

Lesbian, Gay, Bisexual,  
Transgender and Queer  
Grantmaking  
by U.S. Foundations

**A report by Funders for Lesbian and Gay Issues**



calendar year 2004

## acknowledgements

Funders for Lesbian and Gay Issues thanks our members and foundation funders whose support of our work has made this research and publication possible.

We also want to extend our thanks to the grantmakers and nonprofit organizations that responded to our requests for information. Their reporting provided the bulk of the information represented in this report.

**FUNDERS FOR LESBIAN AND GAY ISSUES STAFF:**

Addison Smith, *Operations Manager*  
Karen Zelermyer, *Executive Director*

**Project Consultant:**

Nancy Cunningham

Funders for Lesbian and Gay Issues, "Report on Lesbian, Gay, Bisexual, Transgender and Queer Grantmaking by U.S. Foundations (Calendar Year 2004)" (2006).

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**OUR MISSION:**

Funders for Lesbian and Gay Issues seeks equality and rights for lesbian, gay, bisexual, transgender and queer (LGBTQ) people and communities by mobilizing philanthropic resources that advance racial, economic and gender justice.

**2004 marks** the third year that Funders for Lesbian and Gay Issues has conducted research to track foundation funding for lesbian, gay, bisexual, transgender and queer (LGBTQ) people and issues. As you review the information presented in this report, a picture emerges of a vibrant and diverse LGBTQ community committed to securing civil and human rights; a community committed to ensuring a safe, healthy and empowering environment in which young people can explore and embrace their sexual identities; a community increasingly aware of the intersections of race, gender, class, sexuality and disability and the importance of advocating for equality for all people.

As foundation grants ideally reflect the needs, concerns and contributions of communities, the data in this report on LGBTQ funding reveals some hopeful signs and highlights persistent challenges to expanding “mainstream” foundation support for these underserved populations.

While funding for LGBTQ issues increased to over \$50 million dollars in 2004, an impressive increase of 75% over 2003, this continues to represent a mere 0.1% of the overall foundation giving that year, a statistic that has not substantially changed since 1989. The number of foundations and the number of LGBTQ grants tracked over the three years has steadily increased, but at a very slow pace.

In 2002, we identified 139 grantmakers who awarded 1,570 grants; these numbers grew to 213 grantmakers giving 2,201 LGBTQ grants in 2004. More foundations are awarding larger grants than ever before, yet only nine (9) of the 213 grantmakers in the 2004 set gave more than \$1 million dollars to LGBTQ causes.

Independent foundations represented the largest increase in the number of grantmakers funding LGBTQ organizations and programs, followed by public foundations, community foundations and lastly, corporate foundations/giving programs. It has been quite difficult to identify LGBTQ grants awarded by corporate funders as very few responded to our requests for their grants lists and they are not required to file public reports listing their grants. As a result, corporate grants supporting the LGBTQ communities are underreported in our data.

Support for work to secure civil and human rights for LGBTQ people continues to attract the highest level of funding across all issue areas over the three years, yet the funding is woefully inadequate to address the backlash that occurs following each small step forward. The issue area receiving the largest increase in support was civil marriage/civil unions, which increased from 3.8% of the grant dollars awarded in 2003 to 11% of all dollars granted in 2004. This finding clearly reflected the expansion of organizations and foundations working to secure these rights in the United States.

HIV/AIDS funding for LGBTQ people was tracked for the first time in this report. The Foundation Center and Funders Concerned About AIDS track and report on overall HIV/AIDS funding, but do not identify the level of support directed specifically to LGBTQ people. Given the impact that HIV/AIDS continues to have on the

LGBTQ community and, more specifically, LGBTQ men of color, we felt it was important to provide non-profit organizations and grantmakers a clearer picture of the resources allocated as they advocate for increased funding for this critical issue.

It proved difficult to identify LGBTQ HIV/AIDS funding because very few foundations code for LGBTQ in their grants classification systems. Unless the grant description stated the funding was specifically for LGBTQ people we could not include the information in our data. Because of these guidelines, we were only able identify 4% of the grants and 5% of the grants dollars in the 2004 data as being directed to HIV/AIDS. We hope to be able to more accurately reflect the full scope of this funding in future years.

Funders for Lesbian and Gay Issues publishes these reports as a resource for grantmakers and grantseekers alike to help identify trends and gaps in funding in order to more effectively allocate resources. It is with great appreciation and respect for the funders supporting this work and the nonprofit organizations doing this work that we provide this detailed view of LGBTQ funding in 2004.



Karen Zelermyer  
Executive Director  
August 2006

## 2004 Report Highlights

1. In calendar year 2004, 213 U.S.-based institutional grantmakers awarded grants totaling more than \$50.1 million dollars in support of LGBTQ issues and organizations – a 75% increase over 2003 funding.
2. Independent foundations continued to provide the vast majority of LGBTQ funding to the field.
3. The combined funding of the top ten foundations represented 58% of the total grant dollars awarded, up from 46% in 2003 and matching the percentage reported in 2002.
4. The top ten foundations by number of grants awarded accounted for 40% of all the grants made in 2004.
5. Eighteen of the fifty largest U.S. foundations by asset size awarded grants to LGBTQ causes.
6. Ten nonprofit organizations received nearly one-third of all dollars granted.
7. Organizations doing national work received the majority of grantmakers' support.
8. Program support and general operating support were awarded a comparable amount of funding.
9. Children and Youth continued to garner the greatest amount of support from grantmakers.
10. Advocacy and Community Organizing received the most funding among the specific strategies supported by grantmakers.
11. Civil and Human Rights, including Marriage/Civil Unions, again led the field by the amount of funding received.

## Funding Comparisons from 2002 through 2004

**Following** an unprecedented expansion of foundation giving by U.S. funders through the beginning of the 21st century, the economy then slowed and overall giving decreased in both 2002 and 2003. As the economy grew stronger in 2004, overall foundation giving increased by 5%.

Funding for LGBTQ issues has followed a similar yet more dramatic pattern, with foundation support decreasing by 4% between 2002 and 2003, followed by a 75% increase in funding between 2003 and 2004. While the dollars increased significantly, the percentage share of LGBTQ funding in many areas described in this report returned to the pre-recession levels of 2002.

- The top ten funders accounted for much of the dramatic rise in support in the latest year. Overall, the number of funders providing at least \$1 million for LGBTQ issues rose from four in 2003 to nine in 2004.
- The number of funders identified as giving LGBTQ grants grew consistently during this period, from 139 in 2002, to 154 in 2003, to 213 in 2004. In addition, the number of grants awarded has increased from 1,570 in 2002, to 1,657 in 2003, to 2,201 in 2004.
- HIV/AIDS grants to LGBTQ people were tracked for the first time in our 2004 data. These grants accounted for 5% of the grant dollars and 4% of the grants awarded that year.
- In addition to more funding, the number of larger grants is increasing each year. The 2004 data includes 107 grants equal to or exceeding \$100,000. Four of these grants ranged between \$500,000 and \$1,000,000, and four grants were for \$1,000,000 or more. By comparison, the 2003 set included 62 grants of \$100,000 and above, with two grants of \$500,000. The 2002 set included 55 grants of \$100,000 and above, with four grants above \$500,000 and one grant of \$1,000,000.
- Independent foundations continued to provide the vast majority of dollars awarded to the field in 2004 (72%), up from 61% in 2003 and 69% in 2002. Public foundations granted 12% of the total dollars awarded in 2004, down from 18% in 2003, but up from 8% in 2002.
- National organizations have increased their share of support over the past two years and now benefit from the single largest share (44%). In contrast, local groups received a larger share of grant dollars than national organizations in 2002 (42% versus 39%). Funding for international organizations also grew rapidly during this period, and the share of giving targeting these organizations climbed from 5% in 2002 to 15% in 2004. Yet part of this increase can be attributed to a single grantmaker (Atlantic

Philanthropies) who awarded several large international grants in the latest year.

