

The Fundraising Basics

A Training Workshop for
Vincentian Leaders

By,

Steven F. Martinez, MA
National Development Director
National Council of the U.S. Society of St.
Vincent de Paul, Inc.



Inspiration



Mission driven fundraising-
advocacy for the poor, long term
fundraising, stewardship,
collaboration, respect,
recognition and personal
involvement were at the
cornerstone of Vincent's
fundraising practices.

The Fundraising Basics

- Understanding Philanthropy
- Basics of Fundraising
- Introduction to Big Results With Major Gifts
- Tools and Resources for Success
- Q & A Time



The Fundraising Basics

Definition of **fundraising** (n)

fund·rais·ing [fúnd ràyzing]

activity of raising money: the
organized activity of soliciting and
collecting money for a nonprofit or
political organization

Encarta World English Dictionary



The Fundraising Basics

Development: A PROCESS



Development: a PROCESS mindful of donor's integrity (donor centered) involving the board, staff, volunteers, donors, friends, that is built on long-term relationships with the goal of identifying and securing resources to fulfill the organizational mission.

The Fundraising Basics



The Fundraising Basics

Donor Constituent Circles



The Fundraising Basics

Solicitation Effectiveness Ladder



The Fundraising Basics

The Fundraising Team

- ✓ Board (present and past)
- ✓ Staff
- ✓ Key Volunteers
- ✓ Recipients
- ✓ Family of Recipients
- ✓ Key Community Leaders



The Fundraising Basics

Stewardship

- ✓ Utilize gifts as the donor intends them to be used
- ✓ Ensure donors get the recognition and benefits they are promised
- ✓ Report back to donors about the impact of their gifts

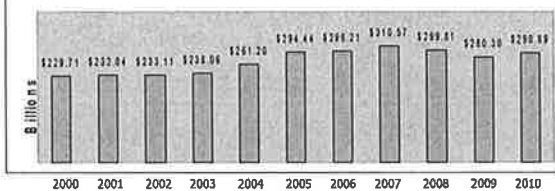
Ethics

- ✓ Donor Bill of Rights & AFP



Understanding Philanthropy Growth in Charitable Giving

Private Charitable Contributions in US for
2000 - 2010



Understanding Philanthropy Philanthropic Trends

Mega Wealth Transfer

- 55 year period (1998-2052)
- \$14-40 Trillion will change hands between the generations
- A Golden Age of Philanthropy!



Understanding Philanthropy 7 Principles of Philanthropic Giving

1. People give money because they want to
2. People don't give unless they are asked
3. People give to people
4. People give to opportunity, not to needs
5. People give to success, not to distress
6. People give to make a change for the good
7. Money follows structure

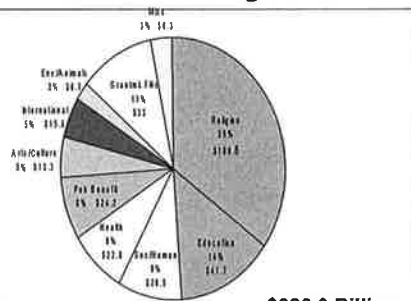
Who is Giving? 2010 Contributions in U.S.

\$290.9 Billion



Source: Giving USA 2011 Report of 2010 Data

2010 Contributions Who is Getting?



Source: Giving USA 2011 Report of 2010 Data

\$290.0 Billion

Understanding Philanthropy **Insights to Remember !**

- W I I F M
- The Mission is what matters
- People don't give to buildings, they give to what goes on in buildings
- 90% of the money is from 10% of the donors
- People give close to home

The Fundraising Basics

Donors, Databases and Gifts

- **Donors** - Self, family and/or friends of
 - Board
 - Staff
 - Church members/leaders
 - Volunteers
 - Affiliate groups
 - Community leaders
- Remember -73% of ALL donations are from individuals
- **Database**-a tracking system

The Fundraising Basics

Donors, Databases and Gifts

Types of Gifts

- Cash
- Stocks
- Planned Gift (Bequest, IRA, Trust, Annuity)
- Real Property
- In-kind



The Fundraising Basics

Cultivation and Stewardship

Cultivation - activities to educate the donor and bring them closer to your agency and its mission

- Special Events
- Board or committee service
- Program related volunteer service
- Newsletters, annual reports, emails or other agency communication pieces
- Tours or agency meetings
- Meeting with clients or leadership staff/volunteers

The Fundraising Basics

Cultivation and Stewardship

Thank you THANK YOU

THANK YOU! Thank YOU!

Thank YOU!!! Thank You

THANK YOU Thank You

Thank you THANK YOU!!

