



A FUNDRAISING PRIMER FOR REGIONAL NETWORKS

[Abstract](#)

A primer to help regional networks design and implement a fundraising plan

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Document Purpose

This document is a primer to help regional networks design and implement a fundraising plan. The primer includes guidance for getting started, fundraising strategy ideas, practical fundraising tips, and a foundation inventory. Innovation Networks for Communities created this document with support from the Summit and Surdna Foundations.

Create a Budget

There is no single fundraising business model for a network to follow. Instead, a network must be opportunistic and creative when assessing how to meet financial needs. The first task a network needs to address is creating a clear budget to understand what the networks funding needs. Most networks have four similar cost categories to support foundational network operations. These categories are described in details in the book [Connecting to Change the World: Harnessing the Power of Networks for Social Impact](#)¹ and are summarized below:

1. **Convening** includes the travel expenses, meeting space, food and lodging, meeting facilitation, and materials involved in bringing members together face to face.
2. **Coordination** involves a nonmember to conduct of network logistics like calls, calendars, and meetings. As a network matures staffing needs to also support higher-skill operational and strategic management tasks, as well as accounting and other necessary services. While new networks can function with members volunteering to perform these tasks, it is important to acquire staff support as the network grows so members can participate more meaningfully in network activities.
3. **Communicating** includes tools and activities to connect members with each other such as websites, document sharing tools, newsletters, and/or case studies. As with staffing, communication costs can be minimized when a network is new, but will need to be addressed as the network becomes more established and complex.
4. **Collaboration Projects** include activities for members to learn together and/or produce collective outcomes such as advocacy activities, research, and multi-member implementation projects.

Evaluate Network Revenue Options

The following table adapted from [Connecting to Change the World: Harnessing the Power of Networks for Social Impact](#) describes different funding sources that can be utilized to finance network expenses. Long term financial sustainability of a network requires multiple revenue sources that may shift and evolve over time.

Sources of Social-Impact Network Revenue
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¹ Plastrik, P., Taylor, M., & Cleveland, J. (2014). [Connecting to Change the World: Harnessing the Power of Networks for Social Impact](#). Island Press.

Revenue Source	Application Within a Network
Foundation Grants	Much has been written about how to raise money from foundations. In general, it's easier to obtain funding from philanthropists for projects rather than operations, because they want to have impact, not just build capacity. However, more and more foundations are looking to networks to produce a collective impact that cannot be matched by the single organizations they traditionally fund. This makes them more willing to pay for operations.
Member dues or fees	Asking members to pay dues tests how much importance they place on being in the network. This can be a high hurdle in the beginning, when it's not yet obvious to members that being in the network will generate value for them or their organization. It makes sense, though, that at least a small portion of a network's budget should come from its members - instead of relying entirely on outside funding. Having member dues also shows potential funders that the members "have some skin in the game." Some networks start off with dues (sometimes on a sliding scale), while others introduce dues only after the network's value has been established.
Sponsorships	Some networks turn to outside entities, particularly corporations, to sponsor some of their activities, such as annual meetings, websites, and publications. A potential sponsor is interested in obtaining favorable visibility with network members or enhancing its public brand by associating with the network. For some networks, sponsorships may be problematic because of the potential perception that the network has been "bought" by the sponsor.
Partnering	Developing projects with outside entities allows a network to tap their expertise and in-kind services. Networks and partners can generate proposals together, often bringing in enough resource for both parties.
Government grants or contracts	Some government agencies will fund network development or projects if the network's efforts are aligned with the agency's goals and programs. As with foundations, most agencies will want their funding to achieve impact, not just build capacity.
Crowdfunding	Fundraising websites such as Kickstarter.com or NationBuilder.com can be used to promote your cause and raise donations from online communities. These new tools are drawing more and more attention, but using social media channels alone for fundraising will not be as effective as making them a part of a strategy that includes the traditional fundraising techniques. (Kanter and Fine, <i>The Networked Nonprofit</i> , 140)
Earned income for services and products	In theory, a social-impact network can produce value for customers and collect revenue, though not many examples of this exist.

A Closer Look at Three Revenue Options

Member Dues

Asking members to contribute financially to the network through dues is a strategy that can provide a base layer of funding to ensure financial sustainability over time. Additionally, having a base layer of funding from member dues can be a powerful leverage point for accessing other resources like foundation grants because it shows your members have skin in the game.

