



# Beyond Project Management: Create More Impact with What You Know

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**European Foundation Center  
2004 Annual Conference  
Athens, Greece**

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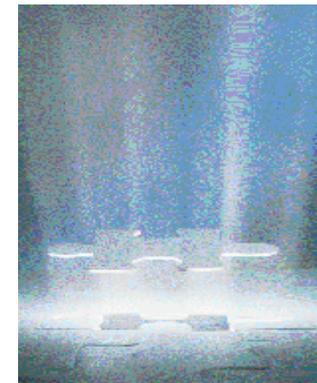
# The Difference Between Information and Knowledge

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- i Books on a bookshelf = information
- i The application of information to solve a problem = knowledge

Knowledge is a human act

- i To solve problems, professionals piece information together, reflect on their experience, generate and use insights to solve problems.



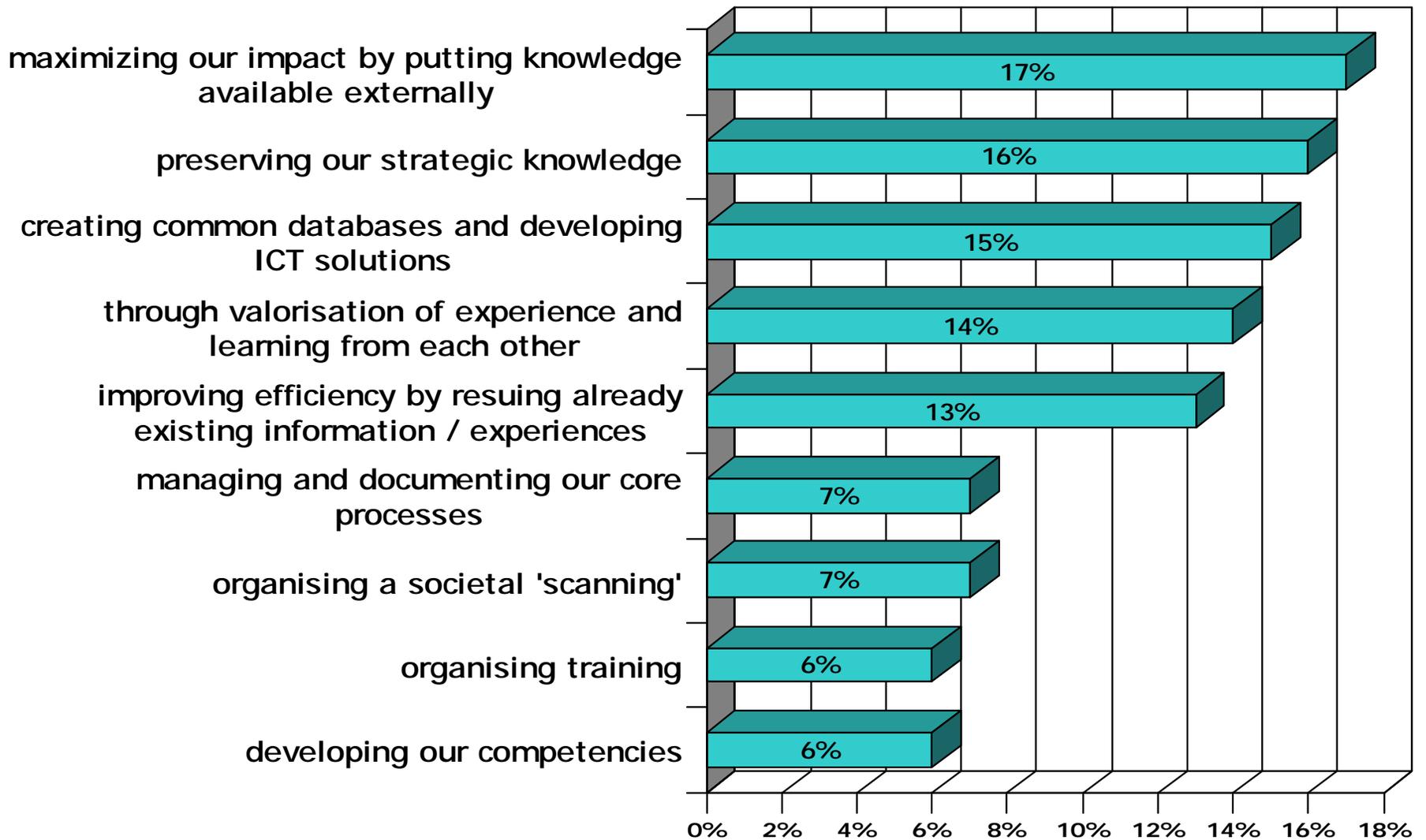
# Some Key Questions for Foundations

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- i What information and knowledge do we need to achieve our goals?
- i How can we gather, classify, and share information so that it's most useful?
- i What tools can help us to store, access and analyze information?
- i How can we gain insights and knowledge to make better informed decisions?

