



WINTER 2004

San Diego Grantmakers

OUR VISION IS TO BUILD A STRONG PHILANTHROPIC COMMUNITY STRENGTHENED BY OUR VIBRANT LEADERSHIP.

OUR MISSION IS TO CONNECT, INFORM, DEVELOP, AND INSPIRE A DIVERSE GROUP OF FOUNDATIONS AND CORPORATIONS TO STIMULATE EFFECTIVE PHILANTHROPY IN THE SAN DIEGO REGION.

SDGrantmakers' revised Mission Statement & Goals – details on page 2

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SDGrantmakers: Moving Forward

While SDGrantmakers incorporated just four years ago, our roots began in 1973 as a *lunch bunch* discussion group of foundation leaders. SDGrantmakers has been convening, educating, and engaging grantmakers for 30 years.

SDGrantmakers is committed to fostering a culture of learning and collaboration. Our charge is to support SDGrantmakers' members to realize the vision of their organizations, build their capacity, and strengthen our community. In that spirit, in the fall the Board of Directors launched a series of strategic conversations to ensure SDGrantmakers is responsive to our members' needs. As part of the process, we asked you, our members, for feedback. Here's what you told us ...

THERE ARE FOUR CLEAR REASONS WHY YOU BELONG TO SDGRANTMAKERS:

- Increase effectiveness in grantmaking
- Learn from other grantmakers
- Explore co-funding opportunities and collaborations
- Keep abreast of challenges in the San Diego region

WE ALSO ASKED, "WHAT ELSE,"

WHAT ELSE SHOULD SDGRANTMAKERS BE DOING TO IMPACT YOUR GRANTMAKING?

- Provide grantmakers opportunities for improvement
- Continue to bring programs, experts, and the latest research to grantmakers
- Expand the circle of grantors and increase philanthropy in our region
- Be the voice of local grantmakers helping the public to understand what we do and promote philanthropy

CONTINUED ON PAGE 3

See page 3 for:

- SDGRANTMAKERS' KEY 2003 SUCCESSES
- INTERESTING STATISTICS
- OPPORTUNITIES FOR YOU TO GET INVOLVED

SDGrantmakers' Second Annual Conference
Due to the recent fires, our conference was rescheduled for April 14, 2004. Please see calendar section on page 7.



San Diego Grantmakers Board of Directors

Ruth Lyn Riedel, Ph.D., Chair
Alliance Healthcare Foundation

Marjory Kaplan, Vice-Chair
Jewish Community Foundation

Fred Baranowski, Treasurer
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Tim McCarthy
McCarthy Family Foundation

Judy McDonald
The Parker Foundation

Joanne Pastula
The Thomas C.
Ackerman Foundation

Kelly Prasser
Sempra Energy

Paul Thompson
Callaway Golf Company Foundation

Phil White
The Hamilton-White Foundation

Vision 2004

Our **VISION** is to build a strong philanthropic community strengthened by our vibrant leadership.

Our **MISSION** is to connect, inform, develop, and inspire a diverse group of foundations and corporations to stimulate effective philanthropy in the San Diego region.

We Believe In:

EXCELLENCE SERVICE

In all of our work we reflect a commitment to excellence.

We value our members by providing services that are practical, informed, stimulating, and relevant.

COLLABORATION CELEBRATION

We support members working together to address community needs.

We celebrate the joy and satisfaction born out of compassionate and results-driven philanthropy that improve the many communities of the San Diego region.

INCLUSIVENESS

We believe in the rich diversity of the San Diego grantmaking community and the San Diego region in general, and will promote inclusiveness in the way we work.

INTEGRITY

We value and promote ethical grantmaking practices.

Strategic Goals

PROGRAMS AND SERVICES

SDG will be the acknowledged provider of philanthropic programs and services in San Diego to ensure competent and knowledgeable grantmakers. We provide skill-building, networking, and educational opportunities to grantmakers through programs, as well as services, such as newsletters, our website, and technical assistance that are strategically developed and implemented.

COLLABORATIONS

SDG will increase varying levels and kinds of collaborations: (1) among grantmakers, including facilitating funding of a minimum of one new collaboration with shared decision-making; and (2) with nonprofit associations with mutual goals to strengthen philanthropy.

