

PROSPECTING THE PROSPECTS

The background of the slide features a series of light blue silhouettes of people in various stages of climbing a mountain. The figures are positioned diagonally from the bottom left towards the top right, creating a sense of upward movement and teamwork. The overall color palette is composed of different shades of blue and teal.

IDENTIFYING NEW CORPORATE DONORS

WED MAY 4th 1 PM ET | 12 PM CT | 11 AM MT | 10 AM PT

BEYOND THE WEBINAR

- **Engage With Us**
 - Q & A and Chat (defaults to host/panelists)
 - Share with Friend on Social
- **Continuing Education Credit**



- **Webinar Wrap-up**
 - Webinar On-demand: onecause.com
 - Wrap-up email with Webinar recording
 - Exclusive content
- **Survey**
 - Drive future Webinar content

HOSTS



Kelly Velasquez-Hague
VP, Marketing
OneCause



Chris Hammond
CEO & Founder
Corporate Giving Connections
(CGC)



Brittany LaGanke
Vice President of
Project Management
Corporate Giving Connections
(CGC)

Introduction

During this presentation we'll cover the following topics:

- 1) How to conduct a Market Analysis
- 2) How to put together Corporate Prospect Research
- 3) Identifying your value propositions
- 4) Getting introductions



Question Time

Does your organization have a team or staff member dedicated to corporate partnerships?





Market Analysis

How will a Market Analysis help your organization?

- Identify peers and competitors in your space.
- What types of fundraising are they doing? (events, grants, campaigns)?
- Who is funding them?
- How does your organization offer something different or unique from the rest?



Tools Needed for Market Analysis:

- Google/other search engine
- Guidestar/Charity Navigator profile
- Bonus tool if possible:
prospecting/wealth screening
software: Wealth Engine, iWave, etc



Our Market Analysis includes the following:

- Org Name
- Location
- Org Size
- Mission
- Corporate Donors
- Foundation Donors
- Events
- Annual Report
- Notes



Market Analysis

Name	Location	Website	Mission	Size	Events	Corporate/Foundation Sponsors	Annual Report Link
5 Gyres	Santa Monica, CA	https://www.5gyres.org/	Founded in 2009, The 5 Gyres Institute has taken on 19 research expeditions in all 5 subtropical gyres as well as many of the world's lakes and rivers in search of plastic. EMPOWERING ACTION AGAINST THE GLOBAL HEALTH CRISIS OF PLASTIC POLLUTION THROUGH SCIENCE, EDUCATION, AND ADVENTURE	2018: \$900k	https://www.5gyres.org/trashblitz	https://www.5gyres.org/partners	https://static1.squarespace.com/static/5d7e6c1f4bdc45000119e000/image/upload/t-main-image-1-2018-2019/5gyres-annual-report-2018.pdf
Californians Against Waste	Sacramento, CA	https://www.cawrecycles.org/	The mission of Californians Against Waste is to conserve resources, prevent pollution and protect California's environment through the development, promotion, and implementation of waste reduction and recycling policies and programs.	2018: \$490k	https://www.cawrecycles.org/news		
Clear Blue Sea	San Diego, CA	https://www.clearblueseas.org/	Clear Blue Sea is a 501 (c)3 nonprofit located in San Diego, California. Our organization is staffed with over 100 volunteers, interns, and mentors. We are committed to innovating robotic solutions for removing plastic pollution from rivers, bays, and oceans.	2018: \$130k	https://www.clearblueseas.org/take-action	https://www.clearblueseas.org/donate/	
Save Our Shores	Santa Cruz, CA	https://saveourshores.org/	From policy change to educational programs, we're ensuring ocean conservation throughout the community. Our programs and projects are designed to support the foundations of a thriving Monterey Bay: clean shores, healthy habitats, and living waters. Watch this video to explore how these focal areas fit within our Vision 2025. Three pillars: Clean Shores, Healthy Habitats, Living Waters	2018: \$700k	https://saveourshores.org/event	N/A	
Surfrider Foundation	San Clemente, CA	https://www.surfrider.org/	The Surfrider Foundation is dedicated to the protection and enjoyment of the world's ocean, waves and beaches, for all people, through a powerful activist network.	2018: ~\$9 million	https://www.surfrider.org/events	https://www.surfrider.org/partnership	https://s3-us-west-2.amazonaws.com/surfrider-us-west-2-us-east-1-prod-s3-bucket/surfrider-us-west-2-us-east-1-prod-annual-report-2018.pdf
			Our first movie, The Story of Stuff, started it all, launching an honest conversation about our consumption-crazed culture. Since then, we've produced dozens more animated shorts and documentaries that chart a path to a more just and sustainable future. Today, our San Francisco Bay Area-based team inspires and encourages the civic engagement of the more than one million people who live in the greater San Francisco Bay Area.				

