

Finding Local Funding A Guide to State Foundation Directories

By Marc Green

Learning about major foundations is relatively easy these days. Most national grantmakers now maintain Web sites that explain their giving interests and application policies, and standard guidebooks like the Foundation Directory are readily accessible. But where do you go to find out about the tens of thousands of less visible funders that support locally-based projects and organizations? What's the best way to learn about their giving interests, application procedures, and grantmaking priorities?

One comprehensive source is the *Guide to U.S. Foundations, Their Trustees, Officers, and Donors*, published by the Foundation Center. This annual publication provides thumbnail sketches of close to 50,000 active grantmaking foundations, with entries arranged alphabetically by state. Within each state section, the entries are arranged in descending order by total grants paid. If you're looking for a list of grantmaking foundations located in your state, you can check the *Guide to U.S. Foundations* at your local Foundation Center cooperating collection library. (Locations are listed at the Foundation Center's Web site, www.fdncenter.org.)

The *Guide* is a good place to start, but it will take you only so far. The entries do give basic contact and eligibility information, names of donors and trustees, as well as data on assets and grants paid. What you won't find in the *Guide* are the names of recent grantees or the extensive application information contained in Foundation Center publications with more detailed listings, like the *Foundation Directory* or the *Foundation 1000*. (Codes which appear at the end of each entry in the Guide direct you to those publications, where relevant.)

Since the bulk of foundations profiled in the *Guide to U.S. Foundations* restrict their giving to local organizations and causes, you won't have much use for the listings from states other than your own. The complete two-volume set costs \$215, which is a lot to pay for a directory that contains so much data you won't need. Another—often better—way to research potential funding sources within your state is to consult a local foundation directory. Most states have such directories in one form or another. In some states—including California, Connecticut, Florida, Illinois, Indiana, Massachusetts, and Washington—directories are produced by regional associations of

—— Page 1 of 30 ——

Copyright © 2001, The Grantsmanship Center.

*This article may not be reprinted, reproduced, or retransmitted in whole or in part without
express written consent of The Grantsmanship Center.*

<http://www.tgci.com> (800) 421-9512 [Join Our Mailing List](#)

grantmakers (RAGs). In other states—such as New Hampshire, Maryland, and Ohio—they are produced by the state attorney general’s office, which oversees foundations and public charities. And in many states, they are produced by small publishing houses or commercial fundraising firms.

State directories come in all shapes and sizes, and they vary widely in quality, utility, and price. So comparing them is a little like comparing apples and oranges, and pears and pomegranates—and, occasionally, lemons. At a minimum, they generally provide a contact name and address for each funding source, the names of principal officers or trustees, areas of giving interest, and a few “sample” grants. The better directories also provide information about professional staff, application procedures, eligibility and restrictions, funding cycles, publications (such as annual reports) and other informational materials that the funders make available to the public.

A few of the guides published by RAGs include profiles of corporate giving programs as well as foundations—especially if the corporations belong to the RAG and have responded to its questionnaire. Some directories also include profiles of church-sponsored grantmaking programs, government grantmakers, and funder collaboratives (pooled funds from several sources).

But the majority of state directories focus exclusively on foundations. That’s because foundations, unlike corporate giving programs or voluntary religious funders, are required to file an annual 990-PF return with the IRS. The 990-PF, a public document, is the primary source for almost all the data that finds its way into these directories.

Locating 990-PFs used to be a hit-or-miss, time-consuming task, entailing a visit to your state attorney general, regional office of the IRS, or Foundation Center cooperating collection library (which might or might not maintain copies on microfiche). Now, thanks to the Internet, the process of do-it-yourself research is considerably less cumbersome.

In March 2000, new regulations went into effect, requiring foundations to make copies of their three most recent 990-PFs available to anyone who requests them. The requirement is waived for foundations that make the forms widely available online. A nonprofit service called Grantsmart (www.grantsmart.org) maintains a free, searchable database that essentially fulfills this requirement, delivering PDF images of the most recent 990-PF returns for more than 60,000 private foundations.

Especially when attempting to research a smaller foundation—the kind that doesn’t publish an annual report or maintain an active Web site—a 990-PF retrieved through Grantsmart is likely to be your most reliable source of current data. Not only does it list the names of officers and trustees; it also contains eligibility and application information and, most importantly, a complete list of grants and grantees for the year. (The Grantsmart database is also accessible at the Foundation Center’s Web site. In addition, the Foundation Center’s site features a helpful tutorial called “Demystifying the 990-PF” [<http://foundationcenter.org/getstarted/tutorials/demystify/>]. It pinpoints the most important parts of the 990-PF and explains how to interpret some of the more arcane aspects of the form.)

With an abundance of time, patience, and savvy, you could theoretically assemble your own directory of local funders by tapping into the Grantsmart database, performing the necessary searches, and distilling relevant information from the 990-PF forms you collect. But there’s an obvious advantage to having the information already collected, digested, and organized professionally—assuming, of course, that the process has indeed been professional. A good, up-to-date directory serves that purpose, giving you a base from which to start focusing your 990-PF searches.

Unfortunately, many of the directories are drawn from 990-PFs that are several years old by the time the books are published, and too many directory publishers make extravagant claims that turn out to be meaningless. Some try to sell by the pound (“over 600 pages of new information!”), then list one foundation per page—with more white space per sheet than an anthology of haikus. Others mislead the uninitiated by advertising all the foundations’ “combined assets” and “total grants,” as if the bigger the total, the bigger your share will be.

For example, there’s one guidebook that touts itself as “the only complete directory of private grantmaking foundations” in its state, covering thousands of foundations that “provide over \$642 million in grant awards annually from over \$10.9 billion in assets.” The problem is that a vast proportion of those foundations give only to pre-selected recipients, or give grants so small that they’re hardly worth pursuing. The same directory claims that the foundations profiled are “indexed to provide all the information needed to create a realistic target list for funding requests.” It would be much easier for users to come up with a truly realistic list, however, if fewer foundations were indexed, not more. An elaborate index of donor “interests” is essentially worthless when the list is top-heavy with foundations that won’t accept proposals—or ones that have already indicated

they have no interest in supporting your organization. At first glance, it may look as if you have lots of prospects to approach for, say, an elementary education program. On closer scrutiny, you discover that your “target list” consists of dozens of family foundations that only contribute to exclusive private schools—probably those that the donor’s children or grandchildren attend.

In other words, less may be more. In the same state, a regional association of grantmakers publishes a directory with in-depth profiles of 125 funders that might actually be worth contacting. Because RAGs have better access to their members, they are usually able to supplement their listings with first-hand data collected through member surveys and questionnaires. Editors of the better commercially produced directories, such as the Foundation DataBooks put out by C&D Publishing, also make a conscientious effort to go beyond the 990-PF in gathering information directly from funders.

