

GRANTS, FOUNDATIONS AND NON PROFIT INFORMATION AVAILABLE THROUGH THE INTERNET.

IRO Stephen Perry, Last updated SEPTEMBER 2007

 Conventional wisdom has it that hundreds of millions of dollars of grant money are available - simply for the asking. While sums of money may be available, the notion that it is available to you, your business or your charity --by simply asking for it --is wildly inaccurate. Grants, where available, are available for a reason and one has to very carefully write a well-reasoned and deliberate plan, a methodically laid out proposal— with abundant evidence and documentation – demonstrating how the money requested will make a real difference, indicating verifiable results. This is not as easy as it might first appear.

Tips in obtaining grants

You should very carefully consider several points when applying for grant support:

- 1) Grants are designed to help specific people/organizations, with well-defined projects in specific circumstances for highly specific purposes. All grants must start with a well-written and highly persuasive grant proposal.
- 2) Grant support will rarely meet even fifty per cent of project costs, meaning you have to find other funds, usually from your own savings or your company reserves.
- 3) Grants are 'discretionary'. Your success is dependent upon decisions made by the “purse holders” of the foundation awarding grants.
- 4) Grantors and Foundations will *always* consider the viability of your project, including management capability and the ability of you or your organization to wisely --and in the most parsimonious fashion possible--use the funds allotted to you. How well you can convince a foundation of your ability to do this is truly key to your overall success.
- 5) You will need a Business or Marketing Plan. A methodical business or marketing plan is central to your efforts to obtain grant support. This simply cannot be stressed enough. One good source of business/marketing plans is <http://bplans.com>
- 6) You must always check that you are eligible for a grant. Stated criteria are clearly stated in the grant application but very few applicants carefully read the materials available to them. **N.B.:** Check all criteria carefully to ensure that you are truly qualified to receive this grant.
- 7) Grants are rarely awarded retrospectively. If you start your project before a grant is approved, you may be viewed as not really needing grant support.
- 8) Grant applications have to be submitted on time. Make sure you include all necessary supporting documentation and that you read all the criteria carefully, making doubly sure that you qualify. A common error of grant applications is that they did not include all the material asked for or did not meet the stated criteria.
- 9) You may need to demonstrate that you have tried and often succeeded in securing other funding for past projects.
- 10) It is necessary to start out with the philosophy that grants are a useful bonus that will assist you with your project; they are not to be viewed as a crutch upon which your project will stand or fall.

- 11) Remember, the mere existence of a grant in your area does not mean that it will awarded to you, your business or your charity. Everything depends on you, on your ability to persuade, and your ability to provide all supporting documentation.
- 12) Try to avoid having the grant pay for personnel - the grant agency will always frown upon a program which may be discontinued if there is no money to pay for the staffer (unless it is meant to be a one shot deal without continuation - e.g. an architect for a remodeling program).
- 13) Try to always partner with another agency or program and have that agency provide "in-kind" support -always give the estimated dollar worth of the in-kind support.
- 14) Try to include multiplier effects of the grant and also demonstrate convincingly how the grant will help improve the quality of life for the community.
- 15) Try to include information on how your program is unique and how it could serve as a model for others - i.e. develop training materials for free distribution.
- 16) Do not be afraid to apply to programs/foundations that have never before funded your type of program—i.e. libraries. Please apply for as many different types of grant programs as possible that apply to your particular situation.
- 17) Your message to potential grant makers must be compelling, clear, and easy to understand. To organize your ideas better, the proposal should be written on one page. Make sure to include how this grant will improve the lives of the citizens in your community. Grant makers and Foundations always want to know how their monies will be used to improve the lives of the average citizen.
- 18) It is always a good idea to start by maintaining a personal relationship with the foundation. Start not by asking them for money, but by asking them for advice. Remember, foundations are more likely to give money to people whom they know, people in whom they have a great deal of confidence and trust. A solid professional relationship with a foundation always starts on the premise of trust and confidence. When your pitch your project, always mention how these funds will help the community at large.

The range of grants: the range of grants available is large and constantly changing.

Many organizations, often grant giving bodies themselves, provide free information on finance available. For example, for U.S. citizens, the Small Business Administration (SBA) <<http://www.sba.gov>> or <<http://www.businessadviceonline.org>> aims to provide a single gateway for guidance and help, at a local level, for United States government support on a wide range of issues to US businesses.

Again, one example of government support available to medium and small sized businesses (in this case for the U.S.) is Government Grants. For businesses based in the United States, this is a useful web site to begin researching <<http://www.govgrants.com/>> for the availability of grants for local and regional businesses.

An Extra Word of Caution on winning grants

Applying for a grant can be a painstaking process and much more so if you don't know what you are doing. Directors of foundations that award grants like to know that applicants are knowledgeable about their business and extremely well versed about their project for which they want grant support. They also like to know that their grant will make a vital difference to the quality and success of a project. Provided you meet all eligibility criteria, clearly and convincingly demonstrate that your project is worthy of grant support, provide all documentation and support materials that are requested and provide a viable marketing or business plan, then with much effort, and over time, success is possible.