The most essential question to ask when considering assessing member dues is “*Are members getting enough out of this network to be willing to make a financial contribution?*” When the answer to this question is yes pursue the strategies below to further explore instituting network dues.

Understand what membership means: Create a committee to establish membership guidelines that describe member benefits, expectations, and requirements. If you pursue dues, incorporate information about network dues into the membership guidelines document. Read the [Regional Network Best Practice Workbook](#) [Membership Guidelines Worksheet](#) so your team thinks through membership guidelines.

Make an estimate: Many network members may already be providing in-kind resources such as paying their costs to drive to a convening or for their meal during meetings. Estimate the value of these in-kind contributions. You want to estimate the hard costs that may be transferable from a member’s travel budget to their dues line item. Although member time is valuable, it is not a hard cost so do not include it in your estimate. The purpose of this exercise is to estimate a value your members are already contributing informally to help make the case to the membership to shift that contribution to a formal dues paying contribution.

Ask members what they think: Consider asking your members through a network survey, during an annual meeting conversation, and/or through one on one outreach if they would be willing to contribute dues and at what amount. A survey allows you to reach a wide range of members and collect dollar figures to aid in estimates. A group conversation at the annual meeting allows members to hear what their peers think about the idea. Personalized one on one outreach allows you to engage in an exchange of listening to your members thoughts while sharing your rationale for considering dues.

Test it out: Pilot member dues for a year to see if it works. Make sure to focus on clearly communicating to members what you are testing out and why. If they experience value in the network and understand why you are testing dues they are regarding the timing and payments to allow members to budget accordingly.

Manage member money wisely: In order to receive dues you will need to have an organization prepared to receive the funds. Fiscal sponsors can serve as this entity for your network in exchange for paying an administrative fee that typically ranges from 8%-15% of total funds raised. Organizations with total annual revenue under \$100,000 often find that paying a fiscal sponsor fee is more cost effective than creating their own 501(c)3 and hiring for the administrative and accounting expertise necessary for receiving managing. Two fiscal sponsor organizations willing to work with USDN Partner Regional Networks include:

- Global Philanthropy Partnership (USDN’s fiscal sponsor): April Donnellan; april@global-philanthropy.org
- Chalice Oak Foundation (SSDN’s fiscal sponsor): Krista Webber; executivedirector@chaliceoak.org

Consider Scholarships: Consider raising a pool of money from funders or other member contributions to support members who cannot pay dues but give back in tangible ways beyond basic membership requirements. Ways to do that in USDN are:

- Lead a USDN committee or user group
- Attract financial resources greater than their dues to support activities of USDN
- or a regional network
- Produce a product related to one of the annual innovation priorities that benefits
- other members, such as a scan of best practices
- Regularly contribute new content to the USDN website
- Other actions that peer USDN members value

Foundation Grants

Value must be consistently and compellingly shown to funders so they can watch their investments grow and understand the point of what they are helping build. Documenting member impact, developing an annual strategic plan, and having members involved in this process are all very important steps to take before approaching a potential investor. Once your network has clarity on the value you offer to funders consider the strategies below:

Write your network story: Articulate who your network is and why it's worth investing in by writing a Funders Brief document. Writing a concise and compelling Funders Brief prepares your network to paint a picture of why a contribution to the network will help funders achieve their goals. The Funders Brief document should evolve and shift depending on who you are engaging and what is important to them. Research the funder's goals online to understand who they have funded in the past and what types of activities they've funded in the past. This preparatory research will help you identify if your network has shared goals with the funder which you can then illustrate in the Funders Brief. The overall purpose is to communicate: who you are, the purpose and vision of your network, exciting successes your members have achieved through your network, and what your network would like to accomplish with additional support.

Think like a funder: A special role funders typically play includes translating investment worthy complex problems and strategies to their donors. This translation skill is a very important bridge between practitioners who can get lost in technical jargon and the general public who need to understand the big picture. Save funders time by translating the big picture of your work for them. Not only will it help them connect the dots for their donors but the big picture of what your network does is likely more inspiring than the day to day needs and activities of your network. Remember a lot of funders equate big picture with direct impacts so start thinking now about how you track and demonstrate this impact.

Build relationships: The people who work at foundations are people with goals and inspirations; invest time in getting to know these individuals. You have to learn about what the funder's framework and goals are and figure out how what your network is about might be a good fit for them. If you let the funder try to figure out the fit, since they don't know enough about what the network is, does, or could do, they are likely to not see a fit and reject the possibility of funding without deeper consideration and dialogue. Even if there isn't a direct funding fit now the relationship may blossom into unknown opportunities for you both over time. Here are some tips for creating and exploring relationships with funders.

