



6 foundations you should know about

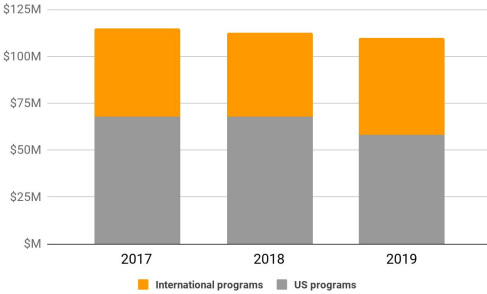
Decipher development. Win more funding.

As official aid state budgets stagnate and foundation grant disbursements continue to grow, organizations are increasingly looking to foundations to finance projects. Devex Analysts have researched six well-established foundations with a track record of working on key development issues: The Conrad N. Hilton Foundation, The David and Lucile Packard Foundation, The William & Flora Hewlett Foundation, The MasterCard Foundation, Open Society Foundations, and The Rockefeller Foundation — to share grant funding, partner, and program insights with you.

Our team has aggregated and analyzed data from grant boards, financial statements and OECD on each foundation's work internationally to offer an overview of its unique strategy. The level of funding data detail publicly available differs for each foundation — we have focused on funding directed to non-U.S. and EU programs where possible.

By sharing this insight, we hope that you can better understand how these key development players work and potentially identify future partnership opportunities for your organization. To learn more about these and the other 170 foundations we track, become a [Devex Pro Funding member](#).

TOTAL ANNUAL GRANT SPEND



OECD: The foundation provided \$46 million for development in 2018.

The foundation provides funds to nonprofit organizations working to improve the lives of individuals living in poverty and experiencing disadvantage across the world.

TOP SECTORS INTERNATIONALLY

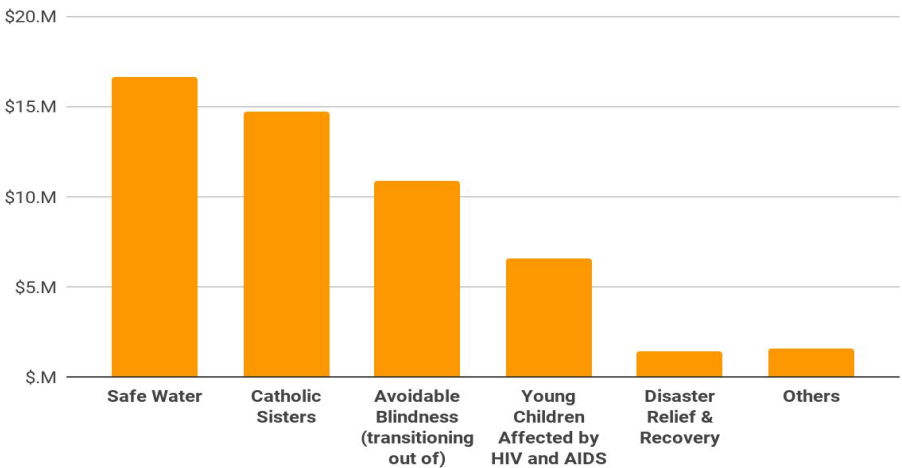
- Poverty alleviation
- Humanitarian
- WASH
- HIV/AIDS

Other sectors are focused on through domestic U.S. programs.

INTERNATIONAL GRANT RANGE

2017	\$5,000 - \$8,200,000
2018	\$5,000 - \$7,635,000
2019	\$5,000 - \$7,500,000

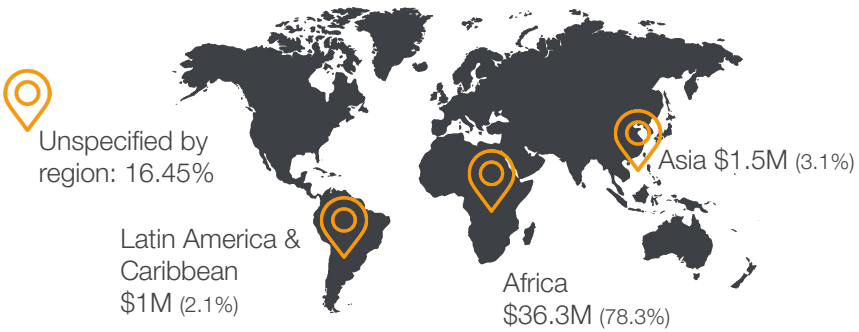
GRANT FUNDING TO INTERNATIONAL PROGRAM AREAS 2019



