

Your Grant Development Action Plan

There are a range of resources that you can use to find funders and best target your grant proposals. This exercise will give you the marching orders you need to get started!

I. Grant Research Resources I'd Like to Use

Instructions: Put a check mark next to the resources that you are interested in using.

Foundation Center's free newsletters

Example: "RFP Bulletin" is a weekly roundup of recently announced Requests for Proposals (RFPs) from private, corporate, and government funding sources. Sign up for newsletters at <http://foundationcenter.org/newsletters/>.

Grantsmanship Center's free monthly newsletter ("Centered")

This is one of the best free training resources for grantseekers! To subscribe, find "join our mailing list" box on left side of the Grantsmanship Center's homepage, <http://www.tgci.com/index.shtml>.

Chronicle of Philanthropy

News source for charity leaders, fundraisers, grant makers, and others involved in philanthropic enterprises. Visit site at www.philanthropy.com and sign up for free newsletters at <http://philanthropy.com/page/Free-Newsletters-From-The/236/>.

Twitter

Increasing numbers of funders are becoming active on Twitter. For a list of foundations on Twitter, go to <https://twitter.com/fdncenter/foundations/members>.

IRS Form 990s

Best free resources for locating foundations' IRS form 990s are Guidestar (www.guidestar.org) and the National Center for Charitable Statistics (nccs.urban.org). With either website, you can simply enter the name of the foundation to link to their annual 990s. A detailed article about how to read 990s is available at <http://www.tgci.com/magazine/Inside%20Form%20990.pdf>.

___ **Grantmakers' associations**

Find your region's grantmakers associations at <http://www.cof.org/about/regionalassociations.cfm>.

___ **Grantmakers' affinity groups**

Affinity groups, such as Environmental Grantmakers Association, allow grantmakers interested in funding similar issues to network and share information. The Council on Foundations shares a comprehensive list of funders' affinity groups at <http://www.cof.org/about/affinitygroups.cfm>. An excellent article from the Grantsmanship Center explains how nonprofits can build bridges to affinity groups: <http://www.tgci.com/magazine/Grantmaker%20Affinity%20Groups.pdf>.

___ **Grant Professionals Association email newsletter**

Grant Professionals Association (GPA) is a national nonprofit that advances grantsmanship as a profession and supports its practitioners. Join GPA email list (for free weekly email updates) by navigating to box on bottom left-hand corner of GPA homepage, <http://grantprofessionals.org/> and entering your email address.

___ **Grants Office "Funded" email newsletter**

This free, monthly newsletter covers a range of topics for grantseekers. Highly applicable to nonprofits seeking state or federal (public) grants. Subscribe at www.grantsoffice.com/efunded.

___ **Grassroots Institute for Fundraising Training "Free Fundraising Tips"**

If you are raising money for social-change causes, this organization can help you. Advice covers grants as well as working with individual donors. Subscribe to their free e-newsletter at <http://www.grassrootsfundraising.org/>.

___ **Grantwriting Revealed: 25 Experts Share Their Art, Science and Secrets**

This free downloadable e-book by grants expert Jana Jane Hexter is the compilation of interviews with 25 of the nation's top grantwriting professionals. Download the book for free at <http://grantwritingrevealed.com/the-book/get-the-book> or purchase a hard copy on Amazon.

__ Free podcasts

Podcasts are a great way to learn about nonprofit grants and fundraising while you are driving or doing chores around the house. My current favorite podcasts (each of which can be found on iTunes) include:

- Tony Martignetti's Nonprofit Radio (<http://tonymartignetti.com/>)
- the Chronicle of Philanthropy's Fundraising Fundamentals (<http://philanthropy.com/section/Fundraising-Fundamentals/538/>)
- the Foundation Center's Philanthropy Chat ([http://grantspace.org/Multimedia-Archive/Podcasts/\(multimedia\)/t](http://grantspace.org/Multimedia-Archive/Podcasts/(multimedia)/t)).

__ Webcasts and webinars (some free, some paid)

Even though it is tempting, try not to multitask when viewing webinars! You will learn more if you focus on the content. Training webcasts and webinars are provided by the Foundation Center's Grant Space (<http://www.grantspace.org/Classroom>), Grants Office (<http://www.grantsoffice.info/Webcasts.aspx>), and Charity HowTo (www.charityhowto.com).

If you are in the southern NJ/greater Philadelphia area –

__ Foundation Directory Online

Available for free use at Cooperating Collection at United Way of Atlantic County (now part of the United Way of Greater Philadelphia and Southern New Jersey) in Galloway, NJ. Details at www.unitedwayac.org and http://www.unitedwayac.org/Non_Profit_Resources.php.

__ Meet the Funders events in Philadelphia (organized by Nonprofit Center at LaSalle University)

Details at <http://www.lasallenonprofitcenter.org/p-33-Panel%20Discussions>.

__ NJ and Delaware Valley grantmakers' associations

In our region, Council of New Jersey Grantmakers (www.cnjg.org) and Delaware Valley Grantmakers (www.dvg.org) are active. On their websites, both organizations provide lists of their members.

My Plan for Finding Potential Funders

Instructions: Refer to the items you put a check mark next to in the section above. Use the boxes below to schedule when you will begin using the resources that interest you the most. Example:

In the next day, I will...

- *Call United Way to schedule appointment to use Foundation Directory online*
- *Sign up for Foundation Center RFP bulletin*

In the next week, I will...

- *Download list of New Jersey Grantmakers members and circle the ones I want to research*
- *Start following foundations I'm interested in on Twitter*

In the next month, I will...

- *Register for a Meet the Funders event*
- *Download 990s for 5 foundations at top of prospect list & analyze their giving patterns*

Your plan:**In the next day, I will....****In the next week, I will...****In the next month, I will...**