- This is the first report to include information on regional differences in grantmaking. In 2004, the largest number of grants was awarded to organizations located in the West, while the largest share of grant dollars was given to organizations located in the Northeast. The regional distribution matched patterns for 2002 and 2003.
- LGBTQ funding for general operating support continued to roughly match the levels recorded for program support. Overall, general support accounted for 47% of the grants and 46% of the dollars awarded in 2004. Program/project support received 46% of the grants and 47% of the funding. These percentages were comparable to the 2003 data but represent a shift from 2002, when only 35% of the grant dollars targeted general operating support.

### **Primary Population Groups Funded**

- For the third year organizations supporting children and youth received the highest percentage of funding from a broad range of foundations – 18% of dollars awarded and 22% of the grants. While the percentage of grant dollars was down from 23% in 2003, actual dollars increased by over \$2 million.
- People of Color organizations and programs received the greatest percentage increase in funding in 2004 of any population group. They also benefited from more than five times the dollars awarded to POC groups in 2003 or 2002. Much of this increase can be attributed to a few large international grants to POC organizations, as well as HIV/AIDS grants to communities of color. Subtracting those grants, funding to organizations of color doubled between 2003 and 2004, from \$901,550 to \$1,986,765.
- Of the gender/sexual orientation categories, lesbians continue to receive the most grant support, but 2004 saw a decrease in the percentage of funding for lesbian issues of 5 percentage points from 2003 and 1.5 percentage points from 2002.
- Support for seniors has decreased in each of the three study years, and dollars dropped 50% between 2003 and 2004.

### **Strategies Funded**

- The highest percentage of funding in 2003 and 2004 went to organizations employing multiple strategies in their work. Advocacy and community organizing received the next highest levels of support in 2004, surpassing direct services. In 2003, direct services held the number two spot. Community organizing had the highest level of funding in 2002.

## at a glance

### Primary Issue Funded

- Civil rights led all other issues by share of LGBTQ funding in every year from 2002 to 2004. Actual grant dollars awarded have increased from \$4.9 million in 2002 to \$9 million in 2004.
- Organizations engaged in community building and empowerment received the second largest amount of funding across all three years, with funding increasing from \$4.7 million to \$8.3 million.
- Support for marriage/civil unions has grown consistently over the three study years. In 2004, this support totaled five times more than in 2003 – the largest dollar increase of any major issue area tracked.

**1. In calendar year 2004, 213 U.S.-based institutional grantmakers awarded grants totaling over \$50.1 million dollars in support of LGBTQ issues and organizations – a 75% increase over 2003 funding.**

- 213 grantmakers<sup>1</sup> reported support for LGBTQ-specific organizations and issues in 2004, including 104 independent foundations, 38 community foundations, 52 public foundations, 15 corporate foundations/giving programs, and 4 non-profit organizations and “other” funders.<sup>2</sup>
- These 213 grantmakers awarded 2,201 grants totaling \$50,180,481. This represented an increase of 59 grantmakers, 544 grants and \$21,489,766 (74.9%) in funding over the 2003 data.
- The average grant amount was \$22,799; the median grant amount was \$5,000. The fact that the average is so much higher than the median reflects the upward pull of the largest grants.
- A total of 107 grants were awarded equal to or exceeding \$100,000. There were four grants between \$500,000 and \$1,000,000 and four grants of \$1,000,000 and above, all of which were multi-year grants. This represents an increase of larger grants over those awarded in 2003 (two grants of \$500,000) or 2002 (four grants equal to or above \$500,000 and one grant of \$1,000,000).
- There were additional grants totaling \$350,000 for regranteeing by public foundations.
- Sixty-three (63) of the grantmakers reporting LGBTQ grants in 2004 were new to the list. In contrast, 16 foundations that made grants in 2003 did not grant to LGBTQ issues in 2004.
- Total LGBTQ dollars provided by the 213 funders in 2004 accounted for just over 0.1% (one-tenth of one percent) of the \$31.8 billion in grants tracked by the Foundation Center for all funders in that year. Nonetheless, this represented a slight increase over LGBTQ grants tracked in 2003.

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1. The grantmaking activity of 294 funders was reviewed for this report. Of these funders, 81 awarded no LGBTQ-specific grants in 2004.

2. “Other” includes anonymous and unspecified gifts/donors.

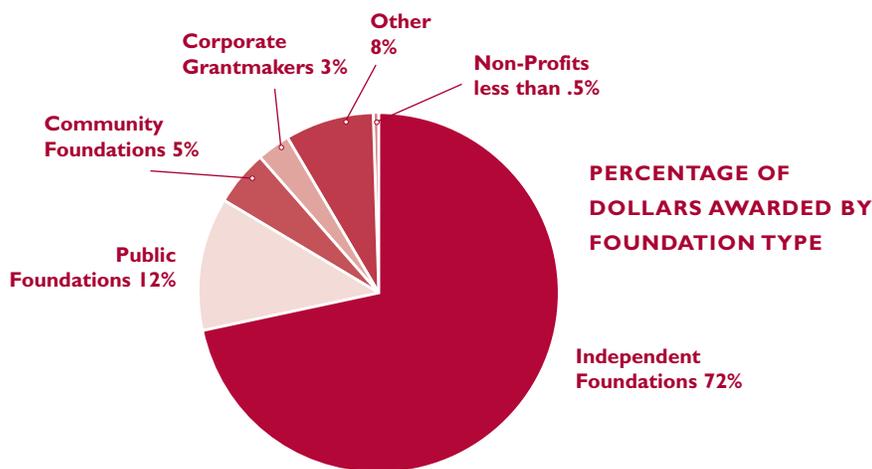
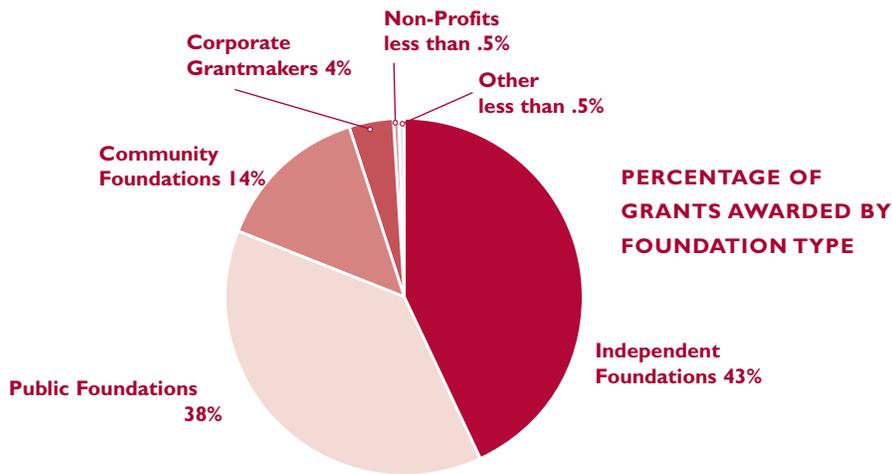
## an in-depth view

