

## “Good Conference – Great Networking”

The evaluations are in, and *Building a Philanthropic Community* was a definite success. Over 100 funders and other philanthropic professionals came together September 29-30, 2003 at Cooperstown to focus on how their efforts are building a philanthropic community. With government agencies cutting programs and the depressed economy affecting Upstate NY residents as well as foundation assets, the entire community must work together to improve the economic and social well being of our region.

“Excellent practical information  
that I can quickly put to use.”

- conference participant

Foundation and corporate staff, program directors, and trustees from Western NY to the Capital Region, from the North Country to Mid Hudson and across the Southern Tier met with local, state, and national speakers to discuss program and policy issues. David Cay Johnston, NY Times tax journalist and Pulitzer Prize winner, spoke on the inequi-

ties and loopholes of the tax system, and current Congressional actions and motivations that affect nonprofits and funders. William Josephson, Assistant Attorney General for the NYS Charities Bureau, presented the reasons for the A.G.'s support of legislation to increase accountability requirements for NYS nonprofit organizations and foundations. In these presentations and other workshops on ethics and public policy, attendees were able to separate rumor from fact, and develop a finer understanding of their responsibilities and obligations as stewards of wealth invested for community benefit.

Based on participants' feedback forms and informal feedback shared with Funders Alliance staff and the conference committee, the conference was a great success. The two highest-rated sessions (4.8 overall each, speakers rated 4.9 each) were *Public Policy—What can we do?* with speakers Nan Aron of the Alliance for Justice, Washington DC and Cassie Schwerner of the Schott Foundation and Center, New

*Highlights, see page 2*

## The Family Philanthropist

The Funders Alliance is pleased to announce a new, semi-annual newsletter for family foundations, about family foundations. The Family Philanthropist (working title) will focus exclusively on family foundations and their governance and management issues. Each issue will address a particular issue like grantmaking in multiple locations, succession, administration without staff, etc. In addition, we will provide regional family foundation news and information. The 8-page newsletter will be sent to all Funders Alliance family foundation members' staff and trustees at no charge as a benefit of membership. Nonmember family foundation staff and trustees wishing to subscribe may do so for \$10/year. Call 585.232.2380 for additional information.

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## Conference Highlights *continued*

York City; and *Using the Census*, Sarah Boyce, Center for Governmental Research, Rochester.

Following a plenary session about the Alliance for Justice Funders Advocacy Initiative, Nan and Cassie offered concrete examples of how funders can support issues of public policy in their communities. Funders comments include:

- I entered the room with no information and learned a great deal.
- Love [the] resources; [I'm] more knowledgeable of issues on lobbying
- Raised more questions about how to be effective in this area
- Excellent, wish it had been longer!
- Made me realize how much more active and reflective our foundation must be about these things.

The more hands-on *Using Census Data* session was “very interesting,” “very worthwhile,” and “very useful.” Sarah explained the value and use of Census data to make informed policy and program decisions and to target populations. She explained different demographic statistics and demonstrated how to go to the [www.census.gov](http://www.census.gov) website and find more information. She gave us a “clear presentation on a complex topic.”

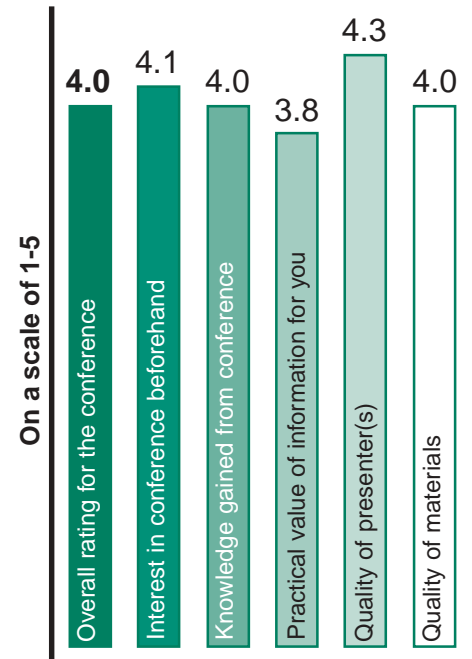
The pre-conference classes on Grantmaking Basics were extremely well received. Four courses were offered: *Reviewing Proposals*, *Legal & Ethical Issues of Investing in Community*, *Interpreting Financials*, and *Evaluation*. The average rating of the four courses was 4.6 out of 5. We owe a huge vote of thanks to the professionals and volunteer presenters from our membership who helped educate their peers without remuneration.

