FINDING FUNDING FOR LOCAL PROJECTS[1]

This chapter is meant to be a legislator's guide to available resources that can make the constituent's search for grants easier. By discussing the organizations, printed resources, and internet sources that can be used to respond to constituent questions, it serves as a complement to the catalog description of intergovernmental programs. The total dollars moving into local programs are substantial. The statistics from private funding alone are impressive. Foundations in New York State hold over $81 billion in assets, and make annual contributions of over $4.4 billion. Many of the largest foundations in New York State, by assets and total giving, are among the largest in the country, and award over one-fifth of all foundation grant dollars in the United States. Grant resources covered in this chapter are organized by type of funding; private giving, government grants, and other sources of information emerging from the advances in technology.

PRIVATE GIVING

The Foundation Center was begun in 1956, by foundations responding to an era of suspicion and public scrutiny, with the establishment of a nonprofit service entity that was charged to make the most comprehensive, accurate information on grantmakers available to any interested individual who might want or need it. Central to the Foundation Center's mission of serving the needs of the general public with current, reliable, factual information about the foundation field is the network of field office libraries and cooperating collections located throughout the nation. Of the five Center libraries, one is located in New York, at 79 Fifth Avenue in New York City. It is open to the public, and offers educational programs on the funding research process, proposal writing, grantmakers, and related topics. It offers visitors free access to Center publications, a variety of supplemental materials, periodicals, how-to guides, foundation annual reports, 990-PF IRS returns, and CD-ROM and internet resources. Those who cannot visit a Center library can usually find a Center cooperating collection nearby. Of the cooperating collections across the nation, 14 are located throughout New York State. (Table 1 shows the cooperating collections in New York State). Each collection is headed by a supervisor who works with local grantseekers to use the resources of collection more effectively. Because these collections vary widely in their hours, materials and services, constituents are advised to call the collection supervisor in advance of a visit. To check new locations, or current holdings, you may call toll free 1-800-424-9836, or visit the Center Web site at http://fdncenter.org/collections/index.html.

Two Foundation Center guides that can serve as an introduction to published resources are:

1. The Foundation Center's User-Friendly Guide: A Grantseeker's Guide to Resources. 4th ed. Foundation Center, 1996. It is a basic primer on the grantseeking process. There is a quick introduction through the use of a "Frequently Asked Questions" list.

2. Foundation Fundamentals. 7th ed. Foundation Center, 2004. It is an overview of the funding process that incorporates sample pages from

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most of the Foundation Center major resources, and includes research in the electronic age.

NEW YORK STATE COOPERATING COLLECTIONS	
New York State Library Humanities Reference Cultural Education Center, 6th Fl. Empire State Plaza Albany, NY 12230 (518) 474-5355	Southeast Steuben County Library 300 Nasser Civic Center Plaza Corning, NY 14830 (607) 936-3713
Brooklyn Public Library Society, Science & Technology Div. Grand Army Plaza Brooklyn, NY 11238 (718) 230-2122	Buffalo and Erie County Public Library Business, Science & Technology Dept. 1 Lafayette Square Buffalo, NY 14203-1887 (716) 858-7097
Huntington Public Library 338 Main Street Huntington, NY 11743 (631) 427-5165	Queens Borough Public Library Social Sciences Division 89-11 Merrick Boulevard Jamaica, NY 11432 (718) 990-0700
Levittown Public Library 1 Bluegrass Lane Levittown, NY 11756 (516) 731-5728	The Riverhead Free Library 330 Court Street Riverhead, NY 11901 (631) 727-3228
Adriance Memorial Library Special Services Department 93 Market Street Poughkeepsie, NY 12601 (914) 485-3445	Rochester Public Library Social Sciences 115 South Avenue Rochester, NY 14604 (585) 428-8120
Onondaga County Public Library 447 S. Salina Street Syracuse, NY 13202-2494 (315) 435-1900	Utica Public Library 303 Genesee Street Utica, NY 13501 (315) 735-2279
White Plains Public Library 100 Martine Avenue White Plains, NY 10601 (914) 422-1480	Yonkers Public Library Riverfront Library One Larkin Center Yonkers, NY 10701 (914) 337-1500

Foundation Center resources are a good starting point for identifying likely funding sources. Grantmaker directories are well-indexed, accessing profiles by subject areas, types of support, recipient types, geographic areas typically funded, and people identified with grantmakers. They answer constituent inquiries about names and affiliations of local grantmakers, projects that were recently funded, and size of budgets earmarked for projects. Center directories can help local governments find private funders close to home that are more likely to have a greater interest in local problems:

Foundation 1000. Foundation Center, 2004.

