Grant Writing I: Finding Funders

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Ohio | Environmental Protection Agency

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OHIO
ENVIRONMENTAL
EDUCATION FUND

Two Important
Things to Remember…
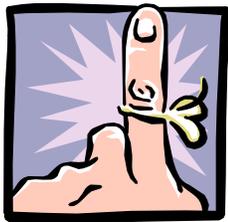
#1

- Don't let the funder drive your project!

- Instead, drive your project proposal to the most appropriate funders.

#2

Start Early!

Getting Started…

A lot more time should be spent designing the project, and cultivating a relationship with appropriate grantmakers, than writing the grant proposal.

Getting Started:

How well can you articulate your organization's mission?

Collaborate

Consider cooperating,
not competing!
Who would be a good
collaborator?

Which partner
should be the
applicant?

Answer these questions for the grantmaker:

- What is it you propose to do?
- What will be the result?
- How will you know if it worked?
- Why are you the right people to do it?

Slide 1

■ How much money do you need?

Slide 2

Have your answer ready:

■ What will you do when the money runs out?
■ If the grant is for operating expenses, what will you do if it is not renewed?

Slide 3

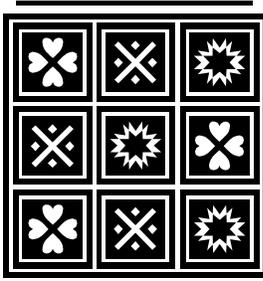■ Can you use the grant to leverage other funds?

Any ethical issues?

More things to think about…

- Is it cost-effective to apply for a grant?
- Are there strings attached? Is your agency prepared to comply with them?

Which pieces of your quilt are most appropriate for which funding source?

What's on the mind of the grantmaker?

- Publicity, legacy
- Risk Avoidance, Liability
- Who controls the property? Are there long-term use agreements or MOUs? (Does the grounds crew know not to mow down the butterfly garden over the summer?)
- Transfer of institutional memory (When this year's conference chair retreats in exhaustion, who will train next year's conference chair?)

What's Sexy?

"Public-private Partnerships"
"Faith-Based Initiatives"
"Community-Based Organizations"
"Capacity Building"
"Intergenerational" programs

What's Not-so-Sexy?

Life Support
Overhead/Indirect
"Trinkets-and-Trash"
Equipment that might sit on a shelf

Prospecting Tips:
Finding the Right Funding Source

Get Thee To A Library!

Many foundations and corporations do not advertise their grantmaking on the Internet.

Who Does the Most Giving?

Foundations?
Corporations?
Individuals?

Three Types of Grant Makers

- Foundations
- Corporations
- Government Agencies

Why are there Foundations?

Types of Foundations

- Independent
- Company-sponsored
- Operating
- Community

Finding Foundations…

The Foundation Center
www.foundationcenter.org

- Grant maker information and Web sites
- Seminars on proposal writing
- Subscriptions to online directories from $19.95/month
- FC Search database on CD ROM
- Cleveland Office: 1422 Euclid Ave, Suite1660, 44115-2001,

Foundation Center Repository Libraries in Ohio

- Cincinnati/Hamilton County
- Cleveland (Foundation Center)
- Columbus
- Dayton/Montgomery County
- Mansfield/Richland County
- Muskingum County
- Stark County
- Toledo/Lucas County
- Youngstown and Mahoning County

Guide to Ohio Grantmakers

- No longer available for purchase, still in many Ohio public libraries
- Summaries of giving areas, recent awards, eligibility and restrictions, contact information

Foundation Center Subject-Area Directories

- Elementary and Secondary Education
- Environmental Protection and Animal Welfare
- Foreign and International Programs
- Higher Education
- Religion, Religious Welfare & Education
- People with Disabilities
- Women and Girls
- Minorities

- Services for the Aging
- Public Health
- Cancer Research & Patient Care
- Disaster Relief and Recovery
- Employment
- Community and Economic Development
- Information Technology
- Housing, Services for the Homeless
- Capacity Building, Management & Technical Assistance

THE GRANTSMANSHIP CENTER

- www.tgci.com/
- Lists by state of top foundations, community foundations, and corporate grantmakers
- Daily *Federal Register* notices
- Abstracts of more than 900 successful proposals

Researching Foundations…

- Annual Reports in the reference section of the public library

- 990-PF Forms are the tax returns of grant making foundations, and are often the best source of information on very small foundations.