In a special session for Community Foundations, *Building Rural Assets*, speakers Joanna Wurtele, Wurtele Family Foundation, Louisiana, and Elizabeth Myrick, Aspen Institute, Washington DC, “reinforced [the] need for collaboration and cooperation.” Participants acknowledged the “realization that strengthening rural strengthens the region.” and “Many of the observations about rural communities are also true of grantmaking and endowment building in low-income urban neighborhoods.” Most comments recognized the need to broaden the philanthropy community to include non-traditional partners.

Overall conference comments included:

- “excellent practical information that I can quickly put to use”
- “added information, increased interest, enthusiasm, broadens my world in terms of all the kinds of ideas and things that are being done”
- “wish more board members would attend”
- “good conference-great networking”
- “good technical/professional material”
- “good networking opportunity as well as good subject matter!”

On behalf of the governance team and the conference committee, our thanks to all who attended. And to those who couldn't attend this year, send us your program and speaker suggestions and we hope to see you next year! 🍷



Ratings for 2003 Conference

As part of an ongoing process of evaluation, **participants were asked to rate the conference on a scale of 1 to 5.**

## Upstate Economy and Employment

According to recent labor statistics, Q3 employment grew slightly overall at an annualized rate of .8% (vs. .3% for the whole state). Information published by the Center for Governmental Research shows that five of the metropolitan statistical areas (Albany, Binghamton, Buffalo, Syracuse, and Utica) showed annualized gains, while Rochester posted a loss of -.2% over Q2. These added jobs represent the first quarterly growth figure since the end of 2000. Let's hope that this represents the beginning of an upward trend in our economy.

## 2003 Excellence in Corporate Philanthropy Awards

In keeping with its mission to celebrate and encourage corporate giving, the Committee to Encourage Corporate Philanthropy is accepting applications and nominations for its annual Excellence in Corporate Philanthropy Awards program designed to recognize two companies that have demonstrated an outstanding commitment and an innovative approach to their corporate giving programs. Applications and nominations are due by November 30, 2003. Prior corporate award winners include **IBM, Merck, Target, Timberland, and Whole Foods.**

### There are 3 Award Categories:

- Large Company
- Small Company
- Nonprofit Corporate Partner

The Excellence in Corporate Philanthropy Awards program will be co-hosted by CECP and The McGraw-Hill Companies in New York City in February 2004 with the goals of raising the awareness, efficacy, and level of corporate philanthropy.

For more information or for application/nomination forms please visit: [www.corphilanthropy.org/excellenceawards/](http://www.corphilanthropy.org/excellenceawards/)

*Excerpts reproduced with permission of the Committee to Encourage Corporate Philanthropy.*

## A follow-up on the 2003 conference plenary session: The State of Upstate

*(Portions excerpted from The Democrat and Chronicle, October 19, 2003\*)*

*The data in this article was first presented at the Funders Alliance 2003 conference in Cooperstown. In the last session of the conference, Dr. Rolf Pendall along with his associate, Dr. Kieran Killeen, spoke in the beautiful sun-lit Ballroom of the Otesaga Hotel.*

Sprawl is spreading across upstate New York, rapidly outpacing population growth. While population grew 2.6 percent between 1982 and 1997, more than 425,000 acres of rural land were converted to urbanized development — a 30 percent jump — according to a new study by Cornell University and the Brookings Institution, a Washington, D.C.-based think tank.

It amounts to a “rapid land conversion,” said **Rolf Pendall**, the Cornell professor who authored the report. “Although we’ve had suburbanization for a long time, this represents the conversion of a lot of land that had been rural,” Pendall said. And that’s made a “qualitative difference” in the way we live.

The study found that in the six-county Rochester/Finger Lakes region, the spreading out of the population resulted in a lessening of density from 4.94 people per urban acre in 1982 to 4.24 people per acre in 1997. The population also became more dispersed in all other upstate regions during the 15-year period.

