

Searching for Funds & Preparing Effective Funding Proposals

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Preliminary Considerations

- Conduct a preliminary assessment
- The pre-proposal phase
- Is the project idea desirable and feasible?
- Conduct a preliminary review of the literature
- Contact persons who have undertaken similar projects
- Identify and write a statement of the problem
- Judge if the problem is truly solvable
- Is the project idea truly unique?
- Has a similar project been done elsewhere?
- If so, why should you duplicate it?
- Who might support the project?
- Make a preliminary assessment about the feasibility of the project

Is the Organization able to Carry the Project Forward?

- Analyze the project in relation to the current mission and goals of the organization
- Review whether there is sufficient organizational will, resources, and capability to take on a new endeavor
- Consider your competitiveness compared to other potential applicants
- Do you or your program have the time and resources to take on a new project?

Who are the Potential Funders?

- Who are they? Create a list
- Who are the direct contacts?
- Do the funder's priorities match your proposal ideas?

Sources of Funding

- Foundations
- Community foundations
- Independent foundations
- Corporate foundations
- Government funding

The Basic Search Process

- Formulate a description of what you want to accomplish, which includes a problem statement, target population, and specific outcomes
- Develop a broad list of potential supporters/funders
- Narrow your list to 10-20 potential funders
- Narrow your list to 3-5 from your first list

Funding Resources

- Foundation Center: <http://www.fdncenter.org>
- The Federal Register (published every weekday):
<http://www.gpoaccess.gov/topics/grants.html#regulations> and
<http://www.library.okstate.edu/govdocs/browsetopics/grants.html>
- The Catalog of Federal Domestic Assistance is published annually. Available at
<http://www.gsa.gov/fdac>

Funding Resources

- Foundation Center:
<http://fndcenter.org/2fundpro/2prop.html>
- The Grantsmanship Center: <http://www.tgci.com/>
- Council on Foundations: <http://www.cof.org/>
- LCSC Grant Writing
Resource Webpage:
<http://www.lcsc.edu/grantwriting/resources.htm>

Directories & Guides

- Annual Registry of Grant Support *
- National Directory of Corporate Giving
- The Foundation Grants Index*
- The Foundation 1000*
- The Foundation Directory*
- Guide to U.S. Foundations*
- Grant Guides: Available at <http://www.Foundationcenter.org>

*Available in Most College/University Libraries

References

- Brody & Nair (2007). Macro practice: A generalist approach. Gregory Publishing Co.