STRENGTHENING PHILANTHROPY

SDG will provide leadership to grantmakers to promote high standards and effective practices. SDG will increase awareness, understanding, and support of philanthropy by stakeholders, including nonprofits, media, and the general public.

MEMBERSHIP

SDG will be a high-performing organization serving members and those engaged in grantmaking. Members will recognize value of membership as essential in achieving the goals of their own organizations.

GOVERNANCE AND MANAGEMENT

SDG will develop and maintain the organizational and financial capacity to advance the goals of the organization.

SDGrantmakers thanks Murray Galinson for many years of service. While he retires from the Board of Directors, we look forward to continuing our work with Murray to strengthen philanthropy throughout San Diego. Thank you, Murray!

We would also like to welcome Joanne Pastula and Kelly Prasser to our Board of Directors. Welcome!

SDGrantmakers' Strategic Planning ...

CONTINUED FROM PAGE 1

OUR MEMBERS ARE *THE* CRITICAL COMPONENT TO THE CONTINUED SUCCESS OF SDGRANTMAKERS YOUR INPUT AND PARTICIPATION ALLOW US TO PROVIDE PROGRAMS AND OPPORTUNITIES—

- *How are we doing?* • *Do you have suggestions for change?* • *Who should we approach to stimulate important discussions?*

Integrating your responses, an organizational review, community research, and exploration into other regional associations, the board developed the next evolution of SDGrantmakers. We will continue to build on and expand on our current approaches to improving philanthropy in our region: workshops and seminars, conferences, committee work, site visits, newsletters, collaborations, online resources, and technical assistance.

In addition we'll explore working groups, public policy, and strengthening our community and media relations. Our intent is to serve the diverse needs of our members by bringing coherence and significance to our program and service offerings.

Interesting Statistics

SAN DIEGO STATS

- Approximately 450 foundations based in San Diego, over two-thirds with endowments less than \$1million.
- Recent studies show that San Diego foundations account for 8.2% of all California foundations.
- According to a USC study, the growth of the number of foundations in San Diego and California continues to outpace national statistics.

SDGRANTMAKERS STATS

- 74 members total
 - 28 family foundations
 - 15 independent foundations
 - 5 community foundations
 - 22 corporate programs
 - 4 "other" (i.e. government grantmakers, United Way, etc.)
- Members reporting of annual gifts in San Diego
 - 35% less than \$100K
 - 28% between \$100K - \$500K
 - 14% between \$500K - \$1million
 - 23% over \$1million
 - (17 members grant over \$1million)

Key SDG 2003 Successes

HOSTED 30+ PROGRAMS IN THE PAST YEAR WITH 500 GRANTMAKING PARTICIPANTS, SUCH AS:

- Legal implications of the recent H.R. 7 legislation
- Achieving Equity Through Smart Growth
- Making Site Visits Work
- Lessons learned from the San Diego Red Cross problems
- Successful Small Grants: When a Little Goes a Long Way

COLLABORATED WITH NONPROFIT PARTNERS ADDRESSING COMMUNITY ISSUES PROGRAMS

- Developed a successful *Community Leader* series with The San Diego Foundation and LEAD San Diego with over 350 participants.
- Worked with Nonprofit Management Solutions to present three funders panels, introducing funding practices to development professionals.
- Celebrated with the Association of Fundraising Professionals the successes of local philanthropy during National Philanthropy Day.

EMBARKED ON A COLLABORATION ON THE HOMELESS

- While the collaboration continues to define itself, there is an active group of funders building momentum to impact this critical issue.

LAUNCHED AN ARRAY OF MEMBER SERVICES, INCLUDING:

- Discounts to professional journals, such as the Stanford Social Innovation Review
- Discounted D&O Insurance
- Web, conference call, and computer services

ANNOUNCED A LIBRARY OF SAMPLE DOCUMENTS

- Over 450 templates and documents you use everyday are available to you in our library

ONE OF THIS YEAR'S GREAT SUCCESSSES, WAS THE ANNOUNCEMENT THAT THE COUNCIL ON FOUNDATIONS WILL HOST ITS 2005 ANNUAL CONFERENCE HERE IN SAN DIEGO. THIS IS A WONDERFUL OPPORTUNITY TO HIGHLIGHT THE WORK OF OUR GRANTMAKERS AND OUR NONPROFIT PARTNERS.