Market Analysis



ocean pollution organizations



Tools

Organizations / **ocean** / pollution



Feedback

Ad · <https://www.ehn.org/ocean-pollution>

Ocean pollution - The Ocean Plastics Crisis

Too much plastic is ending up in the **ocean** and making its way back onto our dinner plates. We love sharing top environmental health news. The most important news stories, for free.

Good News

Positive stories impacting us all See the wins in the Environment

COVID19 and Environment

Coronavirus and the environment. COVID's impact on Global Climate

Market Analysis

Candid.
GuideStar

Update Nonprofit Profile Products Blog Support Hi Brittany LaGanke ▾

plastic oceans Search

1,501 results found. Clear search SORT BY Relevance ▾

Geography Organization Financials





STATE
Enter state

ZIP CODE
Enter zip code Radius ▾

METRO STATISTICAL AREA (MSA)
Enter MSA

CITY
Enter city
Select city

COUNTY
Enter county
Select county

	Plastic Oceans International Plastic Oceans Malibu, CA EIN: 81-3778043 Plastic Pollution, Education, Awareness, Supporting organizations (general), Non-governmental organizations, Water resources, Natural resources, Environment ... Inform, inspire and incite action to solve plastic pollution. ...	GROSS RECEIPTS ● \$850,715 ASSETS \$819,580
	OPDERA - Ocean Plastic Debris Education Research and Awareness Silver OPDERA.ORG Reno, NV EIN: 83-4112580 Awareness, Research, Ocean Plastic, Plastic Waste, Garbage, Reuse, Recycle, Plastic, Ocean, Marine life, Great Pacific Garbage Patch, Age groups, Environmental justice, Environment, Water resources, Natural resources, Oceans and coastal waters, Aquatic wildlife protection, Wildlife biodiversity, Biodiversity, Marine science, Physical and earth sciences, Science ... Education Research and Awareness A nonprofit organization, 501(c)(3), is dedicated to raising awareness about plastic debris in the world's oceans. We do this through social and community education, conducting research and collecting data during voyages to The Great Pacific Garbage Patch, and working with other like-minded organizations. We collect data from the Great Pacific Garbage Patch in various manners ...	GROSS RECEIPTS ● \$0 ASSETS \$0
	Plastic Ocean Project Inc Silver POP, Inc. or just POP Wilmington, NC EIN: 46-1251038 ...plastic ocean education, outreach, solution driven, plastic into art, research-based, Children and youth, Age groups, Adults, Unemployed people, Work status and occupations, Academics, Education, Recycling, Solid waste management, Natural resources, Environment, Science ... The mission of Plastic Ocean Project, Inc. 501(c)(3) is to educate through field research, implement progressive outreach initiatives ...	GROSS RECEIPTS ● \$101,491 ASSETS \$88,712
	The Ocean Cleanup North Pacific Foundation Gold The Ocean Cleanup New York, NY EIN: 81-5132355	GROSS RECEIPTS ● \$4,270,344 ASSETS \$7,608,235