- **Get an introduction.** There are usually only a few degrees of separation between professionals orbiting in the same professional spheres like policy and sustainability. Use the power of your network to find an existing connection and ask to be introduced.
- **Keep in touch.** Once you've established a relationship, maintain that connection by reaching out and sharing interesting information you think they may find helpful or ask questions to maintain a current understanding of what their foundation goals are. Consider reaching out to maintain these relationships on a quarterly basis.
- **Invite them to attend your annual meeting.** Funders can feel removed from the on the ground and pressing issues for people working in local policy implementation. Give funders the opportunity to hear the conversations of your members. This offers them a valuable perspective that may help them with their work.
- **Offer to add them to your newsletter or case studies distribution list.** Funders rely on others to keep their finger on the pulse of what the issues and needs are of people in implementation roles. Sharing

printed materials with funders helps them maintain a current perspective on the landscape of issues at the local level.

Leverage Accessible Resources

Many regional networks share membership with USDN which has multiple grant programs that regional networks may want to pursue to support collaborative network activities.

USDN Innovation Fund: The USDN Innovation Fund defines innovation as: “...the development or scaling of a new way to solve a problem in urban sustainability.” An innovation could be a policy, practice, tool, program, performance standard, or organizational model.

In 2014 the USDN Innovation Fund offered a competitive RFP specifically for regional network collaboration projects dealing with adaptation and resilience planning and/or implementation activities. In 2015 the fund offered a competitive RFP for regional networks to disseminate Innovation Fund products and implement multi-city innovation adoption projects. In the 2016, the USDN Innovation Fund continues to prioritize regional networks through their strategic plan goal to: continue testing and investing in dissemination of innovation fund products. Consider engaging with the USDN members in your Regional Network to identify an opportunity to pursue an innovation fund grant. Ideas to consider aligning your network funding needs with the USDN Innovation Fund:

- Use your annual meeting as a showcase and/or conduct a workshop to disseminate Innovation Fund Products.
- Identify collaboration projects that multiple member in your network highly prioritize.

Key project elements include:

- Collaboration of four or more USDN core members
- Developing or scaling an innovation
- Between \$25,000 and \$95,000

USDN Peer Learning Exchange: The USDN Peer Learning Exchange Grant offers up to \$5,000 grants to support peer exchanges. The grant supports USDN members to get together to share/teach/learn about a highly specific practice in one of the cities so the other community(ies) can adopt it. There are three types of peer exchange:

- **Best Practice Dissemination:** Collaborative work to deeply share a member’s policy/practice with one or more peers who are ready to adapt it. Ex. Staff from Bloomington traveled to Fort Collins to learn from the FortZED project about district energy and other innovations for a Certified Technology Park. See their proposal in Appendix A.
- **Peer Review:** Critical assessments of and/or recommendations for a member’s selected policy/program by one or more peers. Ex. Staff from Boston, Philadelphia, San Francisco, and Vancouver traveled to Los Angeles to provide a peer review of their draft sustainability plan. See their proposal in Appendix B.
- **In-Depth Exchanges:** Detailed discussions between two or more members to deeply explore several shared priority topics, creating value for all participants. Ex. Two Portland OR sustainability staff visited counterparts in Boulder to pursue a short list of go-deep topics on which they could exchange value.

Partners for Places: Connect members to the Partners for Places fund to access implementation based grant funds. USDN and the [Funders' Network](#) have partnered to create [Partners for Places](#), which is a collaborative matching grant program that connects local government and philanthropy to invest in sustainability projects that promote a healthy environment, a strong economy and well-being for all residents. Partners for Places connects local government sustainability leaders with the local funding community, leveraging resources and expertise that make our urban areas more prosperous, livable and vibrant for all residents. Project examples include:

- Binghamton, NY: \$50,000 to promote energy efficiency retrofits and to develop a task force to coordinate community engagement in the implementation of Binghamton’s Energy and Climate Action Plan (in partnership with the Stewart W. and Willma C. Hoyt Foundation)
- Chattanooga, TN: \$65,000 to integrate a mobile market system/pilot of delivering fresh and locally grown produce to low-income families (in partnership with the Benwood Foundation).
- Salt Lake City, UT: \$25,000 to fund Clean Air Neighborhoods, a neighborhood-based social marketing campaign to help individuals negotiate barriers to alternative transportation (with the Community Foundation of Utah and other partners).

