Tips for Searching

Foundation Directory Online Professional

POWER SEARCH
THE POWER SEARCH allows you to search across nine Foundation Center databases—grantmakers, companies, grants, 990s, news, jobs, RFPs, nonprofit literature, and IssueLab reports.

TIPS
• Type in your search terms or select a database to go right to an indexed search.
• Power Search results are sorted by relevance, so exact phrase matches will appear higher up in the results list.
• To search for an exact phrase, simply enclose the phrase in quotation marks (e.g., “arts education”).
• Asterisk (*) is a truncation symbol (e.g. child* to search for child or children).
• To change the relationships between words: Boolean operators should be entered in ALL CAPS.
  AND will narrow your search.
  OR will expand your search.
  NOT will exclude words or phrases.
• To search for words near each other, use “children obesity”~N (where N=number of words separating the two terms in quotes)
GUIDED SEARCH

Use GUIDED SEARCH to see a live recap of your search. Refine your search by adding or removing search criteria without having to start your search over, and search within results to add additional keywords or phrases.

- Uncheck a search term to remove it from your results.
- Enter additional keywords or phrases to search within your results.

Shows a recap of your search.
SEARCH GRANTMAKERS

THE GRANTMAKER DATABASE contains approximately 110,000 profiles of private foundations, grantmaking public charities, and corporate giving programs, with 16 searchable fields available. Use this to search for grantmakers based on their giving guidelines and stated areas of interest.

Example: “I am looking for grantmakers that give to children and youth health programs in New York.”

TIPS*

• Two approaches: Start with a narrow search using two or more “Fields of Interest” terms, then broaden your search; OR start with a broader term (e.g., “human services”) then narrow with more or different terms
• Use “Grantmaker Location” to search for local grantmakers. Grantmaker locations can be searched by state, county, city, metro area, congressional district, and zip code. Use “Geographic Focus” to also search for out-of-state grantmakers
• To change the relationships between words: AND will narrow your search, OR will expand your search, NOT will exclude words or phrases
• To learn more about terms used to describe grantmaker fields of interest, explore out Philanthropy Classification System (taxonomy.foundationcenter.org)

*For more search tips, also see the Search Tutorial from the Foundation Directory Online home page or the Foundation Directory Online Guided Tour (fconline.foundationcenter.org/welcome/tour) from our web site.
NOT ALL FUNDER PROFILES HAVE THE SAME LEVEL OF INFORMATION!

The size and content of a grantmaker profile depends largely on the scope and nature of the funding programs and the availability of information on the grantmaker. Profiles may or may not include a purpose and activities statement, fields of interest, geographic focus, and/or the grantmaker’s limitations.

WHAT IS IN EACH TAB?

PROFILE: Grantmaker’s giving interests, application requirements, etc. (see sample profile).

SEARCH GRANTS: Click to search the grants of the grantmaker indexed in the database.

MAP GRANTS: Click to map grants of the grantmaker by recipient type or primary subject on the U.S. or world map. Drill down to see grants by county, city, zip code, or congressional district.

CHART GRANTS: View printable charts of the grantmaker’s giving trends by recipient type or primary subject.

NEWS/RFPS/JOBS: Grantmaker-related headlines, requests for proposals, and job opportunities that have been posted on our web site’s Philanthropy News Digest (foundationcenter.org/pnd/+).

PUBLICATIONS: Grantmaker-sponsored reports from IssueLab (issuelab.org). You also can link to a list of books and articles on the grantmaker from the Catalog of Nonprofit Literature, the Center’s library catalog (cnl.foundationcenter.org).

PEOPLE: Names, titles & affiliations of Officers, Trustees, Donors, and key staff.

990s: Links to the grantmaker’s recent Forms 990/990-PF.
SEARCH COMPANIES

THE COMPANY DATABASE contains over 4,000 profiles of companies that sponsor corporate giving programs, foundations, and grantmaking public charities, with 15 searchable fields available. Use this to search for sponsoring companies based on their location, their business activities, and the locations of their subsidiaries.

Example: “I am looking for companies located in New York that manufacture sporting goods.”

TIPS*

• If you’re looking for in-kind gifts, use the Business Type (NAICS) search field to find sponsoring companies that manufacture or produce certain products
• Use the Officers/Directors search field to identify companies affiliated with your organization’s donors, board members, or volunteers
• Since many companies support communities where they operate, use the Subsidiary State/Country and Subsidiary City search fields to find companies in your geographic area

*For more search tips, also see the Foundation Directory Online Guided Tour (fconline.foundationcenter.org/welcome/tour) from our web site.
NOT ALL COMPANY PROFILES HAVE THE SAME LEVEL OF INFORMATION!