Source: The Conrad N. Hilton Foundation grant board



2018 FUNDING BY REGION



Source: OECD bilateral spending data

TOP PARTNERS SNAPSHOT

- Marywood University
- PATH
- Millennium Water Alliance
- IRC International Water and Sanitation Centre
- World Vision
- Catholic Relief Services
- United States Fund for UNICEF
- The Carter Center
- Helen Keller International
- Stanford University

EXPLORE ON DEVEX



[News](#)



[Funding](#)



[Grant Awards](#)

APPLICATION AND PARTNERSHIP PROCESS

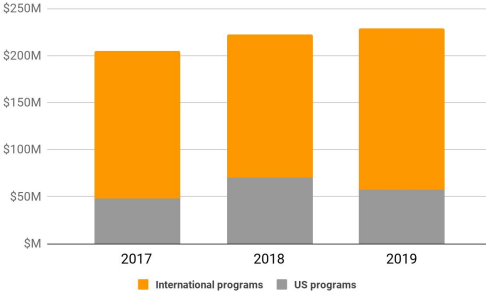
The Hilton Foundation is a proactive grant-maker. It initiates and develops long-term projects and partnerships to deliver maximum impact. It does not accept unsolicited proposals.

The foundation often partners with large humanitarian organizations that are likely to leverage local expertise. Partners with local experience and networks are important to the foundation.

It will transition out of some program areas in the coming years and it plans to announce a new strategy under the Disaster Relief and Recovery program area in 2021.



TOTAL ANNUAL GRANT SPEND



OECD: The foundation provided \$123 million for development in 2018.

The foundation focuses on improving the lives of children, enabling the creative pursuit of science, advancing reproductive health, and restoring the Earth's natural systems.

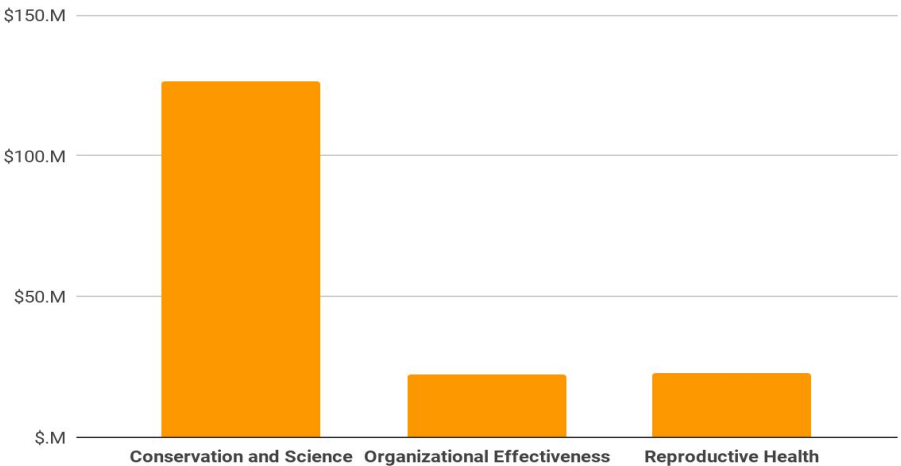
TOP SECTORS INTERNATIONALLY

- Conservation and science
 - Reproductive health
 - Organizational effectiveness
- Other sectors are focused on through domestic U.S. programs.

INTERNATIONAL GRANT RANGE

2017	\$10,000 - \$43,411,852
2018	\$10,000 - \$45,365,385
2019	\$4,650 - \$47,406,827

GRANT FUNDING TO INTERNATIONAL PROGRAM AREAS 2019



Source: The David and Lucile Packard Foundation grant board

The David and Lucile Packard Foundation



2018 FUNDING BY REGION



Unspecified by region: 50.6%

Latin America & Caribbean
\$12.3M (10%)



Africa
\$13.1M (10.7%)

Asia \$33.8M (27.5%)

Source: OECD bilateral spending data

TOP PARTNERS SNAPSHOT

- Monterey Bay Aquarium Research Institute
- ClimateWorks Foundation
- Resources Legacy Fund
- The Energy Foundation
- Rockefeller Philanthropy Advisors
- IPAS
- Marine Stewardship Council
- NALEO Education Fund
- Oregon State University
- Regents of the University of California at Berkeley

EXPLORE ON DEVEX



[News](#)



[Funding](#)



[Grant Awards](#)

APPLICATION AND PARTNERSHIP PROCESS

Grants are made only for charitable, educational, or scientific purposes, primarily from tax-exempt charitable organizations.

