

Building a Philanthropic Community - 2003 Annual Conference

The Funders Alliance will convene funders from throughout Upstate New York in Cooperstown on September 29-30. Once again, we will come together at the Otesaga Hotel to share our experiences, learn from each other, and hear from regional and national experts in our field. Taking advice from our members and last year's conference participants, the conference this year will focus on skill building and grantmaking interests (affinities).

Monday morning and early afternoon will provide skill building courses: legal and ethical issues of investing in community; proposal review and site visits; interpreting nonprofit financials; evaluating the success of your grantmaking; and luncheon roundtables for informal networking discussion. A separate registration fee is available for these courses.

Monday afternoon, the Funders Alliance will host a special meeting for community foundations from throughout the region where they will discuss common regional issues.

The main conference will begin on Monday evening with a reception at the Fenimore Art Museum, the home of the New York State Historical Association. We will move across the street for dinner at the Farmers Museum where we will hear from David Cay Johnston, Pulitzer Prize-winning writer for the New York Times, about the effects of legislation on funders.

2003 Conference
Look for these boxes to preview topics and speakers at the 2003 Conference.

On Tuesday, a full day is planned, beginning with Birds of a Feather tables in the main dining room. Later, our keynote speaker will be Nan Aron, President of the Alliance for Justice, an organization that works to strengthen public interest advocacy and promote a fair and independent judiciary. Concurrent sessions in the morning include: Public Policy – What Can We Do, a follow up discussion with Nan Aron; Grantmakers in Aging with Carol Farquhar, President of Grantmakers in Aging, a national affinity organization and Neal Lane, Director of the NYS Office for the Aging; Funding Early Childhood Education with

Cooperstown, see page 2

We're Moving!

To enable us to serve our members better, the Funders Alliance of Upstate New York is moving into a new and more functional office space.

As of July 25, our new mailing address will be:

Funders Alliance of Upstate New York
c/o Rochester Grantmakers Forum
919 Winton Road South, Rochester, NY 14618

We are looking forward to expanding our capabilities and invite all of our members to come see our new office at an open house on September 16, 2003 between 4:00pm and 6:00pm.

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 Mark your calendars!

“Building a Philanthropic
Community”
September 29 & 30
Cooperstown, NY
2003 Conference
Funders Alliance of
Upstate New York

Funders Alliance of Upstate New York

c/o Rochester Grantmakers Forum
919 Winton Road South
Rochester, NY 14618

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www.grantmakers.org/FundersUpstate

2002 - 2003 GOVERNANCE TEAM

Anne Tobey
Chair/ Northwest Representative
The John R. Oishei Foundation

Karen Carpenter Martin
Vice Chair/at-large member
Corning Incorporated Foundation

Howard Hartnett
Treasurer/at-large member
M&T Investment Group

Annette Weld
Secretary/Greater Rochester Representative
Halcyon Hill Foundation

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at-large member
Charitable Venture Foundation

Tom Faber
at-large member
Gebbie Foundation

Joanne Florino
at-large member
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Fairport Savings Bank

Kathy Goldfarb
Central Representative
The Rosamond Gifford Charitable Foundation

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Northern Chautauqua Community Foundation

Suzanne Lee
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FUNDERS ALLIANCE STAFF

Elizabeth C. Wilder
Executive Director

Cynthia M. Pacia
Communications/Information Systems Manager

Michelle L. Yale
Office Manager

Cooperstown *continued*

Suzanne Sennett, commissioner of NYS Child Care Council, members of the Binghamton Coalition and the Rochester Early Childhood Development Initiative.

William Josephson, Attorney General for the NYS Charities Bureau, Office of the Attorney General will speak with us at lunch about the state of nonprofits in New York. Following lunch, choose from three concurrent sessions: Funding the Arts, Investing in Community Development or the very popular New York State Census presentation by Sarah Boyce from the Center for Governmental Research.

Our day will conclude with a plenary session on The State of Upstate. Rolf Pendall, Associate Professor of City and Regional Planning at Cornell University and two colleagues will present brand new research conducted for the Brookings Institution over the past year.

The conference program will be mailed to all funders in early July. Register early to take advantage of the early bird rates. For more information, call the Funders Alliance office at 585.232.2380.

