REFLECTIONS on the past & POSSIBILITIES for the future

20th Anniversary Report
1992 - 2012
A LETTER FROM THE PRESIDENT

“In the pages that follow are reflections from former board chairs on WRAG’s evolution, thoughts from leading academics about what the future could hold for WRAG, and visions of the future from some of the nation’s foremost thought leaders for the field of philanthropy. Additionally, you’ll see data about how our region’s philanthropic sector has changed since 1992.”

At this time five years ago, in a report celebrating the 15th anniversary of the Washington Regional Association of Grantmakers, I posed a question: “What will philanthropy look like in 2012 when we celebrate 20 years?” Now we know. Over the past five years, our region, along with the rest of the nation, has suffered the harsh effects of the economic downturn. But these challenges have been met by the determined leadership of the philanthropic community. We have worked together to navigate shifting demands, improve our ways of doing business, and address the needs of our region.

I am especially proud of the role that WRAG has played in recent years, starting in 2007 with the Year of Engagement, a year-long strategic planning process that brought the community together to collectively chart our next four years. I am proud of our work exploring the lasting impact of philanthropy through the publication of Beyond Dollars; fostering a renewed philanthropic commitment to a particular area of our region through the establishment of the Partnership for Prince George’s County; and building a pipeline for future program officers through WRAG’s Philanthropy Fellows program. And, I am particularly proud of the role that we have played in supporting the exploration of the Evergreen model in our region, in working to fight HIV/AIDS, and in the establishment of the 8 Neighbors leadership group. The list includes much more - utilizing the arts to underscore key messages, energizing a community conversation on aging, promoting aligned giving, bringing nationally-recognized thought leaders to the region, and so much more. I am proud of what we have accomplished.

Moving forward, I envision a WRAG that is expansive in its thinking and bold in its actions. WRAG can be a convener, a place for you to learn about the work of your colleagues, align your giving, and maximize your impact on the region. WRAG can be a catalyst for fostering a deeper financial commitment to our region by old money and new, by young and by old. WRAG can be an even stronger bridge between philanthropy and the nonprofit, government and business communities, pursuing a deeper promise to make our region the best for all who live here.

In the pages that follow are reflections from former board chairs on WRAG’s evolution, thoughts from leading academics about what the future could hold for WRAG, and visions from some of the nation’s foremost thought leaders for the field of philanthropy in the decades to come. Additionally, you’ll see data about how our region’s philanthropic sector has changed since 1992.

It is my sincere pleasure to celebrate WRAG’s 20th anniversary with you – our members, our partners, our colleagues, our friends. That we have reached this milestone is a tribute to you. We look forward to advancing ever stronger into the next 20 years.

Best,

Tamara Lucas Copeland
President
Washington Regional Association of Grantmakers
November 2012
REFLECTIONS ON THE PAST

During its first 20 years, the Washington Regional Association of Grantmakers has thrived and evolved under the governance of many foundation leaders who have served as chair of WRAG’s Board of Directors. The following are reflections and memories from a number of former chairs, starting with a story about WRAG’s beginnings from founding board chair Julie Rogers of the Meyer Foundation.

FORMER BOARD CHAIRS

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JULIE ROGERS

When I arrived in the field, there were two things going on. One was the foundation lunch group, which was really just a list, and if you decided you wanted to convene your peers on a certain topic, pay for lunch somewhere, and organize a speaker, you just did that. Then there was a group organized by Anne Allen at the Morris & Gwendolyn Cafritz Foundation, a brown bag lunch group where you sat and chatted about anything that was on your mind in the field.

We had two really wonderful colleagues at the Prince Charitable Trusts in Chicago at that time, Tracey Shafroth and Jill Darrow, who came here on business several times a year, and were on a little mission to persuade us to get organized - create an organization and staff. They sort of started a campaign. They would remind us that we would have so many benefits if we would just form an organization.

The other thing that happened around that time was that the Meyer Foundation founded the Washington AIDS Partnership with matching money from the Ford Foundation.

That was the first time that Washington funders came together and formally pooled their money. We started to do formal collaborative grantmaking, and it was clear that people liked that. It not only made great grants on a crucial issue, but it also created community. And I think that I was aware that at that time, we needed places to hang projects like that. The Community Development Support Collaborative was coming into being, and we needed a place to park that project, too.