Multi-page portraits and thorough analysis of the grant programs of the one thousand largest foundations in the country. Profiles include funding charts and sample grants. Multiple indexes provide access.

Foundation Directory. Foundation Center, 2005.

The classic guide in three volumes. The main volume covers the 10,000 largest grantmaking foundations in the United States based on total giving in the latest year of record. Part 2 covers the second 10,000 largest givers. Updated entries appear six months later in the Supplement. Indexed by: foundation name; new grantmakers; subject; geographic region; type of support; and donors, officers and trustees.

Guide to U.S. Foundations, Their Trustees, Officers, and Donors. Foundation Center, 2005.

Master list of the decision-makers who direct America's foundations. Lists over 70,000 private, corporate, operating and community foundations, many not described elsewhere. Two volumes and a comprehensive name index. Source of data disclosing foundation affiliations of local families, community leaders, board members, donors and volunteers.

Of particular interest:

New York State Foundations. 7th ed. Foundation Center, 2001.

Comprehensive guide to active grantmaking foundations in New York State. It is arranged by county, and then alphabetically. The geographic index immediately locates the grantmakers for any city. Grantmaker portraits include addresses and contact names of key officials and includes giving limitations and financial data. Many entries include descriptions of recently awarded grants.

CORPORATE PHILANTHROPY

In the past decade, as government funding at all levels has declined, more interest has been shown in the area of corporate support. Most corporations provide funds for local projects in areas where they have headquarters or plants. Many are aware that targeted funding can enhance their image, influence opinion makers, build business-community relationships, or capture stockholder interest.

Although corporations are not required to make public their in-house giving programs, there are excellent publications with reliable data on corporate philanthropy, including:

Corporate Foundation Profiles. 12th ed. Foundation Center, 2002.

>First part of the text contains 181 multi-page analytic profiles of the nation's largest company-sponsored foundations. Comprehensive grants analyses show the amount of grant money a foundation directs to specific population groups and programs. Includes sponsoring company profile, corporate giving program and corporate foundation within entries. Second part consists of listings of company-sponsored foundations with annual giving of $66,000 or more in years 1998-200l.

Corporate Giving Directory. 27th ed. Taft Group, 2005.

>Profiles more than 1,000 of the largest corporate foundations and their charitable and direct giving programs. Company operating locations, nonmonetary support, corporate sponsorship, company contacts, foundation description and financial summary. Lists typical recipients, and provides contributions analysis and grants analysis. Restrictions and applications procedures are provided.

Directory of International Corporate Giving in America and Abroad. 11th ed. Taft, 2000.

>Directory that profiles and tracks giving of 650 foreign-owned firms and United States subsidiaries and affiliates of multinationals. Two independently indexed sections locate information contained in company profiles; grant recipients by state may be of particular interest. Can be used to link the new global independent sector with community-level activities.

Foundation Reporter. 38th ed. Taft, 2005.

>Comprehensive profiles and gift analysis of the nation's major private foundations. Lists over 1,000 top private foundations with 13 indexes for access, and an appendix of more than 2,000 additional abridged funder entries.

National Directory of Corporate Giving. 10th ed. Foundation Center, 2004.

>Describes 2,585 corporate foundations and 1,468 direct giving programs. Includes giving interests and business activities of sponsoring companies and their giving interests and restrictions. Parent company name and address, local plant and subsidiary locations, and names of high-ranking corporate officers.

<u>National Directory of Corporate Public Affairs</u>. 21st ed. Washington DC: Columbia Books, 2003.

> Lists about 1,700 companies with corporate foundations and giving programs, corporate contacts, and key people in corporate public affairs. Includes over 15,000 public affairs officials. Political contributions, PAC data and independent lobbying data. Geographic and industry indexes. Web sites included.

Most of these sources will be found in local cooperating collections or in business collections at local colleges.

GOVERNMENT FUNDING

Despite the decline in available dollars, federal and state financial assistance to local governments remains an important component of local program funding. Federal aid alone contributed about 25 percent to local government activities in the last decade.

Federal Aid Resources

The following sources will help the grantseeker become familiar with agency giving trends and assist the researcher in finding the correct person to clarify information.

<u>Catalog of Federal Domestic Assistance</u>. Washington, DC: General Services Administration. Loose leaf service.