The size and content of a company profile depends largely on the type of company and the availability of information. Profiles may or may not include the company’s name and address; the company’s URL; establishment information; company type; the company’s ticker symbol and exchange; business activities; financial data; directors and corporate officers; names and/or locations of subsidiaries, divisions, joint ventures, plants, and offices; countries of international operations, and historic merger information.
SEARCH GRANTS

THE GRANTS DATABASE IN PROFESSIONAL contains over 3 million records of recently awarded grants by the largest grantmakers, with 15 searchable fields available. Each record links to the grantmaker’s profile and, when possible, to the recipient’s web site. Use this database to find organizations or projects similar to yours that have received grants, review grants made by a specific foundation, or get ideas for search terms that describe your program. (Search Grants is not available in Foundation Directory Online Basic.)

Example: “I am looking for examples of funded projects in California that address childhood obesity.”

GRANT RECORDS

Content of a grant record varies based on availability of information from a grantmaker’s IRS information returns, annual reports, and grant lists.

Get ideas for search terms from Subject headings.

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SEARCH 990

Search 990s contains recent IRS Forms 990/990-PF for all foundations and grantmaking public charities in Foundation Directory Online (over 1 million documents). Use this database to search for grants to organizations and projects similar to yours.

- “Keyword Search” scans IRS filings for search terms. Other search fields (Fiscal Year, Grantmaker Name, etc.) scan Foundation Directory Online entries.
- To search for words near each other, use “children obesity”~N (where N=number of words separating the two terms in quotes)
- Only search terms from “Keyword Search” box will be highlighted in the Form 990/990-PF. Search terms typed into other fields (Fiscal Year, Grantmaker Name, etc.) will not be highlighted.
- Click on “View the Grantmaker Profile” to go to funder’s profile.

Using AND vs. Proximity searching: When using AND to search for 2+ words, the search engine will return any Forms 990 that have those words, even if the words are pages apart. When using “word 1 word 2”~30 to search for 2+ words, there is a greater chance that the two words will be within 30 words of each other, e.g., a program description for a recently awarded grant.

A Note About Highlighting: The technology used to scan the text in the Search 990s documents – optical character recognition or OCR – looks for matches to words you type into the “Keyword Search” field, highlighting them when it finds one. This technology is not a perfect science, and there may be instances where you find highlighting to be slightly off its mark, or you may find a different word highlighted because the search was not able to differentiate it from the term on which you were searching. In addition, any truncated search terms will not be highlighted. For example, searching on “obes*” will give you “obese” or “obesity,” but the terms will not be highlighted in the resulting documents.
Friedman Family Foundation
353 Folsom St.
San Francisco, CA 94105-2300
Telephone: (650) 342-8750
Contact: Lisa Kawahara
Fax: (866) 223-1078
E-mail: info@friedmanfamilyfoundation.org
URL: www.friedmanfamilyfoundation.org
Type of Grantmaker: Independent foundation
IRS Exemption Status: 501(c)(3)
Additional Descriptor: Family foundation
EIN: 946109692

Do not(s): Phyllis K. Friedman; Howard Friedman‡.

Economic Crisis Information: Reduced the maximum amount awarded per grant to $15,000.

Background: Established in 1964 in CA.

Limitations: Giving primarily in the nine counties of the San Francisco Bay Area, CA. No grants to individuals, or for films, videos, conferences, seminars, capital campaigns, scholarships, research, or special or fundraising events.

Purpose and Activities: Support for programs which attempt to end the cycle of poverty, especially programs that provide tools, support, asset building, and opportunity to people in need in order to overcome the root causes of their poverty, and in which the people to be helped are part of the design and decision making of the organization or project. Preference is given to new and creative programs, and programs working for systemic change.


Geographic Focus: California.

Types of Support: General/operating support; Program-related investments/loans; Program development.

Publications: Grants list; Occasional report (including application guidelines).

