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# Prospect Management and Research Office

## USEFUL RESEARCH WEBSITES FOR DEVELOPMENT OFFICERS

Development staff will be required to do preliminary research before contacting the Prospect Management and Research Office. The following websites will provide useful information to help identify and qualify prospects. If you come across any websites that you would like to add to this list, please let us know.

### PRELIMINARY RESEARCH

- **Zoom Info:** <http://www.zoominfo.com/> simple searches are free
- **Zillow.com:** home values, comps, maps, graphs, blog - lots of info, but home values and comps are sometimes erratic within neighborhoods <http://www.zillow.com>
- **Google:** <http://www.google.com> use the advanced features to narrow your search [http://www.google.com/advanced\\_search?hl=en](http://www.google.com/advanced_search?hl=en) click on the Advanced Search Tips to learn about operators to further refine your search. Google News alerts are email updates of the latest relevant Google results (web, news, etc.) based on your choice of query or topic <http://www.google.com/alerts?hl=en&t=1>
- **Google Finance:** search for public companies by name or symbol <http://finance.google.com/finance>
- **Foundation Center:** basic information and free Form 990s for foundations <http://fdncenter.org/>
- **InfoSpace:** individual and business phone numbers and addresses on the same page <http://www.infospace.com/>
- **Superpages people and business search:** one of many phone directory sites that include reverse phone numbers and addresses <http://find.person.superpages.com/>

### SECONDARY RESEARCH

#### General

- **Pipl:** “the most comprehensive people search on the Web” <http://www.pipl.com/>
- 19 biography resources accessed through the UA Library <http://www.library.arizona.edu/search/reference/biographies.html>
- **Open Secrets:** political contributions and financial disclosure from candidates [www.opensecrets.org/newdatabases.asp](http://www.opensecrets.org/newdatabases.asp)
- **Social Security Death Index at Ancestry.com:** confirm a death date <http://www.ancestry.com/search/db.aspx?dbid=3693>

#### Stock and Business Ownership

Stock information is *only* available for officers and directors and certain other insider owners of public companies. Ownership in privately held companies is not public information, unless that information can be found in a D&B report or news article, or the individual is a candidate for a public office where such disclosure is mandatory.

- **MarketWatch:** Search by ticker-name or name of person (insider) <http://www.marketwatch.com/tools/quotes/insiders.asp?siteid=mktw>

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## Real Estate

- Nationwide county tax assessor databases - by state, then county <http://www.pulawski.net/>
- **Maricopa County Assessor:** <http://www.maricopa.gov/assessor/>
- **Pima County Assessor:** <http://www.asr.pima.gov/>
- **Zipskinny:** look up census data on zip codes, including median income <http://zipskinny.com/>

## Arizona-Related Information

- **Arizona Republic:** This site has searchable databases that provide a little bit of everything about AZ, including university salaries, salaries of executives at AZ-based public companies, and home sales <http://www.azcentral.com/datacenter/>
- **Arizona's Economy:** <http://ebr.eller.arizona.edu/>
- **Inside Tucson Business:** <http://azbiz.com/> news and features for Southern Arizona's business and legal community
- **Phoenix Business Journal:** <http://phoenix.bizjournals.com/phoenix/>

## Corporate Information

- **Forbes Magazine:** articles and various lists including the Forbes 400 of the richest Americans and wealthy zip codes  
<http://www.forbes.com>  
<http://www.forbes.com/lists/>
- **Fortune Magazine:** articles plus Fortune 500 and Global 500 largest companies  
<http://www.fortune.com>
- **Inc Magazine:** articles plus the Inc. 5000 List of Fastest Growing Private Companies  
<http://www.inc.com>  
<http://www.inc.com/inc5000/>
- **Business Week:** more articles <http://www.businessweek.com/>
- **MSN Business:** links to more business magazines and sites as well as corporate information  
<http://news.moneycentral.msn.com/newscenter/newscenter.aspx>
- **Yahoo! Finance:** search by company name or symbol  
<http://finance.yahoo.com/>

## Foundation Information

- **Foundation Center:** Philanthropy News Digest – a publication with news and RFPs  
<http://foundationcenter.org/pnd/rfp/>
- **GuideStar:** search for free Form 990s (you will need to set up a user name and password)  
<http://www.guidestar.org/>

## News and Articles

The UA Library maintains subscriptions to various databases and e journal that provide access to online newspaper archives, current new, and articles.

<http://www.library.arizona.edu/search/articles/index.php>. Search for databases and journals by name or by subject.

The following resources are just a few of the many available.

- **NewsBank:** provides access to current and archived articles in newspapers across the country including *Arizona Daily Star*, *Arizona Republic*, *Tucson Citizen*, *Boston Globe*, *Chicago Tribune*, *Christian Science Monitor*, *Denver Post*, *Los Angeles Time*, *San Francisco Chronicle*, *Washington Post*.
- **Wall Street Journal:** current and archived editions

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- **Lexis-Nexis for Academic Universe:** general news, as well as company, industry, market, government and political news – country and state profiles, law reviews, federal case law, medical and health topics, auditing and tax information.
  - **Chronicle of Higher Education:** news, job, financial stats
    - limited, free content available at <http://www.chronicle.com>

#### **Philanthropy News, Lists, Facts and Figures**

- **The Chronicle of Philanthropy:** news, jobs, top donors lists  
<http://philanthropy.com/section/Home/172>
  - Prospect Management and Research office maintains print copies
- **Slate 60 (Slate Magazine):** List of the top US philanthropists <http://www.slate.com/>

#### **Search Engines** use advanced search capabilities to focus results

- **UA Info:** use UA webpage to search for donor bios in university publications and newsletters, service on advisory boards, and donations to other campus units <http://www.arizona.edu/>
- **Ask:** <http://www.Ask.com>

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