
A Guide to
**Nongovernmental
Funding Sources**

*Resources on Corporate
and Foundation Giving*

January 2007



Illinois General Assembly

LRU 
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The Legislative Research Unit is the central research agency for the General Assembly. A board of 12 legislators, appointed by the Joint Committee on Legislative Support Services, supervises its operations.

A staff of researchers handles inquiries from legislators, legislative committees, and partisan staff. The staff's areas of expertise include law generally, science and technology, taxation, education, local government, economics and fiscal affairs, and the political and social history of Illinois.

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Preface

The Legislative Research Unit (LRU) is a major resource center for information on funds available from the federal and state governments. LRU publishes the following reports to inform local governments and other governmental agencies.

Federal Funds to State Agencies is an annual report that provides information on federal monies received by state agencies directly from the federal government. The *Catalog of State Assistance to Local Governments* presents information on technical and financial assistance provided by the state to counties, cities, townships, and special districts. LRU compiles information on the availability of, and eligibility for, federal grant programs that are listed in the *Catalog of Federal Domestic Assistance*. LRU also prepares an annual report on the use of block grant funds in Illinois, and publishes monthly *Grant Alerts*.

In light of current economic and financial conditions, grant seekers continue to look to the private sector for assistance. The largest pool of money available from sources other than federal and state governments is funding from foundations, both private and corporate. Thousands of grants are available from foundations to fund projects from the arts and cultural enrichment to health, housing and community development, education, and job training.

This booklet is intended to serve as a preliminary guide on available resources for those who are initiating a search for foundation funding. There are numerous directories and guides to assist researchers; this booklet with its annotated listings is intended to provide individuals with direction in the beginning stages of their search. A number of the organizations featured in this guide offer products for sale to assist grant seekers. Before you purchase any book, database, or service, make sure that it fits within your organization's budget and development plan. Please be aware that there are no guarantees that purchasing grant related products will result in successful grant applications. The LRU does not endorse or specifically recommend any fee based service.

Getting Started

Before your search gets underway, it is important to do some homework by conducting an assessment of your program and financial needs. Grant seekers need to be very clear about the purpose of their program or project; the type of support needed; and the amount of money necessary. After determining objectives, fundraisers should develop a broad prospect list and then refine the list to target the foundations that best fit their subject, type of funding needs, and geographic location.

There are a variety of ways to obtain information on prospective donors. Grant seekers have access to a wide range of reference books, periodicals, and research documents relating to foundations and philanthropy through cooperation libraries.

In addition, there are now many resources available online. A good starting point is the Grants.gov Web site. There are colored tabs that are links at the top of the screen to access the primary sections of the site: Get Started, Find Grant Opportunities, Apply for Grants, and Customer Support.

On the left side of the screen and at the bottom of the page are links that can access information on specific topics, such as *Search for Grant Opportunities*, *Register for Email Notification of Grant Opportunities*, *Resources for Grants*, and *Find Information on Government Benefits for Individuals*. Some other topics listed are *Prepare to Apply for Grants Through Grants.gov*, *Download grant application packages*, *Complete a Grant Application Package*, *Submit a Completed Grant Application Package*, and *Check the Status of an Application Submitted via Grants.gov*.

By clicking the *Search for Grant Opportunities* option, you are able to do a Keyword Search by entering part or all of the text of the title of a grant (usually federal) that you are searching. You can also search by the Funding Opportunity Number or the Catalog of Federal Domestic Assistance (CFDA) number.

That is just one site. There are many sites listed that can be accessed for information on available grants. Navigation through the various sites is accomplished by clicking on the categories or titles and following the prompts given in each site to access the information.

Foundation directories provide another option for getting started in the search for funding. You are able to compile an initial list of foundations or grant-making organizations that may have interest in funding your project. It is also possible to find out more about a particular foundation already known by name, such as previous grants given, the range of amounts given, and the types of projects the grant giver is more apt to fund.

