

Make Time for Prospect Research? Right!

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2017 JCamp 180 Conference

Tuesday October 24, 2017

Session F7 9:15AM - 10:30AM

Prospect Research

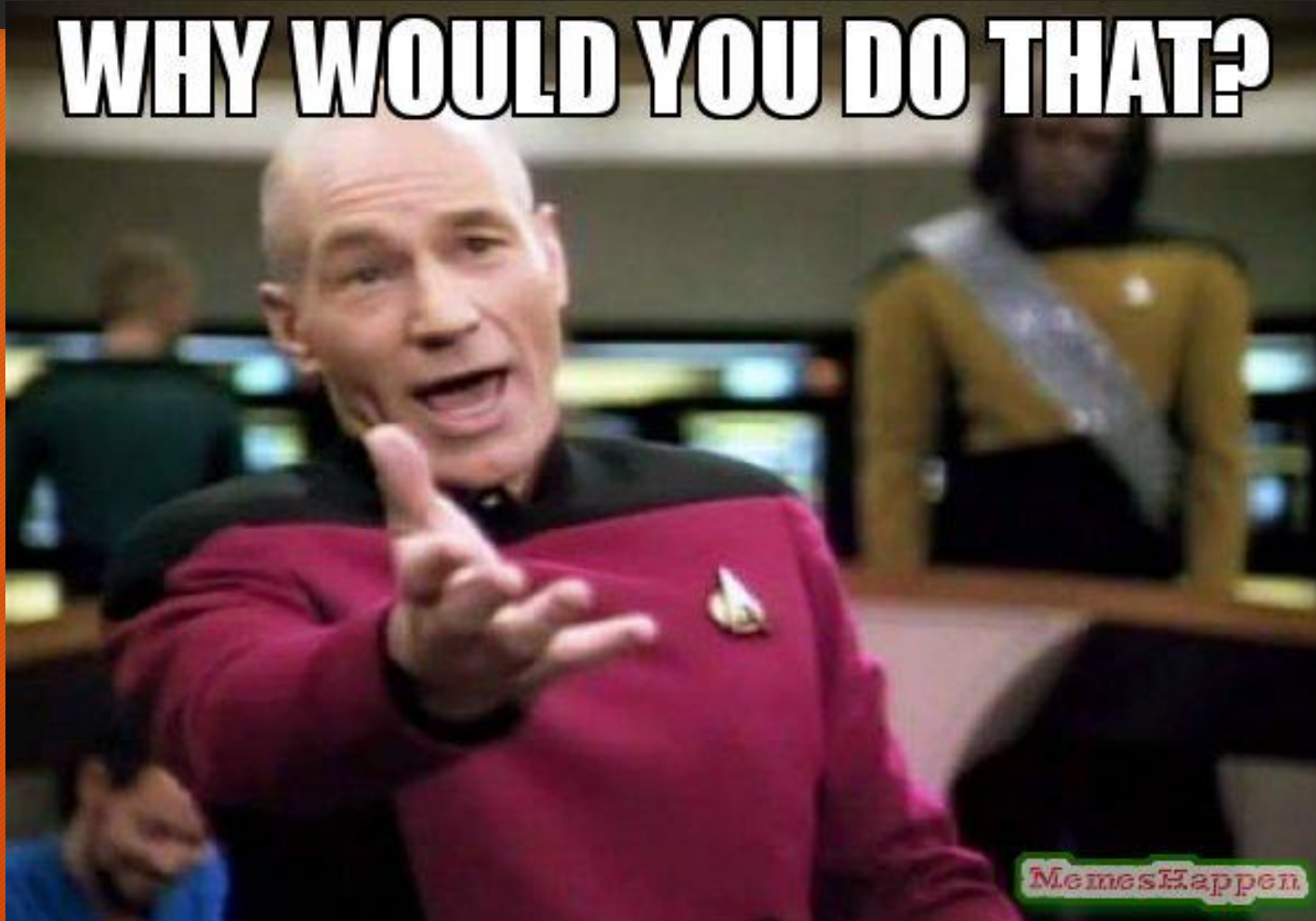
WHAT IS IT?



What is Prospect Research?

- The gathering of information on a specific prospect (which can be an individual, corporation, or foundation ... but typically is an individual) in order to inform a gift officer about a prospects career, education, philanthropic interests, family connections, wealth and financial holdings.
- It incorporates (if a prospect researcher is good at their job) an analysis of the information that is gathered via the research and strategies on how to engage, cultivate, solicit, and steward that prospect.

Prospect Research



Why would you want to do Prospect Research?



Why would you want to do Prospect Research?

Prospect A

- Married woman, 35ish
- 2 children, 8 and 10 years old
- 3 bedroom, 1 bath, 1,200 sq ft house
- \$2,500 annual property taxes
- VP for a local bank
- No political giving was found
- Sits on board for local boys & girls club
- Made a few \$100 gifts to the local food pantry

Prospect B

- Married woman, 65ish
- 2 children, out of college
- 4 bedroom, 2 bath, 2,500 sq ft house
- \$25,000 annual property taxes
- SVP for an international bank
- Gives low 4-figures to Democratic campaigns
- Sits on board for local boys & girls club
- Has made mid 5-figure gifts to museums, colleges, and cancer research

Doing Prospect Research on a Budget



Doing Research on a Budget

- You can do prospect research no matter the size of your budget.
- You can do prospect research without paying for resources.
- There are many free resources available online.
- It requires some time to do research, and often time is money.
- There is a good return on investment for doing prospect research.
- Allow a staff member time to do prospect research.
- Your investment in doing prospect research will pay for itself.

The Ethics of Doing Prospect Research



The Ethics of Doing Prospect Research

- APRA Statement of Ethics.
 - <http://www.aprahome.org/page/statement-of-ethics>
- This code of ethics includes a section addressing social media.
- Only use publically available sources.
- With any information that you compile - you should be comfortable revealing it all to the donor.
- Any resource that you use, you should be comfortable revealing it.
- Refrain for including information may be touchy/sensitive.

Information You Can Find via Prospect Research

- Real Estate Information
- Family/Relationship Information
- Philanthropic Giving
- Political Giving
- Business, Personal, and Volunteer Connections
- Foundation Information
- Business/Career Information



Real Estate Data



Real Estate Data: www.Zillow.com

The screenshot shows the Zillow website homepage. At the top, there is a navigation bar with links for Buy, Rent, Sell, Mortgages, Agent finder, Home design, and More. Below this is a large banner with the text "Find your way home*" and four buttons: Buy, Rent, Sell, and Zestimate. A search bar is located below the buttons, with the placeholder text "Enter an address, neighborhood, city or ZIP code" and a Search button. A purple arrow points to the search bar with the text "Type house address here". Below the search bar, there is a section titled "Pools" with the subtitle "13 homes with pools in South Hadley". This section displays three real estate listings with their respective photos, prices, and details.

Buy **Rent** **Sell** **Zestimate**

Enter an address, neighborhood, city or ZIP code **Search**

Pools
13 homes with pools in South Hadley

Listing	Price	Details
HOUSE FOR SALE	\$249,500	4 bds • 2 ba • 1,736 sqft 65 Hadley St, South Hadley, MA
HOUSE FOR SALE	\$489,000	5 bds • 3 ba • 2,888 sqft 20 Meadow Ln, South Hadley, MA
FOR SALE BY OWNER	\$395,000	4 bds • 4 ba • 2,400 sqft 197 Mosier St, South Hadley, MA

Real Estate Data: www.Zillow.com

42 Percy St, Chicopee, MA 01020
2 beds · 1.5 baths · 1,200 sqft

OFF MARKET
Zestimate®: \$181,807
[I disagree](#)
Rent Zestimate®: \$1,450 /mo

EST. REFI PAYMENT
\$677/mo
[See current rates](#)

42 Percy St, Chicopee, MA is a single family home that contains 1,200 sq ft and was built in 1951. It contains 2 bedrooms and 1.5 bathrooms. This home last sold for \$159,000 in January 2005.

The Zestimate for this house is \$181,807, which has decreased by \$5,123 in the last 30 days. The Rent Zestimate for this home is \$1,450/mo, which has increased by \$50/mo in the last 30 days. The property tax in 2017 was \$2,887. The tax assessment in 2017 was \$166,800, a decrease of 0.5% over the previous year.

Facts and Features

Type	Single Family	Year Built	1951	Heating	Other
Cooling		Parking		Lot	

Home Shoppers are Waiting
174 shoppers are looking in your neighborhood and price range.

Your name
Phone
Email

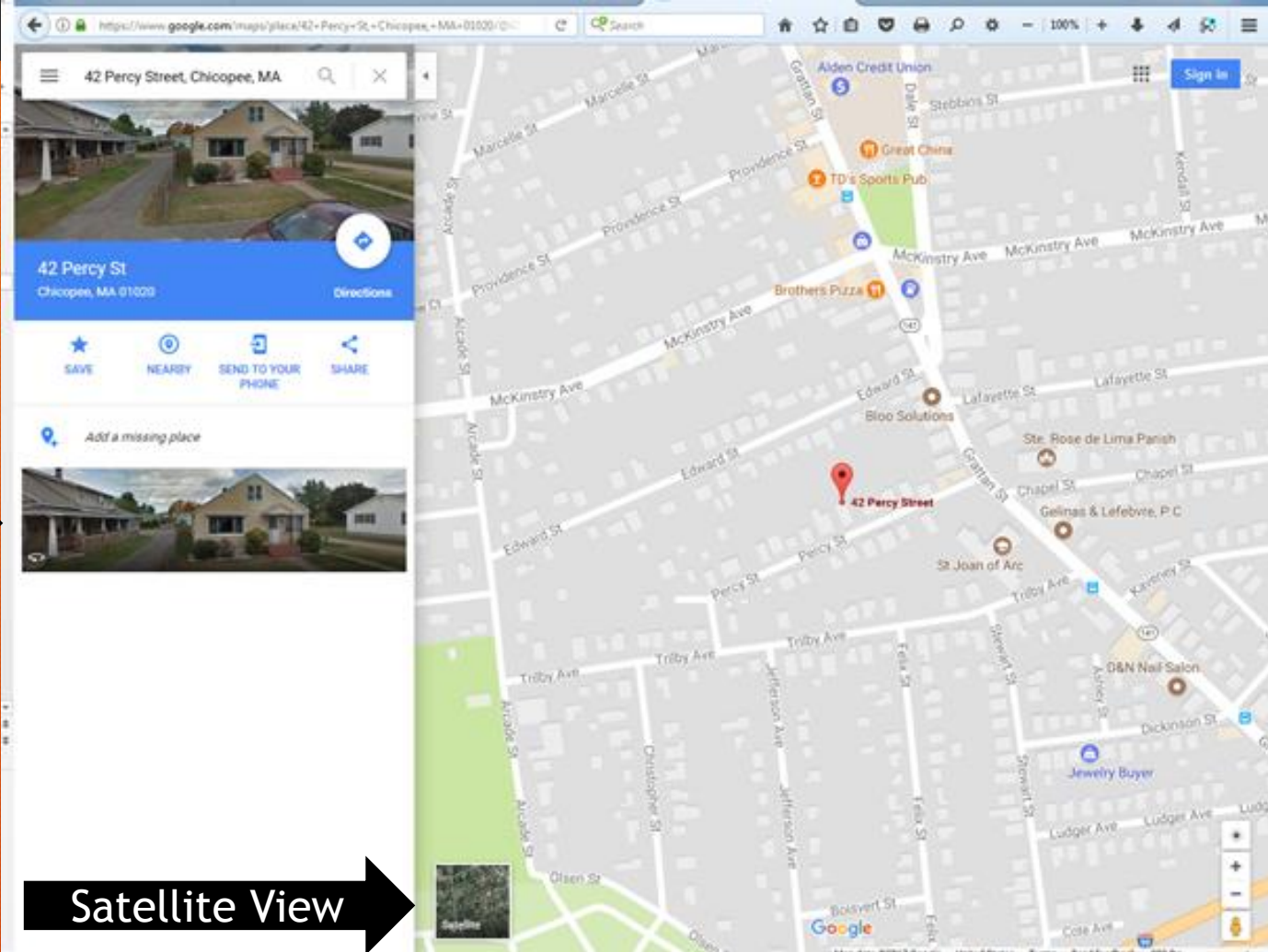
I own this home and would like to ask an agent about selling 42

