

For more information, contact:  
Bernie Jankowski, President  
216 West Patrick St., Frederick, MD 21701  
301-696-0797 • Fax: 301-696-0798  
bjankowski@jankowskiresearch.com

## Use the Power of Grants Research to Connect with New Foundations

### ***In 2006, the Top 1,000 Foundations Created Since 1996:***

- Individually, held assets of at least \$20 million or made grants of at least \$1.5 million. 30% held assets of at least \$50 million.
- Held total assets of more than \$68 billion, a 20% increase in one year, and up from \$25.1 billion in 2002.
- Distributed more than 50,000 grants totaling \$3.9 billion, a 9% increase over 2005, and more than doubling in five years.
- Received more than \$18.2 billion in gifts received since 2004.
- Were primarily created by families, with more than 600 connected to their original donor or family members.
- Are led by women 25% of the time.
- In one year, donated more than \$700 million to educational institutions and related activities; \$500 million to health; \$450 million to public/societal benefit organizations; \$325 million to human services; \$300 million to arts and culture; \$275 million to the environment; \$150 million to religion; and \$75 million to international organizations.

### ***Jankowski's In-depth New Foundation Research Reports Break New Ground***

The most vibrant development in the world of foundation giving is the growth in new foundations. More than one-third of all foundations have been created since 1996, and their assets already top \$75 billion, more than doubling since 2002. Between 2005 and 2006, more than 300 of the leading new foundations increased their giving by at least 25%.

Only Jankowski Research, the leader in custom research on new foundations:

- Tracks and reports comprehensive, current, and detailed data on this expanding universe of donors.
- Keys, codes, and analyzes grants paid by all of the leading new foundations in the country, capturing the flow of dollars nationwide and billions in giving.
- Identifies the donors behind new foundations.
- Analyzes and tags grants data to align with your mission.
- Delivers all the data to you in electronic files that can be used and shared throughout your network.

*Identify the leading new foundations, where they are located, where they give, and what they support.* Uncover new information about foundations and their boards that will help you create relationships. Jankowski's deep data set identifies new leaders in philanthropy, as well as local and regional philanthropists working below the radar. More than 80% of the current grants data is not available anywhere else.

*Connect the dots.* Jankowski's research reports and Excel spreadsheets link foundations, nonprofits, people, geographic giving patterns, and philanthropic interests — all tied to critical giving figures tracked for up to five years. Conduct unparalleled competitive research on networks and grants paid in your community.

*Focus your strategies.* Learn about new foundations in your community, and target and tailor your approach. Jankowski's percentage breakdowns of giving patterns across interest areas and geographic distribution helps you to position your organization within funders' patterns of giving. More than 50,000 grants delivered in a spreadsheet allow you to hone in on funding opportunities.

***We've Done the Research —Now Make the Connections***

**Each profile contains foundation contact information, revenue and expense data, gifts received, officers/directors/trustees, application information, and the top 20 grant recipients in 2006 or 2005.**

### Background Information

Foundation Name; Contact Information, including name, title, address, phone, email and website; EIN; Created/Ruling Year; States Incorporated; Foundation Type; and Board Makeup, with categories reflecting women in leadership positions — **a Jankowski Research Exclusive.**

### Financial Information

Profiles contain up to five years' financial information — **a Jankowski Research Exclusive.** JA researchers provide these critical revenue data elements so that users can make a quick assessment of the donor's financial strength, investment strategy, and growth or decline over time.

### Administration

Researchers capture revenue and expense data so users can evaluate the foundation's infrastructure — **a Jankowski Research Exclusive.** Researchers quickly know if the foundation has paid staff, and whether they expend resources on operating expenses.

### Gifts Received

One of the most important fields to capture is Gifts Received, which identifies the foundation's donors — **a Jankowski Research Exclusive.** Data captured includes the year a gift was made, its amount, the donor, address information, and the form of the gift (cash, securities, art work, property, etc.).

