

A WINNING GAME PLAN:

USING WEB-BASED RESOURCES TO FIND,
DEFINE, AND CONSTRUCT YOUR NEXT
SUCCESSFUL PROPOSAL

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OBJECTIVE:

To identify web resources that can be used to:

- Locate and align funding opportunities
- Mine for data
- Assist in the development of competitive proposals; and
- Support program dissemination, continuation, and operation post-award



SHOW ME THE MONEY

The “Deep Dive” Search Process

- Find the Funder (Funding and Funder websites)
- Getting to know you...Know the Funder
 - GuideStar, Charity Navigator
- *Grant writers..... Start Your Engines (Search Engines)*
 - The key is in the word or words (Keywords)



WHY “FIND” THE FUNDER

Fast Facts:

Q: How many federal agencies, sub-agencies, and departments are there?

A: The Federal Register indicates there are over 430 departments, agencies, and sub-agencies in the federal government

- <https://www.usa.gov/federal-agencies/a>

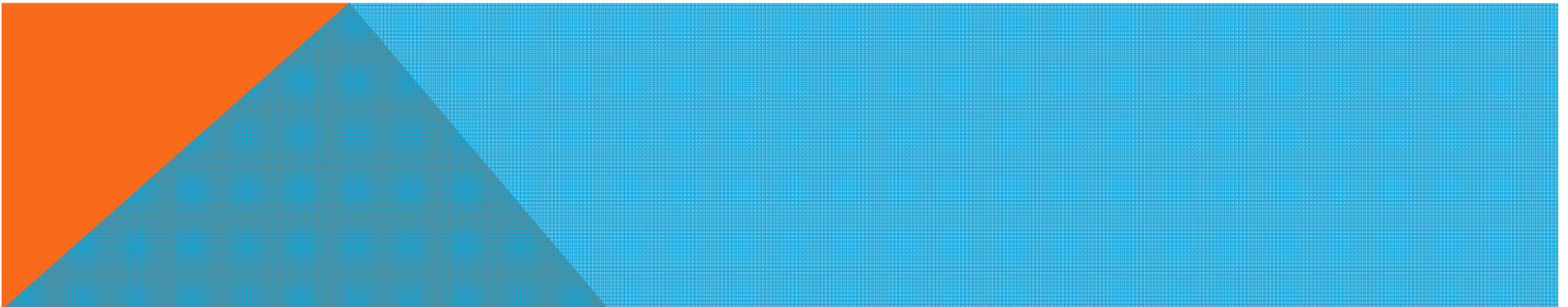
Q: How many foundations are there?

A: According to data from The Foundation Center, there are 86,726* registered foundations.

- <http://data.foundationcenter.org/>

Q: What are the total assets and total giving of grant-making foundations?

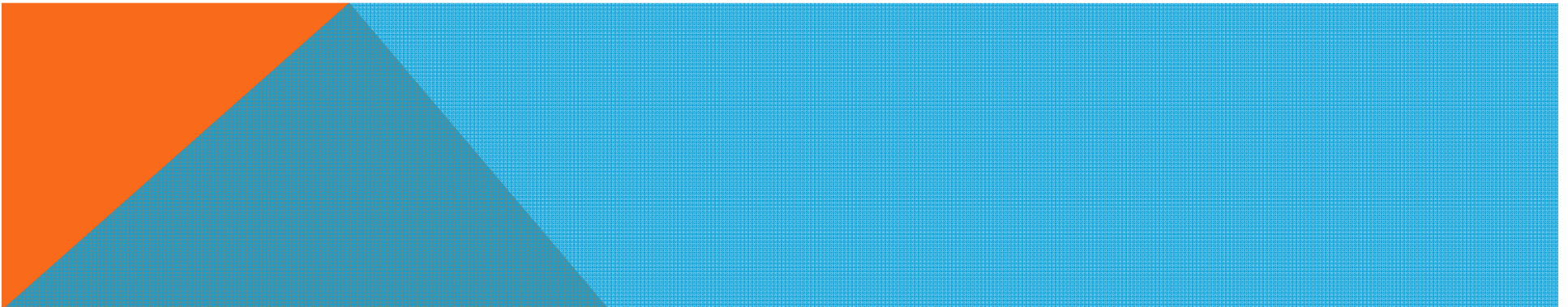
A: Total Assets: \$865,249,516,054 Total Giving: \$ 60,244,456,505



