

# Comprehensive Philanthropic and Wealth Data

DonorSearch provides some of the most comprehensive philanthropic, wealth and biographical data in the industry by following one simple strategy: using the best data possible from outside experts, and combining it with proprietary, in-house data available nowhere else.

Many firms use the same industry standard data. The problem is that much of that data, especially data from private corporations, is self-reported.

Instead, we use verified data to provide the most complete and accurate picture of a prospect or donor.

## Our Databases Include:

# **PHILANTHROPIC**

#### 1. DonorSearch's Annual Reports Philanthropy Database

DonorSearch's Annual Report Philanthropy Database is one of the largest in the industry, with over 112 million records. And it's the industry's fastest growing, with 600,000-700,000 records added every week.

Using both printed and online annual reports and other philanthropic resources, the database includes information from the mid-1990's to present day. Many of the physical annual reports are unavailable or very difficult to find elsewhere. This database is updated weekly.

## 2. Annual Reports Charitable Donations Database

The Annual Reports Charitable Donations Database was built from millions of non-profit websites and printed documents. This database increases by 500,000-700,000 records per week and strives to be the fastest growing independent collection of charitable gift information publicly available. The data includes pdfs of hundreds of thousands of annual reports, so researchers can see donations in context. This database is updated weekly

## 3. FEC Political Giving Database

FEC Political Giving Database includes virtually every contribution of \$200 or more over the past 25+ years, approximately 14 million records. During evaluation of the prospect inclination and capacity to give, the presence of Federal Election Commission regulatory records can be one of the most powerful predictors of individual's future charity. Most records also include individual's occupations or employers. The database is updated monthly.



### 4. State Political Giving Database

The State Political Giving database includes contribution information from all 50 states, and is updated regularly.

#### 5. IRS 527 Political Donors

This database highlights a class of political organizations, and the individuals and organizations who donate to them, that is growing in importance. In the last presidential campaign cycle, IRS 527 organizations received over \$548 million in donations, and that total is expected to greatly increase for the current election cycle. This database is updated regularly.

#### 6. IRS 527 Directors

IRS 527 Directors are often political activists in their community who organized and operate the 527 organizations. The IRS 527 directors are the principal contact persons for learning more about the organization and its finances. This database is updated monthly.

## 7. DonorSeries Charitable Donations Database

DonorSeries Charitable Donations Database, also known as Waltman's, has over 5 million records collected from printed annual reports, event programs, and other published sources. Many records of donor histories are tracked over the last 10 years or more, and some include data on college graduation years.

## WEALTH

#### 8. Real Estate

The DonorSearch Real Estate Database lists the values of over 120 million properties. These are current market values, not tax assessments, making them much more accurate and valuable for researchers. This database is also used to generate mailing lists of major donors, which can be built using many different criteria, such as location and interests. This database is updated quarterly.

## 9. Edgar Online Insiders

Edgar Online Insiders displays SEC insider trader transactions (1986 to present) and current holdings, for stocks, options, and other derivatives as reported on Forms 3, 4, and 5. The information is collected to comply with the regulatory requirements of the Security and Exchange Commission (SEC). Individuals who are generally the policy makers of a publicly traded company must provide information to the SEC whenever they make a stock transaction. The transactions which must be reported relate to stock only with the qualifying company. Specifics include detailed stock and options transactions.

#### 10. FAA Aircraft Owners

FAA Aircraft Owners profiles the single and partial owners of aircraft licensed in the U.S. The listing includes a description of the aircraft, a list of all owners and the address of the managing owner. The information captured by DonorSearch includes model, size, speed and more. While aircraft ownership is often viewed as an outward sign of wealth or disposable income, statistically aircraft owners are less generous than people who are not. The file contains information about private and commercial aircraft, including air balloons.



#### 11. FAA Airmen

FAA Airmen is the official name of the file published by the Federal Aviation Administration although it includes the names of all certified pilots, regardless of gender. DonorSearch displays the name, home city, state and zip and the approved certifications of the individual. File contains individuals with domestic and foreign addresses.

#### 12. U.S. Coast Guard

U.S. Coast Guard maintains a file of all vessels. Corporate and individual owners are required to register their boats. The DonorSearch reports contain the name of the individuals and a summary of the vessel's highlights in the More Information field. Boat ownership can be viewed as an outward sign of wealth or at the very least disposable income, but statistically boat owners are less generous than people who do not own boats. The file contains information about recreation and commercial boats and vessels.

## 13. IRS 7806 Exempt Organizations

IRS 7806 Exempt Organizations is the definitive list of nonprofits and foundations which have currently certified as tax exempt organizations. The files are updated monthly to quarterly.

#### 14. IRS 990PF Profiles

IRS 990PF Profiles is a complete list of 100,000+ grant-giving foundations, including assets under management, organization title and contact information.

#### 15. Shale Wealth

This database, exclusive to DonorSearch, includes 130,000 landowners who are receiving, or are eligible to receive, payment for the mineral rights to their land from energy companies seeking natural gas deposits in Pennsylvania, West Virginia and Ohio. These are some of America's newest philanthropists.

# REFERENCE

#### 16. DatabaseUSA

Database USA includes information on 14.5 million business and 17.3 million executives in the U.S. All information is triple verified for 95% accuracy, making it some of the most accurate business data available anywhere. Information includes names, titles, companies, addresses, industry information and more.

#### 17. OpenCorporates

OpenCorporates includes data on 45.6 million business in the U.S., and 103.7 million business contacts. This is one of the largest business databases in the world, and it includes more U.S. businesses and business contacts than we've ever offered before. Information includes historic and biographical information. Such as background and history.



#### 18. Demographics

Included at no extra costs with every listing are prospect/donor demographics. Information will vary by person, but may include phone number(s), email address(es), income, net worth, spouse and lifestyle data.

## 19. Biographical Records Archive

Biographical Records Archive search is a product of our WHY database. DonorSearch gives prospect researchers access to the primary reference of where a prospect is mentioned in relation to a certain nonprofit. Questions such as, "what other committees or charity events have my donors participated in" may now be answered and researched in the Archive Database. The Archive collection is keyword searchable and allows for a full text lookup of any annual report available in ProspectView online. Currently clients can search through 20,000,000+ keyword searches. The proprietary database continues to grow daily at a very competitive rate.

## 20. DonorSeries Directors Report

DonorSeries Directors Report is the Waltmans Directors data source and provides thousands of entries for individuals and their primary affiliation with corporate boards of public firms, foundation boards, and major nonprofit boards from the arts, social services, education and health organizations as well as civic boards. (Also known as Waltman's.)