Listings in the following directory of directories are not intended as recommendations. We have omitted one or two publications deemed particularly egregious, and we have also omitted a few whose purveyors specifically asked that they not be reviewed. (When someone is determined not to have a publication looked at, it’s usually for a reason. You decide if that’s the kind of pig you want in your poke.)

In most cases, the prices do not include shipping or sales tax. Call or check the publisher's Web site before sending an order.

ALABAMA

Alabama Foundation Directory *Birmingham Public Library, Birmingham, AL*

The latest edition (1996) contains information gleaned primarily from 990-PF returns of 436 foundations operating in Alabama. According to Rebecca Scarborough, head of the government documents department at the Birmingham Public Library, publisher of the directory, a new edition is planned but no publication date has yet been set. In the meantime, Scarborough advises local grantseekers to check more current resources available at the Birmingham Public Library (or other Foundation Center cooperating collections in the state: Huntsville Public Library, University of South Alabama in Mobile, Auburn University at Montgomery Library). “We

hate to promote things when they're so old," she said, "and we don't have many left to send."

Contact Government Documents, Birmingham Public Library, 2100 Park Place, Birmingham, AL 35203. Tel. (205) 226-3620.

ALASKA

Alaska Funding Guide: Alaska Foundations and Corporate Giving Programs Funding Exchange, Inc., Anchorage, AK

The 8th edition (2001) contains basic information about 149 foundations, corporations, and other funding sources (e.g., fraternal orders and church-based organizations) that are located in Alaska, or that have a declared interest in supporting groups and/or individuals located in Alaska. Ellen Maling, Director of the Funding Exchange, Inc., publisher of the Guide, states that all funders listed in the directory "have been screened to ensure that they will make donations to Alaska nonprofit organizations." Besides contact information, there are fields for eligibility, areas of interest, and application procedures. No data is provided regarding specific grants or past recipients.

Order from The Alaska Funding Exchange, Inc., P.O. Box 92456, Anchorage, AK 99509. Tel. (907) 569-4233. <http://www.funding-exchange.org/>. \$64.

ARIZONA

Arizona Guide to Giving Arizona Human Services, Glendale, AZ

The 7th Edition (2001-2002) contains over 1,000 listings of corporations and foundations with a history of making grants in Arizona. Contact information, priorities, application guidelines and similar information are provided for each funder. A Web version offers access to data on all funders in the database, which is searchable in nine areas of grantmaker interest (art, civic, education, environment, health, international, religion, science, social services) as well as 11 "target group" categories (child, youth, family, elderly, minority, women, men, low-income, working poor, urban, rural). Much of this information has been supplied by the grantmakers themselves in response to a questionnaire. Concise annotations help specify the funder's priorities for

each area of interest and/or population group. Keyword searches can also be done for grants activity in a particular county or community; for specialized topics (e.g., literacy, dance, museums); or for specific grantees. However, since the database includes only selected “grant examples” rather than the entire inventory of grants made by each funder, the effectiveness of these grant searches may be limited. According to Marilyn Boess, editor of the Guide, information on the Web site is continuously updated.

Order from Arizona Human Services, P.O. Box 5456, Glendale, AZ 85312. Tel. (623) 412-8650. <http://www.azgrants.com/>. \$53/book; \$95/online version, annual subscription.

CALIFORNIA

California Foundation DataBook ***C&D Publishing, Portland, OR***

The 1st edition (2000) contains detailed profiles of 220 California-based foundations, mostly large grantmakers but including some that are smaller and give only to pre-selected recipients. (Foundations located outside California are not profiled in the book, even if they make substantial grants in the state.) Contact information, financial data, giving restrictions, geographic focus, etc. have been drawn from the most recent 990-PF forms available. About one-third of the listings were updated or verified by foundation representatives. The author, Ford T. Pearson, says that he attempted to cover the largest California foundations, but omitted a few because he “was unable to get 990 tax records for every foundation I was interested in profiling.” These omissions are a drawback. What distinguishes the directory is that it lists all grants made by a foundation during the most recent fiscal year (including information about the amount of the grant, the recipient, and the purpose). For the serious grantseeker who wants a full picture of a particular foundation’s giving pattern, such a complete grants list is substantially more useful than the short lists of arbitrarily selected “sample grants” or “representative grants” that appear in most directories.

Order from C&D Publishing, 1017 SW Morrison Street, #500, Portland, OR 97205. Tel. (503) 274-8780. <http://www.FoundationDataBook.com>. \$150/book; \$250/book and CD-ROM set.

Guide to California Foundations

Northern California Grantmakers, San Francisco, CA; Southern California Assn. for Philanthropy, Los Angeles, CA

Published jointly by California's two major regional associations of grantmakers, the 11th edition (1999) lists 1,385 grantmakers, the overwhelming majority of which award grants totaling \$40,000 or more annually. (A few out-of-state foundations, grantmaking public charities, and corporate giving programs are also included.) Entries contain succinct information about key staff, funding priorities, program limitations, geographic focus, total grants paid, number of grants, grants to first-time recipients, application procedures, preferred contact procedure, "typical time to decision," and a few sample grants—"selected to suggest the range and nature of the foundation's giving." Indexes are arranged by geographic location, areas of interest, target populations, and types of support.

Order from Northern California Grantmakers, 116 New Montgomery St., Suite 742, San Francisco, CA 94105. Tel. (415) 777-5761. <http://www.ncg.org>. \$70.10/book and CD-ROM set.

Guide to Orange County and Los Angeles County Foundations

Nonprofit Resource Center, Santa Ana, CA

The 2001 edition contains information on more than 120 foundations in Orange County and 650 foundations in Los Angeles County that make total annual grants in excess of \$25,000. Data, derived from Foundation Center directories and 990-PF forms, includes contact name and procedures; types of support; fields of interest; geographic focus; eligibility and limitations; names of officers and trustees.

Order from the Nonprofit Resource Center, 1901 E. Fourth Street, Suite 100, Santa Ana, CA 92705. Tel. (714) 953-5757. <http://www.volunteercenter.org>. \$85.

San Diego County Foundation Directory

San Diego Foundation, San Diego, CA

The 2001 edition provides basic data drawn from 990-PF returns for 443 San Diego County grantmakers, including contact information, application procedures, fields of interest, deadlines, and names of board members.

Order from San Diego Foundation, 1420 Kettner Blvd., Suite 500, San Diego, CA 92101. Tel. (619) 235-2300. <http://www.sdfoundation.org>. \$50.