FINDING THE FUNDER

Federal funding opportunities

- All federal agencies: www.grants.gov
- Department of Education:
 - <http://www2.ed.gov/fund/grant/apply/grantapps/index.html>
- Department of Labor:
 - <http://www.dol.gov/dol/grants/funding-ops.htm>
- National Science Foundation
 - <http://www.nsf.gov/funding/>
- Department of Health and Human Services (SAMHSA, HRSA, ACF, CMS)
 - <http://www.acf.hhs.gov/hhsgrantsforecast/>
- Agency for Healthcare Research and Quality (AHRQ)
 - <http://www.ahrq.gov/funding/index.html>



FINDING THE FUNDER - THE SEARCH CONTINUES

State, Private, Corporate, Foundation Funding Opportunities

- Council on Foundations:

<http://www.cof.org/members-directory/non-members>

- Grantmakers in Health:

<http://www.gih.org/About/content.cfm?ItemNumber=2885&navItemNumber=537>

- Fundsnet Services: <http://www.fundsnet.com/>

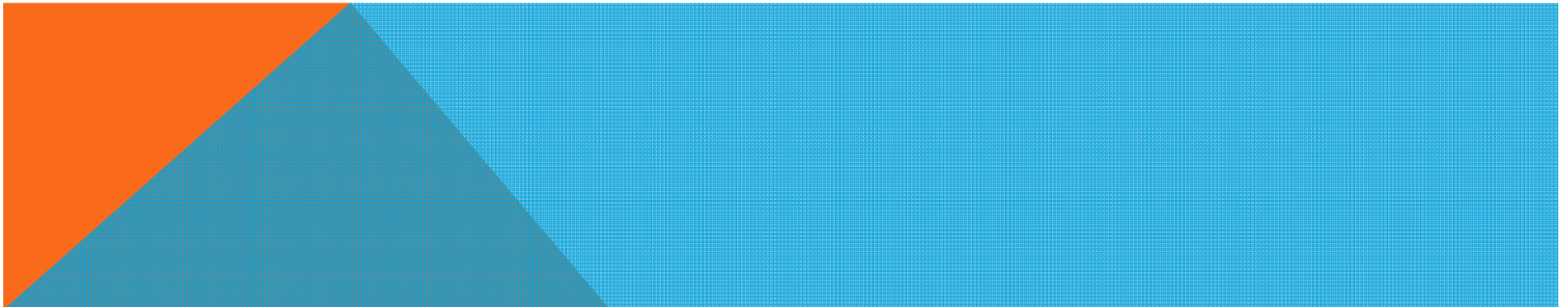
- Foundation Center: <http://foundationcenter.org/findfunders/>

- Chronicle of Philanthropy:

<http://philanthropy.com/section/New-Grants/270/?cid=fifHome>

- Boost Collaborative:

<http://www.boostcollaborative.org/fundingopportunities>



A PEAK INSIDE THE FUNDER'S PLAYBOOK

Form 990 - Return of Organization Exempt From Income Tax. Tax-exempt organizations, nonexempt charitable trusts, and section 527 political organizations

WHERE DO I FIND THE 990?