ONLINE RESOURCES

The Internet can be one of your most valuable sources of information.

Visit the links below for online grant information and assistance.



Fundraising Resources

I. Where to Start Research: Some Online Resources:

American Library Association, College and Research Libraries News,
Grant Resources on the Web: Where to Look When You Need Funding – July 1999.

<http://www.ala.org/ala/acrl/acrlpubs/crlnews/backissues1999/julyaugust4/grantresources.htm>

The Foundation Center – One of the most important sites on the Internet for a grant seeker. Includes many features, some free and others fee-based. Free features include: "Foundation Finder," updated monthly; profiles of foundations (searchable by name or part of name) and website URLs.

"Grantmaker Web Sites" provides annotated links to more than 2,000 grant makers searchable by project or entity keyword. "Proposal Writing Short Course" offers advice on preparing a grant proposal. "Online Orientation to the Grant Seeking Process" is a tutorial explaining the grant process.

<http://fdncenter.org/>

[Foundations Online](http://www.foundations.org/grantmakers.html): Foundations and Grant makers Directory.

<http://www.foundations.org/grantmakers.html> Links to corporate and private foundation web pages, community foundations, government grant sites, and more.

Govspot.com. Getting Grants: Finding Funding Sources Online.

<http://www.govspot.com/features/grants.htm>.

GovSPOT also maintains a separate Web Page for Grant Seekers, with excellent advice and an extremely helpful compilation of Web Sites. <http://www.givespot.com/resources/grantseekers.htm>

Grants and Nonprofit Information Center (Tucson Pima Public Library, AZ)

(<http://www.lib.ci.tucson.az.us/grants>) an unusually comprehensive collection of Web Sites on the Grant Seeking Process.

Grants and Related Resources from Michigan State University Libraries:

<http://www.lib.msu.edu/harris23/grants/priv.htm>

[The Grantsmanship Center http://www.tgci.com](http://www.tgci.com) Grantsmanship training organization site. Links to funding sources. Can read abstracts of over 800 winning proposals—organized by subject category—this will give grant seekers ideas of how to write successful proposals.

Also see the related: <http://gollygrantsonline.com/4202-fnp-summer-2005.htm>

Non-Profit Organizations: [BoardSource](http://www.boardsource.org). Board Source is one of the world's largest, most comprehensive publishers of material on nonprofit governance. The Website includes an electronic book on starting a non-profit. <http://www.boardsource.org/>

Grant And Grant Writing Resources: <http://webjunction.org/do/Navigation?category=403>

(AN OUTSTANDING RESOURCE!)

American Library Association QUICK FACT SHEET ON *LIBRARY FUND RAISING*: SELECTED ANNOTATED BIBLIOGRAPHY **Copyright 2007**

SEPT <http://www.ala.org/ala/alalibrary/libraryfactsheet/alalibraryfactsheet24.cfm>

Online Resources for Grants from the Fannie Mae Foundation:

http://fanniemaefoundation.org/grants/online_rsrc.shtml

Society of Research Administrators International

<http://www.srainternational.org/newweb/grantsweb/index.cfm>

Topics covered include Government Funding and Resources, Private Funding Information, and a list of International Foundations.

The University of Wisconsin, Madison Library. Grants Information Center. Provides a series of useful and updated handouts on grants, foundations, and non-profits, including funding resources available for individuals, and financial aid for international students.

<http://www.library.wisc.edu/libraries/Memorial/grantshp.htm>

II. HOW TO WRITE EFFECTIVE GRANT PROPOSALS:

CIVICUS: HOW TO WRITE EFFECTIVE GRANT PROPOSALS:

http://www.civicus.org/new/civicus_toolkit_project.asp

Developing and Writing Grant Proposals

http://12.46.245.173/pls/porta130/CATALOG.GRANT_PROPOSAL_DYN.show

Instructional document on Catalog of Federal Domestic Assistance.

[Guide for Writing a Funding Proposal \(http://www.learnerassociates.net/proposal/\)](http://www.learnerassociates.net/proposal/)

Includes many examples of successful grant proposals.

GRANT WRITING: www.npguides.org/

MIT's GUIDE TO WRITING EFFECTIVE PROPOSALS:

http://web.mit.edu/cis/fo_gw.html (three great resources included here)

Proposal Writing Short Course

<http://fdncenter.org/learn/shortcourse/prop1.html>

On Foundation Center website. Offers advice and a useful checklist to keep in mind while preparing a grant proposal.

University of Wisconsin, Madison Memorial Library. Grant Information Center. This web site gathers together in one place a variety of Internet sites concerning how to write effective proposals.

<http://www.library.wisc.edu/libraries/Memorial/grants/proposal.htm>

WRITING GRANT PROPOSALS: ELEMENTS OF SUCCESS:

http://info.lib.uh.edu/research/websub/Subject_Guides/WGP.html

Grant Resources: www.grantresources.info/

III. (U.S. BUSINESSES ONLY) Grant and Funding Opportunities for Small Businesses located in the United States:

[Small Business Administration-Financing http://www.sba.gov/financing/](http://www.sba.gov/financing/)

Although not specifically about grants, this site gives information about financing a business with government loans from the SBA.

