Grant Writing Workshop

Sponsored by:

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Getting Started
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?

Be able to answer these questions:

- 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?
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?
Be able to answer this:

- 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?

Which pieces of your quilt are most appropriate for which funder?

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 the project director leaves, who will train next year’s new teachers to use the land lab?)
What’s Sexy?
“Public-private Partnerships”
“Faith-Based Initiatives”
“Community-Based Organizations”
“Participant-Driven” workshops
“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
Do Your Homework!

- Grant makers are not going to look for you.
- Takes time to research
- Don’t overlook local resources.

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 Cooperating Libraries

- 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

- $125 from the Foundation Center
- Summaries of giving areas, recent awards, eligibility and restrictions, contact information
- Sample online at www.foundationcenter.org

Foundation Center Subject-Area Directories

- Elementary and Secondary Education
- Environmental Protection and Animal Welfare
- Foreign and International Programs
- Higher Education
- Religion, Religious Welfare & Education
- Physically and Mentally Disabled
- Women and Girls

Also from the Foundation Center...

- Foundation Directory Part II
- Foundation Grants for Individuals—a list of private U.S. foundations that provide financial assistance to individuals for education, general welfare, arts and cultural support, etc.
- Foundation 1000—profiles of the 1000 largest U.S. foundations based on total annual giving
- Guide to U.S. Foundations—Their Trustees, Officers, and Donors
Seminars on grant proposal writing
Daily Federal Register notices
Abstracts of more than 900 successful proposals
Advice for 501(c)(3) Nonprofit Organizations

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/

Ohio Resources
- www.oano.org
- Ohio Common Grants Forms, and Ohio State of Philanthropy reports available from Ohio Grantmakers Forum
  www.ohiograntmakers.org/
Environmental Grantmaking Foundations

- 900 independent, community, and company-sponsored foundations that fund environmental projects
- Paperback directory or CD ROM
- www.environmentalgrants.com/

Education Foundations

- In Ohio, the Martha Holden Jennings Foundation, www.mhjf.org
- Nationally, the Danforth Foundation, www.orgs.muohio.edu/forumscp/Danforth.html

Environmental Education Grants

- Ohio Environmental Education Fund, www.epa.state.oh.us/oeef; deadlines January 15 and July 15
Other Directories

- Directory of Grants in the Humanities
- Directory of Research Grants
- Directory of Biomedical and Health Care Grants
- Operating Grants for Nonprofit Organizations

Periodicals

- Grass Roots Fundraising Journal
- Foundation News and Commentary
- Nonprofit World
- Nonprofit Times

Guidestar

- www.guidestar.com
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”

Environmental Challenge Fund

- Ecological restoration projects
- Columbia Gas service area or pipeline areas
- $500 - $5,000, deadline usually February
- www.nisource.com – look under “corporate citizenship” and “environmental”
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.cdfa.org
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/
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

- Ohio State Agency Websites, www.ohio.gov and search "grants" for 52,800 hits www.state.oh.us/ohio/agency.htm
- Grant Resources for local governments on State Auditor Website, www.auditor.state.oh.us/LGS/GrantResources/Default.htm
- ODNR grants www.dnr.state.oh.us/tabid/10762/Default.aspx

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!
- Works better than “Dear Sir or Madam.”

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