

Where  
do I Start?



# Grants & Foundations

Resources and How-To's from  
City of Mesa Library

Seeking a grant for a non-profit organization, research interest, educational attainment, or business? This list can help you locate funding sources available at City of Mesa Library locations, handbooks to assist in proposal preparation, and web sites with grant information.

## Location codes in this list:

MN = Main Library – for Reference Items at Main Library, see special Grants section on Index Table, 2<sup>nd</sup> Floor

DR = Dobson Ranch

RM = Red Mountain

REF = Reference (note branch indicated for location)

YA CC = Young Adult College & Career Collection

GOVDOC = Government Documents collection at MN

## Where to Find Grants

Grants generally originate from foundations, corporations, and government agencies. The following directories list funding entities. Categories are arranged by type of funding agency. “Combination” directories include more than one type of grantmaking entity.

### Foundation/Corporation

**Foundation Directory.** Annual. MN REF, RM REF 361.7632 F825F

10,000 largest grantmaking foundations. Arranged alphabetically by state, cross-referenced by subject. Contact information, foundation data, purpose, activities, field(s) of interest, type of support, application information.

**Foundation Directory, Part 2.** Annual. MN REF 361.7632 F825G

Companion volume to Foundation Directory. Next 10,000 largest foundations by total giving. Contact information, foundation financial data, field(s) of interest, limitations. Indexes include types of support, subject, foundation name index.

**Foundation Grants to Individuals.** MN REF, RM REF 361.7632 F825H

Over 6,500 private grantmakers, public charities, and corporate giving programs in the US that provide financial assistance to individuals for a variety of purposes including educational support, general welfare, arts and culture, and research and professional support. Includes contact information, type of support, field(s) of interest, application information. Indexes include geographic focus and subject index.

## Government

### Catalog of Federal Domestic Assistance.

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

<http://purl.access.gpo.gov/GPO/LPS1729> US Government Printing Office. Annual in print/online, updated biweekly online. MN, MN REF, DR REF, RM REF 361.60973 C28 Massive compilation of federal government domestic assistance programs. Application/award information, deadline dates, contacts, many ways to search for grants. Includes excellent “Developing and Writing Grant Proposals” document: [http://12.46.245.173/pls/portal30/CATALOG.GRANT\\_PROPOSAL\\_DYN.show](http://12.46.245.173/pls/portal30/CATALOG.GRANT_PROPOSAL_DYN.show).

**Federal Register.** <http://www.gpoaccess.gov/fr/index.html> or <http://purl.access.gpo.gov/GPO/LPS1756>

Daily. Print at MN GOVDOC AE 2.106:

Published all business days of federal government. Daily compilation of public regulations and legal notices issued by federal agencies. Of particular importance: proposed rules, final rules, and program deadlines.

**Government Assistance Almanac.** Annual. MN REF, DR REF 353.0082025 G746

Guide to all federal programs available to American public. Private version of *Catalog of Federal Domestic Assistance* (see above). May be easier for some to use than Catalog.

**GovBenefits.gov** <http://www.govbenefits.gov/>

Enables individuals to locate federal and state benefits including loans and grants (over 1,000 programs) for which they may be eligible. Can search by keyword or in pre-determined topic areas. Offers confidential questionnaire to produce list of programs for which person may be eligible (click “Start Here” to complete questionnaire).

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

Place for organizations (government, educations, public housing, non-profit, some small businesses) to find/apply for federal grants. Information on over 1,000 programs. Can perform basic keyword search, browse by category or agency, or perform advanced search.

### Guide to Grants for Organizations and Schools

<http://www.azarts.gov/guide/index.htm>

Arizona Commission on the Arts. Annual. The Arizona Commission on the Arts receives/distributes funds from National Endowment for the Arts and State of Arizona. Application information and eligibility requirements for project/administrative grants open to artists, arts/community organizations. Includes artist in residence programs.