- www.guidestar.org
- www.charitynavigator.org



THE 990

PART OF THE INVESTIGATIVE PROCESS

[HTTP://WWW.IRS.GOV/PUB/IRS-PDF/F990.PDF](http://www.irs.gov/pub/irs-pdf/f990.pdf)

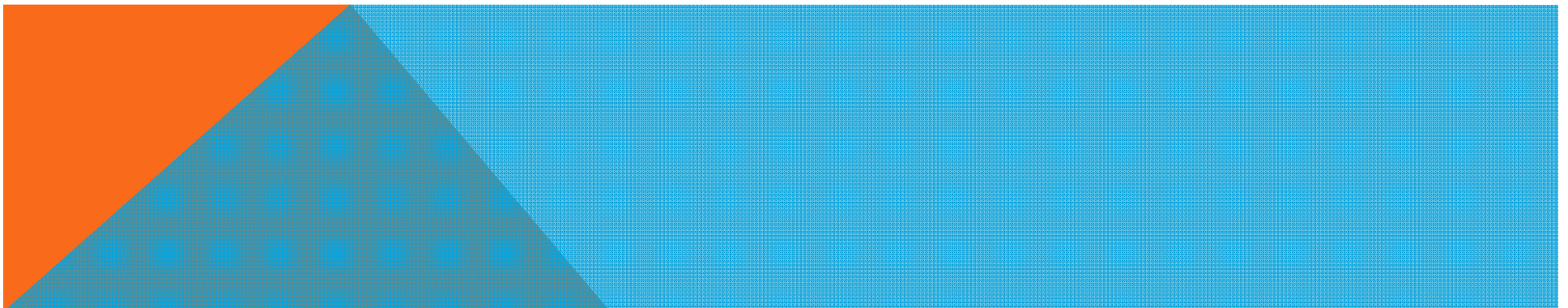
- 1) Identity and Tax Status - Important to know if it is initial filing or final return
- 2) Income and from what sources - Character of the organization (multiple years)
- 3) Expenses - Program, Management, Fundraising
- 4) Net Assets (Are assets greater than liabilities? Line 27- Unrestricted Net Assets)
- 5) Types of Programs and How Much is Spent on Them
- 6) Names of Board Members
- 7) Grant awards made with amounts (size, focus, geographic, history); current and future

eFile GRAPHIC print - DO NOT PROCESS		As Filed Data -		DLN: 93490057005007	
Form 990		Return of Organization Exempt From Income Tax		OMB No. 1545-0047	
Department of the Treasury Internal Revenue Service		Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)		2005	
		▶ The organization may have to use a copy of this return to satisfy state reporting requirements		Open to Public Inspection	
A For the 2005 calendar year, or tax year beginning 04-01-2005 and ending 03-31-2006					
B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending		C Name of organization National Football League Number and street (or P.O. box if mail is not delivered to street address) Room/suite 280 Park Avenue TAX City or town, state or country, and ZIP + 4 New York, NY 10017		D Employer identification number 13-1922622 E Telephone number (212) 450-2000	
G Web site: ▶ www.nfl.com		J Organization type (check only one) ▶ <input checked="" type="checkbox"/> 501(c) (6) ◀ (insert no) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		F Accounting method <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other (specify) ▶	
K Check here ▶ <input type="checkbox"/> if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS, but if the organization received a Form 990 Package in the mail, it should file a return without financial data. Some states require a complete return.		H and I are not applicable to section 527 organizations H(a) Is this a group return for affiliates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) If "Yes" enter number of affiliates ▶ _____ H(c) Are all affiliates included? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No (If "No," attach a list. See instructions.) H(d) Is this a separate return filed by an organization covered by a group ruling? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		I Group Exemption Number ▶ _____ M Check ▶ <input checked="" type="checkbox"/> if the organization is not required to attach Sch. B (Forms 990, 990-EZ, or 990-PF).	
L Gross receipts. Add lines 6b, 8b, 9b, and 10b to line 12 ▶ 151,211,232					



