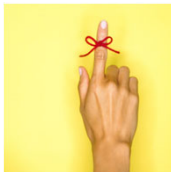


Grant Writing I: Finding Funders

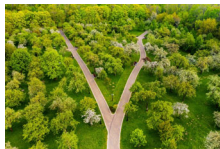
Holly Tucker
Ohio EPA
Office of Environmental Education



Two Important Things to Remember...



Drive your project proposal to the most appropriate funders.



Start Early!



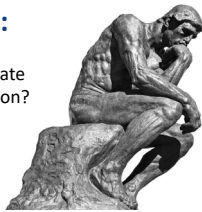
Getting Started...

A *lot* more time should be spent designing the project 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 submit the grant application?



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?



How much money do you need?



Have your answer ready:

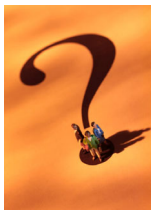
- What will you do when the money runs out?
- If the grant is for operating expenses, what will you do if it is not renewed?



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?
 - Copyrights, use of grant products
 - Maintain equipment in service for x years
 - Competitive procurement
 - Audited financial statements of your organization



More Considerations

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



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



What's Attractive?

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

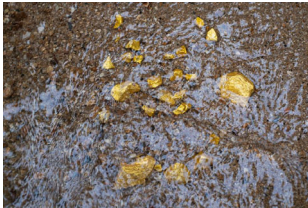


What's Not-so-Attractive?

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



Prospecting Tips: Finding the Right Funding Source

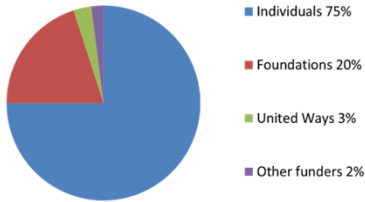


Who Does the Most Giving?

- Foundations?
- Corporations?
- Individuals?



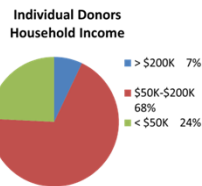
Ohio Gives... \$6.6 Billion Annual Charitable Giving



What do Ohio Individuals Support?

1.3 million Ohioans donate about \$5 billion to charity annually

- Religion 36%
- Education 16%
- Disasters/Human Services 11%
- Health 9%
- Other 9%
- Public Affairs/Society Benefit 8%
- International 5%
- Arts 4%
- Nature, Environment 2%



Three Types of Grant Makers

- Foundations
- Corporations
- Government Agencies



Why are there Foundations?



Types of Foundations

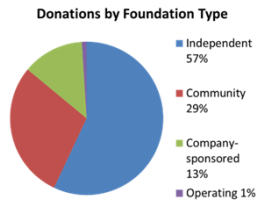
- Independent
- Company-sponsored
- Operating
- Community



What do Ohio Foundations Support?

3,626 Ohio foundations award \$1.67 billion annually

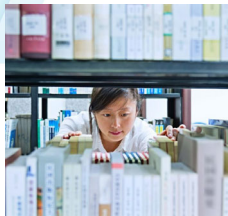
- Education 22%
- Health 19%
- Human Services 18%
- Arts & Culture 14%
- Public Affairs/Social Benefit 14%
- Environment 5%
- Religion 3%
- International 3%
- Other 2%



Finding Foundations...



Get Thee To A Library or Online Directory!



- 90% of U.S. foundations do not have websites, according to Candid.
- Annual reports in the reference section of the public library



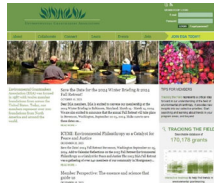
Periodicals

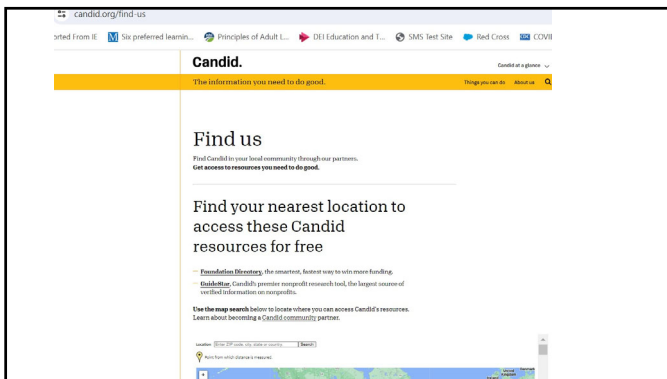
- The Chronicle of Philanthropy
- Grass Roots Fundraising Journal
- Foundation News and Commentary
- Nonprofit World
- Nonprofit Times



Researching Foundations...

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





Subject Funding Areas

Elementary and Secondary Education	People with Disabilities	Information Technology
Foreign and International Programs	Housing, Services for the Homeless	Public Health
Community and Economic Development		Services for the Aging
Environmental Protection and Animal Welfare		Minorities
Cancer Research & Patient Care	Disaster Relief and Recovery	Employment
Religion, Religious Welfare & Education		Women and Girls
Capacity Building, Management & Technical Assistance		Higher Education



THE GRANTSMANSHIP CENTER
Get funding. Create change.



- Search, "Grantsmanship Center"
- Lists by state of top foundations, community foundations, and corporate grantmakers
- Abstracts of successful proposals



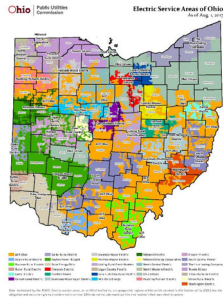
Finding Corporate Givers

- Look for local companies' Annual Reports online and in the reference section of the public library
- Look for phrases like "community involvement" or "corporate responsibility" rather than "grants"



Ohio Utilities Grantmaking

- Are you in their service area?



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 Federal Government Grants

- Search for “federal grants”
- Catalog of Federal Domestic Assistance, www.cfda.org
- The Federal Register,
- Additional relevant federal agencies:
 - Homeland Security
 - Health & Human Services



Finding New Federal NOFAs (notices of funding availability)

- Check the Federal Register database
<https://www.federalregister.gov/documents/search#>
and search for NOFA

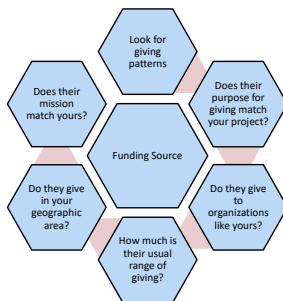


Finding State Government Grants

- Master list of Ohio state agency grants
 - Search “grants from state agencies”
- Ohio EPA grants summary list
 - Search “Ohio EPA Grants”
- Ohio Development Services Agency summary list
 - Search “DAS funding”

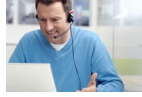


Researching Grantmakers



When you call a grantmaker...
(AFTER reading their Website)

- Request sample applications of recently funded projects
- 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*)



Pop Quiz!

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



Next session, "Grant Writing II" will offer tips on avoiding common mistakes, and how to write a successful proposal.