- Online at The Foundation Center www.foundationcenter.org

- Noza database of 990-PF's www.noza990pf.com/

Other Directories

- Directory of Grants in the Humanities
- Directory of Research Grants
- Directory of Biomedical and Health Care Grants
- Environmental Grantmaking Foundations

Periodicals

- Chronicle of Philanthropy, http://philanthropy.com/
- Grass Roots Fundraising Journal
- Foundation News and Commentary
- Nonprofit World
- Nonprofit Times

Finding Corporate Givers

- Annual Reports in the reference section of the public library – don't overlook local companies!
- *National Directory of Corporate Giving* from the Foundation Center
- *Taft Corporate Giving Directory,* published by the Taft Group

Exploring Corporate Web Sites

Look for phrases like "community involvement" or "corporate responsibility" rather than "grants"

NiSource Charitable Foundation

- Ecological restoration projects
- Columbia Gas service area or pipeline areas
- $500 - $5,000, deadline usually February
- www.nisource.com – look under "our commitment"

FirstEnergy

- FirstEnergy Foundation grants for economic development, safety
- $500 education grants to teachers
- Applicants must live in service area for Ohio Edison, Toledo Edison, The Illuminating Company
- www.firstenergycorp.com – look under "community involvement" and "education"

American Electric Power

- Economic development grants and charitable donations within service territory
- AEP Connects volunteer grants where employees volunteer
- $100 - $500 teacher vision grants
- www.aep.com – look under "corporate citizenship"

Finding Federal Government Grants

- http://grants.gov
- Catalog of Federal Domestic Assistance, www.cfda.org
- The Federal Register, www.archives.gov/federal_register/index.html
- Web sites of relevant federal agencies, such as the Dept of Health and Human Services grants page, www.hhs.gov/grants/index.shtml
- Ohio OBM's Federal Grants Resource Center http://www.obm.ohio.gov/grants/

Federal Grants

- Most are reimbursement only
- Eligibility Determinations for project and applicant
- Many are passed through state agencies
- "Public Private Partnerships"
- Bundle small projects together into a larger combined application whenever possible
- "Allowable Costs" and administrative costs
- Understand what the reporting requirements will be before you apply! Most require quarterly reports and annual FFRs

Finding New Federal NOFAs
(notices of funding availability)

- Posted daily at www.tgci.com/ but not archived
- Check the Federal Register database www.gpoaccess.gov/fr/ and search for NOFA and SuperNOFA

Finding State Government Grants

- Master list of Ohio state agency grants
  http://transparency.ohio.gov/grants/
- Master list of Ohio state agency Websites,
  http://www.ohio.gov/agencies/
- Grant Resources page on Ohio State Auditor
  Website,
  www.auditor.state.oh.us/services/lgs/GrantRes
  ources/default.htm

Researching Grantmakers

- Look for giving patterns
- Do they give for the purpose you are interested in?
- Do they give to organizations that "look like you?"
- Do they give in your geographic area?
- How much is their usual range of giving?
- Does their mission match yours?

Cultivate a Relationship…

- Get to know the program officers or grant coordinators at the grantmaking organization

- Ask questions!

When you call a grantmaker…

- Request application and list of recently funded projects (Did you check their Web site?
- Application deadline vs. actual start date
- What are funding priorities this year?
- How will applications be reviewed?
- Suggestions for benchmarking
- Will they comment on a draft (which you will provide them *well before the deadline*)

Keys to Accessing Grants

- Determine their availability
- Know the eligibility requirements
- Study the guidelines and application
- Talk with the program officer
- Understand the review process
- Fulfill the application requirements

Pop Quiz!

- What were the two most important things to remember from this workshop?

Happy Hunting!