

FINDING FUNDING FOR LOCAL PROJECTS¹

This chapter is meant to be a legislator's guide to available resources that can make the constituent's search for grants easier. By discussing the organizations, printed resources, and internet sources that can be used to respond to constituent questions, it serves as a complement to the catalog description of intergovernmental programs. The total dollars moving into local programs are substantial. The statistics from private funding alone are impressive. Foundations in New York State hold over \$81 billion in assets, and make annual contributions of over \$4.4 billion. Many of the largest foundations in New York State, by assets and total giving, are among the largest in the country, and award over one-fifth of all foundation grant dollars in the United States. Grant resources covered in this chapter are organized by type of funding; private giving, government grants, and other sources of information emerging from the advances in technology.

PRIVATE GIVING

The Foundation Center was begun in 1956, by foundations responding to an era of suspicion and public scrutiny, with the establishment of a nonprofit service entity that was charged to make the most comprehensive, accurate information on grantmakers available to any interested individual who might want or need it. Central to the Foundation Center's mission of serving the needs of the general public with current, reliable, factual information about the foundation field is the network of field office libraries and cooperating collections located throughout the nation. Of the five Center libraries, one is located in New York, at 79 Fifth Avenue in New York City. It is open to the public, and offers educational programs on the funding research process, proposal writing, grantmakers, and related topics. It offers visitors free access to Center publications, a variety of supplemental materials, periodicals, how-to guides, foundation annual reports, 990-PF IRS returns, and CD-ROM and internet resources. Those who cannot visit a Center library can usually find a Center cooperating collection nearby. Of the cooperating collections across the nation, 14 are located throughout New York State. (Table 1 shows the cooperating collections in New York State). Each collection is headed by a supervisor who works with local grantseekers to use the resources of collection more effectively. Because these collections vary widely in their hours, materials and services, constituents are advised to call the collection supervisor in advance of a visit. To check new locations, or current holdings, you may call toll free 1-800-424-9836, or visit the Center Web site at <http://fdncenter.org/collections/index.html>.

Two Foundation Center guides that can serve as an introduction to published resources are:

1. The Foundation Center's User-Friendly Guide: A Grantseeker's Guide to Resources. 4th ed. Foundation Center, 1996. It is a basic primer on the grantseeking process. There is a quick introduction through the use of a "Frequently Asked Questions" list.
2. Foundation Fundamentals. 6th ed. Foundation Center, 1999. It is an overview of the funding process that incorporates sample pages from

¹ This chapter was prepared by Linda Braun, supervisor of the cooperating collection at the New York State Library.

most of the Foundation Center major resources, and includes research in the electronic age.

NEW YORK STATE COOPERATING COLLECTIONS	
<p>New York State Library Humanities Reference Cultural Education Center Empire State Plaza Albany, NY 12230 (518) 474-5355</p>	<p>Suffolk Cooperative Library System 627 N. Sunrise Service Road Bellport, NY 11713 (516) 286-1600</p>
<p>Brooklyn Public Library Social Science Division Grand Army Plaza Brooklyn, NY 11238 (718) 230-2100</p>	<p>Buffalo and Erie County Public Library Business & Science/Tech Dept. Lafayette Square Buffalo, NY 14203 (716) 858-7097</p>
<p>Huntington Public Library 338 Main Street Huntington, NY 11743 (516) 427-5165</p>	<p>Queens Borough Public Library Social Sciences Division 89-11 Merrick Boulevard Jamaica, NY 11432 (718) 990-0700</p>
<p>Levittown Public Library One Bluegrass Lane Levittown, NY 11756 (516) 731-5728</p>	<p>Riverhead Free Library 330 Court Street Riverhead, NY 11901 (631) 727-3228</p>
<p>Adriance Memorial Library Special Services Department 93 Market Street Poughkeepsie, NY 12601 (914) 485-3445</p>	<p>Rochester Public Library Social Sciences 115 South Avenue Rochester, NY 14604 (716) 428-8120</p>
<p>Onondaga County Public Library 447 S. Salina Street Syracuse, NY 13202-2494 (315) 435-1818</p>	<p>Utica Public Library 303 Genesee Street Utica, NY 13501 (315) 735-2279</p>
<p>White Plains Public Library 100 Martine Avenue White Plains, NY 10601 (914) 422-1480</p>	<p>Yonkers Public Library Getty Square Branch 7 Main Street Yonkers, NY 10701 (914) 476-1255</p>

Foundation Center resources are a good starting point for identifying likely funding sources. Grantmaker directories are well-indexed, accessing profiles by subject areas, types of support, recipient types, geographic areas typically funded, and people identified with grantmakers. They answer constituent inquiries about names and affiliations of local grantmakers, projects that were recently funded, and size of budgets earmarked for projects. Center directories can help local governments find private funders close to home that are more likely to have a greater interest in local problems:

Foundation Directory. Foundation Center, 2002.

