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# Grant Seeking and Grant Writing for Tourism-Related Projects

# Agenda

- Free and subscription-based grant funding directories
- Writing skills review
- Writing right! - fun-filled sharing exercises
- Wrap-up/Q & A
- Prize drawing at the end of the full session



# Grants.gov –

<http://www.grants.gov/>



- **Content:** Grants.gov is the **federal** government's e-portal for 26 **grantmaking agencies**. Grants.gov is a central storehouse for information on over 1,000 grant programs and provides access to approximately \$500 billion in annual awards.
- **Find Grant Opportunities!** Start searching for available grant opportunities now. *You do not have to register to SEARCH for grant opportunities but you must register to APPLY.*

# Fundsnet Services Online –

<http://www.fundsnet.services.com/>



- **Content:** This free, reliable Website lists of over 2,000 **government, foundation, and corporate funders**. Regrettably, it has very limited search capability. Funders are listed under funding priority categories that range from Animal Welfare to Women.

# eCivis – <http://www.ecivis.com/>



- **Content:** The eCivis Grants Research Network provides a comprehensive overview of **federal and foundation** grantmakers. Once you subscribe, you will receive thousands of advance notices for funding opportunities well before your competitors receive their free grant alert notices from other government and subscription-based funding database Websites. The online directory allows you to search for grants by keyword, or if federal, by the Catalog of Federal and Domestic Assistance (CFDA) number (usually a five digit xx.xxx number found in federal Notices of Funding Availability [NOFAs]). **eCivis also has a searchable sample grant proposal library with hundreds of examples in various grant request topic areas.**

# GrantStation –

<http://www.grantstation.com/>



- **Content:** GrantStation provides access to a searchable database of **private grantmakers** that accept inquiries and proposals from a variety of organizations; **federal** deadlines, which are updated twice a week; links to **state funding agencies**; and a growing database of international grantmakers.

# The Foundation Center –

<http://www.foundationcenter.org/> 

- **Content:** The Foundation Center's *Foundation Directory Online* provides detailed information about more than 95,000 **U.S. foundations and corporate donors** and 1.7 million grants. In addition, on the home page, there are links to free subscription e-newsletters and the locations of libraries and other public sites that provide free access to this massive database of private-sector funders. Just click on the "Locations" link and scroll down to cooperating collections. On this link, you can click on your Arizona and find **accessible free database sites (libraries)** in Tucson, Phoenix, Prescott, Flagstaff, and Yuma. **Note:** *If you search for grant funding opportunities frequently, you'll want to consider a subscription to the Foundation Directory Online.*

# Big Online America –

<http://www.bigdatabase.com/>



- **Content:** Big Online America provides access to a comprehensive keyword and field searchable database of detailed information and profiles on 35,000 foundations, corporate donors, matching gift programs, in-kind donations, and government grantmakers. Recent database additions include granting information for over 22,000 of the largest American and Canadian foundations—more than 1.1 million grants totaling over \$40 billion from 1999 to 2003. In addition, subscribers can read almost 200,000 funder news releases and articles gathered from some 4,500 news sources scanned daily for granting news related to the funders profiled in Big Online.

# Just Grants Arizona –

[www.azgrants.com](http://www.azgrants.com)



- Arizona's only annual print directory of philanthropic resources exclusively for Arizona grantseekers! easy-to-use online searchable database offers detailed, current profiles of over 2,000 corporations and foundations that make grants in Arizona - right at your fingertips, 24 hours a day, 365 days a year!

# How to Search Effectively

- **Keep it simple!** Many of the online databases have searchable information fields. In some you are able to search a funder's profile by subject area, eligible applicant, and geographic area. Remember to use one or two word search terms only. Longer entries will eliminate potential funding sources!

# Using a Search Engine

- When every funding database and grant alert Website fails to net the right opportunity, don't hesitate to use Google or another search engine to locate elusive information on grant funding announcements. Remember to always type in a full search term for best results, such as: "tourism." Granted you'll be scrolling through pages of links, but you will find leads on something relevant to your funding needs. If this general search fails to produce specific funders that will award grants in Arizona, add Arizona to the search term: "grant for tourism + Arizona."

# Questions on Funding Databases?



# Research and Writing Skills Needed

- Ability to use a word processing program to type your grant request.
- Ability to develop a project management plan that details the tasks you'll need to complete and the deadlines for completing each task.
- Ability to uncover the need for the proposed tourism project through a needs assessment. **Note:** *You'll be using the findings of the needs assessment to build your statement of the problem in the funding request.*
- [http://alumnus.caltech.edu/~rouda/T2\\_NA.html](http://alumnus.caltech.edu/~rouda/T2_NA.html).
- [http://nonprofitfundraising.suite101.com/article.cfm/writing\\_problem\\_statements\\_for\\_nonprofit\\_grants](http://nonprofitfundraising.suite101.com/article.cfm/writing_problem_statements_for_nonprofit_grants).