The funding community was growing in size and sophistication. There were a lot of reasons to form WRAG. So, for all those reasons, George Bollinger, who was then the president of the Community Foundation for the National Capital Region, and I convened a group of our peers to think about how we would launch a formal organization. We asked the funding community whether they agreed with us that it was time, if they would be willing to pay dues, and we got a really positive response.
So we moved forward. I found Hope Gleicher, WRAG’s first president, very early. It was important from the beginning that the different constituencies within the field be represented at WRAG – family, corporate, community, independent. We wanted to meet the needs of people who wanted to affiliate.

I think WRAG has fulfilled its promise on multiple fronts, especially by allowing the development of self-organizing groups around content issues and other kinds of affinities like geography, corporate issues, ethnicity, and race. If you want your program staff, who are closely engaged in the selection of grantees, to get to know other people so that they can form human relationships and be able to rely on each other and to get quality work done together - that for me is where a lot of the important work in philanthropy is.

Another big function that has gone well and where I think the future will take the organization is that we need a voice. We need a place that knows a lot about philanthropy - what the trends are, where it’s headed - and can articulate that clearly. The notion that WRAG become a very knowledgeable public voice about philanthropy in the region is really important, especially because it is truly a growth industry. Being able to talk about it will help it grow and help policy makers, government officials, people who regulate us, people that don’t always do well by our nonprofits, to really understand philanthropy and also really understand how nonprofits function - what they mean to our community, and why those leaders are important to our community fabric.

**MARGARET O’BRYON**

Leadership and collaboration have been hallmarks of WRAG since the very beginning. It has been a leader in developing creative approaches for tackling big issues affecting our region, e.g. HIV/AIDS, housing and community development, the 1995 Heart of Greater Washington project, and the Community Capacity fund launched in October 2001 in response to the September 11th attack on the Pentagon. At the same time, WRAG’s catalytic role in galvanizing the vast resources of our community has broadened and deepened to reflect the range of work and interests of our funding community. Its multiple collaboratives, working, and affinity groups have shaped the way many of us do our work and, most importantly, have enabled us to develop valued relationships. WRAG’s footprint has been large and lasting.

**RAYNA AYLWARD**

I was privileged to serve as board chair at a hinge point in the evolution of Washington Grantmakers (then called WRAG, as in “Wash RAG”). Partly by design, partly by circumstance, it began to move from being a networking and professional development affiliation to becoming a strategic partner in regional issues and an influential convener among the sectors. By 2006, having coordinated the nonprofit response to the September 11th attacks and built strong connections with the business community as the regional economy underwent tectonic shifts, Washington Grantmakers was auditioning for a leading role on the regional stage – a role I’m thrilled to see it playing today!

**MAXINE B. BAKER**

I first became aware of the Washington Regional Association of Grantmakers when I assumed the position of President/CEO of the Freddie Mac Foundation. Staff shared with me that it was a very powerful affinity group that helped them connect with other organizations and people making a positive difference in the lives of people in the Washington metropolitan community. As I look back over my professional and personal affiliation with WRAG, the words that come to mind are Energetic, Engaged, and Expansive. Those words, to me, epitomize the changes I have seen with the organization over the last 20 years. Through
Confronted by recent economic challenges in this region—as in this country and the world—WRAG has helped to bring the voice of philanthropy together with those of other nonprofits, business, and government to address matters of importance to us all. Such issues have included the impact of government-mandated changes to charitable giving by Fannie Mae and Freddie Mac and the need to work together as a region in order to improve the lives of metropolitan-area residents.

WRAG has welcomed new ideas and collaborations. The Working Group on Aging was created so that, over the course of three years, funders could look more deeply into the needs of this growing population and encourage forward-looking learning and action in the community. WRAG has helped to facilitate other explorations and sharing of knowledge: for example, through funder-led investigations into food security in the region and an examination of possible new models for building and retaining financial stability in our communities.

It’s been a great pleasure, during my time with the Washington Regional Association of Grantmakers, to be working with such dedicated funders and with our President, Tamara Copeland. Thanks, Tamara, to you and your team for helping us to build on 20 years of history, while also helping us to look ahead to new possibilities.
My involvement with WRAG goes back 20 years. In fact, my first day back from maternity leave with my middle daughter, Camille, was the first business meeting for the newly minted Washington Regional Association of Grantmakers. I am proud to say I was there at the beginning. I was new in my role at the Freddie Mac Foundation, so it was wonderful to have WRAG as an organization that could teach me about philanthropy, provide me with opportunities to learn about the issues facing this community, introduce me to wonderful colleagues committed to the region, and allow me to create lasting relationships with some of the most intelligent and innovative people I know. WRAG afforded me the opportunity to participate in diversity training, media training, and learn how effective collaborative grantmaking can be through the Washington AIDS Partnership. I became a part of The Heart of Greater Washington and helped our local public servants and federal representatives understand how critical the nonprofit sector was/is to the metropolitan Washington region.