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“Sprawl is spreading across upstate New York, rapidly outpacing population growth.”

-Yancy Roy

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The study also found, not surprisingly, that when people spread out, businesses do too. Using ZIP codes, the researchers found that upstate cities lost 2,200 business establishments during the 15-year period while non-city ZIP codes gained 2,800. “Dead” malls and vacant housing and office spaces have proliferated in the cities, the study said.

Public policy approaches have played a role in encouraging sprawl, Pendall said, including:

- higher property-tax rates in cities (\$22.15 per \$1,000 of assessed value) and villages (\$20.79) than towns (\$17.47);
- fragmented local government that discourages cooperative planning. With 1,366 municipal governments, 511 school districts, 862 other special districts, and 52 counties, upstate New York has twice as much government as Massachusetts, New Jersey or Connecticut.

Political leaders have focused on sprawl with varying degrees of success. In Ontario County, for example, Farmington Supervisor Ted Fafinski and Manchester Supervisor Bill Eddinger said that their towns are encouraging farmers to stay in business or sell their land to other farmers rather than to developers. But both acknowledged the strength of development pressures.

*This and other studies from the Brookings Institution research on the State of Upstate are available to members by contacting the Funders Alliance office at 585.232.2380 or email at [fundersupstate@grantmakers.org](mailto:fundersupstate@grantmakers.org).*

\* Roy, Yancy. “Farmland turns into suburbs at rapid pace.” *The Democrat and Chronicle*, 19 Oct. 2003

## ...the poor get poorer.

A number of recent reports from the federal government confirm that poor families are experiencing worsening economic conditions. The U.S. Census Bureau has released poverty data showing a rise in poverty and fall in median income in 2002. According to the Census Bureau report on poverty rates; the number of persons living in poverty rose by 1.7 million in 2002, to 34.6 million. This represents a rise in the poverty rate from 11.7% to 12.1%. In 2002, nearly two-thirds of all poor families with children included a worker who worked an average of 44 weeks per year. The number of people who live in severe poverty (whose income was less than half of the poverty level) increased by 600,000, to 14.1 million in 2002.

## Community Foundations receive \$400,000 from New York State

Four community foundations in Upstate New York will receive \$100,000 each to promote financial literacy under a settlement negotiated by New York State Attorney General Eliot Spitzer.

The settlement resolves allegations that a leading telecommunications executive improperly received lucrative initial public offering (IPO) shares. It requires former Qwest Communications International Chairman Phillip F. Anschutz to relinquish \$4.4 million in profits on the IPO shares. Of that, \$1.2 million will be distributed among six law schools to fund securities arbitration clinics. The remaining \$3.2 million will be split among 32 charities statewide, including the **Community Foundation for the Capital Region, Community Foundation for Greater Buffalo, Central New York Community Foundation, and Rochester Area Community Foundation.**

To maximize the impact of their share of the funds, the four community foundations are working together to provide high school students with fundamental personal finance skills and to involve them in philanthropy. The four foundations also will invite local not-for-profits to apply for grants to provide financial literacy services to at-risk populations.

“We chose Community Foundations to administer a portion of the settlement funds because of their unparalleled knowledge of the communities they serve and their emphasis on collaborative solutions,” said Attorney General Spitzer. “Their

proposal, a joint effort designed to benefit as many Upstate New Yorkers as possible, is proof that our confidence in them is well placed.”

“We have been given a wonderful opportunity to provide critical, personal financial skills and to foster a love of philanthropy that will serve our community for generations to come,” said Judith Lyons, executive director, the **Community Foundation for the Capital Region.** “We are extremely grateful to the Attorney General for structuring the settlement agreement to benefit so many for so long.”

The four foundations will use the settlement funds to launch a pilot program, known as MoneySKILL, in area high schools and to assess its effectiveness. Aimed primarily at students ages 17 to 20, MoneySKILL already is offered in colleges, the U.S. military, and by a number of employers. It was developed with support from the New York Federal Reserve Bank, is updated regularly to reflect changing regulations, and reflects the New York State Regents requirement that one-third of high school economic courses address financial literacy.

