

Free Classes in May

At the Foundation Center—San Francisco

INTRODUCTION TO FUNDRAISING PLANNING

Friday, May 2, 10:30 am–12:00 pm in Milpitas*

Wednesday, May 28, 1:00 pm–2:30 pm in San Mateo **

Thursday, May 29, 1:00 pm–2:30 pm

📺 **WEBINAR:** Wednesday, May 14, 11:00 am–12:00 pm

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

***MILPITAS LOCATION:** This class will be held at the Compasspoint Silicon Valley, Sobrato Center for Nonprofits, 600 Valley Way, Large Training Room, Milpitas, 95035. To register, please visit: www.compasspoint.org/onevent/details.php?id=2298

****SAN MATEO LOCATION:** This class will be held at the Main Library, 55 West 3rd Avenue, San Mateo, CA 94402.

GRANTSEEKING BASICS FOR INDIVIDUALS IN THE ARTS

Tuesday, May 6, 1:00 pm–2:30 pm

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

PROSPECT RESEARCH BASICS— RESEARCHING INDIVIDUAL DONORS

Wednesday, May 7, 5:30 pm–6:45 pm

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

GRANTSEEKING BASICS

Thursday, May 8, 9:30 am–11:00 am

Wednesday, May 21, 1:00 pm–2:30 pm

Wednesday, May 28, 5:00 pm–6:30 pm

📺 **WEBINAR:** Tuesday, May 13, 11:00 am–12:00 pm

📺 **WEBINAR:** Tuesday, May 27, 11:00 am–12:00 pm

- ♦ This class provides an introductory overview of the funding research process for those seeking grants from foundations, corporations, and grantmaking public charities.

INTRODUCTION TO *FOUNDATION DIRECTORY ONLINE*

Thursday, May 8, 11:00 am–12:00 pm

Wednesday, May 21, 2:30 pm–3:30 pm

Wednesday, May 28, 6:30 pm–7:30 pm

📺 **WEBINAR:** Tuesday, May 6, 11:00 am–12:00 pm

📺 **WEBINAR:** Tuesday, May 20, 11:00 am–12:00 pm

- ♦ Learn how to identify prospective funders and search our electronic database. *Foundation Directory Online* has more than 92,000 grantmakers and 1 million grant descriptions.

BEFORE YOU SEEK A GRANT— A CHECKLIST FOR NEW NONPROFITS

Monday, May 12, 2:30 pm–4:00 pm

📺 **WEBINAR:** Friday, May 9, 11:00 am–12:00 pm

- ♦ This class is geared towards representatives of community groups without nonprofit status or new nonprofits.

PROPOSAL WRITING BASICS

Thursday, May 15, 1:00 pm–2:30 pm

📺 **WEBINAR:** Thursday, May 8, 11:00 am–12:00 pm

📺 **WEBINAR:** Thursday, May 22, 11:00 am–12:00 pm

- ♦ Learn the basics of writing a grant proposal.

PROPOSAL BUDGETING BASICS

Thursday, May 15, 2:30 pm–3:30 pm

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

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

Tuesday, May 20, 1:00 pm–3:00 pm

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

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

Thursday, May 22, 2:00 pm–3:30 pm

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

INTRODUCTION TO CORPORATE GIVING

Tuesday, May 27, 1:00 pm–2:30 pm

- ♦ Learn about corporate donors and how to find information on corporate giving using our library's resources

YOUR BOARD AND FUNDRAISING— AN INTRODUCTORY CLASS FOR SMALL NONPROFITS

Wednesday, May 28, 2:30 pm–4:00 pm in San Mateo *

Thursday, May 29, 2:30 pm–4:00 pm

- ♦ Learn how to actively engage your board members in the fundraising process.

***SAN MATEO LOCATION:** This class will be held at the Main Library, 55 West 3rd Avenue, San Mateo, CA 94402.

GUIDE TO ONLINE GRANTSEEKER RESOURCES

📺 **WEBINAR:** Wednesday, May 28, 11:00 am–12:00 pm

- ♦ Learn how to use all of the free resources available through the Foundation Center's web site.

📺 **WEBINARS** are live meetings or presentations over the Internet. Participants will need to have Internet and telephone access during the event. Registrants will receive an email with log in and call in instructions.