## 2. Independent foundations continued to provide the vast majority of LGBTQ funding to the field.

- Independent foundations gave 72% of all dollars awarded to the field in 2004, an increase of 11 percentage points over the 2003 numbers and 4 percentage points over 2002. The average grant amount (\$38,241) was two and a half times larger than the average grant from any other foundation type and nearly \$7,000 higher than the average grant in 2003. The median grant was \$15,000. Independent foundations gave 38% of the total number of grants awarded in 2004.
- Public foundations granted 12% of the total dollars given, a decrease of 6 percentage points from 2003, but an increase of 4 percentage points from 2002. The average grant was \$7,281 and the median grant was \$3,000. These foundations gave 38% of the grants awarded, down 10 percentage points from 2003, but an increase of 10 percentage points over 2002.
- Of the \$5,992,459 granted by public foundations, 53% of the funding came from LGBTQ foundations, 32% from progressive foundations, 8% from women's foundations and 7% from religious public foundations. These percentages are not significantly different from the 2003 data.
- Thirty-eight (38) community foundations gave a total of \$2,741,111, accounting for 5% of the total dollars granted and 14% of the grants. While the dollar amount of the grants given increased by nearly \$200,000 over 2003, the percentage of community foundation funding decreased by 2 percentage points. The average grant was \$8,784 and the median grant was \$3,000. Twenty-eight (28) of the 38 community foundations reporting grants were National Lesbian and Gay Community Funding Partnership sites.<sup>3</sup>
- Donor-advised grants accounted for 31% of the combined funding reported by public and community foundations. This is a decrease of 19 percentage points from 2003. Overall, donor-advised grants in 2004 represented 21% of the total number of grants made and 5% of the total dollars funded.
- Fifteen (15) corporate foundations/giving programs awarded \$1,291,960 (3% of grant dollars) in 83 grants (4% of grants awarded) to LGBTQ issues. These percentages are up slightly from 2003. The average grant was \$15,566 and the median grant was \$8,500.
- Independent foundations established by gay men awarded 560 grants (59% of the grants awarded by independent foundations) totaling \$14,266,367 (39% of the dollars granted by independent foundations).<sup>4</sup>

3. The National Lesbian and Gay Community Funding Partnership is a project of Funders for Lesbian and Gay Issues which promotes and supports the development of LGBTQ funds within community foundations.

4. These figures are based on information available from "out" donors and do not necessarily reflect the full scope of funding by LGBTQ people through their foundations.



3. The combined funding of the top ten foundations represented 58% of the total grant dollars awarded, up from 46% in 2003 and matching the percentage reported in 2002.

- The top ten foundations collectively awarded 591 grants (27% of the total grants) totaling \$28,920,963 (58% of the grant dollars). Nine of the ten funders gave over \$1 million in grants to LGBTQ issues in 2004. These foundations gave 3 percentage points fewer grants but 12 percentage points more grant dollars than were awarded by the top 10 foundations in 2003.

## an in-depth view

- The average grant from the top funders in 2004 was \$48,936 and the median grant was \$20,000. These numbers are nearly double the 2003 average and median grants, indicating significantly increased funding from the top ten foundations.
- The other 203 foundations tracked awarded 1,610 grants totaling \$21,259,518. The average grant was \$13,205 and the median grant \$5,000.
- One hundred twenty (120) of the 213 grantmakers (56% of the funders) gave less than \$50,000 in total grants. Eighty-nine (89) foundations awarded less than \$25,000 in total grants.
- The top four foundations collectively awarded \$18,717,825 (37% of total) through 299 grants (14% of total), nearly twice the amount given by the top four funders in 2003.
- Nine of the top ten are independent foundations and only one is a public foundation.
- The largest funder was the Evelyn and Walter Haas Jr., Fund awarding \$5,199,000 in grant dollars through 51 grants. This represents 10% of all grant dollars awarded in 2004. Haas awarded nearly twice as much funding as the top donor in 2003.
- Four of the top ten are independent foundations started by white gay men: Gill Foundation, Arcus Foundation, H. van Ameringen Foundation and the David Bohnett Foundation.

### TOP TEN FUNDERS OF LGBTQ ISSUES & ORGANIZATIONS BY DOLLARS GRANTED

Foundation	Total \$
Evelyn and Walter Haas Jr., Fund	5,199,000
Atlantic Philanthropies	5,000,000
Gill Foundation	4,486,832
Arcus Foundation	4,031,993
Ford Foundation	3,833,380
Open Society Institute	1,600,438
H. van Ameringen Foundation	1,448,450
David Bohnett Foundation	1,299,788
The California Endowment	1,270,568
Astraea Lesbian Foundation for Justice	750,514

#### 4. The top ten foundations by number of grants awarded accounted for 40% of all the grants made in 2004.

- The top 10 funders by number of grants awarded gave 872 grants totaling \$19,110,994, representing 40% of all grants made and 38% of the dollars awarded in 2004, a decrease of 6 percentage points in the number of grants made from the 2003 data and 8 percentage points lower than in 2002. The average grant was \$21,916 and the median grant was \$6,763.
- Six (6) foundations on this list were also included in the top 10 largest funders by dollars awarded.
- Four of the ten were public foundations, all of which were LGBTQ-focused foundations.
- Five of the six independent foundations were founded by white gay men.

##### **TOP TEN FUNDERS OF LGBTQ ISSUES & ORGANIZATIONS BY NUMBER OF GRANTS AWARDED**

<b>Foundation</b>	<b># of Grants</b>
Gill Foundation	190
Pride Foundation	125
Horizons Foundation	116
Astraea Lesbian Foundation for Justice	83
Equity Foundation	83
David Bohnett Foundation	80
Arcus Foundation	51
Evelyn and Walter Haas Jr., Fund	51
Paul Rapoport Foundation	48
H. van Ameringen Foundation	45

#### 5. Eighteen of the fifty largest U.S. foundations by asset size awarded grants to LGBTQ causes.

- The combined LGBTQ giving of the fifty largest U.S. foundations by asset size was \$6,442,670, which represents 13% of all LGBTQ giving in 2004. While only eight of the fifty largest foundations awarded LGBTQ grants in 2003, the amount of their grants was 17.6% of the total LGBTQ funding, 4.6 percentage points higher than the 2004 percentage of funding (13%).

