



THE CENTER FOR PHILANTHROPY

The power to make a bigger impact



THE PITTSBURGH
FOUNDATION
The power to do great things.



“TO ACCOMPLISH GREAT THINGS,
WE MUST NOT ONLY ACT,
BUT ALSO DREAM; NOT ONLY PLAN,
BUT ALSO BELIEVE.”

– Anatole France, poet, journalist, novelist



Pittsburgh gave birth to American philanthropy more than a century ago. And now, through The Pittsburgh Foundation’s Center for Philanthropy, it is empowering a whole new brand of giving.

Dedicated to excellence. Passionate about results. Rooted in caring. Connected to community.

This is philanthropy for donors who give with purpose. Who see giving as more than writing a check. And who want their giving to matter—now and into the future.

If that’s how you give, or how you want to give, the Center for Philanthropy is for you.

An innovative venture developed by The Pittsburgh Foundation exclusively for our most serious donors, the Center is a place to learn, collaborate and grow as an effective philanthropist.

WHY THE CENTER FOR PHILANTHROPY?

Andrew Carnegie, the father of American philanthropy, famously described giving money away intelligently as harder than making it in the first place. He may have been exaggerating, but countless philanthropists in the century since have wrestled with the same challenge he did: **How do I turn my charitable dollars into meaningful impact?**

If you care about that with your own giving, you are not alone. Philanthropy is one of the fastest-growing sectors in the United States. Annual charitable giving amounts to some \$400 billion—an amount that exceeds the GDP of all but 30 of the world's nations.

And today's donors are increasingly intent on making informed decisions about their giving. But where can donors like you go to get the support you need?

That's where the Center for Philanthropy comes in. In one central place, it offers state-of-the-art philanthropic advising, learning opportunities for donors and their trusted advisors, guidance on multi-generational philanthropy, detailed community knowledge, expertise in grant making, and unique opportunities to leverage resources through collaborative initiatives.

But, most of all, what the Center offers is the opportunity for you, and The Pittsburgh Foundation, to make a bigger difference. And that's a win for all of us.

The world has changed dramatically in the century since Andrew Carnegie launched philanthropy's journey, but one constant remains: With a century of experience and innovation under its belt, Pittsburgh is still setting the bar for high-quality, high-impact giving. The Center will help you do the same.



“UNLESS YOU CHOOSE TO DO GREAT THINGS WITH IT, IT MAKES NO DIFFERENCE HOW MUCH YOU ARE REWARDED, OR HOW MUCH POWER YOU HAVE.”

– Oprah Winfrey, TV host, producer, philanthropist





“WHEN YOU FIND A UNIQUE OPPORTUNITY TO MAKE A REAL DIFFERENCE, YOU FOCUS ON IT AND CONSTANTLY REASSESS THE RESULTS. THIS IS DISCIPLINE.”

– Peter F. Drucker, management expert, author, teacher



DISTINCTIVE CORE APPROACH

There is a saying that “anything worth doing is worth doing well.” We created the Center for Philanthropy as a unique partnership between The Pittsburgh Foundation and donors who believe in philanthropy done well. Here you can work with our skilled staff to clarify your philanthropic values, gain insight into critical issues and community needs, and identify organizations and opportunities that align with your giving priorities. Our staff offers unrivaled expertise in philanthropic advising, grant making, community dynamics, and the social, economic and environmental issues at the heart of most philanthropy.

Through the Center, you will also have opportunities to amplify the impact of your giving by joining forces with The Pittsburgh Foundation, and even with other donors, on collaborative and strategic grantmaking initiatives. What makes this partnership work is the Center’s distinctive, core approach. We use a comprehensive array of modern, sophisticated resources and programs to help donors, supported by their professional advisors, to fulfill their charitable ambitions in ways that are strategic, informed and enduring.

This core approach focuses on mastering the critical fundamentals of effective philanthropy.

VALUES, INTERESTS AND GOALS

We will work with you to identify the values that motivate you and that you want to express through your giving. By analyzing your giving history and current priorities, we will help you clarify your philanthropic interests, the goals you want to achieve, and the strategies and organizations that will help you get there.

GIVING STYLE

Buzzwords are everywhere in today’s philanthropy. We understand the practices behind the jargon and can help you identify the giving style that’s right for you. We will help you explore your tolerance for philanthropic risk, how to think of giving as an investment, what outcomes to expect, and how best to execute on your personal style of giving.

THE PHILANTHROPIC CRAFT

As with any craft, philanthropy comes with a set of skills that serious practitioners work years to master. Effective philanthropy is never about the money alone. With it comes the ability to convene stakeholders, engage partners, encourage dialogue, spark new thinking, set expectations, design new solutions, and bring additional resources to the table. Key to it all is strategy—having a plan to guide what you do. Our expert team has decades of experience in transforming philanthropic aspirations into real impact, and we will make that know-how available to you.

