

Free Classes in November

At the Foundation Center—San Francisco

INTRODUCTION TO FUNDRAISING PLANNING

Tuesday, November 4, 1:00 pm–2:30 pm

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

PREPARING FOR THE NEW FORM 990

■ **WEBINAR:** Wednesday, November 5, 10:00 am–11:00 am

- 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.

GRANTSEEKING BASICS

Thursday, November 6, 9:30 am–11:00 am

Wednesday, November 19, 5:00 pm–6:30 pm

■ **WEBINAR:** Thursday, November 6, 11:00 am–12:00 pm

■ **WEBINAR:** Tuesday, November 18, 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.

INTRODUCTION TO *FOUNDATION DIRECTORY ONLINE*

Thursday, November 6, 11:00 am–12:00 pm

Wednesday, November 19, 6:30 pm–7:30 pm

■ **WEBINAR:** Friday, November 7, 11:00 am–12:00 pm

■ **WEBINAR:** Tuesday, November 25, 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.

PROSPECT RESEARCH BASICS— RESEARCHING INDIVIDUAL DONORS

Monday, November 10, 2:00 pm–3:15 pm

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

FINDING FOUNDATION SUPPORT FOR YOUR EDUCATION & GETTING STARTED WITH *FOUNDATION GRANTS TO INDIVIDUALS ONLINE*

Monday, November 10, 5:30 pm–7:45 pm in San Mateo*

Tuesday, November 25, 1:00 pm–2:15 pm

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

***SAN MATEO LOCATION:** San Mateo Public Library, Main Branch, 55 West 3rd Ave, San Mateo 99402.

■ **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 Time (ET) 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.

PROPOSAL WRITING BASICS

Tuesday, November 11, 9:30 am–11:00 am

■ **WEBINAR:** Wednesday, November 12, 11:00 am–12:00 pm

- Learn the basics of writing a grant proposal.

PROPOSAL BUDGETING BASICS

Tuesday, November 11, 11:00 am–12:00 pm

■ **WEBINAR:** Wednesday, November 19, 11:00 am–12:00 pm

■ **WEBINAR:** Monday, November 24, 11:00 am–12:00 pm in Spanish

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

INTRODUCTION TO CORPORATE GIVING

Friday, November 14, 10:00 am–11:30 am

Tuesday, November 18, 10:30 am–12:00 pm in Milpitas*

■ **WEBINAR:** Thursday, November 20, 11:00 am–12:00 pm

- Learn about corporate donors and how to find information on corporate giving using our library's resources. Immediately following these classes, we will offer special programs on how the economy is impacting corporate philanthropy; see reverse side for details.

***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=2490

YOUR BOARD AND FUNDRAISING—

AN INTRODUCTORY CLASS FOR SMALL NONPROFITS

Thursday, November 20, 1:00 pm–2:30 pm

■ **WEBINAR:** Thursday, November 13, 11:00 am–12:00 pm

- Learn how to actively engage your board members in the fundraising process. Preceding this class we will offer a special program on building effective fundraising teams; see reverse side for details.

FOUNDATIONS & THEIR ROLE IN PHILANTHROPY

■ **WEBINAR:** Friday, November 14, 11:00 am–12:00 pm

- Find out the answers to the most frequently asked questions about a little-misunderstood vehicle of philanthropy: foundations.

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

Monday, November 17, 3:30 pm–5:00 pm

■ **WEBINAR:** Friday, November 21, 11:00 am–12:00 pm

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

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

Friday, November 21, 12:00 pm–2:00 pm

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

BEFORE YOU SEEK A GRANT— A CHECKLIST FOR NEW NONPROFITS

Monday, November 24, 1:00 pm–2:30 pm

■ **WEBINAR:** Tuesday, November 11, 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.

Free Special Events in November

At the Foundation Center—San Francisco

**Wednesday, November 12, 9:30 am–12:30 pm
in Oakland*:**

REALITY GRANTMAKING: FOCUS ON EAST BAY ORGANIZATIONS

Co-sponsored with Development Executives Roundtable (DER) & AFP-Golden Gate Chapter

You've experienced reality TV ... now get ready for Reality Grantmaking! Representatives of grantmaking institutions active in the East Bay will participate in reviewing and scoring real proposals selected from those submitted by organizations providing services in Alameda and Contra Costa Counties. The highest scoring organization will receive a \$1,000 mini-grant at this exciting event. If you would like to submit a proposal for consideration, download the guidelines for applications at the DER web site: www.dersf.org. Following the grant award, the grantmakers will participate in a "Meet the Grantmakers" panel outlining the guidelines of each funder and providing more insights into approaching their organizations for support. **Panelists** include representatives from the Trio Foundation, Akonadi Foundation, United Way of the Bay Area, Kaiser Permanente, and The California Endowment.

