

**A Grant Writer's  
Research  
Guide  
to the Internet**

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## **Table of Contents**

|  |    |
|--|----|
| Acknowledgements .....                         | 2  |
| Introduction.....                              | 3  |
| Webcrawlers and Search Engines.....            | 5  |
| Finding Foundations and Corporate Givers ..... | 6  |
| Government Grants Information.....             | 12 |
| Researching Individual Donors.....             | 15 |
| Grant Writing Resources on the Web .....       | 16 |
| Education and Research Grants Information..... | 19 |
| Arts and Culture Grants Information.....       | 20 |
| Environmental Interests .....                  | 20 |
| Individual Grants/Scholarships .....           | 20 |
| Native American Grants .....                   | 22 |
| Fundraising Online.....                        | 22 |
| Professional Associations .....                | 23 |
| Non Profit Management .....                    | 24 |
| Listservs and Discussion Groups Online .....   | 25 |

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I hope that this project will enable everyone who reads it to write bigger and better grants than they ever dreamed possible.

## Introduction

### Finding Your Way Through the Web

Using web resources for grant writing can be a daunting task. You can never reach the end of the Web. There is always someone out there creating a new web site or revising the one you found last week.

One thing that I believe is useful to everyone is to understand how Web addresses work.

It is important to understand a web address so that if you run into problems, you can still find ways to locate what you want. Sometimes a web site blocks direct access to a certain page. It will force you to go to their home page first and then use their links to arrive at the actual web page you want to look at. When you eventually find the correct page and look at your browser you may discover that it is the exact web site you originally asked for but were told didn't exist! Other times the Webmaster has reorganized the site and moved the link so an address you used previously will no longer work. I will show you how to overcome these problems by first explaining what you are seeing when looking at a web address (without the technical jargon which no one but a web designer understands anyway!)

One common problem is using the wrong 'extension' when looking for a site. Here is a key to what the extensions **.com**, **.gov**, **.edu** and **.org** mean

When you see an address that ends with the extension **.com**, you are looking at a commercially operated site.

When you are looking at an address that ends in **.gov** you are looking for a government address.

When the address ends in **.org** you are looking for a site operated by a non-profit organization. Non profits qualify for a discount rate because of their status as a non-profit. Some non-profits are unaware of this advantage and will function from a .com site instead.

When the address ends in **.edu** it is an educational institution address.

The home page address will end with one of the extensions. Like the address for the Dept of Labor which reads: <http://www.dol.gov>.

Let me give you a common example you will run into when trying to locate a web site.

When I was doing the research, I was referred to the following address with the Department of Labor where I would be able to find government information and services, which would assist non-profit organizations. I was given the address

<http://www.dol.gov/public/nonprofit/main.htm>. When I tried to access this address with my web browser I got an error message. I tried again but this time I removed part of the address. To do this you start at the right hand end of the address and work backwards. Each slash mark (/) represents a page in the web site. By removing the information after the last slash you will be requesting the previous page. So I removed the /main.htm and instead requested

<http://www.dol.gov/public/nonprofit>.

It still would not open so I removed another section (/nonprofit) and asked for <http://www.dol.gov/public>.

It still would not work so I removed another section of the address (/public), which gave me the basic Web site home page: <http://www.dol.gov/>. (Which I explained earlier was the Web site address up to the point it ended in **.gov**) This took me to the home page. Once there, I

noticed there was an option to click on 'more Audiences'. Since nonprofits weren't listed anywhere else, I tried it. Once I was on that next page there was a place to click for 'Non Profits'. This indeed was the web page I was looking for. When I checked my web browser for the actual address, lo and behold it was the one I initially asked for:

<http://www.dol.gov/public/nonprofit/main.htm> I wasn't actually given wrong information, it was just that the web site would not support direct access to its underlying pages.

Now that you know this little trick, you will find it easier to locate web addresses as long as the main web site is still functioning. If the web site home page is shut down there is nothing to do but look for a new source. Sometimes a web site will move its address but they usually try to give a forwarding web site for a period of time. However, like forwarding phone numbers and mail addresses, this only works for a limited period of time and generally it only works for the main home page address, not the extension pages.

Grant writing research is an art that is changing rapidly as the World Wide Web grows exponentially. The Web now provides quick access to information that previously took days or weeks to locate and obtain copies of.

Many foundations (over 2400 at this writing) and government departments now maintain their own web sites or join organizations that either maintain a website for them or have links that lead the researcher to their website. Some foundations will even provide the grant guidelines and applications online. Most have to be printed off, filled out and then returned by regular mail. But even that could change tomorrow.

Starting in 2002, some government departments will be requiring the entire application process to take place online. For example, the Nevada Arts Council required that all applications be filled out online by the deadline. Supporting documentation and signed authorizations still had to be mailed by the deadline too. So the postal service is not completely out of the picture.

Online applications may be the wave of the future to streamline the process, but it is not without drawbacks for grant writers. For example, the online process will remove all formatting from your narrative (underlining, quotations marks, highlighting etc). You may create the document in Word with all of your formatting intact but when you copy and paste it into the correct box in the online form you will be surprised to find all of it removed. Formatting techniques is something grant writers have come to rely on to make their applications stand out. For now, that is restricted by the type of formatting the computer program allows. But who knows what the future holds? Surely someone will come up with a way around this in order to create a more attractive proposal. The argument in favor of this is that it puts all proposals on 'equal footing' by not allowing any attractive improvements.

Another drawback is the way it forces the budget to be presented. All categories have to be re-arranged to fit into their boxes and categories rather than the spreadsheet approach used currently.

Of course the problems that are raised will most likely be changed by the time the next grant requests are ready to be turned in. So be flexible so you are not caught by surprise.

If you are reading this information online or on disk you will note that some words and web addresses are blue and underlined. This is an enhancement of the Microsoft Word program that makes these addresses automatically into hyperlinks. If you are using a computer that is turned on to the internet, you can move your cursor to the hyperlink word or address and click once with your mouse. You will be taken directly to Microsoft Explorer and the web site that you clicked on.

## What is a Search Engine?

A Search Engine is a program that allows you to type in a subject or name and it will search the entire web for a match. This can result in a ridiculous number of 'hits' unless you are able to refine the search through an advanced search program that will narrow the results. Some search engines will even research several other search engines at the same time to give a good cross-reference of results. These are called **Web Crawlers**. This may sound confusing but each search engine uses different parameters for answering your question. As a result, one search engine that is good for finding an organization on the web may not be the best one for finding a person on the web. Some search engines will allow you to use Boolean terms to refine a search (terms like 'and' 'or' or 'near') while others will not. Some will search phone directories but not newspaper articles. This will make a huge difference in the quality of the search results.

You will learn by experience which ones work the best for the type of research you are doing. You also will find that search engines and web pages change over time. A lot of this is driven by the financial condition of the company providing the service. If they are able to get sufficient financial backing, they will have plenty of resources to keep their information current and adapting to the needs of users. If they are failing financially or having some kind of internal organizational problems, you might find that their information is getting stagnant. So try to have more than one source in mind when looking for information that needs to be timely.