For example, <http://www.lib.msu.edu/harris23/grants/fcguid1c.htm> will take you to the Michigan State University Funding Center. By clicking on one of the following—*National Directories*, *Corporate Foundations or Direct Giving Programs*, and *State and Local Foundation Directories*—you can find a number of potential sources for funding.

Each category provides a list of publications and other resources that can be helpful to the grant seeker. (Note that many of the listed publications are found in the Michigan State University Main Library. However, the main library of the university in your area will have many of the publications.) Many university libraries are part of cooperating agreements with other libraries and the Foundation Center for access to resources.

Another good place to begin your search is the **Nonprofit Resource Center (NRC)** at the University of Illinois at Springfield (UIS). The NRC is a Cooperating Collection of the Foundation Center. As a member of their nationwide network of libraries, community foundations, and other nonprofit agencies, Brookens Library at UIS provides visitors with free access to grant maker directories; books on fundraising and nonprofit management; and the Foundation Center's electronic database, the *Foundation Directory Online*. The fully searchable database includes detailed profiles of over 78,000 U.S. foundations, as well as an extensive file of recent grants awarded by

the nation's top funders. The NRC subscribes to *Illinois Funding Source*, a database produced by the Donors Forum in Chicago, listing many foundations located in, and focusing on, Illinois. They also offer regularly scheduled free workshops on finding and applying for grants. The Center is located in:

Brookens Library
University of Illinois at Springfield
One University Plaza, MS BRK 140
Springfield, IL 62703-5407
Phone: (217) 206-6633
E-mail: psale2@uis.edu

The Foundation Center

Although there are many organizations and special interest groups that assist with foundation funding information, few resources are as extensive and as easily accessible as the Foundation Center's. The Center is an independent national service organization established by foundations to disseminate information on corporate and foundation giving. In addition to national collections in New York City (800/424-9836) and Washington, D.C. (202/331-1400), the Foundation Center has three field offices located in Atlanta, Cleveland, and San Francisco.

The Center also has a network of over 200 cooperating libraries nationwide. Although many of the Foundation Center's services and information, such as public access to basic foundation publications and research guidance, are free, there are fees for topical searches. Topical searches may not include all foundations that might be appropriate because they are selected by location of the foundation's headquarters rather than by area served.

The Foundation Center Libraries

Foundation Center Headquarters

79 Fifth Avenue
New York, NY 10003
Phone: (212) 620-4230
Fax: (212) 691-1828
<http://fdncenter.org/newyork/>

Regional Libraries

Atlanta

50 Hurt Plaza
Atlanta, GA 30303
Phone: (404) 880-0094
Fax: (404) 880-0097
<http://fdncenter.org/>

Cleveland

1422 Euclid Ave, Suite 1356
Cleveland, OH 44115-2001
Phone: (216) 861-1936
<http://fdncenter/cleveland/>

San Francisco

312 Sutter St., #606
San Francisco, CA 94108-4314
Phone: (415) 397-0902
Fax: (415) 397-7670
<http://fdncenter.org/sanfrancisco/>

Washington

1627 K Street NW 3rd Floor

Suite 938

Washington, D.C. 20006-1708

Phone: (202) 331-1400

Fax: (202) 331-1739

<http://fdncenter.org/washington/>

Cooperating Collections

In addition to the Foundation Center locations above, a number of libraries in Illinois have access to Foundation Center materials. They are:

Carbondale Public Library

405 West Main

Carbondale, IL 62901-2995

Phone: (618) 457-0354

Donors Forum of Chicago

208 South LaSalle, Suite 735

Chicago, IL 60604

Phone: (312) 578-0175

Evanston Public Library

1703 Orrington Ave.

Evanston, IL 60201

Phone: (847) 866-0300

John Wood Community College

1301 S. 48th St.

Quincy, IL 62305

Phone: (217) 224-6500

Rock Island Public Library

401 - 19th St.