[Contact Agent](#)

Or call 413-241-3949 for more info

The key info is here

Real Estate Data: maps.google.com

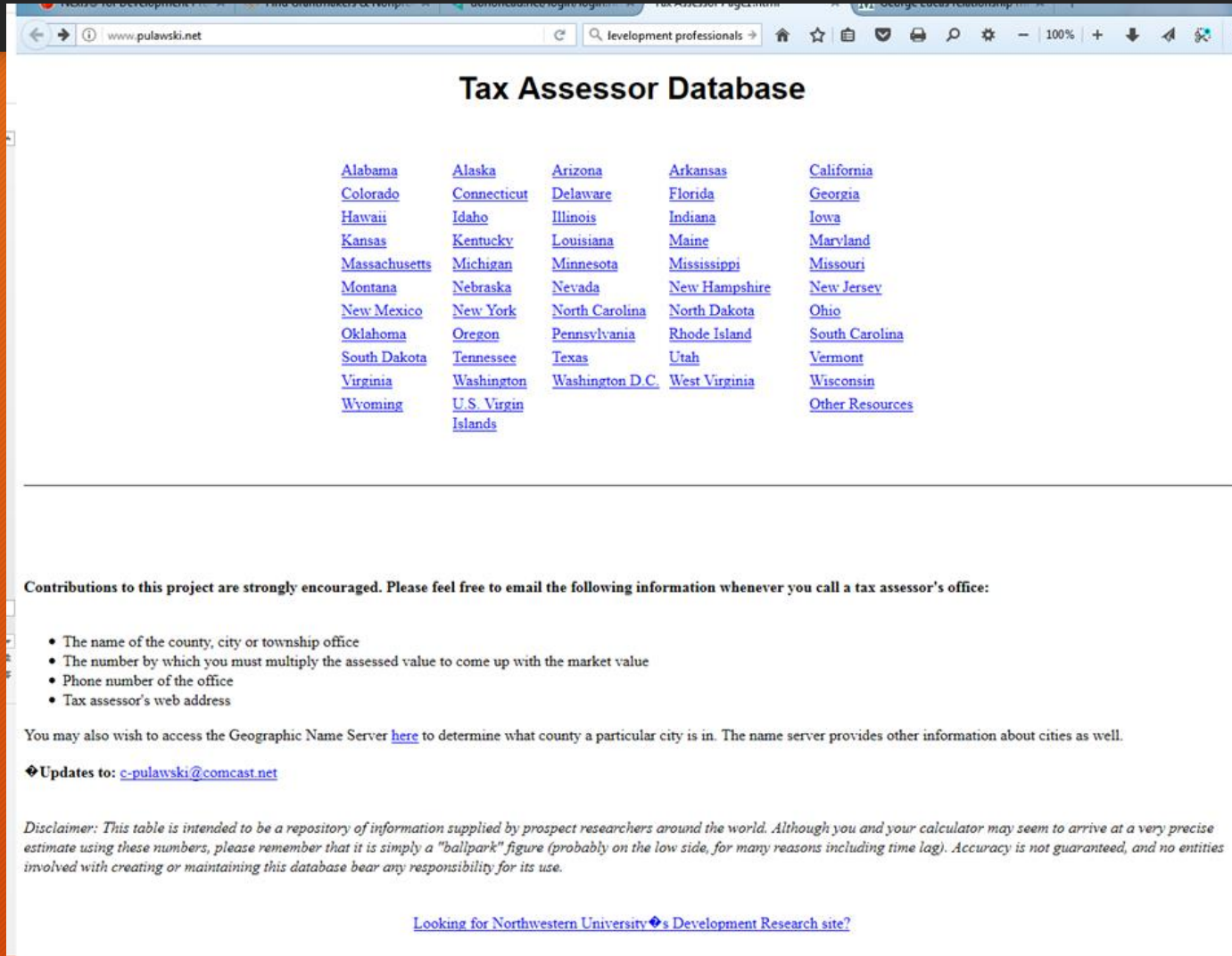


Street view

Satellite View

Map view

Real Estate Data: www.pulawski.net



The screenshot shows a web browser window with the URL www.pulawski.net. The page title is "Tax Assessor Database". The main content is a grid of blue underlined links for various US states and territories. Below the grid, there is a section for contributions, a list of required information, a link to a Geographic Name Server, an update email address, and a disclaimer. At the bottom, there is a link to Northwestern University's Development Research site.

Tax Assessor Database

Alabama	Alaska	Arizona	Arkansas	California
Colorado	Connecticut	Delaware	Florida	Georgia
Hawaii	Idaho	Illinois	Indiana	Iowa
Kansas	Kentucky	Louisiana	Maine	Maryland
Massachusetts	Michigan	Minnesota	Mississippi	Missouri
Montana	Nebraska	Nevada	New Hampshire	New Jersey
New Mexico	New York	North Carolina	North Dakota	Ohio
Oklahoma	Oregon	Pennsylvania	Rhode Island	South Carolina
South Dakota	Tennessee	Texas	Utah	Vermont
Virginia	Washington	Washington D.C.	West Virginia	Wisconsin
Wyoming	U.S. Virgin Islands			Other Resources

Contributions to this project are strongly encouraged. Please feel free to email the following information whenever you call a tax assessor's office:

- The name of the county, city or township office
- The number by which you must multiply the assessed value to come up with the market value
- Phone number of the office
- Tax assessor's web address

You may also wish to access the Geographic Name Server [here](#) to determine what county a particular city is in. The name server provides other information about cities as well.

✦ Updates to: c-pulawski@comcast.net

Disclaimer: This table is intended to be a repository of information supplied by prospect researchers around the world. Although you and your calculator may seem to arrive at a very precise estimate using these numbers, please remember that it is simply a "ballpark" figure (probably on the low side, for many reasons including time lag). Accuracy is not guaranteed, and no entities involved with creating or maintaining this database bear any responsibility for its use.

[Looking for Northwestern University's Development Research site?](#)

Obituaries



Obituaries: www.legacy.com

When you click on Obituaries - you can search both the obits and the guestbook. Knowing who someone was friends with has value.

Click here to search obits

The screenshot shows the Legacy.com website interface. At the top, there is a navigation bar with links for OBITUARIES, FUNERAL HOMES, NEWSPAPERS, SEND FLOWERS, NEWS & ADVICE, and MEMORIALS. A search bar is located in the top right corner. Below the navigation bar is a large banner with the text "Where Life Stories Live On*" and a search form with fields for "First Name" and "Last Name", a "More Options >" link, and a "Search" button. The banner also features a photograph of two men embracing and a link for "Irma's Aftermath and How to Help >". Below the banner, there are two featured articles: "NOTABLE DEATHS | September 28, 2017 Hurricane Maria Victims (2017) >" and "DIED TODAY IN HISTORY | September 29, 2017 Died September 29 >". On the right side, there is a section titled "SEARCH OBITUARIES BY NEWSPAPER" with a list of newspapers including THE BIRMINGHAM NEWS, ASBURY PARK PRESS, THE COURIER JOURNAL, SAVANNAH MORNING NEWS, KANSAS CITY STAR, and DAYTON DAILY NEWS. At the bottom left, there is a sign-up form for obituaries via email, and at the bottom right, there is another search bar for obituaries.

Obituaries: www.legacy.com

The screenshot shows the Legacy.com search interface. At the top, the browser address bar displays 'www.legacy.com/search'. The site's navigation menu includes 'OBITUARIES | FUNERAL HOMES | NEWSPAPERS | SEND FLOWERS | NEWS & ADVICE | MEMORIALS'. The main heading is 'Search Obituaries', with a subtext: 'Search for obituaries from more than 1,500 newspapers and 3,500 funeral homes across the United States, Canada, Australia, New Zealand, the United Kingdom, and Europe.' The search form consists of two input fields for 'First Name' and 'Last Name'. Below these are four dropdown menus: 'United States of America', 'Select a State', 'Select a City', and 'Past Week'. A 'Search' button is located below the dropdowns. At the bottom of the page, there is a dark grey banner for 'Email Notifications' with the text 'Get timely, customized obituary news delivered directly to your e-mail inbox.' and an 'Alert Me' button.

Enter a Name Here



Obituaries: www.legacy.com

The screenshot shows the Legacy.com website interface. At the top, the browser address bar displays the URL: `www.legacy.com/search?countryId=366899&countryUrl=united-states-of-america`. The Legacy.com logo is on the left, and navigation links for OBITUARIES, FUNERAL HOMES, NEWSPAPERS, SEND FLOWERS, NEWS & ADVICE, and MEMORIALS are in the center. A search bar on the right contains the text "Search".

The main content area is titled "Search Obituaries" and features a search form with two input fields containing "wesley" and "giles". Below these are dropdown menus for "United States of America", "Select a State", "Select a City", and "All". A "Search" button is positioned below the form.

Below the search form, the results are displayed as "1-5 of 5 Results". The first result is for Wesley Reginald Giles, with a candle icon, his name, age (84), and dates (1927-2011). The second result is for Wesley Roderick "Rocky" Giles Jr., also with a candle icon, his name, location (Bangor, ME, USA), and dates (October 12, 2010).

We found our man


Obituaries: www.legacy.com

The screenshot shows a web browser displaying an obituary on Legacy.com. The browser's address bar shows the URL: www.legacy.com/obituaries/name/Wesley-Giles-obituary?pid=1000000145946393&.... The Legacy.com logo is in the top left, and navigation links for OBITUARIES, FUNERAL HOMES, NEWSPAPERS, SEND FLOWERS, NEWS & ADVICE, and MEMORIALS are in the top center. A search bar is in the top right. The main heading is "Wesley Roderick Giles Jr." with "BANGOR, Maine" below it. A "Send Flowers" button is visible. To the left is a photo of a lit candle. Below the heading is a "Guest Book" section with options to "Add Photo", "Add Video", and "Light A Candle". A text input field asks "What would you like to say about Wesley?" with a "Submit" button. Below the input field are two guest book entries. The first entry is from Margaret Page, dated October 12, 2010, with the text: "Marie, I was sorry to hear about Rocky's passing. You and the girls are in my thoughts." The second entry is dated October 12, 2010, with the text: "Marie, Our prayers are with you and your family. Rocky was a great classmate, football teammate and friend." On the right side, there is a "Wesley's Obituary" section with the text: "Wesley Giles passed away in BANGOR, Maine. The obituary was featured in BDN Maine on October 12, 2010." Below that is a "Gallery" section with an "Add a Photo or Video" button. At the bottom right is a green "Advice & Support" button with a hand icon.

Legacy.com

OBITUARIES | FUNERAL HOMES | NEWSPAPERS | SEND FLOWERS | NEWS & ADVICE | MEMORIALS

Home > Obituaries > Wesley Roderick Giles Obituary

 **Wesley Roderick Giles Jr.**
BANGOR, Maine

Send Flowers

Guest Book

Add Photo | Add Video | Light A Candle

What would you like to say about Wesley?