Welcome New Members!

The **William and Mary Barnet Foundation** has recently joined the Grantmakers Alliance of Northeastern New York.

The **Grigg Lewis Foundation** has recently joined the Western New York Grantmakers Association.

Welcome to the Funders Alliance!

H.R. 7 Impact

The **Foundation Center** does not take a position on pending legislation. However, their analyses of foundation data shed light on some of the issues raised by the H.R 7 legislation.

Foundation Center analyses show that over the past few years, independent foundations on average were paying out in grants alone close to 6% of their asset value. They expect this percentage to remain high in 2003 because foundation assets have declined faster than their giving has.

Administrative expenses comprise a small percentage of most foundations' spending, so removing them from the payout calculation is not likely to yield substantial increases in giving in this climate. As assets begin to recover, a new payout formula could result in increased giving in the short term. However, it could also erode foundation assets and thus their giving capacity in the long term.

The impact of the legislation will depend on how broadly the regulations define administrative expenses. In addition to grants, administrative expenses that qualify for inclusion in the current payout calculation include such direct charitable activities as convening of commissions to study important social issues, providing technical assistance or low-cost office space to nonprofits, evaluating program impact, and program-related investments.

The Funders Alliance website (www.grantmakers.org/FundersUpstate) has a Public Policy page which provides sample letters and different opinions about this proposed legislation. Call or email our office to receive contact information for your congressional representative (585.232.2380).

® Conference 2003

Congress, The IRS and Philanthropy
David Cay Johnston
Dinner Reception, Sept. 29

Nonprofit Board Accountability

Michael J. Cooney and Anita L. Pelletier, Nixon Peabody LLP

A recent proposal by the New York State Attorney General could impose on not-for-profits myriad requirements on financial reporting, potential conflicts of interest and board oversight options similar to those required of publicly traded companies under the Sarbanes-Oxley Act of 2002.

Eliot Spitzer, at the annual NYSSCPA not-for-profit conference in New York City this spring, announced a legislative package that proposes these Sarbanes-style limitations and requirements on New York not-for-profit corporations. Simply put, the AG stated that he does not believe that the current law is sufficient to protect donors and the public from possible misconduct by not-for-profit organizations. Some aspects of the Attorney General's proposed bill, such as requiring officers of not-for-profits to personally certify financial statements and controls for organizations with gross revenues of over \$250,000, are direct descendents of Sarbanes.

① Conference 2003

Legal & Ethical Responsibilities of Investing in Community
Michael J. Cooney, Esq.
Sept. 29

The central focus of the AG's proposed bill is the duties and liabilities of the directors and officers of charitable, educational, religious or other not-for-profit organizations. More than mere accounting conventions, the provisions of the AG's bill will reshape the way in which the public and the courts perceive the responsibilities of not-for-profit directors and officers, which may ultimately impact the willingness of volunteers to serve on not-for-profit boards.

Whether or not this legislation is enacted into law, the governing boards of all New York not-for-profit organizations should review the requirements of this proposed legislation and the principles of Sarbanes-Oxley to provide their directors and officers with the direction and protection they deserve. **Nixon Peabody** has prepared an analysis of the Attorney General's proposed bill and its connection to the Sarbanes-Oxley Act to help sharpen the focus of board governance reviews and help protect directors and officers from needless risk.

A copy of the full article "Non-profit Board Accountability in Troubled Times," by Micheal J. Cooney, partner, Nixon Peabody LLP, is available on Nixon Peabody's website or through our office. You may also access a link to a copy of the NY State Attorney General's proposed legislation (www.nixonpeabody.com).

In 2002, Congress passed the "American Competitiveness and Corporate Accountability Act of 2002," often referred to as the **Sarbanes-Oxley Act**. Sarbanes-Oxley contains a number of provisions, among them new and sweeping criminal provisions, that apply to everyone, including nonprofit organizations and their officers and boards. Even the provisions that apply only to publicly traded companies are coming to be viewed as setting new standards for corporate governance, or "best practices," that all companies – public, private and nonprofit – should consider adopting.

