THE GRANTSMANSHIP CENTER

LOS ANGELES, CALIFORNIA

Finding the Right Funders: A Strategic Approach

Barbara Floersch, Director of The Grantsmanship Center since 2011, has over 30 years of experience in nonprofit management, proposal writing, and grants administration, and nonprofit consulting. She has secured tens of millions of dollars in federal, state, and foundation grants; taught hundreds of seminars and classes at conferences, colleges, and nonprofits; testified before Congress; published numerous articles; and served as an expert reviewer for many government grant competitions. Barbara has been a trainer for The Grantsmanship Center for 12 years.

Presenter

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THE GRANTSMANSHIP CENTER

LOS ANGELES, CALIFORNIA

- Headquarters in downtown Los Angeles
- Variety of training programs and publications
- More than 115,000 alumni
- *Program Planning & Proposal Writing* is basis of most proposal writing and training today
- Learn more at www.tgci.com

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Be Strategic ► Prospect

- Be Proactive
- Think Long-Term
- Learn about serious research tools & use them

Plan the Work & Work the Plan!

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Government Funders and Private Funders are Different

Government	Foundations & Corporations
Issue requests for proposals and application guidelines	Seldom solicit proposals May not provide guidelines
Federal very organized – others less so	It JUST depends
Relationships can be helpful	Relationships usually **critical**
Quality of proposal is critical	Quality of proposal often less critical than quality of relationship

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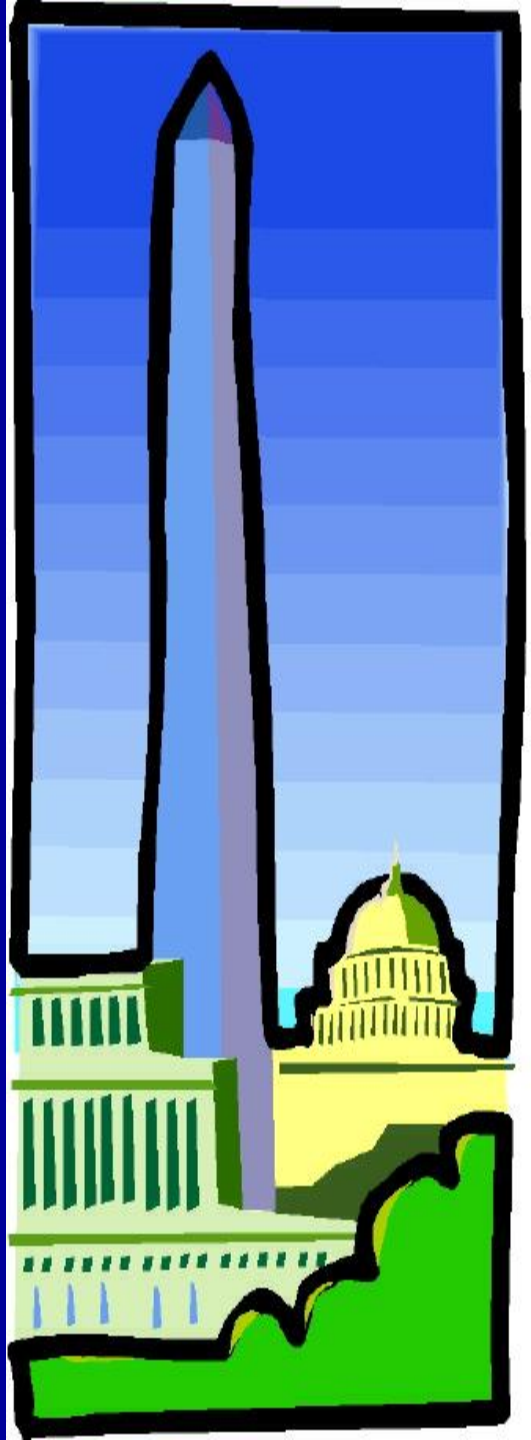
Catalog of Federal Domestic Assistance

(CFDA)

www.cfda.gov

Provides information on every federal funding program that is authorized by statute and that requires you to apply.

Get Ahead of the Game!



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Catalog of Federal Domestic Assistance

www.cfda.gov

Programs

RETURN TO HOME

Programs | Advanced Search | Historical Index

Search Tip: Use the Advanced Search Form for a wide array of search fields. To view programs by agency, go to the Agencies section. A quick search can be conducted using the fields below.
Note : Once you have found the Federal assistance program you want, please contact the office that administers the program for application instructions.

