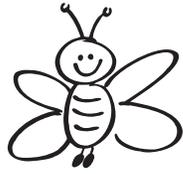


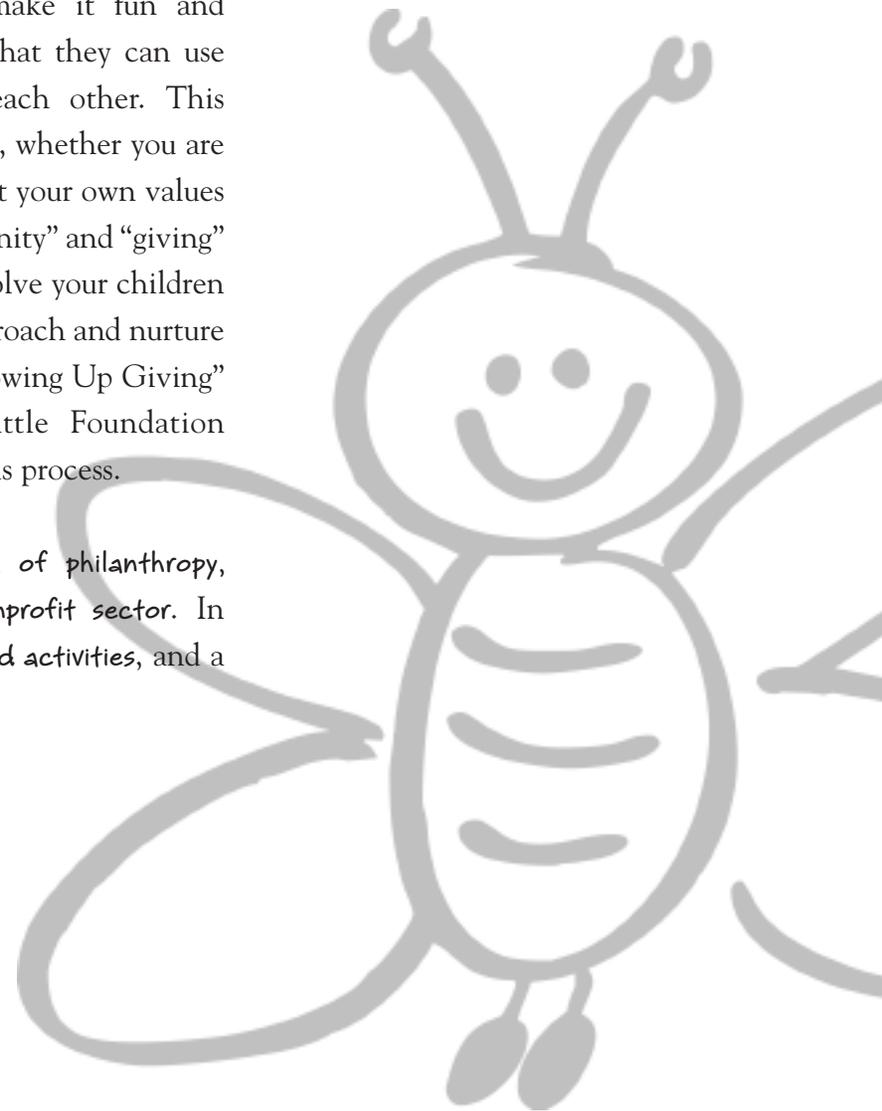
Growing Up Giving

A workbook for young people learning to give



Many parents look for ways to talk to their children about philanthropy. For younger children, parents want ideas of how to make it fun and understandable. With teenagers, they need a tool that they can use together, and that helps them connect with each other. This workbook serves as a guide for both. The first step, whether you are an individual parent or a couple, is to think about your own values and vision of philanthropy. Decide what “community” and “giving” mean to you, and how you want to begin to involve your children in this vision. Think about how you want to approach and nurture your children’s own vision of philanthropy. “Growing Up Giving” and “Giving with a Mission,” another Seattle Foundation workbook, are tools that can help you through this process.

The following sections talk about the *meaning of philanthropy, community needs, meeting those needs, and the nonprofit sector*. In addition, there is a “*Getting Involved*” section, *games and activities*, and a *resource list*.



Understanding Philanthropy, Community Needs & the Nonprofit Sector

The definition of **Philanthropy**, according to the Merriam Webster Dictionary, is *goodwill to fellowmen; especially: active effort to promote human welfare*. In today's world, the word "philanthropy" is often associated with money, but the true meaning incorporates community involvement, volunteering and grantmaking.