Thank You

The Fundraising Basics

To succeed, you need...

- › the RIGHT person
- › to ask the RIGHT person
- › at the RIGHT time
- › for the RIGHT amount
- › to support the RIGHT initiative



The Fundraising Basics

Introduction to Major Gifts for BIG Results



Major Gifts come from

Relationships

relationships

RELATIONSHIPS

RELATIONSHIPS

ReLationSHIPS

RELATIONSHIPS

Relationships

Major Gifts

8 Step Solicitation Process

1. Identification
2. Qualification
3. Development of Strategy
4. Cultivation
5. Solicitation and Negotiation
6. Acknowledgment
7. Stewardship
8. Renewal

Source: The Fund Raising School, 2002

Major Gifts

Development Readiness

- Goal for campaign/event
- Definition of a major gift
- Case Statement
- Prospect Research capabilities
- Budget
- Training for MG team
- Recognition and stewardship policies
- Evaluation methods

BIG RESULTS

St. Vincent De Paul Events

- Raising More Money Event Model-Phoenix
- St. Louis Council-Corporate and Community Executive Breakfast
- Friends of the Poor Walk/Run

The poor have much to teach you. You have much to learn from them.

St. Vincent de Paul

The Fundraising Basics

SVdPUSA- Development Resources



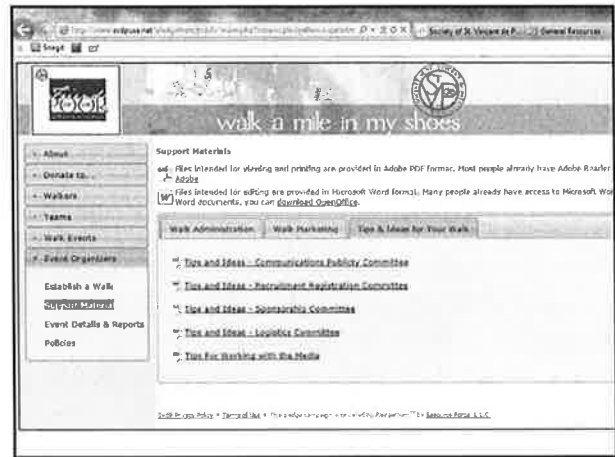
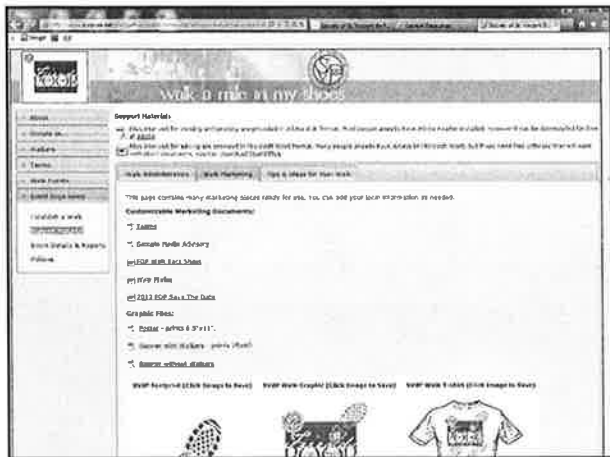
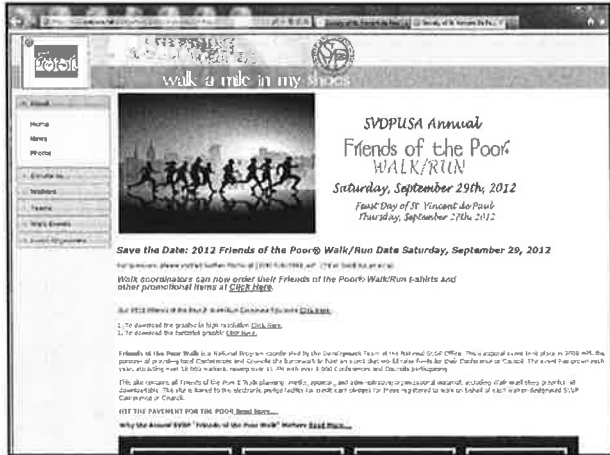
Friends of the Poor® Walk/Run

- National Walk/Run Event
- All funds remain local
- Walk-a-thon
- Low cost event
- Success templates provided



Nathan Martin, National FOP® Walk/Run Manager





Friends of the Poor® Walk/Run

Year	# Walkers	Pledged	Corp \$	On-line	\$Total
2008	10,400	\$630,883	\$60,233	\$146,572	\$837,688
2009	15,800	\$731,000	\$127,000	\$154,300	\$1,220,000
2010	18,000	\$1,250,000	\$183,000	\$154,000	\$1,400,000
2011	18,200	\$1,066,000	\$224,934	\$174,400	\$1,458,000