Congress Contemplates Changing 5% Distribution Rules

Many of you have received email from the Funders Alliance office and have visited the public policy page on our website to learn more about the Charitable Giving Act (H.R. 7), the House version of recently passed Senate CARE Act.

The proposed legislation would disallow administrative expense as part of the 5% distribution requirement for private foundations. Private foundations making direct investments for the good of the grantmaking field like directly funding consultant research or forums on community issues, providing paid evaluation professionals to their grantees, or contributing to the grantmaking education of their peers,

would no longer be able to include these expenses in their 5% annual distribution.

Although many Upstate New York private foundations are staffed by volunteer trustees and are not directly investing in these types of activities, they are the beneficiaries of these programs provided by larger national foundations. For instance, GrantCraft, a program of the Ford Foundation, provides materials on all stages of grantmaking which are available through the Funders Alliance for use by Upstate New York grantmakers. It also would mean that foundations planning to exist in perpetuity would find it difficult or impossible to do so being

required to distribute more than 5% of their assets to maintain current levels of grantmaking and pay their administrative costs.

The Funders Alliance website, www.grantmakers.org/FundersUpstate public policy page provides different opinions and sample letters you can use to write your representative to express your opinion about this proposed legislation. Call or email our office to receive contact information for your congressional representative.

Place Matters - Jamestown Forum

Thirty-five funders and representatives from community development organizations from around Chautauqua County gathered in Jamestown on June 24 to discuss the impact of urban and regional planning on their area. Hosted by the Funders Alliance and the **Gebbie Foundation**, the workshop was presented by the Common Good Planning Center, a program of the **Rochester Area Community Foundation**. Director Betsy Glavin, and board member Evan Lowenstein led the group through an interactive exploration of community development issues and funder priorities for Jamestown, Dunkirk and Chautauqua County.

In a region with high taxes and low property values, the participants highlighted the strengths and weaknesses of their area to attract and sustain businesses and young professionals. In an interactive workshop they identified the top barriers to

positive community growth and development and related them to funders priorities. Emphasizing the hometown atmosphere and quality of life, while incorporating the social and cultural resources of our global society was considered key to the continued development of the region. Comments from the group included: "Gave me a broader knowledge of area of concerns and issues". "Good discussion. We could use examples/ideas of next step and what has worked to move this ahead". Evan Lowenstein distributed a summary of recommendations from a statewide Quality Communities Inter-agency Task Force (<http://www.doc.state.ny.us/qcp/qcp2.html>) and invited those present to relate their needs and priorities to government officials in light of this study. More detailed results of this workshop are available through the Funders Alliance office. Call or email us.

The workshop was held in a recent example of community development in downtown Jamestown – the Jamestown Savings Bank Ice Arena. The arena was built and is maintained with the help of local private and public funders. It is a community meeting place and a center for youth, as well as a first-class sports arena. The Chautauqua Region Community Foundation held its annual meeting there in June.

Place Matters is a Funders Alliance Road Show. Sign up now for the next interactive workshop on urban and regional planning in your neighborhood. The Road Show will visit Rochester, July 15; Canastota, July 22; and Albany, July 23. Call the Funders Alliance office to register for these events.

Women, Money and Social Change

An emerging trend is building momentum in our community, state, country, and even around the globe—a trend critical to creating social change for women and girls in our lifetime. Known as the "women's funding movement," this force is targeting charitable dollars toward sources that specifically benefit women and girls. To galvanize and harness this dynamic momentum, the **Women's Foundation of Genesee Valley** will present a groundbreaking, first-of-its-kind, two-day conference: **The Changing the Face of Philanthropy: Women, Money and Social Change**.

The Women's Foundation is uniquely positioned to present this distinctive two-day event. This November 13-14, at The Lodge at Woodcliff in Rochester, NY, men and women from across the upstate New York region will have the

opportunity learn more about women, money, and social change not only from local experts—but from a diverse cross-section of national talent.

"The goal of the Conference is twofold," explains Karen Smith-Pilkington, Chair of the Women's Foundation. "Women are realizing expanded economic power. They are increasingly energized by their broader philanthropic capabilities to fund social change.....especially for other women and for girls."

