Steuben County Community Foundation
Nonprofit Capacity-Building Initiative

Grants Detective: How to Find Grant Opportunities

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TRINE UNIVERSITY
KETNER SCHOOL OF BUSINESS

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THANK YOU
for the
IMPORTANT WORK
you do in OUR communities!

Today's Journey

- What is a grant?
- Who gets grants?
- Who gives grants?
- How to find opportunities that fit
  - Candid (Foundation Directory/Guidestar) Walk-Through
  - Private/Corporate/Community Foundations
  - Federal Grant Search

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What is a grant?

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What is a grant?

An organization with available funds that cares about the same things your organization does, but they don't have feet on the ground to do the work.

They provide resources for YOU to do the work.

You get results and report back to them.

They're counting on YOU and organizations like yours to partner with them to achieve a shared vision.

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The Funding Sweet Spot

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What is a grant?

A grant can fund all kinds of THINGS:	
Programs	Personnel
Equipment	Supplies
Capital projects (buildings)	Scholarships
Advocacy campaigns	Healthcare
…and many more.	

What is a grant?

The THINGS must help address a specific problem or need in your community, target population, or organization that YOU CAN address, based on your MISSION.

The solution andthe THINGS must also align with the funding GUIDELINES and PRIORITIES of the FUNDER

What is a grant?

Your grant PROPOSAL is an AGREEMENT that describes how you will align your org's needs, capacity and resources with a funder's priorities, guidelines and money to achieve measurable outcomes.

Think Like a Funder

Have we made a good investment?

Agreement **Funding** **Implementation** **Outcomes**

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What is a grant?

The granting organization makes the rules.

- Your proposal must follow their rules and illustrate
  - Your priorities align with theirs
  - Your problem is legit and data-driven
  - Your solution will create the change they're looking for
  - Realistic costs
  - Logical partnerships
  - You have the capacity to do the work
  - You know what results should look like
  - You plan to measure and report your results
  - You will sustain the work after the grant runs out

What is a grant?

Accepting a grant equates to
MAKING A PROMISE
that you will do your best
to achieve the agreed-upon outcomes
in your community
according to the funder's guidelines.

What is a grant?

Who gets grants?

501(c)3, not-for-profit organizations, schools, governmental agencies with

- A defined problem or need supported by DATA
- A logical PLAN to meet the need or address the problem
- The CAPACITY (staff, resources) to implement the plan
- A way to MEASURE whether you've "moved the needle"
- ALIGNMENT with the funder's priorities
- A well-crafted STORY
- A complete, well-constructed application package

If money is needed to build capacity, implement or supplement a well-defined program or strategy, that's where a grant comes in.

Who gets grants?

The most-prepared organizations!

Build Your File and Update Regularly!

- Nonprofit identity documents
- Organizational structure documents
- Financial documents
- Information about your organization
- Your organization's story
- Relevant statistics
- Log-in information

Store your file securely and limit access.

Who gives grants?

Community Foundations

- Public charities that share a common goal: improving quality of life in their geographic area
- Individuals, families, businesses and organizations create charitable endowments
- The foundation invests and administers these funds.
- Income earned on the endowments is granted to nonprofits.
- Some funds have priority areas defined by the originator.
- Some funds have priority areas defined by the Foundation board (Arts & Culture, Education, Health, Environment, Human Services, Recreation, Community Development)
- Grants are awarded to applicant organizations that can best address those priority areas.

- Build a relationship – set up a time to discuss what you do and how they can help, make yourself visible using social and traditional media, show up to their events
- Get to know their website really well.
- Variable funding - $500 to $100K+ for large scale and partnerships

Who gives grants?

Private Foundations

Bill & Melinda Gates foundation — improving the quality of life for individuals around the world

DeKko — fostering economic freedom through education

Tony Hawk Foundation — supporting youth in low-income communities through skateboarding programs and the creation of skateparks

projects that benefit young people and that strengthen financial self-sufficiency in the charitable sector

- Non-governmental, nonprofit organization or charitable trust.
- Its principal fund usually comes from a single source, such as an individual, family, or corporation.
- The originator(s) and/or trustees define priority areas.
- The fund is managed by the foundation's own trustees or directors.
- Grants are awarded to 501(c)3 and other selected applicant organizations that can best address those priority areas.

- Clearly reflect their mission and priorities in your application.
- Search foundation websites, Candid/FDO & RFP's, Top Giving Foundations
- Review their 990 for other organizations and causes like yours
- Try to find a connection with a board member, listed on 990

Walmart Foundation ExxonMobil

Who gives grants?

Associations that serve your target population or cause

AWS FOUNDATION
Think differently about disabilities
Help children and adults with enduring intellectual, developmental and physical disabilities live as independently as possible, be included in the community and function at their highest potential.