Application Information: Application guidelines available on foundation Web site. Fax submissions are not accepted. E-mail is preferred. Application form required. Applicants should submit the following:

1. Population served
2. Copy of IRS Determination Letter
3. Brief history of organization and description of its mission
4. Descriptive literature about organization
5. Listing of board of directors, trustees, officers and other key people and their affiliations
6. Copy of current year’s organizational budget and/or project budget
7. Listing of additional sources and amount of support

Initial approach: 2-3-page letter (or e-mail)

Copies of proposal: 1

Board meeting date(s): Varies, meets 3 times a year
Deadline(s): Varies; see Web site for current dates
Final notification: 4 to 6 months
Additional information: Grants list and Multi-year report are available for distribution online, hardcopies mailed by request.

**Officers and Directors:** Phyllis K. Friedman,* President; Eleanor Friedman,* Vice President; Robert E. Friedman,* Secretary; David A. Friedman,* Treasurer.

**Number of Staff:** 1 part-time professional.

**Memberships: Regional Associations of Grantmakers:** Northern California Grantmakers; Philanthropy New York. **Affinity Groups:** Neighborhood Funders Group.

**Associations and Other Philanthropic Organizations:** Council on Foundations.

**Financial Data: Year ended 2/28/09:** Assets: $7,721,355 (market value); Expenditures: $1,226,323; Total giving: $1,085,000; Qualifying distributions: $1,225,961; Giving activities include: $1,085,000 for 79 grants (high: $20,000; low: $500).

**Estimated financial data for year ending 2/28/10:** Assets: $9,000,000; Grants: $825,000

**Additional Location Information:** County: San Francisco; Metropolitan area: San Francisco-Oakland-Fremont, CA; Congressional district: California District 8.

**Selected Grants:** The following grants were reported in 2008:

- $20,000 to Association for Enterprise Opportunity, Arlington, VA. For general support, payable over 1 year.
- $20,000 to Association of Community Organizations for Reform Now, San Francisco, CA. For project support, payable over 1 year.
- $20,000 to California Association for Microenterprise Opportunity, San Francisco, CA. For general support, payable over 1 year.
- $20,000 to California Budget Project, Sacramento, CA. For general support, payable over 1 year.
- $20,000 to California Budget Project, Sacramento, CA. For general support, payable over 1 year.
- $20,000 to Earned Assets Resource Network, San Francisco, CA. For general support, payable over 1 year.
- $20,000 to First Nations Development Institute, Longmont, CO, payable over 1 year.
- $20,000 to Juma Ventures, San Francisco, CA. For general support, payable over 1 year.
- $20,000 to Low-Income Families Empowerment through Education, San Leandro, CA. For general support, payable over 1 year.
- $20,000 to Mission Economic Development Agency, San Francisco, CA. For general support, payable over 1 year.
- $20,000 to Womens Initiative for Self Employment, San Francisco, CA. For general support, payable over 1 year.
# The Foundation Center's
## Fields of Interest/Subject Term/Recipient Type Authority List

### 28 Broad Fields of Interest

<table>
<thead>
<tr>
<th>Agriculture/Food</th>
<th>Environment</th>
<th>Mental health/Crisis services</th>
<th>Safety/disasters</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture</td>
<td>Health care</td>
<td>Mental health/Crisis services</td>
<td>Safety/disasters</td>
</tr>
<tr>
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<td>Mental health/Crisis services</td>
<td>Safety/disasters</td>
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<tr>
<td>Arts/Humanities</td>
<td>Housing/Shelter</td>
<td>Mental health/Crisis services</td>
<td>Safety/disasters</td>
</tr>
<tr>
<td>Civil Rights</td>
<td>Human services</td>
<td>Mental health/Crisis services</td>
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<tr>
<td>Community development</td>
<td>International affairs</td>
<td>Mental health/Crisis services</td>
<td>Safety/disasters</td>
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<td>Crime/Law enforcement</td>
<td>International giving</td>
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<td>Civil liberties, death penalty issues</td>
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<td>Civil liberties, freedom of religion</td>
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<td>Civil liberties, reproductive rights</td>
<td>Civil liberties, right to privacy</td>
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<td>Civil liberties, right to die</td>
<td>Civil rights, race/intergroup relations</td>
<td>Civil rights, race/intergroup relations</td>
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<td>Civil rights, voter education</td>
<td>Civil rights, women</td>
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<td>Civil/human rights, immigrants</td>
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Fields of Interest/Subject Term/Recipient Type Authority List