***OAKLAND LOCATION:** 1 Frank Ogawa Plaza, Hearing Room 4, Oakland, CA 94612.

Friday, November 14, 12:00 pm–2:00 pm:

MEET THE GRANTMAKERS: CORPORATE PHILANTHROPY IN TURBULENT ECONOMIC TIMES

Co-sponsored with Development Executives Roundtable (DER) & San Francisco Business Times

In 2007, through voluntarism, grantmaking, and in-kind donations, corporate contributions reached an estimated \$15.69 billion nationally. And locally, *the San Francisco Business Times* reports that the greater San Francisco Bay Area's top corporate philanthropists increased their Bay Area giving to about \$154.9 million last year, marking the fifth straight year of increases. Is all of that support coming to a grinding halt now with the global economic crisis? How will the crisis impact corporate philanthropy in our region? We will feature representatives from Wells Fargo, Bank of America, Intel, and Cisco discussing how corporate philanthropy responds during tough economic times. Representatives will discuss philanthropy in the banking and technology industries, current philanthropic strategies, forecast their giving in 2009, and look back to how our region's nonprofits and corporate philanthropy were impacted during the dot com collapse at the beginning of the decade. **Panelists** include representatives from Wells Fargo, Bank of America, Intel, and Cisco Foundation.

SEMINARIO SOBRE LA RECAUDACIÓN DE FONDOS, EN ESPAÑOL/INTRODUCTION TO FOUNDATION FUNDRAISING IN SPANISH

Introducción a los recursos del Foundation Center/Introduction to the Foundation Center's Resources in Spanish

Orientación sobre los recursos disponibles para investigaciones de donantes potenciales, y las bibliotecas locales que ofrecen acceso a los recursos gratuitamente.

Principios de la escritura de propuestas/Proposal Writing Basics in Spanish

Curso de orientación sobre el proceso de escribir propuestas dirigidas a fundaciones y corporaciones: Aprenda cuáles son los elementos más clave de una propuesta, cuándo se presenta la propuesta en el proceso de una solicitud y cómo encontrar ejemplos de propuestas exitosas. Este

programa se ofrece completamente gratis. Se puede inscribir en persona o llamando al (415) 397-0902 o inscribirse por el internet.

SAN RAFAEL: lunes, 17 de noviembre, 1:00-4:00 pm

Canal Welcome Center, 141 Alto Street, San Rafael, CA 94901

SAN FRANCISCO: martes, 18 de noviembre, 5:30-8:30 pm

The Foundation Center-San Francisco, 312 Sutter Street
2nd Floor Conference Room, San Francisco, CA 94108

SANTA ROSA: miércoles, 19 de noviembre, 5:30-8:30 pm

Volunteer Center of Sonoma County, 153 Stony Circle, Suite 100
Santa Rosa, CA 95401

Tuesday, November 18, 1:00 pm–2:30 pm in Milpitas*:

CORPORATE PHILANTHROPY IN SILICON VALLEY:

INSIGHTS ON WEATHERING THE ECONOMIC STORM

Wondering how your revenue from corporate donors will be impacted as a result of recent economic events? Be prepared and plan ahead by learning how local corporate partners have behaved during prior periods of economic uncertainty. Join us for a conversation with experts who regularly work with Silicon Valley's corporate donor community to get the forecast and gather tips for weathering this economic storm. Follows Introduction to Corporate Giving, 10:30 am-12:00 pm, see reverse side for details.

***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=2879

Tuesday, November 18, 3:00 pm–5:00 pm:

FAB!—FUNDRAISERS ANXIETY BUSTERS:

DEVELOPMENT AUDITS: WHAT CAN YOU LEARN?

Co-sponsored with Development Executives Roundtable

FAB! is a forum for intermediate and seasoned fundraisers, nonprofit staff and volunteers with development responsibilities (3 or more years experience), to share fundraising strategies and tactics, meet challenges, and solve problems. Please join Susan Fox, fundraising consultant, and Cheryl Clarke, consultant, trainer and author. **To register, please visit:** www.dersf.org.

Thursday, November 20, 10:00 am–12:00 pm:

FUNDRAISING SUCCESS SERIES: SUCCESSFUL FUNDRAISING IS A TEAM SPORT!

Fundraising Success Series programs feature practitioners discussing case studies taken from real life fundraising situations and feature fundraising strategies that have proven effective. Developing relationships and raising money involves many different teams working effectively together: board chair and executive director, development chair and development director, development committee and event committee, and many more small, large and often overlapping teams. What is the mystery of teams that work well together? Join a lively panel discussion of team members who have solved the mystery, and are raising money and actually enjoying the experience. They will address practices that include board and volunteer recruitment, roles, communication and much more. Follows Your Board & Fundraising, 1:00pm-2:30pm, see reverse side for details. **Panelists** include representatives from New Leaf Services, Mental Health Association of San Francisco, and UCSF Children's Hospital. Moderated by Lisa Hoffman, coach and nonprofit consultant.

Unless otherwise noted, all programs are free and are held at our library/learning center. To register, log on to our web site or call us.



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