> Single best resource for leads on federal assistance administered by federal agencies. Information is cross-referenced by functional, subject, applicant, deadline and legislative authorization indexes. Programs selected for inclusion include assistance or benefits to both state and county, city, or other political subdivision. The annual edition of the catalog reflects completed congressional action on program legislation.

Congressional offices can retrieve specialized reports from an internal House of Representatives Web site called the Federal Funds Express, which consists of:

● available grants information from the Catalog of Federal Domestic Assistance (CFDA),

● awarded grants data from the Federal Assistance Award Data System (FAADS),

● awarded contracts data from the Federal Procurement Data System (FPDS),

● summarized grants notices from the Federal Register,

● and links to other Federal and private funding resources.

The Federal Funds Express provides summary and detailed information by type of grant, type of contract award, recipient, and geographic location, including congressional district. The Federal Funds Express Web site can only be accessed by Representatives' offices. A request for information from this service must be made through an individual Member of Congress. The Congressional office may call 202-226-5002 for assistance.

Federal Register. Washington, DC: National Archives (NARA).

This source can be used to update the information found in the CFDA. It is published Monday through Friday except official holidays. It makes available public regulations and legal notices issued by federal agencies. These include agency documents of public interest, such as notices of grants by various agencies.

You can connect to the FR on the World Wide Web through GPO Access. The address is http://www.access.gpo.gov/nara. For more information contact the GPO Access User Support Team, Tel:202-512-1530 or toll free:1-888-293-6498.

Other Federal Sources Include:

Congressional Yellow Book. Who's who in congress, including committees and key staff. Washington, DC: Leadership Directories, 2004. Published quarterly.

Lists Congressional leadership, changes in staff, Senators and staff, Representatives and staff, Senate/House and Joint committees with photos of leadership and seniority rankings, committee staff by majority and then minority, Congressional offices such as Clerk, and membership organizations such as caucuses, Congressional support agencies and personnel, State delegations with Senators listed in order of seniority and Representatives by district, maps of district boundaries, and Congressional district ZIP codes. Biographical appendix, and indexed by staff, subject, and organization (committees, subcommittees, panels, leadership, caucuses and major offices.) Each member entry includes photograph, member name or nickname by member preference, contact information - party, office telephone, fax, TDD, e-mail and internet address - to contact, profession, key staff, committee assignments and leadership positions, and state and district offices.

Federal Grants and Contracts Weekly. The inside guide to finding and winning federal funds. Alexandria, VA: Aspen Publishers.

Published 50 times a year. Announces grants and project opportunities in research, training and services.

Federal Yellow Book. Who's who in federal departments and agencies. Washington, DC: Leadership Directories, 2004. Published quarterly.

Accesses more than 39,000 top people in the Executive Branch of the Federal government. It is divided into Office of the President/Vice

President, Departments, Independent Agencies and Indexes. Photo and biographical information on the department/agency head prefaces each listing. Offices are listed according to hierarchy, individuals listed in each by title or rank. Telephone numbers and building addresses provided. Indexed by subject, organizational title and individual name index.

Guide to Federal Funding for Governments and Nonprofits. Washington, DC: Thompson Publishing Group, Government Information Services.

This is a two volume looseleaf set updated quarterly, with a separate volume of twice-monthly issued "Federal Deadline Calendars." Provides detailed description of more than 750 federal programs. A "Funding Opportunity Index" rates the competitiveness of each program. The rating measures the chances of getting a grant if an eligible applicant has an eligible project. It starts with the award-to-applicant ratio for the most recent two or three years, supplemented by extensive discussions with program officials, grantees, and grants experts. The system rates programs from the most competitive (one star) to least competitive (five stars). In the case of state formula programs where the state receives the funds and subgrants them on a discretionary basis, subgrants are rated on a one- to five-star basis to the extent that information is available on state subgranting practices. Subject Index, Title Index and CFDA cross-reference Index.

The United States Government Internet Manual, 2003-2004. Lanham, MD: Bernan Press, 2004.

An annotated guide to government sources on the internet, edited by a former Congressional Research Service librarian, and designed to complement United States Government Manual. Web site descriptions typically include information about the sponsoring agency, notes on useful or unique aspects of the site, and list of major publications hosted. Each entry may include: site name, primary and alternative URL, sponsors that produce the site, principal features and significant links, and publications available for download from the site. The majority of sites listed are products of federal agencies, but those of interagency groups, federal advisory boards and commissions, quasi-governmental organizations, and organizations established by legislation or agency partnership are included as well. Entries are divided into twenty subject-oriented chapters, arranged in alphabetic order. Access is through Contents outline, or multiple indexes following the text; sponsor/site name index, publication index, SuDoc index, and Master Index. Government organization charts with internet Web addresses are presented for convenient reference. Appendices list web site addresses for House and Senate members, committee chairs and ranking members. Helpful to access online grants information through agency web sites.