# an in-depth view

- The total LGBTQ giving of the two largest foundations by asset size represented in our database (The California Endowment and Ford) was \$5,103,948, which was 10% of the LGBTQ giving in 2004. The combined LGBTQ giving of these foundations in 2003 was nearly \$900,000 less, but represented 5 percentage points more of the LGBTQ giving that year.
- Ten of the 18 funders awarded only one grant.

## 6. Ten nonprofit organizations received nearly one-third of all dollars granted.

- The top ten nonprofit organizations, by dollars granted, received \$14,804,872, which represented 30% of the total monies awarded. These organizations received \$5.5 million more than the top ten organizations in 2003.
- Six of the top ten (and four of the top five) organizations were on this list in 2003.
- Nine of the organizations are national in scope and one is local.

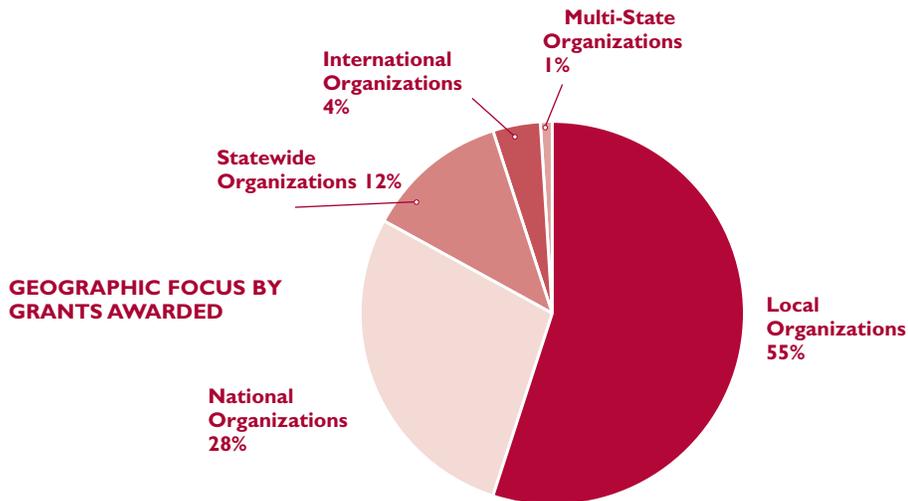
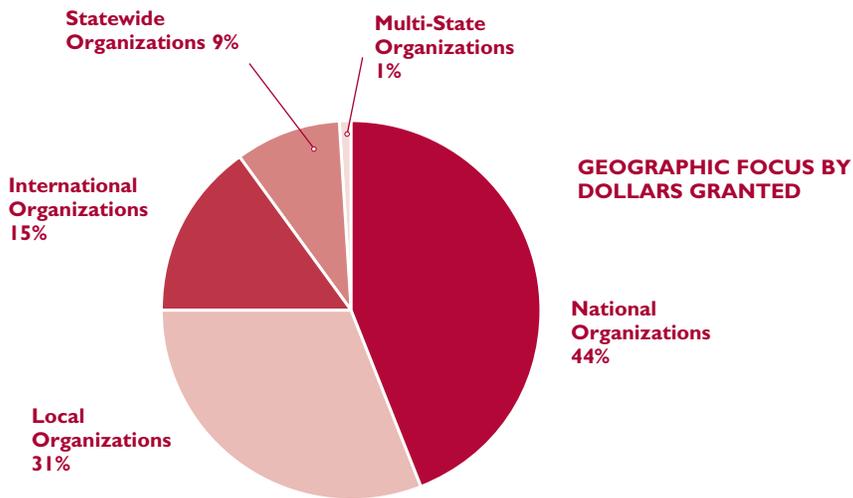
### TOP TEN ORGANIZATIONS BY DOLLARS GRANTED

Organization	Total \$
National Gay and Lesbian Task Force	3,306,600
Gay, Lesbian, Straight Education Network	2,209,645
Lambda Legal Defense and Education Fund	2,021,455
Proteus Fund	1,500,000
Gay and Lesbian Alliance Against Defamation	1,425,422
American Civil Liberties Union Lesbian and Gay Rights Project	1,043,750
International Lesbian and Gay Human Rights Commission	963,200
Affirmations Lesbian and Gay Community Center, Ferndale, MI	875,000
Astraea Lesbian Foundation for Justice	859,300
Gender Public Advocacy Coalition (Gender PAC)	600,500

## 7. Organizations doing national work received the majority of grantmakers' support.

- National organizations received 44% of all grant dollars awarded, down 2 percentage points from 2003 and up 5 percentage points from 2002. Local organizations received less than a third of the funding (31%), down 5 percentage points from 2003 and a decrease of 11 percentage points from 2002.
- The most significant increase went to international organizations, which received 15% of the funding in 2004, a two and a half times greater share than in 2003 and three times greater share than 2002.

- Over half (55%) of the number of grants awarded went to local organizations, 28% went to national organizations, 12% to statewide groups, 4% to international organizations and 1% to multi-state groups. These percentages were nearly the same as the previous two years.



**AVERAGE / MEDIAN GRANT SIZE BY GEOGRAPHIC FOCUS**

Organization	Average \$	Median \$
Local Organizations	12,841	5,000
Statewide Organizations	17,483	7,500
Multi-State Organizations	29,891	10,000
National Organizations	36,114	10,000
International Organizations	78,320	10,000