Not sure what to say?

Posting Guidelines | FAQ

Submit

Marie, I was sorry to hear about Rocky's passing. You and the girls are in my thoughts.

Margaret Page

October 12, 2010

Marie, Our prayers are with you and your family. Rocky was a great classmate, football teammate and friend.

Wesley's Obituary

Wesley Giles passed away in BANGOR, Maine. The obituary was featured in BDN Maine on October 12, 2010.

Gallery

Add a Photo or Video

Advice & Support

Obituaries: www.legacy.com

BDN MAINE | Obituaries

Obituaries Learn & Prepare Funeral Homes Place a Notice My Account


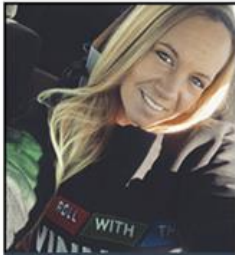

A place for remembering loved ones.
A space for sharing memories.


Search for a story, obituary or memorial

Browse all notices Browse today's obituaries

Recent Obituaries

[View Today's](#) | [Yesterday's](#) | [Past Week's](#) | [Past Month's](#)

 <p>Ralph Grant 1939 - 2017 Bucksport</p>	 <p>Liza Parker 1991 - 2017 Bangor</p>	 <p>Paul Higgins 1930 - 2017 Presque Isle</p>
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Tiny flies from away are wreaking havoc on late-season berry crops

Today's Obituaries

[See all](#)

- (Crane) Jacobs, Janice MacGregor - AUBURN
Passed on September 19, 2017
- Botting, Lois M. - HOULTON
Passed on September 26, 2017

Obituaries: www.legacy.com and beyond

The screenshot shows a web browser window displaying the obituaries page for the Bangor Daily News. The search term "wesley giles" has been entered, resulting in 884 obituaries. The page features a search bar, navigation links, and a grid of obituary results. A prominent obituary for Renate Giles is highlighted in yellow. A sidebar on the right offers a "Search by Name" function powered by Ancestry Data.

BDN MAINE | Obituaries

Obituaries Learn & Prepare Funeral Homes Place a Notice My Account

Search Obituaries

wesley giles

Find Advanced search ▾

884 Obituaries

Grid view List view Location

Filter by: Anytime ▾ Sort by: Most Relevant ▾

Wesley Giles Jr.
February 11, 1929 - October 08, 2010
BANGOR
BANGOR - Wesley Roderick "Rocky" Giles Jr. passed away Friday, Oct. 8, 2010, at his home. Born Feb. 11, 1929, in Bangor, he was the only child

LeRoy Giles
September 04, 1942 - July 24, 2010
PATTEN
PATTEN - LeRoy Wesley Giles, 67, died unexpectedly July 24, 2010, at his home. He was born Sept. 4, 1942, in Patten, to Wesley and Iola

Renate Giles
November 10, 1935 - September 01, 2017
HAMPDEN
Renate Giles, 81, passed away peacefully on Sept. 1, 2017, at East Side Healthcare in Bangor. She was born on Nov. 10, 1935, in Schweinfurt, Germany, to Hans Heinrich Uselmann and Helene Uselmann.
Renate and her son, Bill, cam to the U.S. in...
Published on September 2, 2017

Search by Name

first
last

Search

ANCESTRY DATA
© 2017 Powered by AncestryData

There is the handsome devil we are looking for!

Obituaries: www.legacy.com and beyond

The screenshot shows a web browser displaying an obituary for Wesley Giles Jr. The page layout includes a header with the BDN MAINE logo and navigation links for Obituaries, Learn & Prepare, Funeral Homes, Place a Notice, and My Account. A sidebar on the left offers options to Follow Story, Story, Guestbook, and Send flowers, along with social media icons and a link to keep telling Wesley's story. The main content area features a portrait of Wesley Giles Jr. and his name and dates: Wesley Giles Jr., February 11, 1929 - October 08, 2010. Below this is the title "Wesley's Story" and a text size selector. The obituary text begins with "BANGOR - Wesley Roderick 'Rocky' Giles Jr. passed away Friday, Oct. 8, 2010, at his home. Born Feb. 11, 1929, in Bangor, he was the only child of Wesley R. Giles Sr. and Mildred (Bean) Moody. He grew up in Mars Hill and attended Gould Academy, Bethel, from which he graduated in 1947. Rocky graduated from Maine Maritime Academy in 1950. He was an avid football player during high school and college. After graduating from Maine Maritime Academy, Rocky worked for Texaco for more than three decades as the chief engineer on the oil tanker, SS Rhode Island. He retired as the commodore chief engineer of Texaco American Fleet in 1987, after which he worked briefly for the state of Maine. During his retirement, Rocky served on the alumni board at Maine Maritime Academy for several years, volunteered at Cole Land Transportation Museum and was a member of Anah Temple Drum and Bugle Corp. Rocky is survived by his wife of 46 years, Marie B. Giles of Bangor; their children, Patricia Giles of Syracuse, N.Y., and Ruth Giles and her..." To the right of the text is a "Send flowers in memory of Wesley" section featuring a bouquet of flowers, a price of \$84.99, and a "Send flowers" button. Below this is a section titled "OBITUARY PUBLISHED IN" with the BDN MAINE logo.

BDN MAINE Obituaries

Obituaries Learn & Prepare Funeral Homes Place a Notice My Account

Wesley Giles Jr.
February 11, 1929 - October 08, 2010

Follow Story

Story

Guestbook

Send flowers

Keep telling Wesley's story

Wesley's Story Text size A A A

BANGOR - Wesley Roderick "Rocky" Giles Jr. passed away Friday, Oct. 8, 2010, at his home. Born Feb. 11, 1929, in Bangor, he was the only child of Wesley R. Giles Sr. and Mildred (Bean) Moody. He grew up in Mars Hill and attended Gould Academy, Bethel, from which he graduated in 1947. Rocky graduated from Maine Maritime Academy in 1950. He was an avid football player during high school and college. After graduating from Maine Maritime Academy, Rocky worked for Texaco for more than three decades as the chief engineer on the oil tanker, SS Rhode Island. He retired as the commodore chief engineer of Texaco American Fleet in 1987, after which he worked briefly for the state of Maine. During his retirement, Rocky served on the alumni board at Maine Maritime Academy for several years, volunteered at Cole Land Transportation Museum and was a member of Anah Temple Drum and Bugle Corp. Rocky is survived by his wife of 46 years, Marie B. Giles of Bangor; their children, Patricia Giles of Syracuse, N.Y., and Ruth Giles and her...

Send flowers in memory of Wesley

\$84.99

Send flowers

See more

OBITUARY PUBLISHED IN

BDN MAINE

Nonprofit Giving & Connections

Pearls Before Swine by Stephan Pastis

October 16, 2013



Nonprofit Giving & Connections: LittleSis.org

The screenshot shows the LittleSis.org website. At the top, there is a navigation bar with links for Login, Sign Up, Explore, Help, About, and Blog. A search bar is located in the top right corner. The main content area features a large heading: "LittleSis* is a free database of who-knows-who at the heights of business and government." Below this, it states "We're a grassroots watchdog network connecting the dots between the world's most powerful people and organizations." There is a search bar with the placeholder text "Search for a name" and a magnifying glass icon. To the right of the search bar, there is a list of categories: "2 7 0 6 2 1 dots connected:" followed by links for "Paid for politicians", "Corporate fat cats", "Revolving door lobbyists", "Secretive Super PACs", and "Elite think tanks". Below the search bar, there is a profile for Stephen Schwarzman, CEO of Blackstone Group. The profile includes a photo, his name, title, and lists of "Key affiliations" and "Related people".

Enter a Name Here

It is FREE!

Not everyone is in here, but if they are ... that is saying something.

It is worth running the name through here - just in case.

Nonprofit Giving & Connections: LittleSis.org

The screenshot shows a web browser window with the URL <https://littlesis.org/search?q=warren+buffett>. The page features the LittleSis logo and navigation links: Login, Sign Up, Explore, Help, About, and Blog. There are also social media icons for Facebook, Twitter, and RSS, and a search bar labeled "Search LittleSis".

The main content area is titled "Search" and contains a search input field with the text "warren buffett" and a search icon. Below this, there are three sections:

- Lists**
 - The Giving Pledge signees** *These people have responded to **Warren Buffett** and Bill Gates - pledging to gi...*
 - Billion dollar charitable donors in US 2000-2013** *Based on \$1 million plus transactions. **Warren Buffett** made more than \$39 bill...*
- Entities**
 - Warren Buffett** *CEO at Berkshire Hathaway, Investor*
Iconic investor crowned the world's richest man in march as Berkshire Hathawa...
- Network Maps**
 - Burger King's whopper of an inversion**

A large black arrow points from the right towards the "Warren Buffett" entity entry, with the text "Here is the one we want!" written inside the arrow.

At the bottom of the page, there is a footer: "A project of the Public Accountability Initiative. More about LittleSis. Read the disclaimer."

Nonprofit Giving & Connections: LittleSis.org

The screenshot shows the profile page for Warren Buffett on LittleSis.org. The page is titled "Warren Buffett" and identifies him as the "CEO at Berkshire Hathaway, Investor". It features a navigation bar with tabs for Relationships, Interlocks, Giving, Political, and Data. The Relationships tab is active, showing a list of business positions and other memberships. A photo of Warren Buffett is displayed on the right side of the page. Below the photo, there is a "Basic info" section with fields for Types, Gender, Birthday, and Industries. At the bottom, there is a "Source Links" section listing various documents and filings.

LittleSis Login Sign Up Explore Help About Blog Search LittleSis

Warren Buffett

CEO at Berkshire Hathaway, Investor

add relationship edit flag Tweet

Edited by [WileCoyote](#) about 1 year ago [History](#)

Iconic investor crowned the world's richest man in March as Berkshire Hathaway shares ran up 25% between July 2007 and February 2008. Berkshire... [more »](#)

Relationships Interlocks Giving Political Data

Business Positions

Berkshire Hathaway Inc. Holding company headquartered in Omaha, Nebraska
• CEO [+1]

Salomon Brothers, Inc. Wall Street investment bank
• Board Member (87→?)

Graham Holdings Company Washington, DC-based newspaper company
• Board Member (past)

Kraft Heinz Company Third-largest food and beverage company in North America
• Director

Other Positions & Memberships

Urban Institute
• Life Trustee

Augusta National Golf Club Exclusive, formerly all-male golf club in Georgia
• Member

Bill & Melinda Gates Foundation
• Trustee

Grinnell College Grinnell, Iowa
• Trustee (68→?)

Alfalfa Club Exclusive DC club for the rich and powerful since 1913
• Member (83→?)

Clinton Global Initiative

Basic info

Types Person, Business Person

Gender Male

Birthday 1930

Industries Private Equity & Investment Firms, Property & casualty insurance, Railroads

Source Links

Articles documenting info on this page
Number of documents: 109 :: [see all](#)
FEC Filing 12020294052
FEC Filing 12020752544
FEC Filing 12951362268
FEC Filing 12953031981
FEC Filing 10020202579
FEC Filing 10020662172
FEC Filing 10990392658
FEC Filing 10931546802

There is a lot of information here, however it is important to look at what lies under every tab (Relationships, Interlocks, Giving, Political, Data).

The DATA tab should be your favorite!

Nonprofit Giving & Connections: LittleSis.org

The screenshot shows the LittleSis.org website for Warren Buffett. The page title is "Warren Buffett" with the subtitle "CEO at Berkshire Hathaway, Investor". Under the "Relationships" section, there are filters for Relationship, Entity Type, Entity Industry, and Connected To. Below the filters is a search bar and checkboxes for "amount", "Current", "Board Members", and "Executives". An "Export CSV" button is highlighted with a black arrow pointing to it. Below the filters is a table with 69 entries, showing the first 15 rows.