Year	# Conferences	# Councils
2010	997	73
2011	762	64



Friends of the Poor® Walk/Run

Top Five Conferences and Councils (2011)

Conference	Council
1. Sacred Heart-Greenville, NH -\$18,000	ADCC of Boston (21) \$82,000
2. Good Shepherd-Anderson, IN-\$15,000	Rockville Center (41) \$80,000
3. Holy Apostles-McHenry, IL-\$14,000	ADCC St. Louis (33) \$62,000
4. St. Elizabeth Seton-Crystal Lake, IL-\$11,000	Dayton (21) \$54,000
5. Holy Spirit-Pensacola, FL-\$10,000	ADCC Detroit (50) \$52,000

Friends of the Poor® Walk/Run

■ Anne Steffens, National Media Consultant



- Media Consultant-Henning Communications
- Chief Communications Officer - Archdiocese - St. Louis
- TV Reporter-KMOV-Channel 4

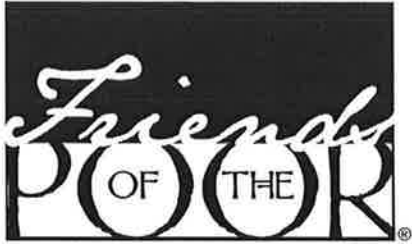


FRIENDS OF THE POOR® Walk

**Register Early
Save the Date
September 29, 2012**



**FRIENDS OF THE POOR®
Grant Program**



FRIENDS OF THE POOR® Grant

- \$80,000 Allocated Annually
- \$10,000/Region
- \$5,000 max
- Conference Applications
- Signatures (Conference and Council)



FRIENDS OF THE POOR® Grant

- Purpose
 - Existing public works project
 - Increased NEEDS

FRIENDS OF THE POOR® Grant

- Application Form
- Guidelines
- Template
- www.svdpusa.org

National Council of the United States Society of St. Vincent de Paul
 Visitation General Information and Download Website

HOME DOCUMENTS MEMBERSHIP BELL CURA PROGRAMS AND FUNDS PUBLICATIONS MULTIMEDIA MAPS

A log in is no longer required

Announcements

Local Kingsville Chapter All Thru Of Service - Monday, April 09, 2012
 The Kingsville Chapter is sponsoring the 2012 Thru of Service at the Kingsville High School. The Kingsville Chapter is sponsoring the 2012 Thru of Service at the Kingsville High School. The Kingsville Chapter is sponsoring the 2012 Thru of Service at the Kingsville High School.

NAT'l President

Marie L. Galt

Friends of the Poor® Grants

Friends of the Poor® is an original SVDPUSA program to provide direct service to the poor in the United States, coordinated by the National Council through the national volunteer network of SVDP Conferences and Councils. The purpose of the Friends of the Poor® Fund is to raise significant amounts from the general public for direct service to the U.S. poor, through the wide variety interventions of the 100,000+ volunteer members of the Society nationwide. Information on applying for a Grant can be found in the Grant Guidelines and Schedule document below.

Grant Application and Guidelines

Item	Category	Number of Grants	Amount	Deadline
Application Manual	None	2012-2013	\$50,000	February 15
FOF's Guidelines and Schedule	None	2012-2013	\$10,000	February 15
FOF's Manual	None	2012-2013	\$10,000	February 15

Friends of the Poor® Grant Announcements

Service of the Poor® Grant Awards to be Held in St. Louis, Missouri, February 15, 2012
 The National Council of the Society of St. Vincent de Paul will hold the 2012 grant awards ceremony in St. Louis, Missouri, on February 15, 2012. The National Council of the Society of St. Vincent de Paul will hold the 2012 grant awards ceremony in St. Louis, Missouri, on February 15, 2012.

NATIONAL COUNCIL OF THE UNITED STATES SOCIETY OF ST. VINCENT DE PAUL, INC.

FRIENDS OF THE POOR® APPLICATION SCHEDULE

Grant Application Schedule

- February 12 - February 29
 Conferences in the North Central and Southeast Regions
 March 30 - Grant awards announced
- May 15 - May 31
 Conferences in the Midwest and Western Regions
 June 30 - Grant awards announced
- August 15 - August 31
 Conferences in the Midwest and South Central Regions
 September 30 - Grant awards announced
- November 15 - November 30
 Conferences in the East and Northeast Regions
 December 30 - Grant awards announced

Please note: Friends of the Poor® Grant Applications will not be considered unless they are complete and received at the National Council office by the deadline. An application will not be considered if your Conference is not registered. If you have any questions regarding applications, please contact Pam Johnson at 314-676-3993, ext. 201.