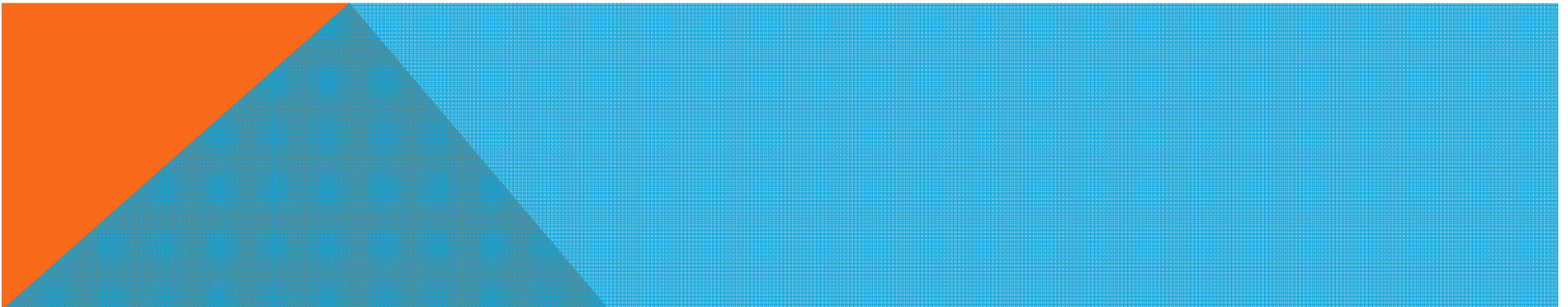
DATA MINING

- United States Census Bureau: <http://www.census.gov/> - Everything USA (populations, demographics, income, poverty, health insurance coverage, etc.)
- Central Intelligence Agency: <https://www.cia.gov/index.html> - Home of The World Factbook, world maps, etc.
- Commerce Department: <http://www.commerce.gov/> - Everything economic (U.S.) such as economic indicators
- Bureau of Economic Analysis: <http://www.bea.gov/> - Everything economic, (U.S. and international, such as trade, gross domestic product
- UDS Mapper: <http://www.udsmapper.org/> - Use it to examine community health, medical professional shortage areas, etc.
- Research.gov: <http://www.research.gov> - collection of journal publications and the final accepted version of the peer-reviewed manuscript or the version of record as a demonstration of its functionality and eventual expanded content.
- Pew Research Center: <http://www.pewresearch.org> - Numbers, facts, and trends shaping our world
- Robert Wood Johnson Foundation: <http://www.rwjf.org> - Health care providers, cost, and access to care