Opportunities to Get Involved

This is *your* organization and there are many opportunities to get involved ...

- **Committees:** Committees design family foundation and corporate tracks, develop strong media relationships, tackle homelessness in San Diego, oversee this organization's finances, and plan annual conferences. Join one of the groups working hard to strengthen philanthropy in our community.
- **Programs:** Help plan a comprehensive menu of programs and events which are meaningful and significant to your work. Share the topics, issues, and skills you'd like to address.
- **Board:** SDGrantmakers developed an open board nomination process last year. Consider taking a leadership role in the future.

Highlight: Online Membership Directory ...

The SDGrantmakers online Membership Directory, available to members only, is updated weekly. To get the most current information about members, go to www.sdgrantmakers.org and click the members icon at the top of the menu bar. The directory allows you to do searches by giving areas, i.e. all members granting in education, or by grant levels. In addition, you can search by organization or person.

It's easy:

1. Go to www.SDGrantmakers.org
2. Click on "Members"
3. Click on "Member Directory"
4. Enter SDGrantmakers in "User Name" and your password (email Ellen@SDGrantmakers.org if you've forgotten your password)



The database is searchable by organization, foundation type, amount of giving and grantmaking areas.

If you're not registered for the members' listserv, you're missing full access to the online member directory, the latest issues of Philanthropy Link, details on upcoming programs and resources that only members can see. If you don't know how to join the members listserv, email Ellen@SDGrantmakers.org or call us at 619/744-2180.

Our Resource Library ...

Members are welcome to borrow materials by mail, or make an appointment to visit our office and browse through the library. All of our publications, videos, and tapes are complimentary and are available for two-week use to our members. (We even make it easy for you, we'll give you the envelope in which to ship it back to us.)

In the News ...

H.R. 7/CARE Act in Limbo

One of the hot topics of 2003 was the H.R. 7/CARE Act. While the House of Representatives passed H.R. 7 in September, it remains in limbo. The objections blocking the bill's progression are not related to the substance of the charitable giving tax incentives, but to the resolution of a variety of unrelated bills—Medicare prescription drug benefits, the childcare tax credit, expiring tax provisions, and the energy bill.

The many iterations of the bill have caused confusion. Below the Council on Foundations offers a "what's what" on the House compromise regarding administrative expenses:

- 1) Reduces the excise tax on net investment income of private foundations to 1 percent.
- 2) Increases the excise tax on self-dealing from 5 percent to 25 percent.
- 3) Redefines what is allowed as an administrative expense and requires the Secretary of the Treasury to write regulations on this definition.
- 4) Disallows compensation for "disqualified persons" counting as part of qualifying distributions to the extent it exceeds \$100,000 per year.
- 5) Disallows counting as part of qualifying distributions non-commercial air travel that exceeds coach class accommodations.

A complete summary of the provisions in H.R. 7 can be found on the Council's website—www.cof.org.

Member Recognition ...

SDGrantmakers Members Recognized

San Diego Better Business Bureau recently honored Callaway Golf Company with a 2003 Torch Award for Marketplace Ethics. Callaway Golf was one of eight



Torch Award-winners out of 24 local companies recognized for

their outstanding commitment to ethical business practices, both in operations and in their dealings with employees, vendors and customers.

Nokia and Union Bank of California were honored as finalists in the same category.



San Diego Magazine and its Charitable Events Registry recently awarded Qualcomm with its annual "The Art

of Giving" philanthropic award. The magazine honored organizations and individuals

who "consistently go above and beyond to work toward the betterment of San Diego."



Congratulations to all!

If your organization has been recognized for its investments in the community, please share your story with SDGrantmakers. Send announcements to Ellen@sdgrantmakers.org

People ...