## Other/Combination

### **Annual Register of Grant Support: A Directory of Funding Sources.** Annual. MN REF 001.44 AN78A

Over 3,300 grant support programs offered by government agencies, public and private foundations, corporations, community trusts, unions, special interest organizations, and educational and professional associations. Arranged by funding subject. Contact information, area(s) of interest, type of funding. How-to-write proposal information in front section of volume.

### **Arizona Guide to Grants and Giving: The Annual Directory of Corporate and Foundation Resources for Arizona Grantseekers.** Annual. DR REF, RM REF 361.70681 AR47A 2004

Arizona-based corporate, foundation, government grantmaking entities. Contact information, funding interest(s), geographic scope, types of support given, giving ranges, restrictions or limitations, recent grants in Arizona. Includes several out-of-state funding sources.

### **AZ-211** <http://www.az211.gov>

Helps Arizona users easily find resources, including grants, for a variety of needs. Partnership of government, tribal, nonprofit, and community groups.

### **Funding Sources for Community and Economic Development: A Guide to Current Sources for Local Programs and Projects.** Annual. MN REF 361.2025 F962F 2004-05

More than 3,100 current funding programs aimed to support programs/projects initiated by organizations and individuals at national, state, and local levels. Monies to be used for developing resources or enriching and improving the lives of community residents; includes "brick and mortar," social service, and selected research grants. Entries detail purpose of grant, requirements, sample recipients, application and contact information. Indexed by subject, sponsoring organization, program type, geographic (state or regional) focus.

## For Targeted Populations

### **Financial Aid for... (separate books):**

...African Americans

...Asian Americans

...The Disabled and Their Families

...Hispanic Americans

...Native Americans

...Veterans, Military Personnel, and Their Dependents  
**Funding for Persons with Visual Impairments**

### **Directory of Financial Aids for Women**

Biennial. All at MN REF 378.3025 generally. (*On Grant Section of Business Index Table, 2<sup>nd</sup> Floor.*)

Series lists grants in addition to scholarships, fellowships, loans, awards, and internships. Programs sponsored by government agencies, professional organizations, corporations, sororities/fraternities, foundations, religious groups, educational associations, and military/veterans organizations. Includes purpose, eligibility, deadline, contact information.

## Especially for Students, Career-Changers

### **The College Blue Book, Volume 5: Scholarships, Fellowships, Grants, and Loans.** Biennial. MN REF, DR REF 378.73 C686B

Grouped by broad subject area and into more specific interest within field. Contact information, eligibility requirements, type of award, application information.

### **College Student's Guide to Merit and Other No-Need Funding.** Gail Ann Schlachter, R. David Weber. Biennial. MN, MN REF, RM 378.3 C686C

Programs open to currently-enrolled or returning college students; excludes any program requiring financial need or that considers income in selection process; instead, targets merit, ability, activities, career plans, religious or ethnic background, or "just pure luck." Includes purpose, eligibility, number awarded, deadline, contact information.

### **The Grants Register: The Complete Guide to Postgraduate Funding Worldwide.** Annual. MN REF 378.3 G797G

Over 3,500 programs for students at or above graduate level or needing advanced professional or vocational training. Arranged by awarding institution. Subject and eligibility indexes included.

### **High School Senior's guide to Merit and Other No-Need Funding.** Gail Ann Schlachter, R. David Weber. Biennial. MN YA, RM YA REF 378.3 H534H

Programs open to high school seniors of recent graduates; excludes any program requiring financial need or that considers income in selection process; instead, targets merit, ability, activities and club membership, career plans, religious or ethnic background, or "just pure luck." Includes purpose, eligibility, number awarded, deadline, contact information.

### **Loans and Grants from Uncle Sam: Am I Eligible, and For How Much?** MN YA CC, DR, YA CC, RM YA CC 378.3 L78L

Federal student aid guide.

### **Peterson's College Money Handbook.** Annual. MN, MN YA CC, MN REF, DR REF, DR YA CC, RM YA CC 378.3 P292P

Includes section on state scholarship and grant programs, arranged in alphabetical order by state name, then program name. Includes program information, eligibility, contact information.