SIERRA CLUB FOUNDATION
Defends our most precious resources and wild places

Campaign for Tobacco-Free Kids
Reduce tobacco use and its deadly consequences in the United States and around the world

- The organizations obtain funding through corporate partner/umbrella revenue, memberships and pursuit of grants to support initiatives that will further their mission.
- They have specific defined priorities to achieve their organizational goals
- Local project grants and national-level giving to partners who address their social cause

- Read publications and websites related to your cause – the associations will be in them
- Subscribe to their newsletters and blogs.
- Attend conferences and events related to your cause – these associations will be sponsors
- Search foundation websites, Candid FDO RFPs, Top Giving Foundations

Who gives grants?

Government Agencies

HHS.gov
enhance and protect the health and well-being of all Americans

IGJI Indiana Criminal Justice Institute
prevention, detection & solution of crimes; law enforcement and criminal/juvenile justice

DNR
protect, enhance, preserve, and wisely use natural, cultural, and recreational resources for the benefit of Indiana's citizens

- Individual agencies define priority areas and propose that representatives include them in legislation.
- Ratified legislation is (generally) funded through a budget line item.
- Agencies release a Request for Proposals (RFP) to specific types of agencies that can address the priorities in individual communities.

- Large grants
- Extensive application process
- Stringent and lengthy reporting requirements
- Make sure you have the capacity to do everything required by the grant
- Search federal database – Grants.gov, or state agency web pages

Who gives grants?

Prepare to be a "Grants Detective": Know what you're looking for.

1. Begin compiling your Organizational File/Binder (an ongoing task)
2. Clearly define the project you wish to fund
   - Organizational mission
   - Data-defined need or problem
   - Specific solution or approach (projected outcomes)
   - Staffing and resources needed
   - Possible partners
   - Projected costs
   - How you will measure results
3. Share project description with colleagues for feedback & refinement
4. Brainstorm keywords from MISSION, NEED and PROJECT DESCRIPTION– these will be used to assess fit with funder priorities
5. Begin searching grant sources

Who gives grants?

How to find grant opportunities

- Read, ask, follow, subscribe, and listen
- Grant-shopping
  - Candid – Foundation Search, RFP's, define your keywords and geographic area, use 990 search
  - Granting organizations by state – The Grantsmanship Center
  - Grants.gov (federal government) – keywords and agencies
  - Company and organization websites (Steuben Co. Community Foundation, WalMart, REMC Round-Up, Dekko Foundation)
  - Grant alert subscriptions (GrantWatch)
  - Conversations with granting organizations
  - Conversations with colleagues & invitations to partner

https://www.tgci.com/funding-sources
State Grant Resources
Printer-friendly version
What are the different sources of grant funding? How is each unique? Learn about the three main types:
foundation funding
government funding
corporate funding
Click on a state below for specific grant resources
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GRANTS.GOV
Attention EBiz POCs: Your login process has changed. Learn about the improvements.
Convenience Comes to Federal Grants
Download the Grants.gov Mobile App to search and submit on the go.
Reminder: Federal agencies do not publish personal financial assistance opportunities on Grants.gov. Federal funding opportunities published on Grants.gov are for organizations and entities supporting the development and management of government-funded programs and projects. For more information about personal financial assistance benefits, please visit Benefits.gov.

Welcome To Indiana
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DEKKO
OUR BELIEFS
OUR CAMPAIGNS
OUR INITIATIVES
ABOUT US
APPLY NOW
MY ACCOUNT
What is ECONOMIC FREEDOM, anyway?

Walmart org
WHO WE ARE
WHAT WE DO
HOW WE GIVE
FAQS
Working together to spark change
Helping people live better one community at a time

Steuben County Community Foundation
LOGIN
DONATE
Home
Connect
Grants & Scholarships
Giving
Community Impact
GRANTS
SCCF Grants
Grant funds can help nonprofits kickstart a new project, adapt to a new challenge, or expand their existing programming and operations to make a bigger impact.
SCCF awards grant funding through a variety of funds. Some were established by donors who designated specific organizations to receive their grant funds each year without any application process. Others were established to address a certain field of interest, such as women's issues or local community needs. Approximately 20% of SCCF's grantmaking is done through the application-based grant cycles listed on this page.
SCCF's grant application is administered through an online grants management system called Foundant. Click the link below to begin your application for any of the grant cycles listed on this page.
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Who gives grants?

How to screen grant opportunities you know about

1. Open a clean copy of a PROSPECT WORKSHEET
2. Visit the organization's website
   - Find their priority areas – Do they match yours?
   - Find their funding guidelines – Do they fund what you need?
   - Find their funding timeline – Does it align with when you need it?
   - Find their reporting requirements – Do you have capacity to fulfill them?
3. Find the organization's IRS 990 – Candid 990 Finder – Find "Schedule I" Who did they give to? For what? How much? Is that what you're looking for? Do you know any board members?
4. Compile information about the funder
5. Present the opportunity to your board for approval to proceed

Where do we go from here?

- Invest time in learning
- Build relationships. Funders want to stretch their dollars, and collaborative projects can expand their reach.
- Research who's getting funding, for what
- Update your strategic plan – ideas may surface
- Keep at it!

Additional Questions?

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THANK YOU
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you do in OUR communities!

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