Keywords: "water quality" More Search Fields Search Clear

Save Checkmarked Items To Excel Items 81-86 of 86 Showing 20 < Previous | Jump 5

	#	Program Title	Agency/Office	Types of Assistance
	66.926	Indian Environmental General Assistance Program (GAP)	Environmental Protection Agency Office of International and Tribal Affairs	B - PROJECT GRANTS
	66.931	International Financial Assistance Projects Sponsored by the Office of International and Tribal Affairs	Environmental Protection Agency Office of International and Tribal Affairs	B - PROJECT GRANTS
	66.951	Environmental Education Grants	Environmental Protection Agency Office of the Administrator	B - PROJECT GRANTS
	85.104	Life Sciences Awards	Christopher Columbus Fellowship Foundation	D - Direct Payments with Unrestricted Use
	93.070	Environmental Public Health and Emergency Response	Department of Health and Human Services Centers for Disease Control and Prevention	B - Cooperative Agreements
	94.004	Learn and Serve America_School and Community Based Programs	Corporation for National and Community Service	B - PROJECT GRANTS

Items 81-86 of 86 Showing 20 < Previous | Jump 5

Environmental Education Grants

Number: 66.951
Agency: Environmental Protection Agency
Office: Office of the Administrator

Program Information

Back Print

Authorization (040):

National Environmental Education Act, Section 6, Public Law 101-619.

Objectives (050):

The Environmental Education Grants Program supports projects to design, demonstrate, and/or disseminate practices, methods, or techniques related to environmental education and teacher training. As required by Public Law 101-619, this grant program provides financial support for environmental education projects implemented by schools, universities, state and local government environmental and educational agencies, tribal education agencies, and nonprofit 501 (c)(3) organizations that increase public awareness and knowledge about environmental issues and provide the skills that participants in its funded projects need to make informed environmental decisions and take responsible actions toward the environment.

Design, demo, or disseminate ENV ED practices, etc

Must address two sets of priorities

Funding Priority - Fiscal Year 2011: All grant projects must address one of the following educational priorities: (1) Capacity Building: Building capacity to develop, deliver, and sustain comprehensive environmental education programs across a state or across multiple states; (2) Education Advancement: Utilizing environmental education as a catalyst to advance state or local education improvement goals; (3) Community Projects: Addressing environmental stewardship in local context and using community-based stewardship activities as the primary teaching tool; (4) Human Health and the Environment: Educating teachers, students, community leaders, or the public about human-health threats from environmental pollution, especially as it affects children, and how to minimize human exposure to preserve good health; (5) EE Teaching Skills: Providing pre-service and in-service professional development for teachers, faculty, or non-formal educators to improve their teaching skills and/or knowledge about environmental issues and content, such as sustainability, water and air quality, chemical risks, hazardous wastes, climate change and greenhouse gas emissions; or (6) Career Development: Educating students in formal or non-formal settings about environmental issues for the purpose of encouraging interest in environmental careers. All grant projects must also

CONTACT INFORMATION

Website:
http://www.epa.gov/enviroed

Regional or Local Office:
Regional Agency Offices. tact the appropriate EPA gional Office listed in Appendix IV of the Catalog and on the website www.epa.gov/enviroed /grants.

Headquarters Office:
Karen Scott, Environmental Education Grant Program 1704A), Environmental Protection Agency, 1200 Pennsylvania Ave., NW,

GENERAL INFORMATION

Assistance Types:
B - PROJECT GRANTS

Applicant Eligibilty:
14-State (includes District of Columbia, public institutions of higher education and hospitals)/ 36-Environment (water, air, solid waste, pesticides, radiation) 20-Public nonprofit institution/organization (includes institutions of higher education and

Uses and Use Restrictions (070):

