

Search Engines & Grantwriting Tips

Office of Homeless Services
Grant Writing Workshop

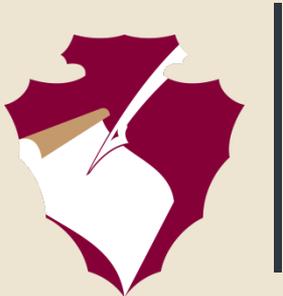
Presenter:

Vikki Ostermann



Learning Objectives

- Learn about available grant searching websites and resources
- Grant proposal writing tips
- How to use the 2010 edition of the Nonprofit Resource Guide



How to Pursue Grants!

There are 3 main steps that must be done when pursuing grant funding:

- 1. Research**
- 2. Writing**
- 3. Submitting**



It is estimated that approximately 75% of Grant Writing Development is devoted solely to research.

Source: Applying for Research Funding: Getting Started and Getting Funded.

Research Funding Opportunities

Know your available search engines and grant-related websites.

- See “21 Free Grant Search Engines” you can use to run your own searches.



Download this document free at the Grants Office website:

<http://www.sbcounty.gov/GrantsOffice/Resources/Searching.aspx>



SEARCH ENGINES:

San Bernardino County Grants Office

Provides “one-stop” grant assistance website:

<http://www.sbcounty.gov/grantsoffice>

The website provides you FREE access to:

- GOStream™ - the Board of Supervisors' sponsored daily updated stream of grant funding opportunities
- Grantwriting resources (i.e., templates, PFAs)
- Funding research reports
- Links to hundreds of funders and grant support services
- An Event Calendar of free or low-cost trainings



SEARCH ENGINES:



Grants.gov

A comprehensive grant search engine for Federal grants:

<http://www.grants.gov/>

Grants.gov is your source to FIND and APPLY for federal grants.

The Grants.gov website allows you to sign-up to receive e-mail notifications of grants that fit your organization's interests and needs.

A maroon shield-shaped logo with a white and gold design inside, positioned to the left of a vertical line that separates it from the text box.

All discretionary grants offered by the 26 federal grant-making agencies can be found on Grants.gov.

SEARCH ENGINES:



Catalog of Federal Domestic Assistance

A government-wide compendium of Federal programs, projects, services, and activities which provide assistance or benefits to the American public:

<https://www.cfda.gov/index?cck=1&au=&ck=>

CFDA contains detailed program descriptions for 2,061 Federal assistance programs.



The Catalog also contains financial & non-financial assistance programs administered by departments & establishments of the Federal government.

SEARCH ENGINES:



Grant Gopher

A resource center of available grants for nonprofit organizations:

<http://www.grantgopher.com/>

- Provides up to date information on some of the latest grant programs accepting applications.
- Sign-up for free weekly bulletins, each weekly issue brings new announcements directly to your inbox.



Create a free account for your organization or purchase an inclusive membership for only \$30 for 6 months or \$50 for a full year membership.

SEARCH ENGINES:

Fundsnet Services ONLINE

A privately owned website created in 1996 for the purpose of providing nonprofit organizations, colleges and universities with information on financial resources available on the Internet:

<http://www.fundsnet services.com/>

Links to third-party sites are provided for your convenience.



An interesting fact is that according to Fundsnet, 80% of all their visitors are women

SEARCH ENGINES:



GrantsAlert.com

Provides free resources to educators, schools, and consortia in finding and securing funding:

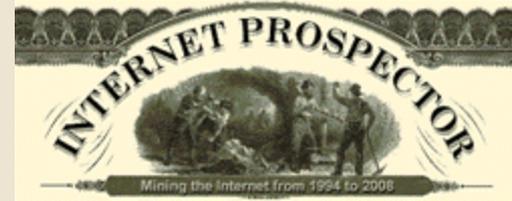
<http://www.grantsalert.com/>

- Grants Alert provides free access to up-to-date corporate, foundation, state and federal education funding opportunities.
- Browse through GrantsAlert.com's list of grants currently available.