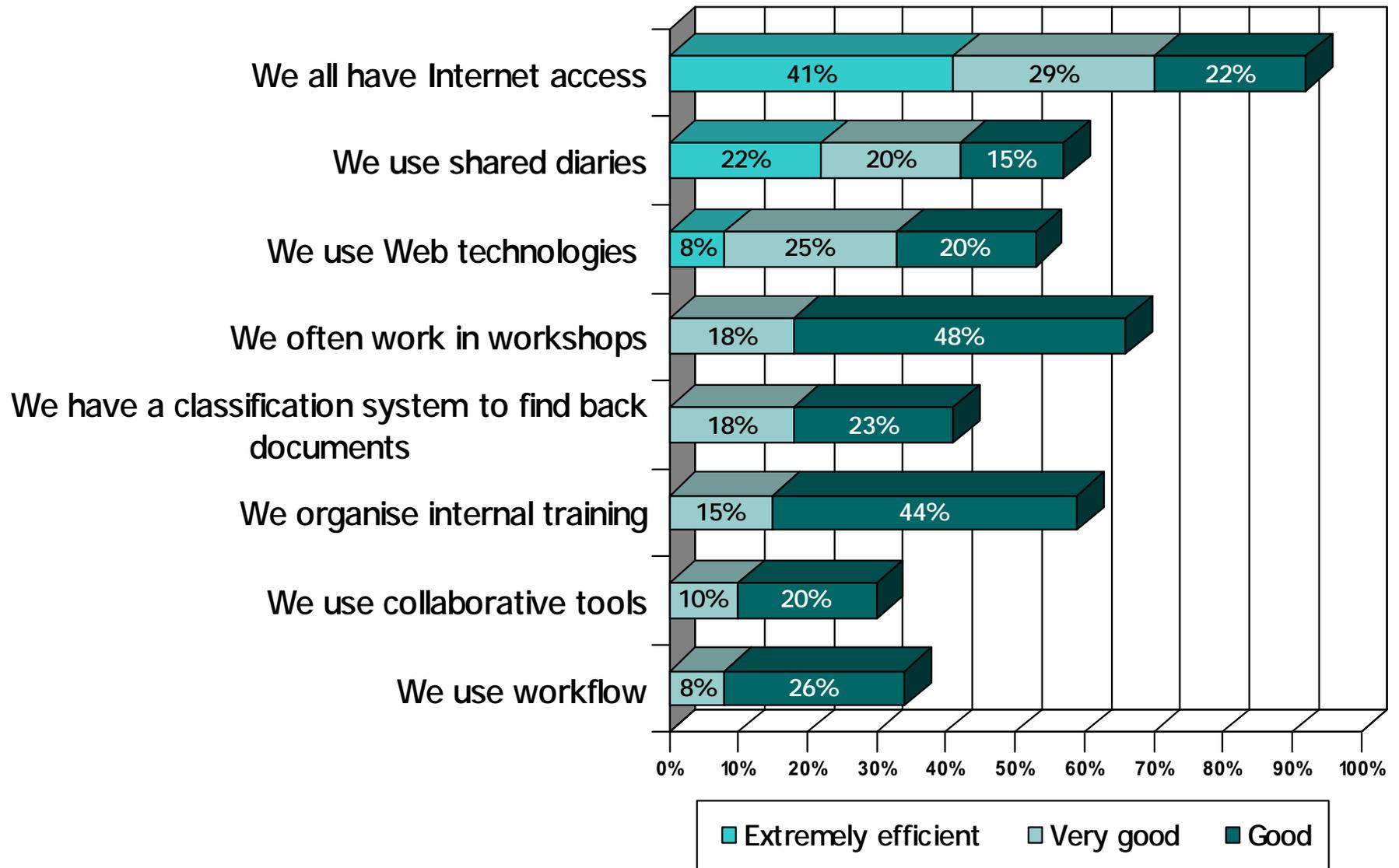


## Knowledge management in my European foundation is about:



Source: 2003 EFC – King Baudouin Survey of 56 European Foundations, May 2004

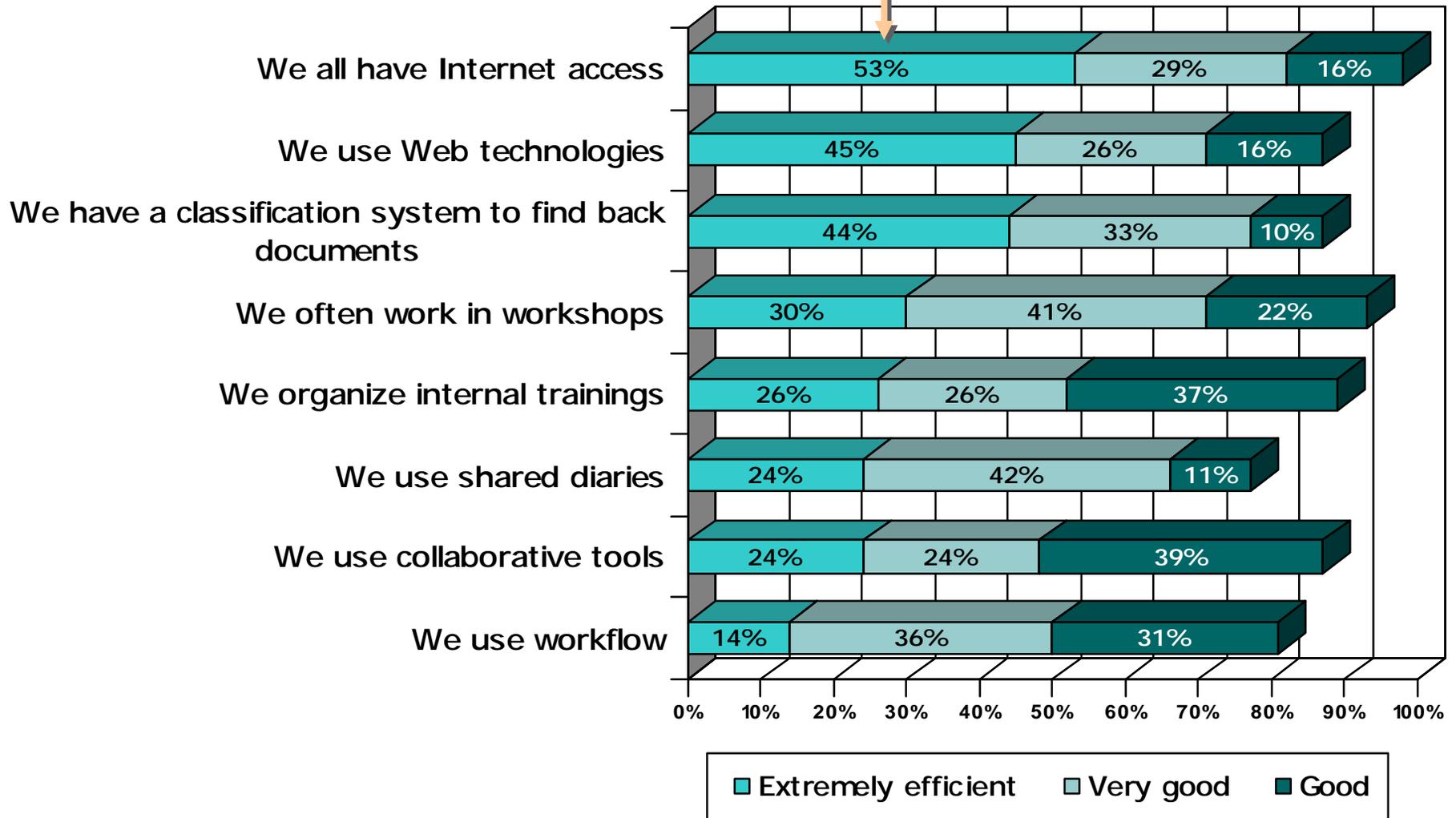
# Current Priorities in European Foundation Knowledge Management



Source: 2003 EFC – King Baudouin Survey of 56 European Foundations, May 2004

# Future Priorities in European Foundation Knowledge Management

Note the significant increase in the "Extremely Efficient" ratings



# Greatest Needs Expressed by Foundation Staff

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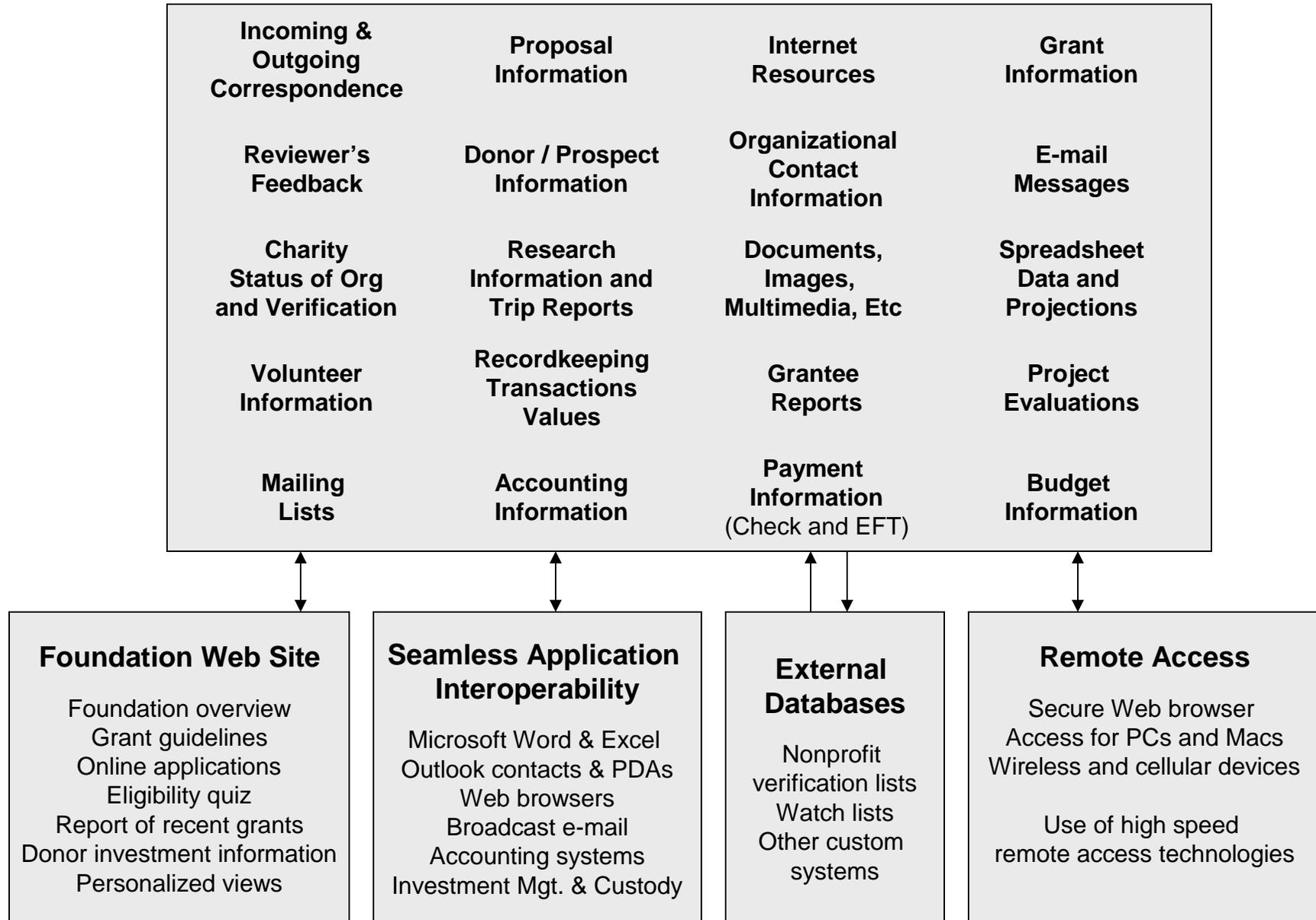
- i “Our staff members classify and store information individually – everyone does it differently and there’s not a lot of sharing.”
- i “We have lots of incomplete and duplicate information.”
- i “Our paper files never stop growing – we need a way to archive and access historical information.”
- i “We need to improve our systems, streamline our workflow, and operate more efficiently.”
- i “Our systems aren’t well integrated – we have islands of information everywhere.”

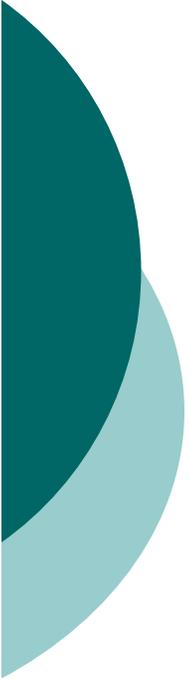


# Islands of Information

<b>Incoming &amp; Outgoing Correspondence</b>	<b>Proposal Information</b>	<b>Internet Resources</b>	<b>Grant Information</b>
<b>Reviewer's Feedback</b>	<b>Donor / Prospect Information</b>	<b>Organizational Contact Information</b>	<b>E-mail Messages</b>
<b>Charity Status of Org and Verification</b>	<b>Research Information and Trip Reports</b>	<b>Documents, Images, Multimedia, etc</b>	<b>Spreadsheet Data and Projections</b>
<b>Volunteer Information</b>	<b>Recordkeeping Transactions Values</b>	<b>Grantee Reports</b>	<b>Project Evaluations</b>
<b>Mailing Lists</b>	<b>Accounting Information</b>	<b>Payment Information (Check and EFT)</b>	<b>Budget Information</b>

# A Fully Integrated Information System





# Some Capabilities of the Best Grant / Project Management Systems

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- Easy and powerful searching
- User defined data classification
- Flexible reporting
- One-step mailmerge with Word and export to Excel
- Personalized interfaces for users and languages
- Synchronization with Outlook e-mail and contacts
- Built-in links to Internet based resources
- Contact management
- Document management



# More Capabilities of the Best Grant / Project Management Systems

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- Customizable screens
- Links to Web sites
- Two-way links to databases and accounting packages
- Dynamic links to charity and watch list services
- Systems security and audit trails
- Online submission of proposals, and reports with automatic virus checking of all incoming files
- Secure remote Web-based system access