Grant funds shall be used to establish an education program which shall include, at a minimum: (1) design, demonstration, or dissemination of environmental curricula and materials on specific topics for which there are no existing materials; (2) design and demonstration of field methods, practices and techniques, including review of environmental and ecological conditions and analysis of environmental and pollution problems; (3) projects to understand and evaluate a specific environmental issue or a specific environmental problem; (4) provision of training or related education for teachers, faculty, or related personnel in a specific geographic area or region; and (5) design and demonstration of projects to foster international cooperation in addressing environmental issues and problems involving the United States and Canada or Mexico. Priority will be given to those projects which will develop: (a) a new or significantly improved environmental education practice, method, or technique; (b) an environmental education method which may have wide application; (c) an environmental education method which addresses skills or scientific fields identified as a priority in the report developed by the National Environmental Education Advisory Council; and (d) an environmental education project which addresses an environmental issue which, in the judgment of the Administrator, is of a high priority. More specific priorities are listed above under Objectives and are specified in the annual Solicitation Notice. Restrictions: No funds made available for this program shall be used for technical training of environmental management professionals; for advocacy or lobbying; for acquisition of real property (including buildings); or the construction or substantial modification of any building. Assistance agreement awards under this program may involve or relate to geospatial information. Further information regarding geospatial information may be obtained by viewing the following website: http://geodata.epa.gov.

Grant recipients and sub-recipients are encouraged to adopt and enforce policies that ban text messaging while driving company-owned or -rented vehicles or government-owned vehicles, or while driving privately-owned vehicles when on official government business or when performing any work for or on behalf of the government. Grant recipients and sub-recipients are encouraged to conduct initiatives of the type described in section 3(a) of the Federal Leadership on Reducing Text Messaging While Driving Executive Order that was signed on October 1, 2009.

More musts! But good variety.

Eligibility Requirements (080)

Applicant Eligibility (081):
Assistance under this program is generally available to local education agencies, colleges and universities, state education and environmental agencies, nonprofit organizations described in Section 501(c)(3) of the Internal Revenue Service, and noncommercial educational broadcasting entities as defined and licensed by the Federal Communications Commission. Applicant

The usual suspects are generally eligible to apply

Financial Information (120)

Account Identification (121):
68-0108-0-1-304

Obligations (122):
(Project Grants) FY 10 $3,450,882; FY 11 est $3,400,000; and FY 12 est $3,400,000

Range and Average of Financial Assistance (123):
Range in past years was $5,000 to $200,000 per grant. In FY 2011 the range is $15,000 to $100,000 per grant under one RFP, and about $185,000 to $200,000 per cooperative agreement under a separate RFP. Average financial assistance: Regional grants are anticipated to average around $50,000 this year, and the cooperative agreements will be about $190,000 per Region.

Program Accomplishments (130):
Fiscal Year 2011: No Current Data Available Fiscal Year 2012: No Current Data Available Fiscal Year 2013: No Current Data Available

Regulations, Guidelines, and Literature (140):
40 CFR Parts 7, 12, 30, 31, 32 Subpart F, 33, 47; Public Law 101-619, and the Office of Environmental Education annual Grant Program Solicitation Notice(s).