TRAINING & RESOURCES

Not even the largest foundations in the world work in isolation, so why should you? Knowing where to turn for guidance, information and ideas—not to mention having a place to turn—is fundamental to good philanthropy. We can connect you with the training, educational programs, and state-of-the-art research and fund management tools you need to be successful in your philanthropy.



“IF YOU’RE IN THE LUCKIEST ONE PERCENT OF HUMANITY, YOU OWE IT TO THE REST OF HUMANITY TO THINK ABOUT THE OTHER 99 PERCENT.”

– Warren Buffet, business magnate, investor, philanthropist



INNOVATIVE SERVICE FEATURES

ENGAGING THE “NEXT GEN”

The Center for Philanthropy offers a variety of distinctive services that build on the fundamentals of effective giving. These include:

We offer families and individuals special programs to engage multiple generations and to help donors pass on their philanthropic ambitions and legacies. Multi-generational dynamics can be challenging for donors and their professional advisors. We know how to cut through the complexity and ease the anxiety that can sometimes accompany these issues.

CO-CREATING INITIATIVES

Sometimes the best ideas are the ones we create and fund together. We work with serious donors to “co-create” new initiatives and programs. This is a structured process using the principles of human-centered design to build on each other’s knowledge, ideas and expertise. In select cases where the resulting initiatives are aligned with The Pittsburgh Foundation’s giving priorities, we even contribute separate funding to increase the impact of the donor’s support.

GIVING BIG(GER) WITH GIVING CIRCLES

Donors often tell us they wish they could give more to—and learn more about—the issues they care about. We create that opportunity by staging periodic “giving circles” on specific community issues. We structure a learning program for a cohort of about 20 donors, exposing them to the top experts and organizations in a given arena. Participating donors each contribute funds to a common giving pot, the total is matched by The Pittsburgh Foundation, and then we collaboratively decide on where to give the money.

DESIGNING PLANS FOR BETTER GIVING

Some donors simply want help in designing better giving strategies. We work with these donors first to develop personalized giving profiles and then to define their philanthropic goals, connect them with critical community needs, organize site visits, and develop a plan that suits them.

INNOVATIVE SERVICE FEATURES

(CONTINUED)

ENGAGING PRIVATE FOUNDATIONS

More and more donors are turning to us for guidance in planning for the future of their private foundations. With a traditional private foundation, the richness of philanthropy is often burdened by administrative oversight, government reporting requirements, grant follow-up and more. Donors also face many decisions on what to do with their foundations, legacy planning, board appointments, and family involvement. Our Family Foundation Funds relieve donors of these distractions so they can concentrate on the rewards of giving. Our team combines content experts who possess deep knowledge of today's social, economic and environmental challenges with philanthropic advisors who are trained to help multiple generations speak in one voice. Together we offer a family foundation experience that is powerful, rewarding and easy.

SUPPORTING PROFESSIONAL ADVISORS

Oftentimes the first place donors turn for an initial conversation on philanthropy is to their trusted professional advisors. To better equip advisors to serve their clients in this regard, The Pittsburgh Foundation has partnered with The American College to deliver its exclusive Chartered Advisor in Philanthropy (CAP) program. CAP's graduate-level courses involve self-study and learning sessions hosted by the Foundation, with participants earning credits towards a Master of Science degree in Financial Services.