The Conference will boast nationally acclaimed experts in the field of women and philanthropy. Christine Grumm, Executive Director of the Women's Funding Network, an international association of women and girls' funds and foundations, will kick-off the conference. Cynthia Williams will be the

featured breakfast speaker. Ms. Williams is the President and Owner of Sistuhs & Associates, a consulting company that assists women in business development. She is also President of "Sistuhs on the Move," a seven-fleet trucking company that specializes in excavation work, hauling debris and other trucking services.

The Women's Foundation expects a group of conference participants, which reflect the wide and diverse continuum of men and women interested in funding social change for women and girls. From women interested in philanthropic/charitable giving to the current or potential donors of the Foundation to family foundation trustees, bank trustees, investment advisors, accountants and attorneys. Call the Women's Foundation at 585.242.0940 or visit www.womensfoundation.org for info.

AFAR Launches Upstate Affiliate

The **American Federation for Aging Research** (AFAR), a leading Manhattan-based nonprofit organization supporting biomedical research on the aging process and age-related diseases, opened an affiliate office based independently at the University of Rochester Medical Center (URMC) on April 23, 2003. The new office will be called the Upstate AFAR Affiliate at the University of Rochester Medical Center (UAA-URMC), and will be chaired by URMC's Dr. Howard Federoff. This new office will support grants for upstate researchers studying the aging process and diseases like Alzheimer's, diabetes and osteoporosis.

"We are thrilled to announce today the establishment of our new Affiliate

office, which will raise awareness and funds to support aging research grants across Upstate New York," said AFAR's executive director Stephanie Lederman. "This work will lead to a better understanding of the aging process and to improvements in the health of all Americans as they age. The URMC is a natural partner for AFAR, it is both a world-class medical institution and a recognized leader in the study and care of the elderly population."

For more information about AFAR, call Peter Cleary at 212.703.9977.

AFAR has been a member of the Funders Alliance since 2001.

Baker Leads Fiscal Control Board

by Tom Precious (*excerpted from Buffalo News, July 4, 2003*)

Thomas E. Baker was named by Gov. George E. Pataki to lead the state's new fiscal control board for the City of Buffalo.

It will be a role far different from any that Baker has previously performed. For the last five years, he has been used to handing out cash - \$75 million in all - to various community groups as head of the **John R. Oishei Foundation**, the region's largest philanthropic organization.

"I enter into this on a very positive, upbeat note," Baker said shortly after Pataki appointed him as chairman of the Buffalo Fiscal Stability Authority.

Like others in Buffalo, he said, he experienced the region's sour economy, and he accepted [in 1995, his] company's offer to move to Connecticut. After a couple of years, he retired. In 1998, he moved back to Buffalo and joined the Oishei Foundation, which, until his arrival, had done most of its giving out of the public eye.

"It's the right thing to do. I've lived in this community 38 years. We came

here as a young couple. We raised our family here - I've got a very strong commitment to the community," he said.

Baker says he sees the control board's role as nonconfrontational. "I would like to suggest that I am not a hammer-type person. I'd like to think my strong suit is building consensus and working with people," he said. "I certainly don't enter into this thing thinking we're just the hammer and we've got all the answers. I don't suspect we'll have all the answers initially."

His no-nonsense approach to challenges and his congeniality are qualities that have served Baker well since he joined Oishei as its first executive director in 1998. He administers a fund with assets of \$225 million that despite steep investment losses in 2002 gave nearly \$14 million to 58 not-for-profit organizations.

Baker said he will keep his post with the Oishei Foundation while heading the control board. "I expect (the control board) to take about half of my time, especially over the next six months," he said.

The **Community Foundation of Herkimer & Oneida Counties** will mark its 50th anniversary on November 14 with a special reception and program at the Munson-Williams-Proctor Arts Institute in Utica. The guest speaker will be one of NBC's Today Show hosts, popular weatherman, author and philanthropist Al Roker. Roker will meet and address the Foundation's donors and volunteers as they gather to commemorate the organization's first 50 years of service to the community. The event will culminate a series of activities aimed at raising public awareness of the Foundation, its mission and impact. For information, please call The Community Foundation at 315.735.8212.

