

PRIVATE FUNDING RELATIONSHIPS

1. Types of Private Grant Funding
 - a. National Non-profits
 - b. Community Foundation
 - c. Family Foundations
 - d. Corporate Foundations

2. Relationship - small office, a lot like dating
 - a. LISTEN – build on shared interests
 - b. Meet in common spaces (conferences, presentations, social media, review panels, publications)
 - c. Talk about shared interests – be genuine - leads to invitation
 - d. The first date – proposal (put out your best work)
 - e. Follow through – you get the funding, don't stop calling.
 1. Send updates,
 2. Interesting things for their annual reports
 3. Be available to speak at presentations
 - f. With that in mind, be selective who you date, alignment is everything!

3. Finding Funding
 - a. Be flexible in your approach
 - b. Consider who your research will most impact – benefits to society
 - c. Consider how your work will look in a company's/foundation's annual report
 1. Corporations – consider their market audience. Banks for example often fund education projects in the communities they serve.
 2. Foundations – look at their mission statements, consider what they want to accomplish and where they need to go to accomplish this mission. Don't force a fit.
 - d. Consider what you want funded. Generally, foundations do not like funding operating support – makes their “Charity Navigator” stats look bad.
 1. Proposals heavy in salary don't go over well (doesn't look good in the annual report)
 2. Funding students doing projects
 3. Innovative - think ahead of the field.

*Don't forget “Lurking Options” provided by Social Media.
Follow people and organizations on LinkedIn, Twitter, Blogs, Facebook, etc. or sign up for RSS Feeds.*

RESOURCES FOR FINDING FUNDING

PIVOT (formerly COS) – *available to all WSU employees (paid for by the Office of Research)*

http://pivot.cos.com/funding_main - Funding resource with more than 24,000 records representing nearly 400,000 opportunities, worth over \$33 billion. Weekly email funding alert and expertise database are also important features. Very useful tool, especially for RFP-driven proposals. Pivot does include many private sources, but not all. They do not include many community foundations.

FOUNDATION CENTER: FOUNDATION SEARCH ONLINE – *available through WSU– Corporate & Foundation Relations (CFR)*

<http://fconline.fdncenter.org/> - CFR personnel can search the database of private foundations and provide information about past giving, names of board members etc.

GRANTMANSHIP CENTER

<https://www.tgci.com/funding-sources> - A free resource through the Grantsmanship Center. Provides state-by-state listing to top grantmaking foundations, community foundations and corporate giving programs.

THE CHRONICLE OF PHILANTHROPY

<http://philanthropy.com/section/Guide-to-Grants/270/> - Searchable new grants database.

GRANTSNET.ORG

<http://grantsnet.org> - Here is an excellent free site with resources to find funds for training in the sciences and undergraduate science education.

FIND THE BEST – Compare Private Grantmaking Foundations

<http://non-profit-organizations.findthebest.com/d/t/Philanthropy%2C-Voluntarism-and-Grantmaking-Foundations/Private-Grantmaking-Foundations?rnd=250399> - Website has search tools to narrow down size of the foundation, location and charitable purpose. Easy links to quickly gain more information

Sample Foundations that fund Educational Research

Alfred P. Sloan Foundation – Grants available throughout the year, covering science and engineering and their overlaps with civics, education and economics.

Arthur Vining Davis Foundation – Funds secondary education initiatives that have the capacity for expansion or replication to state, regional or national levels. Requests should target professional development of high school teachers and offer best-in-class training to address a significant issue(s) facing teachers.

William T. Grant Foundation – Research and scholarship funding towards advancing the cause of creating safe, healthy and character-building environments for young people.

W.K. Kellogg Foundation – Early childhood education.

Wallace Foundation - Five major initiatives underway: School Leadership, After School, Arts Education, Summer and Expanded Learning, Audience Development for the Arts. The Wallace Foundation usually identifies experts and invites them to submit proposals. They will review letters of interest.

Spencer Foundation – We believe that cultivating knowledge and new ideas about education will ultimately improve students' lives and enrich society. The Foundation pursues its mission by awarding research grants and fellowships and by strengthening the connections among education research, policy and practice through its communications and networking activities.