Community development
Business/industry
Business/industry, better business bureaus
Business/industry, trade boards
Community development, business promotion
Community development, citizen coalitions
Community development, civic centers
Community development, men’s clubs
Community development, neighborhood associations
Community development, neighborhood development
Community development, public/private ventures
Community development, real estate
Community development, service clubs
Community development, small businesses
Community development, women’s clubs
Community/economic development
Economic development
Economic development, visitor/convention bureau/tourism promotion
Nonprofit management
Rural development
Social entrepreneurship
Urban/community development

Crime/Law enforcement
Courts/judicial administration
Crime/law enforcement
Crime/law enforcement, correctional facilities
Crime/law enforcement, counterterrorism
Crime/law enforcement, DWI
Crime/law enforcement, missing persons
Crime/law enforcement, police agencies
Crime/violence prevention
Crime/violence prevention, abuse prevention
Crime/violence prevention, child abuse
Crime/violence prevention, domestic violence
Crime/violence prevention, gun control
Crime/violence prevention, sexual abuse
Crime/violence prevention, youth
Dispute resolution
Legal services
Legal services, guardianship
Legal services, public interest law
Legal services, tenant law
Offenders/ex-offenders, bail issues
Offenders/ex-offenders, prison alternatives

Education
Adult/continuing education
Adult education—literacy, basic skills & GED
Business school/education
Charter schools
Child development, education
Dental school/education
Education
Education, alumni groups
Education, bilingual programs
Education, community/cooperative
Education, continuing education
Education, drop-out prevention
Education, early childhood education
Education, ESL programs
Education, gifted students
Education, PTA groups
Education, reading
Education, services
Education, special
Education, testing
Elementary school/education
Elementary/secondary education
Elementary/secondary school reform
Engineering school/education
Graduate/professional education
Graduate school reform
Health sciences school/education
Higher education, college
Higher education, college (community/junior)
Higher education reform
Higher education, university
Journalism school/education
Law school/education
Libraries (academic/research)
Libraries (law)
Libraries (medical)
Libraries (public)
Libraries (school)
Libraries (special)
Libraries, archives
Libraries/library science
Medical school/education
Nursing school/education
Public health school/education
Scholarships/financial aid
Secondary school/education
Social work school/education
Student services/organizations
Students, sororities/fraternities
Teacher school/education
Theological school/education
Vocational education

Employment
Employment
Employment, homebound work
Employment, job counseling
Employment, labor unions/organizations
Employment, retraining
Employment, services
Employment, sheltered workshops
Employment, training
Employment, vocational rehabilitation
Goodwill Industries

Environment
Botanical gardens
Botanical/horticulture/landscape services
Environment
Environment, air pollution
Environment, beautification programs
Environment, energy
Environment, forests
Environment, global warming
Environment, land resources
Environment, natural resources
Environment, noise pollution
Environment, plant conservation
Environment, pollution control
Environment, radiation control
Environment, recycling
Environment, toxics
Environment, waste management
Environment, water pollution
Environment, water resources
Environmental education
Horticulture/garden clubs
Landscaping

Health care
Art & music therapy
Dental care
End of life care
Health care
Health care, blood supply
Health care, burn centers
Health care, clinics/centers
Health care, cost containment
Health care, counseling/pastoral care
Health care, emergency transport services
Health care, EMS
Health care, financing
Health care, HMO financing
Health care, HMOs
Health care, home services
Health care, infants
Health care, insurance

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### Fields of Interest/Subject Term/Recipient Type Authority List

**Health care, organ/tissue banks**
- Health care, patient services
- Health care, rural areas
- Health care, support services
- Holistic medicine
- Hospitals (general)
- Hospitals (specialty)
- Hospitals, intensive care
- Medical care, bioethics
- Medical care, community health systems
- Medical care, in-patient care
- Medical care, outpatient care
- Medical care, rehabilitation
- Nursing care
- Nursing home/convalescent facility
- Optometry/vision screening
- Palliative care
- Pharmacy/prescriptions
- Physical therapy
- Podiatry
- Public health
- Public health, bioterrorism
- Public health, communicable diseases
- Public health, environmental health
- Public health, epidemiology
- Public health, obesity
- Public health, occupational health
- Public health, physical fitness
- Public health, STDs
- Reproductive health
- Reproductive health, abortion clinics/services
- Reproductive health, family planning
- Reproductive health, fertility
- Reproductive health, OB/GYN/birthing centers
- Reproductive health, prenatal care
- Reproductive health, sexuality education
- Reproductive health, sterilization
- Speech/hearing centers

