

Grant Writing in a Nutshell  
Overview with tips, advice & information



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## **PLAN, PLAN, PLAN!**

Grant writing is 80 percent planning and only 20 percent writing.

You should plan BEFORE you start to look for funders or available money. With a detailed idea of what you want to do, you can take pieces out of it and tailor it to fit a grantmaker's requirements.

To have your 'ducks in a row,' before even searching for grants, think about:

- The community need;
- Collaboration with other organizations;
- Sustainability of project/program;
- Data gathering and collection; and
- Your credibility as an organization.

## **COMMUNITY NEED**

You must establish community need, not your organization's need. The lack of a program is not the problem. Here is where good research/stats are needed to back-up your claim.

- What actions need to be taken?
- Can something be done about the problem?
- What are your resources and knowledge to solve the problem?
- How will the community be different if your project is funded? (outcomes)

## **COLLABORATION**

Think about all the resources available in your community - then try to rearrange them and use them in different ways to make an even stronger, more unique or more efficient program to serve your clients.

How can you work with other members of the community to share resources, responsibilities, risks and rewards?

Asking your clients where they currently receive services could point out potential partners.

Think more than just partnerships that are a list of names, look for people and organizations that share your mission/goals and can work together for the good of the community. It can help provide sustainability after funding, encourage community involvement and increase effectiveness.

More and more funders are asking for interagency cooperation, and even if it is not required it earns you bonus points!

Partnership types include policy making, decision making, funding, advisory, operational, financial and technical.

## **SUSTAINABILITY**

Anyone can start a non-profit or program, but who can continue it? Arizona receives 800 applications for non-profit status a year (although of course not all succeed). More people want a piece of the same sized pie, so it will be harder and harder to secure funds.

Who else is supporting the program?

Where will the funding come from after the grant? The main aim of social enterprise is to generate profit to further their social goals. Can you incorporate this idea? Many non-profit organizations see social enterprise as a way to reduce their dependence on charitable donations and grants while others view the business itself as the vehicle for social change (i.e. creating a business needed by the community that employs gang members, ex-cons, homeless, etc.)

How will the project continue after the grant is gone? Some common sources are volunteers, in-kind/cash leverage, local organizations who pledge support or expanded fundraising activities.

You should be able to demonstrate sustainability for 2 years beyond grant, but different grants may specify different terms.

## DATA GATHERING

Utilize both hard and soft data for a strong proposal

Hard data: statistical information. Lend validity with numbers and figures.

- Stats that describe your community and clientele;
- Descriptions of each of your current and prior programs, with data on the number of participants and the nature of the services you offer;
- Follow-up data on current and prior clients;
- Copies of any formal or informal evaluations of your agency or its programs;
- A list of all current and prior institutional donors/funders; and
- List of agencies that make referrals to your organization and data on the extent of these referrals.

Soft data: anecdotes, stories, testimony, quotes, letters. Correspondence and verbal feedback from:

- Clients, former clients, graduates, etc. as well as their families;
- Referral sources;
- Media stories;
- Awards and commendations received by agency, staff and/or board members;
- Data from visits from representatives of another agency; and
- Information requests you have received from other professionals in your field.

## CREDIBILITY

Why should the funder invest in your project and in you!? Show your accomplishments and how talented your staff is. They want to know you will spend their money wisely, so having a good track record of utilizing money is important.

They are funding you because you are the best to address the needs of the community, not because you are poor! Document facts throughout to build credibility, but start in the Introduction. Resumes of key staff, sample projects that were completed on time or under budget or successful agency audits can help emphasize credibility as well.

## CREDIBILITY FILE

It is important to keep track of whenever your organization or issue relating to your organization is mentioned in the newspaper, on the radio, television or online. These articles can serve as proof of community support in grant writing. Document the police department speaking about homelessness/domestic violence, or prominent members of the community making statements about types of programs, initiatives, etc.

*\*It is a good habit to scan newspapers daily and cut out articles/editorials as you see them to save you this step. Save these and Thank You letters in a scrapbook or folder.*

<http://www.ajnews.com> – archives are free to access/print

<http://www.newszap.com/ApacheJunction/> you must go under “Archives,” “Apache Junction” and search key words. Articles from 2007-on can be purchased for \$2.95 and you must create an account.