Be sure to register for the Grants Alert free Email Updates!

SEARCH ENGINES:



Although no longer updated, **Internet Prospector** provides a wealth of information regarding writing and finding grants:

<http://webcert.fullerton.edu/Internet-Prospector/index.html>

- Use Internet Prospector's search tool to find sites reviewed by the volunteer team of editors over the years.
- Those sites may lead you to an interesting path of resources still useful to researchers.



The website is no longer updated, but (for several years) you will still be able to use the Pico Search tool to retrieve articles related to your search term.

SEARCH ENGINES:

Duke University Funding Opportunities

Provides an extensive database on searchable funding sources:

<http://researchfunding.duke.edu/search.asp>

- Check out the weekly postings of open funding opportunities by discipline and deadlines.
- Search by funding agency and narrow search using the advanced search function.



Click on the Funding Opportunity to read a synopsis, eligibility detail, award amounts and announcement links!

SEARCH ENGINES:

GrantsNet at the Science Careers Forum

Is your one-stop resource to find funds for research and training in the sciences:

<http://sciencecareers.sciencemag.org/funding>

- Register for a GrantsNet account that lets you save GrantsNet search results and individual grant announcements.
- Search the Funding Directory's list of all programs currently entered in the database. Use it to find information about specific programs that interest you.



This service is completely FREE!

SEARCH ENGINES:

The Foundation Center – Foundation Finder

Is an easy tool to look up information about foundations, 990's and foundation funded reports:

<http://foundationcenter.org/widgets.html>

Foundation Finder offers basic information on grantmakers in the U.S. including private foundations, community foundations, grant making public charities, and corporate giving programs.



Search by grantmaker name—including former, partial, and common names

SEARCH ENGINES:

The Chronicle of Philanthropy's Guide to Grants

Provides a searchable database of endowments at nonprofit organizations and foundations:

<http://philanthropy.com/section/Guide-to-Grants/270/>

Search for grants by keyword, the grantmaking agency or by recipient from 2001 through 2010.



Create your own Search Agent – save your search criteria and receive email messages alerting you when new grants match your search.

SEARCH ENGINES:



SchoolGrants

Provides a listing of Pre-Kindergarten through 12th grade grant opportunities:

<http://www.schoolgrants.org/index.htm>

SchoolGrants reduces the effort of searching for open grant opportunities by listing a variety of grants available to public and private nonprofits, elementary and secondary schools, and districts across the United States.



Create your own Search Agent – save your search criteria and receive email messages alerting you when new grants match your search.

SEARCH ENGINES:



HSS Grant Forecast

A database of planned grant opportunities proposed by its agencies:

<http://extranet.acf.hhs.gov/hhsgrantsforecast/>

Each forecast record contains actual or estimated dates and funding levels for grants that the agency intends to award during the fiscal year. Forecast opportunities are subject to change based on enactment of congressional appropriations.



Did you know that HHS is one of the largest Federal Departments, the nation's largest health insurer, and the largest grant-making agency?

SEARCH ENGINES:



State of California Grants Website

Provides links to state and federal agencies that provide grant funding within California:

<http://www.ca.gov/Grants.html>

Search in multiple categories from Agriculture to Transportation!



Did you know that California's official state song by law is "I Love You, California"

By F.B. Silverwood, a Los Angeles merchant

SEARCH ENGINES:



GuideStar

An information service specializing in U.S. nonprofits. It provides information on more than 1.7 million IRS-recognized nonprofit organizations:

<http://www2.guidestar.org/>

Obtain access to current Form 990 tax returns for IRS recognized nonprofits!

A maroon shield-shaped logo with a white and gold design inside, positioned to the left of a vertical line.

GuideStar was the first central source of information on U.S. nonprofits.