# Searching for Information

**Quick Find**

Choose search criteria

- Approval Date
- Branch
- Coding Sheet
- Declination Date
- Declination Reason
- Disposition
- Docket Number
- Grant Amount
- Grant Balance
- Grants with Unscheduled Balances
- Meeting Date
- Organization's City
- Organization's Country
- Organization's Name
- Organization's State
- Primary Contact's Last Name
- Project End Date
- Project Start Date
- Project Title
- Recommended Amount
- Reference Number
- Renewal Date
- Request Amount
- Request Date
- Request ID
- Request is Incomplete
- Request Type and Status
- Staff
- Subdivision
- Term (Months)

Find Requests that match these criteria

- ▶ Disposition is 'Pending'
- AND Coding Sheet: Program Area is 'Education'

**Define Search Criteria**

Project Start Date

on  
on or after  
on or before  
after  
before  
any date between  
today  
yesterday  
tomorrow  
this year  
last year

Update Automatically

Display this on entry to Requests Quick Find

MicroEdge GIFTS - Organizer

File Edit Action View Quick Options Help



Coding Sheet: Program Area is 'Arts and Culture' (74 items)

Requirements		Documents		Matching Gifts		Volunteer Gifts		Donors		Reviews	
Organizations		Requests		Contacts		Activities		Budget		Payments	
Disposition	Type/Status	Organization	Req/Granted	Project Title	Fund/Program	ID/Ref	Audit				
Approved 1/24/2003 Start: 3/24/2003 End: 3/24/2004	Cash Grants Active Grant	Brooklyn Ballet Margaret Neff Tel: (212) 555-3874 Fax: (212) 555-3457	Grant: \$2,000.00 Paid: \$0.00 Bal.: \$2,000.00 Term: 12 Months	Annual Support	Discretionary Arts and Culture	428.02	Created: 9/30/2002 b Changed: 1/24/2003				
Pending 1/3/2003 (CHARITY)	Cash Grants Initial Review	California Children's Theatre David Anderson Tel: (405) 555-5544 anderson@cct.org	\$2,500.00	Annual Support	Discretionary Arts and Culture	430.02	Created: 9/30/2002 b Changed: 2/4/2003 b				
Pending 1/3/2003 (CHARITY)	Cash Grants Initial Review	Shea Dance Company Johnathan J. Smith Tel: (212) 555-3872 Fax: (212) 555-3849	\$1,500.00	Fall Dance Recital	Discretionary Arts and Culture	429.02	Created: 9/30/2002 b Changed: 2/4/2003 b				
Pending 10/1/2002 (CR)	Cash Grants Staff Review	Brooklyn Ballet Margaret Neff Tel: (212) 555-3874 Fax: (212) 555-3457	\$2,000.00	Fall Dance Recital	Foundation Arts and Culture	282.01	Created: 2/13/2001 b Changed: 10/28/200:				
Approved 8/19/2002 Start: 8/30/2002 End: 8/30/2003	In Kind Services In Progress	Brooklyn Ballet Margaret Neff Tel: (212) 555-3874 Fax: (212) 555-3457	Grant: \$5,000.00 Paid: \$0.00 Bal.: \$5,000.00 Term: 12 Months	Donation of Video Equipments	Discretionary Arts and Culture	383	Created: 11/6/2001 b Changed: 10/28/200:				
Pending 7/8/2002 (LW)	Dinners & Events Accepted	Shea Dance Company Johnathan J. Smith Tel: (212) 555-3872 Fax: (212) 555-3849	\$5,250.00	The 2002 Annual Banquet	Discretionary Arts and Culture	215.03	Created: 1/8/2002 by Changed: 10/28/200:				
Pending 6/27/2002 (KG)	Cash Grants Staff Review	Shea Dance Company Johnathan J. Smith Tel: (212) 555-3872 Fax: (212) 555-3849	\$10,000.00	Tots on Stage	Foundation Arts and Culture	299	Created: 2/2/2000 by Changed: 10/28/200:				
Approved 2/20/2002 Start: 2/20/2002 End: 2/20/2003	Cash Grants Active Grant	New York Youth Sing for Peace Jamie Ericson Tel: 212-555-7884 jericson@NYYSfp.org	Grant: \$15,000.00 Paid: \$15,000.00 Bal.: \$0.00 Term: 12 Months	Toward the expansion of the Youth Voice Collaboration	Foundation Arts and Culture	418	Created: 4/4/2002 by Changed: 10/28/200:				
Approved 2/19/2002 Start: 2/19/2002 End: 2/19/2002	Cash Grants Closed Grant	Brooklyn Ballet Margaret Neff Tel: (212) 555-3874 Fax: (212) 555-3457	Grant: \$2,000.00 Paid: \$2,000.00 Bal.: \$0.00 Term: 0 Months	Annual Support	Discretionary Arts and Culture	428.01	Created: 9/30/2002 b Changed: 10/28/200:				
Approved 2/19/2002 Start: 2/19/2002	Cash Grants Closed Grant	California Children's Theatre David Anderson Tel: (405) 555-5544	Grant: \$2,500.00 Paid: \$2,500.00 Bal.: \$0.00	Annual Support	Discretionary Arts and Culture	430.01	Created: 9/30/2002 b Changed: 10/28/200:				

■ Pending ■ Incomplete ■ Approved ■ Declined

<None>



Requirements	Documents	Matching Gifts	Volunteer Gifts	Donors	Reviews
Organizations	Requests	Contacts	Activities	Budget	Payments

Disposition	Type/Status	Organization	Req/Granted	Project Title	Fund/Program	ID/Ref	Audit
Approved 1/24/2003 Start: 3/24/2003 End: 3/24/2004	Cash Grants Active Grant	Brooklyn Ballet Margaret Neff Tel: (212) 555-3874 Fax: (212) 555-3457	Grant: \$2,000.00 Paid: \$0.00 Bal: \$2,000.00 Term: 12 Months	Annual Support	Discretionary Arts and Culture	428.02	Created: 9/30/2002 b Changed: 1/24/2003
Pending 1/3/2003 (CHARITY)						430.02	Created: 9/30/2002 b Changed: 2/4/2003 b
Pending 1/3/2003 (CHARITY)						429.02	Created: 9/30/2002 b Changed: 2/4/2003 b
Pending 10/1/2002 (CR)						282.01	Created: 2/13/2001 b Changed: 10/28/2002
Approved 8/19/2002 Start: 8/30/2002 End: 8/30/2003						383	Created: 11/6/2001 b Changed: 10/28/2002
Pending 7/8/2002 (LW)						215.03	Created: 1/8/2002 by Changed: 10/28/2002
Pending 6/27/2002 (KG)						299	Created: 2/2/2000 by Changed: 10/28/2002
Approved 2/20/2002 Start: 2/20/2002 End: 2/20/2003						418	Created: 4/4/2002 by Changed: 10/28/2002
Approved 2/19/2002 Start: 2/19/2002 End: 2/19/2002						428.01	Created: 9/30/2002 b Changed: 10/28/2002
Approved 2/19/2002 Start: 2/19/2002	Cash Grants Closed Grant	California Children's Theatre David Anderson Tel: (405) 555-5544	Grant: \$2,500.00 Paid: \$2,500.00 Bal: \$0.00	Annual Support	Discretionary Arts and Culture	430.01	Created: 9/30/2002 b Changed: 10/28/2002

**Request [428.02] --**

File Action Help

Save and Close Send Letter... Write-up... Alert... Approve... Decline...

Page 1 Page 2 Coding Affiliations Payments Requirements Activities Reviews Additional

Project Description - Long (F3 = Spell)

To support a program for elementary school children to learn about the European art.

This will involve both class trips to the museum and museum staff conducting assembly programs in 17 schools. An estimated 2,000 children will participate in the program.