Now you can start gathering all the other documentation you will need to submit. Do you have all these on hand, or can you get them easily?

## STANDARD GRANT REQUIREMENTS

- Brief description of your organization's mission;
- Strategic plan (usually 3 years out);
- Statement of the intended results/outcomes, how it will be evaluated to assess how successful it was to completing your mission;
- The current annual income and expense budget ;
- Most recently audited financial statement;
- Total cost of the project, other sources and level of funding, and amount requested;
- Most recent IRS 990 form with complete information;
- Copy of Internal Revenue Service letter of designation as a publicly supported, tax-exempt organization, including identification number;
- Statement describing community support and involvement in the organization and/or project;
- List of members of the board of directors and key staff members and their affiliations and responsibilities;
- Statement of what significance this project will have to recipients and the total community; and
- Statement that includes legal name of the organization and full mailing address.

## **GOVERNMENT vs. PRIVATE GRANTS**

Government grants are typically:

- Detailed;
- Usually competitive;
- Specific detailed instructions;
- No cover letter;
- Specific evaluation criteria; and
- Typical steps include: program planning, funding research, getting the last RFP, getting previous successful proposals, talking to project officer with questions, attending technical assistance workshops, and following instructions.

Corporations and Foundations grants are typically:

- Shorter;
- Less detail;
- Credibility is key!;
- Cover letter; and
- Typical steps include: program planning, funding research, reading the annual report or 990, reading website. Read everything. Talk to past recipients- if staffed, the program officer, if unstaffed, the Board.

## CHOOSING THE RIGHT PRIVATE FUNDER

After carefully and thoroughly planning a program/project for a grant, you can begin looking for possible funders.

When assessing possible proposals, you **MUST** read requirements thoroughly and note details like:

- Page numbers;
- Formatting;
- How it must be bound;
- How it must be delivered/presented; and
- **THE DUE DATE**

## CHOOSING THE RIGHT PRIVATE FUNDER

Check eligibility requirements. Some things to consider:

- Do they work with faith-based organizations?;
- Do they work with start-up organizations? (ones that have had non-profit status 1-5 years before applying) ;
- Do they grant only thru a city or government agency? If so, you can partner with the City to apply for that grant;
- What kinds of grants? Mixture of capital, building/renovation, programs, staff, general;
- Do they accept unsolicited proposals? If they don't and you believe you are a good fit, try to contact a past funder and get a referral;
- What states/cities do they fund? Where are they located? Local and Arizona foundations are more likely to be familiar with the area and be concerned about your non-profit than a national organization;
- Call and ask for clarification on funding cycles, eligibility, etc. if it's not clear;
- Research further: who and what they have they funded in the past, who are the board members, etc.;
- Do you have any connection to anyone on the Board or Foundation? People give to people; and
- *Does their mission match yours?* Funders choose grant requests because they help them achieve their own missions. They can't do it all themselves, so they want to pick people who can do it for them. *Mission match* between yourself and the funder is extremely important.

To view a calendar listing funding deadlines for local grant opportunities and Arizona Foundations, please visit:

<http://ajgrants.posterous.com> or

<http://30boxes.com/widget/8114701/SarahKnaack/7466238ed6e381604bd79efa8e5cb3bb/0/>

## PROPOSAL COMPONENTS

They are different for each funder, which is either foundation or government, but here is a general list. Each grant will have specific requirements that are outlined in the grant solicitation. Read carefully and provide everything they request, and pay close attention to deadlines.

- Cover letter;
- Summary;
- Introduction/Profile of Applicant- start building credibility;
- Problem Statement/Needs Assessment;
- Objectives/Outcomes/Results;
- Approach/Methodology;
- Evaluation Plan;
- Sustainability/Future and Other Funding;
- Budget and explanation of budget costs; and
- Attachments: resumes, key staff, letters of support.

## COVER LETTER

Only needed if private funder. Addressed to Chairperson of Board or anyone you have had contact with and maintained a relationship with. Summarize request and tie in key words.

## SUMMARY

Describes who you are, the scope of your project, and the cost. *This may be all some reviewers read*, so be concise, clear and specific! It helps to write this piece after the rest of the proposal so you can easily draw from the finished portions.

## INTRODUCTION

Broad overview of your organization and accomplishments. Build Credibility!