The classic guide in three volumes. The main volume covers the most influential funders. Over 10,000 foundations with \$3 million in assets or giving \$200,000 or more annually. Part 2 covers the second 10,000 largest foundations. Updated entries appear later in the year in the Supplement.

Foundation Grants Index. Foundation Center, 2001.

Recently awarded grants can provide an indication of future funding priorities. Since 1970, this source has presented grants in broad subject areas listed geographically by state and alphabetically by name. The type of support/geographic index directs you to foundations that have made the kind of grant needed in your district. Over 101,000 grants of \$10,000 or more are featured in this edition.

Guide to U.S. Foundations, Their Trustees, Officers, and Donors. Foundation Center, 2002.

Master list of the decision-makers who direct America's foundations. Lists over 58,536 private, corporate, operating and community foundations, many smaller ones not elsewhere described. The smaller foundations are especially important to localities. Arranged by state and total giving. The companion volume with its comprehensive name index will help you discover the hidden connections to foundations of local families and community leaders.

Of particular interest:

New York State Foundations. 7th ed. Foundation Center, 2001.

Comprehensive guide to active grantmaking foundations in New York State. It is arranged by county, and then alphabetically. The geographic index immediately locates the grantmakers for any city. Grantmaker portraits include addresses and contact names of key officials and includes giving limitations and financial data. Many entries include descriptions of recently awarded grants.

CORPORATE PHILANTHROPY

In the past decade, as government funding at all levels has declined, more interest has been shown in the area of corporate support. Most corporations provide funds for local projects in areas where they have headquarters or plants.

Many are aware that targeted funding can enhance their image, influence opinion makers, build business-community relationships, or capture stockholder interest. Although corporations are not required to make public their in-house giving programs, there are excellent publications with reliable data on corporate philanthropy, including:

Corporate Foundation Profiles. 12th ed. Foundation Center, 2002.

First part of the text contains 181 multi-page analytic profiles of the nation's largest company-sponsored foundations. Comprehensive grants analyses show the amount of grant money a foundation directs to specific population groups and programs. Includes sponsoring company profile, corporate giving program and corporate foundation within entries. Second part consists of listings of company-sponsored foundations with annual giving of \$66,000 or more in years 1998-2001.

Corporate Giving Directory. 24th ed. Taft Group, 2002.

Profiles more than 1,000 of the largest corporate foundations and their charitable and direct giving programs. Company operating locations, nonmonetary support, corporate sponsorship, company contacts, foundation description and financial summary. Lists typical recipients, and provides contributions analysis and grants analysis. Restrictions and applications procedures are provided.

Directory of International Corporate Giving in America and Abroad. 11th ed. Taft, 2000.

The only directory that profiles and tracks giving of 650 foreign-owned firms and United States subsidiaries and affiliates of multinationals. Two independently indexed sections locate information contained in company profiles; grant recipients by state may be of particular interest. Can be used to link the new global independent sector with community-level activities.

Foundation Reporter. 34th ed. Taft, 2002.

Comprehensive profiles and gift analysis of the nation's major private foundations. Lists over 1,000 top private foundations with 13 indexes for access, and an appendix of more than 2,000 additional abridged funder entries.

National Directory of Corporate Giving. 8th ed. Foundation Center, 2002.

Describes 2,996 corporate foundations and 1,295 direct giving programs. Includes giving interests and business activities of sponsoring companies and their giving interests and restrictions. Parent company name and address, local plant and subsidiary locations.

National Directory of Corporate Public Affairs. 21st ed. Washington DC: Columbia Books, 2003.

Lists about 1,700 companies with corporate foundations and giving programs, corporate contacts, and key people in corporate public affairs. Includes over 15,000 public affairs officials. Political contributions, PAC data and independent lobbying data. Geographic and industry indexes. Web sites included.

Most of these sources will be found in local cooperating collections or in business collections at local colleges.

GOVERNMENT FUNDING

Despite the decline in available dollars, federal and state financial assistance to local governments remains an important component of local program funding. Federal aid alone contributed about 25 percent to local government activities in the last decade.

Federal Aid Resources

The following sources will help the grantseeker become familiar with agency giving trends and assist the researcher in finding the correct person to clarify information.

Catalog of Federal Domestic Assistance. Washington, DC: General Services Administration. Loose leaf service.