All search engines and web sites are organized in alphabetical order by topic, not by importance or quality of content. Many of the descriptions are taken from the web site itself or from research done by the referring web site or sources such as the Foundation Center's Grantseeking on the Web manual or the University of Wisconsin's web pages.

## Webcrawlers and Search Engines

### All The Web

<http://www.alltheweb.com>

*All The Web* is a web crawler that has easily accessible instructions on advanced searching that help make your research more concise.

### Altavista

<http://www.altavista.com>

*Altavista* allows advanced search, language search and free form Boolean search (using AND, OR, AND NOT, NEAR)

### Ask Jeeves

<http://www.Askjeeves.com>

*AskJeeves* is very good at finding a wide variety of information and giving tips for more searches.

### Dogpile

<http://www.dogpile.com>

*Dogpile* is a Webcrawler that will search Overture.com; Askjeeves; Looksmart; FindWhat; Sprinks; About; Ah-Ha; Epilot; SearchHippo; Kanoodle to find an answer to your question.

### Google

<http://www.google.com>

Google allows advanced search capability. It also allows you direct link to access the AltaVista, Excite, Lycos, and Yahoo! search engines

**Lycos**

<http://hotbot.lycos.com>

*Lycos* has an advanced search capability that is the most complex on the web.

**Metacrawler**

<http://www.metacrawler.com>

Metacrawler is a Webcrawler that will search simultaneously in About, Altavista, AskJeeves, Findwhat, Kanoodle, LookSmart, MetaCatalog, Open Directory, Sprinx, and Overture to find your answer.

**NorthernLight**

<http://www.northernlight.com>

*NorthernLight* is a web crawler that features Newswires, newspapers, broadcast news transcripts Business & trade mags, academic & scientific journals Analyst reports: Investext, MarkIntel, EIU, ICON

**Profusion**

<http://www.profusion.com>

*Profusion* at is a web crawler that claims to search 1000 sources.

**Yahoo!**

<http://www.yahoo.com>

Yahoo is a popular search engine for finding a wide variety of things. It has an advanced search capability that helps to narrow down your search to meaningful results.

There are certain web sites that are specifically useful to grant writers and I will organize them by more specific categories of research. You will find some web sites are repeated in different categories because of their usefulness.

## Finding Foundations and Corporate Givers

**About.com**

<http://nonprofit.miningco.com/index.htm>

**About.com: Nonprofit Charitable Organizations** is an exceptional site for comprehensive coverage. Includes articles on current issues, complete with archives, and a potpourri of links. *About.com* (formerly, The Mining Co.) maintains quality Web sites, with each category managed by a single (and accessible) editor. Subjects which can be found here are *starting a nonprofit, nonprofit news, job information, foundations, help with grants, international sites*, and more.

**Action Without Borders**

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

Through its project, **Idealist**, this nonprofit first serves as a guide to locating over 27,000 international nonprofits in 153 countries and resources or U.S. nonprofits with international projects. Arranged by country, state, and topic or issue. See its **Resources** section and **Tools for Nonprofits** for assistance by area of service and help with such issues as use of the internet and technology. Especially know for its international focus on volunteer opportunities, nonprofit jobs, internships. Includes **News Updates from Around the World**, and more. (Note: the search engine for finding volunteer opportunities is quite unique.) *Action Without Borders* is a nonprofit based in New York.

### **American Journalism Review**

<http://www.ajr.org>

This site includes worldwide links to thousands of news organizations online. You can also search some 18,000 links to newspapers, magazines, broadcasters, and news services worldwide, including pre-selected top sites.

### **Association of Small Foundations**

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

The *Association of Small Foundation* was formed to assist foundations that do not have staff. The ASF has 990PFs of members posted on this web site and also hosts individual web sites for their members.

### **Business Wire**

<http://www.businesswire.com>

This site has searchable company press releases by date, industry, or company. It also includes some corporate profiles and related web sites.

### **The Chronicle of Philanthropy**

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

The *Chronicle of Philanthropy* is a grants newsletter. It has many articles of interest to grant writers but not all are available for free. You can subscribe to this newsletter and have full access to the site for \$67.50 /yr. You can also access their Guide to Grants at <http://www.philanthropy.com/grants/> for \$199/yr.

Contains articles, statistics, grant Deadlines and other announcements, and a host of other resources. The Internet Resources section includes a detailed selective listing of Internet sites arranged into the categories. The first category, General Non-Profit Information, includes an annotated section, General Non-Profit Resources - a good place for newcomers. Other categories include Gifts and Grants, Fund Raising, Managing Non-Profit Groups, Technology, , Information for Donors, and Information by Subject Area. Some features are for subscribers only, but well worth the cost - for instance, Guide to Grants database of all corporate and foundation grants listed in the Chronicle since 1995, and the Nonprofit Handbook.

### **CompaniesOnline**

<http://www.companiesonline.com>

*CompaniesOnline* can provide you with information such as a company's address, URL, phone number, contact name and title, sales volume, and number of employees, about the companies behind web site. Here you can find information on 500,000 public and private companies.

### **The Corporate Community Involvement**

<http://www.CCInet.org>

This is the site from the *Charities Aid Foundation*. It demonstrates how businesses are supporting their communities by providing links to hundreds of company CCI web pages. It has extensive search facilities enabling visitors to find company giving web pages, and the pages of various organizations working independently on corporate responsibility, in a number of ways. It currently has 271 companies involved with its website.

### **Corporate Information**

<http://www.corporateinformation.com>

*Corporate Information* is an intensive information page on companies around the globe. It has 20,000 listed on its website and access to another 350,000 profiles indexed by their search engine.

### **Council of Foundations**

<http://www.cof.org>

*The Council on Foundations* is a nonprofit membership association of grantmaking foundations and corporations. For over 50 years, the Council on Foundations has helped foundation staff, trustees and board members in their day-to-day grantmaking activities. Through one-to-one 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.

### **CyberGrants**

<http://www.cybergrants.com>

This for-profit company works to bring nonprofits and grantmaking organizations together via the Internet. The site offers nonprofits the opportunity to research grant guidelines and create online proposals that are submitted directly to member grantmakers. Participating private foundations and corporate giving programs, which pay a fee, are provided with access to a grantmaking and reporting system that facilitates online proposal review.

### **David Lambs Prospect Research Page**

<http://www.lambsresearch.com>

Lamb, a former development officer at the University of Washington, has attempted to “separate the wheat from the chaff” in describing truly useful Internet sites for researching corporations, foundations, and individual donors. The site includes links to directories of doctors, dentists, lawyers, and airplane owners, as well as to online news sources and public records databases. What’s nice about the Prospect Research Page is that Lamb has distilled the overwhelming number of potential sources of information on the Internet into a relatively small selection of sites, which he has thoughtfully annotated. The casual visitor can tell that he or she is in capable hands.

### **Deborah L. Kluge (Independent consultant)**

<http://www.proposalwriter.com/grants.html>

An excellent, well-maintained and updated resource - one of many organized by consultant, Deborah L. Kluge. Includes a host of other related topics such as government funding, business finance, grant resources by subject, proposal writing, international grant makers, and much more.