Candid.
GuideStar

Update Nonprofit Profile Products Blog Support Hi Brittany LaGanke ▾

ocean pollution Search

1,425 results found. Clear search SORT BY Relevance ▾

Geography Organization Financials





STATE
Enter state

ZIP CODE
Enter zip code Radius ▾

METRO STATISTICAL AREA (MSA)
Enter MSA

CITY
Enter city
Select city

COUNTY
Enter county
Select county

	Oceana, Inc. Platinum Washington, DC EIN: 51-0401308 Ocean, sea, fish, trawling, Arctic, pollution, shark, sea turtle, coral, bluefin tuna, whale, dolphin, subsidies, climate change, clean energy, marine protected area, offshore drilling, offshore oil, seafood, contamination, Adults, Age groups, Environment, Water resources, Natural resources, Oceans and coastal waters, Wildlife biodiversity, Biodiversity, Animal welfare, Domesticated animals ... can save the oceans and feed the world. Oceana is the largest international advocacy organization focused solely on ocean conservation. We run science-based campaigns and seek to win policy victories that can restore ocean biodiversity and ensure that the oceans are abundant and can feed hundreds of millions of people. Oceana victories have already helped to create policies that could increase fish ...	GROSS RECEIPTS ● \$37,499,299 ASSETS \$66,584,495
	The Ocean Cleanup North Pacific Foundation Gold The Ocean Cleanup New York, NY EIN: 81-5132355 Ocean plastic pollution, ocean cleanup, marine litter, Great Pacific Garbage Patch, Boyan Slat, ocean plastic, river cleanup, river pollution, plastic pollution, Interceptor, Marine science, Physical and earth sciences, Science, Environment, Technology ... The Ocean Cleanup develops advanced technologies to rid the world's oceans of plastic. ...	GROSS RECEIPTS ● \$4,270,344 ASSETS \$7,608,235
	Oceanic Global Foundation Gold Brooklyn, NY EIN: 81-4694803 Ocean Conservation, Plastic Pollution, Circular Economy, Behavior Change, Adults, Age groups, Natural resources, Environment ... Oceanic Global inspires us to care deeply for the ocean and provides solutions to protect it. The international non-profit sheds light on humanity's essential relationship to the ocean and empowers individuals, communities, and industries to create positive change. Oceanic ...	GROSS RECEIPTS ● \$639,293 ASSETS \$400,238
	Sea Hugger Platinum Half Moon Bay, CA EIN: 83-1463002 ...environment, ocean, sea, pollution, marine, protection, plastic, Children and youth, Age groups, Adults, Environment, Climate change, Recycling, Solid waste	GROSS RECEIPTS ● \$110,663 ASSETS \$64,597

Market Analysis

CORPORATE PARTNERS

The Surfrider Foundation would like to thank the following companies for their support, which enables us to protect and preserve our world's ocean, waves and beaches.



SURF INDUSTRY COASTAL DEFENDERS



2018 DONORS

On behalf of the world's ocean, waves and beaches, the Surfrider Foundation would like to thank the following individuals, foundations and corporations for their generous support received between January and December of 2018.

\$350,000+

The David and Lucile Packard Foundation

\$250,000-349,000

Everlane

\$150,000-249,999

Leonardo DiCaprio Foundation
Resources Legacy Fund

\$100,000-149,999

Anonymous Foundation
The Battery Foundation

\$50,000-99,999

Bud Light
Don Q Rum
Madewell
NOAA Marine Debris Program
Reef
REN Clean Skincare
Senok
The Estate of Robin E. Pozniakoff
The Forest & Frances Lattner Foundation
The Harder Foundation
The NobleLight Foundation
The Offield Family Foundation
Windsong Trust

\$10,000-24,999

Amie Stier and Matt Jarvis
Anonymous
Anonymous Foundation
Anonymous Fund
Berlach Family Foundation
Billabong USA
Chesapeake Bay Trust
Coronado Brewing Company
Costa
Crosi Family Foundation
Dakine
Electric Visual Evolution

Catherine M. Stiefel and J. Keith Behner Charitable Fund
Cayman Jack
CM Bar & Company

Harold K.L. Castle Foundation

Judith Pozniakoff

KROQ

Lynda Blue

Pacifico

Paragonia

Paul M. Angell

Family Foundation

Peter and Lisa

Pierce Fiedelholz

Scott Dunn Ltd.

The Curtis and Edith

Munson Foundation

The John A. and Elizabeth

F. Taylor Charitable

Foundation, Inc.

The Martin Foundation, Inc.

Western Conservation

Foundation

White Claw Hard Seltzer

Wright Montgomery

Charitable Fund

Anonymous

Anonymous Foundation

Anonymous Fund

Anonymous

Anonymous

Anonymous

Anonymous

Anonymous

Anonymous

Anonymous

Emily Landecker

Foundation, Inc.

