

**FUNDRAISING
CONSULTANTS/FULL SERVICE**

Institutional Development Associates
315 N. Main St.
Salisbury, NC 28144
(704) 637-1492, FAX (704) 637-1401

Jack Powers & Associates
105 North Cherrywood Lane
Pisgah Forest, NC 28768
PHONE/FAX (704) 862-5824

Ketchum Inc.
428 E. Fourth St., Suite 201
Charlotte, NC 28202
(704) 376-5616, FAX (704) 376-8255

Ross, Johnston & Kersting Inc.
112 Swift Avenue
Durham, NC 27705
(919) 286-0721, FAX (919) 286-4303

The Sheridan Group
2700 S. Quincy St., Suite 230
Arlington, VA 22206
(703) 931-7070, FAX (703) 931-6249

Whitney Jones, Inc.
119 Brookstown Ave. Suite 302
Winston-Salem, NC 27101
(910) 722-2371, FAX (910) 724-7381

Winslow & Associates, Inc.
601 N. Cherry St., Suite 180
Winston-Salem, NC 27101
(910) 722-7982, FAX (910) 722-8671

**FUNDRAISING/
MAJOR GIFTS**

Alexander O'Neill Haas & Martin, Inc.
181 14th St., NE, Suite 500
Atlanta, GA 30309
(404) 875-7575, FAX (404) 875-2992

**GRANT
PROPOSALS**

Angela Wilson
11610 Glendevon Road
Chesterfield, VA 23838
(804) 796-9777, FAX (804) 796-9784

Anna Neal Blanchard
2517 Colton Place
Raleigh, NC 27609
(919) 781-0720
Grant Writing and Legal Services

**INSURANCE
SERVICES**

The Human Services Corporation
5608 W. Friendly Avenue
Greensboro, NC 27410
(910) 294-6828, FAX (910) 299-2641
Nonprofit Property - Liability - Health

**INVESTMENT
COUNCIL**

Eastover Capital Management
212 S. Tryon Street
Charlotte, NC 28281
(704) 336-6818, FAX (704) 336-6824

**LEGAL
SERVICES**

R. Daniel Brady
100 St. Albans Drive
Raleigh, NC 27609
(919) 781-1311, FAX (919) 782-0465
Charitable and personal estate and gift planning, design and implementation

Nathaniel E. Clement
100 Europa Drive, Suite 599
Chapel Hill, NC 27515
(919) 929-9298, FAX (919) 968-9413
Member, National Network of Estate Planning Attorneys
Estate Planning, Living Trust Planning, Charitable Remainder Trusts

Poyner & Spruill, L.L.P.
3600 Glenwood Avenue
Raleigh, NC 27612
(919) 783-6400, FAX (919) 783-1075
Offices in Raleigh • Charlotte • Rocky Mount • Greenville, N.C.
Curtis A. Twiddy, Chairman, Estate and Personal Planning/Exempt Organizations Section. Charitable gift planning and representation of tax-exempt organizations

**NEW INSTITUTIONS/
NEW PROGRAMS**

James N. Skeen Consulting Services
553 North Superior Avenue
Decatur, GA 30033-5401
Voice/FAX (404) 633-8802
Developing Institutions
New Programs
Large-format Theatres

NONPROFIT MANAGEMENT

McGlynn Associates
106 Watters Road
Carrboro, NC 27510
Phone/fax (919) 968-7953

For information call
(919) 829-8991

**PROPOSAL
SERVICES**

C.P. Advisors, Inc.
3522 Conway Avenue
Charlotte, NC 28209
(919) 522-1397
We show the positive economic impact to charitable givers

RESEARCH

N.C. Giving
2700 Wycliff Rd., Suite 312
Raleigh, NC 27607
800-729-4553, FAX (919) 571-9937
Comprehensive Directory of North Carolina's 749 Foundations

**RETREAT
FACILITATOR**

McGlynn Associates
106 Watters Road
Carrboro, NC 27510
PHONE/FAX (919) 968-7953
Consultation, Planning and Facilitation

**SOFTWARE/
FUND ACCOUNTING**

Blackbaud, Inc.
4401 Belle Oaks Drive
Charleston, SC 29405
(800) 443-9441, FAX (803) 740-5410
Software for fundraising, fund accounting, planned giving, academic administration

**SOFTWARE/
FUNDRAISING**

Blackbaud, Inc.
4401 Belle Oaks Drive
Charleston, SC 29405
(800) 443-9441, FAX (803) 740-5410
Software for fundraising, fund accounting, planned giving, academic administration

JASK Fundraising Services
11150 Santa Monica Blvd., Ste. 1400
Los Angeles, CA 90025
(800) 781-0720, FAX (310) 914-9726
Database and Event Management Software

Master Software Corporation
5975 Castle Creek Pkwy N., Suite 300
Indianapolis, IN 46250
(800) 950-2999, FAX (317) 849-5280