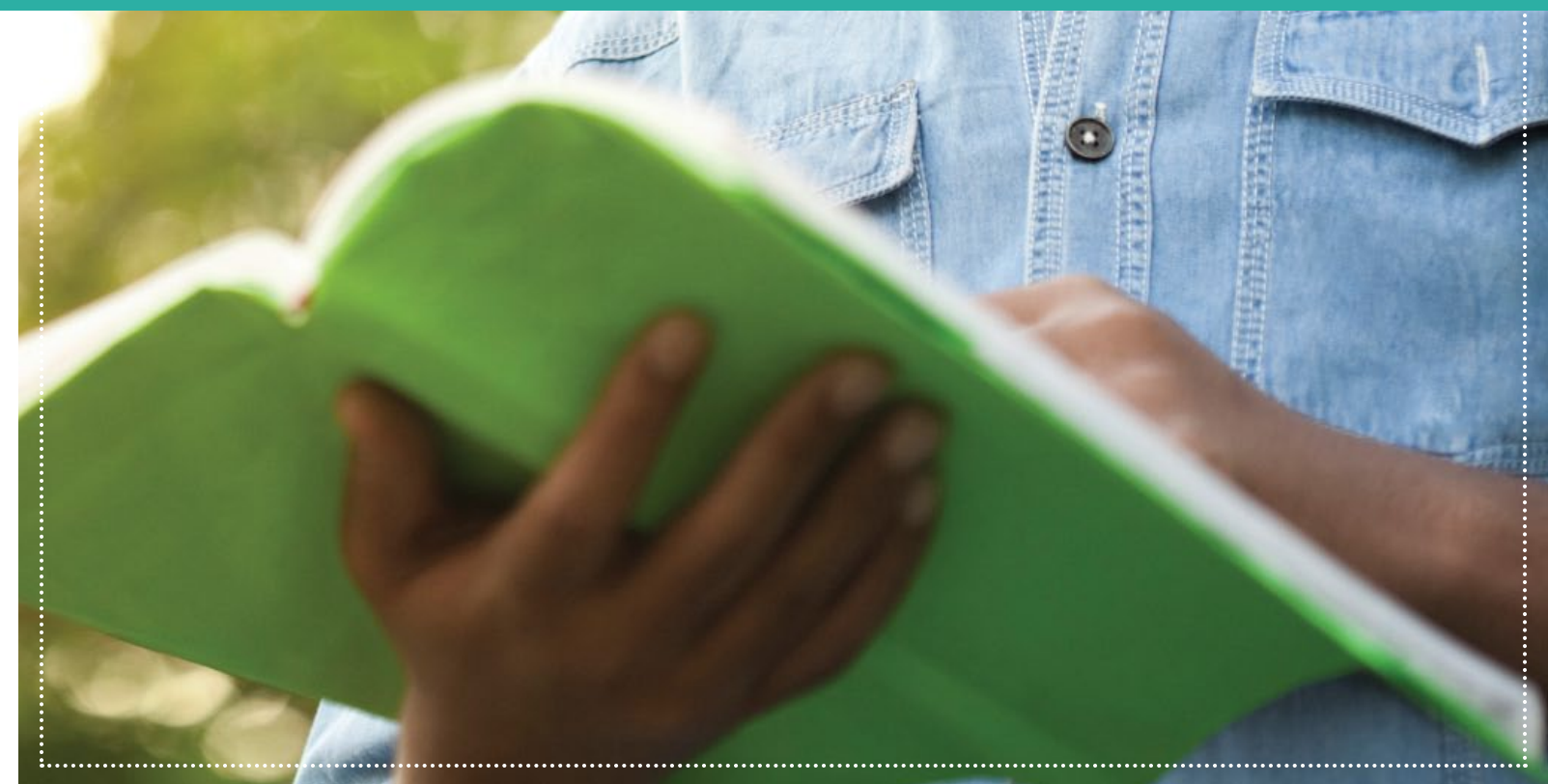
IMPROVING OUR COMMUNITY

Many of today's donors give globally, and we help them do that. But our unique specialty and passion, the thing we absolutely do better than anyone else, is help our donors give effectively right here at home. At some level, all giving is local, and the only way any of us can hope to make a difference with our philanthropy is by understanding and engaging the people and places we want to help. That's what we do. We help donors to learn about our community's needs and the opportunities that exist here for powerful, purposeful giving.



“GREATNESS IS NOT A FUNCTION OF CIRCUMSTANCE. GREATNESS, IT TURNS OUT, IS LARGELY A MATTER OF CONSCIOUS CHOICE AND DISCIPLINE.”

– Jim Collins, business consultant, author, lecturer





“MARRY YOUR HEART AND YOUR MIND - TRANSLATE YOUR PASSION INTO STRATEGY.”

- Laura Arrillaga-Andreessen, author, founder and chair emeritus of SV2 (Silicon Valley Social Venture Fund)



CUSTOMIZED PHILANTHROPIC SERVICES - AT A GLANCE

GRANTMAKING

- Grantmaking plans for greater impact
- Individually-tailored grantmaking strategies
- Access to information on effective nonprofits and community trends
- Collaborative grantmaking opportunities
- Giving Circles available for specific charitable interests
- Specialized site visits and program-based seminars
- Advice and support from experts in the field, including: Children, Youth and Families; Education; Arts and Culture; Social Justice; Civic Design; Community Development, and the Environment

PHILANTHROPY

- CAP-Chartered Advisor of Philanthropy courses for professional advisors
- Cross-generational engagement and stewardship
- Next generation and successor advisor education
- Investment advisor training and outreach
- Consulting for local private foundations (grantmaking, sunseting and terminating services)
- Legacy Planning
- Family meeting facilitation



A HISTORY OF GIVING A FUTURE OF OPPORTUNITY

For nearly 70 years, The Pittsburgh Foundation has been helping individuals and families to make a difference in the lives of others and to strengthen the well-being of our community.

The Pittsburgh Foundation is the 14th largest of more than 750 community foundations in the United States, with total assets under management of over \$900 million and 1,800 individual donor funds.

Our expertise spans the full spectrum of philanthropy locally and nationally, including grantmaking, evaluation, efficient stewardship and more. We work closely with donors and their professional advisors to make their philanthropic dreams a reality - from assisting with setting up their fund to translating their charitable vision into a working mission statement and grantmaking strategy.

We believe effective giving really is “the power to do great things.”



THE CENTER FOR PHILANTHROPY



(412) 391-5122
FIVE PPG PLACE, SUITE 250, PITTSBURGH, PA 15222