

Grant Writing: Part I

Funding Sources and Resources

**Office of Sponsored Programs
St. Cloud State University**

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Zimmerman Consulting



Pick a verb and a noun that describes the work you do.

Hazelden:

Treat / Addicts

Food Shelf:

Feed / Hungry

Housing:

Shelter / Homeless

Education:

Teach / Students



Dear Foundation Officer:

I want to take this opportunity to tell you about our program.

We _____
_____.



We _____
very well.



We need mega \$ \$ to
continue to _____
_____.



Please send it to us right
away!

God Bless You.

Program Director



Dear Foundation Officer:

Thank you so much
for your gift of mega
\$ \$ this past year.



With it we were able to

_____ x # of
_____.



We hope you will
continue to support our
work as we

_____.

Thank you.
Program Director





The Dream:

Your Department Chair is a golfing partner with the Foundation President.



The Foundation
President knows about
your project and likes
your work.



Part of the Foundation's
Mission is to support the
work you do.



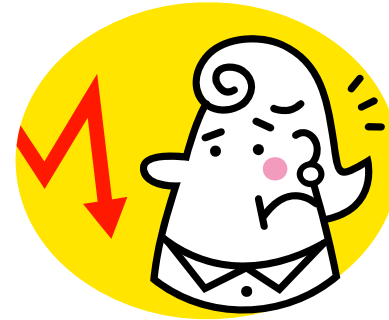
At the 18th hole, the Foundation President tells your Department Chair to submit a letter of request for \$100K.



2 weeks later a check for \$100K arrives with a letter saying this is the first payment of a 5 year pledge of \$500K.



The Reality:



Nobody in your department knows anybody at any Foundation.



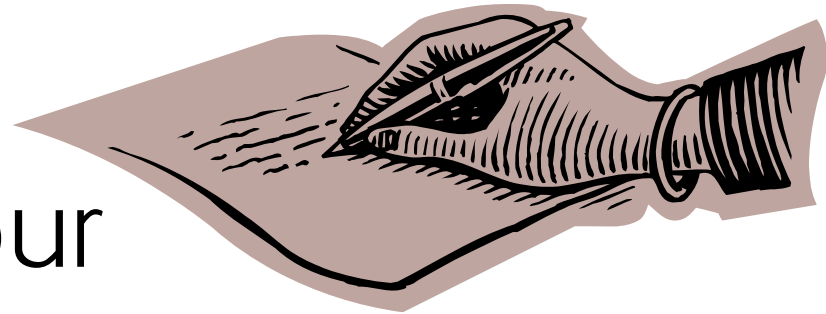


Foundation guidelines are unclear, but seem to indicate your project does not fit.



Phone calls to
Foundation staff are
not returned.





Nobody in your
department has ever
written a grant proposal
before.





So...

Let's try to figure it out!



Matchmaker, Matchmaker

Make me a match.

Find me a find.

Catch me a catch.



**Look through your book and,
Make me the perfect match!!**





Since they are not
going to be looking for
you...

You need to be
looking for them!



You have needs for support for...

? _____

? _____

? _____



Major Types of Grantors

- Private or Community Foundations
- Federal Agencies
- Corporate Funding
- Individuals