Firewire Surfboards

Harriet Zaritsky

Horace W. Goldsmith

Foundation

Jason and Rhonda DeLand

Jeffrey Berman

Jeremy Dossener

Living Ocean Fund

Kathleen and Kevin Fee

Kohl's National Giving

Program

Land & Sea Restaurants

Long Island Community

Foundation

Mathieu Streiff

Melam Family Foundation

Michael Bulger

Negroni Week

Northwest Fund for

the Environment

Paul Simon

Pearlman Geller Family

Foundation

Peter and Christine Nakania

Piedmont Trust Company

REI - Recreational

Equipment Inc

Reiss Foundation

Roller Rabbit

Stephen Cheas

Tara Hirschberg

The Gambrell Foundation

The Henry and Ruth

Blaustein Rosenberg

Foundation

The Hoxberg Family

Foundation

The JEC Foundation

The Lazer Foundation

The Ohlstrom Foundation

The Surf Lodge

Vans

Vista

Weiss Trust Company

Yadok

\$5,000-9,999

Airbnb

Allen Shinnick

Alyssa Bergerson

Amazonale Foundation

Anne Templeton

Anonymous

Anonymous

Bombora

Bullard Foundation

Charles Fisher

Chapote Mexican Grill

Chris and Evelyn Adams

Christen C. & Ben H. Garrett

Family Foundation

Christopher Celtrudo

Citizens for Kevin Ranker

City of Miami Beach

Comucopia Natural Foods

David Levy

Dragon Alliance

Ginger and David Komar

Guozi America, Inc

Hemstra Family Charitable

Giving Fund

Hotel Crafters Hollywood

Jewish Community

Federation

John Farrell

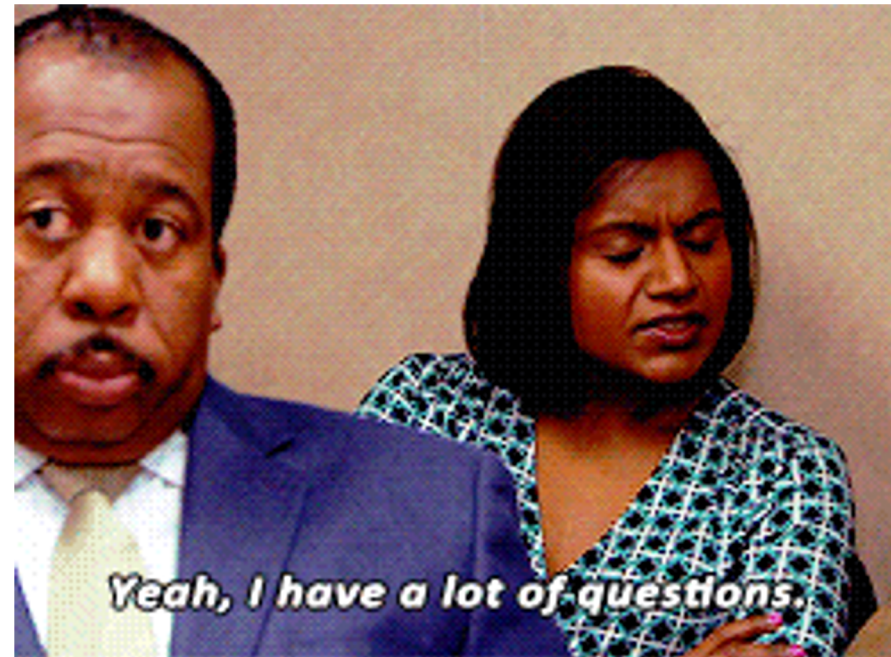
John J. Moller Family

Foundation

John Sargent

Question Time

Has your organization ever conducted a Market Analysis?





Corporate Prospect Research

How will a Corporate Prospect Research help your organization?

- Identify which companies and foundations are already giving in your space.
- What types of partnerships do they already have?
- What types of partnerships might they be interested in?
- How does your organization offer something different or unique from the rest?