Rock Island, IL 61201-8143

Phone: (309) 732-7323

Central Illinois Nonprofit Resources Center

Brookens Library

University of Illinois at Springfield

One University Plaza, MS BRK 140

Springfield, IL 62703-5407

Phone: (217) 206-6633

Foundation Center Publications

The following selected lists of reference materials are published annually by the Foundation Center, 79 Fifth Avenue, New York, NY 10003-3076; phone: (212) 620-4230; fax: (212) 691-1828. These directories also may be examined at the cooperating collection libraries in Illinois.

The Foundation Directory Online Subscription Plans. Cost: \$19.95 per month and up. Features detailed information on nearly 80,000 foundations with links to current foundation 990-PF returns. Also includes crucial facts on more than a half million grants, including the purpose of grants and easy to use indices that guide your searches. Weekly information updates are also provided.

FC Search: The Foundation Center's Database on CD-ROM, Version 9.0. Cost: Single Users Version \$1,195; Network Version (2-8 users) \$1,895. Provides access to the Foundation Center's comprehensive database of foundations, corporate givers, and grant making public charities. Also includes a searchable index of over 350,000 trustees, officers, and donors and links to over 7,400 grant maker and corporate Web sites.

The Foundation Center's Guide to Proposal Writing, 4th Edition. Cost: \$34.95. Delivers comprehensive instruction on the basic and finer points of this crucial skill and is based on interviews with grant makers. The *Guide* covers the entire proposal development process, including research, initial contact with potential grant makers, planning and writing the proposal, and essential follow-up strategies.

The Foundation Center's Guide to Grant Seeking on the Web. Cost: \$29.95 (book or CD-ROM), \$49.95 (book and CD-ROM). Reveals an array of online resources including government funding sources, prospecting for individual donors, key searchable databases, journals and newsletters, discussion lists, and message boards. The *Guide* also includes a comprehensive bibliography and webliography.

The Foundation Directory, 2005 Edition. Cost: \$215. Features key facts on the nation's top 10,000 foundations by total giving. With over 46,000 descriptions of selected grants, the *Directory* provides fundraisers with unique insight into foundation giving priorities.

The Foundation Directory, Part 2. Cost: \$185. *Part 2* complements the above directory by including the next 10,000 largest foundations by total giving. It is designed specifically for nonprofit organizations wanting to broaden their funding base.

The Foundation Grants Index on CD-ROM, Version 5.0. Cost: \$175. Covers the grantmaking programs of over 1,000 of the largest independent corporate and community foundations in the U.S. and offers approximately 100,000 grant descriptions. The index provides twelve search fields that will quickly help locate grant makers that have funded nonprofit organizations.

The Foundation 1000. Cost: \$295. Over 3,000 pages provide detailed information on the grant making programs of the 1,000 largest U.S. foundations. It includes a detailed grant analysis breakdown; grant-making programs; and documented funding patterns by subject, recipient type, type population group, and geographic area. Includes descriptions of how a foundation allots its grant dollars and specific examples of recently awarded grants in each profile.

Guide to U.S. Foundations, Their Trustees, Officers, and Donors: 2005 Edition. Cost: \$350. Features comprehensive information on all active foundations and individuals who establish, manage, and oversee over 68,000 U.S. foundations. The guide is arranged by state and total giving. This publication helps identify both large and small foundations in a designated geographic area.

National Directory of Corporate Giving, 10th Edition. Cost: \$195. Provides detailed portraits of over 3,500 corporate foundations plus an additional 2,100 direct-giving programs. Gives essential information on application information; key personnel; types of support generally awarded; giving limitations; financial data and purpose; and activities statements. Entries include descriptions of recently awarded grants, and data on the companies behind the philanthropies.

Foundation Grants to Individuals. Cost: \$65. Compiles information on over 4,300 independent and corporate foundations that award grants to individuals. Six indices help users target prospective grants by subject area, sponsoring company, educational institution, and name of foundation. An annotated bibliography refers individual grant seekers to additional resources on funding opportunities in many subject categories.