Single best resource for leads on federal assistance administered by federal agencies. Information is cross-referenced by functional, subject, applicant, deadline and legislative authorization indexes. Programs selected for inclusion include assistance or benefits to both state and county, city, or other political subdivision. The basic edition of the catalog, usually published in June, reflects completed congressional action on program legislation. The December update is no longer published. The CFDA website, <http://www.cfda.gov> contains the most current published information. In addition to hard copy of the Catalog, electronic versions are available. Catalog and Federal Assistance Award Data System (CFDA/FAADS) on CD-ROM includes the complete searchable catalog and a FAADS list of who received financial awards by program number, geographical distribution, and organization. Browser software searches either database, and an online tutorial is included. Technical support is available. Call Tel:1-800-669-8331 for further details.

Congressional offices have access to two additional databases called PREAward Grants and POSTaward Grants. They are available through the House Information Resources/Member Information Network System, call (202) 225-7017. These files include current grant availability data from the Catalog of Federal Domestic Assistance (CFDA) and the Federal Register (FR) as well as the reports from federal agencies about grants awarded in the last four quarters of the fiscal year. These databases are only available through

Congressional offices. A request for a search of these databases must be made through an individual Member of Congress.

Federal Register. Washington, DC: National Archives (NARA).

This source can be used to update the information found in the CFDA. It is published Monday through Friday except official holidays. It makes available public regulations and legal notices issued by federal agencies. These include agency documents of public interest, such as notices of grants by various agencies.

You can connect to the FR on the World Wide Web through GPO Access. The address is <http://www.access.gpo.gov/nara>. For more information contact the GPO Access User Support Team, Tel:202-512-1530 or toll free:1-888-293-6498.

Other Federal Sources Include:

Congressional Yellow Book. Who's who in congress, including committees and key staff. Washington, DC: Leadership Directories, 2002. Published quarterly.

Lists Congressional leadership, changes in staff, Senators and staff, Representatives and staff, Senate/House and Joint committees with photos of leadership and seniority rankings, committee staff by majority and then minority, Congressional offices such as Clerk, and membership organizations such as caucuses, Congressional support agencies and personnel, State delegations with Senators listed in order of seniority and Representatives by district, maps of district boundaries, and Congressional district ZIP codes. Biographical appendix, and indexed by staff, subject, and organization (committees, subcommittees, panels, leadership, caucuses and major offices.) Each member entry includes photograph, member name or nickname by member preference, contact information - party, office telephone, fax, TDD, e-mail and internet address - to contact, profession, key staff, committee assignments and leadership positions, and state and district offices.

Federal Grants and Contracts Weekly. The inside guide to finding and winning federal funds. Alexandria, VA: Aspen Publishers.

Published 50 times a year. Announces grants and project opportunities in research, training and services.

Federal Yellow Book. Who's who in federal departments and agencies. Washington, DC: Leadership Directories, 2002. Published quarterly.

Accesses more than 39,000 top people in the Executive Branch of the Federal government. It is divided into Office of the President/Vice President, Departments, Independent Agencies and Indexes. Photo and biographical information on the department/agency head prefaces each listing. Offices are listed according to hierarchy, individuals listed in each by title or rank. Telephone numbers and building

addresses provided. Indexed by subject, organizational title and individual name index.

Guide to Federal Funding for Governments and Nonprofits. Washington, DC: Thompson Publishing Group, Government Information Services.

This is a two volume looseleaf set updated quarterly, with a separate volume of twice-monthly issued “Federal Deadline Calendars.” Provides detailed description of more than 750 federal programs. A “Funding Opportunity Index” rates the competitiveness of each program. The rating measures the chances of getting a grant if an eligible applicant has an eligible project. It starts with the award-to-applicant ratio for the most recent two or three years, supplemented by extensive discussions with program officials, grantees, and grants experts. The system rates programs from the most competitive (one star) to least competitive (five stars). In the case of state formula programs where the state receives the funds and subgrants them on a discretionary basis, subgrants are rated on a one- to five-star basis to the extent that information is available on state subgranting practices. Subject Index, Title Index and CFDA cross-reference Index.

United States Government Manual. 2002/2003. Washington, DC: Presidential and Legislative Publications, Federal Register, NARA.

Official handbook for the Federal government. Provides comprehensive information on the legislative, judicial and executive branches of the United States government. Also includes information on quasi-governmental agencies, international organizations and boards, and committees and commissions. Entries include a brief history of the entity, with principal offices and information on activities, grants, and publications. The last section of each entry, called “Sources of Information,” contains information on contracts and grants.

State Resources

The Catalog of State and Federal Programs Aiding New York’s Local Governments. A unique and much-appreciated source of information on the flow of aid dollars in New York. There are, however, some sources that can be used to augment its information:

Grants Action News. Information on available state and federal grants. Albany, NY: New York State Assembly Speaker’s Office, Communication and Information Services.

