

High Impact Grantmaking
San Diego Grantmakers Annual Conference Workshop
October 4, 2006

“To give away money is an easy matter and in anyone’s power, but to decide to whom to give it and how large and when, and for what purpose and how, is neither in everyone’s power.

Hence it is that such excellence is rare, praiseworthy, and noble.”

--Aristotle

Panel Members: Lisa Fujimoto, Change a Life Foundation
Deborah Lindholm, Foundation for Women
Lina Paredes, Liberty Hill Foundation
Moderator: Charlene Seidle, Jewish Community Foundation

- ❖ Welcome and Introductions
- ❖ Panel Presentations
- ❖ Resources
- ❖ Question and Answer, Discussion

“One day Alice came to a fork in the road and saw a Cheshire cat in the tree. ‘Which road do I take?’ she asked. ‘Where do you want to go?’ was his response.

‘I don’t know,’ Alice answered. ‘Then,’ said the cat, ‘it doesn’t matter.’ ”

--Lewis Carroll, Through the Looking Glass

Discussion Questions to Identify and Examine Charitable Values and Goals

- ◆ Were there special circumstances or a life experience that led to your (or your corporation's) interest in helping the community through philanthropy?
- ◆ What are your or your corporation's basic values and how have these been expressed through your giving?
- ◆ Why is supporting the community through philanthropy important to you?
- ◆ As donors and volunteers or as a corporation, why have you made gifts of money and time? What have been your most significant gifts and which have provided you with the most satisfaction?
- ◆ Do you know whether your efforts have made a difference?
- ◆ What is your vision for the community 10, 20, 50, 100 years from now?
- ◆ What would you like to accomplish in the larger world with your giving?
- ◆ How would you like to be remembered?

Discussion Questions to Focus Areas of Giving and Set Giving Priorities

- ◆ What issues and community organizations have consistently received support (time and money)? How much do you know about these issues? Are they areas of pressing, demonstrated need?
- ◆ Do you feel strongly about any global, national or communal problems? Which ones?
- ◆ What issues are you most passionate about and most interested in supporting (e.g. education, children, healthcare, the elderly, social action—see charitable interests worksheet)?
- ◆ Given your time and resources, how many areas of interest could be managed effectively?
- ◆ Of all possible choices, where might your giving matter most?
- ◆ What strategic roles do you envision playing? Strategic roles include:
 1. Capacity builder (of an organization or neighborhood)
 2. Innovator/Incubator (of new ideas and programs)
 3. Disseminator/Replicator (of effective models and best practices)
 4. Change Agent (of social or legal structures)
 5. Community Builder (developing human or social capital)
 6. Critic or Advocate (of public or social policy)
 7. Venture Capitalist (supporting social entrepreneurs in starting up or building capacity of organizations)
 8. Developer of leaders (in organizations, schools or communities)
- ◆ How can individual, organizational or corporate values be expressed as funding priorities?
- ◆ How best can you make a difference with future grants?



4950 Murphy Canyon Road ~ San Diego, California 92123 ~ Tel (858) 279 2740 ~ Fax (858) 279 6105
E-mail info@jcsandiego.org ~ Web www.jcsandiego.org

Charitable Interests Worksheet

Ranking

Education

- Public schools
- Camping
- Adult literacy
- Special education
- Universities and higher education

Ranking

Human Rights/Social Action/Environment

- Immigrants and refugees
- Welfare
- Women's rights
- Global human rights and advocacy
- World health
- World hunger
- Emergency relief
- Democracy/political participation
- Community economic development
- Environmental issues

Ranking

Children

- Child abuse and neglect
- Foster care and adoption

_____ Parental training
_____ Juvenile justice
_____ Youth violence
_____ Mentoring
_____ Children with special needs

Ranking

Human Services

_____ Basic needs: food, shelter, clothing
_____ Job counseling, training, referral and placement
_____ Crisis intervention
_____ Domestic violence
_____ Counseling
_____ Singles activities
_____ Intergroup relations
_____ Legal aid
_____ Transportation

Ranking

Seniors

_____ Transportation
_____ Housing
_____ Medical care
_____ Quality of life
_____ Case management
_____ Residential facilities

Ranking

Health

_____ Communicable diseases
_____ Violence prevention
_____ Substance abuse

_____	Medical research—clinical and basic
_____	Access to healthcare
_____	Mental health
_____	Women’s health
_____	Family planning

Ranking

Arts and Culture

_____	Libraries
_____	Theater
_____	Music
_____	Film
_____	Museums/cultural centers

Other Areas That Interest You

Ranking

Area

_____	_____
_____	_____
_____	_____

Types of Funding (Also rank 1 to 5)

Ranking

Type

_____	Local
_____	National
_____	Overseas
_____	Ongoing operations
_____	Special projects
_____	Seed money
_____	Capital

Areas Or Issues That You Are Definitely Not Interested In

**Resources List
High Impact Grantmaking**

San Diego Grantmakers

www.sdgrantmakers.org

National Center for Family Philanthropy (NCFP)

www.ncfp.org

Council on Foundations

www.cof.org

The Philanthropic Initiative (TPI)

www.tpi.org

Women's Philanthropy Institute

www.women-philanthropy.org

Association of Small Foundations

www.smallfoundations.org

Jewish Community Foundation

www.jcfsandiego.org

San Diego Foundation

www.sdfoundation.org

The Impact Project

www.morethanmoney.org

Philanthropy Roundtable

www.philanthropyroundtable.org

The Foundation Center

www.fdncenter.org