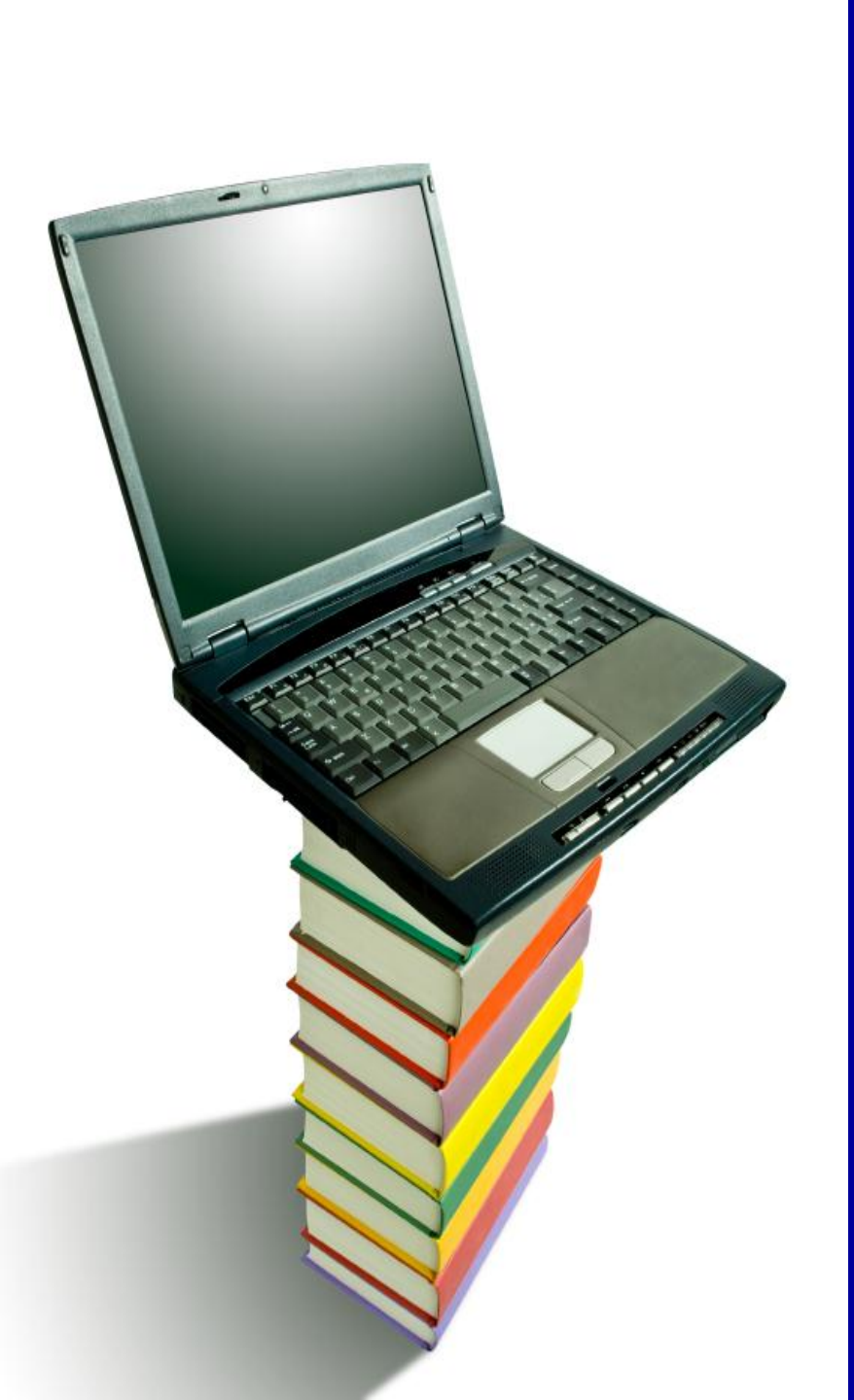
Information Contacts (150)

Regional or Local Office (151) :
See Regional Agency Offices. Contact the appropriate EPA Regional Office listed in Appendix IV of the Catalog and on the website www.epa.gov/enviroed/grants.

Headquarters Office (152):
Karen Scott, Environmental Education Grant Program 1704A), Environmental Protection Agency, 1200 Pennsylvania Ave., NW, Washington, District of Columbia 20460 Email: scott.karen@epa.gov Phone: (202) 564-2194.

Website Address (153):
http://www.epa.gov/enviroed

Related Programs (160):
66.950 Environmental Education and Training Program



Research Grant Programs through the CFDA

- Brainstorm Key Words and Phrases – Think Broadly
- Study CFDA Listing
- Visit Website of Relevant Federal Agency
- Call Federal Agency if You Have Additional Questions

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A Few Basic Questions

1. Does opportunity match the mission & priorities of my organization?
2. Is my organization eligible to apply?
3. Does this grant program offer a competition each year?
4. When is the next competition expected to open?
5. Can I get a copy of the most recent application guidelines? (Federal agency site? Grants.gov?)

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GRANTS.GOV

System Downtime April 28-29, 2012
Grants.gov will be unavailable for scheduled maintenance April 28-29, 2012. Read the Grants.gov Blog for more information.

FOR APPLICANTS
Applicant Login
Find Grant Opportunities
Get Registered
Apply for Grants
Track My Application
Applicant Resources
Search, FAQs, Userguides and site information
APPLICANT SYSTEM-TO-SYSTEM
FOR GRANTORS
ABOUT GRANTS.GOV
HELP
CONTACT US
SITE MAP

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Grants.gov is your source to FIND and APPLY for federal grants. The U.S. Department of Health and Human Services is proud to be the managing partner for Grants.gov, an initiative that is having an unparalleled impact on the grant community. Learn more about Grants.gov and determine if you are eligible for grant opportunities offered on this site.