Think about including: location, population/demographics, mission, staff, philosophy, vision, program, history, clients/constituency, fiscal accountability AND

Evaluation results, growth numbers, demand, success stories, accomplishments, affiliations, awards/recognition, proven expertise, community support, grants, media, one-of-a-kind services, unique aspects.

**Don't** be too philosophy driven or overload on history.

**Do** show organizational capability and results, and show how your experience is related to what you are trying to do in the proposal.

## PROBLEM STATEMENT

Should be people centered. Can use anecdotes or stories to illustrate the problem and add a human face to information and claims. This works well if it is a powerful incident or example that can appeal to the emotions while colorfully showing the need in concrete terms. Can also use quotes from recipients of programs.

### **Nature and Extent of the Problem**

What is happening? To Whom? How Much? Who says? (cite your sources) Paint a picture of the population you propose to serve. Clearly define the nature and extent of the situation you propose to change. Quantify your information, because the funder could ask “so what?”

### **Reasons or Cause for the Problem**

Why is the problem or situation occurring? How do you know? (cite your sources) There may be more than one reason for the problem. Narrow it down to the reasons your organization can address, based on your mission and capacity.

Make sure that the problem you identify and the project you propose match. Avoid identifying a problem of very general scope, then introducing a project that will address a limited part of the problem.

## OBJECTIVE

### **Objective**

Specific, measurable, time-bound statement of desired results. Increase, decrease, improve, reduce, maintain. RESULT WORDS.

Not to be confused with...

### **Approach**

Establish, develop, provide, train, educate, improve access, build, demonstrate, increase numbers of people, services. ACTION WORDS.

Specify a result rather than an activity. Objectives lead to your goal attainment.

### **Sample Objective**

Within 30 days of completion of the JTPA Classroom Training Program, 75% of the 80 participating welfare recipients will have secured unsubsidized employment at a minimum of \$5.25/hr. and will maintain those positions for a minimum of 90 days.

## **METHOD/APPROACH**

Describes activities that will take place to achieve desired outcomes/results. Tells who is doing what, to whom, where, when and why it is being done that way.

- What combination of activities and strategy will you use?
- Why have you selected this particular approach, out of all the possible approaches out there?
  - Discussing alternative methods shows you are aware of different programs in the field and builds credibility that you can defend why you chose this one.

The funder can really see how things will work, what the facility looks like, jobs staff will do, how clients are dealt with, how the volunteers will be recruited, etc.

## EVALUATION

Holds you accountable to the funder with timely reports and helps you maintain accurate records to see if project/program is successful. These records can also be used to build credibility for future grants.

### **OUTCOME Evaluation Plan** (summary)

How effective were you in reaching objectives? This measures the results of the program at the end. Include what data you will collect, when, by whom and how it will be used and analyzed.

### **PROCESS Evaluation Plan** (formative)

Tells how you can make appropriate adjustments to your program as it goes along. Doesn't measure anything, but shows you are assessing how everything's going and how you will know to change it if needed.

### **Data Collection Tools**

Surveys, pre-post tests, client assessments, focus groups, observation by trained personnel, documentation of activity, anecdotes, physical measurements, logs, control/comparison groups.

### **Performance Measures**

They compare actual performance with expected performance and shows whether objectives are being met. They can be an actual number or degree or change, or things like quality of life, field observations or even photos.

## SUSTAINABILITY

Present plan to show funder how your program will continue and thrive after their money is gone. See [page 6](#).

## BUDGET

### **Matching Funds**

These show a dedication and investment on the part of your organization to make your project successful. You are showing devoted staff time and resources. They are also necessary because few organizations have enough cash in savings to match.

### **In-kind**

Time, equipment, space, staff salaries, etc. Must be committed to the goals of the project for which you are applying. For volunteer hours, you can either calculate the equivalent for their services if you had to hire (accountant, janitorial, office manager) or you can go to

[http://www.independentsector.org/programs/research/volunteer\\_time.html](http://www.independentsector.org/programs/research/volunteer_time.html)

Nationally, the estimated dollar value of volunteer time is \$20.25 per hour for 2008. State data for Arizona lists \$18.73 for 2007.

The Bureau of Labor Statistics <http://www.bls.gov/bls/blswage.htm> can be used to determine the value of a specialized skill.