COLORADO

Colorado Grant Guide

Community Resource Center, Denver, CO

The 6th edition (2001-2002) contains entries in five categories: (1) Colorado foundations and trusts, identified from directories and online publications produced by the Foundation Center. Financial and other data was gleaned from the foundations' most recent IRS form 990-PF, as well as from the foundations' own Web sites. (Sample profiles were sent to the foundations for corrections and approval.) The list includes Denver-based foundations that give more than \$50,000 annually; foundations outside the Denver metropolitan area that give more than \$10,000 annually; and other Colorado-based foundations that might be of particular interest to groups in a specific field or region. Not included were operating foundations, foundations that only fund scholarships, and foundations that give only to pre-selected organizations. (2) National foundations that currently support nonprofits in Colorado. (3) Corporate giving programs and corporate foundations that actively support nonprofits in Colorado. (4) State of Colorado government agencies that fund nonprofits (identified through program listings at the state's Web site and amplified by contacting the agencies to obtain corrections and updates). (5) Religious institutions that support nonprofits in Colorado (identified through the Religious Funding Resource Guide and amplified by contacting the funders for corrections and updates). In most cases, funder profiles include a sampling of "representative" grants, as well as descriptions of the funder's primary and secondary areas of interest and types of grant proposals considered. Indexes are designed to help a user pinpoint funders' areas of interest, geographic focus, and proposal deadlines. An online version provides for keyword searches and periodic information updates.

Order from Community Resource Center, 655 Broadway, Suite 300, Denver, CO 80203. Tel. (303) 623-1540. <http://www.crcamerica.org>. \$135/book; \$200/online version, annual subscription.

CONNECTICUT

Guide to Connecticut Grantmakers

Connecticut Council for Philanthropy, Hartford, CT

The 1st edition (1999) contains information on 1,438 grantmaking entities located in Connecticut or that have targeted giving programs in the state. The main section of the book includes data on 607 foundations and corporate giving programs that have assets over \$500,000 and make total annual grants of more than \$25,000. There are separate sections for grantmakers “less likely to be included in most organizations’ fundraising programs”—those with assets of less than \$500,000 and/or total annual grants of less than \$25,000, those that provide only designated scholarships, and those that do not accept unsolicited proposals. Information was gathered using 990-PF forms on file with the Connecticut Attorney General’s office; foundation annual reports; and questionnaires returned by the grantmakers. Those funders that completed the questionnaires, prepared by the Connecticut Council on Philanthropy (the state’s regional association of grantmakers), have the most detailed listings. The directory also contains seven indices: areas of interest (e.g., education, human services, arts and culture); types of support for organizations (e.g., general purpose or programs development); types of support for individuals (e.g., aid to needy persons or fellowships); target populations; geographic locations; officers, trustees, and staff; and grantmakers by name (alphabetical listing). The introductory section of the book, which includes information about researching grantmakers and writing proposals, is succinct, clearly presented, and helpful. The book version of the Guide will not be reprinted since its contents will become available at the Web site of the Connecticut Council for philanthropy, <http://www.Ctphilanthropy.org>. A CD-ROM, released in March 2001, contains a searchable database of most of the information in the Guide. (It excludes grantmakers that accept only solicited proposals; only fund out of state; give only to legally designated recipients; or are inactive.)

Order from Connecticut Council for Philanthropy, 221 Main Street, Hartford, CT 06106. Tel. (860) 525-5585. <http://www.Ctphilanthropy.org>. \$75/book and CD-ROM set.

DELAWARE

Directory of Delaware Grantmakers

Delaware Community Foundation, Wilmington, DE

— Page 9 of 30 —

Copyright © 2001, The Grantsmanship Center.

This article may not be reprinted, reproduced, or retransmitted in whole or in part without express written consent of The Grantsmanship Center.

<http://www.tgci.com> (800) 421-9512 [Join Our Mailing List](#)

The 1998 edition profiles 65 Delaware foundations and corporate giving programs that responded to the editors' survey. (Approximately 450 grantmakers were contacted; only those that completed the questionnaire have detailed listings in the Directory.) Entries for these funders are usually ample, with information about each grantmaker's areas of interest, types of support, and application guidelines/procedures. In the case of funders that did not complete a questionnaire, only a mailing address and phone number are provided. These shorter listings include a mix of national foundations, foundations based in Delaware but without a Delaware focus, unstaffed family foundations, and others that simply failed to respond.

Order from Delaware Community Foundation, P.O. Box 1636, Wilmington, DE 19899. Tel. (302) 571-8004. <http://www.delcf.org>. \$25.

DISTRICT OF COLUMBIA

Guide to Greater Washington D.C. Grantmakers on CD-ROM *The Foundation Center, New York, NY*

Produced in collaboration with the Washington Regional Association of Grantmakers, this searchable database contains information on more than 1,500 funders based in the Washington, D.C. area, or that have a stated funding interest in the Washington, D.C. area. They include private foundations, community foundations, corporate foundations and corporate giving programs. Categories within the entries are comparable to those in other Foundation Center materials. Index searching allows retrieval of records by matching index entries with words in the record's text fields; text searching scans entire records for keywords. A "Mark Records" feature bookmarks records for later review.

Order from the Foundation Center 79 Fifth Ave., New York, NY 10003. Tel. (800) 424-9836. <http://www.fdncenter.org>. \$75/single user version.

FLORIDA

The Complete Guide to Florida Foundations *Florida Funding Publications, Miami, FL*

The 13th edition (2001) contains short profiles of more than 2000 foundations based in Florida, the majority of which are small, unstaffed, or give only to pre-selected grantees. Data is derived from 990-PF forms, in many cases several years old. Names of officers are listed, but the names of contacts or key staff are supplied only occasionally (in the “Comments” section of a listing). Recipient names and grant awards are provided for the year in which a particular 990-PF has been examined, but that information is of limited value when the foundation gives only to pre-selected organizations—as is very often the case.

Order from Florida Funding Publications, 11205 South Dixie Highway, Suite 101, Miami, FL 33156. Tel. (305) 251-2203. <http://www.floridafunding.com>. \$90.

Profiles of South Florida Donors
The Donors Forum, Inc., Miami, FL

The 8th edition (1999-2000) profiles 125 active foundations and corporate giving programs in south Florida, most of them members of the Donors Forum, a regional association of grantmakers, or the Greater Miami Chamber of Commerce. The entries are based largely on information contributed by the donor entity and describing in the donor’s words “the goals and limitations of the giving program.” Profiles generally include names of contact persons, eligibility, types of support offered, geographic focus, application procedures, and financial data.

