1. Fundraising is a process
2. Five types of donors
3. Finding Foundations – your best opportunity
Fundraising is a process

1. Takes time to build a relationship
2. Need to connect:

Your Project ↔ Their money/investment

3. Tell your story: Convince them to join you.
Types of Donors

1. Individuals
2. Foundations (US)
3. Government Funds
   • US
   • In-country
   • Multilateral
4. Corporations
5. European Funders
Types of Donors

1. Individuals - big and small; 1-1 relationship
2. Foundations (US) – must give away $?
3. Government Funds – difficult but often large $$
   • US – US Forest Service, NMBCA, USAID
   • In-country – your government
   • Multilateral – IDB, World Bank; tough but $$$$
4. Corporations – look good, give small
5. European Funders – ask your colleagues
Find the Foundations – Your best opportunity

www.terravivagrants.org

Also:  http://foundationcenter.org/
The Bobolink Foundation

At A Glance

The Bobolink Foundation
(formerly Henry M. & Wendy J. Paulson, Jr. Foundation)
333 W. Wacker Dr., Ste. 830
Chicago, IL United States 60606-1225
URL: bobolinkfoundation.org

Type of Grantmaker
Independent foundation

Additional Descriptor
Celebrity: Business; Politics

Financial Data
(yr. ended 2014-03-31)
Assets: $215,764,883
Total giving: $23,831,000

EIN
263998375
### Research, connect, ask!

#### Background

Established in 1985 in IL - Founded by Henry Merritt Paulson Jr., the 74th United States Treasury Secretary under President George W. Bush. He is a member of the International Monetary Fund Board of Governors and was previously the Chairman and C.E.O. of Goldman Sachs.

#### Purpose and Activities

Support primarily for environmental conservation and wildlife preservation.

#### Fields of Interest

**Subjects**
- Biodiversity
- Bird preservation
- Environment
- Natural resources
- Philanthropy
- Wildlife biodiversity

**Population Groups**
- Academics
- Children and youth
- Economically disadvantaged people
- Low-income and poor people
- Students
Research, connect, ask!

Financial Data

Year ended 2014-03-31
Assets: $215,764,883 (market value)
Gifts received: $145,850,691
Expenditures: $26,351,263
Total giving: $23,831,000
Qualifying distributions: $23,862,723
Giving activities include:
$23,831,000 for 47 grants (high: $20,000,000; low: $5,000)

Contact our editorial staff to update this information
Research, connect, ask!

Board connections?  
Partner introductions?  
Invite to field visit!  
Personal visit  
Phone call  
Letter of Inquiry  
CULTIVATE and SUBMIT  
Be Ambitious – Be Brave

Ask