High schools that participate in the program will also be eligible to take part in a “Youth in Philanthropy” initiative, a six-session classroom program to acquaint area youths with the not-for-profit sector and the role that philanthropy plays in building and sustaining a community. 🌱

**The Peter and Elizabeth C. Tower Foundation Trustees recently approved the following grants:**

<b>Bob Lanier Center</b> .....	\$127,545 over three years
<i>Parent Support Center</i>	
<b>Camp Fire USA</b> .....	\$125,000 over three years
<i>Youth Town - After School Program</i>	
<b>City Honors Foundation</b> .....	\$40,500 over two years
<i>Expansion of the International Baccalaureate Program to the Middle School</i>	
<b>Education Innovation Consortium</b> .....	\$100,000
<i>Buffalo Public Schools Leadership Initiative Project</i>	
<b>Global Concepts Charter School</b> .....	\$158,271 over three years
<i>Project Summer Start</i>	
<b>Kaleida Health</b> .....	\$221,873 over three years
<i>Project LEAP</i>	
<b>Niagara Falls School District</b> .....	\$183,593
<i>Fast ForWord Program</i>	
<b>Windhorse Associates, Inc.</b> .....	\$26,000 over two years
<i>Program Evaluation</i>	

The Tower Foundation is a member of Western New York Grantmakers Association.

## Sarbanes-Oxley Act Influence

Earlier this year, Attorney General Eliot Spitzer proposed legislation that applied select aspects of the “Public Company Accounting Reform and Investor Protection Act of 2002: (popularly known as Sarbanes-Oxley Act) to New York nonprofit corporations.

Since even *proposed* legislation has a way of becoming de facto standard, the Funders Alliance, in conjunction with our downstate partner, NYRAG, enlisted Michael Cooney of Nixon Peabody LLP to comment on the implications of Sarbanes Oxley for our members. In a September 18 conference call with over ninety-five funders, colleagues from other regional associations, and governmental relations staff of the Council on Foundations, aided by slides provided on the Funders Alliance website, Mike provided the following suggestions:

- nonprofit management should assure that they are operating under the three duties of care, loyalty, and obedience set down by NYS regulation.
- nonprofit corporations should engage in a comprehensive review of their governance structures and best practices to determine whether they are within the spirit of Sarbanes Oxley. Necessary changes in governance practice should be considered.
- funders should advocate on behalf of New York State charities to assure high quality standards of management and governance.


For more information about his talk, link to Mike’s slides at:

[www.grantmakers.org/FundersUpstate/mcooney.htm](http://www.grantmakers.org/FundersUpstate/mcooney.htm)

The full text of the NYS bill (S4836-A) is available at:

<http://assembly.state.ny.us/leg/?bn=s04836&sh=t>.

As of this writing, it remains a pending bill and prospects of its passage are unclear.

“This format should be used often for ongoing updates regarding state... legislative issues,” wrote one participant on the evaluation form. The Funders Alliance and NYRAG will plan additional conference calls of this type to keep members apprised of public policy trends in our state and elsewhere. 

### Did you know...

There are 1470 grantmaking foundations in the 52 counties of Upstate New York? Approximately 37% have assets over \$1 million. Of those 545, 350 are family foundations giving over \$171 million each year (average yearly giving is \$476,000; median is \$120,000). Many of the remaining 900+ foundations with smaller assets are also family foundations. The family foundation is the fastest growing type of organized philanthropy in the U.S. today.

## Featured Member

An Interview with Ann Monroe, President and Executive Director of the **Community Health Foundation of Western and Central New York**.

The last two decades have been a time of rapid change for the healthcare field and for health philanthropy. A competitive marketplace has led many healthcare organizations to restructure their operations. Nonprofits have been sold to for-profit companies; other organizations have merged to strengthen their ability to provide needed service to their constituents. When these changes occur, state laws typically require the proceeds to be preserved to benefit the community, often by endowing a new foundation. In fact, Grantmakers in Health has identified 165 new foundations that have been formed from health care transactions. The **Community Health Foundation of Western and Central New York** is one of these new organizations, formed when Univera Health Plan in Buffalo and Syracuse merged into **Excellus Health Plan** as part of the Lifetime Healthcare Companies.