**Health organizations**
- AIDS
- Alcoholism
- Allergies
- ALS
- Alzheimer's disease
- Anesthesiology
- Arthritis
- Asthma
- Autism
- Biomedicine
- Brain disorders
- Breast cancer
- Cancer
- Cancer, leukemia
- Cerebral palsy
- Chiropractic
- Cystic fibrosis
- Diabetes
- Diagnostic imaging
- Digestive diseases
- Diseases (rare)
- Down syndrome
- Ear, nose & throat diseases
- Epilepsy
- Eye diseases
- Genetics/birth defects
- Geriatrics
- Health organizations
- Heart & circulatory diseases
- Hematology
- Hemophilia
- Internal medicine
- Kidney diseases
- Learning disorders
- Liver disorders
- Lung diseases
- Lupus
- Multiple sclerosis
- Muscular dystrophy
- Myasthenia gravis
- Nerve, muscle & bone diseases
- Neuroscience
- Obstetrics/gynecology
- Organ diseases
- Orthopedics
- Parasitic diseases
- Parkinson's disease
- Pathology
- Pediatrics
- Pharmacology
- Prostate cancer
- Sickle cell disease
- Skin disorders
- SIDS (Sudden Infant Death Syndrome)
- Spine disorders
- Surgery
- Tropical diseases

**Human services**
- Aging, centers/services
- American Red Cross
- Benefits planning services
- Child development, services
- Children, adoption
- Children, day care
- Children, foster care
- Children, services
- Children/youth, services
- Developmentally disabled, centers & services
- Family resources and services, disability
- Family services
- Family services, adolescent parents
- Family services, counseling
- Family services, domestic violence
- Family services, home/homemaker aid
- Family services, parent education
- Family services, single parents
- Homeless, human services
- Human services
- Human services, emergency aid
- Human services, financial counseling
- Human services, gift distribution
- Human services, mind/body enrichment
- Human services, personal services
- Human services, self-help groups
- Human services, transportation
- Human services, travelers’ aid
- Human services, victim aid
- Independent living, disability
- Minorities/immigrants, centers/services
- Neighborhood centers
- Personal assistance services (PAS)
- Pregnancy centers
- Residential/custodial care
- Residential/custodial care, group home
- Residential/custodial care, half-way house
- Residential/custodial care, senior continuing care
- Residential/custodial care, special day care
- Salvation Army
- Self-advocacy services, disability
- Supported living
- Thrift shops
- Transition planning
- Urban League
- Volunteers of America
- Women, centers/services
- YM/YWCA & YM/YWHA
- Youth, pregnancy prevention
- Youth, services

© The Foundation Center
<table>
<thead>
<tr>
<th>International affairs</th>
<th>Burma (Myanmar)</th>
<th>Guinea-Bissau</th>
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<tbody>
<tr>
<td>Anti-slavery/human trafficking</td>
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<td>Haiti</td>
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<td>International conflict resolution</td>
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<td>Iran</td>
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<td>Jersey</td>
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<td>Jordan</td>
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<td>International peace/security</td>
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<td>Kazakhstan</td>
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<td>International relief</td>
<td>Croatia</td>
<td>Kenya</td>
</tr>
<tr>
<td>International relief, 2004 tsunami</td>
<td>Cuba</td>
<td>Kiribati</td>
</tr>
<tr>
<td>International terrorism</td>
<td>Curacao</td>
<td>Kosovo</td>
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International giving

Afghanistan | Cyprus | Kyrgyzstan |
Africa | Czech Republic | Laos |
Albania | Democratic Republic of the Congo | Lebanon |
Algeria | Denmark | Luxembourg |
Andorra | Developing countries | Macau |
Angola | Djibouti | Macedonia |
Anguilla | Dominica | Madagascar |
Antarctica | Dominican Republic | Malawi |
Antigua & Barbuda | East Timor | Malaysia |
Arctic Region | Ecuador | Maldives |
Argentina | Eastern & Central Europe | Mali |
Armenia | Egypt | Malta |
Aruba | El Salvador | Marshall Islands |
Asia | England | Martinique |
Australia | Equatorial Guinea | Mauritania |
Austria | Eritrea | Mauritius |
Azerbaijan | Estonia | Mexico |
Bahamas | Ethiopia | Middle East |
Bahrain | Europe | Moldova |
Bangladesh | Federated States of Micronesia | Monaco |
Barbados | Fiji | Mongolia |
Belarus | Finland | Montenegro |
Belgium | France | Montserrat |
Belize | French Guiana | Morocco and the Western Sahara |
Benin | Gabon | Mozambique |
Bermuda | Gambia | Namibia |
Bhutan | Georgia (Republic of) | Nauru |
Bolivia | Germany | Nepal |
Bonaire | Ghana | Netherlands |
Bosnia-Herzegovina | Gibraltar | Netherlands Antilles |
Botswana | Global programs | Nigeria |
Brazil | Greece | Norway |
British Virgin Islands | Greenland | Oman |
Brunei | Grenada | Pakistan |
Bulgaria | Guatemala | Panama |
Burkina Faso | Guadeloupe | Paraguay |
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### Fields of Interest/Subject Term/Recipient Type Authority List