After September 11, 2001, I worked closely with WRAG while they focused on the distribution of financial resources to nonprofit organizations and The Community Foundation through the Survivors' Fund for those individuals impacted by the disaster at the Pentagon.

As current Chair of the Board, I am obviously involved with the organization, but not simply from a governance perspective. WRAG plays an extremely important leadership role around philanthropy’s partnership with the public and private sectors in building community. We’ve gone from Wash RAG, to Washington Grantmakers, to really emphasizing the Washington Regional Association of Grantmakers. Congratulations on this 20th anniversary. Our community is a better place because you exist. Cheers!

“WRAG can be an even stronger bridge between philanthropy and the nonprofit, government and business communities, pursuing a deeper promise to make our region the best for all who live here.”

– Tamara Lucas Copeland, President
Washington Regional Association of Grantmakers
POSSIBILITIES FOR THE FUTURE

As WRAG moves into its next 20 years, academic leaders from our region’s leading universities share ideas for how the organization can continue to evolve to meet the needs of the Greater Washington region and its residents.

ALAN ABRAMSON
Professor of Government and Politics, Director, Center for Nonprofit Management, Philanthropy, and Policy, George Mason University; Senior Fellow, Aspen Institute; Affiliated Scholar, Urban Institute

I congratulate the Washington Regional Association of Grantmakers on its 20th anniversary, and wish it continued success in its next 20 years.

I believe the special challenge for WRAG in the years ahead is to address the underlying philanthropic reality of the Washington region, which is that Washington is an area of tremendous wealth but limited foundation activity. What is a regional association to do in this unusual context? Here are my suggestions:

- Capture New, Young Wealth for Philanthropy: The Washington region has an abundance of young, wealthy residents. There is the potential for significant increases in regional philanthropy, including foundation giving, in the years ahead if this wealth can be captured for philanthropy. WRAG seems especially well-positioned to help lead the effort to expand local philanthropy.

- Educate Foundation Donors, Boards, and Staff around Foundation Strategy: Foundation resources are precious and must be used strategically to ensure they achieve the maximum good. With foundation funds in relatively short supply in the Washington area, the need for thoughtfulness in the use of local foundation resources is especially great. WRAG should do what it can to insure that local donors, boards, and staff have access to – and use – high-quality information regarding best practices in foundation grantmaking.

- Identify Strategic Niches: Where can funders add the most value with their limited resources? WRAG can help identify these strategic niches.

- Promote Collaboration Among Foundations: Modest-sized foundation funders should look for ways to partner to maximize their impact. WRAG should continue its ongoing efforts to facilitate funder collaboration.

- Expand Partnerships with Government and Corporations: WRAG can help area foundations collaborate not only with each other, but with government agencies and corporations as well to extend foundation impact.

- Expand Foundation Intelligence-Gathering: With their limited resources, Washington-area foundations need the best possible information about where their resources are most needed and can make the most difference. WRAG can help insure that local foundations have this information.

- Make Full Use of Foundation Assets: Finally, WRAG should take the lead in encouraging foundations to make full use of all of their financial and other assets to support their missions. While their grantmaking is important, foundations can do much more to advance their missions.
It would be difficult to name a major issue in the Washington, D.C., region today that is not the focus of philanthropy. Health care, education, the environment, the needs of children and families, affordable housing, race relations, immigration, the arts…in these and many other arenas, philanthropists seek to meet the needs of citizens and communities. But, increasingly, philanthropy aims to do more than meet needs. Assertive philanthropy seeks to create lasting social change. And that, inevitably, requires strategic grant making, community involvement, support of innovation, and public policy engagement.

The reality is that the issues and challenges that face our region in the 21st century are more complex than ever before. Government is steadily moving away from the provision of large-scale social services, looking instead to private entities—the nonprofit sector, business, and the faith community—to support and sustain its efforts. The shifts in resources and expectations have both pushed and pulled grantmakers in different, often competing, directions.

To the last point, former Atlantic Philanthropies President and CEO Gara LaMarche stated, “Funding advocacy and advocates is the most direct route to supporting enduring social change for the poor, the disenfranchised, and the most vulnerable among us, including the youngest and the oldest in our communities.” Grantmakers need to be at the policy table, and WRAG’s role as a catalyst is to encourage those not yet engaged to recognize their opportunity - perhaps, their obligation – to participate wisely, thoughtfully, and effectively in the formulation of the region’s policies in the years ahead.