Order from the Donors Forum, 600 Brickell Avenue, Suite 206K, Miami, FL 33131. Tel. (305) 371-7944. <http://www.donorsforumsf.org>. \$65.

IDAHO

Directory of Idaho Foundations
Caldwell Public Library, Caldwell, ID

The 10th edition (2001) contains information on 99 foundations, corporate giving programs, and other funders headquartered in Idaho that accept grant applications; 61 Idaho-based scholarship programs; 36 foundations that give only to designated grantees; and 19 national foundations or corporations that have a history of funding in Idaho. Most of the information is derived from 990-PF returns or other public documents.

Order from Caldwell Public Library, 1010 Dearborn St., Caldwell, ID 83605.
Tel. (208) 459-3242. \$20.

ILLINOIS

Directory of Illinois Foundations *Donors Forum of Chicago, Chicago, IL*

One of the best organized and most thorough of the state funding guides, the 6th edition (2000-2002) of this biannual directory is divided into five sections: (1) detailed profiles of 465 Illinois foundations with annual grantmaking of at least \$50,000; (2) detailed profiles of 29 Illinois corporations that have active corporate giving programs; (3) short profiles of 1,320 Illinois foundations that have annual grantmaking of less than \$50,000, or that award grants only to pre-selected recipients, or that do not accept unsolicited proposals; (4) name-and-address listings for 413 new organizations that registered as foundations with the Illinois Attorney General's Office, but had yet to file a 990-PF; and (5) a series of indices by staff/trustee name, location, type of foundation, targeted population groups, etc. The more extensive profiles were written using information collected from a survey sent to grantmakers. All other entries were produced using data from the latest available 990-PF form or from other records on file with the Illinois Attorney General's office. Data fields include contact information, funding exclusions, geographic focus, types of eligible support, application deadlines, application procedures (including preferred method of initial contact), paid staff, and in the case of corporate giving programs—whether they have matching gift programs, in-kind gifts, employee volunteer programs, etc.

Order from Donors Forum of Chicago, 208 South La Salle, Suite 740,
Chicago, IL 60604. Tel. (312) 578-0103. <http://www.donorsforum.org>.
\$90/book; \$150/CD-ROM

INDIANA

Directory of Indiana and Kentucky Grantmakers *Indiana Grantmakers Alliance, Indianapolis, IN*

The 2001-2002 edition lists approximately 2,000 foundations, trusts, and scholarship programs operating in Indiana and Kentucky. Information,

drawn primarily from 990-PF forms, indicates the funder's size, contact person, funding interests, and application guidelines. Some foundations headquartered elsewhere but with a known history of awarding grants in Indiana or Kentucky are also included.

Order from Indiana Grantmakers Alliance, 32 East Washington St., Indianapolis, IN 46202. Tel. (317) 630-5200.
<http://www.indianagrantsmakers.org/> \$100/book; \$125/CD-ROM.

IOWA

Iowa Foundation DataBook *C&D Publishing, Portland, OR*

The 1st edition (2001) contains detailed profiles of 250 Iowa-based foundations. Contact information, financial data, giving restrictions, geographic focus, etc. have been drawn from the most recent 990-PF forms available. Some of the entries have been updated or verified by foundation representatives. Profiles include a list of all grants made by the foundation during the most recent fiscal year (including the amount of the grant, the recipient, and the purpose). The funder's categorical priorities are illustrated with graphic bar charts that show total grant dollars by subject and grantee city.

Order from C&D Publishing, 1017 SW Morrison Street, #500, Portland, OR 97205. Tel. (503) 274-8780. <http://www.FoundationDataBook.com>. \$100/book; \$250/book and CD-ROM set.

KANSAS

The Directory of Kansas Foundations *Kansas NonProfit Association, Topeka, KS*

The 2000-2001 edition covers 660 Kansas-based funding sources, primarily independent, community, and corporate foundations. Profiles contain contact information, total amount and number of grants, high and low grants, geographic focus, deadlines and application guidelines, types of support provided, areas of interest, and sample grants. Indexes are organized according to name of funder, location of funder, and funder's giving priorities.

Order from the Kansas NonProfit Association, P.O. Box 47054, Topeka, KS 66647. Tel. (785) 266-6886. \$65.

KENTUCKY

(See Directory of Indiana and Kentucky Grantmakers under **INDIANA** and Cincinnati Area Foundation Directory under **OHIO**)

MAINE

Directory of Maine Grantmakers
Maine Philanthropy Center, Portland, ME

The 3rd edition (2001) contains profiles of some 500 foundations, most based in Maine but also including out-of-state foundations that give in Maine. Information is drawn primarily from 990-PF forms and covers private foundations, corporate foundations, and scholarship funds. For most foundations, entries indicate contact names, purpose and activities, application procedures, geographic focus, eligibility and limitations, and sample grants. A “notes” section at the end of the entry contains other useful information, usually supplied by the grantmaker. An electronic version of the directory is available exclusively to members of the Maine Philanthropy Center.

Order from the Maine Philanthropy Center, USM Library, P.O. Box 9301, Portland, ME 04104. Tel. (207) 780-5039. <http://www.mainephilanthropy.org/>. \$20.

MARYLAND

Index of Private Foundation Reports and Supplemental Index
Office of the Attorney General, Baltimore, MD

An alphabetical listing of Maryland-based foundations, containing data extracted from IRS 990-PFs filed with the Maryland Attorney General’s office. Information includes: foundation name, address, telephone number, and EIN; fair market value of foundation’s assets; names of foundation managers with their titles and addresses; application information; grants

paid out in the last fiscal year and names of recipients; total contributions paid out during the fiscal year; grants approved for future payment, with recipient name and amount; total amount of grants approved for future payment. Larger foundations with extensive lists of grantees appear in a series of appendices; in several cases, these lists run for a dozen or more pages—especially when corporate foundations are reporting hundreds of matching gifts (e.g., St. Paul Companies Maryland Foundation, Lockheed Martin Corporation Foundation, and GEICO Philanthropic Foundation). The supplemental index is compiled in April; it contains information from foundations that have submitted their 990-PF form to the Attorney General's office after the December deadline. The supplemental index is forwarded free of charge to those who have purchased the primary index earlier in the year.

Order from Maryland Attorney General's Office, 200 St. Paul Place, Baltimore, MD 21202. Attn: Denise Manuli. Tel. (410) 576-6491. \$95.

Maryland Funders
Hieu Press, Ellicott City, MD

The 2001-2002 edition profiles foundations, corporations, and other grantmakers that support Maryland nonprofits. The book is divided into five sections: funders that accept unsolicited proposals or issue RFPs; funders that award less than \$20,000 annually; funders that do not accept unsolicited proposals; and individual donors.

