Finding Funding – Strategies and Search Tools

November 14, 2014

Research Office/Research Development & Communications
UNH Advancement/Foundation Relations
Effective strategies for identifying funding opportunities for your project include more than just searching a database.

This workshop will introduce a range of approaches and tools that help make searching for funding more productive and efficient.

The workshop, will include:
- strategies to manage and optimize funding opportunity searches
- overview of tools provided on the Research Office web site and on other web sites
- interactive introduction to using the Foundation Directory Online

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Where’s the money?
Types of Funding

- **All types of scholarly activities** (research; teaching; creative endeavors; outreach)

- **Student support** (undergrads; grads; post-docs; interns)

- **Personal professional development** (publication; conferences; sabbatical, etc.)

- **Infrastructure improvement** (equipment; technology, etc.)
Types of Awards

Collaborative Projects
Computer Infrastructure / Networks
Conference - Attend
Conference – Host / Conduct
Curriculum Development
Demonstration/Evaluation
Development - Program
Exchange Programs
Fellowships
Fulbright Programs
General Operating Funds
General Project
Information Dissemination
Outreach
Planning Grants
Prizes/Awards
Projects Outside the US
Public Awareness / Education
Publication
Research Grants / R & D
Sabbatical
Seed Money / Start-Up Funds
Service Delivery
Summer
Technical Assistance
Training / Profess. Dvlpmt.
Travel- Abroad
Travel - Domestic
Writing Projects

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Types of Sponsors

- Federal Agencies
- State Agencies
- Foundations
- Other Nonprofits
- Professional Societies
Resources to Find Funding Opportunities
Resources on the UNH Research Web Site

Homepage
http://www.unh.edu/research

Getting Started with Grantseeking
http://www.unh.edu/research/getting-started-grantseeking

Finding Funding
http://www.unh.edu/research/finding-funding
Getting Started with Grantseeking
http://www.unh.edu/research/getting-started-grantseeking

- Terminology & acronyms
- Info about sponsors' priorities, "cultures" and ways of doing things
- Link to “Workshops, Education & Training” section to find in-depth tools and info
Resources on the UNH Research Web Site

Finding Funding
http://www.unh.edu/research/finding-funding

- Funding Opportunity Lists and Links
- Search Tools & Strategies
- Special Funding Needs and Programs
- Info About Sponsors

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Search Tools & Strategies

Ways to Search for Funding Opportunities

http://www.unh.edu/research/ways-search-funding-opportunities

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Search Strategies & Tools
Ways to Search for Funding Opportunities

- Use the resources on the UNH Research Office web site Finding Funding section
  - Read the *Research Development and Grant Writing News*
  - Special Funding Needs and Programs
  - Internal (UNH) Funding Opportunities
  - Do a SPIN Database Search
Ways to Search for Funding Opportunities

- Use sponsors’ web pages and free electronic mailing lists
  - Explore potential sponsors’ web sites
  - Sign up for the sponsors’ email lists
  - Sign up for The Foundation Center's RFP Bulletin

- Use grants.gov SEARCH GRANTS
  - Search for competitive grant opportunities from all the Federal grant-making agencies
  - Sign-up for the grants.gov RSS feed
Ways to Search for Funding Opportunities

- **Use the Foundation Directory Online**
- **Develop personal contacts**
  - Faculty and other research personnel
  - Industry representatives
  - Other researchers’ c.v.’s
- **Check professional societies and look in professional journals**
Ways to Search for Funding Opportunities

- Use on-line bulletin boards, university websites, other grants-related search engines
- Use general-purpose web search engines
Managing the Search
Managing the Search

- Define your needs before you search
- Use the Web… but don’t get caught
- Use a variety of resources and strategies
Managing the Search

- Look for sponsors
  - whose goals match your goals
  - who want what you will produce

Best fit

Best chance for success
Managing the Search

- Make sure you understand the program requirements
  - Funding program objective
  - Applicant eligibility
  - Timeframe
  - Budget and activity constraints
  - Proposal content & supporting documents
  - Submission mechanics
    - proposal format
    - deadline date & time
    - [postmark vs.] receipt
Evaluate each opportunity for:

- Mission congruence
- Availability of resources, personnel to prepare proposal
- Eligibility
- Scale and scope congruence
- Timing and adequacy of funds (grant; match funds?)
- Ability to meet administrative & reporting requirements
- Mechanics of submission process
Finding Foundations
IN 2011 THE U.S. WAS HOME TO 81,777 FOUNDATIONS WITH $662 BILLION IN ASSETS AND $49 BILLION IN GIVING

Data.foundationcenter.org

Foundation Directory Online

UNH Library's subscription at the Professional (all-inclusive) level provides access to:

- In-depth grantmaker profiles of 144,000+ foundations, grantmaking public charities, and companies
- Grant database of over 3 million recent grants
- Information for 200,000+ grant recipients
- Over 1 million IRS 990s — fully keyword-searchable
- Power Search — 54 search fields including keyword search
- Visualization Tools — map and chart 10 years of grant information
- "MyFDO" to manage saved searches, funder application information, and more

To search the FDO, go to: http://www.library.unh.edu/find/databases/subject/grants-%26-philanthropy
To Get to the Foundation Directory Online:

http://www.library.unh.edu

FIND

DATABASES

Grants & Philanthropy
Grants & Philanthropy

Catalog of Nonprofit Literature
Dates of coverage: Varies by publication
Full text: Some
Show more
Contains citations for articles, books, videos, etc. on topics including philanthropy, foundations, the nonprofit sector, voluntarism, government policies and funding, as well as theory and philosophy.