- To register for a Webinar, please visit: foundationcenter.org/getstarted/training/webinars/calendar.html
- Please note: Webinar times are listed in Eastern Standard Time (EST) on our web site.

Our classes are free, but registration is required.

Unless otherwise noted:

- to register call 415-397-0902, or online at foundationcenter.org/sanfrancisco/classes are held at the Foundation Center—San Francisco, 312 Sutter Street, #606, in downtown San Francisco.



Free Special Events in May

At the Foundation Center—San Francisco

PROPOSAL WRITING BASICS FOR ARTS ORGANIZATIONS AND HOW TO APPLY TO THE JAMES IRVINE FOUNDATION'S CREATIVE CONNECTIONS FUND

Friday, May 9, 1:00 pm–4:00 pm in Ukiah*

Thursday, May 29, 1:00 pm–4:00 pm in Sacramento**
Sponsored by the James Irvine Foundation

- ♦ Learn valuable proposal writing skills and hear insider tips on how to apply to the James Irvine Foundation's new Creative Connections Fund at this two-part program offered at several sites in California. Thanks to sponsorship from the James Irvine Foundation, this program is offered free of charge, and all attendees will receive a free copy of *The Foundation Center's Guide to Winning Proposals* and *The Foundation Center's Guide to Proposal Writing*. After the Foundation Center's Proposal Writing Basics presentation, a program officer from the James Irvine Foundation will provide an overview of the goals and priorities of the Creative Connections Fund, advice on avoiding common mistakes, and how to make the most compelling case for support. Irvine staff will also be able to answer individual questions applicants might have about applying to the Creative Connections Fund. For more information on the Creative Connections Fund, please visit:

www.irvine.org/artsfund.

***UKIAH LOCATION:** This class will be held at the Alex Rorabaugh Center, 1640 South State St., Ukiah, CA, 95842.

**** SACRAMENTO LOCATION:** This class will be held at the Tsakopoulos Library Galleria, 828 I Street, Sacramento, CA 95814

GASP!—GRANTWRITERS ANXIETY SUPPORT PROGRAM: STARTING UP FOR THE START-UPS

Co-sponsored by Development's Executive Roundtable (DER)

Monday, May 12, 12:00 pm–2:00 pm

- ♦ Are you venturing into your own nonprofit or volunteering in your spare time to help with someone's new and fabulous idea? If so, come and meet three mentors who can share their expertise and experience working with start-up programs and agencies in our community. Participating guest mentors will be: Melanie Beene, Executive Director of Community Initiative Funds of The San Francisco Foundation; Karen Topakian, Executive Director of the

Agape Foundation Fund for Nonviolent Social Change; and Dan Corsello, Executive Director of van Löben Sels/RembeRock Foundation.

GASP! helps new and intermediate grantwriters build confidence and skill in their work. GASP provides an opportunity for those working in the nonprofit development field or for those interested in learning more about careers in development: (1) to share proposals currently in development with peers and "mentors" who will offer feedback and (2) to discuss topics of interest regarding the grant seeking process. GASP! hosts Cheryl Clark, Juanita Carroll Young, and Diana Weston will facilitate discussion and encourage all participants to contribute. Light refreshments will be served and participants are encouraged to bring their own lunch. To register, please email: gasp@dersf.org.

MEET THE GRANTMAKERS: FEATURING YOUNG FOUNDATIONS

Thursday, May 22, 10:00 am–12:00 pm

- ♦ This panel program will feature grantmaking institutions that have been established within the last ten years and include information on how newly established foundations are operating differently than more established foundations, what informs change in new foundations, and how these foundations select the organizations they support. Speakers: Joel Bashevkin, West Coast Regional Director, Taproot Foundation; Cedric Brown, Grants Director, Mitchell Kapor Foundation; and Jocelyn Yin, Community Investment Officer, ZeroDivide.

MEET THE AUTHOR—THOMAS D. WILSON, *WINNING GIFTS: MAKE YOUR DONORS FEEL LIKE WINNERS*

Thursday, May 29, 10:00 am–12:00 pm

- ♦ Learn how a win-win approach to major gifts fundraising helps motivate you and your volunteers to become fearless fundraisers. Topics covered will include assessing and appealing to donor values, how to make your case, and how to make the win-win ask through techniques outlined in this new book. This session will focus on Chapter 3—Listening to Donors.

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