

Contents

<i>Figures and Tables</i>	ix
<i>Foreword by David R. Hunter</i>	xi
<i>Preface</i>	xv

Part One. Philanthropy and Social Change

1. Introduction to the Network of Funders and Grantees	3
2. The Philanthropic Universe	13
3. The Flow of Philanthropic Dollars	25

Part Two. A Portrait of Social Change Funders

4. The Emergence of the Progressive Social Change Network	37
5. How Social Change Funders Think about Their Work	53

Part Three. A Portrait of Social Change Grantees

- | | |
|---|----|
| 6. Definitions of a Social Change Grantee | 73 |
| 7. A Typology of Social Change Grantees | 81 |

Part Four. Risk Analysis and the Funding Decision

- | | |
|-------------------------------------|-----|
| 8. How Funders Make Their Decisions | 99 |
| 9. How Funders Evaluate Their Work | 109 |
| 10. Stabilizing the System | 117 |

Part Five. Politics and Prospects

- | | |
|--|-----|
| 11. Populism and the Foundation World | 133 |
| 12. People and Prospects for the 1990s | 145 |

Appendix: Analysis of Prototypical Project Grants 157

Notes 205

Select Bibliography 217

Index 221

Figures and Tables

FIGURES

2.1	Money Flows in the Philanthropic System	17
7.1	CHD Grants: Total and Social Development, 1980–1987	90
7.2	CHD Grants by Technical Category, 1980–1987	91
10.1	General Support for CIS, 1954–1988	118

TABLES

3.1	Independent Sector Revenues, 1984	26
3.2	Analysis of Private Foundations	28
3.3	Funding by Religious Organizations, 1988	32
5.1	Distribution of Funding Sources in <i>The Grantseekers Guide</i>	66
7.1	Distribution of 1,482 Grants by Subject	86
7.2	Distribution of Grants by State	87
7.3	Analysis of Projects Funded by CHD, 1980–1987	89

7.4	Distribution of CHD Grants by Subject and Ethnic Group, 1986–1987	92
11.1	Distribution of GOTV Funds, 1988 Campaign	142