After a professional search for appropriate leadership, the Community Health Foundation has appointed Ann Monroe to lead this new healthcare philanthropy. Ms. Monroe most recently led the Quality Initiative of the California HealthCare Foundation. Prior to that she served as Senior Vice President of the Public Benefit Program of Blue Cross of California and its grant program, California Healthcare Partnerships, which distributed over \$100 million in grants. Before taking that position, Ms. Monroe founded and directed a model technical assistance center in Illinois addressing substance abuse prevention and health promotion. Having recently accepted the position in Buffalo, Ms. Monroe made time for the Funders Alliance to tell us something about the **Community Health Foundation of Western and Central New York**, a member of **Western New York Grantmakers Association**.

**FA:** Large, new foundations are rare in Upstate New York, and we have not had legislation to encourage healthcare conversions. Tell us about the origins of the Community Health Foundation.

**AM:** The Foundation grew from the merger of Univera Health Plan in Buffalo and Syracuse into Excellus. This transaction generated funds for the foundation which currently has assets of \$45 million with an expectation of growing to \$90-\$100 million over the next ten years.

**FA:** How is the Community Health Foundation governed?

**AM:** The Community Health Foundation of Western and Central New York is a 501(c)(3) private foundation. The board is completely independent from Univera and Excellus. Board members were chosen from the Buffalo and Syracuse

*Member, see page 6*

## CCSNYS Offer

The Council of Community Services of New York State, Inc. (CCSNYS), the membership-based nonprofit association in our state, is offering **free** membership to the first 50 members of the Funders Alliance of Upstate New York who submit an application.

As a CCSNYS member, The Rochester Grantmakers Forum has taken advantage of very competitively priced Board Liability (D&O) Insurance and an Unemployment Savings Plan. Membership in CCSNYS also provides discounts on publications like the *Chronicle of Philanthropy*, *The Stanford Social Innovation Review*, and BoardSource publications.

This membership offer is open to any nonmember of CCSNYS and funded by a grant from **Council Services Plus**. If you want to know more about CCSNYS and Council Services Plus please visit them at [www.ccsnys.org](http://www.ccsnys.org) and [www.councilservicesplus.com](http://www.councilservicesplus.com). (For your special CCSNYS membership application please contact Valerie Venezia at (800) 515-5012 ext. 121 or via email at [vvenezia@ccsnys.org](mailto:vvenezia@ccsnys.org).)

## H.R. 7 Update

The charitable legislation known as the CARE Act and HR7 has been held from going to a conference committee and may not be addressed before Congress recesses for the holidays. In the meantime, the Forum of Regional Associations of Grantmakers in Washington has convened a committee to address “accountability towards standards” in response to HR7. Executive Director, Liz Wilder, and Deborah Ellwood, Vice President for Community Programs at the Rochester Area Community Foundation, will represent Rochester Grantmakers Forum and the Funders Alliance on this committee.

## Member *continued*

areas to reflect the service region of Univera and local knowledge about the healthcare system.

**FA:** Has the board settled on a mission and funding priorities?

**AM:** Our mission is broad: To improve the health and healthcare of the people and communities of Western and Central NY. Our board did an assessment of healthcare issues and demographics in the two areas and has formed some general interests: access to primary care; workforce health; patient safety; frail elderly. These are broad areas and will be refined as we further discuss funding priorities for the communities in question. We want to be sure we address how we will maintain an effective presence in both the Buffalo and Syracuse regions.

**FA:** Healthcare is such a big issue. What role do you expect the Community Health Foundation to play?

**AM:** One thing we do know is that the Foundation is committed to improving health and health care and willing to play many roles in making that happen. In grantmaking, we plan to invest resources to leverage impact beyond those resources – whether it is to open other funding streams for grantees, equip them

to be more sustainable and viable, or strengthen their capacity to deliver effective services. We believe in collaboration and good planning and have begun scanning the philanthropic landscape to identify funding partners. I have met with many funders in the area to learn from their experience in the community. In the healthcare field, you can't think about impacting change without engaging government. Government is not only a funder of healthcare, but – through its regulatory arm – a definer of the healthcare system. The state, county, and city are necessary partners in change. Private and community foundations can't fill the gaps left by reduced public funding, but they can leverage better coordination for the improvement of the whole system for constituents.