### **Cash match**

Actual funds set aside and dedicated to the project

### **Sponsored grant funds**

Received through a proposal and grant process from another organization

## BUDGET

When putting together your budget, consider the following:

### Personnel:

- Salary- consider number of months in grant period and % of time employed doing grant;
- FICA/benefits;
- Insurance; and
- Consultant/contract service.

### Non-Personnel:

- Space costs- also consider rented/donated facilities, utilities, maintenance/renovations, insurance, telephones, internet;
- Equipment- rental, lease or purchase;
- Supplies- paper, pens, stationary, postage, subscriptions. Use \$125/year/staff member unless starting new program;
- Travel- per diem rates, ground transportation, taxi, mileage reimbursement; and
- Other- catch-all. Tuition, professional association dues, printing, etc.

*\*Always show amount requested and amount donated/volunteered*

### Indirect Costs:

- Other- optional and negotiable, some grants don't allow this to be included.

## ATTACHMENTS

### **Resumes**

Make sure they are up to date and include the staff member's current position and accomplishments at your organization

### **Letters of Support**

Letters from elected officials, other organizations and individuals who benefit from your programs, addressed to your organization (Exec. Director, Chairperson).

Don't have 5 people submit the same letter, make sure they are meaningful and honest.

### **Articles**

Any relevant information from your credibility file. See [page 8](#).

### **Charts, Graphs & Maps**

Don't just include random attachments, your grant application should reference anything included here.

## TYPES OF GRANTS

### Capital Grants

Need to address:

- Land owners- who owns the land on which the building project will take place? If the building is leased, what are the terms of the lease?
- Purpose/allocation- what are the designated purposes for the capital project (with amounts of dollar allocations for each) Who set them? Why?
- Operating costs- Will the operating budget increase or decrease with construction? If so, by how much?
- Fundraising plan- How is the fundraising drive organized: work plan, timing, major assignments?
- Board approval- When was the project authorized by the board of trustees? When will it be finished?
- Regulatory approvals- have all required construction and use permits been obtained?
- Building program and plans: Describing type, number and sizes of spaces, as well as number of clients and staff expected to use the space. Site plans and floor plans in detail to justify cost estimates.
- Total project cost estimates: all major costs like fees for architects, planning permits, utilities, temporary space, contingencies, etc.
- Construction costs- per square foot. Construction cost is divided by the gross square feet of the building.
- Building code compliance- brief description of plans to comply with the 1990 Disabilities Act, other building codes and results of site surveys for hazardous materials.
- Re-use proposals- for any space vacated by new construction or renovation.
- Energy conservation- brief description of applicant's energy conservation program.
- Summary tables: 1 showing projected USES of funds and 1 showing projected SOURCES of funds.

## **Capacity Building Grants**

NOT program development or expansion or capital projects, but for “well-defined projects to develop or refine skills, strategies, organizational systems and structures.”

- Examples: Organizational assessment, evaluation of overall effectiveness and strategic planning;
- Board and/or staff development related to defined objectives for improvement in overall management and governance- training, workshops or conferences;
- Volunteer/membership management; recruitment and retention ;
- Technology- software upgrades, new equipment;
- Fund development planning- revenue diversification and major donor campaigns;
- Succession planning;
- External communications strategies- marketing, media relations, outreach; and
- Mergers and other restructuring efforts

**Program Grants**

Grants to start or continue programs and projects your organization wants to start. These are popular kinds of grants because they are supposed to be direct solutions to community needs. Objectives can usually be measured in how many more people you are serving/helping/impacting.

**General Operating Support Grants**

They do exist, but they are rare. Usually don't write grants for these kinds of expenses.

**Challenge Grants**

Grants are awarded only if you can match their donation in money already raised: i.e. \$7,000 grant if you raise \$7,000.

**Seed Grants/Start-up Grants**

Money to start your organization/project at the beginning until some other sources put in money or support, or you become self-sufficient. Usually has a time period after which you will have to prove you will be sustainable.

## FEDERAL WEBSITES

US Government Portal <http://firstgov.gov>-

Federal Register [www.gpoaccess.gov/fr/index.html](http://www.gpoaccess.gov/fr/index.html)-

Search for all authorized federal assistance programs for which applications are required. [www.cfda.gov](http://www.cfda.gov).