In a typical year, about 15% of grants are awarded to first-time grantees and less than 1% come from unsolicited proposals.

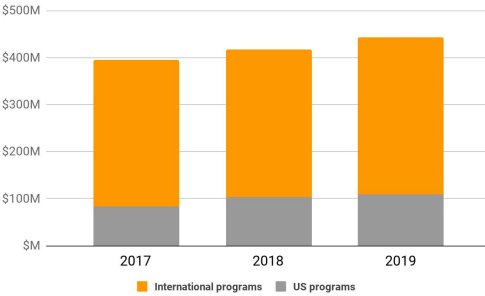


The William and Flora Hewlett Foundation



HQ
Menlo Park,
California, United
States

TOTAL ANNUAL GRANT SPEND



OECD: The foundation provided \$209 million for development in 2018.

The foundation focuses on education, environment, global development and population, performing arts, and effective philanthropy, as well as support for disadvantaged communities in the San Francisco Bay Area.

TOP SECTORS INTERNATIONALLY

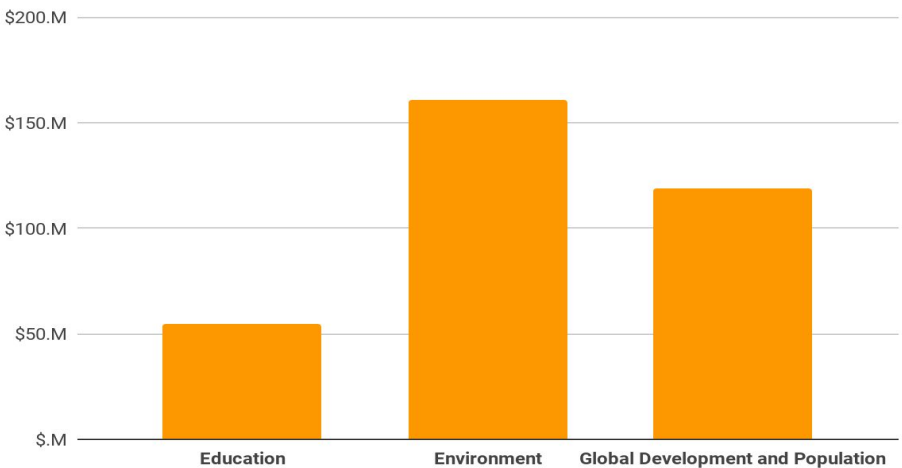
- Education
- Environment
- Women’s empowerment
- Transparency, citizen participation, accountability

Other sectors are focused on through domestic U.S. programs.

INTERNATIONAL GRANT RANGE

2017	\$10,000 - \$9,578,500
2018	\$1,500 - \$21,000,000
2019	\$4, 000 - \$14,260,000

GRANT FUNDING TO INTERNATIONAL PROGRAM AREAS 2019



Source: The William and Flora Hewlett Foundation grant board



The William and Flora Hewlett Foundation



2018 FUNDING BY REGION



Unspecified by region: 52.5%

Central America & Caribbean
\$15.1M (7.2%)



Asia \$46.2M
(22.1%)



Africa
\$38.1M (18.2%)

Source: OECD bilateral spending data

TOP PARTNERS SNAPSHOT

- Energy Foundation
- ClimateWorks Foundation
- European Climate Foundation
- New Venture Fund
- Resources Legacy Fund
- Western Conservation Foundation
- Windward Fund
- United States Energy Foundation
- MSI-US
- Oxfam America
- Shakti Sustainable Energy Foundation
- United Nations Foundation

EXPLORE ON DEVEX



[News](#)



[Funding](#)



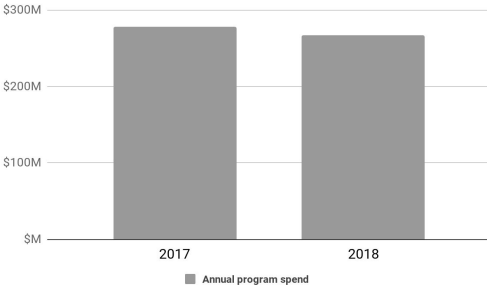
[Grant Awards](#)

APPLICATION AND PARTNERSHIP PROCESS

Grants are awarded to organizations identified by the foundation. From time to time, the foundation invites letters of inquiry and other types of proposals through open processes. To be informed when those opportunities arise, it advises signing up to [email updates](#) and to follow the foundation on [Twitter](#). Outside of these opportunities, the foundation generally does not accept unsolicited letters of inquiry.



