

The Value of Donor Research

Resources List

January 29, 2019

General Biographical

- **Pipl Search** - <https://pipl.com/> (FREE)
- **Spokeo** – www.spokeo.com (FREE)
- **ZoomInfo** – www.zoominfo.com (FREE – Browse person or company at bottom of the main page)

Real Estate

- **DonorSearch** - (FEE - See Below.)
- **Tax Assessor Database** www.pulawski.net (FREE)
- **Zillow** – www.zillow.com (FREE)

Charitable Contributions

- **DonorSearch** - (FEE – See below.)
- **Million Dollar List Indiana University** - <https://milliondollarlist.org/data/> (FREE)
- **Nexis** - (FEE – See below.)
- **NozaSearch** – www.nozasearch.com (FEE) - Also foundation grants
- **Wayback Machine** - <https://archive.org/web/> - Old Nonprofit annual reports.

Political Contributions

- **Federal Election Commission (Federal)** - <https://www.fec.gov/> (FREE)
- **Follow the Money (State)** - <https://www.followthemoney.org/> (FREE)
- **OpenSecrets.org** - <https://www.philanthropyma.org/> (FREE)
- **Contribution Search (NY State Board of Elections)**
https://www.elections.ny.gov/ContributionSearchB_Name.html (FREE)
- **Office of Campaign and Political Finance (MA)** -
<https://www.ocpf.us/Reports/SearchItems> (FREE)

Prospect Profile Databases

- **DonorSearch** – www.donorsearch.net – Real estate, charitable donations, political donations (federal and state), public stock ownership, affiliations (nonprofit and corporate), biographical, etc. Also see <https://www.donorsearch.net/our-data/> (FEE)
- **Iwave** - www.iwave.com/ (FEE - HAVEN'T USED)
- **Nexis** – www.nexis.com - Charitable gifts and wealth information, company valuations, news articles (FEE)
- **WealthEngine** - www.wealthengine.com/ (FEE- HAVEN'T USED)

990/990 PF Search –

Article: Behind the Scenes of the Form 990 (Helen Brown Group) -

<https://www.helenbrowngroup.com/behind-the-scenes-of-the-form-990/#more-7387>

- **990 Finder** - <http://foundationcenter.org/find-funding/990-finder> - Foundation Center (FREE)
- **Foundation Directory Online** - <https://fconline.foundationcenter.org> (FEE)
Note: Also Funding Information Network for libraries that have database available to the public: <http://foundationcenter.org/connect-with-us/funding-information-network>
- **Charity Navigator** - <https://www.charitynavigator.org/> (FREE)
- **Foundation Search** - <http://www.foundationsearch.com/> - Metasoft Systems (FEE – HAVEN'T USED)
- **Guidestar** - www.guidestar.org (FREE (Register)- With a paid account, can get more search capabilities and years of and types of information.)
- **Nonprofit Explorer** - <https://projects.propublica.org/nonprofits/> (FREE)

Government Employee Salaries

- **Massachusetts -**
https://www.masslive.com/politics/index.ssf/2018/01/massachusetts_salary_database_2018.html?appSession=388P84KL346F6EFQ247RN4X5JBELO56J9HQ375R6OG99P568A47R0ZW39R6H6R98U8NI83FA792Q2UCBQN07OP7OWGJ1JWY7GCBH42G943XW943V3HY55BM934I0R18G
- **New York –**
 - <https://data.ny.gov/Transparency/Salary-Information-for-State-Authorities/unag-2p27>
 - <https://www.seethroughny.net/payrolls>

Salary Surveys (FREE Examples – Many Others – Must Register for Some)

General -

- **Glassdoor -** <https://www.glassdoor.com/Salaries/index.htm>
- **Payscale –** www.payscale.com
- **Salary.com –** www.salary.com

By Profession -

- **Lawyers –**
 - **How Much Does a Lawyer Make**
<https://money.usnews.com/careers/best-jobs/lawyer/salary>
 - **Robert Half Legal 2018 Salary Guide -**
https://www.roberthalf.com/sites/roberthalf.ca/files/documents/2018_salary_guide_CA_legal.pdf
- **Physicians - Medscape Physician Compensation Report -**
<https://www.medscape.com/slideshow/2018-compensation-overview-6009667>

General (ALL FREE)

- **5 Easy Ways to Identify New Major Donor Prospects (Philanthropy Daily)** - <https://www.philanthropydaily.com/5-easy-ways-do-to-identify-new-major-donor-prospects/>
- **APRA Ethics and Professional Standards** - <http://www.aprahome.org/page/ethics-and-standards>
- **Corporates Database (MA Secretary of the Commonwealth)** - <http://corp.sec.state.ma.us/corpweb/CorpSearch/CorpSearch.aspx>
- **Chronicle of Philanthropy** - <https://www.philanthropy.com/> (Many more articles available with a subscription.)
- **David Lamb's Prospect Research Page** - <http://www.lambresearch.com/>
- **Forbes Lists** - <https://www.forbes.com/lists/list-directory/#5f7f49bab274>
- **Four Strategies to Find New Donors in Your City or State** - <https://www.donorsearch.net/four-strategies-to-find-new-donors-in-your-city-or-state/>
- **GDPR Resources (Factory)** - <https://factory.com/gdpr-resources/>
- **Investment Adviser Public Disclosure (SEC)** <https://www.adviserinfo.sec.gov/>
- **Martindale** - <https://www.martindale.com/> (Lawyers database)
- **Massachusetts Nonprofit Network** - <http://massnonprofitnet.org/>
- **massnonprofit news** - <http://www.massnonprofit.org/index.php>
- **Nonprofits and Charities Document Search (Reports in .TIFF format) (MA Attorney General)** - <http://www.charities.ago.state.ma.us/charities/>
- **NonProfit Times (The)** - <http://www.thenonprofittimes.com/>
- **Philanthropy Massachusetts** - <https://www.philanthropyma.org/>
- **Prospect Research: the Ultimate Guide [Updated] (DonorSearch)** - <https://www.donorsearch.net/prospect-research-ultimate-guide/>
- **Q&A – Prospect Research Aids Annual Giving (DonorSearch)** <https://www.donorsearch.net/prospect-research-annual-giving/>
- **Top Giving Foundations Massachusetts (The Grantsmanship Center)** - <https://www.tgci.com/funding-sources/MA/top>