The **Community Foundation for the Capital Region** is celebrating its 35th anniversary this year. More than 200 people attended the Community Foundation's Annual Luncheon on June 10th at Wolfert's Roost. Family philanthropy was the topic of the day. Guest speakers included Susan Crites Price, author of *The Giving Family*, Matthew Bender IV, president of the Bender Family Foundation, and Roy Hershey, a Community Foundation board member and fund donor.

An interactive sculpture project was given the go-ahead from the **Marilyn Gaddis Rose and Stephen David Ross University and Community Projects Fund**.

The Discovery Center of the Southern Tier and the Thomas J. Watson School of Engineering and Applied Science will partner to create an original outdoor interactive sculpture to be placed at the entrance to the Discovery Center. Watson engineering students will provide technical expertise to the project while a BU art student will work with sculptor, Yvonne Robare Hobbs.

For more information contact Lee Nesslage at 607.777.4278 or via e-mail at nesslage@binghamton.edu.

The Foundation Center has released **Foundation Growth and Giving Estimates: 2002 Preview**, which projects that giving by the country's nearly 62,000 grantmaking foundations remained steady at an estimated \$30.3 billion in the latest year, almost unchanged from \$30.5 billion in 2001. This relatively stable level of giving followed six consecutive years of double-digit percentage growth in foundation support. Foundation giving will almost certainly decrease in 2003, although not as dramatically as might be feared given the state of the economy and stock market.

Copies of the report can be accessed at no charge from the "Researching Philanthropy" area of the Foundation Center's Web site (www.fdncenter.org/research). If you would like to request a print copy of the report, call 212.807.2486. The Center will release an in-depth examination of 2001 foundation growth trends and more detailed findings from the 2003 survey in *Foundation Yearbook: Facts and Figures on Private and Community Foundations*, in late June. "Highlights" of *Foundation Giving Trends, 2002 Edition*, the Foundation Center's annual examination of funding trends of more than 1,000 larger U.S. foundations, is available at www.fdncenter.org/research/trends_analysis.

A new study funded by the **W.K. Kellogg Foundation** chronicles the challenges and opportunities for funders as they support nonprofits with technology-related grantmaking. "From Obstacles to Opportunities," identifies a variety of specific action opportunities for individual funders or groups of foundations interested in collaboration. In addition, it identifies six core elements of strategic technology grantmaking and includes a new technology-related grantmaking taxonomy. For a copy of the study, visit www.wkkf.org or call the Kellogg Foundation at 269.968.1611.

Grantmakers In Aging (GIA) has created a new mentor program. The GIA Mentor Program is designed to give members new to the fields of philanthropy or aging a structured form of access to the knowledge and experience of "seasoned" GIA members. Potential mentees will be drawn from those members who have been active in the areas of aging and/or philanthropy for two years or less. The Program leaves the choice of subject matter up to the participants. GIA invites those who are potentially interested in being mentors or mentees to contact Carol Farquhar at 937.435.3156 or you can email cfarquhar@GIAging.org to obtain an application.

2003 Conference
Carol Farquhar, GIA
"Grantmakers for the Aging"
Session with expert panel.
Sept 30.

The Foundation Advocacy Initiative of **Alliance for Justice** seeks to educate grantmakers on their legal rights to support advocacy work through workshops and on-going technical assistance. This project encourages foundations to support nonprofit advocacy work allowing nonprofits to influence public policy with confidence and commitment.

Funders can download or order free copies of their brochure, "Foundation Advocacy," to learn how foundations can support nonprofits that lobby. To order call 202.822.6070 or visit www.allianceforjustice.org/foundation.


2003 Conference
Nan Aron, President
Alliance for Justice
Key Note Speaker
Sept 30.

Nonprofit agencies in the Capital Region are major contributors to the vitality of the Tech Valley region's economy and quality of life, according to the most wide-ranging study to date on the subject conducted by the University at Albany's Center for Women in Government and Civil Society. The new report, "**A \$4 Billion Growth Industry that Cares: The Impact of the Nonprofit Sector on the Capital Region of New York State,**" provides surprising new information about the sector's importance in the region.