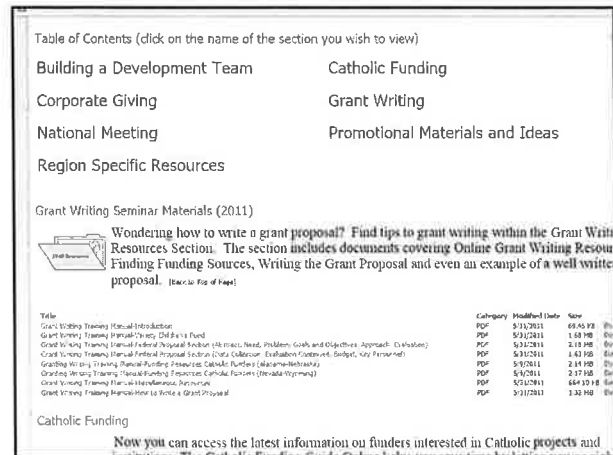
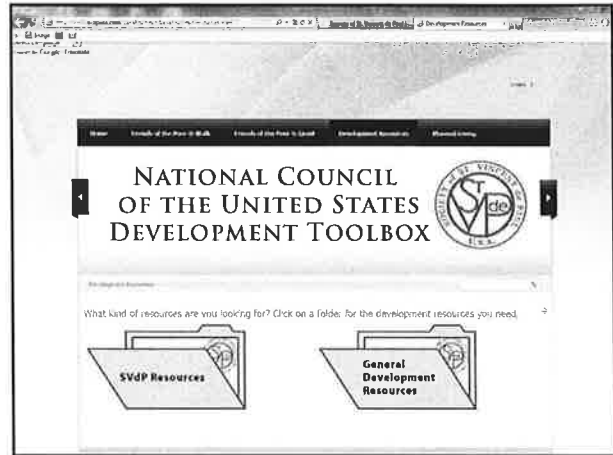
To download an application Go to www.svdpusa.org. Click on Friends of the Poor® Grant. If you have any questions, please contact Steve Martin, the National Development Director (314-676-3993, ext. 213 or send an email to smartin@svdpusa.org).

Friends of the Poor® Grant Application Schedule

- February 12 - February 29
 Conferences in the North Central and Southeast Regions
 March 30 - Grant awards announced
- May 15 - May 31
 Conferences in the Midwest and Western Regions
 June 30 - Grant awards announced
- August 15 - August 31
 Conferences in the Midwest and South Central Regions
 September 30 - Grant awards announced
- November 15 - November 30
 Conferences in the East and Northeast Regions
 December 30 - Grant awards announced

Please note: Friends of the Poor® Grant Applications will not be considered unless they are complete and received at the National Council office by the deadline. An application will not be considered if your Conference is not registered. If you have any questions regarding applications, please contact Pam Johnson at 314-676-3993, ext. 201.

To download an application Go to www.svdpusa.org. Click on Friends of the Poor® Grant. If you have any questions, please contact Steve Martin, the National Development Director (314-676-3993, ext. 213 or send an email to smartin@svdpusa.org).



Fundraising Resources

This section contains information to assist in finding funding resources. From information on how to write grants to finding prospects, these links will help you find the answers to your fundraising questions.

Grants

Foundation Grants

Research the non-profit sector to discover which foundations to look to for grants and state funding sources. Contact information for the foundation is provided. A variety of the Foundation Center, offers information and resources that are specifically targeted to meet the needs of practitioners.

State Grants

Grants available for general fundraising, additional resources may be available at the State Office.

Local Grants

Grants of money for general fundraising, additional resources may be available at the State Office.

Local Grants

Grants of money for general fundraising, additional resources may be available at the State Office.

Foundation Center

Foundation Center is the leading source of information about philanthropy worldwide.

Trends on Corporate Giving

Information on philanthropy and current trends in corporate giving.

Year	Corporate Philanthropy - Amount	Change	Year	Corporate Philanthropy - Amount	Change
2007	\$65.9 billion	+1.2%	2006	\$64.6 billion	+1.2%
2008	\$65.9 billion	+1.2%	2007	\$64.6 billion	+1.2%
2009	\$65.9 billion	+1.2%	2008	\$64.6 billion	+1.2%

PLANNED GIVING TOOLS

PROFESSIONALLY PRODUCED DOCUMENTS TO MAKE GIVING PERSONAL AND EFFECTIVE

Planned Giving Toolbox

By clicking on the picture you will access a **Planned Giving Tool Box**. The tool box is made up of easy to use e-Booklets. These are professionally produced documents that reflect the SVSP logo and can be easily modified to reflect your contact information on the last page of each booklet.