## an in-depth view

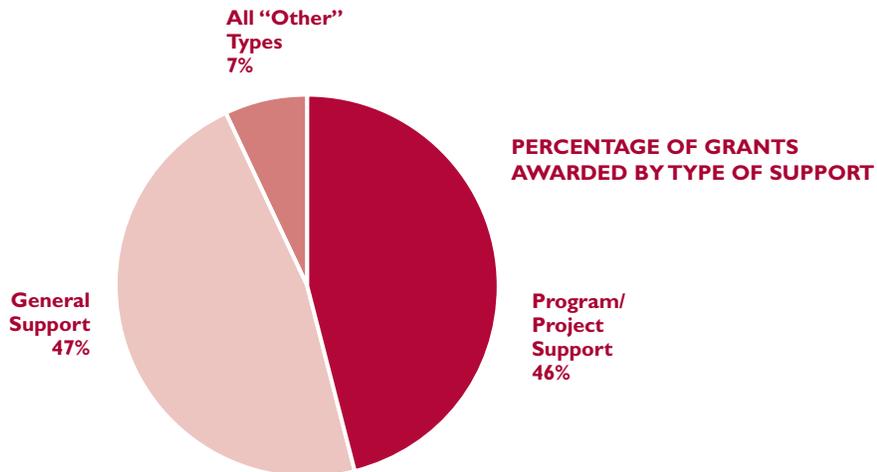
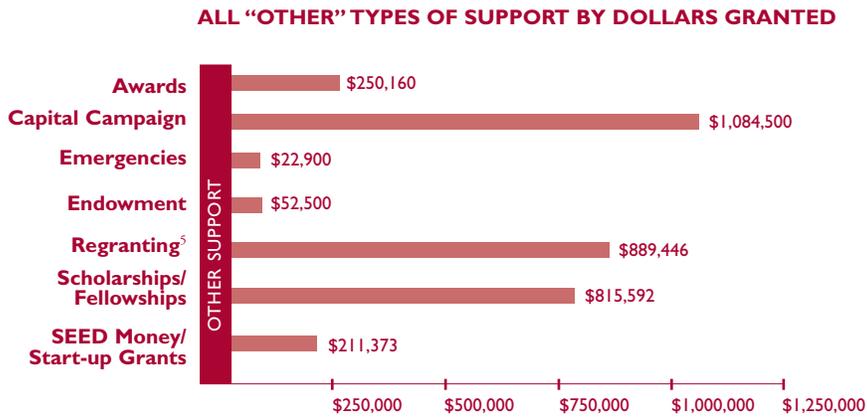
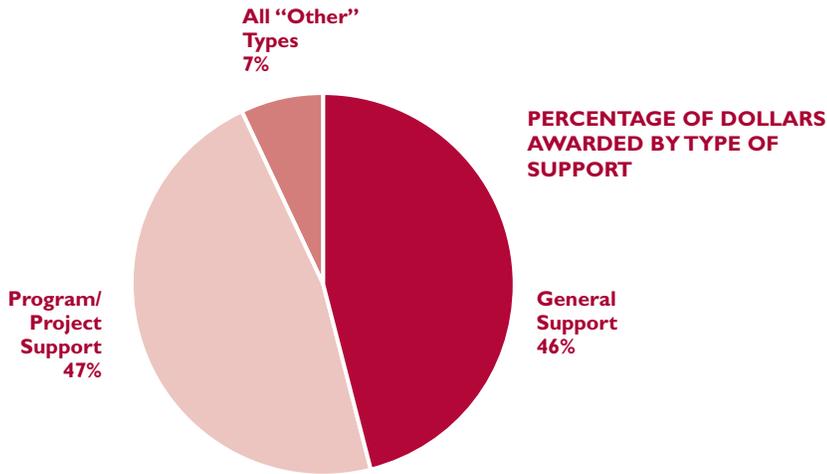
- Sixteen percent (16%) of the international funding went to U.S.-based organizations, down from 44% of the funding in 2003. This decrease can be attributed to several large grants made by Atlantic Philanthropies to organizations outside of the United States.
- Eighty-five percent (85%) of the grant dollars and 83% of the grants awarded for national work went to organizations based in three states – New York, District of Columbia and California.
- Local organizations in three states, California, New York and Michigan, received 71% of the local grant dollars given and 22% of all grant dollars awarded.
- The largest number of grants was awarded to organizations located in the West while the most grant dollars were given to organizations located in the Northeast. The regional distribution was the same for 2002 and 2003.
- Based on the data collected, six states received no funding in 2004: New Jersey, Delaware, Mississippi, North Dakota, Oklahoma and South Dakota, which is down from 8 states in 2003 and up a bit from 5 states in 2002. South Dakota is the only state not to have received LGBTQ funding over the three years of data collection.

**REGIONAL DISTRIBUTION OF LGBTQ GRANTS AND FUNDING**

Region	# of Grants	\$ Amount
West	831	2,428,450
Northeast	680	19,932,862
South	317	7,094,440
Midwest	275	4,274,681
International	72	6,037,273

### 8. Program support and general operating support were awarded a comparable amount of funding.

- General support accounted for 47% of the grants given and 46% of the dollars awarded in 2004. Program/project support received 46% of the grants and 47% of the funding. These percentages are comparable to the 2003 data, but represent a shift from 2002, where only 35% of the grant dollars went toward general operating support.



5. An additional \$350,000 was awarded for regranting to other foundations that is not included in this number. The funding is reflected in the grants list of the foundations that did the regranting.

## 9. Children and Youth continued to garner the greatest amount of support from grantmakers.<sup>6</sup>

- Organizations supporting children and youth received 18% of the grant dollars awarded to population groups and 22% of the grants. While the percentage of grant dollars received is 5 percentage points lower than the 23% awarded in 2003, the actual dollar amount increased by over \$2 million dollars.
- The share of funding for organizations supporting communities of color increased four fold to 12% in 2004, up from 2002 (3.4%) and 2003 (3.1%). Nearly half of this increase can be attributed to three multi-year international grants to groups supporting black South Africans. Another influencing factor in the increased funding was the tracking of HIV/AIDS grants for the first time in 2004. A total of 17% percent of the POC funding went to HIV/AIDS programs.
- The largest percentage increase in funding to communities of color went to people of African descent, which rose from 1.2% in 2003 to 6% of total funding in 2004. The South African grants and HIV/AIDS support contributed to 4.7% percentage points of this increase. Excluding these grants the dollar amount of funding for people of African descent doubled from 2003.
- Fifty-seven percent (57%) of all grant dollars given went to LGBTQ people generally rather than any specific demographic subgroup. This is comparable to the percentage of dollars awarded in 2003 and 2002.
- Excluding the bisexual category, grant dollars were relatively equally divided within the gender/sexual orientation populations, with 2% of the funding going each to lesbians, transgender people and gay men. This represents a 5 percentage point decrease in the share of funding for lesbian issues from 2003 (7%).
- Other notable shifts from 2003 include a decrease of nearly 50% in dollars granted to seniors and an increase of over three times the amount of support for LGBTQ programs targeted to the general population.

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6. In order to be included in the database, a grant had to target LGBTQ-specific issues, organizations or people. Therefore, when coding grants by population, non-LGBTQ defining characteristics were always given preference.

**FUNDING BY PRIMARY POPULATION SERVED OR ADDRESSED<sup>7</sup>**

<b>Funding by Issues</b>	<b>\$ Value of Grants</b>	<b>% of Total Dollars Granted</b>	<b># of Grants</b>
<b>All LGBTQ</b>	<b>28,658,291</b>	<b>57</b>	<b>1,268</b>
Lesbians	1,191,184	2	131
Transgender	915,551	2	73
Gay Men	843,560	2	77
Other Sexual Minority	396,000	0.8	7
Bisexuals	4,500	0.0	2
LGBTQ – General	25,307,496	50	978
<b>Children &amp; Youth</b>	<b>8,793,111</b>	<b>18</b>	<b>481</b>
<b>All People of Color</b>	<b>5,880,065</b>	<b>12</b>	<b>141</b>
People of African Descent	3,069,453	6	46
Hispanic	527,102	1	28
Asian/Pacific Islanders	418,490	0.8	21
Native Americans	13,000	0.0	3
Other Named Groups	6,200	0.0	4
POC – General	1,845,820	4	39
<b>General Population</b>	<b>3,263,410</b>	<b>7</b>	<b>121</b>
<b>Other Named Group<sup>8</sup></b>	<b>1,175,017</b>	<b>2</b>	<b>62</b>
<b>Military/Veterans</b>	<b>702,249</b>	<b>1</b>	<b>28</b>
<b>Aging/Elderly/Senior Citizens</b>	<b>579,195</b>	<b>1</b>	<b>51</b>
<b>Adults – General</b>	<b>259,000</b>	<b>.5</b>	<b>3</b>
<b>Immigrants/Newcomers/Refugees</b>	<b>236,400</b>	<b>0.5</b>	<b>10</b>
<b>Women – General</b>	<b>208,343</b>	<b>0.4</b>	<b>21</b>
<b>Sex Workers</b>	<b>70,000</b>	<b>0.1</b>	<b>2</b>
<b>Offenders/Ex-Offenders</b>	<b>65,000</b>	<b>0.1</b>	<b>5</b>
<b>Poor/Economically Disadvantaged</b>	<b>47,500</b>	<b>0.0</b>	<b>3</b>
<b>People with Disabilities</b>	<b>43,000</b>	<b>0.0</b>	<b>4</b>