California Funder Inventory

This is an inventory of foundations that that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network’s research.

Top Giving Foundations in California

- [The William and Flora Hewlett Foundation](#)
- [The David and Lucille Packard Foundation](#)
- [The California Endowment](#)
- [The Energy Foundation](#)
- [The Marisla Foundation](#)
- [The Haas Junior Foundation](#)
- [Pg&E Foundation](#)

California Community Foundations

Community Foundations are place based funders who may be interested in sustainability activities of your member communities and/or your network. Consider pursuing funding for your annual meeting from foundations in the annual meeting host community. Community foundations may also be willing to provide meeting space at no cost as an in-kind contribution to your network.

Community Foundations in Member Communities	
Member Communities	Community Foundations
Berkeley	Berkeley Community Fund
Hayward (Alameda County)	The East Bay Community Foundation
Oakland (Alameda County)	Horizons Foundation
Los Angeles	California Community Foundation
Santa Monica	Orange County Community Foundation

Manhattan Beach (LA County)	
Marin County	Horizons Foundation Marin Community Foundation The San Francisco Foundation
Palo Alto (Santa Clara County) San Jose (Santa Clara County)	Horizons Foundation Silicon Valley Community Foundation
Richmond (Contra Costa County)	The East Bay Community Foundation Horizons Foundation
San Diego (San Diego County) Chula Vista (San Diego County)	Coastal Community Foundation San Diego Foundation for Change The San Diego Foundation
San Francisco	The San Francisco Foundation
Santa Barbara Goleta (Santa Barbara County)	Santa Barbara Foundation Fund for Santa Barbara, Inc.
Greater California	Community Technology Foundation of California

Great Lakes Funder Inventory

This is an inventory of foundations that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network's research.

Top Giving Foundations in Great Lakes Region

<u>Foundation</u>	<u>Location</u>	<u>Giving Focus</u>
The Joyce Foundation	Great Lakes region	Energy efficiency and water restoration
Crown Family Philanthropies	Chicago and Great Lakes	Climate Change, Clean Energy, Water
Waste Management Charitable Giving	Great Lakes region, National	Environmental preservation
Great Lakes Protection Fund	Great Lakes Region	Protection of Great Lakes Ecosystem
SC Johnson Fund	Wisconsin & Great Lakes region	Environment & Sustainability
Alliant Energy Foundation	Wisconsin & Michigan	Environmental preservation
Herzfeld Foundation	Wisconsin	Civic improvements – community gardens
Harley Davidson Foundation	Milwaukee & Chicago	Neighborhood Revitalization & Sustainability

<u>McKnight Foundation</u>	Minnesota	Sustainable regional dev't, alt. transit
<u>McKnight Foundation</u>	Minnesota	Midwest Climate & Energy
<u>Bush Foundation</u>	Minnesota	Innovation & Equity
<u>Frey Foundation</u>	Western Michigan	Land & water conservation
<u>Charles S. Mott Foundation</u>	Michigan, National	Climate Change, Sustainable Investing, Water Conservation
<u>Wege Foundation</u>	Great Lakes & Grand Rapids	Water Conservation, Environmental Educ.
<u>Hudson Webber Foundation</u>	Detroit	Parks, Open Space, Sustainable Urban Revitalization
<u>Great Lakes Fishery Trust</u>	Great Lakes region	Ecosystem Health and Water Conserv.
<u>Kresge Foundation</u>	Michigan, National	Climate resiliency
<u>George Gund Foundation</u>	NE Ohio, Lake Erie region	Water Conserv. Smart Growth, Envir.

Great Lakes Region Community Foundations

Community Foundations are place based funders who may be interested in sustainability activities of your member communities and/or your network. Consider pursuing funding for your annual meeting from foundations in the annual meeting host community. Community foundations may also be willing to provide meeting space at no cost as an in-kind contribution to your network.

<u>Community Foundations in Member Communities</u>		
<u>Member Communities</u>	<u>Community Foundations</u>	<u>Giving Focus</u>
Minneapolis	<u>Minneapolis Foundation</u>	Equity
Evanston	<u>Evanston Foundation</u>	Climate Change
Greater Milwaukee	<u>Greater Milwaukee Foundation</u>	Equity
Northeast OH, Southeast MI, Toledo	<u>Toledo Community Foundation</u>	Clean Energy, Environmental Educ.
Columbus, OH	<u>Columbus Foundation</u>	Urban Agriculture, Green Space

Heartland Funder Inventory

This is an inventory of foundations that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network's research.

