

Fistfuls of Dollars:

Fact and Fantasy About
Corporate Charitable Giving

*Potential Tips for Obtaining
Corporate Support of
Your Non-Profit Program*

Linda M. Zuberowski

Fistfuls Of Dollars Fact And Fantasy About Corporate Charitable Giving

Joseph Hurts



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purposes is presented Public policy giving includes support for organizations movements and individuals seeking to influence government policies mainly by producing and disseminating studies ideas facts and recommendations for academic business public policy and other leaders Six policy guidelines are included to help corporations determine which public policy groups share their political philosophy and what the relation between donor and recipient should be To help judge which groups are performing most effectively criteria are suggested that concern clear definitions of purposes and programs the recipients reputation management capabilities present or potential sound financial base and the recipients impact on public policy Sources of information on public policy organizations are described and profiles of the following consumer organizations are included Consumer Alert Center for Auto Safety and American Council on Science and Health SW *The Dark Truth Behind Corporate Philanthropy* Joseph Hurts, Corporate philanthropy has evolved from genuine charitable impulses into sophisticated business strategies designed to generate financial returns enhance market positioning and provide tax advantages while creating the appearance of social responsibility This transformation has fundamentally altered the relationship between business and charity turning charitable giving into another form of marketing investment that is evaluated based on return on investment rather than genuine social impact or moral commitment to helping those in need Tax optimization represents one of the most immediate and quantifiable benefits of corporate charitable giving with complex structures that can reduce corporate tax burdens while providing deductions that effectively make donations partially funded by taxpayers rather than corporate shareholders These tax strategies often involve timing donations to coincide with profitable years creating charitable foundations that provide ongoing tax benefits and structuring gifts to maximize deductions while minimizing actual financial impact on corporate operations Brand building through philanthropic activities has become a sophisticated marketing tool that allows corporations to associate their products and services with positive social causes while generating favorable media coverage and consumer sentiment Companies invest in charitable partnerships that align with their brand values and target demographics creating marketing opportunities that may generate more value in brand enhancement than the actual cost of charitable contributions [The Art of Giving](#) Charles Bronfman, Jeffrey R. Solomon, 2009-09-29 An honest assessment for how to determine your individual relationship with charitable giving in today s world From world renowned philanthropists Charles Bronfman and Jeffrey Solomon of the Andrea and Charles Bronfman Philanthropies comes a comprehensive guide on how to be a canny street smart effective philanthropist regardless of your income level It is also a perfect companion for nonprofit program and development executives who would like to introduce donors to their work and their organizations Despite their critical importance to philanthropy donors have few resources for solid information about making their gifts deciding what type of gift to give how to structure it the tax implications what level of follow up and transparency they should ask for and expect and countless other complexities This book fills that vacuum and helps you gain a special understanding of philanthropy as a business

undertaking as well as a deeply personal reflective process Drawing on decades of experience the authors offer a fresh enlivening approach to the nonprofit enterprise that too often is undervalued and thought of as the province of the burnt out and the overwhelmed Along with its many candid insights and memorable anecdotes The Art of Giving also offers instruction on how to create a business plan for giving that works for you

National Directory of Corporate Giving: A Guide to Corporate Giving Programs and Corporate Foundations Andrew N. Grabois, 2009-08 Corporations donate billions of dollars every year to help nonprofit organizations This Directory provides the most current information available in print on over 4 100 corporate donors You ll find background on the sponsoring company including plant office division and subsidiary locations names of corporate officers financial data and Forbes and Fortune ratings Get the latest facts on America s leading corporate funders with the National Directory of Corporate Giving new 11th edition

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