### **The Dialog Corporation**

<http://www.dialog.com>

This is a fee for service information company that offers very sophisticated search capabilities. Dialog has been the source of online information for 25 years. It offers hundreds of databases representing a broad range of disciplines, company directories, news sources, general reference, biographical information etc. A complete listing of databases is available at Dialog Web <http://www.dialog.com/products/dialogweb> ; Dialog Select (designed for novice users) is available at <http://www.dialog.com/products/dialogselect> ; The Foundation Directory database and Grant Index is also available on Dialog Web and Dialog Select along with other databases. The Dialog corporate and biographical databases are extensive and can be extremely useful to grant seekers. Corporate information on Dialog can be searched geographically, providing you with an enormous list of companies and top executives as potential funders. You can also use the archived business newspapers and journals as well as press releases to find information on past corporate giving and company giving interests.

### **Dow Jones Interactive**

(<http://ip.dowjones.com>)

*Dow Jones Interactive*, (fee for service) based on the Dow Jones News/Retrieval service, is an online business news and research tool that provides access to breaking news from more than 6,000 global sources, a custom news-tracking tool that automatically filters news and information based on an individual's needs, and a company/industry center where you can conduct in-depth research on a company, industry, or marketplace by consulting leading research and financial information providers. Dow Jones provides same-day access to full-text editions of the *Wall Street Journal*, *New York Times*, *Washington Post*, *Financial Times*, and *Los Angeles Times*.

### **EDGAR Database of Corporate Information**

<http://www.sec.gov/edgarhp.htm>

The Securities and Exchange Commission requires all public companies over \$10 million in assets and more than 500 shareholders to file registration statements, periodic reports, and other forms electronically through EDGAR. Anyone can access and download this information for free. You will find links to a complete list of filings available and search instructions.

### **Edgar Online**

<http://www.edgar-online.com>

*Edgar Online* is the same data base as above, but the interface is more user-friendly and is fee based for services.

### **European Foundation Centre**

<http://www.efc.be>

The European Foundation Centre (EFC) promotes and supports the work of foundations and corporate funders active in and with the European community. The free Orpheus database includes profile of more than 500 foundations interested in European grantmaking. The site also includes a newsroom and a variety of other free resources for grantseekers.

### **Forbes People**

<http://forbes.com/people>

*Forbes* magazine has made available, in database format, a variety of lists of wealthy individuals and companies including the Largest Private Companies in the US, the Richest People in the World, the Richest People in America, etc

### **The Foundation Center**

<http://www.fdncenter.org>

*The Foundation Center* was established in 1956 to help grantseekers find information on foundation funding for nonprofits. General information **About the Foundation Center** is a good place to start, or begin with the **Site Map**. Its **Learning Lab** features resources such as **FAQs**, a **User-Friendly Guide to Funding Research** and a **Proposal Writing Short Course**, an **Online Librarian** and more. The **Researching Philanthropy** section includes **Links to Nonprofit Resources** and the *Literature of the Nonprofit Sector* database. Other sections of the Foundation Center Web site include the *Philanthropy News Digest* for current articles and the *RFP Bulletin*. See also the **Finding Funders** section which provides specific links to private, corporate, public and community foundations,

*The Foundation Center* has a database that contains information on 68,000 foundations in the U.S. You can access a limited amount of the information for free or you can subscribe to their online service ( <http://www.fconline.fdncenter.org/> ) at rates that vary from \$19.95/month to access the 10,000 largest donors up to \$149.95/month for access to information on 68,000 foundations and 150,000 grants for a single user. This information is also available for free on

CD rom at The Foundation Centers and cooperating collections throughout the U.S. You can check the website for a location nearest to you. For the Reno area, the Foundation Center CD Rom is available at the Washoe County Library or at the TMCC Edison Campus Redfield E-Library. The CD Rom versions are updated twice a year and the online version is updated as often as information becomes available.

In addition, with the CD Rom and online you can also access information on corporate grant makers, grant making public charities, and community foundations.

### **Fundsnet Services**

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

*Fundsnet* has links to both government and foundation grant maker sites along with grant writing resources and targeted grants information.

### **Gifts In Kind**

<http://www.giftsinkind.org>

*Gifts in Kind* is identified by the Chronicle of Philanthropy as the 7<sup>th</sup> largest charity in the country. You can sign up for your non-profit organization to receive products through their program. Product categories include: Technology; Office Supplies; Building Supplies; Educational/Recreational; and Consumer Products. They also have programs for Discount and Retail products.

### **Grants and Related Resources**

<http://www.lib.msu.edu/harris23/grants/grants.htm>

Includes every conceivable topic on grantsmanship and grantseeking from every type of grantmaker. Innumerable other topics covered: charities, jobs in nonprofits, nonprofit resources and nonprofit virtual libraries, prospect research, volunteerism, fundraising, mailing lists and discussion forums, etc. A first-rate site by Jon Harrison at Michigan State University Library's Funding Center, a Cooperating Collection of the **Foundation Center** (listed above).

### **Grantscape**

<http://grantscape.com>

Part of the Web site of Aspen Publishers, Inc., *Grantscape* is a guide to grantseeking, taking the grantseeker through the grantseeking process step-by-step, from initial research to accepting the grant, and even dealing with rejection. The site includes a brief how-to section on proposal fundraising. Also at this site is an annotated links page to other online fundraising instructional resources and Aspen's own catalog of fundraising titles.

### **GrantSelect**

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

The *Grant Select* program is a subscription program that has access to 10,000 funding sources. An interesting twist to their subscription program is that it allows you to select only the area that applies to your organization, which affects the cost tremendously. For example, if you want to access their entire database plus email alerts, the cost is \$1500/yr. However if you only want access to the arts and humanities database plus email alerts the cost is \$500/yr. If you only want email alerts the cost is further reduced to \$350/yr. Universities, school districts, community nonprofits and researchers use this database.

### **GuideStar**

<http://www.guidestar.org>

*GuideStar* is a source of information on Foundations including the newest 990PF forms. You can find it at *GuideStar* allows free access to information on 850,000 IRS recognized nonprofits. *GuideStar* allows foundations to verify the non-profit status of charitable organizations

that are soliciting support. The free information on foundations includes summary; mission & programs; goals and results; financials; leaders; needs & opportunities; newsletter; press releases; form 990 and full report. *Charity Check* and *GuideStar Analyst Reports* are available by subscription for \$1000 per yr or individually for a fee.

### **Hoovers Online**

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

*Hoovers* focuses on business news and business movers and shakers. It lists stock information, executives, IPOs, Dunn & Bradstreet information. Some of its information is available only by subscription.

### **Internet NonProfit Center**

<http://www.nonprofits.org>

The *Internet NonProfit Center* aims to provide free, easily accessible information on nonprofit organizations, wise giving practices, and issues of concern to donors and volunteers. A major component of the site is the Nonprofit FAQ, which catalogs frequently asked questions—and their answers—as posed in e-mails sent to foundations, Usenet discussions, and other sources. This set of FAQs is divided into five broad categories: organization, management, regulation, resources, and development. You get to see what professionals in the field have to say on topics like special events, direct mail, corporate sponsorship, and enlisting celebrity support for an organization. The site also has a “library,” which offers essays and data about the nonprofit sector.