The e-booklets cover: Wills and Bequests, Retirement Planning, Gift Annuities, Trusts, Estate Planning and Other Gift Plans.

Click on the e-Booklet for Access to the Toolbox.


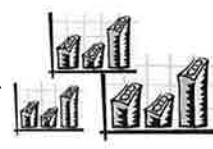
The Fundraising Basics

-Q & A Time

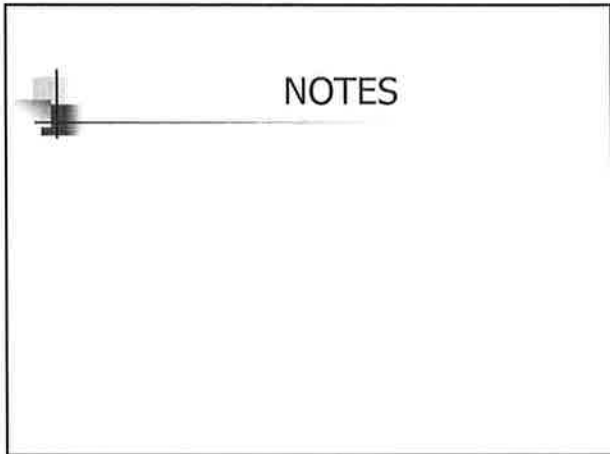
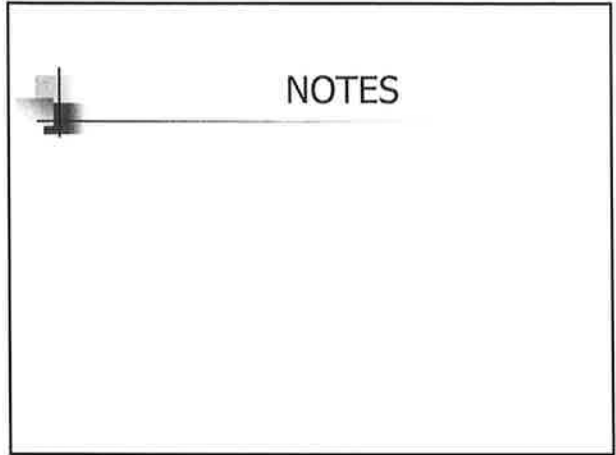
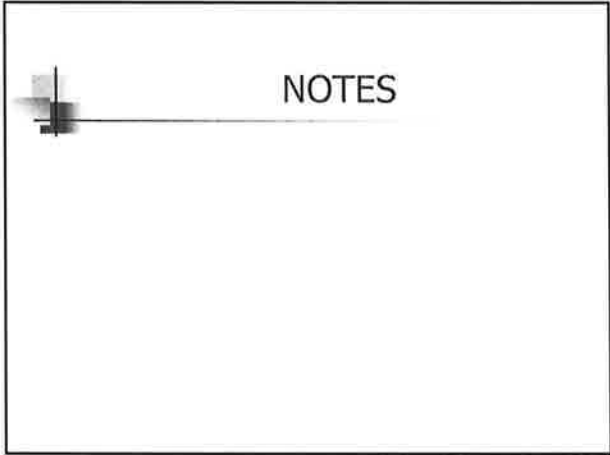
-THANK YOU

HAPPY FUNDRAISING!!!!

Steve Martinez, MA
National Development Director

NOTES





Fundraising Resources from the National Council

HOW TO ACCESS

1. www.svdpusa.org
2. SVdPUSA Member Information Site
3. Programs and Tools
4. Development Tool Box
5. Choose from one: Friends of the Poor®Walk, Friends of the Poor®Grant, Development Resources (SVdP Resources or General Resources), Planned Giving Toolbox-a personalized tool box complete with brochures, printable with any logo and/or contact information.

SVdP Resources

1. Grant Writing Seminar and Training Manual
2. Catholic Funding –An on-line resource and foundation search results identifying Catholic funding sources
3. Corporate Giving Program-a complete tool kit on implementing a corporate giving program.
4. Building A Development Team-Resources for hiring a Development Director
5. Region Resources-These are foundation and/or corporate searches completed by area.
6. National Meeting-This folder contains the fundraising templates to assist with the fundraising program for national meetings.
7. Promotional Resources-SVdPUSA table top display and cook book are listed

General Resources

In this section you will find FREE resources to assist you with any of your fundraising needs. These are the key resources to making a fundraising program successful.