**CATALOG of FEDERAL DOMESTIC ASSISTANCE**

Home Programs Agencies Regional Agency Offices General Info Privacy

### CFDA Statistics: Programs at a Glance

CFDA contains detailed program descriptions for 1,992 Federal assistance programs. The following chart shows the program distribution for the top five issuing agencies.

Agency	Program Count	Percentage
Department of Health and Human Services	378	34%
Department of Agriculture	226	21%
Department of the Interior	203	18%
Department of Education	168	15%
Department of Justice	124	11%

Last updated December 6, 2009

#### About CFDA

Catalog of Federal Domestic Assistance (CFDA) provides a full listing of all Federal programs available to State and local governments (including the District of Columbia); federally-recognized Indian tribal governments; Territories (and possessions) of the United States; domestic public, quasi-public, and private profit and nonprofit organizations and institutions; specialized groups; and individuals.

#### Find Programs

Search now! You do not need an account to search the catalog and view Federal assistance programs.

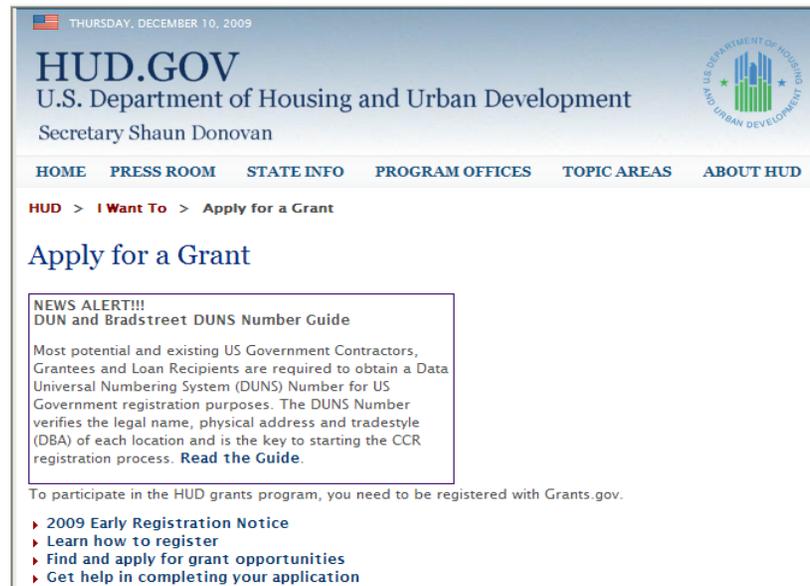
Keyword or Program Number:

Select Assistance Type...

- Advanced Search Form
- Find Programs by Number
- Find Programs by Agency
- Added Programs (since last publication date)

#### RECOVERY

Housing and Urban Development [http://portal.hud.gov/portal/page/portal/HUD/i\\_want\\_to/apply\\_for\\_a\\_grant](http://portal.hud.gov/portal/page/portal/HUD/i_want_to/apply_for_a_grant)



THURSDAY, DECEMBER 10, 2009

**HUD.GOV**  
U.S. Department of Housing and Urban Development  
Secretary Shaun Donovan

HOME PRESS ROOM STATE INFO PROGRAM OFFICES TOPIC AREAS ABOUT HUD

HUD > I Want To > Apply for a Grant

## Apply for a Grant

**NEWS ALERT!!!**  
**DUN and Bradstreet DUNS Number Guide**

Most potential and existing US Government Contractors, Grantees and Loan Recipients are required to obtain a Data Universal Numbering System (DUNS) Number for US Government registration purposes. The DUNS Number verifies the legal name, physical address and tradestyle (DBA) of each location and is the key to starting the CCR registration process. [Read the Guide.](#)

To participate in the HUD grants program, you need to be registered with Grants.gov.

- ▶ [2009 Early Registration Notice](#)
- ▶ [Learn how to register](#)
- ▶ [Find and apply for grant opportunities](#)
- ▶ [Get help in completing your application](#)

[www.Grants.gov](http://www.Grants.gov) You don't have to register to find grant opportunities. However, you must register to apply for a grant. The process takes 3-5 business days and up to 4 weeks if you experience difficulties.