### **Internet Prospector**

<http://www.internet-prospector.org>

*Internet Prospector* is a service provided by volunteers nationwide who research the Web for corporate, foundation, and biographical information in order to find leads on prospects for nonprofit fundraisers. This service is invaluable for the prospect research community, but anyone seeking international or online news sources will find this Web site useful. You'll find an online newsletter and an archive of past issues, a guide to search engine prospecting with sample search results, tips for foundation searches, international audio and video Web content, and “Using Zip Code Demographics For Prospecting,” a specialized Internet research tool.

### **Lexis-Nexis**

<http://lexis-nexis.com>

Lexis-Nexis (a fee for service company) provides online access to legal, news, and business information services. There are thousands of databases accessible between the two services. The Lexis service contains major archives of federal and state case law, continuously updated statutes of all 50 states, state and federal regulations, and an extensive collection of public records from U.S. states and larger counties. The NEXIS service is a news and business information service that contains more than 30,000 news, business, and legal information sources. These include regional, national, and international newspapers, newswires, magazines, trade journals, and business publications. NEXIS also offers brokerage house and industry analyst reports; business information from Dunn & Bradstreet; public records such as corporate filings, company records, and property records; and tax information.

### **Michigan State University Grants and Related Resources**

<http://www.lib.msu.edu/harris23/grants/grants.htm>

The amount of information available on these pages is nearly overwhelming, but Jon Harrison of the University of Michigan Libraries has created a site that is well organized and

cleanly designed. You won't get lost. Most valuable here are the annotated lists of resources (print, electronic, and online) for grant information in particular subject areas, from Arts and Cultural Activities to Religion and Social Change. For each subject area, Harrison gives abstracts of useful print resources, descriptions of databases, and links to online information. There is a substantial section of information on grants to individuals, including financial aid. Harrison also has assembled an impressive bibliography, with links, on grantsmanship techniques, including lots of information on fundraising research and proposal writing.

**Philanthropy New Digest**

<http://fdncenter.org/pnd>

You can access the *Philanthropy New Digest* to find out current information on the activities of foundations.

**PNN Online**

<http://pnnonline.org/>

You can subscribe to this online newsletter. The newsletter has updates on what is new in the world of philanthropy and has links to jobs related to non-profit work. You can even post a resume online.

**PR News Wire**

<http://www.prnewswire.com>

This site includes Company News On-Call, a complete, current, three year database of all stories appearing on PR Newswire from participating companies.

**ProQuest Direct**

<http://www.umi.com/proquest/>

*ProQuest Direct* provides access to a large collection of information, including summaries of articles from more than 8,000 publications, with many in full-text, full-image format.

**RFP Bulletin**

<http://www.fdncenter.org/pnd/rfp/index.jhtml>

*The RFP Bulletin* is a source to find what organizations that are advertising their requests for proposals for projects.

## Government Grants Information

**The Catalog of Federal Domestic Assistance**

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

This web site gives you access to a database 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.

*The Catalog of Federal Domestic Assistance* is the primary source of information on federal grants and nonfinancial assistance programs, although actual funding depends upon annual budget appropriations. For example, some programs may exist in the catalog, but receive no funding for a certain budget year. The Catalog on the World Wide Web can be searched using various indexes, including keyword searching, and browsable listings by department, agency, program, subject, and recipient. The Internet version also links to Office of Management and Budget (OMB) circulars affecting programs. (Source: Congressional Research Service)

### Catalog Indexes

- Search by keyword <http://www.cfda.gov/query/query.htm>  
Broad subject or topic index: <http://aspe.os.dhhs.gov/cfda/ifun.htm>  
Target or beneficiary group index: <http://aspe.os.dhhs.gov/cfda/iben.htm>

### Browse Programs

- Listed alphabetically: <http://aspe.os.dhhs.gov/cfda/ialph.htm>  
By federal department: : <http://aspe.os.dhhs.gov/cfda/idept.htm>  
By independent and other agencies: <http://aspe.os.dhhs.gov/cfda/ideptaa.htm>

### Developing and Writing Grant Proposals <http://aspe.hhs.gov/cfda/ia6.htm>

This site (*Catalog* Appendix VI) provides guidance in formulating federal grant applications, including initial proposal development, basic components of a proposal, review recommendations, and referral to federal guidelines and literature.

### Federal Agency Regional and Local Offices <http://aspe.os.dhhs.gov/cfda/ia4.htm>

To better develop a grant proposal, search a department agency's Web site to learn more about its programs and objectives. Some government departments or agencies have Web pages specifically designed for nonprofit organizations or for seekers of state and local government grants (see below).

### Federal Benefits and Grants <http://firstgov.gov/>

Part of a federal Web Site with one-stop access to all online U.S. government resources.

### The Federal Commons <http://www.cfda.gov/federalcommons/>

The *Federal Commons* is an Internet grants management portal serving the grantee organization community. This portal lets you quickly go to the department you are going to use to obtain a grant.

### The Federal Register [http://www.access.gpo.gov/su\\_docs/aces/aces140.html](http://www.access.gpo.gov/su_docs/aces/aces140.html)

The *Federal Register* is the official daily publication for Rules, Proposed Rules, and Notices of Federal agencies and organizations, as well as Executive Orders and other Presidential Documents.

### Grants Management Web Site <http://whitehouse.gov/omb/grants/index.html>

The Office of Management and Budget (OMB) establishes government-wide grants management policies and guidelines through circulars and common rules. OMB Circulars are cited in *Catalog* program descriptions. ON the internet version on the *Catalog*, sections sometimes hotlink directly to OMB Circulars, others just give *OMB Circular* numbers, which may then be printed from this Web site.

### Non Profit Gateway <http://www.nonprofit.gov/index.html>

A network of links to federal government information and services devised to assist nonprofit organizations.

Examples:

|   |   |
|---|---|
| USDA Nonprofit Gateway  | <a href="http://www.usda.gov/nonprofi.htm">http://www.usda.gov/nonprofi.htm</a>                                   |
| Small Business Administration   | <a href="http://www.sba.gov/nonprofit/">http://www.sba.gov/nonprofit/</a>   |
| Education: Funding Opportunities  | <a href="http://www.ed.gov/funding.html">http://www.ed.gov/funding.html</a>                                       |
| Environmental Protection Agency   | <a href="http://www.epa.gov/epahome/nonprof.htm">http://www.epa.gov/epahome/nonprof.htm</a>                       |
| Health & Human Services GrantsNet   | <a href="http://www.hhs.gov/progorg/grantsnet/">http://www.hhs.gov/progorg/grantsnet/</a>                         |
| Housing & Urban Development: Funding                                      | <a href="http://www.hud.gov/fundopp.html">http://www.hud.gov/fundopp.html</a>                                     |
| *Interior Dept had a gateway but it was closed due to a lawsuit           |   |
| Justice Dept Grants(click on Grants)                                      | <a href="http://www.usdoj.gov">http://www.usdoj.gov</a>   |
| Labor Dept Information (click on 'more Audiences' and then 'Non Profits') | <a href="http://www.dol.gov/">http://www.dol.gov/</a>   |
| National Institute of Health Grants                                       | <a href="http://grants.nih.gov/grants/">http://grants.nih.gov/grants/</a>   |
| Transportation Grants   | <a href="http://www.dot.gov/ost/govtaffairs/nonprofit.html">http://www.dot.gov/ost/govtaffairs/nonprofit.html</a> |
| National Science Foundation   | <a href="http://nsf.gov">http://nsf.gov</a>   |

**Notices of Funding Availability** <http://ocd.usda.gov/nofa.htm>

*Notices of Funding Availability (NOFAs)* are announcements that appear in the *Federal Register*, printed each business day by the United States government, inviting applications for Federal grant programs. This page allows you to generate a customized listing of NOFAs by date, by broad subject terms, or by department or agency.