## Irene S. Scully Family Foundation

*Sort: Scully Family Foundation, Irene S.*

Kathleen Maloney  
100 Drake's Landing Road, Suite 200  
Greenbrae, CA 94904  
(415) 771-5335  
<http://www.irenescullyfoundation.org>  
[katiem@irenescullyfoundation.org](mailto:katiem@irenescullyfoundation.org)  
County: Marin

EIN: 20-0414306

Created/Ruling Year: 2004      Foundation Type: Family  
State(s) Incorporated: CA      Board Composition: Top Executive Female

### Financial Information for Fiscal Year Ending 12/31

Assets (Fair Market Value): \$84,239,248 (2006);  
\$76,516,018 (2005); \$72,146,630 (2004)  
Contributions, Gifts, Grants Paid: \$4,325,403 (2006);  
\$3,852,901 (2005); \$1,487,708 (2004)  
Gifts Received: \$9,700 (2005); \$64,640,000 (2004)

### Revenue

Savings: \$97,654 (2006); \$57,979 (2005); \$55,356 (2004)  
Dividends/Interest: \$1,583,972 (2006); \$1,623,728 (2005);  
\$870,342 (2004)  
Gain/Loss from the Sale of Assets: \$9,128,627 (2006);  
\$2,131,166 (2005); \$65,741 (2004)  
Total Revenue: \$10,958,013 (2006); \$3,957,200 (2005);  
\$65,631,439 (2004)

### Expenses

Other Employee Salaries and Wages: \$23,000 (2006);  
\$18,000 (2005)  
Total Operating and Administrative Expenses: \$594,142  
(2006); \$514,526 (2005); \$247,841 (2004)  
Total Expenses and Disbursements: \$4,919,545 (2006);  
\$4,367,427 (2005); \$1,735,549 (2004)  
Net Assets: \$69,524,131 (2006); \$63,485,663 (2005);  
\$63,895,890 (2004)

### Source(s) of Gifts Received

Year 2005	\$9,700	Irene S. Scully
		PO Box 1062, Ross, CA 94957
		Form: person
Year 2004	\$64,640,000	Irene S. Scully
		PO Box 1062, Ross, CA 94957
		Form: person

**Detailed Profiles Connect the Dots**

**In-depth profiles save you time and answer your questions about foundations and their giving. Profiles are delivered as Adobe .pdf, as well as in five Excel spreadsheets.**

#### **Officers/Directors/Trustees**

Irene S. Scully  
Chief Executive Officer, President, Director  
PO Box 1062, Ross, CA 94957

Richard A. Schiller  
Secretary, Director  
100 Drakes Landing Rd., Suite 200, Greenbrae, CA 94904

#### **Grants Analysis**

- *Geographic Giving Pattern*: CA: 93.2%; NY: 5.8%
- *Priorities*: Educational Institutions and Related Activities: 26.7%; Human Services - Multipurpose and Other: 26.3%; Mental Health, Crisis Intervention: 16.2%; Arts, Culture, and Humanities: 10.4%; International, Foreign Affairs, and National Security: 8.5%; Environmental Quality, Protection, and Beautification: 3.6%; Health - General and Rehabilitative: 2.1%; Youth Development: 1.4%; Crime, Legal Related: 1.3%
- *No. of Grants*: 61
- *Typical Range*: \$5,000 - \$50,000

#### **Grantseeker Information**

Mission: "The Irene S. Scully Family Foundation invests in programs that provide educational and developmental opportunities to economically disadvantaged communities." The foundation's program areas include Education Programs, Youth Development Programs, and Community Resource Centers that provide direct services to economically disadvantaged communities. See website for more information.

• *Form for Submission*: The foundation requests that potential grantees first submit a completed Applicant Information Form, as well as a Letter of Inquiry (no more than one page in length). See website for more information.

• *Deadlines*: See website.

• *Restrictions*: The foundation does not fund grant requests for the following: capital campaigns; building projects; endowment funds; colleges/universities; political lobbying; or organizations located beyond the greater Bay Area of Northern California. In addition, the foundation does not support any one program 100%, nor will it fund more than 25% of an organization's total budget, or fund an organization for more than three consecutive grant cycles.