Looking forward, WRAG has a unique leadership role to play in our region - as a convener, connector, and, especially, as a catalyst for philanthropic engagement in the public policy arena. As a convener, WRAG has the opportunity to attract some of the best thinkers in the field to stimulate conversations, challenging not only its members, but leaders in all sectors to wrestle with the pressing issues of the day. As a connector, WRAG is well positioned to build networks of grantmakers to support strategic, results-focused investment across the region. As a catalyst for systemic, sustainable change, WRAG can map new avenues for grantmakers to support advocacy work and engage in the public policy process themselves.
POSSIBILITIES FOR THE FUTURE

We began this report with a look back at the history of WRAG through the words of our community’s leaders. As we embark on the next phase of our journey, we close this report with visions for the future of philanthropy from some of the country’s thought leaders in the field.

PABLO EISENBERG
Senior Fellow, Center for Public and Nonprofit Leadership, Georgetown University

In its January 2011 issue, Forbes magazine stated that philanthropy had not changed in the 100 years since Andrew Carnegie and John D. Rockefeller established their charitable giving programs.

During that time, foundations have achieved an impressive record of underwriting many important nonprofit organizations; educational, research, health, and arts institutions; key social movements; and major international assistance programs. Yet, in general, they remain mired in safe, non-risk taking efforts...elite institutions that neglect our poorest and most marginal constituencies shy away from advocacy and activist initiatives and often fail to meet our nation’s most urgent public needs.

For the most part, they have continued to conduct business as usual, ignoring the needs and demands of their grantees and the nonprofit sector. Their boards and staff are still reluctant to provide general operating support, multi-year grants, support to advocacy, policy, and coalition groups, and year-round grantmaking. They need to change if philanthropy wants to meet the challenges of the current century.

What are some of these challenges? The first is to alter foundation priorities in the aggregate. The recipients of foundation munificence – and that of very wealthy individual donors - remain the same as they were a hundred years ago. The poor, minorities, disabled, women, children, and youth at-risk, and consumers receive a very small portion of the philanthropic pie; the overwhelming amount of money still goes to established institutions of higher education, health, arts, and culture.

A second challenge is to democratize foundation boards. Funding patterns will not change until these boards are diversified, not only in terms of race and gender, but, even more importantly, in terms of class. Many of the wealthy and highly paid professionals who virtually comprise all but a few foundation trustees must give way to new members who represent the broad face of America.

A third critical challenge is to make the new mega-foundations and donors more publicly accountable. The predicted transfer of trillions of dollars from the very wealthy to foundations and charities over the next 25 years will create numerous foundations of immense size, rivaling, if not exceeding, the Gates and Walton foundations. These entities will be run by two or three family members, who will preside over the distribution of billions of dollars without any public discussion or political process. This will not be good for American democracy. They must be made accountable, either by breaking them up into smaller units, adding public board members, and/or demanding greater transparency and public information.

The same will be true of the multi-millionaires and billionaires who have signed the giving pledge to provide half of their fortunes to charity within their lifetimes. Since their current giving patterns demonstrate little concern with the have-nots in our society, their additional gifts will merely widen the gap between those who have and have not, between large establishment organizations and smaller nonprofits.
These are huge challenges, not only for philanthropy but for nonprofits themselves. So far they have received little attention or discussion. If they are not debated and action is not taken soon, it will be too late for any meaningful change.

JOEL L. FLEISHMAN

Professor of Law and Public Policy, and Faculty Chair of the Center for Strategic Philanthropy and Civil Society, Duke University

On the 20th anniversary of the founding of the Washington Regional Association of Grantmakers, the future of philanthropy in the Capital Region and throughout the United States looks brighter and more robust than it did 20 years ago, perhaps than ever before. In the Capital Region, WRAG has played a significant role in that happy evolution, just as RAGs in other regions have done.

The growing inclusiveness of WRAG, embracing private, family, and corporate foundations, has created a much broader sense of common ground across all those who are fortunate enough to be able to deploy philanthropic resources in together tackling community problems. Together with the partnerships of community foundations in about 800 U.S. metro areas, the RAGs have helped spark and nurture community collaboration in grantmaking all over the U.S. that is more robust today than heretofore. Those partnerships, community by community, are producing more real data than ever before about the priority, nature, and extent of community problems, thereby facilitating more familiarity with those problems and more evidence-based grants to target communities’ most challenging problems intelligently, and therefore achieving greater impact in ameliorating those problems. That growth in collaboration has direct roots and precedents in America’s first community foundation, the Cleveland Foundation, which was established 100 years ago, and which, at its founding, was a hybrid of the first RAG and the invention of the first community foundation in the world.