**State Single Points of Contact** <http://www.whitehouse.gov/omb/grants/spoc.html>

Some states require that federal grant applicants submit a copy of their application for state government level review and comment. The offices in this *Catalog* Appendix I coordinate government (both federal and state) grants development and provide guidance to grant seekers.

**State and Local Government on the Web** <http://www.statelocalgov.net/>

This is a site for state and local grants. This web site links to each state and a number of other organizations that are related to government: Census Bureau, Commissions, Associations, Conferences; and think tanks.

**Thomas** <http://thomas.loc.gov>

Named after President Thomas Jefferson, the U.S. Congress' online service, Thomas, contains databases of legislation plus the daily Congressional Record.

**U.S. State and Local Gateway** <http://www.statelocal.gov/>

A Web site developed in collaboration with the National Partnership for Reinventing Government to give state and local governments easy access to federal government information.

## Researching Individual Donors

### FindArticles

<http://www.findarticles/PI/index.jhtml>

*FindArticles* will help you research magazine articles for information on individuals.

### Forbes People

<http://forbes.com/people>

*Forbes* magazine has made available, in database format, a variety of lists of wealthy individuals and companies including the Largest Private Companies in the US, the Richest People in the World, the Richest People in America, etc

### Foundation Center Online

<http://www.fconline.fdncenter.org/>

*Foundation Center Online* is a subscription service that will aid in researching what foundation boards an individual serves on.

### Google

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

*Google* is also a good site for researching individuals.

### Hoovers Online

<http://www.hoovers.com>

*Hoovers Online* is also a good search engine for researching individuals.

### Internet Prospector

<http://www.internet-prospector.org/bio.html>

This web site provides training in the 'how tos' for prospecting individuals on the web. It links to a number of other search engines and gives tips on how to use them.

### JobStar

<http://www.jobsmart.org/tools/salary/sal-prof.htm>

You can research professional salary information at JobStar.

### Lipman-Hearne Resources [http://www.lipmanhearne.com/resources/alum\\_mag\\_list.asp](http://www.lipmanhearne.com/resources/alum_mag_list.asp)

This website links to 169 alumni magazines and 16 research magazines.

### The Martindale-Hubbell Lawyer Locator <http://wwwmartindale.com/locator/home.html>

If someone you are researching is an attorney you can do research on them at this site.

### Open Secrets

<http://www.opensecrets.org/index.htm>

*Open Secrets* is the web site of the *Center for Responsive Politics*. They maintain information about campaign finances and political activities that are public records.

### Portico

<http://indorgs.virginia.edu/portico>

The University of Virginia hosts this web site. *Portico* is a collection of web sites, containing publicly available information, compiled for the use of the advancement community.

### Philanthropy News Digest

<http://fdncenter.org/pnd/current/index.html>

*The Philanthropy News Digest* is a source for locating information on individual giving as well as foundations.

**Target America**

<http://www.tgtam.com>

*Target America* is a fee-based database that contains information on more than 4 million records of the wealthiest and most generous people in the nation—the top five percent in terms of income, assets, and philanthropic history. Ninety-four percent of the individuals in the database give more than \$5,000 a year to charities.

**Yahoo Advanced Search**

<http://search.yahoo.news.com/search/news/options>

*Yahoo Advanced Search* is useful for researching news articles about individuals.

**Yahoo Real Estate**

<http://realestate.yahoo.com/realestate/homevalues>

Yahoo Real Estate will help you find the value of housing where individuals you are researching live.

**The Ultimate White Pages**

<http://www.theultimates.com/white/>

*The Ultimate White Pages* has several search engines it uses to track down information. It also will link you to research for fee services. You can sign up for their *Ultimates Plus* service for \$12/yr.

**Whitepages.com**

<http://www.whitepages.com>

This free directory will allow you to look up both individuals and businesses. You can also access a 'reverse directory' that allows you to look up someone by address or phone number.

## Grant Writing Resources on the Web

**About.com**

<http://nonprofit.about.com>

**Help With Grant Proposals** and **Writing Grant Proposals**. These sites are from the Nonprofit Charitable Orgs section of About.com search engine. Maintained by Stan Hutton, and are good places to start.

<http://nonprofit.about.com/careers/nonprofit/cs/helpwithgrants/index.htm> and

<http://nonprofit.about.com/careers/nonprofit/cs/writinggrants/>

**Elements of a Grant Proposal**

<http://www.silcom.com/~paladin/promaster.html>

A fine outline from the Center for Nonprofit Management.

**EPA Grantwriting Tutorial**

<http://www.epa.gov/seahome/grants.html>

An online tutorial from the U.S. Environmental Protection Agency.

**GrantProposal.com**

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

A very well organized site on proposal writing. Includes an overview, inquiry and cover letters, standard components of a proposal, a sample proposal, advice from funders, and more. An excellent section on *researching funding opportunities* is included also. By Elizabeth Brunner, a California grantwriter.

### **The Grantsmanship Center**

<http://www.tgci.com>

TGCI was founded in 1972 to offer grantsmanship training and low-cost publications to nonprofit organizations and government agencies. TGCI conducts more than 100 workshops every year. The TGCI website offers access to abstracts, winning grants (for a fee ranging from \$20 to \$99), links to the Federal Register, news articles and archives from the Grantsmanship Newsletter, schedules of training meeting (\$775 fee for training class). The Grantsmanship Newsletter is free to all non-profits and government agencies.

### **Grantwriting Resources**

<http://www.proposalwriter.com/grants.html>

An excellent list of proposal writing Internet resources for writing effective proposals. Maintained by Deborah Kluge, a grant writing consultant.

### **Guide for Writing a Funding Proposal**

<http://learnerassociates.net/proposal/>

Written by S. Joseph Levine of Michigan State University. Offers excellent advice on all parts of the proposal. Includes a sample proposal and links to other proposal writing sites.

### **Guide to Proposal Planning and Writing**

<http://www.oryxpress.com/miner.htm> or  
<http://www.oryxpress.com/grants.htm>

Grant research and proposal writing in a nutshell is provided by excerpts of the latest edition of this work by Jeremy T. and Lynn E. Miner, previewed at the [Oryx Press](#) publications Web site.

### **How to Write a Mission Statement**

<http://www.tgci.com/publications/98fall/MissionStatement.html>

A clear outline by Janet M. Radtke on writing a mission statement for an organization. A site of the Los-Angeles based Grantsmanship Center.

### **National Network of Grantmakers: NNG Common Grant Application**

[http://www.nng.org/html/resources/cga\\_table.htm](http://www.nng.org/html/resources/cga_table.htm)

A site of the Foundation Center for finding common **application forms**, including the one by the NNG. This common grant application form is accepted by a number of foundations. It can also be useful in organizing the information needed in a project proposal.