**FA:** So, where do you go from here?

**AM:** Like any new foundation, we will evolve as we learn. We are now in our Discovery Phase, learning more about the issues, the communities, and the possibilities. We've issued our first RFP and are now waiting to hear from the community with their ideas about how to best address our initial four areas of focus. As we mature, I think you'll see more focus on our part, looking at particular issues over a long horizon with strategies that build one on another over time.

**FA:** As a member of the Funders Alliance of Upstate New York, what do you hope for from us?

**AM:** Healthcare as a field presents many broad policy issues. Upstate New York is often not considered when those issues are decided at the state level. A common funders' voice would help when policies affecting healthcare for seniors or those in poverty are debated, for instance. We would expect the Funders Alliance to provide a forum for thoughtful and robust discussions about the issues, to be a matchmaker and convener for interested funders, and lead our collective voice on relevant policy issues. 🌱

Would your organization or one that you know like to be featured in this section of our newsletter?

Please contact us at:

[fundersupstate@grantmakers.org](mailto:fundersupstate@grantmakers.org)

### Library and Reference Service

Are you pressed for time to research a new area of grantmaking interest? Do you want materials to share with your trustees or staff? Call the Funders Alliance. We maintain a library of current articles, pamphlets and books on a variety of topics of interest to grantmakers. Many of them can be copied (with permission) to share with your colleagues, or can be borrowed from our library.

"The Funders Alliance gave me materials on indicators of effectiveness and program related investments which we used for a board retreat. The resources of their library filled a gap that no one here had time to research. The availability of so much accumulated knowledge is a terrific advantage for members." Anne Tobey, Sr. Program Officer, The John R. Oishei Foundation.

To see a sample of the types of material we have available, see New Arrivals on the next page. For more information, or to borrow material, call the office at 585.232.2380 or email [liz.wilder@grantmakers.org](mailto:liz.wilder@grantmakers.org).

### Three Reasons to Connect with Your Regional Association of Grantmakers.

## Networking Skill Building Knowledge

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

Now that the Funders Alliance is well into its fourth year, a new governance team has been assembled. The list is on page eight of this newsletter. We have some new faces among the stalwart volunteers who have seen us through the first three-year pilot and beyond. A special welcome to our new team members: Jennifer Leonard, **Rochester Area Community Foundation**; Ann Monroe, **Community Health Foundation of Western and Central New York**; Al Sassone, **Community Foundation of Herkimer & Oneida Counties**; and Diane Shafer, United Way of Tompkins County and **Tompkins County Community Foundation**. Our thanks to Dana Gavenda of **Fairport Savings Bank** for his service last year. New officers have been elected: Joanne Florino, Chair, Diane Hannum, Vice Chair, and Bill Dessingue, Secretary. Howard Hartnett has graciously agreed to continue as Treasurer.

In May, with the able help of consultant Annie Marie LeBarbour, the governance team developed the following strategic initiatives to support the mission of strengthening and promoting grantmaking in our region:

- Membership: retain current members and recruit targeted prospects.
- Member Services: develop focused communication; create effective opportunities to network; and promote research and referral capabilities.
- Programs: provide relevant regional and local programs.
- Public Policy: develop an educated collective voice for funders.
- Governance: modify structure of governance team for effective leadership.

The nominating committee addressed the governance initiative and the governance team approved a new structure which officially brings the three regional associations (Grantmakers Alliance of Northeastern NY, Rochester Grantmakers Forum, Western New York Grantmakers Assn.) to the table as non-voting members and expands voting membership to 18. Staff and committees will be working to bring better programs and services to our members over the coming months. Complete information about our strategic plan is available from the Funders Alliance office.

In August and September, the Rochester Grantmakers Forum reorganized and has made some staff changes.

Our best wishes to Cynthia Pacia who has taken a position in Finance and Administration at the Rochester Area Community Foundation. We will all miss Michelle Yale whose office manager position was eliminated to make room for a stronger program focus.