Furthermore, more broadly, U.S. philanthropy as a whole is much more visible to the public today than it has been since our large foundations were established more than a century ago. Between the Gates/Buffett pledge, the steady increase year after year in national charitable giving and the greater frequency of 7-, 8-, and 9-figure charitable gifts, the growth, spread, and increasing effectiveness of America’s nonprofit organizations, the pioneering innovations of social entrepreneurship, and the media’s ever-greater attention to all of these, it is no exaggeration to say that American philanthropy is on a roll.

Congratulations to WRAG for the important role it is playing in raising Capital Region philanthropy to ever-greater effectiveness!

GABRIEL KASPER

Monitor Institute

Philanthropy today faces a wide range of urgent, “wicked” problems—large, complicated, continuously shifting issues where neither the problem nor the solution may be clear or stable—ranging from climate change and education reform to pandemics and food security.

Given the scale and complexity of these challenges, our traditional, linear approaches to solving problems—working independently to identify a problem, formulate a theory of change, implement the solution, and measure progress—may no longer be sufficient. Effective philanthropic leaders will need to master a new set of skills and competencies—an emerging “literacy of leadership” for the coming years—if they
hope to significantly move the needle on our most pressing social and environmental challenges.

We don’t yet know exactly what this new literacy will look like, but a few of the key capabilities that will be required have already begun to emerge:

- **Coordination**: No funder alone, not even the Gates Foundation, has the resources and reach required to solve large, intractable public problems on their own, so funders will increasingly find themselves needing to look to others to mobilize sufficient resources to make sustainable progress on issues of shared concern. Successful leaders will build a practical understanding of how best to work together, given their particular set of partners, situations, and goals in ways that allow them to make a difference on big issues that really matter, rather than just the pieces we can easily carve out and measure on our own.

- **Adaptation**: Given the dynamic landscape of public problem solving, funders’ strategies will need to continuously learn, shift, and adapt. If we create static strategic plans and lash the metaphorical funding “rudder” in place when we start, we’ll only find that the tide, the wind, and the current have quickly pushed our efforts far off from our goals. Philanthropic leaders will need to work together with others to test a range of possible solutions, to create feedback loops to facilitate learning, to accept and learn from failures, and to continuously shift and adjust based on changing circumstances.

- **Innovation**: For certain issues, we already know a great deal about the necessary path forward and simply need to execute and scale our efforts. But for other challenges, current solutions are not enough, and we need to find, create, and support breakthroughs that have the potential to create disruptive change. So while funders often think of themselves as being innovative because they find and fund innovative grantees, an increasingly important competency for the field is rooted in our ability to start acting as innovative ourselves as the grantees we support do, reflecting on our own processes to re-imagine how we can better identify, seed, and support innovation in the field.

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**DAN PALLOTTA**

*Author, Charity Case: How the Nonprofit Community Can Stand Up For Itself and Really Change the World*

Philanthropy has two possible futures. One can be predicted by looking at the past. In fact, it will be created by our loyalty to the limitations of the past, and it won’t look all that different. It will be characterized by caution and a lack of courage and innovation. Or worse, it will be characterized by caution framed with new jargon and masquerading around as innovation.

The other future is a future created from the future. It is brave, daring, and innovative, and it has one purpose: multiplication. Here’s the problem we face: our problems are much larger than our nonprofits, and our nonprofits are unable to grow to meet their scale because we force charities to operate under a set of rules that prevents it. So, the exciting and inspiring future of philanthropy is in helping organizations to grow — dramatically — insanely — so that they stand a chance up against these massive social problems. That will require massive investment in fundraising to dramatically increase charitable giving. And not just investing grant money in fundraising, but getting really brave and investing corpus money in it as well. If we can get charitable giving to move from its current and historical 2% of GDP up to 2.5% or 3.5% of GDP, and have the incremental money go disproportionately to health and human services causes, then things would start to get really exciting. That would give us enough money to actually overcome problems, not just keep our heads above water.

So the smart future of philanthropists is in
the very thing philanthropist have been told not to invest in — fundraising. And that’s where the smart money will be as well.