According to the study, more than 1,500 nonprofit agencies with combined revenues of about \$4 billion exist in the Capital Region and employ approximately 60,000 people. Ninety percent of the nonprofits address the health, education, and human services needs of the Capital Region. Both the number of nonprofits and the number of people employed by nonprofits grew between 1998 and 2002. The study also found that nonprofits leverage about \$5 – \$10 of private revenue for every public dollar they attract.

This report was initiated and guided by the Nonprofit Executive Roundtable, a consortium of 12 agencies in the Capital Region. The Roundtable's purpose is to conduct analysis and research of value to the nonprofit sector, identify and foster best practices, and strengthen nonprofit programs and operations through partnerships with the University. The program was initiated by a legislative grant.

Copies of the report are available at www.cwig.albany.edu or by contacting Alison Olin at 518.442.3898.

 **Dues Reminder**
To help us serve you better,
please remember to remit
your dues payment promptly.
Dues Questions? Please call
our office at 585.232.2380.

How Effective Nonprofits Work: A Guide for Donors, Board Members and Foundation Officers by Marcia Festen and Marianne Philbin, two Chicago consultants seasoned in nonprofits and grantmaking.

Designed for both new and experienced nonprofit supporters, the book blends practical information along with the analytical perspectives of its authors in an easy-to-scan, 100-page format filled with charts, bullets and lists. Quick takes on nonprofit strategies, structures and best practices are interspersed with short essays. These essays offer perspectives from many experts on common dilemmas such as tracking and reporting nonprofit results, and the influence of proposal-writing on funding.

Beginning with basic explanations of nonprofit organizations, the book progresses into more complex issues nonprofit leaders are sure to encounter. These include: phases of development of nonprofits; assessing nonprofits' effectiveness; understanding vision, mission and program; the roles of nonprofit staff, boards and donors; finances and operations; and developing nonprofits that can meet the challenges of the future.

How Effective Nonprofits Work is published by the Forum of Regional Associations of Grantmakers and its national initiative New Ventures in Philanthropy, in partnership with Forum member, Donors Forum of Chicago and the New Venture project, Giving Greater Chicago.

The book sells for \$30. Discount prices are available at the rate of \$20 (plus shipping charges) from the Funders Alliance office. Call 585.232.2380 for ordering information.

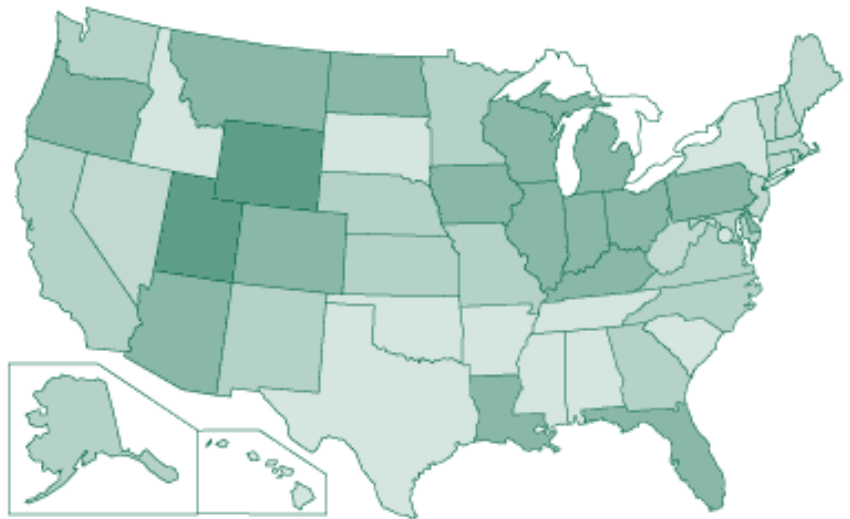
Giving in Upstate

A recent study by the **Chronicle of Philanthropy** shows Upstate New York donors to be average givers. The study of giving by people who make \$50,000 or more and itemize deductions on their taxes reveals that those people in 17 of Upstate New York's 52 counties give 6% or more of their discretionary income annually to charity. Average giving in the East was 4.2%; the national average was 6.4% (5% to religious organizations). Overall at 5.7%, our residents were neither the least or most generous, falling just below the national average, but considerably above the Eastern average.

