

## Community Foundation Areas of Emphasis

	Grant Making	Endowment Building	Donor Services
<b>Who are your <i>primary</i> customers?</b>	Charitable organizations and the people they serve	“The community at-large”	Individual donors
<b>What drives the grantmaking agenda?</b>	Immediate community needs	Long-term community needs	Donor interests
<b>What kinds of gifts are preferred?</b>	Unrestricted, Field of Interest	Permanent, regardless of specific type	All fund types are of equal importance