Raising Additional Funds – Philanthropy as a Source for Financing

Sherry Salway Black
National Congress of American Indians
Themes

- Charitable Giving in the U.S.
- Foundation – Types, Number, Assets
- Tribal Foundation/Giving Programs
- Native Non-Profit Organizations
- Accessing Foundation Grants
- Other Opportunities -- Investments
In 2010 -- $290 Billion in Charitable Giving

• 73% Individuals -- $226 B
• 8% Bequests -- $8 B
• 14% Foundations -- $41 B
• 5% Corporations -- $15 B

Who does the money go to?
• 1.3 million non-profits
• Religious
Total Number of Foundations: 88,879
Total Assets: $582,577,531,327

Under $1 million – 55,591
$1 mil – 10 mil – 27,625
$10 mil – 25 mil – 3,132
Over $25 mil – 2,558
FOUNDATION TYPES

- Independent
- Family
- Corporate
- Community
- Operating

- Tribal -- 60 funds, $73,176,517 in 2009
Foundation Funding for Native American Issues and Peoples 2011

Key Findings
◆ Since 2000, the share of overall foundation giving targeting Native Americans has declined
◆ The top 10 funders for Native Americans in 2009 accounted for close to three-fifths of grant dollars
◆ Education received the largest share of foundation giving for Native Americans in 2009
◆ Most foundation funding for Native Americans in 2009 supported organizations not affiliated with tribal governments
◆ Recipients located in three of the country’s seven major regions (the Northeast, Midwest, and Southwest) captured more than two-thirds of grant dollars benefiting Native Americans in 2009
Giving to Native organizations/issues

- .5 percent in 2000
- .3 percent in 2009
Native Non-Profit Sector

In study from 2000:

• Sector is emerging
• 1500 Native non-profits
• Majority founded in 1990s
• Very small
• May complement, supplement tribal government services
• Serve to provide services not already being provided by government or business
Building Relationships with Foundations

- Education
- Work with other Native non-profits on a national, regional and local basis to develop funding relationships
- Foundation grants are different than government grants
Other Opportunities

• Mission-Related Investment
• Advisory
• Staff