The screenshot displays the Grants.gov website interface. At the top, the logo "GRANTS.GOV" is visible alongside navigation links for "Search", "Contact Us", "Site Map", "Help", and "RSS". A breadcrumb trail shows "Home » For Applicants »".

The left sidebar contains a menu for "FOR APPLICANTS" with the following items: "Applicant Login", "Find Grant Opportunities" (highlighted), "Basic Search", "Browse by Category", "Browse by Agency", "Advanced Search", "Subscriptions", "Get Registered", "Apply for Grants", "Track My Application", "Applicant Resources", and "Search FAQs, User Guides and Site Information". Below this are sections for "APPLICANT SYSTEM-TO-SYSTEM", "FOR GRANTORS", "ABOUT GRANTS.GOV", and "HELP".

The main content area is titled "FIND GRANT OPPORTUNITIES" and includes the following text: "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 [Get Registered](#). This process takes 3-5 business days up to 4 weeks if you experience any difficulties."

Below the text is a section titled "Search Grant Opportunities" with three search options, each with a "Basic Search" button and a right-pointing arrow: "Search by keyword, Funding Opportunity Number (FON) or Catalog of Federal Domestic Assistance (CFDA) number.", "Search by a variety of categories of funding activities.", and "Search from a list of agencies offering grant opportunities."

## REGISTRATION PROCESS for Grants.gov

See the Organization Registration User Guide at <http://www.grants.gov/assets/OrgRegUserGuide.pdf>

The Applicant User Guide is at <http://www07.grants.gov/assets/ApplicantUserGuide.pdf>

Allow at least 21 days to complete all registration requirements.

Before you can register with Grants.gov, you will need the following:

- A. Your organization's **Dun and Bradstreet Data Universal Numbering System (DUNS)** (including plus 4 extension if applicable). To check whether your organization has a DUNS or if your organization requires a DUNS, search for the number or request one at <http://fedgov.dnb.com/webform?rfid=fedrep>.

**What is a DUNS Number?** Dun & Bradstreet (D&B) provides a Data Universal Numbering System (DUNS) Number, a unique 9-digit identification number, for each physical location of a business or organization. Using the DUNS Number as a unique identifier for your organization helps the Government know the business or organization.

**Who needs to get a DUNS number?** Each entity (except individuals) who receives federal grants should have a DUNS number.

**How does my organization get a DUNS number?** All U.S. Government contractors can receive a DUNS number at no charge and, under normal circumstances, within 24-72 hours when using the D&B web form process. Go to <http://fedgov.dnb.com/webform?rfid=fedrep>

- B. A federal **Central Contractor Registration (CCR)** account. If your organization is not currently registered with CCR, please register at [www.ccr.gov](http://www.ccr.gov) before continuing with your Grants.gov registration.

**What is (CCR)?** The primary registrant database for the U.S. Federal Government which collects, validates, stores, and disseminates data in support of agency acquisition missions, including Federal agency. There is no cost to register.

Designating an Electronic Business Point of Contact (EBiz POC) and obtaining a special password called

an MPIN are important steps in CCR registration. These items are needed to submit applications in Grants.gov. *Update your CCR registration annually.*

- C. Registration in FedConnect at <https://www.fedconnect.net/>. Use “Register as a Vendor” link. To create an organization account, your organization’s CCR MPIN is required; obtain the MPIN from your organization’s Electronic Business Point of Contact. Refer to the FedConnect Quick Start guide at the website.

### **Receive grant E-mail alerts**

Subscribe to receive email notification of new grant postings on grants.gov.

[http://www.grants.gov/applicants/email\\_subscription.jsp](http://www.grants.gov/applicants/email_subscription.jsp)

Select Find Grant Opportunities and click on Receive Grant Opportunity Emails. Receive by:

- Funding Opportunity Number (if you know specific grant you are interested in);
- Category of Funding Activity i.e. Housing;
- Selected eligible applicant type i.e. nonprofit, state;
- CFDA Number;
- Agency; and
- All grant notice categories.

## U.S. DEPARTMENTS

- Department of the Interior [www.doi.gov](http://www.doi.gov);
- Environmental Protection Agency- human health and environment [www.epa.gov](http://www.epa.gov);
- Education [www.ed.gov](http://www.ed.gov);
- Health and Human Services [www.hhs.gov](http://www.hhs.gov);
- Department of Labor [www.dol.gov](http://www.dol.gov); and
- Department of Agriculture [www.usda.gov](http://www.usda.gov).