Private Foundations

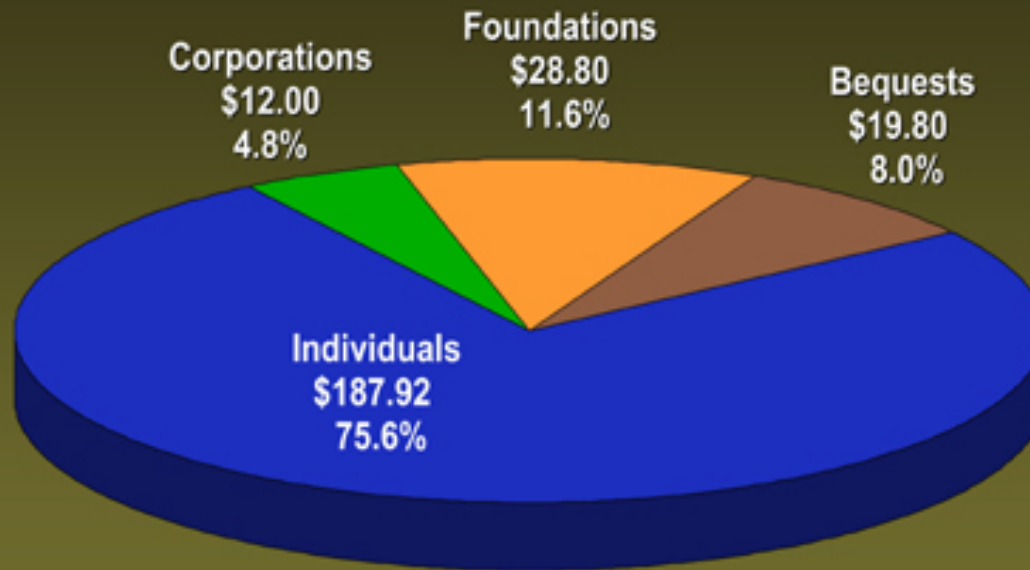
Private Foundations have \$\$ they must give away each year as part of their mission and to satisfy IRS guidelines.