Renewal Information

Allow this request to be 'renewed'  
on or after: 02/19/2003

Prior Grant ID 428.01

Request Date 01/01/2003

Requested Amount \$2,000.00

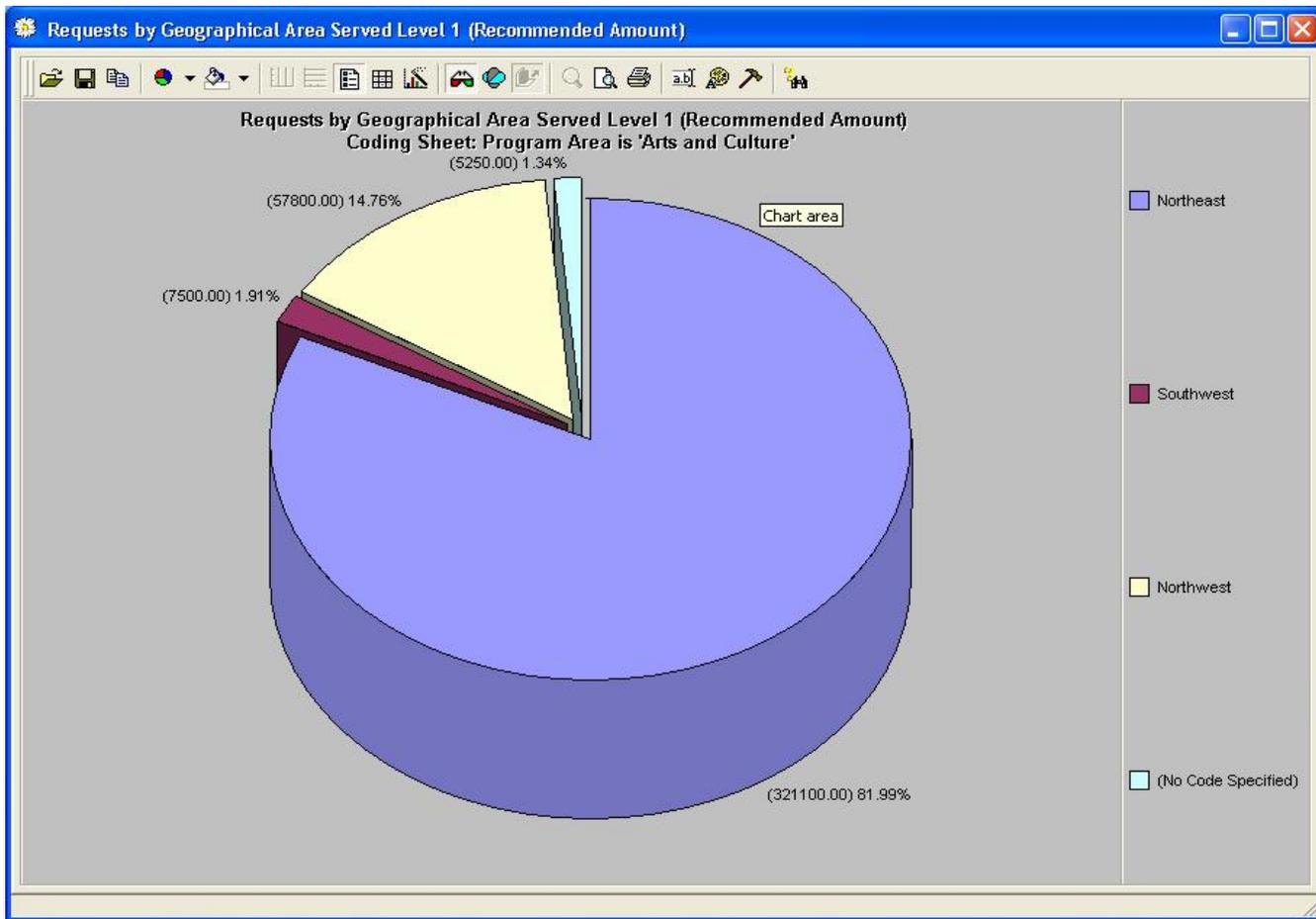
Recommended Amount \$2,000.00

Meeting Date 03/24/2003

Docket Number

Evaluation - Long (F3 = Spell)

# Representing Information in Useful Ways



## Top 20 Grants by Grant Amount

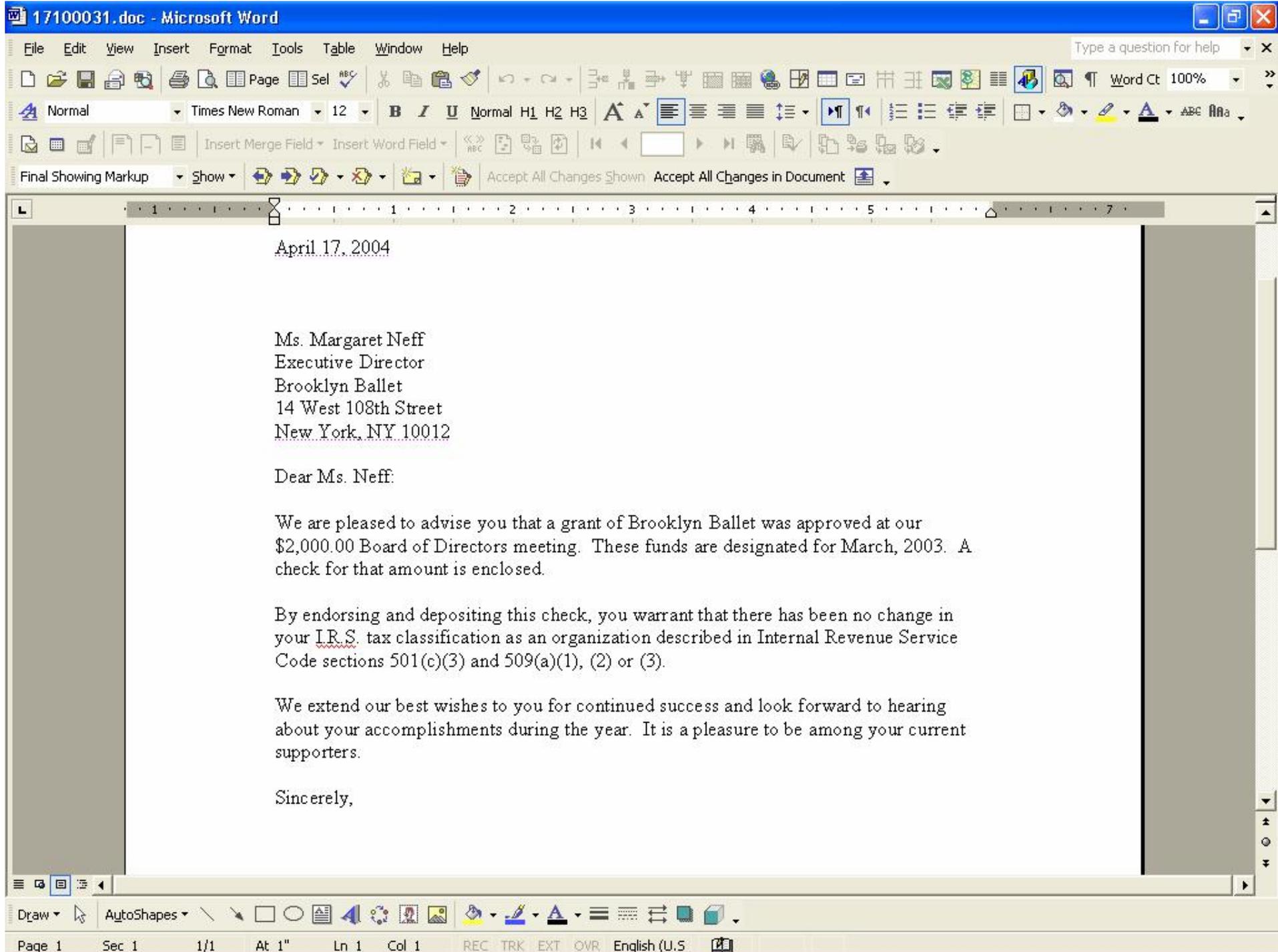
4/17/2004

Grant Amount	Organization Project Description	Grant Date	Paid To Date
\$ 500,000.00	<b>Hiller State University</b> Boston, MA <i>Undergraduate scholarship program</i>	12/7/1999	\$500,000.00
\$ 500,000.00	<b>The Children's Fund</b> Washington, DC <i>Toward support of outreach program for at-risk teens in collaboration with Public/Private Ventures and the Boys &amp; Girls Clubs of DC</i>	8/20/2002	\$0.00
\$ 250,000.00	<b>American Foundation for Children</b> New York, NY <i>Funding for new daycare center</i>	12/21/1999	\$250,000.00
\$ 250,000.00	<b>Sunflower House for Youth in Distress</b> San Francisco, CA <i>The construction of a new halfway house for pregnant teens</i>	6/3/1996	\$250,000.00
\$ 235,000.00	<b>Kids With AIDS Research Center</b> New York, NY <i>Camp Hope Summer Program</i>	6/9/1998	\$235,000.00
\$ 154,500.00	<b>Ryan School of Medicine</b> Los Angeles, CA <i>The support of the "Charles S. Godin" Scholarship program</i>	6/8/1999	\$154,500.00
\$ 150,000.00	<b>Ryan School of Medicine</b> Los Angeles, CA <i>The establishment of the "Charles S. Godin" Scholarship program</i>	6/9/1998	\$150,000.00
\$ 150,000.00	<b>American Foundation for Children</b> New York, NY	3/21/1996	\$150,000.00

# Merging Data with Microsoft Word

The screenshot displays the MicroEdge GIFTS - Organizer application window. The main window contains a table with columns for Disposition, Type/Status, Organization, Req/Granted, Project Title, Fund/Program, ID/Ref, and Audit. A 'Correspondence Generation Wizard' dialog box is open, showing a list of templates to use for generating correspondence. The wizard has tabs for 'What', 'Whg', and 'History', and buttons for '< Back', 'Next >', and 'Finish'. The 'What' tab is selected, and the list of templates includes 'Blank Letter', 'Multi Payment Grant Approval', 'Receipt Needed - Single', and 'Single Payment Grant'. The 'Single Payment Grant' template is currently selected.