TOTAL ANNUAL GRANT SPEND



Source: MasterCard Foundation financial statements. Excludes program and administration costs, no breakdown of spending by geography available.

OECD: The foundation provided \$263 million for development in 2018.

The foundation partners with organizations advancing education and financial inclusion to catalyze prosperity, particularly in Africa, but also in Canada.

TOP SECTORS INTERNATIONALLY

- Education
- Employment
- Innovation in education
- Financial inclusion

INTERNATIONAL GRANT RANGE

2017	\$60,673 - \$7,129,054
2018	\$151,682 - \$35,417,747
2019	\$151,682 - \$7,204,895

INTERNATIONAL PROGRAM AREAS

In 2018, the foundation launched the Young Africa Works strategy to enable 30 million young people in Africa, especially women, to secure employment that they find dignified and fulfilling by 2030. With regional offices based across Africa the foundation seeks to engage with the local context and communities.

Some of the key program areas include:

- [Mastercard Scholars Program](#)
- [Innovation in Secondary Education](#)
- [Rural and Agricultural Finance](#)
- [Expanding Access to Financial Services in Africa](#)

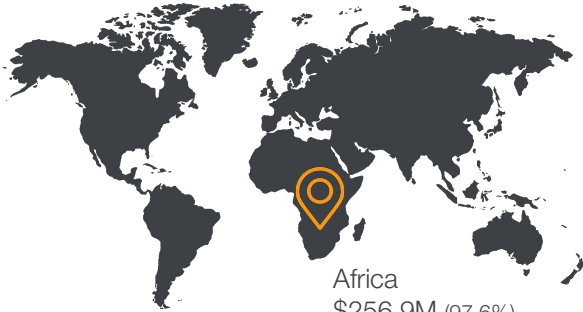
Source: MasterCard Foundation website



MasterCard Foundation



2018 FUNDING BY REGION



Source: OECD bilateral spending data

TOP PARTNERS SNAPSHOT

- Equity Group Foundation
- KCB Foundation
- EARTH University
- Camfed
- Arizona State University
- African Leadership Academy
- KPMG East Africa
- UNCDF
- BRAC USA
- Ashesi University College

EXPLORE ON DEVEX



[News](#)



[Funding](#)



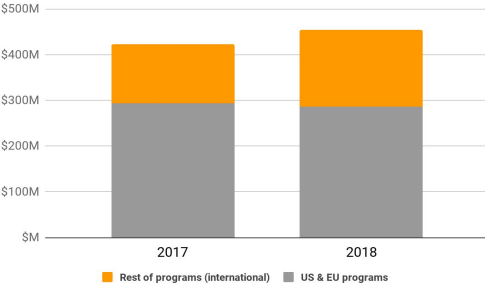
[Grant Awards](#)

APPLICATION AND PARTNERSHIP PROCESS

In 2018 the foundation shifted from grant opportunities to partnerships. The request for proposals is sent to a closed and targeted group, that are often existing partners. It does not accept unsolicited project or investment proposals or participate in sponsorship opportunities. It values local knowledge and expertise within the countries in which they operate. The country offices across Africa may act as good entry point for those interested in partnering.



TOTAL ANNUAL GRANT SPEND



OECD: there is no funding figure offered by OECD.

The foundation focuses on building inclusive societies, grounded in respect for human rights and the rule of law, whose governments are accountable and open to the participation of all people.