Usually 5% of assets
Based on a rolling 12
quarters
Inclusive of expenses

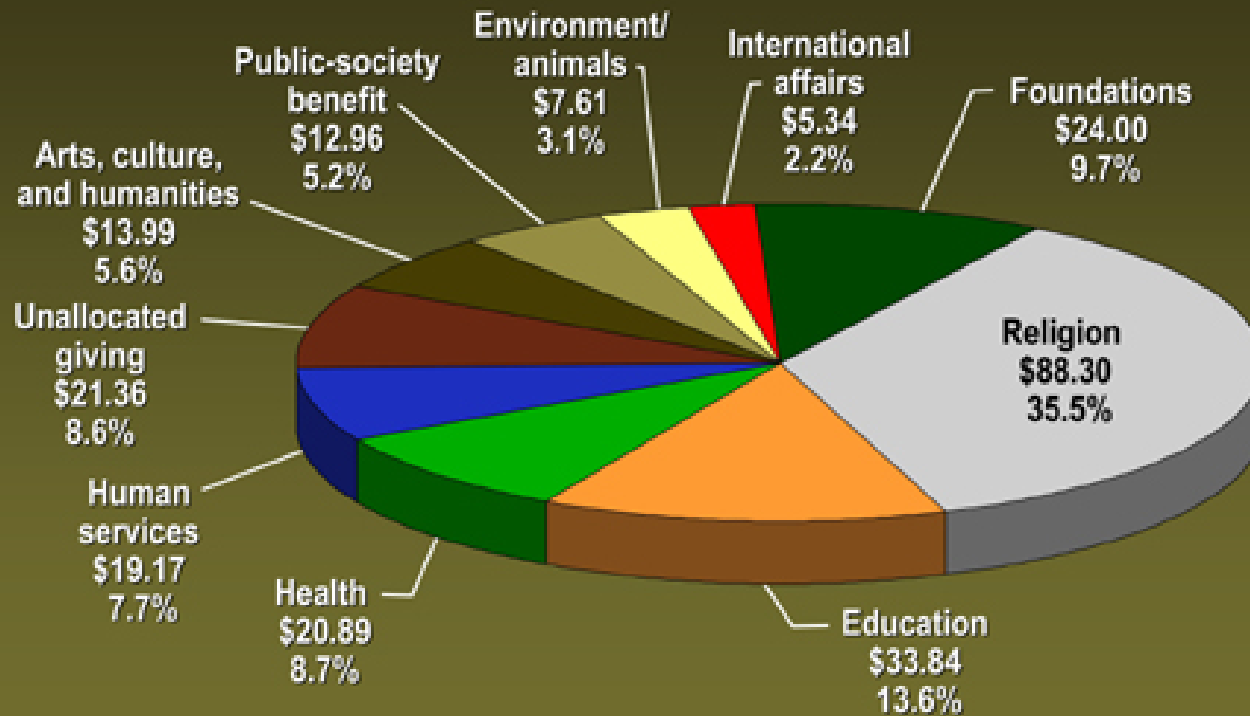


2004 CONTRIBUTIONS: \$248.52 BILLION BY SOURCE OF CONTRIBUTIONS



Source: Giving USA Foundation™ – AAFRC Trust for Philanthropy/Giving USA 2005

2004 CONTRIBUTIONS: \$248.52 BILLION BY TYPE OF RECIPIENT



Source: Giving USA Foundation™ – AAFRC Trust for Philanthropy/Giving USA 2005

100,000 +

Foundations in the USA

\$ 40,000,000,000

given away in 2004

Let's narrow our Search!



Searching by:

- **Geography**
- **Subject**
- **Beneficiary**
- **Grant Type**
- **Amount**
- **Grantor Type**



Geographic Focus

- Organization
Location (s)
- Program Service
Location (s)



Subject Area

Be as specific as possible

HOUSING:

- Homeless
- Owner/renter issues
- Public Education
- Rehabilitation
- Repairs
- Temporary Shelter, etc, etc. 28 categories



Beneficiary Group

- Subset of the Subject Area
- May be a diverse group
- Some funders only look at one specific subset
- Know the percentages of your groups



Grant Type

- Program
 - New
 - Ongoing
 - Direct to client (scholarship)
- General Operational
- Research
- Capital
- Infrastructure Development



Amount

- \$500 or \$5,000,000?
- Single or Multi-year?
- Total or Partial need?
- Who else is supporting?



Grantee Characteristics

- Size
- Complexity
- Past Relationship
- Their interest in Recognition



What Agencies Do Not Fund List

- 98% Accurate
- Save their time and yours
- Don't try unless you have
an inside track or
long history



In-Direct Information

- Libraries
- Foundation Center
- MN Council on Foundations
- MN Council of Nonprofits



Libraries

- Foundation Center Collections:
 - Brainerd
 - Duluth
 - Minneapolis
 - Rochester
 - St. Paul
 - SW State, Marshall



Foundation Center

- Foundation Directory
- Web:
 - 1000
 - Finder
 - 990 PF Search
 - 990 Search



Online Searching Resources

Search Funding Databases at

<http://www.stcloudstate.edu/osp/external/FundingDatabases.asp>

Browse Funding Agency Lists at

<http://www.stcloudstate.edu/osp/external/FundingAgencyLists.asp>



Federal Grants

A Federal Grant is an award of financial assistance from a Federal agency to a recipient to carry out a public purpose of support or stimulation authorized by a law of the United States. A grant is not used to acquire property or services for the Federal government's direct benefit. Twenty-six Federal agencies annually offer over 1,000 grant programs in various categories.



Governmental Cooperation!!

Grants.gov is a central storehouse for information on over 1,000 grant programs and access to approximately \$400 billion in annual awards. By registering once on this site, your organization can apply for grants from 26 different Federal agencies.



Grants.gov

Grants.gov simplifies the grants management process and creates a centralized, online process to find and apply for over 900 grant programs from the 26 Federal grant-making agencies.

Grants.gov streamlines the process of awarding over \$360 billion annually to state and local governments, academia, not-for-profits and other organizations. This program is one of the 24 Federal cross-agency E-Government initiatives focused on improving access to services via the Internet.

The vision for Grants.gov is to be a simple, unified source to electronically find, apply and manage grant opportunities.



Government Sources

- <http://www.grants.gov>
- <http://www.ncura.edu>



Government Sources

- <http://www.federalgrantswire.com>
- http://dir.yahoo.com/Education/Financial_Aid/Grants/
- <http://www.hhmi.org/grants/>
- <http://www.technologygrantnews.com/>



OOPS...What if???

If you think that someone has fraudulently represented Grants.gov, contact the HHS Fraud Hotline at 1-800-447-8477 and contact support@grants.gov.