Americans included in the study represent 18% of all U.S. taxpayers. They account for 54% of all money earned and about 80% of total taxpayer charitable giving in the country. The analysis also confirms previous studies showing the major influence that religious giving has on total charity. More than \$3 of every \$4 donated to charity is given to houses of worship or other religious causes.

Donors in Upstate NY are primarily white – well over 90% in most counties. The exceptions are Albany, 90.5%; Monroe (Rochester), 88.6%; and Dutchess, 87.9%. If anyone would like the statistics for their area, or any additional information about this study, please contact the Funders Alliance office at 585.232.2380 or via email at FundersUpstate@grantmakers.org.

Giving in the States: a Ranking



Percentage of discretionary income given to charity



SOURCE: Bureau of Labor Statistics, Census Bureau, Institute on Taxation and Economic Policy, Internal Revenue Service

Featured Member Service

Technical Assistance - Information and Referral

Are you dissatisfied with your current grantmaking guidelines? Would you like examples of how others around the world are addressing community problems or conducting their grantmaking? Need a better letter to turn down an application? Want more statistical information about Upstate New York?

The Funders Alliance office is here to help you. Drawing on the resources of national organizations like the Foundation Center, the Council on Foundations, and the gigantic infrastructure that has grown up around foundations over the past 15 years, networking with 30 other grantmaker associations across the United States and applying more than 15 years of experience in grantmaking, consulting and nonprofit boards, the Funders Alliance staff can give you answers, information and referrals that you are too busy to discover for yourself, but will inform your grantmaking.

The Funders Alliance has helped a number of member organizations review and refine their grantmaking guidelines and reporting requirements for grantees. The office maintains

a small library of sample contracts, conflict of interest statements, award letters and forms which are available to members on request. More extensive evaluation or planning service is available to members and nonmembers. Contact the office for the fee schedule. Most recently, grantmaking readiness and planning service was provided to the Fireman's Association of the State of New York Foundation, a new \$100 million foundation.

"I was asked to research positions which have been adopted by peer corporations with regard to charitable donations made to a national youth organization that has been less than inclusive in its membership. The Funders Alliance referred me to Carrier Corporation who were very forthcoming in sharing their experience.

This referral had a direct affect on how a key manager very boldly and thoughtfully chose to align our company and stay true to our corporate values. One phone call to the Funders Alliance positively impacted our giving program, introduced me to a new Upstate New York corporate colleague and enhanced how the company is perceived by thousands of employees," Karen Carpenter Martin, Associate Director, Corning Incorporated Foundation.

"The service is definitely worth our dues. I have received timely and useful information to help me with our special initiatives," Suzanne Lee, Executive Director, Community Foundation of Elmira-Corning Area.

We routinely share information about grantmaking trends and process from around the United States. We inform our members about diverse topics from salaries and benefits to investment allocations. Individual members have gotten help on specific areas of interest like corporate childcare offerings, mental health services, the application of non-discrimination guidelines to grant applicants.

This is one of the many useful services the Funders Alliance offers its members. Please call the office at 585.232.2380 or email liz.wilder@grantmakers.org for more information or to request our help.

THREE REASONS TO CONNECT WITH YOUR REGIONAL ASSOCIATION OF GRANTMAKERS

NETWORKING

with other grantmakers committed to improving quality of life in your region.

SKILL BUILDING

programs delivered locally to help you make the most of your giving.

KNOWLEDGE

and information on grantmaking in your region.

Become part of an informed, innovative, in-touch network by joining and actively participating in your regional association. Call 585.232.2380 for more information.

FUNDERS ALLIANCE OF UPSTATE NEW YORK ■ GRANTMAKERS ALLIANCE OF NORTHEASTERN NEW YORK
ROCHESTER GRANTMAKERS FORUM ■ WESTERN NEW YORK GRANTMAKERS ASSOCIATION

Alliance Calendar

Regional Events

Effective Practices During Through Times

July 22, 8:30 - 12:30pm, Batavia

July 24, 8:30 - 12:30pm, Cazenovia

Offered by the **Capacity-Building Network** of Western and Central New York, a collaborative effort of more than 60 nonprofit leaders, funders, and capacity builders.

Fee: \$40 per participant.