United States Government Manual. 2003/2004. Washington, DC: Presidential and Legislative Publications, Federal Register, NARA.

Official handbook for the Federal government. Provides comprehensive information on the legislative, judicial and executive branches of the United States government. Also includes information on quasi-governmental agencies, international organizations and boards, and committees and commissions. Entries include a brief history of the entity, with principal offices and information on activities, grants, and publications. The last section of each entry, called "Sources of Information," contains information on contracts and grants.

State Resources

The Catalog of State and Federal Programs Aiding New York's Local Governments. A unique and much-appreciated source of information on the flow of aid dollars in New York. There are, however, some sources that can be used to augment its information:

Grants Action News. Information on available state and federal grants. Albany, NY: New York State Assembly Speaker's Office, Communication and Information Services.

Identifies new and existing State and federal grant opportunities. Includes program background, eligibility, funding, deadlines, and contact information. Notices of grant writing seminars and workshops. For more information call: 1-800-356-8486. Also listed at http://www.assembly.state.ny.us.

Local/State Funding Report. Washington DC: Thompson/GIS.

Published weekly except last week in August and last week in December. This newsletter is useful for its notices of Federal funding and for the occasional notice of funding available in a particular state. A compilation of recent funding notices and regulations issued by Federal agencies alerts subscribers.

New York Directory of City and Village Officials. Albany, NY: New York State Conference of Mayors and Municipal Officials (NYCOM), 2005.

Listing of municipal officials, addresses, telephone numbers, counties and 2000 population figures for each city and village. A cross-reference of municipalities in each county is also included. A listing of firms interested in doing business with local governments in New York State is headed, "Municipal Products and Services Directory." To contact NYCOM, Tel: 518-463-1185.

New York State Directory. 2004/2005. Walker's Research, LLC.

Guide to accessing public officials and private sector groups and individuals who influence public policy in the State of New York. Legislative biographies and key committee assignments included. Lists agencies and officials that formulate or implement public policy. Municipal and local government are one of the policy areas headings.

Lobbyists and political action committees listed. Includes a name, organization, geographic location and URL index.

<u>New York State Register</u>. Albany, NY: New York State Department of State.

Weekly publication listing newly proposed agency rulings as well as changes to existing rules and regulations adopted by State agencies. Of particular interest is the section entitled, "Notice of Availability of State and Federal Funds." Contact Office of Information Services, 41 State Street or call 518-474-6785 for further information.

In addition to subscribing to some of the above services, you may wish to read the Executive Budget and its appendices, and familiarize yourself with the budget process and the published budget bills. You might also call the State agency program officer to see if you could be added to the mailing list for agency newsletters, news releases, program announcements, reports and annual reports or brochures about your program interests.

Recent Electronic Resources

The Foundation Center has made available electronic sources of information that would be of interest to researchers looking for aid to local programs.

CD-ROM:

<u>FC Search</u>

Covers over 78,000 foundations, corporate givers, and grantmaking public charities. Links to IRS 990-PFs contained in foundation entries. Additional links to over 3,500 grantmaker Web sites and over 2,000 corporate Web sites. Searchable index of over 350,000 trustees, donors, and officers. Twenty-one searchable fields. Offers customizing of marked records, adding personal annotations, and saving search strategies. Flexible print and save options. Boolean and advanced searching capability. Updates twice yearly. Constitutent searches targeted by locality, city or county name, state and geographic focus.

<u>Foundation Grants Index</u>

Search for grants recipients. Data extracted from the Foundation Center's comprehensive data file. Boolean operator drop-downs and index field drop-downs duplicate much of "Advanced Grant" keyword searching available through <u>FC Search</u>. Both CD-ROM products were designed to be very user-friendly, and much of this database searching will be familiar to those who use <u>FC Search</u>

<u>Foundation Grants to Individuals Online</u>

Over 6,200 funding sources for individual grantseekers are searchable for support for educational goals, research projects, arts and cultural funding, and giving for special needs. Updated quarterly with new

data and foundation entries. Nine search fields with Boolean operators. Search by school name, company name, grantmaker name, grantmaker city or state, grantmakers with a specific interest in a field or subject area, types of support or funding, and geographic area.