Identifies new and existing State and federal grant opportunities. Includes program background, eligibility, funding, deadlines, and contact information. Notices of grant writing seminars and workshops. For more information call: 1-800-356-8486. Also listed at <http://www.assembly.state.ny.us> under “What’s New.”

Local/State Funding Report. Washington DC: Government Information Services.

Published weekly except last week in August and last week in December. This newsletter is useful for its notices of Federal funding and for the occasional notice of funding available in a particular state. A compilation of recent funding notices and regulations issued by Federal agencies alerts subscribers.

New York Directory of City and Village Officials. Albany, NY: New York State Conference of Mayors and Municipal Officials (NYCOM), 2002.

Listing of municipal officials, addresses, telephone numbers, counties and 1990 population figures for each city and village. A cross-reference of municipalities in each county is also included. A listing of firms interested in doing business with local governments in New York State is headed, "Municipal Products and Services Directory." To contact NYCOM, Tel: 518-463-1185.

New York State Directory. 2002/2003. Walker's Research, LLC.

Guide to accessing public officials and private sector groups and individuals who influence public policy in the State of New York. Legislative biographies and key committee assignments included. Lists agencies and officials that formulate or implement public policy. Municipal and local government are one of the policy areas headings. Lobbyists and political action committees listed. Includes a name and an organization index.

New York State Register. Albany, NY: New York State Department of State.

Weekly publication listing newly proposed agency rulings as well as changes to existing rules and regulations adopted by State agencies. Of particular interest is the section entitled, "Notice of Availability of State and Federal Funds." Contact Office of Information Services, 41 State Street or call 518-474-6785 for further information.

In addition to subscribing to some of the above services, you may wish to read the Executive Budget and its appendices, and familiarize yourself with the budget process and the published budget bills. You might also call the State agency program officer to see if you could be added to the mailing list for agency newsletters, news releases, program announcements, reports and annual reports or brochures about your program interests.

Recent Electronic Resources

The Foundation Center has made available three types of electronic sources of information that would be of interest to researchers looking for aid to local programs.

CD-ROM:

FC Search

Covers over 65,000 US grantmakers, includes descriptions of close to 203,000 associated grants, and lists approximately 280,000 trustees, officers, and donors. Disc updates twice yearly. Customized searches from 21 subject search fields, from all four types of private foundations. Searchable by locality, state name, city name, and geographic focus.

Foundation Grants to Individuals

Search through over 4,000 foundations and public charities that fund needs of individuals. Search fields are similar to FC Search. Access to current contact names and addresses, application forms information and deadlines, program descriptions and financial data is provided. Scholarships, loans, travel funds, awards and grants by nomination, research and professional support, and graduate assistance may be found through this database.

The Web Site:

The newly designed web site advertises a new customized user experience. "Foundation Finder" contains basic facts and contacts for about 70,000 private and community foundations. "Online Library" responds to e-mailed reference questions and includes online training sessions. "Literature of the Nonprofit Sector" is a searchable database for the philanthropic literature on any subject. "The Marketplace" gives descriptions of Foundation Center publications and training opportunities. "About Us" gives information about the Foundation Center services and contains annual reports and press releases.
<http://www.fdncenter.org>

Electronic Vendor Subscription:

The Foundation Directory and Foundation Grants Index are both available through DIALOG database searching. Many cooperating collections offer searches for a fee. The State Library will do searches at the request of legislative staff. Inquiries should be directed to the Reference Desk: 518-474-5355. Legislative staff may search databases with a PIN number that can be obtained from Circulation by calling (518) 473-7895. Ask for "Remote Access."

Other World Wide Web Sites:

IDEALIST. New York, NY: Action Without Borders, 212-843-3973.

Directory of nonprofit and volunteering resources on the Web. You can post and update information about your volunteer opportunities, upcoming events and any publications - <http://www.idealists.org>

AFRI Website. American Fund Raising Institute.

Sponsored by fund raising consultants, this site contains a newsletter and an excellent idea section on fundraisers - <http://www.afri.org>

Council on Foundations. Sponsored by the Council.

Links to other resources. Also contains a section on “foundations and government” - <http://www.cof.org>

The Grantsmanship Center. The Grantsmanship Center Institute.

National training organization for nonprofits mounts its training calendar, its newsletter, and various other items of interest to grantseekers - <http://www.tgci.com>

Some of these sites are linked to the State Library internet homepage at <http://www.nysl.nysed.gov>. You will find them at the "grants" section of the Virtual Library.