Lisa M. Dahl, Program Director. Lisa brings over twenty years of experience in academic and community program administration. She most recently managed the Cornell Employment and Family Careers Institute, a multi-million dollar program supported with grants from the Alfred P. Sloan Foundation and the National Institute on Aging to examine work/life issues of NYS families, to influence social and public policy. Lisa has created and organized local and national programs, is highly computer literate, and has worked with diverse groups from farm families, and engineers to national corporate executives and academic researchers. She will be responsible for working with our program committees to develop and implement a comprehensive package of member programs for Rochester Grantmakers Forum and the Funders Alliance of Upstate New York. Lisa can be reached via email at [lisa.dahl@grantmakers.org](mailto:lisa.dahl@grantmakers.org).

Philip Peters, Communications Director. Phil is a recent graduate of Carleton College with a broad background in art, communications, and computer/internet technology. Phil is the editor of our publications, our webmaster, and information systems manager. He can be reached via email at [phil.peters@grantmakers.org](mailto:phil.peters@grantmakers.org).

# Funders Resources

## New Arrivals

The following materials are available on loan from the Funders Alliance Library to members only. To borrow materials please call 585.232.2380.

### Building On Excellence.

Washington, D.C.: Fannie Mae Foundation, 2003, 213 pp. An evaluation of the Sustained Excellence Awards Program which encourages and recognizes nonprofit organizations working to develop and maintain housing for low-income Americans. Includes summary of findings, analysis and 10 in-depth case studies.

### Case Studies of Grantmaker Associations Around the World.

Jayne Millar Wood, ed., Vol. 1 – Philanthropy in a Global Community. Council on Foundations, 2002, 52 pp. A study of the Worldwide Initiatives for Grantmaker Support (WINGS) with profiles of grantmaker associations from around the world.

### Case Studies of Organizations Supporting Community Foundations.

Diana Leat, ed., Vol. 2 – Philanthropy in a Global Community. Council on Foundations, 2002, 81 pp.

### Connolly, Paul and Carol Lukas, Strengthening Nonprofit Performance: A Funder's Guide to Capacity Building.

St. Paul, MN: Wilder Publishing Center, 2002, 163 pp. A synthesis of recent capacity building practice and research into a collection of strategies, steps, and examples that funders can use to get started on or improve their funding to strengthen nonprofits.

### Connolly, Paul and Peter York, Building the Capacity of Capacity Builders.

NY, NY: The Conservation Company, Sept. 2003, 11 pp. An Executive Summary of a Study of Management Support and Field-building Organizations in the Nonprofit Sector.

### Ending Homelessness: The Philanthropic Role.

The National Foundation Advisory Group for Ending Homelessness, Washington, D.C.: Neighborhood Funders Group, 2003, 34 pp. Third in a series of papers to help grantmakers better understand affordable housing public policy issues and to encourage sustained, strategic public and private investments in housing and homelessness.

**Foundation Staffing.** NY, NY: The Foundation Center, 2003, 21 pp. Update on Staffing Trends of Private and Community Foundations.

### Schulman, Ann. Demystifying Decisionmaking in Family Philanthropy.

Washington, D.C.: National Center for Family Philanthropy, 2003, 11 pp. New edition of Passages: Exploring Key Issues in Family Giving.

### Smith, Christian and Phillip Kim, Family Religious Involvement and the Quality of Parental Relationships for Families with Early Adolescents.

A research report of the National Study of Youth and Religion, Number 5. 2003, 21 pp. A four-year research project of the Odum Institute for Research in Social Science at the University of North Carolina at Chapel Hill to research the shape and influence of religion and spirituality in the lives of U.S. adolescents.