Order from Maryland Funders/Hieu Press, 9676 Gwynn Park Drive, Ellicott City, MD 21042. Tel. (410) 465-3493. \$100.20.

MASSACHUSETTS

Massachusetts Grantmakers Directory
Associated Grantmakers, Boston, MA

The 1999-2000 edition contains descriptions of 500 funders in Massachusetts, including foundations, corporate giving programs, and a few church-sponsored giving programs and funder collaboratives. Data is derived primarily from funders' responses to a questionnaire distributed by AGM, and includes contact information, application procedures, financial information, "grantmaking philosophy/program emphasis." Entries are indexed according to geographic focus, headquarters, and areas of funding

interest. The introductory “User’s Guide” and “Guide to Good Grantsmanship” are useful enhancements. The directory database, updated and expanded, is accessible online to AGM partners.

Order from Associated Grantmakers, 55 Court St., Suite 520, Boston, MA 02108. Tel. (617) 426-2606. <http://www.agmconnect.org>. \$50.

MICHIGAN

The Michigan Foundation Directory
Council of Michigan Foundations, Grand Haven, MI; The Foundation Center, New York, NY

A joint project of the Foundation Center and Michigan’s regional association of grantmakers, the 12th edition (2000) lists 1,872 Michigan-based grantmakers, plus 162 out-of-state grantmakers with a stated interest in funding projects or organizations in Michigan. Information comes from the Foundation Center’s database; the volume is essentially a state-specific amalgam of entries found in other Foundation Center directories—the Foundation Directory, the Guide to U.S. Foundations, the National Directory of Corporate Giving. Indexes are also comparable to those found in other Foundation Center publications and cover donors, officers, and trustees; geographic location (by headquarters); types of support; and subject (conforming to the Foundation Center’s Grants Classification System’s coding scheme).

Order from Council of Michigan Foundations, P.O. Box 599, One South Harbor Ave., Suite 3, Grand Haven, MI 49417. Tel. (616) 842-7080 <http://www.cmif.org>; or the Foundation Center, 79 Fifth Avenue, New York, NY 10003. Tel. (212) 620-4230. <http://www.fdncenter.org>. \$65/book; \$110/book and CD-ROM set.

MINNESOTA

Minnesota Foundation Directory & Minnesota Foundation and Corporate Grantmaking Annual Update Service
Foundation Data Center, Minnetonka, MN

The print directory contains information on more than 800 foundations registered in Minnesota. Summary reports, drawn from 990-PF forms,

provide an overview of foundations with assets under \$300,000 and total grants of less than \$75,000. Fuller reports cover larger foundations, and show financial information, areas of interest, geographic focus, officers and trustees, and a detailed listing of grants awarded—including recipient name, amount and type. Foundation guidelines and deadlines are reproduced in a separate section. Updates to the database are delivered online to subscribers.

Order from Foundation Data Center, 100 Kenmar Center, 401 Kenmar Circle, Minnetonka, MN 55305. Tel. (952) 542-8582.
<http://www.capriotti.com>. \$475/book and online subscription service.

Guide to Minnesota Grantmakers
Minnesota Council on Foundations, Minneapolis, MN

The 11th edition (2001-2002) lists 1,010 active Minnesota grantmakers, and provides detailed profiles for 357 of them. The fuller profiles are based on questionnaires returned by the grantmakers, as well as annual reports and published grants lists; shorter entries are based on information obtained from 990-PF forms on file with the Minnesota Attorney General's office (mostly 1999 or 2000). Profiles cover key contacts, financial data, subject areas funded; geographic priorities; intended beneficiaries; grant ranges; program limitations; sample grants application procedures; names of staff and trustees. Indexes include an alphabetical list, coded according to the grantmaker's geographic focus; areas of interest (24 broad categories of program area); types of support for organizations; intended beneficiaries; officers and trustees; and staff. The CD-ROM version features automatic searching based on geographic focus, areas of interest, types of support, intended beneficiaries.

Order from Minnesota Council on Foundations, 15 S. Fifth Street, Suite 600, Minneapolis, MN 55402. Tel. (612) 338-1989. <http://www.mcf.org>. \$75/book; \$150/book and CD-ROM set.

MISSOURI

Directory of Missouri Foundations
Directory of Missouri Foundations, St. Louis, MO

The "Millennium Edition" (2001-2002) is broken down into sections covering large foundations (410 funders whose total annual grants were more than

\$30,000); small foundations (149 funders whose total grants were less than \$30,000); and community foundations. Separate listings cover foundations that provide assistance to individuals (educational loans and scholarships and assistance to persons in need); foundations with designated recipients; and foundations that have recently terminated operations. Information is derived from 990-PF forms as well as directly from foundation personnel.

Order from Directory of Missouri Foundations, 8122 Edinburgh Drive, St. Louis, MO 63105. Tel: (314) 725-6834.

Directory of Missouri Grantmakers
Foundation Center, New York, NY/ Metropolitan Association for Philanthropy, St. Louis, MO

A collaborative project of the Foundation Center and the regional association of grantmakers serving metropolitan St. Louis, the 4th edition (2001) lists 1,300 Missouri-based grantmakers, plus 192 out-of-state grantmakers “with funding interests in Missouri.” Information comes from the Foundation Center’s database; the volume is essentially a state-specific amalgam of entries found in other Foundation Center directories—the Foundation Directory, the Guide to U.S. Foundations, the National Directory of Corporate Giving. Indexes are also comparable to those found in other Foundation Center publications and cover donors, officers, and trustees; geographic location (by headquarters); types of support; and subject (conforming to the Foundation Center’s Grants Classification System’s coding scheme).

Order from the Foundation Center, 79 Fifth Ave., New York, NY 10003. Tel. (800) 424-9836. <http://www.fdncenter.org>. \$75.

MONTANA

Montana Foundation Directory
Montana State University-Billings, Grants Development Office, Billings, MT

The 13th edition (2001) lists all foundations operating in Montana, plus out-of-state foundations known to have contributed in Montana. The information varies according to the size of the foundation; some is ample, some is minimal. It is compiled using 990-PF forms, Foundation Center directories, and personal contact with foundation officers and trustees.

Order from the MSU-Billings Library, Grants Collection, 1500 North 30th Street, Billings, MT 59101. Tel. (406) 657-2266.
<http://www.msubillings.edu/library/grants>. \$25.

NEBRASKA

Nebraska Foundation Directory
Junior League of Omaha, Omaha, NE

The 2000 edition profiles every foundation in the state for which a 990-PF form was available. Junior League volunteers who have inspected the forms at the state capitol compile the directory, updated every three years. It contains contact information, basic financial data, and guidance as to the types of support offered.

