

Free Classes in August

At the Foundation Center—San Francisco

GRANTSEEKING BASICS

Monday, August 4, 1:00 pm–2:30 pm

Tuesday, August 12, 9:30 am–11:00 am

Tuesday, August 26, 5:00 pm–6:30 pm in Berkeley*

Wednesday, August 27, 5:00 pm–6:30 pm

📺 WEBINAR: Tuesday, August 5, 11:00 am–12:00 pm

📺 WEBINAR: Tuesday, August 19, 11:00 am–12:00 pm

- This class provides an introductory overview of the funding research process for those seeking grants from foundations, corporations, and grantmaking public charities.

***BERKELEY LOCATION:** Berkeley Public Library, Central Library, 2090 Kittredge St., 3rd Floor Community Meeting Room. To register, please call 510-981-6148.

INTRODUCTION TO *FOUNDATION DIRECTORY ONLINE*

Monday, August 4, 2:30 pm–3:30 pm

Tuesday, August 12, 11:00 am–12:00 pm

Tuesday, August 26, 6:30 pm–7:30 pm in Berkeley*

Wednesday, August 27, 6:30 pm–7:30 pm

📺 WEBINAR: Tuesday, August 12, 11:00 am–12:00 pm

- Learn how to identify prospective funders and search our electronic database. *Foundation Directory Online* has more than 92,000 grantmakers and 1 million grant descriptions.

***BERKELEY LOCATION:** Berkeley Public Library, Central Library, 2090 Kittredge St., 3rd Floor Community Meeting Room. To register, please call 510-981-6148.

BEFORE YOU SEEK A GRANT—

A CHECKLIST FOR NEW NONPROFITS

Tuesday, August 12, 1:00 pm–2:30 pm

📺 WEBINAR: Thursday, August 7, 11:00 am–12:00 pm

- This class is geared towards representatives of community groups without nonprofit status or new nonprofits. Learn what it takes to get your new nonprofit started off right.

FINDING FOUNDATION SUPPORT FOR YOUR EDUCATION

Wednesday, August 13, 5:30 pm–6:45 pm

Wednesday, August 27, 3:30 pm–5:00 pm in San Rafael*

- Learn how to identify prospective foundation funders for your educational endeavors.

***SAN RAFAEL LOCATION:** Center for Volunteer & Nonprofit Leadership of Marin, 555 Northgate Drive, San Rafael, CA 94903

To register, please visit:

www.acteva.com/booking.cfm?bevaid=161509

HOW TO APPROACH A FOUNDATION—FROM INITIAL CONTACT TO GETTING FUNDED—WHAT DOES IT TAKE?

Thursday, August 14, 1:00 pm–2:30 pm in Milpitas*

Monday, August 25, 1:00 pm–2:30 pm

📺 WEBINAR: Thursday, August 14, 11:00 am–12:00 pm

- Learn how to initiate contact and build partnerships with potential foundation funders.

***MILPITAS LOCATION:** CompassPoint Silicon Valley, Sobrato Center for Nonprofits, 600 Valley Way, Suite A, Milpitas, CA 95035.

To register, please visit:

www.compasspoint.org/onevent/details.php?id=2561

PROSPECT RESEARCH BASICS— RESEARCHING INDIVIDUAL DONORS

Thursday, August 14, 1:00 pm–2:15 pm

- This session will show you how to use the internet and other library resources to research individual donors.

GRANTSEEKING BASICS FOR INDIVIDUALS IN THE ARTS & GETTING STARTED WITH *FOUNDATION GRANTS TO INDIVIDUALS ONLINE*

Friday, August 15, 1:00 pm–3:15 pm

- Learn how to identify prospective foundation funders for a variety of artistic endeavors.

PROPOSAL WRITING BASICS

Wednesday, August 20, 5:00 pm–6:30 pm

📺 WEBINAR: Wednesday, August 13, 11:00 am–12:00 pm

- Learn the basics of writing a grant proposal.

PROPOSAL BUDGETING BASICS

Wednesday, August 20, 6:30 pm–7:30 pm

📺 WEBINAR: Wednesday, August 20, 11:00 am–12:00 pm

- Learn the basics of preparing a project or proposal budget to secure foundation support.

INTRODUCTION TO FUNDRAISING PLANNING

Tuesday, August 26, 1:00 pm–2:30 pm

📺 WEBINAR: Thursday, August 21, 11:00 am–12:00 pm

- This class provides an overview of the process of strategically thinking through the components of a fundraising plan.

YOUR BOARD AND FUNDRAISING—

AN INTRODUCTORY CLASS FOR SMALL NONPROFITS

Tuesday, August 26, 2:30 pm–4:00 pm

- Learn how to actively engage your board members in the fundraising process.

INTRODUCTION TO CORPORATE GIVING

Thursday, August 28, 3:00 pm–4:30 pm

- Learn about corporate donors and how to find information on corporate giving using our library's resources.

📺 **WEBINARS** are live meetings or presentations over the Internet. Participants will need to have Internet and telephone access during the event. Registrants will receive an email with log in and call in instructions.

- To register for a Webinar, please visit: foundationcenter.org/getstarted/training/webinars/calendar.html
- Please note: Webinar times are listed in Eastern Daylight Time (EDT) on our web site.

