Grant Writing: Part I

Funding Sources and Resources

Office of Sponsored Programs
St. Cloud State University

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Reid A. Zimmerman, PhD, CFRE
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

- Individuals: $187.92 (75.6%)
- Corporations: $12.00 (4.8%)
- Foundations: $28.80 (11.6%)
- Bequests: $19.80 (8.0%)

Source: Giving USA Foundation™ – AAFRC Trust for Philanthropy/Giving USA 2005
2004 CONTRIBUTIONS: $248.52 BILLION
BY TYPE OF RECIPIENT

- Religion: $88.30 (35.5%)
- Foundations: $24.00 (9.7%)
- Education: $33.84 (13.6%)
- Health: $20.89 (8.7%)
- Human services: $19.17 (7.7%)
- Unallocated giving: $21.36 (8.6%)
- Arts, culture, and humanities: $13.99 (5.6%)
- Public-society benefit: $12.96 (5.2%)
- Environment/animals: $7.61 (3.1%)
- International affairs: $5.34 (2.2%)

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
Guidestar Basic Search

• Keyword: Shelter
• Name: * Foundation
• State: MN
= Nine hits:

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