Order from Junior League of Omaha, 608 North 108th Court, Omaha, NE 68154. Tel. (402) 493-8818. <http://www.juniorleagueomaha.org>. \$25.

NEVADA

Nevada Funding Directory
Las Vegas-Clark County Library District, Las Vegas, NV

The 4th edition (2000) lists approximately 300 Nevada-based funders, plus an equal number of out-of-state grantmakers that either have a history of giving in the state or that have indicated a willingness to make grants in the state. According to representatives of the Clark County Library, which publishes the directory, it is now out of print and no longer for sale. Copies are still available for use in the library.

For more information, contact Special Collections - Grants, Clark County Library, 1401 East Flamingo Road, Las Vegas, NV 89119. Tel. (702) 733-3642. <http://www.lvccld.org>.

NEW HAMPSHIRE

New Hampshire Directory of Foundations
CPG Enterprises, Shaftsbury, VT

— Page 19 of 30 —

Copyright © 2001, The Grantsmanship Center.

This article may not be reprinted, reproduced, or retransmitted in whole or in part without express written consent of The Grantsmanship Center.

<http://www.tgci.com> (800) 421-9512 [Join Our Mailing List](#)

The 1st edition (2001) lists all active foundations incorporated in New Hampshire plus several foundations outside the state “with giving or guidelines that include New Hampshire organizations and projects.” Information includes contact names; assets and “typical” grant ranges; application procedures; areas of funding interest; restrictions; recent New Hampshire grantees.

Order from CPG Enterprises, P.O. Box 199, Shaftsbury, VT 05262. Tel. (802) 447-0256. <http://www.cpgfundraising.com>. \$48.

Directory of Charitable Funds in New Hampshire
New Hampshire Office of the Attorney General, Concord, NH

An online directory covering 318 New Hampshire trusts and foundations, accessible at the Web site of the New Hampshire Attorney General’s Charitable Trust Division. Describing itself as “a roadmap to available funding sources for our citizens who are in need, or wish to better themselves through further education or seek to improve the community in which they live,” the directory features brief descriptions of the purpose of each fund, the approximate amount of assets, contact name, any restriction or special purpose for the use of the funds distributed, the distribution policies of the trustees, and the geographic area to which a fund may be limited. Trusts established for the benefit of specified recipients are omitted.

Access at Web site of Department of Justice, Charitable Trust Division, Office of the Attorney General, State of New Hampshire, 33 Capitol Street, Concord, NH 03301. Tel. (603) 271-3591.
<http://doj.nh.gov/publications/directory-main.html>. Free.

NEW JERSEY

The Mitchell Guide: A Directory of New Jersey Foundations
Mitchell Guide, Pennington, NJ

Profiles 1,054 foundations that have made total grants of \$15,000 or more annually and/or have assets of \$150,000 or more. Data, derived from 990-PF forms (mostly 1999), includes basic contact information; restrictions and geographic limitations; some sample grants; and names of officers and

trustees. Includes both staffed and unstaffed foundations, foundations that accept unsolicited proposals and those that do not.

Order from Mitchell Guide, P.O. Box 626, Pennington, NJ 08534. Tel. (609) 730-8247. \$75.

NEW MEXICO

The New Mexico Funding Directory ***University of New Mexico, Albuquerque, NM***

A special project of the Office of Research Services at the University of New Mexico, the directory is primarily targeted at university faculty, staff, and graduate students “who have a need for state compilation of funding sources.” Local nonprofits may also find it useful. The 5th edition (1998) contains information on 311 funding sources, either located in New Mexico or focusing their giving in the state. Of these, 26 are state agencies and 62 are divisions, departments or competitive award programs at the university. The remainder consist of foundations, corporate giving programs, federal agencies (e.g., the U.S. Geological service) and civic or religious groups. In the case of foundations, information about specific recipients of a few “sample grants” is included—selected from the foundation’s 990-PF or annual report; comparable grant data is not provided in the case of other funders. The database is searchable at the Office of Research Services’ Web site, http://research.unm.edu/funding_opportunities/nmfd/.

Order from Office of Research Services, University of New Mexico, Scholes Hall, Room 102, Albuquerque, NM 87131. Tel. (505) 277-2256.
http://research.unm.edu/funding_opportunities/nmfd/. \$40.

NEW YORK

New York State Foundations: A Comprehensive Directory ***The Foundation Center, New York, NY***

The 7th edition (2001) contains descriptive entries, arranged alphabetically by county, for 7,091 New York-based foundations that have awarded grants of one dollar or more in the latest fiscal year. A separate section covers 1,635 out-of-state foundations with stated funding interests in New York. Grantmaker profiles, drawn from the Foundation Center’s database, are

comparable to those contained in the Foundation Directory or the Guide to U.S. Foundations. They include application addresses, financial data, giving limitations, and names of officers, trustees, and contact staff. For foundations that give at least \$50,000 in grants annually, application procedures, purpose statements, and a list of sample grants are also provided. Indexes, similar to those found in other Foundation Center publications, cover donors, officers, and trustees; geographic location (by headquarters); types of support; and subject (conforming to the Foundation Center's Grants Classification System's coding scheme).

Order from the Foundation Center, 79 Fifth Ave., New York, NY 10003. Tel. (800) 424-9836. <http://www.fdncenter.org>. \$180.

Guide to Grantmakers in the Rochester Area
Rochester Grantmakers Forum, Rochester, NY

The 9th edition (1999-2001) describes the giving programs of 165 corporations, foundations, trusts and other funders serving the six-county Greater Rochester area. Information is supplied mostly by the funders themselves (members of the Rochester Grantmakers Forum, a regional association of grantmakers), and includes contact; purpose; primary funding interests; geographic focus; types of support (broken down according to "yes," "sometimes," and "no"); eligibility/limitations; details of application procedures; sample grants; and whether or not professional staff is employed. The 10th edition (2002-2004) is scheduled to be published in January 2002.

Order from Rochester Grantmakers Forum, 55 St. Paul St., Rochester, NY 14604. Tel (716) 232-2380. <http://www.grantmakers.org>. \$64.

NORTH CAROLINA

North Carolina Giving
Capital Development Services, Raleigh, NC

Using information drawn from 990-PF returns, the 4th edition (1999) profiles approximately 1,000 foundations based in North Carolina. Entries provide contact information; names of officers and trustees; financial data; foundation's "purpose and activities"; types of support offered; geographic distribution of grants; application guidelines; "foundation history"; and

sample grants. The online subscription version allows keyword searching by subject, location, and names of officers or trustees.