Please contact Steven Martinez, National Development Director at (314) 576-3993, x213 with any questions



National Council of the United States-Society of St. Vincent de Paul

***Customizable e-booklets devoted to specific
Planned Giving Topics are now available online!***

www.pgih03.info/ebooklets/svdp/z_wills_frameset.html

The e-booklets program provides a full compliment of consistent, up-to-date, planned giving marketing brochures, customizable and printable on demand.

- **Wills and Bequests**
 - Planning Your Will - How to Make It More Personal and Effective
 - Six Steps to an Effective Will
 - Charitable Bequests - How to Get the Most Out of Yours
 - Opportunities for Making Charitable Bequests - What Assets are Best to Give
 - Bequests FAQ
- **Retirement and Personal Planning**
 - The IRA Charitable Rollover
 - Year-End Planning - Strategies for Giving and Saving Taxes
 - Retirement Plan Assets: Leaving More to Your Family and Charity
 - Increase Your Retirement Income with a Deferred Gift Annuity
 - Personal Financial Affairs - Your Book of Records
 - Smart Personal Planning - Strategies for Today and Tomorrow
 - Savvy Gifting Means Everybody wins - Save Taxes, Generate an Income and Help Us
 - Gift Planning Quick Guide
- **Gift Annuities**
 - Planning with Gift Annuities: How to Do More For Yourself and Charity
 - The Charitable Gift Annuity - A Gift that Gives Back
 - Exploring Gift Annuities - Understanding the Basics
 - The Charitable Gift Annuity - A Smart Way to Give and Receive
 - FAQ
- **Other Gift Plans**
 - Making a Difference - Creative Ways to Leave Your Own Legacy
 - Life Income Gift Plans: Ways to Give and Receive
 - Maximizing Tax Savings with Gifts of Appreciated Stock
 - Gifts of Property: Opportunities and Benefits
 - Gifts of Real Estate: Unlocking the Financial Benefits
 - Gifts of Life Insurance - Effective Ways to Make Them
 - Revocable Gifts
- **Trusts**
 - The Charitable Remainder Trust: A Gift and an Income
 - Trusts in Financial and Gift Planning - Maximizing Your Benefits
 - The Charitable Lead Trust: How to Give and Pass Wealth to Your Heirs
 - Charitable Remainder Trusts FAQ
- **Estate Planning**
 - Estate Planning - Why It's Still Important
 - Estate Planning Today - A Guide to a More Effective Plan
 - Estate Taxes: Ways to Minimize Their Impact

For More Information: Please contact Steven Martinez, National Development Director at (314) 576-3993

A Donor Bill of Rights

PHILANTHROPY is based on voluntary action for the common good. It is a tradition of giving and sharing that is primary to the quality of life. To ensure that philanthropy merits the respect and trust of the general public, and that donors and prospective donors can have full confidence in the not-for-profit organizations and causes they are asked to support, we declare that all donors have these rights:

I.

To be informed of the organization's mission, of the way the organization intends to use donated resources, and of its capacity to use donations effectively for their intended purposes.

II.

To be informed of the identity of those serving on the organization's governing board, and to expect the board to exercise prudent judgement in its stewardship responsibilities.

III.

To have access to the organization's most recent financial statements.

IV.

To be assured their gifts will be used for the purposes for which they were given.

V.

To receive appropriate acknowledgement and recognition.

VI.

To be assured that information about their donations is handled with respect and with confidentiality to the extent provided by law.

VII.

To expect that all relationships with individuals representing organizations of interest to the donor will be professional in nature.

VIII.

To be informed whether those seeking donations are volunteers, employees of the organization or hired solicitors.

IX.

To have the opportunity for their names to be deleted from mailing lists that an organization may intend to share.

X.

To feel free to ask questions when making a donation and to receive prompt, truthful and forthright answers.