The Web Site:

The Web site, on the Internet at www.fdncenter.org, can be personalized and custom tailored once the visitor registers. "Philanthropy News Digest" can be organized with "My PND" to include only articles, book reviews, news Web site reviews, or guest columns of interest to the registrant. Grantmaker RFPs are updated weekly. Sign up for free weekly or monthly e-newsletters. Search Web sites of over 2,600 grantmakers. The homepage features "Quick Links" for specific interests, including: individual grantseekers, media, and people with disabilities. E-mail to "Online Librarian" brings answers to reference questions. There is a Learning Lab which features interactive e-learning courses, brief tutorials, and worksheets. "Literature of the Nonprofit Sector Online" is a bibliographic database of over 22,950 citations that is keyword searchable. FC Stats brings the latest statistics and trends forward. "The Marketplace" describes books and resources that might be found in local FC cooperating collections and contains a calendar of training programs. Press releases and annual reports give information about the Foundation Center.

Electronic Subscription:

The Foundation Directory and Foundation Grants Index are both available through DIALOG database searching. Many cooperating collections offer searches for a fee. The State Library will do searches at the request of legislative staff. Inquiries should be directed to the Reference Desk: 518-474-5355. Legislative staff may search other databases with a PIN number that can be obtained from Circulation by calling (518) 473-7895. Ask for "Remote Access."

Additional Electronic Subscriptions:

Foundation Search is a database of North American foundations in Canada and the United States. The database contains items from 1997 to present. It has a fully searchable archive of 990-PFs; summary information on foundations, directors and officers; a visual map tool that shows the distribution of grantmakers and their grants; and contains contact information for newly established foundations. It also contains links to foundation Web sites and to completed 990-PF forms.

Other World Wide Web Sites:

CFDA.gov

This Web site, http://www.cfda.gov, is the electronic version of the print text, "Catalog of Federal Domestic Assistance," in three

volumes. It is a searchable database of federal government assistance programs available to state and local governments; Indian and tribal governments; domestic public, quasi-public, and private, for-profit, and nonprofit organizations; specialized groups and institutions; and individuals. Also available on the site are a FAQs page, a Contents page, a Top 10% Viewed page, a Programs list, related sites links, a user guide page, and sections on "applying for federal assistance" and "developing and writing grants proposals." Keyword searches find programs to meet constituency needs; when a program meets requirements, contact one of the names listed in the "information contacts" section of the program description. Full text of the CFDA may be browsed by chapter and searching is also available by program number.

GovBenefits.gov

Helps citizens find the benefits for which they are eligible. Provides program descriptions and contact names through screening questions answered by users. Users can connect to contacts and determine eligibility for benefits. Site does not ask for personal identifiers.

Grants.gov

Grants.gov allows users to find and apply for federal grant opportunities from federal grant making agencies. Users can limit searches by agencies, topics, dates or types of grants. This new Web site made its debut December 2003 promising "one-stop shopping for information on applying for all federal grants." In addition to the search feature, users can subscribe to receive e-mail notification of grants of interest. The site also includes tutorial, user guide, FAQs, quick links, press releases and news clips, and grants application packages. The biggest problem for users of this new Web database is the incomplete or late grants announcements posted to the site. Some agencies have been adjusting to the change in procedure; they post to the Federal Register, their Web site, then the cross-agency site. Once all 26 federal grant-making agencies get on board this newly launched resource, it will become a first-stop, must-check, web site.

GrantsNet (www.hhs.gov/grantsnet/)

This site has useful information, although its main emphasis is on HHS grants. There are standard forms to download, and users can explore sections on the grants application process.

TGCI.com

The Grantsmanship Center has been around for over thirty years. It is a national training organization for nonprofits. Its homepage contains information about its grants training courses, the organization, its products, the membership, and leads to articles from the TGCI Magazine. The "Archive of Articles" contains articles related to: agency management, fundraising, government funding, internet

issues, nonprofit business ventures, and proposal writing/ grantseeking.

Idealist.org

The mission statement of this nonprofit states, "Action Without Borders connects people, organizations, and resources to help build a world where all people can live free and dignified lives." Their Web homepage is divided into areas for organizations, for consultants, and for everyone. It is a place for nonprofits to post and update information about volunteer opportunities, upcoming events, and publications.

Additional sites are linked to the New York State Library homepage, http://www.nysl.nysed.gov. You can check the site map under "Grants" for more information.