Grantseeking Basics
&
Introduction to
Finding Funders using the
*Foundation Directory Online*

Sarah Jo Neubauer
Foundation Center – San Francisco
email: sjn@foundationcenter.org
March 6, 2014
Our Mission:
To strengthen the social sector by advancing knowledge about philanthropy in the U.S. and around the world.
Accomplishing Our Mission

• Collect, organize, and communicate information on U.S. philanthropy
• Conduct and facilitate research on trends in the field
• Provide education and training in the grantseeking process
• Ensure public access to information and services through various vehicles
Today’s 2-part program will cover:

• Who is eligible to submit grants on behalf of SFSU?
• Grantseeking readiness
• What funders look for in a credible program
• What is a foundation? Defining the types of grantmakers.
• How to identify foundation funding partners
• Hands-on tutorial on how to use the Foundation Center’s resources
Who is eligible to submit grants on behalf of SFSU?

Only tenured and tenure-track faculty members, and MPP Directors are eligible to submit grant proposals from SF State.

Anyone who does not meet that criteria may:

- Conduct funding research to support a tenured/tenure-track faculty member or MPP Director;
- Collaborate on a project with a tenured/tenure-track faculty member or director, who would serve as the project lead (“Principal Investigator” or “PI”)
- Search for grants or fellowships that accept applications from individuals
- Apply for Project Investigator Status (outlined here: http://research.sfsu.edu/applyforgrant/eligibility)
Building a Credible Program
What do funders look for?

✓ 501(c)3 status – You have 501(c)3 status through The University Corporation (http://ucorp.sfsu.edu/)

✓ High-quality programs that meet a need

✓ Effective program delivery

✓ Leadership

✓ A strong organizational and financial infrastructure
The World of Grantmakers
The World of Grantmakers

National Distribution of Grant Dollars

- Education 23.3%
- Health 22.6%
- Human Services 13.1%
- Public Affairs/Society Benefit 11.8%
- Arts & Culture 10.5%
- Environment & Animals 7.4%
- International Affairs 5.5%
- Religion 2%
- Social Sciences 1%
- Science & Technology 2.6%

Total Dollars = $22.1 billion

Source: The Foundation Center, *Foundation Giving Trends*, 2011

*Based on a sample of 1,384 larger foundations*
The World of Grantmakers

Distribution of Grant Dollars by Western Foundations

- **Education**: 22.6%
- **Health**: 30.6%
- **Environment & Animals**: 8.9%
- **Public Affairs/Society Benefit**: 8.1%
- **International Affairs**: 8.2%
- **Human Services**: 8.6%
- **Science & Technology**: 3.8%
- **Religion**: 1%
- **Social Sciences**: 0.5%
- **Arts & Culture**: 7.6%

*Total Dollars = $7.8 billion*

Source: The Foundation Center, *Foundation Giving Trends*, 2011

*Based on a sample of 1,384 larger foundations.*
The World of Grantmakers

Institutional Grantmakers

- Private Foundations
- Direct Corporate Giving Programs
- Grantmaking Public Charities
What Is a Private Foundation?

• Nongovernmental, nonprofit organization
• Has its own funds or endowment
• Managed by its own trustees or directors
• Established to aid educational, social, religious, scientific, or other charitable activities through the making of grants
Types of Private Foundations

- Independent
- Company-sponsored
- Operating

~ 5% payout requirement
~ Must disclose total giving and grants through Form 990-PF
Other Types of Grantmakers

- **Direct Corporate Giving Programs**
  - Research through sponsoring companies

- **Grantmaking Public Charities**
  - Disclose activities through Form 990
  - Includes:
    - Community foundations
    - Population or issue-oriented funds
Finding Foundation Funding Partners
Identifying Funding Needs

- Why do I need funding and what kind do I need?
- How much do I need?
- When do I need the funds?
Finding Foundation Funding Partners

Look for the match:

- Who funds in my area of interest?
- Who funds in my geographic region?
- Who will provide the type of support I need?
Refine the match:

- Has the grantmaker funded organizations like mine?
- How much does the grantmaker give to organizations like mine?
Application Process

SFSU’s Office of Research & Sponsored Programs (ORSP) is here to help!

http://research.sfsu.edu/orsp/applyforgrant/applyforgrant

Additional resources may be available through the Office of University Development:

http://www.sfsu.edu/~develop/foundationrel.htm

For more Faculty Resources please go to:

http://www.sfsu.edu/~develop/facultyinfo.htm
Grantseeking Resources
Grantseeking Resources c/o the Foundation Center

- **Funding research databases** (i.e. *Grants to Individuals Online, Foundation Directory Online database*)
- **Training programs & Special events** (i.e. *June is Funding for Education month!*)
- **Philanthropy News Digest:**
- **Requests for Proposals:**
  [http://philanthropynewsdigest.org/rfps](http://philanthropynewsdigest.org/rfps)
- **Grantspace.org:** [http://grantspace.org/](http://grantspace.org/)
  - [http://grantspace.org/Tools/Knowledge-Base](http://grantspace.org/Tools/Knowledge-Base)
• **Search online databases** such as SPIN (Sponsored Programs Information Network), the Foundation Directory Online, and Grants.gov to identify funding sources for your projects: [http://research.sfsu.edu/orsp/findfunding/databases](http://research.sfsu.edu/orsp/findfunding/databases)

• Set up an individualized interest profile enabling you to received **targeted funding alerts** via email: [http://research.sfsu.edu/orsp/findfunding/emailalerts](http://research.sfsu.edu/orsp/findfunding/emailalerts)

• In the **Funding Opportunity Spotlight**, we list selected funding opportunities that may be of interest to SF State faculty: [http://research.sfsu.edu/orsp/funding-opportunity-spotlight](http://research.sfsu.edu/orsp/funding-opportunity-spotlight)

• Most **government agencies list funding opportunities** directly on their websites: [http://research.sfsu.edu/orsp/findfunding/sponsorsites](http://research.sfsu.edu/orsp/findfunding/sponsorsites)