# Research and Writing Skills Needed

- Ability to develop a comprehensive solution to the problem. **Note:** *The proposed solution to your need evolves into the plan of action or program/project design with goals and measurable objectives, timelines, staffing profiles for who's in charge of project management and implementation, and an evaluation (ability to demonstrate fulfillment of the implementation process to funders and vested stakeholders in the community).*
- <http://nonprofit.about.com/od/foundationfundinggrants/a/goalsobjectives.htm>.
- <http://nonprofit.about.com/od/foundationfundinggrants/a/proposalmethods.htm>.

# Research and Writing Skills Needed

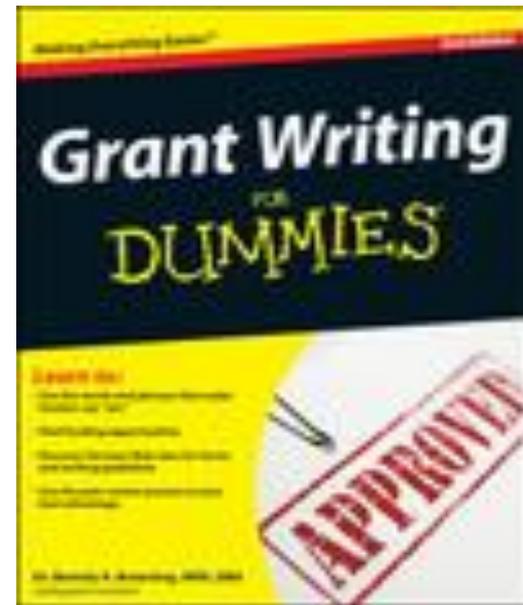
- Ability to develop a project budget that incorporates future costs if your grant request is not funded immediately.
- Ability to proof and edit your writing.
- Ability to identify potential local, regional, statewide, and national partner agencies that will take an action-oriented role in providing technical assistance, services, money, or other resources to further enhance the grant-funded initiative for your organization.
- <http://faculty.normandale.edu/~grants/InstrDevelopingBudget.pdf>.
- <http://www.fns.usda.gov/Disasters/pandemic/framework.pdf>.

# Research and Writing Skills Needed

- Ability to obtain letters of commitment (if requested by the funder) from your organization's partners.
- Ability to fill out all online or paper forms required by the funder.
- Ability to obtain authorizing signatures on grant application forms from administrators in a timely manner (well before the grant application is due!).
- <http://faculty.normandale.edu/~grants/ManualLtrSupportInstructions.pdf>.

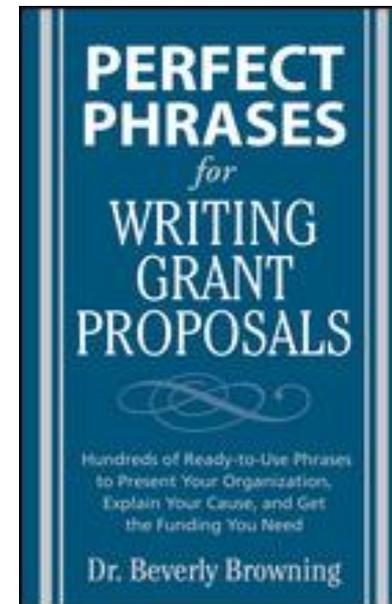
# Desktop References

- **Grant Writing for Dummies** (Wiley), author is Dr. Beverly A. Browning. In this 3rd edition, readers will soon discover that this book serves as a one-stop reference for anyone new to the grant writing process or who has applied for grants in the past but had difficulties.

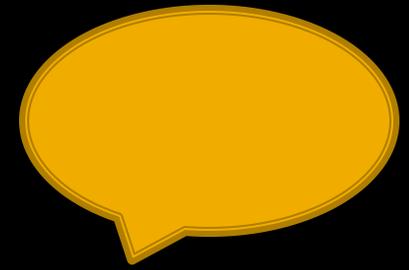


# Desktop References

- **Perfect Phrases for Writing Grant Proposals** (McGraw-Hill), author is Dr. Beverly A. Browning. The Right Phrase for Every Situation...Every Time describes this book best!



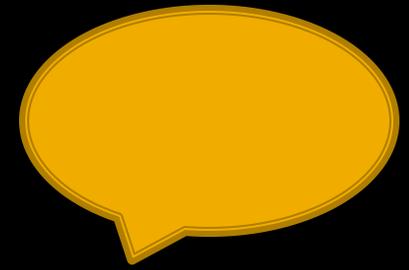
# Writing Right! - Needs



- *Time to put on your thinking caps and write your story of woe!*
- *Write 10 sentences on the tourism-related needs in your community. Weave gloom, doom, trauma, drama, and validated needs language into your statement.*

## Right vs. Wrong Writing

# Writing Right! - Solutions



- Write one goal statement. Start with **PROVIDE....**
- Write one measurable objective for your tourism project. For example: **By the end of 2010, increase tourism in Ash Fork, Arizona by 20% or more by developing community marketing materials and partnering with the Arizona Department of Tourism's national marketing initiative.**
- Write three activities/tasks to be completed once you have your grant award.

## Right vs. Wrong Writing

# What Did You Learn New Today?



# Wrap-up/Q & A

