half are family
- Average board size is 5 to 6 members

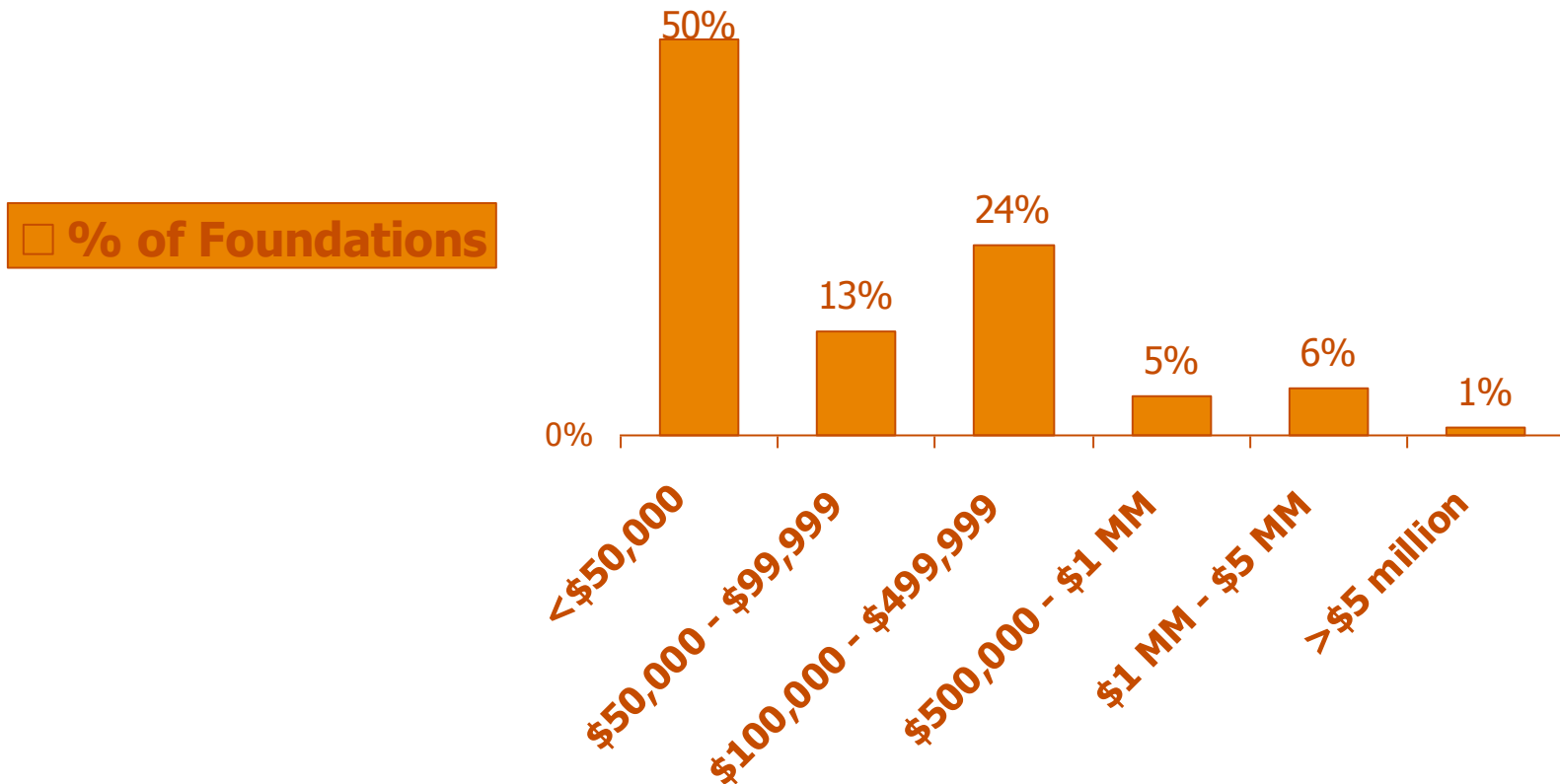
Types of Foundations

	No.	Assets	Giving
○ Community	1%	7%	9%
○ Independent	88%	76%	65%
○ Operating	9%	15%	6%
○ Corporate	2%	2%	10%

Payout: what is payout?



Payout: what is payout?



What's the near future hold?

According to Foundation Center survey “Modest growth likely in 2011 and 2012, despite lag in assets”

New York, NY — April 2011. The country's more than 76,000 grantmaking foundations gave an estimated \$45.7 billion in 2010, virtually unchanged from 2009. .. 2010 giving remained just 2.1% below the record high of \$46.8 billion awarded by foundations in 2008, despite the fact that foundation assets were still close to 10% below their 2007 peak.

Survey findings suggest that 2011 foundation giving will grow between 2 and 4%, which could propel it past the 2008 record level.