Top Giving Foundations in Heartland Region

<u>Foundation</u>	<u>Location</u>	<u>Giving Focus</u>
<u>Vermeer Foundation</u>	Iowa	Environmental conservation
<u>Kansas Health Foundation</u>	Kansas	Healthy Living, Local Food & Agriculture
<u>Sunflower Foundation</u>	Kansas	Healthy, Active Living, Healthy Food
<u>Koch Family Foundation</u>	Kansas	Market-based Envir. Improvement Efforts
<u>Inasmuch Foundation</u>	Oklahoma	Environmental Conservation
<u>Kirkpatrick Family Fund</u>	Oklahoma	Environment, Beautification
<u>Kirkpatrick Foundation</u>	Oklahoma	Preserving natural & built environments
<u>Cooper Foundation</u>	Lincoln, NE	Environmental Conservation
<u>Missouri American Water Fdtn</u>	Missouri	Water quality and conservation
<u>Missouri Environmental Fund</u>	Missouri	Variety of Environ. Efforts & Groups

Heartland Region Community Foundations

Community Foundations are place based funders who may be interested in sustainability activities of your member communities and/or your network. Consider pursuing funding for your annual meeting from foundations in the annual meeting host community. Community foundations may also be willing to provide meeting space at no cost as an in-kind contribution to your network.

<u>Community Foundations in Member Communities</u>		
<u>Member Communities</u>	<u>Community Foundations</u>	<u>Giving Focus</u>
St. Louis	<u>Greater St. Louis Comm Fdtn</u>	Environmental Conservation
Springfield, MO / Ozarks	<u>Community Foundation of the Ozarks</u>	Environment, Local Food, Built Environ.
Lawrence/Douglas Co., KS	<u>Douglas County Community Foundation</u>	Environmental Conservation
Greater Kansas City, KS/MO	<u>Greater Kansas City Comm Fdtn</u>	Local Food and Sustainable Agric.
Des Moines, IA	<u>Comm Fdtn of the Great River Bend (O)</u>	Organizational Capacity Building

Dubuque, IA	Comm Fdtn of Greater Dubuque (O)	Organizational Capacity Building
Iowa City/Johnson Co., IA	Comm Fdtn of Johnson County	Environmental Conservation
Oklahoma	Communities Foundation of Oklahoma	General Community Improvement
Brookings, SD	Brookings Foundation	Unrestricted Funds

MGC Funder Inventory

This is an inventory of foundations that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network's research.

Top Giving Foundations in Michigan

<u>Foundation</u>	<u>Location</u>	<u>Giving Focus</u>
Frey Foundation	Western Michigan	Land & water conservation
Charles S. Mott Foundation	Michigan, National	Climate Change, Sustainable Investing, Water Conservation
Wege Foundation	Great Lakes & Grand Rapids	Water Conservation, Environmental Educ.
Hudson Webber Foundation	Detroit	Parks, Open Space, Sustainable Urban Revitalization
Great Lakes Fishery Trust	Great Lakes region	Ecosystem Health and Water Conserv.
Kresge Foundation	Michigan, National	Climate resiliency
Great Lakes Protection Fund	Great Lakes Region	Protection of Great Lakes Ecosystem

Michigan Community Foundations

Community Foundations are place based funders who may be interested in sustainability activities of your member communities and/or your network. Consider pursuing funding for your annual meeting from foundations in the annual meeting host community. Community foundations may also be willing to provide meeting space at no cost as an in-kind contribution to your network.

<u>Community Foundations in Member Communities</u>		
<u>Member Communities</u>	<u>Community Foundations</u>	<u>Giving Focus</u>
Grand Rapids	Grand Rapids Community Foundation	Open Space, Greenways, Conservation

Ann Arbor	<u>Ann Arbor Community Foundation</u>	Envir. Conservation
Detroit and Southeast Michigan	<u>Community Foundation for Southeast MI</u>	Alternative Transit, Healthy Communities

NEMSN Funder Inventory

This is an inventory of foundations that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network's research.

