

GRANTS Resources, Funders and More

Resources for Grant-Seekers

Center for Nonprofit Management

In Middle Tennessee, the Center for Nonprofit Management provides services to nonprofit organizations, including training and consulting services. It has partnerships with local universities, resource information, steps to starting a nonprofit organization and a list of job openings in nonprofit organizations.

<http://www.cnm.org/Home.aspx>

Nashville Area Chapter of the Grant Professionals Association

The Nashville Area Chapter of the Grant Professionals Association is a local affiliate of a national association that exists to build and support an international community of grant and fundraising professionals committed to practicing the highest ethical and professional standards. GPA:

- Serves as a leading authority and resource for the practice of grantsmanship in all sectors of the field
- Advances the field by promoting professional growth and development
- Enhances the public image and recognition of the profession within the greater philanthropic, public, and private funding communities
- Promotes positive relationships between grant professionals and their stakeholders

Established in 2004, the Nashville Area Chapter meets monthly over the lunch hour and provides its members with resources such as professional development, education and networking opportunities. The Chapter welcomes guests to attend a meeting prior to joining. For additional information about upcoming meetings, please contact Holly Noble at hnoble@tpac.org. To learn more about local and national membership, please contact Samantha Sanchez at ssanchez@tals.org or visit <http://grantprofessionals.org/join>

The Foundation Center

The Foundation Center was established in 1956 and is supported by more than 500 foundations, and it is a leading source of information about philanthropy worldwide. It provides email newsletters on a variety of topics, including those that describe funding opportunities nationwide. There is an array of information on grant-related topics in their Knowledge Center.

The Foundation Center also offers a searchable database to provide information about organizations and identify available funding sources. There is a cost for searching Foundation Directory Online, although there are often locations in which access may be available at no charge, including at the downtown Nashville library.

<http://foundationcenter.org/>

<http://grantspace.org/Tools/Knowledge-Base/Funding-Resources/Foundations/Finding-grants>

A few other grant information resources:

- [www.USA.gov](http://www.usa.gov) has information about grants, loans and other assistance from the federal government, management and operations and tax information for charities and nonprofit organizations. <http://www.usa.gov/Business/Nonprofit.shtml>
- *Google for Nonprofits* provides nonprofit organizations with sharply discounted or free products the help find donors and volunteers, work efficiently and engage supporters. <http://www.google.com/nonprofits/>
- *The Nonprofit Times* provides resource information and management tips for nonprofit management, including a list of grant opportunities. <http://www.thenonproftimes.com/>
- *GrantStation* provides members with a searchable data base of private and federal grants, tutorials on grant research, developing proposals and grant management, as well as a weekly newsletter. <http://www.grantstation.com/index.asp>
- *Not Getting Enough Funder Love? Try These Grantwriting Tips* from Phlantech, a provider of online grants management, explains that it is important to be sure there is a match between the proposed initiative and the foundations. It suggests that proposals submitted have the exact information required and to focus on how a program would relate to the foundation's goals. <http://blog.philantech.com/blog-0/bid/82361/Not-Getting-Enough-Funder-Love-Try-These-Grantwriting-Tips>
- GrantGopher identifies grant opportunities in specific categories for a \$10 per month fee (\$50 per year). <https://www.grantgopher.com/Home.aspx>

The Community Foundation of Middle Tennessee provides a searchable database of Middle Tennessee service providers, as well as information about community issues.

<http://givingmatters.guidestar.org/>

Similar information at the national level is available from Guidestar.

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

The U. S. Small Business Administration has links to information that may be helpful for nonprofit organizations.

<http://www.sba.gov/content/nonprofit-organizations>

Improving Proposals, Reports, etc. (English as a Communication Tool)

To convey ideas and information involves the effective use of the English language. English continues to evolve and the number of words continues to grow, requiring ongoing awareness of these changes. Whether the English language is being used in business letters, reports, grant proposals or in other ways, there are sources of information to improve English language writing.

It is difficult to estimate the number of words in the English language, partly due to the evolution of words and difficulty in determining what actually counts as a word. In 2010, Google and Harvard University analyzed more than 5 million digital books and found 1,022,000 words, and projected expansion of about 8,500 words each year. Estimates from others range to 2 million words and above, with growth expected of 25,000 words each year.

The English Language is the most widely used language in the world and is the official language of 54 countries and 27 non-sovereign entities. English is the international language of many fields, and it reflects the infusion of various dialects and influences of many other languages. There are different regional dialects throughout the world, with 57% of native English speakers in the United States., followed by 16% in the United Kingdom, and smaller numbers in Canada, Australia, Nigeria, Ireland, South Africa, New Zealand and other places.