### **National Science Foundation Grant Proposal Guide**

<http://www.nsf.gov/nsf/nsfpubs/gpg/start.htm>

Guidelines available for those writing proposals for federal grants from the NSF.

### **Nonprofit Guides: Grant Writing Tools for Nonprofit Organizations**

<http://www.npguides.org/index.html>

An excellent grantwriting outline by the SeaCoast Web Design staff. Includes *sample grant proposal, inquiry letter, proposed budget, applications* and links to grantwriting resources.

### **Proposal Writers Guide**

<http://www.research.umich.edu/>

An excellent outline by Donald Thackrey for academic faculty and staff. Especially useful are the sections on *letters of inquiry to foundations*, and *dealing with short deadlines*. A site maintained by the University of Michigan's Division of Research and Development Administration. (note the link to this page has changed. So go to the home page and then request 'pwg'. This will bring up the topics under Proposal Writers Guide.)

### **Proposal Writing Short Course**

<http://fdncenter.org/learn/shortcourse/prop1.html>

### **Proposal Writing Budgeting Basics**

[http://fdncenter.org/learn/classroom/prop\\_budgt/index.html](http://fdncenter.org/learn/classroom/prop_budgt/index.html)

These are two sites from the Foundation Center's with good advice - and well worth a visit.

### **Tips on Preparing a Successful Proposal**

<http://www.wested.org/tie/granttips.html>

Excellent advice from Libby Rognier for the Technology in Education program at WestEd.

### **Wisconsin Common Application Form (Donors Forum of Wisconsin)**

<http://www.dfwonline.org>

A form used by a variety of Wisconsin grantmakers. Check the **Services** section of this site.

### **Writing a Successful Grant Proposal**

<http://www.dfwonline.org/resources-index.asp>

An excellent and thorough guide for writing grant proposals, from the [Minnesota Council on Foundations](#). FAQs include pros and cons of *hiring a professional grantwriter* and *what to do if a proposal is funded*.

## **Education and Research Grants Information**

### **The Council for the Advancement and Support of Education** <http://www.case.org>

The *Council for Advancement and Support of Education (CASE)* is an international association of education advancement officers, including alumni, administrators, fundraisers, public relations managers, publications editors, and government relations officers at more than 3,000 colleges, universities, and independent elementary and secondary schools. The CASE Web site contains job postings, discussion groups, information about CASE's awards and fellowships, training courses, member services, related merchandise, the online magazine *CURRENTS*, and news about issues related to institutional advancement at colleges, universities, and independent schools around the world.

### **Community of Science**

<http://www.cos.com>

*Community of Science, Inc. (COS)* is an Internet site for the scientific research and development community. COS brings together scientists and researchers from more than 1,300 universities, corporations, and government agencies worldwide. Services include COS Expertise, a database of detailed, first person profiles of more than 460,000 research and development

professionals; COS Funding Opportunities, an extensive source of grant information; COS Abstract Management System, an online publishing solution for universities and professional societies; and customized access to a range of professional reference databases, including U.S. Patents, MEDLINE, AGRICOLA, EiCompendex, GeoRef, and others.

### **Grants Information Center – University of Wisconsin, Madison**

<http://www.library.wisc.edu/libraries/Memorial/grants>

This is a Foundation Center Cooperative Collection site. It is quite comprehensive and offers links to grant writing, finding funding sources, listings of other internet resources for grant writers.

### **InfoEd International**

<http://www.infoed.org/products.stm#spin>

*InfoEd* provides information and management software systems and services for the scientific research and development community. These systems span funding opportunities, proposal development, grants administration, and intellectual property management. A range of useful products are available through InfoEd, including SPIN, the Sponsored Programs Information Network, an up-to-date listing of national and international government and private funding sources, used by more than 800 institutions worldwide.

### **IRIS—Illinois Researcher Information Service**

<http://www.library.uiuc.edu/iris>

The *Illinois Researcher Information Service (IRIS)* is a unit of the University of Illinois Library at Urbana-Champaign. The IRIS office compiles the IRIS Database of funding opportunities. The office also maintains a library of publications (informational brochures, application guidelines, and annual reports) from more than 2,000 funding agencies. The IRIS Database currently contains records on more than 8,000 federal and private funding opportunities in the sciences, social sciences, arts, and humanities. The IRIS Database is updated daily.

### **Nystomnet for Administrator's Funding Sources**

<http://www.nystromnet.com/fundingsources.html>

*Nystromnet* is useful to educators for finding education funding sources. It provides several links to useful websites for funding and grant writing.

## **Arts and Culture Grants Information**

### **ArtsWire**

<http://artswire.org>

ArtsWire, funded and operated by the New York Foundation for the Arts, is a comprehensive “self-service” database of cultural resources on the Web. Offerings for artists and arts organizations include workshops, programs, telecommunications consultations, and a forum for online art. Membership privileges include Web space and an e-mail account.

### **Fundsnet Services**

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

Fundsnet has links to both government and foundation grant maker sites along with grant writing resources and targeted grants information.

### **National Assembly of State Arts Agencies**

<http://www.nasaa-arts.org>

The National Assembly of State Arts Agencies (NASAA) is the membership organization of America's state and jurisdictional arts agencies. The Web site's Arts Over America section provides a directory of links to state arts agencies and regional arts organizations, an annotated list of arts-related Web sites, and links to major funders in the arts. The Artworks section has information on trends, issues, and activities influencing decision makers in the arts and government. The Web site also has publications, including a strategic planning toolkit as well as NASAA news and legislative updates.

## **Environmental Interests**

### **Environmental Defense**

<http://www.edf.org>

Founded in 1967, Environmental Defense represents more than 300,000 members interested in a broad range of regional, national, and international environmental issues. The Environmental Defense Web site has information about its extensive programs, reports, brochures, fact sheets, and newsletter. Also included are practical suggestions for taking "action" to make a difference in solving environmental problems and a special section for children called "Earth2Kids."

### **Environmental Grantmakers Association**

<http://www.ega.org>

Environmental Grantmakers Association (EGA), an affinity group of the Council on Foundations, is a voluntary association of foundations and giving programs concerned with the protection of the natural environment. The Web site provides brief information on membership, EGA working groups, and member-initiated projects.

## **Individual Grants/Scholarships**

### **ArtsWire**

<http://artswire.org>

ArtsWire, sponsored by the New York Foundation for the Arts, is a membership organization devoted to arts advocacy that offers funding information for individual artists each week in its Web site's Current section, which includes late-breaking details on fellowships, residencies, exhibition spaces, arts events, and job listings. The site also includes an archive of Current postings going back to 1995.

### **Arts Deadline List**

<http://custwww.xensei.com/adl>

Richard Gardner's Art Deadlines List is a monthly compilation of information about juried competitions, contests, jobs, internships, scholarships, residencies, fellowships, casting calls, auditions, tryouts, festivals, and grants for artists in the visual, literary, and performing arts. Posted to the site is a free version of the list, which is also available via e-mail as a paid subscription service.

### **FastWeb.com**

<http://www.fastweb.com>

Since 1995, FastWeb has helped students find college scholarships. A student's background is matched with the eligibility requirements for scholarships from around the

country. The FastFocus section gives advice on admissions, scholarships, jobs, career planning, money, and financial aid.

