



Foundation Research: Tips and Tricks to Find Your Nonprofit's Ideal Funders

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Question??

WHAT IS YOUR PRIMARY GOAL IN ATTENDING THIS WORKSHOP?

- Learn new Foundation search techniques
- Learn new foundation search resources
- Learn how to evaluate and narrow down a list of potential foundation funders
- Other (if so, feel free to chat this out as well)

The Research Process

- Be clear about Your nonprofit's charge and identify grant funding needs.
- Research potential funders.
- Evaluate them and narrow your list.
- Summarize and report relevant information in a foundation profile or other document to make the case for pursuing a grant application.

Considerations Before Starting Foundation Research

4

How new is your nonprofit?

May need to provide nonprofit status and multiple years of 990 tax returns and other financial paperwork.

Is a potential foundation aligned with your nonprofit's mission and initiatives?

Fit if your nonprofit works to protect the environment and foundation is for an oil or coal company?

Is a potential foundation aligned with your nonprofit's impact areas?

Fit if foundation funds mainly art organizations and your nonprofit provides human services?

What types of grants are you looking for?

Program/Project, Capacity Capital, Operational

Are the foundation's grants large enough to justify the time applying?

What is your nonprofit's minimal grant amount needed?

Primary Ways to Search for Foundations

5

***Include foundation/grant maker/990PF or other criterion to specify these funders in your searches.**

Keyword – term or phrase

Ex. arts, “arts education”

Cause Areas – NTEE (national taxonomy of exempt entities) Codes - 30 in number, for tax exempt organization’s purpose

Ex. arts, culture, and humanities/educational institutions, etc.

Finding funders for similar/related nonprofits (organizations either known to nonprofit or researched)

Ex. Search on nonprofit name/look for nonprofit name in results.

Other Ways to Search for Foundations

6

- Limit by foundation location
- Limit by where grants given
- Limit by time frame
- Limit by populations served
- Limit by revenues or other financial measures
- Limit by types of grants awarded

Evaluating Foundations – Examining 990PF Form

7

Contact Information (Page 1 and Application Guidelines BELOW)

Financials (Parts I – Revenues and Expenses, II – Balance Sheets, and III – Net Assets)

Listing of Board Members (Part VII) – Name, Title, Salary (if any)

Application Guidelines (Part XIV – Sections 1 and 2) - Unsolicited Grant Applications – Yes/No, Contact Information (can include email address), Form, Deadlines, Restrictions/Limitations

Actual Grants (Part XIV – Section 3) – Recipient Name and Location, Purpose, Amount

Examining 990PF Form – Contact Information

8

Select a schedule Form 990PF

erie Public Visual Render | ObjectID: 202331189349100418 - Submission: 2023-04-28 | TIN: 31-1698286

OMB No. 1545-0047

Form **990-PF**
Department of the Treasury
Internal Revenue Service

**Return of Private Foundation
or Section 4947(a)(1) Trust Treated as Private Foundation**

▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990PF for instructions and the latest information.

2022
Open to Public Inspection

For calendar year 2022, or tax year beginning 01-01-2022 , and ending 12-31-2022

Name of foundation THE BEVERIDGE FAMILY FOUNDATION	A Employer identification number 31-1698286
Number and street (or P.O. box number if mail is not delivered to street address) 3 UPLAND LANE	B Telephone number (see instructions) (800) 229-9667
City or town, state or province, country, and ZIP or foreign postal code WEST NEWBURY, MA 01985	C If exemption application is pending, check here

Part XIV Supplementary Information (Complete this part only if the foundation had \$5,000 or more in assets at any time during the year—see instructions.)

1 Information Regarding Foundation Managers:

a List any managers of the foundation who have contributed more than 2% of the total contributions received by the foundation before the close of any tax year (but only if they have contributed more than \$5,000). (See section 507(d)(2).)

b List any managers of the foundation who own 10% or more of the stock of a corporation (or an equally large portion of the ownership of a partnership or other entity) of which the foundation has a 10% or greater interest.