People choose to give their time and money to organizations that are working to address issues that they feel are important. This connection between donors and organizations is made in many different ways. A few examples include:

- *The donor has benefited in some way from the work of the organization, or of a similar organization.*
- *The work being done reflects the donor's values, or personal philanthropic mission.*
- *The donor is touched by the mission, and feels a connection because of an experience or the experience of a loved one.*

There are many **needs** in society, and the quality of life for everyone is determined by how well communities address these needs. Issues such as homelessness, poor-standard education, disease and poor healthcare, damage to the environment, and abuse and neglect of children and the elderly prevent communities from achieving a high quality of life. On the other hand, there are efforts in the areas of arts and culture also contribute to enriching the quality of life in a community. Government and business play an important role in helping to solve some of these problems, and in supporting the arts, but the primary responsibility for addressing social needs falls to the Nonprofit Sector.

The **Nonprofit Sector** is the collective name used to describe institutions, organizations, groups and agencies that are neither government nor for-profit business. Other names for this sector include "Not-For-Profit Sector", "Third Sector", "Independent Sector", "Philanthropic Sector", or "Social Sector". Outside the United States, nonprofits are often called non-governmental organizations (NGOs) or civil society organizations.

The main categories include:

Charities are organizations that cover a broad scope, providing services and resources to those in need in the areas of education, the environment, promoting the arts (orchestras, theatres and museums), public media (television and radio), religion, health, human service, science, and community development. Contributions to these organizations are tax-deductible, which means that you pay less in taxes if you make gifts to charities.

Foundations are also nonprofits and there are several different types:

Private Foundations usually have a single source of funding (an individual, a family or a business) and use income from investments to make grants to charities and other nonprofit organizations. The Ford Foundation, the Carnegie Corporation of New York and the Bill and Melinda Gates Foundation are well known examples.

Community Foundations, like The Seattle Foundation, offer a variety of ways for donors to make contributions using tools such as donor advised funds, charitable gift annuities and bequests. Donors benefit from the services and expertise of experienced staff. In addition, The Seattle Foundation invites nonprofits doing work in King County to apply for funding through the Community Grantmaking Program, or other grantmaking programs or initiatives. Connections are often made between donors and nonprofits.

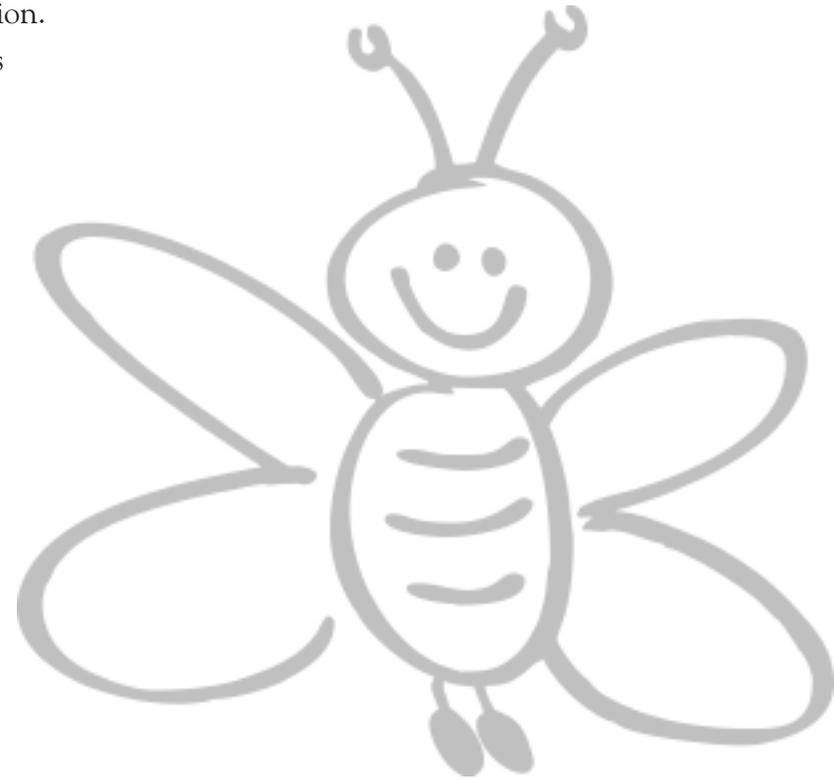


Corporate Foundations are private foundations that receive funding from and make grants on behalf of a company or corporation. Some corporations have in-house corporate giving programs instead of, or in addition to, corporate foundations.

Operating Foundations use the bulk of their resources to carry out their own charitable programs, rather than making grants to other nonprofits. Examples include the Carnegie Endowment for International Peace and Casey Family Programs.