SDGrantmakers Congratulates Ruth Patterson and Julie Holdaway, Thanks Laura Fleming and Phyllis Quan, and Welcomes Ellen Holloway

Ruth Patterson, Ph.D., joins The San Diego Foundation as the new Director of Science and Technology and Health and Human Services Analysis and Strategy. In her new role, Ruth oversees the Science and Technology and Health and Human Services Working Groups as well as the San Diego Regional Disaster Fund. Most recently, Ruth comes from the Fred Hutchinson Cancer Research Center in Seattle, Washington.

Julie Holdaway, SDGrantmakers' Executive Director, will be on maternity leave mid-January through mid-March. The office will remain open with limited hours. Heartfelt congratulations to Julie and her family. We look forward to welcoming your new "philanthropist!"

Laura Fleming and Phyllis Quan will serve SDGrantmakers as consultants while Julie is on maternity leave. Laura is a non-profit consultant with extensive philanthropic experience both locally and nationally. She is the former executive director of the national affinity group Grantmakers for Education, and previously staffed the Girard Foundation, a private foundation based in La Jolla, California. Phyllis is president of Quan Consulting, a management consulting firm specializing in board development and strategic planning. They also provide program design, development, management, and evaluation for nonprofit organizations. She has been a nonprofit management consultant for 20 years and brings to SDGrantmakers an expertise in nonprofit organization development, corporate public affairs, foundation relations, and volunteer leadership development.

San Diego Grantmakers welcomes **Ellen Holloway**, the latest addition to our staff. Ellen will serve as Member Services Manager, coordinating SDGrantmakers' programs, library, and communications. Ellen, a UCSD graduate, studied Spanish literature. Her interest in nonprofits began with an internship at the Jewish Community Foundation, where she coordinated the Community Youth Foundation and wrote a grant for its expansion. She looks forward to increasing her grantmaking knowledge as she serves our members in the new year.

San Diegans Give Generously in Response to the Wildfires

BUILDING A RECORD OF PHILANTHROPIC RESPONSE

Now we turn to the task of rebuilding our communities. It's important to share what we're doing, learn from each other, and document for the future. SDGrantmakers is compiling regional data about our philanthropic responses, large and small, to the wildfires of 2003. Share with us—and with your colleagues—what you are doing. As you take actions, please email the information to us at wildfires@SDGrantmakers.org.

In addition, it is our intention to share with you the variety of community funds that sprung up in response to various needs. The following link contains the community funds we've discovered, www.sdgrantmakers.org/about_us/wildfires_funds.asp. If you are aware of any further funds, please share!

Our community responded with great generosity as the wildfires blew through our county. While the fires still burned, people quickly organized to set up fundraisers and relief funds for those who needed help. In record amounts, San Diegans gave and are still giving.

Better known funds, such as those set up by the American Red Cross, The Salvation Army and The San Diego Foundation, were active immediately—setting up infrastructure, supplying resources and providing direction. Nonprofits, companies, foundations, and individuals—the fabric of our society—all reacted to the tragedy.

In addition to already existing charities, nearly 50 grassroot community funds were developed specifically to lend a hand to those most affected by the tragedy. Funds like Assisted Builders and Contractors Fire Relief Fund, the 4-H Leaders' Council

Firestorm 2003 Assistance Fund, and the various Rotary funds were created to help with everything from providing care to those who lost their homes to caring for animals, repairing the environment, and paying for medical care for firefighters injured while on duty. The Taiwanese Buddhist Foundation was on the ground within days of the fire distributing checks to families who had lost their homes. PTAs, Rotary Clubs, credit union members, Barona Casino, Naval Officer Spouses, the media and many other caring individuals and groups organized funds and have been distributing money to assist in allaying the immediate impact of the fire and the long-term effects.

The scope of giving was astounding. It is difficult to estimate the total dollars given, but it is certainly in the tens of millions.

As impressive was the innovative ways people found to give. Foundations, created to strengthen the fabric of this community, responded

quickly. The Waitt Family Foundation immediately gave \$100,000 to the American Red Cross. The California Endowment provided \$500,000 to the hardest-hit community clinics serving impacted California communities, including \$200,000 to San Diego's clinics. Many corporations like Qualcomm sent hundreds of thousands of dollars directly to funds, like the American Red Cross, and often matched employee giving. Callaway Golf gave to community organizations and allowed its employees to donate the value of accrued paid time off, which the company matched dollar-for-dollar. Gateway Computers loaned PCs for use at the Scripps Ranch recovery center to help to serve and communicate with community members and offered 20% off PC purchases to those impacted by the fires.