*Also see large scholarship section in Adult (checkout/Reference sections) and YA CC (College and Career) sections at Dewey Numbers 378.3 and 378.3025.*

## Business

*According to many small business service providers, grants are rarely if at all available for starting a small business. The primary source of capital for most new businesses is personal savings and other forms of personal resources, loans from banks and commercial lenders, and help from investors and venture capital firms. Generally, foundations and government agencies do not make grants to for-profit businesses, with the exception of very specific purposes (not generally business operating expenses) with many restrictions. Grants through federal and state programs are primarily dedicated to research and development in the areas of technology, biotech, homeland security, and defense. If you choose to pursue a grant for your business purpose, thoroughly investigate any company or agency you consider working with or applying to and use caution to avoid scams.*

**Lesko's Free Money for Entrepreneurs: How to Start or Expand a Business with Government Grants, Low-Interest Loans, Contacts, and Free Services.** Matthew Lesko, Mary Ann Martello. MN, MN REF, DR, RM, RM REF 658.1592 L565F 2004 (MN copy at 2<sup>nd</sup> Floor Ask Here Desk; may use with ID)

Government grants that support small business - many are granted to small business support agencies that ultimately benefit those in small business.

**The Small Business Money Guide: How to Get It, Use It, Keep It.** Terri Lonier. MN 658.1592 L868S 1999  
Includes chapter, "Tapping into Grants." Describes both conventional and overlooked money sources for small business.

**Entrepreneur's Edge** MN, MN REF, DR, DR REF, RM, RM REF 658.1141 EN86E 2008; also online at [http://www.azcommerce.com/doclib/abc/entrepreneurs\\_edge.pdf](http://www.azcommerce.com/doclib/abc/entrepreneurs_edge.pdf)  
Resource guide to starting and running a business in Arizona. Includes section, "Financing Your Business." Pgs. 3-27 through 3-29 cover incentive/grant programs for which local businesses may qualify.

## How to Write a Proposal

Need help writing a grant proposal? Want to understand how foundations work? These handbooks can help you become a successful grant writer. "General" items are suitable for all grant seekers. Items for special grant seeker groups follow.

## General

**The Complete Book of Grant Writing: Learn to Write Grants Like a Professional.** Nancy Burke Smith, E. Gabriel Works. MN, RM 658.15224 SM62C 2006  
Covers every section of grant proposal, instructs how to make proposal compelling, explains timetable. Includes sample proposals, letters of inquiry, support letters.

**Complete Idiot's Guide to Grant Writing.** Waddy Thompson. MN, DR, RM 658.15224 T379C 2007  
Overseer of fundraising activities for a foundation describes each step of the process including how to determine who can receive a grant and for what, how to find donors, how to create a budget, how to write a compelling proposal, and how to overcome obstacles.

**Demystifying Grant Seeking: What You Really Need to Do to Get Grants.** Larissa Golden Brown and Martin John Brown. MN 658.15224 B813D 2001  
Practical advice on building a grant-seeking process for your organization beginning with dispelling myths/fears that get in the way of effective grant seeking, and continuing with entire grant seeking process improvement.

**Developing and Writing Grant Proposals**  
[http://12.46.245.173/pls/portal30/CATALOG.GRANT\\_PROP\\_OSAL\\_DYN.show](http://12.46.245.173/pls/portal30/CATALOG.GRANT_PROP_OSAL_DYN.show)  
Instructional document on Catalog of Federal Domestic Assistance website.

**The Everything Grant Writing Book.** Judy Tremore and Nancy Burke Smith. MN, RM 658.15224 T721E 2003, 2008  
Discusses all aspects of grantwriting process to help you succeed in competitive world of grant funding.

**Foundation Center's Guide to Proposal Writing.** MN REF 658.15224 G271G 1997  
Superb manual on basic, finer points of grantseeking. Learn proposal planning, writing, post-grant follow up. Actual examples, excellent insider information. Tips from grant-givers in question-answer format.