Social Welfare Organizations are often advocacy organizations. NOW (National Organization for Women), and the NRA (National Rifle Association) fall into this category. Contributions to these types of nonprofits are not tax-deductible.

Professional and Trade Associations include chambers of commerce, business leagues and other organizations that promote the business or professional interests of a community, an industry, or a profession. Again, although these groups are considered nonprofits, gifts to them are not tax-deductible.



Charities within the Nonprofit Sector

In general, foundations focus their grantmaking on charities who are doing work in one, several, or all of the following areas:

1 *Arts & Culture*
Performances and participation in art forms and programs that foster an understanding of people and cultures.

2 *Community Development*
Efforts that engage citizens in improving the quality of life in their communities.

3 *Education*
Quality, unique and diverse learning opportunities for all people.

4 *Environment / Animals*
Efforts to protect and restore the environment, and improve the lives of animals.

5 *Health*
Access to quality healthcare, and opportunities to learn about healthy living and healthy habits.

6 *Human Services*
Resources, services, and tools for people in need of basic necessities and amenities.

7 *Public Media*
Public radio and television.

8 *Religion*
Religious institutions including churches, temples and other places of worship.

9 *Science*
Efforts to further scientific advancement.

Meeting the Needs

There are two main ways to meet the needs of nonprofits: *gifts of time* and *gifts of money*.

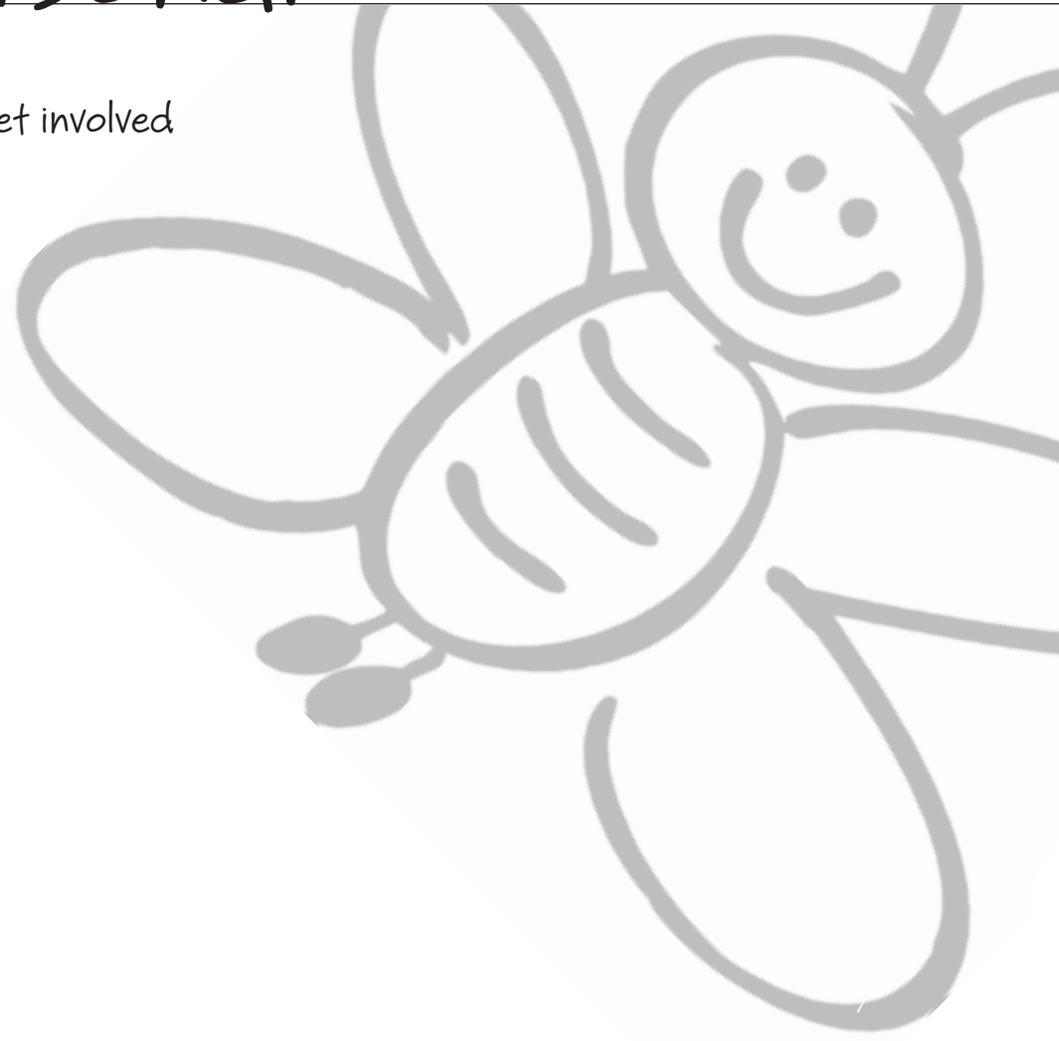
Gifting your time, or volunteering, is valuable to all organizations and you may find that it makes you feel proud, and personally responsible for making a difference in your community or in the life of another person. Gifts of money are also important, and allow the organization to function, and to provide quality, free or low-cost services to people who need them. Organizations also benefit from something called in-kind gifts, which include materials, supplies and workspace.