Disposition	Type/Status	Organization	Req/Granted	Project Title	Fund/Program	ID/Ref	Audit
Approved 1/24/2003 Start: 3/24/2003 End: 3/24/2004	Cash Grants Active Grant	Brooklyn Ballet	Grant: \$2,000.00	Annual Support	Discretionary Arts and Culture	428.02	Created: 9/30/2002 b Changed: 4/17/2004
Pending 1/3/2003 (CHARITY)	Cash Grants Initial Review				Discretionary Arts and Culture	430.02	Created: 9/30/2002 b Changed: 2/4/2003 b
Pending 1/3/2003 (CHARITY)	Cash Grants Initial Review				Discretionary Arts and Culture	429.02	Created: 9/30/2002 b Changed: 2/4/2003 b
Pending 10/1/2002 (CR)	Cash Grants Staff Review				Foundation Arts and Culture	282.01	Created: 2/13/2001 b Changed: 10/28/2002
Approved 8/19/2002 Start: 8/30/2002 End: 8/30/2003	In Kind Services In Progress				Discretionary Arts and Culture	383	Created: 11/6/2001 b Changed: 10/28/2002
Pending 7/8/2002 (LW)	Dinners & Events Accepted				Discretionary Arts and Culture	215.03	Created: 1/8/2002 by Changed: 10/28/2002
Pending 6/27/2002 (KG)	Cash Grants Staff Review				Foundation Arts and Culture	299	Created: 2/2/2000 by Changed: 10/28/2002
Approved 2/20/2002 Start: 2/20/2002 End: 2/20/2003	Cash Grants Active Grant	New York Foundation for the Arts Jamie Ericson Tel: 212-555-7884 jericson@NYYSip.org	Grant: \$15,000.00 Paid: \$0.00 Bal: \$0.00 Term: 12 Months	the Youth Voice Collaboration	Foundation Arts and Culture	418	Created: 4/4/2002 by Changed: 10/28/2002
Approved 2/19/2002 Start: 2/19/2002 End: 2/19/2002	Cash Grants Closed Grant	Brooklyn Ballet Margaret Neff Tel: (212) 555-3874 Fax: (212) 555-3457	Grant: \$2,000.00 Paid: \$2,000.00 Bal: \$0.00 Term: 0 Months	Annual Support	Discretionary Arts and Culture	428.01	Created: 9/30/2002 b Changed: 10/28/2002
Approved 2/19/2002 Start: 2/19/2002	Cash Grants Closed Grant	California Children's Theatre David Anderson Tel: (405) 555-5544	Grant: \$2,500.00 Paid: \$2,500.00 Bal: \$0.00	Annual Support	Discretionary Arts and Culture	430.01	Created: 9/30/2002 b Changed: 10/28/2002



# User Defined Screen Design to Collect Key Information

Request [58728]

File Action Help

Save and Close Send Letter... Write-up... Alert... Approve... Decline...

Payments Requirements Activities Objectives \$ App/Grant - Rev. Footnotes \$ App/Grant- Exp.

Trustees	43	154,100	\$25k Aoun; \$25k Saad; \$10k Fawaz; \$10k Aswad;
Staff	137	248,070	\$20k Ahmed, \$20k Freij, \$15k Ameri, \$11k
Corporations	11	4,900,000	\$2m Ford, \$1m DaimlerChrysler, 3 @ \$500k (Lear,
Individuals	485	928,400	\$250k Ghafari; \$100k Samhat; 50k Chebbani; \$50k
Foundations	4	305,000	\$105k Rockefeller, \$100k Mosaic, \$50k Nat'l Arab
Other	4	1,000,000	US Embassies of Gulf Cooperation Council States
Government	3	1,025,000	\$1m State of MI.
Financing	0	0	\$3.6m loan not yet secured.
Org. Funds	1	1,000,000	
Bequests	0	0	
Other	1	200,000	Annual Dinners.

# Export to Excel for Data Analysis and Decision-Making

Microsoft Excel - 2017-18 Comp. Fin. made

Grant Compliance Analysis

THE KRISGL FOUNDATION

Maintenance Theatre Club, Inc.

JUN0913

	UNRECORDED	RECORDED	PERIOD	PERIOD	PERIOD	PERIOD	PERIOD	PERIOD
4								
7	Income	41	10,342,031	32	2,615,031	32	2,615,031	-22,620
8	Exp.	0	0	0	0	0	0	0
9	Capital	0	2,602,000	5	2,594,000	5	2,594,330	230
10	Capital	770	2,001,670	32	2,001,670	32	2,001,670	0
11	Planned	20	2,202,000	3	2,202,000	4	2,202,000	-42,620
12	Planned	1	222,000	-	900,000	0	900,000	0
13	Planned	0	0	0	0	0	0	0
14	Total Planned	842	20,000,000	112	23,321,972	38	26,429,331	913,220
15	Expenses	7	2,002,000	5	2,015,000	5	2,015,000	0
16	Expenses	0	0	0	0	0	0	0
17	Expenses	0	0	0	0	0	0	0
18	Expenses	0	0	0	0	0	0	0
19	Expenses	0	0	0	0	0	0	0
20	TOTAL UNPLANNED	243	3,000,000	182	30,440,972	318	31,344,331	913,220
21	Challenge Goal			4,510,000				28,000
22	IMPACT GOALS							
23	Construction			1,000,000		1,000,000	1,000,000	100,000
24	Construction			1,000,000		1,000,000	1,000,000	100,000
25	Construction			1,000,000		1,000,000	1,000,000	100,000
26	Construction			1,000,000		1,000,000	1,000,000	100,000
27	Construction			1,000,000		1,000,000	1,000,000	100,000
28	Construction			1,000,000		1,000,000	1,000,000	100,000
29	Construction			1,000,000		1,000,000	1,000,000	100,000
30	Construction			1,000,000		1,000,000	1,000,000	100,000
31	Construction			1,000,000		1,000,000	1,000,000	100,000
32	Construction			1,000,000		1,000,000	1,000,000	100,000
33	Construction			1,000,000		1,000,000	1,000,000	100,000
34	Construction			1,000,000		1,000,000	1,000,000	100,000
35	Construction			1,000,000		1,000,000	1,000,000	100,000
36	Construction			1,000,000		1,000,000	1,000,000	100,000
37	Construction			1,000,000		1,000,000	1,000,000	100,000
38	Construction			1,000,000		1,000,000	1,000,000	100,000
39	Construction			1,000,000		1,000,000	1,000,000	100,000
40	Construction			1,000,000		1,000,000	1,000,000	100,000
41	Construction			1,000,000		1,000,000	1,000,000	100,000
42	Construction			1,000,000		1,000,000	1,000,000	100,000
43	Construction			1,000,000		1,000,000	1,000,000	100,000
44	Construction			1,000,000		1,000,000	1,000,000	100,000
45	Construction			1,000,000		1,000,000	1,000,000	100,000
46	Construction			1,000,000		1,000,000	1,000,000	100,000
47	Construction			1,000,000		1,000,000	1,000,000	100,000
48	Construction			1,000,000		1,000,000	1,000,000	100,000
49	Construction			1,000,000		1,000,000	1,000,000	100,000
50	Construction			1,000,000		1,000,000	1,000,000	100,000
51	Construction			1,000,000		1,000,000	1,000,000	100,000
52	Construction			1,000,000		1,000,000	1,000,000	100,000
53	Construction			1,000,000		1,000,000	1,000,000	100,000
54	Construction			1,000,000		1,000,000	1,000,000	100,000
55	Construction			1,000,000		1,000,000	1,000,000	100,000
56	Construction			1,000,000		1,000,000	1,000,000	100,000
57	Construction			1,000,000		1,000,000	1,000,000	100,000
58	Construction			1,000,000		1,000,000	1,000,000	100,000
59	Construction			1,000,000		1,000,000	1,000,000	100,000
60	Construction			1,000,000		1,000,000	1,000,000	100,000
61	Construction			1,000,000		1,000,000	1,000,000	100,000
62	Construction			1,000,000		1,000,000	1,000,000	100,000
63	Construction			1,000,000		1,000,000	1,000,000	100,000
64	Construction			1,000,000		1,000,000	1,000,000	100,000
65	Construction			1,000,000		1,000,000	1,000,000	100,000
66	Construction			1,000,000		1,000,000	1,000,000	100,000
67	Construction			1,000,000		1,000,000	1,000,000	100,000
68	Construction			1,000,000		1,000,000	1,000,000	100,000
69	Construction			1,000,000		1,000,000	1,000,000	100,000
70	Construction			1,000,000		1,000,000	1,000,000	100,000
71	Construction			1,000,000		1,000,000	1,000,000	100,000
72	Construction			1,000,000		1,000,000	1,000,000	100,000
73	Construction			1,000,000		1,000,000	1,000,000	100,000
74	Construction			1,000,000		1,000,000	1,000,000	100,000
75	Construction			1,000,000		1,000,000	1,000,000	100,000
76	Construction			1,000,000		1,000,000	1,000,000	100,000
77	Construction			1,000,000		1,000,000	1,000,000	100,000
78	Construction			1,000,000		1,000,000	1,000,000	100,000
79	Construction			1,000,000		1,000,000	1,000,000	100,000
80	Construction			1,000,000		1,000,000	1,000,000	100,000
81	Construction			1,000,000		1,000,000	1,000,000	100,000
82	Construction			1,000,000		1,000,000	1,000,000	100,000
83	Construction			1,000,000		1,000,000	1,000,000	100,000
84	Construction			1,000,000		1,000,000	1,000,000	100,000
85	Construction			1,000,000		1,000,000	1,000,000	100,000
86	Construction			1,000,000		1,000,000	1,000,000	100,000
87	Construction			1,000,000		1,000,000	1,000,000	100,000
88	Construction			1,000,000		1,000,000	1,000,000	100,000
89	Construction			1,000,000		1,000,000	1,000,000	100,000
90	Construction			1,000,000		1,000,000	1,000,000	100,000
91	Construction			1,000,000		1,000,000	1,000,000	100,000
92	Construction			1,000,000		1,000,000	1,000,000	100,000
93	Construction			1,000,000		1,000,000	1,000,000	100,000
94	Construction			1,000,000		1,000,000	1,000,000	100,000
95	Construction			1,000,000		1,000,000	1,000,000	100,000
96	Construction			1,000,000		1,000,000	1,000,000	100,000
97	Construction			1,000,000		1,000,000	1,000,000	100,000
98	Construction			1,000,000		1,000,000	1,000,000	100,000
99	Construction			1,000,000		1,000,000	1,000,000	100,000
100	Construction			1,000,000		1,000,000	1,000,000	100,000

# Converting Historical Documents into Searchable PDF Files

Acrobat Reader - [staff 86566.pdf]

The Kresge Foundation Staff Sheet

Alma College  
 Dr. Alan J. Stone, President  
 Office of the President, 614 W. Superior Street  
 Alma, MI 48801-1599

**TELEPHONE**  
 (517) 463-7146

**YEAR ESTABLISHED**  
 1896

**TAX EXEMPT STATUS**  
 OK letter

**FCM STATUS**  
 OK letter

**REQUEST**  
 Toward the construction of the Alan J. Stone Center for Recreation (\$5m) as part of a \$6,547,338 campaign.