Grants.gov does not provide personal financial assistance. To learn where you may find personal help, check Government Benefits, Student Loans and Small Business Start-up Loans.

RECOVERY.GOV

In response to The American Recovery and Reinvestment Act or Recovery Act, Grant-making agencies are posting Recovery Act specific grant opportunities on Grants.gov. View all opportunities >

Other information and opportunities regarding the Recovery Act is available. Learn more >

Update-to-date information on the state of recovery. Learn more >

Feature Stories

Recovery Act Grant Opportunities

Archived Webinars

What's New at Grants.gov

Grants.gov to actively reject submissions from organizations with expired CCR registration.

Grants.gov Webcast on Grant Fraud is now available online

New Opportunities This Week

OMB Memoranda for the Use of Grants.gov by the Federal Agencies

Quick Links

Latest News!
Grants.gov Blog [Exit Disclaimer]

FOR APPLICANTS
- Grant Search
- Grant Email Alerts
- Get Registered
- Applicant Login
- E-Biz POC Login
- Track My Application

FOR GRANTORS
- Grantor Login
- New Agency Users
- Resources

Opportunities

s.gov/applicants/find_grant_opportunities.jsp

GRANTS.GOV℠

Search C

Home » For Applicants » Find Grant Opportunities

FIND GRANT OPPORTUNITIES

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

You do not have to register with Grants.gov to *find* grant opportunities. However, once you are ready to *apply* for a grant, you will need to G
takes 3-5 business days up to 4 weeks if you experience any difficulties.

Search Grant Opportunities

Search by keyword, Funding Opportunity Number *(FON)* or Catalog of Federal Domestic Assistance (CFDA) number.	Basic Search >>
Search by a variety of categories of funding activities.	Browse by Category >>
Search from a list of agencies offering grant opportunities.	Browse by Agency >>
Search by more specific criteria such as: Funding Instrument Type, Eligibility or Sub-agency.	Advanced Search >>
Search for Recovery Act Opportunities.	Find Recovery Act Opportunities >>

nt Opportunities - Search Grant Opportunities - Mozilla Firefox

y Bookmarks Tools Help

nt Opportunities - ...

gov/search/basic.do

GRANTS.GOV℠

Home > Find Grant Opportunities > Basic Search

BASIC SEARCH

Basic Search • **Browse by Category** • **Browse By Agency** • **Advanced Search**

To perform a **basic search** for a grant opportunity, complete at least one of the following fields Keyword Search, Search the Search button.

Only open opportunities will be returned. To search closed or archived opportunities, use Advanced Search.

For helpful search tips and to learn more about finding grant opportunities check out the Search Grant Opportunities g

Keyword Search:

Search by Funding Opportunity Number:

Search by CFDA Number:

To perform an **advanced search** for a grant, complete any combination of fields and select the Search button below.

For helpful search tips and to learn more about finding grant opportunities check out the Search Grant Opportunities guide.

Keyword Search:

"water quality"

*Required Search In:

- [x] **Open Opportunities**
- [x] **Closed Opportunities**
- [ ] **Archived Opportunities**

Search by Funding Opportunity Number:

Search by CFDA Number:

Dates to Search:

- All Days
- Last 3 Days
- One Week
- Two Weeks
- Three Weeks

Search by Eligibility:

- All Eligibility Types
- City or township governments
- County governments
- For profit organizations other than small businesses
- Independent school districts

Search by Funding Activity Category:

- All Categories of Funding Activity
- Agriculture
- Arts (see "Cultural Affairs" in CFDA)
- Business and Commerce
- Community Development

Search by Agency:

- All Agencies
- Agency for International Development
- Appalachian Regional Commission
- Broadcasting Board of Governors
- Bureau of Reclamation - South Central CA Area Ofc

SELECT SUB AGENCIES

Search by Funding Instrument Type:

Search Results

New Sear

Sort: Open Date, Ascending Sort by Close Date Sort by Relevance Results 1 - 20 of 1