Our classes are free, but registration is required.

Unless otherwise noted:

- to register call 415-397-0902, or online at foundationcenter.org/sanfrancisco/
- classes are held at the Foundation Center—San Francisco, 312 Sutter Street, #606, in downtown San Francisco.



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Free Special Events in August

At the Foundation Center—San Francisco

Monday, August 4, 1:00 pm–3:00 pm:

HOW CALIFORNIA FOUNDATIONS ARE ADDRESSING ISSUES OF DIVERSITY IN CALIFORNIA

As the diversity of California's population continues to grow, a new Foundation Center analysis of grantmaking by 50 of the state's largest independent foundations finds that at least 39 percent of California-focused grants benefited populations of color. According to the report, *Embracing Diversity: Foundation Giving Benefiting California's Communities of Color*, in 2005 alone, these 50 California-based foundations awarded a minimum of 2,700 grants totaling nearly \$300 million to support health, education, social services, and other programs that serve ethnically or racially diverse populations. In addition, 10-year trends show that giving benefiting these populations grew nearly twice as fast as overall giving between 1996 and 2005. Attend this informative briefing led by Larry McGill, senior vice president for research at the Foundation Center and the primary author of the study. "Most of the data previously available has undercounted the level of philanthropic giving that benefits ethnic communities," said McGill. "This report provides a more complete picture about the level of investment made by foundations to help California's diverse populations." The report, commissioned by a group of regional grantmaker associations: Northern California Grantmakers, Southern California Grantmakers, and San Diego Grantmakers, provides a comprehensive estimate of the extent to which communities of color are being served by foundation giving in California. *Embracing Diversity* can be downloaded at no charge from the Gain Knowledge area of the Foundation Center's web site (http://foundationcenter.org/gainknowledge/research/pdf/ca_diversity_2008.pdf).

WEBINAR: August 8, 10:00 am–11:00 pm PDT: PREPARING FOR THE NEW FORM 990: INSIGHTS FROM THE INTERNAL REVENUE SERVICE

The revised IRS Form 990 sets a new standard for the way nonprofits will report on many elements of their operations, including their governance and compensation practice. Join us for a lively webinar with an IRS official on the changes to the Form 990 and how these changes could affect your organization. Ron Schultz, senior technical advisor to the commissioner of the IRS's Tax Exempt and Government Entities Division, will present, and there will be ample time for questions and answers.

To register for this webinar, please visit:

http://foundationcenter.org/getstarted/training/webinars/990_webinar.html

Thursday, August 14, 10:00 am–12:00 pm: MEET THE GRANTMAKER: SILICON VALLEY FUNDERS*

A panel of grantmakers will discuss their organizations' giving priorities and guidelines as they pertain to funding in Silicon Valley.

Panelists: Eleanor Clement Glass, Silicon Valley Community Foundation; Neela Gentile, Cisco Systems, Inc.; and Irene Wong, David and Lucile Packard Foundation. This program is followed by "How to Approach a Foundation: From Initial Contact to Getting Funded—What Does it Take?" from 1:00–2:30 pm. See reverse side for details. To register, please visit CompassPoint's web site at: www.compasspoint.org/onevent/details.php?id=2562

***MILPITAS LOCATION:** CompassPoint Silicon Valley, Sobrato Center for Nonprofits, 600 Valley Way, Suite A, Milpitas, CA 95035.

Tuesday, August 26, 10:00 am–12:00 pm:

HOW TO APPLY TO THE TAPROOT FOUNDATION'S NEW STRATEGY MANAGEMENT SERVICE GRANT PROGRAM

Does your organization need outside help with its long-range planning? Are you increasingly concerned as you observe the trend of foundations emphasizing effectiveness and planning? Are you concerned with your ability to hire expert help with your planning? If so, then come learn about assistance available through the Taproot Foundation's new Strategy Management Service Grant program. This session is designed to help those interested in applying for a Strategy Management Service Grant. Topics covered include: overview of the strategic planning process, with a focus on how it starts, and how to effectively maintain your strategic plan; specific case studies and discussion on strategic planning preparation and assessment; how to use strategic management practices to show foundations that you understand the "business" behind your organization—and hopefully raise more money in the process and learn which Taproot Foundation grant offering best meets your strategic management needs. Presented by Taproot Foundation staff: Anne Diaz, program manager; Lindsay Firestone, program manager; and Ragnar von Schiber, senior program manager.

Thursday, August 28, 10:00 am–12:00 pm:

WHAT'S YOUR BEST PICK UP LINE?: A GUIDE TO ACQUIRING DONORS, ACTIVISTS, AND VOLUNTEERS ONLINE

With all the buzz about Facebook and MySpace, you would think nonprofits are having a very easy time using the Internet to recruit new donors and other supporters. Our experience shows the opposite is true. It's increasingly difficult to recruit new donors online. Come to this session to hear what strategies and techniques leading nonprofits and companies are using to recruit supporters online. Find out what's working, and what's not working. This will be a highly participatory session that will engage the audience throughout. Join Sheeraz Haji, entrepreneur-in-residence, El Dorado Ventures; and co-author, *People to People Fundraising: Social Networking and Web 2.0 for Charities*.



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