



# "Giving" Advice



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## ABOUT YOUR FOUNDATION

Since 1973, the **Toledo Community Foundation** has provided individuals, families and businesses interested in the well-being of our community with an *efficient, effective, low-cost, professionally managed* mechanism to achieve their charitable goals.

For philanthropists wishing to maximize the impact and life of their charitable gifts, the Foundation provides *resources for thoughtful giving*. Using its expertise and personalized services, **Toledo Community Foundation** helps donors

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## Philanthropists Find Their Sweet Spot

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### Dow Jones [Newswires](#)

NEW YORK (Dow Jones)--Philanthropists and foundations looking to make an impact on key issues like education, health and energy may have found their sweet spot: the Obama administration.

When it comes to fixing social problems, the administration has big plans - certainly bigger than the increase in government spending. So it has reached out to philanthropists and family foundations as potential partners, creating an opportunity for them to leverage their expertise and reputations, as well as their money.

Some of the nation's top philanthropists and foundations have already met with cabinet secretaries to discuss public-private partnerships related to education, health and energy, said Eric Kessler, principal and managing director at Arabella Advisors, a philanthropic investment advisory firm that works primarily with ultra-high-net-worth investors.

"Foundations represent the risk capital in social change because they can go out and do things more quickly and nimbly than the government," Kessler said, addressing about 250 donors and foundations Tuesday at a teleconference on what Obama's first 100 days mean to philanthropy.

To be sure, the federal government isn't known for being the swiftest or most creative partner in seeking social change. Some philanthropists may fear losing momentum in committee meetings or lengthy official debate.

Still, as Congress wrestles with issues ranging from universal health care to climate change, philanthropists may be able to further their missions

transform their philanthropic impulse to measurable community impact. Beyond the gifting of assets, the Foundation helps donors identify issues of importance to them and *inspires engagement* with community organizations addressing these issues, thereby maximizing the impact of charitable gifts and creating a greater sense of fulfillment.

by focusing on their local communities, leveraging their family or foundation reputation in support of core causes and granting money to advocacy organizations with established inroads to the administration.

"Philanthropists are recognizing that leveraging their name is in many ways more valuable than their dollars," Kessler said.

For instance, environmentalist organizations pushing the clean energy and security act proposed by U.S. Reps. Henry Waxman, D-Calif., and Ed Markey, D-Mass., are already influencing policy, said Jonathan Lash, president of Washington environmental think-tank World Resources Institute, to conference participants.

The government plans to distribute a big chunk of stimulus money at the local level, and philanthropists who augment federal funds with gifts of their own can have a greater impact, said Steve Gunderson, president and chief executive of the Council on Foundations, a Washington group that lobbies on behalf of foundations, during the conference.

Philanthropic advisers are concerned donors may shy away from commitments to schools and organizations receiving stimulus money, presuming their own money could be put to better use elsewhere.

"It's incorrect to assume this is a windfall" for the organizations that get stimulus money, said Andrew Rotherham, co-director of Education Sector, a Washington education policy think-tank. He says the stimulus funds may go toward saving jobs not expanding programs, "so look carefully at what states and communities are doing with the money before making decisions on your own grant-making strategy."

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