Open Date	Opportunity Title	Agency	Funding Number	Attachment
01/14/2008	Severe Repetitive Loss (SRL) Pilot Program	Department of Homeland Security - FEMA	DHS-FEMASRL-08-001	LIST OF ACRONYMS ,
02/04/2008	REGION 6 FISHERIES CONSERVATION MANAGEMENT	Fish and Wildlife Service	FWS-R6-FR08-2	
02/22/2008	Global Livestock Climate Change CRSP DRAFT	Agency for International Development	M-OAA-EGAT-DHWA-0802-DRAFT	LIVESTOCK - CLIMATE CHANGE CRSP ,
02/27/2008	Conservation Innovation Grants - FY-2008 Florida State Component	Puerto Rico State Offie	USDA-NRCS-FL-08-01	Conservation Innovation Grants (Florida Component) Fiscal ... ,
06/06/2008	ARO Broad Agency Announcement-Revised	Dept of the Army -- Materiel Command	W911NF-07-R-0003-02	ARMY RESEARCH OFFICE BROAD AGENCY ... , ARMY RESEARCH OFFICE BROAD AGENCY ... , ARMY RESEARCH OFFICE BROAD AGENCY ... , ARMY RESEARCH OFFICE BROAD AGENCY ... , ARMY RESEARCH OFFICE BROAD AGENCY ... , ARMY RESEARCH OFFICE BROAD AGENCY ... ,
07/11/2008	CSCOR FY09 NGOMEX and CRES	National Oceanic and Atmospheric Administration	NOS-NCCOS-2009-2001466	ANNOUNCEMENT OF FEDERAL FUNDING OPPORTUNITY ... , ANNOUNCEMENT OF FEDERAL FUNDING OPPORTUNITY ... ,
07/24/2008	China Rule of Law Program - Administrative Law	Thailand USAID-Bangkok	USAID-RDMA-CHINA-486-08-015-RFA	USING ADMINISTRATIVE LAW TOOLS AND CONCEPTS TO ... ,
11/25/2008	ARL/ARO Broad Agency Announcement-Revised	Dept of the Army -- Materiel Command	W911NF-07-R-0001-02	ARMY RESEARCH LABORATORY AND THE ARMY ... , ARMY RESEARCH LABORATORY AND THE ARMY , ARMY RESEARCH LABORATORY AND THE ARMY ... , ARMY RESEARCH LABORATORY AND THE ARMY ... , ARMY RESEARCH LABORATORY AND THE ARMY ... , INTRODUCTION , ARMY RESEARCH LABORATORY AND THE ARMY ... ,
02/03/2009	USAID Philippines Conservation of Biodiversity and Management of Natural Resources, APS FY09	Philippines USAID-Manila	USAID-PHILIPPINES-492-09-002-APS	Issuance Date: ,
03/09/2009	Interfacial Processes and Thermodynamics	National Science Foundation	PD-09-1414	
03/09/2009		Department of the		

GrantDomain

www.tgci.com/grantdomain.shtml

THE GRANTSMANSHIP CENTER

for Los Angeles County Nonprofits

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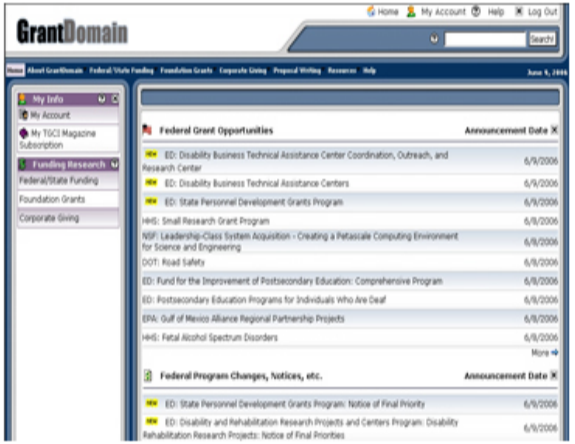
- Research Proposal Training Schedule
- Federal Grants Training Schedule
- Essential Grant Skills Training Schedule

GrantDomain- The Grantsmanship Center's℠ Databases of Funding Sources

Overview | Federal | Foundation | Corporate | FAQ | Order Form



GrantDomain is a user-friendly, affordable tool that gives grantseekers instant access to databases containing the full range of funding opportunities available to them.

GrantDomain's databases contain the most genuinely useful information available on government, foundation and corporate funding sources. Subscribers receive access to all three databases at far less cost than other services charge for databases covering only one kind of funding source.

Click on the "Federal," "Foundation," and "Corporate" tabs for more information about each of the databases, including sample funder profiles and guided tours.