2 Information Regarding Contribution, Grant, Gift, Loan, Scholarship, etc., Programs:

Check here if the foundation only makes contributions to preselected charitable organizations and does not accept unsolicited requests for funds. If the foundation makes gifts, grants, etc. to individuals or organizations under other conditions, complete items 2a, b, c, and d. See instructions






a The name, address, and telephone number or e-mail address of the person to whom applications should be addressed:

WARD CASWELL
3 UPLAND LANE
WEST NEWBURY, MA 01985
(800) 229-9667
WARD@CASWELL.ORG

Examining 990PF Form - Revenues

Part I Analysis of Revenue and Expenses <i>(The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a) (see instructions).)</i>		(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
Revenue	1 Contributions, gifts, grants, etc., received (attach schedule)				
	2 Check <input checked="" type="checkbox"/>				
	3 Interest on savings and temporary cash investments				
	4 Dividends and interest from securities . . .	1,203,839	1,203,839		
	5a Gross rents				
	b Net rental income or (loss)				
	6a Net gain or (loss) from sale of assets not on line 10	1,063,826			
	b Gross sales price for all assets on line 6a 25,353,860				
	7 Capital gain net income (from Part IV, line 2) . . .		1,063,826		
	8 Net short-term capital gain				
	9 Income modifications				
	10a Gross sales less returns and allowances				
b Less: Cost of goods sold					
c Gross profit or (loss) (attach schedule)					
11 Other income (attach schedule)	2,163	2,163	0		
12 Total. Add lines 1 through 11	2,269,828	2,269,828	0		

Examining 990PF Form - Expenses

Operating and Administrative Expenses	13	Compensation of officers, directors, trustees, etc.	231,442	48,040	0	183,402
	14	Other employee salaries and wages				
	15	Pension plans, employee benefits	12,122	2,521	0	9,601
	16a	Legal fees (attach schedule)	 17,940	13,065	0	4,875
	b	Accounting fees (attach schedule)	 76,928	40,236	0	36,692
	c	Other professional fees (attach schedule)	 397,165	365,499	0	31,666
	17	Interest				
	18	Taxes (attach schedule) (see instructions)	 150,163	32,121	0	0
	19	Depreciation (attach schedule) and depletion	7,652	0	0	
	20	Occupancy	17,304	4,741	0	12,563
	21	Travel, conferences, and meetings				
	22	Printing and publications				
	23	Other expenses (attach schedule)	 80,724	16,337	0	64,387
	24	Total operating and administrative expenses.				
		Additional Disbursements	291,440	522,560	0	343,186
	25	Contributions, gifts, grants paid	2,571,596			2,571,596
	26	Total expenses and disbursements. Add lines 24 and 25	3,563,036	522,560	0	2,914,782
	27	Subtract line 26 from line 12:				
	a	Excess of revenue over expenses and disbursements	-1,293,208			
	b	Net investment income (if negative, enter -0-)				

Examining 990PF Form – Balance Sheets

Part II Balance Sheets		Attached schedules and amounts in the description column should be for end-of-year amounts only. (See instructions.)			
		Beginning of year (a) Book Value	End of year (b) Book Value (c) Fair Market Value		
Assets	1	Cash—non-interest-bearing			
	2	Savings and temporary cash investments	1,697,042	1,759,561	1,759,561
	3	Accounts receivable ▶ _____ Less: allowance for doubtful accounts ▶ _____			
	4	Pledges receivable ▶ _____ Less: allowance for doubtful accounts ▶ _____			
	5	Grants receivable			
	6	Receivables due from officers, directors, trustees, and other disqualified persons (attach schedule) (see instructions)			
	7	Other notes and loans receivable (attach schedule) ▶ _____ Less: allowance for doubtful accounts ▶ _____			
	8	Inventories for sale or use			
	9	Prepaid expenses and deferred charges	14,572	62,918	62,918
	10a	Investments—U.S. and state government obligations (attach schedule)	5,167,571	5,155,218	5,155,218
	b	Investments—corporate stock (attach schedule)	40,065,367	30,650,424	30,650,424
	c	Investments—corporate bonds (attach schedule)	8,307,342	6,356,793	6,356,793
	11	Investments—land, buildings, and equipment: basis ▶ _____ Less: accumulated depreciation (attach schedule) ▶ _____			
	12	Investments—mortgage loans			
	13	Investments—other (attach schedule)	15,761,314	12,398,367	12,398,367
	14	Land, buildings, and equipment: basis ▶ <u>44,962</u> Less: accumulated depreciation (attach schedule) ▶ <u>37,585</u>	12,587	7,377	7,377
15	Other assets (describe ▶ _____)	216,930	367,696	367,696	
16	Total assets (to be completed by all filers—see the instructions. Also, see page 1, item I)	71,242,725	56,758,354	56,758,354	
Liabilities	17	Accounts payable and accrued expenses	34,817	46,693	
	18	Grants payable			
	19	Deferred revenue			
	20	Loans from officers, directors, trustees, and other disqualified persons			
	21	Mortgages and other notes payable (attach schedule)			
	22	Other liabilities (describe ▶ _____)	214,000	30,000	