Tools Needed for Corporate Prospect Research:

- Google/other search engine
- Guidestar/Charity Navigator profile
- LinkedIn profile
- Bonus tool if possible:
prospecting/wealth screening
software: Wealth Engine, iWave, etc



Our Corporate Prospect Research includes the following:

- Company name
- Organizations supported
- Website
- Funding priorities
- Corporate Social Responsibility page
- Top prospects
- Value propositions (what separates you from your competitors)
- Contact information (if available)



Corporate Prospect Research

Company	Organization(s) Supported:	Website	Funding Priorities/Notes	CSR Page (If Available)
Addition Technology Corporation	Prevent Blindness America, Guide Dog Foundation for the Blind, Guide Dogs for the Blind	https://additiontechnology.com/home	Located in IL. We work closely with recognized ophthalmologists, universities and technological centers to develop and manufacture innovative products to support medical professionals to improve their patients vision worldwide. Veterinary products. Supported multiple vision loss organizations in 2020. No CSR page on site.	
Alpine Bank	Vail Veterans Foundation, Special Olympics, Canine Companions of the Rockies (2011)	https://www.alpinebank.com/	Community events, the arts, animal shelters, sports and recreation, and particularly children and education have been the focus of Alpine Bank's philanthropy. Bob Young was recognized as the Colorado Philanthropist of the Year. In every Alpine Bank community, the bank is a major donor and supporter of local nonprofits.	https://www.alpinebank.com/community/community-investment.html
Animal Supply Co.	Humane Society, Food Bank	https://animalsupply.com/	Everything we do, we do to give pets happy and healthy lives. That's why we're so passionate about providing the best. That means in-demand brands, more options and products you can't find anywhere else. We connect trusted brands and independent retailers who share our belief that pets are part of the family. No partners listed onsite. Serves: WA, OR, CA, AK, HI, ID, MT, WY, CO, NM, AZ, NV, UT	https://animalsupply.com/about/our-communities/
Bank of Colorado	Valley View Hospital, Boys and Girls, Weld Food Bank, Youthzone	https://www.bankofcolorado.com/company/about-us	Large variety of local CO organizations supported. No CSR presence on site.	
BarkYard	CCI	https://www.getbarkyard.com/	Made by dog lovers for dog lovers, BarkYard is an easy and effective lawn care-kit specially formulated as a worry-free way to keep your grass green and gift your four-legged friends with the lushest of playgrounds. Giving back is a treat for BarkYard which is why they are donating a percentage of all profits for any BarkYard product sold in 2020 to Canine Companions! Most likely an exclusive relationship.	https://www.getbarkyard.com/pages/our-story
Bass Pro Shops	Conservation Resource Alliance, Wildlife Foundation of Florida, Points of Light	https://about.basspro.com/community/local-causes/	Focus areas: Conserving Wildlife and Habitat, Connecting New Audiences to the Outdoors, Advocating for Access and, Sportsmen's Rights, Supporting Military and Veterans, Strengthening Communities in the Missouri Ozarks. Could fall under connecting audiences to outdoors and veterans	https://about.basspro.com/community/
			Baylor Scott & White Health continually looks for innovative ways to achieve its mission, which includes providing people with access to personalized health and wellness resources. One life-changing resource for many with a disability is a service dog. Through a collaborative effort between Canine Companions and Baylor Scott & White Health, a dog	

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☰
Prospects ▾
Top Prospects ▾

Corporate Prospect Research

COGNEX

Call Cognex Sales: 855-4-COGNEX (855-426-4639) | Contact Us

United States | English

Products

Solutions

Industries

Applications

Support

How to Buy

Resources

Company

MyCognex Log In

Create Account

About Cognex

Key Data

Environmental Policies

Giving

Giving Guidelines

Giving History

History

Cognex News

Cognex Careers

Leadership

Facilities

Investors


COGNEX CORPORATE GIVING GUIDELINES

Cognex Corporation is committed to supporting a variety of non-profit community organizations in the communities where we operate through our annual donations program.

In the U.S., Cognex makes donations to organizations and programs based in Natick, Massachusetts; Portland, Oregon; San Diego, California; and Milwaukee, Wisconsin. Cognex also makes donations in Aachen and Karlsruhe Germany; Paris; Tokyo; Shanghai; Budapest; Milan, and Cork, Ireland.

Contributions made under Cognex's corporate donations program reflect the company's philosophy of working hard, playing hard, and enhancing vision. For example, Cognex has given grants that promote education (primarily math and science), such as helping a local elementary school to build computer networks, and purchasing new equipment for a middle school science laboratory and program recognition of the fact that Cognex sensors).

Decisions about the companies considered for a Cognex grant



For more information:

Our Focus Areas & Priorities

Our entire company vision is built on the importance of healthier animals for healthier people and a healthier planet. And our Elanco Foundation carries this mission.



Human-Animal Bond

We aim to ensure everyone has the animal companionship they need to thrive, focusing on service dogs and animal-assisted interventions.