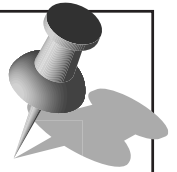
While there is more to do to rebuild, we commend the selfless actions taken and how San Diegans rose to the occasion and helped each other in time of need.

San Diego Grantmakers applauds all of those who stepped up, organized, wrote checks and helped get resources to those in need. Your actions make us all proud to be part of a community that cares.

San Diego Grantmakers would like to welcome our newest members . . .

- **STARBUCKS COFFEE Co.**
- **COMMUNITY YOUTH FOUNDATION OF THE JEWISH COMMUNITY FOUNDATION**
- **JEWISH WOMEN'S FOUNDATION OF SAN DIEGO**

Calendar of Events . . .



Report on the Regional Taskforce on the Homeless

WEDNESDAY, MARCH 31, 2004
11:30AM - 1:30PM

LOCATION TO BE DETERMINED

Hot off the presses! John Thelen, Executive Director, Regional Taskforce on the Homeless, will report on the results of the updated regional homeless profile. Funded by Alliance Healthcare Foundation and The Parker Foundation, this survey looks at and defines who is homeless in San Diego. It takes special effort to survey San Diego's special populations as well. Following John's presentation, this working group will discuss the next steps required in championing a local effort to end homelessness. How do we get key players to the table and what is a funder's role? Join us for this critical conversation.

RESCHEDULED! SDGrantmakers' Second Annual Conference—Grantmaking for Impact: How We Do It Matters

WEDNESDAY, APRIL 14, 2004
8:30AM - 4:00PM

**JOAN B. KROC INSTITUTE
FOR PEACE & JUSTICE,
UNIVERSITY OF SAN DIEGO**

Due to the October wildfires we had to postpone our second Annual Conference. However, rescheduling allows us several additional opportunities:

- Use the additional time to draw a far-reaching audience and expand our participation.
- Secure a national corporate speaker.
- Develop a time-sensitive program on disaster



response—what are the continuing community needs, lessons learned, and strategies for the future?

The conference agenda will again address public policy issues, special needs of corporate and family foundations, as well as issues of collaboration and fundraising strategies, among others.

Paul Jansen of McKinsey Consulting, co-author of the recent controversial article entitled, "The Nonprofit Sector's \$100 Billion Opportunity" has once again cleared his schedule to join SDGrantmakers. Don't miss this premiere event!

Yes! Sign me up for:

- MARCH 31ST ... REPORT ON THE REGIONAL TASKFORCE ON THE HOMELESS**
- APRIL 14TH ... SAN DIEGO GRANTMAKERS' ANNUAL CONFERENCE**
"GRANTMAKING FOR IMPACT: HOW WE DO IT MATTERS"

NAME: _____

ORGANIZATION: _____

PHONE: _____ EMAIL: _____

San Diego Grantmakers

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SDGrantmakers is committed to increasing the impact of philanthropy in San Diego by creating a forum for the open discussion of ideas among grantmakers. To achieve our goal of strategic education, programs are open to members and other grantmakers as guests, unless otherwise noted.

San Diego Grantmakers Reserve your seat today!
phone 619/744-2180 • fax 619/744-2182 • programs@SDGrantmakers.org

Final Notes ...

On behalf of San Diego Grantmakers' staff, we wish you a happy and healthy new year.

Thank you to all who responded to San Diego Grantmakers winter membership renewal campaign. Your support helps us to serve our members and continue to grow.

If you have questions about your renewal, please contact Ellen Holloway, Member Services Manager, at Ellen@SDGrantmakers.org.



SAN DIEGO GRANTMAKERS PHILANTHROPY LINK

We encourage members to contribute suggestions, articles ideas, news items, and personnel changes. Submit items or ideas to Link@SDGrantmakers.org or mail to the our office.

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Strengthening Philanthropy

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