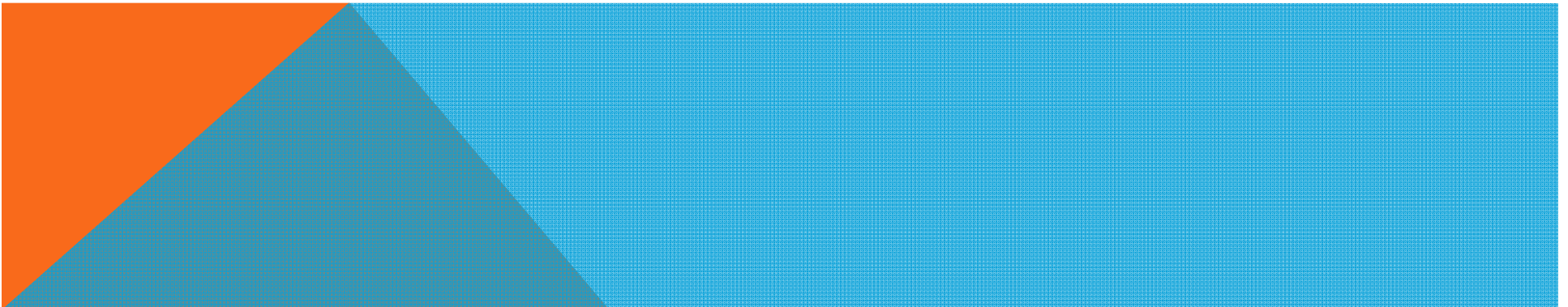
SEARCH ENGINES AND DATABASES

- Google: www.google.com (*Google is my friend*)
- Yahoo: www.yahoo.com (*The classic*)
- Bing: www.bing.com
- Dogpile (Yahoo, Google): <http://www.dogpile.com/> (*3-in-1*)
- Business publications: <http://www.bpubs.com/>
- CEO – Businesses, Etc: <http://www.ceoexpress.com/home>
- Magazine articles: <http://www.magportal.com/>
- News Topics, Trends, Companies: <http://www.individual.com/sample.php>
- International Search Engines: <http://www.searchenginecolossus.com/>
- Federal government: <http://www.usa.gov/>
- Fed Stats: <https://fedstats.sites.usa.gov/>



EFFECTIVE SEARCHES

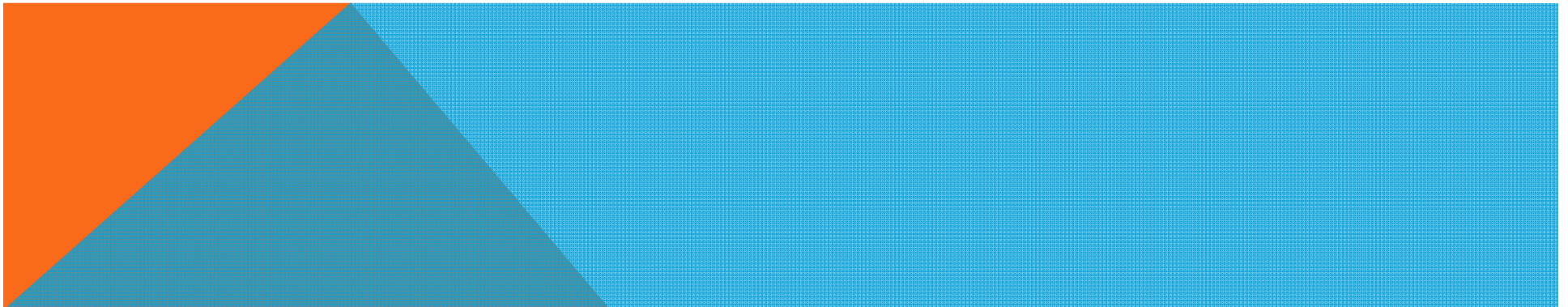
- Be familiar with terms you are searching for
- Be concise, while still covering area you want to find
- Form keywords (Main topic of search)
- Phrases (Avoid common phrases unless they are in quotes)
- Use nouns and pronouns , with most important term first



PROPOSAL DEVELOPMENT WEB RESOURCES

Tools for Select Sections

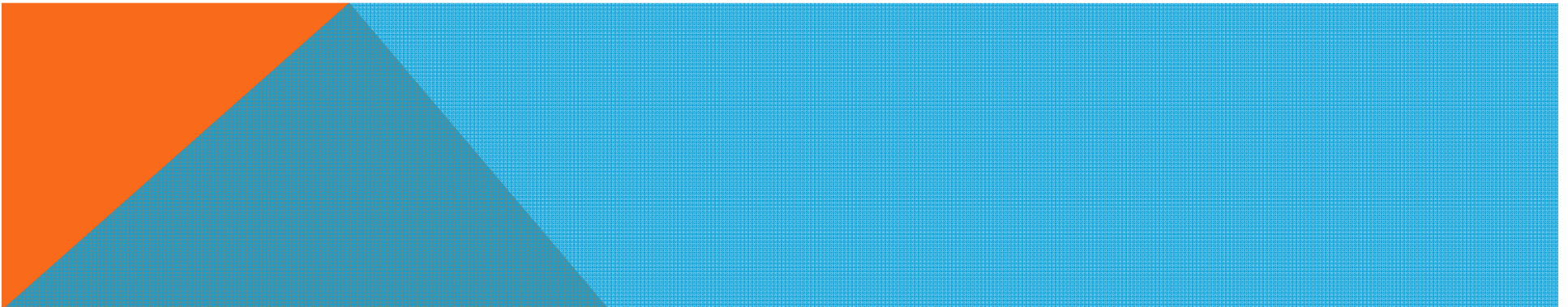
- Statement of Need (See Data Mining)
- Project Design
- Logic Model Builders
 - <https://cyfar.org/tools/Account/LogOn?ReturnUrl=%2ftools%2fLogicModel%2fList>
 - <https://toolkit.childwelfare.gov/toolkit/home.do>
 - www.innonet.org (Point K Learning Center)
 - <https://nifa.usda.gov/resource/hispanic-serving-institution-logic-models>
- Data Management Plan
 - <https://dmp.cdlib.org/>
- Evaluation Plan
 - www.innonet.org (Point K Learning Center)
 - https://cyfar.org/search_evaluation_instruments (Evaluation Instruments)
- Strategic Planning
 - http://www.independentsector.org/charting_impact (Charting Impact)