Food Security

We aim to ensure everyone access to high-quality meat, milk, fish, and eggs.



Strong Communities

We work to ensure food security and pet well-being in our communities.



Community Investment and Event Sponsorship Guidance and Application Process



IDEXX is committed to driving innovative and positive societal outcomes everywhere we do business. Our philanthropic mission is to create sustainable impacts for people, animals, and the environment through inclusive and solutions-focused initiatives. We support worldwide organizations at facilities, offices, customer Policy, and Policy on Political Inclusion.

Habitat for Humanity

We're building more than just healthy habits.

Over the years, Transamerica employees nationwide have volunteered their time, energy, and spirit to help families build houses with Habitat for Humanity. In 2016-2017, Transamerica sponsored the first ever full house build in Denver from start to finish, making the home a little more affordable for the family of Francis and Schola.

LEARN MORE



Junior Achievement

We make learning about good spending and saving habits fun.

Transamerica is proud to be the title sponsor of Junior Achievement's JA Finance Park to promote financial literacy. Students become an adult for a day and immerse themselves in a reality-based decision-making process that involves budgeting, investments, philanthropy, banking, and more. Transamerica employee and JA board member Brian Florey says, "My experience with Junior Achievement has given me a genuine sense of optimism with regard to the next generation's ability to grow and expand our economy, as well as



cgcgiving.com



CORPORATE
GIVING
CONNECTION

Question Time

How does your organization find corporate prospects?





Identifying Value Propositions

Identifying Value Propositions

When pursuing new corporate donor prospects you must have a strong value proposition. These are some of our favorite questions to ask when determining the value proposition:

- How does your organization align with their funding priorities?
- What is the ask?
- What will be the impact of their support?
- How can you describe and quantify the impact?
- How will this benefit their company?
- Are there opportunities for their employees to get involved?

Identifying Value Propositions

Company	Organization(s) Supported:	Website	Funding Priorities/Notes	CSR Page (If Available)	Contact Information if Available	Notes
Addition Technology Corporation	Prevent Blindness America, Guide Dog Foundation for the Blind, Guide Dogs for the Blind	https://additiontechnology.com/home	Located in IL. We work closely with recognized ophthalmologists, universities and technological centers to develop and manufacture innovative products to support medical professionals to improve their patients vision worldwide. Veterinary products. Supported multiple vision loss organizations in 2020. No CSR page on site.	Seems to be a relatively new funder, a few smaller donations in the past few years, three \$10k+ donations in 2020	*Name and Email*	Emailed on 11/15/2021
Bass Pro Shops	Conservation Resource Alliance, Wildlife Foundation of Florida, Points of Light	https://about.basspro.com/community/local-causes/	Focus areas: Conserving Wildlife and Habitat, Connecting New Audiences to the Outdoors, Advocating for Access and, Sportsmen's Rights, Supporting Military and Veterans, Strengthening Communities in the Missouri Ozarks. Could fall under connecting audiences to outdoors and veterans. Can make a case for international support as they have focus in US and Canada.	https://about.basspro.com/community/	Application link	Submitted 11/17/2021
Cognex	GEB (2015), Map Community Services, Beyond Vision, Vision Forward Association, Oregon Foundation for Vision Awareness	https://www.cognex.com/company/philanthropy	In the U.S., Cognex makes donations to organizations and programs based in Natick, Massachusetts; Portland, Oregon; San Diego, California; and Milwaukee, Wisconsin. Contributions made under Cognex's corporate donations program reflect the company's philosophy of working hard, playing hard, and enhancing vision. Has given to programs that assist the blind and vision-impaired (in recognition of the fact that Cognex manufactures vision systems and sensors). Last gift date to GEB in 2014.	https://www.cognex.com/company/philanthropy/giving-history	*Name and Email*	Emailed on 11/15/2021
Elanco	Southeastern Guide Dogs, National Service Dog Training Center, British Columbia and Alberta Guide Dogs	https://www.elanco.com/en-us	Our entire company vision is built on the importance of healthier animals for healthier people and a healthier planet. And our Elanco Foundation carries this mission. Focus area and priority: We aim to ensure everyone has the animal companionship they need to thrive, focusing on service dogs and animal-assisted interventions. May be potential partner outside of Southeastern region.	https://www.elanco.com/en-us/sustainability/the-foundation	*Name and Email*	Emailed on 11/15/2021
	Big Dog Ranch Rescue, Community Foundation of Elmira and the Finger Lakes	https://www.fanengineering.com	Smaller company. As active participants in organizations throughout the Southern Tier of the Finger Lakes region of New York and the Northern Tier of Pennsylvania, FE is dedicated to the growth and development of the Region and proud to spearhead projects that will add value for years to come. Supports lots of organizations in dedicated region (and beyond, seemingly). May be interested in creating a company	https://www.fanengineering.com		