#### **Recent Grants — 2006**

1,010,000	Glide Foundation, San Francisco, CA
700,000	Vision of Hope, San Jose, CA
444,127	West Coast Costa Unified School District Verde Elementary, West Coast Costa, CA

#### **Foundation Board**

Name, title, and address information from tax returns are captured — a **Jankowski Research Exclusive**. Use this data to identify family trees of giving and linkages among geographically diverse donors. Address information also can explain grant distribution patterns.

#### **Grants Analysis**

*Geographic Giving Pattern* identifies where grants are made and *Priorities* provides a snapshot of the types of organizations supported — a **Jankowski Research Exclusive**. We analyze grants of all sizes, identifying a spectrum of recipient organizations not available from any other source.

#### **Grantseeker Info.**

This section contains brief information on how to apply for a grant, restrictions on giving, and other information about the foundation that explains its mission and activities. Information is taken from the Form 990-PF or refers you to the foundation's website.

#### **Recent Grants Paid**

Profiles list information on the number of grants and typical size, as well as the top 20 grants paid in descending order by amount. — a **Jankowski Research Exclusive**. Use this information to position your organization's activities within foundation patterns of giving. All grants captured can be found in the Excel spreadsheet.

**Grants Analysis is a Jankowski Research Exclusive**

**For more information, contact:  
Bernie Jankowski, President  
Jankowski Research  
216 West Patrick St., Frederick, MD 21701  
301-696-0797 • Fax: 301-696-0798  
bjankowski@jankowskiresearch.com**

**For more than 20 years, Jankowski's print, online, and custom research has supported the Community Building, Knowledge Sharing, Fundraising, and Outreach Efforts of Hundreds of Organizations, including the following.**

- Association of Baltimore Area Grantmakers/Baltimore Giving Project
- Council of New Jersey Grantmakers
- Florida Philanthropic Network
- The Forum of Regional Associations of Grantmakers New Ventures in Philanthropy
- Harman Family Foundation
- Maryland Nonprofits
- National Association of Children's Hospitals
- Mayor's Office of Partnerships and Grants Services (Washington, DC)
- Sacred Heart Children's Foundation
- The Urban Institute
- Washington Area Women's Foundation
- Women & Philanthropy



**Learn more about these new foundations that have more than doubled their giving since 2004, and more!**

- The *Mercury Foundation of New York*, with more than \$11 million in giving in 2006, up from \$505,000 in 2004.
- The *Benificus Foundation* in Woodside, CA, with 2006 assets of more than \$75 million and giving of more than \$5.6 million, up from \$315,000 in 2004.
- The *Booth Foundation* in Clermont, FL, with 2006 Gifts Received of more than \$35 million.
- *Keren Keshet-The Rainbow Foundation* in New York, with 2006 giving of \$19.9 million, up from \$4.6 million in 2004.
- The *Colcom Foundation* in Pittsburgh, PA, with more than \$400 million in Gifts Received since 2005.
- The *Sherwood Foundation* in Omaha, NE, with more than \$22 million in giving in 2006, up from approximately \$6 million in 2004.
- The *Tiffany & Co. Foundation*, New York, with approximately \$5.5 million in giving in fiscal 2007, having built its assets to more than \$25 million.
- The *Newman's Own Foundation*, with more than \$115 million in Gifts Received since 2005 and more than \$8.7 million in giving in 2006.
- The *Seedlings Foundation*, Branford, CT, with assets in 2006 of more than \$50 million, and giving of nearly \$6 million, up from \$2.1 million in 2004.

### **Only Jankowski Research . . .**

- Captures comprehensive, current, and detailed information on the expanding universe of new foundations.
- Identifies foundation boards led by women, foundations created by women, and foundations by type.
- Identifies donors behind new foundation creation.
- Analyzes this \$3 billion funding landscape, capturing the flow of money into all 50 states and internationally.
- Provides current lists of thousands of grant recipients, coded using the National Taxonomy of Exempt Entities and sortable by more than 400 interest areas.
- Delivers decision-support data in Excel spreadsheets — an unmatched strategic information advantage for saving time, broadening circles of influence, and securing funding.