Top Giving Foundations in New England

<u>Foundation</u>	<u>Location</u>	<u>Giving Focus</u>
<u>Tremaine Foundation</u>	Connecticut, National	Climate Change, Policy, Integrated Community Benefits
<u>Newman's Own Foundation</u>	Connecticut, National	Fresh, Healthy Food Access, Sust. Agric.
<u>Island Foundation</u>	Maine, Rhode Island, SE Mass.	Coastal Conservation
<u>New England Grassroots Envir. Fund</u>	New England	Climate Change, Energy, Food, Local Economies, Water
<u>John Merck Fund</u>	New England	Ecosystem Health and Water Conserv.
<u>Massachusetts Envir. Trust</u>	Massachusetts	Water Conservation
<u>Rhode Island Dept. of Envir. Mgt.</u>	Rhode Island	Open Space, Greenways
<u>Acadia Institute</u>	New England	Clean Energy, Transit Energy Efficiency
<u>Barr Foundation</u>	Massachusetts / Boston	Climate Change, Smart Growth & Transit
<u>Ben & Jerry's Foundation</u>	Vermont, National	Envir. Justice, Capacity Building, Sustainable Food
<u>Lintilhac Foundation</u>	Vermont	Land Use, Equity, Renewables, Water
<u>The Woodstock Foundation</u>	Vermont	Conservation, Sustainable Land Use
<u>Upper CT River Enhancement Fund</u>	New Hampshire	River Restoration and Protection

<u>Oak Foundation</u>	Maine, National	Climate Change, Marine Conservation
<u>Stephen & Tabitha King Foundation</u>	Maine	Underlying Causes Environmental
<u>Davis Conservation Foundation</u>	Maine, New England	Environmental Conservation
<u>Horizon Foundation</u>	Maine	Environ. Education & Conservation
<u>The Catalyst Fund</u>	Maine	Environmental Conservation & Educ.
<u>John Sage Foundation</u>	Maine	Natural Conservation, Comm. Gardens, etc.
<u>Libra Foundation</u>	Maine	Environmental Conservation
<u>Unity Foundation (O)</u>	Maine	Capacity Building, Leadership, Board

New England Community Foundations

Community Foundations are place based funders who may be interested in sustainability activities of your member communities and/or your network. Consider pursuing funding for your annual meeting from foundations in the annual meeting host community. Community foundations may also be willing to provide meeting space at no cost as an in-kind contribution to your network.

<u>Community Foundations in Member Communities</u>		
<u>Member Communities</u>	<u>Community Foundations</u>	<u>Giving Focus</u>
Groton, CT / Eastern CT	<u>Community Foundation of Eastern CT</u>	Envir. Conservation & Education
Fairfield, CT	<u>Fairfield Co. Community Foundation</u>	Water Quality & Conservation
Greater Rhode Island	<u>Rhode Island Foundation</u>	Food, Energy, Transportation, etc.
Greater Vermont	<u>Vermont Community Foundation</u>	Local Food, Sustainability, Land Conservation
Greater New Hampshire	<u>New Hampshire Charitable Fdtn</u>	Environment, Water
Greater Maine	<u>Maine Community Foundation (O)</u>	Capacity Building, New Program Dev't
Greater Maine	<u>Maine Community Foundation</u>	Energy Efficiency & Historic Preservation

OKI Funder Inventory

This is an inventory of foundations that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network's research.

Top Giving Foundations in Ohio, Kentucky & Indiana

<u>Foundation</u>	<u>Location</u>	<u>Giving Focus</u>
<u>George Gund Foundation</u>	NE Ohio, Lake Erie region	Water Conserv. Smart Growth, Envir.
<u>LG&E and KU Foundation</u>	Kentucky	Environmental Conservation
<u>Miller Family Foundation</u>	Louisville, KY	Improving the Environment
<u>Nina Mason Pulliam Trust (O)</u>	Indianapolis, IN	Environmental Conservation & Educ.
<u>NiSource Charitable Foundation</u>	Indiana	Environmental & Energy Sustainability
<u>The Clowes Fund (O)</u>	Indianapolis, IN	Promote appreciation of Natural Environ.

Ohio, Kentucky & Indiana Community Foundations

Community Foundations are place based funders who may be interested in sustainability activities of your member communities and/or your network. Consider pursuing funding for your annual meeting from foundations in the annual meeting host community. Community foundations may also be willing to provide meeting space at no cost as an in-kind contribution to your network.