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Prospects
Top Prospects

Identifying Value Propositions

Evidence of our Shared Values



Houghton Mifflin Harcourt.



Committed to delivering integrated solutions that engage learners.



Organization's signature program is overseen by our staff of literacy experts, but implemented by in-school staff. This builds capacity and deepens existing school relationships.

Empower educators and improve student outcomes.



Educators love to learn, and our targeted professional development series offers them career advancement and the opportunity to be a literacy leader, while impacting their students for years to come.

Partners with educators and school districts to uncover solutions that unlock students' potential and extend teachers' capabilities.



The more adults in a building who can teach students to read, the more students who can reach their potential.

Additional Partnership Opportunities

Professional Development/Employee Engagement

- HMH employees can have the opportunity to host and participate in a professional development event to learn the methodologies behind teaching reading.
- We can facilitate opportunities for HMH employees to read with children from NYC Public Schools. We would welcome HMH staff to support in helping execute a Read Aloud Day.

Opportunity to Join an Exciting, Growing Nonprofit Board

- We have a dynamic board and are hoping to develop a junior board. HMH employees who are interested in supporting us are welcome to apply.

Opportunities to Fund Reading Programming in NYC Public Schools

- We rely on financial gifts from generous donors to carry out our programs in NYC schools. In-kind donations are also greatly appreciated.














Getting Introductions

Getting Introductions- Finding Connections

Company	Organization(s) Supported:	Website	Notes	Linkedin (Steve's Connections)	Notes
Northrup Grumman	Boys and Girls Club of Greater Washington, City Year, International Association for Volunteer Effort	http://www.northropgrumman.com/CorporateResponsibility/CorporateCitizenship/Pages/default.aspx	Global Corporate Volunteer Council member company	1st degree	Yes. Military Dependents strategy.
Prudential Financial	Boys and Girls Club of Greater Washington, GenerationOn, Jefferson Awards Foundation	https://www.prudential.com/links/about/corporate-social-responsibility	Honoree of the Civic 50, focus on underserved youth	1st degree	Yes. Good contact.
PwC Foundation	Citizen Schools, Impact 2030	https://www.pwc.com/us/en/about-us/corporate-responsibility.html	Focus on employee interest giving, education, and humanitarianism	1st degree	Good contacts at Impact2030
SAP	Citizen Schools, City Year	https://www.sap.com/about/social-responsibility.html	Annual Month of Service in October held throughout North America	1st degree	Good contacts at Impact2030
Starbucks	Boys and Girls Club of Greater Washington, City Year, Service Unites, International Association for Volunteer Effort	https://www.starbucks.com/responsibility/community	Global Corporate Volunteer Council member company, index of local community services projects on site	1st degree	Yes. Strong interest in opportunity youth and the 30% target we have for unengaged youth, especially 16-25.
Taco Bell/Taco Bell Foundation for Teens	Boys and Girls Club of Greater Washington, City Year, DoSomething.org	https://www.tacobellfoundation.org/	Focus on youth leadership and pursuit of education and career goals, scholarship program and invitation-only grant program	2nd degree	Yes. Focus on youth service.
		https://www.tcs.com/about-us#the-connection			

Getting Introductions- Finding Connections



 Home  My Network  Jobs  Messaging  Notifications  Me  Work  Learning

People

1st 1


Locations 2


Current company

All filters


Reset




11 results




Katherine Williams • 1st
Communications Manager at Google
San Francisco, CA
Current: Communications Manager at Google - Manages Grow with Google / Google for Startups...
 Jonathan Terrazas, Jesse Lively, and 8 other shared connections



Messa




Julie Pham Halden • 1st 
Enterprise Account Executive - Google Cloud
Irvine, CA
Current: Enterprise Account Executive - Google Cloud at Google
 Eddie Patzsch , Katherine Karampour, and 18 other shared connections


Messa



Scott Loenhorst • 1st 
Talent Acquisition at Netflix
Los Angeles, CA
Past: Recruiting Coordinator at Google
 Siria Contreras, Johanna Vanderspool, and 32 other shared connections

Messa



Natasha Bunin, M.A. • 1st 
Technical Recruiting - Product and Systems Teams, US locations + remote | Diversity ...
Los Angeles, CA
Past: Technical Sourcer, Diversity at Google - ...Tech Profiles within Google • Completed full life-cycle recruiter training courses via internal Google...