Purchasing a GrantDomain account is quick and easy. You may pay by check, purchase order, or credit card- and GrantDomain comes with a money-back guarantee. Try GrantDomain for 30 days and if you're not completely satisfied, we'll refund your payment- no questions asked. The price of GrantDomain is $495 for 1 year, $695 for 2 years and $795 for 3 years.

Fee-Based service that includes federal, other government, & private funders.

Federal

- **Daily listing of ALL funding opportunities**
- **Quick access to both opened and closed opportunities**
- **Archived guidelines**
- **Quick link to all federal agencies**
- **Quick link to CFDA**

ww.tgci.com

State - County - Municipal

- Check out web sites
- Call Office of Governor, County Official, Mayor
- Ask colleagues

Most state, county, municipal grants are "pass through" from federal funds

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Private Funders

What's the Mutual Interest

Five percent rule

Nonprofits

Find a Connection

Relationships

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Private Foundations

- General areas of interest
- Some have deadlines, some don’t
- Many don’t accept proposals

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Doing the Research

Step 1 – Use a good, thorough database

Step 2 – Brainstorm key words and phrases

Step 3 – Establish a system to organize the information you find

Step 4 – Decide what questions you want to answer

Step 5 – Use 990-PF tax returns to fill in the blanks

Step 6 – Decide which of your organization's efforts are most appropriate for each identified funder, and what level of funding you should request

Examine Question

Study Closely

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Important questions . . . .

1. **Does funder support your area of interest?**
2. **Does funder make grants in your geographic area?**
3. **Is your organization eligible to apply?**
4. **What size grants does funder make to organizations such as yours? (990-PF)**
5. **Can you find a connection?**

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Where, or where . . . . ?

Research Tools

The Foundation Center
(Fdn.org)

Guidestar.org

GrantDomain.org
(tgci.com)

990-PF Tax Return
(Guidestar.org or Fdn.org)

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Other Important Research Tools

- State foundation directories
- Foundation websites
- Foundation annual reports and printed guidelines
- Other organizations that received grant funds

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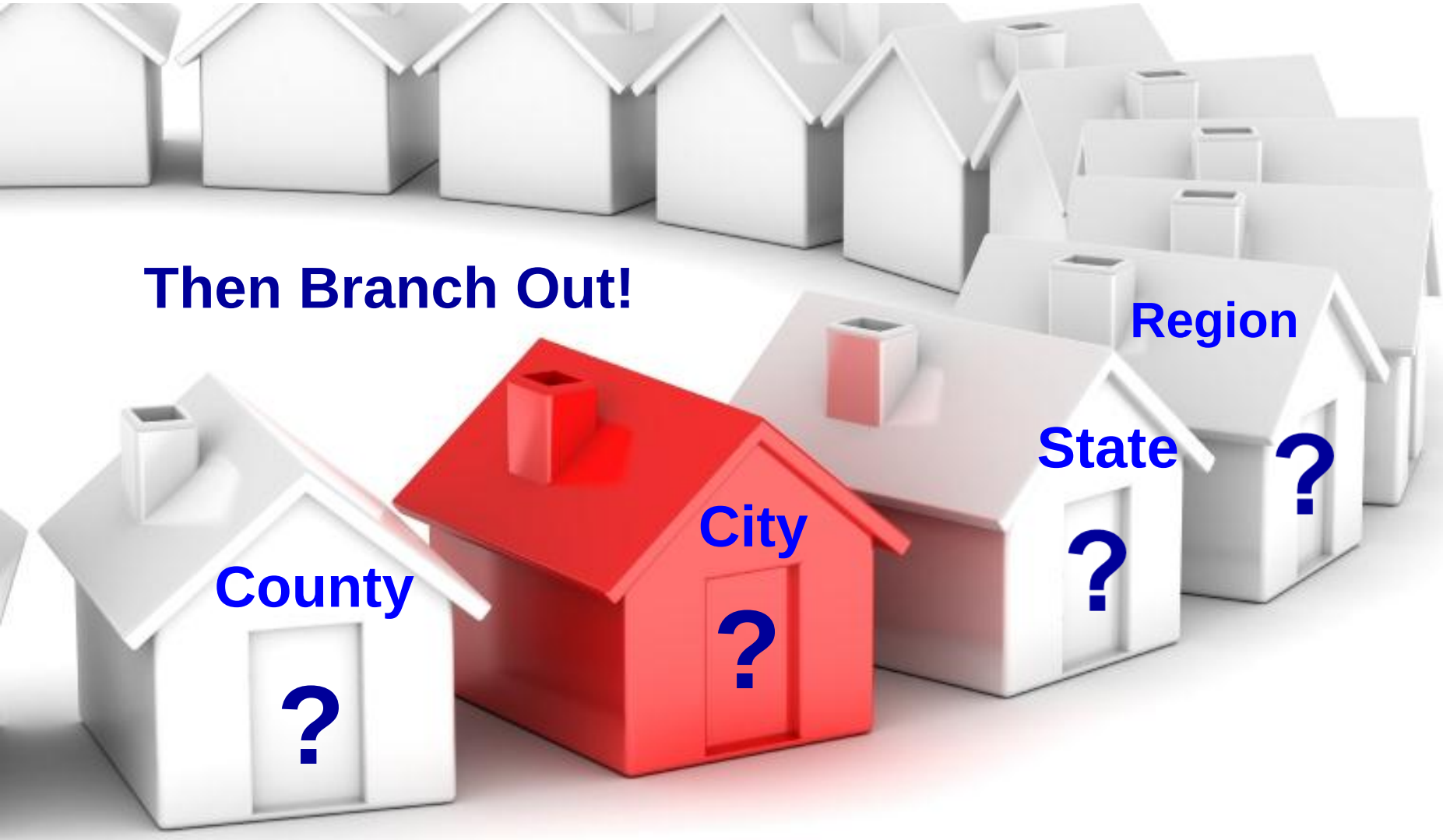
First, Look Close To Home