**ACCREDITED**  
 NCACS 99

**AFFILIATION**

**RECENT APPT.**  
 JEM 7/97, 6/94, 5/91, 5/90,  
 2/90, 3/87, 11/82

**AHT** 11/91, 1/91, 4/88,  
 12/76, SSK 3/81

**PRG DATE**  
 08/21/00

**REQUEST NO.**  
 v0952-00D

**REQUEST DATE**  
 04/20/00

**CATEGORY**  
 ED

**PRG FILE**  
 G

**APPL HISTORY**  
 98 Withdrawal  
 97 500k Sci. Inst. Equip., 92 500k Perf. Arts Ctr.,  
 91 500k Const. Ren. Dow Sci. Bldg., 82 200k  
 Campus Ctr. Bldg., Pre-75 600k

**D SAME PROJECT** D 94, 71, 62, 55, 42, 39

FUNDS AVAILABLE		USE STATISTICS				BUDGET		
		Year	Full Time	Part Time	FTE	FY 2001		
TRUSTEES/STAFF	2,150,000 <sup>1</sup>	1999	1,360	23	1,368	FY 2000	33,088,279 <sup>1</sup>	454,396
CORPORATIONS		1998	1,415	27	1,424	FY 1999	32,181,822 <sup>1</sup>	600,587
INDIVIDUALS	361,000 <sup>2</sup>	1997	1,379	28	1,388	FY 1998	30,017,969 <sup>1</sup>	1,011,961
FCM GRANTS	250,000 <sup>3</sup>	Average SAT		26		<b>ENDOWMENT</b>		
GOV GRANTS		Average ACT		13 : 1		127m 6/30/200		
FINANCING		Student-to-Faculty Ratio		90		1) 2 gifts; 2m, 150k		
		%Faculty Ptn. D/term deg						
		PROJECT		FUNDRAISING				

# Searching Catalogued Files in Multiple Formats

The screenshot displays the dtSearch 6.11 (6276) interface. The main window shows search results for the query "Npower and Kresge Foundation". Two documents are retrieved, both with a score of 8 and a size of 8,655 bytes, dated 3/6/2003. The search results table is as follows:

Name	Score	Location	Date	Size	Title	Index
C:\DOCU...~1\S...	8	C:\DOCU...~1\STEPHE...	3/6/2003	8,655	Appointment ...	GIFTS DO...
C:\DOCU...~1\S...	8	C:\DOCU...~1\STEPHE...	3/6/2003	8,655	Appointment ...	GIFTS DO...

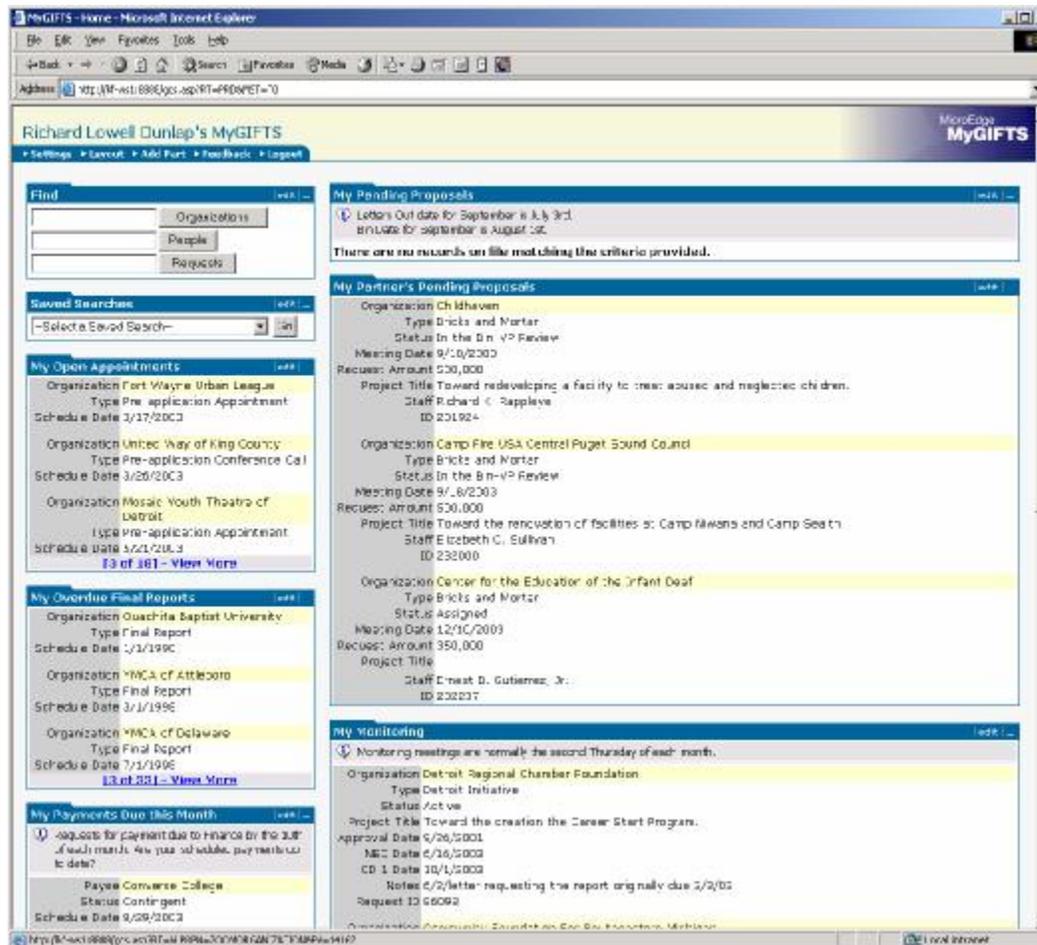
The "Search" dialog box is open, showing the search request "Npower and Kresge Foundation". The "Indexed word list" includes terms like npodcc, npcs, npe, npf, npi, npo, npower, npr, nps, npsn, npv, nr, and nra. The "Search for" options are set to "All words". The "Search features" section includes checkboxes for Stemming, Phonic, Fuzzy searching, Synonym searching, Synonyms, Related words, and User Synonyms. The "Search" button is highlighted.

Below the search results, a table of extracted metadata is visible:

WITH	LJT
DATE	Wednesday August 7,
ORGANIZATION	Judson Center Royal Oak, MI 48073
PHONE NUMBER	(248) 837-2100
PARTICIPANTS NAMES	Mr. Mounir Sharobeem Mr. J Hailey

The status bar at the bottom indicates "Search Results -- 'Npower and Kresge Foundation' -- 2 documents, 16 hits".

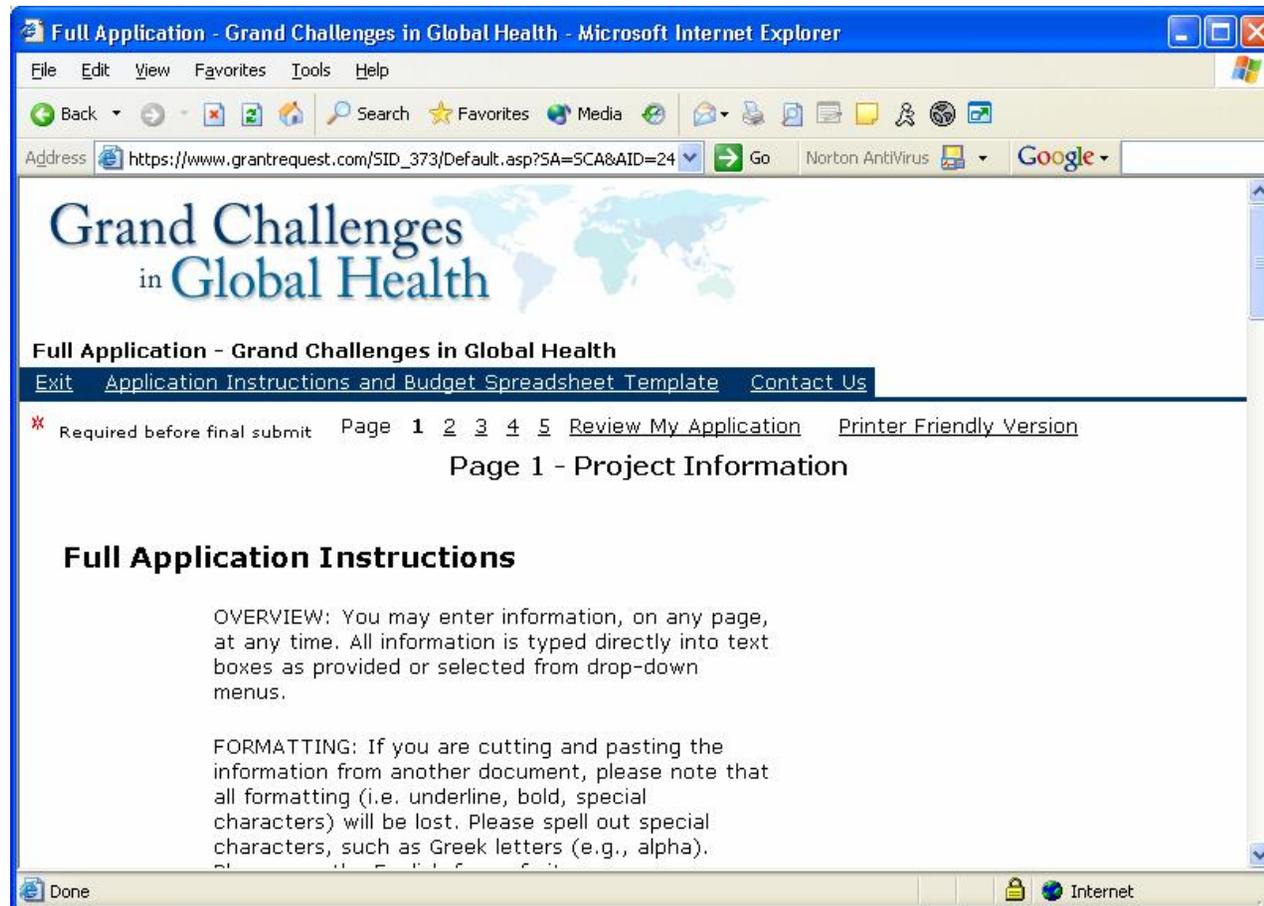
# Personalized Information Presented via the Web and on Handheld Devices