10. Advocacy and Community Organizing received the most funding among the specific strategies supported by grantmakers.

- Twenty-two (22%) percent of the dollars awarded and 22% of the grants given went to organizations doing advocacy and community organizing work, nearly double the percentage of funding received in 2003.
- Organizations engaged in direct service to LGBTQ people received 10% of the funding and 16% of the grants awarded, an increase over the dollar amount awarded in 2003 and a slight decrease in the number of grants given.
- The dollars granted for organizations engaged in multi-strategy LGBTQ work, which included some combination of advocacy, community organizing, direct service, education and litigation, more than doubled from 2003 and represented 18% of the dollars awarded in 2004.

7. The totals here do not match the totals listed elsewhere in this report because this table does not include grants where the primary population was unspecified.

8. The category listed as “Other Named Group” included clergy and religious groups, educators, health care providers, journalists and social workers.

## an in-depth view

### FUNDING BY STRATEGY

Strategy	\$ Value of Grants	% of Total Dollars Granted	# of Grants
Multi-Strategy	9,079,869	18	220
Advocacy	5,644,191	11	218
Community Organizing	5,466,069	11	263
Direct Service	5,150,920	10	350
Organizational Capacity			
Building	4,391,815	9	98
Litigation	2,978,304	6	122
Culture	2,750,417	5	201
Public Education	2,671,606	5	104
Philanthropy	2,445,610	5	94
Research	1,887,819	4	59
Leadership Development	1,691,592	3	96
Film/Video/Radio			
Production	1,331,652	3	61
Electronic Media/			
Online services	1,089,014	2	36
Training/Technical			
Assistance	1,030,911	2	46
Other	778,907	2	28
Unspecified	560,717	1	46
Conferences/Seminars	404,778	0.9	62
Fundraising Event	305,993	0.7	56
Curriculum Development	202,500	0.5	10
Publications	192,297	0.4	21
Matching Grant	125,500	0.3	10

### 11. Civil and Human Rights, including Marriage/Civil Unions, again led the field by the amount of funding received.

- Eighteen (18%) percent of all dollars awarded went to civil rights issues, 6% to human rights and 11% to marriage/civil unions, representing over a third of the total funding. Marriage/civil unions received five times more of the dollars granted in 2004 than in 2003, the largest increase of any major issue area tracked. Nearly one quarter (22%) of all LGBTQ grants were given to these issues in 2004, a 5.5 percentage point increase over the share awarded in 2003 and 9 percentage points greater than in 2002. The Civil and Human Rights categories included LGBTQ ballot initiatives, immigration and asylum, employment discrimination, and family issues such as adoption and parental rights.
- Organizations engaged in community building were awarded the second highest level of funding, 17% of grant dollars awarded, and the largest number of grants given to a single issue at 25%. The percentage of dollars awarded is similar to 2003, but the

percentage of grants given dropped by 5 percentage points. This category included community organizing projects, community centers, cultural events, film festivals and social networking activities.

- As explained earlier in the report, we tracked LGBTQ-specific HIV/AIDS funding for the first time in 2004 and found 5% of the grant dollars were given to this issue. We believe these grants may be under-represented in this research and hope to be more successful in identifying more of these grants in the future.

#### FUNDING BY PRIMARY ISSUE

Funding by Issues	\$ Value of Grants	% of Total Dollars Granted	# of Grants
Civil Rights	9,044,238	18	310
Community Building/ Empowerment	8,374,480	17	560
Marriage/Civil Unions	5,621,249	11	116
Health	4,683,451	9	173
Education/Safe Schools	4,682,153	9	192
Human Rights	2,788,843	6	48
HIV/AIDS	2,444,922	5	88
Homophobia	2,158,579	4	103
Philanthropy	2,097,706	4	101
Gender-identity	1,258,231	3	71
Multi-issue	1,170,357	2	79
Strengthening Families	1,044,176	2	72
Religion	892,425	2	55
Other <sup>9</sup>	867,696	2	37
Military	701,249	1	27
Visibility	645,850	1	36
Anti-Violence	589,493	1	69
Housing	584,960	1	24
Unspecified	369,423	0.7	34
Labor/Employment	161,000	0.3	6

9. The "Other" category included research projects on coming out issues, societal attitudes toward LGBTQ people, LGBTQ candidates, mentoring programs, youth in foster care, indigent youth, and needs assessments.

## Scope of the Database

**We knew** when we began this research project that it would be impossible to survey the entire universe of grantmakers supporting LGBTQ organizations and projects. The reasons for this are twofold. First, there is no uniformity in the grants classification system used by grantmakers. For example, some foundations classify LGBTQ as an issue, others as a population; many do not use LGBTQ as a category in their classification system and have no way of identifying these grants in their databases. Secondly, with nearly 68,000 U.S. foundations it is not possible for us to do a comprehensive search of all grants made by all grantmakers.

Based on these factors, there were essentially two ways to proceed. One option was to select a random sample of foundations to survey. The advantage of this methodology is that it would provide a statistically representative sample and the ability to generalize about the overall state of LGBTQ funding. The disadvantage is that, given how few grantmakers fund LGBTQ issues and the grants classification limitations described above, the data would be limited to generalizations and miss the depth and richness of detail around who is funding LGBTQ organizations and programs. The second option was to create a purposive sample that would target grantmakers known to us as funding, or being open to funding, LGBTQ organizations. We chose the purposive sampling method believing that both the quality and quantity of the information would provide greater insight and information about the state of LGBTQ philanthropy.

## Population Surveyed

**Requests for** information were sent to:

336 foundations listed in Funders for Lesbian and Gay Issues' Online Directory for Grantseekers;

161 additional grantmakers identified through the Foundation Center database or from funders lists of LGBTQ organizations;

The top 50 foundations by asset size.

In total, information was solicited from 527 grantmakers, including independent, public, community and corporate foundations, and non-profit organizations with grantmaking programs. This report represents information from the 213 respondents that provided support for LGBTQ projects and organizations in 2004.

Information was obtained through self-reporting by foundations, a review of 990s and annual reports as posted on-line and in the Foundation Center's database.

## Criteria for Inclusion and/or Exclusion of Grants

**A decision** was made for the 2004 report to include HIV/AIDS grants that target LGBTQ people. This data was not collected for our previous reports. Identifying specific LGBTQ HIV/AIDS grants proved quite difficult due again to the limitations and lack of consistency of the grants classification systems used by foundations. While many funders do code HIV/AIDS grants, they do not generally code the LGBTQ population within that category. As a result, we were only able to identify what we believe to be an underrepresented percentage of the LGBTQ HIV/AIDS grants awarded in 2004. Moving forward, we plan additional targeted outreach to create a clearer picture of the scope of this funding.