Contact Jane Ellen Bleeg, Project Director, at jellen@rochester.rr.com or 585.482.4579 for more info.

Place Matters: Roles and Rewards for Philanthropy in Urban and Regional Planning

July 23, 8:30 - 11:30am

Albany Institute of History & Art, Albany

Sponsored by the Funders Alliance of Upstate New York in partnership with the Rochester Area Community Foundation's Common Good Planning Center.

To register, call 585.232.2380 or visit www.grantmakers.org/FundersUpstate for more info.

Breakfast on Board

August 5, 8:00 - 10:00am, USS Slater DE 766

Broadway at the foot of Madison Avenue, Albany

The Capacity Building Sub-Committee of the Grantmakers Alliance will report on the findings of its survey and focus group meetings with Capital Region non-profit leaders. Participants will discuss the roles the Grantmakers Alliance and its members can play, as identified by the Sub-Committee's research. Conclusions reached during this discussion will determine the future direction of any capacity building activities in which the Grantmakers Alliance may engage.

Members: Free; Non-members: \$35 per person

To register or for more information, contact Maureen Yee at 518.446.9638 or email myee@cfc.org.

Funders Meeting with Neal Lane

August 6, 9:30 - 2:00pm

The Community Foundation of Herkimer and Oneida Counties is hosting and co-sponsoring a meeting with Neal Lane, deputy director of the NYS Office for Aging. Lane will share Project 2015 - an extensive plan for aging services in the state. He will also present some interesting and enlightening demographics information. Lunch will be served and there is no charge for the event. Please call 315.735.8212 for more information.

"Hey! How'd you do that?"

A Free-Ranging Morning Showing Better Use of Computers & Web

August 12, 8:00 - 11:00 am

**The Burchfield-Penney Art Gallery
Buffalo State College, Buffalo**

Hosted by Western New York Grantmakers Association, a general overview and demonstration, intended to help grantmakers think more clearly about computers, the Internet, and applications.

Fee: \$35 Members; \$50 Non-members.

To register or for more information call 716.845.0734.

Building a Philanthropic Community 2003 Annual Conference Funders Alliance of Upstate New York

September 29 & 30

Otesaga Hotel Resort, Cooperstown

See the cover story of the Funders Alliance newsletter for more information, call Rochester Grantmakers Forum at 585.232.2380 or visit www.grantmakers.org/FundersUpstate

Changing the Face of Philanthropy: Women, Money and Social Change

November 13-14, The Lodge at Woodcliff, Rochester

Presented by the Women's Foundation of Genesee Valley. Please see page 4 of the Funders Alliance Newsletter for more information, call the Women's Foundation at 585.242.0940 or visit www.womensfoundation.org.

The Community Foundation of Herkimer & Oneida Counties - 50th Anniversary Event

November 14

Munson-Williams-Proctor Arts Institute, Utica.

Please see page 5 of the Funders Alliance Newsletter for more information or call The Community Foundation at 315.735.8212.

Alliance Calendar

National Events

The Power & Promise of Philanthropy in Changing Times

October 1-3, Detroit, MI

18th Annual Conference of Grantmakers for Children, Youth & Families. To register or for more information call 202.962.3940 or visit www.gcyf.org.

Foundation Effectiveness

October 9-10, New York, NY

A seminar for Foundation CEOs, Senior Executives and Trustees. Call The Center For Effective Philanthropy at 617.492.0800 ext. 206 for more information.

Trustee Leadership Seminar

October 22, Boston, MA.

Association of Small Foundations seminar. Call 301.907.3337 for more information.

ASF Regional Meeting

October 23, Boston, MA.

Association of Small Foundations regional meeting. Call 301.907.3337 for more information.

Uncommon Visions for the Common Good

November 2-4, San Francisco, CA

2003 Independent Sector Annual Conference. Call 202.467.6100 for more information.

Freedom, Opportunity & Personal Responsibility

November 13-15, San Diego, CA

The Philanthropy Roundtable 2003 Annual Meeting. Call 202.822.8333 for more information.

Aligning for Results

March 17-19, 2004, Seattle, WA

Grantmakers for Effective Organizations 2004 National Conference. Call 202.518.7251 for more information.