**Foundation Fundamentals: A Guide for Grant Seekers.** Mitchell F. Nauffts. MN 361.7632 N223F 1994  
Comprehensive, easy-to-read guidebook with facts needed to understand world of foundations. Helps identify appropriate foundation funding sources and provides detailed instructions on researching private foundations.

**Grant Application Writer's Handbook.** Liane Reif-Lehrer. MN, DR, RM 658.15224 R272G 2005  
Written by author who's been on the receiving end of many research grants. Covers all steps; features helpful forms/tips.

**Grant Proposal Makeover: Transform Your Request from No to Yes.** Cheryl A. Clarke, Susan P. Fox. MN 658.15224 C551G 2007  
How to edit a proposal to improve chance of success. Insider tips from funders.

**Grant Writing for Dummies.** Bev Browning. MN, DR, RM 658.1522 B821G 2005  
Step-by-step guide to writing winning proposals. Covers grant types, terminology, explanation of failure/success of proposals, samples, etiquette for following up.

**Grassroots Grants: An Activist's Guide to Grantseeking.** Andy Robinson. MN 658.15224 R56G 2004  
Model budgets, proposals, and grantseeking step by step.

**How Foundations Work: What Grantseekers Need to Know about the Many Faces of Foundations.** Denis McIlroy. MN 361.7632 M187H 1998

Inside look at foundations. Author debunks myths and provides productive strategies for dealing with foundations.

**The “How To” Grants Manual: Successful Grantseeking Techniques for Obtaining Public and Private Grants.** David G. Bauer. MN, RM 658.15224 B326H 2003

Detailed, experienced information on every step of the grant application process. Best methods for approaching foundations, corporations, and government funding sources.

**How to Write a Grant Proposal: Everything You Need to Create a Winning Proposal.** Matthew Lesko and Sarah Priestman. MN REF, RM REF 658.15224 L565I 2004 (Main Library copy kept at 2<sup>nd</sup> Floor Ask Here Desk – use with ID) Lesko’s 10-step program for writing a winning grant proposal.

**How to Write a Grant Proposal.** Cheryl Carter New, James Aaron Quick. RM 658.15224 N42H 2003

Writing of a proposal is the end of a process, not the beginning. This book concentrates on behind-the-scenes, pre-writing work that makes difference between winning and losing proposals. Guidance for educational institutions, government agencies, for-profit businesses, traditional non-profits, and others.

**How to Write and Get a Grant.** Matthew Lesko and Mary Ann Martello. MN REF, RM REF 658.15224 L565H 2002 (Main Library copy kept at 2<sup>nd</sup> Floor Ask Here Desk – use with ID)

Government, nonprofit grant sources and advice on preparing applications and proposals.

**The Only Grant Writing Book You’ll Ever Need.** Ellen Karsh and Arlen Sue Fox. MN, DR, RM 658.15224 K148G 2006

Treats grant-writing as the final, not-too-difficult step in a comprehensive, methodical process.

**Proposal Writing Short Course**

<http://foundationcenter.org/getstarted/tutorials/shortcourse/index.html>

On Foundation Center website. Offers advice on preparing a grant proposal.

**Storytelling for Grantseekers: The Guide to Creative Nonprofit Fundraising.** Cheryl A. Clarke. MN 658.15224 C551S 2001

Designed to put joy and creativity back into grantwriting process; explains how to tell funders about “people they may know nothing about” and how their lives can possibly be changed forever with help of your agency.

**“Thank You for Submitting Your Proposal”: A Foundation Director Reveals What Happens Next.** Martin Teitel. MN 658.15224 T235T 2007

Dos and don’ts drawn from 30 years experience in the funding world. Includes “Grantseeker’s Reality Check” including concise, easy-to-grasp advice.

**U.S. Department of Housing and Urban Development Presents: The Art and Science of Grant Writing.** HUD and Center for Faith-Based & Community Initiatives. MN GOVDOC HH 1.2:C 73/51/2006

Handbook from HUD Grant Writing Training Program; provides ideas and approaches for faith-based organizations to obtain federal funds, successfully write grants, and develop coalitions.