Semi-Direct Information

- Foundation Grant Guidelines
- State and Federal RFPs or catalog descriptions
- Annual Report
- 990 PF
- Other Grant Recipients



Semi-Direct Information

- Print
 - Annual Report
 - Guidelines etc.
- Web
 - Grantmaker / Foundation Web Site
 - Guidestar
 - Search Engines





GuideStar Basic - Free
Keyword - Name - Location

[http://www.guidestar.org/
Guidestar Search](http://www.guidestar.org/Guidestar Search)



Guidestar Basic Search

- Keyword: Shelter
- Name: * Foundation
- State: MN

= Nine hits:

Bremmer, Target, SE Initiative,
Mall of America etc.



Otto Bremer Foundation

The Otto Bremer Foundation accepts grant applications for the following purposes:

- Program or project development
- General operations
- Organizational development
- Capital: building and/or equipment
- Challenge/matching grants
- Program Related Investments

<http://fdncenter.org/grantmaker/bremer/index.html>



The Foundation looks to support projects that meet its mission of promoting human rights.

The Foundation works to insure that the impact of its funding results in **all people fully participating in community life**.

The Foundation is interested in its resources being used for programs that work **to empower beneficiaries, not just serve them**.

The Foundation's resources are available to organizations that serve the public without discrimination on the basis of race, color, creed, sex, religion, age, disability, sexual orientation, marital status, or national origin.

The Foundation is supportive of organizations that are **constituency-controlled**, have an impact on the **future wellbeing of the communities**, and **advocate systemic change**.

The Foundation funds a variety of programs and services **whose relevancy and value have been identified by the community** and **work with other community members** to create broad-based solutions to common issues.

The Foundation **looks to see how the program or project is sustainable**.

Most grants are awarded for a one-year period, however the Otto Bremer Foundation will consider multi-year funding as well.

The Foundation values working with new and emerging groups as well as established organizations.

Funding Qualifications

Grants are only made to organizations whose beneficiaries are residents of Minnesota, North Dakota, Wisconsin, or Montana with priority given to communities with Bremer affiliates. The Foundation does not have a staff discretionary fund.

While the Otto Bremer Foundation does fund some post-secondary programs, it does not fund Kindergarten through 12th grade education.

Proposals that are turned down may not be considered again for one year, but requests will be considered for a different project. More than one project may be considered at a time.

Requests for the following types of projects are discouraged:

- Annual fund drives
 - Benefit events
 - Camps
 - Commercial and business development
 - Medical research
 - Sporting activities
 - Building endowments other than for the development of community foundations
 - Capital requests for hospitals and nursing homes
 - Theatrical productions, including motion pictures, books, and other artistic or media projects
 - Municipal and government services
 - Historical preservation, museums and interpretive centers.

Civic Engagement 75 PAYMENTS 2,341,854

Child Care Works 10,000

Minneapolis, MN

To purchase equipment related to office relocation.

Ann Kaner-Roth (612) 455-1055

212 2nd Street SE, Suite 116

Minneapolis, MN 55414

Children's Defense Fund, Minnesota Office 26,250

St. Paul, MN

For direct outreach to people who are uninsured to ensure that they have health benefits.

Jim Koppel (651) 227-6121

200 University Avenue West

Suite 210

St. Paul, MN 55103

Direct Information

- Phone Call
 - Do your homework FIRST!
- Visit
 - If you have a good case!
- Site Visit
 - If you have a really good case!



Organizational Memory

- They will (sometimes) remember you...
- Will you remember them?
 - Database of correspondence, notes, contacts, contact info – as much as you can keep and use!



Resource List Appended

Questions

Hints / Suggestions from Peers



Thank You!

Zimmerman Consulting

Further questions contact
Sponsored Programs

osp@stcloudstate.edu

308-4932



- <http://www.guidestar.org/>
- <http://www.mncn.org/>
- <http://www.mcf.org/mngrants/default.asp>
- <http://fconline.fdncenter.org/>
- <http://lnp.fdncenter.org/finder.html>
- <http://www.grants.gov>
- <http://www.ncura.edu>
- <http://www.federalgrantswire.com>
- http://dir.yahoo.com/Education/Financial_Aid/Grants/
- <http://www.hhmi.org/grants/>
- <http://www.technologygrantnews.com/>