Examining 990PF Form – Balance Sheets

Net Assets or Fund Balances	Foundations that follow FASB ASC 958, check here <input checked="" type="checkbox"/>			
	and complete lines 24, 25, 29 and 30.			
	24	Net assets without donor restrictions	52,439,695	41,903,245
	25	Net assets with donor restrictions	18,554,213	14,778,416
	Foundations that do not follow FASB ASC 958, check here <input type="checkbox"/>			
	and complete lines 26 through 30.			
	26	Capital stock, trust principal, or current funds		
	27	Paid-in or capital surplus, or land, bldg., and equipment fund		
	28	Retained earnings, accumulated income, endowment, or other funds		
	29	Total net assets or fund balances (see instructions)	70,993,908	56,681,661
30	Total liabilities and net assets/fund balances (see instructions) .	71,242,725	56,758,354	

Examining 990PF Form – Listing of Board Members

13

PRESENTATION TITLE

Part VII Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors				
1 List all officers, directors, trustees, foundation managers and their compensation. See instructions				
(a) Name and address	(b) Title, and average hours per week devoted to position	(c) Compensation (If not paid, enter -0-)	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
WARD S CASWELL 3 UPLAND LANE WEST NEWBURY, MA 01985	PRESIDENT/DIRECTOR 40.00	194,000	37,442	0
PHILIP CASWELL 44 MERRIMAC ST NEWBURYPORT, MA 01950	EMERITUS 0.50	0	0	0
RUTH S DUPONT 44 MERRIMAC ST NEWBURYPORT, MA 01950	DIRECTOR 0.50	0	0	0
LEAH BEVERIDGE RICHARDSON 44 MERRIMAC ST NEWBURYPORT, MA 01950	CLERK 1.00	0	0	0
CHRISTA PALMER BIGUE 44 MERRIMAC ST NEWBURYPORT, MA 01950	DIRECTOR 0.50	0	0	0
PETER WESTON 44 MERRIMAC ST NEWBURYPORT, MA 01950	DIRECTOR 0.50	0	0	0
JABEZ PALMER 44 MERRIMAC ST NEWBURYPORT, MA 01950	DIRECTOR 0.50	0	0	0

Examining 990PF Form – Grant Application Guidelines

14

Part XIV Supplementary Information (Complete this part only if the foundation had \$5,000 or more in assets at any time during the year—see instructions.)

1 Information Regarding Foundation Managers:

- a** List any managers of the foundation who have contributed more than 2% of the total contributions received by the foundation before the close of any tax year (but only if they have contributed more than \$5,000). (See section 507(d)(2).)
- b** List any managers of the foundation who own 10% or more of the stock of a corporation (or an equally large portion of the ownership of a partnership or other entity) of which the foundation has a 10% or greater interest.