**Webster’s New World Grant Writing Handbook.** Sara Deming Wason. MN 658.15224 W282W 2004

Every step of proposal development, as well as what should happen after it’s sent.

**Winning Grants Step by Step: Support Centers of America’s Complete Workbook for Planning, Developing, Writing Successful Proposals.** RM 658.15224 C197W 2002

Excellent workbook for planning, composing grant proposals. Exercises to develop skills and meet requirements of both government agencies and private funders.

**Writing Grant Proposals That Win.** Edited by Deborah Ward. MN 658.15224 W939W 2006

All-around instruction on writing a proposal, using resources (directories, etc.), and handling contact with funder. Includes samples.

## Accountability

**Grant Winner’s Toolkit: Project Management and Evaluation.** James Aaron Quick, Cheryl Carter New. RM 658.15224 Q4G 2000

Managing grant process after grant has been awarded. Includes sample documents and forms.

## Non-Profit

**Earning More Funds: Effective, Proven Fundraising Strategies for Every Non-Profit Group.** Chip and Ralfie Blasuis. MN 361.70681 B612E 1995

All types of nonprofit fundraising ideas plus short, useful overview of grantwriting fundamentals.

**Everything Fundraising Book: Create a Strategy, Plan Events, Increase Visibility, and Raise the Money You Need.** Rich Mintzner, Sam Friedman. DR 658.15224 M668E 2003  
Includes sections “All about Grants” and “Grant Writing.”

**Fundraising for Non-Profit Groups: How to Get Money from Corporations, Foundations, and Government.** Joyce Young. MN, RM 361.70681 Y85F 2002

Discussion of funding, helpful descriptions of entities who supply money for non-profit organization work.

## Where to Find Help on the Internet

**Education World – The Grants Center.**

<http://www.educationworld.com/admin/archives/grants.shtml>  
Grant information for educators including grant writing resources, guides. Available grants/grant originators arranged by subject.

**The Foundation Center** <http://foundationcenter.org>

Includes many features, some free and others fee-based. Free features include “Foundation Finder” with profiles of foundations (searchable by name or part of name, state, or zip) and “990 Finder” allowing review of IRS filings from foundations (searchable by organization name, geography, EIN number). Also features free and fee-based online classes, reference guides (under “Get Started” and then “Get Answers”) with items of interest to individual grantseekers and nonprofits, online tutorials, links to non-profit resources, and much more. Note: Phoenix Public Library is a Foundation Center Cooperating Collection library with access to Foundation Center’s Core Collection of published works as well as Foundation Directory Online.

**Foundations Online** <http://www.foundations.org>

A service of the Northern California Community Foundation, Inc. Links to corporate and private foundation web pages, community foundations, government grant sites, and more.

**GovBenefits.gov** <http://www.govbenefits.gov/>

Enables individuals to locate federal and state benefits including loans and grants (over 1,000 programs included) for which they may be eligible. Can search by keyword or in pre-determined topic areas. Offers confidential questionnaire to produce list of programs for which person may be eligible (click “Start Here” to complete questionnaire).

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

Place for organizations (government, educations, public housing, non-profit, some small businesses) to find and apply for federal grants. Information on over 1,000 grant programs. Can perform basic keyword search, browse by category or agency, or perform an advanced search.

**Small Business Administration – Financial Assistance**

<http://www.sba.gov/services/financialassistance/>

Information about financing business with government loans from the SBA. Features section related to Federal grants.

**SRA International Grants Web**

<http://www.srainternational.org/sra03/grantsweb/index.cfm>

From Society of Research Administrators. Links to government, research administrator, private, and foundation funding sites.

**Also check the following subject headings in the City of Mesa Library Catalog:**

- Charities
- Fund Raising
- Fund Raising – United States
- Grants-in-Aid – United States
- Human Services
- Research Grants - Directories
- Nonprofit Organizations – Finance
- Endowments – Directories
- Scholarships – United States