<u>Community Foundations in Member Communities</u>		
<u>Member Communities</u>	<u>Community Foundations</u>	<u>Giving Focus</u>
Northeast OH, Southeast MI, Toledo	<u>Toledo Community Foundation</u>	Clean Energy, Environmental Educ.
Columbus, OH	<u>Columbus Foundation</u>	Urban Agriculture, Green Space
Greater Cincinnati	<u>Greater Cincinnati Community Foundation</u>	Environ. Stewardship
Louisville, KY	<u>Community Foundation of Louisville</u>	Organizational Capacity Building
Indianapolis, IN	<u>Central Indiana Community Foundation</u>	Preserving natural space & resources

Lake County, IN (Gary)	Legacy Foundation	Environmental Conservation
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Prairie State Network Funder Inventory

This is an inventory of foundations that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network's research.

Top Giving Foundations in Illinois

<u>Foundation</u>	<u>Location</u>	<u>Giving Focus</u>
The Joyce Foundaton	Great Lakes region	Energy efficiency and water restoration
Crown Family Philanthropies	Chicago and Great Lakes	Climate Change, Clean Energy, Water
Dr. Scholl Foundation	Greater Illinois	Gen. Environmental
Grand Victoria Foundation	Greater Illinois	Land and water conservation
Donnolly Foundation	Greater Chicago	Land conservation

Illinois Community Foundations

Community Foundations are place based funders who may be interested in sustainability activities of your member communities and/or your network. Consider pursuing funding for your annual meeting from foundations in the annual meeting host community. Community foundations may also be willing to provide meeting space at no cost as an in-kind contribution to your network.

<u>Community Foundations in Member Communities</u>		
<u>Member Communities</u>	<u>Community Foundations</u>	<u>Giving Focus</u>
All Illinois Counties	Illinois Clean Energy Community Foundation	Renewable Energy, Energy Efficiency, Preservation
Southern Kane County	Community Foundation of the Fox River Valley	Environmental conservation
DuPage County	DuPage Foundation	Gen. Environmental
Evanston	Evanston Community Foundation	Climate Change
Chicago / Cook Co.	Chicago Community Trust	Built Environment, Climate & Energy

SSDN Funder Inventory

This is an inventory of foundations that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network's research.

Top Giving Foundations in Southeast

<u>Foundation</u>	<u>Location</u>	<u>Giving Focus</u>
<u>Z Smith Reynolds Foundation</u>	North Carolina	Climate Action, Envir. Justice, Conservation
<u>Cannon Foundation</u>	North Carolina	Environment
<u>Environ. Research & Education Fdtn</u>	NC, National	Waste Mgt. Sustain. Research
<u>Donnolly Foundation</u>	Charleston/Low Country	Land conservation
<u>Turner Foundation</u>	Georgia, National	Sustainable Living, Healthy Planet, Growing the Mov't
<u>Home Depot Foundation</u>	Atlanta	Various support for nonprofits
<u>Georgia Power Foundation</u>	Georgia	Water, Energy, etc.
<u>Coca Cola Foundation</u>	Georgia, Worldwide	Water, Recycling, Conservation
<u>Robert P. Woodruff Foundation</u>	Georgia	Public/Private Envir. Conserv. projects
<u>Arthur M. Blank Foundation</u>	Georgia	Green Spaces, Parks
<u>Lyndhurst Foundation</u>	Chattanooga	Conservation, Comm. Revitalization
<u>Benwood Foundation</u>	Chattanooga	Natural Resources, Open Space
<u>Hyde Family Foundations</u>	Memphis	Active Transit, Comm Gardens, Capacity Building
<u>First Tennessee Foundation</u>	Tennessee	Envir. Conservation
<u>Bridgestone Foundation</u>	Tennessee, National	Envir. Conservation
<u>Bruno Charitable Foundation</u>	Alabama	Healthy, Local Food
<u>Curtis & Edith Munson Foundation</u>	Alabama	Envir. Conservation
<u>Winthrop Rockefeller Fdtn</u>	Arkansas	Operating, TA
<u>Walton Family Foundation</u>	NW Arkansas	Environment, Water, Smart Growth, etc.

<u>Endeavor Foundation</u>	Northwest AR	Comm. Wellbeing, health/vitality
<u>Cox Enterprises Foundation</u>	GA, FL, SC, NC, TN, AR, AL	Envir. Conservation
<u>AGL Resources Foundation</u>	GA, FL, TN	Clean Air, Green Space, Conservation

Southeast Community Foundations

Community Foundations are place based funders who may be interested in sustainability activities of your member communities and/or your network. Consider pursuing funding for your annual meeting from foundations in the annual meeting host community. Community foundations may also be willing to provide meeting space at no cost as an in-kind contribution to your network.