Catalog of Non-Profit Literature: <http://nps.fdncenter.org/>

IV: Grants/Scholarships for Colleges and Universities (for both US based students and international students):

[FastWeb](http://web.studentservices.com/fastweb/) <http://web.studentservices.com/fastweb/>

Free financial aid web search that matches user's specific skills, abilities, and interests to the database's over 180,000 scholarships. Fast WEB is the largest online scholarship search available, with 600,000 scholarships representing over one billion in scholarship dollars. It provides students with accurate, regularly updated information on scholarships, grants, and fellowships suited to their goals and qualifications, all at no cost to the student.

[Comprehensive listing of Scholarship and Grant Opportunities: http://ejw.i8.com/grant.htm](http://ejw.i8.com/grant.htm)

Funding for Research and Study Abroad is available at:

<http://grants.library.wisc.edu/individuals/individuals.html>

V. Databases:

[Charity Navigator](http://www.charitynavigator.org/) <http://www.charitynavigator.org/>

Charity Navigator works to guide intelligent giving. Site helps charitable givers make intelligent giving decisions by providing information on twenty-five hundred charities and by evaluating the financial health of each of these charities.

[Chronicle of Philanthropy](http://www.philanthropy.com/) <http://www.philanthropy.com/>

The Chronicle of Philanthropy is a leading news source for charity leaders, fundraisers, grant makers, and others in the philanthropy field. The Chronicle's Web site features articles from the latest printed issue, a news archive, conferences and workshops, grant listings, job opportunities, and extensive industry links.

[GuideStar](http://www.guidestar.org/) <http://www.guidestar.org/>

This searchable database of more than 650,000 nonprofits is indispensable for individual and institutional donors researching potential grant recipients. Nonprofit organizations may place information about their organization here free of charge.

[Foundations On-line](http://www.foundations.org/) <http://www.foundations.org/>

Foundations On-line is a searchable database of grant making foundations. Browse the foundation directory, pick a listed foundation, search any foundation's information page, or search any foundation's homepage.

Foundation Center Free Proposal Writing Tutorials:

<http://foundationcenter.org/getstarted/learnabout/proposalwriting.html>

[Foundation Center Grantmaker Information](http://fdncenter.org/grantmaker/index.html) (<http://fdncenter.org/grantmaker/index.html>)

[Gifts in Kind](http://www.giftsinkind.org/receive/directory.asp) <http://www.giftsinkind.org/receive/directory.asp> The recognized leader in the field of product philanthropy. It helps top manufacturers and retailers give away software, computers, office equipment and supplies to nonprofit organizations worldwide.

[Philanthropy News Network Online](http://www.pnnonline.org) (<http://www.pnnonline.org>)

VI. Some Leading Private Foundations:

[ACLS](http://www.acls.org) American Council of Learned Societies (<http://www.acls.org>)

Bill & Melinda Gates Foundation <http://www.gatesfoundation.org/grants/>

[Ford Foundation](http://www.fordfoun.org) (<http://www.fordfoun.org>) Includes essential information for [grant seekers](#); tools for grant makers ([GrantCraft](#)); understanding [our program interests](#) and [major initiatives](#)

[Rockefeller Foundation](http://www.rockfound.org) (<http://www.rockfound.org>)

[Rockefeller Brothers Fund \(http://www.rbf.org/index.html\)](http://www.rbf.org/index.html)

VII. BLOGS:

Library Grants Blog: <http://www.librarygrants.blogspot.com/>

The authors of a new book, Grants for Libraries, update resources for funding opportunities. Not categorized by topic, but it is searchable.

VIII. FOR U.S. CITIZENS ONLY: Grants and Funding Resources available from the United States Government:

Grants Net, U.S. Department of Health and Human Services -

<http://www.hhs.gov/grantsnet/> (Includes an Electronic Roadmap to Grants)

National Institutes of Health (NIH): Funding Opportunities - <http://grants.nih.gov/grants/index.cfm>

FOR U.S. CITIZENS ONLY: Key U.S. Federal Government Sites for Grants/Foundations:

[Catalog of Federal Domestic Assistance \(http://www.cfda.gov\)](http://www.cfda.gov)

[Commerce Business Daily \(http://cbdnet.access.gpo.gov/\)](http://cbdnet.access.gpo.gov/)

[NEH \(http://www.neh.gov\)](http://www.neh.gov)

FIRSTGOV's [Non-Profit Gateway](http://www.nonprofit.gov/): The U.S. Governments Official Web Portal to U.S. Agencies awarding grants (<http://www.nonprofit.gov/>)

Government Grants: <http://www.grants.gov/> Navigating the numerous Web sites administered by the various grant-making agencies and departments can be difficult at times. Grant topics range from housing to the humanities. Clicking on each topic will lead to another list detailing which federal agencies provide (or may provide) grant monies within each area. Equally helpful is the federal grant notification service that allows individuals to be notified when new grant announcements are released by various agencies.

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