Foundation Capacity

California Foundations Trends & Patterns 2004



Center on Philanthropy and Public Policy
University of Southern California
James M. Ferris

OC Foundations '99-'04

Scale

- 486 grantmaking foundations
- \$1.89 billion in assets
12% increase in assets
(3.7% decrease in constant dollars)
- \$173.3 in total giving
58% increase in giving
(37% decrease in constant dollars)

OC Foundations '99-'04

Majority of foundations are located in central and coastal Orange County

Newport Bch	23%	Laguna Bch	5%
Irvine	14%	Huntington Bch	5%
Santa Ana	7%	Costa Mesa	4%
Anaheim	6%	Fullerton	4%

OC Foundations '99-'04

Growth

- 66% increase in foundation numbers
- 81% OC foundations have been established since 1990 and account for 42% of assets
 - 72% CA foundations have established since 1990 and account for 34% of assets
- 91% OC foundations have been established since 1980 and account for 59% of assets
 - 87% CA foundations have established since 1980 and account for 45% of assets

Number of Foundations 2004

Top Ten CA Counties

1. Los Angeles (2,141)
2. San Francisco (713)
3. Santa Clara (489)
4. Orange (486)
5. San Diego (473)
6. San Mateo (245)
7. Alameda (206)
8. Santa Barbara (180)
9. Marin (169)
10. Contra Costa (151)

Mean: 108

Median: 15

Foundation Giving 2004

Top Ten CA Counties (\$ in millions)

1. Los Angeles (\$1,247)
2. San Francisco (\$810)
3. San Mateo (\$540)
4. Santa Clara (\$532)
5. Orange (\$173)
6. San Diego (\$142)
7. Alameda (\$107)
8. Santa Barbara (\$107)
9. Marin (\$97)
10. Contra Costa (\$49)

Mean: \$69

Median: \$1.68

Grant Dollars Received Top Ten CA Counties

Per Capita 2004

1. San Francisco (\$520)
2. Marin (\$140)
3. Alameda (\$112)
4. Monterey (\$108)
5. Santa Clara (\$89)
6. San Mateo (\$82)
7. Santa Barbara (\$66)
8. Shasta (\$64)
9. Yolo (\$62)
10. Los Angeles (\$61)

Mean: \$33

Median: \$12

Grant Dollars Received Top Ten CA Counties

Per Capita 2004

1. San Francisco (\$520)
2. Marin (\$140)
3. Alameda (\$112)
4. Monterey (\$108)
5. Santa Clara (\$89)
6. San Mateo (\$82)
7. Santa Barbara (\$66)
8. Shasta (\$64)
9. Yolo (\$62)
10. Los Angeles (\$61)
26. OC (\$15.17)

Mean: \$33

Median: \$12

Grant Dollars Received Top Ten CA Counties

Per Nonprofit 2004

1. San Francisco (\$182,065)
2. Monterey (\$99,778)
3. Santa Clara (\$78,752)
4. Alameda (\$74,228)
5. San Mateo (\$68,695)
6. Los Angeles (\$66,691)
7. Shasta (\$58,759)
8. Sacramento (\$46,702)
9. Marin (\$44,771)
10. Yolo (\$43,744)
22. OC (\$16K)

Mean: \$22,309

Median: \$11,174

Top OC Foundations—by assets

	Foundation Name	Dollar Amount
1.	Arnold & Mabel Beckman Foundation	\$450,605,808
2.	Gross Family Foundation	219,582,664
3.	Orange County Community Foundation	101,402,000
4.	The Argyros Foundation	113,734,557
5.	The Crean Foundation	71,481,471
6.	A. Gary Anderson Family Foundation	66,705,056
7.	Swenson Family Foundation	58,484,052
8.	Pacific Life Foundation	54,080,227
9.	James L. Stamps Foundation	29,290,008
10.	Evalyn M. Bauer Foundation	27,436,554

Foundation Center (2009 IRS 990 data)

Top OC Foundations—by giving

Foundation Name	Dollar Amount
1. Marisla Foundation	\$34,792,400
2. Arnold & Mabel Beckman Foundation	28,908,930
3. Orange County Community Foundation	21,272,000
4. Open Doors International	18,414,518
5. Gross Family Foundation	12,412,528
6. The Argyros Foundation	9,907,251
7. The Crean Foundation	4,964,840
8. Samueli Foundation	1,250,264
9. Fluor Foundation	4,210,868
10. A. Gary Anderson Family Foundation	3,584,885

Foundation Center (2009 IRS 990 data)

Doing Your Homework

#1 Foundation Pet Peeve: nonprofits who do not research

- **Chronicle of Philanthropy** www.philanthropy.com
Top journal in the field and links to various resources.
- **The Foundation Center**, www.fdncenter.org
Houses several online directories to foundations and provides online courses in grantwriting.
- **Guidestar**, www.guidestar.org
Contains a searchable database of more than 640,000 nonprofit organizations nationwide, including foundations. An excellent resource for legal and financial data.

Questions?





Julie Holdaway

Director, Training and Leadership

(714) 953-5757 x.146

jholdaway@OneOC.org