<table>
<thead>
<tr>
<th>Country/Region</th>
<th>Subject/Field</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Caledonia</td>
<td>Togo</td>
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<tr>
<td>New Zealand</td>
<td>Tonga</td>
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<td>Trinidad &amp; Tobago</td>
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Fields of Interest/Subject Term/Recipient Type Authority List

Fraternal societies (501(c)(9))
Fraternal societies (501(c)(11))
Insurance (benevolent life)
Insurance (group)
Insurance (mutual)
Insurance, providers
Insurance, unemployment compensation
Mutual aid societies
Pensions
Pensions, employee trusts
Pensions, multi-employer plans
Pensions, teacher funds

Philanthropy/Voluntarism
Catholic federated giving programs
Federated giving programs
Foundations (community)
Foundations (corporate)
Foundations (non-grantmaking, non-operating)
Foundations (private grantmaking)
Foundations (private independent)
Foundations (private operating)
Foundations (public)
Jewish federated giving programs
Philanthropy/voluntarism
Protestant federated giving programs
Religious federated giving programs
Venture philanthropy
Voluntarism promotion

Population groups
African Americans/Blacks
Aging
AIDS, people with
Asians/Pacific Islanders
Blind/visually impaired
Boys
Children
Children/youth
Crime/abuse victims
Deaf/hearing impaired
Disabilities, people with
Drug abusers use Substance abusers
Economically disadvantaged
Girls
Hispanics/Latinos
Homeless
Immigrants/refugees
Indigenous peoples
Infants/toddlers
Infants/toddlers, female
Infants/toddlers, male
LGBTQ
Men
Mentally disabled
Migrant workers
Military/veterans
Minorities
Native Americans/American Indians
Offenders/ex-offenders
People with AIDS (PWAs)
Physically disabled
Single parents
Substance abusers
Terminal illness, people with
Veterans use Military/veterans
Women
Youth

Public affairs
Accessibility/universal design
Campaign finance reform
Consumer protection
Electronic communication
Financial services
Financial services, credit unions
Government
Government, federal
Government, local
Government, quasi-governmental
Government, state
Government, tribal
Government/public administration
Leadership development
Military/veterans’ organizations
Public affairs
Public affairs, citizen participation
Public affairs, election regulation
Public affairs, finance
Public affairs, government agencies
Public affairs, political organizations
Public policy, research
Telecommunications
Telecommunications, mutual/co-op
Transportation
Utilities
Welfare policy/reform
Recreation, community facilities
Recreation, country clubs
Recreation, fairs/festivals
Recreation, parks/playgrounds
Recreation, social clubs

Religion
Bahai
Buddhism
Christian agencies & churches
Confucianism
Hinduism
Islam
Jewish agencies & synagogues
Mormon agencies & churches
Orthodox agencies & churches
Protestant agencies & churches
Religion
Religion, interfaith issues
Spirituality

Safety/disasters
Disasters, 9/11/01
Disasters, civil defense
Disasters, domestic resettlement
Disasters, fire prevention/control
Disasters, floods
Disasters, Hurricane Katrina
Disasters, preparedness/services
Disasters, search/rescue
Safety, automotive safety
Safety, disasters
Safety, education
Safety, first aid training
Safety, poisons

Science
Anatomy (animal)
Anatomy (human)
Assistive technology
Astronomy
Biological sciences
Botany
Chemistry
Computer science
Engineering
Engineering/technology
Geology
Marine science
Mathematics
Physical/earth sciences
Physics
Science
Space/aviation

Social sciences
American studies
Anthropology/sociology
Black studies
Fields of Interest/Subject Term/Recipient Type Authority List

Economics
Ethnic studies
Gerontology
International studies
Labor studies
Law/international law
Paranormal/mystic studies
Political science
Population studies
Poverty studies
Psychology/behavioral science
Rural studies
Social sciences
Social sciences, interdisciplinary studies