Order from Capitol Development Services, 111 Hampton Woods Lane, Raleigh, NC 27607. Tel. (800) 729-4553. <http://www.capdev.com>. \$110/book; \$120/online subscription.

OHIO

Charitable Foundations Directory of Ohio *Ohio Attorney General's Office, Columbus, OH*

The 12th edition (1997-1998) lists 2,517 grantmaking foundations in Ohio, alphabetically arranged. Data is derived from the registration forms and 990-PF forms filed with the Charitable Foundations Section of the Attorney General's Office. Entries are similar for all foundations-regardless of whether they are staffed and unstaffed, large or small-and provide name and address, contact person, and numerical codes for "stated purpose of the foundation in the grantmaking process, as indicated on the latest report to the Attorney General," plus amount of assets and grants made during the latest reporting year.

Order from Charitable Law Section, Attorney General's Office, 101 E. Town St., 4th floor, Columbus, OH 43215. Tel. (614) 466-3180. \$7.50.

The Cincinnati Area Foundation Directory *MR & Co., Cincinnati, OH*

The 5th edition (2000) has a main section that provides basic information about approximately 100 foundations and charitable trusts located in the Cincinnati area and adjacent counties of northern Kentucky. Two other sections list local foundations that have recently terminated operations, give only to designated recipients, or have moved from the Cincinnati area. (Note: The Kentucky Foundation Directory, previously published by MR & Co., is no longer available.)

Order from MR & Co., P.O. Box 9223, Cincinnati, OH 45209. Tel. (513) 871-9456. \$60.

Guide to Ohio Grantmakers
The Foundation Center, New York, NY

Produced in collaboration with the Ohio Grantmakers Forum and the Ohio Association of Nonprofit Organizations, the 1st edition (2001) lists over 3,000 Ohio-based grantmakers, plus 200 out-of-state funders that make grants in the state. Information is drawn from the Foundation Center's database; the volume is essentially a state-specific amalgam of entries found in other Foundation Center directories—the Foundation Directory, the Guide to U.S. Foundations, the National Directory of Corporate Giving. Indexes are also comparable to those found in other Foundation Center publications and cover donors, officers, and trustees; geographic location (by headquarters); types of support; and subject (conforming to the Foundation Center's Grants Classification System's coding scheme).

Order from the Foundation Center, 79 Fifth Ave., New York, NY 10003. Tel. (800) 424-9836. <http://www.fdncenter.org>. \$125.

OREGON

The Guide to Oregon Foundations
Guide Line, Inc., Portland, OR

Co-sponsored by the United Way of the Columbia-Wilamette, the 11th edition (2001) is based on information drawn from 990-PF forms maintained by the Oregon Attorney General's Charitable Trust Division. Profiles include contact name; giving restrictions; geographic focus; financial data (number of grants given in the reporting year, range of grants, sum of all giving, etc.); application information; a few representative grants; and a list of officers, directors or administrators.

Order from Guide Line, Inc., 621 SW Alder Street, Suite 400, Portland, OR 97205. Tel. (503) 226-3099. \$46.

Oregon Foundation DataBook
C&D Publishing, Portland, OR

The 6th edition (2001) contains detailed profiles of 349 Oregon-based foundations. (Foundations located outside Oregon are not included, even if they make substantial grants in the state.) Contact information, financial

data, giving restrictions, geographic focus, etc. have been drawn from the most recent 990-PF forms available. About one third of the entries have been updated or verified by foundation representatives. Profiles include a list of all grants made by the foundation during the most recent fiscal year (including the amount of the grant, the recipient, and the purpose), and bullets are used to identify recipients from previous years—indicating if the funder has a historical pattern of funding certain organizations. The funder's categorical priorities are illustrated with graphic bar charts that show total grant dollars by subject and grantee city.

Order from C&D Publishing, 1017 SW Morrison Street, #500, Portland, OR 97205. Tel. (503) 274-8780. <http://www.FoundationDataBook.com>. \$100/book; \$250/book and CD-ROM set.

PENNSYLVANIA

Directory of Pennsylvania Foundations *Triadvocates Press, Springfield, PA*

The 6th edition (1998) contains detailed profiles of 1,509 foundations in Pennsylvania with assets of \$150,000 or more and/or total grant support of more than \$7,500. The primary source of information is 1996 and 1997 990-PF forms. Supplemental information has been gleaned from online databases, annual reports, published guidelines and other materials. Listings are broken down into five regions of the state. Entries include contact information; areas of interest; application policies and procedures; names of officers, directors, and trustees; and a list of all grants, generally \$1,000 or larger, awarded to Pennsylvania organizations during the reporting year.

Order from Triadvocates Press, P.O. Box 336, Springfield, PA 19064-0336. Tel. (610) 544-6927. \$70.

RHODE ISLAND

Rhode Island Grantsbook *Nonprofit Resources of Southern New England, Providence, RI*

The latest edition (2001) of this pocket-size directory contains an alphabetical listing of approximately 200 funders located in Rhode Island or that make substantial grants in Rhode Island. The data is primarily derived from 990-

PF forms, sometimes supplemented with information supplied by funders themselves.

Order from Nonprofit Resources of Southern New England, 160 Broad St., Providence, RI 02903. Tel. (401) 861-1920. \$35.

SOUTH CAROLINA

South Carolina Foundation Directory
South Carolina State Library, Columbia, SC

The 7th edition (2000) has alphabetically arranged listings for about 375 active foundations in the state, drawn from information contained in 990-PF returns filed for 1997, 1998, and 1999. These include both staffed and unstaffed foundations, foundations that will respond to unsolicited proposals and foundations that will not. In some cases (but not all), program interests and a few “sample grants” are described.

Order from South Carolina State Library, 1500 Senate St., P.O. Box 11469, Columbia, SC 29211. Tel. (803) 734-8026. <http://www.statelibrary.sc.gov/>. \$15.

SOUTH DAKOTA

The South Dakota Grant Directory 2000
South Dakota State Library, Pierre, SD

A continuously updated, searchable database of information on grantmaking institutions in South Dakota, including foundations, trusts and major corporate giving programs headquartered in the state; out-of-state foundations and corporations that have shown an interest in providing funding within South Dakota; and South Dakota state government grant programs. Grantmaker descriptions have been drawn from written responses to a mailed survey; telephone interviews; information on the grantmakers' Web sites; and information contained in 990-PF returns. Each entry includes the date on which the data was supplied by the grantmaker.

Access at the Web site of the South Dakota State Library, 800 Governors Dr., Pierre, SD 57501. Tel. (800) 423-6665 (SD only); (605) 773-3131. <http://www.sdstatelibrary.com/grants/index.cfm>. Free.