Related Entity	Relationship	Details	Date(s)
Alfalfa Club Exclusive DC club for the rich and...	Membership	Membership	'83 →
Anthem Health insurance provider, the largest U...	Ownership	Controlling shareholder	(past)
Augusta National Golf Club Exclusive, formerly...	Membership	Member	(past)
Barack Obama 44th President of the United States	Donation	Campaign Contribution (recipient) • \$75400	'07 → '12
Ben Nelson US Senator from Nebraska	Donation	Campaign Contribution (recipient) • \$19500	'04 → '11
Berkshire Hathaway Inc. Holding company headquartered...	Position	CEO	(current)
Berkshire Hathaway Inc. Holding company headquartered...	Position	CEO	(current)
Berkshire Hathaway Inc. Holding company headquartered...	Ownership	major shareholder	(current)
Bill & Melinda Gates Foundation	Position	Trustee	(current)
Bill Bradley Former US Senator from New Jersey...	Donation	Campaign Contribution (recipient) • \$1000	'99
Bill Gates Founder of Microsoft	Social	Friend (bridge partner)	(past)
Bill White former Mayor of Houston	Donation	Campaign Contribution (recipient) • \$2400	'09
Bob Graham Former U.S. Senator from Florida	Donation	Campaign Contribution (recipient) • \$2000	'03

Export to a CSV

You can look at all the data at once, or you can slice and dice it to look as the segments you want.

IMPORTANT TO NOTE: You can export this data to a CSV (you can open a CSV in Excel and then have more options on how to massage the data - ask your office Excel expert for help)

Nonprofit Giving & Connections: Google Search

Do a Google Search using the following search parameter guidelines

- Search for org and edu extension on the web address
 - edu “Ruthie Giles”
 - org “Ruthie Giles”
- Google several variations of the constituents name:
 - “Ruth M Giles”
 - “Ruth Giles”
 - “Ruthie Giles”
 - “Ruth Giles and Chris Szarek”
 - “Chris Szarek and Ruth Giles”
 - “Chris Szarek”
 - “Christopher Szarek”
 - “Mr. & Mrs. Christopher Szarek”

Nonprofit Giving & Connections: Google Search

The screenshot shows a Google search for "org ruthie giles". The search bar contains the text "org ruthie giles" and a magnifying glass icon. Below the search bar, there are tabs for "All", "Images", "News", "Videos", "Maps", "More", "Settings", and "Tools". The search results are displayed below, with a notification box in the top right corner that says "Get to Google faster. Switch your default search engine to Google. Yes, show me".

Search results include:

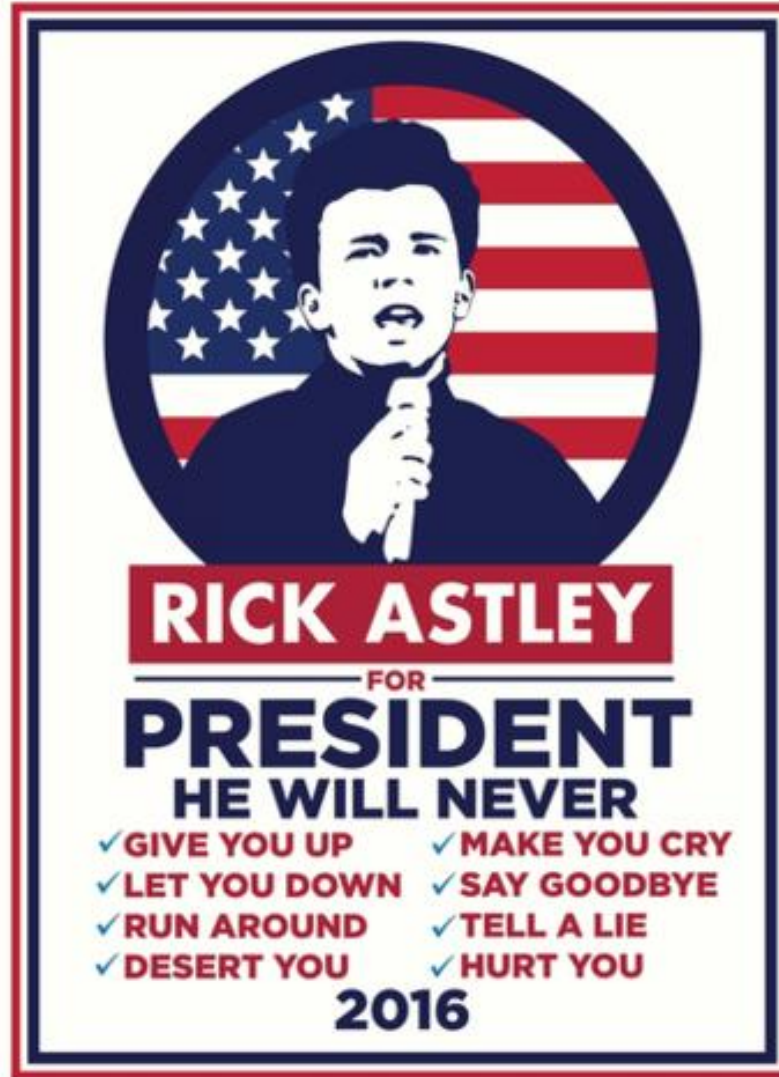
- Women in Philanthropy of Western Massachusetts - Herding Cats: The ...**
<https://wipowm.wildapricot.org/event-2269617>
Herding Cats: The Art of Prospect Management. Ruthie Giles Senior Researcher for Prospect Management, Mount Holyoke College. About the Topic: At the end ...
- NEDRA - Think Tank: Prospect Management**
www.nedra.org/event-2549320
Jun 20, 2017 - Ruthie Giles is the Senior Researcher for Prospect Management at Mount Holyoke College. She has worked in prospect research and ...
- Ruthie Giles (@RuthieGiles413) | Twitter**
<https://twitter.com/ruthiegiles413?lang=en>
The latest Tweets from Ruthie Giles (@RuthieGiles413). ... Art of Prospect Management" with @RuthieGiles413. <https://wipowm.wildapricot.org/event-2269617>.
- ScamWarners.com View topic - Ruthie Giles karl.nelli@mail.com**
<https://www.fraudwatchers.org/forum/viewtopic.php?f=34&t=144555>
Good morning, Our Company returning back regarding request on a Career Builder for opening of Supply Chain Agent. PAYMENT RATE: \$94,267 - \$107,206 ...
- Herding Cats: The Art of Prospect Management**
theartofprospectmanagement.blogspot.com/
Feb 2, 2016 - Posted by Ruthie Giles No comments: ... You can also look into a free online class through websites such as Coursera.org or EdX.org.
- Herding Cats: The Art of Prospect Management: Speaking Engagements**
theartofprospectmanagement.blogspot.com/p/speaking-engagements.html
Holyoke, MA www.wipowm.org ... www.nedra.org. April 16 ... My photo. Ruthie Giles: Ruthie Giles has worked in prospect research and management since 2000.
- Ruthie Makokx | Facebook**
<https://www.facebook.com/ruthie.makokx>
... Busia Gospel Centre Youth Group, Nambale Magnet School - Western Kenya www.nambalemagnet.org, Survivors busia, Canbebe East Africa, ... Ruthie Giles.

At the bottom, there is a section for "Images for org ruthie giles" with a row of five small image thumbnails.

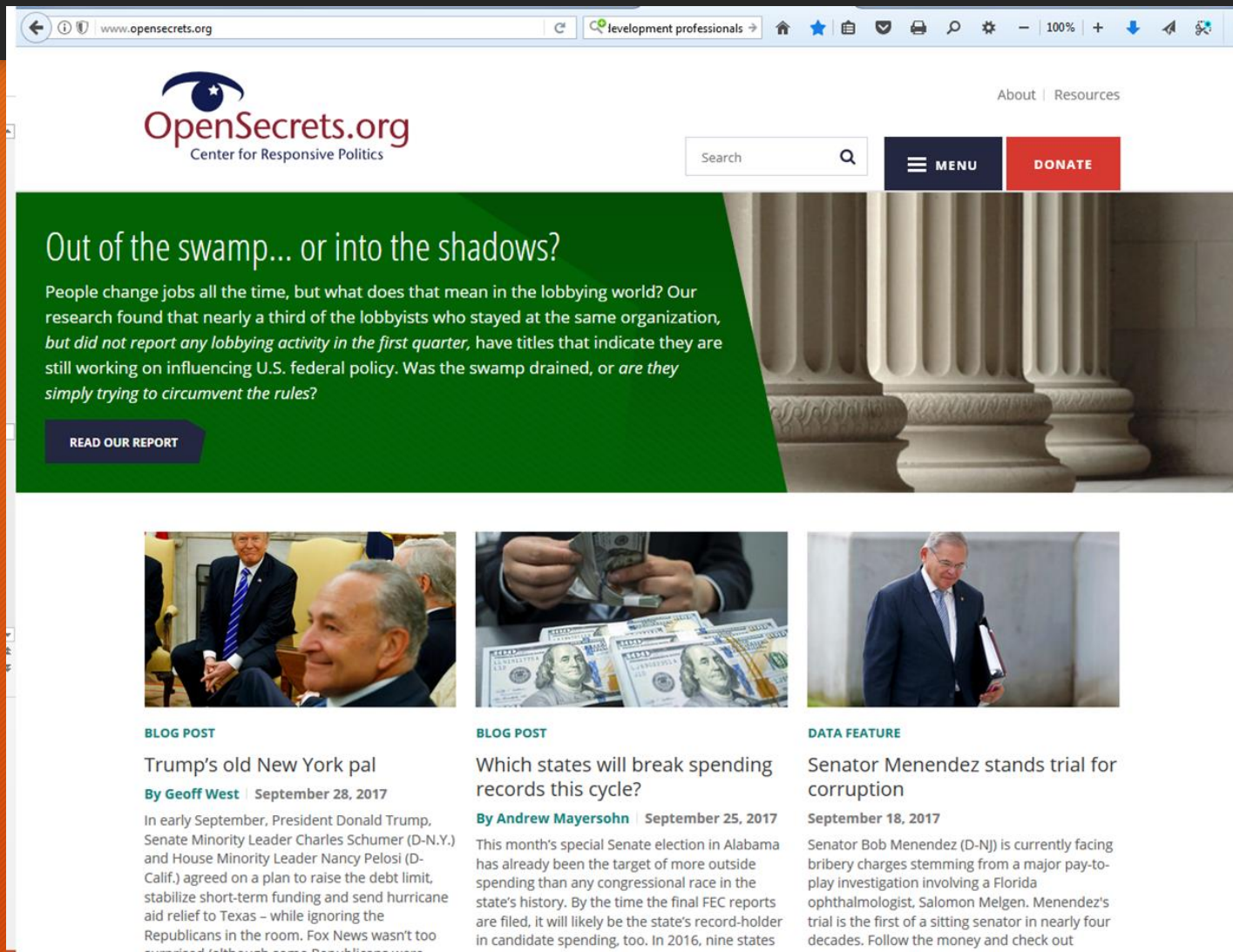
Some results are right

Some results are not right

Political Giving



Political Giving: OpenSecrets.org



www.opensecrets.org

development professionals

About | Resources

OpenSecrets.org
Center for Responsive Politics

Search


MENU

DONATE

Out of the swamp... or into the shadows?