2 Information Regarding Contribution, Grant, Gift, Loan, Scholarship, etc., Programs:

Check here if the foundation only makes contributions to preselected charitable organizations and does not accept unsolicited requests for funds. If the foundation makes gifts, grants, etc. to individuals or organizations under other conditions, complete items 2a, b, c, and d. See instructions

Examining 990PF Form – Grant Application Guidelines

15

b The form in which applications should be submitted and information and materials they should include:

APPLICANTS SHOULD SUBMIT THE PROPOSAL ABSTRACT PROVIDED BY THE FOUNDATION ALONG WITH THE FOLLOWING REQUIRED DOCUMENTS 1) COPY OF IRS LETTER CLASSIFYING THE APPLICANT AS EXEMPT UNDER CODE SECTIONS 509(A) & 501(C)(3), 2) COPY OF 990 FOR THE MOST RECENT TWO YEARS, 3) THREE CONSTRUCTION BIDS, IF CONSTRUCTION PROJECT, 4) NAMES AND AFFILIATIONS OF THE BOARD MEMBERS, 5) IF HOSPITAL OR OTHER HEALTH-RELATED FACILITY, A COPY OF THE DETERMINATION OF NEED (DON) OR A CERTIFICATE OF NEED (CON), 6) MOST RECENT AUDITED FINANCIAL STATEMENTS, IF APPLICABLE, 7) NAME AND QUALIFICATIONS OF THE PERSON RESPONSIBLE FOR ADMINISTERING THE GRANT, 8) DETAILED BUDGET OF THE PROJECT, 9) LIST OF OTHER SOURCES OF FUNDING FOR THIS PROJECT, 10) A STATEMENT THAT THE GRANT REQUEST IS EXECUTED BY A PERSON AUTHORIZED TO SUBMIT ON BEHALF OF THE REQUESTING ORGANIZATION, 11) TABLE OF ORGANIZATION, 12) IF A UNIT OF GOVERNMENT, EVIDENCE OF THE RELATIONSHIP

c Any submission deadlines:

DUE DATE FOR RECEIPT OF COMPLETE PROPOSALS IS 5:00 PM ON FEBRUARY 1 AND AUGUST 1 OF EACH YEAR

d Any restrictions or limitations on awards, such as by geographical areas, charitable fields, kinds of institutions, or other factors:

REJECTED PROGRAM ACTIVITIES, INTERNATIONAL AFFAIRS, MEMBER BENEFIT, REJECTED TYPES OF SUPPORT AWARDS/PRIZE/COMPETITIONS, COLLECTIONS MGMT, COMMISSIONING NEW WORKS, CONFERENCES/SEMINARS, CURRICULUM DEVELOPMENT, DEBT REDUCTION, EMPLOYEE MATCHING GIFTS, EMPLOYEE-BASED SCHOLARSHIPS, ENDOWMENT FUNDS, FACULTY/STAFF DEVELOPMENT, FELLOWSHIPS, FILM/VIDEO/RADIO PRODUCTION, FOUNDATION ADMINISTERED PROGRAMS, GENERAL/OPERATING SUPPORT, GRANTS/SCHOLARSHIPS TO INDIVIDUALS, INCOME DEVELOPMENT, INTERNSHIP FUNDS, MANAGEMENT DEVELOPMENT, PERFORMANCE/PRODUCTION COSTS, PROFESSORSHIPS, PROGRAM-RELATED INVESTMENT/LOANS, STUDENT AID MAXIMUM GRANT AMOUNT REQUESTED SHOULD NOT EXCEED 25% OF THE TOTAL CONTRIBUTIONS FOR THE MOST RECENTLY ENDED FISCAL YEAR, OR 20% OF THE PROJECT BUDGET APPROVED AREAS OF GIVING INCLUDE HAMPSHIRE & HAMPSHIRE COUNTIES, MA

Examining 990PF Form – Actual Grants

Part XIV Supplementary Information (continued)



3 Grants and Contributions Paid During the Year or Approved for Future Payment

Recipient	If recipient is an individual, show any relationship to any foundation manager or substantial contributor	Foundation status of recipient	Purpose of grant or contribution	Amount
Name and address (home or business)				
a <i>Paid during the year</i>				
AMELIA PARK CHILDREN'S MUSEUM 29 SOUTH BROAD STREET WESTFIELD, MA 010860931		PC	THE PIGGY BANK, A FINANCIAL LITERACY PROJECT/PROGRAM	11,500