Urban studies
Women's studies

Unknown/not classified
Unknown/not classified

Youth development
Big Brothers/Big Sisters
Boy scouts
Boys & girls clubs
Boys clubs
Camp Fire
Girl scouts
Girls clubs

Youth development
Youth development, adult & child programs
Youth development, agriculture
Youth development, business
Youth development, centers/clubs
Youth development, citizenship
Youth development, community service clubs
Youth development, intergenerational programs
Youth development, religion
Youth development, scouting agencies (general)
Youth development, services
Advocacy: Cash grants for services related to advocacy, including advocating for better assistance in various program areas (for example school reform, full access to health care, legal reform, environmental clean up work, etc.) and providing assistance in planning advocacy campaigns.

Annual campaigns: Any organized effort by a nonprofit to secure gifts on an annual basis; also called annual appeals.

Awards/prizes/competitions: Grants for artists’ awards, prizes, competitions, housing, living space, and work space.

Building/renovation: Grants for constructing, renovating, remodeling, or rehabilitating property. Includes general or unspecified capital support awards.

Business startups/expansion: An area of activity supported by the investments of foundations or funders, the purpose of which is to stimulate the business sector.

Capital campaigns: Campaigns to raise funds for a variety of long-term purposes such as building construction or acquisition, endowments, land acquisition, etc.

Cause-related marketing: The practice of linking gifts to charity with marketing promotions. This may involve donating products that will then be auctioned or given away in a drawing with the proceeds benefiting a charity. The advertising campaign for the product will be combined with the promotion for the charity. In other cases it may be advertised that when a customer buys the product a certain amount of the proceeds will be donated to charity.

Charitable use real estate: Program-related investments in properties that are used for charitable purposes. In most cases, a property such as a building is held by a foundation, which in turn donates or leases it at below market rates to a nonprofit organization. In other cases, a property consists of either land or buildings that are held for a period of time by a foundation and then either given away as a grant or sold to a nonprofit or to a government agency.

Collections acquisition: Grants to libraries or museums to acquire permanent materials as part of a collection, usually books or art.

Collections management/preservation: Grants for maintenance, preservation, and conservation of materials.

Commissioning new works: Grants to support the creation of new artistic works.

Computer systems/equipment: Grants to purchase or develop automated systems.

Conferences/seminars: Includes workshops.

Consulting services: Professional staff support provided by the foundation to a nonprofit to consult on a project of mutual interest or to evaluate services (not a cash grant).

Continuing support: Grant renewed on a regular basis.

Curriculum development: Awards to schools, colleges, universities, and educational support organizations to develop general or discipline-specific curricula.

Debt reduction: Grant to reduce the recipient organization’s indebtedness; also referred to as deficit financing. Frequently refers to mortgage payments.

Donated equipment: Surplus furniture, office machines, paper, appliances, laboratory apparatus, or other items that may be given to charities, schools, or hospitals.

Donated land: Land or developed property. Institutions of higher education often receive gifts of real estate; land has also been given to community groups for housing development or for parks or recreational facilities.

Donated products: Companies sometimes give away what they make or produce. Product donations may include periodic clothing donations to a shelter for the homeless or regular donations of pharmaceuticals to a health clinic resulting in a reliable supply.

Electronic media/online services: Grants for support of projects on the Internet and World Wide Web, including online publications and databases, development of Web sites, electronic networking and messaging services, CD-ROM products, and interactive educational programs.

Emergency funds: One-time grants to cover the immediate short-term funding needs of a recipient organization on an emergency basis.

Employee matching gifts: Usually made by corporate foundations to match gifts made by corporate employees.

Employee volunteer services: Effort through which a company promotes involvement with nonprofits on the part of employees.

Employee-related scholarships: Scholarship programs funded by a company-sponsored foundation usually for children of employees; programs are frequently administered by the National Merit Scholarship Corporation which is responsible for selection of scholars.

Endowments: Bequests or gifts intended to be kept permanently and invested to provide income for continued support of an organization.

Equipment: Grants to purchase equipment, furnishings, or other materials.
Equity investments: An ownership position in an organization or venture taken through an investment. Returns on the investment are dependent on the profitability of the organization or venture.

Exchange programs: Usually refers to funds for educational exchange programs for foreign students.

Exhibitions: Awards to institutions such as museums, libraries or historical societies specifically to mount an exhibit or to support the installation of a touring exhibit.