There are many ways to think about the relationship between a donor or a volunteer, and a recipient organization. At The Seattle Foundation, we see this relationship as a mutually beneficial and fulfilling exchange. Donors and volunteers are providing money and/or time and skills to worthy organizations, and in turn, these nonprofits offer the donor/volunteer a heartfelt and educational experience, and also provide important services to the community in which they live. In essence, nonprofits are constantly looking for gifts of money and time, and people who have decided that philanthropy is an important part of their lives are looking for the right place to give their money and time. When the right connection is made between the two, everyone benefits.

Making it Personal

A section for young adults who want to get involved

If you have decided that you want to explore different options for getting involved in improving your community, the best place to start is thinking about the values, issues and interests that are important to you.



Circle or highlight the Values, Issues and Personal Interests that resonate the most with you.

Values

What values are important to you?

- Acceptance
- Accountability
- Achievement
- Beauty
- Commitment
- Communication
- Community
- Compassion
- Courage
- Creativity
- Democracy
- Dignity
- Diversity
- Education
- Equality
- Family
- Freedom
- Generosity
- Hard Work
- Harmony
- Healing
- Honesty
- Integrity
- Interdependence
- Joy
- Justice
- Knowledge
- Love
- Opportunity
- Peace
- Preservation
- Respect
- Responsibility
- Service
- Simplicity
- Spirituality

Issues

What issues concern you, where do you want to see change?

- AIDS/HIV
- Animals
- Arts and Culture
- Children and Teens
- Disabilities
- Education
- Environment
- Ethnic Communities
- Fund Raising
- Gay and Lesbian
- Health Care
- Homelessness/Low Income
- Hunger
- Seniors
- Violence Protection
- Women

Personal Interests

How do you like to spend your time?

- Playing Sports
- Creating Art or Crafts
- Theatre
- Politics
- Reading
- Shopping
- With Friends
- In Nature/Outdoors
- With Family
- Cooking
- On the Computer
- Playing with Children
- Playing with Animals

Use the **Values**, **Issues** and **Personal Interests** that you identified as a guide to finding ways to get involved in your community. For instance, if you chose:

Values: Communication, Education and Equality
Issues: Education and Homelessness/Low Income
Personal Interests: Reading, Playing with Children, Being in Nature/Outdoors

You might consider reading or playing with children in a homeless shelter or low-income housing building. Or perhaps volunteering at a local school – to read with children, play at recess, or even write a newsletter that communicates what the school is doing.

Here are some questions to get you started:

- Do you feel that you are currently helping to improve your community? If so, how?

- Have you thought about what you would need to do (organize your time, make the commitment, etc.) to begin to help?

- What do you want to get out of volunteering?

- Fun
- Gain work experience
- A feeling of giving back
- Learn a new skill
- New friends
- Exposure to something new
- Other

- With whom would you like to volunteer?

- By myself
- Parents
- Grandparents
- Siblings
- Friends
- Peers
- Mentor
- Other

Notes and Ideas:

Games & Activities

There are several games and activities in the “Giving with a Mission” workbook. The following are additional ways to approach philanthropy with a little bit of fun – geared towards young people.

Giving Trees

Start with a blank tree that you and your child make together. (This can be a simple tree made out of paper or something more elaborate that you come up with!) Cut out or make leaves that can be taped/adhered to the tree one by one. Together, choose an organization that you are interested in becoming more involved with, and start to think about what you would need to know about, or do with, this organization prior to making a contribution. Write all of these “actions” on the leaves and as they are accomplished, place the corresponding leaf on the tree. When the tree is full, you are ready to make a gift to the organization.