Dan Gunderman, creative director at Big Duck (marketing and communications firm exclusively serving nonprofit organizations) has suggestions on best communications practices for nonprofit organization. He explains that these words can occasionally be an effective choice, but are often overused or misused.

http://www.bigducknyc.com/blog/words_to_avoid_2013_edition

Mr. Gunderman's comments on ***Words to Avoid-2013 Edition*** are in italics below:

- ***Constituents*** - *I'm sure I've been guilty of using this one. It's just too familiar. But let's remember that unless you've been elected to office, you don't actually have constituents. You have participants, donors, friends, family, or any other word that describes your different audience members.*
- ***Optimize*** - *This is one of those words nonprofits use because it sounds really good. Optimize means "to make something the best." Bold claim. Even bolder than making something better. We recommend that you just say what you mean. If there's genuinely nothing you can do to make something better, go ahead and consider it optimized.*
- ***Ecosystem (when you don't mean actual ecosystems)*** - *This one, as a metaphor, has crept into the nonprofit world with aplomb over the past year. Directness is a trusted friend when communicating. Unless you want people to think about biological organisms living in an interconnected natural environment, you're likely to lose your reader or listener when you use ecosystem in another context.*

- **Interwebs, internuts, FaceSpace, etc.** - Some of you might remember 2004. During one of the presidential debates, President George W. Bush referred to the "internets." Ever since, nearly a decade later, the hipsters of Brooklyn (home of Big Duck) have embraced ironic terms that imply they don't know how the internet works. Boy, it sure rubs some of the Ducks the wrong way. On a mostly unrelated note, I live in Queens.
- **Strive, help, work, etc.** - Big Duck is definitely guilty of using this group of words, and truth be told, there's nothing wrong with the words themselves. But they do encourage weak sentence construction. Nonprofits habitually avoid taking credit for the great work they do. It results in passive voice, or sentences like, "We work to protect endangered species." How about instead, "We protect endangered species"? Please be careful in your use of these words.
- **Synergistic** - Vomitastic.
- **Impact** - I've lost the war on impact. No amount of kvetching (and it's been several years of it) seems to have any impact on the totally unimpactful way that people use impact. I hereby throw in the towel.

Other sources of overused and misused words include:

Lake Superior State University's annual *List of Banished Words*. The 2013 list includes fiscal cliff, double down, job creators/creation, passion/passionate, trending, bucket list and others.

<http://www.lsu.edu/banished/current.php>

The Atlantic Wire compiled an A-to-Z Guide to 2012's worst words (overused or misused), including artisanal, curate, ecosystem fiscal cliff, gaffe, hashtag, hipster, organically, sustainable and others.

<http://www.theatlanticwire.com/entertainment/2012/12/worst-words-2012/59909/>

The importance of good writing style is nothing new. In 1918, William Strunk, Jr. developed a list of *Words and Expressions Commonly Misused*. Mr. Strunk wrote *Elements of Style* in 1918, which remains a standard guide to American English writing style.

<http://www.bartleby.com/141/strunk3.html>

Philanthropy Issues

On February 13, 2013, *The Chronicle of Philanthropy* had an article entitled *Philanthropy Must Do More to Influence Policy, Say Government Officials*. It noted that for significant changes on pressing issues like poverty, criminal justice, health care, the environment and education, philanthropy needs to increase efforts to influence public policies.

It discussed the choices that need to be made in terms of short-term/transactional giving compared to long-term commitment to support. The article also mentioned that foundation-financed studies on social problems often do not reach the legislators who establish policy. It described ways philanthropy

can promote the information available to educate legislators. It also noted that sometimes foundations may be reluctant to become involved in policy issues to avoid scrutiny, as well as the need for philanthropy to be done in a way that is respectful of people's dignity.

<http://philanthropy.com/article/Philanthropy-Must-Do-More-to/137301/>

National Committee for Responsive Philanthropy – Strategic Philanthropy

The National Committee for Responsive Philanthropy has served as an independent watchdog of foundations for 35 years. Their recommendations have been adopted as policies by institutional grantmakers, government agencies and others. Their mission is to promote “philanthropy that serves the public good, is responsive to people and communities with the least wealth and opportunity, and is held accountable to the highest standards of integrity and openness.”

<https://www.ncrp.org/>

One of the National Committee's reports on Philanthropy at Its Best is *Why Strategic Philanthropy is Social Justice Philanthropy*. It explains how the crises in the nation and the world have prompted many philanthropists to be more organized, focused and effective. It also describes the strengths of strategic philanthropy as having clear goals, evidence-based strategy and use of feedback, while acknowledging that it has limits of a narrow focus on short-term goals, rather than one that integrates public policy.

http://www.ncrp.org/files/publications/Real_Results_Why_Strategic_Philanthropy_is_Social_Justice_Philanthropy.pdf

Nonprofit Quarterly – Use of Demographics

On March 18, 2013, *Nonprofit Quarterly* described the importance of using data in *Who Benefits? Why Effective Grantmakers Pay Attention to Demographics*. It explained that philanthropists become more strategic and effective, it is important to consider various factors:

- What achievement is being sought?
- Who benefits?
- What proportion of dollars is reaching those who need the most?
- Is that share of dollars enough, given the mission, goals and strategies?

This report noted that 40% of foundation grant dollars from 2008-2010 were classified as benefitting underserved communities, an increase from 33% four years earlier. They recommend that foundations allocate at least 50% of grant dollars for marginalized communities

<http://www.nonprofitquarterly.org/philanthropy/21969-who-benefits-why-effective-grantmakers-pay-attention-to-demographics.html>

For additional information, please contact Metropolitan Social Services – Planning & Coordination, 615-862-6494 or MSSPC@nashville.gov