TEXAS

Directory of Dallas County Foundations
Dallas Public Library, Dallas, TX

The 2000-2001 edition, based on 990-PF forms, provides data on 472 private foundations located in Dallas County and the cities of Plano and McKinney. Information includes contact name; types of organizations supported; financial data (last three years); restrictions on giving; application guidelines; and, in most cases, sample grants with names of recipients and amount of the award.

Order from Grants Information Service, Dallas Public Library, 1515 Young St., 6th Floor, Dallas, TX 75201. Tel. (214) 670-1468. \$65.

Directory of Tarrant County Grantmakers
Funding Information Center, Fort Worth, TX

The 8th edition (2000), based on 990-PF forms and/or returned questionnaires, contains basic information about 183 grantmakers with a funding interest in Tarrant County, TX. Profiles include application procedures and deadlines, past areas of giving, limitations, and sample grants.

Order from Funding Information Center, 329 South Henderson St., Fort Worth, TX 76104. Tel. (817) 334-0228. <http://www.fic-ftw.org>. \$125/book and CD-ROM set.

VERMONT

Vermont Directory of Foundations
CPG Enterprises, Shaftsbury, VT

The 10th edition (2000-2001) lists active foundations incorporated in Vermont plus several foundations outside the state “making regular Vermont contributions.” The criterion for inclusion is “foundations that have given more than \$2500, or have been in business for several years, giving a fluctuating amount which has at least once reached \$2500.” Information

includes contact names; assets; “typical” grant ranges; application procedures; areas of funding interest; restrictions; recent Vermont grantees.

Order from CPG Enterprises, P.O. Box 199, Shaftsbury, VT 05262. Tel. (802) 447-0256. <http://www.cpgfundraising.com>. \$45.

WASHINGTON

Charitable Trust Directory *Office of the Secretary of State, Olympia, WA*

The 1999 edition contains basic data about approximately 900 charitable trusts (not all of them grantmakers) that have filed reports with the Washington Secretary of State. For most of the trusts listed, there is some information about its purpose, assets, distributions, geographic focus, and application procedures.

Order from Office of the Secretary of the State, Charities Program, P.O. Box 40234, Olympia, WA 98504. Tel. (360) 753-0863.
<http://www.secstate.wa.gov/charities>. \$20.

Philanthropy Northwest Member Directory *Philanthropy Northwest, Seattle, WA*

The 5th edition (2000) contains profiles of 143 grantmaking organizations in the states of Washington, Alaska, Idaho, Montana and Oregon that are members of Philanthropy Northwest, a regional association of grantmakers (formerly known as Pacific Northwest Grantmakers Forum). Some members of the association are not included because they offer only minimal funding or they do not accept unsolicited proposals. Profiles include information about the grantmaker’s principal funding interests, geographic focus, types of support, eligibility/limitations, financial data, application procedures, etc. The graphic presentation (including charts for types of support that have boxes indicating “yes,” “no,” and “maybe”) is more effective than in most directories, making for a clear snapshot of each subject. Since most of the data is supplied by the members themselves, it is more accurate—especially with respect to application guidelines and types of support offered—than the kind of information gleaned from 990s or secondary sources. The book is indexed by funding area (percentage of funding in major areas) and subject listing.

Order from Philanthropy Northwest, 2815 Second Avenue, Suite 290, Seattle, WA 98121. Tel. (206) 770-9423. <http://www.PhilanthropyNW.org>. \$86/book; \$119.75/online version, annual subscription.

Washington Foundation DataBook
C&D Publishing, Portland, OR

The 2nd edition (2001) contains detailed profiles of 227 Washington-based foundations. (Foundations located outside Washington are not included, even if they make substantial grants in the state.) Contact information, financial data, giving restrictions, geographic focus, etc. have been drawn from the most recent 990-PF forms available. Some of the entries have been updated or verified by foundation representatives. Profiles include a list of all grants made by the foundation during the most recent fiscal year (including the amount of the grant, the recipient, and the purpose). The funder's categorical priorities are illustrated with graphic bar charts that show total grant dollars by subject and grantee city.

Order from C&D Publishing, 1017 SW Morrison Street, #500, Portland, OR 97205. Tel. (503) 274-8780. <http://www.FoundationDataBook.com>. \$100/book; \$250/book and CD-ROM set.

WEST VIRGINIA

West Virginia Foundation Directory
Kanawha County Public Library, Charleston, WV

The 2nd edition (1995) contains descriptive entries for most West Virginia foundations, using information derived from 990-PF forms and some survey data. According to Elizabeth Fraser, editor of the directory, copies are no longer for sale because the information may be outdated. At present, there are no plans to have it revised or reissued. The directory, and a funding-locator worksheet, can be inspected at the Kanawah County Public Library.

Contact Kanawha County Public Library, Administrative Office, 123 Capitol St., Charleston, WV 25301. Tel. (304) 343-4646.

WISCONSIN

Foundations in Wisconsin: A Directory
Memorial Library Funding Information Center - Marquette University,
Milwaukee, WI

The 19th edition (2000) contains succinct entries for 1,065 active grantmaking foundations, listed alphabetically. Data is derived from 990-PF forms and annual questionnaires sent to the foundations. Listings include a few sample grants plus a detailed breakdown for the grantmaker's areas of interest. (Note: The 19th edition is sold out; the 20th edition is scheduled to be published in October 2001.)

Order from Marquette University Memorial Library, 1415 W. Wisconsin Ave., P.O. Box 3141, Milwaukee, WI 5320. Tel. (414) 288-1515.
<http://www.marquette.edu/library/fic>. \$45/book; \$105/CD-ROM.

WYOMING

Wyoming Foundations Directory
Laramie County Community College, Cheyenne, WY

Describing itself as "primarily a guide to public and private foundations with interest in the state of Wyoming," the seventh edition (1999) contains information drawn from 990-PF forms, mail and telephone contacts with foundation representatives, and the Foundation Center's FC Search database. Listings are broken down into two sections: grantmakers based in Wyoming (approximately 140) and out-of-state foundations that designate Wyoming as an area of focus for giving (approximately 170). Foundations that have specifically identified themselves as "charitable testamentary trusts," with governing documents that stipulate particular grantees as their sole beneficiaries, have been omitted. (But other foundations that do not accept unsolicited applications may be included.) Entries generally provide contact information; application deadlines and procedures; names of officers and directors; areas of interest; and sample grants. At a minimum, contact information and some suggestions as to area of interest are provided.

Order from Laramie County Community College Library, Instructional Resources Center, 1400 E. College Dr., Cheyenne, WY 82007. Tel. (307) 778-1206. \$5