## Funders Alliance of Upstate New York

c/o Rochester Grantmakers Forum  
919 Winton Road South  
Rochester, NY 14618-1633

ph. 585-232-2380  
fax: 585-232-8413  
FundersUpstate@grantmakers.org  
www.grantmakers.org/FundersUpstate

### 2003 - 2004 GOVERNANCE TEAM

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**Diane Hannum**, Vice Chair  
*Northern Chautauqua Community Foundation, Dunkirk*

**Howard Hartnett**, Treasurer  
*M&T Investment Group, Binghamton*

**William Dessingue**, Secretary  
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**Jennifer Leonard**  
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**Karen Carpenter Martin**  
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**Ann Monroe**  
*Community Health Foundation of Western & Central NY, Buffalo*

**Katherine Pelham**  
*United Way of Northeastern New York, Albany*

**Al Sassone**  
*Community Foundation of Herkimer & Oneida Counties, Utica*

**Diane Shafer**  
*United Way of Tompkins County, Ithaca*

**Anne Tobey**  
*The John R. Oishei Foundation, Buffalo*

**Annette Weld**  
*Halcyon Hill Foundation, Webster*

**Elizabeth C. Wilder**  
*Rochester Grantmakers Forum, Rochester*

**Maureen Yee**  
*Grantmakers Alliance of Northeastern NY, Albany*

**FUNDERS ALLIANCE STAFF**

**Elizabeth C. Wilder**  
Executive Director

**Lisa M. Dahl**  
Program Director

**Philip Peters**  
Communications Director

 Save the Date!

**June 10, 2004**

**Funders Alliance Meeting and Workshop in Rochester**

10 a.m. Governance Team

12 p.m. Lunch with National Speaker

1:30-3 p.m. Funders Workshop

# Alliance Calendar

## Regional Events

### Grantsmanship Training Program

**November 10-14**

**Junior League of Buffalo and EPIC, Buffalo, NY**

Registration cost \$750 (\$725 for each additional person from same agency). Additional information can be found at [www.tgci.com](http://www.tgci.com) or (800) 421-9512.

### 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. More information is available in the Summer 2003 edition of our newsletter (<http://www.grantmakers.org/FundersUpstate/newsfauny.htm>), by calling the Women's Foundation at 585.242.0940, or by visiting [www.womensfoundation.org](http://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 in the Summer 2003 edition of our newsletter (<http://www.grantmakers.org/FundersUpstate/newsfauny.htm>) for more information or call The Community Foundation at 315.735.8212.

### Capacity Building Training

**November 12**

**Offered by Canisius College**

Creating and Pricing Income Producing Products and Services; Marketing on the Web: How to Drive Customers to Your Web Site. Visit [www.canisius.edu/cpd](http://www.canisius.edu/cpd) for scholarship and registration requirements or call Shevaun Donelli at 716.862.4600.

### Western New York Grantmakers Association Upcoming Events:

**November 20, Saturn Club, Buffalo**

Lunch program: "The Buffalo Niagara Medical Campus: Progress and Opportunities." 11:45-1:30 p.m. Presenters: Thomas R. Beecher, Jr., Director and Chairman of the Board, Buffalo Niagara Campus; and Angelo M. Fatta, Ph.D. President, Bufflink, Inc.

**December 18**

All membership Annual Meeting and holiday reception, location and time TBA.

**January 15, Albright Knox Gallery Garden Restaurant**

Funder to funder breakfast: "Standards Part II"

### Rochester Grantmakers Forum Holiday Luncheon

**December 4, Hyatt Regency, Rochester**

11:30-1:30 p.m., members only.

## National Events

### Freedom, Opportunity & Personal Responsibility

**November 13-15, San Diego, CA**

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

### Technology Affinity Group Conference

**November 12-14**

**Kaiser Family Foundation, Barbara Jordan Conference Center/Broadcast Studio, Washington, DC.**

"Leveraging Technology to Increase Capacity in the Philanthropic Sector." Contact: Lisa Pool, 610.688.6832.

### National Philanthropy Day

**November 15**

This is an annual observance initiated by the Association of Fundraising Professionals. Read about it at <http://www.nationalphilanthropyday.org/>.

### Council on Foundations' Institute for New Grantmakers

**December 10-12**

**COF Conference Center, Washington, DC**

Contact: Sophie Dunbar, 207.467.0423

### Aligning for Results

**March 17-19, 2004, Seattle, WA**

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

### Margins to Mainstream: Integrating Corporate Citizenship into the Business Core

**March 28-30, 2004, San Francisco**

2004 International Corporate Citizenship Conference. Visit [www.bc.edu/ccf/conference](http://www.bc.edu/ccf/conference).