People change jobs all the time, but what does that mean in the lobbying world? Our research found that nearly a third of the lobbyists who stayed at the same organization, *but did not report any lobbying activity in the first quarter*, have titles that indicate they are still working on influencing U.S. federal policy. Was the swamp drained, or *are they simply trying to circumvent the rules?*

[READ OUR REPORT](#)



BLOG POST

Trump's old New York pal

By Geoff West | September 28, 2017

In early September, President Donald Trump, Senate Minority Leader Charles Schumer (D-N.Y.) and House Minority Leader Nancy Pelosi (D-Calif.) agreed on a plan to raise the debt limit, stabilize short-term funding and send hurricane aid relief to Texas - while ignoring the Republicans in the room. Fox News wasn't too surprised (altho such come Republicans...

BLOG POST

Which states will break spending records this cycle?

By Andrew Mayersohn | September 25, 2017

This month's special Senate election in Alabama has already been the target of more outside spending than any congressional race in the state's history. By the time the final FEC reports are filed, it will likely be the state's record-holder in candidate spending, too. In 2016, nine states

DATA FEATURE

Senator Menendez stands trial for corruption

September 18, 2017

Senator Bob Menendez (D-NJ) is currently facing bribery charges stemming from a major pay-to-play investigation involving a Florida ophthalmologist, Salomon Melgen. Menendez's trial is the first of a sitting senator in nearly four decades. Follow the money and check out

Political Giving: OpenSecrets.org

The screenshot shows the OpenSecrets.org website with search results for "william gates" filtered by "Donors". The page displays a table of 5 records, showing contributions from William Gates to various candidates and organizations. The table includes columns for Category, Contributor, Occupation, Date, Amount, and Recipient.

OpenSecrets.org
Center for Responsive Politics

william gates

Search Results

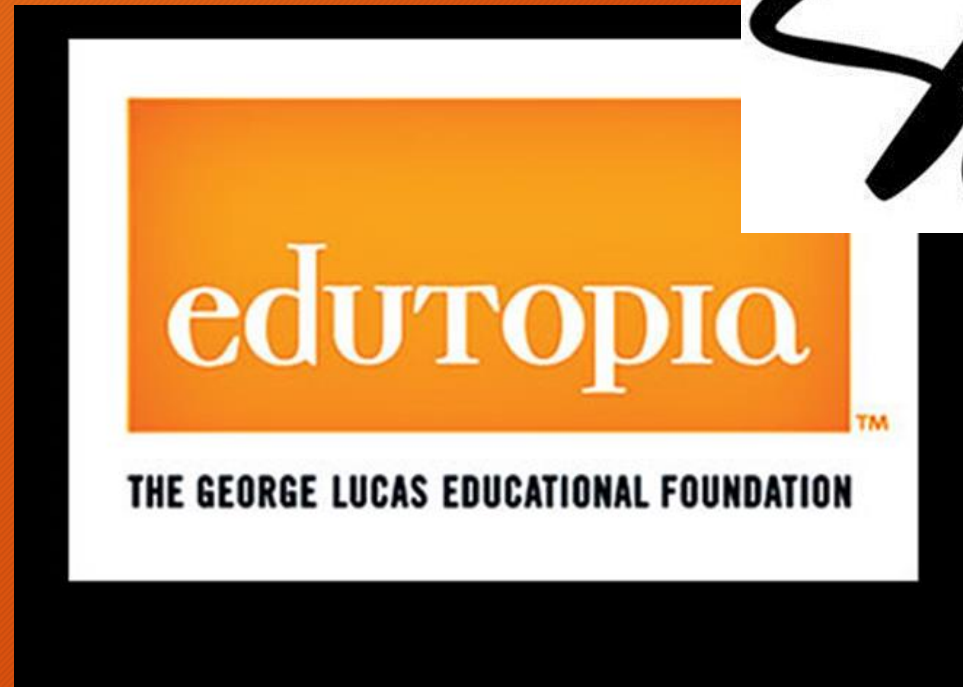
william gates

FILTER BY: Politicians & Lobbyists Organizations **Donors** Site Search Blog

Displaying 1 - 50 of 616 records [Try our Advanced Donor Lookup search](#)

CATEGORY	CONTRIBUTOR	OCCUPATION	DATE	AMOUNT	RECIPIENT
Money to Candidates	GATES, WILLIAM REDMOND, WA 98052	MICROSOFT	05-15-1995	\$1,000.00	Fields, Jack M Jr (R)
Money to Candidates	GATES, WILLIAM SEATTLE, WA 98105		06-30-1999	-\$500.00	Gorton, Slade (R)
Money to Candidates	GATES, WILLIAM KIRKLAND, WA 98083	MICROSOFT CORPORATION	11-10-2011	\$1,500.00	McConnell, Mitch (R)
Money to Candidates	GATES, WILLIAM KIRKLAND, WA 98083	MICROSOFT CORPORATION	11-10-2011	\$500.00	McConnell, Mitch (R)
Money to Candidates	GATES, WILLIAM SEATTLE, WA 98105	BILL & MELINDA GATES FOUNDATION	03-08-2012	\$571.00	McCaskill, Claire (D)

Foundation Information



Foundation Information: Guidestar.org

- It is free - you simply need to create a username and password
- You get access to the IRS 990 forms for foundations
- Within the 990 form you can find:
 - Foundation address, phone, url
 - Total assets, total grants paid
 - Salaries for the top paid employees of the foundation
 - A list of the board members
 - A list of who the foundation donates to, and how much they donated

Foundation Information: Guidestar.org

The screenshot shows the Guidestar.org profile for the George Lucas Educational Foundation. The page is titled "EDUCATIONAL INSTITUTIONS GEORGE LUCAS EDUCATIONAL FOUNDATION" and includes a "Download Report" button. The navigation menu includes "SUMMARY", "PROGRAMS", "FINANCIALS", and "OPERATIONS". The "FINANCIALS" tab is active, displaying the following information:

- Mission:** Vision: Our vision is of a new world of learning based on the compelling truth that improving education is the key to the survival of the human race. It's a world of creativity, inspiration and ambition informed by real-world evidence and experience. It's a world where students become lifelong learners and develop 21st-century skills. It's a world where innovation is the rule, not the exception. It's a world where schools provide rigorous project-based learning, social-emotional learning, and access to new technology. It's a world where students and
- Founding Year:** 1993
- EIN:** 68-0065687
- BRIDGE Number:** 6469701941
- Cause Area (NTEE Code):** Fund Raising and/or Fund Distribution (B12)
- IRS Filing Requirement:** This organization is required to file an IRS Form 990-PF.
- Download Tax Forms:** Show Forms 990
- Social Media:** Facebook, Twitter, LinkedIn, YouTube, Instagram
- Blog:** Blog
- Executive Director, Edutopia:** Cindy Johanson
- Executive Director, Lucas Education Research:** Kristin De Vivo
- Main Address:** PO Box 3494, San Rafael, CA 94912 USA
- Show More Contacts:** Button
- Keywords:** (empty field)

At the bottom of the page, there is a banner for "We have a new look!" with a "Learn More" button, and a footer for "Need more data on this nonprofit? Try a GuideStar Premium Report." with "PDF Preview" and "Buy it now" buttons.

You can access the IRS 990s here.

Foundation Information: Guidestar.org

www.guidestar.org/FinDocuments/2015/680/065/2015-680065687-0ce26378-F.pdf

Form **990-PF** **Return of Private Foundation** or Section 4947(a)(1) Trust Treated as Private Foundation
 Department of the Treasury Internal Revenue Service
 OMB No. 1545-0052
2015
 Do not enter social security numbers on this form as it may be made public.
 Information about Form 990-PF and its separate instructions is at www.irs.gov/form990pf. Open to Public Inspection

For calendar year 2015 or tax year beginning , 2015, and ending , 20

Name of foundation
THE GEORGE LUCAS EDUCATIONAL FOUNDATION

Number and street (or P.O. box number if mail is not delivered to street address) Room/suite
P.O. BOX 3494

City or town, state or province, country, and ZIP or foreign postal code
SAN RAFAEL, CA 94912

A Employer identification number
68-0065687

B Telephone number (see instructions)
(415) 662-1600

C If exemption application is pending, check here.

D 1 Foreign organizations, check here.
 2 Foreign organizations meeting the 85% test, check here and attach computation.

E If private foundation status was terminated under section 507(b)(1)(A), check here.

F If the foundation is in a 60-month termination under section 507(b)(1)(B), check here.

G Check all that apply
 Initial return Initial return of a former public charity
 Final return Amended return
 Address change Name change

H Check type of organization Section 501(c)(3) exempt private foundation
 Section 4947(a)(1) nonexempt charitable trust Other taxable private foundation

I Fair market value of all assets at end of year (from Part II, col (c), line 16) **\$ 3,167,793.**

J Accounting method Cash Accrual
 Other (specify) _____
 (Part I, column (d) must be on cash basis)

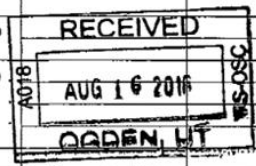
Part I Analysis of Revenue and Expenses (The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a) (see instructions))

	(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
1 Contributions, gifts, grants, etc. received (attach schedule)	12,901,705.			
2 Check <input type="checkbox"/> if the foundation is not required to attach Sch. B.				
3 Interest on savings and temporary cash investments				
4 Dividends and interest from securities				
5a Gross rents				
b Net rental income or (loss)				
6a Net gain or (loss) from sale of assets not on line 10				
b Gross sales price for all assets on line 6a				
7 Capital gain net income (from Part IV, line 2)				
8 Net short-term capital gain				
9 Income modifications				
10a Gross sales less returns and allowances				
b Less Cost of goods sold				
c Gross profit or (loss) (attach schedule)				
11 Other income (attach schedule) ATCH 1	763,420.		763,420.	
12 Total. Add lines 1 through 11	13,665,125.		763,420.	
13 Compensation of officers, directors, trustees, etc.	557,262.		28,380.	528,882.
14 Other employee salaries and wages	3,835,337.		249,059.	3,586,278.
15 Pension plans, employee benefits	879,300.		63,773.	815,527.
16 Total fees (attach schedule) ATCH 2	132,543.			128,490.

Address

Phone Number

Total assets



Foundation Information: Guidestar.org

www.guidestar.org/FinDocuments/2015-980-065/2015-8000587-01a26178-4.pdf

H Check type of organization Section 501(c)(3) exempt private foundation
 Section 4947(a)(1) nonexempt charitable trust Other taxable private foundation

I Fair market value of all assets at end of year (from Part II, col (c), line 16) ▶ \$ 3,167,793.
 J Accounting method Cash Accrual
 Other (specify):

E If private foundation status was terminated under section 507(b)(5)(A), check here ▶
 F If the foundation is in a 60-month termination under section 507(b)(5)(B), check here ▶

Part I Analysis of Revenue and Expenses (The total of amounts in columns (b), (c), and (d) may not necessarily equal the amounts in column (a) (see instructions))

	(a) Revenue and expenses per books	(b) Net investment income	(c) Adjusted net income	(d) Disbursements for charitable purposes (cash basis only)
1 Contributions, gifts, grants, etc. received (attach schedule)	12,901,765.			
2 Check <input type="checkbox"/> if the foundation is not required to attach Sch. B				
3 Interest on savings and temporary cash investments				
4 Dividends and interest from securities				
5a Gross rents				
b Net rental income or (loss)				
6a Net gain or (loss) from sale of assets not on line 10				
b Gross sales price for all assets on line 6a				
7 Capital gain net income (from Part IV, line 2)				
8 Net short-term capital gain				
9 Income modifications				
10a Gross sales less returns and allowances				
b Less: Cost of goods sold				
c Gross profit or (loss) (attach schedule)				
11 Other income (attach schedule) ATCH 1	763,420.		763,420.	
12 Total. Add lines 1 through 11	13,665,125.		763,420.	
13 Compensation of officers, directors, trustees, etc.	557,262.		28,380.	528,882.
14 Other employee salaries and wages	3,835,337.		249,059.	3,586,278.
15 Pension plans, employee benefits	879,300.		63,773.	815,527.
16a Legal fees (attach schedule) ATCH 2	132,543.			128,490.
b Accounting fees (attach schedule) ATCH 3	72,920.		4,104.	1,631.
c Other professional fees (attach schedule) ATCH 4	2,045,657.		19,618.	1,961,342.
17 Interest				
18 Taxes (attach schedule) (see instructions) ATCH 5	1,788.		744.	
19 Depreciation (attach schedule) and depletion	47,868.			
20 Occupancy				
21 Travel, conferences, and meetings	299,317.		17,163.	272,917.
22 Printing and publications				
23 Other expenses (attach schedule) ATCH 6	1,311,342.		35,552.	1,159,030.
24 Total operating and administrative expenses. Add lines 13 through 23.	9,183,334.		418,393.	8,454,097.
25 Contributions, gifts, grants paid	4,249,401.			4,374,611.
26 Total expenses and disbursements. Add lines 24 and 25	13,432,735.	0.	418,393.	12,828,708.
27 Subtract line 26 from line 12	232,390.			
a Excess of revenue over expenses and disbursements				
b Net investment income (if negative, enter -0-)		0.		
c Adjusted net income (if negative, enter -0-)			345,027.	