DEVELOPED BY

Association of Fundraising Professionals (AFP)
Association for Healthcare Philanthropy (AHP)
Council for Advancement and Support of Education (CASE)
Giving Institute: Leading Consultants to Non-Profits

ENDORSED BY

(in formation)
Independent Sector
National Catholic Development Conference (NCDC)
National Committee on Planned Giving (NCPG)
Council for Resource Development (CRD)
United Way of America

AFP Code of Ethical Principles and Standards



ETHICAL PRINCIPLES • Adopted 1964; amended Sept. 2007

The Association of Fundraising Professionals (AFP) exists to foster the development and growth of fundraising professionals and the profession, to promote high ethical behavior in the fundraising profession and to preserve and enhance philanthropy and volunteerism. Members of AFP are motivated by an inner drive to improve the quality of life through the causes they serve. They serve the ideal of philanthropy, are committed to the preservation and enhancement of volunteerism; and hold stewardship of these concepts as the overriding direction of their professional life. They recognize their responsibility to ensure that needed resources are vigorously and ethically sought and that the intent of the donor is honestly fulfilled. To these ends, AFP members, both individual and business, embrace certain values that they strive to uphold in performing their responsibilities for generating philanthropic support. AFP business members strive to promote and protect the work and mission of their client organizations.

AFP members both individual and business aspire to:

- practice their profession with integrity, honesty, truthfulness and adherence to the absolute obligation to safeguard the public trust
- act according to the highest goals and visions of their organizations, professions, clients and consciences
- put philanthropic mission above personal gain;
- inspire others through their own sense of dedication and high purpose
- improve their professional knowledge and skills, so that their performance will better serve others
- demonstrate concern for the interests and well-being of individuals affected by their actions
- value the privacy, freedom of choice and interests of all those affected by their actions
- foster cultural diversity and pluralistic values and treat all people with dignity and respect
- affirm, through personal giving, a commitment to philanthropy and its role in society
- adhere to the spirit as well as the letter of all applicable laws and regulations
- advocate within their organizations adherence to all applicable laws and regulations
- avoid even the appearance of any criminal offense or professional misconduct
- bring credit to the fundraising profession by their public demeanor
- encourage colleagues to embrace and practice these ethical principles and standards
- be aware of the codes of ethics promulgated by other professional organizations that serve philanthropy

ETHICAL STANDARDS

Furthermore, while striving to act according to the above values, AFP members, both individual and business, agree to abide (and to ensure, to the best of their ability, that all members of their staff abide) by the AFP standards. Violation of the standards may subject the member to disciplinary sanctions, including expulsion, as provided in the AFP Ethics Enforcement Procedures.

MEMBER OBLIGATIONS

1. Members shall not engage in activities that harm the members' organizations, clients or profession.
2. Members shall not engage in activities that conflict with their fiduciary, ethical and legal obligations to their organizations, clients or profession.
3. Members shall effectively disclose all potential and actual conflicts of interest; such disclosure does not preclude or imply ethical impropriety.
4. Members shall not exploit any relationship with a donor, prospect, volunteer, client or employee for the benefit of the members or the members' organizations.
5. Members shall comply with all applicable local, state, provincial and federal civil and criminal laws.
6. Members recognize their individual boundaries of competence and are forthcoming and truthful about their professional experience and qualifications and will represent their achievements accurately and without exaggeration.
7. Members shall present and supply products and/or services honestly and without misrepresentation and will clearly identify the details of those products, such as availability of the products and/or services and other factors that may affect the suitability of the products and/or services for donors, clients or nonprofit organizations.
8. Members shall establish the nature and purpose of any contractual relationship at the outset and will be responsive and available to organizations and their employing organizations before, during and after any sale of materials and/or services. Members will comply with all fair and reasonable obligations created by the contract.

9. Members shall refrain from knowingly infringing the intellectual property rights of other parties at all times. Members shall address and rectify any inadvertent infringement that may occur.
10. Members shall protect the confidentiality of all privileged information relating to the provider/client relationships.
11. Members shall refrain from any activity designed to disparage competitors untruthfully.

SOLICITATION AND USE OF PHILANTHROPIC FUNDS

12. Members shall take care to ensure that all solicitation and communication materials are accurate and correctly reflect their organizations' mission and use of solicited funds.
13. Members shall take care to ensure that donors receive informed, accurate and ethical advice about the value and tax implications of contributions.
14. Members shall take care to ensure that contributions are used in accordance with donors' intentions.
15. Members shall take care to ensure proper stewardship of all revenue sources, including timely reports on the use and management of such funds.
16. Members shall obtain explicit consent by donors before altering the conditions of financial transactions.

PRESENTATION OF INFORMATION

17. Members shall not disclose privileged or confidential information to unauthorized parties.
18. Members shall adhere to the principle that all donor and prospect information created by, or on behalf of, an organization or a client is the property of that organization or client and shall not be transferred or utilized except on behalf of that organization or client.
19. Members shall give donors and clients the opportunity to have their names removed from lists that are sold to, rented to or exchanged with other organizations.
20. Members shall, when stating fundraising results, use accurate and consistent accounting methods that conform to the appropriate guidelines adopted by the American Institute of Certified Public Accountants (AICPA)* for the type of organization involved. (* In countries outside of the United States, comparable authority should be utilized.)