Example:

John and his daughter, Teresa, decided to find an organization that they might want to be involved with. John felt strongly about promoting volunteerism and community involvement, and Teresa wished that everyone could have their own home. They decided to explore opportunities with their local Habitat for Humanity, and began to discuss what they wanted to do, and to understand about the organization, before they made a contribution. John wanted to learn more about the financial stability of the organization, and familiarize himself with the leadership, as well as participate in one of the volunteer groups building a house in his neighborhood. Teresa wanted to hear from families who live in Habitat for Humanity homes, and to learn more about how they found this opportunity and how other needs that the family might have are met by Habitat or another organization. They wrote down each of these “actions” on separate leaves, and began their process. After a few months, including several Saturdays spent building homes, a meeting with the Executive Director to discuss finances, and attending a “friend-raiser” that featured one family’s personal story, their tree was full and they decided to make a gift to Habitat for Humanity.

Mail Marathon

Here is an exercise in working together as a family to come up with a short-term giving plan that works for everyone: Save all your direct mail and solicitations from nonprofits over a certain period of time (a month, quarter, or year.) Gather as a family at the table and put all the direct mail in the center. Give yourselves one hour (or more, depending on the size of the pile!) to come up with the organization(s) who will receive funding. You might decide that you will try to agree as a family on one or more organizations that will receive a gift(s), that each family member may select where s/he would like to contribute a portion of the total amount available, or you may choose a combination of both! (Note: Be sure to tell everyone up front how much money is available to give away, and if there are any restrictions regarding the number of organizations that can be chosen, or the size of each gift.) Finding a way to make sure everyone has a voice, and learning about compromise and teamwork can be a challenging yet rewarding experience!





Mail Marathon Version 2

Similar to Mail Marathon, but a bit more of a challenge for older kids: Offer your teenager(s) a dollar amount that they can decide how to give away. Their challenge: They have to convince you that the organization merits the gift. This activity can be played out in several different ways. As a parent, you can be extra “tough” and request a proposal with specific information, and then schedule a “meeting” to go over the details and ask additional questions. Another approach is to come up with questions for the organization together and then assign your teen to find the responses, or elect to find them together. Of course, you can also come up with a system that works for you, but the experience lies in the quest for information about the organization and can serve as a first lesson in thinking about strategic philanthropy.

Other games that can be played with children of all ages can be found in the “Giving with a Mission” workbook, including the Values Game, Million Dollar Visioning, and Newspaper Education.

Resources - Books for Parents

Children of Paradise: Successful Parenting for Prosperous Families

Hausner, Lee Ph.D.

A classic volume on effective parenting in wealthy families. Part one identifies potential difficulties of advantaged families; part two provides a clear, one-step program, to improve parents' skills and inspire healthy values in children. (Out of print. Purchase directly from Dr. Hausner at www.doudhausner.co or 818.539.2267.)

Dollars and Sense for Kids

Janet Bodnar

Advice for parents of pre-school through college-age children. Helps parents communicate with their children so they grow up with a health attitude toward money and have the ability to manage it.

Kids, Money and Values: Creative Ways to Teach Your Kids About Money

Patricia Estess

Through role playing, games and activities, helps parents learn how and when to give an allowance, how to instill a work ethic, and how to teach sharing.

Silverspoon Kids: How Successful Parents Raise Responsible Children

Eileen Gallo, Jon J. Gallo, Kevin J. Gallo

Drawing upon their experiences in psychotherapy and estate planning, the authors tell you ways to talk to children about money, teach them to handle it responsibly, and instill a sense of giving to their communities.

Smart and Caring: A Donor's Guide to Major Gifting

Richard and Linda Livingston

This is a book written by donors for donors. Addressing the issues, actions and rewards of major gifting from personal, technical and financial perspectives.

Wealthy and Wise

Claude Rosenberg

An analysis of national wealth. Provides a sensible, concrete and proactive model for gift and estate planning.

Wealth in Families

Charles Collier

This book discusses topics such as how to help children make the connection between financial wealth and meaning, how much inheritance to pass along, and financial education for family members.

Resources - Books for Children

Giving Tree

Shel Silverstein

The story of a boy's relationship with a tree. Teaches children about philanthropy.

If You Made A Million

David M. Schwartz

Exploring the world of money, providing helpful, kid-focused lessons about money and how to use it.

My Family Tree

Nina Laden

Helpful to help children understand who is who in large extended families.

Star Gift

Flavia Weeden

Teaches children the happiness that comes in giving.

The Giving Box

Fred Rogers

This book contains fables from around the world that convey a tradition of giving, as well as a letter to parents, a letter to children and instructions on how to use the box.

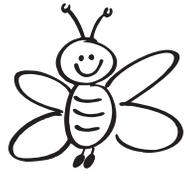
Other Resources

Moonjar

Created by Eulalie Scandiuzzi

A tool to help teach children and families about spending, saving and sharing.

www.moonjar.com



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