RECEIVED
AUG 16 2016
OARREN, HT

50-CANNEO SEP 06 2016

Form 990-PF (2015)

Contributions, gifts, grants paid

Foundation Information: Guidestar.org

The screenshot shows a PDF document from Guidestar.org, specifically Form 990-PF (2015). The document is a tax form for a foundation. The browser address bar shows the URL: www.guidestar.org/FinDocuments/2015/480/065/2015-680065687-4ca26178-f.pdf. The document is titled "Part VIII Information About Officers, Directors, Trustees, Foundation Managers, Highly Paid Employees, and Contractors".

Questions 6a, 6b, and 7a are visible, with checkboxes for "Yes" and "No". Question 6a is checked "No", 6b is checked "No", and 7a is checked "No".

Section 1: List all officers, directors, trustees, foundation managers and their compensation (see instructions).

(a) Name and address	(b) Title, and average hours per week devoted to position	(c) Compensation (if not paid, enter -0-)	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
ATCH 8		557,262.	70,155.	0.

Section 2: Compensation of five highest-paid employees (other than those included on line 1 - see instructions). If none, enter "NONE."

(a) Name and address of each employee paid more than \$50,000	(b) Title, and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account, other allowances
ATCH 9		749,501.	117,828.	0.

Total number of other employees paid over \$50,000. 29

Form 990-PF (2015)

List of officers, directors, trustees

List of 5 highest paid employees

Foundation Information: Guidestar.org

Grants and Contributions
Paid During the Year, or
approved for future
payment

THE GEORGE LUCAS EDUCATIONAL FOUNDATION 68-0065687 Page 11

Form 990-PF (2016) Part XV Supplementary information (continued)

2. Grants and Contributions Paid During the Year or Approved for Future Payment

Recipient	Amount	Foundation	Purpose of grant or contribution	Amount
Name and address (home or business)	Are any payments in the funding period at a charitable address?	Number or name of recipient		
A. Paid during the year				
ATCH 11				
Total				4,374,652
B. Approved for future payment				
ATCH 12				
Total				6,961,652

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Foundation Information: Guidestar.org

THE GEORGE LUCAS EDUCATIONAL FOUNDATION

68-0645487

990PF, PART VIII - COMPENSATION OF THE FIVE HIGHEST PAID EMPLOYEES

ATTACHMENT 9

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED TO POSITION	COMPENSATION	CONTRIBUTIONS TO EMPLOYEE BENEFIT PLANS	EXPENSE ACCT TO EMPLOYEE AND OTHER ALLOWANCES
JON GOODSPEED P.O. BOX 3494 SAN RAFAEL, CA 94912	WEB PRODUCT PRODUCER 55.00	160,030.	35,603.	0.
BRIAN CHAN P.O. BOX 3494 SAN RAFAEL, CA 94912	DIRECTOR OF FINANCE 55.00	154,583.	23,378.	0.
CHARLES FESKO P.O. BOX 3494 SAN RAFAEL, CA 94912	SENIOR DIR/AD SALES 55.00	147,170.	19,315.	0.
ANGELA DERANGER P.O. BOX 3494 SAN RAFAEL, CA 94912	LER SR PRGM OFFICER 55.00	146,108.	18,883.	0.
ERIC HESTENES P.O. BOX 3494 SAN RAFAEL, CA 94912	DIRECTOR DEV & TECH 55.00	141,610.	20,649.	0.
TOTAL COMPENSATION		749,501.	117,828.	0.

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ATTACHMENT
PAGE 3

THE GEORGE LUCAS EDUCATIONAL FOUNDATION

68-0645487

FORM 990PF, PART VIII - LIST OF OFFICERS, DIRECTORS, AND TRUSTEES

ATTACHMENT 8

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED TO POSITION	COMPENSATION	CONTRIBUTIONS TO EMPLOYEE BENEFIT PLANS	EXPENSE ACCT AND OTHER ALLOWANCES
GEORGE W LUCAS JR P.O. BOX 3494 SAN RAFAEL, CA 94912	CHAIRMAN 1.00	0.	0.	0.
STEPHEN D ARNOLD P.O. BOX 3494 SAN RAFAEL, CA 94912	VICE-CHAIR/COO 7.00	0.	0.	0.
MARSHALL TURNER P.O. BOX 3494 SAN RAFAEL, CA 94912	DIRECTOR 1.00	0.	0.	0.
ROBERT BRADLEY P.O. BOX 3494 SAN RAFAEL, CA 94912	DIRECTOR 1.00	0.	0.	0.
KIM HERBERT P.O. BOX 3494 SAN RAFAEL, CA 94912	DIRECTOR 1.00	0.	0.	0.
KATE NYEGAARD P.O. BOX 3494 SAN RAFAEL, CA 94912	DIRECTOR 1.00	0.	0.	0.

6521AR 0473 7/18/2016 9:39:44 AM V 15-5.3F

ATTACHMENT 8
PAGE 31

THE GEORGE LUCAS EDUCATIONAL FOUNDATION

68-0645487

FORM 990PF, PART VIII - LIST OF OFFICERS, DIRECTORS, AND TRUSTEES

ATTACHMENT 11

OFFICER NAME AND ADDRESS	RELATIONSHIP TO FOUNDATIONAL CONTRIBUTOR AND FOUNDATION STATUS OF RELATIVES	NUMBER OF YEARS IN CONTRIBUTION	REVENUE
WILLIAM STATE UNIVERSITY INSTITUTE FOR RESEARCH ON TEACHING AND LEARNING 100 PARK LANE, BRICKEN WALK, ROOM 211 DARTMOUTH, NH 03824	NC	PROJECT BASED LEARNING (PBL) AND 4TH GRADE INTERDISCIPLINARY COURSE: DESIGN, DEVELOPMENT, AND EVALUATION	874,394.
STANFORD UNIVERSITY 300 LAREN ST. STANFORD, CA 94305	NC	PROJECT BASED LEARNING 4TH GRADE COURSE IN MATH AND SCIENCE: DESIGN, DEVELOPMENT, AND EVALUATION	347,765.
SIEMENS CORP 1714 MAIN STREET, P.O. BOX 2128 SANTA MONICA, CA 90407-0218	NC	PROJECT BASED LEARNING ADVANCED CONTROL PROGRAM: STUDY OF ADVANCED PLACEMENT COURSES	624,183.
UNIVERSITY OF CALIFORNIA 2000 SHAWNEE STREET, 372 10TH BERKELEY, CA 94720	NC	PROJECT BASED LEARNING 4TH GRADE COURSE IN ENGLISH LANGUAGE ARTS: DESIGN, DEVELOPMENT, AND EVALUATION	612,794.
UNIVERSITY OF WASHINGTON P.O. BOX 357100 SEATTLE, WA 98195-7100	NC	PROJECT BASED LEARNING ADVANCED PLACEMENT PHYSICS COURSE: DESIGN AND DEVELOPMENT	524,532.
UNIVERSITY OF MICHIGAN 3001 SOUTH STATE ST. ANN ARBOR, MI 48109-1274	NC	PROJECT BASED LEARNING 10TH GRADE: INTERDISCIPLINARY PROGRAMS	312,876.

6521AR 0473 7/18/2016 8:29:46 AM V 15-5.3F

ATTACHMENT 11
PAGE 10

Business Information



Business Information

- HOW TO FIND A BUSINESS WEBSITE VIA AN EMAIL ADDRESS:
- If the person has non-generic e-mail - try the extension as the url:
- Rgiles@mtholyoke.edu = www.mtholyoke.edu
- PmGiles@syr.edu = www.Syr.edu

What you might find on a Business website:

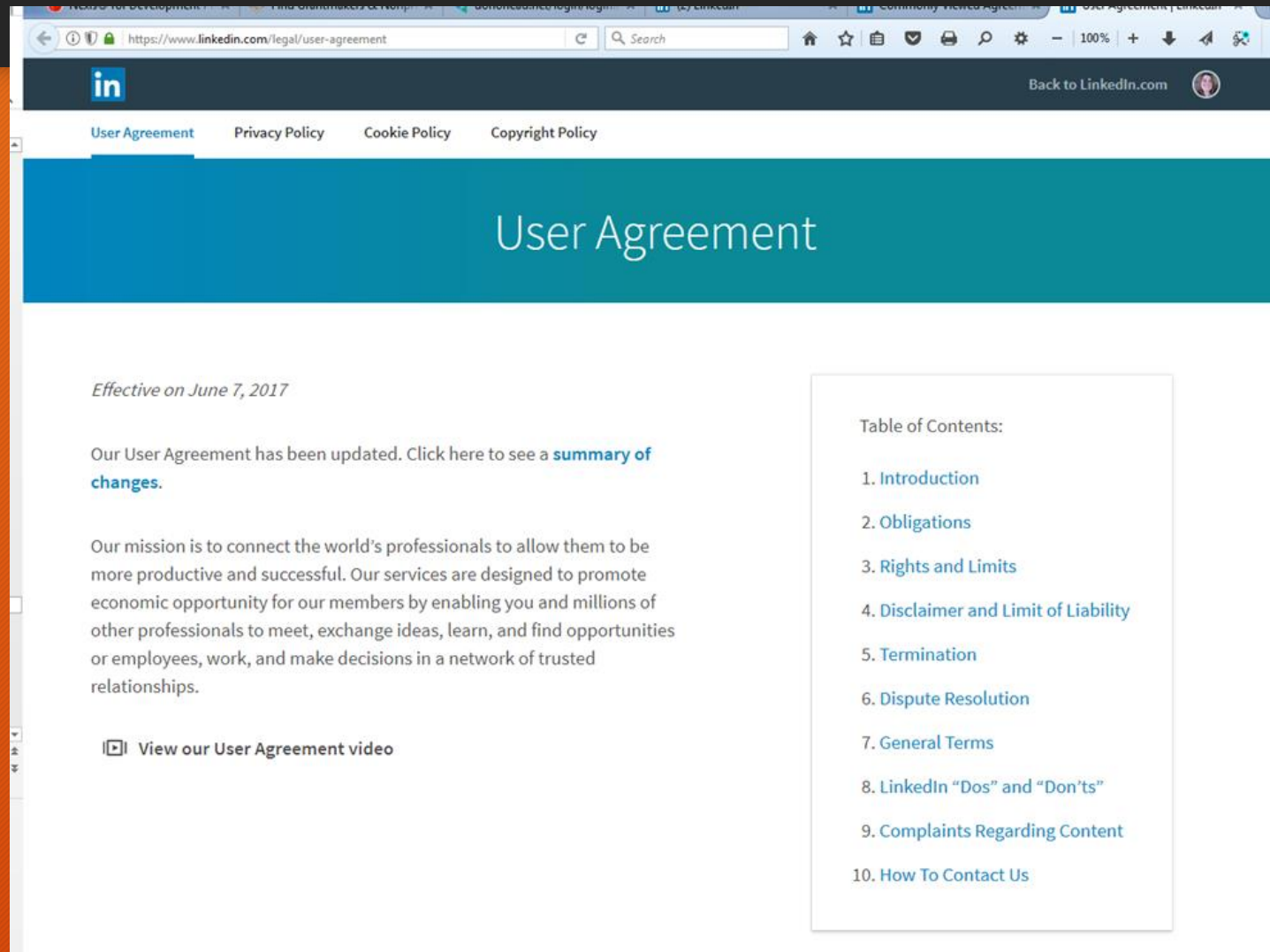
- Company history
- Bios of top management
- E-mail addresses
- Company address, phone, fax
- Client list
- Locations