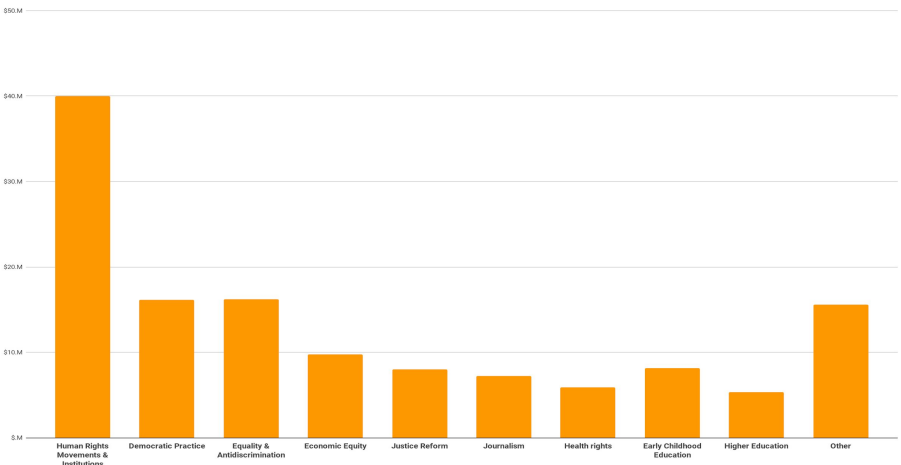
TOP SECTORS INTERNATIONALLY

- Human rights
- Democracy and accountability
- Justice reform and rule of law
- Health rights
- Education
- Equality and antidiscrimination
- Economic equity and justice
- Journalism

INTERNATIONAL GRANT RANGE

2017	\$738 - \$2,500,000
2018	\$787 - \$9,056,000
2019	No data available

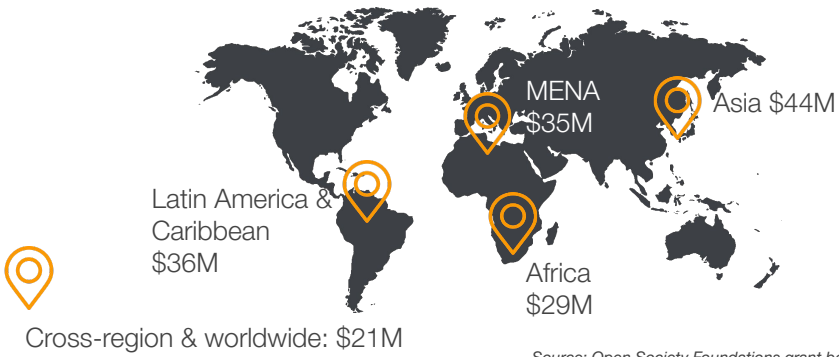
GRANT FUNDING TO PROGRAM AREAS 2018



Source: Open Society Foundations grant board



2018 GRANT FUNDING BY REGION



Source: Open Society Foundations grant board

TOP PARTNERS SNAPSHOT

- Centro de Estudios de Derecho, Justicia y Sociedad
- BRAC USA
- Ethiopia Education Initiatives
- Media Development Investment Fund
- The Fund for Human Rights
- Tides Foundation
- Welfare Association
- President and Fellows of Harvard College
- American University of Central Asia

EXPLORE ON DEVEX



[News](#)



[Funding](#)



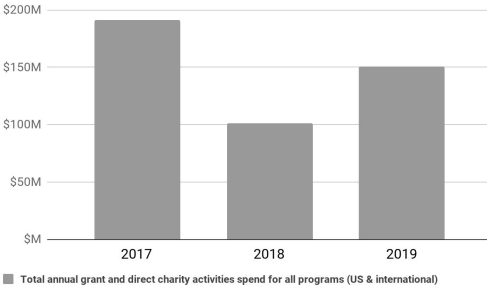
[Grant Awards](#)

APPLICATION AND PARTNERSHIP PROCESS

The process for applying for grants varies by program. Some use requests for proposals, others invite letters of inquiry or concept papers, and certain others accept proposals by invitation only. Given that each program has specific grant-making processes, it is best to inquire with that particular program to explore fit and process.



TOTAL ANNUAL GRANT SPEND



OECD: The foundation provided \$107 million for development in 2018.

The foundation focuses on science, data, policy, and innovation with an aim to solve global challenges related to health, food, power, and equity and economic opportunity.