Our overall research goal was to ensure that the data collected focused specifically on LGBTQ issues and organizations. Therefore, the data does not include grants to organizations or projects that are generally inclusive of LGBTQ people if the grant is not specifically targeting an LGBTQ issue or population. For example, a women's organization given a grant to develop a sex education curriculum for girls, inclusive of LGBTQ issues, would not be included. If that same organization was funded to provide sex education specifically to lesbians, it would be included. A state-wide human rights advocacy organization given a grant specifically to fight an anti-gay marriage amendment would be included. However, if that same group was given a general support grant, it was not included.

## Regranting

**To avoid** double-counting dollars, this report allocates all regranting monies to the organizations actually doing the regranting. This provides the most information about where and for what purposes the money is going, thus capturing the intent of the primary funder and the regranting institution. The downside to this approach is that it does not accurately present the full funding by those institutions giving regranting money. To address this issue, we have provided information about those foundations and the dollar amount of those grants.

## Classification System

**In addition** to recording basic information about the grantmaker (name, city, state and type of foundation), the grantee (name, city, state, country), and amount and duration of the grant, the database also provides information on the following five areas:

- Geographic focus (local, state, multi-state, national, international) of the grantee;

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- Population addressed or served by the grants;
- Type of support (general, program, research, scholarships, capital campaigns, etc.);
- Strategies funded (advocacy, public education, culture, community organizing, litigation, leadership development, etc.);
- Issue addressed (civil rights, community building, health, religion, homophobia, etc.).

While several of these categories are self-evident, others need some further explanation.

The **Population Served or Addressed** category is intended to indicate the targeted audience for the grant. Because our criteria dictates that all of the grants target or serve the needs of LGBTQ people, our goal for this category was to identify the specific constituency or group where possible (youth, seniors, people of color, general population, etc.). For example, a grant serving LGBTQ seniors of color would be coded to indicate that the primary population served was Seniors and People of Color; a grant addressing LGBTQ people in the military would be coded to indicate that the primary population served was People in the Military; a grant working for the human rights of LGBTQ people would indicate the population being addressed or served as LGBTQ; and a public education campaign to create greater acceptance of LGBTQ people would designate the General Population as the primary audience being addressed.

For **Strategies Used** and **Issues Addressed**, several factors made it difficult to assign categories. First, the differences in grants classification systems and in the philosophical and political approaches of foundations mean that there is no uniformity in the labeling used by reporting foundations. This requires that we make a subjective assignment in order to best fit the grants into our classification system. Second, in many cases, the grants lists we received did not provide any information other than the name of the grantee and the type of support. In these cases, attempts were made to research on-line the work of the grantee to help make an assignment. When that was not possible, the grant was coded as Unspecified. Finally, many grantees use multiple strategies, e.g. litigation, advocacy, public education, and/or address multiple issues.

## Report Timeframe

**This report** is based on grants authorized during calendar year 2004, which means that if a foundation's board met in December 2003 and authorized a grant for work to be done in 2004, we did not include that grant as it would have been included in the 2003 report.

Although we are working with the calendar year, there is a sub-set of grantmakers who operate within a different fiscal year and who were only able to provide grants data based on their fiscal year. We decided to allow for this inconsistency with the understanding that we would remain consistent with the future reporting of those

grantmakers over time. This consistency is important to prevent future double-counting of grants or to prevent losing some grants data by changing time frames.

Multi-year grants are listed only in the year in which they were authorized, with the full amount of the grant listed in that year together with the duration of the grant. The advantage of tracking all funds authorized in a year is that it best reflects a foundation's priorities in any given time period. The disadvantage is that could present an inflated or under-inflated commitment to an interest or an issue over time.

### MASTER LIST OF FUNDERS

Foundation Name	# grants	total \$
Abelard Foundation	1	400
Agape Foundation	1	2,000
AHS Foundation	4	90,000
Alphawood Foundation	6	85,000
American Express Company & Foundation	14	102,350
American Psychological Foundation/Evelyn Hooker Program	15	112,896
An Uncommon Legacy Foundation	1	3,000
Andersen Foundation, Hugh J.,	4	39,500
Andrus Family Fund	3	153,000
Anonymous	21	4,015,000
Arcus Foundation	51	4,031,993
Astraea Lesbian Foundation for Justice	83	750,514
AT&T Foundation	3	16,650
Atlantic Philanthropies	7	5,000,000
Ben & Jerry's Foundation	2	11,500
Bills Foundation	7	18,500
Blachford-Cooper Foundation	15	132,742
Black & Fuller Fund, Harry S. & Allon	3	35,000
Bohnett Foundation, David	80	1,299,788
Boston Foundation	31	123,750
Boston Women's Fund	3	15,243
Bright Mountain Foundation	1	4,500
Brother Help Thyself	16	45,377
Brown Foundation, Arch & Bruce	10	5,250
Calamus Foundation	9	65,000
California Endowment, The	38	1,270,568
California Wellness Foundation	1	120,000

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Foundation Name	# grants	total \$
Cameron Baird Foundation	2	30,000
Cape Cod Foundation, The	6	16,400
Carnegie Corporation of NY	1	25,000
Carpenter Foundation, E. Rhodes & Leona B.	6	120,000
Casey Family Programs	1	20,000
Casey Foundation, Annie E.	2	25,000
Chicago Community Trust	1	250,000
Chicago Foundation for Women	10	33,280
Children of Lesbians and Gays Everywhere (COLAGE)	4	4,000
Chinook Fund	3	15,000
Cleveland Foundation	1	9,250
Colin Higgins Foundation	8	91,000
Columbia Foundation	3	277,500
Columbus Foundation	5	35,500
Common Stream	4	40,000
Community Foundation of Southeastern Michigan	32	187,650
Community Foundation for Greater Atlanta	8	121,000
Community Foundation for Southern Arizona	7	24,940
Community Foundation of Greater Greensboro	1	10,000
Community Foundation of Middle Tennessee	3	7,000
Community Foundation of Santa Cruz County	16	84,200
Community Foundation of Western Massachusetts	1	5,000
Community Foundation Serving Boulder County	13	22,000
Community Foundation Serving Richmond and Central Virginia	2	16,446
Community Technology Foundation of California	3	80,000
Cream City Foundation	4	10,645
Crossroads Fund	4	12,000
Dade Community Foundation	12	106,750
DaimlerChrysler Corporation Fund	6	282,500
Dallas Women's Foundation	2	34,980
Day Foundation, Doris and Victor	1	1,500
DeCamp Foundation, Ira	1	125,000
Durfee Foundation, The	3	37,500
Equity Foundation	83	124,771