Foundation Grants to Individuals Online. Cost: \$9.95 for a one month subscription. Users are able to quickly search through detailed descriptions of more than 6,000 foundation and public charity programs that fund students, artists, researchers, and other individual grant seekers.

Guide to Foundations for International & Foreign Programs.

Cost: \$125. Lists foundations that award millions of dollars to non-profit institutions and projects in the U.S. and abroad. Includes over 9,500 descriptions of recently awarded grants and indices to target funders by specific programs and geographic areas. Also provides addresses, financial data, giving priorities, application procedures, contact names, and key officials.

International Grantmaking III: An Update on U.S. Foundation Trends. Cost: \$40. This report examines perspectives on the post-9/11 funding climate and the current outlook for the field based on a 2004 survey of more than 60 leading U.S. international grant makers. It documents trends in international giving based on the grants of over 600 larger U.S. foundations. In particular, the study analyzes shifts in giving priorities, countries and regions targeted for support, and the impact of new large funders.

Directory of Illinois Foundations. Cost: Members \$85, nonmembers \$105. Donors Forum of Chicago, 208 S. LaSalle, Suite 740, Chicago, IL 60604-1006; phone; (312) 578-0090. Published by an Illinois cooperating library, it lists all foundations and corporate giving programs in Illinois.

Grant Guides. Cost: \$75. Provides descriptions of hundreds of foundation grants of \$10,000 or more, awarded in broad subject areas. Subject index facilitates searches by listing hundreds of key words. Geographic index lists foundations that have funded projects

by state, and a recipient index helps to track grants awarded to similar organizations in the desired field. These books list major funders by specific field, showing the geographic preferences of foundations and funding received by types of organization.

Subject areas include:

Arts, Culture, and the Humanities
 Children and Youth Services
 Elementary and Secondary Education
 Environment and Animal Welfare
 Health
 International
 Libraries and Information Services
 Religion
 Social Services

The Gale Group

Through their Taft Group imprint, the Gale Group publishes reference works on philanthropy and giving. Taft Group publications are available at the Foundation Center's cooperating libraries and through the Illinois State Library. You may also visit the Taft Group Web site at <http://www.galegroup.com/taft.htm>. Some of the publications available are:

National Directory of Nonprofit Organizations: A Comprehensive Guide Providing Profiles & Procedures for Nonprofit Organizations, Edition 20. The Taft Group, phone: (800) 877-8238; fax: (800) 414-5043. Cost: \$680. Comprehensive guide to the nonprofit world. Covers nonprofit organizations required to file 990 returns with the IRS. Provides annual income figures, names, addresses, and phone numbers of 250,000 organizations—nearly two-thirds of which have incomes in excess of \$100,000. The Directory is organized in two volumes, available separately or as a set. Volume One

lists organizations with annual revenues of \$100,000 or more and Volume Two covers organizations with annual revenues between \$25,000 and \$99,999.

Prospector's Choice, 2003 Edition CD-ROM. Cost: \$1,045. The Taft Group; phone: (800) 877-8238; fax: (800) 414-5043. Provides inside information on the people who make decisions on funding (*i.e.*, officers, treasurers, presidents). Supplies key biographical listings, including alma mater and club affiliation data that will help to identify a prospect's personal interests that will help to draft proposal letters using the information. Provides comprehensive data on nearly 10,000 foundations and corporate giving programs. Also offers a list of recent grants and their recipients along with grant analysis.

Other Publications and On-Line Resources

There are also a variety of publications that can be accessed on the internet using search engines or purchased through internet sites like www.amazon.com. One of the benefits of using the internet is that the sites often have active links to other sites with related information.

Nonprofit Guides And Resources

The Donors Forum of Chicago. 208 South LaSalle, Suite 740, Chicago, IL 60604-1006; phone: (312) 578-0090. An association of Chicago area grant makers whose mission is to promote effective philanthropy. Provides resources for grant makers, nonprofit organizations, the media, researchers, or anyone seeking information on the nonprofit sector. Supplies donor publications, public policy, and links to forum partners. The Donors Forum is committed to promoting relationships between grant makers, nonprofits, and the community at large. <http://www.donorsforum.org>.