LinkedIn Profiles



LinkedIn Profiles




The screenshot shows the LinkedIn User Agreement page. At the top, there is a navigation bar with the LinkedIn logo and links for User Agreement, Privacy Policy, Cookie Policy, and Copyright Policy. Below this is a teal header with the text "User Agreement". The main content area is white and contains the following text:

Effective on June 7, 2017

Our User Agreement has been updated. Click here to see a [summary of changes](#).

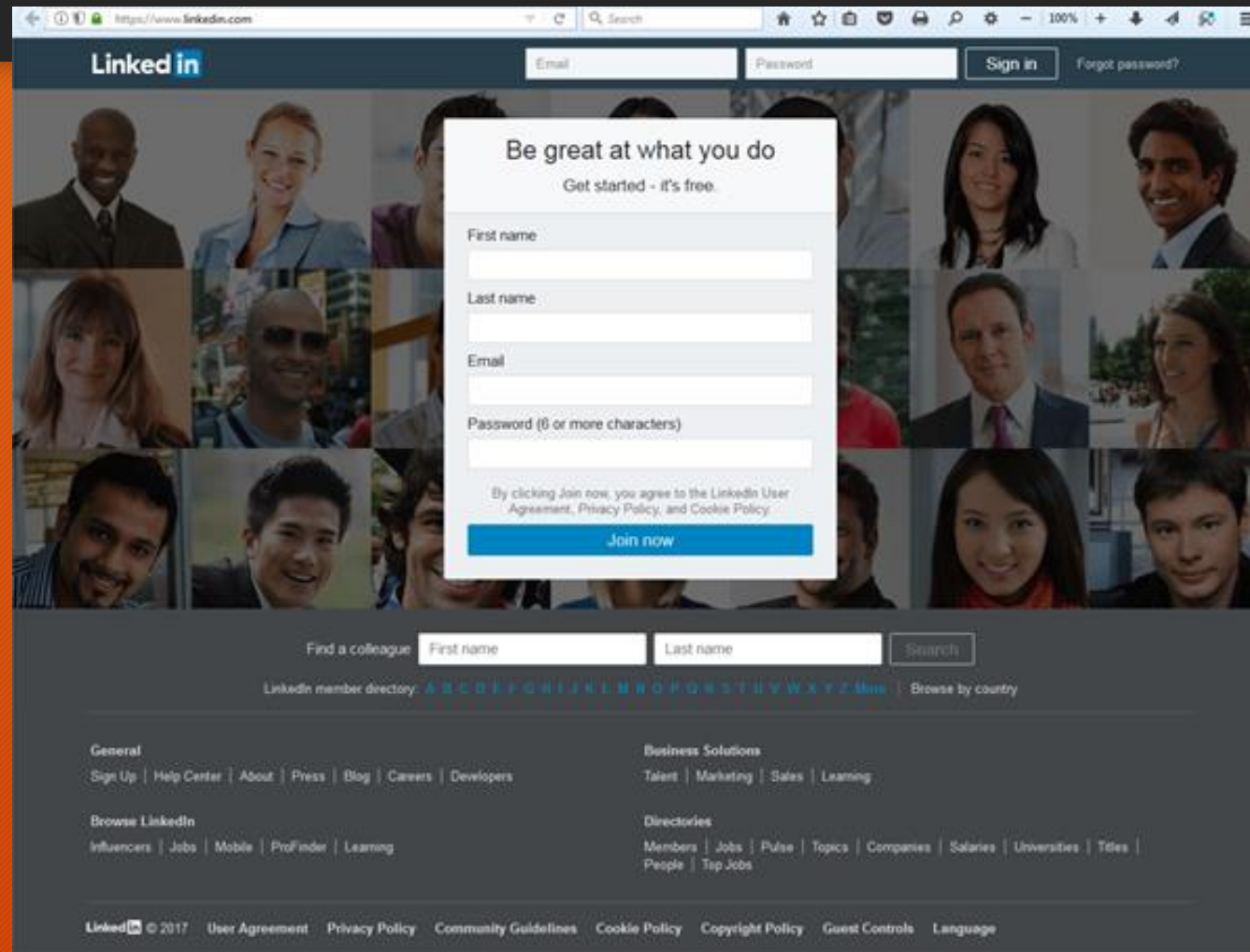
Our mission is to connect the world's professionals to allow them to be more productive and successful. Our services are designed to promote economic opportunity for our members by enabling you and millions of other professionals to meet, exchange ideas, learn, and find opportunities or employees, work, and make decisions in a network of trusted relationships.

 [View our User Agreement video](#)

On the right side, there is a "Table of Contents" box containing a list of 10 items:

- 1. [Introduction](#)
- 2. [Obligations](#)
- 3. [Rights and Limits](#)
- 4. [Disclaimer and Limit of Liability](#)
- 5. [Termination](#)
- 6. [Dispute Resolution](#)
- 7. [General Terms](#)
- 8. [LinkedIn "Dos" and "Don'ts"](#)
- 9. [Complaints Regarding Content](#)
- 10. [How To Contact Us](#)

LinkedIn Profiles



The image shows a screenshot of the LinkedIn homepage. At the top, there is a navigation bar with the LinkedIn logo, a search bar, and a 'Sign in' button. Below this is a grid of diverse people's faces. A white sign-up modal is centered on the screen, featuring the text 'Be great at what you do' and 'Get started - it's free.' The modal contains four input fields: 'First name', 'Last name', 'Email', and 'Password (8 or more characters)'. Below the fields is a blue 'Join now' button. At the bottom of the modal, there is a small disclaimer: 'By clicking Join now, you agree to the LinkedIn User Agreement, Privacy Policy, and Cookie Policy.'

LinkedIn

Email Password Sign in Forgot password?

Be great at what you do
Get started - it's free.

First name

Last name

Email

Password (8 or more characters)

By clicking Join now, you agree to the LinkedIn User Agreement, Privacy Policy, and Cookie Policy.

Join now

Find a colleague First name Last name Search

LinkedIn member directory: [A](#) [B](#) [C](#) [D](#) [E](#) [F](#) [G](#) [H](#) [I](#) [J](#) [K](#) [L](#) [M](#) [N](#) [O](#) [P](#) [Q](#) [R](#) [S](#) [T](#) [U](#) [V](#) [W](#) [X](#) [Y](#) [Z](#) [More](#) | [Browse by country](#)

General
[Sign Up](#) | [Help Center](#) | [About](#) | [Press](#) | [Blog](#) | [Careers](#) | [Developers](#)

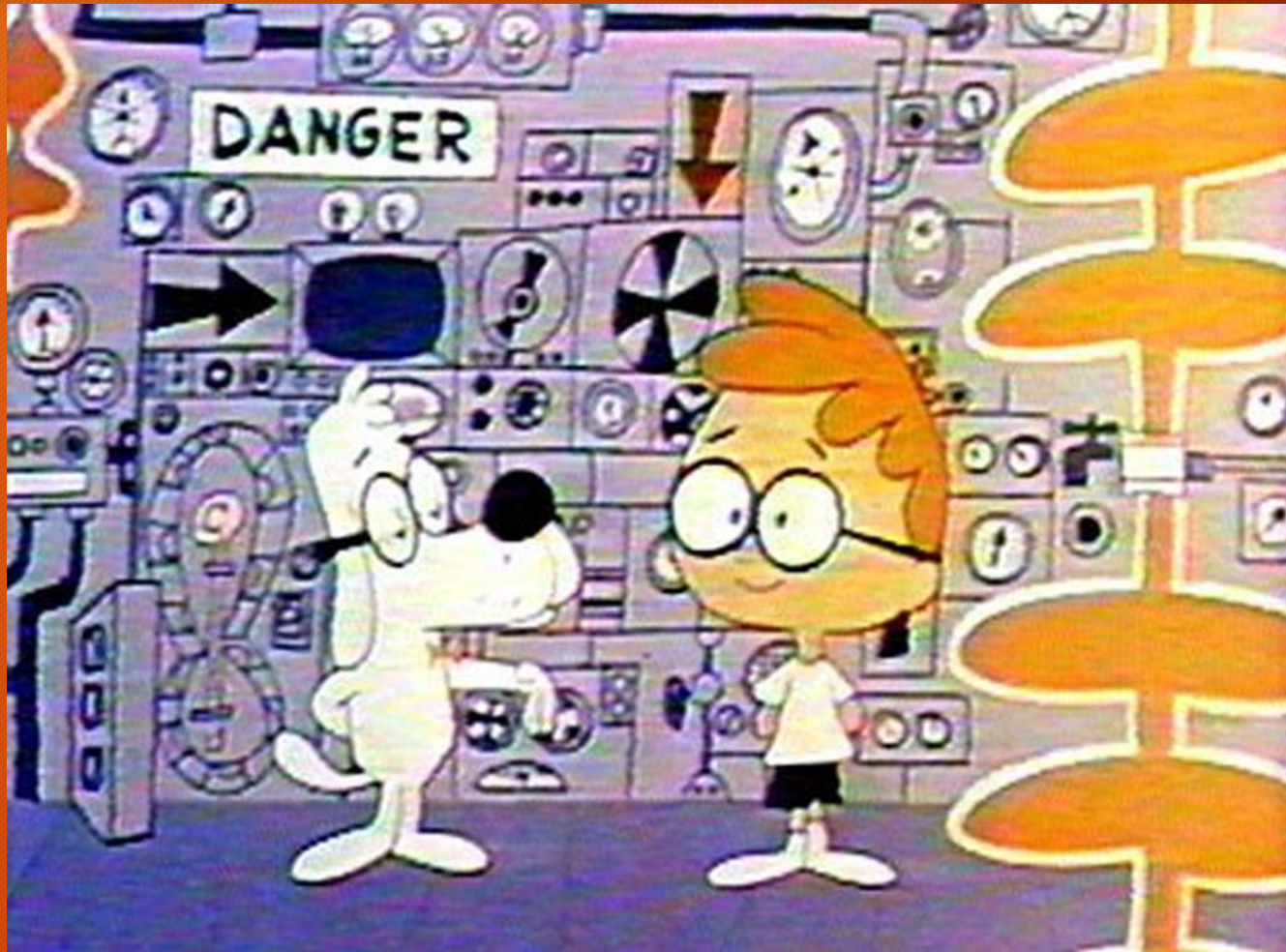
Business Solutions
[Talent](#) | [Marketing](#) | [Sales](#) | [Learning](#)

