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.
OECRD: 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Grant Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$5,000 - $8,200,000</td>
</tr>
<tr>
<td>2018</td>
<td>$5,000 - $7,635,000</td>
</tr>
<tr>
<td>2019</td>
<td>$5,000 - $7,500,000</td>
</tr>
</tbody>
</table>

Grant Funding to International Program Areas 2019

Source: The Conrad N. Hilton Foundation grant board
Conrad N. Hilton Foundation

2018 FUNDING BY REGION

Africa $36.3M (78.3%)
Latin America & Caribbean $1M (2.1%)
Asia $1.5M (3.1%)
Unspecified by region: 16.45%

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

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.

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The David and Lucile Packard Foundation

HQ
Los Altos, California, United States

TOTAL ANNUAL GRANT SPEND


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

<table>
<thead>
<tr>
<th>Year</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$10,000 - $43,411,852</td>
</tr>
<tr>
<td>2018</td>
<td>$10,000 - $45,365,385</td>
</tr>
<tr>
<td>2019</td>
<td>$4,650 - $47,406,827</td>
</tr>
</tbody>
</table>

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%

- Asia $33.8M (27.5%)
- Latin America & Caribbean $12.3M (10%)
- Africa $13.1M (10.7%)

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

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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.

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The William and Flora Hewlett Foundation

**TOTAL ANNUAL GRANT SPEND**

<table>
<thead>
<tr>
<th>Year</th>
<th>International Programs</th>
<th>US Programs</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$300M</td>
<td>$100M</td>
</tr>
<tr>
<td>2018</td>
<td>$350M</td>
<td>$150M</td>
</tr>
<tr>
<td>2019</td>
<td>$400M</td>
<td>$200M</td>
</tr>
</tbody>
</table>

**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**

<table>
<thead>
<tr>
<th>Year</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$10,000 - $9,578,500</td>
</tr>
<tr>
<td>2018</td>
<td>$1,500 - $21,000,000</td>
</tr>
<tr>
<td>2019</td>
<td>$4,000 - $14,260,000</td>
</tr>
</tbody>
</table>

**GRANT FUNDING TO INTERNATIONAL PROGRAM AREAS 2019**

Source: The William and Flora Hewlett Foundation grant board

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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.
TOTALLY ANNUAL GRANT SPEND


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

<table>
<thead>
<tr>
<th>Year</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$60,673 - $7,129,054</td>
</tr>
<tr>
<td>2018</td>
<td>$151,682 - $35,417,747</td>
</tr>
<tr>
<td>2019</td>
<td>$151,682 - $7,204,895</td>
</tr>
</tbody>
</table>

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
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.
Open Society Foundations

TOTAL ANNUAL GRANT SPEND

<table>
<thead>
<tr>
<th>Year</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$738 - $2,500,000</td>
</tr>
<tr>
<td>2018</td>
<td>$787 - $9,056,000</td>
</tr>
<tr>
<td>2019</td>
<td>No data available</td>
</tr>
</tbody>
</table>

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

OECOD: 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.

INTERNATIONAL GRANT RANGE

<table>
<thead>
<tr>
<th>Year</th>
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<td>2019</td>
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</tr>
</tbody>
</table>

GRANT FUNDING TO PROGRAM AREAS 2018

Source: Open Society Foundations grant board

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2018 GRANT FUNDING BY REGION

- Africa: $29M
- Asia: $44M
- Latin America & Caribbean: $36M
- MENA: $35M
- Cross-region & worldwide: $21M

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

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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.
The Rockefeller Foundation

**TOTAL ANNUAL GRANT SPEND**

<table>
<thead>
<tr>
<th>Year</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$200M - $150M</td>
</tr>
<tr>
<td>2018</td>
<td>$150M - $100M</td>
</tr>
<tr>
<td>2019</td>
<td>$100M - $50M</td>
</tr>
</tbody>
</table>

- Total annual grant and direct charity activities spend for all programs (US & international)

**TOP SECTORS INTERNATIONALLY**

- Nutrition
- Health
- Energy access
- Innovative Finance

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

**US AND INTERNATIONAL GRANT RANGE**

<table>
<thead>
<tr>
<th>Year</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>$10,000 - $50,000,000</td>
</tr>
<tr>
<td>2018</td>
<td>$30,000 - $8,500,000</td>
</tr>
<tr>
<td>2019</td>
<td>$15,000 - $30,000,000</td>
</tr>
</tbody>
</table>

**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.

**GRANT FUNDING TO INTERNATIONAL PROGRAM AREAS 2019**

- Health Initiative
- 100 Resilient Cities
- Power Initiative
- Co-impact
- Climate & Resilience
- Partnerships & Opportunities
- Innovative Finance
- Food Initiative

Source: Rockefeller Foundation grant board

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The Rockefeller Foundation

2018 FUNDING BY REGION

Unspecified by region: 60.6%

Asia $7.9M (7.3%)

Africa $33.7M (31.5%)

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

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.

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