COMPENSATION AND CONTRACTS

21. Members shall not accept compensation or enter into a contract that is based on a percentage of contributions; nor shall members accept finder's fees or contingent fees. Business members must refrain from receiving compensation from third parties derived from products or services for a client without disclosing that third-party compensation to the client (for example, volume rebates from vendors to business members).
22. Members may accept performance-based compensation, such as bonuses, provided such bonuses are in accord with prevailing practices within the members' own organizations and are not based on a percentage of contributions.
23. Members shall neither offer nor accept payments or special considerations for the purpose of influencing the selection of products or services.
24. Members shall not pay finder's fees, commissions or percentage compensation based on contributions, and shall take care to discourage their organizations from making such payments.
25. Any member receiving funds on behalf of a donor or client must meet the legal requirements for the disbursement of those funds. Any interest or income earned on the funds should be fully disclosed.

Web Site Resources for Nonprofits

Compiled by the Grants and Foundation Center at the St. Louis Public Library and
DBL Development Services
Updated April 2012

GRANTS AND GRANTSEEKING INFORMATION

www.foundationcenter.org The Foundation Center - information on funders, philanthropy, trends, nonprofit how-to's, research, news and 990's

www.fundnetservices.com all en-compassing resources plus foundation and grant listings

www.grantgopher.com includes a variety of rfp/sga's

www.grantproposal.com free information about writing proposals

www.npguides.org free web-based grantwriting tools for nonprofit organizations; sample proposals

www.givingforum.org Forum of Regional Association of Grantmakers - links for grantseekers

www.grants.gov 26 federal agencies - clearinghouse for federal grants

www.hhs.gov/flci Faith Based Community Initiatives grants

www.nonprofits.gov FirstGov information for nonprofits, includes grants and other information

DEMOGRAPHIC INFORMATION (factual data for grants)

www.census.gov and <http://censtats.census.gov/usa/usa.shtml> official census information

www.fedstats.gov wide range of statistics compiled for the federal government

<http://www.lib.umich.edu/govdocs/statenews.html> new statistics compiled by topic area

<http://mcdc.missouri.edu> Missouri Census Data Center

PROFESSIONAL GROWTH

www.afpnet.org Association of Fundraising Professionals, the international organization of fundraising professionals; memberships; resources; conferences; trainings

www.philanthropy.iupui.edu Indiana University School for Philanthropy; leading institution for advanced study of philanthropy; research; trends

www.BC.edu/research/cwp Boston University Center on Wealth and Philanthropy; leading institution on philanthropic research and training

NONPROFIT ORGANIZATION OPERATIONS

www.irs.gov/charity THE authority for official guidelines on donations and charitable contributions;
Publication 526: Charitable Contributions (Guidelines)
Publication 1771: Charitable Contributions - Substantiation and Disclosure Requirements

<http://independentsector.org> leadership forum for charities, foundations, corporate giving programs;
nonprofit statistics; trends; charity advocates

www.boardsource.org governance and practical resources for board members

www.guidestar.org database directory of nonprofits and 990's; free newsletter

www.charitynavigator.org financial ratings for various charities

www.nonprofitRISK.org Nonprofit Risk Management Center

www.npgoodpractice.org Nonprofit Good Practice Guides and resource library

www.give.org Better Business Bureau reports on national charities

<http://charitychannel.com> forums and listservs for nonprofits - subscription based

<http://nonprofit.about.com> starting a NFP; fundraising and volunteer information

www.idealists.org forum and resources for nonprofits; volunteer info; world-wide focus

<http://managementhelp.org> free, detailed tutorials and resource library

www.techsoup.com technology news and products for nonprofits; special pricing

www.nccs.urban.org National Center for Charitable Statistics; wide range of charitable data

www.pppnet.org Partnership for Philanthropic Planning; planned giving information; memberships

www.cnp.urban.org Center for Nonprofits and Philanthropy-Urban Institute; research; policy; analysis

www.nptrust.org National Philanthropic Trust; donor advised funds; donor education

ON-LINE PERIODICALS

www.nonprofitquarterly.org	The Nonprofit Quarterly
www.thenonprofittimes.com	The Nonprofit Times
www.pnnonline.org	Nonprofit News & Information Service
www.philanthropyjournal.org	Journal of Philanthropy
www.philanthropy.com	Chronicle of Philanthropy
www.charitywatch.org	American Institute of Philanthropy
http://foundationcenter.org/pnd/	Philanthropy News Digest