SEARCH ENGINES:



Try **Google** or **Bing**

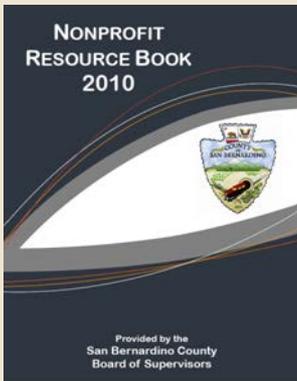
In addition to providing easy access to billions of web pages, both sites offer many special features to help you find exactly what you're looking for:

<http://www.google.com/>

<http://www.bing.com/>



Did you know that Google and Bing have built in calculator functions? In the search bar type in your equation (i.e. $5+9*(2-3)=$). Try it out!



The Nonprofit Resource Book



- This year's book is filled with:
 - Federal, state, local and foundation grant opportunities
 - Grant-writing tips
 - An expanded list of online resources
 - Networking organizations
 - Program evaluation and assessment guides



Did you know that Supervisor Biane began distributing a nonprofit resource booklet in 2003 after hosting his first workshop for local nonprofits.

Now for some... Grant Writing Tips!



5 Tips to Success

- Start with a Great Idea
- Be Realistic
- Keep it Clear, Simple, & Easy to Read
- Submit a Realistic Budget
- Follow the Guidelines



Be mindful of spelling and grammar.
Trust me, it makes a difference.

Nothing beats a Great Idea!

- Develop a clear single overall goal – What do you want to do!
- Build specific aims that are related logically to your overall goal!
- Ask Questions!



An Idea is like a seed; it needs to be nurtured in order for it to grow!





Be Realistic!

- Is the goal reachable?
- Is the approach in the realm of your organization's technical expertise?
- Is your organization eligible?

The work proposed to prepare the grant should be proportional to the time of support needed to complete it.



Provide tantalizing evidence that the question you ask is actually worth answering!

Simplicity

- Assume you are the reviewer and know nothing about your organization and project.
- Define all abbreviations or acronyms at first use.
- Use diagrams to illustrate concepts and models.
- Use formatting for emphasis.



Use Logic Models!
They help to simplify your document!



Readability

- Think like a reviewer.
- Make information easy to find; don't make the reviewer hunt for it.
- Use “easy to read” font and format.
- Avoid verbosity.

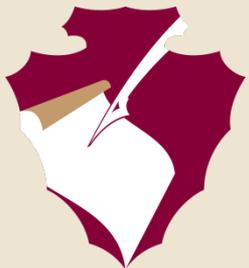


Use the name of the place, rather than, “we are located in the majestic hills of sunny...”



Submit a Realistic Budget

- Request only what you need and can logically defend – no more, no less.
- Justify every item in the budget.
- Keep your agency's current financial capacity in mind.



Most foundations never fund more than 50% of an agencies total operating budget.



Follow the Guidelines

- Read the Guidelines thoroughly.
- Create a list of the requirements.
- When in doubt, ask – don't assume ANYTHING.



Rules can be improved, changed, or broken ... But never ignored.

Common Grant Writing Problems

- Does not address a need in the funder's area of interest.
- Not eligible or not appropriate.
- Too difficult to understand.
- Inadequate supporting materials.
- Incomplete or unsigned.
- Late – AVOID!



Advice

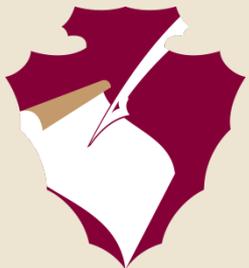
- Know your literature in depth and in breadth.
- Make definitive statements only when your data is supported.
- Seek collaborators or experts for help.
- Celebrate your successes, but don't be reluctant to admit your shortcomings.



Seek multiple readers and writers in developing the grant.

Critical Advice

- Never deviate from the Grant Guidelines!
- If you are unclear of any of the areas on any form or format – ASK!
- Establish timelines – work backwards.
- Create a checklist – ensure all requirements are met.



In the words of Walt Disney, “Dream, diversify, and never miss an angle”



Questions?