Foundation Directory Online
Full text: All
Show more
Provides information on grantmakers and their grants, including foundations, corporate funders and giving programs, and grantmaking public charities in the U.S. Can also search recently awarded grants and recently filed IRS Form 990 and 990-PF.

GuideStar
Dates of coverage: Varies by organization
Full text: All
Show more
Provides basic information about the operations and finances of nonprofit organizations, including access to IRS Form 990. To view some data, users must register for a free password.

Philanthropic Studies Index
Dates of coverage: 1940 - present
Full text: Some
Show more
Locate information on voluntarism, nonprofit organizations, fundraising, and charitable giving. Since November of 2003, dissertations, working papers, and web sites are also included.

The Find It link in these records pertains to IUPUI holdings; check the UNH Library catalog for our holdings.
GrantSpace has a new blog

GrantSpace, Foundation Center's hub for nonprofit grantseekers, has a new blog, and it's all about how you can be a better grantseeker. It will feature Q&As from our Ask Us team, recaps of special programs, and posts on getting more out of FDO. GrantSpace posts that are specifically related to FDO - and many that aren't - will be cross-posted to Eye on FDO.

Check out the GrantSpace blog»

Eye on FDO

Eye on FDO is the official blog of Foundation Directory Online. Visit often to stay current on everything FDO.

Visit Eye on FDO»

The monthly FDO newsletter keeps you up to date on new FDO features, fundraising tips, nonprofit news, and more.

Coming soon!

Getting Started

FAQs on conducting searches, FDO content, and subscription options.

Learn More»

Still Have Questions?

Get answers to your questions on using FDO, accounts and billing, and philanthropy in general.

Contact Us»

Philanthropy News

People in the News (9/07/14):

Appointments and Promotions

More News from PND»

Requests for Proposals

Rhode Island Foundation Invites Applications for Arts in Academics Program

More RFPs from PND»

Grantseeker Training


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Update Central

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Grantseeker Training
Help

Welcome to Help. The major topics listed below will take you to subtopics that answer your questions about Foundation Directory Online.

- **Welcome**
  Provides general information about the Foundation Center, Foundation Directory Online, and this Help file and includes contact information, a glossary of commonly used funding terms, and our Subscriber Agreement and Security Statement.

See all "Welcome" topics

- **Using FDO**
  Foundation Directory Online is the most comprehensive resource available for online funding research, yet it takes very little time to master. This section contains information on each screen and its associated features and descriptions of the content of FDO’s records.

See all "Using FDO" topics

- **Searching - Basic**
  This section introduces new users to basic search functionality. Once you’re comfortable with these fundamental techniques, see the Searching — Advanced section for information on conducting more complex searches.

See all "Searching - Basic" topics

- **Searching - Advanced**
  This section provides an overview of advanced search techniques, including Boolean and wildcard searching. These techniques will help you quickly and efficiently access the information you’re looking for.

See all "Searching - Advanced" topics

- **Getting Started**
  This section provides you with answers to any preliminary questions you might have regarding first-time use. It explains system requirements, addresses logging in and out, and provides information on supplementing your research with the Foundation Center’s web site.

See all "Getting Started" topics

- **Search Tutorial**
  This section contains sample searches to get you up to speed quickly. The samples begin with basic index, range, and keyword searches and progress to more complex searches involving multiple search fields and using Boolean operators and wildcard characters.
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Grantseeker Training


<table>
<thead>
<tr>
<th>Field</th>
<th>Input Area</th>
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</thead>
<tbody>
<tr>
<td>Grantmaker Name</td>
<td>view index</td>
</tr>
<tr>
<td>EIN</td>
<td></td>
</tr>
<tr>
<td>Grantmaker Location</td>
<td>e.g. country, state/province, county, city, metro area, congressional district, zip/px</td>
</tr>
<tr>
<td>Fields of Interest</td>
<td>view index</td>
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<tr>
<td>Types of Support</td>
<td>view index</td>
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<tr>
<td>Geographic Focus</td>
<td>view index</td>
</tr>
<tr>
<td>Trustees, Officers, and Donors</td>
<td>view index</td>
</tr>
<tr>
<td>Type of Grantmaker</td>
<td>view index</td>
</tr>
</tbody>
</table>

- **Total Giving**: From: To:
- **Keyword Search**: entering text

- **Exclude grantmakers not accepting applications**: checkbox
1) Does the foundation’s purpose and program goals align with your organization?
2) Does the foundation make grants in your geographical area?
   If yes, who did they fund and for what purpose?
3) What types of support does the foundation typically give? What will it not fund?
   Seed money, program development, general operating, endowment, building or equipment
4) Is the foundation accepting applications at this time?
   Some will still accept concept papers or letters of inquiry.
5) What is the grantmaking cycle?
6) Who are the staff and trustees?
7) Did you review the foundation’s latest IRS 990 tax filing?
   How much does it have in assets? Who are the staff & trustees?
   Who did they give to last year and how much was the average award?
8) Did you check the foundation’s website?
   Especially important if you did a database search first (e.g. Foundation Center Online)
9) Has the foundation been in the news lately?
10) How does the foundation prefer to be contacted initially? Have you run your request by a program officer?
    Email, phone call, Letter of Inquiry?
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“Mr. Osborne, may I be excused? My brain is full.”