<u>Community Foundations in Member Communities</u>		
<u>Member Communities</u>	<u>Community Foundations</u>	<u>Giving Focus</u>
Cary & Wake County, NC	<u>NC Community Foundation</u>	Environmental Conservation
Cary, Chapel Hill, Raleigh, Durham	<u>Triangle Community Foundation</u>	Environmental Conservation & Smart Growth
Winston Salem, NC	<u>Winston Salem Foundation</u>	Capacity Building, Community Dev't
Charlotte/Mecklenburg Co., NC	<u>Charlotte Mecklenburg Comm Fdtn</u>	Envir. Conservation, greenways, trails
Charleston/Lowcountry	<u>Community Foundation of the Lowcountry</u>	Envir. Conservation
Atlanta, GA	<u>Community Foundation of Greater Atlanta</u>	Innovation, Operations Support
Broward Co., FL	<u>Community Foundation of Broward</u>	Broad Envir. Stewardship, Envir. Policy
Orange Co., FL	<u>Orange County Community Foundation</u>	Parks, Trails, General Sustainability
Chattanooga, TN	<u>Comm Fdtn of Greater Chattanooga</u>	Sustainability applied to Neighborhood Revitalization
Nashville, TN	<u>Comm Fdtn for Middle Tennessee</u>	Envir. Conservation
Memphis, TN	<u>Comm Fdtn of Greater Memphis</u>	Sustainability and Community Dev't

WAA Funder Inventory

This is an inventory of foundations that may have giving strategies and goals that align with needs of your network. The foundations included in this inventory were selected because they are located in and/or focus their investment in a geographic area that overlaps with your network AND they have some type of sustainability, local government, or capacity building giving strategy. This incomplete list is intended as a starting place for your network's research.

Top Giving Foundations in WAA Region

Foundation	Location	Giving Focus
<u>Freeport – McMoRan Foundation</u>	Arizona, Colorado, New Mexico	Community development, sustainability, local food and more
<u>The Dorrance Family Foundation</u>	Arizona	Natural resource conservation, agriculture and land use
<u>St. Luke's Health Initiative</u>	Arizona	Healthy community design, community capacity building
<u>Gates Family Foundation</u>	Colorado	Natural Resources, Green Urbanism
<u>New Belgium Family Foundation</u>	Colorado Front Range	Agriculture, Alt. Transportation, Renewable Energy, etc.
<u>People for Bikes</u>	WAA Region	Active and alternative transport
<u>The Walton Family Foundation</u>	Colorado River Basin	Freshwater conservation
<u>New Belgium Brewing Grants</u>	Colorado, Arizona, New Mexico, Nevada, Texas, Utah	Agriculture, Smart Growth, Water Stewardship, Bike Advocacy
<u>Nevada Energy Foundation</u>	Greater Nevada	Environmental conservation, research and education
<u>Albert I. Pierce Foundation</u>	New Mexico	Support for environmental efforts through professional dev't, partnerships and communications
<u>Levinson Foundation</u>	New Mexico	Resiliency, Climate Change, Biological Diversity, Envir. Justice
<u>PNM Resources Foundation</u>	New Mexico (<u>service area</u>)	Energy Efficiency, Envir. Educ.
<u>Altman Foundation</u>	Santa Fe, NM	Environmental causes
<u>Angelica Foundation</u>	New Mexico	Environmental Justice
<u>Hemingway Foundation</u>	Utah	Environmental Stewardship, Education, Open Space Preservation

WAA Region Community Foundations

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Community Foundations in Member Communities

<u>Location</u>	<u>Community Foundations</u>	<u>Giving Focus</u>
Greater Arizona	<u>The Arizona Community Foundation</u>	Natural Resource Conserv.
Denver, CO	<u>The Denver Foundation</u>	Equity, Neighborhood Development
Fort Collins, CO	<u>Community Foundation of Northern Colorado</u>	Smart Growth, Conservation
Boulder County, CO	<u>The Community Foundation of Boulder County</u>	General Environmental Focus
Summit County, CO	<u>The Summit Foundation</u>	General Environmental Focus
Las Vegas, NV	<u>Caesars Foundation</u>	Conservation, Environmental Ed., etc.
Greater Nevada	<u>The Nevada Community Foundation</u>	Healthy Communities
Albuquerque, NM	<u>Albuquerque Community Foundation</u>	Environmental Conserv, Healthy Communities
Santa Fe, NM	<u>Santa Fe Community Foundation</u>	Local, Healthy Food
Park City, UT	<u>Park City Community Foundation</u>	Sustainability, Energy