### **FinAid**

<http://www.finaid.org>

Started in 1994, this site is known for its objectivity and thoroughness. The site caters to High School, College and Graduate Students. It contains information on scholarships, fellowships, loans, and military aid. In addition to the free database it also offers students a wide variety of useful tips.

### **Michigan State University Grants and Related Resources**

<http://www.lib.msu.edu/harris23/grants/3subject.htm>

This MSU site includes a separate section for individuals that covers print resources as well as many federal, state, and university-based funding sources online. It is a very good place to browse for new Web-based resources.

## **Native American Grants**

### **Foundation Funding Sources for Tribal Libraries**

<http://www.u.arizona.edu/~ecubbins/founfund.html>

This site provides links to funding sources for North American Indian Tribal libraries.

## **Fundraising Online**

### **4Charity.com**

<http://www.4charity.com>

This is a direct-donation site where users are guaranteed that 100 percent of their donations go to the nonprofit of their choice. The site earns revenue by offering advanced Internet tools and services to nonprofits and corporations.

### **EGrants.org**

<http://www.egrants.org>

Created in 1999 by the Tides Foundation, *eGrants* is a forward-looking organization that works to help other progressive nonprofits increase their financial support by fundraising online. EGrants provides online donation catalogs of social change nonprofits and allows individuals, organizations, and businesses to donate money through online transactions. The Web site encourages interested organizations to contact eGrants to either establish an online presence or add their tool to an existing site.

### **Helping.org**

<http://www.helping.org/nonprofit>

An excellent site, particularly in the area of *online fundraising* resources and getting help with online donation programs. Begin with the site's [Nonprofit Resources](#) section. It's partnership with Network for Good has helped provide nonprofits the information and resources

needed to expand their effectiveness and efficiency in creating a wider audience. Includes a host of other nonprofit topics (for example, [Working with Technology](#)) and resources.

### **Independent Givers of America**

<http://www.givedirect.org>

The Independent Givers of America is a “nonprofit tax-exempt charitable organization whose mission is to bring together generous people and deserving causes, principally but not exclusively by developing workplace-based and Internet-based systems that reduce the cost and increase the productivity of charitable solicitation.” This site gives philanthropists the opportunity to set up a personal, private, online foundation and make contributions to it at any time. The site also facilitates contributions to any IRS-recognized charity, church, or school.

## **Professional Associations**

### **Association of Fundraising Professionals**

<http://www.afpnet.org>

*The Association of Fundraising Professionals (AFP)* is comprised of 25,000 individual members who work to advance philanthropy through education, training, mentoring, research, credentialing, and advocacy in 159 chapters throughout the United States, Canada, and Mexico. Visitors to this Web site will find extensive information on nonprofit philanthropy and *AFP's* activities and publications, including its professional advancement programs and course information, the full-text of its Code of Ethical Principles and Standards of Professional Practice, and the principles of an E-Donor Bill of Rights, created to address concerns and challenges arising from e-philanthropy. In addition, job opportunity and member services modules are made available to *AFP* members. Reno has a local Sierra chapter that meets monthly.

### **Association of Professional Researchers for Advancement (APRA)**

[http://www.aprahome.org/apra\\_statement\\_of\\_ethics.htm](http://www.aprahome.org/apra_statement_of_ethics.htm)

This web site has the statement of ethics that all researchers need to observe when researching individuals. It is good to read before starting your research. Membership to this organization is \$150/yr and allows you access to Connections, their quarterly journal focusing on advancement research issues; the monthly Chapter News email; Job Quest lists open positions in the field where job seekers can sort by position level, state or type of institution; Awards and scholarships; Annual Member Directory; Members Only section on the Web site which includes the member directory, the Peer Advisory Guide listings, and survey results; and Conference and seminar discounted rates for members.

## Non Profit Management

### **Alliance for Nonprofit Management**

<http://www.allianceonline.org>

The Alliance for Nonprofit Management members include management support organizations, individual professionals, and a range of national, regional, umbrella, research and academic, publishing, and philanthropic organizations that provide training and consulting to nonprofits. The Alliance Web site contains a new Alliance Resource Center, which features Web sites, books, videos, and other valuable resources relating to nonprofit management and governance; the Alliance online newsletter; a job bank; and a database of Alliance member providers, searchable by geographic area, name, state, types of assistance offered, and by types of services offered.

### **Association of Small Foundations**

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

The *Association of Small Foundation* was formed to assist foundations that do not have staff. The ASF has 990PFs of members posted on this web site and also hosts individual web sites for their members. ASF also hosts numerous seminars on various topics of interest to small foundations.

### **Board Café'**

<http://boardcafe.org>

*Board Café*, published by CompassPoint Nonprofit Services, is a monthly electronic newsletter for members of nonprofit boards. Each issue includes a menu of information, opinion, news, and resources, with numerous "Little Ideas," as well as one "Big Idea" that can be applied to board work. The Web site also offers a summary of past issues.

### **Board Source**

<http://www.boardsource.org>

Established in 1988 by the Association of Governing Boards of Universities and Colleges and Independent Sector, *Board Source*, formerly the *National Center for Nonprofit Boards* (NCNB), provides resources, programs, and services to the nonprofit community and publishes material on nonprofit governance, including more than 100 booklets, books, videos, and audiotapes. Visitors to the Board Source Web site will find membership, training, education, and consulting services; Board Source's Board Information Center, a free information clearinghouse on board-related topics; and Board Member Online, an abridged version of *Board Member*, the members-only periodical of the Board Source.

## **Listservs and Discussion Groups Online**

The following suggested listservs for grant writers is from the Foundation Center's *Grantseeking on the Web*

### **CharityChannel**

Grantseekers should not miss the CharityChannel Web Site at <http://www.charitychannel.com/forums>.

CharityChannel features an impressive collection of discussion lists for nonprofit professionals. Currently there are more than 45,000 participants using the lists. With the help of many volunteers, Stephen Nill has developed and promoted these forums with clear instructions on how to use the lists, subscribe, unsubscribe, receive postings in digest forms, and access archives. At CharityChannel, you can simply click on the Discussion Forums link for a table of available groups. You may subscribe directly from the Web site or via standard e-mail commands. To subscribe from the Web you must register first. It's a good idea to choose the option to automatically save your password in case you forget it in the future.

When you subscribe to a list from the Web site, an e-mail will be sent to you asking you to reply by e-mail or by clicking on the URL in the message in order to verify the subscription. (This will prevent others from using your e-mail address to subscribe.) You will receive a message indicating that your subscription has been accepted. From that point on, messages posted to the list will arrive in your e-mail box. You don't need to go to the Web site to participate in the forum. You may want to visit the Web site, however, for easy access to any of the lists archives or to subscribe to other lists.

Several of the CharityChannel lists are described below, along with a compilation of other mailing lists of interest to development professionals, prospect researchers, and grantseekers. Each example includes the name of the mailing list, a brief summary, subscription and posting addresses, archive address (if one exists), and other useful information, where available, such as whether the list is moderated and the volume of its "traffic." When subscribing to a mailing list, always leave the subject line of your message blank.