**SOFTWARE/
GRANT GIVING**

Riverside Software, Inc.
417 W. 120th St.
New York, NY 10027
(212) 678-7077
The Grants Manager • Matching Gifts • Riverside Grants

**SOFTWARE/
PLANNED GIVING**

Blackbaud, Inc.
4401 Belle Oaks Drive
Charleston, SC 29405
(800) 443-9441, FAX (803) 740-5410
Software for fundraising, fund accounting, planned giving, academic administration

PG Calc Incorporated
129 Mount Auburn Street
Cambridge, Massachusetts 02138
(617) 497-4970, FAX (617) 497-4974
Planned giving calculations, marketing and gift administration; IBM-PC and Macintosh

PhilanthroTec, Inc.
10800 Independence Pointe, Suite F
Matthews, NC 28105
1-800-332-7832, FAX (704) 845-5528

**SURVEY
RESEARCH**

Lewis & Clark Research
6040-A Six Forks Rd, Suite 112
Raleigh, NC 27609
(919) 676-2036, FAX (919) 846-4021
Specializing in Mail Surveys Since 1982

**TRUST
SERVICES**

Charter Trusts, Inc.
4700 Homewood Court, Suite, 110
Raleigh, NC 27609
(919) 782-3061, FAX (919) 571-0259
Creative Trust Services to Save Taxes

DeBerry Assoc./Renaissance Adv.
P.O. Box 4020
Chapel Hill, NC 27515
(919) 489-6500
Charitable Trust Administration

**VIDEO
PRODUCTION**

New Context Video Productions
924 Chapel Hill Road
Pittsboro, NC 27312
PHONE/FAX (919) 929-3058
Also radio spots and photos

**WRITING/
EDITING**

Vernon Apperson
Post Office Box 61056
Durham, NC 27715-1056
PHONE/FAX (919) 286-3504
Writing services "on call".

GIVING

CONTINUED FROM PAGE 12

Texaco, Digital Equipment, NYNEX, BellSouth and Merck and Company.

Other companies participating in the study were: Chevron, Citicorp, Eastman Kodak, Ford Motor Company, General Electric, General Motors, Mobil Oil, Pacific Telesis, Texaco and 3M.

Six corporations refused to provide information for the report: American International Group, Dow Chemical, E.I. du Pont De Nemours, GTE, IBM and Philip Morris.

- Among the study's other findings:
- The size of the average corporate grant for minority programs was \$15,848 and education received more funding than any other interest area.
 - The largest number of corporate grants to minorities went to nonprofits (1,210); the next largest went to government agencies or public schools (276).
 - The three top recipients of corporate grants to

minorities were the United Negro College Fund (\$1.2 million, 19 grants); the National Action Council for Minorities in Engineering (\$1.1 million, 15 grants); and the Urban League and affiliates, (\$910,834, 36 grants).

• Giving to programs for African Americans made up 37 percent of the total grants studied; programs for Hispanics made up 12 percent; and giving to multiracial programs made up 48 percent.

• There was no apparent relationship between a corporation's publication of affirmative action or non-discrimination policies and the total amount of funding awarded to racial and ethnic populations.

Over the next two years, the National Committee will prepare six reports on corporate giving by industry sector: telecommunications, gas and oil, commercial banking, automotive, food and beverage and retail.

"We hope to put some peer pressure out there on how corporations within various industries compare to each other," Bothwell says.

Subscriptions to the six-part series are \$200. Copies of the corporate grantmaking report are \$50. For information, call (202) 387-9177.

Journal taking a break

The *Philanthropy Journal of North Carolina* is taking a brief summer break.

To do that, we will publish a single issue for July and August. The combined issue will have deadlines of June 7 for news items and listings, and June 17 for advertising. The issue will be mailed in late June.

We'll return six weeks later with the September issue, which will mark our one-year anniversary.

That issue will include a special report on youth and philanthropy.

The September issue will have deadlines of July 22 for news items and listings, and Aug. 5 for advertising. It will be mailed in mid-August.

With the September issue, our normal publication schedule will resume.

Subscription expirations and advertising contracts will be adjusted by one month.

For information, call the Journal at 919-829-8991.

**Grant Seeking Fundamentals
Workshops for North Carolina**

- Step-by-step processes
- 220 pages of materials for guidance and reference
- Practical, not just philosophical ... nothing held back
- Templates, resources, procedures, and examples
- The most realistic and complete grants workshop available

Greensboro	→	May 12 & 13
Greenville	→	May 26 & 27
Raleigh	→	June 2 & 3
Winston-Salem	→	June 13 & 14
Charlotte	→	June 16 & 17
Asheville	→	June 23 & 24

Participate in the nation's best grants workshop – two intensive days during which you learn how to: develop fundable projects, find matching funding sources, and write winning proposals. Presented by **Polaris**, the leader in grants support services and publications.

**Call 1-800-368-3775 today
for more information or a brochure**