The Council on Foundations. 1828 L Street N.W., Washington, D.C. 20036; phone: (202) 466-6512. A nonprofit membership association of grant making foundations and corporations that support foundations by promoting knowledge, growth, and action in philanthropy. Provides assistance to foundation staff, trustees, and board members in their day-to-day grant making activities. Supplies technical assistance, research, publications, conferences and workshops, legal services, and a wide array of other services. The Council addresses the important issues and challenges that face foundations and corporate funders. <http://www.cof.org>.

GrantsDirect.com. A fee based database that lists thousands of organizations that have received grants from hundreds of foundations. <http://www.grantsdirect.com>.

Resources for Nonprofits. Includes a nonprofit resource catalogue and lists many services provided by the United Way. This site offers an extensive collection of Internet links to groups promoting philanthropy and grant making. <http://www.wmich.edu/nonprofit/Resource>.

Action Without Borders. A comprehensive directory of nonprofit organizations and charities. <http://www.idealists.org>.

Non-Financial Assistance

There are several publications available with information pertaining to volunteering and mutual aid and are available through interlibrary loan or directly from the Illinois State Library, 200 South Second Street, Springfield, IL 62701; phone: (217) 782-5505.

Volunteerism: The Directory of Organizations, Training Programs and Publications. R.R. Bowker Publishing, 121 Chanlon Road, New Providence, NJ 07974; phone: (908) 464-6800. Cost: \$131.25. Serves as a guide to information on volunteer programs and is divided into three parts: 1) administrative and organizational resources; 2) an annotated bibliography; and 3) successful programs and common problem areas with possible solutions.

Illinois Directory of Self-Help and Mutual Aid Groups. Self-Help Center, 1600 Dodge Avenue, Suite S-122, Evanston, IL 60201. Provides a listing of self-help groups by topic. Provides advice on starting a self-help group and may be helpful to communities or individuals with a need for non-financial assistance.

Charitable Organizations of the U.S.: A Descriptive and Financial Information Guide. Doris Maxfield, Editor, Gale Research Inc., 835 Penobscot Building, Detroit, MI 48226; phone: (800) 877-4253. Cost: \$180. A comprehensive descriptive and financial guide to major public charities. Information is helpful to groups requiring additional assistance to sponsor or aid social, educational or religious activities; or to provide relief to distressed or underprivileged individuals.

Grant Writing Assistance

There are many sources available with helpful information on grant writing. For example, the *Catalog of Federal and Domestic Assistance* maintained by the Government Services Administration (GSA) has a comprehensive appendix dedicated to developing and writing grant proposals. It is available online at <http://www.cfda.gov>. Also online, the University of North Dakota offers an excellent list of resources and links for writing grant proposals. The Web address is <http://www.und.edu/dept/orpd/ProposalWriting.htm>.

In addition to serving as Foundation Center cooperating libraries, the Donors Forum of Chicago and the University of Illinois offer classes on how to use the reference materials and how to write grant applications. The Donors Forum charges a minimal fee for this service, but UIS provides this service free of charge. For more information contact:

University of Illinois-Springfield

Non-Profit Resource Center
Brookens Library 239
Springfield, IL 62794-9243
Phone: (217) 206-6783

Donors Forum of Chicago

208 South LaSalle, Suite 740
Chicago, IL 60604-3608
Phone: (312) 578-0103
<http://www.donorsforum.org/>

Another organization that provides assistance with grant writing and/or computer searches is the Grantsmanship Center. Access online at <http://www.tgci.com> or contact:

The Grantsmanship Center

P.O. Box 17220
Los Angeles, CA 90017
Phone: (213) 482-9860
E-mail: info@tgci.com

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