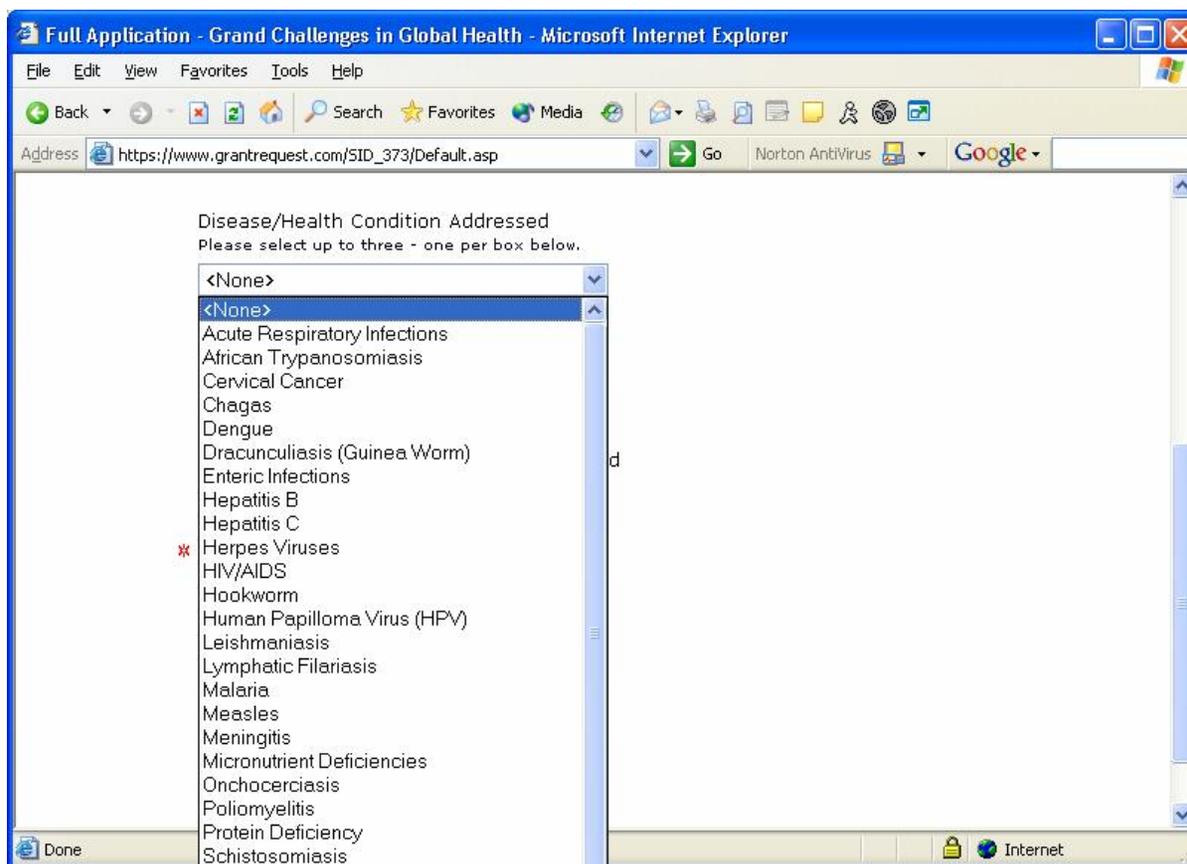


- 
- i \$200 million grant program
  - i Each grant up to \$20 million
  - i 1517 online applications received from scientists in 75 different countries
  - i Over 1,400 organizations
  - Over 8,000 investigators and collaborators
  - Over 200 reviewers from 75 countries
  - Over 15,000 proposal documents & spreadsheets
  - Over 6,000 online reviews
  - Over 1,500 face-to-face panel reviews
  - i Complex information processing, knowledge management, and decision-making requirements
  - i [www.gcgh.org](http://www.gcgh.org)

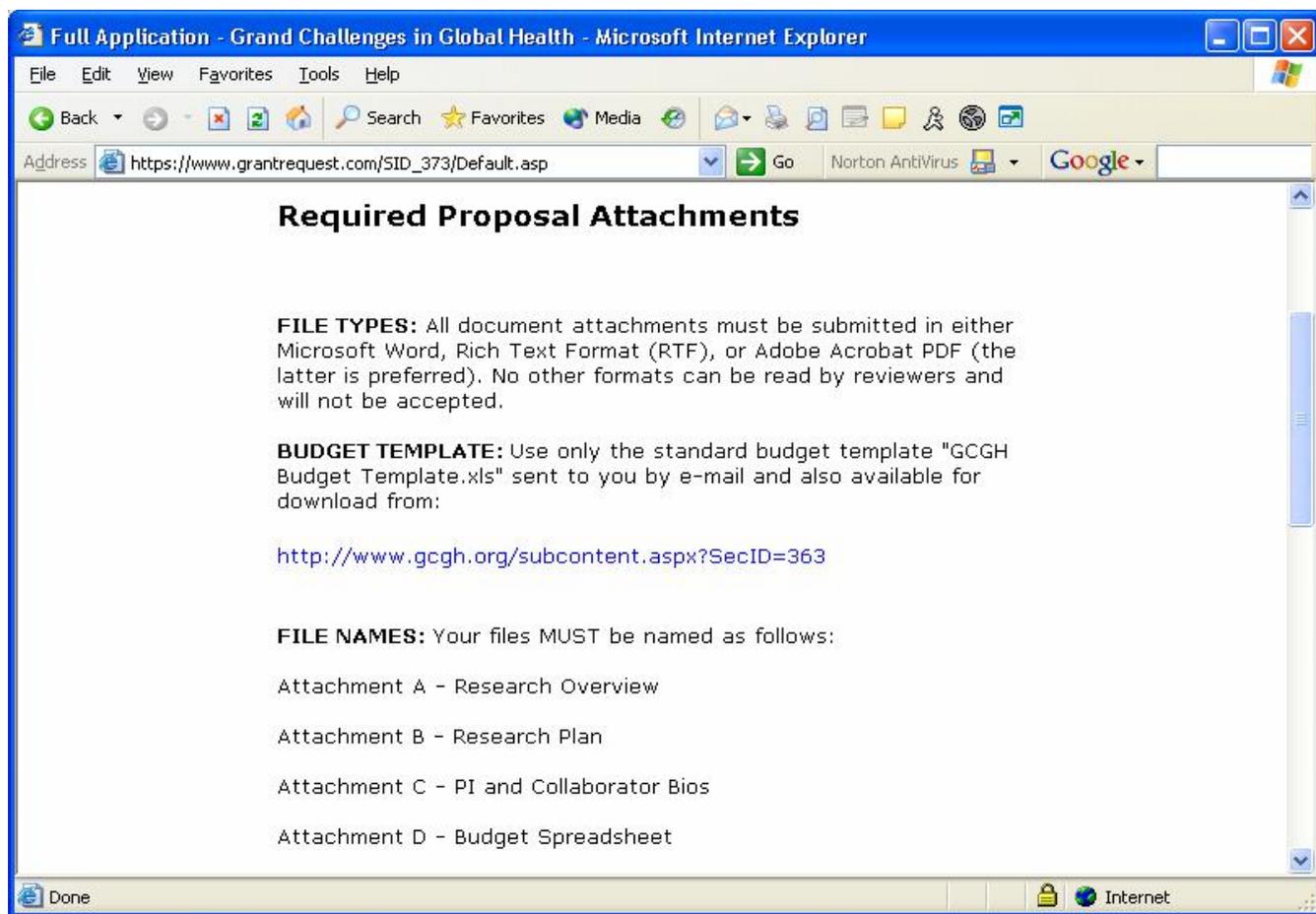
# Use of Web-based Application Forms



# Standardizing Classifications to Enable Searching and Reporting



# Establishing Standards Through the Use of Templates



# Linking Systems to Maintain Your Web Site Up-to-date

The screenshot shows a Microsoft Internet Explorer browser window displaying the Annenberg Foundation Grants Database. The browser's address bar shows the URL [http://www.annenbergfoundation.org/grants\\_database/](http://www.annenbergfoundation.org/grants_database/). The website header features the Annenberg Foundation logo and the tagline "ADVANCING PUBLIC WELL-BEING THROUGH IMPROVED COMMUNICATION". Below the header, there is a navigation menu on the left with links to HOME, ABOUT THE FOUNDATION, GRANTS, NEWS, and CONTACT US. The main content area is titled "GRANTS DATABASE" and includes a welcome message: "Welcome to the Grants database. Please search to become familiar with Annenberg Foundation grantmaking." Below this, it states: "Included in the database are grants \$50,000 and above and those awarded between July 1, 2002 and December 31, 2003." A search form is present with the following fields: "Keyword" (containing "paris"), "Program Area" (a dropdown menu with "Education and Youth", "Arts and Culture", and "Civic and Community"), and "Year" (a dropdown menu with "All Years", "2002", and "2003"). There are "Search" and "Clear" buttons at the bottom of the form. The browser's taskbar at the bottom shows the Internet Explorer icon and the text "Internet".