SUSAN RAYMOND

Executive Vice President,
Changing Our World, Inc.

The rise of a wide variety of strategies for mobilizing private resources to address common societal problems is now, and will increasingly in the future, blur the lines between what we call philanthropy and commerce. Charitable gifts donated for good works are now joined by program investments, social bonds, social stock exchanges, social franchising, and social enterprise. The funds fueling these innovations come in part from philanthropy but also in part from commercial-grade capital sources. They flow toward problem solving in health, the environment, education, and the arts. Social needs that historically were matters of charitable gifting are now matters of investing, capital formation, and product and service development and sales.

The old “give a man a fish, teach a man to fish” story is evolving. Now in addition to donating fish and teaching fishing, innovations in social finance are making loans for nonprofit (or social enterprise) fishing enterprises, creating franchises from those enterprises, and even investing in the community fishing industry. The objective can be the same - getting fish to the hungry. But the tools, strategies, and resource pools to address that problem are myriad and complex, in part because the desire is to get fish to the hungry at scale, with reliable sustainability, and, if possible, in ways that also generate resources for further investment in well-being.

That makes for exciting times. It also makes for challenges. Not the least of these challenges for the formal philanthropic sector - for foundations and corporate giving - is how to partner with these new resource strategies, these continuously evolving tools and tactics. Pure charitable giving remains fundamental. Indeed, it is often the spark that leads to resource innovations. The challenge is how to determine what modes of resource transfer - gifts or capital - are the best strategies for alternative problems, and how to partner as a philanthropy with the myriad hybrid financial and institutional approaches to problem solving. This will be hugely complex work for philanthropy over the coming decade.

The Washington Regional Association of Grantmakers was born from a belief in the collective power of philanthropy to make positive community change. That belief remains the guiding principle for the organization as we embrace the vision of an equitable region in which all can participate and prosper. Comprised of independent foundations, community foundations, charitable trusts, corporate foundations, and corporate giving programs, we promote increased, effective and responsible philanthropy to improve the health and vitality of the Greater Washington region and all who live here. We partner with governments, businesses, and nonprofits, build strong relationships between grantmakers and grantseekers, and serve as an advocate and voice for philanthropy.
## APPENDIX - ASSETS 1992 AND 2010

IN = Independent Foundation, CM = Community Foundation,  
CS = Corporate Sponsored Foundation, OP = Operating Foundation (Data source: The Foundation Center)

### LEADERS IN TOTAL ASSETS 1992

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### LEADERS IN TOTAL ASSETS 2010

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<td>$368,358,325</td>
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<tr>
<td>9</td>
<td>Glenstone Foundation (DC)</td>
<td>OP</td>
<td>$351,452,960</td>
</tr>
<tr>
<td>10</td>
<td>The Gottesman Fund (DC)</td>
<td>IN</td>
<td>$258,945,062</td>
</tr>
</tbody>
</table>

---

2010 data is the latest available IRS data for the Greater Washington region. 1992 financial data has been adjusted for inflation to reflect value in 2010 dollars, based on inflation data from the Bureau of Labor Statistics.
IN = Independent Foundation, CM = Community Foundation, CS = Corporate Sponsored Foundation, OP = Operating Foundation (Data source: The Foundation Center)

2010 data is the latest available IRS data for the Greater Washington region • 1992 financial data has been adjusted for inflation to reflect value in 2010 dollars, based on inflation data from the Bureau of Labor Statistics
APPENDIX - REGIONAL FACTS: 1992 AND 2010

1992   2010

<table>
<thead>
<tr>
<th>Category</th>
<th>1992</th>
<th>2010</th>
<th>Percentage Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Number of Foundations in the Greater Washington Region</td>
<td>845</td>
<td>1512</td>
<td>+79%</td>
</tr>
<tr>
<td>Total Giving</td>
<td>$327 M</td>
<td>$877 M</td>
<td>+168%</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$5.3 B</td>
<td>$12.8 B</td>
<td>+138%</td>
</tr>
</tbody>
</table>

1992 financial data has been adjusted for inflation to reflect value in 2010 dollars, based on inflation data from the Bureau of Labor Statistics.
Appendix - National Facts: 1992 and 2010

- Total Number of Foundations in the United States: +114%
- Total Giving: +192%
- Total Assets: +136%

2010 data is the latest available IRS data for the Greater Washington region. 1992 financial data has been adjusted for inflation to reflect value in 2010 dollars, based on inflation data from the Bureau of Labor Statistics.