Messa

Filter only People by

Connections

☒ 1st ☐ 2nd ☐ 3rd+

Connections of

+ Add a connection

Locations

☐ United States ☒ California, United States

☒ Los Angeles Metropolitan Area ☐ Los Angeles, CA

☐ San Francisco Bay Area ☐ Add a location

Reset

Show results

Getting Introductions- Templates

Hello (Name),

I hope you are doing well. (Add personal anecdote if you'd like.) I would like to introduce you to Steve from the Youth Organization. As you may know, I have served on the Youth Organization's Board of Directors for the past two years. Their mission is to help all young people find their voice, take action, and make an impact on vital community issues. (Add personal reason for being involved/why you love the organization.)

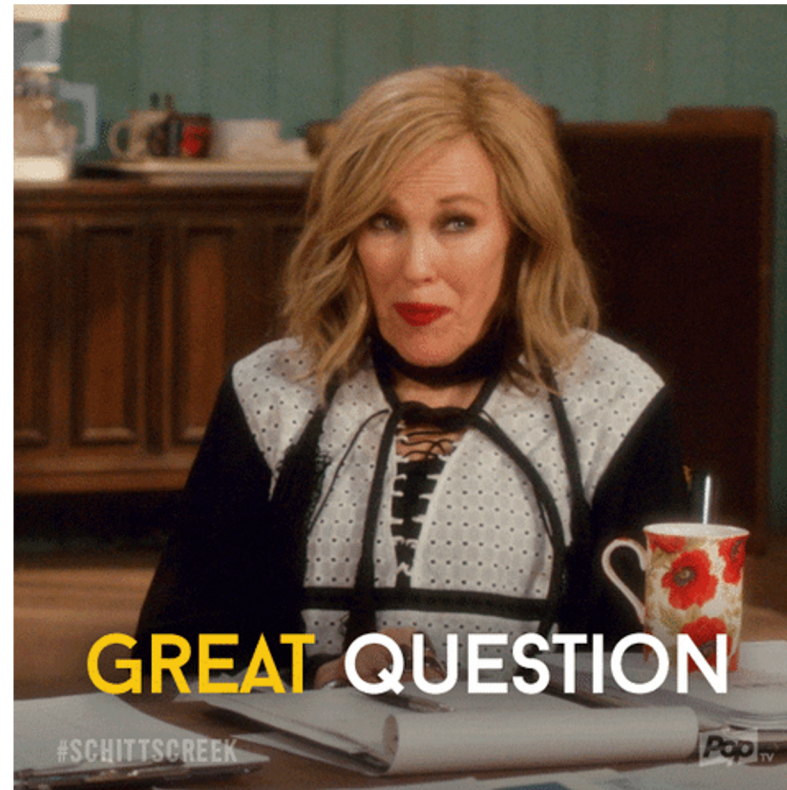
As the year draws to a close, the Youth Organization is committed once again to activating young people, ages 5-25, to improve their community. With a 2022 goal of activating 500,000 children and youth leading 5,000 projects, they will need all of the corporate support that they can get. I hope you are able to connect with Steve and his team to learn more about the great work that Youth Organization is doing in the community, and perhaps find a way for (Company Name) to support their efforts. Thanks in advance for considering, I look forward to speaking with you soon.

Have a nice day,

Board Member

Question Time

Are your Board members making introductions for you?



Quick Recap

- 1) Use a Market Analysis to gather information from your sector and find your competitors.
- 2) Determine what you can offer and how you can stand out.
- 3) Use Corporate Prospect Research to find companies that already love what you are doing.
- 4) Find value propositions- creative ways to speak to them and partner with them.
- 5) Search for connections you already have and use them!





Questions?

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Webinar

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