Funders close by are most likely to be interested in your work.
Your organization is more likely to have connections.

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The Foundation Center – www.fdncenter.org

Fee-Based services necessary for strategic search

Best = Foundation Directory Online Professional

Cooperating Collections throughout U.S. provide free access

- 3 Years of 990-PFs for free – just register
- Information on ALL nonprofit organizations
- Search by zip code and foundations will show up along with your colleague nonprofits
- Free, easy way to locate foundations within a specific area
- THEN check out their 990-PF

www.guidestar.org

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Google™ Custom Search | Search

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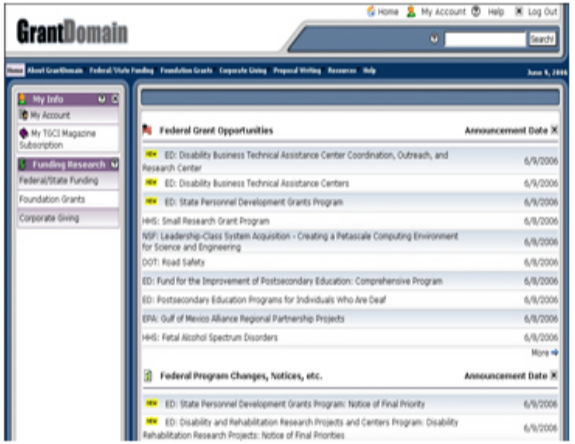

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Fee-Based service that includes private & government funders

Foundations=includes those that accept unsolicited proposals or that occasionally issue calls for proposals

Corporate Giving Programs = by city or zip code.

Simple & user friendly

www.tgci.com

Managing Information

Hard Files (stored alphabetically)

- Listing from database
- Pages from 990-PF
- Pages from website
- Notes on connections to foundation
- Notes on contacts with foundation
- Contact information for promising foundations that do not accept proposals
- Copies of proposals
- Copies of award letters

Key Lists (hard copy or database)

1) Foundations with deadlines (arranged by deadline)
2) Foundations without deadlines (alphabetically)
3) Foundations that do not accept applications (with notes)

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Visit www.tgci.com

Many resources – some free and some for a fee

Class schedule and information about brining a workshop to your community

New publication that provides extensive information on funder research and includes 3 electronic forms for managing funder information should be available for sale digitally next week

The Webinar concluded with a live demonstration of a web-based grant search tools.

This Webinar was recorded live.

To view this recording please visit:

http://www.waterboards.ca.gov/mywaterquality/monitoring_council/collaboration_network/index.shtml#webinar