TOP SECTORS INTERNATIONALLY

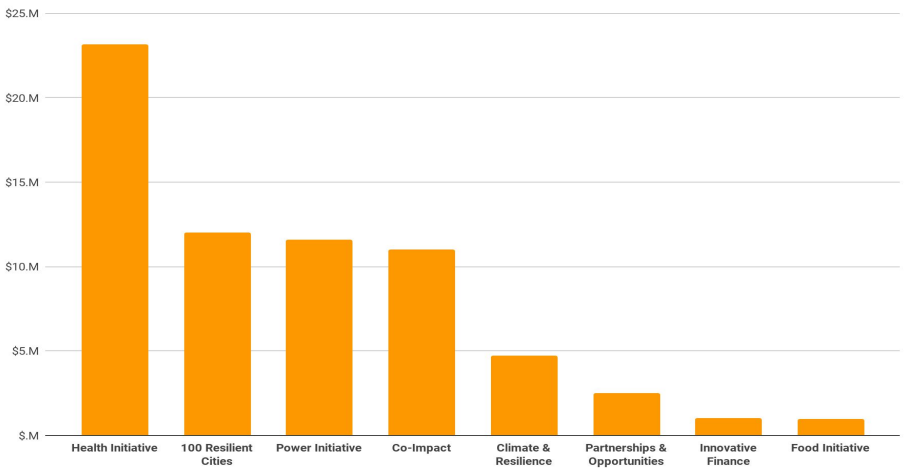
- Nutrition
- Health
- Energy access
- Innovative Finance

Other sectors are focused on through domestic U.S. programs.

US AND INTERNATIONAL GRANT RANGE

2017	\$10,000 - \$50,000,000
2018	\$30,000 - \$8,500,000
2019	\$15,000 - \$30,000,000

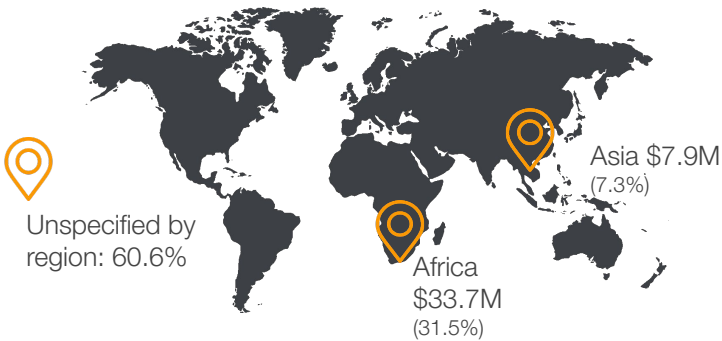
GRANT FUNDING TO INTERNATIONAL PROGRAM AREAS 2019



Source: Rockefeller Foundation grant board



2018 FUNDING BY REGION



Source: OECD bilateral spending data

TOP PARTNERS SNAPSHOT

- New Venture Fund
- Rockefeller Philanthropy Advisors
- Alliance for a Green Revolution in Africa
- All On
- United States Fund for UNICEF
- Global Fund to Fight AIDS, Tuberculosis & Malaria
- ONE Campaign
- World Bank
- University of Massachusetts, Amherst
- Pact Institute

EXPLORE ON DEVEX



[News](#)



[Funding](#)



[Grant Awards](#)

APPLICATION AND PARTNERSHIP PROCESS

The foundation guides its grant-making around its key initiatives and to a wide range of nonprofit organizations worldwide — policy and research institutes; universities; foundations and NGOs; networks and associations; international organizations; and government organizations. The foundation does not accept or review unsolicited proposals for grants.

DEVEX PRO FUNDING

Decipher
development.

Win more
funding.

Pro Funding is data-driven analysis, industry insiders and funding opportunities from 850+ sources, including USAID, World Bank and Gates Foundation.

The tools to advance your **funding strategy.**



Track Funding

Uncover funding opportunities from 850+ sources of tenders, grants and open opportunities all in one place. We follow the latest opportunities from multilateral development banks all the way to emerging foundations, so you don't have to.



Early Insights

Timing is key, especially for winning funding. Find opportunities earlier in the pipeline with our interactive forecast analyses and funding activity projections.



Identify Partners

Find new sources of funding and opportunities to collaborate with future partners by tapping into our network of 50,000+ organizations. Explore our contract award and shortlist announcement database.

With the added news and analysis from Devex Pro

Everything you need to stay on top of the evolving funding landscape. Get insider perspectives, follow the latest funding trends and get data-driven analysis on the development news you need to know.



Ready to try Devex Pro Funding for yourself?

You can [start your free 5-day trial](#) with an annual subscription or request a Pro Funding for organizations trial for [your whole team](#).