CHRISTINA'S HOUSE INC 38 MADISON AVENUE SPRINGFIELD, MA 01105		PC	CAPACITY BUILDING FOR CHRISTINA'S HOUSE	45,000
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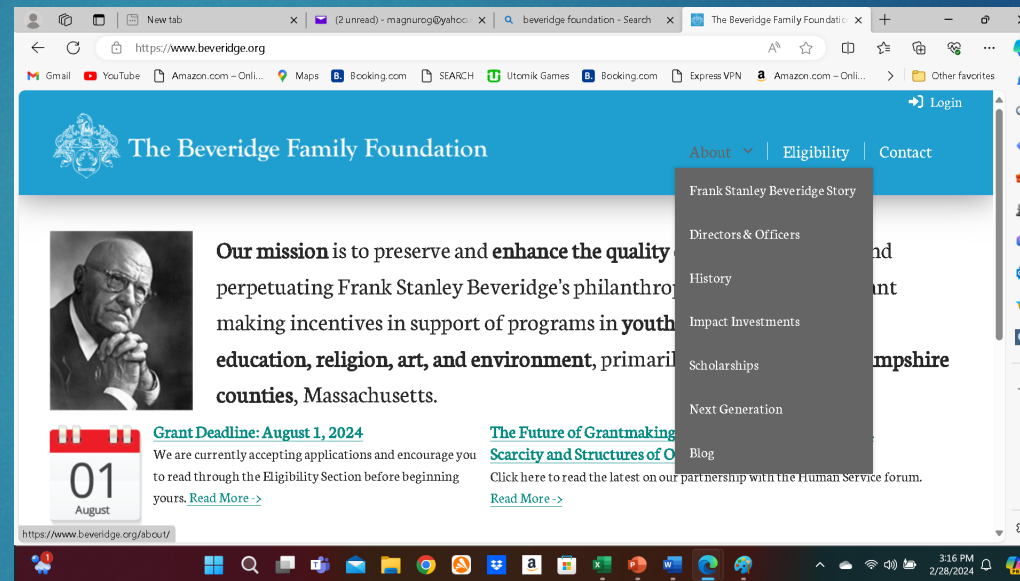
WORLD CENTRAL KITCHEN INC 200 MASSACHUSETTS AVE NW 7TH FLOOR WASHINGTON, DC 20001		PC	2022 QUALIFIED DISCRETIONARY DISTRIBUTION	5,000
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Total				2,571,596
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b <i>Approved for future payment</i>				
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Other Places to Look for Foundation Information

- Foundation website



- Articles (Web and subscription databases) and Social Media postings about foundation and its board/staff

Putting It All Together

Evaluating a Foundation for Fit

- Looking for funding trends
- Looking for financial trends
- Looking at application criteria vs. actual funding
- How to overcome a foundation not accepting unsolicited applications

Profile – Suggested Elements

Putting It All Together

Looking for Funding Trends

- Increasing or decreasing OVERALL – Last 3-5 years
- Large enough to SIMILAR/RELATED NONPROFITS to consider applying AND increasing, level, or decreasing– Last 3-5 Years
- Type (imply sometimes from description) of grant

Putting It All Together

Looking for Financial Trends

- **Revenues (Total)** – Up or down last 3-5 years
- **Expenses (Total)** – Up or down last 3-5 years
- **Net Assets** – Up or down last 3-5 years

Putting It All Together

Looking at application criteria vs. actual funding –

- Don't always agree – Types of nonprofits/location/etc.
- Application criteria can also differ between 990PF and Website – If unsure, inquire.

Putting It All Together

How to overcome a foundation not accepting unsolicited applications

- Can you contact the foundation to make it aware of your nonprofit?
- Can you still send an LOI?
- Do you have staff/ board members who know Foundation's staff/board?

Putting It All Together

Foundation Profile – Suggested Elements

- **Contact Information**
- **Board/Staff Listing with Titles and Locations (If known)**
- **Application Requirements and Deadlines**
- **Financials History**
- **Grant Funding History**
- **Miscellaneous (if helpful)**

A series of white, thin, overlapping geometric lines (polygons and lines) are scattered across the top and left portions of the blue background, creating a complex, abstract pattern.

THANK YOU!!

QUESTIONS?