PROPOSAL DEVELOPMENT WEB RESOURCES

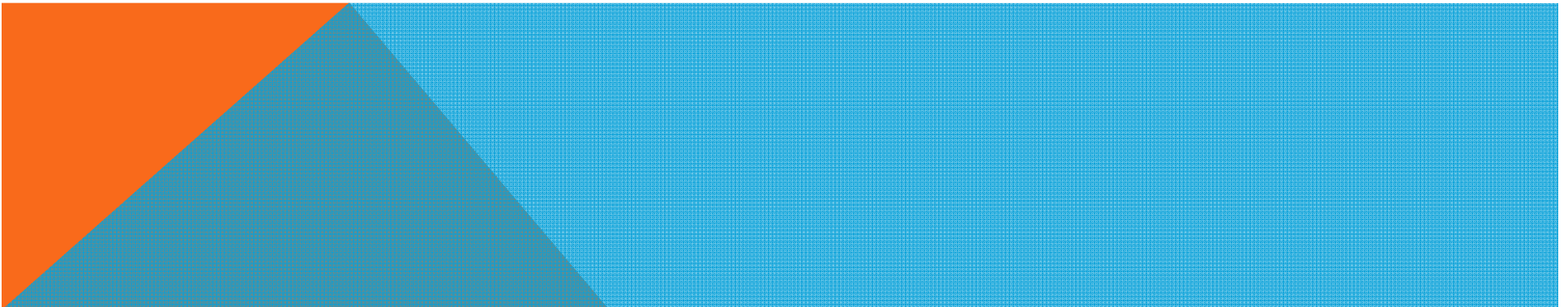
Tools for Select Sections

- Budget Builders
 - <https://www.imls.gov/sites/default/files/budgetform.pdf>
- Project / Activity Timeline
 - <http://www.ganttproject.biz/download>
 - <http://www.youtube.com/watch?v=5rHCSa5ad34&feature=youtu.be>
- References:
 - <http://owl.english.purdue.edu/owl/section/2/> (Purdue Owl – Research and Citation Resources)
 - <http://citationmachine.net/index2.php> (Son of Citation Machine)



FINISHING TOUCHES

- Acronym Creator – <http://acronymcreator.net/>
- Refining your words - Espresso - <http://www.expresso-app.org/>
- *File and Document Sharing and Project Management*
 - www.dropbox.com – Dropbox: allows users to create a special folder on each of their computers, which it then synchronizes so that it appears to be the same folder (with the same contents) regardless of which computer is used to view it. Files placed in this folder also are accessible through a website and mobile phone applications.
 - www.basecamp.com - is a web-based project-management tool; offers to-do lists, wiki-style web-based text documents, milestone management, file sharing, time tracking, and a messaging system.
 - Program evaluation - <https://cyfar.org/learning-mods-home>



QUESTIONS

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