- ▶ Letter of Inquiry
- ▶ Proposals
- ▶ **Grants Database**

**NEWS**

**CONTACT US**

**OTHER ANNEBERG ORGANIZATIONS AND PROGRAMS**

These are links to educational entities established through funding from the Annenberg Foundation.

[Documents 1 to 7 of 7]

Group results by year

**EDUCATION AND YOUTH**

**Hole in the Wall Gang Fund, Inc.**

New Haven, CT

\$625,000 to support L'Envol, a non-profit residential summer camp outside Paris, France, for European children, ages 7-17, with life threatening illnesses

**Hole in the Wall Gang Fund, Inc.**

New Haven, CT

\$300,000 to construct a dining hall and theater complex at L'Envol, a non-profit residential summer camp outside Paris, France, for European children, ages 7-17, with life threatening illnesses

**ARTS AND CULTURE**

**American Friends of the Paris Opera**

New York, NY

\$800,000 for general operating support

**American Friends of the Paris Opera**

New York, NY

\$200,000 for general operating support

**L'Académie Américaine de Danse à Paris**

Paris, France

\$1,000,000 for the Building Campaign and the Development Campaign





ADVANCING PUBLIC WELL-BEING THROUGH IMPROVED COMMUNICATION



## GRANTS

HOME

ABOUT THE FOUNDATION

GRANTS

- ▶ Guidelines for Grantseekers
- ▶ Funding Restrictions
- ▶ Letter of Inquiry
- ▶ Proposals
- ▶ **Grants Database**

NEWS

CONTACT US

OTHER ANNENBERG ORGANIZATIONS AND PROGRAMS

### GRANTS DATABASE

**print**  
this page

**email**  
this page

### L'Académie Américaine de Danse à Paris

\$1,000,000 for the Building Campaign and the Development Campaign

**Program Area(s):** Arts and Culture

**Date Awarded:** April 2003 (FY 2003)

**More Information:** <http://www.danceparis.com>

[Back to top](#)

[Back to search results](#) | [Start new search](#)



# L'Académie Américaine de Danse à Paris

## CENTRE DE DANSE BILINGUE

- [Année Scolaire](#)
- [Les Différentes Sections](#)
- [Programme](#)
- [Participations Possibles à des Spectacles](#)
- [Corps Enseignant](#)
- [Vacances et Jours Fériés](#)
- [Paieiment des Cours](#)
- [Vérifiez les nouveautés et les dates des ateliers](#)

### Année Scolaire

Les élèves peuvent s'inscrire à l'AADP tout au long de l'année scolaire dans la limite des places disponibles dans les sections qui leur correspondent. L'année scolaire commence traditionnellement en septembre et se termine en juin. Elle est ponctuée par des interruptions correspondant aux vacances scolaires françaises. Afin de déterminer leur niveau d'admission, les élèves de plus de dix ans doivent participer à une audition informelle supervisée par la directrice de l'école.

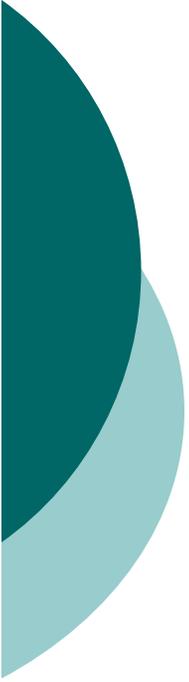
SITE - JD GRAPHX

# Selecting Information Systems for European Foundations

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- i Language of the user interface
- i Fits your particular type of foundation operation
- i Ease of use and flexibility
- i Level of integration with Microsoft Office, E-mail, the Web and accounting systems
- i Capability to publish data on the Web
- i Multi-currency support and conversion
- i Commercially available product, not a custom one-of-a-kind system





# Key Questions to Ask When Choosing Vendors

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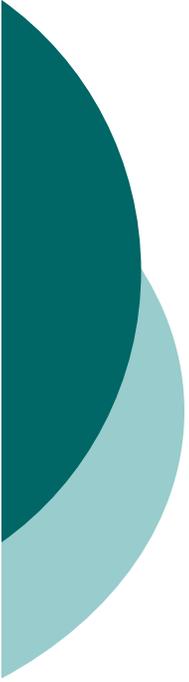
1. Is the product available and supported by a European company or distributor?
2. Does the company have experience, expertise and a long-term focus on foundation systems?
3. How many foundation clients are similar to us?
4. What is their financial strength and likelihood of long term success in this market?
5. How many full time staff support foundations?
6. How much do they invest in ongoing system development?
7. What is the availability of training and their record of support?
8. What do existing clients have to say?

# Some Providers of Commercially Available Systems for European Foundations

Company	Foundation Clients Worldwide	Products and Services
AK Consultancies (UK)	15 United Kingdom	Beneficiaries
EastiSoft (Bulgaria) <a href="http://www.eastisoft.com/oas">www.eastisoft.com/oas</a>	None	Online Application System (OAS)
Kinfonds (Germany) <a href="http://www.kinderfonds.org/">www.kinderfonds.org/</a>	150 Germany, Austria	Kinfonds Service Bureau
MicroEdge/NPO Solutions (US) <a href="http://www.microedge.com">www.microedge.com</a>  Buzzacott (UK) <a href="http://www.buzzacott.co.uk">www.buzzacott.co.uk</a>	2,100+ Australia, Belgium, Bermuda, Brazil, Canada, Colombia, Costa Rica, France, Germany, Ireland, Israel, Kenya, Kosovo, Liechtenstein, Mexico, Monaco, Netherlands, New Zealand, Portugal, Puerto Rico, Switzerland, United Kingdom, US Virgin Islands	GIFTS, Essential GIFTS, MyGIFTS, Internet Grant Applications, ReviewerConnect, Customizer and other modules  FIMS, FoundationPower, Internet Grant Applications, DonorCentral, Host*Net, Safety*Net, Donor Advised Funds

## Some Providers of Commercially Available Systems for European Foundations

Company	Foundation Clients Worldwide	Products and Services
<b>SystemGruppe</b> (Germany) <a href="http://www.systemgruppe.de">www.systemgruppe.de</a>	25 Germany, Switzerland	Sysprof
<b>UK Community Foundation Network</b> (UK) <a href="http://www.communityfoundations.org.uk">www.communityfoundations.org.uk</a>	32 Australia, Ireland, United Kingdom	DIGITS



# Technology Resources

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Articles about technology, industry trends, surveys, and links to references of special interest to foundations and nonprofits.

The site is updated regularly

[www.iaa.com/resources.html](http://www.iaa.com/resources.html)



- Company Info
- Professional Services
- Project Experience
- Clients
- Resources**
- Contact Us

## RESOURCES

Sharing Good Ideas and Best Practices

Martin Schneiderman serves as Technology Editor, industry analyst, and regular contributing writer for *Foundation News & Commentary*, the membership publication of the Council on Foundations. This journal has a readership of 25,000.



In this section you'll find articles and presentations about technology, industry trends, surveys, and [links to resources](#) for foundations and nonprofit organizations.

Check our schedule of [presentations](#) on technology-related topics at international, national and regional conferences.

To view most of the publications below you'll need the free Adobe Acrobat Reader. [Click here](#) to download and install it now.



## PUBLICATIONS



### [Beyond Project Management: Create More Impact With What You Know](#)

Best practices in knowledge and grants management (a.k.a. "Project Management" in Europe) for European foundations. Covers system capabilities, design and implementation, and European software and service providers. Presented at the 2004 European Foundation Center conference in Athens.



### [Seeking Safe Harbor](#)

How some foundations and corporate grantmakers are using technology to facilitate compliance with the USA PATRIOT Act and the Executive Order intended to disrupt the support

# Key Things to Do When Implementing Knowledge Management Systems

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1. Make knowledge management an organization goal and ensure that you have a high level champion
2. Select a project leader and a team that represents all key organizational functions
3. Dedicate sufficient staff time and all of the right resources
4. Develop a phased project plan with realistic timelines – it will take longer than you think
5. Focus on process and organizational change, not the technology
6. Identify what kind of knowledge you need to make better decisions



# Key Things to Do When Implementing Knowledge Management Systems

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7. Analyze the way that you and your constituents access and use information and knowledge
8. Conduct surveys and interviews of your staff members and your different constituencies
9. Do research, conduct site visits and learn from the successes and failures of others
10. Develop written detailed prioritized new system requirements
11. Identify and select top-rated products and services from financially successful vendors who have other clients like you



# Key Things to Do When Implementing Knowledge Management Systems

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12. Establish agreement on common standards
13. Design and implement pilots to test hypothesis and learn critical implementation issues
14. Don't underestimate the ongoing resources required to identify, collect, review, classify and disseminate information
15. Focus and invest in staff training and ongoing professional growth
16. Publicize, educate and launch the new knowledge management system to ensure its use – do this on an ongoing basis