### **Alumni-L**

This unmoderated list is dedicated to the interchange of ideas and information among alumni relations professionals at colleges, universities, and independent schools. Topics include alumni education, working with boards and volunteers, alumni training and workshop programs, activities of the Council for Advancement and Support of Education, cooperation with one's development office, and more. Traffic is fairly heavy on this list. It is not unusual to receive five to ten messages per day.

To subscribe to Alumni-L, just send an e-mail message to [listserv@hermes.case.edu](mailto:listserv@hermes.case.edu). In the body of your message type: `subscribe alumni-l <firstname lastname>`. To post a message to the list,

send your e-mail to [alumni-1@brownvm.brown.edu](mailto:alumni-1@brownvm.brown.edu). The list owner is Paul Chewning ([chewning@ns.case.org](mailto:chewning@ns.case.org)).

## **Charitytalk**

This popular list was established in 1994 for those interested in hearing from people outside of their particular area. It invites people from almost every segment of the nonprofit sector to participate. Fund development professionals, nonprofit CEOs, college presidents, consultants, accountants, and academics are all encouraged to contribute their expertise on a wide range of topics. It is not unusual to receive five to ten messages in a single day from this list. Brief, tasteful commercial messages are permitted.

To subscribe to Charitytalk, send an e-mail message to [listserv@charitychannel.com](mailto:listserv@charitychannel.com). In the body of your message type: `subscribe charitytalk <your name>`. To post a message to the list, send your e-mail to [charitytalk@charitychannel.com](mailto:charitytalk@charitychannel.com).

The list is administered by CharityChannel. You may also subscribe or access the archive on the Web at <http://www.charitychannel.com/forums>.

## **Consultants**

Originally established in 1997, Consultants is now among the CharityChannel forums. Its audience has remained the same—fundraising consultants or those interested in consulting. The purpose of the list is to discuss issues related to philanthropy and its associated services. Points of discussion may include such business aspects of consulting to nonprofit organizations as marketing, client/consultant relations, fees and collection, ethics, strategies, and resources.

To subscribe to Consultants, send an e-mail message to [listserv@charitychannel.com](mailto:listserv@charitychannel.com). In the body of your message type: `subscribe consultants`. To post a message to the list, just send your e-mail to [consultants@charitychannel.com](mailto:consultants@charitychannel.com).

The list is administered by CharityChannel. You may also subscribe or access the archive on the Web at <http://www.charitychannel.com/forums>.

## **Fundlist**

This list is primarily for fundraising professionals whose emphasis is on education. Fundlist is heavily used, with a wide range of topics in the areas of annual campaigns, planned giving, development, ethics, policy/procedures, and many others. The list often generates 20–25 messages per day.

To subscribe to Fundlist, send an e-mail message to [listproc@listproc.hcf.jhu.edu](mailto:listproc@listproc.hcf.jhu.edu). In the body of your message type: `sub fundlist <firstname lastname>`. To post a message to the list, send your e-mail to [fundlist@listproc.hcf.jhu.edu](mailto:fundlist@listproc.hcf.jhu.edu). The list manager is Stephen A. Hirby ([listmaster@listproc.hcf.jhu.edu](mailto:listmaster@listproc.hcf.jhu.edu)).

## **Fundsvcs**

This list is for those interested in the more technical aspects of fundraising services. It is designed as a companion to, and not a replacement for, Fundlist. Fundsvcs is “nuts and bolts” oriented with discussion of federal tax and accounting regulations, computer systems and procedures, and donor communications.

To subscribe to Fundsvcs, send an e-mail message to [listserv@lists.duke.edu](mailto:listserv@lists.duke.edu). In the body of your message type: `sub fundsvcs <firstname lastname>`. To post a message to the list, send your e-mail to [fundsvcs@acpub.duke.edu](mailto:fundsvcs@acpub.duke.edu). The list manager is John H. Taylor ([fundsvcs-owner@duke.edu](mailto:fundsvcs-owner@duke.edu)). The address of the archive is <http://lists.duke.edu/archives/fundsvcs.html>. You will need to register in order to access it.

## **Gift-pl**

Gift-pl is the electronic mail forum for gift planners that involves the development and dissemination of information in the field. This forum is provided by the National Committee on Planned Giving (NCPG).

To subscribe to Gift-pl, send an e-mail message to [listserv@iupui.edu](mailto:listserv@iupui.edu). In the body of your message type: `sub gift-1 <firstname lastname>`. To post a message to the list, send your e-mail to [gift-pl@iupui.edu](mailto:gift-pl@iupui.edu). The list manager is Barbara Yeager ([byeager@iupui.edu](mailto:byeager@iupui.edu)).

## **Giftplan**

Established in March 1997, this discussion group is now among the CharityChannel forums. It focuses mainly on issues of planned giving in the United States and Canada. It is much broader in scope than Gift-pl, a forum provided by the National Committee on Planned Giving.

To subscribe to Giftplan, send an e-mail message to [listserv@charitychannel.com](mailto:listserv@charitychannel.com). In the body of your message type: `subscribe giftplan <your e-mail address>`. To post a message to the list, send your e-mail to [giftplan@charitychannel.com](mailto:giftplan@charitychannel.com).

The list is administered by CharityChannel. You may also subscribe or access the archive on the Web at <http://www.charitychannel.com/forums>.

## **Grants**

Introduced in November 1997, Grants focuses on all aspects of grants and foundations. Grantseeking in any field, foundation formation, foundation funding, and foundation administration are all suitable topics. As soon as it was launched, the list quickly gained in popularity across many nonprofits all over the United States. With the support of users, the list editors decided to lightly moderate the list on an experimental basis in order to maintain the quality of the postings.

To subscribe to Grants, send an e-mail message to [listserv@charitychannel.com](mailto:listserv@charitychannel.com). In the body of your message type: subscribe grants <firstname lastname>. To post a message to the list, send your e-mail to [grants@charitychannel.com](mailto:grants@charitychannel.com).

The list is administered by CharityChannel. You may also subscribe or access the archive on the Web at <http://www.charitychannel.com/forums>.

### **Hilaros**

The purpose of Hilaros is to provide a discussion forum for Christians in fundraising. The list complements other development lists. Topics include the Christian perspective on fundraising, sharing ideas and information, asking for suggestions, and prayer requests.

To subscribe to Hilaros, send an e-mail message to [majordomo@mark.geneva.edu](mailto:majordomo@mark.geneva.edu). In the body of your message type: subscribe hilaros. To post a message to the list, send your e-mail to [hilaros@mark.geneva.edu](mailto:hilaros@mark.geneva.edu). The list owner is Cliff Glovier ([hilaros-owner@mark.geneva.edu](mailto:hilaros-owner@mark.geneva.edu)).

### **Prspct-L**

Prspct-L is a highly popular discussion list for prospect researchers and development professionals in education and service organizations. Participants share resources and techniques on a wide range of topics, including rating prospects, ethics, job announcements, and foundations. This is a busy, well-focused list, full of research leads.

To subscribe to Prspct-L, go to <http://groups.yahoo.com/group/PRSPCT-L> and register on the site. It is very convenient to sign up for this list on the Yahoo! site, and you have the option either to receive messages directly in your e-mail box or to access them at the Web site. You can also view and search the archive on this Web site.