<b>Foundation Name</b>	<b># grants</b>	<b>total \$</b>
Esmond Harmsworth 1997 Charitable Foundation	6	110,000
Eychaner Charitable Foundation, Rich	1	23,380
Fels Fund, Samuel S.	2	13,000
Ford Foundation	20	3,833,380
Foundation for Enhancing Communities	6	27,635
Foundation for the Carolinas	3	11,700
Fowler-Bombardier Family Charitable Trust	7	273,500
Frameline	4	20,000
Fund for Santa Barbara	3	21,270
Fund for Southern Communities	3	12,500
Funding Exchange	34	286,683
Gannett Foundation	1	15,000
Gatewood Foundation	5	50,000
Geffen Foundation, David	19	238,000
Gerbode Foundation, Wallace Alexander	1	5,000
Getty Trust, J. Paul	1	4,000
Gill Foundation	190	4,486,831
Global Fund for Women	35	309,493
Golden Rule Foundation	3	19,000
Goodworks Fund	15	23,500
Gould Charitable Trust, Edward S.	2	78,750
Greater Milwaukee Foundation	24	153,976
Greater Worcester Community Foundation	1	15,000
Guilford Green Foundation	9	41,300
Gund Foundation, George	3	130,000
Haas Fund, Walter and Elise	6	163,960
Haas Jr., Fund, Evelyn and Walter	51	5,199,000
Hauff, Robert V. & Dreeland, John F. Foundation	1	50,000
Hawai'i People's Fund	3	4,600
Haymarket People's Fund	7	44,800
Headwaters Fund for Justice	8	37,000
Helene Foundation	2	30,000
Herb Block Foundation	2	30,000
Hewlett Foundation, William & Flora	1	150,000
Hill Snowdon Foundation	2	30,000

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Foundation Name	# grants	total \$
Hirsch Foundation, Armin & Esther	1	5,000
Hitchner Foundation, Carl	3	21,000
Hollyfield Foundation	16	66,000
Horizons Foundation	116	667,178
Houston Endowment	8	22,972
Howard Heinz Endowment	1	5,250
Independence Community Foundation	1	7,500
Irvine Foundation, James	2	17,500
Johnson Family Foundation	1	15,000
Joseph Foundation, Peter T.	4	12,000
Kalamazoo Community Foundation	10	57,400
Kaplan Family Foundation, Rita and Stanley H.	1	500
Kellett Foundation, John Steven	11	7,550
Kerr Foundation, William A.	6	55,800
Kresge Foundation	1	65,000
La Crosse Community Foundation	2	6,976
Larsen Foundation, John	5	90,000
League at AT&T Foundation	6	10,000
Levi Strauss & Co/Foundation	8	302,110
Liberty Hill Foundation	25	648,500
Lily Auchincloss Foundation	4	50,000
List Foundation, Albert A.	2	35,000
M.A.C. Global Foundation	3	45,000
MacArthur Foundation, John D. and Catherine T.	1	15,000
Maine Community Foundation	4	3,000
Maine Health Access Foundation	1	40,000
Maine Initiatives	2	40,500
Marcus Foundation, Grace & Alan	3	6,500
Marin Community Foundation	5	4,750
Mary Wohlford Foundation	2	20,000
McCune Charitable Foundation	1	3,000
McKenzie River Gathering	13	32,150
Mertz Gilmore Foundation	3	340,000
Minneapolis Foundation	8	6,750
Model Foundation, Leo	1	5,000

<b>Foundation Name</b>	<b># grants</b>	<b>total \$</b>
Montana Community Foundation	3	15,000
Moriah Fund	2	55,000
Morningstar Foundation	5	22,500
Morrison & Foerster Foundation	6	9,750
Morrow Foundation, Allan	1	35,000
Mossier Foundation, Kevin J.	14	602,550
Ms Foundation for Women	2	56,000
New Harvest Foundation	8	14,775
New Mexico Community Foundation	7	17,750
New York Community Trust	17	545,000
New York Foundation	5	217,500
North Star Fund	5	24,000
Oak Park-River Forest Community Foundation	1	260
Open Meadows Foundation	3	2,725
Open Society Institute	26	1,600,438
Otto Bremer Foundation	1	50,000
Overbrook Foundation	12	351,050
Pacific Pioneer Fund	1	5,000
Palm Foundation, Michael	2	265,000
Peace Development Fund	2	11,500
PFLAG National Scholarship Program	1	38,500
Philadelphia Foundation	7	63,900
Philanthrofund Foundation	20	53,500
Phillips Family Foundation, Jay & Rose	9	191,500
Pittsburgh Foundation	2	7,000
Playboy Foundation	2	5,500
Point Foundation	11	132,679
Polk Bros Foundation	4	62,500
Pride Foundation	125	502,769
Prudential Foundation	5	3,500
Public Welfare Foundation	2	125,000
Rainbow Foundation	1	200,000
Rapoport Foundation, The Paul	48	599,700
Reaugh Trust Fund, Ernest O.	4	8,000
Resist	8	18,050

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Foundation Name	# grants	total \$
Retirement Research Foundation	1	45,000
Rhode Island Foundation	6	159,865
Richardson Fund, Anne S.	2	50,000
River Rock Foundation	1	20,000
Robert Wood Johnson Foundation	2	60,000
Roblee Foundation, Joseph H. and Florence A.	12	142,615
Rose Community Foundation	3	36,000
Rose Foundation, Adam R.	7	76,700
Rotasa Foundation	2	12,150
Samara Foundation of Vermont	9	16,300
San Diego Foundation for Change	5	21,000
San Diego Foundation	5	75,690
San Diego Human Dignity Foundation	1	1,000
San Francisco Foundation	15	321,000
San Luis Obispo County Community Foundation	6	16,986
Santa Fe Community Foundation	8	23,000
Shefa Fund	8	36,150
Small Change Foundation	11	130,500
Snowden Foundation, Ted	9	145,000
Social Justice Fund Northwest	22	144,850
Southern Partners Fund	3	64,000
St Paul Travelers Foundation	5	60,000
Stonewall Community Foundation	43	577,862
Third Wave Foundation	2	8,000
Tides Foundation	31	323,035
Transgender Scholarship and Education Legacy Fund (TSELF)	4	5,000
Unger Foundation, Aber D.	2	55,000
Unitarian Universalist Funding Program	4	36,370
Unitarian Universalist Veatch Program at Shelter Rock	9	330,000
Valentine Perry Synder Fund	1	20,000
van Ameringen Foundation, H.	45	1,448,450
van Loben Sels/RembeRock Foundation	2	8,500
Vanguard Charitable Endowment Program	4	175,500
Vanguard Public Foundation	7	13,100
Ventura County Community Foundation	1	250

<b>Foundation Name</b>	<b># grants</b>	<b>total \$</b>
Verizon Foundation	3	27,500
Vermont Community Foundation	30	152,337
Wachovia Foundation	2	6,000
Wallis Foundation	3	60,000
Watanabe Charitable Trust, Terry K.	9	431,813
Weingart Foundation	1	10,000
Wells Fargo Foundation	17	299,850
Wexler-Zimmerman Charitable Trust	3	55,000
Wisconsin Community Fund	1	2,400
Womens Foundation of California	8	47,335
Women's Fund of Miami-Dade County	1	5,000
Women's Way	2	4,000



**Funders for Lesbian and Gay Issues**

116 East 16th Street, 7th Floor

New York, NY 10003

212 475 2930

[www.lgbtfunders.org](http://www.lgbtfunders.org)