## PRIVATE FUNDERS

<http://azgates.asu.edu/main.aspx?iden=25>- Free, but registration is required. Go to 'Sponsor Search' in lower right corner.

**AzGATES**  
Arizona Grants Access Tool and Resource

**ASU Lodestar Center**  
for Philanthropy & Nonprofit Innovation  
ARIZONA STATE UNIVERSITY

Menu  
• Home  
• About  
• My Account  
• Funder Menu  
• Funding Opportunities  
• Collaborate  
• Resources  
• Contact

**Please Log In**

All users must create a free account the first time they use this site in order to gain access to the full sponsor database and website options. Your personal information will be provided only to other AzGATES users (in the Collaboration area) unless you specify otherwise. We will not sell or distribute your information to outside parties.

Please enter your email:

Please enter your password:

Other options:  
Please use the below links to create a new account or in the event you have forgotten your password.

- [Click here to create a new account.](#)
- [I forgot my password.](#)

[Sponsor Search](#)

[www.guidestar.org](http://www.guidestar.org)- Registration is Free. PDF files of 990-PFs for private foundations. Not searchable by keyword, but by city/state or foundation name.

<http://www.azgrants.com/>- registration required to search by criteria, keyword.

[www.fdncenter.org](http://www.fdncenter.org)- Foundation Center- info about private funders but requires subscription

<http://www.rwjf.org/index.jsp> - Robert Wood Johnson Foundation

[www.fordfoundation.org](http://www.fordfoundation.org)- The Ford Foundation

[www.pewtrusts.com](http://www.pewtrusts.com)- The Pew Charitable Trust

[www.aecf.org](http://www.aecf.org)- Annie E. Casey

[www.cals.ncsu.edu/foundation/corps.html](http://www.cals.ncsu.edu/foundation/corps.html)- Corporate philanthropy

## STUDIES/RESEARCH

Census info for Apache Junction

[http://factfinder.census.gov/servlet/ACSSAFFacts?\\_event=Search&geo\\_id=&geoContext=&street=&county=apache+junction&cityTown=apache+junction&state=04000US04&zip=&lang=en&sse=on&pctxt=fph&pgsl=010](http://factfinder.census.gov/servlet/ACSSAFFacts?_event=Search&geo_id=&geoContext=&street=&county=apache+junction&cityTown=apache+junction&state=04000US04&zip=&lang=en&sse=on&pctxt=fph&pgsl=010)

Community health profile <http://www.azdhs.gov/hsd/chpweb/2003/places/02830.pdf>

Department of Education- stats on school/education/crime in schools/ <http://ies.ed.gov/whatsnew/>

USA.gov [http://www.usa.gov/Business/Business\\_Data.shtml](http://www.usa.gov/Business/Business_Data.shtml)

Department of labor statistics- <http://www.dol.gov/dol/stats.htm>

National Center for Children in Poverty <http://www.nccp.org/faq.html#question4>

Arizona Department of Commerce <http://www.azcommerce.com/Research/>

Pew Research Center <http://pewsocialtrends.org/>

## GENERAL INFO

<http://ajgrants.posterous.com> Grants blog with examples of proposals, a grant funding calendar, grant workshop opportunities, links to resources and general information for Apache Junction non-profits.

[http://www.npccny.org/Form\\_990/990.htm](http://www.npccny.org/Form_990/990.htm) How to read a 990 and what it means.

<http://foundationcenter.org/getstarted/nonprofits/> Grant seeking information and tutorials

<http://www.whitehouse.gov/administration/eop/ofbnp/resources/> Faith-based & neighborhood partnerships info...but grants directed to grants.gov.

<http://www.usa.gov/Business/Nonprofit.shtml> - non-profit tax information, grant info.

<http://www.azgrants.com>- workshops, planning worksheets, articles

<http://www.writing.ku.edu/instructors/guides/grants.shtml> - grant writing guide

Info taken from *The Grantsmanship Center, the Alliance of Arizona Nonprofits "Grantsmanship Essentials" and "Grantwriting 201" workshop by Don Simmons*