Faculty/staff development: Grants to institutions or organizations to train or further educate staff or faculty members.

Fellowships: Usually indicates funds awarded to educational institutions to support fellowship programs. A few foundations award fellowships directly to individuals.

Film/video/radio: Grants to fund a specific film, video, or radio production.

Foundation-administered programs: Funds expended for programs administered by the foundation.

General/operating support: Grants for the day-to-day operating costs of an existing program or organization or to further the general purpose or work of an organization; also called “unrestricted grants.”

Grants to individuals: These are awards given directly to individuals, not through other nonprofit organizations. Many grantmakers have a specific limitation stating “no grants to individuals.” In order to make grants to individuals, a foundation must have a program that has received formal IRS approval.

In-kind gifts: Contributions of equipment, supplies, or other property as distinct from monetary grants.

Income development: Grants for fundraising, marketing, and to expand audience base.

Interim financing (bridge loans, cash flow financing): Short-term loan to provide temporary financing until more permanent financing is available.

Internship funds (institutional support): Funds awarded to an institution or organization to support an internship program, rather than a grant to an individual.

Land acquisition: Grants to purchase real estate property.

Line of credit: Agreement by a bank that a company may borrow at any time up to an established limit.

Linked deposits (usually CDs): A deposit in an account with a financial institution to induce that institution’s support for one or more projects. By accruing no interest or low interest on its deposit, a foundation essentially subsidizes the interest rate of the project borrowers.

Loaned talent: Usually involves employee-loaned professionals and executive staff who are helping a nonprofit in an area involving their particular skills.

Loans to individuals: Assistance distributed directly to individuals in the form of loans.

Loans for loan funds: Funding for nonprofit or for-profit institutions that have specialized lending capacities. They obtain capital in the form of equity and low-interest loans (Program-related investments) from a variety of sources, including foundations and other funders, to form a “lending pool.”

Loans/promissory notes: See "Program-related investments/loans."

Management development/capacity building: Grants for salaries, staff support, staff training, strategic and long-range planning, capacity building, budgeting and accounting.

Matching/challenge support: Grants to match funds provided by another donor and grants paid only if the donee is able to raise additional funds from another source.

Mortgage financing: Funds to lending organizations providing low-interest mortgages to needy individuals.

Performance/productions: Grants to cover costs specifically associated with mounting performing arts productions.

Pro Bono Services: Pro bono services rendered by a company, professional services firm, intermediary, association or individual professional leveraging the core competencies and expertise of the professional(s) engaged to meet the client’s need.

Professorships: Grants to educational institutions to endow a professorship or chair.

Program development: Grants to support specific projects or programs as opposed to general purpose grants.

Program evaluation: Grants to evaluate a specific project or program; includes awards both to agencies to pay for evaluation costs and to research institutes and other program evaluators.

Program-related investments/loans: Loans or other investments (as distinguished from grants) to organizations to finance projects related to the foundation’s stated charitable purpose and interests.

Public relations services: May include printing and duplicating, audio-visual and graphic arts services, helping to plan special events such as festivals, piggyback advertising (advertisements that mention a company while also promoting a nonprofit), and public service advertising.

Publication: Grants to fund reports or other publications issued by a nonprofit resulting from research or projects of interest to the foundation.

Research: Funds to cover the costs of investigations and clinical trials, including demonstration and pilot projects. (Research grants for individuals are usually referred to as “fellowships.”).
Scholarship funds (institutional support): Grants to educational institutions or organizations to support a scholarship program, mainly for students at the undergraduate level; the donee institution then distributes the funds to individuals through their own programs.

Scholarships to individuals: These are funds awarded directly to individuals through programs administered by the grantmaker.

Seed money: Grants to start, establish, or initiate new projects or organizations; may cover salaries and other operating expenses of a new project. Also called “start-up funds.”

Sponsorships: Endorsements of charities by corporations, or corporate contributions to charitable events.

Student aid (institutional support): Assistance in the form of educational grants, loans, or scholarships.

Student loans to individuals: These are loans distributed directly to individuals through programs administered by the grantmaker.

Technical assistance: Operational or management assistance given to nonprofit organizations, including fundraising assistance, budgeting and financial planning, program planning, legal advice, marketing, and other aids to management.

Use of facilities: May include rent-free office space for temporary periods, dining and meeting facilities, telecommunications services, mailing services, transportation services, or computer services.