Browse LinkedIn
[Influencers](#) | [Jobs](#) | [Mobile](#) | [ProFinder](#) | [Learning](#)

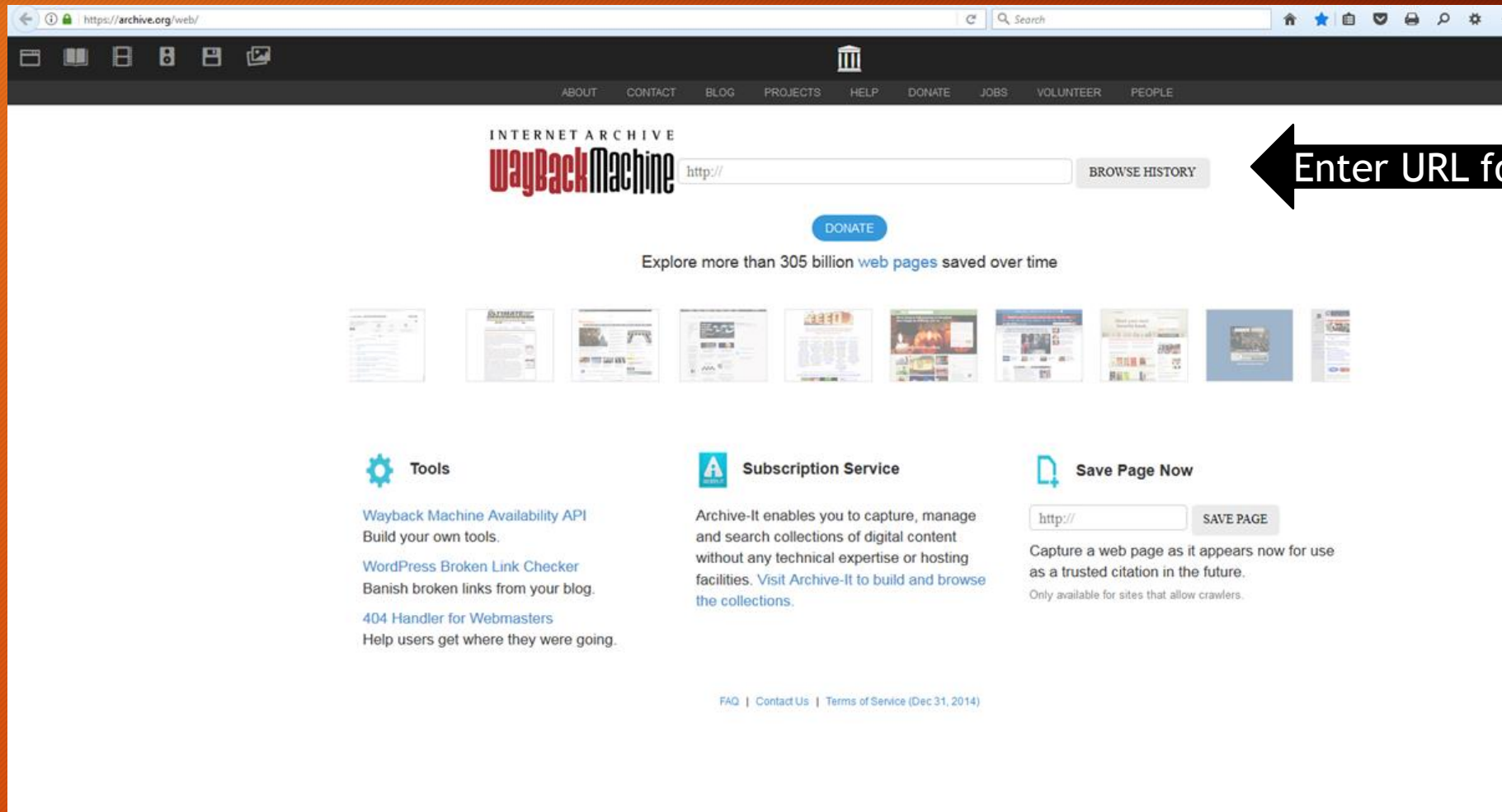
Directories
[Members](#) | [Jobs](#) | [Pulse](#) | [Topics](#) | [Companies](#) | [Salaries](#) | [Universities](#) | [Titles](#) | [People](#) | [Top Jobs](#)

LinkedIn © 2017 [User Agreement](#) | [Privacy Policy](#) | [Community Guidelines](#) | [Cookie Policy](#) | [Copyright Policy](#) | [Guest Controls](#) | [Language](#)

Internet Archive: www.archive.org



Internet Archive: www.archive.org



The screenshot shows the Internet Archive website's main interface. At the top, there is a navigation menu with links for ABOUT, CONTACT, BLOG, PROJECTS, HELP, DONATE, JOBS, VOLUNTEER, and PEOPLE. Below the navigation is the Internet Archive logo and the Wayback Machine logo. A search bar is present with the text "http://" and a "BROWSE HISTORY" button. A "DONATE" button is also visible. Below the search bar, there is a section titled "Explore more than 305 billion web pages saved over time" with a row of thumbnail images representing various archived websites. At the bottom, there are three main sections: "Tools" with links for "Wayback Machine Availability API", "WordPress Broken Link Checker", and "404 Handler for Webmasters"; "Subscription Service" with a description of Archive-It; and "Save Page Now" with a "SAVE PAGE" button and a description of the service. The footer contains links for "FAQ", "Contact Us", and "Terms of Service (Dec 31, 2014)".

Enter URL for website

Internet Archive: www.archive.org

The screenshot shows the Internet Archive Wayback Machine interface. At the top, the browser address bar displays the URL `https://web.archive.org/web/*www.nowandzenyoga.com`. The navigation menu includes links for ABOUT, CONTACT, BLOG, PROJECTS, HELP, DONATE, JOBS, VOLUNTEER, and PEOPLE. The main content area features the Internet Archive logo and the text "Explore more than 305 billion web pages saved over time". Below this, it states "Saved 71 times between March 7, 2004 and October 21, 2016." and provides a link to the "Summary of nowandzenyoga.com". A bar chart shows the frequency of saves over time, with a prominent peak in 2016. Below the chart, a calendar for 2016 is displayed, with the date 10/21 highlighted in blue, indicating the last save date.

INTERNET ARCHIVE
WayBack Machine

www.nowandzenyoga.com

Explore more than 305 billion web pages saved over time

Saved 71 times between March 7, 2004 and October 21, 2016.
[Summary of nowandzenyoga.com](#)

PLEASE DONATE TODAY. Your generosity preserves knowledge for future generations. Thank you.

1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017

JAN							FEB							MAR							APR						
				1	2		1	2	3	4	5	6				1	2	3	4	5				1	2		
3	4	5	6	7	8	9	7	8	9	10	11	12	13	6	7	8	9	10	11	12	3	4	5	6	7	8	9
10	11	12	13	14	15	16	14	15	16	17	18	19	20	13	14	15	16	17	18	19	10	11	12	13	14	15	16
17	18	19	20	21	22	23	21	22	23	24	25	26	27	20	21	22	23	24	25	26	17	18	19	20	21	22	23
24	25	26	27	28	29	30	28	29						27	28	29	30	31			24	25	26	27	28	29	30
31																											
MAY							JUN							JUL							AUG						
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8	9	10	11	12	13	14	5	6	7	8	9	10	11	3	4	5	6	7	8	9	7	8	9	10	11	12	13
15	16	17	18	19	20	21	12	13	14	15	16	17	18	10	11	12	13	14	15	16	14	15	16	17	18	19	20
22	23	24	25	26	27	28	19	20	21	22	23	24	25	17	18	19	20	21	22	23	21	22	23	24	25	26	27
29	30	31					26	27	28	29	30			24	25	26	27	28	29	30	28	29	30	31			

Internet Archive: www.archive.org

Internet Archive: <http://www.nowandzenyoga.com/teachers.php> 35 captures 10 Oct 2004 - 11 Sep 2008

Teachers

Ruth H. Giles, Director and Owner of Now and Zen Yoga, has been studying yoga since 1999, and teaching since 2003. She is a 200-hour Registered Yoga Teacher (RYT), and has studied yoga with TKV Desikacher, Kautub Desikacher, Rodney Yee and Ana Forrest. Ruth is also a certified Spineer Pilates™ instructor. Ruth holds a Bachelors degree from Smith College and a Masters in Business Administration from the University of Massachusetts. Ruth brings a playfully light-hearted attitude to her teaching as she infuses her students with a passion for yoga.

Aaron Vega, RYT, has completed the 200-hour yoga teacher training, and he has over five years of a rich and varied yoga practice. Aaron has practiced with teachers from Vermont, Massachusetts, New York, and Austin, Texas. He has practiced several styles of yoga including Ashtanga, Hatha, Bikram and Kundalini. Aaron's yoga teaching focuses on basic breathing techniques, exploring yoga postures and uncovering one's own inner strength. His classes are designed to strengthen and tone muscles, relieve both physical and emotional stress, increase focus and energy, and above all - have fun. Visit Aaron's website at: www.vinyayoga.com.

Gayle Stefanelli has been teaching group fitness and wellness classes for over 25 years. She is a 200-hour Registered Yoga Teacher and certified to teach Mat Pilates. Gayle has also studied through to teach yoga to those with life altering illnesses, cardiac conditions and cancer. She created and presents the "Women and Weight's" workshop.

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She may look familiar

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- Want to look for a business bio for a constituent who used to work someplace

More Free Resources for Prospect Research

- Northwestern Univ.: <http://www.nudevelopment.com/research/bookmark.html>
- Portico: <http://indorgs.virginia.edu/portico/>
- Prospect Research Institute: <http://www.protopage.com/prorinstitute>
- APRA: <http://www.aprahome.org/>
- NEDRA: <http://www.nedra.org/>

- PRSPCT-L (Best Listserv EVER): <http://listserv.apra-prspct-l.org/wa.exe?A0=PRSPCT-L>

Subscription Resources for Prospect Research

- Ancestry: <https://www.ancestry.com/>
- Alumnifinder: <http://www.alumnifinder.com/>
- DonorSearch: <http://www.donorsearch.net/>
- Foundation Directory Online: <https://fconline.foundationcenter.org/>
- iWave PRO: <https://pro.iwave.com/>
- Lexis Nexis for Development Professionals: <https://www.lexisnexis.com/en-us/products/lexisnexis-for-development-professionals.page>
- NOZAsearch: <https://www.nozasearch.com/>
- WealthEngine: <http://www.wealthengine.com/>

Print Resources for Prospect Research

- *Prospect Research for Fundraising Professionals: The Essential Handbook* by Jennifer J. Filla and Helen E. Brown
- *Prospect Research: A Primer for Growing Nonprofits* by Cecilia Hogan
- *Prospect Research in Canada: An Essential Guide for Researchers and Fundraisers* by Tracey Church and Liz Rejman
- *Getting Started in Prospect Research: What You Need to Know to Find Who you Need to Find* by Meredith L. Hancks
- *Prospect Research is a Verb: Fundraising is the Subject* by Meredith Hancks and Cara Rosson

Blogs for Prospect Research

- Ruthie Giles: <http://theartofprospectmanagement.blogspot.com/>
- Jennifer Filla: <http://www.jenniferfilla.com/blog/>
- Helen Brown: <http://www.helenbrowngroup.com/the-intelligent-edge-by-helen-brown/>
- Armando Zumaya: <http://www.armandozumaya.com/>
- Kevin MacDonell: <https://cooldata.wordpress.com/>
- DonorSearch: <http://www.donorsearch.net/blog/>

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